

**I N S I D E:****FOCUS ON SALES:  
CHR & CLOSING**

In a double helping of pragmatic sales advice, **Chris Beck** reviews changes in closing techniques, while **WAPW/Atlanta VP/GM Bill Phippen** tells how to sell CHR to advertisers more effectively.

Page 18, 34

**FIVE-WAY ROCK  
BATTLE RATTLES  
SEATTLE MARKET**

A quintet of Seattle rockers are waging the hottest rock war in the nation. Three share the spotlight this week: **KISW** and **KXRX** in AOR and **KNDD** in New Rock.

Page 40, 44

**PAPAL BULL  
ON A BILLBOARD**

What's the Pope doing on a Grand Rapids billboard? Displaying his Catholic tastes in radio, perhaps? For this answer and further speculation, see **Street Talk**.

Begins Page 22

**ARBITRON ON  
A MISSION**

Arbitron's **Jay Guyther**, in his first **R&R** contribution, puts the ratings service's mission on the line: to be more responsive than ever to radio clients. The next moves are up to you at radio.

Page 31

**IN THE NEWS...**

- **Cassandra Mills** Pres./Black Music at **Giant**
- **Dave Lange** becomes PD at **WCKG/Chicago**
- **Greg Tantum** now PD at **KFWB/L.A.**
- **John Larson** programs **KZPS/Dallas**
- **Jere Sullivan** takes PD post at **WJQY/Miami**

Page 3

Newsstand Price \$8.00

# R&R

## RADIO & RECORDS

**Thorn-EMI Buys Virgin Music**

\$1 billion deal will help fund Branson's airline

Virgin Group Chairman **Richard Branson** ended years of speculation over the future of **Virgin Music Group** by selling the company to British conglomerate **Thorn-EMI** for approximately \$1 billion. Branson intends to use the bulk of the proceeds to expand his **Virgin Atlantic Airways**.

Branson will remain President of **Virgin Music** for life, and the rest of the company's executive tier is expected to remain in place. Branson promises artistic independence for the acts who record for **Virgin Records**.

**Virgin Virtues**

- **Paula Abdul, Janet Jackson, Rolling Stones** now part of **EMI**
- **Publishing sold too**
- **No U.S. changes expected**

The transaction ended bidding from several companies interested in acquiring the group. Industry observers said German-based **BMG** and former part-owner **Fujisankei** were, along with **EMI**, the leading contenders to buy **Virgin**.

**Virgin's** artist roster includes worldwide rights to **Paula Abdul, Neneh Cherry, Gary Moore, UB40, and Steve Winwood**. Outside of North America, it holds rights to **Belinda Carlisle, Bryan Ferry, Peter Gabriel, and Genesis**. In the UK, the group holds rights to a number of artists, most notably **Phil Collins**. **Virgin** signed **Janet Jackson** and the **Rolling Stones** in the last year.

The deal also included **Virgin Music Publishing**, which owns the rights to 25,000 songs, including the catalogs of **C&C Music Factory, Fine Young Cannibals, Lenny Kravitz, Nirvana, the Pet Shop Boys, and Tears For Fears**.

**Co-Leadership Position**

"I'm very excited about combining **Virgin Music Group** with **EMI Music**," said **EMI Music CEO/President Jim Fifeild**. "Not only does this move us into a co-leadership position in the recorded music industry, but it also provides us with significant profit improvement opportunities. It gives us access to a very strong artist roster and catalog, and strengthens our position in music publishing. Most importantly, they have a strong management team, led by **Ken Berry**, which will allow the company to integrate well with **EMI**."

**Smith, Van Houten Head  
Group W AOR Stations**

WNEW-FM taps Smith; Van Houten to WLLZ

**WLLZ/Detroit VP/GM Kevin Smith** has been transferred to sister **Group W AOR WNEW-FM/New York** in the same capacity. **Smith** succeeds **Ted Utz**, who was recently named the company's **VP/Programming, AOR Stations**. In a related move, **WLLZ GSM Buzz Van Houten** has been promoted to **Station Manager** at the **Detroit** rocker.

"We conducted an extensive search for **Ted's** replacement at **WNEW**, and we were delighted to have selected **Kevin**," said **Group W Radio President Jim Thompson**.

"He's done such a good job for us in **Detroit** and I know he'll do as well here. My only wish is that he wasn't such an ardent **St. John's** basketball fan."

"We're happy to give **Buzz** the opportunity to run the **Detroit** station now. This is in recognition of the fine job he's done for us already."

**Career Moves**

A **New York** native, **Smith** began his radio career at **Eastman Radio**. He later joined **Hubbard Broadcasting's KSTP/Minneapolis** as an **AE** and held **GSM** positions at crosstown **Sunbelt Communications** outlet **KTWN** and **WLTE**. **Smith** also was **GM** at **Legacy Broadcasting's KDWB-AM & FM/Minneapolis** before joining the **Group W** fold at **WLLZ** in 1988.

**Van Houten** joined **WLLZ** in 1988 after serving as **GSM** at crosstown **Cap Cities/ABC** station **WHYT**. He also served in a variety of executive sales positions at **Detroit's WJR, WRIF, and WWWW**.

**CRS A Record Crowd-Pleaser**

The 23rd annual **Country Radio Seminar**, held **March 4-7** at **Nashville's Opryland Hotel**, was as hot as the **Country** format itself. The record 1705 attendees marked a 400-person increase from last year's **CRS** and beat the earlier high-water mark by more than 300.

Many of **country music's** biggest names provided entertainment, including **Alabama**, who opened the ceremonies backed by the **U.S. Army Band**. Among other featured performers were **Alan Jackson, Steve Wariner, Marty Stuart, Trisha Yearwood, Diamond Rio, and Aaron Tippin**.

**Willie Nelson** received the **Country Radio Broadcasters' Humanitarian Award**. In other awards highlights, **KVOO/Tulsa OM Billy Parker** and former **KWJJ/Portland, OR** personality **Sammy Taylor** were inducted into the **Country Music DJ Hall Of Fame**, the latter posthumously.

And... as pictured above, **Garth Brooks** (with plaque) accepted the **Academy of Country Music's** newly created **Special Achievement Award** following his seminar performance. Presenting the honors are several **ACM** directors, including Chairman **Gene Weed** (left, next to **Brooks**) and Exec. Director **Bill Boyd** (far right).

CRS Photo Roundup

Page 48

# PRINCE AND THE NEW POWER GENERATION "MONEY DON'T MATTER 2 NIGHT"

The follow-up to two consecutive

No.1 singles, two Urban Top Fives

and a No.1 Urban smash.

From the album DIAMONDS AND PEARLS-

over 5,000,000 sold worldwide!

Produced, Arranged, Composed & Performed by  
Prince And The New Power Generation

Management by Gilbert Davison and Jill Willis for Paisley Park Enterprises

© 1992 Warner Bros. Records Inc. All rights reserved. Seven years to party.

Paisley Park 

## Mills Becomes Giant President/Black Music

Industry vet Cassandra Mills has been elevated to President/Black Music at Giant Records.

"Cassandra has quickly proven to be one of the industry's rising executive stars," noted Giant owner Irving Azoff. "This well-deserved appointment gives her the additional portfolio to continue her many successes."

Giant President Charlie Minor added, "Cassandra's instincts and accomplishments at Giant are an integral part of our current success. This appointed mandate will enable her to work even more magic."

Mills said, "The opportunity to share in the building and development of what is fast becoming one of the industry's leading entertainment conglomerates is a dream come true." Working under the tutelage of Irving Azoff has allowed me to broaden and explore my ideas and intuitions. I look forward to contributing to the future of Giant Records and the Warner family."

Mills joined Giant in 1990 as head of A&R/Black Music. She previously worked in various segments of artist development and personal management in the music industry.

## WJQY/Miami Taps Sullivan As Programmer

Command Soft AC KJQY/San Diego PD Jere Sullivan has accepted a similar assignment at Tak Communications Soft AC WJQY/Miami. Sullivan will succeed Craig Ashwood, who recently left to program WASH/Washington.



Sullivan

WJQY VP/GM David Harris told R&R, "Jere has a very successful track record in the Miami market. We had many qualified candidates for this job, but Jere's programming expertise and personal style put him over the top."

"He still has a daughter in Miami, so he really wanted to come back. He had many great days here and is looking forward to returning. It's competitive as always, but he knows the players and that will greatly help us."

Sullivan left KJQY in November 1991 and was replaced by Kurt Kelly, only to rejoin the station less than two months later. He previously programmed Miami stations WMXJ, WIOD, and WYOR, as well as Philadelphia outlets WPGR and WSNi (now WYXR).

## Mambo Mixer



Elektra Entertainment Chairman Bob Krasnow (l) and "The Mambo Kings" soundtrack Exec. Music Producer Robert Kraft mix it up at a recent party for the film's premiere.

## OWEN EXITS

### Larson Snags KZPS PD Job

Bonneville Classic Rocker KZPS/Dallas has hired KSD-FM/St. Louis programmer John Larson as its new PD. He replaces Danny Owen, who exited the station last week. No replacement has been named at KSD-FM.

KZPS VP/GM Tom Glade said, "John brings several years of successful Classic Rock and AOR programming leadership. John's knowledge, experience, and leadership will help KZPS reach the next level of growth and success."

Larson told R&R, "I think it's a great opportunity, and there are a lot of new goals we can achieve at KZPS. It was a tough choice to leave Gannett and KSD-FM, but the opportunity at KZPS seemed too good to pass up."

Past PD stops for Larson include WLLZ/Detroit, WAVA/Washington, WCMF/Rochester, and KDKB/Phoenix.

## OBITUARY

### KMOX's Hyland Remembered As Innovator, Community Servant

Robert Hyland, the broadcasting visionary who turned KMOX/St. Louis into a radio legend, was described as a hands-on radio executive who loved his business and his community. Hyland, 71, died last week from liver cancer.

A 40-year executive of KMOX, Hyland continually brought innovations to radio that helped propel the station to dominant ratings. KMOX was the first station to air a call-in talk show. It was the first CBS station - radio or TV - to run editorials; it was also the first to endorse political candidates. The station continues to rank among the highest-rated major market radio stations in the country.

Hyland nurtured a multigenerational relationship with the St. Louis Cardinals baseball team. His father, Dr. Robert Hyland Sr., was the team physician and was widely characterized as the "Surgeon General of baseball." The younger



Hyland

## CR WCKG/Chicago Picks Lange As PD

Jacobs Media consultant and veteran AOR programmer Dave Lange has been tapped for the PD post at Classic Rock WCKG/Chicago. He replaces Dan Michaels, who exited last month. Jacobs consults the Cox Enterprises outlet.

GM Marc Morgan told R&R, "Lange's experience, energy, and style make him the right person to take us to the next level. I'm delighted we could land him."

Lange said, "I felt this was a pretty incredible opportunity to work in Chicago with a company like Cox and still be able to work with the people at Jacobs. I felt it was the opportunity of my career."

Prior to joining Jacobs Media, Lange programmed WILS/Lansing, WDVE/Pittsburgh, WSHE/Miami, and WLAV/Grand Rapids.

## Tantum Named KFWB/L.A. PD

News vet Greg Tantum has been named PD/Exec. Editor at Group W's all-News KFWB/Los Angeles. He succeeds Ken Beck, who was recently named ND at KGO/San Francisco.

"Greg has an outstanding background in news, management, and programming," according to VP/GM Chris Claus. "He will bring a wealth of knowledge about the industry to this position, and we're confident that he can carry on the station's tradition."

Tantum was most recently Asst. PD/Director of Networks for WIP/Philadelphia. He also served as PD of WCAU/Philadelphia and KING/Seattle, and as ND of San Diego's KOGO and KSDO.

### St. Louis Leader

A lifelong resident of St. Louis, Hyland was also a community activist. He presided over the St. Louis Zoological Park Commission; was Chairman of the city's airport authority; sat on the boards of local colleges, hospitals, and the NAACP; and founded an adolescent alcohol and drug treatment center. It is widely believed that Hyland turned down several offers to head the CBS Radio and CBS Sports divisions in order to stay in St. Louis.

"Bob Hyland was a great family man, and his family included his beloved city of St. Louis, to which he devoted so much of his professional and personal life," said CBS

HYLAND/See Page 30

MARCH 13, 1992

## FORMAT FORUM ON UC ISSUES

Urban radio managers and programmers tackle their prime concerns for the format in the second round of Walt Love's hot issue roundtable.

Page 44

## FEATURES

RADIO BUSINESS: Greater Media facing liquidation?	4
NEWSBREAKERS	10
OVERVIEW	
● MANAGEMENT: Why top ads work	16
● SALES: Winning at closing time	18
● LIFESTYLES: U.S. opinions on the big issues	19
● MEDIA: WGN sells books by phone	20
STREET TALK: Hunt out at Elektra	22
TIMELINE	28
RATINGS & RESEARCH: Arbitron's mission	31
MUSIC	
● MUSIC DATEBOOK	32
● COMPACT DATA	32
● POLLSTAR	33
MARKETPLACE	50
OPPORTUNITIES	51

## FORMATS

CHR: Selling the format	34
AC: Variety vs. the Mix	38
AOR: Seattle slugfest	40
UC:	44
NEW ROCK: The End is coming on	46
COUNTRY: CRS coverage	48
Nashville This Week: More CRS coverage	49

## MUSIC INFORMATION

NATIONAL RADIO FORMATS	33
MUSIC VIDEO: MTV, VH-1, Jukebox Network lists	33
WORLD MUSIC OVERVIEW: UK, Australia, Canada charts	33
COUNTRY	55
COUNTRY SONG INFORMATION INDEX	57
CURRENT-BASED AC	59
ASSOCIATE REPORTERS	61
NAC	62
CONTEMPORARY JAZZ	62
URBAN CONTEMPORARY	64
AOR TRACKS	68
AOR ALBUMS	70
NEW ROCK	72
CHR	76
PARALLEL CHART ANALYSIS	88
AC, AOR, CHR, COUNTRY, URBAN CHARTS	BACK PAGE
NEW ROCK, NAC, CONTEMPORARY JAZZ HIGHLIGHTS	BACK PAGE

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## Stewart Takes A Hard Line On Fines

FCC Mass Media Chief Roy Stewart told broadcasters this week that the best way to deal with the Commission's hefty new fines is simply to obey the rules.

ceiver's LCD screen or even on a hard copy printer. Such a system

Continued on Page 8

"I have told my staff that we're not out to close the federal deficit on the backs of broadcasters," said Stewart. "But if you're not going to obey the rules, I can't help you."

"There aren't that many rules left that you can't obey them. You've got it under your control. You have to decide. Are you going to keep that tower lit? Are you going to maintain that main studio? Or are you going to get fined?"

Stewart also urged broadcasters to obtain the list of items the Field Operations Bureau checks for during routine visits. "Go down that list and make sure [the station is in compliance.]" Stewart made his remarks at the NAB's annual State Leadership Conference in Washington, DC.

### FM Grant Freeze

Regarding the NAB's recent request for a freeze on new FM grants, Stewart was pessimistic. Although the agency understands industry concerns about overcrowding of the band, he said, both the Commission and Congress doubt whether a total freeze is in the public interest. That sentiment was echoed by two other speakers, Terry Haines, Chairman Al Sikes's Chief of Staff, and Larry Irving, a top aide to House Telecommunication Subcommittee Chairman Ed Markey (D-MA).

In other NAB news, the group's Radio Broadcast Data Systems Task Force (RBDS) has announced its tentative support for the use of such technology in the U.S. through adoption of a comprehensive technical standard set by the National Radio Systems Committee (NRSC). RBDS technology allows radio stations to transmit a variety of encoded data, including weather and traffic information, which appears on the RBDS re-

## Broadcasters Balk At Giving Credit To Candidates

Interop National Radio Sales and seven broadcast groups are asking the FCC to reconsider a recent ruling that political candidates can't be asked for advance payment for political advertising.

The FCC ruled last month that broadcasters must extend credit to political candidates just as they would to any other advertiser. Broadcasters historically have demanded cash up front from campaigns to avoid collection problems and because unpaid advertising fees can be construed under federal election laws as illegal campaign contributions.

Haley, Bader & Potts, the Washington, DC communications law firm that's representing the broadcasters, argued that extending credit to political campaigns "is irrational" and "would be financial suicide in these economically troubled times." It added that the FCC policy "places broadcasters in the precarious position of discriminating among candidates, facing intimidation and coercion from candidates, and attempting to collect from penniless candidates after the election is won or lost."

Other companies challenging the FCC include Donrey Media Group, EBE Communications, Fairbanks Communications, Heffel Broadcasting, Meridith Corp., Noble Broadcast Group, and Sterling Recreation Organization.

## UPI On The Ropes

United Press International, after years of defying predictions of its imminent demise, is facing a possible shutdown next month by a federal bankruptcy court judge.

U.S. Bankruptcy Judge Francis Conrad last week refused UPI management's request for another 90 days to come up with a reorganization plan to emerge from Chapter 11 bankruptcy protection. Noting that the Washington-based news service was losing \$100,000 a month, Conrad said he feared that no reorganization plan would be forthcoming, and that "the losses will get worse instead of better."

He also said there was a "very real possibility" that UPI could be out of business by the end of April.

After refusing the extension, Judge Conrad opened the door for UPI's creditors to find a buyer for the company. In all, the creditors are owed \$60 million. But one of their lawyers, Dennis O'Dea, told R&R his clients expected to get only \$15 million for UPI. He said Tuesday (3/10) there had been discussions with potential buyers but no firm bids.

### Rossiter Exiting

Although there had reportedly been multimillion-dollar offers to buy UPI Radio alone, UPI Exec. VP Al Rossiter Jr. said that none of them were still consideration. He said all were rejected because they were "not considered in the best interest of UPI."

Talk show host Sonny Bloch told R&R he hasn't given up his efforts to buy UPI Radio. He complained that his offers were never even answered by UPI: "We were totally ignored." Bloch said his attorneys are drawing up a new bid to present to the creditors committee, offering \$2 million in cash and notes for the network. "The name is worth \$2 million," Bloch said.

In a move he said is unrelated to the bankruptcy developments, Rossiter is exiting UPI at the end of this week to become head of the Duke University News Service. He'll be succeeded by Steve Geimann, currently UPI's Washington Bureau Chief. Geimann's career includes news director and talk show host stints at several radio stations in upstate New York, among them WBNF/Binghamton.

## Radio Revenues Flat For January

Local radio revenues rose in January and national spot sales slipped, making the month flat overall, according to figures compiled by the RAB.

Local radio revenues nationwide were up 0.7% for January '92, compared to the same period a year ago. However, national spot revenues fell 3.3%, resulting overall in a slight decrease of 0.1% for total radio revenues. Network revenues, which are not included in the tally of revenues received by stations, fell 6.7%.

Acknowledging December 1991's slight revenue increase, RAB President Gary Fries said the January report indicated that radio is beginning to see the end of the economic recession's impact. "The increase in local revenue for January is also a good sign for the future of the local economies, which form

the backbone of our business."

Local revenues were up in January for all regions of the country except the East, which posted a 3% decline. The biggest gain was 8.3% for the Southwest. On the other hand, the Southwest posted the biggest drop in national spot revenues: 8.8%. The only significant gain in national spot revenues — 2.5% — occurred in the Midwest.

RAB's calculations are based on data supplied by Miller, Kaplan, Arase & Co. and Hungerford, Aldrin, Nichols & Carter. Network tabulations are supplied by the Radio Network Association.



## DC REPORT

PAT CLAWSON

## Custodian Cleans Up Greater Media Executive Suite

Will Greater Media be sold to settle a shareholders feud? A forced liquidation of the company is being considered by Delaware Chancery Court judge Maurice Hartnett III as he referees a nasty courtroom rumble between co-owners Peter Bordes and Joseph Rosenmiller Jr.

Last week Hartnett appointed Wilmington, DE lawyer Grover Brown as special "custodian" of GM to solve disputes between Bordes and Rosenmiller, who each own 50% of the company and are its sole corporate directors. Brown was ordered to explore "a division of assets, a sale of assets, a merger, or the liquidation of the corporation," and he was "empowered to recommend the liquidation of Greater Media" if "necessary or desirable."

Bordes and Rosenmiller have been duking it out since 1989 in bare-knuckles litigation that fills 10 volumes of paperwork. According to Rosenmiller's attorney, Howard Squadron, what's going on at GM is a "classic corporate deadlock situation." But the voluminous court record indicates it's actually a clash over money.

According to litigation documents, Bordes and Rosenmiller founded the company about 35 years ago. In 1966, Rosenmiller opted out of daily operations to pursue personal interests and left the company in Bordes's hands. For the next 20 years, Rosenmiller acted as a silent partner in the company, receiving annual dividend payments which currently total about \$1.2 million. Both men became extremely wealthy as GM expanded through acquisitions into a nationwide radio and cable TV empire. But in 1986, Rosenmiller objected to any further acquisitions and demanded to cash out.

That would have cost Greater Media — which has the right of first refusal to buy Rosenmiller's shares — a minimum of \$10 million. But Bordes and Rosenmiller never agreed on a price. In 1988, after nearly a quarter-century's absence, Rosenmiller demanded that the company's board of directors be increased to four members, with three serving as his nominees. When Bordes balked, Rosenmiller and two family members filed suit. Corporate decision-making quickly became paralyzed as Bordes and Rosenmiller each used their 50% voting power to deadlock on corporate actions.

"The real dispute here is about the price to be realized by the plaintiffs for their shares. They're not happy about the prices in their contract, and they want more," Bordes attorney Steven Klugman argued in recent court proceedings.

Rosenmiller couldn't be reached for comment, and Bordes didn't return R&R's call. But GM President/COO Frank Kabela downplayed any possibility that the company will be liquidated. He labeled the judge's liquidation threat as a "hammer over both parties" to spur negotiations.

"Mr. Bordes, who is determined to keep the company intact and moving forward in its present configuration, has offered to buy Mr. Rosenmiller's interest. We have a classic difference of opinion between buyer and seller, and that will be resolved," Kabela said.

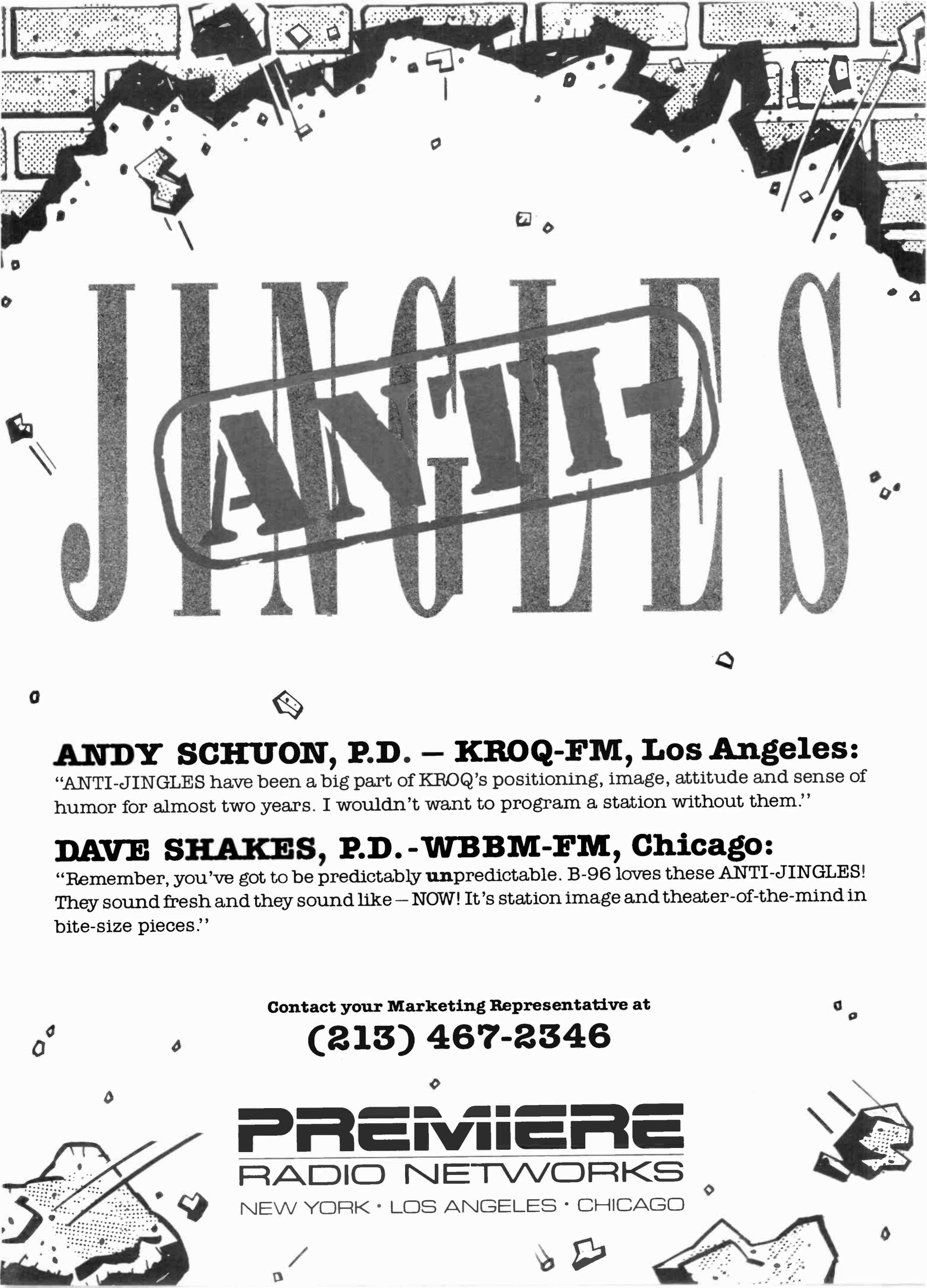
### Global Shortwave Network To Be Retained

The Christian Science Church placed its Monitor Channel TV operation on the block this week following heavy financial losses, but not its worldwide Monitor Radio shortwave network. Monitor executive Harry King said the church "absolutely" will keep its radio properties and there will be "no change whatsoever."

Despite that upbeat assessment, don't be surprised if the radio properties are marketed — they've cost more than \$50 million to build and are very controversial among church members because of their expense. Several Monitor officials, including Chairman John Hoaglund and Treasurer Donald Bowersock, resigned earlier this week under pressure because of TV financial losses exceeding \$40 million annually.

The church operates several powerhouse 500kw transmitters in Maine, South Carolina, and Saipan that give its news and information programming a global audience of tens of millions, rivaling the BBC and Voice of America. The church has never sold commercial advertising on the web, although it is authorized to do so and has received numerous inquiries from international advertisers.

Continued on Page 8



# JINGLES

**ANDY SCHUON, P.D. – KROQ-FM, Los Angeles:**

“ANTI-JINGLES have been a big part of KROQ’s positioning, image, attitude and sense of humor for almost two years. I wouldn’t want to program a station without them.”

**DAVE SHAKES, P.D. - WBBM-FM, Chicago:**

“Remember, you’ve got to be predictably **un**predictable. B-96 loves these ANTI-JINGLES! They sound fresh and they sound like – NOW! It’s station image and theater-of-the-mind in bite-size pieces.”

Contact your Marketing Representative at

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**PREMIERE**  
RADIO NETWORKS  
NEW YORK • LOS ANGELES • CHICAGO

**TRANSACTIONS**

# Hoker Hawks Two FMs With Heritage For \$6.55 Million

Ragan Henry deals \$1 million for Utah combo

**Deal Of The Week**

**Hoker Broadcasting Stations**  
**PRICE:** \$6.55 million  
**TERMS:** Asset sale for \$6,050,000. The buyer also agrees to pay \$250,000 to certain creditors and pay the sellers an additional \$250,000 for consulting and non-compete agreement.

**BUYER:** Heritage Media Inc., a Dallas-based group operator whose radio division is headed by Paul Fiddick. Heritage was assigned purchase rights by LBR-Jackson Inc., an Ohio corporation headed by President Charles Reynolds. Heritage owns several broadcast TV stations and cable TV systems and radio properties KULL & KRPM/Seattle-Tacoma; WRTH & WIL/St. Louis; WBFF & WBEE/Rochester, NY; WEMP & WMYX/Milwaukee; and KKSJ-AM & FM/Portland, OR.

**SELLER:** KCFX Radio Inc., a division of Hoker Broadcasting, which is headed by Jay Hoker and Eric Neuman. Hoker also owns WMLX/Florence, KY and WDFX/Detroit. Phone: (214) 739-1006

**BROKER:** Bill Steding of Star Media Group represented the buyer.

**KCFX/Harrisonville (Kansas City), MO**  
**FREQUENCY:** 100.7 MHz  
**POWER:** 100kw at 984 feet  
**FORMAT:** Classic Rock

**WOFX/Fairfield (Cincinnati), OH**  
**FREQUENCY:** 94.9 MHz  
**POWER:** 31kw at 790 feet  
**FORMAT:** Classic Rock  
**COMMENT:** According to the sale contract, the 1991 operating income of KCFX was not less than \$700,000; for WOFX, not less than \$300,000.

**Arizona**

**KVNA-AM & FM/Flagstaff**  
**PRICE:** \$784,000  
**TERMS:** Asset sale for \$685,000, with \$170,000 in cash and \$515,000 promissory note; additional non-compete agreements valued at \$99,000, payable in annual installments over three years

**BUYER:** Crown America Communications Inc., owned by Phoenix area investors Raymond Lindstrom, Ronald Morris, and San Diego investors Charlotte Kobay and Kimberly Pretto. The Morris and Lindstrom also own KRIM/Payson, AZ. The Morris and Lindstrom own KBAS & KWAZ/Bullhead City-Needles, CA. Phone: (602) 230-8000

**SELLER:** TVNA Limited Partnership (formerly known as The Voice of Northern Arizona L.P.), owned by Steven Herman, Barbara Stoneman-Herman, Richard Herman, and Darly Herman. Phone: (602) 526-2700  
**FREQUENCY:** 690 kHz; 97.5 MHz  
**POWER:** 10kw day/500 watts night; 100kw at 1510 feet  
**FORMAT:** Gold; AC

of new FMs in Ledyard, CT and Charlotte Amalie, VI. Phone: (401) 537-8502 and (301) 779-2477  
**SELLER:** Gloria Fuller of Hope Valley, RI is selling her 51% stake in licensee Red Wolf Broadcasting Corp. Phone: (401) 539-0277  
**FREQUENCY:** 106.5 MHz  
**POWER:** 3kw at 289 feet

**Hawaii**

**KHNR/Honolulu**  
**PRICE:** \$750,000 for 77%  
**TERMS:** Stock sale for \$150,000 cash and a 10-year promissory note for \$225,000. The note is payable only out of 20% of the station's cash flow. In addition, three investors are lending the station a total of \$375,000, with the right to convert part of their notes into stock.

**BUYER:** Honolulu area investors Anthony Cassara, Thomas Gentry, George Ariyoshi, and Rick Yosuke Takemoto.

**SELLER:** George Vandeman of San Marino, CA is reducing his ownership of Coral Communications Corp. from 100% to 22.8%. Phone: (808) 533-0065

**FREQUENCY:** 650 kHz  
**POWER:** 10kw  
**FORMAT:** News/Talk

**Idaho**

**KRBV & KFIS/Soda Springs**  
**PRICE:** \$2000  
**TERMS:** Asset sale for cash  
**BUYER:** Douglas Mathis of Soda Springs, ID. He's the son of the seller. Phone: (208) 547-4012  
**SELLER:** Thomas Mathis of Pocatello, ID. He's part-owner of KRCD/Chubbuck, ID. Phone: (208) 232-0010  
**FREQUENCY:** 790 kHz; 100.1 MHz  
**POWER:** 5kw day; 3kw at minus 174 feet  
**FORMAT:** AC

**Kentucky**

**WEKG & WJSN/Jackson**  
**PRICE:** \$175,000 for 50%  
**TERMS:** Stock sale for \$61,750 cash. The seller is also receiving a 10-year promissory note for \$113,250 at 10% interest as compensation for a non-compete agreement.  
**BUYER:** Gloria Hay  
**SELLER:** A. Dale Bryant is selling his 50% stake in Intermountain Broadcasting Co. Inc. Co-owner James Hay is retaining his 50% stake. Bryant and Hay also own WFLE-AM & FM/Flemingsburg, KY and WAKY & WGRK/Greensburg, KY. Phone: (606) 666-4946  
**FREQUENCY:** 810 kHz; 97.7 MHz  
**POWER:** 1kw; 580 watts at 610 feet  
**FORMAT:** AC

**WTTL (AM)/Madisonville**  
**PRICE:** \$100,000 for 19%  
**TERMS:** Sale of partnership interest for two promissory notes for a total of \$100,000 payable over 96 months

**TRANSACTIONS AT A GLANCE**

**1992 Deals To Date:**  
**\$114,214,065**  
 (Last Year: \$152,188,142)

**Total Stations Traded This Year:** ..... 199  
 (Last Year: 182)

**This Week's Action:** ..... **\$11,929,162**  
 (Last Year: \$11,665,183)

**Total Stations Traded This Week:** ..... 22  
 (Last Year: 27)

**Deal Of The Week:**

- Hoker Broadcasting Stations \$6.55 million
- KCFX/Harrisonville (Kansas City), MO
- WOFX/Fairfield (Cincinnati), OH

- KVNA-AM & FM/Flagstaff, AZ \$784,000
- WBMW (FM CP)/Ledyard, CT Undisclosed for 51%
- KHNR/Honolulu \$750,000 for 77%
- KRBV & KFIS/Soda Springs, ID \$2000
- WEKG & WJSN/Jackson, KY \$175,000 for 50%
- WTTL (AM)/Madisonville, KY \$100,000 for 19%
- WDNV/Dansville, NY \$290,000
- WZOS/Oswego, NY \$234,800
- WCNT/Charlotte, NC \$310,000
- WRXO & WKRK/Roxboro, NC \$516,362
- FM CP/Lima, OH \$37,000
- KEZB-AM & FM/EI Paso, TX \$1,020,000
- KMGR-AM & FM/Murray-Orem, UT \$1 million (approximate)
- WHTL/Whitehall, WI \$160,000

**BUYER:** Conway Smith and Hobert Thomson

**SELLER:** Jerry McKonly is selling his 10% stake in licensee Hopkins County Broadcasters. He also owns WTTL-FM/Madisonville, TN. Phone: (502) 821-1310

**FREQUENCY:** 1310 kHz  
**POWER:** 2.5kw day/500 watts night  
**FORMAT:** AC

**New York**

**WDNY/Dansville**  
**PRICE:** \$290,000  
**TERMS:** Asset sale for 10-year promissory note for \$77,608 at 9% annual interest and assumption of liabilities

**BUYER:** Dan-Way-Coa Broadcasting Co. Inc., owned by President Thomas Wamp of Dansville, NY and Walter Mance of Rochester, NY. Wamp owns WACZ/Dansville, NY. Mance owns WCDO-AM & FM/Sidney, NY; WATN & WTOJ/Carthage, NY; WLKC/Henderson, NY; and WZOS/Oswego, NY. Phone: (716) 335-2273

**SELLER:** CTB Communications Inc., headed by President Charles Barthold. Phone: (612) 529-3428

**FREQUENCY:** 1400 kHz  
**POWER:** 1kw  
**FORMAT:** AC

Continued on Page 8

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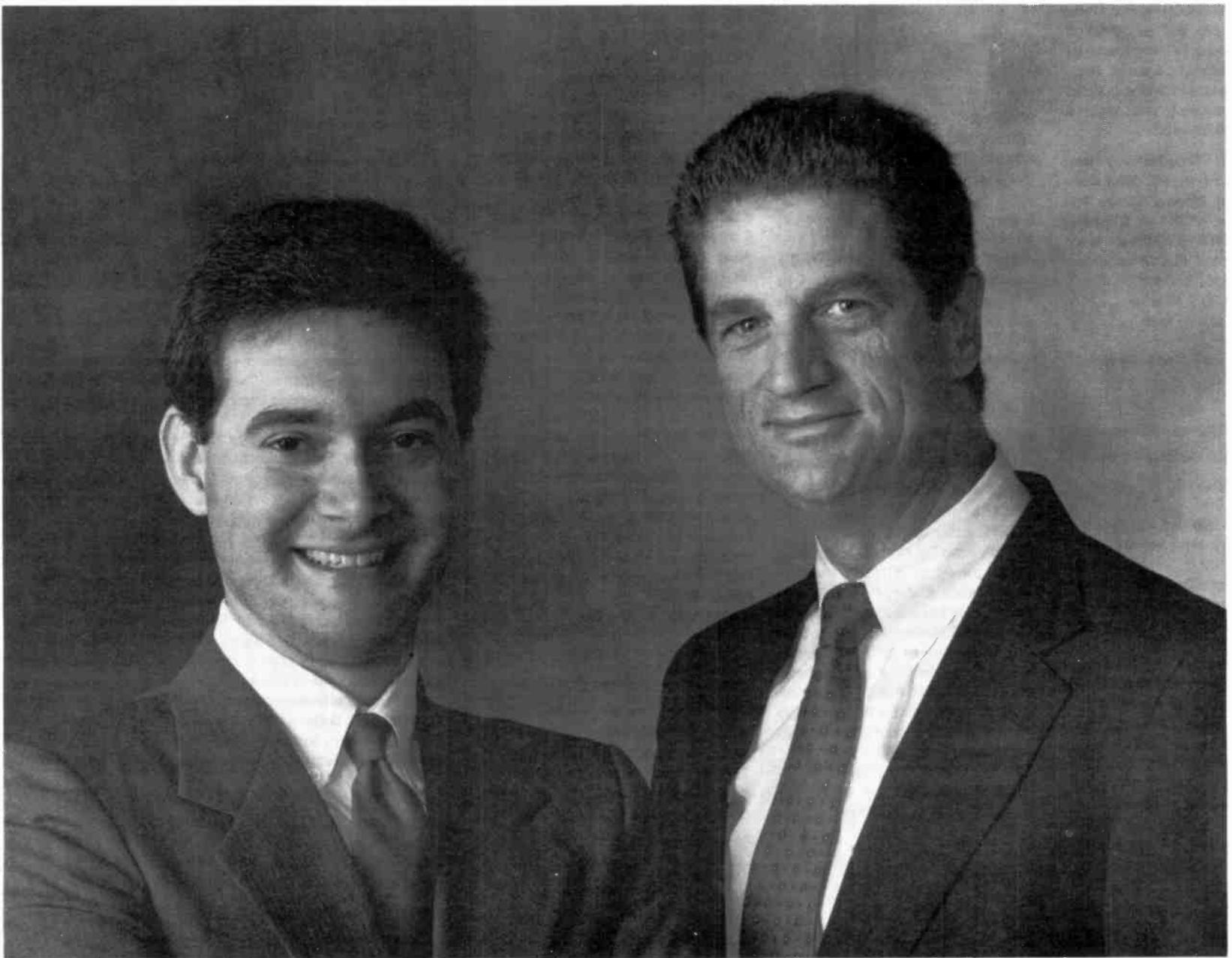
- James B. Thompson, President/CEO  
 Group W Radio, Inc.

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## TRANSACTIONS

Continued from Page 6

**WZOS/Oswego****PRICE:** \$234,800

**TERMS:** Asset sale for \$50,000 down payment; assumption of liabilities totalling \$42,000; promissory note for non-compete agreement valued at \$10,800, payable in 36 equal monthly installments of \$300; and 12-year promissory note for balance of approximately \$132,000 at 8.5% annual interest, payable in monthly installments beginning 90 days after closing

**BUYER:** Binder-Johnson Broadcasting Inc., owned by Ernest Binder, an announcer at WMJI/Cleveland; Christopher Johnson, GM of WPET & WKSJ/Greensboro, NC; and Frederick Damron, President of Conrad Technology Inc., which provides contract engineering services to radio stations. Phone: (216) 826-4533

**SELLER:** OSQ Broadcasting Inc., owned by Dale Hartnett, John Clancy, and David Mance. Clancy and Mance also own WCDO-AM & FM/Sidney, NY; WATN & WTOJ/Watertown-Carthage, NY; and WLKC/Henderson, NY. Phone: (315) 342-9600  
**FREQUENCY:** 96.7 MHz  
**POWER:** 3kw at 328 feet  
**FORMAT:** AC  
**BROKER:** Kozacko Media Services

**North Carolina****WCNT/Charlotte****PRICE:** \$310,000

**TERMS:** Asset sale for \$100,000 cash and promissory note for \$210,000 over six years

**BUYER:** Charlotte Good Music Broadcasting Inc., owned by George Simpson Buck of Decatur, GA. Phone: (404) 289-1768

**SELLER:** Broadcast Equities Inc., headed by televangelist Pat Robertson. The company also owns WNTR/Silver Spring, MD and KNTL/Bethany, OK. Phone: (804) 424-7777  
**FREQUENCY:** 1480 kHz  
**POWER:** 5kw  
**FORMAT:** This station is dark.

**WRXO & WKRK/Roxboro****PRICE:** \$516,362

**TERMS:** Stock sale for \$70,000 cash and promissory note for \$446,362. The seller is also to receive clear title to a Chevrolet Blazer.

**BUYER:** John David Bradsher of Raleigh. Phone: (919) 847-6727  
**SELLER:** Harry Myers of Roxboro, NC is selling his 100% stake in licensee Roxboro Broadcasting Co. Myers also owns WYNC/Yanceyville, NC. Phone: (919) 599-0266

**FREQUENCY:** 1430 kHz; 96.7 MHz  
**POWER:** 1kw; 3kw at 300 feet  
**FORMAT:** AC; Country

**Ohio****FM CP/Lima****PRICE:** \$37,000**TERMS:** Asset sale for cash

**BUYER:** Limaland Radio Inc., owned by Karen Cantrell of Rome, GA. Cantrell is the daughter of group operator Kerby Confer. Phone: (404) 291-9496

**SELLER:** American Christian Radio Services Inc., headed by Dwight Wisener of Elida, OH. Phone: (419) 339-7324

**FREQUENCY:** 93.1 MHz  
**POWER:** 3kw at 328 feet

**Texas****KEZB-AM & FM/EI Paso****PRICE:** \$1,020,000**TERMS:** Asset sale for cash

**BUYER:** Paso Del Norte Broadcasting Corp., owned by El Paso investors Richard Najera, Mary Ponce, George Salom, Jose Silva Jr., Gus Ralls, Luis Candelaria, Martin Silva, Jose Silva Sr., Angel Beltran Sr., and Cynthia Silva Mazanara. The company also owns KINT-TV/EI Paso, TX. It's requesting a waiver of the FCC's multiple ownership rules to permit this transaction. Phone: (915) 581-1126

**SELLER:** KEZB Inc., a debtor-in-possession headed by bankruptcy trustee Donald Leslie. Phone: (915)

533-2493

**FREQUENCY:** 1150 kHz; 93.9 MHz

**POWER:** 1kw day/380 watts night; 96.2kw at 1207 feet

**FORMAT:** Spanish; AC**Utah****KMGR-AM & FM/****Murray-Orem****PRICE:** \$1 million (approximate)

**TERMS:** Asset sale for \$100,000 cash and five-year promissory note for \$300,000 at 8.5% annual interest. The buyer also agrees to assume responsibility for liabilities valued at approximately \$600,000.

**BUYER:** U.S. Radio II L.P., headed by Ragan Henry of Philadelphia. Henry's broadcast holdings include WQOK/South Boston, VA; WBSK/Portsmouth, VA; WOWI/Norfolk; WAKR & WONE/Akron, OH; WRAW & WRFY/Reading, PA; WCOS-AM & FM/Columbia, SC; KJOJ/Freepport, TX; KHEY-AM & FM/EI Paso, TX; KJZS/Conroe, TX; WDIA & WHRK/Memphis; WRZR/Johnstown, OH; WXCD/Mt. Clemens (Detroit), MI; KIDZ/Independence, MO; KDIA/Oakland, CA; WGER/Saginaw, MI; KJUL/Las Vegas; WKKV-AM & FM/Racine, WI; WZAZ & WJBT/Jacksonville-Green Cove Springs, FL; and WCMC & WZXL/Wildwood, NJ. He recently announced plans to acquire WSLM-FM/Salem, IN.

**SELLER:** RVI L.P., headed by Thomas Willardson. The partnership's principal investor is Bechtel Investments Inc., which is owned by Stephen Bechtel Jr. and members of the Bechtel family. Phone: (415) 768-3153

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

**BROKER:** Kallil & Co. Inc.**Wisconsin****WHTL/Whitehall****PRICE:** \$160,000

**TERMS:** Asset sale for \$100,000 cash; additional \$60,000 for non-complete agreement, to be paid in

\$1000 monthly installments

**BUYER:** Trempealeau Broadcasting Corp., a division of Phoenix Media Group, which is owned by Steven Moravec, David Bjork, and Andrew Greenshields. Phone: (612) 699-1776

**SELLER:** Amercom Corp., headed by Richard Hencley. Phone: (612) 835-2988

**FREQUENCY:** 102.3 MHz  
**POWER:** 1.55kw at 400 feet  
**FORMAT:** Country

**Stewart**

Continued from Page 4

would also permit listeners to scan the dial by format.

Although RBDS has the widest application on the FM band, NAB's endorsement urges that AM stations be allowed to participate to whatever extent the technology permits.

**DC REPORT**

Continued from Page 4

In other market action this week:

- A new U.S. Census Bureau survey reports that U.S. broadcasters recorded operating revenues of \$28.5 billion in 1990, up 3% from the previous year. But most of the gain was in TV — radio posted operating revenue of \$7.5 million, up only 1%. Radio payrolls accounted for 40% of operating expense.

- Financial analysts at Standard & Poor's have given Infinity Broadcasting a "positive" outlook rating because the company "has demonstrated the ability to significantly improve operations, ratings, and market share of acquired stations" and has improved its cash flow. All other radio broadcasters reviewed — EZ Communications, Great American Communications, Malrite Communications, and Westwood One — received "negative" ratings because of high debt levels and sluggish cash flow.

- Seattle radio broker Jerry Dennon of Broadmark Capital Corp. has a new sideline. He's relaunched his legendary Jorden Records label to promote reissues of yesteryear Pacific Northwest hits. His first CD is "Maintaining My Cool" by the Sonics, a '60s-era group. "In order to maintain the original cruddy integrity of this music on today's sophisticated equipment, this compact disc has been digitally remastered in glorious mono, the way this stuff was meant to be heard," Dennon said.

- Despite a weekend fundraiser which drew wide public support, WXJO/St. Louis has gone dark after its all-Kids format failed to catch fire with investors during the past 10 months. Station owner Bob Cox said advertisers had committed \$500,000 in 1992, but lengthy delays last year in getting FCC permission to buy the station spooked several investors, and the station was unable to recover.

- Due to "a severe economic downturn," KKRD/Wichita said it is now operating as a debtor-in-possession after filing Chapter 11 proceedings.

- Bankruptcy trustee Richard Money has taken control of WYRV & WJHT/Cedar Bluff, VA now that licensee Cedar Bluff Broadcasting has filed Chapter 7.

# Introducing: Custom CDs \$8 per Song

Now, get custom TM Century GoldDiscs™ made to match your playlist and your categories! The songs in your studio will be only those in your format! Save money off "library" prices: Pay only for hits you don't already have on CD! TM Century custom CDs are 100% digital, cloned from NoNoise™ GoldDisc™ Three or commercial CDs for the very best quality. Fast delivery. 12 song minimum per order. \$4 extra for each song not on GoldDisc or commercial CD. Call 1-800-TM Century for details.





**JUNE 11-13**  
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Stimulating sessions encompassing **AC, AOR, CHR, Classic Rock, Country, NAC, New Rock, News/Talk, Rock AC** and **UC/Black Radio** will be packed with panels of winners, case studies, marketing, music, promotions, and solutions to the unique problems confronting each format.

### RADIO ON RADIO

A self-analysis session, featuring interaction between industry leaders and audience members discussing the serious challenges facing the industry and some of the choices for the future.

Moderated by  
**Larry King** and **Garry Wall**

### WHAT'S BETWEEN THE RECORDS?

Straight talk about "ad clustering", how much "talk" is too much, how diary keepers define "talk". **Rob Balon** reveals the latest exclusive research and shows you how your station can deliver to both listeners and advertisers.

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**Chris Beck** turns his innovative sales and marketing approaches to the needs of the music industry in a unique presentation on solutions for better sales through new retail marketing options.

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Sun 6/7 - Annual Music Industry Tennis Open  
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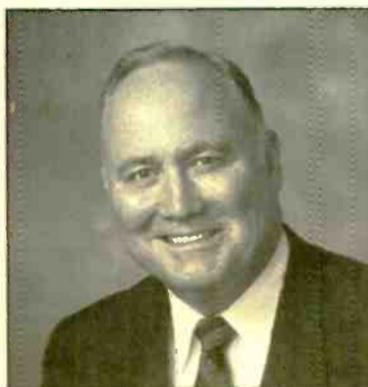
## KEYNOTE SPEAKERS

FRIDAY JUNE 12, 11AM

### GENERAL H. NORMAN SCHWARZKOPF

Commander of the Allied Forces during last year's Operation Desert Storm, General Schwarzkopf will speak on the principles that guided him to victory. Applied to our industry, these principles are superb winning business strategies.

Question & Answer Session Will Follow



SATURDAY JUNE 13, 11AM

### ROGER BLACKWELL, Ph.D.

A specialist in the analysis of changing social and economic variables, market segmentation, and lifestyle changes, Dr. Blackwell, in a speech specifically tailored to our industry, will discuss the keys to success in a highly fragmented environment.

Dr. Blackwell teaches marketing strategy and consumer research at Ohio State University.



THURSDAY WELCOMING COCKTAIL PARTY

CLUB R&R 3 nights showcasing the hottest new music talent of the year

**NEW THIS YEAR: Ground Level Hospitality Rooms On All Nights**

In the tradition of past R&R shows...

## SATURDAY NIGHT SUPERSTAR SHOW

## REGISTRATION INFORMATION

REGISTRATION \$365

EARLY BIRD RATE\* \$335

\*Registration and payment MUST be received before May 5, 1992

SPECIAL RATES\*\* \$275

SMALL MARKET/COLLEGE RADIO

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

Registration includes all meetings, Welcoming Cocktail Party, Superstar Show, and admission to all Hospitality Rooms and events. Note: All guest ticket sales are donated to the T.J.Martell Foundation.

Guest tickets for Welcoming Party \$100 each. Guest tickets for Superstar Show \$100 each. Quantities limited.  
**REFUND POLICY:** Registration refunds will be issued after the convention, minus a \$40 administrative fee. If a written cancellation is not received by June 5, 1992, only half the registration amount will be refunded.

### HOTEL RESERVATIONS:

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## Sutherland GM At KSJX & KSJO

Former WVEI & WAAF/Worcester-Boston GM John Sutherland has been named GM of BayCom Partners combo KSJX & KSJO/San Jose, the group's flagship.

Sutherland told R&R, "I love rock radio and have been in it for 15 years. There will be some changes, but the stations are on a roll right now. I'm very excited about being a part of such a powerhouse combo in the Bay Area. It was a case of the right people, the right station, and the right city."

BayCom COO Jack McSorley said, "We're very excited about John joining the BayCom team as GM of our first acquisition. John's experiences at WAAF closely parallel KSJO's opportunities. He knows the format and will hopefully take us to new heights."



Sutherland

## Dressing The Part



Melissa Etheridge presented Island execs with jackets promoting her new release, "Never Enough." Showing off the gear are (l-r) Island GM Andy Allen, PLG President/CEO Rick Dobbis, Etheridge, PLG VP/AOR Promotion Sky Daniels, and PGD Sr. VP/Sales Jim Caparro.

## Bella Named VP At Atco/EastWest

Manny Bella has joined Atco/EastWest Records as VP/R&B Promotion.

"Manny brings to this new position extensive promotion experience at radio and at the street level," said the label's Exec. VP Craig Lambert. "I am looking forward to working with him and welcome him into the Atlantic Group family."

Bella joins the label after ten years at Profile Records.



Bella

## Osborn Group Ups Hubbard

Osborn Communications Sr. VP/Radio Mark Hubbard has been elevated to Exec. VP/Broadcasting at the group.

"In this new position, Mark will also be responsible for running WJSU-TV/Anniston, AL in addition to overseeing the Osborn and Fairmont [Communications] radio groups. This will also give Mark broader responsibilities while bringing his skills in promotion and strategy to TV. I have long felt that TV stations need to follow radio's lead in adapting to increased competition."

Hubbard joined Osborn in 1987. He previously spent 11 years with Taft Broadcasting, most recently as VP/GM of WKRQ/Cincinnati.

Osborn owns nine radio stations in six medium markets. It also has a 25% interest in Fairmont, which owns nine stations in five medium and major markets. Hubbard also serves as President of Fairmont.

## MCA Promotes Bywater, Miller

MCA Records Sr. VP/Marketing Geoff Bywater has been promoted to Sr. VP/Marketing Development, while VP/Marketing Randy Miller is upped to the Sr. VP/Marketing post. Bywater will now conduct special marketing projects and identify business opportunities within MCA's Music Entertainment Group companies, including direct marketing and the expansion of children's music.

Miller will assume responsibility for the marketing efforts of MCA and its associated labels. An MCA news release said he will oversee the efforts of all company marketing managers, with plans to restructure the department along traditional product management guidelines.

MCA President Richard Palmese said, "We have long wanted to develop the marketing muscle of the company to address special projects, especially for artists who may not gain exposure through traditional avenues. Geoff has proven himself to be an innovative and resourceful marketing executive who



Bywater

Miller

is perfectly suited for this new position.

"Randy Miller is an important member of the marketing team who possesses great instincts as well as leadership skills. I am delighted that he will be joining us in Los Angeles to head up the marketing area."

Before joining MCA in 1988, Bywater was VP/Artist Development at EMI. Miller was most recently VP/Artist Development at RCA Records before coming to MCA last year.

## JEFFRIES EXITS

### Abell Takes WPHR PD Post

Former WKBQ/St. Louis PD Lyndon Abell has become the new PD at Ardman CHR WPHR (Power 108)/Cleveland. He replaces the exiting Tom Jeffries, who had held the post in addition to morning duties for five months.

WPHR VP/GM Mark Heiden told R&R, "I'm very excited about having someone like Lyndon to help crank us up to levels we've



Abell

never been able to achieve before. We were beginning to sound too much like an AC station. It was time for us to get back on track. To do that, we needed to make a change."

Abell said, "Mark and I hit it off really well. My primary focus will be to energize Power 108 again and make it the hottest station in Cleveland. The first thing I have on my plate is an active search for a killer morning show."

Prior to WKBQ, Abell was PD at WTIC-FM/Hartford, WTYX/Jackson, MS, and MD/APD/morning producer at WNBC/New York.

## UPDATE

### Rosin Becomes New VP/GM At Bolton Research

Larry Rosin has been promoted to VP/GM of Philadelphia-based Bolton Research Corporation.

Bolton President Ted Bolton said, "Larry's contributions as a manager and futuristic thinker will continue to be an asset to our clients and to the growth of our company."

Rosin said, "This is an exciting time to be part of our vibrant industry. I'm looking forward to managing a research company that is on the cutting edge of new ideas and concepts."

Rosin has been with the company since 1988.

### VP/Programming Crown Goes To Boesen

KKIS/Concord, CA PD Ken Boesen has been upped to the newly created position of VP/Programming for parent Crown Broadcasting. He will retain his KKIS duties.

Crown owns 10 radio properties in unrated Arbitron markets, including Ft. Collins, CO; Victorville, CA; Anniston, AL; Chillicothe, OH; and Carson City, NV.

Crown President Tom Gammon told R&R, "For the first six months Ken was with us, he concentrated on KKIS and did a terrific job in getting the programming right. Then, unsolicited, he heaped some of our other stations, never calling me for a check or promotion. We're very merit-oriented; Ken did the job very well and got the respect and admiration of our other PDs."

Before joining KKIS, Boesen previously programmed KUAD/Ft. Collins, CO.

### Brown Upped At Virgin

Virgin Records promotion exec Paul Brown has been upped to National Director/Rock Format. He will work out of the label's New York office.

"Paul's three years of training with [VP/Radio Promo] Jeff Naumann makes him the perfect choice to run the album department at Virgin," said Sr. VP/Promotion Michael Plon. "His strategies, staff and radio relationships, and unlimited patience have prompted many successes for the department. I know he'll take our diverse album projects to new heights and sales plateaus."

Brown joined the label in 1987. He most recently was National Album Director.



Brown

## NOW KKHU (YOU 106.9)

### KJZS/Houston Flips To Talk/Gold

Ragan Henry-owned KJZS/Conroe, TX (Houston) has dropped its Jazz format in favor of a Talk/Gold hybrid sound and a new moniker: KKHU (You 106.9). PD Mike Ryan will soon exit to become GM of an as-yet undisclosed Henry property. No replacement for Ryan has been named.

KKHU's new sound is similar to that of WKXW (New Jersey 101.5)/Trenton, NJ, which pioneered the Talk/Gold mix in March 1990. Consultant Walter Sabo, who crafted the format, is consulting the Houston outlet.

According to station GM Don Peterson, KKHU will focus on "reality-based talk" — issues of interest to the average person presented by hip personalities.

The station's weekday lineup includes: former WRBQ/Tampa jock Kent Voss (AM drive); former KTRH/Houston newscaster Laurie Kendrick (mornings); actress and one-time Video Jukebox VJ Karen Kay (afternoons); and former KLOL/Houston newscaster Kevin Dorsey (PM drive).

Peterson said the station's music will be "what you would hear at a

frat party in 1970: the Beatles, the Stones, Motown."

But, if things go well, he said, the station won't play much music. "The records are just there to fill time when we don't have a good topic. If the phones are hot, we won't play any music."

### Testa Tops Quality Promo Efforts

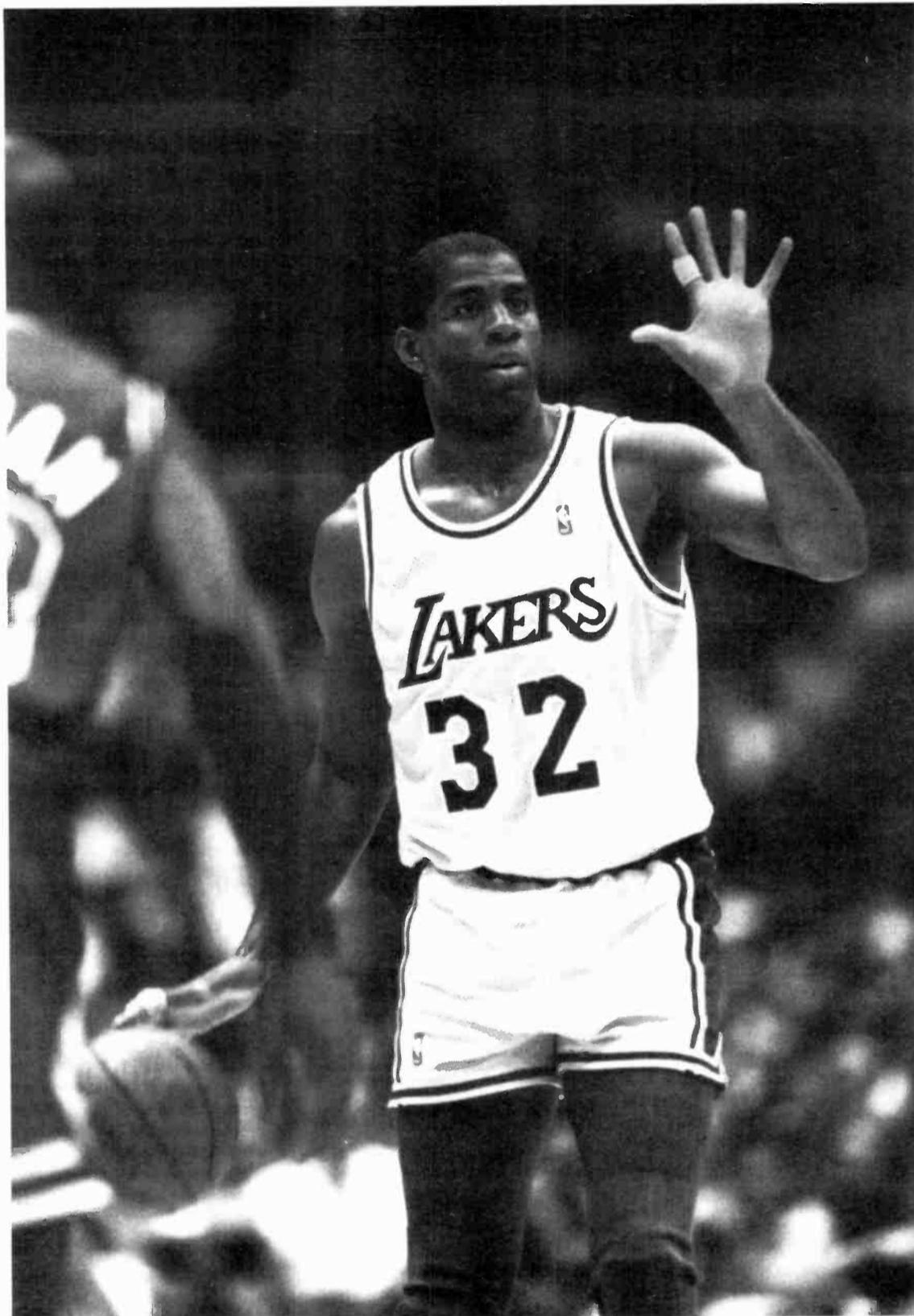
Nick Testa has been named Sr. VP/Promotion at Quality Records.

"We're very excited to have Nick join our 'quality' team; he's the right man for the job," said label President Russ Regan.

Testa had been National Director/CHR at JRS Records. He previously held executive positions with the Alpha International, Enigma, and Scotti Bros. labels.



Testa



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# A Conversation with Magic Johnson

Westwood One Presents a Simulcast of Nickelodeon  
Special Edition: A Conversation With Magic Johnson.  
Magic talks to kids about life, and living with HIV.



Wednesday, March 25 at 8pm Eastern and Pacific Time

For more information contact your Westwood One representative today at 310-840-4000, or fax 310-840-4060.

## ALL-SPORTS ON AM

Wente New GM  
At UC WQUE/  
New Orleans

Clear Channel Communications Urban combo WQUE-AM & FM/New Orleans has named Ken Wente as its new GM, replacing the exiting John Rockweiler. Wente joins the tandem from KKIK/Lubbock, TX, where he held a similar position. The move comes as the AM readies itself for a format switch to all-Sports sometime in April.

Wente told R&R, "I'm tremendously excited at taking on my new position. Clear Channel is a growing company with tremendous stations. New Orleans is a great place to be."

He also said that the combo has picked up rights to the New Orleans Saints football broadcasts, which will be aired on both stations.

Wente previously held GSM positions at KAJA/San Antonio and KEBC/Oklahoma City, in addition to LSM duties at KLIF/Dallas.

Jackson Snares  
GM Job At AOR  
KUFX/San Jose

Former KNBR/San Francisco GSM Mike Jackson has been appointed GM of Kool Communications Classic Rock outlet KUFX (The Fox)/San Jose.

Kool President Marty Loughlin said, "We feel very fortunate to have somebody like Mike to take this radio station on to the next level of success."

Jackson, who also held LSM duties at AOR KFOG/San Francisco, said, "I'm really looking forward to working with Marty, Kool Communications, and the talented management team at KUFX. They have a great product already in place and I can't wait to get started."

Bryant Now GM At  
WJBT/Jacksonville

American Urban Radio Network VP/Eastern Sales Manager Glenn Bryant has been named GM of UNC Media Urban WJBT (The Beat)/Jacksonville.

UNC Media President Connie Balthrop told R&R, "Glenn has a tremendous background in sales and is going to do a great job with our Jacksonville station. He's an aggressive, community-oriented leader who should make a positive impact on the market." Bryant was unavailable for comment at presstime.

In addition to his previous duties with AURN, Bryant served as VP/Sales Manager and VP/Research at co-predecessor Sheridan Broadcast Network. He was also VP/GM at WPEG/Charlotte and held a variety of positions at Ted Bates Advertising.

## Gambling In Nashville



Kenny Rogers attended the Country Radio Format Network's first national meeting at Nashville's Opryland Hotel. Taking advantage of a photo opportunity are (l-r) Shubert Radio Sales' Erica Farber, WYNY/New York's Don Nelson, Shubert's Lynn Kite, KEBC/Oklahoma City's Don Boyles, Rogers, Interep Radio Store's Marc Guild, Mae Inc.'s Maggie Anderson, and B.B. Walker Shoe Co.'s Kent Anderson.

## Tonacci Takes WCKZ PD Position

## Butts kicks into mornings

Beasley Dance CHR WCKZ (Kiss 102)/Charlotte has hired former KBTS (B93)/Austin PD Lisa Tonacci as its new PD. She replaces Mark Shands, who exited last week. In addition, Tonacci's husband,



Tonacci

Mike Butts, joins the station as its new morning man, replacing Dennis Reese, who joins Columbia Records as a promotion rep. WCKZ is in an LMA with crosstown EZ Communications AC WMXC.

WMXC & WCKZ VP/GM Reta Thorn told R&R, "We're very excited to have been able to attract both Lisa and Mike to EZ and WCKZ. We all look forward to big things from both of them. They'll bring along lots of excitement to the market."

Tonacci told R&R, "I'm absolutely ecstatic. It's a great opportunity to help bring WCKZ back to the success it once had. I've

wanted to work for EZ for years, and I also get to spend time with the folks from Beasley. It's important for Kiss 102 to regain its focus, visibility, and top-of-mind awareness. I think we'll get all the support we'll need to make it happen."

Prior to programming B93 for five years, Tonacci was MD at WPLJ/New York, Research Director at crosstown WNBC, and a phone researcher at WXLO (99X)/New York.

Kaye Smith Names  
Karl Pres./COO

Former Kaye Smith Enterprises Sr. VP Irvin Karl has been promoted to President/COO of the Bellevue, WA-based company, which owns KXL-AM & FM/Portland and Broadcast Programming and Sentry Systems, among other concerns.



Karl

Karl told R&R, "I'm very excited about the future as our company grows and diversifies. I'm looking forward to helping Kaye Smith expand into other areas in and around the broadcast fields."

Company Chairman Lester Smith said, "This change properly reflects Irv's responsibilities in the company's expansion and growth plans. His energy and keen business sense have enabled Kaye Smith to successfully diversify from broadcast into other synergistic industries."

In addition to its broadcast-related businesses, the company owns Kaye Smith Productions, Kaye Smith Business Graphics, and a number of other concerns in the Pacific Northwest.

Karl has been with Kaye Smith since 1972. Prior to that, he was an accountant with Arthur Andersen.

## EXECUTIVE ACTION

WBBM (AM)/Chicago Snags Chardell  
As GSM From Rival WMAQ

CBS outlet WBBM (AM)/Chicago has chosen Jeff Chardell as the News station's new GSM. Chardell replaces the exiting Robert Houghton.

Chardell told R&R, "WBBM has always been a great radio station; I said that even when I was at other stations in the market. I'm very glad to be back, and I'm looking forward to keeping the station in its solid position."

The announcement is a homecoming of sorts for the Chicago area sales veteran, most recently Sales Manager for crosstown Westinghouse News rival WMAQ. Prior to that, Chardell was Senior AE at WBBM from 1981-84. In addition, Chardell held sales positions at Chicago outlets WIND and WGCI-AM & FM.



Chardell

## Tucci &amp; Associates Consultancy Debuts

AC promo veterans Michael Martucci and Sheila Chlanda have teamed to form Tucci & Associates, a promotion and marketing firm based in Lake Grove, NY. The tandem is noted most for its work in AC promotion at Columbia Records, where they worked together from 1980-90.

Martucci most recently headed his own firm, Tucci Promotions. He was previously VP/National Sales at Roulette Records, Sales Director at Arista Records, and Director/AC at Columbia.

Chlanda, a 25-year Columbia promotion vet, was last Director/National Promotion for the label, responsible for AC and NAC promotion operations and planning.

Fell And Messerman Named VPs  
At WXKS-AM & FM/Boston

Pyramid Broadcasting Sr. VP/Radio and WXKS-AM & FM (Kiss 108)/Boston VP/GM John Madison has restructured the combo's sales department. Former VP/GM Lisa Fell, who had been away on maternity leave, returns as VP/Director of Sales, and GSM Jeff Messerman has been upped to VP/National Sales.

Madison said, "We put our best people in the strongest positions to fortify the station. Due to the sluggish economy, we need our best people heading up our sales efforts. Jeff and Lisa have both demonstrated unsurpassed success in management, and we are confident they will work to keep Kiss on top. Jeff is the strongest player in the national arena, and he will focus and develop new opportunities in this area. Lisa's return to the station allows us to use her strong sales experience to maximize our potential."

## WKSZ/Philly Promotes Scirrotto To GSM

AC WKSZ/Philadelphia LSM Greg Scirrotto has been upped to GSM, responsible for a nine-person staff. Scirrotto replaces Eric Simon, who joins crosstown Talk WWDB as Sr. AE, the post Scirrotto vacated four months ago.

President/GM Larry Wexler said, "Greg has an outstanding reputation in radio and we're excited to have him as our GSM."

Scirrotto told R&R, "There's great growth potential, both professionally and personally, here. We're instituting an ongoing in-house sales training program to focus our people's attention on the power of radio as a retail medium."

Before joining WWDB in May 1988, Scirrotto held sales positions at WMGZ/Sharon, PA and WURL/Peoria, IL and was GM at WJBX/Bridgeport, CT.

## Jackson Nabs NABOB Honor



Michael Jackson was the recent recipient of the National Association Of Black-Owned Broadcasters' Lifetime Achievement Award. Pictured (l-r) at the Washington, DC ceremonies are NABOB President Bennie Turner, Jackson, NABOB Exec. Director/General Counsel James Winston, and the organization's acting Chairman Pierre Sutton.

# MARK DRISCOLL PRODUCTIONS

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**RICK STACY, PD, POWER 99FM/Atlanta:** "No other voice man in the country can invoke the tremendous amount of emotion in a script that Driscoll can."

**RICK "BIG DOG" HAYES, PD, KTFM/San Antonio:** "Radio in the '90s... position yourself with winners like Mark Driscoll, as we do here at Hot 103 KTFM. If you don't, it's like...walking through hell with a gas can!"

**DOUG McGUIRE, VP/Programming, EZ Communications:** "Mark Driscoll's delivery doesn't go in one ear and out the other. He grabs your listeners by the collar, pulls them into the speakers... Formatics are only half the battle. Emotion and personality is the other half. Mark Driscoll is the five star General you hire to win the war."

**STEVE RIVERS, VP/Operations, WXKS-FM/Boston:** "Of all the voice-talent available in our industry, there are a limited few that absolutely positively understand radio. Mark Driscoll is at the top of that list. He's a programmer, an air-talent and an artist. When you decide you need a talent with attitude, choose the 'Mad Scientist.' Choose Mark Driscoll Productions."

**RICK DEES, KIIS-FM/Los Angeles:** "Mark has a real feel for the words and how to sell anything. There are lots of pretty voices, and I have one of them."

**DAVID TATE, President, RANTEL RESEARCH CORP.:** "There are other voiceover specialists on the market, but for the triple benefit of cutting through the clutter, identifying and positioning a station, and creating a real, human bond with the listener, Mark Driscoll stands alone...I invariably recommend Mark Driscoll to my clients. I have actually observed radio listeners identify Mr. Driscoll's work as one of the reasons why they tune to the stations which use him."

**DAN VALLIE, President, VALLIE CONSULTING INC:** "Now into his third decade of voice work, Mark is clearly one of the great voices of our time."

**JOHN GARABEDIAN, Open House Party/CITY-FM:** "While there are many voices in the business, Mark is unique in delivering a very hip emotional spin. It comes from his street networking in radio and research, keeping him emotionally plugged in to the attitudinal style of the moment, whether it's Prince or Wayne's World."

**DAN O'TOOLE, The Programming Works:** "We recommend Mark Driscoll every chance we get and our clients are thankful. His natural, versatile style cuts through the clutter...nobody sells a station like Mark."

**SCOTT SHANNON, PD, WPLJ/New York:** "Plain and simple: Driscoll's the best!"

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Recording at the "New 212 Complex" at Sigma Sound Studios, the address of Mark Driscoll Productions. The advantages of multi-image production, tape and cassette duplication, original music production, custom music/sound effect libraries, visual innovations...featuring a group of industry professionals and services expected of a "one step, cutting edge" facility. 212 N. 12th Street, Philadelphia, PA 19107 (215) 561-3660.

## Radio

● **D.J. HELRIGGLE** has been tapped as Corporate Program Director at AVC Communications. He previously worked at WWJM/New Lexington, OH. Concurrently, **JEFF JIRLES** was named Associate Program Director.

● **CHRISTINE VELLA** joins WKLX/Rochester, NY as Director/Co-op Services. Her experience includes eight years in sales and sales support positions.

● **SHAUN WAGGONER** has been appointed GSM of KTHT/Fresno. Most recently, Waggoner was Regional Sales Manager at Crosstown KFSO. Also at KTHT, **JOSH GINGOLD** has been upped from LSM to Regional Sales Manager.



Vella

Krugman

● **JAY KRUGMAN** has been upped to VP/Marketing for Columbia/East Coast. Prior to the promotion, he served as the label's Marketing Director/East Coast.

● **JEREMY MARSH** joins RCA Records/UK as Managing Director. His previous post was as Managing Director at WEA Records/UK.

● **CORY CONNERY** moves to Elektra Entertainment as Regional Marketing & Sales Manager. He leaves his post at WEA as National Director/Merchandising.

● **JOHN DI MAIO** has been elevated to National A&R Manager at Relativity Records. He most recently served as the label's National Alternative Promotions Director and A&R Assistant.

● **JAMES HOWARD** is the new Marketing Coordinator at Giant Records. He formerly served as the assistant to the label's head of marketing.

● **DEBBIE PRICE** has been promoted to Associate Product Manager at Epic Records. She previously worked as the label's Administrative Assistant/Marketing. In other related activity, **REGINA CHAMBERLAIN** has been named Marketing Representative/Midwest Region at Word/Epic Records. She had been an assistant casting director intern at Chicago-based Brewster's Place-Harpo Productions.

## Records

● **BOB FRYMIRE** becomes National Operations Director/Promotion at Virgin Records. He most recently was the label's West Coast Regional Promotion Manager. Succeeding him is **AMY SIMON**, who held a similar post at EMI. And **MIKE STONE** joins Virgin as Midwest Regional Promotion Manager. He most recently worked in the same capacity at EMI.



Frymire

Blanch

● **ROZ BLANCH** has been promoted to Sr. VP/Divisional Marketing Services at Sony Music. The 31-year company veteran moves up from VP/Divisional Marketing Services. Also at the label, **GLENN BOOTHE** has been named Manager/College Marketing. He formerly held the Manager/Alternative Promotion post at Island.

## Changes

**Carrie Kauffer, Carter Lucas** named AEs at WKLX/Rochester, NY.

At WEA, **Gary Dolick** is appointed Sales Rep for the Cleveland branch, **Cathy Maesk** joins the Boston office as Account Merchandising Rep, and **Jerard Orr** is named Field Marketing Rep/Black Music for the Miami bureau.

## National Radio

● **E.J. GORE** has been appointed VP/Sales for Superadio Networks. She previously served as Sr. AE at WBMX/Boston.

● **GRACE KIM** moves to CBS Radio Networks as Manager/Marketing & Creative Services. She leaves her former post at the *Chicago Tribune* as Sr. Promotion Project Coordinator.

● **MICHAEL HOFFMAN** has taken on VP/Sales & Marketing duties for Transmedia's new talk show, "Automotive Magazine." Hoffman previously was an AE at KSFO & KYA/San Francisco. The live, two-hour program is hosted by Automotive Editor Brian Douglas; (415) 956-3118.

● **WESTWOOD ONE's** "The Lost Lennon Tapes" has evolved into a broader series called "The Beatle Years." Elliot Mintz continues to host the show, which premieres the week of March 30; (310) 840-4383.

● **STAR COMMUNICATIONS** has obtained exclusive radio broadcast rights for this year's National Hockey League Stanley Cup finals, slated to begin in late May; (617) 494-0848.

● **RADIO ADVANTAGE's** new address is 395 Pleasant Valley Way, West Orange, NJ 07052; (201) 325-0050. Radio Advantage shares the same address with recently relocated **PRIME-LIFE ADULT NETWORK**; (201) 325-7880.

● **UNISTAR** will move its L.A. and Colorado Springs offices (on March 16) to 25060 West Avenue Stanford, Valencia, CA 91355; (805) 294-9000.

## Industry

● **MICHAEL TIVE** has been tapped as Director/Advertising & Promotion for CBS Radio Representatives. Prior to joining CBS, Tive was a marketing consultant for his own firm, MGT/Creative.

## CHRONICLE

### Births:

**WNCI/Columbus, OH** PD & Nationwide Communications Group PD **Dave Robbins**, wife Patti, son Daniel David, February 3.

**KACE/Los Angeles** Production Manager **Markovic Drummond**, wife Della, son Adam Lawrence, February 16.

**Warner/Chapell Music Sr.** VP **Rick Shoemaker**, wife Hollywood Reporter Weekender Edition Editor **Denise**, son Emmett Alexander, February 24.

**WFHN/New Bedford, MA** morning man **Joe Blaney**, wife Laurie Lee, daughter Maggie Lee, February 28.

### Condolences:

**ABC Radio Network** newsroom senior editor **Ken Gaughan**, 55, March 3.

**Herald & Ember Records** founder **Al Silver**, 78, March 4.



Gore

Wagner

● **SUSAN WAGNER** has been promoted to VP/Corporate Marketing at Katz Communications. She most recently was Sr. VP/Director for Katz Radio Group Marketing.

● **BILLY YOUNG** has been tapped as President of the Young Black Programmers Coalition. His newly elected cabinet includes VP **BOBBY WONDER**, Secretary **JOHN BELLAMY**, and Treasurer **CHRIS GARDENSHIRE**.

● **CRAIG HARPER** has been named partner of newly formed Griffin Radio Research. A former Sr. VP at Birch/Scarborough Research, Harper teams up with Griffin Research founder Bennett Griffin in the new venture.

● **JOHN TOMLINSON** becomes Metro Traffic Control's Regional Director/Operations, Great Lakes Region. The 16-year radio and broadcast industry veteran previously served as Exec. VP for Great Lakes Networks Inc.

● **BILL GROTHE** has been promoted to Director/Sr. Attorney, Licensee Relations at BMI. He has worked in the company's legal department since 1987.

● **JONI FORAKER** joins Borman Entertainment as Director/Tour Marketing & Operations. Foraker was previously associated with the management firm Mark Spector Co. Concurrently, **MIN-DY GLASBERG** assumes BE's Director/Record Marketing post. Glasberg formerly served as Director/West Coast Operations at Concrete Marketing.

● **CLARK W. DAVIS** announces the formation of Clark W. Davis Broadcast Consulting. The 36-year corporate broadcast industry veteran is retiring as Exec. VP of Great Trails Broadcasting. His new firm is located at 4543 Gullane Circle, Dayton, OH 45429; (513) 293-8731.

## PROS ON THE LOOSE

**Bill Bartlett** — Nat'l Promo Dir. JRS Records (818) 882-1950

**Kim Brixton** — Afternoons WBXX/Battle Creek, MI (616) 964-5081

**Ron Brooks** — APD/MD/mid-days Z104/Madison, WI (608) 829-2715

**Ted Carson** — PD KZFX/Houston (713) 531-6040

**Vic Del Giorno** — Promotion Dir. WTMX/Chicago (708) 259-5721

**Bwana Johnny** — Mornings KZEL/Eugene, OR (503) 726-1454

**Brice Keegan** — PD/afternoon drive WMJR/Manassas, VA (703) 691-4386

**Kidd Kelly** — Evenings KWOD/Sacramento (916) 392-8206

**Chuck Lakefield** — PD/mornings WRMM/Rochester, NY (716) 272-7260

**Joe Mama** — Mornings WGTZ/Dayton (513) 438-0762

**Mike Nell** — Nights WBXX/Battle Creek, MI (616) 962-7189

**John Rohde** — Middays KLSY/Seattle (206) 746-6573

**Alan Stone** — PD/afternoons KTCJ/Minneapolis (612) 926-8021

**Scott Thomsen** — MD/mornings KTCJ/Minneapolis (612) 729-3275

● **BRIAN ROBERTS** has been elevated to VP/Finance at EMI Music Publishing. He was formerly Director/Finance.

● **HARRY NELSON** has launched Harry Nelson & Associates, a satellite programming consulting firm. The company can be reached at 2716 Gainesborough, Dallas, TX 75287; (800) 677-2346.

● **SKIP JOECKEL** has started Executive Broadcast Services, which specializes in a variety of broadcast-related products and services. Joeckel is Unistar's former Director/Major Market Affiliations. EBS's mailing address is P.O. Box 60327, Colorado Springs, CO 80960; (719) 630-8407.

### WHAT DO.....

KIIS, KROQ, KPWR, KQLZ, WRBQ, KOY, KMEL, KFOG, KNBR, KITS, KRQR, WNEW, WHYZ, WALK, WGN, WGCI, WBBM, WVAZ, WHYT, WWJ, WJR, WIOQ, WUSL, KSHE, WKBQ, KQRS, KLXK, KSTP, WMAL, WAVA, WBCN, WGST, WAPW, WBZZ, WMXP.....

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## Eubanks Hits A Blue Note



It was all smiles when Kevin Eubanks recently signed with Blue Note Records. Eubanks's first album with his new label — entitled "Turning Point" — is slated for a spring/summer release. On hand to celebrate are (l-r) Blue Note's Michael Cuscuna, label President and Capitol East Coast GM Bruce Lundvall, Eubanks, and his manager Jeff Menin.

**The T.J. Martell Foundation**  
**for Leukemia, Cancer and AIDS Research**  
 invites you to *Share The Dream*

at the  
 1992 Humanitarian  
 Award Dinner  
 in honor of



**Frances W. Preston**

President and CEO of BMI

Saturday, April 25, 1992  
 The New York Hilton  
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 Reception Seven O'Clock  
 Black Tie

The T.J. Martell Foundation for Leukemia, Cancer and AIDS research has rallied the music and entertainment industry in raising more than \$50 million since 1976 to support ground-breaking research in the battle against these diseases.

We ask you to share the dream that the T.J. Martell researchers have for discovering new techniques to detect and defeat AIDS, leukemia and cancer...and the dream we all have that we may live to see a world where they are no more.

To share the dream, we must first share the burden. We ask for your generous support in helping to make the dream a reality.

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For further information, please contact Ms. Muriel Max, c/o The T.J. Martell Foundation  
 6 West 57th Street, New York, N.Y. 10019, (212) 245-1818



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Westwood One marks the 25th anniversary of one of rock's most important bands, Pink Floyd, with this six hour special on CD. Hosted by author and radio personality Jim Ladd, you'll get the definitive story of Pink Floyd, from the mad genius of Syd Barrett, the brilliance of Pink Floyd's recording career, on through to all new in-depth interviews with Roger Waters, David Gilmour and Nick Mason, including what are probably Roger's final statements on his role as the original creative force of this great band. Your listeners will never find a more complete retrospective on the legend and the legacy of Pink Floyd.

For more details contact your Westwood One representative at 310-840-4000 or fax 310-840-4060.

**IT COULD ONLY COME FROM WESTWOOD ONE.**



Management: Steve O'Rourke, EMKA Productions Ltd., London

# SALES & MARKETING

## The Modern Art Of Closing

**C**losing is an art. Like any art, it requires skill, technique, and personal style. The art of the contemporary closing presentation is rarely discussed, even though this is an area of vital importance and volatile evolution.

Closing has changed a lot in the last five years. You need a much more comprehensive set of skills and techniques than a command of the question, "Do you want to run :60s or :30s?" Understanding the components that have contributed to this evolution in the art of closing will make you more effective.

### Six Closing Factors

Six significant issues affect the close. All are constants that factor heavily into clients' purchasing decisions, so you need to recognize and adapt to them. These factors are:

- Pressure from clients for results and accountability
- Increased numbers of people involved in active and passive decision-making, many frequently unknown to salespeople
- Greater client sophistication
- Data overload
- Client time pressures
- Significantly increased competition.

**It's not unusual to have questions that can and should be answered before the meeting. Get input!**

Most closing skills — whether verbal or written — focus on much more than traditional client input into the closing sequence. These skills may also help you identify hidden agendas that your competitors may not recognize.

**Details and case studies are often left out of presentations, though almost all clients are interested in them.**

### The Presentation

First, you must be clear on three areas:

- Client Marketing
- Pricing
- Operational needs.

The better you understand these specific needs, the more targeted your presentation will be. You'll then have more confidence and a competitive advantage over others who only understand general objectives — not specific needs.

The next step is fine-tuning the tool or package you're using to sell the station.

- Make sure you're aware of everyone who should attend or know about the presentation.
- Don't just rely on a traditional proposal outline. Ask the client what kind of presentation is wanted — and what kind of information is needed.

You'll find that clients generally want simple outlines that are easy to read and easy to explain to others. We tend to present more information than necessary, which often leads to long proposals that lack key information — despite be-

ing overstuffed with material. Much of the research information we provide could be conveyed far more simply and directly with Reach & Frequency and Percentage Of Market Reached figures.

If you're seldom asked for more research information, you may be presenting too much. Track the items that clients want expanded or clarified. The details or data they seek almost always relate to other clients, rather than audience research.

### Details, Details

Details and case studies are often left out of presentations, though almost all clients are interested in them. Even with something as mundane as, say, a banner that's included as part of a package, you may be asked: How big is it? Who produces it? What are the camera-ready details? Where will it be dropped off? By what date? To whom?

Case studies are another element that salespeople usually leave out entirely. Success letters are good, but you need to provide actual documented "stories" of other clients. Illustrate their experiences prior to using your station, and show how you identified their needs, what results you achieved (and how), and the current status of the relationship.

Another trick that can not only expedite the decision, but also flush out hidden decision-makers is to ask your contact how many copies of the presentation will be needed.

**Don't just rely on a traditional proposal outline. Ask the client what kind of presentation is wanted — and what kind of information is needed.**

While this trick comes across as a convenience for the client, it gives you an idea of at least how many others will be reviewing the decision. (The answer is generally two or three copies.)

### The Elements Of Style

Maximize the effectiveness of your written proposals by ordering the elements in the following manner:

- Primary objectives and the specific operational needs to be addressed. (Make sure the client agrees that these are still the pressing concerns.)
- Pricing information
- Method of accomplishment
- Research, case studies, client referrals
- A timeline of the steps, including who does what, and when. A timeline is the most overlooked

## Common Client Frustrations

**T**here are lots of things you should do when closing. There are some things you should avoid, too. To ensure that your proposal meets the best possible reception, here's a look at some common complaints that clients have about presentations.

- **"The form isn't conducive to discussion."** A narrative structure makes a pitch difficult to break down and analyze point by point.
- **"The salesperson is talking when I'm trying to read."** This often upsets clients, which can only be counterproductive.
- **"The investment or pricing information is hidden."** It's just human nature to want to know how much something costs before "trying it on." Getting the dollars out of the way right away gives you great power, because it means your proposal is moving away from the pricing issues, rather than toward them. (If you've been effective in earlier stages, you've already discussed these considerations anyway.) Besides, even if you opt to hide the price, you'll note that the client will look for it. So price is going to be at the front of his mind, whether it's at the front of your proposal or not.
- **"The salesperson didn't review what was discussed at our last meeting."** It's natural for a salesperson to remember minute details about a meeting, especially a promising one. However, those details may not have been as memorable for the client. Before you present anything new, refresh the client's memory briefly. You might say, "Last time, we discussed ..." and cite:

- a primary objective
- a specific need that was to be addressed
- other general items, such as client frustrations, etc.
- investment amounts.

Such a recap not only gets the client back on track with your previous discussions, it gives you a good opportunity to verify that nothing's changed since the last time you sat down together.

but effective closing technique, because it shows you've thought out the steps that need to be taken, and gives the client an opportunity to offer input. It also reveals hidden factors — like other people who need to be brought into the loop, other meetings that might affect your negotiations, etc.

To keep your readers fresh and interested, follow these rules for layout and display:

- Use different type sizes.
- **Boldface** and underline primary thoughts.
- Double-space the entire proposal.
- Use icons or graphics to facilitate comprehension in documents longer than one page.
- Make sure that sentences begin on the bottom of the page and end at the top of the next, thus drawing the reader onward. This skill — which we've borrowed from direct marketing — dramatically increases readership of any multi-page document, including proposals and letters to clients.

### Before The Meeting

Prior to the meeting it helps to fax the contact an agenda of the items to be discussed. This can often serve to:

- Secure other contacts in a meeting
- Demonstrate your professionalism
- Ensure that you have planned the appointment and the items to be discussed.

Agendas are useful tools before any meeting. Prior to an initial contact, for example, an agenda can prepare a client by providing an idea of the areas you'll be probing.

As you develop the elements (creative, copy, etc.) of your presentation, maintain client contact between meetings via phone or fax.

While you should avoid pestering the client, it's not unusual to have questions that can and should be answered before the meeting. Fax over four or five questions — leaving space for the answers — so your contact can just turn around and fax or call you back. Get input!

It's prudent to verify that what you're working on is acceptable. Many sales aren't closed because the client had no input into the final tool, package, or concept. While you might think the idea is brilliant, your customer could find it weak. In general, the more feedback and input the client's had before the closing, the more effective you'll be.



Chris Beck is the President of Beck Marketing Group, an international sales and marketing consulting firm. If you have a question about a column or a topic you'd like to see addressed, he can be reached by phone at (818) 594-0851; by fax at (818) 594-5030; by Prodigy electronic mail at ID# SRTN15A; by CompuServe at ID# 76066.3334; or by mail at 22900 Ventura Blvd., Suite 340, Woodland Hills, CA 91364.

## Sports Entertainment Network's Winning Team

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KFXX	WVOK	WGGG	KSEI	KFAN	WHCU
WFXX	WABB	WNZS	WCSI	KASP	KVEG
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# LIFESTYLES

16TH ANNUAL SURVEY

## Assessing American Life In The '90s

Have American values changed since the end of the "me" decade? Trend followers suggested that the '90s would mark a return to traditional values, but the recent results of an on-going DDB Needham survey prove otherwise.

Following is a sample of the latest statistics from the NY-based agency's 16th annual "Life Style Study," in which 4000 Americans expressed their opinions on the following subjects:

### Losing Our Religion

- "I attended church (12 times or more)." A steady decline in churchgoers took place during the past decade, from 57% in 1981 to 49% in 1989. The '90s have yet to show a significant upswing — last year, only 50% said they'd been to church at least once a month.

- "Religion is an important part of my life." The percentage of Americans who agreed with this statement fell from a high of 74% in 1981 to 70% in 1989. Interestingly, the number of men who said religion is important increased slightly in 1991 to 63%. However, same-year figures for women remained at a survey low of 76%.

- "Most people are honest." A low of 64% agreed with this statement in 1991, down from a high of 76% in 1976. The number of Americans who said that "an honest man cannot get elected to high office" has remained unchanged at 45% since 1975.

### Married With Children

- "Couples should live together before getting married." Last year 33% of those surveyed agreed with this statement — the figure has climbed continuously since 1981, when only 25% held this opinion. Incidentally, single parents are the most likely to endorse this view.

- "Children are the most important thing in a marriage." After a six-year decline to 45% in 1989, the



number of respondents agreeing with this statement rose sharply to 52% in 1991.

- "I am in favor of legalized abortions." After reaching a low of 45% in 1984, the number of Americans who support legal abortion rose dramatically to a high of 57% last year.

### The 'Fee' Decade

- "Our family income is high enough to satisfy our important desires." The number of those who felt they were able to afford the important things fell from a high of 75% in 1976 to a low of 62% in 1991. Meanwhile, more and more people report finding it hard to make ends meet — last year a high of 38% said their families were "too heavily in debt today," up from the 1976 low of 24%.

- "It's hard to get a good job these days." Americans are finding that today's economy is affecting the job search, as the percentage of people who agreed with the

above sentiment climbed from 65% in 1989 to 77% in 1991.

### The Future's So Slight

Expressing little hope for the coming years, in 1991 a record number of people (29%) said that they "dread the future."

Also in 1991, a similar record 60% said they would change the way they lived their lives if given a second chance, up from 56.5% in 1988.

## Birthdays Top 'Holidays' To Dine Out

Nearly half (47%) of Americans say their favorite "holiday" for dining out is their birthday, according to the latest survey conducted by the National Restaurant Association.

Furthermore, people living in two-person households are more inclined to celebrate their birthdays by eating out than those living alone (52% vs. 43%).

## Bargains & Babies Top Trends In Ads

TV ads hawking low prices have become the commercials of choice in these hard economic times. According to the latest survey by NYC-based Video Storyboard Tests Inc., consumers' interests shifted last year from slick, creative advertising to value-oriented campaigns — more than a third of last year's top 25 TV ads focused on special deals.

The 22,000 Americans surveyed also liked spots showcasing cute kids — DuPont's ad for 'Stainmaster,' which features toddlers wreaking havoc on Mom's rug, leapt from 17th place in 1990 to third place in 1991. Spots for McDonald's, Coca-Cola, Huggies, Johnson & Johnson baby shampoo, and Jell-O also drew attention for their cuddlesome kids.

For a rundown of 1991's most popular TV commercials, check out the following chart:

Brands	1991	1990
Pepsi/Diet Pepsi	1	1
Energizer	2	3
DuPont Stainmaster	3	17
Nike	4	2
McDonald's	5	5
Coca-Cola	6	4
Little Caesar	7	6
Budweiser	8	9
Taco Bell	9	—
Pizza Hut	10	25
Coors Light	11	—
California Raisins	12	8
Miller Lite	13	7
Toyota	14	—
Huggies	15	—
Taster's Choice	16	—
Diet Coke	17	16
J&J baby shampoo	18	—
Burger King	19	15
AT&T	20	—
Bud Light	21	12
Duracell	22	20
Honda	23	—
Wendy's	24	—
Jell-O	25	19

## ALL NEW JULY 4th BARTER/PUBLIC SERVICE COUNTRY MUSIC SPECIAL!

★  
★  
★  
STARRING



Randy Travis



Larry Gatlin & The Gatlin Brothers



The Forester Sisters



Mark Chesnutt



U.S. Navy Band's Country Current

- ★ Hour-Long July 4th Country Music Special
- ★ Six Local Avails
- ★ Market Exclusive
- ★ Delivered On CD

Presented By



SALUTE  
to  
AMERICA

Call Steve Brooks  
(202) 208-6416  
Fax  
(202) 208-3231

**WGN/Chicago To Sell Books Via 800 Number**

**B**orrowing a idea pioneered by Mutual's Larry King Show, Talk-oriented WGN/Chicago will soon begin selling the books being promoted by visiting authors.

Beginning later this month, listeners will be given an 800 number they can call to buy an autographed copy of the book being dis-

cussed. That line rings at Minneapolis book distributor American Pyramid, which will handle fulfillment. The same company handles orders generated by the King show.

**Revenues To Station**

According to WGN Special Projects Director Kenton Morris, fi-

nancial details of the arrangement have not been finalized. However, he guesses the station will receive \$3 or \$4 for each book sold. The station's only cost, Morris added, is the time it takes to announce the toll-free number.

Although he insists the book sale effort will not affect programming decisions, Morris acknowledges that some WGN air talents have expressed concern that their credibility may be undermined by the project. According to PD Lorna Gladstone, hosts who are uncomfortable with the 800 line may ban its use during their shows.

Morris said if the book project proves successful, Tribune Corp.-owned WGN may consider selling other products and services in a similar manner.

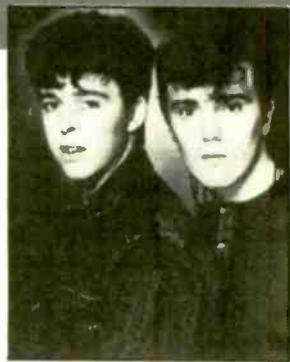
**VIDEO****NEW THIS WEEK**

● **AN AMERICAN TAIL: FEIVEL GOES WEST** (MCA/Universal)

This animated film sequel spawned an MCA soundtrack featuring Linda Ronstadt's "Dreams To Dream," as well as two tunes by Cathy Cavadini and music by James Horner.

● **LET THE GOOD TIMES ROLL** (PolyGram)

This 85-minute package spotlights the recent New Orleans Jazz & Heritage Festival with interviews and more than 40 live performances by the Neville Brothers, Robert Cray, the Indigo Girls, B.B. King, John Lee Hooker, Wynton Marsalls, Allen Toussaint, Irma Thomas, and others. The collection also includes vintage footage of Harry Connick Jr.



Tears For Fears — crying times.

● **TEARS FOR FEARS: TEARS ROLL DOWN (THE HITS 1982-1992)** (PolyGram)

12 songs, 50 minutes. Clip compilation includes "Everybody Wants To Rule The World," "Sowing The Seeds Of Love," "Mad World," and the duo's latest, "Laid So Low (Tears Roll Down)."

**TELEVISION****TOP TEN SHOWS**  
MARCH 2-8

- 1 60 Minutes
- 2 Roseanne
- 3 Murphy Brown
- 4 Happy Days Reunion
- 5 Home Improvement
- 6 Full House
- 7 Murder, She Wrote (tie)
- 8 Movie (Monday)  
("Woman With A Past")
- 9 Designing Women
- 10 The Young Indiana Jones Chronicles

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.

**Tube Tops**

Willie Nelson, John Mellencamp, and Neil Young will perform to benefit American farmers at "Live Aid V," which will be carried live on TNN (Saturday, 3/14, 5:30pm EST/2:30pm PST). Also slated to perform live from Texas Stadium are Paul Simon, the Black Crowes, Tracy Chapman, the Kentucky Headhunters, Ricky Van Shelton, Mark Chesnutt, Little Village, Lynyrd Skynyrd, Merle Haggard, the Texas Tornados, and a host of others.

**Friday, 3/13**

● Tom Petty & The Heartbreakers' recent Europe and UK tour is chronicled in the first installment of a two-part series on "ABC In Concert" (midnight). Teenage Fanclub is also featured.



Neil Young — can we expect to hear "Farmer John"?

**Saturday, 3/14**

● Garth Brooks, "Saturday Night Live" (NBC, 11:30pm).

**Monday, 3/16**

● Allison Moyet, "The Dennis Miller Show" (syndicated; check local listings).

**Tuesday, 3/17**

● Chris Whitley, "The Tonight Show Starring Johnny Carson" (NBC, 11:35pm).

**Wednesday, 3/18**

● Marcus Roberts and Ellis Marsalls, "The Arsenio Hall Show" (syndicated; check local listings).

● Randy Travis, "Johnny Carson."

**Thursday, 3/19**

● Dolly Parton, "Arsenio Hall."

● Leon Redbone, "Johnny Carson."

**MUSIC & MOVIES****CURRENT**

● **WAYNE'S WORLD (Reprise)**

Singles: Ballroom Blitz/Tia Carrere  
Hot And Bothered/Cinderella

Other Featured Artists: Black Sabbath, Gary Wright, BulletBoys

● **FRIED GREEN TOMATOES (MCA)**

Singles: I'll Remember You/Grayson Hugh

What Becomes Of The Brokenhearted/Paul Young

Other Featured Artists: Jodeci, Taylor Dayne

● **BEAUTY AND THE BEAST**

Single: Beauty And The Beast/Celine Dion & Peabo Bryson (Epic)

● **GLADIATOR (Columbia)**

Single: We Will Rock You/Warrant

Other Featured Artists: Cheap Trick, 3rd Bass, PM Dawn

● **FALLING FROM GRACE (Mercury)**

Single: Days Like These/Janis Ian

Other Featured Artists: John Mellencamp, Dwight Yoakam

● **RUSH (Reprise)**

Single: Tears In Heaven/Eric Clapton

● **FOR THE BOYS (Atlantic)**

Single: In My Life/Bette Midler

**COMING**

● **THE MAMBO KINGS (Elektra)**

Single: Beautiful Maria Of My Soul/Los Lobos

Other Featured Artists: Linda Ronstadt, Tito Puente

**SUGAR ART BLES**

**HIT**  
the #1 Alternative Single and MTV Buzz Bin Video from the album *Stick Around For Joy*.  
Produced by Paul Fox  
Engineered by Ed Thacker

**A Most Added CHR 26/25**  
Including:  
KEGL Q105  
KRBE KBEQ  
KTFM KWOD

On Elektra Cassettes and Compact Discs

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**THE ADDS OF MARCH**  
The Cure "High" • Keith Sweat "Why Me Baby?" • Howard Jones "Lift Me Up"

# MEDIA

## 'Gladiator' Soundtrack Giveaway

In an effort to stir interest in its new release "Gladiator," Columbia Pictures offered free cassettes of the movie's Columbia Records soundtrack to everyone who saw the film on opening day (3/6).

Reported to be a film industry first, the promotion involved Columbia Pictures giving away certificates — redeemable by mail for the soundtrack — while supplies lasted at 1300 theaters nationwide. The movie studio picked up the tab for the freebies.

### FILMS

#### WEEKEND BOX OFFICE

MARCH 6-8

1 <i>Wayne's World</i> (Paramount)	\$8.37
2 <i>Lawnmower Man</i> (New Line)*	\$7.75
3 <i>Fried Green Tomatoes</i> (Universal)	\$3.93
4 <i>Once Upon A Crime</i> (MGM/Pathé)*	\$3.52
5 <i>Stop Or My Mom Will Shoot</i> (Universal)	\$3.31
6 <i>Gladiator</i> (Columbia)*	\$3.30
7 <i>Memoirs Of An Invisible Man</i> (WB)	\$2.80
8 <i>Medicine Man</i> (Buena Vista)	\$2.70
9 <i>The Hand That Rocks The Cradle</i> (Buena Vista)	\$2.60
10 <i>Beauty And The Beast</i> (Buena Vista)	\$1.90

#### COMING ATTRACTIONS:

Moving into wide release this week is "The Mambo Kings," starring Armand Assante, Antonio Banderas, and Cathy Moriarty. The film's Elektra soundtrack includes Los Lobos' "Beautiful Maria Of My Soul" as well as tracks by Linda Ronstadt, Tito Puente, and others.

This week's openers include "Article 99," starring Ray Liotta and Kiefer Sutherland as doctor and intern, respectively, at a veterans hospital. The forthcoming Varese Sarabande soundtrack contains music composed by Danny Elfman.

All figures in millions

\*First week in release

Source: Exhibitor Relations Co.

### 'ZINE SCENE

## Madonna's Terms Of Employment

In addition to the \$2.25 million Madonna is being paid to star in the courtroom thriller "Body Of Evidence," *US* reports that the actress demanded:

- Top billing over co-star Willem Dafoe — with her name at least 35% as big as the title
- That her singing voice not be dubbed
- Approval of any stunt or body double
- Ownership of all her costumes (free)
- A two-bedroom suite with microwave, blender, and gym (Versa Climber and Lifecycle both required)
- Guarantee that no photos or likenesses be given to the tabloids, i.e., the *Star*, the *Globe*, and the *National Enquirer!*

#### Raw Talent

- Atlantic co-Chairman/co-CEO Ahmet Ertegun calls Lear's cover girl Bette Midler "a completely original creation, pound for pound the best entertainer ever... and if she loses weight, still the best."
- "I'm grateful to be here, sitting by the pool, all arrogant and everything, scoffing at the employees and people on their vacation. But... I'll be out on the street again soon, because rock 'n' roll is bullshit. Bunch of druggies and alcoholics. Bunch of noise" — Nirvana's Chris Novoselic (*Elle*).

#### Ego & Superego

- "I know I'm singing a lot better now than ever. I hate to say it, but I am knocked out listening to my own voice, which I never used to be" — Rod Stewart (*Us*).
- "You'll never see me rolling around on the floor or crawling across the stage" — Eric Clapton on Madonna and Prince, whom he calls "embarrassing and undignified" (*Us*).

#### Liquid Assets

"I used to drink a lot more [tequila] than I do now. I'd drink it down to the worm. Down through the worm" — Willie Nelson on pacting with Cuervo for tour sponsorship (*People*).



**THE REAL LOWE DOWN** — "I think all our stuff sounds really hip — it doesn't sound like a bunch of old geezers. If it doesn't get on radio, though, we can be as hip as a house, and it won't make a scrap of difference" — Little Village's Nick Lowe (*Musician*).



**TOTAL RECALL** — "I remember everyone that has said one bad thing about me. I don't forgive and forget. I forgive and remember" — Vanessa Williams (*Us*).

#### Brooks Hated Country!

Garth Brooks *hated* country music as a teen. But when he elected to pursue his music career, his mom advised, "If you really want this, son, you've got to sell yourself as a total concept and not just another singer" (*National Enquirer*).

#### The Magnificent Seven

On its seventh anniversary, *Spin* assembled a panel of "experts" to determine the seven greatest bands of all time. And the winners are (drum roll, please...) the Beatles, the Rolling Stones, the Sex Pistols, Public Enemy, the Ramones, Jimi Hendrix, and Led Zeppelin.

#### Hidden Assets

Although Michael Jackson didn't show up for pal Liz Taylor's 60th birthday party at Disneyland, the *Star* reports "puzzled guests were half convinced he was hiding inside the Mickey Mouse costume."

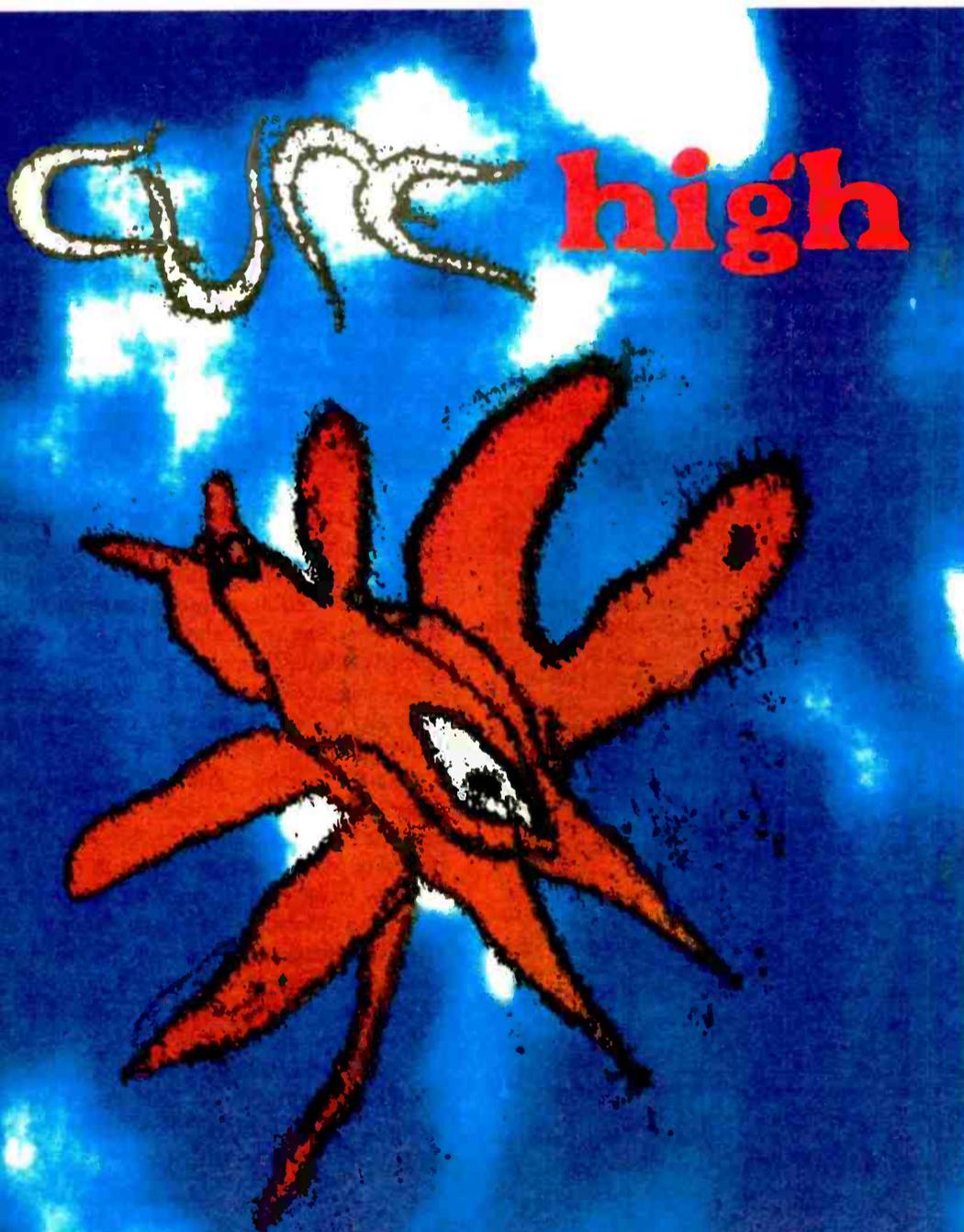
#### Grammy Rewards

"Luther Vand-Gross Sheds 110 Lbs In Just 12 Weeks — Grammy Winner Turns Up A Big Loser" — screams the headline in the *Globe*. Meanwhile, the *Star* reports that Seal is Madonna's "new boytoy," thanks to some post-awards frolicking... that Jasmine Guy left the Grammys with NWA's Eazy-E and went to a party at his house... and that Cyndi Lauper was thrilled to meet Aretha Franklin — until Aretha pointed out Cyndi's dress was splitting down the back!

#### Technical Difficulties

"We've been trying to work out how to get all the 'Achtung Baby' sounds live. Basically, we can do it if Edge plays something different with every one of his appendages" — U2's Bono (*Musician*).  
 "I've got a house full of guitars and amps... But as my son said to me one day, 'You never play anymore. You just get equipment'" — Little Village's Ry Cooder (*Musician*).

Each week R&R sneaks a peek 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.



high is the first single and video from the cure's forthcoming new album wish.

produced by david m. allen and the cure  
mixed by mark saunders

on elektra compact discs and cassettes

Fiction

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# THE CAUSE & THE EFFECT



ROBERT ROWE AND SEAN ROWLEY

“You Think You Know Her”

## CAUSE & EFFECT

**SEAN DEMERY, MD, PWR99:**

“Read my lips — it’s a hit! Better yet, listen and play the damn record!”

**TOM POLEMAN, Asst. PD, KRBE:**

“Tops in research, sales and requests.”

**JIMMY STEAL, MD, KEGL:**

“It tests, sells and requests!”

**WAYNE COY, PD, B94.7:**

“One week of airplay — top 10 phones. Why did we wait so long to play this hit record? Now it’s your turn!”

**CAT THOMAS, MD, KLUC:**

“Going through the roof here. Top 3 research song for third week in a row. #1 18-24 females third week in a row. This is the biggest song in Las Vegas in ‘92!”

**SOUND WAREHOUSE Chart 97 - 23 -8**

**CHR NEW & ACTIVE  
PERFORMING WHERE PLAYED  
72% CONVERTED, 32% TOP 15**

PWR99 11-6	B96 add 28	WLAN 9
KEGL 11	HOT102 add	KPRR 9-6
KRBE 2-2	KHTK 24	KLUC 1-1 HOT
WNVZ	KKFR add	KZHT 6-5
Q105	KWOD 1-1 HOT	



# STREET TALK®

## Hunt For New Gig; Exits Elektra

In a sudden move, Elektra Sr. VP/GM Brad Hunt exits after nine years with the label over “a difference in style.” VP/Marketing & Creative Services David Bither replaces him.

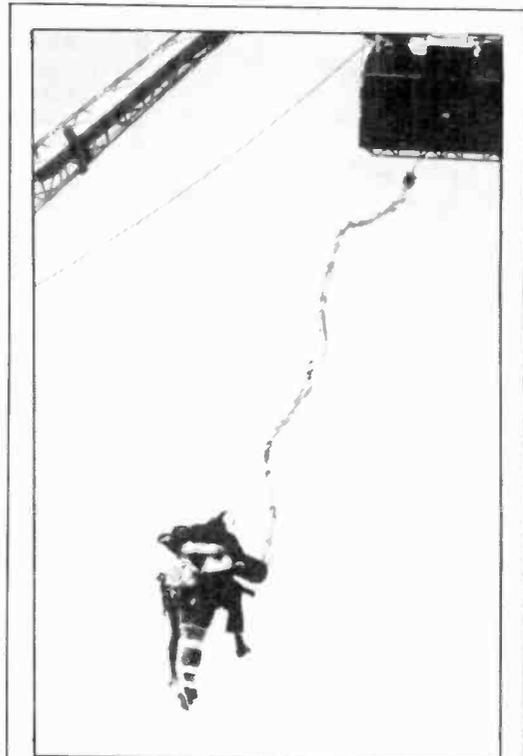
Unistar honchos Terry Robinson and Nick Verbitsky held intensive meetings with the company’s board this week in NYC. Will this unique partnership survive?

### ▶ Thorn-EMI’s Public Image? ◀

Among the rumors running rampant in the wake of the Thorn-EMI/Virgin deal is that Thorn-EMI will spin off its Music Division and take it public, raising mucho dinero to help cover their nearly \$1 billion outlay before the end of the year.

Meanwhile, don’t look for immediate changes — or consolidation — at Virgin or Charisma. Insiders tell ST that CEMA’s new distribution structure will include the Capitol, EMI, and Virgin Record Groups, all running autonomously.

Consultant Bob Hamilton has been named interim Dir./Programming at Nostalgia/Gold combo KFRC-AM & FM/SF, following the exits of AM PD Dan Lopez and FM PD Kevin Metheny. It remains to be seen if Hamilton will eventually take the PD post permanently, or continue his consulting.



**LEAP OF FAITH** — Following in the footsteps of the ever-popular Jell-O jump promotions, CHR KKFR (Power 92)/Phoenix recently showcased its spring line in bungee weddings, as evidenced by the avowed passion of the bride ‘n’ groom pictured above.

### ▶ New! Softer Downey In DC ◀

Legendary rantmeister Morton Downey Jr. returns to radio next Wednesday (3/18) as 9am-noon host on N/T WWRC/Washington.

WWRC GM Alan Goodman expects Downey to siphon listeners from crosstown Rock Talk WJFK’s morning lineup of Howard Stern and G. Gordon Liddy. “Mort is more entertaining than Howard and certainly less filthy,” Goodman opined to ST.

As ST switched off the word processors, Downey’s two-year contract had not been finalized, nor had financial details been disclosed. The pact apparently will allow Downey to attempt to syndicate his show.

Hiring Downey — last heard on radio at WMAQ/Chicago in 1988 — is the first step in Goodman’s efforts to recast the slumping WWRC as a “high-profile, bigger-than-life” Talk station.

Phase two reportedly includes snatching Rush Limbaugh and the Talknet crew from their current DC affiliates, although thus far no discernible progress has been made.

Continued on Page 24

## Rumors

- Is former WCKZ/Charlotte PD Mark Shands about to crank up a new station in Portland, OR? Or is he heading to Seattle?

- Will Wynn Jackson leave RCA’s VP/Nat’l Album Promo post?

- Is someone in L.A. tugging on the leash of KTFM/San Antonio PD Rick “Big Dog” Hayes?

- Is Ron Cutler Productions about to ink a deal with WPLJ/NY PD/morning man Scott Shannon for a “new breed” of countdown show?

- Now that K92/Roanoke PD/night stalker Eddie Haskell and local TV-bound 14-year morning man Larry Dowdy have exited, will MD David Lee Michaels become PD?

- Will Classic Rock WJFM/Grand Rapids go CHR once its sale from John Fetzer to Radio Associates is complete? And will KEWE/Redding PD Wayne Coy be involved in the switch? Coy denies both rumors.

- Why was former WZOU/Boston afternoon Human Numan on the air this week in middays at Z100/NY?

- Is former Hot 102/Milwaukee MD Kandy Klutch about to join WKSS/Hartford as MD?

**Congratulations to  
KZFM, Melbourne, Australia  
and BP&R Ltd.**

KZFM converted from AC to “Gold 104” just four months ago and is already #1 25-54 adults! To find out what we can do for you, call (703) 648-0000.



Becoming America’s leading programming and marketing consultants.

# THEY WILL, THEY WILL, ROCK YOU.



## WARRANT We Will Rock You



**"Warrant's rocket has blasted off!"**

-Vinnie Birbiglia, Transworld  
(After placing a 9,000 piece reorder for We Will Rock You.)

**"Anybody not playing this song should have a Warrant taken out for their arrest."**

-Clay Gish, WOKI

**"Top 5 phones, great sales.  
Thank God it's not a ballad...We got to rock!"**

-Bill Pressly, KKYK

Active on  - on Video Jukebox Network—and on local video outlets everywhere.

From the album, **"Music From The Motion Picture Gladiator."**

Motion Picture Photography and Artwork Title:  
© 1992 Columbia Pictures Industries, Inc. All Rights Reserved.

Produced by Erwin Musper.  
Management: Tom Hulett & Associates and  
Tom Hulett/Eddie Wenrick.

COLUMBIA

# ENYA



## "CARIBBEAN BLUE"

The New Single From  
The Album SHEPHERD MOONS

### P-1 CHART DEB 40

#### NEW & ACTIVE

PWR99 add  
Q105 add  
Q102 19-17  
KBEQ 21-19  
KXXR add  
KDWB add  
KS104 13-12  
KIIS 25-19 HOT  
KWOD 3-2 HOT  
KISN 1-1 HOT  
Q99.5 8-5 HOT  
Q106 11-9  
KMEL 12-12

WYCR add	KTUX add
WBBQ 19-16	KXKT 28-20 HOT
I95 5-5	KZHT 17-13
WNOK add	WVFX 10-7 HOT
WAPE 14-11	KCHX add
WRVQ 14-11	WBXX 21-18
Z102 6-5	KFFM 33-29 HOT

ACTIVE ROTATION – MTV  
HEAVY ROTATION – VH-1  
HUGE SALES – PLATINUM!



© 1991 REPRIS RECORDS

## STREET TALK®



# FATHER KNOWS BEST

**LOSING MY RELIGION** — Talk about devout listeners! The wholly rockin' rollers at WLAN/Grand Rapids recently gelled at the sight of their new "Father Knows Best" billboards, which miraculously depict Pope John Paul II wearing headphones and a station T-shirt!

Continued from Page 22

Congrats to MCA/Nashville VP/Promo Shelia Shipley, who adds Sr. VP stripes.

### Super Faces Turn Red At CRS

Folks are still trying to unravel the reasons why hundreds (estimates range from 300-500) of registrants were turned away from the Academy of Country Music-sponsored "Super Faces Show" starring Garth Brooks. More tickets apparently were sold than the Roy Acuff Theatre could hold. The finger-pointing is still going on — more details to come as they unfold. Among those left at the door were top label execs, prominent programmers, and singer Jimmy Buffett.

### Pirate Scuttles Country Rumors

Top CRS rumor concerned Westwood One's KQLZ (Pirate Radio)/L.A. turning Country. Fuelling the fire were reports of a top Country programming veteran relocating to L.A.

WWI Stations Group Exec. VP Bob Moore told ST Monday (3/9), "We're running the biggest billboard and TV campaigns in the station's history, and the Nov.-Dec. Birch showed [Pirate] #1 [in] men 18-34. Country's hot. But of all the times to change format, this wouldn't be it."

Moore also said a deal for an existing L.A. Country outlet to carry WWI's new syndicated countdown show was imminent, observing, "Why would we cut the deal with Malrite if Pirate were going Country?"

### NBC's Country Commitment

Second-ranked CRS rumor: the future of NBC-TV's "Hot Country Nights." The net aired its season finale last Sunday (3/8), with no definite plans for future installments.

Continued on Page 26

## Rumbles

- KRAK-AM & FM/Sacramento VP/GM John Winkel departs to pursue station ownership.

- B96/Chicago's night position is w-i-d-e open — no rhymers need apply, however. PD Dave Shakes is talking to about half a dozen names, with a winner and a new morning show producer, due to surface as early as next week.

- Former WJFK/Washington APD/MD/middayer Mike Wolf becomes PD at Classic Rock WQBK/Albany.

- KZFX/Houston PD Ted Carson exits the Classic Rocker.

- CHR WDJQ/Canton flips to Gold as "Kool 92."

- KPOI/Honolulu gives interim PD David Stone the real deal.

- AC WVKS/Toledo switches back to CHR.

- KXFX/Santa Rosa, CA PD Will Douglass takes the KLAQ/EI Paso PD post, replacing Nat Lamp. In other KLAQ changes, KATT/OKC parttimer Buzz Adams joins for nights and Patti Steele takes overnights.

- CHRs KXXR/KC and KXKT/Omaha shift from mainstream to a New Rock crossover emphasis.

- KNCN/Corpus Christi hires crosstown KRIS-TV salesperson Ron Cardwell to replace GM Dick Delaney. Delaney moves to Austin to pursue other interests.

- Former XHRM/San Diego OM "Wildman" Juan Rivera becomes OM at Nostalgia/AOR-Metal combo KIVA & KZRQ/Albuquerque.

- AC WJCL/Savannah switched to Country last Friday (3/6). Jerry Katz remains PD and is hiring staff as the station goes live. First aboard is MD/afternoon Shannon Burns from crosstown WCHY — the market's only Country outlet for the last 10 years.

- Recent "Young Country" convert KRSR/Dallas changes calls to KYNG.

- CHR WBXX/Battle Creek, MI will be "Oldies 95.3" by the time you read this. PD Joe Dawson stays.

- KFMQ/Lincoln elevates APD/MD Jon Terry to PD.

- Classic Rock WKLL/Utica shifts to AOR.

- KEWB (B94.7)/Redding, CA GM Gene Hill exits for ownership. Former WXLG/Lexington, KY GM Raymond May replaces him.

- KIIS/L.A. late-nighter Wendi shifts to parttime, trading duties with Whitney Allen.

(advertisement)

### McVay Media Announces Winners

McVay Media announced the winners of their 1991 Awards and 16 stations or individuals took top honors.

Station of the Year Awards went to KLSY/Seattle, WWKL/Harrisburg, and KCTR/Billings. General Manager of the Year Awards to Roger Turner WLTF/Cleveland, Dana Harmon WWKL/Harrisburg, and Joe Rizza WMAS/Springfield.

Program Director of the Year Awards included Dave Popovich WLTF/Cleveland, Chuck Stevens WQXK/Youngstown-Canton, and Tom Holt WMAS/Springfield.

Promotion Director of the Year Award winners included Julie Wilson WHYI/Miami, Jeff Roberts KMGL/Oklahoma City, and Barb Richards WAJI/Ft. Wayne. Group Broadcasters of the Year were Booth American (WLTF and WWNK), TMZ Communications (WWLI, WLEV, and WRKZ), and Amcom General (WMYI and KRMD).

### Major Accomplishment

The consultancy's coveted Major Accomplishment Award went to Century Broadcasting's Chicago outlet WPNT/The Point.

Become a winner, contact Mike McVay at McVay Media (216) 892-1910.



# OZZY OSBOURNE

## "Mama, I'm Coming Home"

**BREAKER** CHR CHART: 35 - 30

**NOW ON 139 CHR REPORTERS - 60%!**

WXKS add	PWR945 add	WMXF deb 29	WPHR 18-15	WBBO 11-6 HOT
KDWB add	WGTZ add	HOT955 deb 30	KXXR 15-12 HOT	WOKI 5-5 HOT
WAEB add	B94 deb 29	WMEE deb 30	WKBO 5-5 HOT	WRQK 7-4 HOT
WSSX add	WZPL deb 26	KZ93 deb 29	KPLZ 24-19 HOT	CK105 12-5 HOT
WKSI add	G105 deb 30	KWNZ deb 30	JET-FM 6-5 HOT	KXKT 9-6 HOT
				WIOG 5-4 HOT
				WHOT 3-3 HOT
				KZZU 14-11 HOT



# CELINE DION & PEABO BRYSON

## "Beauty And The Beast"

CHR CHART: 28 - 19

**NOW ON 172 CHR REPORTERS - 75%!**

WXKS 12-7 HOT	WNOK 23-17 HOT	92 Q 25-19	WHYT 20-14	KGGI 24-21
STAR 92 8-7 HOT	WOVV 12-9 HOT	Z100 1-5	KBEQ 29-25	FM102 deb 26
PWR96 21-11 HOT	KOKQ 9-7 HOT	WEGX 12-10	HOT102 22-19	KISN 28-20
WDFX deb 16 HOT	KF95 28-18 HOT	PRO-FM 23-20	KDWB 26-19	KSOL 24-20
WKBO 19-10 HOT	KSND 23-16 HOT	WNVZ 28-22	KIIS 6-6	HOT977 26-15
Q99.5 22-15 HOT	HOT194 22-17 HOT	Q105 deb 29	KOY-FM	KPLZ deb 26
Q106 12-8 HOT	KPSI 33-26 HOT	WNCI 25-21	KKRZ 29-25	KUBE 18-15
98PXV 4-3 HOT				



...AND MANY MORE!



# LUTHER VANDROSS

## "Sometimes It's Only Love"

KBXX add	103CIR add	KLYV deb 40	<b>ALSO BREAKING AT:</b>
WWHT add	KMGZ add	KTRS deb 39	WZOU
Z90 add	WXKS deb 30	WPGC 27-23	HOT102
WKSS add	KMEL deb 35	B93 39-36	KHTK
WWKX add	HOT977 deb 35	WCKZ 30-27	KUBE
KKMG add 35	KZFM deb 39	WHTO 35-32	...AND MANY MORE!
PWR102 add			



# NUCLEAR VALDEZ

## "(Share A Little) Shelter"

KRBE	WOKI add	KFOX add	K106 deb 38	WOMP
KBEQ	WRQK add	KNIN add	KTUX deb 36	KISR
KXXR	KXKT add	KFMW add	WBBO	WMMZ
KWOD 12-10	KIKX add	WPST 36-33	WNYP	KNOE
	KZHT add			



# STREET TALK®

Continued from Page 24

However, an NBC spokesperson told ST the network is "committed to the genre" of country music and plans to revamp the series, adding that the program is simply "on the bench." Meanwhile, the network will use the show's 8pm Sunday time slot to test new spring programming.

Following CRS, the Country Radio Broadcasters elected new officers and board members Sunday (3/8). Six board positions were up for election; five incumbents were returned to their posts and the sixth slot was filled by Arista/Nashville VP/Promo & Artist Dev. Allen Butler.

## Rumbles, Pt. II

- KWOD/Sacramento morning man Andy Quinn exits; Axel Marley moves up from afternoons. The new afternoon is Brad Adams from crosstown KRXQ; Ally Storm from crosstown FM102 takes late-nights.

- 92Q/Baltimore midday personality Barry McKay becomes APD.

- Z104/Madison's Steve McGowar takes over mornings at KHTK/St. Louis as the Real Beau Weaver. Z104 APD/MD/midday man Ron Brooks exits, accepting an interim midday slot at crosstown Country WTSO.

- 894/Pittsburgh ups afternoon Joff Tyson to APD.

- All-Sports KJR/Seattle taps Ralph Steadman and Keith Shipman for morning drive. Steadman was with KGW/Portland; Shipman did TV sports in Seattle.

- Former WYNF/Tampa late-nighter Scott Phillips joins KLOL/Houston for 7-midnight.

- KKXX/Bakersfield MD/afternoon Harley Davidson is replaced by night slammer Kevin "Koz" Koske. New to middays is Gina Davis, formerly part of Jay Thomas's Power 106/L.A. morning team.

- Power 99/Atlanta Promo Dir. Paul Williams exits for a mystery gig. Details soon.

- WAZU/Dayton parttimer Mr. K moves to mid-days and APD/MD Brad Hardin shifts to afternoons. Nighttimer Alan Rantz exits.

- Kid Corona — most recently at KOY-FM/Phoenix and crosstown KOOL — takes weekends at KKFR in town.

- WYAY & WAYI/Atlanta PD George Mason-Dixon is still searching for a MD/afternoon driver.

- KLZ/Brainerd, MN PD Steve Gunner becomes MD/afternoons at WXLN/Davenport.

- New lineup at AOR KZEL/Eugene: Cyd Michael moves from evenings to mornings with Kevin Welsh; overnighter Launi Ray moves up to evenings; weekender Chris Diestler takes on overnights. Bwana Johnny exits the morning show.

- Urban WOIC/Columbia, SC promotes CeCe Carrington to News Director.

- KKZX/Spokane MD Vicky McCarthy exits.

- WKGB/Binghamton hires WAQY/Springfield, MA parttimer Eric Holland for overnights.

- KLYV/Dubuque MD Mark Anthony exits. PD Doug Collins adds music duties.

- Former WUFX/Bufalo morning man Ted Shredd joins WGIR/Manchester for mornings with Chris Connors. Andy Gibbs (Feinberg) segues from production at WMJX/Boston to copywriter/production at GIR, replacing Mo Gamblin, who exits to have a baby.

No Hype - No Toys

No Outrageous Promotions

... Just A Really GREAT Record!

# the LIGHTNING SEEDS "The Life Of Riley"



**MOST ADDED!**

Over 40 Adds  
Out Of The Box

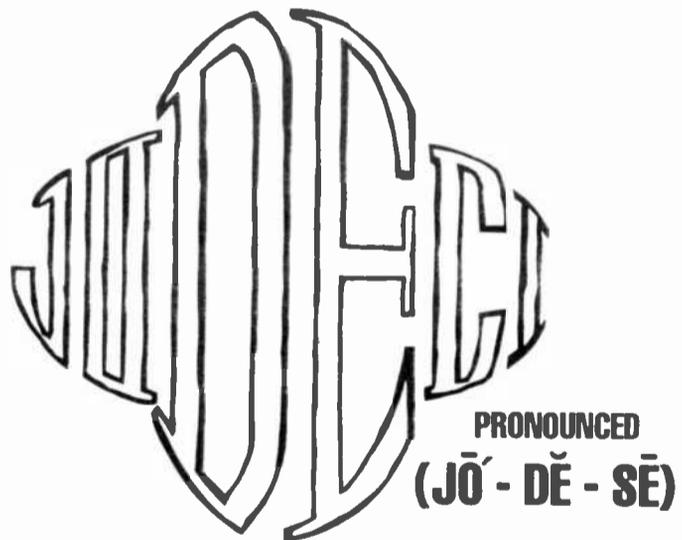
KRBE KWOD  
KXXR KISN

WVSR KXKT  
999KHI KKHT  
WPST WHOT  
WBBQ KF95  
K106 KIKX  
WZYP KZZU  
WQUT ...And  
K92 Many  
CK105 More!

NEW ROCK: 4 - 3

Produced by Ian Broudie and Simon Rogers  
Management: Direct Management Group

MCA RECORDS



WXKS add  
KKFR add  
KOY-FM add  
KBXX 3-5  
WNVZ 30-26  
WWHT 5-1 HOT  
KS104 9-6  
KKRZ 20-17  
FM102 8-8  
KMEL 2-1  
KSOL 3-3  
HOT977 deb 31  
KUBE 13-9

ALSO BREAKING AT:  
92Q KTFM HOT102  
WZOU PWRPIG KHTK  
WMXP B96 Q106  
WPGC WHYT Z90

**SOUL TRAIN  
ALBUM OF THE YEAR  
AWARD WINNER!**

MCA RECORDS

Produced by DeVante Swing for The Swing Mob  
Productions and Al B. Sure for Sure Time Recording Inc.



## Blow Up The World!

The way-cool breezes at Epic huffed 'n' puffed their way to Promo Item O' The Week honors, inflating selected programmers' egos by express-airing them mysterious plastic boxes, the tops of which sported CD singles of rock group Giant's label debut ("Chained") and that blowin'-in-the-wind question, "How big will Giant be on Epic?"

The answer, my friend, comes when you depress 'n' release the adjacent button. You'll hear a loud pop, then thrill to the sight 'n' sound of a 10-inch heart-shaped globe (replete with Giant logo) exploding out of the box! After the expansive plan takes shape, you can snip 'n' seal the end with the plug provided and hang the consequences.

Also elected: Interep's Erica Farber, President; MCA/Nashville Sr. VP/Promo Shelia Shipley, VP; McVay Media Sr. VP Charlie Cook, Secretary; and AristoMedia Pres. Jeff Walker, Treasurer. CRS Agenda Chairman for '93 is KLAC & KZLA/L.A. OM Bob Guerra.

## FCC Loops The Loop Again

Evergreen Media's WLUP (AM)/Chicago — already on a collision course with the FCC over the indecency issue — is under investigation for two more alleged cases of blue broadcasting.

Afternoon shockers Steve [Dahl] and Garry [Meier] are under scrutiny for a January 1991 bit in which they discussed Dahl's penis size with a female caller. Midday host Kevin Matthews drew the Commission's attention for

Continued on Page 28

## ASSISTANT DIRECTOR OF PROGRAMMING

Major market radio station has an immediate opening for an Assistant Program Director who possesses at least three years programming experience in a Top-10 market radio station. Requires full and complete knowledge of RCS Selector Music scheduling system and Oldies from 1955-1975. Working knowledge of WordPerfect/WordStar is essential. Must be able to type 60 wpm and take fast notes.

Salary negotiable and competitive benefits. Please send your resume to

Radio & Records  
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Los Angeles, CA 90067  
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IT'S THE ONLY ONE YOU NEED

# DOUBLE BREAKER

**CHR**

CHART: DEBUT **34**  
**MOST ADDED**  
NOW ON 147 CHR  
REPORTERS - 64%

**URBAN**

CHART: DEBUT **37**  
NOW ON 57 UC  
REPORTERS - 65%

JODY  
WATLEY

"I'M THE ONE  
YOU NEED"

FROM THE ALBUM  
AFFAIRS OF THE HEART

WRITTEN BY JODY WATLEY, DAVID MORALES AND ALEC SHANTZIS  
PRODUCED, ARRANGED AND MIXED BY DAVID MORALES FOR DEF MIX PRODUCTIONS  
EXECUTIVE PRODUCER: JODY WATLEY · MANAGEMENT: KAHANE ENTERTAINMENT

MCA

©1992 MCA RECORDS, INC.

# IT SAYS WHAT IT IS: "KILLER" THE NEW SINGLE FROM SEAL

Produced by Trevor Horn. Additional Production by William Orbit.  
Engineered and Mixed by Tony Phillips. From the gold album *Seal*

## NEW & ACTIVE

KHTK deb 30  
KWOD 25-21  
WLAN 39-34  
999KHI 32-25  
K106 10-10  
WRHT add  
WZYP 36-32  
WQUT add  
K92 add  
Z102 39-35

KTUX add  
KXKT deb 30  
KF95 deb 37  
KIKX 28-24  
KZZU deb 39  
WOMP 38-35  
WHTO deb 38  
WCGQ deb 35  
KISR 38-34  
KCHX add

WILN 30-28  
WFHT add  
KNIN deb 35  
WKFR add  
KGOT 36-33  
KTRS 37-28  
KQIX 37-28  
OK95 39-33  
KFFM deb 38

Plus...

HOT97  
WNVZ  
KBEQ  
KXXR  
KISN  
WERZ  
PWR92  
WBBQ  
KHFI

G105  
WBBO  
CK105  
KCAQ  
KZHT  
KFQX  
KMCK  
WJMX  
KNOE

WBPR  
WVBS  
KCMQ  
WBIZ  
Y94  
KMGZ  
KCHH  
KTMT  
Y97

## STRESS ROTATION - MTV



© 1992 Sire Records Company

## STREET TALK®

Continued from Page 26

joking two months later about circumcision and singing a couple of lines of "Penis" to the tune of Frankie Avalon's "Venus."

Evergreen Media CEO Scott Ginsburg declined to comment, saying he had not seen the Commission's letter of inquiry.

Miami Beach prosecutors have dropped indecent exposure charges against WIOD/ Miami talker Neil Rogers in exchange for his agreement to do 24 hours of community service. Rogers was arrested January 29 outside an adult movie theatre after undercover officers allegedly watched him masturbate during a porno flick.

Rogers continues to maintain that his arrest was the result of a police entrapment effort prompted by his openly gay lifestyle and criticism of local cops.

### Louisville Urban Flank Attack

UC WGZB/Corydon, IN (Louisville) Pres./ GM Rod Burbridge told ST that his station's owner, Power Communications, is about to acquire a second Greater Louisville FM outlet, the former WLSY. Currently dark, the ex-AC outlet is licensed to Jefferson Town, KY.

Once the sale goes down, look for WLSY to get new calls and hit the air in mid-June with a format aimed at an older Urban demo than 'GZB's target.

Tres-serious talker Gene Burns is the leading candidate to host the WOR Network's planned afternoon talk show, which will likely air 3-6pm (EST). Burns currently does mid-mornings for WRKO/Boston and afternoons for WOR/NY.

The fledgling Baltimore-based United Talk Radio Network (UTALK) has hit the financial rocks. According to partner Ed Graham, five of the web's six other partners, including attorney/talk host Michael Hodes, have abandoned the network after investing a total of just \$60,000. Graham is looking for new investors.

The Sporting Life: KMPC/L.A. is looking to add a sports host to its morning show lineup. Pres./GM Bill Ward says females are encouraged to apply. Also wanted: a sports-oriented production director.

CHR Q101/Meridian is staging a celebrity auction to help locals made homeless by tornados that ripped through the area this week. Contact MD Bob Yarbrough at (601) 693-2381 for details.

Kudos and superlatives to Columbia — this week Bruce Springsteen becomes the first artist ever to debut two tracks in the AOR Top 5. "Human Touch" hit No. 1 first week out; "Better Days" jumped in at No. 5. Springsteen racked up more than 500 total adds in three formats this week!

## Records

- Contrary to assertions elsewhere, JRS Records is not out of business.
- EMI Sr. VP/A&R & staff producer Ron Fair has exited.
- WB/Nashville Nat'l Dir./Press & Artist Dev. Ronna Rublin exits after eight years with the label.

RADIO & RECORDS



### Balloon Payment

Just one year ago, Virgin Records signed Janet Jackson to a \$30 million recording contract, which — until eclipsed by brother Michael's pact with Sony the following week — was reportedly the largest in history. Virgin Chairman Richard Branson and Jackson reinforced the notion that the balloonatics had taken over the asylum by embarking on the flight of fancy pictured here.

1

- CHR KXXX (X100)/SF becomes Gold KFRC-FM.

5

- Paul Atkinson upped to RCA Sr. VP/A&R.
- Scott Sherwood named WOCL/Orlando PD.

10

- Bob Wood upped to Algonquin Broadcasting VP/Programming.
- Jerry Lyman appointed RKO General VP/Govt. Relations.
- George Hawras (now known as George Harris) becomes WYNF/Tampa PD.

15

- Alan Goodman elevated to KKKX/Denver GM.
- Howie Castle named WIFE/Indy PD.
- Norm Winer joins KSAN/SF for the 6-10pm shift.
- Don Jenner upped to Nat'l Promo Dir. at Millennium Records.

KLAQ/EI Paso GM Brad Dubow turned himself in to police Monday (3/9), after 1.5 pounds of marijuana was found in his home. Charged with marijuana possession, Dubow was released on \$2000 bond.

### Computer Virus Warps Playlist

CHR KMG/Colorado Springs morning zoosters Jonathan Wilde & Erin Brady told listeners last Friday (3/6) that the infamous Michaelangelo computer virus had infected the music computer and transmitter, explaining the station's airing songs by the Village People, Tony Orlando & Dawn, Jim Nabors, and Debby Boone. The computer-savvy duo swiftly placed condoms on the microphones to stop the infection's spread.

**QUEENSRÿCHE**  
**ANYBODY LISTENING?**



**Start Listening,  
March 9th.**

**These Stations Listened**

<b>KPLZ add</b>	<b>KIKX add</b>	<b>KNIN add</b>	<b>KFMW add 37</b>	<b>KQIX add</b>
<b>WLAN add</b>	<b>KMCK add</b>	<b>WBIZ add</b>	<b>Z97 add</b>	<b>KTMT add</b>
<b>WIOG add 24</b>	<b>KNOE add</b>	<b>WKFR add</b>	<b>KFBQ add</b>	<b>OK95 add 39</b>

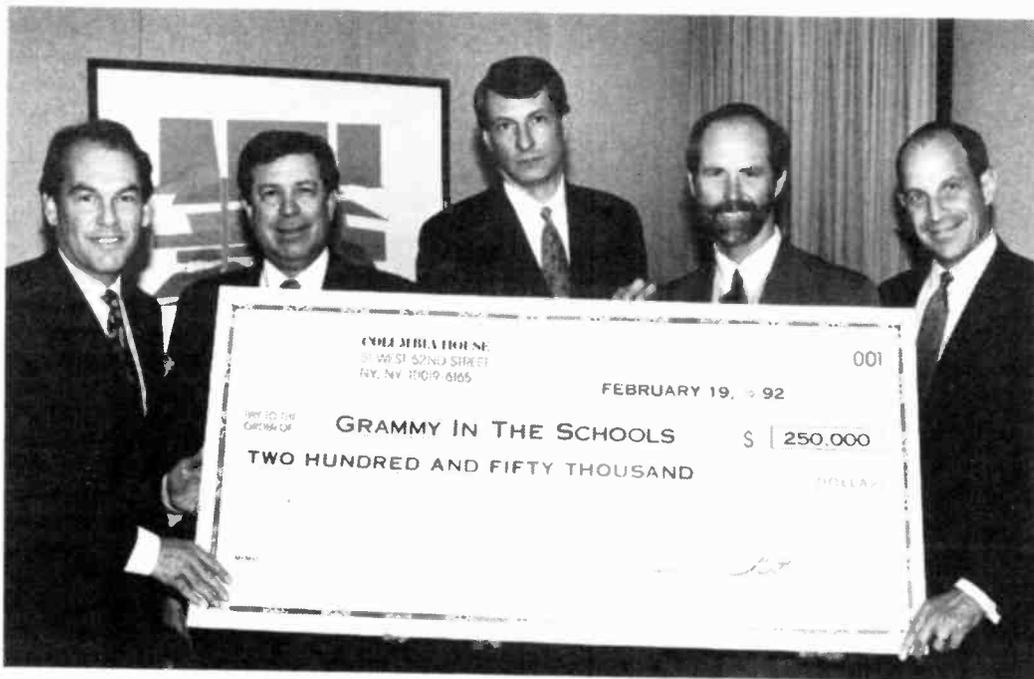
**CASEY KEATING, KPLZ PD:** "QUEENSRÿCHE's 'Anybody Listening' is a hit record. After one week of solid airplay, we are receiving Top 10 phones. This could be bigger than 'Silent Lucidity'!!!"

EMI Records Group



Management: Q Prime Produced by: Peter Collins for Jill Music, Ltd.

## Grammy Gets Good Grades



Columbia House recently showed its support for NARAS's Grammy In The Schools program by presenting the academy with \$250,000. Posing with the check are (l-r) Sony Music Entertainment Chairman Michael Schulhof, Warner Music Group Chairman Robert Morgado, Columbia House President Richard Wolter, NARAS President Michael Greene, and 1992 Grammy Awards NYC Host Committee Chair Jonathan Tisch.

## Hyland

Continued from Page 3

Chairman Laurence Tisch. "Bob exemplified the finest qualities of broadcasting and community service, and few will ever match his level of involvement and Herculean work schedule."

CBS Radio Division President Nancy Widmann said, "Bob was a constant guiding presence for the radio industry and for CBS. His strength, commitment, and many accomplishments will be long remembered, and he will be greatly missed."

## Attention To Detail

KMOX News and Programming Director John Angelides, an 18-year veteran of the station, remembered Hyland as a devoted fan of the station. "Bob was the last of a select breed. He would pay attention to the station like no other executive I know. There was a time when I came in on a Monday morning to find Bob asking about a 2:00am newscast he heard over the weekend. He was always listening and he paid attention to every detail."

NAB Sr. VP/Radio Lynn Christian said, "Bob Hyland's death was

a tragic loss for the broadcast industry, but his legacy as a standard-bearer and innovator for radio, particularly Talk radio, will no doubt live on."

Hyland joined CBS's WBBM/Chicago in 1950 following a stint in the U.S. Army during WWII. He transferred to KMOX two years later, where he first served as Sales Manager, then as GM, VP, and Sr. VP.

CBS announced that Cathy Gamble, the station's Director/Administration, has been named acting GM.

## Mama, I Went Platinum



Epic and Sony Music execs recently awarded Ozzy Osbourne with platinum plaques for "No More Tears," his eighth consecutive platinum album for the company. Exchanging kudos are (l-r) Epic President Dave Glew, band drummer Randy Castillo and bass player Mike Inez, Sony Music Sr. VP Michele Anthony, Osbourne and manager Sharon Osbourne, Epic Associated Sr. VP Tony Martell, band guitarist Zakk Wylde, and Epic Associated President Richard Griffiths.

## NAB

Continued from Page 1

worldwide satellite DAB development. "We see the decision as a threat to our system of local over-the-air terrestrial broadcasting," an NAB spokesman said.

Even without U.S. L-band, Satellite CD Radio Chairman Martin Rothblatt said he remained convinced that S-band would be commercially viable. "If the FCC will give us a license, we'll prove the naysayers wrong," he said.

## Pressure On Pentagon

The NAB said it expected to see "tremendous pressure" from the Canadian and Mexican governments and American receiver manufacturers for the Pentagon to relocate aeronautical flight test telemetry, allowing the U.S. to adopt the global DAB band. In its statement following the WARC, the NAB urged in-band system designers to move quickly on system development to ensure that terrestrial broadcasters remain competitive.

The NAB's stance is ironic since it originally embraced L-band as its preferred location for terrestrial

DAB until a backlash from within the industry forced the organization to shift priority to in-band technology. The association had also previously hoped to share in the licensing royalties of the Eureka-147 DAB system, which appears to have gained a competitive edge from the WARC decision.

## Advantage To Eureka

"It must give Eureka an advantage," said European Broadcasting Union Sr. Engineer Ken Hunt, who noted that many European countries are already making plans to implement Eureka terrestrially at VHF frequencies. He said the decision to adopt the more desirable L-band, rather than S-band, would be favorable for the launching of DAB satellites.

Ambassador Jan Baran, who headed the American WARC delegation, dismissed the idea that the U.S. would suffer a competitive disadvantage by being out of step with the worldwide DAB band. "I think we'll be building satellites no matter what band is being used, no matter where in the world. Digital radio will almost certainly be using American programming."

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## What You Can Expect From Arbitron

There's no doubt about it. Last year the ratings research business changed dramatically.

Radio trades have been full of stories addressing broadcasters' concerns about the radio advertising economy and about the research they use to meet those challenges. To increase their bottom lines, broadcasters will be looking to research to give them new insights into their business.

For Arbitron, that means our customers are going to expect more from us than ever before. Our challenge in 1992 is simple: Help broadcasters get the most from their research investment.

There are some things we can't do. But there are many things we can. We cannot guarantee your station's ratings will be exactly what you want them to be. But we can guarantee we will conduct our surveys with all the care and quality necessary for information you can use with confidence.

### Mission Control

We cannot guarantee you'll be No. 1 in your market or that your ratings will be as high as you want them to be, but we can tell you how to interpret them. We cannot sell your station's commercial time for you, but we can help you find your sales story. We can answer your questions, offer training and seminars, and work to improve the tools you use every day to succeed.

Our customers are very important to us. We may not have said it enough, and we may not have worked hard enough in the past to earn your trust and support. But we do take our mission seriously, and we do want to improve how we conduct business with you. Our mission is to be the best full-service media and marketing information firm servicing customers involved in broadcast advertising.

We measure our success through our customers' eyes and their perception of:

- the reliability of our data
- our responsiveness to their needs and questions

**We will continue to improve our customer service . . . and place a high priority on the product improvements we began in 1991.**

- the professionalism, thoroughness, and cooperation of our people

- our ability to produce at a fair price.

There's only one way we can achieve our mission — if you let us know when we're not living up to it. I would also like to hear your thoughts on how we can continue to improve our service to you. How we're doing should not be a one-shot question you hear every time your contract is up when we have a new product to offer. I sincerely hope that we can establish a dialogue.

During the rest of this year and into the next, in order to help us realize our mission, we will be implementing two very important steps: We will continue to improve our customer service, and we will continue to place a high priority on the product improvements we began in 1991.

### Improving Male Samples

The only way that we can continue to provide high-quality audience estimates is if our company is in touch with the industry and our customers. In fact, many of our policy changes and product improvements began as customer suggestions. A major reason we now offer the Scarborough reports to radio stations is because our customers have told us the key to selling radio is dependent on positioning radio audiences beyond age and sex demographics.

At our consultant fly-in last December, suggestions were made to change the wording on how we ask for comments in the back of the diary. The goal would be to get more station-specific

By Jay Guyther

comments. It's a good suggestion, and one that seems relatively simple. Yet experience has shown us that even a small change can have an impact on the way people report their listening. As a result, it's something we would want to test before implementation. And testing, because it can take a long time, is something that can frustrate a client. Any changes we make to our methodology have to be carefully researched to ensure that if you fix something over here, you don't break something over there.

The key to Arbitron's goal of high-quality audience estimates are representative samples. We strive for good ethnic representation and proportionate age/sex and geographic distributions. Arbitron at-

**What we don't often hear from you is whether or not you're getting enough information from us to do your job or evaluate the service we provide.**

tempts to measure the radio listening habits of very diverse groups of people. While a good starting sample frame and well-researched data collection procedures go a long way toward ensuring proportionate in-tab samples, there's still quite a lot outside our control.

For example, even though we have special programs which encourage participation from hard-to-survey segments of the population, such as young males, the age/sex distribution of the final in-tab diaries is entirely random. Therefore, it is not reasonable to expect perfect demographic, geographic, or ethnic representation every survey. However, it is reasonable to expect Arbitron's continued commitment to improve our ability to sample these hard-to-reach segments of the population.

**Our challenge in 1992 is simple: Help broadcasters get the most from their research investment.**

Recent meetings with customer groups have already resulted in actions designed to improve our young male sample performance. Based on their recommendations, we are determining the feasibility of mailing diaries separately to men 18-24, instead of sending them in the same package with the rest of the household diaries. This would also allow us to develop special survey materials and premiums specifically targeted to this group. We've also recently completed re-interviews with non-responding young males in an effort to learn more about why they did not return a diary.

We realize that in order for you to participate in bettering the service you depend on every day to do your business, you need to be informed about our policies, procedures, and methodologies. The more knowledge you have about our diary placement and retrieval methods, editing policies, and survey procedures, the better you can help us improve what we do.

### Beyond The Book

We also produce many materials and offer several programs, like diary reviews, to do just that. We send out frequent updates and publish a client magazine, *Beyond The Ratings*, in an effort to let you know how and why we do what we do. What we don't often hear from you is whether or not you're getting enough information from us to do your job or evaluate the service we provide.

When you subscribe to Arbitron, you get a lot more than just a market report. And, beginning last month, you now have a customer service team available from 9am-8pm EST to provide technical support for all our micro and on-line computer applications.

You should consider our radio staff part of your staff. In addition to all the "how to" guides, such as the "Radio Market Report

Reference Guide" and the "Radio Programmer's Guide," our people are ready to conduct seminars or give special presentations on issues and topics that concern you.

Arbitron also frequently conducts studies about how Americans listen to and use radio. The "Radio Today" series has proved to be of inestimable value to broadcasters and the radio industry, providing special insights into American listening habits or to help radio sell radio. Recently, we introduced the "Black-Formatted Radio" study and the soon-to-be-published (March) "Black Radio Today." Along with our recently developed National Database, which trends radio formats across the nation, our customers can now get a broad picture of the national radio market.

Our mission statement clearly says that we intend to be the best full-service media and marketing information firm servicing customers involved in broadcasting advertising. This means that we need to be more responsive than ever to our radio clients during these challenging times. If our customers feel they're not getting what they think they should be getting from us, I want to know about it. You have my assurance that you'll get timely, thorough, and honest answers to all your questions.



Jay Guyther is VP/Sales & Marketing, Radio Station Services at the Arbitron Company. He can be reached at (212) 887-1348.

## 'Funky Divas' Are En Vogue

**E**n Vogue are readying their second Atco/East-West album ("Funky Divas") for a March 17 release. The LP was produced by Thomas McElroy & Deniz Foster, who did the same for the quartette's debut and wrote 10 of this set's tunes. Covers include Curtis Mayfield's "Giving Him Something He Can Feel" and "Hooked On Your Love," as well as the Beatles' chestnut "Yesterday." The lead single, "My Lovin' (You're Never Gonna Get It)," comes to radio March 16.

### MTV, Fox-TV Team 'For Life'

MTV and Fox-TV have teamed to bring U.S. viewers "A Concert For Life," the UK AIDS fundraiser tribute to the late Freddie Mercury. Among the acts set to perform at Wembley Stadium on April 20 are David Bowie, Guns N' Roses, Elton John, Metallica, George Michael, and the three surviving members of Queen. Fox will air the show first (4/20), and MTV will follow (4/25).

### 'Wish' Upon A Cure

"Wish" is the Cure's 11th American album and their first in three years. Co-produced by the band and David M. Allen, the 12-song set begins with "Open" and closes with "End." In between are such tunes as "Wendy Time," "Friday I'm In Love," "From The Edge Of The Deep Green Sea," "Doing The Unstuck," and the lead track ("High"), which comes to radio next week. Elektra will have the LPs in stores April 20.

### Anthrax Minus Belladonna

Anthrax have parted ways with frontman Joey Belladonna. The band, which recently signed to Elektra (R&R 1/17), is auditioning vocalists and preparing its October label debut.

The band also is assembling its final Island album, a *live!* set culled primarily from last year's tour with Public Enemy. Look for covers of Kiss's "Parasite" and Trust's "Anti-Social" as well as an Anthrax-PE duet on the latter's "Bring Tha Noize." Longtime Anthrax producers Steve Thompson & Michael Barbiero are doing the honors again. Look for this early next year.



### Tull Live Acoustic LP

Jethro Tull's European tour — during which they will record an acoustic *live!* album — will begin on May 1. "[The album] forces us to consider a lot of old songs and try and put them in a new light," Ian Anderson told *Rock Over London*. The projected 80-minute record is set for an August release in the UK.

### Roy Wood & Robin Zander

Roy Wood — formerly a member of the Move, ELO, and Wizzard — has been talking to UK music mag *Q* about his next LP, which will include two songs written by his former Move and ELO colleague, Jeff Lynne. Meanwhile, Wood has written a couple of songs for the forthcoming solo LP by Cheap Trick's Robin Zander (ROL).

### International Excursions

The second disc from the UK's Beats International is "Excursions On The Version," coming March 17 from London/Go! Discs/PLG. Produced by the band's Norman Cook, the disc features a cover of the Elvis Presley hit "In The Ghetto" and a bow to Al Green ("Love Is Green"). "Echo Chamber," a tribute to ska great King Tubby, comes to radio this week.

### Stars Honor Abdul

Michael Bolton, Kenny G, and the Pointer Sisters will perform March 14 in L.A., when the Starlight Foundation dubs Virgin act Paula Abdul Humanitarian of the Year.

### Al Green Back To R&B

Al Green has finished "Love Is Reality," said to be his first R&B record in years. Tim Miner produced the all-original Word/Epic set, which hits stores this week. Kirk Whalum contributes sax on "Again" and El DeBarge sings background on "I Can Feel It." Other cuts include "You Don't Know Me," "Positive Attitude," and the first single/title track.

### Running Jones

Howard Jones's new Elektra album, "In The Running," is due in stores March 31. Jones co-produced the set with Ross Cullum, who also co-wrote some of the tunes. Cuts include "The Voices Are Back," "Gun Turned On The World," and the first track ("Lift Me Up"), which comes to radio March 16.

### Kathy Sledge's Solo Set

Kathy Sledge's Epic label debut ("Heart") is her first solo album since leaving her sisters, Debbie, Kim, and Joni, with whom she formed Sister Sledge. Troy Taylor & Charles Ferrar produced the set, which hits stores March 17. Among the contributing songwriters are labelmate Nikki Holland and Sledge herself, who co-wrote three tunes with Taylor and her husband, Phil Lightfoot.

### Garland (Not Buckwheat)

"Don't Call Me Buckwheat" is Garland Jeffreys's first record since 1983. The self-produced set hits the streets March 24. Among the musicians on the RCA label debut are guitarists Vernon Reid (of Living Colour) and G.E. Smith, saxophonist Michael Brecker, and reggae riddim-masters Sly Dunbar, Robbie Shakespeare, and Chinna Smith.

Songs include "Moonshine In The Cornfield," "Welcome To The World," and a cover of Frankie Lyman's "I'm Not A Know It All." The first single is "Hail Hail Rock 'N' Roll."

### Son O' Sony Sampler

Sony Music is preparing its second alternative sampler, "Stanley, Son Of Theodore." Most of the featured cuts are *live!* versions, unreleased tunes, or remixes of LP cuts. Columbia is represented by Bruce Cockburn, Public Enemy, Fishbone, BAD II, Manic Street Preachers, Cypress Hill, Poi Dog Pondering, and a song by Lisa M. from the "Dance Hall Reggae-spanol" compilation.

Epic offers Shabba Ranks, the Shamen, Pearl Jam, Senseless Things, Sun-60, Eye & I, Greg Alexander, and the Indigo Girls. The budget-priced "Stanley" comes to stores this week.

### Fill 'Er Up!

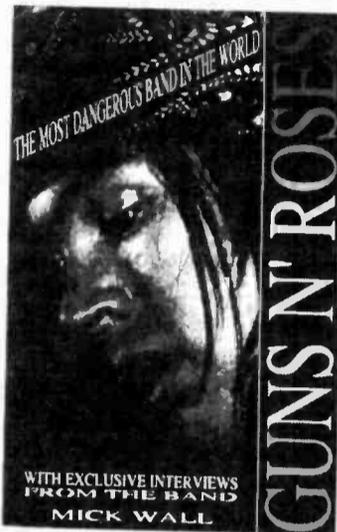
Guns N' Roses guitarist Slash is now the official spokesman for Black Death Vodka.

## BOOK BEAT

### Guns N' Roses Bio: Interviewed & Bound

**D**rawing upon the complete transcripts of the half-dozen interviews with the members of Guns N' Roses that he conducted for Britain's *Kerrang!* magazine between 1988 and 1990, author Mick Wall has assembled "Guns N' Roses: The Most Dangerous Band In The World" (Hyperion/\$9.95).

Boasting 18 black-and-white photos, the 155-page paperback — due in bookstores April 10 — is distinguished mainly by the interview subjects' remarkable candor on a wide range of controversial topics. (Wall, incidentally, is one of the journalists namechecked as targets of the Gunners' on the rockin' rant "Get In The Ring," found on "Use Your Illusion II.") For further



information, contact Jennifer Landers at (212) 633-4495.

## MUSIC DATEBOOK

### MONDAY, MARCH 23

- 1963 / The Beach Boys release "Surfin' U.S.A."  
 1985 / Billy Joel marries model Christie Brinkley on a yacht in New York harbor.  
 Born: Ric Ocasek 1949, Chaka Khan 1953

### TUESDAY, MARCH 24

- 1958 / Elvis Presley inducted into the U.S. Army.  
 1986 / Lionel Richie wins a Best Song Oscar for writing "Say You, Say Me" from the film "White Knights."  
 1991 / The Black Crowes are dropped as opening act on ZZ Top's tour after lead singer Chris Robinson repeatedly insults the tour's sponsor onstage.

### WEDNESDAY, MARCH 25

- 1967 / The Who make their U.S. debut as part of Murray The K's Easter Rock & Roll Extravaganza tour.  
 1985 / Stevie Wonder wins a Best Song Oscar for "I Just Called To Say I Love You." And ... Prince takes one for the score to "Purple Rain."  
 Born: Aretha Franklin 1942, Elton John 1947, Nick Lowe 1949, Jeff Healey 1966

### THURSDAY, MARCH 26

- 1965 / Jeff Beck replaces Eric Clapton as the Yardbirds' guitarist.  
 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

### FRIDAY, MARCH 27

- 1968 / '50s R&B giant Little Willie John dies of pneumonia in prison.  
 1986 / In Shreveport, Sammy Hagar makes his concert debut as Van Halen's frontman.

1987 / In L.A., U2 recreate the Beatles' famous rooftop concert when filming the video for "Where The Streets Have No Name."  
 Born: Tony Banks (Genesis) 1950, Mariah Carey 1970

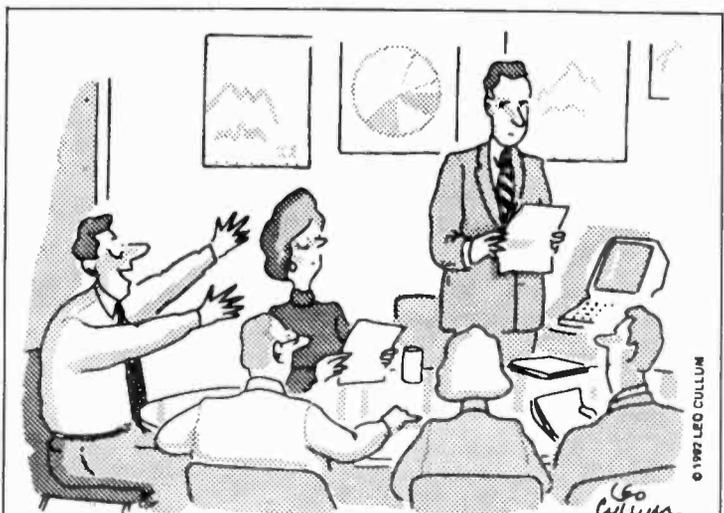
### SATURDAY, MARCH 28

1964 / The Beatles become the first rockers to be cast in wax at Madame Tussaud's in London.  
 1976 / In Buffalo, Phil Collins plays his first gig as Genesis's lead singer in the wake of Peter Gabriel's exit.

### SUNDAY, MARCH 29

1973 / Dr. Hook get their wish as their smilin' faces adorn the cover of *Rolling Stone*.  
 1979 / Eric Clapton weds Patti Boyd.  
 1985 / Madonna makes her big screen debut as "Desperately Seeking Susan" premieres.  
 1989 / Carly Simon wins the Best Original Song Oscar for "Let The River Run," and Dave Grusin wins the Best Original Score Oscar for "The Milagro Beanfield War."  
 Born: Perry Farrell (Jane's Addiction) 1969

— Paul Colbert



Larry, Larry, Larry! You're trying to waltz to a rock and roll song!



Sammy Hagar — Halen heartly.

## NATIONAL RADIO FORMATS

**ADDED THIS WEEK**

### ALTERNATIVE PROGRAMMING

Micky Briggs • (800) 231-2818

#### Country Alternative

SUZIE BOGGOSS/Aces  
RONNA REEVES/The More I Learn  
RESTLESS HEART/Familiar Pain  
BILLY JOE ROYAL I'm Okay (And Gettin' Better)

#### Urban Contemporary

BROTHERHOOD CREED...Heelva  
CALLOWAY/Let's Get Smooth  
ROGER/Take Me Back  
SHANICE/I'm Cryin'

#### Super AC

BRYAN ADAMS/Thought I'd Died And Gone To Heaven  
METALLICA/Nothing Else Matters  
NIA PEEPLES/Kissing The Wind  
U2/One

#### BONNEVILLE

Ford Colley • (800) 631-1600

#### Soft AC

KENNY LOGGINS/The Real Thing

#### AC Mix

MICHAEL JACKSON/Remember The Time  
KENNY LOGGINS/The Real Thing

### BROADCAST PROGRAMMING

Tom Casey • (800) 426-9082

#### Super Country

McBRIDE & THE RIDE/Sacred Ground  
PAUL OVERSTREET/Billy Can I Read  
BILLY JOE ROYAL I'm Okay (And Gettin' Better)  
TRAVIS TRITT/Nothing Short Of Dying  
RICKY VAN SHELTON/Backroads

#### Hot AC/Original AC/Ultimate AC/The AC

L.A. GUNS/It's Over Now  
U2/One

#### Hot Z Format

MELISSA ETHERIDGE/Ain't It Heavy  
U2/One  
UGLY KID JOE/Everything About You

#### Modern Country/Country Lovin'

McBRIDE & THE RIDE/Sacred Ground  
PAUL OVERSTREET/Billy Can I Read  
BILLY JOE ROYAL I'm Okay (And Gettin' Better)  
RICKY VAN SHELTON/Backroads

### CONCEPT PRODUCTIONS

Dick Wagner • (800) 783-3454

#### Concept 1 A/C

NATALIE COLE/The Very Thought Of You  
CARLY SIMON/Love Of My Life

#### Concept 2 CHR

METALLICA/Nothing Else Matters  
PARTY/Private Affair  
U2/One  
LUTHER VANDROSS/Sometimes It's Only Love

#### Concept 4 Country

LIONEL CARTWRIGHT/Family Tree  
McBRIDE & THE RIDE/Sacred Ground  
PAUL OVERSTREET/Billy Can I Read  
BILLY JOE ROYAL I'm Okay (And Gettin' Better)  
ODDUS STONE/Come In Out Of The Pain  
RICKY VAN SHELTON/Backroads

### SUPERADIO

Dan Forth • (212) 302-1100

#### CITY-FM

COLOR ME BADD/Slow Motion  
JOE PUBLIC/We And Learn  
BRUCE SPRINGSTEEN/Human Touch

### UNISTAR

Chris Kampmeier • (213) 460-6383

#### Hot Country

ROONEY CROWELL/Lovin' All Night  
DIXIANA/Waitin' For The Deal To Go Down  
McBRIDE & THE RIDE/Sacred Ground  
COLLIN RAYE/Every Second  
RESTLESS HEART/Familiar Pain

#### Unistar Country

MARK CHESNUTT/Old Flames Have New Names  
HAL KETCHUM/Past The Point Of Rescue

#### Adult Rock & Roll

BRYAN ADAMS/Thought I'd Died And Gone To Heaven  
BRUCE SPRINGSTEEN/Better Days  
BRUCE SPRINGSTEEN/Human Touch  
DANNY TATE/Lead Me To The Water



54.7 million households

Patti Galluzzi

Director/Music Programming

Weeks On

### HEAVY

BRYAN ADAMS/Thought I'd Died And (A&M)	6
ERIC CLAPTON/Tears In Heaven (Reprise)	13
GENESIS/Can't Dance (Atlantic)	10
JOHN MELLENCAMP/Again Tonight (Mercury)	10
OZZY OSBOURNE/Mama, I'm (Epic Associated)	13
PEARL JAM/Alive (Epic)	17
BRUCE SPRINGSTEEN/Human Touch (Columbia)	2
U2/One (Island/PLG)	2
UGLY KID JOE/Everything (Stardog/Mercury)	9

### EXCLUSIVES

AEROSMITH/Dream On (From MTV 10) (Columbia)	4
CURE/High (Fiction/Elektra)	ADD
METALLICA/Nothing Else Matters (Elektra)	4
NIRVANA/Come As You Are (DGC)	2
QUEEN/Bohemian Rhapsody (Hollywood)	2
VAN HALEN/Right Now (WB)	2

### BUZZ BIN

RED HOT CHILI PEPPERS/Under The Bridge (WB)	6
SOCIAL DISTORTION/Bad Luck (Epic)	3
SUGARCUBES/Hit (Elektra)	3
MATTHEW SWEET/Girlfriend (Zoo)	9
TEENAGE FANCLUB/The Concept (DGC)	6

### BREAKTHROUGH VIDEO

TORI AMOS/Silent All These Years (Atlantic)	5
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### ACTIVE

2 PAC/Brenda's Got A Baby (Interscope)	ADD
BLACK SHEEP/The Choice Is Yours (Mercury)	ADD
BDYZ II MEN/Uhh Ahh (Motown)	5
CONCRETE BLONDE/Ghost Of A Texas (IRS)	3
MELISSA ETHERIDGE/Ain't It (Island/PLG)	ADD
AMY GRANT/Good For Me (A&M)	7
MICHAEL JACKSON/Remember The Time (Epic)	7
JOE PUBLIC/We And Learn (Columbia)	3
KLF/I.T. WYNETTE/Justified And Ancient (Arista)	8
KRISS KROSS/Jump (Columbia)	ADD
PUBLIC IMAGE LIMITED/Covered (Virgin)	ADD
ROXETTE/Church Of Your Heart (EMI/ERG)	4
RICHIE SAMBORA/One Light Burning (Mercury)	6
SCHOOL OF FISH/Three Strange Days (Capitol)	2
TEARS FOR FEARS/Lad So Low (Fontana/Mercury)	ADD
TLC/Ain't 2 Proud 2 Beg (LaFace/Arista)	3
WAR BABIES/Hang Me Up (Columbia)	7

### ON

INFECTIOUS GROOVES/Therapy (Epic)	7
LITTLE VILLAGE/She Runs Hot (Reprise)	ADD
LIVE/Operation Spirit (Live) (Radioactive/MCA)	16
SARAH McCLACHLAN/Anto The (Network/Arista)	ADD
NEO'S ATOMIC OUSTBIN/Kill Your (Columbia)	2
PANTERA/Mouth For War (A&M)	ADD
RTZ/Until Your Love Comes Back (Giant/Reprise)	7
SMITHEREENS/Too Much Passion (Capitol)	10
TOAD THE WET SPROCKET/Hold (Columbia)	5

### STRESS

BIG AUDIO DYNAMITE/II The Globe (Columbia)	10
MARIAH CAREY/Make It Happen (Columbia)	ADD
COLOR ME BADD/Thinkin' Back (Giant/Reprise)	8
HAMMER/Do Not Pass Me By (Capitol)	5
L.A. GUNS/It's Over Now (Polydor/PLG)	10
RICHARD MARX/Hazard (The River) (Capitol)	8
QUEENSRÛCHE/Anybody Listening? (EM/ERG)	6
R.E.M./Near Wild Heaven (WB)	3
SEAL/Killer (Sire/WB)	7
TESLA/What You Give (Geffen)	3

### HOT NEW VIDEOS

MARIAH CAREY/Make It Happen (Columbia)	ADD
CURE/High (Fiction/Elektra)	ADD
BRUCE SPRINGSTEEN/Human Touch (Columbia)	2
NIRVANA/Come As You Are (DGC)	2
SUGARCUBES/Hit (Elektra)	3

### ADDS

MARIAH CAREY/Make It Happen (Columbia)	
CURE/High (Fiction/Elektra)	
MELISSA ETHERIDGE/Ain't It Heavy (Island/PLG)	
BLACK SHEEP/The Choice Is Yours (Mercury)	
TEARS FOR FEARS/Lad So Low (Fontana/Mercury)	
KRISS KROSS/Jump (Columbia)	
PUBLIC IMAGE LIMITED/Covered (Virgin)	
2 PAC/Brenda's Got A Baby (Interscope)	
PANTERA/Mouth For War (A&M)	
LITTLE VILLAGE/She Runs Hot (Reprise)	
SARAH McCLACHLAN/Anto The Fire (Network/Arista)	



41.8 million households

 Sal LoCurto, VP/Programming & Scheduling  
Norman Schoenfeld, VP/Program  
& Artist Development

Weeks On

### FIVE STAR

TORI AMOS/Silent All These Years (Atlantic)	4
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### GREATEST HITS

MICHAEL BOLTON/Missing You Now (Columbia)	5
MARIAH CAREY/Make It Happen (Columbia)	ADD
ERIC CLAPTON/Tears In Heaven (Reprise)	12
GENESIS/Can't Dance (Atlantic)	7
AMY GRANT/Good For Me (A&M)	6
MICHAEL JACKSON/Remember The Time (Epic)	5
BRUCE SPRINGSTEEN/Human Touch (Columbia)	ADD
VANESSA WILLIAMS/Save The (Wing/Mercury)	6

### HEAVY

ATLANTIC STARR/Masterpiece (Reprise)	1
HARRY CONNICK JR./You Didn't Know (Columbia)	5
ENYA/Caribbean Blue (Reprise)	16
JOHN MELLENCAMP/Again Tonight (Mercury)	7
MR. BIG/To Be With You (Atlantic)	1
BONNIE RAITT/Not The Only One (Capitol)	ADD
SIMPLY RED/Stars (A&M/EastWest)	8
LISA STANSFIELD/All Woman (Arista)	7
CURTIS STIGERS/You're All That (Arista)	6

### WHAT'S NEW

JOE COCKER/Feels Like Forever (Capitol)	1
A. FRANKLIN/I M. McDONALD/Even (Arista)	4
JANIS IAN/Days Like These (Mercury)	1
LITTLE VILLAGE/She Runs Hot (Reprise)	3
KENNY LOGGINS/The Real Thing (Columbia)	2
BETTE MIDLER/In My Life (Atlantic)	5
DOLLY PARTON/Straight Talk (Hollywood)	ADD
JOHN PRINE/Picture Show (Oh Boy)	2
RTZ/Until Your Love Comes Back (Giant/Reprise)	3
CARLY SIMON/Love Of My Life (Reprise)	ADD
SMITHEREENS/Too Much Passion (Capitol)	2
JAMES TAYLOR/If We Got To Stop (Columbia)	5
WILLIAMS BROTHERS/Can't Cry Hard (WB)	3

### ARTIST OF THE MONTH

RICHARD MARX/Hazard (The River) (Capitol)	6
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Information current as of March 10



1.3 million households

Les Garland, VP/Programming

John Robson, Director

Music Programming

LW TW

1 LUKE/1 Wanna Rock (Luke/Atlantic)	
2 2 PAC/Brenda's Got A Baby (Interscope)	
3 MICHAEL JACKSON/Remember The Time (Epic)	
4 MC BRAINS/Ooche Cooche (Motown)	
5 TLC/Ain't 2 Proud 2 Beg (LaFace/Arista)	
6 JODECI/Stay (Uptown/MCA)	
7 SIR MIX-A-LOT/Baby Got Back (Def American)	
8 SCARFACE/A Minute To Play (Rap-A-Lot)	
9 CYPRESS HILL/Hand On (Ruffhouse/Columbia)	
10 MINT CONDITION/Breaking (Perspective/A&M)	

Most requested for the week ending March 6



### CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	GUNS N' ROSES	\$577.5
2	ROD STEWART	\$513.7
3	JOHN MELLENCAMP	\$489.9
4	METALLICA	\$376.7
5	PAULA ABDUL	\$315.6
6	RUSH	\$292.2
7	DIRE STRAITS	\$267.7
8	VAN HALEN	\$256.4
9	LUTHER VANDROSS	\$245.8
10	GARTH BROOKS	\$230.6
11	BRYAN ADAMS	\$221.6
12	"YOUNG MESSIAH TOUR"	\$221.0
13	MICHAEL BOLTON	\$215.7
14	GEORGE STRAIT	\$180.8
15	RANDY TRAVIS	\$172.0

### New Tours

Among this week's new tours

COWBOY JUNKIES/JOHN PRINE	
ROB CROSSBY	EDDIE MONEY
LITTLE TEXAS	SMITHEREENS
RICHARD MARX	WYNNONA

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.



THE NASHVILLE NETWORK

53.9 million households

Lyndon LaFavers,

Video Program Administrator

Weeks On

### HEAVY

JOHN ANDERSON/Straight Tequila Night (BNA)	27
SUZIE BOGGOSS/Outbound Plane (Liberty)	13
DAVIS DANIEL/Fighting Fire With Fire (Mercury)	11
BILLY DEAN/Only The Wind (SBK/Liberty)	12
JOE DIFILAS/It Cold In Here (Epic)	14
GREAT PLAINS/Faster Gun (Columbia)	14
CLINTON GREGORY/Play, Ruby Play (SOR)	8
SAMMY KERSHAW/Don't Go Near The (Mercury)	9
LITTLE TEXAS/First Time For Everything (WB)	8
PATTY LOVELESS/Jalous Bone (MCA)	11
REBA McENTIRE/As There Life Out There (MCA)	9
LEE ROY PARNELL/The Rock (Arista)	9
DAN SEALS/Mason Dixon Line (WB)	ADD
AARON TIPPIN/There Ain't Nothin' Wrong (RCA)	6
TANYA TUCKER/Some Kind Of Trouble (Liberty)	5
STEVE WARINER/The Tips Of My Fingers (Arista)	7
B.B. WATSON/Lover Not A Fighter (BNA)	10
MICHAEL WHITE/Professional Fool (Reprise)	18
HANK WILLIAMS JR./Hotel Whiskey (WB)	3
TRISHA YEARWOOD/That's What I Like (MCA)	9
DWIGHT YOAKAM/It Only Hurts When I (Reprise)	13

### ADDS

MARTIN DELRAY/Who, What, When, Why, How (Atlantic)	
MAVERICKS/Hey Good Lookin' (MCA)	
DOLLY PARTON/Straight Talk (Hollywood)	
JOHN PRINE/Picture Show (Oh Boy)	
RIPTONES/Carry On (Bones)	
RICKY SKAGGS/Same Ol' Love (Epic)	

Information current as of March 9



COUNTRY MUSIC TELEVISION

15.1 million households

Bob Baker, Director/Operations

### TOP 10

LW TW

4 1 SUZIE BOGGOSS/Outbound Plane (Liberty)	
2 2 BILLY DEAN/Only The Wind (SBK/Liberty)	
3 3 REBA McENTIRE/As There Life Out There (MCA)	
5 4 DWIGHT YOAKAM/It Only Hurts (Reprise)	
2 5 JOHN ANDERSON/Straight Tequila Night (BNA)	
6 6 PATTY LOVELESS/Jalous Bone (MCA)	
9 7 STEVE WARINER/The Tips Of My (Arista)	
— 8 TANYA TUCKER/Some Kind Of Trouble (Liberty)	
— 9 AARON TIPPIN/There Ain't Nothin' (RCA)	
7 10 RANDY TRAVIS/Better Class Of Losers (WB)	

Weeks On

### HEAVY

JESSICA BOUCHER/What A Friday (Mercury)	ADD
BILLY BURNETTE/Nothin' To Do (And All) (WB)	9
DEANNA COX/Texas Sideshow (WB)	3
RODNEY CROWELL/Lovin' All Night (Columbia)	ADD
BILLY RAY CYRUS/Achy, Breaky Heart (Mercury)	2
DAVIS DANIEL/Fighting Fire With Fire (Mercury)	13
MARTIN DELRAY/Who, What, Where (Atlantic)	2
JOE DIFILAS/It Cold In Here (Epic)	18
DIXIANA/Waitin' For The Deal To Go Down (Epic)	6
CLEVE FRANCIS/Love Light (Liberty)	11
GREAT PLAINS/Faster Gun (Columbia)	13
CLINTON GREGORY/Play, Ruby Play (SOR)	8
SAMMY KERSHAW/Don't Go Near (Mercury)	11
HAL KETCHUM/Past The Point Of Rescue (Curb)	6
JEFF KNIGHT/They've Been Talkin' (Mercury)	6
TRACY LAWRENCE/Today's Lonely (Atlantic)	ADD
LITTLE TEXAS/First Time For Everything (WB)	10
WILL T. MASSEY/Ain't Here (MCA)	10
MATTHEWS, WRIGHT & KING/The Power Of (Capitol)	5
MAVERICKS/Hey Good Lookin' (MCA)	2
McBRIDE & THE RIDE/Sacred Ground (MCA)	4
MOLLY & THE HEYMAKERS/Mountain (Reprise)	10
LEE ROY PARNELL/The Rock (Arista)	9
JOHN PRINE/Picture Show (Oh Boy)	2
RONNA REEVES/The More I Learn (Mercury)	9
REMINGTONS/1 Could Love You (BNA)	9
SAWYER BROWN/Some Girls Do (Curb/Capitol)	4
NORMAN LEE SCHAFFER/The Way She (Intersound)	9
DAN SEALS/Mason Dixon Line (WB)	2
SHENANDOAH/Rock My Baby (RCA)	ADD
RICKY SKAGGS/Same Ol' Love (Epic)	2
PAM TILLIS/Maybe It Was Memphis (Arista)	17
B.B. WATSON/Lover Not A Fighter (BNA)	12
MICHAEL WHITE/Professional Fool (Reprise)	19
HANK WILLIAMS JR./Hotel Whiskey (WB)	3
MICHELLE WRIGHT/Take It Like A Man (Arista)	3
WYLLIE & THE WILD WEST... This Time (Cross Three)	9
TRISHA YEARWOOD/That's What I Like (MCA)	11

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

Information current as of March 9

## BRITAIN

LW TW

1 1 SHAKESPEAR'S SISTER/Stay	
3 2 SHANICE/1 Love Your Smile (Driza Bone Remix)	
2 3 TEMPTATIONS/My Girl	
9 4 KLF/America: What Time Is Love?	
4 5 GUNS N' ROSES/November Rain	
5 6 OPUS III/It's A Fine Day	
— 7 U2/One	
— 8 CROWDED HOUSE/Weather With You	
— 9 NIRVANA/Come As You Are	
6 10 MADNESS/It Must Be Love	

### Moving Up

NEW ATLANTIC/1 Know	
ERIC CLAPTON/Tears In Heaven	
WEDDING PRESENT/Three	
BARBRA STREISAND/Places That Belong To You	
TOXIC TWO/Rave Generator	
CLIVILLES & COLE/A Deeper Love	</



JOEL DENVER

# CHR

CONTEMPORARY HIT RADIO

## A GM OFFERS ADVICE

# Selling CHR To Clients

Okay, quickly, a show of hands: How many CHR GMs and GSMs find themselves routinely apologizing for their low-skewing demos? Oops! Too many hands.

Let's face it. They don't call it the bottom line for nothing. If your sales staff doesn't have confidence in CHR or understand the format, how are they going to sell it? They won't and can't. Instead, you'll probably try to get the PD to change the programming to something clients and agencies might find more demographically acceptable.

### Sell The 12-24 Core

The trend toward modifying a successful on-air product to fit "salable demos" can be a path fraught with danger. Instead, why not learn to work with what you've got and make money with the younger numbers? WAPW (Power 99)/Atlanta VP/GM Bill Phippen has a 12-24 core and makes no apologies about his demos to anyone.

"Most salespeople don't have a good idea about the format — which is 12-24 — or how to hit the core to compete in the ratings and make money," he says. "The minute we try to soften the station or close ranks against our core, we then compete with Country, AC, Gold, and everyone else looking for 25-54s. We need to learn to sell what the CHR format gives us."



Bill Phippen

graphic impact, and end up fighting against all the other folks in the market with big 25+ numbers.

"Secondly, we get too deep into the clients with just one type of pitch. Take Coca Cola for instance. They have a syrup marketing guy, a retail specialist, etc. These are all areas in which they develop dollars. As a medium, we tend to sell the station instead of developing a marketing game plan for an individual client. Aside from its creative department, an agency's primary mission is to buy efficiently in demographics. That's not a guarantee of a client's success. But when you go out to talk to a regional retail manager, he cares about selling what's on his floor and moving his product [so he doesn't] go out of business and lose his job.

"Most CHR GMs and GSMs really try to show we produce and get results. But few know how to package this to an agency which puts everything through a computer and buys just so many deep on a demographic ranker. A good example is what WHTZ (Z100)/New York did to get the Chase Manhattan Bank account. It identified the client's need for getting its credit cards into the hands of college kids aged 18-24. You can't do that with an advertising agency unless you understand the client's needs."

### Sell Against The Odds

Phippen also urges his CHR peers to learn how to sell against the odds. "The idea is to analytically present the fact that some 25+ stations aren't delivering customers despite their ratings, and to demonstrate that an active CHR station can.

"Locally, Opti-World [a regional optical chain] is a 25-54 account. Yet we get a strong portion of their dollars not [because of] demos and efficiency but because we're one of the top lead-getters in town. Opti-World customers identify where

they heard the commercial and they almost always say Power 99. Our audience not only stops in, but purchases goods and services from Opti-World. You can't just tell that story to an advertiser or an agency — you have to prove it."

Phippen dismisses complaints about spot dollars being down and suggests alternate routes to make the bucks. "One of the things CHR never does is prospect for teen dollars. Look through teen magazines or in places where teens buy. As a rule, we don't [tend to] watch the young-end and teen TV shows for ideas or new clients. Instead, we fight among ourselves and complain."

### Creative Understanding

Phippen disputes salespeople's stereotypical role as mere order-takers. "There is the mentality of calling on [buyers], taking them to lunch, and then writing up their orders. Unfortunately, when you have a bad 25-34 book, or your morning drive takes a bad hit, the first thing most [salespeople] do is panic. When you have good management, cooler heads prevail; with bad management, they begin to stretch the format. Stretch it too far and you become AC. Instead, address what the format offers and not what it's not designed to give you.

"At Power 99 we don't apologize for what we are. We're proud of our product. We realize that [it's] more important than anything on the station. For us, programming is everything. That 12+ share is the indicator that tells us how much we can pull out of the market with our sales force.

"If you get caught up in the agency game of only selling demographic efficiency," Phippen warns, "you'll fail. That leads owners to say, 'Let's get the hell out of CHR.' At Power 99, we can't accept that. So we do the extra stuff. It's not a matter of spot sales anymore, but understanding in a creative manner what needs to be done for

Continued on Page 37



**At Power 99 we don't apologize for what we are. We're proud of our product. We realize that [it's] more important than anything on the station.**



## Programming/Sales Ideas

According to KHFI/Austin PD Roger Allen: "Sales packages don't have to whore out programming. We've done many sales packages that not only help our revenues but, through sponsorship, generate client profit and create a huge media event. Client promotions need to be win-win for both sides."

Allen says the programming department can create specially sponsored broadcasts. "Our '96 Minutes At Nine' feature kicks off at 9am and is sponsorable, yet music-intensive. A spot kicks it off, but the client and product are mentioned throughout the sweep. We've also sponsored our nightly 'Hot Five At Nine' and 'Hot Mix' shows. A recent national buy from Payday candy was looking for teens and they bought the 'Hot Five At Nine.' Listeners remember those five records and then go to a 7-Eleven store. After finding the KHFI Payday Cash Man they repeat the songs for \$96."

He also shared another great idea: "A local Mazda dealer came to us with a truck to give away during Mazda Madness Month in March to help create foot traffic. However, we also needed to increase some TSL in the process. We told the client we'd also say 'March Is Music Month At KHFI.' We would print a March calendar with each day representing a core artist."

Each hour, after announcing the artist, the ninth caller correctly identifying it would be registered to win the truck, with the calendar holders having the competitive edge. The winner would be chosen during the station's morning show. "Believe it or not," Allen says, "the client passed on it; some other station offered a slightly better deal. But the idea was so good we're in the process of reworking it with another car client."

## How Programming Can Help Sales

Here are some thoughts on what the programming department can do to help the sales department better understand the programming side.

KHFI/Austin PD Roger Allen programs a cutting-edge CHR and has positioned himself as the link between programming and sales. "There's a regular Monday sales meeting, and I generally make a couple of meetings a month. They want an update on the competitive battle, how it affects programming, and the best way to handle client objections and turn them into positives for the station."

### Education Process

Allen's biggest client objection: teen numbers. "Even though we've made lots of inroads as an 18-24 station, there are a lot of local businesspeople who aren't in the format's age group. Their impression is, 'Who over the age of 12 wants to buy my product?'"

It's an education process. The salespeople openly admit that we have teens by design — especially at night. But many sales folks need to educate the client that we also have [a significant amount of] 18-24 and 18-34 listeners."

Allen maintains that it's the sales department's job to educate advertisers: "The younger demos are developing brand loyalties for their products. Since we superserve 18-24s, we are the best buy.

"Locally, I educate them to look for clients that target our average female 18-34 listener with a prime 18-24 focus. In other words: Go after dollars from clients who fit the demo and the lifestyle." Good examples, he says, are promotions that pay the rent, cover child care needs, or relieve any of the age



Roger Allen

group's many lifestyle pressures. And, of course, cash is always nice."

"One AE here is a former agency buyer, and she knows that when you only have figures to work with, it's just buying time by the numbers. My biggest frustration as a PD is that these buyers are so into the cost-per-point thing that we've seen confirmation orders for KHFI with the wrong format and calls. They don't really know anything beyond the numbers, and I impress that upon sales. [GM] Beverly Ray and [LSM] Kim Stiles have given the local reps a focus on digging up new clients. There are so many undiscovered young-end dollars; it comes down to the sales department just going after them."

### Be In Control

According to Allen, his biggest victory with the salespeople was

Continued on Page 37

# COLOURHAUS

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CHR NEEDS...  
IT'S UP, POP, & FUN...  
GREAT REAL VOCALS."

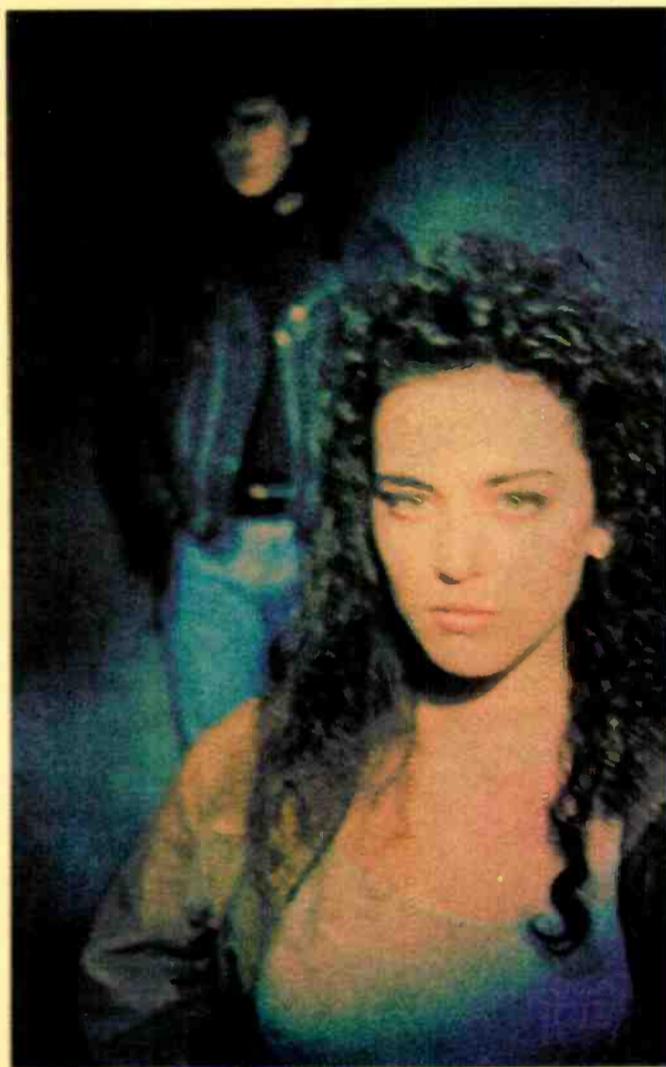
MICHAEL MARTIN  
KIIS-FM/LOS ANGELES

"WHAT A GREAT  
SOUNDING SONG.  
RADIO NEEDS  
MORE UPTEMPO  
QUALITY HITS LIKE  
'INNOCENT CHILD'."

DALE O'BRIAN  
WLAP/LEXINGTON

"THIS IS GREAT!"

CASEY KEATING  
KPLZ/SEATTLE



"AN EXCELLENT  
SUMMERTIME SONG.  
ROLL DOWN THE  
WINDOWS AND  
TURN IT UP."

LORI CAMPBELL  
B94/PITTSBURGH

"THIS SONG IS A HIT!  
IT SOUNDS SO FRESH."

JILL MEYER  
WDJX/LOUISVILLE

"GREAT VOCALS,  
BIG POP APPEAL...  
WHO COULDN'T USE  
A RECORD LIKE THIS!"

GARRET MICHAELS  
WZPL/INDIANAPOLIS

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YOU WILL KNOW  
WHY PEOPLE ARE  
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Exceptionally smooth, dark and lovely. Undeniably cool, sharp and intense. That's EN VOGUE.



All songs produced and arranged by Thomas McElroy and Dennis Foster for 2 Tuff-E-Nuff Productions

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# CHR



**LOGGINS GETS NORTHERN EXPOSURE** — Kenny Loggins recently spent some quality time in the Pacific Northwest at KKRZ (Z100)/Portland, where he performed several songs live in-studio. Capturing the moment are (l-r) Z100 Promotions Director Gus Swanson, Columbia's Robin Cecola, KKRZ MD Kim Matthews, Loggins, PD Mark Capps and Columbia's Larry Reyman.

## Selling CHR

Continued from Page 34

the client. It's not cutting costs or giving away spots — it's understanding the client's needs and how to fulfill them. If we can do it, CHR shouldn't have a problem making money in any market."

Phippen remains optimistic about the format's future. "We all saw this happen in the early '80s, and eventually CHR recovered. I think we're six months away from the beginning of [the same] recovery process. I can feel it on the streets. CHR is a party format. When people are hurting, they don't want in-your-face programming. That's why Country does so well in recessions — it's the format of the struggle of life. Unfortunately, CHR danced itself out again, played too many songs in a row, and the folks got bored. But they'll be back. Soon."

## How Programming Can Help Sales

Continued from Page 34

getting them to understand the station's mass appeal, slightly cutting-edge focus. "We're youth-driven and contemporary by design. We'll pick up a lot of 12-24s and, with dayparting, we can reach some 25-34s. But we can't be something we're not. They understand this and it's no longer a bone of contention. I've also explained that no matter what they think of Arbitron, we have control of the product — and that product is matched to the needs of the market. They've proven to themselves that we can also control local sales, which has little to do with ratings.

"With support from owner Jay Jones, our goal is not to [cut] anything that would cost us growth in the future, but to trim only what is necessary to let us be here tomorrow. With that in mind, he allows

us to remain true to what we do best — serving the younger end of the market. PDs must get involved with their sales departments, help educate clients, and even go out on sales calls. There's a lot of money to be made in the lower demos. But it takes sales and programming working together to make it happen."

## BITS

• **Here's A Real Scoop** — When torrential rains pounded San Diego recently, ruptured pipelines sent raw sewage spilling onto the coastline. Smelling trouble, XHTZ (Z90) doled out pooper-scoopers and toilet bowl cleanser to help combat the malodorous situation. One lucky listener won a trip to Cabo San Lucas to revel in more pristine waters.



**AMERICA THE BEAUTIFUL** — KKLQ (Q106)/San Diego morning man Magic Matt A'an took exception to recent overseas America-bashing, so he asked listeners to bring their foreign-made products for a good old-fashioned steamrolling.

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New Jersey:  
(201) 796-8804  
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MIKE KINOSHIAN

AC

ADULT CONTEMPORARY

## NEW HANDLE CHALLENGES 'MIX'

## Is 'Variety' The New Programming Spice?

Longtime CHR WBSB (B104)/Baltimore's CHR-to-AC flip as "Variety 104.3" (R&R 2/21) is the latest instance of a major market facility adopting the attractive "variety" handle.

Until recently, ACs wanting to position themselves as playing the best or widest variety of music opted to use the word 'mix.' But now, WBSB's transition makes Baltimore the fourth market — along with Orlando, Phoenix, and Pittsburgh — to feature both 'variety' and 'mix' stations.

Alan Burns & Associates' Alan Burns is in the thick of all four skirmishes, consulting both sides of the fence with WMMX (Mix 106.5)/Baltimore, and three variety stations: WSTF/Orlando, KVTY/Phoenix, and WVTY/Pittsburgh.

"The original and continuing intent of mix was and is to make proprietary to a radio station a word that stands for one of the great attributes that most people like about a radio station," said Burns. "It's like calling an AOR 'Rock 98.' The station-specific word is mix while variety is more generic."

"I actually don't think one name is better than the other. You won't see as many variety stations as mix stations. Variety might have some risk attached to it because it's more literal than mix."

Burns said that some stations competing against mix outlets might try to just slap on the variety name. That move might work if the mix station has a weak variety image; it won't if it doesn't. "The station doing the best job with music and marketing is going to win." Neither word, he said, affects a station's library size.

## Tracing The Mix Roots

WMMX/Milwaukee was the first station to use the mix handle on the air, according to Burns. "They occasionally referred to itself as the Mix because of the call letters. As far as I know, they always used the call letters, rather than Mix 99 [the station's dial position]."

"When Capitol Broadcasting bought CHR WMMX/Baltimore in 1986 and switched it to AC [WMMX], [Capitol's] Jon Coleman and I compared notes on what we could call the station."

Coleman is credited with coining the Mix handle. Said Burns, "WMMX was probably the first station to ever use it ('Mix') as a brand name."

## Mix Format Myth

With rare exceptions, mix stations tend to be ACs, fostering a false impression that a mix format or formula exists. "Nationwide's KDMX/Dallas is much softer than [Hot AC sister] KHMV/Houston; WBMX/Boston is an urban-leaning AC and WMPX/Pittsburgh is a Dance CHR. The word mix could



Alan Burns

probably be productively applied to any station that plays a good variety of music to its target audience," Burns said.

The popularity of the mix handle has escalated tremendously. "When we were looking for call letters in Boston [for what ultimately became WBMX], we did a call letter run," recalled Burns. "East of the Mississippi, there were only nine call letter combinations left that had M and X next to each other."

A year ago, Nationwide was planning to transform CHR KZZP/Phoenix into a 25-34-oriented outlet.

According to Burns, "The word mix wasn't available because [EZ Communications] KMXX was using it. There had been previous discussions on whether a station could be called variety. We questioned that it might be too generic or that we were copying the mix. But, Nationwide changed KZZP to KVRV and made it Variety 104.7."

## Drawing Battle Lines

Burns said that of the four mix/variety battles, Pittsburgh's is the most clearly defined. "We called [the former WHTX] WVTY variety instead of the mix only because it was already being used by WMPX."

"Nationwide changed WBJW/Orlando to the mix [WOMX] a few years ago when they were trying to shed a CHR image. WSTF [formerly Star 101] renamed itself Variety 101 as part of a restaging campaign."

"Phoenix is a real marketing battle because there's five ACs. KMXX is much more of a '60s/'70s station and bright AC KVTY plays '70s/'80s/'90s music."

"Stations can call themselves variety and play Whitney Houston and Phil Collins, but there's lots more to it than that. Two stations starting out with the same concept can wind up dramatically different."

## WVTY Defines Radio's Hottest Buzzword

"There's no question that 'Variety' is the hottest buzzword in radio today," said WVTY (Variety 96/Pittsburgh PD Bruce Gilbert. Until last June, WVTY was Gold-based AC WHTX. Now it's one of four stations in the country sporting radio's newest moniker.

"We've been very happy with how we've been perceived. Once we became Variety 96, other local stations started using [similar] positioning statements. [Gold] WWSW had the 'Best variety of oldies' and [CHR] B94 [WBZZ] said it was playing 'The best variety.' Our competitors reacted to us by trying to sell their own variety. It was an instant reaction which now seems to have calmed."

Gilbert foresees an increase in the number of stations adopting the variety label: "I can't understand why more ACs — and even some CHRs — wouldn't want to use the handle. For a change, it's not one of those radio words. It's a word the general public frequently uses when talking about their favorite station."

## Setting The Definition

WVTY's on-air marketing has helped define what the term means. "At first, people wondered if variety meant that we'd play a



Bruce Gilbert

Jazz song at 7:30 and a CHR song at 7:45," Gilbert said. "It could be perceived that way, unless you tell people otherwise. To keep it in the AC realm, we use the line: 'Variety 96, where variety means old songs, new songs, slow songs, and upbeat songs.' Variety to us is the way the music's mixed; it doesn't mean we're playing 9000 titles."

The stations enlisting in the vari-

## Mixed Bag Scoreboard

While there's no specific formula for or clearly defined similarity among ACs using the mix handle, you might find the following Arbitron recap in interesting.

Market ranks in three key demos are listed for this fall's mix outlets.

	18-34	25-54	35-64
WQMX/Akron	#10	#7	#9
KAMX/Albuquerque	#8	#10	#13
WMMX/Baltimore	#3	#3	#5
WMXW/Binghamton, NY	#5	#4	#2
WBMX/Boston	#6	#5	#6
WBUF/Buffalo	#6	#8	#8
WMXC/Charlotte	#5	#4	#8
WLMX/Chattanooga	#5	#3	#4
WTMX/Chicago	#16	#17	#12
KMXR/Corpus Christi, TX	#5	#6	#7
WDMX/Dallas	#9	#9	#12
WKMX/Dothan, AL	#4	#5	#3
WMXE/Erie, PA	#3	#3	#2
WIMX/Harrisburg, PA	#3	#5	#5
WZMX/Hartford	#5	#7	#10
KHMV/Houston	#2	#3	#6
KMXV/Kansas City	#6	#8	#9
KBIG/Los Angeles	#12	#7	#4
WMYX/Milwaukee	#8	#6	#7
WMXZ/New Orleans	#4	#10	#13
WNSR/New York	#6	#3	#4
WMMX/Norfolk	#6	#10	#15
WOMX/Orlando	#8	#5	#6
KMXX/Phoenix	#11	#9	#11
WMBX/Richmond	#6	#4	#7
WMTX/Tampa	#2	#4	#6
WRQX/Washington	#3	#6	#11

## Variety Summary

The following stations now use the variety moniker. WBSB is a recent (2/18) CHR-to-AC convert; WSTF remained in the format, but dumped its Star 101 label for Variety 101.

WBSB/Baltimore	#5	#9	#9
WSTF/Orlando	#7	#4	#4
KVRV/Phoenix	#6	#11	#15
WVTY/Pittsburgh	#8	#6	#7

ety slogan movement are arriving at their new identity from different backgrounds. "KVTY/Phoenix came from CHR; we used to be Gold-based AC," noted Gilbert. "That can help determine how you market the station. When KVTY

first came on, they were heavier in '70s music because that was the different thing about the station. "The only similarity I've seen is the name. Time will tell whether we all do the same types of things on the air."

## Repositioning A Falling Star

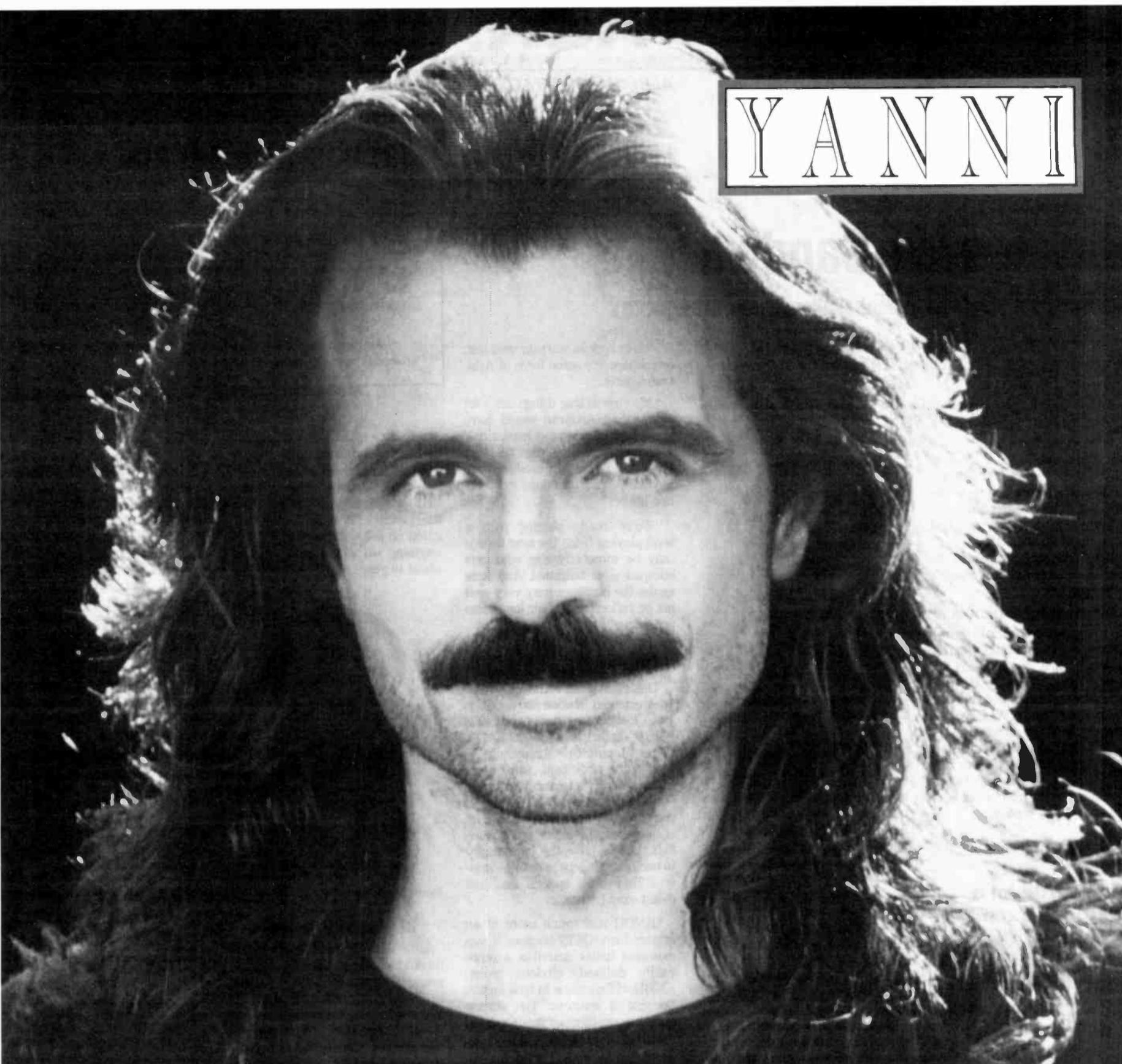
In last fall's Arbitron, Rock AC WMMO/Orlando trimmed crosstown Capitol Broadcasting AC WSTF (Star 101) by 0.1 to capture the city's 25-54 crown.

This fall, WMMO (#2) widened its 25-54 lead over WSTF (#4), while (#5) WOMX (The Mix) was a mere 0.3 behind WSTF. (Country WWKA is #1 25-54). WSTF recently became the third station in the country to adopt the variety slogan.

"The word variety communicates what the station really is," WMMO PD Robert John pointed out. "People in the '90s are going to stations with handles that say exactly what they are and what they do. The variety-music image is the most important thing a station can have."

Interestingly, Capitol Broadcasting and Nationwide each have stations utilizing both terms: Capitol's WMMX/Baltimore and WSTF, and Nationwide's WOMX and KVTY/Phoenix.

Commenting on Baltimore's just-started battle between WMMX and Scripps Howard's newly formatted WBSB (Variety 104.3), John said, "WMMX is a superbly marketed and well-thought out strategic station. WBSB is going to have a tough time; the word variety doesn't make the radio station."



YANNI

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The follow up to last year's platinum selling album "Reflections of Passion"

*The Perfect Upper Demo Record!*

Watch for Yanni on tour this Spring



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HARVEY KOJAN

# The Seattle Sandwich

Fragmentation yields additional challenges for KISW, KXRX

Based on the Fall '91 Arbitron, the tremendous out-of-the-box success of New Rock KNDD (The End)/Seattle — examined in this week's New Rock column (see Page ) — came directly at the expense of the market's main-stream AORs: KISW and KXRX.

While Classic Rock KZOK-FM's ratings were unaffected, KISW and KXRX each suffered significant hits. If the numbers are to be believed, KISW lost nearly half of its audience, plummeting to its lowest 12+ in the station's history.

What's the real story behind the latest ratings? As usual, it depends on who you ask.

### Distribution Dilemma

"The biggest problems in the fall book were undersampling and diary distribution," says KISW PD Steve Young. "The 18-34 male demo was undersampled, particularly in King County. We have concentrated areas of strength in the market, and many of them are in King County. According to our ZIP-by-ZIP analysis, there was just no distribution in areas where we know we're very strong.



Steve Young

got kissed when we had a 5.9. This time we got kicked. Through extrapolations we had a pretty good idea of what would happen. We knew we had nothing to look forward to, regardless of the final trend, because we were carrying a 1.7 and a 0.7. We actually went up in the third trend to 4.7.

"What ultimately concerns me is that we were obviously not reaching diarykeepers, at least not enough to get the kind of return that's needed in a fragmented situation to protect yourself in a bad sampling period. We expected to downtrend due to the increased competition, but nothing like this.

"It's important to note that, as in many markets, rock's share in Seattle tends to grow in spring and summer at the expense of CHR and AC, with the reverse happening in fall and winter. That may be because more people are mood-

driven to rock in warmer weather, or perhaps it's some form of Arbitron wobble.

"My view is that things are a lot closer than Arbitron would have you believe. I've got at least a half a dozen research studies that are far more statistically credible than anything Arbitron's done in its entire life.

"We're really dealing with a level playing field; the next time it may be somebody else who gets bumped — or bummed. And once again, the numbers may very well not be reflective of their long-term prospects."

### More Fragmentation

The End wasn't the only new rock-oriented station to debut in 1991. Earlier in the year, B/EZ KBRD flipped to Rock AC KMTT (The Mountain). According to Young, the additional competitors make Seattle "a textbook example of fragmentation. What kind of rock do you want? We've got it. As is happening in many other markets, people have the opportunity to use their fingers to define variety. They have options that just didn't exist before.

"KNDD had much more of an impact than KMTT because it was executed better and fills a more easily defined, obvious niche. KNDD will continue to be a factor, because it matters. The station serves a constituency that's existed for quite some time.

"On the other hand, KMTT is still finding its way. I'm not sure they've decided what they want to be. Do they want to be Hot AC or a mellow rock station? Regardless, just the fact that they're a new choice means they've created a lot of sampling.

## Ratings At A Glance

	Five-book trend				Per 18-34	Men 18-34	Men 25-34	Men 25-54
	3.8	3.6	5.9	4.7				
KISW	3.8	3.6	5.9	4.7	2.4	9	5	3 10(T)
KMTT	**	**	**	3.3	2.3	10	8	5(T) 9
KNDD	**	**	**	**	3.2	2	2	5(T) 12
KXRX	4.5	3.6	5.3	5.2	3.5	3(T)	3	2 7
KZOK	3.8	3.2	3.3	3.7	3.6	3(T)	1	1 4(T)

Trends are 12+ shares (6am-midnight); individual demos indicate fall '90 market rank; (T) indicates tie for position.

"Every station has a loyal core audience, and most play pretty good music. Whether they win or lose comes down to a lot of issues that go well beyond the purity of the product. It truly is sophisticated on a level that goes beyond anything we would have worried about 10 years ago."

"There are specific things we plan to do in the next six months to accomplish those goals. There are avenues open to us. Until we've explored those, we won't know if our theory is correct or not.

"If you look at pure, empirical numbers, you have to consider this book a disaster. I'm not going to paint it as anything pleasant. There's no doubt we're in a tough situation. It's head-to-head, nose-to-nose, toe-to-toe Australian rules football. You've got pretty damn good players, particularly on the mainstream end. But separating the real issues from the illusory issues is what's important."



Brew Michaels

### Beyond The Product

Since KISW remains confident in its product, the station needs to improve in other areas. "We can get better in our marketing efforts," Young admits. "We can do a better job of getting our core to respond and fill out diaries. More importantly, we need to clearly define our benefits. For example, we're definitely far more competitive in the personality game than at anytime since KXRX debuted. We also have a variety position we've spent a year redefining that we need to exploit.

**Both research and gut indicate that, over the past 18 months, the rock 'n' roll torch has been passed from KISW to KXRX.**

—Brew Michaels

Young scoffs at people who try to draw parallels between KISW's troubles and the ones that caused Nationwide heritage AOR sister KZAP/Sacramento's recent flip to Country.

"The company clearly recognizes there are some pretty sub-

Continued on Page 42

**“Seattle is] a textbook example of fragmentation . . . People have the opportunity to use their fingers to define variety.**  
—Steve Young

"Frankly, distribution has worked in our favor as well. You can get kissed and you can get kicked. We

# Can You Say Fragmentation? Sure You Can...

Sample hours from Seattle's five FM rockers (2/26, 3-4pm)

### KISW

B. COMPANY/Can't Get Enough  
B. CROWES/She Talks To Angels  
STONES/Live With Me  
AC/DC/Whole Lotta Rosie  
GENESIS/I Can't Dance  
J. HENDRIX/If Six Was Nine  
METALLICA/The Unforgiven  
AEROSMITH/Sweet Emotion  
EAGLES/Hotel California  
T. PETTY/Makin' Some Noise

### KXRX

THIN LIZZY/Boys Are Back...  
T. PETTY/Learning To Fly  
P. FLOYD/Another Brick...  
O. OSBOURNE/Mama, I'm...  
ZEPPELIN/Immigrant Song  
INXS/New Sensation  
GARY MOORE/Cold Day In Hell  
GUNS N' ROSES/Sweet Child...  
AEROSMITH/Dream On  
J. ADDICTION/Been Caught...  
EAGLES/In The City

### KZOK

T. PETTY/Here Comes My Girl  
BTO/Let It Ride  
CSN&Y/Woodstock  
B. COMPANY/Ready For Love  
T. REX/Bang A Gong  
SPRINGSTEEN/Pink Cadillac  
ELP/Karnevil 9  
KINGSMEN/Louie Louie  
ALLMAN BROS/Blue Sky  
F. MAC/Say You Love Me  
ZEPPELIN/D'yer Maker  
BEATLES/Yesterday

### KMTT

M. BLUES/Nights In White...  
JACKSON BROWNE/For America  
D. BOWIE/Golden Years  
T. PETTY/Into The Great...  
VAN MORRISON/Blue Money  
R. STEWART/Downtown Train  
STONES/Lady Jane  
ROBERT CRAY/Smokin' Gun  
B. SEGER/Night Moves  
THIS PICTURE/Naked Rain  
BYRDS/My Back Pages  
SPRINGSTEEN/I'm On Fire

### KNDD

MID. OIL/Blue Sky Mine  
NIRVANA/Come As...  
NEW ORDER/Love Vigilantes  
S. McLACHLAN/Into The Fire  
ERASURE/Stop  
SMITHEREENS/Tell Me When...  
D. MODE/Get The Balance...  
SUGARCUBES/Hit  
INXS/What You Need  
SMITHS/Stop Me If...  
DAVID BYRNE/She's Mad  
CHURCH/Ripple

FOR THOSE WHO SAY ROCK HAS NO PRINCIPALS

# SPINAL TAP

After nearly a decade of silence, the legendary rock band reunites on the first single and video from their long-awaited comeback album.

Break Like The Wind proves that – despite the passage of years – Spinal Tap still is.

# BITCH School

Written By Derek Smalls, David St. Hubbins And Nigel Tufnel • From the album Break Like The Wind • Single Produced By Danny Kortbeek  
Management: Wendy Goldfinkel for Go Figure Management, A Division Of Harriet Sternberg Management



MCA

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## FAMOUS FIRSTS



**RICH HAWK,**  
Station Manager  
KILO

WHAT WAS THE FIRST RECORD YOU BOUGHT?

**R: The BEATLES "Meet The Beatles". It was the only rock record they had at the corner grocery store.**

WHO WAS THE FIRST RADIO GUY TO TAKE YOUR CALL?

**R: JIM HENDERSON, KLMR/LAMAR, CO.**

WHAT WAS YOUR FIRST RADIO JOB?

**R: KATO/SAFFORD, AZ.**

WHAT WAS THE FIRST CONCERT YOU ATTENDED?

**R: BLUE OYSTER CULT and QUICKSILVER MESSENGER SERVICE.**

WHAT WAS YOUR FIRST SEXUAL EXPERIENCE?

**R: An under-sexed mother of two at around the age of sixteen!**

## YOUR FIRST PRIORITY THIS WEEK:

# GIANT "Chained"

On Your Desk Now!

How Big Will GIANT Be On



# ?

The winners of the SOCIAL DISTORTION "Bad Luck Poker" game are:

**ROGER MAYER, Album Network**  
**WILLOBEE, KKDJ**  
**LORIS LOWE, KLBJ**  
**LORI DUBOSE, WGCX**  
**TIM PARKER, KNCN**

# AOR®

## The Seattle Sandwich

Continued from Page 40

stantive differences between the situation here and the one in Sacramento. We're not anywhere near the same position KZAP was in its final days. Anyone who thinks otherwise doesn't have the same access to information we have. The fact is, we realize this [book] was an aberration. The evidence in Sacramento was far more convincing and compelling.

"After 20 years in the business I think I have a pretty good instinct when it comes to determining ownership support, and I can tell you Nationwide's support for KISW remains strong and unqualified."

### Passing The Torch

Like Young, KXRX PD Brew Michaels questions the accuracy of the fall ratings. But he has no doubt KXRX's lead over KISW is real.

"The overall 12+ rock share is consistent with previous books, as is the men 25-54 share," Michaels notes. "They're just split among five stations, not three. It's fragmentation taken to its fullest degree."

"There was clearly a lot of punching around going on. Our cume was relatively flat, but our TSL was down. Sampling will eventually decline, things will stabilize, and our TSL will rise again. TSL is as much as anything a function of quantity of P1 listeners, and I don't believe we'll ultimately lose any of those primary listeners to either the End or the Mountain. Those stations clearly do not serve rock listeners the same way we do."

Given Seattle's crowded rock radio arena, Michaels says each station's ultimate survival will depend on more than just Arbitron numbers.

"It comes down to which station has the highest caliber audience and which can motivate people to purchase products. We've always targeted a more upscale audience than traditional AORs. The most recent Media Audit shows we're the clear leader in terms of college graduates, homeowners, and persons with disposable income. We lead both KISW and KZOK by reasonably wide margins, and we literally double KNDD in these categories."

### Assessing Competition

Michaels describes the End and the Mountain as "basically good radio stations," but says both have problems to overcome.

"The Mountain is a fairly formula-style station, and I don't believe they've succeeded in capturing the unique flavor of the Northwest. As far as the End is concerned, it definitely satisfies listeners who hunger for the 'new wave' hits of the early '80s. But I question how long people will want to hear songs like

'In A Big Country.' I also have doubts about how long the interesting coalition of listeners they're currently reaching will hold together."

"The End certainly deals in the same demographics as we do, but in completely different psychographics. We compete with them, but we can't really compete against them. If somebody wants to hear Billy Bragg, they're going to listen to the End. If they want to hear the best of alternative music, the best of Classic Rock, the best of mainstream, and the best of the blues, they're going to listen to us."

"Of course, we don't really view 'Smells Like Teen Spirit' or 'Alive' as alternative songs. Nirvana and Pearl Jam have a lot more to do with Led Zeppelin than A Flock Of Seagulls. And bands like School Of Fish and Jesus Jones had songs that were just great hits that really

fit in beautifully between Led Zeppelin and John Mellencamp.

"That's the future of mainstream AOR: playing the greatest rock of all time and the new music that really counts, stuff that carries the torch forward. When someone says mainstream radio is going to evaporate and alternative radio is going to become king, I don't agree. With the exception of events in the Soviet Union, I haven't seen the pendulum swing from all the way to the right to all the way to the left. Like they said back in 1982, people don't wake up one day hating Led Zeppelin and suddenly loving Missing Persons."

### TV Ineffective?

"One of the most optimistic signals for us regarding KISW is that they ran a fairly intense TV campaign in spring and fall that was solely focused on their morning show," Michaels says. "But our morning show has had much better numbers in the past two books. For KISW to decline as they have while running heavy TV is unprecedented."

"We believe KISW will certainly rebound to some extent. However, the station's been trending downward for some time now. The 2.4 was not just the result of a one-month wobble."

"While I'm not inclined to make rash predictions, it's interesting that if you take the front-page story you wrote about the situation that led to KZAP's switch to Country and insert KISW's call letters, the story is remarkably similar: heritage AOR attacked from all sides, scores the lowest ratings in its history, and abandons the format."

"However, I'm not privy to any conversations that would indicate they plan to change format at this time. They still have great players. I respect what they do, and they may be able to turn things around. It's been a world war for the past six years, and no one's been able to score a clear-cut victory. At this point we're just trying to do the best job we can."

"It's always enjoyable when the numbers seem to correspond to your research and gut instincts. And both research and gut indicate that, over the past 18 months, the rock 'n' roll torch has been passed from KISW to KXRX."



**SITTIN' PRETTY** — Ubiquitous KCAL/Riverside-San Bernardino nighttimer Cason Smith proudly hoists adult video star Hypatia Lee. Lee's special message to the people of the Inland Empire: "Spread love."



**WILDE THING** — WAAF/Boston night prankster Liz Wilde bonds backstage with Sam Kinison.



**SASSY** — Sass Jordan (l) made an immediate impact on KLOS/Los Angeles MD Rita Wilde.

## YOU COULDN'T ASK FOR A BETTER IMAGE

A&M Records has received the prestigious NAACP Image Award for creating the successful Y.E.S. TO JOBS program, which places exceptional minority teenagers in summer entertainment industry jobs. Now in its sixth year, Y.E.S. TO JOBS will find summer jobs for hundreds of high school students in 10 cities across the country. A new generation of outstanding teenagers is ready to work for you.

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Just by hiring one or more employees at minimum wage for 10 weeks, you make an immeasurable investment in the future. Y.E.S. TO JOBS has grown from 50 interns at 25 companies to over 200 interns at 75 companies. The program has become a major way of finding talented newcomers for the entertainment industry. Last year nearly 20% of the interns found permanent work in the industry at the end of the summer. When you invest in a Y.E.S. TO JOBS teenager, you join a growing list of entertainment companies investing in the future.

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## PART II

## Format Leaders Speak Their Minds

In an effort to air some concerns about the future of our industry, I'm presenting the second part of my informal survey of format leaders this week.

### Stronger Competition

The economy and increased competition are top-of-mind issues for WTLZ/Saginaw, MI PD Kermit Crockett. "Because of the hard economic times our country is experiencing, we have to do more things to please clients. We have to offer a lot of incentives. Sometimes our logs are loaded up with the same client. That can add to listener boredom.

"Also, our market recently added two or three stations. That means the pie is going to get cut into even smaller pieces. We're the only Urban station in town. Two of the new stations are CHR, and one is Country. Because this market has so many CHRs — and they're not all at the top — I'm concerned someone is going to come out and challenge us as an Urban station."

### Rap Wrap II

Job opportunities and rap music are concerns for WJMI-FM/Jackson, MI OM Venus Jones. "I'm concerned about the diversification of jobs in the future — in and out of radio. What other opportunities are available in related industries? What other positions are there for people who are no longer on the air?"



**Because of hard economic times . . . we have to do more things to please clients.**

—Kermit Crockett



"Rap music is also a concern. We know that kids like rap, and that adults in our area dislike it very much. That leaves us between a rock and a hard place. If we play rap songs, other stations will tell the public and advertisers. Then we can't sell our youth-oriented numbers because advertisers will say they don't want these kids in their stores.

"We want to serve our community as well as we can without leaving the kids totally out. But how can you do that in an effective way without letting [another] Urban station take away your adult audience?"

### The Big Commitment

WATV/Birmingham Exec. VP/GSM Shelley Stewart says UC radio should embrace its heritage. "Black radio is necessary in this



Kermit Crockett

country. It's as important as African-Americans themselves, and it's just as important as African history.

"Unfortunately, African-Americans in Black radio didn't want to be identified as blacks. For some reason, they wanted to be anything but Black. No one pointed out that Spanish radio and other formats were built around [cultural] heritages. Some force told our broadcasters they should program mainstream [music]. To me, the mainstream of America is black.

"Country PDs are programming to the country community, giving them what they want. And [the listeners] are responding. That's what Black radio is about — serving its community. [Urban PDs] have been programming over the heads of our community instead of talking to it like they should.

"The blues should be included in the format, because that's part of our roots. If we don't do these things, there will be a replacement. We're giving it away to someone else; no one is taking it. We don't want to be who we really are. If we keep that trend going, we're going to put ourselves out the back door."



**People shouldn't be afraid to teach other people. The lack of shared knowledge among peers, and especially younger peers, is a shame.**

—Sam Weaver



### Artist Development

KIIZ/Killeen, TX PD Jimi Carrow would like to see labels spend more time on acts. "Labels don't give artists the support they need and deserve. The companies push hard, but they don't spend enough time on one act to give it a chance to happen.

"There are a lot of good artists, but if a song doesn't move as fast as [the labels] want it to, they move on to the next thing. Some quality acts take time to develop. Once they do, they last a lot longer than the fly-by-night releases that manage to get out."



**[Urban PDs] have been programming over the heads of our community instead of talking to it like they should.**

—Shelley Stewart



### Times Are Tough

WTLC/Indianapolis PD Jay Johnson is also concerned about money matters. "Will the economy continue to slice into the Urban market? If you think it's rough in pop music, then you haven't seen anything yet. We're really struggling to make ends meet. That's the biggest issue we face.



Shelley Stewart

"[WTLC] is at the forefront of Urban/AC. We consider that a stronghold, and [the station] garners the numbers you want. At the moment, there seems to be a problem in terms of where the money is coming from — there just doesn't seem to be any. From what I'm told, national sales are drying up. Because of diary placement, Arbitron is putting out numbers that diminish the format. But I

## Tough Issues

- The economy
- Rap's role
- Embracing black heritage
- Focus on artist development
- Developing morning talent
- Teaching young broadcasters



Venus Jones

don't see a problem with the format."

### Morning Sickness

WVDM/Sumter, SC PD Andre Carson says finding good morning talent will remain a problem in the '90s. "Everybody says the same thing: There really are no good morning personalities out there. Once you go beyond Tom Joyner, there doesn't seem to be any qualified morning talent in Urban radio.

"One of the reasons this problem exists is that management doesn't want to give talent enough time to develop. We're in that 'instant success' mode. You know, 'I want it now. We've got to see improvement and results now.' It takes time to develop a morning talent. You have to give them time to become comfortable. They also need time for the audience to accept them and to make an impact in the ratings. You need to give talent more than one book to show results."



**At the moment, there seems to be a problem in terms of where the money is coming from — there just doesn't seem to be any.**

—Jay Johnson



Urban programmers, says Carson, could learn how to develop morning talent by following CHR's lead. "A lot of CHR stations use the 7pm-midnight slot as a testing ground [to groom] morning tal-

ents. UCs don't do that. We tend to be more music-intensive during nights. Just play the hits. That's not a lot of personality, compared to the CHR station that says, 'Go ahead and have fun. Use the phones, put people on the air, and do your thing.'"

### Share The Knowledge

WQMG/Greensboro, NC OM/PD Sam Weaver is concerned about lack of experience within the format. "Who's training some of the people out there right now? It's a little scary. I'm noticing [an absence of] things that, a few years ago, I took for granted as given knowledge for professionals in this business.



Andre Carson

"But it's not given knowledge. You're only as good as what you've been taught. People shouldn't be afraid to teach other people. The lack of shared knowledge among peers, and especially younger peers, is a shame. We're all busy, but it's nice when you can take the time to say, 'Hey look, this is how this works and why.' Instead of saying, 'Do this,' we need to say, 'Do this because . . . .' We need to do that, because it'll make our jobs easier."

## Photo Play

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

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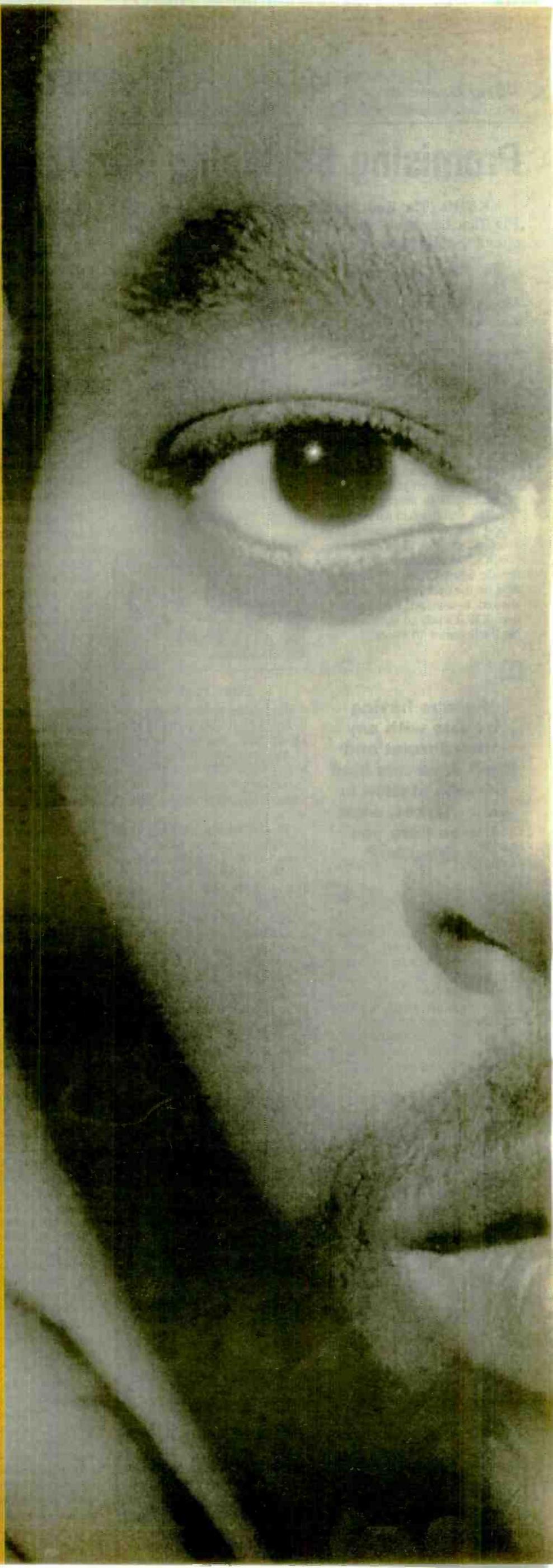
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## Promising Beginning For The End

KNDD (The End)/Seattle is off to a promising start. PD Rick Lambert explains the story behind the station's stunning ratings debut.

### Change Pays

In its final book as AC KMGI (summer '91), the Noble outlet captured a paltry 1.5 12+. But all that changed following the format flip and change of call letters.

During its first outing as New Rocker KNDD (fall '91), the station's 12+ rating improved to 3.2. More importantly, the End finished No. 2 18-34, trailing demo-leader CHR KPLZ by little more than one share.

Overall, the station's 18-34 numbers climbed from just over a 2.0 (Summer '91) to nearly 7.5 (Fall '91). The End finished particularly strong with 18-34 men (more than 9.0, trailing only Classic Rocker KZOK). The station's Fall '91 18-34 female figures were less impressive (in the middle fives), but still showed a marked improvement over KMGI's sub-1.0 showing during the Summer '91 sweep.

66

**If you're having trouble with any other format and don't have this kind of radio station in your market, what the hell are you waiting for?**

99

Lambert is understandably pleased, but not shocked. "None of our numbers were a surprise, other than maybe the 12+. I would have liked to have seen a higher 12+, even though you never sell [that figure]. The numbers were on target for what we expected, and we're looking for bigger and better things as the year progresses."



Rick Lambert



### On Track

The ratings, notes Lambert, fall in line with KNDD's overall market strategy. "We signed on with a plan of going after the 18-24s first, to lock them in. We've only been on the air for half a year, so we're still doing that. We've got a ton of 18-24s.

"People started listening to us because they were tired of the same old thing. How many times can you listen to 'Stairway To Heaven?' It's 1992! We're appealing to the 18-34-year-olds who are growing up in the '80s and '90s. We concentrate on '90s music. When it comes to playing older songs, our gold is '80s.

"Now we're looking for songs like Enya's ['Caribbean Blue'] and other upper-demo songs that will [attract] more 25-34s without blowing off our 18-24s. We can continue being a broad-based station, appealing to folks musically and pro-

motionally to grab the 25-34s — and eventually [expand our audience] up to 49-year-olds."

Lambert, who once programmed crosstown AOR KXRX, says the station's male-heavy audience is a reality he must consider. "We're about 70% male, but want it to be more like 60% male-40% female. We're always going to be heavier with males. Even when you get women, it's harder to keep them on a book-to-book basis than it is to keep men. Women are just not quite as loyal to rock 'n' roll. Maybe they need a Paula Abdul fix and have to switch on the CHR. [Convincing them to stay is] a conditioning process."

### Steps To Success

Female listener theories aside, Lambert says there was one main reason for the station's success: Music. "There's a lot of personality radio in town. That's not to say I don't respect the personalities we have on the air — they're doing a great job of selling the radio station, the product, and each other. But there was a gaping hole in the market for a station that plays a wide variety of music."

KNDD is filling that gap with a playlist that slightly favors established acts. "When it comes to current music, we're about 40%. Our music gets rotated, and that's translating into record sales. I'm constantly hearing success stories about songs and artists we're playing. So [our music mix is] positive for the record community as well as for local bands.

66

**People started listening to us because they were tired of the same old thing. How many times can you listen to 'Stairway To Heaven?'**

99

"Obviously, we're playing a lot of New Rock. But we're also looking for potential crossovers like Tom Petty. Basically, if it's good music, we're going to play it. This is not just an alternative-niche radio station: We're an adventurous AOR — an AOR for the '90s."

Promotions are, of course, part of the overall strategy. "We do unique things," explains Lambert. "We're putting on a show of prints by Keith Haring, Andy Warhol, and Walt Disney with the Tacoma Art Museum. At the same time, we're sponsoring an acoustic set by [DGC act] the Posies."

Other recent and ongoing KNDD promotions include forced-listening cash giveaways, club nights (three or four per week), a Rock & Ski promotion (CDs and passes to local lifts), and 45-minute nonstop hourly music sweeps. The End also utilizes billboards, busboards, telemarketing, direct mail, perceptual studies, and callout research.

## Birth Of A Station

KNDD (The End)/Seattle consultant and XETRA-FM (91X)/San Diego PD Kevin Stapleford oversaw KNDD's evolution from AC outlet KMGI. He says Noble's decision to take KNDD in a New Rock direction was a practical one.

"There were just too many people doing the same thing," says Stapleford. "The choice was to invest more money in KMGI and compete with three or four other AC stations or to fill an obvious void on the AOR side.

"We looked at [AOR outlets] KISW's and KXRX's numbers. They were both doing very well 18-34, and the market was very big 18-34. There were a lot of rumors when [KMTT] the Mountain went on the air that they were going to go New Rock. When they didn't, that fueled our fire even more."

### Exploring The Market

Noble Broadcasting CEO/Chairman John Lynch and Bolton Research's Mark Ramsey asked Stapleford and 91X Asst. PD/MD Mike Halloran to evaluate the Seattle market.

"We went to Seattle and listened to the radio, trading off between the CHR's and the AORs. The more we listened, the more we realized the two major AORs were doing nothing but chasing each other's tail. They were even doing their breaks at exactly the same time.

"We thought if we go in there, play different music, and do things totally different from how they are doing them, something's going to happen. So we came back and told Lynch that [New Rock] would work.

### The End Begins

Stapleford says the station came together quickly after the decision was made to go New Rock. "We came up with the End because of the dial position [107.7]. In the meantime, we were trying to get the library together. We were looking for jocks. We were trying to do it as quietly as possible, but that wasn't easy. It seemed like the en-



Kevin Stapleford



Sandwich boards were held by interns on the streets.

tire market knew what we were doing before we did it.

"When the Summer '91 Arbitron came out, Lynch told me KMGI had gone down again. It was time to make the change. We were initially going to go on Labor Day. But we moved it up and signed on August 23, 1991. We just thought, 'Why waste time?'"

any other format and don't have this kind of radio station in your market, what the hell are you waiting for? The timing is right for this format. This kind of radio can work in any major market if it's programmed right."

—Shawn Alexander & John Brake

## REVOLUTION

Former XETRA-FM (91X)/San Diego Creative Services Director Robert "Tattoo" Ruggeri moves to KITS (Live 105)/San Francisco as Production Director; ex-KTCL/Ft. Collins-Denver morning co-host Maureen Mellady joins as production assistant. And KTCL elevates parttimer Mary Moses to MD/nights, replacing Sam Ferrara... WHTG/Asbury Park, NJ Asst. MD/afternoon driver Loretta Windas segues to AIM Marketing; MD/middayer Matt Pinfield shifts to afternoons, while PD Michael Butcher helms middays on an interim basis.

New Rock Debut 30

# RIDE

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22 New York





LON HELTON

## Hot Country Nights

**B**efore putting this year's record-breaking Country Radio Seminar in the history books, I thought I'd share some of the highlights — from pre-CRS fundraisers to the always popular New Faces show — as captured by our secret army of photographers. So smile, you're on Country Camera . . . .



**GOOD SPORTS** — Curb/Nashville artists JJ White prepare to place their bets in the Kentucky Derby corner of Curb's CRS sports bar suite, which was chock full of games people play. Pictured (l-r) are KALF/Chico, CA PD Randy Chapman, Jayne White, KALF VP/GM Laura Wilkinson, and Janice White.



**ATLANTIC CITY** — Atlantic/Nashville magically transported seminar-goers to Atlantic City for a night of gambling and entertainment by Karen Tobin and Martin Delray. Counting their chips at the end of the night are (l-r) Atlantic artist Tracy Lawrence, Atlantic/Nashville VP/GM Rick Blackburn, KSCS/Dallas VP/GM Victor Sansone, and Atlantic's Jim West.



**LIBERTY LIAISONS** — Liberty artists Linda Davis and Curtis Wright meet new friends in radio during Wednesday's artist-attendee reception; (l-r) KRDO/Sedalia, MO's Don Nickell, Davis, Wright, and Liberty's Sheila Brown.



**SKY HIGH** — Warner Bros. recording artists Little Texas gave new meaning to the phrase "raising the roof" during an impromptu pre-CRS jam session Monday (3/2) atop Gilley's Music Row nightspot, prompted by WSIX/Nashville morning man Gerry House. The group also performed during Tuesday's WSM/Nashville-WB co-sponsored listener appreciation concert at the Grand Ole Opry House. Catching some rays after the show are (l-r) Little Texas's Tim Rushlow, WSIX PD Doug Baker, LT's Duane Propes, WSIX air personality Devon O'Day, band members Brady Seals, Porter Howell and DeWayne O'Brien, House, and LT's Del Gray.



**JUST DESSERTS** — Diamond Rio and Trisha Yearwood provided hearty entertainment during the CRS's annual ASCAP luncheon on Friday (3/6). Gathering after the performance are (l-r) Diamond Rio's Dan Truman and Gene Johnson, ASCAP's Shelby Kennedy, DR's Brian Prout and Dana Williams, Yearwood, DR's Marty Roe, ASCAP's Connie Bradley and Tom Long, and DR's Jimmy Olander!



**PLAY IT AGAIN, SAM** — MCA/Nashville hosted a "Casablanca" theme party complete with palm trees, a corner piano, staffers in white dinner jackets, and unbearable heat — some of which was undoubtedly caused by sizzling performances by the label's Marty Stuart, Lionel Cartwright, and surprise guest Jimmy Buffett. Caught in the moment are (kneeling, l-r) WESC/Greenville PD Greg Mazingo and WLWI/Montgomery PD Carson James; (standing, l-r) WKAK/Albany, GA PD Sherri Garrett, Stuart, Cartwright, MCA Sr. VP/National Promotion Shelia Shipley, WSOC/Charlotte MD Paul Franklin and VP/GM Todd Leiser, and the label's Lori Evans, Joe Deters, and Kara James.



**DIXIANA GOES WEST** — Epic/Nashville's Dixiana greet some West Coast friends during the artist-attendee reception; (l-r) Dixiana's Mark Lister, Randall Griffith, and Phil Lister, KLAC & KZLA/L.A. OM Bob Guerra, the band's Cindy Murphy, KLAC PD Gene Bridges, and Dixiana's Colonel Shuford.



**TOP CATS** — BNA Entertainment's Ric Pepin (l) and Giant/Nashville President James Stroud (c) congratulate John Anderson on his No. 1 hit — "Straight Tequila Night" — during the CRS's Wednesday night artist-attendee reception.



**ROLLING ON THE RIVER** — It was all aboard for fun, frivolity, and great music on RCA/Nashville's sixth annual General Jackson boat trip on the Cumberland River. Passengers were treated to the sounds of Aaron Tippin and new artist Martina McBride. Cruising and schmoozing are (l-r) Sr. VP/Marketing RCA Records Randy Goodman, Tippin, McBride, RCA/Nashville VP/A&R Josh Leo, RCA/Nashville VP/GM Jack Weston, and RCA Records President Joe Galante.



**A SIGN FROM ABOVE** — Arista/Nashville Sr. VP/GM Tim DuBois points some of the label's newer artists in the right direction during Arista's CRS jam session at Opryland's Springhouse Golf Club; (l-r) Brooks & Dunn's Ronnie Dunn, Lee Roy Parnell, B&D's Kix Brooks, and DuBois.



**PLANET MERCURY** — Mercury/Nashville artists Billy Ray Cyrus (l) and Kathy Mattea (r) chat up WRWD/Highland, NY's Thom Williams during the CRS's artist-attendee reception. Mercury also hosted an "Escape The Planet" party on Friday (3/6), featuring performances by Cyrus, Sammy Kershaw, Davis Daniel, Ronna Reeves, and Jeff Knight.



**COUNTRY, CANADIAN STYLE** — Canadian artists Michelle Wright and Prairie Oyster performed before a packed house at Saturday's Canadian Country Music Association luncheon prior to the awarding of a Caribbean cruise to a lucky seminar attendee. Captured backstage are (l-r) CHAM/Hamilton, Ontario's Cliff Dumas, Wright, cruise winner Amy Renson, and Arista/Nashville head Tim DuBois.



**ROCKIN' THE OPRY** — Reprise/Nashville artist Michael White kicked up his heels with new radio friends after performing at a Warner/Reprise and WSM/Nashville co-sponsored listener appreciation concert that kicked off the CRS (3/3). Enjoying the post-show party on the Grand Ole Opry stage are (l-r) KYKX/Longview, TX PD Ken Curtis, KKCS/Colorado Springs MD Dave Shepel, White, and KNAX/Fresno PD Brad Chambers.



**ROASTED** — Kenny Rogers and Unistar staffers served heaping helpings of chicken from Rogers's Roasters restaurant to CRS registrants during a feeding frenzy in the Opryland Hotel's presidential suite. Dishing out more than they could take are (l-r) Rogers, WYRK/Buffalo VP/GM Ralph Christian and PD Ken Johnson, Unistar's Debbie Brand, WB-Reprise/Nashville's Bill Mayne, and Unistar's Pam Green and Ed Salamon.

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ECA 116 (Feb) Morning shows Vol. 12 KMEL/Bill Lee, KPWR Jay Thomas, WHTZ/Zoo, KKB/T/John London, KHOT/Kelly & Kline, plus WTIC-FM, WKSS, and more.  
ECA 115 (Feb) N.Y. CHR Wars Vol. 7 - Z100, Hot 97, WPLJ.  
ECA 114 (Feb) L.A. CHR Wars Vol. 4 - KIIS-FM, Power 106.  
ECA 113 (Feb) Hartford CHR - All Dayparts WTIC-FM, WKSS.  
ECA 112 (Jan) Miami CHR All Dayparts Power 96, Hot 105 plus AC's Y100 and Mix 105.9.  
ECA 110 (Jan) Philadelphia CHR Wars Vol. 2 - Eagle 106, Q102.  
ECA 107 (Jan) L.A. CHR Wars Vol. 3 - KIIS-FM, Power 106.

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### AUDIO & VIDEO AIRCHECKS

CURRENT ISSUE #143, WAPW/Domino, KLOS/Mark & Brian, B100/Jeff & Jer, KODZ/Wolfman Jack, KXXR/Robin & Maynard, WTIC-FM/Lear Jet, WKYS/Dorie Simpson, WBSB/Gary Murphy, Cassette, \$6 50  
CURRENT ISSUE #142, WWDC/Greaseman, KIIS/Whitney Allen-Hollywood Hamilton, WPLJ Scott Shannon, XHTZ Benny Martinez, WRQX/Jack Diamond, KXXR/Mike Kennedy, WPRO-FM/Tony Bristol 90-min. cassette, \$6 50.  
PERSONALITY PLUS #PP-51, KMPC Robert W. Morgan, WLUP/Jonathan Brandmeier, KIIS/Rick Dees, WMJJ/John Langan, KOMP/Lark & Byrd \$6 50  
PERSONALITY PLUS #PP-50, KPWR Jay Thomas, 91X/Berger & Prescott, KBEQ/Randy Miller, KVIL/Ron Chapman, WLTF/Trapper Jack Cassette, \$6 50  
ISSUE #S-218, SAN JOSE! CHR KHQT, AORs KOME, KSJO & KUFX, AC KEZR, Gold KARA, Ctry KRTY & KEEN, Cassette, \$6 50  
ISSUE #S-219, TAMPA! CHRs WRBQ & WFLZ, AORs WXTB & WYNF, Gold WYUU, Ctry WQKY, ACs WWRM & WTMX Cassette, \$6 50.  
PROMO VAULT #PR-10, promo samples - all formats, all market sizes \$10  
CLASSIC ISSUE #C-136, KFRC/Bob Foster-1972, KRLA/Casey Kasem-1967, WNBC/Wolfman Jack-1973, KHJ/Machinegun Kelly-J.B. Stone-1976, KMPC/Dave Hull-1978, KKD/John Peters-1974, Cassette, \$10 50  
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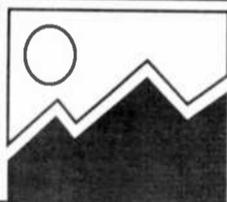
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## OPENINGS

Needed: Morning Person!

**Funny, Creative, Self-Confident Entertaining, Crazy, Loves Radio, Likes to Work Long Hours, Can Write, Likes to Do Personal Appearances, Sounds Great, Interesting, Has A Life, Tired of Working With Crazy People, Wants to Make A Difference, Wants to Be Number One, Has Innovative Ideas, Is Not Negative, Can Do Production, Worldly, Understands Comedy, Doesn't Copy Mark and Brian, Can Capture Listeners Imagination, Loves Music, Doesn't Think Hard Copy is Hard News, Likes to Work Cheap!**

Send tape, resume, and philosophy to:

Mark St. John  
WAPI-FM  
2146 Highland  
Avenue South  
Birmingham AL  
35205

WAPI-FM is an equal opportunity employer and encourages minority and female applicants!



## OPENINGS

Heritage Top 10 Midwest AOR looking for midday or afternoon MEGA personality. Card readers need not apply. T&R: Radio & Records, 1930 Century Park West, #558, Los Angeles, CA 90067. EOE

Medium market Classic Rocker needs morning talent or team with proven track record. Heavy on public appearances. NO BEGINNERS, please! Come work with the BEST in one of the Midwest's great cities! T&R: Radio & Records, 1930 Century Park West, #559, Los Angeles, CA 90067. EOE

## OPENINGS

# WJIM

**FM 97.5 The Easy Mix**

"Easy 97.5..WJIM-FM" Lansing, a Soft Adult Contemporary, is looking for an experienced fulltime air personality with excellent production skills. Please send tapes and resumes to: Program Director, c/o WJIM, P.O. Box 30124, Lansing, MI 48909. EOE

### \*IMMEDIATE OPENING\*

Midwest P3 Contemporary FM needs dynamic PROGRAM DIRECTOR. Should have good on-air talent, positive people skills, must plan and execute creative promotions. Selector skills required. Exceptional working facilities and signal. Send T&R and samples of your best work with salary requirements to: Radio & Records, 1930 Century Park West, #542, Los Angeles, CA 90067. EOE

## WEST

Sports Entertainment Network seeks national AEs for all sports format. Great affiliates. CALL: Jerry Kutner: (702) 451-3131. (3/13) EOE

Broadcast management position available in San Diego. RESUMES: Metro Traffic Control, Bill Gaines, 6255 Sunset Blvd., Suite 1904, Los Angeles, CA 90028. (3/6) EOE

KRNO evenings available. Must be experienced in love songs format. Heavy phones. T&R: KRNO, Paul Mitchell, 475 E. Moana Lane, Reno, NV 89502. (3/6) EOE

Lake Tahoe AC seeks PT talents who love radio and winning. No flakes. T&R: KRLT, Box 15460, South Lake Tahoe, CA 96151. (3/6) EOE

KTYD Santa Barbara/Ventura seeks an experienced personality for our top-rated morning show! Must be able to relate local and topical content in an entertaining presentation with adult appeal. No joke service jocks. You'll have the tools and support needed to succeed. T&R: KTYD, Doug Ingold, 5360 Hollister Ave., Santa Barbara, CA 93111. EOE/M-F

### TWO POSITIONS AVAILABLE

Resort FM station seeks on-air personality and news reporter/anchor, both with managerial experience. Send resume and air check to: Marie Munday, 305L AABC, Aspen, CO 81611. EOE

Experienced Airborne and Studio Traffic Reporter positions available in great Southwest Markets. Send tape/resume to Brian Force, 14605 N. Airport Drive #200, Scottsdale, AZ 85260.

## OPENINGS

### WTSO PROGRAM DIRECTOR

We're looking for a special person to lead our heritage full-service AM station, WTSO AM 10-70, into the next decade. If you have a successful track record leading a dynamic full-service station, we'd like to hear from you. Ideal candidates will have strong people skills, great organizational abilities and experience in overseeing a full news and sports department. Rush your tape and resume to: Mr. David Graupner, WTSO/WZEE, 5721 Tokay Blvd., Madison, WI 53719. Absolutely no calls.

Midcontinent Media is an Equal Opportunity Employer and encourages women and minorities to apply for this and all positions.

### B96 EVENING PERSONALITY

Your job is to own 12-24. We have large fun, big phones, lots'a appearances, and all the reasons you're in radio. Please, no weaklings. T&R to Dave Shakes, B96, 630 North McClurg Ct., Chicago, IL 60611. AFTRA. EOE



### CREATIVE DIRECTOR

- Would you describe yourself as extremely creative?
- Do you enjoy using your creative writing and voice talents to help businesses better market themselves?
- Do you like working one-on-one with clients knowing your work is part of the sales process?

If so, your talent can help us both grow! WDIF Radio is a new breed of broadcaster who performs more like an ad agency than a radio station. You'll be joining a unique three-person creative team designing long-term strategic marketing plans for our clients.

- We offer:
- Salary plus bonus incentives.
  - Life in a family community, 40 minutes from Columbus.
  - A chance to join a company with integrity, a sense of purpose and unlimited growth potential.

Send tape and resume to:  
Ray Reynolds, GM  
Box 10,000  
Marion, OH 43302 EOE  
(614) 387-9343

### SOFT AC PD's

If you have vision, PD or APD experience, people and marketing skills rush materials to: Steve Nicholl, 219 McFarland St., Cincinnati, OH 45202. EOE. No Calls!

### WGAR Cleveland's Country Music Station

Nationwide Communications' WGAR is looking for a talented and personable communicator to anchor our highly rated morning team. The requirements: energy, intelligence, creativity, a natural spontaneous sense of humor, good phone skills, and minimum five years' experience. We'd prefer background in Country radio. Please send resume and tape to WGAR, 5005 Rockside Road, Cleveland, OH 44131. No calls, please. Females/Minorities encouraged. WGAR is an Equal Opportunity Employer.

### AIR TALENT AND PROGRAMMERS

Looking for a quality radio job? We are in constant, direct contact w/ almost every station in the country! We've placed broadcasters in great jobs just days after they contacted us! All experience levels and formats. Confidential. 201-865-2506. Coast to coast.

### Radio Placement Services

Sales Manager needed for heritage rocker in Big 10 college town. Emphasis on teaching a young sales staff. Must be a team player, no prima donnas. Salespersons also encouraged to apply. Send resume and management style to WPGU-FM, 204 E. Peabody Drive, Champaign, IL 61821. No phone calls please. EOE

Seeking top morning entertainers for Country station two blocks off Bourbon Street. T&R: WNOE AM/FM, Dave Nicholson, 529 Rue Bienville, New Orleans, LA 70130. EOE

VA CHR seeks production genius who makes magic in a studio. Writing skills/creativity are essential! Apply now and we'll throw in a short midday airshift just for kicks. Send your stuff to: The Boss, P.O. Box 36488, Richmond, VA 23235-8010. EOE

### THE BEST

marketing/promotion manager sought for Top 50 Southeast growth market. Minimum 2 years' appropriate experience. Forward package showing what you know plus salary requirements to: Radio & Records, 1930 Century Park West, #555, Los Angeles, CA 90067. EOE



ROANOKE LYNCHBURG

Morning Drive AT sought by VA's top CHR! Must be topical/local, creative, humorous, and ready to hit the airwaves rolling. If this is you, send T&R: K92, Box 92, Roanoke, VA 24022. EOE

## MIDWEST

WPXR seeks future full and parttime talent. T&R: WPXR, Marc Elliot, 225 18th street, Rock Island, IL 61201. (3/13) EOE

WRBT/Evansville seeks air talent with promotions background! Females and minorities encouraged. T&R: Lester St. James, Box 20094, Evansville, IN 47708. (3/13) EOE

Still seeking energetic night rocker. No comedy drops or bits. T&R: WWBZ, 130 East Randolph, #2303, Chicago, IL 60601. (3/13) EOE

# OPPORTUNITIES

## OPENINGS

## POSITIONS SOUGHT

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Wanted... Bright articulate male and female voices to work as anchors and reporters for the nation's largest traffic reporting service. Full and parttime. Minimum four years' broadcast experience. Call (213) 464-8400.

Northwest CHR needs morning leader! Bits, phones, appearances and ability to relate a must. No beginners. T&R: Radio & Records, 1930 Century Park West, #540, Los Angeles, CA 90067. EOE

## KWIN 97.7

**MORE CONTINUOUS MUSIC**  
KWIN-FM...Stockton's top dance-CHR has a rare midday opening. If you are experienced and have the desire to work for a highly successful Top 100 station, send T&R to:

Bob Lewis  
Program Director  
KWIN-FM  
P.O. Box 7871  
Stockton, CA 95267.  
M/F EOE

## GREAT WEATHER AND GREAT MONEY!

Sound too good to be true?  
Well, it's also...

## A GREAT RADIO STATION!

You can be a part of the team if you are a big league morning talent or someone who can be! You must be energetic, fun loving, and able to get your point across without getting in the way of the music. Our client wants to move now so RUSH your tape and resume to: Bob Glasco, VP Consulting Services, Rusty Walker Programming Consultant, Inc., 5625 E. Wethersfield Road, Scottsdale, AZ 85254. EOE

## POSITIONS SOUGHT

Experienced news director/reporter available. Call for details. (717) 792-4448. (3/13)

I live, breathe, and eat radio. Production/comedy/AT. Hungry for market to breathe in. Diverse experiences, solid commitment. A.J. (603) 448-5968. (3/13)

Experienced AT seeks new challenge. Team player who is goal-oriented prefer small to medium markets. JACK REYNOLDS (919) 671-1162. (3/13)

Be ready for the next book with a super newsmen and morning sidekick. Ready to hit the ground running. RON (319) 388-0825. (3/13)

Top-rated programmers with unique format, engineer/audio guru and complete staff. Temporary or permanent. BILL ELLIOTT AND BOB BRYAR: (813) 849-3477 (3/13)

Due to a format change two excellent employees are available. For a tape and resume contact Tom Ryder and Tim (Marshall) Engels. Both are CHR jocks; Tom doubles as music director and Tim also does play-by-play. For references contact General Manager Bob Kelley or Program Director Bob Mays. WKTG, Box 338, Madisonville, KY 42431.

501-821-1156.

Recession? Nuts! Let a production wizard wave his wand to make some magic bucks for your station. TIM: (715) 732-2112. (3/13)

Victim of automation and satellite. 18 years' experience currently seeking non-automated AC station. Prefer evenings or overnights. MIKE: (904) 255-6950. (3/13)

For sale. Great AT with one year of experience. Seeking any format, anywhere with just enough \$\$\$ to live in comfort. PETE: (407) 622 2605 (3/13)

Experienced announcer seeks full or PT position with Oldies/Country station in AZ/CA area. BRIAN: (619) 428-6874. (3/13)

Rocking is my business, and business is good. Real pro seeks to succeed in your town. Winning attitude. DON: (619) 578 2249. (3/13)

Talk/sports producer with great record and references seeks relocation to Midwest or FL by July. (718) 740-9872 (3/13)

'88 Ford Tempo, with low mileage is what we'll drive to your station to do our highly rated, funny husband/wife morning show. (803) 781-6608. (3/13)

Oldies and production whiz with news, comedy and remotes seeks AC/Oldies/CR in Midwest or NW. Take me, I'm yours! PAUL: (513) 256 1945. (3/13)

AT with two years' experience in news/sports seeks entry level AT or news/sports position. GREG (717) 664-2810. (3/13)

Jack of all trades. Four year pro with experience in announcing/production/PBP/news/music and more seeks position in the Upper Midwest area. JIM: (612) 269-8815. (3/13)

Two years' experience, hardworking, energetic AT seeks small/medium market. Prefer Western states. MARK (818) 700-8941. (3/13)

Broadcasting student graduating in June seeks \$60k and free run of trade. LEONARD: (218) 525-5481 (3/13)

Funny, topical morning team zapped by satellite monster. You can resurrect us. Characters, stunts and more! STEVE AND KC: (504) 292 8002. (3/13)

**YOUR BETTER MORNING SHOW.**  
Wake up laughing while I program your radio station for food. Want bigger profits? Up yours! Call "HARLEY WORTHIT" at (612) 943-2069.

Geraldo kidnapped! Well, this is almost as much fun - hardworking, four year veteran of top-rated small market station seeks larger market station. JOE: (906) 863-8969. (3/13)

Contemporary Country talent seeks afternoons with good medium market Country outlet in the Midwest. SCOTT: (816) 542-2131 (3/13)

AOR to simulcast with AM Country, leaving The Shark seeking new waters. MD/night talent with team player attitude seeks FT AOR/CHR slot. MARK: (703) 885-7504. (3/13)

Experienced highly motivated AT with production skills seeks stable AC/Oldies/Country opportunity. Solid airwork, team player. DAVE: (712) 262-7954 (3/13)

Free weathercaster. Your station doesn't pay a penny and you'll get FT weather service. Guaranteed. Formerly WLS/Chicago. JEFFREY: (619) 755 1334 (3/13)

I want to win! I will do that with my vision & ability. If that appeals to you call me. (612) 220-2804. (3/13)

Do you have an opening? Young, male AT seeks to add some serious energy to your station. Anytime, anywhere. DENNY MICHAELS: (612) 724-0102. (3/13)

16 years as on-air PD/OM. Can do promotions, production, and copywriting for AC/NAC/CHR/Country. Major market experience. MARK HILL: (408) 688-5604. (3/13)

Seeking next step up. AMD/AT for KUPD seeks MD gig at rock or alternative station. Learning from the best, and ready to move. LARRY MAC: (602) 963-3657. (3/13)

Major market traffic reporter eager to display my winning personality. Full or parttime for any So. CA station. DAVID: (213) 656-0375. (3/13)

Experienced PD/APD and drivetime communicator with creative production/promotion skills. Prefer Country. ROBERT HALLMARK: (915) 643-4927 (3/13)

Canadian radio producer and announcer seeks position anywhere in the USA. University graduate with four years' experience. (416) 455-6641. (3/13)

Still seeking. Are you? Seek and you'll find strong news and creative production in me. Small/medium market. LINDA: (216) 261-0471. (3/13)

Soft AC OM/AT with programming, automation and computer experience seeks full or PT in No. CA. GEORGE: (415) 673-0768. (3/13)

General IL AT with own AT business seeks FT AT position dayshift. All offer considered. JOHN: (217) 674 3304. (3/13)

Good times and great stations. Major market So. CA AT seeks major move. Prefer SE Oldies/Country/AC station. JOHN: (619) 325-3563. (3/13)

Ambitious male graduating April 1st seeks FT on-air position. Witty, talented and dedicated. MATT: (612) 729-1911. (3/13)

## ALAN (FILL JOCK) KABEL

They're putting pictures of missing milk cartons on my face. Filling in gorgeous St. Cloud, MN. Afternoons all this month. See, you don't you don't have to be unemployed to be a burden on society. My face has finally lost the will to live. Hey, I noticed by your calls that some of you don't know how to take a joke...steal 'em then! I've still got tapes from WAVA (nights/afternoons), WZOU, WLWL, (nights and afternoons) and Z95. I'm still fillin' and chillin'. Give me a call stuffed shirt tie wearing a corporate dude!

612-544-5099

Better than Limbaugh. Fact packed Richard Ward Fatherly brings liberals and assorted fruits, flakes, and nuts to their knees. Call if you dare. (913) 621-4541. (3/13)

My fingers do the talking. 13-year TD/board operator generates smooth sound. GORDIE (716) 665-5144 (3/13)

Versatile AT with PBP, news and production experience will relocate. (717) 626 1388 (3/13)

CPA seeks financial management position with major label in New York. RICHARD: (212) 794-7161 (3/13)

**Timothy J. Fox**  
WBCN, WZOU, WGIR  
603-625-6126  
All Dayparts CHR / AOR

Sidekick/copywriter available immediately. Award-winning parody writer commercial writer/musician has "played in Peoria." CROW CARROLL: (309) 263 2991 (3/13)

Experienced sportscaster, NEA pre-game, college PBP, talk show and studio host. All markets considered. Last station changed format. ARNIE: (213) 476-3169. (3/13)

What good are killer pipes if no brain is attached? Quality AT seeks medium market AOR AC and will work any shift. ZACK: (803) 799-0869 (3/13)

Top-rated morning show producer/production director with 14 years' experience seeks morning sidekick assignment in a great climate. BRIAN: (219) 447-0053. (2/28)

Community-oriented announcer with morning and afternoon drive experience in P3 market seeks fresh start in any shift. BILL: (301) 444-4924. (2/28)

Three-year AT seeks stable small/medium market Country/AC. A team player with good communication skills with St. Louis experience. STEVE: (618) 942-7663. (2/28)

Since my last gig, I'm doing my show from bed, shower and car. Could your station be next? T.JAY: (216) 722-1483. (2/28)

Good phones, public appearances and an adult delivery for your Top 100 morning show or afternoon drive AC/CHR/Oldies/Country. (212) 330-8391. (2/28)

You must read this! Dynamic P2 CHR MD/AT/Selector whiz with IBM-PC/Mac and automat on experienced seeks to help you win. KEN: (508) 373-7247. (2/28)

**Top flight morning act.** Award-winning morning team available. Impact players! Up and running, ready to do the job. Consistent ratings winners. Topical, funny, great phones. Listener-driven, worldwide remotes, outrageous! (212) 556-6850. All calls confidential!

Air personality/music coordinator/production director. What can I do for you? Prefer Rock/Jazz/eclectic. (212) 675-6571. (2/28)

Enthusiastic/creative AT seeks new frontiers to conquer. Experienced in all areas of radio broadcasting. AOR/CHR/AC. TOM: (719) 486-0735. (2/28)

Top-rated programmers with exclusive new format. Ready to come to your market now! BILL ELLIOTT & BOB BRYAR: (813) 849-3477. (2/28)

Innovative CHR and great ideas seeking new opportunities. MIKE: (216) 731-4274. (2/28)

AT with great pipes seeks evening spot with CHR/UC. I can do live in-house music mixes. Love production and phones. JOE: (617) 666-2389. (2/28)

Hardworking team player seeks Top 100. Good production, promotionally oriented, and computer literate. Will do what it takes. JEFF: (215) 844-7731. (2/28)

AC/Gold stations and jocks should be fun, creative, original, and natural, NOT obnoxious, limiting, satellite-ish or egotistical! I'm priced to move and I can do what many ATs/MDs/PDs can't - kick butt!  
T. JAY: (216) 722-1483.

Ultimate team player. PD/MD/morning team experience seeks next challenge in GA/AL/LA. JAY: (703) 667-4866. (2/28)

Ambitious energetic newcomer with experience and knowledge of sports PBP seeks AOR/AC/Country station. STEVE: (612) 483-6328. (2/28)

Experienced broadcaster available immediately. 18 years' experience, prefer evening or overnight shift. MIKE: (904) 255-6950. (2/28)

Hot Country is the most stable moneymaking format of today. Going Country? WSM AT seeks return to FL. Talent and/or PD. DAVE DONOHUE: (615) 385-4066. (2/28)

Currently doing fill and seeking a FT airshift. Help me before I'm forced into a life of crime as a politician! DAN: (708) 771-2935. (2/28)

## MISCELLANEOUS

Independent label with songs on 180+ stations seeks funding. Invite label backing or private investors. CALL Nitebeat Records. Mark North. (310) 827 2230 (3/13)

## R&R Opportunities Display Advertising

	1X	2X
Display	\$75/inch	\$60/inch

Rates are per week (maximum 35 words per inch including heading). Includes generic border. If logo, custom border or larger heading is required, add 1/2 inch (\$38 for 1X, \$30 for 2X).

	1X	2X
Blind Box	\$100/inch	75/inch

Rates are per week (maximum 35 words per inch including heading, box number and R&R's address). If custom border or larger heading is required, add 1/2 inch (\$50 for 1X, \$38 for 2X). 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: 310-203-8727. Visa, MC, AmEx accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday 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: 310-203-8727.

## 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: 310-203-8727**. 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.

**MARCH 13, 1992**

WKS	WKS	LW	TW		Total Reports/Adds	Heavy	Medium	Light
6	2	2	1	ALAN JACKSON/Dallas (Arista)	201/0	195	6	0
9	6	4	2	REBA McENTIRE/Is There Life Out There (MCA)	201/0	192	9	0
10	7	5	3	BILLY DEAN/Only The Wind (SBK/Liberty)	201/0	169	28	4
7	3	1	4	ALABAMA/Born Country (RCA)	193/0	176	13	4
18	14	10	5	WYNONNA/She Is His Only Need (Curb/MCA)	201/0	143	57	1
13	9	7	6	SUZY BOGGUSS/Outbound Plane (Liberty)	195/0	143	44	8
14	10	8	7	DWIGHT YOAKAM/It Only Hurts When I Cry (Reprise)	195/1	140	47	8
5	4	3	8	LORRIE MORGAN/Except For Monday (RCA)	185/0	146	25	14
15	12	9	9	PATTY LOVELESS/Jealous Bone (MCA)	197/0	119	69	9
16	13	11	10	VINCE GILL/Take Your Memory With You (MCA)	201/0	105	94	2
17	15	12	11	RICKY SKAGGS/Same Ol' Love (Epic)	198/1	95	89	14
22	18	14	12	STEVE WARINER/The Tips Of My Fingers (Arista)	200/2	78	115	7
19	17	13	13	KEITH WHITLEY/Somebody's Doin' Me Right (RCA)	192/2	72	108	12
26	21	15	14	AARON TIPPIN/There Ain't Nothin' Wrong With The Radio (RCA)	200/0	45	139	16
25	20	16	15	TANYA TUCKER/Some Kind Of Trouble (Liberty)	200/0	34	155	11
30	26	18	16	TRACY LAWRENCE/Today's Lonely Fool (Atlantic)	201/0	20	165	16
27	19	17	17	HIGHWAY 101/Baby, I'm Missing You (WB)	197/0	28	146	23
27	24	20	18	MARTY STUART/Burn Me Down (MCA)	199/4	19	148	32
39	30	22	19	HAL KETCHUM/Past The Point Of Rescue (Curb)	199/8	15	143	41
42	37	26	20	MARK CHESNUTT/Old Flames Have New Names (MCA)	198/8	6	131	61
44	32	27	21	BROOKS & DUNN/Neon Moon (Arista)	199/7	7	123	69
4	1	6	22	JOHN ANDERSON/Straight Tequila Night (BNA Entertainment)	130/0	67	44	19
29	27	25	23	ROB CROSBY/Working Woman (Arista)	184/2	6	128	50
23	22	21	24	DAVIS DANIEL/Fighting Fire With Fire (Mercury)	160/0	22	106	32
38	34	30	25	SAMMY KERSHAW/Don't Go Near The Water (Mercury)	179/6	5	97	77
36	33	29	26	LITTLE TEXAS/First Time For Everything (WB)	176/5	3	90	83
44	42	38	27	SAWYER BROWN/Some Girls Do (Curb/Capitol)	186/17	0	79	107
47	45	41	28	COLLIN RAYE/Every Second (Epic)	173/20	1	65	107
48	42	34	29	PIRATES OF THE MISSISSIPPI/Till I'm Holding You Again (Liberty)	162/10	2	80	80
41	38	33	30	CLINTON GREGORY/Play, Ruby, Play (SOR)	162/12	3	70	89
<b>BREAKER</b>	31	28	31	GARTH BROOKS/Papa Loved Mama (Liberty)	158/145	7	46	105
49	47	43	32	RODNEY CROWELL/Lovin' All Night (Columbia)	169/20	0	46	123
43	40	36	33	REMINGTONS/I Could Love You (With My Eyes Closed) (BNA Entertainment)	152/7	2	52	98
24	23	23	34	MICHAEL WHITE/Professional Foot (Reprise)	123/0	13	82	28
31	29	28	35	GREAT PLAINS/Faster Gun (Columbia)	133/0	13	66	54
48	40	36	36	RESTLESS HEART/Familiar Pain (RCA)	150/15	0	38	112
2	8	19	37	GARTH BROOKS/What She's Doing Now (Liberty)	85/0	38	33	14
49	45	41	38	DIXIANA/Waitin' For The Deal To Go Down (Epic)	135/6	0	34	101
50	46	42	39	LEE ROY PARNELL/The Rock (Arista)	116/2	2	36	78
<b>BREAKER</b>	40	37	40	McBRIDE & THE RIDE/Sacred Ground (MCA)	132/43	0	17	115
3	5	24	41	JOE DIFFIE/Is It Cold In Here (Epic)	72/0	31	25	16
<b>DEBUT</b>	42	39	42	TRAVIS TRITT/Nothing Short Of Dying (WB)	115/106	0	13	102
<b>DEBUT</b>	43	40	43	RICKY VAN SHELTON/Backroads (Columbia)	113/90	0	11	102
45	43	43	44	HANK WILLIAMS JR./Hotel Whiskey (Curb/Capricorn/WB)	78/0	1	33	44
48	46	44	45	RONNA REEVES/The More I Learn (The Less I Understand About Love) (Mercury)	93/12	0	13	80
49	47	45	46	BILLY JOE ROYAL/I'm Okay (And Gettin' Better) (Atlantic)	85/16	0	12	73
<b>DEBUT</b>	47	44	47	DOUG STONE/Come In Out Of The Pain (Epic)	92/81	0	9	83
1	11	31	48	RANDY TRAVIS/Better Class Of Losers (WB)	66/0	21	27	18
8	25	38	49	TRISHA YEARWOOD/That's What I Like About You (MCA)	50/1	4	28	18
12	39	45	50	PAM TILLIS/Maybe It Was Memphis (Arista)	37/0	6	16	15

**MOST ADDED**

GARTH BROOKS (145)  
 TRAVIS TRITT (106)  
 RICKY VAN SHELTON (90)  
 DOUG STONE (81)  
 RONNIE MILSAP (53)  
 McBRIDE & THE RIDE (43)  
 MICHELLE WRIGHT (33)  
 LIONEL CARTWRIGHT (25)  
 RODNEY CROWELL (20)  
 PAUL OVERSTREET (20)  
 COLLIN RAYE (20)

**HOTTEST**

ALAN JACKSON (133)  
 REBA McENTIRE (122)  
 ALABAMA (88)  
 WYNONNA (88)  
 BILLY DEAN (71)  
 LORRIE MORGAN (64)  
 SUZY BOGGUSS (36)  
 JOHN ANDERSON (32)  
 VINCE GILL (29)  
 DWIGHT YOAKAM (29)

**NEW ARTISTS**

Reports/Adds

1 R. REEVES/The More... (Merc.) . 93/12  
 2 BILLY BURNETTE/Nothin' To Do... (WB) . 39/0  
 3 LYNRYD SKYNYRD/Pure &... (Atlantic) . 38/2  
 4 JEFF KNIGHT/They've Been... (Merc.) . 37/8  
 5 LINDA DAVIS/There's... (Liberty) . 32/0  
 6 JJ WHITE/Jezebel Kane (Curb) . 23/15  
 7 DeANNA COX/Texas Sidestep (WB) . 23/9  
 8 N. L. SCHAFFER/The Way... (Inter.) . 17/1  
 9 BILL WOODY/I've Got A Broken... (Phoenix) . 8/2

New artists have not yet had a Country Breaker or concurrent airplay from 60% of reporting stations, with a minimum of five stations.

MOST ADDED & HOTTEST list those songs achieving the most adds nationally and the songs reported "hottest" compiled from all our reporters. The number in parentheses immediately following the songs in Most Added & Hottest indicates the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

## BREAKERS

**GARTH BROOKS**
**Papa Loved Mama (Liberty)**

On 79% of reporting stations. Rotations: Heavy 7, Medium 46, Light 105, Total Adds 145 including WPOC, WHWK, WWVA, KPLX, KLLL, WSIX, WQYK, WYNG, WWQM, WIL, KUGN, KCCY. Debuts at number 31 on the Country chart.

**McBRIDE & THE RIDE**
**Sacred Gound (MCA)**

On 66% of reporting stations. Rotations: Heavy 0, Medium 17, Light 115, Total Adds 43 including WQBE, WTCR, WYNK, WQIK, WSM, KRMD, WDAF, WFMB, WTHI, KYGO, KNAX, KCKC. Moves 47-40 on the Country chart.

Continued from P. 49

YOU GAVE HIM THREE GOOD YEARS  
 BUT IT WASN'T MEANT TO BE  
 TONIGHT  
 GIVE ME THREE GOOD HOURS AND  
 LET ME MAKE THINGS BETTER  
 YOU DESERVE IT!

Continued on P. 56



**NEW & ACTIVE**

**LEE ROY PARNELL "The Rock" (Arista) 116/2**

Rotations Heavy 2, Medium 36, Light 78, Total Adds 2 KHAK KCLR Heavy WKML KUZZ Medium WOCB WNUS WWNC, KASE KAYD WTVY, WMSI, WIVK KSSN WRNS WNOE, WOWW KLUR, KODY WDAF KSUX, WDDD KNCO KDRK Moves 50-46-42-39 on the Country chart

**TRAVIS TRITT "Nothing Short Of Dying" (WB) 115/106**

Rotations Heavy 0, Medium 13, Light 102, Total Adds 106 including WPOC WDSY KASE WEZL KSCS KPLX, KHEY, WESC, KSSN WKSJ, WSM, KCY, WUSN, WUBE, WHOK WFMS KFKF WITL WMIL KXXY KWEN, KUZZ KUPL KKAT KMPS, KIIM Debuts at number 42 on the Country chart

**RICKY VAN SHELTON "Backroads" (Columbia) 113/90**

Rotations Heavy 0, Medium 11, Light 102, Total Adds 90 including WPOC, WYRK WRKZ, WDSY WBEE KASE, WXBO, KPLX WHLZ, WSSL, KTEX, KYSX, WKSJ, WSIX, KKYR, WTQR WGAR, KJYY, WFMS WDAF, WITL, KXXY KFMS, KNIX KCCY, KKAT KRPM Debuts at number 43 on the Country chart

**RONNA REEVES "The More I Learn (The Less I Understand About Love)" (Mercury) 93/12**

Rotations Heavy 0, Medium 13, Light 80, Total Adds 12 WQBE, WXBO, KSCS KPLX WOKK, WYAK, WSM WQDR, WAVC, WYNG, KIK-FM, KCTR Medium WKAK, WWNC KAYD, KTEX, KODY, WNNW, KSUX KTTS KVOO KFDI, KUZZ, KALF, KDRK Moves 48-45 on the Country chart

**DOUG STONE "Come In Out Of The Pain" (Epic) 92/81**

Rotations Heavy 0, Medium 9, Light 83, Total Adds 81 including WPOC, WWYZ, WDSY, WPKX, KPLX, KHEY, WESC, WSSL, WVLK, KYKS, WGKX, KTEX, KYSX, KIXS, WTQR, WGAR, KZKX, KXXY, WFMB, WTHI, KWEN, KNAX, KMLE, KNIX Debuts at number 47 on the Country chart

**BILLY JOE ROYAL "I'm Okay (And Gettin' Better)" (Atlantic) 85/16**

Rotations Heavy 0, Medium 12, Light 73, Total Adds 16, WQNA, KRRV, KOUL, WHLZ, WCKT, WPCV, WOKK, WSIX, WSM WQDR, KKYR, KHAK, KCJB, KSUX, WFMB, KMLE Medium WWNC, KAYD WSTH, WTVY, WKNN, KODY, KCLR, WTHI KVOO, KALF, KUGN, KDRK Moves 49-46 on the Country chart

**PAUL OVERSTREET "Billy Can't Read" (RCA) 71/20**

Rotations Heavy 0, Medium 9, Light 62, Total Adds 20, WNUS, WDLX, WKXK KAYD WHLZ, WCKT WYGC, WVLK, KYKX, KYKS, KNFM, KJLO, KIXS, WOW, KSUX, KNAX, KHAY, KMLE, KNCO, KSOP

**MARK COLLIE "It Don't Take A Lot" (MCA) 59/1**

Rotations Heavy 0, Medium 12, Light 47 Total Adds 1, KHAY Medium WWNC, WSTH, KODY, KCLR, KTTS KVOO, KFDI, KUZZ, KALF KUGN, KDRK, KORD Light WDSY, WYGC, WPCV, WVLK KSSN, WRNS KXXY, KNIX, KMPS, KRPM

**SIGNIFICANT ACTION**

**RONNIE MILSAP "All Is Fair In Love And War" (RCA) 57/53**

Rotations Heavy 0, Medium 5, Light 52, Total Adds 53 including WQNA WPOC, WWYZ WIOV WPKX, WQVA KMML WEZL, KHEY KCY, KKYR WUSN WAXX, WGEE KIXO, KZKX, KEFY, WOW KTKP KUGN KFMS KMIX, KHAY, KUPL, KCKC, KIIM

**MICHELLE WRIGHT "Take It Like A Man" (Arista) 39/33**

Rotations Heavy 0, Medium 0, Light 39, Total Adds 33, WAYZ, WRKZ, KEAN, WKAK, KMML KASE KAYD KHEY WKML WYGC, WPCV, KYKX, KYKS, KNFM KJLO, WYAK, WBKR, KGKL, KIXS KLUR, KODY KCLR WAXX WYNG WNNW, WOW, WGTC KTTS, KTKP, KVOO, KFDI, KALF, KNAX

**BILLY BURNETTE "Nothin' To Do (And All Night To Do It)" (WB) 39/0**

Rotations Heavy 0, Medium 10, Light 29, Total Adds 0 Medium WWYZ WICO WWNC, KSUX, KTTS, WTCM, KFDI, KALF KUGN, KDRK Light WRKZ WCTK, KMML, KHEY, WYGC, KSSN KYKS, KGKL KIXS KODY WAXX WOW WTHI, KSAN, KMPS

**LYNYRD SKYNYRD "Pure & Simple" (Atlantic) 38/2**

Rotations Heavy 0, Medium 6, Light 32, Total Adds 2, WDDD, KVOO Medium WWYZ, WKAK WNNW, KSUX, KTTS, KUGN Light WDSY, WCTK, KMML WXBO, WEZL, KHEY, WYGC, WRNS, WNOE, KGKL KODY, WUBE KCLR, WOW, WGTC KTKP, WTCM

**JEFF KNIGHT "They've Been Talkin' About Me" (Mercury) 37/8**

Rotations Heavy 0, Medium 1, Light 36 Total Adds 8 WVAM WDSY KRRV WYGC WTQR KODY KMLE KEEN Medium KVOO Light WRKZ WBEE WICO WDLX KMML KHEY, KYKS WRNS KIXS KLUR WAXX WTCM KFDI KUZZ KEKB

**FORESTER SISTERS "What'll You Do About Me" (WB) 37/1**

Rotations Heavy 0, Medium 2, Light 35 Total Adds 1 KEAN Medium WSM KFDI Light WVAM WWYZ WRKZ WCTK KRRV KMML WTVY KHEY KYKX KYSJ, KTEX KGKL WCHY KIXS KODY WYNG WITL WOW KTTS

**LINDA DAVIS "There's Something 'Bout Loving" (Liberty) 32/0**

Rotations Heavy 0, Medium 6, Light 26 Total Adds 0 Medium WKAK WWNC KLLL KCLR KVOO KFDI Light WWYZ WRKZ WCTK WICO KRRV WSTH KHEY KYKX KYKS KGKL WCHY KNUE KIXS KODY WNNW WOW KTTS KTKP KNCO

**LIONEL CARTWRIGHT "Family Tree" (MCA) 26/25**

Rotations Heavy 0, Medium 1, Light 25 Total Adds 25 WRKZ WRWD WICO WKAK KRRV KMML WTVY KHEY WMSI WPCV KGKL KIXS KLUR KODY WYNG WOW KTTS KVOO KFDI KUZZ KVOO KYGO KNCO KCKC, KXDD

**JJ WHITE "Jezebel Kane" (Curb) 23/15**

Rotations Heavy 0, Medium 0, Light 23 Total Adds 15 WICO KRRV KMML KTCS KYKX WGKX KGKL KLUR KODY KCLR KTTS KFDI KALF KMIX KNCO Light WRWD WKML WYGC WOWW WOW KVOO KVOO KEKB

**DeANNA COX "Texas Sidestep" (WB) 23/9**

Rotations Heavy 0, Medium 0, Light 23 Total Adds 9 WRWD WDLX WKAK KYKS KCLR KIXO WWJO KCTR KEKB Light WRKZ WCTK WICO WSTH WTVY KHEY KGKL KLUR KODY KVOX KTTS KVOO KFDI KVOO

**SKIP EWING "Naturally" (Liberty) 20/5**

Rotations Heavy 0, Medium 1, Light 19 Total Adds 5, WYGC KYKS KTTS WWJO KNCO Medium KVOO Light WPOC WWYZ WRKZ WICO WKAK, WSTH KIXS WACO, KLUR, KODY WNNW, WOW KFDI KALF

**NORMAN LEE SCHAFER "The Way She Said Goodbye" (Intersound) 17/1**

Rotations Heavy 0, Medium 1, Light 16, Total Adds 1 WKAK Medium KVOO Light WRKZ, WRWD WICO WSTH WTVY KHEY KYKS WRNS WBKR KGKL, KIXS, KLUR, KODY, WOW, KTTS

**RAY STEVENS "Power Tools" (Curb/Capitol) 15/3**

Rotations Heavy 0, Medium 0, Light 15, Total Adds 3, KRRV KODY KVOO Light WWYZ WTCR, WICO WKAK, WEZL WSTH, WTVY WHLZ KLUR, KTTS, KTKP, KFDI

**DAVID LYNN JONES "Her Love Don't Lie" (Liberty) 11/1**

Rotations Heavy 0, Medium 1, Light 10, Total Adds 1, KEKB Medium KVOO Light WICO WSTH KHEY KLUR, KODY KTTS KFDI, KWWJ, KORD

**ALBUM TRACKS**

ARTIST/Song Title (Label)	Album Title
GARTH BROOKS/Against The Grain (Liberty)	Ropin' The Wind
DIAMOND RIO/Norma Jean Riley (Arista)	Diamond Rio
JOHN ANDERSON/Seminole Wind (BNA)	Seminole Wind
TRACY LAWRENCE/I Hope Heaven Has A Honky Tonk (Atlantic)	Sticks And Stones
GARTH BROOKS/We Bury The Hatchet (Liberty)	Ropin' The Wind
ALAN JACKSON/Midnight In Montgomery (Arista)	Don't Rock The Jukebox
GARTH BROOKS/The River (Liberty)	Ropin' The Wind
REBA McENTIRE/The Night The Lights Went Out In Georgia (MCA)	For My Broken Heart
ALAN JACKSON/Just Playin' Possum (Arista)	Don't Rock The Jukebox
ALABAMA/Hats Off (RCA)	Greatest Hits II
GARTH BROOKS/Burning Bridges (Liberty)	Ropin' The Wind
BOB SEGER & THE SILVER BULLET BAND/Blind Love (Capitol)	The Fire Inside
JOE DIFFIE/Just A Regular Joe (Epic)	Regular Joe
GARTH BROOKS/In Lonesome Dove (Liberty)	Ropin' The Wind
LITTLE TEXAS/You And Forever And Me (WB)	First Time For Everything

Continued from P. 55

I BOUGHT YOU THIS CD  
SO YOU COULD HEAR THIS SONG  
IT'S MY MESSAGE TO YOU  
THINGS HAPPEN FOR A REASON

BE GLAD  
HE'S GONE!

"COME IN OUT OF THE PAIN"  
**DOUG STONE**



On Epic

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## SONG INFORMATION INDEX

**A**
**ALABAMA "Born Country" (RCA 62168-2)**

Prod: Josh Leo, Larry Michael Lee, Alabama Wr: John Schweers, Byron Hill Pub: Collins Court Music (BMI) Mgr: Dale Morris & Associates

**JOHN ANDERSON "Straight Tequila Night" (BNA 62140-2)**

Prod: James Stroud, John Anderson Wr: Kent Robbins, Debbie Hupp Pub: Irving Music/Cotter Bay Music: Dixie Stars Music (BMI; ASCAP) Mgr: Bobby Roberts Entertainment

**B**
**SUZY BOGGUSS "Outbound Plane" (Liberty 79052)**

Prod: Jimmy Bowen, Suzy Bogguss Wr: Nancy Griffith, Tom Russell Pub: Wing And Wheel Music, Irving Music (BMI) Mgr: Morris, Blesener & Assoc

**GARTH BROOKS "Papa Loves Mama" (Liberty 79204)**

Prod: Allen Reynolds Wr: Kim Williams, Garth Brooks Pub: Sony Cross Keys, Major Bob Music (ASCAP) Mgr: Doyle/Lewis Management

**GARTH BROOKS "What She's Doing Now" (Liberty 79009)**

Prod: Allen Reynolds Wr: Pat Alger, Garth Brooks Pub: Bait & Bear Music/Fore-runner Music, Major Bob Music/Mid-Summer Music (ASCAP) Mgr: Doyle/Lewis Management

**BROOKS & DUNN "Neon Moon" (Arista 2388)**

Prod: Scott Hendricks, Don Cook Wr: Ronnie Dunn Pub: Sony Tree Publishing (BMI) Mgr: Bob Tiley

**BILLY BURNETTE "Nothin' To Do (And All Night To Do It)" (WB 7-19042)**

Prod: David Malloy Wr: Billy Burnette, Deborah Allen, Rafe Van Hoy Pub: Billy Beau Music/Chrysalis Music: Posey Publishing, Sail Away Songs (ASCAP, BMI) Mgr: Burt Stein

**C**
**LIONEL CARTWRIGHT "Family Tree" (MCA 54366)**

Prod: Andy Byrd, Lionel Cartwright Wr: Lionel Cartwright Pub: Warner-Tamerlane Publishing/Long Run Music (BMI) Mgr: Noel Fox

**MARK CHESNUTT "Old Flames Have New Names" (MCA 54334)**

Prod: Mark Wright Wr: Bobby Braddock, Rafe Van Hoy Pub: Sony Tree Publishing, Rockin' R Music (BMI; ASCAP) Mgr: BDM Management

**MARK COLLIE "It Don't Take A Lot" (MCA 54224)**

Prod: Doug Johnson, Tony Brown Wr: Mark Collie, Larry Shell Pub: Ha-Deb Music, Pier Five Music (ASCAP) Mgr: Don Light

**DeANNA COX "Texas Sideshow" (WB 5314)**

Prod: Gregg Brown Wr: DeAnna Cox, Michael Garvin, Jeff Tweel Pub: Plum Creek Music/Music Corporation of America, Bistineau Music, Wood Eye Music Michael Garvin Music (BMI) Mgr: Jack McFadden

**ROB CROSBY "Working Woman" (Arista 2397)**

Prod: Scott Hendricks Wr: Rob Crosby, Will Robinson, Tim DuBois Pub: Courtland Publishing, Alabama Band Music, WB Music Corporation Tim DuBois Music (BMI, ASCAP) Mgr: Smalltime Management

**RODNEY CROWELL "Lovin' All Night" (Columbia 38 74250)**

Prod: John Leventhal, Rodney Crowell Wr: Rodney Crowell Pub: Sony Tunes (ASCAP) Mgr: Bill Carter

**D**
**DAVIS DANIEL "Fighting Fire With Fire" (Mercury 866 132)**

Prod: Ron Haffkine Wr: Michael White, Conley R. White Pub: Makin' Songs Music, Song Box Music (ASCAP) Mgr: Ron Haffkine

**LINDA DAVIS "There's Something 'Bout Loving You" (Liberty 79185)**

Prod: Jimmy Bowen, Linda Davis Wr: Chris Waters, Tom Shapiro Pub: Great Cumberland Music, Diamond Struck Music (BMI) Mgr: Starstruck Entertainment

**BILLY DEAN "Only The Wind" (SBK/Liberty 79053)**

Prod: Chuck Howard, Tom Shapiro Wr: Tom Shapiro, Chuck Jones Pub: Edge O' Woods Music/Kinetic Diamond Music, Moine Valley Music (ASCAP) Mgr: Ken Stitts

**JOE OIFFIE "Is It Cold In Here" (Epic 34 74123)**

Prod: Bob Montgomery, Johnny Slate Wr: K.K. Phillips, Danny Morrison, Joe Diffie Pub: Texas Wedge Music: Songwriters Ink, Danny Boy Music/Forrest Hills Music (ASCAP; BMI) Mgr: Danny Morrison

**DIXIANA "Waitin' For The Deal To Go Down" (Epic 34 74221)**

Prod: Bob Montgomery Wr: Bobby Fischer, Charlie Black, Austin Roberts Pub: Bobby Fischer Music, Chappell & Co., Serenity Manor Music/MCA Music Publishing (ASCAP) Mgr: Rothbaum & Garner

**E**
**SKIP EWING "Naturally" (Liberty 79973)**

Prod: Jimmy Bowen, Skip Ewing Wr: Skip Ewing, Rick Bowles Pub: Acuff-Rose Music, Maypop Music (BMI) Mgr: C.K. Spurlock

**F**
**FORESTER SISTERS "What'll You Do About Me" (WB 5237)**

Prod: Robert Byrne, Alan Schulman Wr: Dennis Linde Pub: Combine Music Corporation (BMI) Mgr: Refugee Management

**G**
**VINCE GILL "Take Your Memory With You" (MCA 54282)**

Prod: Tony Brown Wr: Vince Gill Pub: Benefit Music (BMI) Mgr: Fitzgerald-Hartley

**GREAT PLAINS "Faster Gun" (Columbia 38 74137)**

Prod: Brent Maher, Don Potter Wr: Jack Sundrud, Gary Burr Pub: Sony Tree Publishing, Red Quill Music/Moraine Music: MCA Music Publishing (BMI, ASCAP) Mgr: Doyle/Lewis Management

**CLINTON GREGORY "Play, Ruby, Play" (SOR 437)**

Prod: Ray Pennington Wr: Tony Brown, Troy Seals Pub: Warner-Tamerlane Publishing: Warner Bros. Music Corporation/Two Sons Music (BMI; ASCAP) Mgr: Ray Pennington

**H**
**HIGHWAY 101 "Baby, I'm Missing You" (WB 5238)**

Prod: Paul Worley, Ed Seay Wr: Steve Seskin, Nancy Montgomery Pub: Love This Town Music, Diamond Dog Music (ASCAP) Mgr: Chuck Morris

**J**
**ALAN JACKSON "Dallas" (Arista 2385)**

Prod: Scott Hendricks, Keith Stegall Wr: Alan Jackson, Keith Stegall Pub: Mattie Ruth Music/Seventh Son Music: Warner-Tamerlane Publishing (ASCAP, BMI) Mgr: Ten Ten Management

**JJ WHITE "Jezebel Kane" (Curb 092)**

Prod: James Stroud Wr: Janice White, Jayne White, Andre Pessas Pub: CurbSongs ArvinBetty Music, Endless Frogs, Bob-A-Lew Music (ASCAP) Mgr: Tom Skeeter

**DAVID LYNN JONES "Her Love Don't Lie" (Liberty 79187)**

Prod: Riche Albright, David Lynn Jones Wr: David Lynn Jones Pub: Mighty Nice Music, Skunk DeVille (BMI) Mgr: Riche Albright

**K**
**SAMMY KERSHAW "Don't Go Near The Water" (Mercury 866 324)**

Prod: Buddy Cannon, Norro Wilson Wr: Chapin Hartford, Jim Foster Pub: Sony Tree/Bleamus Music, Willesden Music (BMI) Mgr: Jim Dowell

**HAL KETCHUM "Past The Point Of Rescue" (Curb 098)**

Prod: Allen Reynolds, Jim Rooney Wr: Mick Hanley Pub: Stainless Music/Foreshadow Music (BMI) Mgr: Mighty Quinn Management

**JEFF KNIGHT "They've Been Talkin' About Me" (Mercury 866 520)**

Prod: Bud Logan, Harold Shedd Wr: Jeff Knight Pub: PRI Songs/Music Of The World (BMI) Mgr: Ken Stitts

**L**
**TRACY LAWRENCE "Today's Lonely Fool" (Atlantic 7-87547)**

Prod: James Stroud Wr: Kenny Beard, Stan Paul Davis Pub: Golden Reed Music New Clanton Music Group/Loggy Bayou Music (ASCAP) Mgr: Music Matters Management

**LITTLE TEXAS "First Time For Everything" (WB 7-19024)**

Prod: James Stroud, Christy DiNapoli, Doug Grau Wr: Porter Howell, Dwayne O'Brien Pub: Howlin' Hits Music, Square West Music (ASCAP) Mgr: Christy DiNapoli

**PATTY LOVELESS "Jealous Bone" (MCA 54271)**

Prod: Emory Gordy Jr., Tony Brown Wr: Rick Giles Steve Bogard Pub: Edge O' Woods Music Kinetic Diamond Music, WB Music Corporation/Rancho Bogardo Music (ASCAP) Mgr: Fitzgerald-Hartley

**LYNYRD SKYNYRO "Pure & Simple" (Atlantic 4429-2)**

Prod: Tom Dowd Wr: Johnny Van Zant, Ed King, Robert White Johnson Michael Lunn Pub: WB Music Corporation/L&K Music, I Can I Read Music WE Music Corporation, R W J Music/WB Music Corporation, Lunnmusic (ASCAP, Mgr: Joe Boylan

**M**
**McBRIDE & THE RIDE "Sacred Ground" (MCA 54356)**

Prod: Steve Gibson, Tony Brown Wr: Kix Brooks, Vernon Rust Pub: David N. Will Music, Sony Cross Keys Publishing (ASCAP) Mgr: Ken Stitts

**REBA McENTIRE "Is There Life Out There" (MCA 54319)**

Prod: Tony Brown, Reba McEntire Wr: Susan Longacre, Rick Giles Pub: W.B.M. Music/Long Acre Music: Edge O' Woods Music/Kinetic Diamond Music (SESAC, ASCAP) Mgr: Starstruck Entertainment

**RONNIE MILSAP "All Is Fair In Love And War" (RCA 62217-2)**

Prod: Ronnie Milsap, Rob Galbraith Wr: Tim Nichols, Robert Byrne Pub: Hannah's Eyes Music, Fame Publishing (BMI) Mgr: Mores, Nanas, Golden Entertainment

**LORRIE MORGAN "Except For Monday" (RCA 62105-2)**

Prod: Richard Lardis Wr: Reed Nielsen Pub: Englightown Music (BMI) Mgr: Mores, Nanas, Golden Entertainment

**O**
**PAUL OVERSTREET "Billy Can't Read" (RCA 62193-2)**

Prod: Brown Bannister, Paul Overstreet Wr: Paul Overstreet, Jerry Michael Pub: Scarlet Moon Music, Fifty Grand Music (BMI) Mgr: Bobby Roberts Entertainment

**P**
**LEE ROY PARNELL "The Rock" (Arista 2400)**

Prod: Scott Hendricks, Barry Beckett Wr: Jim Varsos, Russell Smith Pub: WB Music Corporation, Patix Janus Music/MCA Music Publishing (ASCAP) Mgr: Mike Robertson

**PIRATES OF THE MISSISSIPPI "Till I'm Holding You Again" (Liberty 79146)**

Prod: Jimmy Bowen, Rich Alves Wr: Larry Gottlieb, Rich Alves, Bill McConvey Pub: Julann Music, Great Cumberland Music, Flawfactor Music (ASCAP, BMI) Mgr: Ken Stitts

**R**
**COLLIN RAYE "Every Second" (Epic 34 74242)**

Prod: Jerry Fuller, John Hobbs Wr: Wayne Perry, Gerald Smith Pub: Zorba Enterprises: O-Tex Music (ASCAP; BMI) Mgr: Steve Cox

**RONNA REEVES "The More I Learn (The Less I Understand About Love)" (Mercury 866 380)**

Prod: Harold Shedd, Clyde Brooks Wr: Steve Dean, Karen Staley Pub: Tom Collins Music: AMR Publications (BMI; ASCAP) Mgr: Ronald Cotton

**REMINGTONS "I Could Love You (With My Eyes Closed)" (BNA 62201-2)**

Prod: Larry Michael Lee, Josh Leo Wr: Richard Mainegra, Rick Yancey Pub: Maypop Music, Rita s Cloud Nine Music (BMI) Mgr: Vector Management

**RESTLESS HEART "Familiar Pain" (RCA 62054-2)**

Prod: Josh Leo, Larry Michael Lee Wr: Susan Longacre, Walt Aldridge Pub: W.B.M. Music Corporation/Long Acre Music: Rich Hall Music (SESAC; ASCAP) Mgr: Larry Fitzgerald

**BILLY JOE ROYAL "I'm Okay (And Gettin' Better)" (Atlantic 4428-2)**

Prod: Rick Hall Wr: Skip Ewing, Max T. Barnes Pub: Acuff-Rose Music, WB Music Corporation/Two Sons Music (BMI; ASCAP) Mgr: Mark Ketchum

**S**
**SAWYER BROWN "Some Girls Do" (Curb/Capitol 79200)**

Prod: Randy Scruggs, Mark Miller Wr: Mark Miller Pub: Zoo II Music (ASCAP) Mgr: TK Kimbrell

**NORMAN LEE SCHAFFER "The Way She Said Goodbye" (Intersound 9106)**

Prod: Ed Keeley Wr: Paul Nelson, Dave Gibson, Carol Chase Pub: Maypop Music, Nocturnal Eclipse Music/Colgems EMI Music (BMI; ASCAP) Mgr: Ed Keeley

**RICKY VAN SHELTON "Backroads" (Columbia 38 74258)**

Prod: Steve Buckingham Wr: Charlie Majors Pub: Comer Publishing (SOCAN) Mgr: John Dotson

**RICKY SKAGGS "Same Ol' Love" (Epic 34 74147)**

Prod: Ricky Skaggs, Mac McAnally Wr: Chris Austin, Greg Barnhill Pub: Warner-Refuge Music, Blowing Rock Music (BMI) Mgr: Ricky Skaggs

**RAY STEVENS "Power Tools" (Curb/Liberty 79190)**

Prod: Ray Stevens Wr: C.W. Kalb, Jr. Pub: Ray Stevens Music (BMI) Mgr: Donald Williams

**DOUG STONE "Come In Out Of The Pain" (Epic 34 74259)**

Prod: Doug Johnson Wr: Don Pflimmer, Frank Myers Pub: G.I.D. Music, Dixie Stars Music Josh Nick Music (ASCAP) Mgr: John Dorris, Phyllis Bennette

**MARTY STUART "Burn Me Down" (MCA 54253)**

Prod: Richard Bennett, Tony Brown Wr: Eddie Miller Pub: Warner Elektra Asylum Music Vidor Publications (ASCAP) Mgr: Rothbaum & Garner

**T**
**PAM TILLIS "Maybe It Was Memphis" (Arista 2371)**

Prod: Paul Worley, Ed Seay Wr: Michael Anderson Pub: Atlantic Music Corporation, First Release Music Cadillac Pink Music (BMI) Mgr: Mike Robertson

**AARON TIPPIN "There Ain't Nothin' Wrong With The Radio" (RCA 62181-2)**

Prod: Emory Gordy Jr. Wr: Aaron Tippin, Buddy Brock Pub: Acuff-Rose Music (BMI) Mgr: Starstruck Entertainment

**RANDY TRAVIS "Better Class Of Losers" (WB 7-19069)**

Prod: Kyle Lehning Wr: Randy Travis, Alan Jackson Pub: Sometimes You Win Music, Seventh Son Music/Mattie Ruth Music (ASCAP) Mgr: Lib Hatcher

**TRAVIS TRITT "Nothing Short Of Dying" (WB 7-18984)**

Prod: Gregg Brown Wr: Travis Tritt Pub: Sony Tree Publishing/Post Oak Publishing (BMI) Mgr: Ken Krager

**TANYA TUCKER "Some Kind Of Trouble" (Liberty 79132)**

Prod: Jerry Crutchfield Wr: Mike Reid, Don Potter, Brent Maher Pub: Almo Music Bno Blues Music, Welbeck Music/Blue Quill Music: Sheep In Tow Music (ASCAP; BMI) Mgr: Beau Tucker

**W**
**STEVE WARINER "The Tips Of My Fingers" (Arista 2393)**

Prod: Scott Hendricks, Tim DuBois Wr: Bill Anderson Pub: Sony Tree Publishing/Champion Music (BMI) Mgr: Chip Peay

**MICHAEL WHITE "Professional Fool" (Reprise 7-19128)**

Prod: Robert Byrne, Alan Schulman Wr: Michael White Pub: Catch The Boat (ASCAP) Mgr: Chns Dodson

**KEITH WHITLEY "Somebody's Doin' Me Right" (RCA 62166-2)**

Prod: Blake Mevis, Garth Fundis Wr: Fred Knobloch, Paul Overstreet Dan Tyler Pub: Colgems-EMI Music, BMG Songs, Sharp Circle Music: Screen Gems-EMI Music, Scarlet Moon Music/Careers-BMG Music Publishing (ASCAP; BMI) Mgr: None

**HANK WILLIAMS JR. "Hotel Whiskey" (Curb/Capricorn/WB 7-19023)**

Prod: Barry Beckett, Hank Williams Jr., James Stroud Wr: Hank Williams Jr. Pub: Bocephus Music (BMI) Mgr: Merle Kilgore

**MICHELLE WRIGHT "Take It Like A Man" (Arista 2406)**

Prod: Steve Bogard, Rick Giles Wr: Tony Haselden Pub: Millhouse Music/Songs Of PolyGram International (BMI) Mgr: Brian Ferrman

**WYNONNA "She Is His Only Need" (Curb/MCA 54320)**

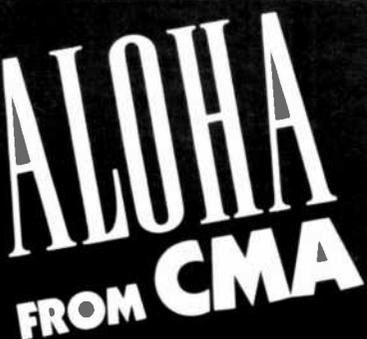
Prod: Tony Brown Wr: Dave Loggins Pub: MCA Music Publishing/Emerald River Music (ASCAP) Mgr: Ken Stitts

**Y**
**TRISHA YEARWOOD "That's What I Like About You" (MCA 54270)**

Prod: Garth Fundis Wr: John Hadley, Kevin Welch, Wally Wilson Pub: Sony Tree Publishing: Sony Cross Keys Publishing (BMI; ASCAP) Mgr: Ken Krager

**DWIGHT YOAKAM "It Only Hurts When I Cry" (Reprise 7-19148)**

Prod: Pete Anderson Wr: Dwight Yoakam, Roger Miller Pub: Coal Dust West Music, Adam Taylor Music (BMI) Mgr: Gary Borman



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Gibson Guitar



THIRD PLACE PRIZE  
(THIRD HIGHEST RECRUITER)

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1 Member  
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COUNTRY MUSIC ASSOCIATION

CMA Membership Department  
One Music Circle South  
Nashville, Tennessee 37203  
Phone (615) 244-2840  
Fax (615) 726-0314



## BREAKERS

### BRUCE SPRINGSTEEN Human Touch (Columbia)

55% of our reporters on it. Rotations: Heavy 1, Medium 17, Light 34, Total Adds 52 including WNSR, WYXR, WRQX, KHM, WUSA, WKQX, WKQI, KMXV, KYKY, B100. Debuts at number 20 on the AC chart.

## NEW & ACTIVE

#### WILLIAMS BROTHERS "Can't Cry Hard Enough" (WB) 44/5

Rotations Heavy 0, Medium 22, Light 23, Total Adds 5, B100, WOBM, WHYRFM, WZNY, WDLX, Medium including KO102, WMTX, WUSA, WKQX, KSFI, KLSY, WKYE, WMGS, KKMY, WTCB, WJDX, WRVR, WMXB, WRMF, 3WM, WSGY, KTYL, KZLT, WQLR, WLDR, Light including KHM, WNNK, KMXV, WLEV, WARM, WIVY, Moves 27-24 on the AC chart.

#### MARIAH CAREY "Make It Happen" (Columbia) 44/4

Rotations Heavy 1/0, Medium 26/2, Light 17/2, Total Adds 4, WNNK, KKMY, WDLX, WRMF, Heavy B100, Medium including WBMX, KYKY, KESZ, WLEV, WKYE, WOBM, WMGS, WZNY, WBTFM, WTCB, WMAG, WMXB, WKDQ, WFMK, 3WM, KISC, JOY99, WSGY, WNMB, WFFX, KTYL, KZLT, WQLH, KYMG, Light including WYXR, Moves 24-21 on the AC chart.

#### LUTHER VANDROSS "Sometimes It's Only Love" (Epic) 42/12

Rotations Heavy 0, Medium 13/1, Light 29/11, Total Adds 12, WARM98, WKQI, WGLL, WJLK, WARM, WZNY, WTFM, WCRZ, KISC, WQLH, KYMG, Medium including WBMX, KKCW, WOBM, WTCB, WDLX, WAHR, WFMK, KRNO, WNMB, WFFX, KTYL, KZLT, Light including B100, WKLI, WLEV, WKYE, WMAG, WJDX, Moves 30, 27 on the AC chart.

#### JAMES TAYLOR "(I've Got To) Stop Thinkin' 'Bout That" (Columbia) 42/1

Rotations Heavy 4/0, Medium 29/0, Light 9/1, Total Adds 1, WIVY, Heavy WGLL, WAHR, WMGN, WFFX, Medium including WKQX, WKYE, WOBM, WZNY, WBTFM, WMAG, WRMF, WKDQ, WCRZ, KGBX, 3WM, KRNO, KGBY, KISC, JOY99, KKLD, WSGY, WNMB, KVKI, KTYL, KVIC, WMTFM, KZLT, WQLH, WQLR, Moves 22, 22 on the AC chart.

#### BETTE MIDLER "In My Life" (Atlantic) 39/4

Rotations Heavy 1/0, Medium 17/1, Light 21/3, Total Adds 4, WARM98, WJDX, WKDQ, KISC, Heavy KVIC, Medium including WKQI, KBIG, KESZ, WOBM, WLMX, WTCB, WAHR, WLTS, KMGL, 3WM, JOY99, WSGY, WNMB, WFFX, KZLT, WLDR, Light including 2WD, WARM98, WMYX, KESZ, KLSY, WKYE, WARM, WLMX, WIVY, WLTS, Moves 26-25 on the AC chart.

#### MICHAEL DAMIAN "(There'll Never Be) Another You" (A&M) 38/2

Rotations Heavy 5/1, Medium 14/0, Light 19/1, Total Adds 2, WYXR, WLTE, Heavy including WGLL, WAHR, KKLD, WQLR, Medium WMTX, WUSA, KOST, KKCW, KSFI, WKLI, WZNY, WJDX, KISC, WFFX, WMTFM, KZLT, WQLH, WQLR, Light including WLTT, WARM98, WMYX, KESZ, KLSY, WKYE, WARM, WLMX, WIVY, WLTS, Moves 25, 23 on the AC chart.

#### ENYA "Caribbean Blue" (Reprise) 31/8

Rotations Heavy 3/0, Medium 10/1, Light 18/7, Total Adds 8, KLSY, WGLL, WZNY, WJDX, WRMF, KISC, WKTK, WNMB, Heavy KKCW, KKLD, WQLR, Medium including WMTX, KSFI, B100, WMXB, WKDQ, KMJI, WSGY, KZLT, WLDR, Light including WLTT, WARM98, WNNK, KS95, KESZ, WMGN, 3WM, KVIC, WQLH, WQLR, KIZZ, Moves 29-29 on the AC chart.

#### RESTLESS HEART "Till I Loved You" (RCA) 31/1

Rotations Heavy 1/0, Medium 18/0, Light 12/1, Total Adds 1, KKCW, Heavy WLTE, Medium KESZ, WOBM, WLMX, WTCB, WAHR, WRVR, WKDQ, 3WM, KKLD, WSGY, WNMB, KVKI, WFFX, KTYL, KVIC, WMTFM, KZLT, WLDR, Light including KSFI, WZNY, WIVY, KMGL, WCRZ, WFMK, KRNO, KISC, WKTK, WQLR, KIZZ, Moves 28-28 on the AC chart.

#### BONNIE RAITT "Not The Only One" (Capitol) 30/30

Rotations Heavy 0, Medium 8/8, Light 22/22, Total Adds 30, KHM, KMXV, KESZ, B100, WGLL, WMGS, KKMY, WBTFM, WTCB, WAHR, WJDX, WIVY, WRVR, WLACFM, WMXB, WMGN, KGBX, 3WM, KGBY, JOY99, WSGY, WNMB, WFFX, KTYL, KVIC, KZLT, WQLR, KIZZ, WLDR, KMAJ, Debuts at number 30 on the AC chart.

#### LISA STANSFIELD "All Woman" (Arista) 30/3

Rotations Heavy 1/0, Medium 10/0, Light 19/3, Total Adds 3, KKCW, WLTS, WQLR, Heavy WBMX, Medium WGLL, WOBM, WZNY, WAHR, WSGY, WNMB, WFFX, KTYL, KZLT, WLDR, Light including KESZ, KSFI, KKMY, WTCB, WJDX, WMXB, KMJC, 3WM, KRNO, KISC, KKLD, KVKI, KVIC, WMTFM, WQLR, KMAJ.

## ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 VANESSA WILLIAMS	94/0	92	2	0
2 MICHAEL BOLTON	94/0	91	3	0
3 ATLANTIC STARR	88/3	64	20	4
4 AMY GRANT	82/0	68	13	1
5 ERIC CLAPTON	85/7	59	16	10
6 EDDIE MONEY	81/2	49	23	9
7 SIMPLY RED	80/3	48	26	6
8 PAUL YOUNG	80/0	52	24	4
9 KENNY LOGGINS	78/2	34	40	4
10 RICHARD MARX	79/4	34	32	13
11 MR. BIG	61/4	23	32	6
12 KATHY TROCCOLI	63/12	5	42	16
13 ARETHA FRANKLIN & MICHAEL McDONALD	61/6	9	34	18
14 MICHAEL JACKSON	53/2	10	34	9
15 CELINE DION & PEABO BRYSON	50/0	15	25	10
16 ROD STEWART	51/0	17	26	8
17 CURTIS STIGERS	53/1	6	40	7
18 DESMOND CHILD	54/3	4	32	18
19 GEORGE MICHAEL & ELTON JOHN	39/0	6	29	4
20 BRUCE SPRINGSTEEN	52/52	1	17	34
21 MARIAH CAREY	44/4	1	26	17
22 JAMES TAYLOR	42/1	4	29	9
23 MICHAEL DAMIAN	38/2	5	14	19
24 WILLIAMS BROTHERS	44/5	0	22	22
25 BETTE MIDLER	39/4	1	17	21
26 DAN HILL	33/0	7	18	8
27 LUTHER VANDROSS	42/12	0	13	29
28 RESTLESS HEART	31/1	1	18	12
29 ENYA	31/8	3	10	18
30 BONNIE RAITT	30/30	0	8	22

## MOST ADDED

- BRUCE SPRINGSTEEN (52)
- BONNIE RAITT (30)
- KATHY TROCCOLI (12)
- LUTHER VANDROSS (12)
- ENYA (8)
- GRAYSON HUGH (8)
- ERIC CLAPTON (7)
- NATALIE COLE (7)
- FRANKLIN & McDONALD (6)
- NEVILLE & RONSTADT (6)
- PROCOL HARUM (6)
- CARLY SIMON (6)

## HOTTEST

- VANESSA WILLIAMS (89)
- MICHAEL BOLTON (76)
- AMY GRANT (52)
- ATLANTIC STARR (46)
- ERIC CLAPTON (40)
- PAUL YOUNG (35)
- EDDIE MONEY (24)
- SIMPLY RED (21)
- KENNY LOGGINS (15)
- RICHARD MARX (13)

#### ROXETTE "Church Of Your Heart" (EMI/ERG) 26/5

Rotations Heavy 0, Medium 8/2, Light 18/2, Total Adds 5, WNSR, WQLR, WKYE, WBTFM, KRNO, Medium including WMTX, KYKY, WGLL, WMGS, KTYL, KVIC, Light including WRQX, KHM, WKQI, KMXV, B100, KKMY, WMAG, WMXB, WCRZ, KGBX, WSGY, WNMB, KZLT, WQLH, WQLR, KIZZ.

#### NATALIE COLE "The Very Thought Of You" (Elektra) 25/7

Rotations Heavy 0, Medium 5/1, Light 20/6, Total Adds 7, KO102, WJLK, WMXB, WFMK, KISC, WMTFM, WQLR, Medium including WAHR, 3WM, WFFX, KTYL, Light including WARM98, KKCW, WKLI, WARM, WZNY, WLMX, WLTS, KMGL, KKLD, WSGY, WNMB, KZLT, WLDR, KMAJ.

#### JANIS IAN "Days Like These" (Mercury) 24/3

Rotations Heavy 0, Medium 9/1, Light 15/2, Total Adds 3, WMGN, WQLH, WQLR, Medium including WGLL, WAHR, KRNO, KISC, WSGY, WNMB, KZLT, WLDR, Light including WZNY, KKMY, WLMX, WTCB, WRVR, WFMK, 3WM, KKLD, WFFX, KTYL, KVIC, WMTFM, WQLR.

#### AARON NEVILLE & LINDA RONSTADT "Close Your Eyes" (A&M) 22/6

Rotations Heavy 0, Medium 4/0, Light 18/6, Total Adds 6, KKCW, WLTS, WFFX, KTYL, KVIC, WMTFM, Medium KO102, WZNY, WAHR, KZLT, Light including WNNK, WMYX, KSFI, KKMY, WRVR, KMJC, WMGN, 3WM, KKLD, WNMB, KVIC, KYMG.

#### JOHN MELLENCAMP "Again Tonight" (Mercury) 22/2

Rotations Heavy 0, Medium 8/1, Light 14/1, Total Adds 2, WKDQ, WQLH, Medium including WRQX, WKQX, WGLL, WMGS, WFFX, KTYL, KZLT, Light including KHM, WMTX, B100, WKYE, KKMY, WLMG, KMJC, KKLD, WSGY, WNMB, KVIC, KYMG.

#### PEABO BRYSON "Lost In The Night" (Columbia) 19/1

Rotations Heavy 0, Medium 4/0, Light 15/1, Total Adds 1, WLDR, Medium WBMX, KESZ, WAHR, 3WM, Light including WARM98, WNNK, WKQI, KKCW, KSFI, WGLL, WLTS, KRNO, KKLD, WSGY, KTYL, KZLT, WQLR, KYMG.

#### GRAYSON HUGH "I'll Remember You" (MCA) 18/8

Rotations Heavy 0, Medium 2/0, Light 16/8, Total Adds 8, WMTX, WKQI, WTCB, WIVY, KISC, KKLD, WMTFM, WQLR, Medium WAHR, KZLT, Light including WGLL, KKMY, 3WM, WSGY, WNMB, WFFX, KTYL, KVIC.

#### CARLY SIMON "Love Of My Life" (Reprise) 18/6

Rotations Heavy 0, Medium 4/1, Light 14/5, Total Adds 6, KESZ, WTCB, WAHR, KKLD, WSGY, WFFX, Medium including KKCW, KRNO, KZLT, Light including WARM98, WMYX, WRVR, 3WM, WNMB, KTYL, WMTFM, WQLR, WLDR.

#### U2 "One" (Island/PLG) 15/5

Rotations Heavy 0, Medium 4/1, Light 11/4, Total Adds 5, WYXR, KHM, 3WM, KZLT, WQLR, Medium including WMGS, KKMY, KVIC, Light including WMTX, WGLL, WMXB, WSGY, WNMB, WFFX, KTYL.

#### RTZ "Until Your Love Comes Back Around" (Giant/Reprise) 15/2

Rotations Heavy 1/0, Medium 9/1, Light 5/1, Total Adds 2, KLSY, WQHQ, Heavy KVIC, Medium including WRQX, KHM, WKQX, B100, WVAF, WGLL, WMGS, WSGY, Light including WPNT, KKCW, WFFX, KYMG.

## SIGNIFICANT ACTION

#### COLLIN RAYE "Love, Me" (Epic) 14/1

Rotations Heavy 1/0, Medium 5/0, Light 8/1, Total Adds 1, WQLR, Heavy WRVR, Medium KO102, KSFI, KKLD, KVKI, KZLT, Light including WTCB, WLACFM, WMXB, KRNO, WNMB, KVIC, WQLR.

#### ROY ORBISON "I Drove All Night" (MCA) 14/0

Rotations Heavy 1/0, Medium 6/0, Light 7/0, Total Adds 0, Heavy WMYX, Medium WMTX, WGLL, KKMY, WSGY, WNMB, KVIC, Light WNNK, WBTFM, WLMX, WMAG, WFMK, 3WM, KRNO.

#### WARREN HILL "Promises" (Novus/RCA) 10/3

Rotations Heavy 0, Medium 1/0, Light 9/3, Total Adds 3, WLMX, KISC, KVIC, Medium KRNO, Light including WARM98, KKLD, WSGY, KZLT, WQLR, WLDR.

#### GENESIS "I Can't Dance" (Atlantic) 10/1

Rotations Heavy 3/0, Medium 5/1, Light 2/0, Total Adds 1, WQHQ, Heavy KHM, 2WD, WMGS, Medium including WMTX, WKQX, WPNT, WKQI, Light WRQX, KIZZ.

#### VOICE OF THE BEEHIVE "Perfect Place" (London/PLG) 9/1

Rotations Heavy 0, Medium 2/0, Light 7/1, Total Adds 1, WRQX, Medium KRNO, WSGY, Light including WGLL, KKMY, WLTS, WMXB, KISC, WLDR.

#### BOBBY CALDWELL "Don't Lead Me On" (Sin-Drome) 8/2

Rotations Heavy 0, Medium 2/0, Light 6/2, Total Adds 2, WGLL, WSGY, Medium KKCW, WAHR, Light including WZNY, KKLD, KZLT, WQLR.

#### KARYN WHITE "The Way I Feel About You" (WB) 8/0

Rotations Heavy 1/0, Medium 2/0, Light 5/0, Total Adds 0, Heavy WQHQ, Medium KMJC, KVIC, Light WBMX, WPNT, KYKY, KESZ, KKOBFM.

#### PROCOL HARUM "A Dream In Ev'ry Home" (Zoo) 6/6

Rotations Heavy 0, Medium 0, Light 6/6, Total Adds 6, KMXV, 3WM, KKLD, KTYL, KVIC, WLDR.

#### SMITHEREENS "Too Much Passion" (Capitol) 5/2

Rotations Heavy 0, Medium 3/1, Light 2/1, Total Adds 2, WMGS, WMXB, Medium including WRQX, KVIC, Light including WKQX.



# ENYA "Caribbean Blue"

## AC CHART: 29

### Top 5 Sales

New York • Los Angeles  
San Diego • Denver  
Seattle • and more!

WLTT  
WMTX  
WARM98  
WNNK  
KS95  
KESZ  
KKCW  
KSFI  
B100  
KLSY

• Major CHR Airplay

• --Stress Rotation

• On

• Sales Over 900,000!

And More!





AC Music  
1992

Michael Martucci

Sheila Chlanda

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Adult Contemporary Music Consultants

17 Tallow Lane

Lake Grove, New York, 11755

516 - 981-9080

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together again

THE

AWARD-WINNING TEAM

Mike Martucci and Sheila Chlanda are pleased to announce the formation of Tucci & Associates, Inc. This new firm will provide clients with a choice of services. Strong emphasis is placed on Promotion and Marketing; however, the firm can also provide clients with customized reports in the areas of research analyses, sales strategies and advertising concepts.

Sheila and Mike have trade magazine backgrounds in charts and chart methodology. Each has more than 20 years' experience in promotion and sales. As the AC Promotion team for Columbia Records, 1980 - 1990, they garnered many industry awards - Bobby Poe, Gavin, Billboard, R&R, etc. - individually and for the label. They were acknowledged by their peers as the most effective AC promotion force of the '80s. Columbia was the #1 label of that decade. Sheila Chlanda enjoyed 25 years in promotion for Columbia. Her last position prior to departing was Director/National Promotion, responsible for AC-NAC Promotion Operations & Planning. Michael's background includes Vice President/National Sales, Roulette Records; Sales Director, Arista Records; and Director/AC Columbia Records. Michael most recently headed his own firm, Tucci Promotions. They both expressed excitement in starting this new firm and state, "We'll deliver - don't start tomorrow's workday without us."

Press Release

February 28, 1992

# AC ADDS & HOTS

## CURRENT-BASED

### EAST

#### P1

WBMX/Boston  
Greg Strassell

GENESIS  
EDDIE MONEY  
Hottest:  
VANESSA WILLIAMS  
ATLANTIC STARR  
SIMPLY RED  
KATHY TROCOLI  
.GEORGE MICHAEL

WALK/Long Island  
Free/Lombardo

BRUCE SPRINGSTEEN  
Hottest:  
VANESSA WILLIAMS  
MICHAEL BOLTON  
PAUL YOUNG  
ERIC CLAPTON  
MR. BIG

WNSR/New York  
Bob Dunphy

BRUCE SPRINGSTEEN  
ATLANTIC STARR  
ROXETTE  
Hottest:  
MICHAEL BOLTON  
SIMPLY RED  
VANESSA WILLIAMS  
KENNY LOGGINS  
ERIC CLAPTON

WYXR/Philadelphia  
Cook/Gress

U2  
BRUCE SPRINGSTEEN  
MICHAEL DAMIAN  
Hottest:  
PAUL YOUNG  
MICHAEL BOLTON  
GENESIS  
VANESSA WILLIAMS  
AMY GRANT

WLTT/Washington  
Chuck Morgan

none  
Hottest:  
BONNIE RAITT  
VANESSA WILLIAMS  
PAUL YOUNG  
MICHAEL BOLTON  
ERIC CLAPTON

WROX/Washington  
Palagi/Silver

BRUCE SPRINGSTEEN  
VOICE OF THE BEEH  
Hottest:  
PAUL YOUNG  
BONNIE RAITT  
VANESSA WILLIAMS  
MICHAEL BOLTON  
BRYAN ADAMS

BRUCE SPRINGSTEEN  
ATLANTIC STARR  
ROXETTE  
Hottest:  
MICHAEL BOLTON  
SIMPLY RED  
VANESSA WILLIAMS  
KENNY LOGGINS  
ERIC CLAPTON

WJLK/Monmouth-Ocean  
Guida/Presley

BRUCE SPRINGSTEEN  
RICHARD MARX  
LUTHER VANDROSS  
NATALIE COLE  
Hottest:  
VANESSA WILLIAMS  
MICHAEL BOLTON  
ERIC CLAPTON  
ATLANTIC STARR  
EDDIE MONEY

WOBM/Monmouth-Ocean  
Mait Devotl

BRUCE SPRINGSTEEN  
WILLIAMS BROTHERS  
Hottest:  
AMY GRANT  
EDDIE MONEY  
MICHAEL BOLTON  
VANESSA WILLIAMS  
ATLANTIC STARR

WQHQ/Salisbury, MD  
Thom Walsh

GENESIS  
RTZ  
Hottest:  
ATLANTIC STARR  
MICHAEL BOLTON  
MR. BIG  
KARYN WHITE  
VANESSA WILLIAMS

WHYN-FM/Springfield, MA  
Bill Hess

WVAF/Charleston, WV  
Johnson/Kasey

BRUCE SPRINGSTEEN  
KATHY TROCOLI  
Hottest:  
PAUL YOUNG  
MICHAEL BOLTON  
VANESSA WILLIAMS  
AMY GRANT  
EDDIE MONEY

WGLL/Hagerstown, MD  
Burns/Conlon

LUTHER VANDROSS  
BONNIE RAITT  
BRUCE SPRINGSTEEN  
BOBBY CALDWELL  
ENYA  
Hottest:  
SIMPLY RED  
ERIC CLAPTON  
RICHARD MARX  
MR. BIG  
VANESSA WILLIAMS

WKYE/Johnstown, PA  
Jack Michaels

BRUCE SPRINGSTEEN  
ROXETTE  
DESMOND CHILD  
Hottest:  
MR. BIG  
MICHAEL BOLTON  
ERIC CLAPTON  
VANESSA WILLIAMS  
AMY GRANT

WJLK/Monmouth-Ocean  
Guida/Presley

BRUCE SPRINGSTEEN  
RICHARD MARX  
LUTHER VANDROSS  
NATALIE COLE  
Hottest:  
VANESSA WILLIAMS  
MICHAEL BOLTON  
ERIC CLAPTON  
ATLANTIC STARR  
EDDIE MONEY

WOBM/Monmouth-Ocean  
Mait Devotl

BRUCE SPRINGSTEEN  
WILLIAMS BROTHERS  
Hottest:  
AMY GRANT  
EDDIE MONEY  
MICHAEL BOLTON  
VANESSA WILLIAMS  
ATLANTIC STARR

WQHQ/Salisbury, MD  
Thom Walsh

GENESIS  
RTZ  
Hottest:  
ATLANTIC STARR  
MICHAEL BOLTON  
MR. BIG  
KARYN WHITE  
VANESSA WILLIAMS

WHYN-FM/Springfield, MA  
Bill Hess

#### P2

WVAF/Charleston, WV  
Johnson/Kasey

BRUCE SPRINGSTEEN  
KATHY TROCOLI  
Hottest:  
PAUL YOUNG  
MICHAEL BOLTON  
VANESSA WILLIAMS  
AMY GRANT  
EDDIE MONEY

WGLL/Hagerstown, MD  
Burns/Conlon

LUTHER VANDROSS  
BONNIE RAITT  
BRUCE SPRINGSTEEN  
BOBBY CALDWELL  
ENYA  
Hottest:  
SIMPLY RED  
ERIC CLAPTON  
RICHARD MARX  
MR. BIG  
VANESSA WILLIAMS

WKYE/Johnstown, PA  
Jack Michaels

BRUCE SPRINGSTEEN  
ROXETTE  
DESMOND CHILD  
Hottest:  
MR. BIG  
MICHAEL BOLTON  
ERIC CLAPTON  
VANESSA WILLIAMS  
AMY GRANT

WJLK/Monmouth-Ocean  
Guida/Presley

BRUCE SPRINGSTEEN  
RICHARD MARX  
LUTHER VANDROSS  
NATALIE COLE  
Hottest:  
VANESSA WILLIAMS  
MICHAEL BOLTON  
ERIC CLAPTON  
ATLANTIC STARR  
EDDIE MONEY

WOBM/Monmouth-Ocean  
Mait Devotl

BRUCE SPRINGSTEEN  
WILLIAMS BROTHERS  
Hottest:  
AMY GRANT  
EDDIE MONEY  
MICHAEL BOLTON  
VANESSA WILLIAMS  
ATLANTIC STARR

WQHQ/Salisbury, MD  
Thom Walsh

GENESIS  
RTZ  
Hottest:  
ATLANTIC STARR  
MICHAEL BOLTON  
MR. BIG  
KARYN WHITE  
VANESSA WILLIAMS

WHYN-FM/Springfield, MA  
Bill Hess

### WEST

#### P1

KBIG/Los Angeles  
Edwards/Verdery

none  
Hottest:  
VANESSA WILLIAMS  
EDDIE MONEY  
ATLANTIC STARR  
SIMPLY RED  
RICHARD MARX

KOST/Los Angeles  
Kaye/Amidon

KENNY LOGGINS  
FRANKLIN & McDONA  
Hottest:  
VANESSA WILLIAMS  
MICHAEL BOLTON  
PAUL YOUNG  
SIMPLY RED  
ATLANTIC STARR

KESZ/Phoenix  
Mike Del Rosso

BONNIE RAITT  
CARLY SIMON  
Hottest:  
SIMPLY RED  
MICHAEL BOLTON  
RICHARD MARX  
VANESSA WILLIAMS  
KATHY TROCOLI

#### P2

KBIG/Los Angeles  
Edwards/Verdery

none  
Hottest:  
VANESSA WILLIAMS  
EDDIE MONEY  
ATLANTIC STARR  
SIMPLY RED  
RICHARD MARX

KOST/Los Angeles  
Kaye/Amidon

KENNY LOGGINS  
FRANKLIN & McDONA  
Hottest:  
VANESSA WILLIAMS  
MICHAEL BOLTON  
PAUL YOUNG  
SIMPLY RED  
ATLANTIC STARR

KESZ/Phoenix  
Mike Del Rosso

BONNIE RAITT  
CARLY SIMON  
Hottest:  
SIMPLY RED  
MICHAEL BOLTON  
RICHARD MARX  
VANESSA WILLIAMS  
KATHY TROCOLI

#### P3

KBIG/Los Angeles  
Edwards/Verdery

none  
Hottest:  
VANESSA WILLIAMS  
EDDIE MONEY  
ATLANTIC STARR  
SIMPLY RED  
RICHARD MARX

KOST/Los Angeles  
Kaye/Amidon

KENNY LOGGINS  
FRANKLIN & McDONA  
Hottest:  
VANESSA WILLIAMS  
MICHAEL BOLTON  
PAUL YOUNG  
SIMPLY RED  
ATLANTIC STARR

KESZ/Phoenix  
Mike Del Rosso

BONNIE RAITT  
CARLY SIMON  
Hottest:  
SIMPLY RED  
MICHAEL BOLTON  
RICHARD MARX  
VANESSA WILLIAMS  
KATHY TROCOLI

### SOUTH

#### P1

WBT-FM/Charlotte  
Donovan/Payne

BRUCE SPRINGSTEEN  
ROXETTE  
BONNIE RAITT  
Hottest:  
MICHAEL BOLTON  
MICHAEL BOLTON  
ATLANTIC STARR  
AMY GRANT

WLMX/Chattanooga  
Danny Howard

BRUCE SPRINGSTEEN  
WARREN HILL  
KATHY TROCOLI  
Hottest:  
PAUL YOUNG  
MICHAEL BOLTON  
VANESSA WILLIAMS  
ATLANTIC STARR  
AMY GRANT

WTCA/Columbia  
Doug Spets

GRAYSON HUGH  
CARLY SIMON  
BONNIE RAITT  
Hottest:  
AMY GRANT  
SIMPLY RED  
VANESSA WILLIAMS  
ATLANTIC STARR  
KENNY LOGGINS

WMAG/Greensboro  
Johnson/Reynolds

BRUCE SPRINGSTEEN  
Hottest:  
MICHAEL BOLTON  
VANESSA WILLIAMS  
PAUL YOUNG

WLS/New Orleans  
Bob Mitchell

AARON NEVILLE  
KATHY TROCOLI  
LISA STANSFIELD  
Hottest:  
PAUL YOUNG  
MICHAEL BOLTON  
VANESSA WILLIAMS  
ROD STEWART  
ERIC CLAPTON

KMGL/Oklahoma City  
O'Brien/Kelly

KATHY TROCOLI  
Hottest:  
VANESSA WILLIAMS  
ERIC CLAPTON  
MICHAEL BOLTON  
PAUL YOUNG  
ATLANTIC STARR

WMXB/Richmond  
Brian White

BRUCE SPRINGSTEEN  
BONNIE RAITT  
AARON NEVILLE  
PROCOL HARUM  
Hottest:  
MICHAEL BOLTON  
PAUL YOUNG  
EDDIE MONEY  
VANESSA WILLIAMS  
AMY GRANT

KVIC/Victoria, TX  
Tony Davis

#### P2

WVAF/Charleston, WV  
Johnson/Kasey

BRUCE SPRINGSTEEN  
KATHY TROCOLI  
Hottest:  
PAUL YOUNG  
MICHAEL BOLTON  
VANESSA WILLIAMS  
AMY GRANT  
EDDIE MONEY

WGLL/Hagerstown, MD  
Burns/Conlon

LUTHER VANDROSS  
BONNIE RAITT  
BRUCE SPRINGSTEEN  
BOBBY CALDWELL  
ENYA  
Hottest:  
SIMPLY RED  
ERIC CLAPTON  
RICHARD MARX  
MR. BIG  
VANESSA WILLIAMS

WKYE/Johnstown, PA  
Jack Michaels

BRUCE SPRINGSTEEN  
ROXETTE  
DESMOND CHILD  
Hottest:  
MR. BIG  
MICHAEL BOLTON  
ERIC CLAPTON  
VANESSA WILLIAMS  
AMY GRANT

WJLK/Monmouth-Ocean  
Guida/Presley

BRUCE SPRINGSTEEN  
RICHARD MARX  
LUTHER VANDROSS  
NATALIE COLE  
Hottest:  
VANESSA WILLIAMS  
MICHAEL BOLTON  
ERIC CLAPTON  
ATLANTIC STARR  
EDDIE MONEY

WOBM/Monmouth-Ocean  
Mait Devotl

BRUCE SPRINGSTEEN  
WILLIAMS BROTHERS  
Hottest:  
AMY GRANT  
EDDIE MONEY  
MICHAEL BOLTON  
VANESSA WILLIAMS  
ATLANTIC STARR

WQHQ/Salisbury, MD  
Thom Walsh

GENESIS  
RTZ  
Hottest:  
ATLANTIC STARR  
MICHAEL BOLTON  
MR. BIG  
KARYN WHITE  
VANESSA WILLIAMS

WHYN-FM/Springfield, MA  
Bill Hess

WVAF/Charleston, WV  
Johnson/Kasey

BRUCE SPRINGSTEEN  
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Hottest:  
PAUL YOUNG  
MICHAEL BOLTON  
VANESSA WILLIAMS  
AMY GRANT  
EDDIE MONEY

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Bill Hess

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Guida/Presley

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ERIC CLAPTON  
ATLANTIC STARR  
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Mait Devotl

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VANESSA WILLIAMS  
ATLANTIC STARR

WQHQ/Salisbury, MD  
Thom Walsh

GENESIS  
RTZ  
Hottest:  
ATLANTIC STARR  
MICHAEL BOLTON  
MR. BIG  
KARYN WHITE  
VANESSA WILLIAMS

WHYN-FM/Springfield, MA  
Bill Hess

#### P2

WVAF/Charleston, WV  
Johnson/Kasey

BRUCE SPRINGSTEEN  
KATHY TROCOLI  
Hottest:  
PAUL YOUNG  
MICHAEL BOLTON  
VANESSA WILLIAMS  
AMY GRANT  
EDDIE MONEY

WGLL/Hagerstown, MD  
Burns/Conlon

LUTHER VANDROSS  
BONNIE RAITT  
BRUCE SPRINGSTEEN  
BOBBY CALDWELL  
ENYA  
Hottest:  
SIMPLY RED  
ERIC CLAPTON  
RICHARD MARX  
MR. BIG  
VANESSA WILLIAMS

WKYE/Johnstown, PA  
Jack Michaels

BRUCE SPRINGSTEEN  
ROXETTE  
DESMOND CHILD  
Hottest:  
MR. BIG  
MICHAEL BOLTON  
ERIC CLAPTON  
VANESSA WILLIAMS  
AMY GRANT

WJLK/Monmouth-Ocean  
Guida/Presley

BRUCE SPRINGSTEEN  
RICHARD MARX  
LUTHER VANDROSS  
NATALIE COLE  
Hottest:  
VANESSA WILLIAMS  
MICHAEL BOLTON  
ERIC CLAPTON  
ATLANTIC STARR  
EDDIE MONEY

WOBM/Monmouth-Ocean  
Mait Devotl

BRUCE SPRINGSTEEN  
WILLIAMS BROTHERS  
Hottest:  
AMY GRANT  
EDDIE MONEY  
MICHAEL BOLTON  
VANESSA WILLIAMS  
ATLANTIC STARR

WQHQ/Salisbury, MD  
Thom Walsh

GENESIS  
RTZ  
Hottest:  
ATLANTIC STARR  
MICHAEL BOLTON  
MR. BIG  
KARYN WHITE  
VANESSA WILLIAMS

WHYN-FM/Springfield, MA  
Bill Hess

### WTFM/Johnson City Mark McKinney

FRANKLIN & McDONA  
KATHY TROCOLI  
BRUCE SPRINGSTEEN  
LUTHER VANDROSS  
Hottest:  
VANESSA WILLIAMS  
PAUL YOUNG  
MICHAEL BOLTON  
ATLANTIC STARR  
AMY GRANT

WPEZ/Macon  
Jim Franklin

MR. BIG  
CURTIS STIGERS  
Hottest:  
MICHAEL BOLTON  
VANESSA WILLIAMS  
AMY GRANT  
SIMPLY RED  
ATLANTIC STARR

WRVR/Memphis  
Mark Hamlin

EDDIE MONEY  
BONNIE RAITT  
Hottest:  
ERIC CLAPTON  
KENNY LOGGINS  
ATLANTIC STARR  
VANESSA WILLIAMS  
PAUL YOUNG

WAC-FM/Nashville  
Bryan Sargent

BRUCE SPRINGSTEEN  
BONNIE RAITT  
Hottest:  
MICHAEL BOLTON  
ERIC CLAPTON  
AMY GRANT  
VANESSA WILLIAMS  
PAUL YOUNG

WLS/New Orleans  
Bob Mitchell

AARON NEVILLE  
KATHY TROCOLI  
LISA STANSFIELD  
Hottest:  
PAUL YOUNG  
MICHAEL BOLTON  
VANESSA WILLIAMS  
ROD STEWART  
ERIC CLAPTON

KMGL/Oklahoma City  
O'Brien/Kelly

KATHY TROCOLI  
Hottest:  
VANESSA WILLIAMS  
ERIC CLAPTON  
MICHAEL BOLTON  
PAUL YOUNG  
ATLANTIC STARR

WMXB/Richmond  
Brian White

BRUCE SPRINGSTEEN  
BONNIE RAITT  
AARON NEVILLE  
PROCOL HARUM  
Hottest:  
MICHAEL BOLTON  
PAUL YOUNG  
EDDIE MONEY  
VANESSA WILLIAMS  
AMY GRANT

KVIC/Victoria, TX  
Tony Davis

### P3

WVAF/Charleston, WV  
Johnson/Kasey

BRUCE SPRINGSTEEN  
KATHY TROCOLI  
Hottest:  
PAUL YOUNG  
MICHAEL BOLTON  
VANESSA WILLIAMS  
AMY GRANT  
EDDIE MONEY

WGLL/Hagerstown, MD  
Burns/Conlon

LUTHER VANDROSS  
BONNIE RAITT  
BRUCE SPRINGSTEEN  
BOBBY CALDWELL  
ENYA  
Hottest:  
SIMPLY RED  
ERIC CLAPTON  
RICHARD MARX  
MR. BIG  
VANESSA WILLIAMS

WKYE/Johnstown, PA  
Jack Michaels

BRUCE SPRINGSTEEN  
ROXETTE  
DESMOND CHILD  
Hottest:  
MR. BIG  
MICHAEL BOLTON  
ERIC CLAPTON  
VANESSA WILLIAMS  
AMY GRANT

WJLK/Monmouth-Ocean  
Guida/Presley

BRUCE SPRINGSTEEN  
RICHARD MARX  
LUTHER VANDROSS  
NATALIE COLE  
Hottest:  
VANESSA WILLIAMS  
MICHAEL BOLTON  
ERIC CLAPTON  
ATLANTIC STARR  
EDDIE MONEY

WOBM/Monmouth-Ocean  
Mait Devotl

BRUCE SPRINGSTEEN  
WILLIAMS BROTHERS  
Hottest:  
AMY GRANT  
EDDIE MONEY  
MICHAEL BOLTON  
VANESSA WILLIAMS  
ATLANTIC STARR

WQHQ/Salisbury, MD  
Thom Walsh

GENESIS  
RTZ  
Hottest:  
ATLANTIC STARR  
MICHAEL BOLTON  
MR. BIG  
KARYN WHITE  
VANESSA WILLIAMS

WHYN-FM/Springfield, MA  
Bill Hess

WVAF/Charleston, WV  
Johnson/Kasey

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MICHAEL BOLTON  
VANESSA WILLIAMS  
ATLANTIC STARR

WQHQ/Salisbury, MD  
Thom Walsh

GENESIS  
RTZ  
Hottest:  
ATLANTIC STARR  
MICHAEL BOLTON  
MR. BIG  
KARYN WHITE  
VANESSA WILLIAMS

WHYN-FM/Springfield, MA  
Bill Hess

WVAF/Charleston, WV  
Johnson/Kasey

BRUCE SPRINGSTEEN  
KATHY TROCOLI  
Hottest:  
PAUL YOUNG  
MICHAEL BOLTON  
VANESSA WILLIAMS  
AMY GRANT  
EDDIE MONEY

WGLL/Hagerstown, MD  
Burns/Conlon

LUTHER VANDROSS

## CURRENT-BASED

### MIDWEST

#### P1

**WKQX/Chicago**  
Gambie/Shuminas

BRUCE SPRINGSTEEN  
Hottest:  
BONNIE RAITT  
MICHAEL BOLTON  
ERIC CLAPTON  
EDDIE MONEY  
MR. BIG

**WPNT/Chicago**  
Blain/Murray

SIMPLY RED  
BRUCE SPRINGSTEEN  
ATLANTIC STARR  
Hottest:  
PAUL YOUNG  
BONNIE RAITT  
MICHAEL BOLTON  
GENESIS  
AMY GRANT

**WARM98/Cincinnati**  
Michael Grayson

ERIC CLAPTON  
BETTE MIDLER  
LUTHER VANDROSS  
Hottest:  
GEORGE MICHAEL  
PAUL YOUNG  
VANESSA WILLIAMS  
MICHAEL BOLTON  
KENNY LOGGINS

**WWNK/Cincinnati**  
Matthews/Maxwell

MARIAH CAREY  
ERIC CLAPTON  
Hottest:  
MICHAEL BOLTON  
AMY GRANT  
DION & BRYSON  
VANESSA WILLIAMS  
DAN HILL

**WLTF/Cleveland**  
Popovich/Kennedy

ERIC CLAPTON  
RICHARD MARX  
Hottest:  
DION & BRYSON  
BONNIE RAITT  
AMY GRANT  
COLOR ME BADD  
MR. BIG

**WKQI/Detroit**  
Steve Weed

SIMPLY RED  
BRUCE SPRINGSTEEN  
LUTHER VANDROSS  
GRAYSON HUGH  
Hottest:  
MICHAEL BOLTON  
VANESSA WILLIAMS  
ERIC CLAPTON  
AMY GRANT  
PAUL YOUNG

**WENS/Indianapolis**  
Eagan/Cook

ERIC CLAPTON  
Hottest:  
ATLANTIC STARR  
VANESSA WILLIAMS  
DAN HILL  
PAUL YOUNG  
MICHAEL BOLTON

**KLSI/Kansas City**  
Tom Land

BRUCE SPRINGSTEEN  
BONNIE RAITT  
PROCOL HARUM  
Hottest:  
MICHAEL BOLTON  
DION & BRYSON  
VANESSA WILLIAMS  
ERIC CLAPTON  
BONNIE RAITT

**WVYX/Milwaukee**  
Schaefer/Morales

none  
Hottest:  
MICHAEL BOLTON  
ERIC CLAPTON  
AMY GRANT  
ROY ORBISON  
VANESSA WILLIAMS

**KS95/Minneapolis**  
Davis/McKeever

BRUCE SPRINGSTEEN  
RICHARD MARX  
Hottest:  
MICHAEL BOLTON  
DION & BRYSON  
PAUL YOUNG  
ERIC CLAPTON  
VANESSA WILLIAMS

**WLTE/Minneapolis**  
Gary Balaban

MICHAEL DAMIAN  
FRANKLIN & MCDONA  
Hottest:  
MICHAEL BOLTON  
VANESSA WILLIAMS  
Kenny Loggins  
ATLANTIC STARR  
RICHARD MARX  
KYKY/St. Louis  
Greg Hewitt

**BRUCE SPRINGSTEEN**  
KATHY TROCCOLI  
KENNY LOGGINS  
Hottest:  
MICHAEL BOLTON  
VANESSA WILLIAMS  
MR. BIG  
PAUL YOUNG  
ATLANTIC STARR

**WMGN/Madison, WI**  
O'Neil/Freeman

JANIS IAN  
BONNIE RAITT  
Hottest:  
MICHAEL BOLTON  
FRANKLIN & MCDONA  
AMY GRANT  
KENNY LOGGINS  
VANESSA WILLIAMS

#### P2

**KMJC/Davenport**  
Chuck O'Brien

none  
Hottest:  
MICHAEL BOLTON  
AMY GRANT  
EDDIE MONEY  
ATLANTIC STARR  
VANESSA WILLIAMS

**WWSN/Dayton**  
Shelly James

BRUCE SPRINGSTEEN  
DESMOND CHILD  
Hottest:  
MICHAEL BOLTON  
RICHARD MARX  
ROD STEWART  
VANESSA WILLIAMS  
PAUL YOUNG

**WKDQ/Evansville, IN**  
Clark/Westrich

BETTE MIDLER  
JOHN MELLENCAMP  
Hottest:  
VANESSA WILLIAMS  
AMY GRANT  
ATLANTIC STARR  
EDDIE MONEY  
SIMPLY RED

**WCRZ/Flint, MI**  
Patrick/Downey

LUTHER VANDROSS  
BRUCE SPRINGSTEEN  
Hottest:  
VANESSA WILLIAMS  
MICHAEL BOLTON  
AMY GRANT  
SIMPLY RED  
ATLANTIC STARR

**WLHT/Grand Rapids**  
Dirksen/Brown

BRUCE SPRINGSTEEN  
Hottest:  
VANESSA WILLIAMS  
KENNY LOGGINS  
MICHAEL BOLTON  
ATLANTIC STARR  
ERIC CLAPTON

**WFMK/Lansing**  
Ray Marshall

NATALIE COLE  
KATHY TROCCOLI  
Hottest:  
AMY GRANT  
ERIC CLAPTON  
ATLANTIC STARR  
VANESSA WILLIAMS  
MICHAEL BOLTON

**WMGN/Madison, WI**  
O'Neil/Freeman

JANIS IAN  
BONNIE RAITT  
Hottest:  
MICHAEL BOLTON  
FRANKLIN & MCDONA  
AMY GRANT  
KENNY LOGGINS  
VANESSA WILLIAMS

**KGBX/Springfield, MO**  
Baker/Cannon

BRUCE SPRINGSTEEN  
BONNIE RAITT  
Hottest:  
VANESSA WILLIAMS  
ATLANTIC STARR  
ERIC CLAPTON  
MR. BIG  
RICHARD MARX

**3WM/Toledo**  
Mark Roberts

BRUCE SPRINGSTEEN  
PROCOL HARUM  
BONNIE RAITT  
Hottest:  
ERIC CLAPTON  
MICHAEL BOLTON  
VANESSA WILLIAMS  
AMY GRANT  
ATLANTIC STARR

#### P3

**WMT-FM/Cedar Rapids, IA**  
Randy Lee

BRUCE SPRINGSTEEN  
NATALIE COLE  
GRAYSON HUGH  
AARON NEVILLE  
Hottest:  
BETH NIELSEN CHAP  
ERIC CLAPTON  
MICHAEL BOLTON  
VANESSA WILLIAMS  
ATLANTIC STARR

**KZLT/Grand Forks, ND**  
Hennen/Roberts

BRUCE SPRINGSTEEN  
BONNIE RAITT  
Hottest:  
VANESSA WILLIAMS  
AMY GRANT  
ATLANTIC STARR  
EDDIE MONEY  
MICHAEL BOLTON

**WQLH/Green Bay, WI**  
Jim Taylor

BRUCE SPRINGSTEEN  
LUTHER VANDROSS  
JOHN MELLENCAMP  
JANIS IAN  
Hottest:  
MICHAEL BOLTON  
VANESSA WILLIAMS  
PAUL YOUNG  
AMY GRANT  
EDDIE MONEY

**WOLR/Kalamazoo, MI**  
Lanphear/Wertz

ROXETTE  
BRUCE SPRINGSTEEN  
BONNIE RAITT  
Hottest:  
LISA STANSFIELD  
GRAYSON HUGH  
NATALIE COLE  
Hottest:  
EDDIE MONEY  
ATLANTIC STARR  
VANESSA WILLIAMS  
ERIC CLAPTON  
KENNY LOGGINS

**94 Current Reporters**  
**91 Current Playlists**

Called In Frozen Playlist (2):  
**KVKI/Shreveport**  
**WKL/Albany**

Did Not Report, Playlist Frozen (1):  
**WLTT/Washington**

**KELT/McAllen and KPAY-FM/Chico**  
are no longer reporters.

The following are new AC reporters:

**KQ102/San Antonio (P1/SOUTH)**  
**WPNT/Chicago (P1/MIDWEST)**  
**WJLK/Monmouth-Ocean (P2/EAST)**  
**KYMG/Anchorage (P3/WEST)**  
**WLQR/Toledo (P3/MIDWEST)**

These parallel changes have been made:

**KMJJ/Denver** from P1-P2  
**KGBY/Sacramento** from P1-P2  
**KVKI/Shreveport** from P2-P3

## NEW ARTISTS

Reports/Adds

1	<b>WILLIAMS BROTHERS/Can't Cry Hard Enough (WB)</b>	44/5
2	<b>RTZ/Until Your Love Comes Back Around (Giant/Reprise)</b>	15/2
3	<b>COLLIN RAYE/Love, Me (Epic)</b>	14/1
4	<b>WARREN HILL/Promises (Novus/RCA)</b>	10/3
5	<b>VOICE OF THE BEEHIVE/Perfect Place (London/PLG)</b>	9/1
6	<b>PROCOL HARUM/A Dream In Ev'ry Home (Zoo)</b>	6/6
7	<b>CURTIS SALGADO/Star Light, Star Bright (EFE)</b>	5/0
	<b>SMITHEREENS/Too Much Passion (Capitol)</b>	5/2
9	<b>DEVONSQUARE/If You Could See Me Now (Atlantic)</b>	4/0
	<b>PRINCE/Diamonds And Pearls (Paisley Park/WB)</b>	4/0

New artists have not yet had an AC Breaker.

## ASSOCIATE REPORTERS

### MOST ADDED

**BRUCE SPRINGSTEEN (17)**  
**BONNIE RAITT (14)**  
**PROCOL HARUM (7)**  
U2 (5)  
**CARLY SIMON (4)**  
**RESTLESS HEART (3)**  
RTZ (3)

### HOTTEST

**AMY GRANT (16)**  
**VANESSA WILLIAMS (15)**  
**ERIC CLAPTON (14)**  
**ATLANTIC STARR (11)**  
**MICHAEL BOLTON (9)**  
**RICHARD MARX (8)**  
**EDDIE MONEY (7)**  
**PAUL YOUNG (6)**  
**KENNY LOGGINS (4)**

### EAST

**WGMT/Burke**  
Mountain, VT

**Steve Chlmas**

RANDY CRAWFORD  
U2  
BONNIE RAITT  
BRUCE SPRINGSTEEN  
Hottest:  
AMY GRANT  
RTZ  
ERIC CLAPTON  
RICHARD MARX  
VANESSA WILLIAMS

**WEIM/Fitchburg, MA**  
Jack Raymond

BRUCE SPRINGSTEEN  
BONNIE RAITT  
BOBBY CALDWELL  
PROCOL HARUM  
Hottest:  
MICHAEL BOLTON  
VANESSA WILLIAMS  
AMY GRANT  
ERIC CLAPTON  
ATLANTIC STARR

**WECQ/Geneva, NY**  
Dennis Federico

BRUCE SPRINGSTEEN  
BONNIE RAITT  
DION & BRYSON  
JOHN MELLENCAMP  
Hottest:  
MICHAEL BOLTON  
AMY GRANT  
ATLANTIC STARR  
EDDIE MONEY  
ERIC CLAPTON

**WHAJ/Greenfield, MA**  
Deane/Archer

U2  
LUTHER VANDROSS  
PROCOL HARUM  
BRUCE SPRINGSTEEN  
BONNIE RAITT  
Hottest:  
AMY GRANT  
VANESSA WILLIAMS  
RICHARD MARX  
JAMES TAYLOR  
ERIC CLAPTON

**WAFW/Milford, DE**  
Mike Polo

PROCOL HARUM  
BRUCE SPRINGSTEEN  
LISA STANSFIELD  
LUTHER VANDROSS  
BEBE & CECE WINAN  
Hottest:  
AMY GRANT  
RICHARD MARX  
MICHAEL DAMIAN  
KENNY LOGGINS  
JAMES TAYLOR

**WSUL/Monticello, NY**  
Mulharin/Wilson

BRUCE SPRINGSTEEN  
BETTE MIDLER  
Hottest:  
VANESSA WILLIAMS  
AMY GRANT  
ATLANTIC STARR  
PAUL YOUNG  
MICHAEL BOLTON

**WSKI/Montpelier, VT**  
Jim Severance

BRUCE SPRINGSTEEN  
LISA STANSFIELD  
BONNIE RAITT  
U2  
PROCOL HARUM  
Hottest:  
ATLANTIC STARR  
VANESSA WILLIAMS  
SHANICE  
AMY GRANT  
PAUL YOUNG

**WTSX/Port Jervis, NY**  
Liz Foxx

BRUCE SPRINGSTEEN  
CARLY SIMON  
RESTLESS HEART  
BONNIE RAITT  
PROCOL HARUM  
Hottest:  
VANESSA WILLIAMS  
AMY GRANT  
ATLANTIC STARR  
EDDIE MONEY  
ERIC CLAPTON

**WTRR/Westminster, MD**  
Brian Beddow

BRUCE SPRINGSTEEN  
CARLY SIMON  
PATTI AUSTIN  
AARON NEVILLE  
BONNIE RAITT  
Hottest:  
ERIC CLAPTON  
RICHARD MARX  
VANESSA WILLIAMS  
MR. BIG  
ATLANTIC STARR

### SOUTH

**WYKZ/Beaufort, SC**  
Mark Robertson

DESMOND CHILD  
AARON NEVILLE  
Hottest:  
PAUL YOUNG  
VANESSA WILLIAMS  
ROD STEWART  
ATLANTIC STARR  
MICHAEL BOLTON

**WVIO/Blowing Rock, NC**  
Ted Bell

BRUCE SPRINGSTEEN  
BONNIE RAITT  
PROCOL HARUM  
CARLY SIMON  
RESTLESS HEART  
Hottest:  
VANESSA WILLIAMS  
MICHAEL BOLTON  
AMY GRANT  
ATLANTIC STARR  
SIMPLY RED

**WGSV/Guntersville, AL**  
Jackson/Mason

GRAYSON HUGH  
BRUCE SPRINGSTEEN  
BONNIE RAITT  
Hottest:  
VANESSA WILLIAMS  
AMY GRANT  
ERIC CLAPTON  
RICHARD MARX  
KENNY LOGGINS

**WKCX/Rome, GA**  
Randy Quick

BRUCE SPRINGSTEEN  
BONNIE RAITT  
Hottest:  
ERIC CLAPTON  
EDDIE MONEY  
ATLANTIC STARR  
RICHARD MARX  
MR. BIG

### MIDWEST

**WABJ/Adrian, MI**  
Bruce Goldsen

BRUCE SPRINGSTEEN  
CARLY SIMON  
BOBBY CALDWELL  
LOS LOBOS  
RTZ  
Hottest:  
AMY GRANT  
ERIC CLAPTON  
VANESSA WILLIAMS  
KENNY LOGGINS  
ATLANTIC STARR

**WCMJ/Cambridge, OH**  
Schott/Wilson

GREGG TRIPP  
NATALIE COLE  
RESTLESS HEART  
BONNIE RAITT  
COLLIN RAYE  
Hottest:  
VANESSA WILLIAMS  
MICHAEL BOLTON  
AMY GRANT  
MICHAEL JACKSON  
EDDIE MONEY

**WFRO/Fremont, OH**  
Larry Ziebold

RTZ  
BONNIE RAITT  
DEVONSQUARE  
BRUCE SPRINGSTEEN  
WILLIAMS BROTHERS  
Hottest:  
AMY GRANT  
VANESSA WILLIAMS  
EDDIE MONEY  
ERIC CLAPTON  
RICHARD MARX

**KSCB/Liberal, KS**  
Mark David

BRUCE SPRINGSTEEN  
BONNIE RAITT  
Hottest:  
MICHAEL BOLTON  
VANESSA WILLIAMS  
AMY GRANT  
EDDIE MONEY  
ERIC CLAPTON

### WEST

**KATW/Lewiston, ID**  
Rik Mikals

BRUCE SPRINGSTEEN  
NATALIE COLE  
U2  
BONNIE RAITT  
ENYA  
Hottest:  
BOBBY CALDWELL  
ERIC CLAPTON  
MICHAEL BOLTON  
STEVE FORBERT  
ROD STEWART

22 Current Reporters  
21 Current Playlists

Did Not Report, Playlist Frozen (1):  
**KSSY/Wenatchee**

**KBLQ/Logan, UT**  
Jackson/White

BRUCE SPRINGSTEEN  
RTZ  
Hottest:  
MICHAEL BOLTON  
VANESSA WILLIAMS  
PAUL YOUNG  
ATLANTIC STARR  
AMY GRANT

**KTID/San Rafael, CA**  
Bob Gowa

RANDY CRAWFORD  
GRAYSON HUGH  
Hottest:  
FRANKLIN & MCDONA  
KENNY LOGGINS  
ERIC CLAPTON  
EDDIE MONEY  
PAUL YOUNG

**KSCQ/Silver City**  
John Aisip

U2  
WILLIAMS BROTHERS  
MARIAH CAREY  
PROCOL HARUM  
Hottest:  
DOVES  
PAUL YOUNG  
CURTIS SALGADO  
ERIC CLAPTON  
AMY GRANT

**KSSY/Wenatchee**  
Busch/Roberts

none  
Hottest:  
BRUCE COCKBURN  
RICHARD MARX  
RTZ  
STEVE FORBERT  
ROBBIE ROBERTSON

# LUTHER VANDROSS

THE SINGLE RADIO'S BEEN WAITING FOR  
"Sometimes It's Only Love"  
FROM THE PLATINUM-PLUS ALBUM  
"POWER OF LOVE"  
• WINNER OF TWO AMERICAN MUSIC AWARDS

AC: 27

Albino



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.

NATIONAL AIRPLAY®

LW	TW	Artist/Track	Label
1	1	KILAUEA/Tropical Pleasures (Brainchild)	Frontrunner "Rio"
3	2	NELSON RANGELL/In Every Moment (GRP)	"Spirit" "Golden"
2	3	BOBBY CALDWELL/Stuck On You (Sin-Drome)	"Every"
4	4	ENYA/Shepherd Moons (Reprise)	"Angeles" "Caribbean"
8	5	STEVE LAURY/Passion (Denon)	"Getaway" "Passion"
14	6	PETER WHITE/Excusez-Moi (Sin-Drome)	"Dreamwalk" "Madge"
5	7	SAM RINEY/Talk To Me (Spindletop)	"Seduction"
10	8	AKIRA JIMBO/Slow Boat (Optimism)	"Parisian"
6	9	AL DI MEOLA PROJECT/Kiss My Axe (Tomato/Mesa)	"Embrace" "Purple"
9	10	HEATHER MULLEN/Heather Mullen (Atco/EastWest)	"Night"
12	11	KIM PENNSYLVANIA/3 Day Weekend (GRP)	"3" "Morning"
16	12	WILLIAM AURA & FRIENDS/Every Act Of Love (Higher Octave)	"Yourself"
17	13	FOWLER AND BRANCA/The Face On Cydonia (Silver Wave)	"Way"
18	14	ANDREAS VOLLENWEIDER/Book Of Roses (Columbia)	"Jugglers" "Hirzel"
25	15	TOM GRANT/In My Wildest Dreams (Verve Forecast)	"Monkey"
7	16	KEIKO MATSUI/Night Waltz (Sin-Drome)	"Night" "Eyes"
23	17	SKYWALK/Larger Than Life (Bluemoon)	"Weeds"
19	18	MARY BLACK/Babes In The Wood (Gift Horse/Curb)	"Babes"
DEBUT	19	GREGG KARUKAS/Sound Of Emotions (Positive Music)	"Sevema"
11	20	JULIA FORDHAM/Swept (Virgin)	"Thought" "Talk"
13	21	SHAKATAK/Open Your Eyes (Verve Forecast/PolyGram)	"Day"
20	22	MARK EGAN/Beyond Words (Bluemoon)	"Swept" "Serenade" "Southeast"
28	23	OSCAR CASTRO-NEVES/More Than Yesterday (JVC)	"Playful"
26	24	CHRISTOPHER FRANKE/Pacific Coast Highway (Private Music)	"Purple" "Black"
22	25	GERALD ALBRIGHT/Live At Birdland West (Atlantic)	"Softly"
BREAKER	26	VERNELL BROWN, JR./Stay Tuned (A&M)	"Potatoe"
BREAKER	27	ACOUSTIC ALCHEMY/Early Alchemy (GRP)	"Casino"
24	28	NEW YORK ROCK & SOUL REVUE/New York Rock & Soul Revue (Giant/WB)	"Were"
29	29	MAX GROOVE/Aqualrio (Optimism)	"Were"
15	30	ELIANE ELIAS/A Long Story (Manhattan)	"Just"

LW	TW	Artist/Track	Label
1	1	VANESSA RUBIN/Soul Eyes (Novus/RCA)	Willow "Voyager"
2	2	PAQUITO D'RIVERA/Havana Cafe (Chesky)	"Jean"
5	3	ELLIS MARSALIS/Heart Of Gold (Columbia)	"Heart"
4	4	DAVE CATNEY/Jade Visions (Justice)	"Come" "New"
5	5	DIRTY DOZEN BRASS BAND/Open Up Whatcha Gonna... (Columbia)	"Brain" "Dominique"
6	6	BOBBY McFERRIN & CHICK COREA/Play (Blue Note)	"Spain"
7	7	JOHN PIZZARELLI/All Of Me (Novus/RCA)	"S Wonderful"
8	8	JOHN BEASLEY/Cauldron (Windham Hill/Jazz)	"Sierra" "Zulu"
3	9	TOM HARREL/Passages (Chesky)	"Papaya" "Good"
7	10	JUST FRIENDS/A Gathering In Tribute To Emily Remier V 2 (Justice)	"Rhapsody" "Blues"
20	11	HOLLY COLE TRIO/Blame It On My Youth (Manhattan)	"I" "Smile"
6	12	BRIAN BROMBERG/It's About Time (Nova)	"Waltz"
4	13	AL DI MEOLA PROJECT/Kiss My Axe (Tomato/Mesa)	"South" "Purple"
9	14	KENNY BURRELL/Sunup To Sundown (Contemporary)	
6	15	KENNY BARRON TRIO/Lemuria - Seascape (Candid)	
23	16	JACK McDUFF/Another Real Good Un (Muse)	
2	17	CHARLES FAMBROUGH/The Proper Angle (CTI)	"Don"
9	18	MICHAEL PEDICIN JR./You Don't Know What Love Is (FEA)	"Triste"
BREAKER	19	STAN GETZ & KENNY BARRON/People Time (Verve)	
15	20	CORNELL DUPREE/Can't Get Through (Amazing)	"Sweet" "Double"
10	21	GERALD ALBRIGHT/Live At Birdland West (Atlantic)	"Cool" "Boss"
BREAKER	22	GRADY TATE/TNT (Milestone/Fantasy)	
27	23	DAVE VALENTIN/Musical Portraits (GRP)	"Winter"
24	24	SCOTT HAMILTON/Race Point (Concord)	"Care"
21	25	SONNY ROLLINS/Here's To The People (Milestone/Fantasy)	"People"
29	26	OSCAR CASTRO-NEVES/More Than Yesterday (JVC)	"Playful"
DEBUT	27	STEVE LAURY/Passion (Denon)	"Come" "Kidding"
BREAKER	28	JOE HENDERSON/Lush Life (Verve/PolyGram)	
30	29	RANDY JOHNSTON/Walk On (Muse)	
DEBUT	30	JOHN HART/Trust (Blue Note)	"Everything"

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
MARS LASAR (15) ACOUSTIC ALCHEMY (8) KENNY BLAKE (8) RANDY CRAWFORD (7) GREGG KARUKAS (6) SPECIAL FX (6) CHET McCRAKEN	KILAUEA (22) ENYA (19) NELSON RANGELL (15) BOBBY CALDWELL (14) PETER WHITE (9) AL DI MEOLA PROJECT (7) STEVE LAURY (7) SAM RINEY (7)	ENYA/Angeles

MOST ADDED LPs	HOTTEST LPs	HOT TRACKS
KENNY BLAKE (17) HARPER BROTHERS (14) DONALD HARRISON (11) MARCUS ROBERTS (10) BOB MINTZER (7) DON PULLEN (7) ANTHONY COX (6) EASTERN REBELLION (6)	VANESSA RUBIN (15) ELLIS MARSALIS (11) AL DI MEOLA PROJECT (9) PAQUITO D'RIVERA (8) B. McFERRIN & C. COREA (8) KENNY BURRELL (7) DIRTY DOZEN BRASS BAND (7) S. GETZ & K. BARRON (7)	No Tracks Qualified This Week

NEW & ACTIVE

NEW & ACTIVE

\* SARAH McLACHLAN "Solace" (Arista) 25/1  
Rotations Heavy 5/0, Medium 10/0, Light 10/1, Total Adds 1, KBZN Heavy KTUV KOPT WCLZ KTCZ KEYV BREAKER this week

RUSH "Original Soundtrack" (Reprise) 22/3  
Rotations Heavy 5/0, Medium 8/1, Light 9/2, Total Adds 3, WNVA WNND WVAY Heavy KOPT KIFM KXDC KTCZ KEYV

DAVID HEWITT "The Storyteller" (Rhythm Safari) 22/0  
Rotations Heavy 2/0, Medium 9/0, Light 11/0, Total Adds 0, Heavy KXDC SS

HIMALAYA "Friend To Friend" (Inderoc) 18/2  
Rotations Heavy 3/0, Medium 7/1, Light 8/1, Total Adds 2, WNVA WNND Heavy KJZZ KWVS KBIA

LEX DE AZEVEDO "Mountains" (Aubergine) 18/1  
Rotations Heavy 0/0, Medium 9/1, Light 9/0, Total Adds 1, WNGS

ADRIAN LEGG "Guitar For Mortals" (Relativity) 18/1  
Rotations Heavy 4/0, Medium 6/0, Light 8/1, Total Adds 1, KOAI Heavy KOPT WCLZ KWVS KTCZ

ALEX MURZYN "Alex Murzyn" (Kamei) 18/0  
Rotations Heavy 3/0, Medium 7/0, Light 8/0, Total Adds 0, Heavy WHRL KWVS, KCLC

MARS LASAR "Olympus" (Real Music) 16/15  
Rotations Heavy 0/0, Medium 2/1, Light 14/14, Total Adds 15, KOAI WNVA WNND KTUV WHRL, WCLZ WFAE WLOO KTNF KEZL, KXDC, KCLC, KMXK, SS KKLD

LEVEL 42 "Guaranteed" (RCA) 16/4  
Rotations Heavy 1/0, Medium 6/0, Light 9/4, Total Adds 4, WLOO, KXDC WVAY KKLD Heavy KTCZ

DICK BOYELL "Moon Goddess" (Nuance) 16/1  
Rotations Heavy 1/0, Medium 8/1, Light 7/0, Total Adds 1, WNND Heavy KKSF

GARY LAMB "Imaginations" (Golden Gate) 16/0  
Rotations Heavy 3/0, Medium 5/0, Light 8/0, Total Adds 0, Heavy KOAI KJZZ KXDC

LUKA BLOOM "Acoustic Motorbike" (Reprise) 15/3  
Rotations Heavy 2/0, Medium 6/0, Light 7/3, Total Adds 3, WGMC WLOO WVAY Heavy WCLZ KEYV

\*\* STEFAN KARLSSON "The Road Not Taken" (Justice) 27/3  
Rotations Heavy 0/0, Medium 16/1, Light 11/2, Total Adds 3, WJZE KATZ KSLU CHART EXTRA this week

\* MARCUS ROBERTS "As Serenity Approaches" (Novus/RCA) 26/10  
Rotations Heavy 1/0, Medium 9/1, Light 16/9, Total Adds 10, WBGO KXJZ KJAZ WMOT KLCC KUOP DSS WFSS WKRY WSIE Heavy WRTI BREAKER this week

\*\* MIKE GARSON & LOS GATOS "Admiration" (Sin-Drome) 22/1  
Rotations Heavy 3/0, Medium 10/0, Light 9/1, Total Adds 1, KSLU Heavy WRTI KXJZ, KWMU CHART EXTRA this week

\* JAMES CLAY "Cookin' At The Continental" (Antilles/PolyGram) 21/2  
Rotations Heavy 1/0, Medium 11/0, Light 9/2, Total Adds 2, WDET KATZ Heavy WBGO BREAKER this week

\*\* JACK DeJOHNETTE "Earth Walk" (Blue Note) 21/2  
Rotations Heavy 3/0, Medium 11/0, Light 7/2, Total Adds 2, WMOT, WOTB Heavy WRTI WDET KJAZ CHART EXTRA this week

\*\* VERNELL BROWN, JR. "Stay Tuned" (A&M) 21/1  
Rotations Heavy 3/0, Medium 8/0, Light 10/1, Total Adds 1, WKRY Heavy WSHA, WFSS KSLU CHART EXTRA this week

\* MCCOY TYNER "Soliloquy" (Blue Note) 20/2  
Rotations Heavy 5/0, Medium 8/0, Light 7/2, Total Adds 2, KMHD, KUOP Heavy WBGO WRTI WDET KJAZ, KWMU BREAKER this week

KENNY BLAKE "Rumor Has It" (Heads Up) 19/17  
Rotations Heavy 0/0, Medium 2/2, Light 17/15, Total Adds 17, WYJZ, WDET KMHD, WFPL, WMOT WSHA KLCC KUOP WEBR, CJ, DSS, WOTB, JCITY WFSS, WUSF, WVPE, KSBR

BOB MINTZER "One Music" (DMP) 19/7  
Rotations Heavy 4/0, Medium 6/1, Light 9/6, Total Adds 7, WBGO, WYJZ, KSDS KJAZ, WSHA KUOP KSBR Heavy KXJZ WFPL, KLCC, WTEB

CLARENCE "GATEMOUTH" BROWN "No Looking Back" (Alligator) 19/1  
Rotations Heavy 3/0, Medium 9/0, Light 7/1, Total Adds 1, WTEB Heavy WBGO KLCC WKRY

DOLPHINS "Old World, New World" (DMP) 19/1  
Rotations Heavy 2/0, Medium 10/0, Light 7/1, Total Adds 1, KXJZ Heavy WDET, WFSS

TOMMY SMITH "Standards" (Blue Note) 18/2  
Rotations Heavy 2/0, Medium 4/0, Light 12/2, Total Adds 2, WMOT, CJ Heavy KJAZ, KWMU

MAMBO KINGS "Soundtrack" (Elektra) 18/1  
Rotations Heavy 1/0, Medium 10/0, Light 7/1, Total Adds 1, WSIE Heavy WKRY

\* Uncharted Breakers denoted by one asterisk.

\*\* Chart Extra denoted by two asterisks.



THANKS NAC RADIO!

# WILLIAM AURA & FRIENDS

## "Every Act Of Love"

R&R NAC 16-12 MAC PAC 5\* - 3\*  
GAVIN AA 7\* - 6\*

8033 Sunset Blvd. #41 Los Angeles, CA 90046 (213) 856-0039 / fax (213) 656-6490

Every Act of Love

WILLIAM AURA & FRIENDS





**BREAKERS**

**LUTHER VANDROSS**

**Sometimes It's Only Love (Epic)**

70% of our reporting stations on it. Rotations: Heavy 1/0, Medium 21/1, Light 40/13, Total Adds 14 including WJIZ, KBCE, WQFX, WJJS, WPGA, KJMS, WALT, WBLX, HOT105, WIKS. Debuts at number 32 on the Urban Contemporary chart.

**ALYSON WILLIAMS**

**Can't Have My Man (OBR/RAL/Columbia)**

67% of our reporting stations on it. Rotations: Heavy 0/0, Medium 8/0, Light 51/15, Total Adds 15 including WHUR, KMJQ, WGCI, WTLC, WWDW, WJUN, WHJX, KIIZ, KIPR, WJJS. Debuts at number 38 on the Urban Contemporary chart.

**CHIC**

**Chic Mystique (WB)**

66% of our reporting stations on it. Rotations: Heavy 0/0, Medium 22/0, Light 36/11, Total Adds 11 including WCKX, WHUR, WILD, OC104, WRKE, Z93, WFXE, WQFX, WLOU, WPLZ. Debuts at number 36 on the Urban Contemporary chart.

**JODY WATLEY**

**I'm The One You Need (MCA)**

65% of our reporting stations on it. Rotations: Heavy 0/0, Medium 19/1, Light 38/8, Total Adds 9, WCKX, WJUN, WZFX, WQFX, WJJS, WALT, WPLZ, WDZZ, WJFX. Debuts at number 37 on the Urban Contemporary chart.

**NEW & ACTIVE**

**CAMEO "Emotional Violence" (Reprise) 50/2**

Rotations Heavy 3/0, Medium 26/1, Light 21/1, Total Adds 2, WJUN, WGZB Heavy WFXA, KOXL, WPLZ Mediums include K97, WEDR, KPRS, WATV, WENN Debuts at number 39 on the Urban Contemporary chart

**KARYN WHITE "Walkin' The Dog" (WB) 49/13**

Rotations Heavy 0/0, Medium 14/2, Light 35/11, Total Adds 13 including WCKX, WEDR, WJIZ, KOXL, WATV, WJTT, WJUN, WQMG, WHJX, WBLX. Mediums include: WFXA, WXOK, Z93, WEUP, KIIZ

**BLACKSHEEP "The Choice Is Yours" (Mercury) 48/4**

Rotations Heavy 5/0, Medium 23/1, Light 20/3, Total Adds 4, WJIZ, WPEG, WJUN, WFXM Heavy WBLS, KMJQ, WEDR, WOWI, WJHM Mediums include WKYS, KJMJ, K97, WJLB, KMJM Debuts at number 34 on the Urban Contemporary chart

**OAKTOWN'S 3.5.7 "Honey" (Bust It/Capitol) 47/5**

Rotations Heavy 1/0, Medium 13/1, Light 33/4, Total Adds 5, WEDR, WIZF, OC104, WWDW, KIPR Heavy WQIS Mediums include K104, K97, WOWI, KPRS, WRKE

**SMOOVE "(Meanwhile) Back At The Ranch" (Atco/EastWest) 44/9**

Rotations Heavy 3/0, Medium 18/0, Light 23/9, Total Adds 9, WKYS, WFXA, Z93, WPEG, WAGH, WJUN, WQIS, WEAS, KMJJ Heavy WENN, WGZB, WJFX Mediums include WZAK, WJLB, KMJM, KOXL, WXOK

**BROTHERHOOD CREED BHC "Helluva" (Gasoline Alley/MCA) 43/2**

Rotations Heavy 6/0, Medium 24/0, Light 13/2, Total Adds 2, KBCE, WFXM Heavies include KMJQ, WJLB, WFXA, KOXL, WXOK, Mediums include: K97, WOWI, WGCI, WZAK, KPRS. Moves 39-35 on the Urban Contemporary chart

**DIGITAL UNDERGROUND "No Nose Job" (TNT/Tommy Boy) 43/2**

Rotations Heavy 2/0, Medium 21/0, Light 20/2, Total Adds 2, WATV, WFXM, Heavy, KMJQ, WOWI Mediums include K104, K97, WTLC, KMJM, WRKE. Debuts at number 40 on the Urban Contemporary chart

**BIG DADDY KANE "The Lover In You" (Cold Chillin'/Reprise) 42/7**

Rotations Heavy 0/0, Medium 8/0, Light 34/7, Total Adds 7, WJIZ, WENN, WFXE, WJUN, KFXZ, KIPR, WGZB Mediums include K104, KMJQ, K97, WGCI, WJLB

**GARY BROWN "Don't Make Me Beg Tonight" (Capitol) 39/16**

Rotations Heavy 0/0, Medium 5/0, Light 34/16, Total Adds 16 including WBLK, WEDR, WOWI, WIZF, WFXA, KOXL, WXOK, WPEG, WAGH, WJUN, Medium: WJLB, WFXE, WTLZ, WVOI, KTAAs

**BOYZ II MEN "Please Don't Go" (Motown) 38/26**

Rotations Heavy 3/0, Medium 12/7, Light 23/19, Total Adds 26 including WCKX, WDAS, WHUR, WVEE, WYLD, WOWI, WJLB, WMXD, OC104, WRKE Heavy K104, KJMJ, WGZB, Medium WBLK, WBLS, WGCI, WAGH, U102

**JERMAINE JACKSON "I Dream, I Dream" (LaFace) 37/37**

Rotations Heavy 0/0, Medium 2/2, Light 35/35, Total Adds 37 including WBLK, WDAS, WHUR, WKYS, WVEE, WEDR, WOWI, WJLB, WTLC, OC104.

**JODECI "Come & Talk To Me" (MCA) 36/33**

Rotations Heavy 0/0, Medium 3/3, Light 33/30, Total Adds 33 including WCKX, WDAS, WUSL, WHUR, WKYS, WOWI, WIZF, WJLB, WRKE, WFXA.

**LISA TAYLOR "Secrets Of The Heart" (Giant/Reprise) 36/13**

Rotations Heavy 0/0, Medium 5/0, Light 31/13, Total Adds 13 including WBLK, WOWI, WZAK, WXOK, WJUN, WHJX, KIPR, WLOU, WJJS, WOOK Medium WBLS, WDAS, K97, WJLB, WIKS

**MARION MEADOWS "Love Was Never" (RCA) 36/1**

Rotations Heavy 0/0, Medium 16/0, Light 20/1, Total Adds 1, WJJS Mediums include WBLS, WDAS, KMJQ, WZAK, KOXL

**JOHNNY MATHIS / REGINA BELLE "Better Together" (Columbia) 35/4**

Rotations Heavy 0/0, Medium 14/0, Light 21/4, Total Adds 4, WKKV, KOXL, WXOK, WJUN Mediums include WDAS, WMXD, WFXA, WATV, WAGH

**R. KELLY & PUBLIC ANNOUNCEMENT "Honey Love" (Jive) 34/33**

Rotations Heavy 0/0, Medium 2/2, Light 32/31, Total Adds 33 including WDAS, WHUR, WOWI, WZAK, WJLB, KMJM, WRKE, WJIZ, KBCE, WENN.

**TEMPTATIONS "Hoops Of Fire" (Motown) 34/9**

Rotations Heavy 0/0, Medium 5/0, Light 29/9, Total Adds 9, WEDR, KMJM, WJIZ, Z93, WJUN, WQFX, WJJS, WALT, KJLH Medium, WDAS, WVKO, KBCE, WWDW, WVOI.

**MODEST FOK "Love Or The Single Life" (Atco/EastWest) 33/17**

Rotations Heavy 0/0, Medium 0/0, Light 33/17, Total Adds 17 including KMJQ, WEDR, KMJM, WJIZ, KBCE, KOXL, WATV, WJUN, KFXZ, KIPR.

**EL DEBARGE "My Heart Belongs To You" (WB) 33/12**

Rotations Heavy 0/0, Medium 1/0, Light 32/12, Total Adds 12 including WBLK, WJIZ, WXOK, WZFX, WEUP, KIIZ, WQIS, U102, WLOU, WFXM, Medium: WJJS.

**KATHY SLEDGE "Take Me Back To Love Again" (Epic) 32/29**

Rotations Heavy 0/0, Medium 1/1, Light 31/28, Total Adds 29 including WBLK, WDAS, WVEE, WZAK, WTLC, KMJM, OC104, WRKE, KBCE, WFXA.

**BAS-NOIR "Superficial Love" (Atlantic) 30/11**

Rotations Heavy 0/0, Medium 4/0, Light 26/11, Total Adds 11 including WOWI, WZAK, KOXL, WFXE, WJUN, WQFX, WQIS, KIPR, WALT, KMJJ, Medium: OC104, WJMI, WCDX, WTLZ.

**WHISTLE "If You Don't Say" (Select/Elektra) 28/3**

Rotations Heavy 1/0, Medium 10/0, Light 17/3, Total Adds 3, KOXL, WJTT, Z16 Heavy WOWI Mediums include WDAS, WAGH, WFXE, WQIS, WLOU.

**MOST ADDED**

- JERMAINE JACKSON (37)
- JODECI (33)
- R. KELLY & PUBLIC... (33)
- KATHY SLEDGE (29)
- BOYZ II MEN (26)
- BY ALL MEANS (19)
- MODEST FOK (17)
- GARY BROWN (16)
- ALYSON WILLIAMS (15)
- LUTHER VANDROSS (14)

**HOTTEST**

- MICHAEL JACKSON (85)
- PRINCE & N.P.G. (84)
- PATTI LABELLE (73)
- MINT CONDITION (53)
- VANESSA WILLIAMS (55)
- GLENN JONES (17)
- ATLANTIC STARR (15)
- GERALD LEVERT (13)
- CHRIS WALKER (12)
- TONY TERRY (6)

**TOP 10**

**RECURRENTS**

LW	TW	ARTIST/SONG
1	1	BOYZ II MEN/Uhh Ahh
2	3	GERALD LEVERT/Baby
3	2	JODECI/Slay
4	4	SHANICE/I Love
5	5	R.KELLY/She's
6	6	KEITH SWEAT/Keep
7	7	MARIAH CAREY/Can't
8	8	STEVIE WONDER/These
9	9	T. CAMPBELL/Tell
10	10	KARYN WHITE/The Way

**CECE PENISTON "We Got A Love Thang" (A&M) 27/10**

Rotations Heavy 4/0, Medium 10/2, Light 13/8, Total Adds 10, WUSL, WILD, WFXA, Z93, WJTT, WQIS, WJJS, WOOK, WCDX, WVOI Heavy WBLS, WOWI, WTLC, WIKS Mediums include WRKS, WHUR, WKYS, OC104, WWDW

**RIFF "White Men Can't Jump" (SBK/ERG) 27/10**

Rotations Heavy 0/0, Medium 1/0, Light 26/10, Total Adds 10, WHUR, WWDW, WJUN, U102, WLOU, WFXM, WOOK, WCDX, WTLZ, WVOI Medium WAGH

**HEN-GEE & EVIL-E "If You Were Mine" (Pendulum/Elektra) 27/3**

Rotations Heavy 0/0, Medium 4/0, Light 23/3, Total Adds 3, WBLK, WJLB, WJUN Medium K97, WEDR, KJMS, WEAS

**UMC'S "One To Grow On" (EMI/ERG) 27/3**

Rotations Heavy 0/0, Medium 5/0, Light 22/3, Total Adds 3, WFXA, WJUN, WHJX Medium WBLS, WKYS, WZAK, WIKS, KMJJ

**B.B. KING "The Blues Come Over Me" (MCA) 27/2**

Rotations Heavy 1/0, Medium 11/0, Light 15/2, Total Adds 2, U102, WOOK Heavy WJMI Mediums include WTLC, KPRS, WJTT, Z104, WEUP

**SIGNIFICANT ACTION**

**JOHN PAYNE "She Just Can't Help It" (Man Network) 24/6**

Rotations Heavy 0/0, Medium 9/1, Light 15/5, Total Adds 6, WDAS, WHUR, KBCE, WXOK, WAGH, WIKS Mediums include WEDR, WWINFM, WEUP, WLOU, WPGA

**K.C.M. "Let Me Groove You" (Virgin) 23/9**

Rotations Heavy 0/0, Medium 1/0, Light 22/9, Total Adds 9, WBLK, WJTT, WFXE, WJUN, Z104, KIIZ, WLOU, WJFX, WVOI Medium KMJM

**CLIVILLES & COLE "A Deeper Love" (Columbia) 23/3**

Rotations Heavy 0/0, Medium 10/0, Light 13/3, Total Adds 3, WJIZ, WWDW, WJMI Mediums include WBLS, WHUR, WTLC, KOXL, WXOK

**DEGREES OF MOTION "Do You Want It Right Now" (Esquire) 20/2**

Rotations Heavy 0/0, Medium 7/0, Light 13/2, Total Adds 2, KIIZ, K98-FM Mediums include WOWI, Z93, WEUP, WJJS, WIKS

**BY ALL MEANS "The Feeling I Get" (Motown) 19/19**

Rotations Heavy 0/0, Medium 0/0, Light 19/19, Total Adds 19 including WHUR, WOWI, WTLC, WJIZ, KOXL, WXOK, WENN, Z93, WHJX, KIIZ

**2-PAC "Brenda's Got A Baby" (Interscope) 19/1**

Rotations Heavy 2/0, Medium 4/0, Light 15/1, Total Adds 1, WGZB Medium K97, WJLB, KMJM, WAGH

**X-CLAN "Fire And Earth" (Polydor/PLG) 17/9**

Rotations Heavy 0/0, Medium 0/0, Light 17/9, Total Adds 9, WJIZ, WXOK, WAGH, WFXE, WJUN, KIIZ, WALT, K98-FM, WTLZ

**SHABBA RANKS "The Jam" (Epic) 17/7**

Rotations Heavy 0/0, Medium 1/0, Light 16/7, Total Adds 7, WBLK, WKYS, WJIZ, WXOK, WJTT, WQIS, WCDX Medium WIKS

**GOLDMONEY "Money" (TNT/Tommy Boy) 17/5**

Rotations Heavy 0/0, Medium 1/0, Light 16/5, Total Adds 5, WRKE, WJIZ, WBLX, WEAS, KMJJ Medium K98-FM

**LUKE "I Wanna Rock" (Luke) 17/5**

Rotations Heavy 2/0, Medium 8/2, Light 7/3, Total Adds 5, KJMJ, WOWI, Z16, WIKS, K98-FM Heavy WEDR, WJHM Mediums include K97, WAGH, WFXM, KJMS, WBLX

**MICA PARIS "Young Soul Rebels" (Acid Jazz/Scotti Bros.) 17/4**

Rotations Heavy 0/0, Medium 1/1, Light 16/3, Total Adds 4, WHUR, WJUN, WEUP, Z16

**ROBYN SPRINGER "Forever & Ever" (Cardiac) 16/4**

Rotations Heavy 0/0, Medium 3/0, Light 13/4, Total Adds 4, KOXL, WXOK, WQIS, K98-FM Medium WAGH, KFXZ, WJJS

**UNIVERSE I/JEAN CARNE "Love Is Beautiful" (Philly/Zoo) 14/2**

Rotations Heavy 0/0, Medium 3/0, Light 11/2, Total Adds 2, WQFX, WTLZ Medium WWINFM, WRKE, KMJJ

**NEW ARTISTS**

Reports/Adds

1	BLACKSHEEP/The Choice Is Yours (Mercury)	48/4
2	SMOOVE/(Meanwhile) Back At The Ranch (Atco/EastWest)	44/9
3	BROTHERHOOD CREED BHC/Helluva (Gasoline Alley/MCA)	43/2
4	GARY BROWN/Don't Make Me Beg Tonight (Capitol)	39/16
5	LISA TAYLOR/Secrets Of The Heart (Giant/Reprise)	36/13
6	MARION MEADOWS/Love Was Never (RCA)	36/1
7	MODEST FOK/Love Or The Single Life (Atco/EastWest)	33/17
8	KATHY SLEDGE/Take Me Back To Love Again (Epic)	32/29
9	BAS-NOIR/Superficial Love (Atlantic)	30/11
10	HEN-GEE & EVIL-E/If You Were Mine (Pendulum/Elektra)	27/3

New artists have not yet had a UC Breaker.

Scotti Bros. Records  
proudly announces  
the debut single and video.

"Life's A Test",  
from MAY MAY  
The Introduction

72392 75231 2/4

# MAY MAY

"Everybody's rappin'  
about makin' a switch  
Is it pretentious?  
Is it trendiness?  
I'm sincere about  
86'n the madness.

Hesitating and waiting  
may put you to rest  
Never forget,  
never forget  
This life's test."

-May May

# Life's A Test

72392 75308 1/4

Produced by SteviDub 

Milly May Management 

"Life's A Test" video directed by Lionel C.  
Martin for Classic Concept Productions

Album Street Date: March 10, 1992



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# ATLANTIC STARR "Masterpiece"

URBAN CHART: 7

NOW ON 85

UC REPORTERS - 97%

CONVERSION FACTOR: +12

# CAMEO "Emotional Violence"

**NEW & ACTIVE**

NOW ON 50 UC REPORTERS  
...AND BREAKER BOUND!

HOT ACTION AT:

K97 WTLC

WEDR KPRS

...AND MANY MORE!



# ROGER "Take Me Back"

URBAN CHART: 40 - 31

61 UC REPORTERS - 69%

INCLUDING:

WBLK K97 KPRS WBLS

WDAS WIZF WKKV KMJQ

WHUR WZAK KMJM

WKYS WTLC

...AND MANY MORE!

# BIG DADDY KANE "The Lover In You"

42 UC REPORTERS

INCLUDING:

WBLK KMJQ WOWI WJLB

WBLS K97 WGCI KPRS

K104 WEDR WZAK

...AND MANY MORE!



WBLK

**NEW & ACTIVE**

# LISA TAYLOR "Secrets Of The Heart"

ALREADY ON 36 UC REPORTERS

INCLUDING:

WXYV WKYS KPRS WOWI

WBLS K97 KMJM WZAK

WDAS WJLB WBLK

...AND MANY MORE!

**NEW & ACTIVE**



# NEW & ACTIVE

**TEENAGE FANCLUB "The Concept" (DGC) 26/1 (27/1)**

Adds: KUPD, Medium 4 WNEW, WPLR, WEZX, KBAT

**LOVE ON ICE "Don't Leave Me" (Interscope) 24/3 (21/7)**

Adds: WDHA, WRCQ, KEZE, Medium 4 KGON, KIOZ, KISW, KWHL

**SASS JORDAN "Make You A Believer" (Impact) 23/23 (0/0)**

Adds including KSAQ, KIOZ, WPYX, WDHA, WCCC, KEZO, KEZE, KEYJ, WKZO, KJKJ

**CHURCH "Ripple" (Arista) 23/1 (23/7)**

Adds: KQDS, Medium 7 KUPD, KRQR, WEZX, WIZN, KATP, KKEG, KQWB

**BONNIE RAITT "Not The Only One" (Capitol) 21/9 (12/8)**

Adds including WSTZ, KEZE, KQDI, Medium 14 including WMMS, WRKI, KMOD, KXFX, WIZN, WGIR, WWWV, KRNA, KSOY

**SKID ROW "Quicksand Jesus" (Atlantic) 21/2 (21/3)**

Adds: KCAL, WKZO, Heavy 2 WWBZ, KNAC, Medium 4 KSAQ, KIOZ, WZNF, KRZO

**BRITNY FOX "Over And Out" (Atco/EastWest) 21/1 (20/1)**

Medium 5 including KNCN, WZZR, KATM, KJKJ

**DRAMARAMA "What Are We Gonna Do?" (Chameleon/Elektra) 20/6 (14/5)**

Adds including KRXQ, WDHA, WGLF, KJKJ, KCOR, Heavy 1: KQLZ, Medium 5 including WPDH, WZZR, KKDJ, KTYD

**TOAD THE WET SPROCKET "Hold Her Down" (Columbia) 20/5 (16/4)**

Adds including WNOR, KYYS, WZZO, KKEG, Medium 6 including WNEW, WDHA, WQMF, WRXL, KFMZ

**MARC COHN "Ghost Train" (Atlantic) 17/17 (0/0)**

Adds including WBCN, WMMS, KYYS, WRCQ, WAPL, WKIT, KEYJ, KRNA, KSOY, KQDI

**MOST ADDED**

- BRUCE SPRINGSTEEN/Touch (154)
- BRUCE SPRINGSTEEN/Days (147)
- U2/One (47)
- KING'S X/Flag (31)
- GUNS N' ROSES/Pretty (26)
- SASS JORDAN/Believer (23)
- RUSH/Bravado (23)
- SOCIAL DISTORTION/Luck (22)
- ERIC CLAPTON/Help (20)
- GARY MOORE/Cold (18)

**MOST REQUESTED**

- UGLY KID JOE/Everything (78)
- NIRVANA/Come (43)
- METALLICA/Nothing (39)
- OZZY OSBOURNE/Mama (39)
- TESLA/Give (24)
- BRUCE SPRINGSTEEN/Touch (23)
- MELISSA ETHERIDGE/Heavy (21)
- TOM COCHRANE/Life (19)
- PEARL JAM/Alive (18)
- QUEENSRYCHE/Listening? (18)

## PHONE TAG WB STYLE (And the Peppers are IT!)

DATE 3-13-92 HOUR 9:52 am

TO Lorraine

FROM The AOR Types

OF Warner Bros.

PHONE 800-665-8899 PHONE NUMBER

TELEPHONED	<input checked="" type="checkbox"/>	RETURNED CALL	<input type="checkbox"/>	LEFT PACKAGE	<input type="checkbox"/>
PLEASE CALL	<input checked="" type="checkbox"/>	WAS IN	<input type="checkbox"/>	PLEASE SEE ME	<input type="checkbox"/>
WILL CALL AGAIN	<input type="checkbox"/>	URGENT	<input type="checkbox"/>	IMPORTANT	<input type="checkbox"/>

MESSAGE "Under The Bridge" is in for a big week at AOR. You called this one!

---

DATE 3-13-92 HOUR 11:00 am

TO The AOR Types

FROM Lorraine Caruso

OF WNew

PHONE speed dial 1027 PHONE NUMBER

TELEPHONED	<input checked="" type="checkbox"/>	RETURNED CALL	<input type="checkbox"/>	LEFT PACKAGE	<input type="checkbox"/>
PLEASE CALL	<input type="checkbox"/>	WAS IN	<input type="checkbox"/>	PLEASE SEE ME	<input type="checkbox"/>
WILL CALL AGAIN	<input type="checkbox"/>	URGENT	<input type="checkbox"/>	IMPORTANT	<input checked="" type="checkbox"/>

MESSAGE The Red Hot Chili Peppers got our listeners' attention. "Under The Bridge" is gutsy and emotional - and it's been top 5 phone for weeks. This band delivers!

SIGNED \_\_\_\_\_

Track Debut

59

# AOR TRACKS

		3 2		170 REPORTERS		Reports/Adds	Heavy	Medium
		WKS	WKS	LW	TW			
DEBUT	1					154 /154	118	30
	11	5	3			153=1	85+	47-
	14	11	5			154+/6	76+	67-
	9	6	4			153+/1	82+	43-
DEBUT	5					147 /147	79	50
	1	1	1			128-/0	102-	21+
	2	2	2			126-/0	88-	27-
	10	9	8			153-/0	50+	75+
	15	12	9			152+/4	52+	65-
	-	51	21			138+/47	50+	78+
	-	18	11			135+/4	33+	83-
	19	14	10			137+/4	39+	60-
	33	19	12			129+/9	44+	65+
	21	16	13			138+/12	36+	54-
	28	23	15			122+/20	42+	65+
	27	22	16			121+/8	26+	78+
	22	21	17			110+/7	25+	69+
	5	3	6			88-/0	53-	27-
	4	4	7			83-/0	45-	33-
	38	27	22			117+/18	16+	72+
	35	28	23			117+/16	6+	63+
	3	8	14			59-/0	39-	16-
	44	34	31			94+/17	16+	38+
	8	10	19			72-/0	20-	31-
	26	25	24			97-/2	8-	39-
	7	13	25			47-/1	31-	13-
	31	30	29			72-/0	9-	50-
	-	-	44			60+/23	11+	39+
	-	44	34			77+/9	7+	41+
	36	35	32			54+/7	18+	32-
	-	46	40			81+/26	4+	27+
	30	29	28			83-/4	3-	29+
	39	36	33			84+/5	3+	35+
	-	-	45			82+/31	1+	26+
	47	40	35			75+/9	4+	30+
	12	17	26			46-/0	27-	13-
	40	38	36			62-/0	3+	38-
	56	43	39			54+/2	8=	17+
	20	20	30			40-/2	15-	17-
	6	7	18			40-/0	19-	17-
	45	39	38			45-/2	7-	35-
	-	-	54			64+/22	0=	10+
	-	57	47			55+/8	3+	21+
	-	59	50			52+/14	3=	25+
	54	48	46			43+/3	5+	26=
	-	-	58			37+/11	4+	26+
	37	37	37			44-/1	4-	19-
	-	-	60			55+/16	2=	11+
	16	15	20			32-/0	24-	5-
	23	33	42			21-/0	15-	4-
	-	56	53			50+/3	0=	16+
	18	31	43			17-/0	13-	3=
	34	42	52			19-/0	8=	9-
DEBUT	54					18+/5	7=	8+
DEBUT	55					34+/6	2=	13+
DEBUT	56					26+/5	4+	10+
DEBUT	57					22-/2	7+	10-
DEBUT	58					31+/7	2=	12+
DEBUT	59					24+/14	1=	12+
DEBUT	60					37+/2	0=	11=

\*Keeps bullet due to continued growth

## BREAKERS

**BRUCE SPRINGSTEEN**  
Human Touch (Columbia)  
91% of our reporters on it.

**BRUCE SPRINGSTEEN**  
Better Days (Columbia)  
86% of our reporters on it.

**U2**  
One (Island/PLG)  
81% of our reporters on it.

**GARY MOORE**  
Cold Day In Hell (Charisma)  
69% of our reporters on it.



ON YOUR DESK MARCH 18.





## AOR ALBUMS

NATIONAL AIRPLAY<sup>®</sup>

3	2	1	172 REPORTERS	MARCH 13, 1992	Reports/Adds	Heavy	Medium	
WKS	WKS	LW	TW					
1	1	1	1	<b>U2/Achtung Baby</b> (Island/PLG)	"One" (138) "Until" (88) "Mysterious" (17)	162 - /2	106 -	50 +
6	5	3	2	<b>VAN HALEN/For Unlawful Carnal Knowledge</b> (WB)	"Dream" (154) "Now" (21) "Top" (3)	162 + /5	88 +	65 -
2	2	2	3	<b>JOHN MELLENCAMP/Whenever We Wanted</b> (Mercury)	"Tonight" (128) "Now" (18) "Love" (6)	134 - /0	110 -	18 +
10	7	5	4	<b>NIRVANA/Nevermind</b> (DGC)	"Come" (153) "Teen" (8) "Lithium" (4)	154 = /1	86 +	48 -
13	12	9	5	<b>UGLY KID JOE/As Ugly As They Wanna Be</b> (EP) (Stardog/Mercury)	"Everything" (153) "Madman" (2)	154 + /2	82 +	43 -
11	10	8	6	<b>QUEENSRYCHE/Empire</b> (EMI/ERG)	"Listening?" (153) "Rainy" (11) "Thin" (1)	156 - /0	58 +	72 -
8	11	7	7	<b>ERIC CLAPTON/Rush</b> (Reprise)	"Help" (122) "Tears" (46)	139 + /11	67 +	56 +
3	3	4	8	<b>OZZY OSBOURNE/No More Tears</b> (Epic Associated)	"Mama" (126) "Tears" (3) "Tinkertrain" (2)	128 - /0	88 -	28 -
16	14	12	9	<b>TESLA/Psychotic Supper</b> (Geffen)	"Give" (152) "Call" (4) "De-Rock" (1)	154 + /4	53 +	65 -
15	15	13	10	<b>METALLICA/Metallica</b> (Elektra)	"Nothing" (138) "Unforgiven" (19) "Sad" (4)	142 + /7	44 +	56 -
4	6	10	11	<b>RUSH/Roll The Bones</b> (Atlantic)	"Bravado" (60) "Gnost" (59) "Where's" (3)	110 - /10	51 -	48 +
22	18	14	12	<b>BRYAN ADAMS/Waking Up The Neighbors</b> (A&M)	"Thought" (129) "Honey" (4) "There" (4)	134 + /10	45 +	66 +
7	8	11	13	<b>GENESIS/We Can't Dance</b> (Atlantic)	"Jesus" (54) "Dance" (47) "Living" (3)	92 - /4	47 -	39 -
20	17	16	14	<b>L.A. GUNS/Hollywood Vampires</b> (Polydor/PLG)	"Over" (137) "Wild" (1)	138 + /4	40 +	60 -
5	4	6	15	<b>STEVIE RAY VAUGHAN &amp; DOUBLE.../The Sky Is Crying</b> (Epic)	"Empty" (83) "Wing" (7) "Sky" (6)	89 - /0	51 -	31 -
-	21	17	16	<b>TOM COCHRANE/Mad Mad World</b> (Capitol)	"Life" (121) "Get" (1)	121 + /8	26 +	78 +
21	20	18	17	<b>LITTLE VILLAGE/Little Village</b> (Reprise)	"She" (110)	112 + /7	27 +	69 +
-	26	21	18	<b>GARY MOORE/After Hours</b> (Charisma)	"Cold" (117)	119 + /19	17 +	73 +
30	29	22	19	<b>FOUR HORSEMEN/Nobody Said It Was Easy</b> (Def American/Reprise)	"Tired" (117) "Rockin" (2) "Lookin" (1)	118 + /16	7 +	63 +
36	30	28	20	<b>MSG/MSG</b> (Impact)	"Gone" (94) "Eve" (1) "Nightmare" (1)	95 + /17	17 +	38 +
12	13	19	21	<b>PEARL JAM/Ten</b> (Epic Associated)	"Alive" (72) "Even" (3) "Black" (1)	74 - /0	21 -	32 -
26	25	24	22	<b>KIX/Hot Wire</b> (Atco/EastWest)	"Tear" (97)	97 - /2	8 -	39 -
-	27	25	23	<b>RICK VITO/King Of Hearts</b> (Modern/Atlantic)	"Desiree" (72)	74 - /0	9 -	52 -
28	28	27	24	<b>VARIOUS ARTISTS/Wayne's World</b> (Reprise)	"Hot" (83) "Time" (14) "Loving" (4)	91 = /5	4 -	32 +
9	9	15	25	<b>DIRE STRAITS/On Every Street</b> (WB)	"Bug" (40) "When" (6) "Every" (4)	47 - /0	23 -	19 -
-	40	36	26	<b>GUNS N' ROSES/Use Your Illusion II</b> (Geffen)	"Pretty" (81) "Years" (2) "Yesterdays" (1)	83 + /27	5 +	28 +
34	32	31	27	<b>D.A.D./Riskin' It All</b> (WB)	"Grow" (84) "D-Law" (1)	85 + /5	4 +	35 +
18	24	26	28	<b>TOM PETTY &amp; THE HEARTBREAKERS/Into The Great Wide Open</b> (MCA)	"Noise" (37) "King's" (13) "Into" (1)	50 - /8	11 -	31 +
<b>DEBUT</b>			29	<b>KING'S X/King's X</b> (Atlantic)	"Flag" (82)	82 /31	1	26
38	37	32	30	<b>LIVE/Mental Jewelry</b> (Radioactive)	"Spirit" (75)	75 + /9	4 +	30 +
19	19	23	31	<b>WEBB WILDER/Doo Dad</b> (Praxis/Zoo)	"Tough" (40) "Landlord" (1)	40 - /1	15 -	17 -
27	34	35	32	<b>BABY ANIMALS/Baby Animals</b> (Imago)	"Word" (52) "Painless" (7)	57 + /11	6 -	28 +
29	31	30	33	<b>BOB SEGER &amp; SILVER BULLET BAND/The Fire Inside</b> (Capitol)	"She" (45) "Mountain" (1) "Chance" (1)	48 - /3	9 -	35 -
-	35	34	34	<b>DANNY TATE/Danny Tate</b> (Charisma)	"Lead" (62)	62 - /0	3 +	38 -
-	39	37	35	<b>SHOTGUN MESSIAH/Second Coming</b> (Relativity)	"Heartbreak" (54)	54 + /2	8 =	17 +
<b>DEBUT</b>			36	<b>CONCRETE BLONDE/Walking In London</b> (IRS)	"Ghost" (43)	45 /3	6	27
17	16	20	37	<b>RTZ/Return To Zero</b> (Giant/Reprise)	"Until" (32) "All" (1)	33 - /0	25 -	5 -
-	-	39	38	<b>SCREAM/Let It Scream</b> (Hollywood)	"Father" (55) "Tell" (1)	56 + /8	4 +	21 +
<b>DEBUT</b>			39	<b>SOCIAL DISTORTION/Somewhere Between Heaven And Hell</b> (Epic)	"Luck" (64)	64 + /22	0 =	10 +
<b>DEBUT</b>			40	<b>ROXY BLUE/Want Some?</b> (Geffen)	"Rob" (55) "Times" (1)	55 + /16	2 =	12 +

Best New Artist -  
GRAMMY WINNER

marc cohn

IS SELLING TO YOUR AUDIENCE

BILLBOARD SOUNDSCAN SALES

118\* - 78\* - 38\* -

1100% SALES INCREASE

SINCE GRAMMYS

"GHOST TRAIN"

MOST ADDED

20 STATIONS INCLUDING  
WNEW WBCN WMMS KYYS  
KFOG KTCZ KBCO



**BREAKERS**

GARY MOORE  
After Hours (Charisma)  
69% of our reporters on it.

**MOST ADDED**

KING'S X (31)  
GUNS N' ROSES (27)  
SOCIAL DISTORTION (22)  
GARY MOORE (19)  
MARC COHN (18)  
MSG (17)  
FOUR HORSEMEN (16)  
ROXY BLUE (16)  
RED HOT CHILI PEPPERS (14)  
MARILLION (12)

**HOTTEST**

JOHN MELLENCAMP (110)  
U2 (106)  
OZZY OSBOURNE (88)  
VAN HALEN (88)  
NIRVANA (86)  
UGLY KID JOE (82)  
ERIC CLAPTON (67)  
QUEENSRYCHE (58)  
TESLA (53)  
RUSH (51)  
STEVIE RAY VAUGHAN & DOUBLE... (51)

**TOP 10 ON EVERY HARD/ROCK METAL CHART** AND "SOUL SURVIVE" IS STILL TOP 15 AFTER FOUR MONTHS. **HEADBANGER'S BALL**

"SOUL SURVIVE" IS THE SECOND VIDEO *EVER* TO RETIRE AS UNDEFEATED CHAMPION ON *BALLBUSTER OF THE WEEK*, BEATING OUT THE LIKES OF THE CULT, TESLA, INFECTIOUS GROOVES, WARRIOR SOUL AND COC. AND STILL GOING STRONG ON HEADBANGER'S BALL ELEVEN WEEKS LATER. **LONN FRIEND/RIP** EDITOR IN CHIEF. "VIRGIN'S GREAT METAL HOPE. MAY THEY ROCK YOUR WORLD LIKE THEY ROCK MINE."

**GREG MULL/WXTB** "SINCE I FIRST HEARD THEM, I'VE BEEN A BIG FAN OF ASPHALT BALLETT. 98 ROCK HAD A TREMENDOUS AMOUNT OF SUCCESS WITH 'SOUL SURVIVE.' THE SONG EARNED ITS WAY INTO OUR HEAVY ROTATION, WHERE IT STAYED FOR OVER A MONTH DUE TO CALLOUT AND PHONES. I'VE ALWAYS FELT THAT 'TUESDAY'S RAIN' WOULD BE THE TRACK TO BREAK THIS BAND."

**CAREY CURELOP/PIRATE RADIO** "I ADDED ASPHALT BALLETT'S 'SOUL SURVIVE' AS A FAVOR TO JEFFREY NAUMANN. I NEVER THOUGHT IT WOULD GET OUT OF LIGHT ROTATION; I WAS WRONG. JEFFREY DID ME A FAVOR BY RELENTLESSLY POUNDING ME ON THIS TRACK. IT ENDED UP BEING ONE OF OUR HIGHEST-TESTING RECORDS. I THINK 'TUESDAY'S RAIN' WILL BLOW THE BAND WIDE-OPEN."

**METALLIX, METAL EDGE, RIP, THRASHER, CIRCUS** MAJOR PRESS COVERAGE CONTINUES. **NME** "TO DATE, AXL ROSE AND HIS MERRY MEN HAVE HAD NOTHING TO WORRY ABOUT, BUT ASPHALT BALLETT COULD HAVE JUST ENOUGH ROCK MUSCLE TO CHANGE ALL THAT. TIGHT, INTELLIGENT... FULL OF SPARK AND IMAGINATION."

**ROXY SHOW SELLS OUT IN 45 MINUTES**

PIRATE RADIO SPONSORS THEIR SOLD-OUT SHOW.

**TUESDAY'S RAIN** THE NEW TRACK

AND VIDEO FROM **ASPHALT BALLETT**

ON YOUR DESK MARCH 6TH  GOING FOR ADDS MARCH 16TH



Chart table with columns LW, TW, and song titles. Includes entries like U2/Achtung Baby, SUGARCUBES/Stick Around For Joy, and CRACKER/Cracker.

\*Keeps bullet due to continued growth.

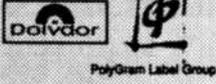
New Rock chart information is reported by a carefully selected group of radio's most musically adventurous stations

Three boxes: MOST ADDED (CRACKER, CHARLATANS U.K.), HOTTEST (SUGARCUBES, U2), MOST REQUESTED (SUGARCUBES, RED HOT CHILI PEPPERS).

- (E)XHILARATING
(E)FFUSIVE
(E)LECTRIFYING
(E)BULLIENT
(E)AR CANDY
(E)ARTHY



- (E)xceedingly Strong Debut (28)
(E)normous Hit Potential...
(E)xperience It!



P1 PLAYLISTS

WFNX/Boston (817) 595-6200 Kurt St. Thomas
WBUR/Providence (617) 272-9550 Michael Osborne
WVCD/Columbus (614) 444-4923 Tom Teuber
WJOL/Minneapolis (612) 941-5774 Tony Powers
WVFS/Washington (301) 308-0991 Robert Benjamin
WDRS/Long Island (516) 832-9400 Tom Calderone

WRX/Chicago (312) 777-1700 Norm Winer
KROQ/Los Angeles (818) 567-1067 Andy Schuen
CINX/Windsor-Detroit (313) 961-9811 Michelle Denomme

WVCD/Columbus (614) 444-4923 Tom Teuber
WJOL/Minneapolis (612) 941-5774 Tony Powers
WVFS/Washington (301) 308-0991 Robert Benjamin
WDRS/Long Island (516) 832-9400 Tom Calderone

WRX/Chicago (312) 777-1700 Norm Winer
KROQ/Los Angeles (818) 567-1067 Andy Schuen
CINX/Windsor-Detroit (313) 961-9811 Michelle Denomme

XTRA/San Diego (619) 291-9191 Kevin Stapelford
WHTG/Asbury Park (908) 542-1410 Butcher/Pinfield
WDSJ/Woodstock (914) 679-7266 Jeanne Atwood

WVCD/Columbus (614) 444-4923 Tom Teuber
WJOL/Minneapolis (612) 941-5774 Tony Powers
WVFS/Washington (301) 308-0991 Robert Benjamin
WDRS/Long Island (516) 832-9400 Tom Calderone

WRX/Chicago (312) 777-1700 Norm Winer
KROQ/Los Angeles (818) 567-1067 Andy Schuen
CINX/Windsor-Detroit (313) 961-9811 Michelle Denomme

WBNY/Buffalo (716) 678-3080 Mike Parrish
WJON/Salt Lake City (801) 392-9550 Jon McGann
WXP/Philadelphia (215) 698-6677 Michael Morrison
WBUR/Rochester (716) 381-4353 Andrew Chinnici

KACV/Amarillo (806) 371-5227 Jamey Karr
WVCD/Columbus (614) 444-4923 Tom Teuber
WJOL/Minneapolis (612) 941-5774 Tony Powers
WVFS/Washington (301) 308-0991 Robert Benjamin
WDRS/Long Island (516) 832-9400 Tom Calderone

P2 ADDS & HOTS

P3 ADDS & HOTS

29 Current Reporters
29 Current Playlists



SOUTH (Continued)

UZ(M) ERIC CLAPTON BRUCE SPRINGSTEEN NIRVANA VAN HALEN PEARL JAM QUEENSRÛCHE METALLICA L.A. GUNS MELISSA ETHERIDGE

WZZR/Ft. Pierce, FL (407) 335-9300 PD: RICH DICKERSON MD: MIKE LEE

Heavy BABY ANIMALS ROCKY BLUE DRIVIN' N CRYIN' L.A. GUNS VAN HALEN UGLY KID JOE SHADOW KING KIX YONKIE MAUSTEYEN GARY MOORE NIRVANA RUSH TESLA U2 METALLICA

BRUCE SPRINGSTEEN MSG

Light PIRATES

WROO/Greenville (803) 242-0101 PD: LIZ ROGERS MD: BILL WALKER

Heavy STEVIE RAY VAUGHAN U2(M) JOHN HELLICAMP QUEENSRÛCHE BLUES TRAVELER VAN MORRISON WEBS WILDER RUSH VAN HALEN DIRT STRAITS GARY MOORE GUNS N' ROSES BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN

Medium TOM PETTY (L) RED HOT CHILI PEPP LIGHT FOUR HORSEMEN

KMJX/Little Rock (501) 224-6500 PD: TOM WOOD MD: DAVID A. ROSS

Heavy NIRVANA UGLY KID JOE TESLA VAN HALEN GARY MOORE BRUCE SPRINGSTEEN ERIC CLAPTON L.A. GUNS METALLICA LITTLE VILLAGE TOM COCHRANE BRYAN ADAMS GENESIS

Medium GUNS N' ROSES RED HOT CHILI PEPP BABY ANIMALS DRAMARAMA SCREAM

WFVY/Jacksonville (904) 642-1055 PD: RALPH CIPOLLA MD: JOHN LEARD

Heavy VAN HALEN (H) RUSH (H) U2 (H) VINNIE MOORE QUEENSRÛCHE (H) METALLICA BRUCE SPRINGSTEEN (L) BRUCE SPRINGSTEEN KING'S X SOCIAL DISTORTION

WIMZ/Knoxville (615) 525-6000 PD: RILEY KING

Heavy RTZ VAN HALEN OZZY OSBOURNE JOHN HELLICAMP ERIC CLAPTON RUSH JONAS MEYER U2

Medium BRUCE SPRINGSTEEN

WKQO/Lexington (606) 252-6694 PD: PETER BELLOW MD: TONY TILFORD

Heavy JOHN HELLICAMP (H) U2 (H) TESLA BRUCE SPRINGSTEEN (H) RUSH (H) MR. BIG BRUCE SPRINGSTEEN (H) L.A. GUNS BRUCE SPRINGSTEEN (H) ASS JORDAN (L)

WSTZ/Jackson (801) 982-1067 PD: DRI LARSON MD: PAH RIVERS

Heavy OZZY OSBOURNE UGLY KID JOE MELISSA ETHERIDGE L.A. GUNS

Medium GRAPES OF WRATH (L) RED HOT CHILI PEPP FOUR HORSEMEN ERIC CLAPTON GARY MOORE MSG GUNS N' ROSES BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN BONNIE RAITT

WQMF/Louisville (502) 896-4400 MD: BILL MAY MD: DUKE MEYER

Heavy U2 GENESIS METALLICA TESLA JOHN HELLICAMP (H) RUSH (H) BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN SASS JORDAN

WOBZ/Macon (912) 781-6558 PD: NATHAN HALE

Heavy RTZ ERIC CLAPTON GENESIS U2 (H) VAN HALEN UGLY KID JOE BRYAN ADAMS NIRVANA OZZY OSBOURNE L.A. GUNS QUEENSRÛCHE

Medium BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN RUSH

Light FOUR HORSEMEN GARY MOORE

WEGR/Memphis (901) 578-1103 PD: DRAKE HALL MD: ZEKI LOGAN

Heavy BRYAN ADAMS JOHN HELLICAMP L.A. GUNS NIRVANA RTZ BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN U2

Medium BABY ANIMALS SCREAM (L)

Light LILLIAN AXE

WGCX/Mobile (205) 628-9600 PD: LORI DUBOSE MD: CHARLIE OCEAN

Heavy RUSH ERIC CLAPTON GENESIS OZZY OSBOURNE JOHN HELLICAMP NIRVANA RTZ BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN U2

Medium GUNS N' ROSES RED HOT CHILI PEPP BABY ANIMALS DRAMARAMA SCREAM

WKDF/Nashville (615) 244-9532 PD: KIDD REDD MD: JOHN NAGARTY

Heavy GENESIS DIRT STRAITS NIRVANA UZZY OSBOURNE BRUCE SPRINGSTEEN UGLY KID JOE U2 VAN HALEN (H) 'TEVIE RAY VAUGHAN

Medium BRUCE SPRINGSTEEN (L)

WDLZ/Orlando (407) 682-7676 PD: NEAL MURPHY MD: JOE HANCOCK

Heavy JOHN HELLICAMP (H) DIRT STRAITS NIRVANA VAN HALEN UGLY KID JOE BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN MSG

Light JONAS MEYER U2

WTKX/Pensacola (904) 438-7543 PD: MIKE OKAYKO MD: STRUMMER

Heavy BRYAN ADAMS ERIC CLAPTON METALLICA BRUCE SPRINGSTEEN UGLY KID JOE BRUCE SPRINGSTEEN RUSH

WROU/Raleigh (919) 876-1061 PD: BOB WALTON MD: TOM GILTON

Heavy OZZY OSBOURNE STEVIE RAY VAUGHAN JOHN HELLICAMP NIRVANA FOUR HORSEMEN RTZ VAN HALEN TOM COCHRANE MELISSA ETHERIDGE BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN GUNS N' ROSES FOUR HORSEMEN

WRXL/Richmond (804) 756-6400 PD: BILL PUGH MD: PAUL SAUGRUE

Heavy TOM PETTY JOHN HELLICAMP U2 (H) STEVIE RAY VAUGHAN DIRT STRAITS ERIC CLAPTON BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN METALLICA

WROV/Roanoke (703) 343-4444 PD: MIKE WELLS APD/MD: ELLEN FLAHERTY

Heavy TOM COCHRANE OZZY OSBOURNE JOHN HELLICAMP BRUCE SPRINGSTEEN LITTLE VILLAGE KING'S X SOCIAL DISTORTION

WIXV/Savannah (912) 897-1529 PD: CURT GARY MD: JAY SISSON

Heavy VAN HALEN (H) JOHN HELLICAMP (H) OZZY OSBOURNE STEVIE RAY VAUGHAN ERIC CLAPTON U2

Medium BRUCE SPRINGSTEEN

Light KATL/Shreveport (425) 425-2422 PD: JOHN SHERMAN MD: TOM MICHAELS

Heavy RICHIE SAMBORA STEVIE RAY VAUGHAN LILLIAN AXE GUNS N' ROSES U2

Medium TOM PETTY RUSH THIS PICTURE SASS JORDAN

Light GUNS N' ROSES METALLICA STORM OZZY OSBOURNE GENESIS ERIC CLAPTON UGLY KID JOE

Medium BRUCE SPRINGSTEEN

KEY/JiAbilene (915) 677-7225 PD: RANDY JONES MD: MIKE WILLIAMS

Heavy NIRVANA VAN HALEN RICK VITO ERIC CLAPTON UGLY KID JOE VAN HALEN (H) 'TEVIE RAY VAUGHAN

Medium BRUCE SPRINGSTEEN (L)

WGLF/Tallahassee (904) 878-1104 PD: LANCE WERTZ MD: PAUL DAVIS

Heavy UGLY KID JOE VAN HALEN BRUCE SPRINGSTEEN METALLICA TESLA QUEENSRÛCHE JARY MOORE L.A. GUNS LITTLE VILLAGE ERIC CLAPTON

Light TOM PETTY U2

WTKX/Pensacola (904) 438-7543 PD: MIKE OKAYKO MD: STRUMMER

WVWV/Charlottesville (804) 971-4057 PD: LINDIE KICE MD: BOBBIE GILBERT

Heavy RYAN ADAMS MELISSA ETHERIDGE L.A. GUNS JOHN HELLICAMP PEARL JAM QUEENSRÛCHE RICK VITO UGLY KID JOE NIRVANA VAN HALEN 'TEVIE RAY VAUGHAN RTZ

Medium BRUCE SPRINGSTEEN (L) BRUCE SPRINGSTEEN GUNS N' ROSES FOUR HORSEMEN

Light MITCH MULLOY GARY MOORE

WKZQ/Myrtle Beach (803) 448-4739 PD/MD: JOHNNY DIAZ

Heavy LILLIAN AXE UGLY KID JOE KIX L.A. GUNS JEDASRYCHE WAYNE'S WORLD SMITHERENS FOUR HORSEMEN NIRVANA 'OM COCHRANE

WVRK/Columbus (404) 576-3000 PD: TODD HOLMAN MD: BRIAN GREATHOUSE

Heavy OZZY OSBOURNE RUSH JOHN HELLICAMP RTZ ERIC CLAPTON (H) 'TEVIE RAY VAUGHAN BRUCE SPRINGSTEEN

Light KKEG/Fayetteville (501) 521-5566 PD: WES JEFFRIES MD: DAVE JACKSON

Heavy UGLY KID JOE OZZY OSBOURNE VAN HALEN NIRVANA BRUCE SPRINGSTEEN METALLICA BRUCE SPRINGSTEEN FOUR HORSEMEN BRYAN ADAMS

Light TOAD THE WET SPROG

KATP/Amarillo (806) 359-5999 PD/MD: DALE MILLER

Heavy JOHN HELLICAMP LITTLE VILLAGE VAN HALEN BOB SEGER & SILVER RICK VITO L.A. GUNS TESLA BABY ANIMALS DANNY TATE MSG D.A.D. QUEENSRÛCHE MELISSA ETHERIDGE TOM COCHRANE BRUCE SPRINGSTEEN ERIC CLAPTON U2

Medium BRUCE SPRINGSTEEN

WRRU/Gainesville (904) 392-0771 PD: HARRY RUSCOCK MD: KRISTI CLARK

Heavy U2 (H) OZZY OSBOURNE VAN HALEN QUEENSRÛCHE BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN U2

Medium BRUCE SPRINGSTEEN (L)

WRFU/Gainesville (904) 392-0771 PD: HARRY RUSCOCK MD: KRISTI CLARK

Heavy U2 (H) OZZY OSBOURNE VAN HALEN QUEENSRÛCHE BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN U2

Medium BRUCE SPRINGSTEEN (L)

WVWV/Charlottesville (804) 971-4057 PD: LINDIE KICE MD: BOBBIE GILBERT

Heavy RYAN ADAMS MELISSA ETHERIDGE L.A. GUNS JOHN HELLICAMP PEARL JAM QUEENSRÛCHE RICK VITO UGLY KID JOE NIRVANA VAN HALEN 'TEVIE RAY VAUGHAN RTZ

Medium BRUCE SPRINGSTEEN (L) BRUCE SPRINGSTEEN GUNS N' ROSES FOUR HORSEMEN

Light CHRIS WHITLEY

WKZQ/Myrtle Beach (803) 448-4739 PD/MD: JOHNNY DIAZ

Heavy LILLIAN AXE UGLY KID JOE KIX L.A. GUNS JEDASRYCHE WAYNE'S WORLD SMITHERENS FOUR HORSEMEN NIRVANA 'OM COCHRANE

WVRK/Columbus (404) 576-3000 PD: TODD HOLMAN MD: BRIAN GREATHOUSE

Heavy OZZY OSBOURNE RUSH JOHN HELLICAMP RTZ ERIC CLAPTON (H) 'TEVIE RAY VAUGHAN BRUCE SPRINGSTEEN

Light KKEG/Fayetteville (501) 521-5566 PD: WES JEFFRIES MD: DAVE JACKSON

Heavy UGLY KID JOE OZZY OSBOURNE VAN HALEN NIRVANA BRUCE SPRINGSTEEN METALLICA BRUCE SPRINGSTEEN FOUR HORSEMEN BRYAN ADAMS

Light TOAD THE WET SPROG

KATP/Amarillo (806) 359-5999 PD/MD: DALE MILLER

Heavy JOHN HELLICAMP LITTLE VILLAGE VAN HALEN BOB SEGER & SILVER RICK VITO L.A. GUNS TESLA BABY ANIMALS DANNY TATE MSG D.A.D. QUEENSRÛCHE MELISSA ETHERIDGE TOM COCHRANE BRUCE SPRINGSTEEN ERIC CLAPTON U2

Medium BRUCE SPRINGSTEEN

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Medium BRUCE SPRINGSTEEN (L)

WRFU/Gainesville (904) 392-0771 PD: HARRY RUSCOCK MD: KRISTI CLARK

Heavy U2 (H) OZZY OSBOURNE VAN HALEN QUEENSRÛCHE BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN U2

Medium BRUCE SPRINGSTEEN (L)

WVWV/Charlottesville (804) 971-4057 PD: LINDIE KICE MD: BOBBIE GILBERT

Heavy RYAN ADAMS MELISSA ETHERIDGE L.A. GUNS JOHN HELLICAMP PEARL JAM QUEENSRÛCHE RICK VITO UGLY KID JOE NIRVANA VAN HALEN 'TEVIE RAY VAUGHAN RTZ

Medium BRUCE SPRINGSTEEN (L) BRUCE SPRINGSTEEN GUNS N' ROSES FOUR HORSEMEN

MR. BIG BRYAN ADAMS VAN HALEN MOG LORRY KRAVITZ MELISSA ETHERIDGE MATTHEW SWEET METALLICA ERIC CLAPTON

U2 BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN GENESIS GARY MOORE

Light TOM PETTY SKID ROW SOCIAL DISTORTION SASS JORDAN CHRIS WHITLEY

WLUP/Chicago (312) 440-5270 PD: RICK BALLIS MD: DAVE BRISMAN

Heavy SMITHERENS JOHN HELLICAMP (H) ERIC CLAPTON (H) BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN GENESIS NUCLEAR VALDEZ TOM COCHRANE STEVIE RAY VAUGHAN MELISSA ETHERIDGE BRYAN ADAMS

WEBN/Cincinnati (513) 621-9326 PD: TOM OWENS MD: TONY TOLLIVER

Heavy RUSH (H) METALLICA JOHN HELLICAMP (H) GENESIS (H) BRUCE SPRINGSTEEN

Medium BRUCE SPRINGSTEEN

WLLZ/Detroit (313) 855-5100 PD: CHRIS SAWTON

Heavy JOHN HELLICAMP OZZY OSBOURNE VAN HALEN UGLY KID JOE BRUCE SPRINGSTEEN BOB SEGER & SILVER PEARL JAM LITTLE VILLAGE TOM COCHRANE L.A. GUNS BRYAN ADAMS GARY MOORE QUEENSRÛCHE NIRVANA MELISSA ETHERIDGE RUSH

Light ERIC CLAPTON GENESIS VAN HALEN RTZ RUSH OZZY OSBOURNE UGLY KID JOE JZM NIRVANA QUEENSRÛCHE LITTLE VILLAGE BRYAN ADAMS L.A. GUNS TOM COCHRANE MR. BIG

Medium BRUCE SPRINGSTEEN (L)

WONE/Akron (216) 869-9800 PD: HARVE ALAN APD/MD: J.D.

Heavy ERIC CLAPTON GENESIS VAN HALEN RTZ RUSH OZZY OSBOURNE UGLY KID JOE JZM NIRVANA QUEENSRÛCHE LITTLE VILLAGE BRYAN ADAMS L.A. GUNS TOM COCHRANE MR. BIG

Medium BRUCE SPRINGSTEEN (L)

WIOB/Ann Arbor (313) 662-2881 PD: JOE URBEL MD: DEID PATTON

Heavy JOHN HELLICAMP UGLY KID JOE VAN HALEN NIRVANA L.A. GUNS BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN MELISSA ETHERIDGE BRYAN ADAMS

Light GUNS N' ROSES BOB SEGER & SILVER

WAPL/Appleton-Green Bay (414) 734-9226 PD: GARRETT HART MD: BOB BARON

Heavy J.A. GUNS JOHN HELLICAMP TESLA OZZY OSBOURNE BOB SEGER & SILVER BRUCE SPRINGSTEEN BRYAN ADAMS LITTLE VILLAGE

Medium BRUCE SPRINGSTEEN (L)

WVWV/Charlottesville (804) 971-4057 PD: LINDIE KICE MD: BOBBIE GILBERT

BUCKMEAT ZIDCOO CHRIS WHITLEY CONCRETE BLONDE COMBOY JUNKIES CROMED HOUSE NEW TONE ROCK & SO TWO ROOMS HAPPY RHODES JAMES REINE JOHN PRINE PAUL SIMON RICK VITO ROBBIE ROBERTSON TESLA SMITHERENS TOM CHILDS WARRIORS WARRIOR JAZZ TOAD THE WET SPROG JARY MOORE

Light PETER D'AZE MARC CONN TINSLEY ELLI

WLUP/Chicago (312) 440-5270 PD: RICK BALLIS MD: DAVE BRISMAN

Heavy SMITHERENS JOHN HELLICAMP (H) ERIC CLAPTON (H) BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN GENESIS NUCLEAR VALDEZ TOM COCHRANE STEVIE RAY VAUGHAN MELISSA ETHERIDGE BRYAN ADAMS

WEBN/Cincinnati (513) 621-9326 PD: TOM OWENS MD: TONY TOLLIVER

Heavy RUSH (H) METALLICA JOHN HELLICAMP (H) GENESIS (H) BRUCE SPRINGSTEEN

Medium BRUCE SPRINGSTEEN

WLLZ/Detroit (313) 855-5100 PD: CHRIS SAWTON

Heavy JOHN HELLICAMP OZZY OSBOURNE VAN HALEN UGLY KID JOE BRUCE SPRINGSTEEN BOB SEGER & SILVER PEARL JAM LITTLE VILLAGE TOM COCHRANE L.A. GUNS BRYAN ADAMS GARY MOORE QUEENSRÛCHE NIRVANA MELISSA ETHERIDGE RUSH

Light ERIC CLAPTON GENESIS VAN HALEN RTZ RUSH OZZY OSBOURNE UGLY KID JOE JZM NIRVANA QUEENSRÛCHE LITTLE VILLAGE BRYAN ADAMS L.A. GUNS TOM COCHRANE MR. BIG

Medium BRUCE SPRINGSTEEN (L)

WONE/Akron (216) 869-9800 PD: HARVE ALAN APD/MD: J.D.

Heavy ERIC CLAPTON GENESIS VAN HALEN RTZ RUSH OZZY OSBOURNE UGLY KID JOE JZM NIRVANA QUEENSRÛCHE LITTLE VILLAGE BRYAN ADAMS L.A. GUNS TOM COCHRANE MR. BIG

Medium BRUCE SPRINGSTEEN (L)

WIOB/Ann Arbor (313) 662-2881 PD: JOE URBEL MD: DEID PATTON

Heavy JOHN HELLICAMP UGLY KID JOE VAN HALEN NIRVANA L.A. GUNS BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN MELISSA ETHERIDGE BRYAN ADAMS

Light GUNS N' ROSES BOB SEGER & SILVER

WAPL/Appleton-Green Bay (414) 734-9226 PD: GARRETT HART MD: BOB BARON

Heavy J.A. GUNS JOHN HELLICAMP TESLA OZZY OSBOURNE BOB SEGER & SILVER BRUCE SPRINGSTEEN BRYAN ADAMS LITTLE VILLAGE

Medium BRUCE SPRINGSTEEN (L)

WVWV/Charlottesville (804) 971-4057 PD: LINDIE KICE MD: BOBBIE GILBERT

JEDASRYCHE (L) STEVIE RAY VAUGHAN (H) OZZY OSBOURNE ERIC CLAPTON

BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN LIGHT KIX SMITHERENS GUNS N' ROSES MSG

WTUE/Dayton (513) 224-1501 PD: TOM CARROLL APD/MD: JOHN BEAULIEU

Heavy OZZY OSBOURNE BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN GENESIS (H) JEDASRYCHE (H) JOHN HELLICAMP VAN HALEN RUSH

Medium UGLY KID JOE L.A. GUNS MSG

WAZU/Dayton (513) 223-9445 APD/MD: BRAD HARDIN

Heavy JOHN HELLICAMP METALLICA OZZY OSBOURNE PEARL JAM RUSH UGLY KID JOE L.A. GUNS MSG NIRVANA QUEENSRÛCHE STEVIE RAY VAUGHAN TESLA VAN HALEN

Medium MOQUEEN STREET RUSH GENESIS UGLY KID JOE MELISSA ETHERIDGE BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN

Light U2 MITCH MULLOY SCREAM MSG RICHIE SAMBORA GUNS N' ROSES

WZNF/Champaign (217) 367-1195 PD: GREG FARRER APD/MD: KEN DAVIS

Heavy OZZY OSBOURNE UGLY KID JOE VAN HALEN L.A. GUNS BRUCE SPRINGSTEEN RED HOT CHILI PEPP MSG DEVSQUARE ROXY BLUE

WZWO/Terre Haute (812) 232-5034 PD: MIKE MONTGOMERY APD: DANNY WATNE

Heavy JOHN HELLICAMP ERIC CLAPTON (H) OZZY OSBOURNE BRUCE SPRINGSTEEN LIGHT JAMES N' ROSES SOCIAL DISTORTION

WZWO/Terre Haute (812) 232-5034 PD: MIKE MONTGOMERY APD: DANNY WATNE

Heavy JOHN HELLICAMP ERIC CLAPTON (H) OZZY OSBOURNE BRUCE SPRINGSTEEN LIGHT JAMES N' ROSES SOCIAL DISTORTION

WZWO/Terre Haute (812) 232-5034 PD: MIKE MONTGOMERY APD: DANNY WATNE

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WZWO/Terre Haute (812) 232-5034 PD: MIKE MONTGOMERY APD: DANNY WATNE

Heavy JOHN HELLICAMP ERIC CLAPTON (H) OZZY OSBOURNE BRUCE SPRINGSTEEN LIGHT JAMES N' ROSES SOCIAL DISTORTION

WZWO/Terre Haute (812) 232-5034 PD: MIKE MONTGOMERY APD: DANNY WATNE

KRZZ/Wichita (316) 832-9800 PD: SHERMAN COHEN MD: TERRY TITLER

Heavy MELISSA ETHERIDGE NIRVANA JZTY OSBOURNE BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN SASS JORDAN MSG KING'S X U2

WNCD/Youngstown (216) 652-0106 PD: GARY 'AY MD: FRED WALK

Heavy JOHN HELLICAMP (H) BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN OZZY OSBOURNE TESLA RUSH WEBS WILDER BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN METALLICA

WVWV/Charlottesville (804) 971-4057 PD: LINDIE KICE MD: BOBBIE GILBERT

Heavy BRYAN ADAMS SMITHERENS JOHN HELLICAMP JZ RUSH ATZ WEBS WILDER BRUCE SPRINGSTEEN BRUCE SPRINGSTEEN METALLICA

WVWV/Charlottesville (804) 971-4057 PD: LINDIE KICE MD: BOBBIE GILBERT

WVWV/Charlottesville (804) 971-4057 PD: LINDIE KICE MD: BOBBIE GILBERT

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WVWV/Charlottesville (804) 971-4057 PD: LINDIE KICE MD: BOBBIE GILBERT



CHR PLAYLISTS

New York City Z100 New York PD: Jeff Tyson MD: Lori Campbell

Pittsburgh B94 FM PD: Buddy Scott APD: Jeff Tyson MD: Lori Campbell

Atlanta 92Q/Baltimore PD: Rick Stacy APD: Leslie Fram MD: Sean Demery

New York City Z100 New York PD: Steve Kingston APD/MD: Frankie Blue Asst. MD: Andy Shane

Philadelphia WIOQ PD: Jefferson Ward MD: Glenn Kalina

Boston WZLX 94.5 FM PD: Sunny Joe White APD: Jerry McKenna MD: Carmen Cacciatore

Boston WXKS-FM 108 FM PD: Steve Rivers MD: Cadillac Jack McCartney Music Coord: Tad Bonvie

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Boston WXKS-FM 108 FM PD: Steve Rivers MD: Cadillac Jack McCartney Music Coord: Tad Bonvie

# CHR P1 PLAYLISTS

March 13, 1992 R&R • 77

### all hit 97.1 WGL

*The Eagle*

Dallas

PD: Joel Folger  
APD/MD: Jimmy Steel

1	MR. BIG/To Be With You
2	AMY GRANT/Good For Me
3	ALF JUSTIFIED/And Ancient
4	MICHAEL JACKSON/Remember The Time
5	MICHAEL BOLTON/Missing You Now
6	GENESIS/Can't Dance
7	SHANICE/Love Your Soul
8	ERIC CLAPTON/Tears In Heaven
9	EDDIE MONEY/It's Got To Be
10	BIG AUDIO DYNAMITE/The Globe
11	CAUSE & EFFECT/You Think You Know Me
12	RTZ/Until Your Love Comes
13	VAN HALEN/Right Now
14	L.A. STYLE/Jesus Brown Is Dead
15	SPHERE/When A Much Passion
16	UZ/Mysterious Mags
17	UOLY RID JOE/Everything About You
18	JOHN HELLER/Again Tonight
19	TOP/Number One Dominator
20	PAUL YOUNG/What Becomes Of The B
21	PRINCE/Diamonds And Pearls
22	KARIN WHITE/She May I Feel About
23	U2/One
24	GEORGE MICHAEL/Don't Let The Sun Go
25	NIRVANA/Come As You Are
26	COLOR ME BADD/Thinkin' Back
27	BONNIE RAITT/Can't Make You Love
28	ROSETTE/Church Of Your Heart
29	VANESSA WILLIAMS/Save The Best For Last
30	SONNIE BIRD/When I Wish I Was A
31	RICHARD MARSH/Where The Last Time
32	STACY EARL/Rose And Juliet

ADDS 30  
BRUCE SPRINGSTEEN/Human Touch  
SUGARCUBES/Hit  
NATHY TRICCOLI/Everything Changes

ON BRYAN ADAMS/Thought I'd Died And

### 103.1 KITEM

San Antonio

OM: Bob Perry  
PD: Rick "Big Dog" Hayes  
MD: Ross Knight

1	ATLANTIC STAR/Masterpiece
2	MICHAEL JACKSON/Remember The Time
3	VANESSA WILLIAMS/Save The Best For Last
4	RTZ/Until Your Love Comes
5	BOY II MEN/You Are
6	HINT CONDITION/Breaking My Heart (Pr
7	RECHARD MARSH/Where The Last Time
8	ROSETTE/Church Of Your Heart
9	TEVIN CAMPBELL/Tell Me What You Want
10	COLOR ME BADD/Thinkin' Back
11	MC BRAIN/Decks Coache
12	JOE PENISTON/Am Got A Love Thing
13	HARRY MARK & THE/I Head Men
14	JODECI/Say
15	MARIAH CAREY/Make It Happen
16	GODFREY WILLIAMS/It's Not A Love Thing
17	DAVID D/It's
18	ARTHUR BAKER/It's
19	MC LUCIUS/When I Get Your Best
20	JODY WATLEY/It's The One You Need
21	R. KELLY/She's Got That Vibe
22	STACY EARL/Rose And Juliet
23	LISA STAMP/Field/All Women
24	CHRIS WALKER/Take Time
25	CECE PENISTON/Am Got A Love Thing
26	BROTHERHOOD CRED/It's
27	NATHY TRICCOLI/Everything Changes
28	ERDAL LEVET/She's Got To Me
29	KEVIN WATLEY/It's The One You Need
30	GERALD LEVET/She's Got To Me
31	PRINCE/Diamonds And Pearls
32	TLC/AIN'T 2 Proud 2 Beg

ADDS 26  
SIR MIX-A-LT/Baby Got Back  
TRACIE SPENCER/Love Me  
SAB MOT/It's

ON DION & BRYSON/Beauty And The Beast  
SHANN CHRISTOPHER/Don't Love The Magic  
INORID CHAVEZ/My Blood  
L.A. GUNN/It's Over Now  
LISA STAMP/Field/All Women  
CHRIS WALKER/Take Time

### HOT 102

WLUM FM MILWAUKEE

Minneapolis

PD: Gregg Cassidy  
MD: Chris Kerr

1	ATLANTIC STAR/Masterpiece
2	MICHAEL JACKSON/Remember The Time
3	VANESSA WILLIAMS/Save The Best For Last
4	RTZ/Until Your Love Comes
5	BOY II MEN/You Are
6	HINT CONDITION/Breaking My Heart (Pr
7	RECHARD MARSH/Where The Last Time
8	ROSETTE/Church Of Your Heart
9	TEVIN CAMPBELL/Tell Me What You Want
10	COLOR ME BADD/Thinkin' Back
11	MC BRAIN/Decks Coache
12	JOE PENISTON/Am Got A Love Thing
13	HARRY MARK & THE/I Head Men
14	JODECI/Say
15	MARIAH CAREY/Make It Happen
16	GODFREY WILLIAMS/It's Not A Love Thing
17	DAVID D/It's
18	ARTHUR BAKER/It's
19	MC LUCIUS/When I Get Your Best
20	JODY WATLEY/It's The One You Need
21	R. KELLY/She's Got That Vibe
22	STACY EARL/Rose And Juliet
23	LISA STAMP/Field/All Women
24	CHRIS WALKER/Take Time
25	CECE PENISTON/Am Got A Love Thing
26	BROTHERHOOD CRED/It's
27	NATHY TRICCOLI/Everything Changes
28	ERDAL LEVET/She's Got To Me
29	KEVIN WATLEY/It's The One You Need
30	GERALD LEVET/She's Got To Me
31	PRINCE/Diamonds And Pearls
32	TLC/AIN'T 2 Proud 2 Beg

ADDS 26  
SIR MIX-A-LT/Baby Got Back  
TRACIE SPENCER/Love Me  
SAB MOT/It's

ON ARTHUR BAKER/It's  
JOE PENISTON/Am Got A Love Thing  
GODFREY WILLIAMS/It's Not A Love Thing  
LUTHER VANDROB/Beautiful It's Only  
INORID CHAVEZ/My Blood  
L.A. GUNN/It's Over Now  
LISA STAMP/Field/All Women  
CHRIS WALKER/Take Time

### KDIB 101.3

Minneapolis

PD: Mark Bolke

1	AMY GRANT/Good For Me
2	ATLANTIC STAR/Masterpiece
3	VANESSA WILLIAMS/Save The Best For Last
4	EDDIE MONEY/It's Got To Be
5	MR. BIG/To Be With You
6	RTZ/Until Your Love Comes
7	MICHAEL BOLTON/Missing You Now
8	HINT CONDITION/Breaking My Heart (Pr
9	GENESIS/Can't Dance
10	MICHAEL JACKSON/Remember The Time
11	VAN HALEN/Right Now
12	TOP/Number One Dominator
13	PAUL YOUNG/What Becomes Of The B
14	WILLIAMS BROTHERS/Can't Cry Hard Enou
15	BRYAN ADAMS/Thought I'd Died And
16	JOHN HELLER/Again Tonight
17	ROSETTE/Church Of Your Heart
18	DION & BRYSON/Beauty And The Beast
19	MC BRAIN/Decks Coache
20	CECE PENISTON/Am Got A Love Thing
21	STACY EARL/Rose And Juliet
22	COLOR ME BADD/Thinkin' Back
23	SPHERE/When A Much Passion
24	RYAN ADAMS/Thought I'd Died And
25	NATHY TRICCOLI/Everything Changes
26	U2/One
27	JOE PUBLIC/Live And Learn
28	RICHIE MANTOR/One Light Burning
29	BRUCE SPRINGSTEEN/Human Touch

ADDS 27  
30  
TIZY OSBOURNE/Name, I'm Coming Home  
CECE PENISTON/Am Got A Love Thing  
NATHY TRICCOLI/Everything Changes  
HOWA/Caribbean Blue

ON INORID CHAVEZ/My Blood  
L.A. GUNN/It's Over Now  
LISA STAMP/Field/All Women  
CHRIS WALKER/Take Time

### 96 KILLER BEE

Chicago

PD: Dave Shakes  
MD: Todd Cavanah

1	VANESSA WILLIAMS/Save The Best For Last
2	AMY GRANT/Good For Me
3	EDDIE MONEY/What Goes Around Comes
4	MICHAEL JACKSON/Remember The Time
5	ATLANTIC STAR/Masterpiece
6	BOY II MEN/You Are
7	MC BRAIN/Decks Coache
8	LIDELL TOMBELL/You
9	HINT CONDITION/Breaking My Heart (Pr
10	RTZ/Until Your Love Comes
11	ALF JUSTIFIED/And Ancient
12	DION & BRYSON/Beauty And The Beast
13	CECE PENISTON/Am Got A Love Thing
14	AMY GRANT/Good For Me
15	MC LUCIUS/When I Get Your Best
16	CLIVILLE & COLE/Prise In The Name Of
17	DAVE NEE/Prise It Up
18	COLOR ME BADD/Thinkin' Back
19	SHANN CHRISTOPHER/Don't Love The Magic
20	ARTHUR BAKER/It's
21	JOHN HELLER/Again Tonight
22	ROSETTE/Church Of Your Heart
23	DION & BRYSON/Beauty And The Beast
24	MC BRAIN/Decks Coache
25	CECE PENISTON/Am Got A Love Thing
26	STACY EARL/Rose And Juliet
27	MARIAH CAREY/Make It Happen
28	HAMMER/Do Not Pass Me By
29	CAUSE & EFFECT/You Think You Know Me
30	NATHY TRICCOLI/Everything Changes
31	U2/One
32	JOE PUBLIC/Live And Learn

ADDS 26  
30  
TIZY OSBOURNE/Name, I'm Coming Home  
CECE PENISTON/Am Got A Love Thing  
NATHY TRICCOLI/Everything Changes  
HOWA/Caribbean Blue

ON PARTY/Party Affair  
LADON/Colt  
BAINT ETIENNE/Only Love Can Heal Y

### 97.9 FM THE BOX

KBXX

Houston

Stopless Music

PD: Rob Scorpio  
MD: Greg Head

1	GERALD LEVET/She's Got To Me
2	MC BRAIN/Decks Coache
3	REBE L. CECE MINAM/It's Take You There
4	MICHAEL JACKSON/Remember The Time
5	JODECI/Say
6	JAZZIE REDDI/Am A Dope Fiend
7	ATLANTIC STAR/Masterpiece
8	HINT CONDITION/Breaking My Heart (Pr
9	BROTHERHOOD CRED/It's
10	MC LUCIUS/When I Get Your Best
11	BLACKSHEEP/It's The Choice In Yours
12	MC LUCIUS/When I Get Your Best
13	SHANICE/Love Your Soul
14	TLC/AIN'T 2 Proud 2 Beg
15	BOY II MEN/You Are
16	JODECI/Am I
17	SHANICE/Love Your Soul
18	BUST DOWN/You Got That
19	KRIS KROBB/Just
20	CECE PENISTON/Am Got A Love Thing
21	AMERICA/You Are
22	LURE/It's
23	SPHERE/When A Much Passion
24	PRINCE/Diamonds And Pearls
25	CHRIS WALKER/Take Time

ADDS 26  
30  
TIZY OSBOURNE/Name, I'm Coming Home  
CECE PENISTON/Am Got A Love Thing  
NATHY TRICCOLI/Everything Changes  
HOWA/Caribbean Blue

ON JOE PUBLIC/Live And Learn  
MOTELLA/Nothing Else Matters  
METALLICA/Nothing Else Matters  
TRACIE SPENCER/Love Me  
SAB MOT/It's

### 107.3

Kansas City

GM/MD: Jack Alix  
APD: Downtown Jimmy Brown  
MD: Yo Sunny Joe Stevens  
Music Coord: Ben Jammin'

1	ERIC CLAPTON/Tears In Heaven
2	GENESIS/Can't Dance
3	MICHAEL JACKSON/Remember The Time
4	MR. BIG/To Be With You
5	JOHN HELLER/Again Tonight
6	MICHAEL BOLTON/Missing You Now
7	ALF JUSTIFIED/And Ancient
8	WILLIAMS BROTHERS/Can't Cry Hard Enou
9	DION & BRYSON/Beauty And The Beast
10	SPHERE/When A Much Passion
11	VAN HALEN/Right Now
12	JOHN HELLER/Again Tonight
13	TOP/Number One Dominator
14	PAUL YOUNG/What Becomes Of The B
15	WILLIAMS BROTHERS/Can't Cry Hard Enou
16	BOY II MEN/You Are
17	MC BRAIN/Decks Coache
18	ROSETTE/Church Of Your Heart
19	DION & BRYSON/Beauty And The Beast
20	CECE PENISTON/Am Got A Love Thing
21	STACY EARL/Rose And Juliet
22	COLOR ME BADD/Thinkin' Back
23	SPHERE/When A Much Passion
24	RYAN ADAMS/Thought I'd Died And
25	NATHY TRICCOLI/Everything Changes
26	U2/One
27	JOE PUBLIC/Live And Learn
28	RICHIE MANTOR/One Light Burning
29	BRUCE SPRINGSTEEN/Human Touch

ADDS 26  
30  
TIZY OSBOURNE/Name, I'm Coming Home  
CECE PENISTON/Am Got A Love Thing  
NATHY TRICCOLI/Everything Changes  
HOWA/Caribbean Blue

ON RUSH/Ohnast Of A Chance  
RICHIE MANTOR/One Light Burning  
NATHY TRICCOLI/Everything Changes  
LITTLE VILLAGE/When I Get Your Best  
BEAL/Real  
SCHOOL OF FISH/You Are Strange Days  
ONE 2 ONE/Peace Of Mind

### WNCI 97.9

Columbus

PD: Dave Robbins  
APD: Dan Bowen  
MD: John Cline

1	MICHAEL JACKSON/Remember The Time
2	ALF JUSTIFIED/And Ancient
3	VANESSA WILLIAMS/Save The Best For Last
4	ATLANTIC STAR/Masterpiece
5	GENESIS/Can't Dance
6	MARIAH CAREY/Make It Happen
7	JOHN HELLER/Again Tonight
8	PAUL YOUNG/What Becomes Of The B
9	WILLIAMS BROTHERS/Can't Cry Hard Enou
10	RICHARD MARSH/Where The Last Time
11	RTZ/Until Your Love Comes
12	COLOR ME BADD/Thinkin' Back
13	MC BRAIN/Decks Coache
14	ROSETTE/Church Of Your Heart
15	MR. BIG/To Be With You
16	ROSETTE/Church Of Your Heart
17	NIA PEELER/Blissing The Mind
18	MR. BIG/To Be With You
19	ROSETTE/Church Of Your Heart
20	NATHY TRICCOLI/Everything Changes
21	HINT CONDITION/Breaking My Heart (Pr
22	NEMO LOGGINS/She's Got To Me
23	SMOOTH/You Are
24	DION & BRYSON/Beauty And The Beast
25	LISA STAMP/Field/All Women
26	JOY WATLEY/It's The One You Need
27	AMY GRANT/Good For Me
28	CHRIS WALKER/Take Time
29	CECE PENISTON/Am Got A Love Thing
30	NATHY TRICCOLI/Everything Changes
31	NATHY TRICCOLI/Everything Changes
32	NATHY TRICCOLI/Everything Changes

ADDS 26  
30  
TIZY OSBOURNE/Name, I'm Coming Home  
CECE PENISTON/Am Got A Love Thing  
NATHY TRICCOLI/Everything Changes  
HOWA/Caribbean Blue

ON ARTHUR BAKER/It's  
JOE PENISTON/Am Got A Love Thing  
GODFREY WILLIAMS/It's Not A Love Thing  
LUTHER VANDROB/Beautiful It's Only  
INORID CHAVEZ/My Blood  
L.A. GUNN/It's Over Now  
LISA STAMP/Field/All Women  
CHRIS WALKER/Take Time

### 96.3 FM

DETROIT

PD: Rick Gillette  
APD/MD: Mark Jackson

1	MICHAEL JACKSON/Remember The Time
2	VANESSA WILLIAMS/Save The Best For Last
3	MC BRAIN/Decks Coache
4	MR. BIG/To Be With You
5	GENESIS/Can't Dance
6	MARIAH CAREY/Make It Happen
7	JOHN HELLER/Again Tonight
8	HINT CONDITION/Breaking My Heart (Pr
9	CECE PENISTON/Am Got A Love Thing
10	JOE PENISTON/Am Got A Love Thing
11	JOE PENISTON/Am Got A Love Thing
12	JOE PENISTON/Am Got A Love Thing
13	JOE PENISTON/Am Got A Love Thing
14	JOE PENISTON/Am Got A Love Thing
15	JOE PENISTON/Am Got A Love Thing
16	JOE PENISTON/Am Got A Love Thing
17	JOE PENISTON/Am Got A Love Thing
18	JOE PENISTON/Am Got A Love Thing
19	JOE PENISTON/Am Got A Love Thing
20	JOE PENISTON/Am Got A Love Thing
21	JOE PENISTON/Am Got A Love Thing
22	JOE PENISTON/Am Got A Love Thing
23	JOE PENISTON/Am Got A Love Thing
24	JOE PENISTON/Am Got A Love Thing
25	JOE PENISTON/Am Got A Love Thing
26	JOE PENISTON/Am Got A Love Thing
27	JOE PENISTON/Am Got A Love Thing
28	JOE PENISTON/Am Got A Love Thing
29	JOE PENISTON/Am Got A Love Thing
30	JOE PENISTON/Am Got A Love Thing

ADDS 26  
30  
TIZY OSBOURNE/Name, I'm Coming Home  
CECE PENISTON/Am Got A Love Thing  
NATHY TRICCOLI/Everything Changes  
HOWA/Caribbean Blue

ON ARTHUR BAKER/It's  
JOE PENISTON/Am Got A Love Thing  
GODFREY WILLIAMS/It's Not A Love Thing  
LUTHER VANDROB/Beautiful It's Only  
INORID CHAVEZ/My Blood  
L.A. GUNN/It's Over Now  
LISA STAMP/Field/All Women  
CHRIS WALKER/Take Time

### Q104

KBEQ

Kansas City

PD: Jon Anthony  
MD: Steve Barnes

1	AMY GRANT/Good For Me
2	MICHAEL JACKSON/Remember The Time
3	MICHAEL BOLTON/Missing You Now
4	RTZ/Until Your Love Comes
5	GENESIS/Can't Dance
6	JOHN HELLER/Again Tonight
7	ERIC CLAPTON/Tears In Heaven
8	PAUL YOUNG/What Becomes Of The B
9	VANESSA WILLIAMS/Save The Best For Last
10	CURTIS/When I Get Your Best
11	EDDIE MONEY/It's Got To Be
12	MR. BIG/To Be With You
13	BIG AUDIO DYNAMITE/The Globe
14	RICHARD MARSH/Where The Last Time
15	COLOR ME BADD/Thinkin' Back
16	L.A. GUNN/It's Over Now
17	MARIAH CAREY/Make It Happen
18	ROSETTE/Church Of Your Heart
19	ENVA/Caribbean Blue
20	VAN HALEN/Right Now
21	CECE PENISTON/Am Got A Love Thing
22	ALF JUSTIFIED/And Ancient
23	NATHY TRICCOLI/Everything Changes
24	ONE 2 ONE/Peace Of Mind
25	DION & BRYSON/Beauty And The Beast
26	BRUCE SPRINGSTEEN/Human Touch
27	BRYAN ADAMS/Thought I'd Died And
28	SPHERE/When A Much Passion
29	SMOOTH/You Are
30	JOE PUBLIC/Live And Learn

ADDS 29  
30  
BRUCE SPRINGSTEEN/Human Touch  
PAULA ABUL/Will You Marry Me  
ERIC CLAPTON/Tears In Heaven  
CONCRETE BLOOD/Ghost Of A Texas Le

ON BAIMT ETIENNE/Only Love Can Heal Y  
BEAL/Real  
ONE/Waiting On The Beach  
ON THE SWAN  
U2/One  
RICHIE MANTOR/One Light Burning  
GODFREY WILLIAMS/It's Not A Love Thing

### STAR 94 FM

ATLANTA WSTR

OM: Tony Novia  
MD: Lee Chesnut

1	MR. BIG/To Be With You
2	AMY GRANT/Good For Me
3	GENESIS/Can't Dance
4	VANESSA WILLIAMS/Save The Best For Last
5	BONNIE RAITT/Can't Make You Love
6	MICHAEL BOLTON/Missing You Now
7	DION & BRYSON/Beauty And The Beast
8	RTZ/Until Your Love Comes
9	ERIC CLAPTON/Tears In Heaven
10	RICHARD MARSH/Where The Last Time
11	MARIAH CAREY/Make It Happen
12	JOHN HELLER/Again Tonight
13	EDDIE MONEY/It's Got To Be
14	SIMPLY RED/Stars
15	PAUL YOUNG/What Becomes Of The B
16	NATHY TRICCOLI/Everything Changes
17	ROSETTE/Church Of Your Heart
18	ATLANTIC STAR/Masterpiece
19	NEMO LOGGINS/She's Got To Me
20	WILLIAMS BROTHERS/Can't Cry Hard Enou
21	UZ/Mysterious Mags
22	SPHERE/When A Much Passion
23	U2/One
24	STORMY/Am Got A Love Thing
25	CECE PENISTON/Am Got A Love Thing
26	MICHAEL JACKSON/Remember The Time
27	BRYAN ADAMS/Thought I'd Died And
28	GEORGE MICHAEL/Don't Let The Sun Go
29	BRUCE SPRINGSTEEN/Human Touch
30	BRYAN ADAMS/Thought I'd Died And
31	ROSETTE/Church Of Your Heart

ADDS 26  
30  
TIZY OSBOURNE/Name, I'm Coming Home  
CECE PENISTON/Am Got A Love Thing  
NATHY TRICCOLI/Everything Changes  
HOWA/Caribbean Blue

ON COLOR ME BADD/Thinkin' Back

### WPHR

Cleveland

PD: Lyndon Abell  
APD: Rick Michaels  
MD: Ed Brown

1	MICHAEL JACKSON/Remember The Time
2	AMY GRANT/Good For Me
3	VANESSA WILLIAMS/Save The Best For Last
4	MICHAEL BOLTON/Missing You Now
5	RTZ/Until Your Love Comes
6	ATLANTIC STAR/Masterpiece
7	ERIC CLAPTON/Tears In Heaven
8	MR. BIG/To Be With You
9	GENESIS/Can't Dance
10	PAUL YOUNG/What Becomes Of The B
11	ALF JUSTIFIED/And Ancient
12	JOHN HELLER/Again Tonight
13	BOY II MEN/You Are
14	VAN HALEN/Right Now
15	OZZY OSBOURNE/Name, I'm Coming Home
16	SIMPLY RED/Stars
17	MC BRAIN/Decks Coache
18	NEMO LOGGINS/She's Got To Me
19	HARRY MARK & THE/I Head Men
20	WILLIAMS BROTHERS/Can't Cry Hard Enou
21	CECE PENISTON/Am Got A Love Thing
22	STACY EARL/Rose And Juliet
23	GERALD LEVET/She's Got To Me
24	ROSETTE/Church Of Your Heart
25	MC BRAIN/Decks Coache
26	NIA PEELER/Blissing The Mind
27	SPHERE/When A Much Passion
28	COLOR ME BADD/Thinkin' Back
29	NATHY TRICCOLI/Everything Changes
30	U2/One

ADDS 26  
30  
TIZY OSBOURNE/Name, I'm Coming Home  
CECE PENISTON/Am Got A Love Thing  
NATHY TRICCOLI/Everything Changes  
HOWA/Caribbean Blue

ON BRUCE SPRINGSTEEN/Human Touch  
BRYAN ADAMS/Thought I'd Died And  
UOLY RID JOE/Everything About You  
LISA STAMP/Field/All Women  
DONNIE IRIS/That's The Way  
NIRVANA/Come As You Are  
L.A. GUNN/It's Over Now  
HAMMER/Do Not Pass Me By  
RICHIE MANTOR/One Light Burning  
RICHARD MARSH/Where The Last Time  
LISA STAMP/Field/All Women  
JODY WATLEY/It's The One You Need

### 102 WKQR-FM

Cincinnati

PD: Dave Allen  
MD: Brian Douglas

1	RTZ/Until Your Love Comes
2	AMY GRANT/Good For Me
3	COLOR ME BADD/Thinkin' Back
4	MR. BIG/To Be With You
5	VAN HALEN/Right Now
6	GENESIS/Can't Dance
7	MICHAEL BOLTON/Missing You Now
8	MICHAEL JACKSON/Remember The Time
9	JOHN HELLER/Again Tonight
10	MC BRAIN/Decks Coache
11	ALF JUSTIFIED/And Ancient
12	RTZ/Until Your Love Comes
13	MC BRAIN/Decks Coache
14	VANESSA WILLIAMS/Save The Best For Last
15	PAUL YOUNG/What Becomes Of The B
16	OZZY OSBOURNE/Name, I'm Coming Home
17	RYAN ADAMS/Thought I'd Died And
18	WILLIAMS BROTHERS/Can't Cry Hard Enou
19	SPHERE/When A Much Passion
20	SPHERE/When A Much Passion
21	ERIC CLAPTON/Tears In Heaven
22	STACY EARL/Rose And Juliet
23	U2/One
24	SIMPLY RED/Stars
25	GODFREY WILLIAMS/It's Not A Love Thing
26	TRACIE SPENCER/Love Me
27	CECE PENISTON/Am Got A Love Thing
28	NEMO LOGGINS/She's Got To Me
29	KENNY LOGGINS/She's Got To Me
30	CHRIS WALKER/Take Time



## EA

### MOST ADDED

**BRUCE SPRINGSTEEN (10)**  
**UGLY KID JOE (12)**  
**TESLA (10)**  
**JOE PUBLIC (6)**  
**JODY WATLEY (6)**

### BREAKOUTS

NO BREAKOUTS!

## P2

### FLY92/Albany, NY

Morgan/Schoy

BRUCE SPRINGSTEEN

CHIC

UGLY KID JOE (dp)

METALLICA (dp)

CELEBRATION

ATLANTIC STARR 5-4

PAUL YOUNG 7-6

ERIC CLAPTON 11-8

RICHARD MARK 13-10

MARIAH CAREY 21-13

WABE/Hartford, CT

Cosenza/CedMac Jack

BRUCE SPRINGSTEEN

BRUCE SPRINGSTEEN

UGLY KID JOE (dp)

CELEBRATION (dp)

L.A. GUNS (dp)

ROKETTE (dp)

MICHAEL BOLTON 4-2

RTZ 6-6

VANESSA WILLIAMS 10-7

BIG AUDIO DYNAMIT 12-9

ERIC CLAPTON 14-10

WVAL/Birmingham, NY

Morgan/Orzel

U2

BRUCE SPRINGSTEEN

DION & BRYSON (dp)

Hottest:

VANESSA WILLIAMS 7-4

ERIC CLAPTON 13-9

SIMPLY RED 30-23

KENNY LOGGINS 31-26

UGLY KID JOE 35-29

WKSE/Buffalo, NY

Eduarda/McGowan

none

Hottest:

VANESSA WILLIAMS 4-1

MICHAEL JACKSON 2-2

AMY GRANT 3-3

MICHAEL BOLTON 6-5

ATLANTIC STARR 7-6

WVSR/Charleston, WV

Shahan/Allen

BRUCE SPRINGSTEEN

RICHIE SAMBORA

NATURAL SELECTION

LIGHTNING SEEDS

UGLY KID JOE (dp)

JOE PUBLIC (dp)

TESLA (dp)

Hottest:

MICHAEL JACKSON 1-1

MICHAEL BOLTON 4-3

VANESSA WILLIAMS 5-4

ATLANTIC STARR 7-5

ERIC CLAPTON 8-6

JET-FM/erie, PA

Cook/Sharpe

BRUCE SPRINGSTEEN

Hottest:

GENESIS 2-1

JOHN MELLENCAMP 3-2

VAN HALDEN 4-3

RTZ 5-4

OZZY OSBOURNE 6-5

WFRZ/Exeter, NH

Falconi/McVie

BRUCE SPRINGSTEEN

DION & BRYSON (dp)

PARTY (dp)

Hottest:

MICHAEL JACKSON 2-1

RTZ 4-3

ERIC CLAPTON 7-4

VANESSA WILLIAMS 10-7

RICHARD MARK 18-11

WNNH/Harrisburg, PA

O'Dea/Shaw

SIMPLY RED

CELEBRATION

U2

UGLY KID JOE

BRUCE SPRINGSTEEN

Hottest:

ATLANTIC STARR 3-1

PAUL YOUNG 6-3

ERIC CLAPTON 20-7

RICHARD MARK 15-8

VANESSA WILLIAMS 22-15

WKSS/Hartford, CT

Jones/Walsh

TRACIE SPENCER

BRUCE SPRINGSTEEN (dp)

TLC (dp)

Hottest:

LUTHER VANDROSS (dp)

MICHAEL JACKSON 2-1

ERIN TRUISE 4-4

ATLANTIC STARR 4-5

VANESSA WILLIAMS 7-6

MICHAEL BOLTON 11-5

TIC-FM/Hartford, CT

Mitchell/London

TLC

BRUCE SPRINGSTEEN

NAUGHTY BY NATURE

SGH W/NOCCASOUL (dp)

Hottest:

MINT CONDITION 3-2

ATLANTIC STARR 4-3

MICHAEL JACKSON 9-6

MR. BIG 19-13

ERIC CLAPTON 19-15

WKEE/Huntington, WV

McFadden/Miller

U2

BRUCE SPRINGSTEEN

SMITHSONIAN

Hottest:

MR. BIG 1-1

GENESIS 11-6

ERIC CLAPTON 12-7

VANESSA WILLIAMS 18-12

RICHARD MARK 22-16

## 88PX/Rochester, NY

Ivey/Collins

BRUCE SPRINGSTEEN

JODY WATLEY

TESLA (dp)

Hottest:

WILLIAMS BROTHERS 3-

DION & BRYSON 4-7

ERIC CLAPTON 5-4

VANESSA WILLIAMS 18-9

KATHY TROCOOLI 1-9

93Q/Syracuse, NY

Edward/Meech

UGLY KID JOE (dp)

JOE PUBLIC (dp)

TESLA (dp)

Hottest:

MICHAEL JACKSON 2-1

AMY GRANT 2-1

VANESSA WILLIAMS 6-

ATLANTIC STARR 7-3

ERIC CLAPTON 11-8

NKOTB 1-13

WPST/Trenton, NJ

Dave Hoefel

BRUCE SPRINGSTEEN

TESLA

SUGARUBES

LIGHTNING SEEDS

Hottest:

ERIC CLAPTON 1-1

L.A. GUNS 8-5

KATHY TROCOOLI 15-6

UGLY KID JOE 18-11

J2 D-24

WRCR/Aurica, NY

Reitz/Burton

BRUCE SPRINGSTEEN

UGLY KID JOE

TESLA

SHAWN CHRISTOPHER

Hottest:

ERIC CLAPTON 6-2

ATLANTIC STARR 5-2

GENESIS 6-5

VANESSA WILLIAMS 13-7

ERIC CLAPTON 19-9

MARIAH CAREY 25-15

WKRZ/Wilkes-Barre, PA

Medek/Padden

BRUCE SPRINGSTEEN

BRYAN ADAMS

JODY WATLEY

METALLICA

TESLA

UGLY KID JOE

Hottest:

MR. BIG 1-1

AMY GRANT 8-5

GENESIS 15-13

WILLIAMS BROTHERS 17-15

ERIC CLAPTON 21-19

WSTW/Wilmington, DE

Tony Rogers

BRUCE SPRINGSTEEN

BRYAN ADAMS

KLF

Hottest:

RTZ 2-1

KATHY TROCOOLI 17-12

NIA PEPPLES 25-18

ROKETTE 29-19

U2 35-23

WKYC/York, PA

McCavitt/Crockett

BRUCE SPRINGSTEEN

SHAWN CHRISTOPHER

KENNY LOGGINS

SUGARUBES (dp)

JOE COCKER

R. KELLY (dp)

LIGHTNING SEEDS (dp)

Hottest:

MR. BIG 1-1

GENESIS 10-6

KLF 19-15

VANESSA WILLIAMS 16-16

STACY EARL 25-19

WSPK/Poughkeepsie, NY

Schantz/Richards

BRUCE SPRINGSTEEN

JOE PUBLIC

Hottest:

ERIC CLAPTON 5-5

ATLANTIC STARR 6-8

VANESSA WILLIAMS 10-7

LATISSEZ FAIRE 10-8

TIGRES 22-16

WVWX/Providence, RI

Bini O'Brien

BAS NOIR

JEFFREY WILLIAMS

LUTHER VANDROSS

SGH W/NOCCASOUL (dp)

Hottest:

MARIAH CAREY 2-1

MC BRAINS 10-6

CELEBRATION 13-9

VANESSA WILLIAMS 19-13

JOE PUBLIC 5-19

Y102/Reading, PA

Burke/Frank

BRUCE SPRINGSTEEN

METALLICA (dp)

L.A. GUNS (dp)

Hottest:

MICHAEL JACKSON 3-1

RTZ 6-2

ATLANTIC STARR 5-4

ERIC CLAPTON 15-9

VANESSA WILLIAMS 19-11

WVXX/Harrisburg, PA

O'Dea/Shaw

BRUCE SPRINGSTEEN

TRACIE SPENCER

CHIC

REDHEAD KIMPEN (dp)

DEL THA PUNKEE W/9 (dp)

CLOVERLAND

Hottest:

ERIC CLAPTON 1-1

MR. BIG 2-2

AMY GRANT 3-3

MICHAEL BOLTON 4-4

GENESIS 5-5

KATHY TROCOOLI 15-10

BOSS97/Atlantic City, NJ

Giorno/Burke

TRACIE SPENCER

CHIC

REDHEAD KIMPEN (dp)

DEL THA PUNKEE W/9 (dp)

CLOVERLAND

Hottest:

ERIC CLAPTON 1-1

MR. BIG 2-2

AMY GRANT 3-3

MICHAEL BOLTON 4-4

GENESIS 5-5

KATHY TROCOOLI 15-10

BLACKSHEEP D-37

## WWFX/Bangor, ME

Cooper/Kelly

BRUCE SPRINGSTEEN

UGLY KID JOE

CHRIS WALKER

PARTY

Hottest:

MICHAEL JACKSON 2-1

AMY GRANT 4-1

MICHAEL BOLTON 4-4

&lt;

# CHR ADDS & HOTS

MIDWEST		P3		WEST		
<p><b>MOST ADDED</b></p> <p><b>BRUCE SPRINGSTEEN (52)</b> UGLY KID JOE (21) NATURAL SELECTION (14) LIGHTNING SEEDS (9) TESLA (9) U2 (9)</p> <p><b>BREAKOUTS</b></p> <p><b>SUGARCUBES (8)</b></p>	<p><b>CK105/Ft. MI</b> St. Michaels/Larson</p> <p>BRUCE SPRINGSTEEN NATURAL SELECTION U2 LIGHTNING SEEDS Hottest: VANESSA WILLIAMS 3-3 ERIC CLAPTON 9-4 OZZY OSBOURNE 12-5 CECE PENILTON 20-12 STACY EARL 19-16</p> <p><b>WMEE/Ft. Wayne, IN</b> Jeff Davis</p> <p>BRUCE SPRINGSTEEN U2 MINT CONDITION (dp) Hottest: MR. BIG 1-1 ATLANTIC STARR 6-4 JOHN HELLENBAMP 7-6 RTZ 12-10 ERIC CLAPTON 15-12</p> <p><b>B108/Ft. Wayne, IN</b> O'Rourke/Alexander</p> <p>BRUCE SPRINGSTEEN TESLA Hottest: MICHAEL JACKSON 3-1 JOHN HELLENBAMP 6-3 ERIC CLAPTON 5-5 RICHARD MARX 10-9 KATHY TROCOLLI 24-17</p> <p><b>WGRD/Grand Rapids, MI</b> Kevin Gossett</p> <p>RTZ BRYAN ADAMS BAD ENGELISH BRYAN ADAMS MINT CONDITION BRUCE SPRINGSTEEN COLOR ME BADD Hottest: VANESSA WILLIAMS 9-9 ONE 2 ONE 19-11 MICHAEL BOLTON 21-12 SIMPLY RED 15-14 MARIAN CAREY 28-25</p> <p><b>W1XX/Green Bay, WI</b> Stones/Ross</p> <p>BRUCE SPRINGSTEEN CHRIS WALKER UGLY KID JOE NATURAL SELECTION (dp) Hottest: SMITHS 6-5 ERIC CLAPTON 12-8 WILLIAMS BROTHERS 18-11 VANESSA WILLIAMS 26-15 MARIAN CAREY 25-16</p> <p><b>Z104/Madison, WI</b> Ed Lambert</p> <p>BRUCE SPRINGSTEEN QUEEN SCHOOL OF FISH (dp) Hottest: MR. BIG 1-1 AMY GRANT 2-2 MICHAEL JACKSON 3-3 MICHAEL BOLTON 5-4 ERIC CLAPTON 8-5</p> <p><b>KJ103/Oklahoma City, OK</b> McCoy/Kidd</p> <p>BRUCE SPRINGSTEEN RICHARD MARX GEOFFREY WILLIAMS TESLA JOE PUBLIC (dp) METALLICA (dp) Hottest: ATLANTIC STARR 2-1 VANESSA WILLIAMS 9-4 MARIAN CAREY 18-10 COLOR ME BADD 26-18 HAMMER 10-7 GARTH BROOKS 14-8 VANESSA WILLIAMS 16-9</p> <p><b>KOKQ/Omaha, NE</b> Ken Benson</p> <p>BRUCE SPRINGSTEEN UGLY KID JOE KATHY TROCOLLI CAUSE &amp; EFFECT Hottest: MR. BIG 1-1 AMY GRANT 2-2 GENESIS 5-3 ERIC CLAPTON 12-6 DION &amp; BRYSON 9-7</p>	<p><b>WBXX/Battle Creek, MI</b> Dawson/Friday</p> <p>BRUCE SPRINGSTEEN UGLY KID JOE SUGARCUBES (dp) R. KELLY (dp) NATURAL SELECTION RICHIE SAMBORA SCHOOL OF FISH (dp) Hottest: VANESSA WILLIAMS 7-2 ERIC CLAPTON 10-5 GEOFFREY WILLIAMS 33-30 JOE PUBLIC 37-32 TORI AMOS 39-36</p> <p><b>KYYY/Bismarck, ND</b> Becki/Kelly</p> <p>U2 COLOR ME BADD BRYAN ADAMS CHRIS WALKER METALLICA BRUCE SPRINGSTEEN UGLY KID JOE LIGHTNING SEEDS TORI AMOS CAUSE &amp; EFFECT SCHOOL OF FISH Hottest: KLF 3-2 GENESIS 7-3 WILLIAMS BROTHERS 13-8 OZZY OSBOURNE 18-11 MARIAN CAREY 39-24</p> <p><b>WBNQ/Bloomington, IL</b> Robbins/Laughlin</p> <p>BRUCE SPRINGSTEEN NATURAL SELECTION (dp) UGLY KID JOE (dp) Hottest: MR. BIG 1-1 MICHAEL JACKSON 3-2 RICHARD MARX 5-4 VANESSA WILLIAMS 16-5 ERIC CLAPTON 20-10</p> <p><b>WKFR/Kalamazoo, MI</b> Britain/Dillon</p> <p>UGLY KID JOE QUEENSRYCHE (dp) TESLA (dp) SUGARCUBES (dp) SEAL (dp) Hottest: ERIC CLAPTON 7-4 JOHN HELLENBAMP 8-5 ROKETTE 21-15 OZZY OSBOURNE 27-17</p> <p><b>WAZY/Lafayette, IN</b> Stacy/Kenyon</p> <p>NATURAL SELECTION BRUCE SPRINGSTEEN CECE PENILTON UGLY KID JOE (dp) KNOTS (dp) Hottest: AMY GRANT 1-1 RTZ 4-3 ERIC CLAPTON 8-4 VANESSA WILLIAMS 18-6 KLF 15-13</p> <p><b>KMQZ/Lawton, OK</b> Kelly/Stalker</p> <p>BRUCE SPRINGSTEEN KENNY LOGGINS DEVON SQUARE NATURAL SELECTION UGLY KID JOE (dp) GEOFFREY WILLIAMS REDHEAD KINPIN (dp) TESLA (dp) LUTHER VANDROSS (dp) Hottest: GENESIS 7-5 COLOR ME BADD 13-7 MARIAN CAREY 23-10 JOHN HELLENBAMP 20-12 KATHY TROCOLLI 26-18</p> <p><b>KFRX/Lincoln, NE</b> Sonny Valentine</p> <p>BRUCE SPRINGSTEEN ATLANTIC STARR 7-4 ERIC CLAPTON 13-6 VANESSA WILLIAMS 12-8 MARIAN CAREY 17-11 VAN HALEN 16-14</p> <p><b>KLVY/Dubuque, IA</b> Doug Collins</p> <p>BRUCE SPRINGSTEEN TESLA (dp) LIGHTNING SEEDS UGLY KID JOE (dp) JOE COCKER Hottest: AMY GRANT 1-1 VANESSA WILLIAMS 18-11 STACY EARL 17-16 MICHAEL JACKSON 14-13 RTZ 29-17 BRUCE SPRINGSTEEN D-28</p>	<p><b>KZIO/Duluth, MN</b> Michael/Tommy B</p> <p>BRUCE SPRINGSTEEN JODY WATLEY LISA STANFIELD (dp) KENNY LOGGINS (dp) COLOR ME BADD (dp) Hottest: MR. BIG 1-1 AMY GRANT 2-2 MICHAEL BOLTON 5-4 GENESIS 14-9 ERIC CLAPTON 32-20</p> <p><b>WBZ/Eau Claire, WI</b> Lee/Johnson</p> <p>BRUCE SPRINGSTEEN QUEENSRYCHE (dp) UGLY KID JOE (dp) Hottest: ERIC CLAPTON 5-3 WILLIAMS BROTHERS 7-6 OZZY OSBOURNE 8-7 ROKETTE 20-17 MARIAN CAREY 21-18</p> <p><b>Y84/Fargo, ND</b> Jack Lundy</p> <p>BRUCE SPRINGSTEEN CHRIS WALKER LIGHTNING SEEDS Hottest: AMY GRANT 1-1 MICHAEL JACKSON 2-2 RTZ 7-4 OZZY OSBOURNE 15-8 ERIC CLAPTON 25-18</p> <p><b>KOHT/Grand Forks, ND</b> Murphy/Williams</p> <p>BRUCE SPRINGSTEEN NATURAL SELECTION (dp) JOE PUBLIC (dp) Hottest: MR. BIG 1-1 MICHAEL JACKSON 3-2 RICHARD MARX 5-4 VANESSA WILLIAMS 16-5 ERIC CLAPTON 20-10</p> <p><b>WDRS/Sioux Falls, SD</b> Soren/McGuire</p> <p>BRUCE SPRINGSTEEN SUGARCUBES (dp) CECE PENILTON AMY GRANT 1-1 RTZ 9-7 ERIC CLAPTON 14-10 SMITHS 13-11 VANESSA WILLIAMS 26-12</p> <p><b>WDBR/Springfield, IL</b> Moore/Lacey</p> <p>BRUCE SPRINGSTEEN ATLANTIC STARR VANESSA WILLIAMS STACY EARL Hottest: UGLY KID JOE (dp) NATURAL SELECTION (dp) ERIC CLAPTON 8-6 OZZY OSBOURNE 16-14</p> <p><b>K107/Tulsa, OK</b> Michael Ring</p> <p>BRUCE SPRINGSTEEN JODY WATLEY GEOFFREY WILLIAMS U2 SCHOOL OF FISH (dp) QUEEN MARIAN CAREY 33-21 ERIC CLAPTON 34-22</p> <p><b>KKX/Colorado Springs, CO</b> Seisler/Anderson</p> <p>BRUCE SPRINGSTEEN SUGARCUBES NATURAL SELECTION JOE COCKER REDHEAD KINPIN NUCLEAR VALDEZ PARTY QUEENSRYCHE TOP SUGARCUBES NUCLEAR VALDEZ (dp) Hottest: GENESIS 3-1 ERIC CLAPTON 4-2 OZZY OSBOURNE 8-7 UGLY KID JOE 18-10 SCHOOL OF FISH 16-13</p> <p><b>KFMW/Waterloo, IA</b> Mark Hansen</p> <p>QUEENSRYCHE BRUCE SPRINGSTEEN TOP SUGARCUBES NUCLEAR VALDEZ (dp) Hottest: MICHAEL JACKSON 1-1 GENESIS 2-2 ATLANTIC STARR 5-3 SMITHS 4-4 VANESSA WILLIAMS 7-6</p> <p><b>KKMQ/Colorado Springs, CO</b> Stevens/Cruise</p> <p>LUTHER VANDROSS SIR MIX-A-LOT (dp) CHRIS WALKER (dp) Hottest: MICHAEL JACKSON 2-1 RIGHT SAID FRED 3-2 BROTHERHOOD CREED 13-11 VANESSA WILLIAMS 18-12</p> <p><b>KSNQ/Eugene, OR</b> Ruh/Stone</p> <p>KENNY LOGGINS (dp) BRUCE SPRINGSTEEN Hottest: GENESIS 5-4 COLOR ME BADD 14-10 DION &amp; BRYSON 23-16 OZZY OSBOURNE 24-22 MARIAN CAREY 29-24</p>	<p><b>B85/Fresno, CA</b></p> <p>TRACIE SPENCER SIR MIX-A-LOT (dp) JAZZIE REDD (dp) 2ND II NONE (dp) NATURAL SELECTION Hottest: VANESSA WILLIAMS 3-2 JODECI 6-5 AARON HALL 18-13 TLC 20-15 R. KELLY 27-17</p> <p><b>PWR102/Fresno, CA</b> Davis/Roberts</p> <p>SIR MIX-A-LOT 2ND II NONE LUTHER VANDROSS ANGELICA PARTY ANTHONY BAKER F/NI Hottest: MICHAEL JACKSON 1-1 ATLANTIC STARR 3-2 VANESSA WILLIAMS 9-3 KNOTS 29-20 TLC 34-26</p> <p><b>MOT18/Honolulu, HI</b> Hunter/Freiley</p> <p>JOE PUBLIC CHRIS WALKER R.O.C. (dp) Hottest: BOYZ II MEN 3-2 ATLANTIC STARR 6-4 COLOR ME BADD 7-6 KNOTS 11-10 DION &amp; BRYSON 22-17</p> <p><b>KQMQ/Honolulu, HI</b> Akane/Hart</p> <p>R. KELLY (dp) BRUCE SPRINGSTEEN (dp) QUEEN (dp) Hottest: MR. BIG 8-1 MINT CONDITION 6-2 MICHAEL BOLTON 5-3 PRINCE 7-4 MICHAEL JACKSON 19-9</p> <p><b>KLUC/Las Vegas, NV</b> Dean/Thomas</p> <p>SECRET SMITTY KNOTS CHRIS WALKER Hottest: CAUSE &amp; EFFECT 1-1 MR. BIG 4-2 U2 6-3 ATLANTIC STARR 7-4 VANESSA WILLIAMS 18-9</p> <p><b>FM104/Mohegan-Stonington, CA</b> DeLaney/Hoffman</p> <p>SMPLY RED BRUCE SPRINGSTEEN (dp) BRUCE SPRINGSTEEN (dp) Hottest: MR. BIG 1-1 MICHAEL JACKSON 3-2 SMITHS 4-3 KATHY TROCOLLI 10-6</p> <p><b>KCAD/Oxnard-Ventura, CA</b> Rhodes/Sage</p> <p>HAUGHTY BY NATURE BRUCE SPRINGSTEEN JOHN HELLENBAMP (dp) TRACIE SPENCER Hottest: ATLANTIC STARR 1-1 VANESSA WILLIAMS 5-2 MARIAN CAREY 23-10 REDHEAD KINPIN 21-16 STACY EARL 25-20</p> <p><b>KPSB/Vallejo Springs, CA</b> Clark/Douglas</p> <p>ERIC CLAPTON MC LUSCIOUS (dp) JOE PUBLIC (dp) U2 Hottest: ATLANTIC STARR 1-1 MR. BIG 12-8 COLOR ME BADD 20-14 MARIAN CAREY 27-20 AMY GRANT 12-9</p> <p><b>KWNV/Reno, NV</b> Kawana/Reckert</p> <p>BRUCE SPRINGSTEEN (dp) METALLICA (dp) JOE PUBLIC (dp) CECE PENILTON (dp) Hottest: MICHAEL BOLTON 3-1 ERIC CLAPTON 8-3 UGLY KID JOE 30-23 VANESSA WILLIAMS 33-26</p>	<p><b>KDOM/Selma-Monterey, CA</b> Neuman/Wilde</p> <p>GEOFFREY WILLIAMS SHAWN CHRISTOPHER NATURAL SELECTION JOE PUBLIC JAZZIE JEFF &amp; FRES (dp) Hottest: MINT CONDITION 4-1 ATLANTIC STARR 11-3 MICHAEL JACKSON 14-9 PRINCE 18-14 VANESSA WILLIAMS 21-18</p> <p><b>KZMT/Salt Lake City, UT</b> Robert Maher</p> <p>GEOFFREY WILLIAMS NATURAL SELECTION PARTY NUCLEAR VALDEZ (dp) SUGARCUBES BRUCE SPRINGSTEEN (dp) Hottest: VANESSA WILLIAMS 4-1 MR. BIG 2-2 KLF 3-3 JOE PUBLIC 9-6 BIG AUDIO DYNAMIT 13-11</p> <p><b>KZZU/Spookane, WA</b> Ken Hopkins</p> <p>BRUCE SPRINGSTEEN LIGHTNING SEEDS TESLA (dp) RED HOT CHILI PEP (dp) WATLEY SELECTION Hottest: SHANICE 2-1 RTZ 4-3 GENESIS 5-4 OZZY OSBOURNE 14-11 ERIC CLAPTON 15-12</p> <p><b>KWIN/Stockton, CA</b> Bob Lewis</p> <p>CHRIS WALKER JODY WATLEY Hottest: MICHAEL JACKSON 1-1 MINT CONDITION 2-2 VANESSA WILLIAMS 5-5 MICHAEL BOLTON 8-6 ATLANTIC STARR 12-9</p> <p><b>KROU/Tucson, AZ</b> Peake/Devis</p> <p>EN VOUE MC LUSCIOUS (dp) MICHAEL BOLTON 2-2 ATLANTIC STARR 1-1 MR. BIG 2-2 VANESSA WILLIAMS 3-3 MINT CONDITION 23-18 REDHEAD KINPIN 29-23</p> <p><b>KQOY/Anchorage, AK</b> Mark Murphy</p> <p>BRUCE SPRINGSTEEN UGLY KID JOE (dp) METALLICA (dp) JODY WATLEY CHRIS WALKER DANGER DANGER RED HOT CHILI PEP (dp) Hottest: COLOR ME BADD 11-7 OZZY OSBOURNE 12-9 KLF 14-10 KATHY TROCOLLI 17-13 ERIC CLAPTON 23-16</p> <p><b>KPXR/Anchorage, AK</b> Palmer/Dwyer</p> <p>BRUCE SPRINGSTEEN CHRIS WALKER U2 DANGER DANGER (dp) SCHOOL OF FISH (dp) Hottest: ERIC CLAPTON 23-8 BRUCE SPRINGSTEEN D-11 MARIAN CAREY 23-10 VANESSA WILLIAMS 27-23 STACY EARL 23-25</p> <p><b>Z87/Wings, MT</b> St. John/Sullivan</p> <p>BRUCE SPRINGSTEEN JODY WATLEY QUEENSRYCHE (dp) Hottest: MR. BIG 1-1 GENESIS 6-5 ERIC CLAPTON 26-17 OZZY OSBOURNE 30-25 BRYAN ADAMS 34-28</p> <p><b>KTRB/Casper, WY</b> Isaenogle/Marshall</p> <p>BRUCE SPRINGSTEEN CHRIS WALKER JODY WATLEY METALLICA (dp) LIGHTNING SEEDS PARTY (dp) Hottest: VANESSA WILLIAMS 7-2 ERIC CLAPTON 11-4 RICHARD MARX 12-4 STACY EARL 20-10 WILLIAMS BROTHERS 19-11</p>	<p><b>KFBQ/Cheyenne, WY</b> Devo Collins</p> <p>BRUCE SPRINGSTEEN JOE PUBLIC (dp) QUEENSRYCHE (dp) LIGHTNING SEEDS JODY WATLEY CHRIS WALKER Hottest: GENESIS 8-5 ERIC CLAPTON 23-14 VANESSA WILLIAMS 21-18 DION &amp; BRYSON 35-28 UGLY KID JOE D-39</p> <p><b>KCHM/Chico, CA</b> St. John/Franklin</p> <p>BRUCE SPRINGSTEEN CHRIS WALKER KLF L.A. GUNS (dp) ANGELICA (dp) Hottest: COLOR ME BADD 8-5 MARIAN CAREY 13-7 RICHARD MARX 16-10 CAUSE &amp; EFFECT 19-13 U2 D-20</p> <p><b>KOHJ/Grand Junction, CO</b> Charlie Michaels</p> <p>BRUCE SPRINGSTEEN QUEENSRYCHE (dp) TESLA (dp) LIGHTNING SEEDS UGLY KID JOE (dp) SUGARCUBES NATURAL SELECTION Hottest: JOE PUBLIC VANESSA WILLIAMS 9-6 KLF 15-11 ERIC CLAPTON 28-14 MARIAN CAREY 29-15</p> <p><b>KTMF/Medford, OR</b> R. Charles Snyder</p> <p>BRUCE SPRINGSTEEN TESLA LIGHTNING SEEDS (dp) JOE COCKER CAUSE &amp; EFFECT (dp) UGLY KID JOE (dp) NATURAL SELECTION QUEENSRYCHE (dp) PARTY (dp) Hottest: ERIC CLAPTON 6-2 WILLIAMS BROTHERS 5-5 OZZY OSBOURNE 6-6 RICHARD MARX 9-7 VANESSA WILLIAMS 18-10</p> <p><b>B847/Redding, CA</b> Cody/Baker</p> <p>BRUCE SPRINGSTEEN NIRVANA (dp) SIMPLY RED UGLY KID JOE (dp) CECE PENILTON Hottest: ATLANTIC STARR 7-4 ERIC CLAPTON 23-13 VANESSA WILLIAMS 21-13 BRYAN ADAMS 28-19 BIG AUDIO DYNAMIT D-26</p> <p><b>Y87/Santa Barbara, CA</b> Meece/Suave</p> <p>BRUCE SPRINGSTEEN ERIC CLAPTON NIRVANA (dp) REDHEAD KINPIN (dp) BRYAN ADAMS Hottest: MICHAEL JACKSON 1-1 GENESIS 4-3 KLF 7-6 VANESSA WILLIAMS 13-8 ATLANTIC STARR 21-11</p> <p><b>OK85/Tri-Cities, WA</b> Paul Walker</p> <p>MARIAN CAREY BRUCE SPRINGSTEEN QUEENSRYCHE TESLA (dp) DEVON SQUARE Hottest: OZZY OSBOURNE 26-18 STACY EARL 28-21 NIRVANA 31-24 BRYAN ADAMS 34-28 SEAL 39-33</p> <p><b>KFFM/Yakima, WA</b> Greg Adams</p> <p>BRUCE SPRINGSTEEN NATURAL SELECTION (dp) LIGHTNING SEEDS JOE PUBLIC (dp) TORI AMOS (dp) SUGARCUBES (dp) PARTY (dp) Hottest: VANESSA WILLIAMS 12-7 COLOR ME BADD 13-8 ERIC CLAPTON 26-18 CAUSE &amp; EFFECT 26-25 EMTA 33-29</p>

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Dallas, TX



**Bruce Kelly**  
Y-95  
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# TM Century

Inc.

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Dallas, Texas 75244

NOTE: Frozen playlists are designated by 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 of 12+ population, according to Arbitron, of 1 million or more.

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

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, below 200,000.

230 Reporters

A

BRYAN ADAMS

Thought I'd Died And Gone... (A&M) LP: Waking Up The Neighbours

Total Reports 158 69%

Table with columns: Regional Reach, E, S, M, W, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

Table with columns: Regional Reach, E, S, M, W, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

Table with columns: Regional Reach, E, S, M, W, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

Table with columns: Regional Reach, E, S, M, W, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

ATLANTIC STARR

Masterpiece (Reprise) LP: Love Crazy

Total Reports 206 90%

Table with columns: Regional Reach, E, S, M, W, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

Table with columns: Regional Reach, E, S, M, W, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

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Table with columns: Regional Reach, E, S, M, W, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

MARIAH CAREY

Make It Happen (Columbia) LP: Emotions

Total Reports 215 93%

Table with columns: Regional Reach, E, S, M, W, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

Table with columns: Regional Reach, E, S, M, W, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

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Table with columns: Regional Reach, E, S, M, W, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

CAUSE & EFFECT

You Think You Know Her (SRC/Zoo) LP: Another Minute

Total Reports 61 27%

Table with columns: Regional Reach, E, S, M, W, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

Table with columns: Regional Reach, E, S, M, W, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

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Table with columns: Regional Reach, E, S, M, W, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

COLOR ME BADD

Thinkin' Back (Giant) LP: C.M.B.

Total Reports 196 85%

Table with columns: Regional Reach, E, S, M, W, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

Table with columns: Regional Reach, E, S, M, W, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

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Table with columns: Regional Reach, E, S, M, W, Chart Pos, Summary, Parallel Reach, P1, P2, P3, Tot.

Continued On Next Column

Parallels Continued on Page 82



L.A. Guns Continued
WJON on 999KHI 33-30
Y102 11-7
WPST 8-5
WRXZ 4-36
WSTW 4-13
WYCR 28-26

Richard Marx Continued
WLAN 15-11
WJON 13-10
999KHI 12-10
Y102 12-8
932 4-29
WFST 31-28
WRXZ 22-16
WYCR 25-22
WYCR 19-17
WYCR 13-11

Metallica Continued
PWR92 37-32
WLAN 4-37
WJON 4-37
999KHI 4-36
Y102 4-36
WRXZ 4-36
WYCR 30-29

Nirvana Continued
WEST
K115 a
K100 15-7
K102 27-22

Ozzy Osbourne Continued
WEST
O99.5 on
K102 28-19

GERALD LEVERT
Baby Hold On To Me (Atco/EastWest)
LP: Private Line
Total Reports 53 23%

JOHN MELLENCAMP
Again Tonight (Mercury)
LP: Whenever We Wanted
Total Reports 147 64%

MINT CONDITION
Breaking My Heart (Perspective/A&M)
LP: Meant To Be Mint
Total Reports 138 60%

NKOTB
If You Go Away (Columbia)
Total Reports 114 50%

CECE PENISTON
We Got A Love Thang (A&M)
LP: Finally
Total Reports 139 60%

Regional Reach
E 20%
S 28%
M 13%
W 32%
Chart Pos Summary P1 P2 P3 Tot

Regional Reach
E 59%
S 68%
M 82%
W 40%
Chart Pos Summary P1 P2 P3 Tot

Regional Reach
E 47%
S 65%
M 52%
W 76%
Chart Pos Summary P1 P2 P3 Tot

Regional Reach
E 51%
S 49%
M 35%
W 66%
Chart Pos Summary P1 P2 P3 Tot

Regional Reach
E 71%
S 68%
M 34%
W 72%
Chart Pos Summary P1 P2 P3 Tot

RICHARD MARX
Hazard (The River) (Capitol)
LP: Rush Street
Total Reports 161 70%

METALLICA
Nothing Else Matters (Elektra)
LP: Metallica
Total Reports 79 34%

NIRVANA
Come As You Are (DGC)
LP: Nevermind
Total Reports 113 49%

OZZY OSBOURNE
Mama I'm Coming... (Epic Associated)
LP: No More Tears
Total Reports 139 60%

Regional Reach
E 67%
S 84%
M 76%
W 46%
Chart Pos Summary P1 P2 P3 Tot

Regional Reach
E 31%
S 42%
M 37%
W 24%
Chart Pos Summary P1 P2 P3 Tot

Regional Reach
E 55%
S 55%
M 52%
W 32%
Chart Pos Summary P1 P2 P3 Tot

Regional Reach
E 55%
S 70%
M 74%
W 36%
Chart Pos Summary P1 P2 P3 Tot

Regional Reach
E 20%
S 63%
P3 87%
Chart Pos Summary P1 P2 P3 Tot

R

ROXETTE Church Of Your Heart (EMI/ERG)

LP: Joyride Total Reports 167 73% Parallel Reach P1 40% P2 75% P3 93%

Regional Reach E 69% S 83% M 81% W 52%

National Summary UP 138 DEBS 7 SAME 14 DOWN 2 ADDS 6

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 69% S 83% M 81% W 52%

National Summary UP 138 DEBS 7 SAME 14 DOWN 2 ADDS 6

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 69% S 83% M 81% W 52%

National Summary UP 138 DEBS 7 SAME 14 DOWN 2 ADDS 6

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 69% S 83% M 81% W 52%

National Summary UP 138 DEBS 7 SAME 14 DOWN 2 ADDS 6

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 69% S 83% M 81% W 52%

National Summary UP 138 DEBS 7 SAME 14 DOWN 2 ADDS 6

Chart Pos Summary P1 P2 P3 Tot

SCHOOL OF FISH Three Strange Days (Capitol)

LP: School Of Fish Total Reports 67 29% Parallel Reach P1 5% P2 20% P3 61%

Regional Reach E 22% S 36% M 31% W 24%

National Summary UP 20 DEBS 2 SAME 33 DOWN 0 ADDS 12

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 22% S 36% M 31% W 24%

National Summary UP 20 DEBS 2 SAME 33 DOWN 0 ADDS 12

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 22% S 36% M 31% W 24%

National Summary UP 20 DEBS 2 SAME 33 DOWN 0 ADDS 12

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 22% S 36% M 31% W 24%

National Summary UP 20 DEBS 2 SAME 33 DOWN 0 ADDS 12

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 22% S 36% M 31% W 24%

National Summary UP 20 DEBS 2 SAME 33 DOWN 0 ADDS 12

Chart Pos Summary P1 P2 P3 Tot

SIMPLY RED Stars (Atco/EastWest)

LP: Stars Total Reports 138 60% Parallel Reach P1 38% P2 59% P3 77%

Regional Reach E 53% S 74% M 66% W 40%

National Summary UP 104 DEBS 7 SAME 15 DOWN 6 ADDS 6

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 53% S 74% M 66% W 40%

National Summary UP 104 DEBS 7 SAME 15 DOWN 6 ADDS 6

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 53% S 74% M 66% W 40%

National Summary UP 104 DEBS 7 SAME 15 DOWN 6 ADDS 6

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 53% S 74% M 66% W 40%

National Summary UP 104 DEBS 7 SAME 15 DOWN 6 ADDS 6

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 53% S 74% M 66% W 40%

National Summary UP 104 DEBS 7 SAME 15 DOWN 6 ADDS 6

Chart Pos Summary P1 P2 P3 Tot

Bruce Springsteen Continued

WEST Regional Reach E 61% S 81% M 71% W 40%

National Summary UP 123 DEBS 3 SAME 13 DOWN 8 ADDS 3

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 61% S 81% M 71% W 40%

National Summary UP 123 DEBS 3 SAME 13 DOWN 8 ADDS 3

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 61% S 81% M 71% W 40%

National Summary UP 123 DEBS 3 SAME 13 DOWN 8 ADDS 3

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 61% S 81% M 71% W 40%

National Summary UP 123 DEBS 3 SAME 13 DOWN 8 ADDS 3

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 61% S 81% M 71% W 40%

National Summary UP 123 DEBS 3 SAME 13 DOWN 8 ADDS 3

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 61% S 81% M 71% W 40%

National Summary UP 123 DEBS 3 SAME 13 DOWN 8 ADDS 3

Lisa Stansfield Continued

WEST Regional Reach E 37% S 35% M 37% W 26%

National Summary UP 38 DEBS 6 SAME 27 DOWN 1 ADDS 6

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 37% S 35% M 37% W 26%

National Summary UP 38 DEBS 6 SAME 27 DOWN 1 ADDS 6

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 37% S 35% M 37% W 26%

National Summary UP 38 DEBS 6 SAME 27 DOWN 1 ADDS 6

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 37% S 35% M 37% W 26%

National Summary UP 38 DEBS 6 SAME 27 DOWN 1 ADDS 6

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 37% S 35% M 37% W 26%

National Summary UP 38 DEBS 6 SAME 27 DOWN 1 ADDS 6

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 37% S 35% M 37% W 26%

National Summary UP 38 DEBS 6 SAME 27 DOWN 1 ADDS 6

RICHIE SAMBORA One Light Burning (Mercury)

LP: Stranger In This Town Total Reports 66 29% Parallel Reach P1 13% P2 25% P3 46%

Regional Reach E 35% S 26% M 31% W 24%

National Summary UP 17 DEBS 8 SAME 35 DOWN 0 ADDS 6

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 35% S 26% M 31% W 24%

National Summary UP 17 DEBS 8 SAME 35 DOWN 0 ADDS 6

SEAL Killer (Sire/WB)

LP: Seal Total Reports 56 24% Parallel Reach P1 13% P2 21% P3 39%

Regional Reach E 14% S 35% M 16% W 30%

National Summary UP 13 DEBS 8 SAME 28 DOWN 0 ADDS 7

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 14% S 35% M 16% W 30%

National Summary UP 13 DEBS 8 SAME 28 DOWN 0 ADDS 7

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 14% S 35% M 16% W 30%

BRUCE SPRINGSTEEN Human Touch (Columbia)

LP: Human Touch Total Reports 177 77% Parallel Reach P1 49% P2 72% P3 94%

Regional Reach E 79% S 84% M 84% W 54%

National Summary UP 0 DEBS 0 SAME 0 DOWN 0 ADDS 177

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 79% S 84% M 84% W 54%

National Summary UP 0 DEBS 0 SAME 0 DOWN 0 ADDS 177

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 79% S 84% M 84% W 54%

LISA STANSFIELD All Woman (Arista)

LP: Real Love Total Reports 77 33% Parallel Reach P1 33% P2 25% P3 46%

Regional Reach E 35% S 36% M 23% W 42%

National Summary UP 27 DEBS 12 SAME 31 DOWN 0 ADDS 7

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 35% S 36% M 23% W 42%

KATHY TROCCOLI Everything Changes (Reunion/Geffen)

LP: Pure Attraction Total Reports 197 86% Parallel Reach P1 65% P2 88% P3 97%

Regional Reach E 86% S 94% M 82% W 78%

National Summary UP 165 DEBS 11 SAME 13 DOWN 0 ADDS 8

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 86% S 94% M 82% W 78%

National Summary UP 165 DEBS 11 SAME 13 DOWN 0 ADDS 8

Chart Pos Summary P1 P2 P3 Tot

Regional Reach E 86% S 94% M 82% W 78%

Kathy Troccoli Continued

Table with 2 columns: Station and Air Date. Includes stations like TIC-PM, WKSS, WKAR, etc.

UGLY KID JOE Everything About... (Stardog/Mercury) LP: As Ugly As They Wanna Be

Chart Summary table for Ugly Kid Joe. Columns: Pos, P1, P2, P3, Tot. Includes National Summary and Regional Reach data.

Regional Reach table for Ugly Kid Joe. Columns: Region, Station, Air Date. Includes South, Midwest, West, and East regions.

W

CHRIS WALKER Take Time (Pendulum/Elektra) LP: First Time

Chart Summary table for Chris Walker. Columns: Pos, P1, P2, P3, Tot. Includes National Summary and Regional Reach data.

Regional Reach table for Chris Walker. Columns: Region, Station, Air Date. Includes South, Midwest, West, and East regions.

WILLIAMS BROTHERS Can't Cry Hard Enough (WB) LP: The Williams Brothers

Chart Summary table for Williams Brothers. Columns: Pos, P1, P2, P3, Tot. Includes National Summary and Regional Reach data.

Regional Reach table for Williams Brothers. Columns: Region, Station, Air Date. Includes South, Midwest, West, and East regions.

Geoffrey Williams Continued

Regional Reach table for Geoffrey Williams. Columns: Region, Station, Air Date. Includes South, Midwest, West, and East regions.

VANESSA WILLIAMS Save The Best For... (Wing/Mercury) LP: The Comfort Zone

Chart Summary table for Vanessa Williams. Columns: Pos, P1, P2, P3, Tot. Includes National Summary and Regional Reach data.

Regional Reach table for Vanessa Williams. Columns: Region, Station, Air Date. Includes South, Midwest, West, and East regions.

U

U2 One (Island/PLG) LP: Achtung Baby

Chart Summary table for U2. Columns: Pos, P1, P2, P3, Tot. Includes National Summary and Regional Reach data.

Regional Reach table for U2. Columns: Region, Station, Air Date. Includes South, Midwest, West, and East regions.

V

VAN HALEN Right Now (WB) LP: For Unlawful Carnal Knowledge

Chart Summary table for Van Halen. Columns: Pos, P1, P2, P3, Tot. Includes National Summary and Regional Reach data.

Regional Reach table for Van Halen. Columns: Region, Station, Air Date. Includes South, Midwest, West, and East regions.

JODY WATLEY I'm The One You Need (MCA) LP: Affairs Of The Heart

Chart Summary table for Jody Watley. Columns: Pos, P1, P2, P3, Tot. Includes National Summary and Regional Reach data.

Regional Reach table for Jody Watley. Columns: Region, Station, Air Date. Includes South, Midwest, West, and East regions.

GEOFFREY WILLIAMS It's Not A Love Thing (Giant/Reprise) LP: Bare

Chart Summary table for Geoffrey Williams. Columns: Pos, P1, P2, P3, Tot. Includes National Summary and Regional Reach data.

Regional Reach table for Geoffrey Williams. Columns: Region, Station, Air Date. Includes South, Midwest, West, and East regions.

PARALLELS

Large table listing various stations and their associated air dates across multiple regions.

R&R HOT FAX advertisement. Includes logo, tagline 'The Instant Information Advantage...', and contact information: 'Call R&R for a free sample. 310-553-4330'.

SIGNIFICANT ACTION

A

TORI AMOS Silent All These Years (Atlantic) LP Little Earthquakes

ANGELICA Next 2 U (Quality) LP Angel Baby

B

ARTHUR BAKER / MIKEETA IOU LP Give In To The Rhythm

BLACKSHEEP The Choice Is Yours (Mercury)

C

TIA CARRERE Ballroom Blitz (Reprise) LP "Wayne's World" ST

INGRID CHAVEZ Hippy Blood (Paisley Park/WB) LP Ingrid Chavez

CHIC Chic Mystique (WB) LP Chic-ism

SHAWN CHRISTOPHER Don't Lose The Magic (Arista)

JOE COCKER Feels Like Forever (Capitol) LP Night Calls

D

DAVID D. I Go Crazy (Atlantic)

DANGER DANGER I Still Think About You (Imagine/Epic) LP Danger Danger

DEGREES OF MOTION Do You Want It Right... (Esquire/BMG)

DEVON SQUARE If You Could See Me Now (Atlantic) LP Bye Bye Route 66

E

LAURA ENEA This Is The Last Time (Next Plateau)

SAINT ETIENNE Only Love Can Break Your Heart (WB) LP Foxbase Alpha

G

GIGGLES What Goes Around Comes... (Cutting)

H

DAN HILL I Fall All Over Again (Quality) LP Dance Of Love

K

R. KELLY & PUBLIC ANNOUNCEMENT She's Got That Vibe (Jive) LP Born Into The 90's

L

LIGHTNING SEEDS The Life Of Riley (MCA) LP Sense

KENNY LOGGINS The Real Thing (Columbia) LP Leap Of Faith

M

MC BRAINS Oochie Coochie (Motown) LP MC Brains

MC LUSCIOUS Boom! I Got Your... (Heatwave)

N

NATURAL SELECTION It's Sweet (Atco/EastWest) LP Natural Selection

NAUGHTY BY NATURE Everything's Gonna Be... (Tommy Boy) LP Naughty By Nature





**P1 Major Markets**

LW	TW	Artist/Song/Label
1	1	MICHAEL JACKSON/Remember The Time (Epic)
2	2	ATLANTIC STARR/Masterpiece (Reprise)
3	3	VANESSA WILLIAMS/Save The Best For Last (Wing/Mercury)
4	4	COLOR ME BADD/Thinkin' Back (Giant/Reprise)
9	5	MARIAH CAREY/Make It Happen (Columbia)
11	6	MINT CONDITION/Breaking My Heart... (Perspective/A&M)
10	7	KLF I/TAMMY WYNETTE/Justified And Ancient (Arista)
6	8	MICHAEL BOLTON/Missing You Now (Columbia)
5	9	MR. BIG/To Be With You (Atlantic)
7	10	AMY GRANT/Good For Me (A&M)
13	11	NKOTB/If You Go Away (Columbia)
17	12	CECE PENISTON/We Got A Love Thang (A&M)
18	13	CELINE DION & PEABO BRYSON/Beauty And The... (Epic)
16	14	GENESIS/Can't Dance (Atlantic)
12	15	BOYZ II MEN/Uhh Ahh (Motown)
19	16	STACY EARL I/THE WILD PAIR/Romeo And Juliet (RCA)
22	17	ERIC CLAPTON/Tears In Heaven (Reprise)
8	18	SHANICE/Love Your Smile (Motown)
26	19	KATHY TROCCOLI/Everything Changes (Reunion/Geffen)
14	20	TEVIN CAMPBELL/Tell Me What You Want Me... (Qwest/WB)
27	21	JODECI/Stay (MCA)
39	22	JOE PUBLIC/Live And Learn (Columbia)
DEBUT	23	JODY WATLEY/I'm The One You Need (MCA)
24	24	PAUL YOUNG/What Becomes Of The Brokenhearted (MCA)
25	25	RTZ/Until Your Love Comes Back Around (Giant/Reprise)
34	26	RICHARD MARX/Hazard (The River) (Capitol)
37	27	ROXETTE/Church Of Your Heart (EMI/ERG)
28	28	SIMPLY RED/Stars (Alco/EastWest)
DEBUT	29	U2/One (Island/PLG)
29	30	MC BRAINS/Oochie Coochie (Motown)
33	31	WILLIAMS BROTHERS/Can't Cry Hard Enough (WB)
31	32	JOHN MELLENCAMP/Again Tonight (Mercury)
32	33	SALT-N-PEPA/You Showed Me (Next Plateau)
36	34	SMITHEREENS/Too Much Passion (Capitol)
20	35	RIGHT SAID FRED/I'm Too Sexy (Charisma)
40	36	GERALD LEVERT/Baby Hold On To Me (Alco/EastWest)
38	37	NAUGHTY BY NATURE/Everything's Gonna Be... (Tommy Boy)
DEBUT	38	HAMMER/Do Not Pass Me By (Capitol)
21	39	PRINCE & N.P.G./Diamonds And Pearls (Paisley Park/WB)
DEBUT	40	ENYA/Caribbean Blue (Reprise)

54 REPORTERS

MOST ADDED	HOTTEST
BRUCE SPRINGSTEEN (27) *	VANESSA WILLIAMS (42)
TRACIE SPENCER (8)	ATLANTIC STARR (21)
UGLY KID JOE (7)	ERIC CLAPTON (18)
JOE PUBLIC (6)	MICHAEL JACKSON (16)
NATURAL SELECTION (6)	MR. BIG (12)
GEOFFREY WILLIAMS (6)	

**P2 Secondary Markets**

LW	TW	Artist/Song/Label
1	1	MICHAEL JACKSON/Remember The Time (Epic)
4	2	MICHAEL BOLTON/Missing You Now (Columbia)
3	3	AMY GRANT/Good For Me (A&M)
7	4	VANESSA WILLIAMS/Save The Best For... (Wing/Mercury)
5	5	GENESIS/Can't Dance (Atlantic)
6	6	ATLANTIC STARR/Masterpiece (Reprise)
2	7	MR. BIG/To Be With You (Atlantic)
10	8	ERIC CLAPTON/Tears In Heaven (Reprise)
8	9	RTZ/Until Your Love Comes Back Around (Giant/Reprise)
15	10	MARIAH CAREY/Make It Happen (Columbia)
12	11	KLF I/TAMMY WYNETTE/Justified And Ancient (Arista)
14	12	COLOR ME BADD/Thinkin' Back (Giant/Reprise)
17	13	KATHY TROCCOLI/Everything Changes (Reunion/Geffen)
18	14	STACY EARL I/THE WILD PAIR/Romeo And Juliet (RCA)
16	15	JOHN MELLENCAMP/Again Tonight (Mercury)
19	16	RICHARD MARX/Hazard (The River) (Capitol)
11	17	PAUL YOUNG/What Becomes Of The Brokenhearted (MCA)
21	18	SMITHEREENS/Too Much Passion (Capitol)
9	19	SHANICE/Love Your Smile (Motown)
22	20	VAN HALEN/Right Now (WB)
32	21	CELINE DION & PEABO BRYSON/Beauty And The... (Epic)
29	22	ROXETTE/Church Of Your Heart (EMI/ERG)
13	23	EDDIE MONEY/II Get By (Columbia)
30	24	OZZY OSBOURNE/Mama, I'm Coming Home (Epic Associated)
27	25	SIMPLY RED/Stars (Alco/EastWest)
28	26	MINT CONDITION/Breaking My Heart... (Perspective/A&M)
31	27	WILLIAMS BROTHERS/Can't Cry Hard Enough (WB)
35	28	NKOTB/If You Go Away (Columbia)
36	29	CECE PENISTON/We Got A Love Thang (A&M)
23	30	BOYZ II MEN/Uhh Ahh (Motown)
DEBUT	31	BRYAN ADAMS/Thought I'd Died And Gone To... (A&M)
25	32	TEVIN CAMPBELL/Tell Me What You Want Me... (Qwest/WB)
24	33	PM DAWN/Paper Doll (Gee St./Island/PLG)
DEBUT	34	U2/One (Island/PLG)
DEBUT	35	JODY WATLEY/I'm The One You Need (MCA)
33	36	PRINCE & N.P.G./Diamonds And Pearls (Paisley Park/WB)
40	37	NIA PEEPLES/Kissing The Wind (Charisma)
DEBUT	38	L.A. GUNS/It's Over Now (Polydor/PLG)
DEBUT	39	BRUCE SPRINGSTEEN/Human Touch (Columbia)
DEBUT	40	NIRVANA/Come As You Are (DGC)

106 REPORTERS

MOST ADDED	HOTTEST
BRUCE SPRINGSTEEN (84) *	VANESSA WILLIAMS (69)
UGLY KID JOE (27)	ERIC CLAPTON (60)
NATURAL SELECTION (19)	ATLANTIC STARR (46)
TESLA (17)	MR. BIG (32)
JOE PUBLIC (16)	GENESIS (24)
	MICHAEL JACKSON (24)

**P3 Smaller Markets**

LW	TW	Artist/Song/Label
3	1	MICHAEL JACKSON/Remember The Time (Epic)
2	2	AMY GRANT/Good For Me (A&M)
4	3	MICHAEL BOLTON/Missing You Now (Columbia)
5	4	GENESIS/Can't Dance (Atlantic)
1	5	MR. BIG/To Be With You (Atlantic)
6	6	RTZ/Until Your Love Comes Back Around (Giant/Reprise)
10	7	ERIC CLAPTON/Tears In Heaven (Reprise)
9	8	RICHARD MARX/Hazard (The River) (Capitol)
14	9	VANESSA WILLIAMS/Save The Best For... (Wing/Mercury)
11	10	JOHN MELLENCAMP/Again Tonight (Mercury)
12	11	ATLANTIC STARR/Masterpiece (Reprise)
13	12	SMITHEREENS/Too Much Passion (Capitol)
15	13	COLOR ME BADD/Thinkin' Back (Giant/Reprise)
21	14	MARIAH CAREY/Make It Happen (Columbia)
16	15	VAN HALEN/Right Now (WB)
19	16	KATHY TROCCOLI/Everything Changes (Reunion/Geffen)
17	17	SIMPLY RED/Stars (Alco/EastWest)
18	18	KLF I/TAMMY WYNETTE/Justified And Ancient (Arista)
7	19	PAUL YOUNG/What Becomes Of The Brokenhearted (MCA)
23	20	WILLIAMS BROTHERS/Can't Cry Hard Enough (WB)
24	21	STACY EARL I/THE WILD PAIR/Romeo And Juliet (RCA)
25	22	ROXETTE/Church Of Your Heart (EMI/ERG)
26	23	OZZY OSBOURNE/Mama, I'm Coming Home (Epic Associated)
8	24	EDDIE MONEY/II Get By (Columbia)
38	25	BRYAN ADAMS/Thought I'd Died And Gone To... (A&M)
20	26	SHANICE/Love Your Smile (Motown)
34	27	CELINE DION & PEABO BRYSON/Beauty And The... (Epic)
DEBUT	28	U2/One (Island/PLG)
36	29	L.A. GUNS/It's Over Now (Polydor/PLG)
31	30	NIA PEEPLES/Kissing The Wind (Charisma)
37	31	MINT CONDITION/Breaking My Heart... (Perspective/A&M)
DEBUT	32	BRUCE SPRINGSTEEN/Human Touch (Columbia)
27	33	PM DAWN/Paper Doll (Gee St./Island/PLG)
22	34	PAULA ABDUL/Nibeology (Captive/Virgin)
28	35	TEVIN CAMPBELL/Tell Me What You Want Me... (Qwest/WB)
DEBUT	36	CECE PENISTON/We Got A Love Thang (A&M)
DEBUT	37	JODY WATLEY/I'm The One You Need (MCA)
DEBUT	38	STORM/Show Me The Way (Interscope)
39	39	BIG AUDIO DYNAMITE II/The Globe (Columbia)
DEBUT	40	NIRVANA/Come As You Are (DGC)

70 REPORTERS

MOST ADDED	HOTTEST
BRUCE SPRINGSTEEN (66) *	ERIC CLAPTON (42)
UGLY KID JOE (22)	VANESSA WILLIAMS (41)
LIGHTNING SEEDS (21)	ATLANTIC STARR (22)
NATURAL SELECTION (17)	AMY GRANT (22)
TESLA (14)	MICHAEL JACKSON (21)

PERFORMING WHERE PLAYED

Artist/Song/Label	Reports	Report %	Conversion %	Top 15 %
CHRIS WALKER/Take Time (Pendulum/Elektra)	124	54%	57%	0%
NKOTB/If You Go Away (Columbia)	114	50%	92%	40%
L.A. GUNS/It's Over Now (Polydor/PLG)	113	49%	69%	13%
NIRVANA/Come As You Are (DGC)	113	49%	65%	4%
JOE PUBLIC/Live And Learn (Columbia)	103	45%	54%	11%
STORM/Show Me The Way (Interscope)	78	34%	62%	10%
LISA STANSFIELD/All Woman (Arista)	77	33%	53%	7%
JODECI/Stay (MCA)	61	27%	72%	45%
CAUSE & EFFECT/You Think You Know Her (SRC/Zoo)	61	27%	72%	32%
ENYA/Caribbean Blue (Reprise)	61	27%	64%	33%
GERALD LEVERT/Baby Hold On To Me (Alco/Eastwest)	53	23%	68	25%
SHAWN CHRISTOPHER/Don't Lose The Magic (Arista)	36	16%	53%	11%
REDHEAD KINGPIN/Three-Two-One Pump (Virgin)	32	14%	56%	17%
MC BRAINS/Oochie Coochie (Motown)	30	13%	93%	54%
TLC/Ain't 2 Proud 2 Beg (LaFace/Arista)	26	11%	77%	30%
DANGER DANGER/Still Think About You (Imagine/Epic)	25	11%	52%	8%

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

PERFORMING WHERE PLAYED is a weekly listing of records in New & Active and Significant Action with:

- 25 or more reports
- Chart positions at 50% or more of stations reporting them.
- No more than five fewer total reports than the previous week's.

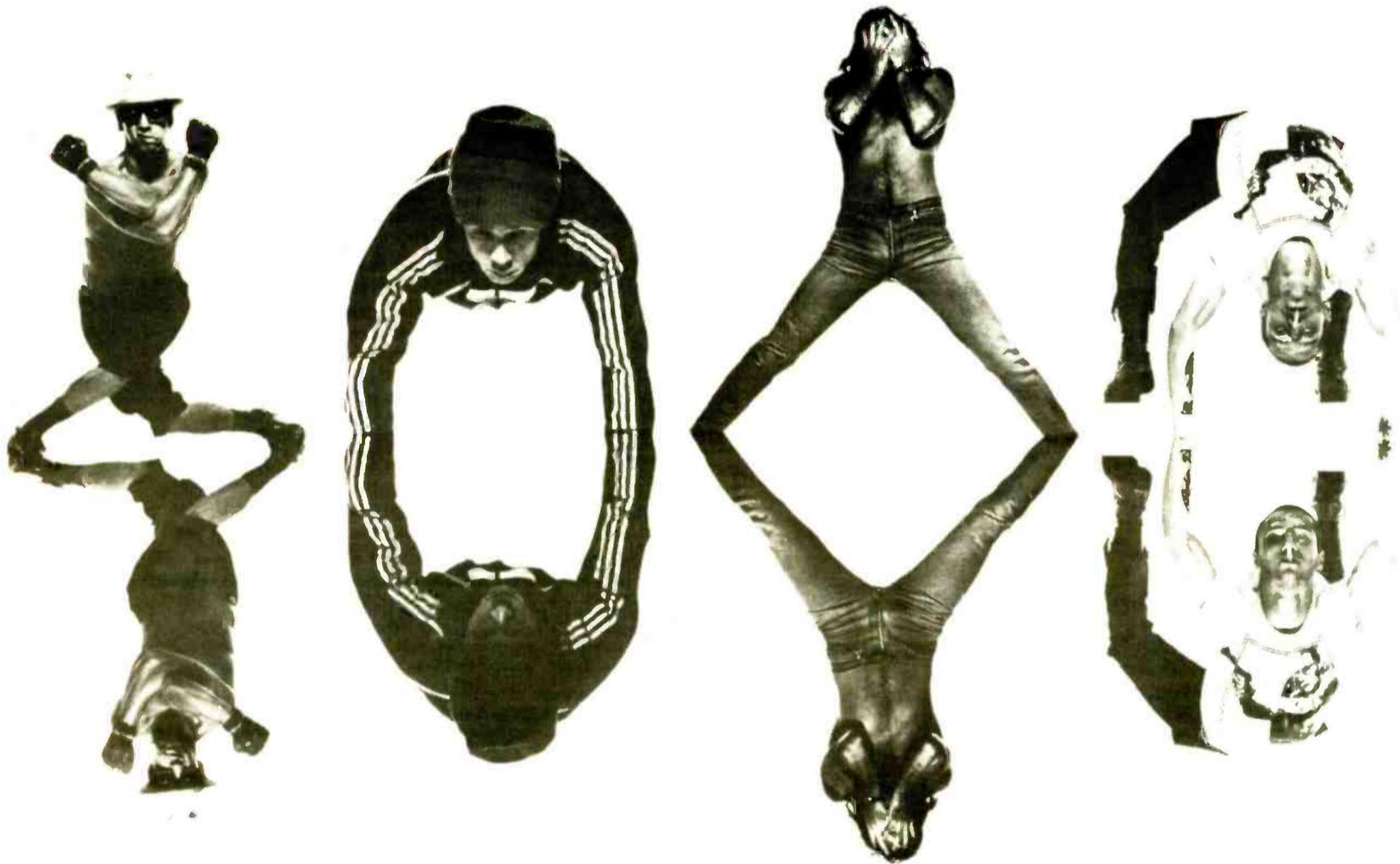
See Parallels for a complete picture of all station activity.

NEW ARTISTS

Artist/Song/Label	Reports
1 CHRIS WALKER/Take Time (Pendulum/Elektra)	125
2 L.A. GUNS/It's Over Now (PLG)	113
3 JOE PUBLIC/Live And Learn (Columbia)	103
4 UGLY KID JOE/Everything About You (Stardog/Mercury)	87
5 METALLICA/Nothing Else Matters (Elektra)	79
6 BIG AUDIO DYNAMITE II/The Globe (Columbia)	77
7 GEOFFREY WILLIAMS/It's Not A Love Thing (Giant)	71
8 SCHOOL OF FISH/Three Strange Days (Capitol)	67
9 RICHIE SAMBORA/One Light Burning (Mercury)	66
10 CAUSE & EFFECT/You Think You Know Her (SRC/Zoo)	61
ENYA/Caribbean Blue (Reprise)	61
JODECI/Stay (MCA)	61

New artists have not yet had a CHR Breaker.

# REDHOTCHILIPEPPERS



## “UNDER THE BRIDGE”

the new single from **BLOOD SUGAR SEX MAGIK**



WATCH FOR THE VIDEO Directed by Gus (“My Own Private Idaho”) Van Zant

Produced By Rick Rubin Management: Lindy Goetz for LGM © 1992 Warner Bros. Records Inc. By the way, Reason's the best.



# BREAKERS

## BRUCE SPRINGSTEEN

Human Touch (Columbia)

77% of our reporters playing it. Moves: Up 0, Debuts 0, Same 0, Down 0, Adds 177 including Z100, PWR99, STAR94, Q105, WNCI, WKBO, KIIS, KWOD. See Parallels, debuts at number 38.

## JODY WATLEY

I'm The One You Need (MCA)

64% of our reporters playing it. Moves: Up 48, Debuts 46, Same 29, Down 0, Adds 24 including WZOU, WEGX, PWR99, KKRZ, WAEB, HOT955, WKDD, KWIN. See Parallels, debuts at number 34.

## CECE PENISTON

We Got A Love Thang (A&M)

60% of our reporters playing it. Moves: Up 94, Debuts 12, Same 17, Down 0, Adds 16 including KDWB, KGGI, Q99.5, WNNK, WMXF, WHHY, WGTZ, KWNZ. See Parallels, moves 34-26.

## OZZY OSBOURNE

Mama, I'm Coming Home (Epic Associated)

60% of our reporters playing it. Moves: Up 99, Debuts 13, Same 17, Down 1, Adds 9 including WXKS, WAEB, WSSX, WKSI, PWR945, WGTZ, WJAD, KGGG. See Parallels, moves 35-30.

## WILLIAMS BROTHERS

Can't Cry Hard Enough (WB)

60% of our reporters playing it. Moves: Up 111, Debuts 7, Same 16, Down 1, Adds 4, KBEO, WYCR, FM100, WBPR, B94 20-17, WNCI 10-9, KISN 6-4, WBBQ 23-19. See Parallels, moves 31-27.

## MINT CONDITION

Breaking My Heart (Pretty Brown Eyes) (Perspective/A&M)

60% of our reporters playing it. Moves: Up 82, Debuts 10, Same 22, Down 13, Adds 11 including Z100, WJMO, WAPE, B97, KRNO, WHTO, Q101, WFHT. See Parallels, moves 23-17.

# NEW & ACTIVE

## CHRIS WALKER "Take Time" (Pendulum/Elektra)

Reports 125 Moves Up 28, Debuts 32, Same 38, Down 0, Adds 27 including PWR99, WWHY, KIIS, K106, WDJX, XL1067, HOT194, KLUC, WNCI 30-25, WZPL 28-22, HOT102 25-20

## NKOTB "If You Go Away" (Columbia)

Reports 114 Moves Up 75, Debuts 9, Same 19, Down 6, Adds 5, KS104, K106, HOT955, KLUC, WAZY, Z100 19-15, WNVZ 26-21, KTFM 12-8, WJMO 11-6, Z90 10-6, KMEL 17-10, B97 14-9 See Parallels, moves 29-22 on the CHR chart.

## NIRVANA "Come As You Are" (DGC)

Reports 113 Moves Up 43, Debuts 26, Same 28, Down 1, Adds 15 including PRO-FM, KIIS, WYCR, WDJX, K92, KKRD, WJAD, KEGL 30-25, KWOD 15-7, KTUX 39-32, KXKT 21-14.

## L.A. GUNS "It's Over Now" (Polydor/PLG)

Reports 113 Moves Up 57, Debuts 18, Same 31, Down 0, Adds 7, WAEB, FUN107, Y102, KKYK, Z102, WZKX, KCHH, WLAN 34-29, WPST 8-5, K92 11-9, WRQK 5-3, KTMT 30-24

## JOE PUBLIC "Live And Learn" (Columbia)

Reports 103 Moves Up 32, Debuts 18, Same 20, Down 1, Adds 32 including WXKS, HOT97, B96, WDFX, KIIS, KSOL, KC101, WBBQ, XL1067, WRVQ, HOT194, PWR99 18-14, KKFR 20-8, KMEL 28-21 See Parallels, debuts at number 39 on the CHR chart.

## UGLY KID JOE "Everything About You" (Stardog/Mercury)

Reports 87 Moves Up 18, Debuts 8, Same 5, Down 0, Adds 56 including B94, Q105, Q102, WPHR, WZPL, WKBO, Q99.5, 93Q, WKRZ, WAPE, WDJX, KXKR 31-23, WAAL 35-29, 999KHI 35-27, WRVQ 6-3

## HAMMER "Do Not Pass Me By" (Capitol)

Reports 87 Moves Up 43, Debuts 5, Same 37, Down 2, Adds 0, HOT97 30-27, WPGC 30-26, WDFX 23-20, HOT977 29-23, WKSS 26-21, HOT955 14-11, KTUX 19-12, KJ103 10-7, KF95 32-25

## METALLICA "Nothing Else Matters" (Elektra)

Reports 79 Moves Up 12, Debuts 20, Same 23, Down 0, Adds 24 including WHYT, KXXR, KPLZ, Y102, WBBQ, HOT955, WRVQ, KJ103, WKPE, WAAL 34-30, PWR92 37-32, KNIN 30-25, KFMW 37-28

## STORM "Show Me The Way" (Interscope)

Reports 78 Moves Up 38, Debuts 6, Same 27, Down 1, Adds 6, PWR99, Q102, B97, WWFX, WYKS, WBPR, KDWB 17-12, FLY92 33-29, 999KHI 38-31, WKRZ 39-35, WSTW 38-34, WBBQ 38-34, KTUX 40-34

## LISA STANSFIELD "All Woman" (Arista)

Reports 77 Moves Up 27, Debuts 12, Same 31, Down 0, Adds 7, WIOQ, KISN, KUBE, WOMP, WYKS, KZIO, KG95, WZOU 31-27, WPGC 18-15, WNCI 26-22, WBBQ 38-30

## BIG AUDIO DYNAMITE II "The Globe" (Columbia)

Reports 77 Moves Up 39, Debuts 3, Same 33, Down 2, Adds 0, PWR99 27-18, KEGL 12-10, KWOD 7-6, WAEB 12-9, HOT955 17-10, KOKO 13-9, KXKT 13-9, KWIN 35-29, WVBS 32-29

## GEOFFREY WILLIAMS "It's Not A Love Thing" (Giant/Reprise)

Reports 71 Moves Up 11, Debuts 7, Same 24, Down 1, Adds 28 including HOT97, WNCI, WZPL, Q106, HOT977, KPLZ, WBBQ, WAPE, KJ103, 92Q 21-17, WXKS 30-27, Y107 27-23

## SCHOOL OF FISH "Three Strange Days" (Capitol)

Reports 67 Moves Up 20, Debuts 2, Same 33, Down 0, Adds 12 including KRBE, WABB, Z104, KOIZ, KWTX, WCIL, KROC, K107, KWOD 18-14, KXKT 29-25, KMCK 38-33, KNIN 32-29

## RICHIE SAMBORA "One Light Burning" (Mercury)

Reports 66 Moves Up 17, Debuts 8, Same 35, Down 0, Adds 6, WVSR, WMXF, WOKI, WPRR, 103CIR, WBXX, WAAL 28-25, WERZ 30-26, 999KHI 27-22, WZYP 38-33, KTUX 31-26

## CAUSE & EFFECT "You Think You Know Her" (SRC/Zoo)

Reports 61 Moves Up 27, Debuts 5, Same 17, Down 3, Adds 9, B96, HOT102, KKFR, WABB, WRVQ, KOKQ, WMMZ, KYYY, KTMT, PWR99 11-6, KWOD 1-1, WLAN 11-9, KPRR 9-6, WDJX 31-20

## ENYA "Caribbean Blue" (Reprise)

Reports 61 Moves Up 25, Debuts 8, Same 17, Down 2, Adds 9, PWR99, Q105, KXXR, KDWB, WYCR, WNOK, WMXF, KTUX, KCHX, KIIS 25-19, KWOD 3-2, KISN 1-1, Q99 5 8-5, WWFX 10-7

## JODECI "Stay" (MCA)

Reports 61 Moves Up 29, Debuts 4, Same 19, Down 4, Adds 5, WXKS, KKFR, KOY-FM, WBBQ, WYKS, WNVZ 30-26, WWHY 5-1, KS104 9-6, KMEL 2-1, KUBE 13-9, WCKZ 1-1, KPRR 11-8

## SEAL "Killer" (Sire/WB)

Reports 56 Moves Up 13, Debuts 8, Same 28, Down 0, Adds 7, WRHT, WQUT, K92, KTUX, KCHX, WFHT, WKFR, KWOD 25-21, 999KHI 32-25, WZYP 36-32, Z102 39-35, KIXX 28-24

## GERALD LEVERT "Baby Hold On To Me" (Atco/EastWest)

Reports 53 Moves Up 27, Debuts 4, Same 14, Down 2, Adds 6, WXKS, PWR99, KOY-FM, FLY92, WBBQ, KFOX, KBXX 1-1, WWHY 21-14, WHYT 22-15, KMEL 8-7, Y107 32-29, Z102 35-28

# SIGNIFICANT ACTION

## KENNY LOGGINS "The Real Thing" (Columbia)

Reports 47 Moves Up 14, Debuts 6, Same 19, Down 0, Adds 8, Q99 5, 999KHI, KKYK, KXXK, KSND, WVBS, KZIO, KMZG, KBEO 25-21, WAAL 31-26, WQUT 36-29, KF95 40-30, WBXX 20-17, OK95 38-32

## NATURAL SELECTION "It's Sweet" (Atco/EastWest)

Reports 43 Moves Up 0, Debuts 0, Same 1, Down 0, Adds 42 including PWR99, WNCI, WZPL, KDWB, KISN, Q99.5, WZYP, Y107, WRVQ

## TESLA "What You Give" (Geffen)

Reports 43 Moves Up 3, Debuts 2, Same 5, Down 0, Adds 33 including WPHR, WNCI, WVSR, PWR92, 98PXY, 93Q, WPST, WYCR, WBBQ, WAPE, KJ103, JET-FM 23-19, KFMW 39-33

## LIGHTNING SEEDS "The Life Of Riley" (MCA)

Reports 41 Moves Up 0, Debuts 0, Same 2, Down 0, Adds 39 including Q105, KXXR, KISN, WPST, WBBQ, K92, KKHT, KF95, KZZU

## MOST ADDED

BRUCE SPRINGSTEEN (177)  
UGLY KID JOE (56)  
NATURAL SELECTION (42)  
LIGHTNING SEEDS (39)  
TESLA (33)  
JOE PUBLIC (32)  
GEOFFREY WILLIAMS (28)  
CHRIS WALKER (27)  
SUGARCUBES (25)  
METALLICA (24)  
JODY WATLEY (24)

## HOTTEST

VANESSA WILLIAMS (152)  
ERIC CLAPTON (120)  
ATLANTIC STARR (89)  
MICHAEL JACKSON (61)  
MR. BIG (57)  
AMY GRANT (45)  
MICHAEL BOLTON (43)  
GENESIS (43)  
MARIAH CAREY (41)  
RTZ (36)

## SHAWN CHRISTOPHER "Don't Lose The Magic" (Arista)

Reports 36 Moves Up 11, Debuts 8, Same 12, Down 0, Adds 5, PWR96, KHTK, 999KHI, WRCK, KDON, HOT97 10-7, WIOQ 26-12, B96 24-20, WJMO 30-25, WKSS 34-29, WKKX 35-28

## PARTY "Private Affair" (Hollywood)

Reports 32 Moves Up 0, Debuts 1, Same 18, Down 0, Adds 13 including KS104, WERZ, WQGN, KBFM, KF95, KIXX, PWR102, KZHT, WWFX, WPRR d-34

## REDHEAD KINGPIN "Three-Two-One Pump" (Virgin)

Reports 32 Moves Up 12, Debuts 5, Same 10, Down 0, Adds 5, KHTK, KIXX, BOSS97, KMZG, Y97, WJMO 26-22, PWR106 19-16, KKFR 5-3, Q106 d-30, KUBE 28-25, B93 14-9, KDON 33-28

## LUTHER VANDROSS "Sometimes It's Only Love" (Epic)

Reports 31 Moves Up 4, Debuts 1, Same 12, Down 0, Adds 9, KBXX, WWHY, Z90, WKSS, WKKX, KKMZ, PWR102 103CIR, KMZG, WPGC 27-23, KMEL d-35, HOT977 d-35, B93 39-36, WCKZ 30-27, WHTO 35-32

## MC BRAINS "Dochie Coochie" (Motown)

Reports 30 Moves Up 20, Debuts 3, Same 5, Down 2, Adds 0, WZOU 19-13, PWR106 16-13, KGGI 22-18, WKKX 10-6, KZFM 31-20, B95 4-3, KWIN 40-30, BOSS97 19-14

## SUGARCUBES "Hit" (Elektra)

Reports 26 Moves Up 0, Debuts 0, Same 0, Down 1, Adds 25 including KEGL, KTFM, Q105, KBEO, KWOD, 999KHI, WZYP, WQUT, KIXX, WHTO.

## TLC "Ain't 2 Proud 2 Beg" (LaFace/Arista)

Reports 26 Moves Up 12, Debuts 4, Same 1, Down 0, Adds 9, WZOU, WWHY, KS104, KSOL, KUBE, TIC-FM, WKSS, B93, Y107, 92Q 18-14, WPGC 5 3, KBXX 20-14, KKFR 30-18

## DEVON SQUARE "If You Could See Me Now" (Atlantic)

Reports 26 Moves Up 2, Debuts 3, Same 13, Down 0, Adds 8, K106, WQUT, KTUX, WOMP, WHTO, WVBS, KMZG, OK95, WRQK d-22, KLYV d-34, KFMW 32-24

## DANGER DANGER "I Still Think About You" (Imagine/Epic)

Reports 25 Moves Up 7, Debuts 5, Same 11, Down 0, Adds 2, KGOT, KPXR, WPST d-38, KTUX 38-31, WIOQ 11-6, WHTO 38-34, KLYV 36-32, KFMW 30-23, KTMT 37-28

## R. KELLY & PUBLIC ANNOUNCEMENT "She's Got That Vibe" (Jive)

Reports 24 Moves Up 4, Debuts 2, Same 2, Down 0, Adds 16 including WIOQ, KBXX, KMEL, HOT977, B93, WCKZ, Y107, KXKK, KQMO, WPGC 21-18, KHTK d-25, KKFR d-21, B95 27-17

## ARTHUR BAKER /NIKEETA "IDU" (RCA)

Reports 23 Moves Up 5, Debuts 6, Same 9, Down 0, Adds 3, PWR99, WJMO, PWR102, B96 d-21, PWR106 d-24, KKFR d-27, KSOL 26-23, KZFM 39-35, KBFM d-31, KXXX 29-21

## GIGGLES "What Goes Around Comes Around" (Cutting)

Reports 23 Moves Up 14, Debuts 0, Same 4, Down 3, Adds 2, Z100, PWR96, PWR99 24-7, B96 6-3, KKFR 23-13, WSPK 22-16, WKKX 28-24, KZFM 38-29, KBFM 27-16, PWR102 11-9, KLUC 11-8

## TRACIE SPENCER "Lov' Me" (Capitol)

Reports 21 Moves Up 3, Debuts 0, Same 3, Down 0, Adds 15 including KBXX, KTFM, WWHY, KKFR, KOY-FM, FM102, Z90, KUBE, WKSS, B93, WPGC 14-6, WCKZ 28-24

## NUCLEAR VALDEZ "(Share A Little) Shelter" (Epic)

Reports 21 Moves Up 3, Debuts 2, Same 7, Down 1, Adds 8, WOKI, WRQK, KXKT, KIXX, KZHT, KFOX, KNIN, KFMW, KBEO on-dp, KXXX on-dp, KWOD 12-10, WPST 36-33, KTUX d-36

## LIDELL TOWNSELL "Nu Nu" (Mercury)

Reports 21 Moves Up 12, Debuts 3, Same 2, Down 0, Adds 4, Z100, WMXP, WJMO, KPRR, 92Q 1-1, WZOU 29-24, HOT97 6-2, WIOQ 20-7, B96 15-9, TIC-FM 31-26, WKSS 30-23, WKKX 34-27

## R.D.C. "Dedicated To My Girl" (Scotti Bros.)

Reports 21 Moves Up 8, Debuts 2, Same 8, Down 0, Adds 3, KOY-FM, HOT194, KZII, KKFR 26-16, HOT977 5-4, B93 32-29, Y107 d-33, KKMZ d-32, PWR102 36-31, KWIN 31-28

## NAUGHTY BY NATURE "Everything's Gonna Be Alright" (Tommy Boy)

Reports 21 Moves Up 15, Debuts 0, Same 2, Down 2, Adds 2, TIC-FM, KCAQ, 92Q 5-3, WZOU 24-21, HOT97 15-8, WIOQ 18-11, PWR106 9-4, KSOL 20-13, HOT977 35-26, WKKX 30-26

## TORI AMOS "Silent All These Years" (Atlantic)

Reports 19 Moves Up 1, Debuts 0, Same 13, Down 0, Adds 5, K106, WJAD, KYYY, K107, KFFM, KWOD on, KC101 on, 999KHI on, HOT955 on-dp, KJ103 on, WBXX 39-36

## SAINT ETIENNE "Only Love Can Break Your Heart" (WB)

Reports 18 Moves Up 7, Debuts 0, Same 11, Down 0, Adds 0, HOT97 on, KTFM on, B96 on, WJMO 28-24, KBEO on-dp, KMEL 32-30, KHFI 14-8

## SIR MIX-A-LOT "Baby Got Back" (Def American)

Reports 18 Moves Up 4, Debuts 4, Same 1, Down 0, Adds 7, PWR99, KTFM, Y107, KKMZ, B95, PWR102, WVBS, KBXX 18-10, PWR96 d-37, KS104 d-20, KGGI d-19, KUBE 10-7, WCKZ 27-21, KCAQ 40-37

## DEGREES OF MOTION "Do You Want It Right Now" (Esquire/BMG)

Reports 16 Moves Up 9, Debuts 1, Same 6, Down 0, Adds 0, KKFR 22-15, HOT977 32-28, WKSS 29-22, WKKX 27-23, KZFM 22-16, KBFM 25-17, PWR102 27-21

## QUEENSRYCHE "Anybody Listening?" (EMI/ERG)

Reports 15 Moves Up 0, Debuts 0, Same 0, Down 0, Adds 15 including KPLZ, WLAN, WIOQ, KIXX, KNOE, KNIN, WBIZ, KFMW, Z97, KQIX

## MC LUSCIOUS "Boom! I Got Your Boyfriend" (Avenue)

Reports 15 Moves Up 7, Debuts 0, Same 1, Down 1, Adds 6, WJMO, WKBO, KIIS, KPRR, KPSI, KRQ, KTFM 23-18, B96 30-16, Z90 7-4, KUBE 6-3, B93 31-26, KBFM 34-24

## ANGELICA "Next 2 U" (Quality)

Reports 14 Moves Up 3, Debuts 1, Same 5, Down 0, Adds 5, PWR96, Q106, KUBE, PWR102, KCHH, KGGI 19-16, Z90 16-13, WKKX d-35, B95 26-23

## INGRID CHAVEZ "Hippy Blood" (Paisley Park/WB)

Reports 14 Moves Up 2, Debuts 1, Same 10, Down 0, Adds 1, KUBE, KDWB on-dp, KS104 on-dp, FM102 on, KWOD 20-16, HOT977 on-dp, KBFM d-40, KKMZ 34-31

## JDE CDCKER "Feels Like Forever" (Capitol)

Reports 13 Moves Up 0, Debuts 0, Same 0, Down 0, Adds 13 including Q102, 999KHI, WZYP, PWR945, KKHT, WOMP, KNOE, KLYV

## QUEEN "Bohemian Rhapsody" (Hollywood)

Reports 13 Moves Up 0, Debuts 0, Same 0, Down 0, Adds 13 including Z100, WEGX, WPST, KHFI, 195, HOT955, KKYK, WOVV, WRQK, WGTZ, Z104, KQMO, WDBR

## LAURA ENEA "This Is The Last Time" (Next Plateau)

Reports 13 Moves Up 6, Debuts 2, Same 3, Down 0, Adds 2, HOT102, KHTK, WIOQ 29-17, B96 d-24, TIC-FM d-30, WKSS 37-33, WKKX 25-19, BOSS97 37-33

## DAN HILL "I Fall All Over Again" (Quality)

Reports 13 Moves Up 5, Debuts 0, Same 7, Down 1, Adds 0, WERZ on-dp, WQGN 18-13, KQMO 20-17, WCGQ 34-26, Q101 on, KCHX 26-23, WCIL on

## RUSH "Ghost Of A Chance" (Atlantic)

Reports 13 Moves Up 7, Debuts 1, Same 5, Down 0, Adds 0, JET-FM 18-15, WPST 37-34, WQUT 33-28, WRQK 17-9, KFMW 23-17, OK95 33-27

## TIA CARRERE "Ballroom Blitz" (Reprise)

Reports 12 Moves Up 4, Debuts 1, Same 5, Down 1, Adds 1, 95XIL, KWOD 30-27, 999KHI on-dp, HOT955 on-dp, WRQK 22-18, KWNZ d-35, KMCK 32-21, WVBS on-dp

## CHIC "Chic Mystique" (WB)

Reports 11 Moves Up 4, Debuts 0, Same 3, Down 0, Adds 4, FLY92, FUN107, BOSS97, WOMP, WMXP on, WJMO 22 20, KMEL 31-29, WKKX on-dp, B95 on, PWR102 32-29

## BLACKSHEEP "The Choice Is Yours" (Mercury)

Reports 11 Moves Up 6, Debuts 1, Same 0, Down 2, Adds 2, HOT97, HOT977, 92Q 14-11, PWR96 3

**TLC**

**IGNITING  
LIKE  
T.N.T.!**

*ain't* **proceed** *in* **beats**

X  
X  
X

**Their first  
smash hit,  
now exploding  
EVERYWHERE**

**BILLBOARD  
POWER PICK/SALES**

**#1 SELLING 12<sup>W</sup>  
SOUNDCAN**

**29\*-21\*  
SOUNDCAN  
SINGLES SALES**

**14 URBAN**



**STRESS ROTATION**

**JUKEBOX NETWORK  
TOP 10 MOST REQUESTED  
FOR 10 WEEKS!**

**ALBUM SALES  
200,000 UNITS IN 2<sup>ND</sup>  
WEEK OF RELEASE!**

**From their LaFace debut album**

**Ooooooohhh... ON THE**

**TLC TIP**

Album Produced by:  
Dallas Austin  
L.A. Reid & Babyface  
Marley Marl  
Daryl Simmons & Kayo  
Jermaine Dupri

Executive Producers:  
Antonio M. Reid and Kenneth B. Edmonds



## NATIONAL AIRPLAY OVERVIEW

**CHR**

3	2	WKS	WKS	LW	TW	
2	1	1	1			<b>1</b> MICHAEL JACKSON/Remember The... (Epic)
16	7	6				<b>2</b> VANESSA WILLIAMS/Save The Best For... (Wing/Mercury)
10	6	5				<b>3</b> ATLANTIC STARR/Masterpiece (Reprise)
8	5	4				<b>4</b> MICHAEL BOLTON/Missing You Now (Columbia)
4	3	3				<b>5</b> AMY GRANT/Good For Me (A&M)
15	9	7				<b>6</b> GENESIS/I Can't Dance (Atlantic)
3	2	2				<b>7</b> MR. BIG/To Be With You (Atlantic)
19	13	9				<b>8</b> COLOR ME BADD/Thinkin' Back (Giant/Reprise)
39	22	12				<b>9</b> MARIAH CAREY/Make It Happen (Columbia)
21	14	11				<b>10</b> KLF I/TAMMY WYNETTE/Justified And Ancient (Arista)
26	20	13				<b>11</b> ERIC CLAPTON/Tears In Heaven (Reprise)
14	12	10				<b>12</b> RTZ/Until Your Love Comes Back Around (Giant/Reprise)
34	27	21				<b>13</b> KATHY TROCCOLI/Everything Changes (Reunion/Geffen)
37	26	18				<b>14</b> STACY EARL I/THE WILD PAIR/Romeo And Juliet (RCA)
18	15	14				<b>15</b> PAUL YOUNG/What Becomes Of The Brokenhearted (MCA)
28	23	20				<b>16</b> RICHARD MARX/Hazard (The River) (Capitol)
<b>BREAKER</b>						<b>17</b> MINT CONDITION/Breaking My Heart... (Perspective/A&M)
24	21	19				<b>18</b> JOHN MELLENCAMP/Again Tonight (Mercury)
—	37	28				<b>19</b> CELINE DION & PEABO BRYSON/Beauty And... (Epic)
27	24	22				<b>20</b> SMITHEREENS/Too Much Passion (Capitol)
1	4	8				<b>21</b> SHANICE/I Love Your Smile (Motown)
38	32	29				<b>22</b> NKOTB/If You Go Away (Columbia)
—	40	32				<b>23</b> ROXETTE/Church Of Your Heart (EMI/ERG)
31	28	25				<b>24</b> SIMPLY RED/Stars (Atco/EastWest)
33	29	26				<b>25</b> VAN HALEN/Right Now (WB)
<b>BREAKER</b>						<b>26</b> CECE PENISTON/We Got A Love Thang (A&M)
<b>BREAKER</b>						<b>27</b> WILLIAMS BROTHERS/Can't Cry Hard Enough (WB)
11	10	15				<b>28</b> EDDIE MONEY/I'll Get By (Columbia)
17	16	17				<b>29</b> BOYZ II MEN/Jhh Ahh (Motown)
<b>BREAKER</b>						<b>30</b> OZZY OSBOURNE/Mama, I'm Coming... (Epic Associated)
6	8	16				<b>31</b> TEVIN CAMPBELL/Tell Me What You Want... (Qwest/WB)
<b>DEBUT</b>						<b>32</b> U2/One (Island/PLG)
<b>DEBUT</b>						<b>33</b> BRYAN ADAMS/I Thought I'd Died And Gone To... (A&M)
<b>BREAKER</b>						<b>34</b> JODY WATLEY/I'm The One You Need (MCA)
20	16	24				<b>35</b> PM DAWN/Paper Doll (Gee Si/Island/PLG)
7	17	30				<b>36</b> RIGHT SAID FRED/I'm Too Sexy (Charisma)
5	19	33				<b>37</b> PRINCE & N.P.G./Diamonds And Pearls (Paisley Park/WB)
<b>BREAKER</b>						<b>38</b> BRUCE SPRINGSTEEN/Human Touch (Columbia)
<b>DEBUT</b>						<b>39</b> JOE PUBLIC/ive And Learn (Columbia)
—	—	40				<b>40</b> NIA PEEPLES/Kissing The Wind (Charisma)

N&A Pg. 90; Playlists Pg. 76; Parallels Pg. 81; Parallel Chart Analysis Pg. 88

**ADULT CONTEMPORARY**

3	2	WKS	WKS	LW	TW	
3	3	1				<b>1</b> V. WILLIAMS/Save The Best... (Wing/Mercury)
2	2	2				<b>2</b> MICHAEL BOLTON/Missing You Now (Columbia)
13	6	5				<b>3</b> ATLANTIC STARR/Masterpiece (Reprise)
5	4	4				<b>4</b> AMY GRANT/Good For Me (A&M)
12	9	8				<b>5</b> ERIC CLAPTON/Tears In Heaven (Reprise)
9	7	6				<b>6</b> EDDIE MONEY/I'll Get By (Columbia)
10	8	7				<b>7</b> SIMPLY RED/Stars (Atco/EastWest)
1	1	3				<b>8</b> PAUL YOUNG/What Becomes Of The Brokenhearted (MCA)
16	13	10				<b>9</b> KENNY LOGGINS/The Real Thing (Columbia)
17	14	11				<b>10</b> RICHARD MARX/Hazard (The River) (Capitol)
19	16	12				<b>11</b> MR. BIG/To Be With You (Atlantic)
30	24	20				<b>12</b> KATHY TROCCOLI/Everything Changes (Reunion/Geffen)
22	19	17				<b>13</b> A. FRANKLIN & M. McDONALD/Ever... (Arista)
20	18	14				<b>14</b> MICHAEL JACKSON/Remember The Time (Epic)
11	12	13				<b>15</b> C. DION & P. BRYSON/Beauty And... (Epic)
4	5	9				<b>16</b> ROD STEWART/Your Song (Polydor/PLG)
24	21	18				<b>17</b> CURTIS STIGERS/You're All That Matters... (Arista)
25	23	19				<b>18</b> DESMOND CHILD/Obsession (Elektra)
6	10	15				<b>19</b> G. MICHAEL & E. JOHN/Don't Let... (Columbia)
<b>BREAKER</b>						<b>20</b> BRUCE SPRINGSTEEN/Human Touch (Columbia)
—	28	24				<b>21</b> MARIAH CAREY/Make It Happen (Columbia)
26	25	22				<b>22</b> JAMES TAYLOR/(I've Got To) Stop Thinkin'... (Columbia)
—	27	25				<b>23</b> MICHAEL DAMIAN/(There'll Never Be) Another... (A&M)
—	30	27				<b>24</b> WILLIAMS BROTHERS/Can't Cry Hard Enough (WB)
—	29	26				<b>25</b> BETTE MIDLER/In My Life (Atlantic)
7	11	16				<b>26</b> DAN HILL/Fall All Over Again (Quality)
—	—	30				<b>27</b> LUTHER VANDROSS/Sometimes It's Only Love (Epic)
—	—	28				<b>28</b> RESTLESS HEART/Till I Loved You (RCA)
—	—	29				<b>29</b> ENYA/Caribbean Blue (Reprise)
<b>DEBUT</b>						<b>30</b> BONNIE RAITT/Not The Only One (Capitol)

New & Active Pg. 59  
Adds & Hits Pg. 60  
Associate Reporters Pg. 61

**URBAN CONTEMPORARY**

3	2	WKS	WKS	LW	TW	
2	1	2				<b>1</b> MICHAEL JACKSON/Remember The... (Epic)
3	2	1				<b>2</b> PRINCE & N.P.G./Diamonds And Pearls (Paisley Park/WB)*
5	4	3				<b>3</b> PATTI LABELLE/Somebody Loves You Baby (MCA)
11	7	5				<b>4</b> VANESSA WILLIAMS/Save The Best For... (Wing/Mercury)
6	5	4				<b>5</b> MINT CONDITION/Breaking My Heart... (Perspective/A&M)
10	8	7				<b>6</b> GLENN JONES/Here I Go Again (Atlantic)
12	9	8				<b>7</b> ATLANTIC STARR/Masterpiece (Reprise)
13	10	9				<b>8</b> CHRIS WALKER/Take Time (Pendulum/Elektra)
15	11	10				<b>9</b> PHYLLIS HYMAN/When You Get Right... (Philly/Zoo)
14	12	11				<b>10</b> SOUNDS OF BLACKNESS/Testify (Perspective/A&M)
28	18	13				<b>11</b> AARON HALL/Don't Be Afraid (MCA)
19	15	14				<b>12</b> BEBE & CECE WINANS/It's O.K. (Capitol)
21	16	16				<b>13</b> JOE PUBLIC/ive And Learn (Columbia)
23	20	15				<b>14</b> TLC/Ain't 2 Proud 2 Beg (LaFace/Arista)
—	29	20				<b>15</b> KEITH SWEAT/Why Me Baby (Elektra)
37	27	19				<b>16</b> TEVIN CAMPBELL/Goodbye (Qwest/WB)
18	17	17				<b>17</b> A. FRANKLIN I/M. McDONALD/Ever Changing... (Arista)
—	37	26				<b>18</b> MARIAH CAREY/Make It Happen (Columbia)
4	6	6				<b>19</b> TONY TERRY/Everlasting Love (Epic)
34	26	21				<b>20</b> HAMMER/Do Not Pass Me By (Capitol)
38	30	24				<b>21</b> KEITH WASHINGTON/When You Love... (Qwest/WB)
—	38	30				<b>22</b> TRACIE SPENCER/Love Me (Capitol)
—	33	27				<b>23</b> SKYY/Up And Over (Atlantic)
—	40	32				<b>24</b> LISA STANSFIELD/All Woman (Arista)
1	3	12				<b>25</b> GERALD LEVERT/Baby Hold On To Me (Atco/EastWest)
27	23	22				<b>26</b> TIM OWENS/Smile (Atlantic)
—	—	36				<b>27</b> SHANICE/I'm Cryin' (Motown)
—	39	34				<b>28</b> CHERELLE/Tears Of Joy (Tabu/A&M)
39	31	31				<b>29</b> BARRY WHITE/Dark And Lovely (A&M)
—	—	38				<b>30</b> CALLOWAY/Let's Get Smooth (Solar/Epic)
—	—	40				<b>31</b> ROGER/Take Me Back (Reprise)
<b>BREAKER</b>						<b>32</b> LUTHER VANDROSS/Sometimes It's Only Love (Epic)
26	25	23				<b>33</b> MC LYTE/Poor Georgie (Atlantic)
<b>DEBUT</b>						<b>34</b> BLACKSHEEP/The Choice Is Yours (Mercury)
—	—	30				<b>35</b> BROTHERHOOD CREED.../Helluva (Gasoline Alley/MCA)
<b>BREAKER</b>						<b>36</b> CHIC/Chic Mystique (WB)
<b>BREAKER</b>						<b>37</b> JODY WATLEY/I'm The One You Need (MCA)
<b>BREAKER</b>						<b>38</b> ALYSON WILLIAMS/Can't Have My... (OBR.RAL/Columbi)
<b>DEBUT</b>						<b>39</b> CAMEO/Emotional Violence (Reprise)
<b>DEBUT</b>						<b>40</b> DIGITAL UNDERGROUND/No Nose... (TNT/Tommy Boy)

\* Keeps bullet due to continued growth.  
Note: The Michael Jackson and Prince records tied in rotational chart points this week. All tiebreaking indicators were even as well, with the exception of station Hot reports, which gave the slight edge to Jackson.

**NEW ROCK**

LW	TW	
1	<b>1</b>	U2/Achtung Baby (Island/PLG)
2	<b>2</b>	SUGARCUBES/Stick Around For Joy (Elektra)
4	<b>3</b>	LIGHTNING SEEDS/Sense (MCA)
3	<b>4</b>	SOCIAL DISTORTION/Somewhere Between Heaven... (Epic)*
5	<b>5</b>	SARAH McLACHLAN/Solace (Netwerk/Arista)
8	<b>6</b>	CHURCH/Priest = Aura (Arista)
7	<b>7</b>	CONCRETE BLONDE/Walking In London (IRS)
14	<b>8</b>	DAVID BYRNE/Jh-Oh (Luaka Bop/WB)
13	<b>9</b>	IAN McCULLOCH/Honey Drip (Track) (Sire/Reprise)
9	<b>10</b>	TEARS FOR FEARS/Laid So Low... (Track) (Fontana/Mercury)*

\* Keeps bullet due to continued growth.  
Complete TOP 30 New Rock Chart Pg. 72

**NAC**

LW	TW	
1	<b>1</b>	KILAUEA/Tropical Pleasures (Brainchild)
3	<b>2</b>	NELSON RANGELL/In Every Moment (GRP)
2	<b>3</b>	BOBBY CALDWELL/Stuck On You (Sin-Drome)
4	<b>4</b>	ENYA/Shepherd Moons (Reprise)
8	<b>5</b>	STEVE LAURY/Passion (Denon)
14	<b>6</b>	PETER WHITE/Excusez-Moi (Sin-Drome)
5	<b>7</b>	SAM RINEY/Talk To Me (Spindletop)
10	<b>8</b>	AKIRA JIMBO/Slow Boat (Optimism)
6	<b>9</b>	AL DI MEOLA PROJECT/Kiss My Axe (Tomato/Mesa)
9	<b>10</b>	HEATHER MULLEN/Heather Mullen (Atco/EastWest)

Complete TOP 30 NAC Chart Pg. 62

**CONTEMPORARY JAZZ**

LW	TW	
1	<b>1</b>	VANESSA RUBIN/Soul Eyes (Novus/RCA)
2	<b>2</b>	PAQUITO D'RIVERA/Havana Cafe (Chesky)
5	<b>3</b>	ELLIS MARSALIS/Hear Of Gold (Columbia)
4	<b>4</b>	DAVE CATNEY/Jade Visions (Justice)
3	<b>5</b>	DIRTY DOZEN BRASS BAND/Open Up Whatcha... (Columbia)
11	<b>6</b>	BOBBY McFERRIN & CHICK COREA/Play (Blue Note)
7	<b>7</b>	JOHN PIZZARELLI/All Of Me (Novus/RCA)
13	<b>8</b>	JOHN BEASLEY/Cauldron (Windham Hill/Jazz)
8	<b>9</b>	TOM HARREL/Passages (Chesky)*
17	<b>10</b>	JUST FRIENDS/A Gathering In Tribute To Emily... (Justice)

\* Keeps bullet due to continued growth.  
Complete TOP 30 Contemporary Jazz Chart Pg. 62

**AOR TRACKS**

3	2	WKS	WKS	LW	TW	
<b>BREAKER</b>						<b>1</b> BRUCE SPRINGSTEEN/Human... (Columbia)
11	5	3				<b>2</b> NIRVANA/Come As You Are (DGC)
14	11	5				<b>3</b> VAN HALEN/The Dream Is Over (WB)
9	6	4				<b>4</b> UGLY KID JOE/Everything About You (Stardog/Mercury)
<b>BREAKER</b>						<b>5</b> BRUCE SPRINGSTEEN/Better Days (Columbia)
1	1	1				<b>6</b> JOHN MELLENCAMP/Again Tonight (Mercury)
2	2	2				<b>7</b> OZZY OSBOURNE/Mama, I'm Coming... (Epic Associated)
10	9	8				<b>8</b> QUEENSRYCHE/Anybody Listening? (EMI/ERG)
15	12	9				<b>9</b> TESLA/What You Give (Geffen)
<b>BREAKER</b>						<b>10</b> U2/One (Island/PLG)
—	18	11				<b>11</b> MELISSA ETHERIDGE/Ain't It Heavy (Island/PLG)
19	14	10				<b>12</b> L.A. GUNS/It's Over Now (Polydor/PLG)*
33	19	12				<b>13</b> BRYAN ADAMS/I Thought I'd Died And Gone... (A&M)*
21	16	13				<b>14</b> METALLICA/Nothing Else Matters (Elektra)*
28	23	15				<b>15</b> ERIC CLAPTON/Help Me Up (Reprise)
27	22	16				<b>16</b> TOM COCHRANE/Life Is A Highway (Capitol)
22	21	17				<b>17</b> LITTLE VILLAGE/She Runs Hot (Reprise)
5	3	6				<b>18</b> U2/Until The End Of The World (Island/PLG)
4	4	7				<b>19</b> STEVIE RAY VAUGHAN &.../Empty Arms (Epic)
<b>BREAKER</b>						<b>20</b> GARY MOORE/Cold Day In Hell (Charisma)
35	28	23				<b>21</b> FOUR HORSEMEN/Tired Wings (Def American/Reprise)
3	8	14				<b>22</b> RUSH/Ghost Of A Chance (Atlantic)
44	34	31				<b>23</b> MSG/When I'm Gone (Impact)
8	10	19				<b>24</b> PEARL JAM/Alive (Epic Associated)
26	25	24				<b>25</b> KIX/Tear Down The Walls (Atco/EastWest)
7	13	25				<b>26</b> GENESIS/I Can't Dance (Atlantic)
31	30	29				<b>27</b> RICK VITO/Desiree (Modern/Atlantic)
—	—	44				<b>28</b> RUSH/Bravado (Atlantic)
—	—	44				<b>29</b> MITCH MALLOY/Anything At All (RCA)
36	35	32				<b>30</b> GENESIS/Jesus He Knows Me (Atlantic)
—	—	46				<b>31</b> GUNS N' ROSES/Pretty Tied Up (Geffen)
30	29	28				<b>32</b> CINDERELLA/Hot And Bothered (Reprise)
39	36	33				<b>33</b> D.A.D./Grow Or Pay (WB)
—	—	45				<b>34</b> KING'S X/Black Flag (Atlantic)
47	40	35				<b>35</b> LIVE/Operation Spirit (Radioactive)
12	17	26				<b>36</b> ERIC CLAPTON/Tears In Heaven (Reprise)
40	38	36				<b>37</b> DANNY TATE/Lead Me To The Water (Charisma)
56	43	39				<b>38</b> SHOTGUN MESSIAH/Heartbreak Blvd. (Relativity)
20	20	30				<b>39</b> WEBB WILDER/Tough It Out (Praxis/Zoo)
6	7	18				<b>40</b> DIRE STRAITS/The Bug (WB)

\* Keeps bullet due to continued growth.

Complete TOP 60 Tracks Chart Pg. 68; LP Chart Pg. 70

**COUNTRY**

3	2	WKS	WKS	LW	TW	
6	2	2				<b>1</b> ALAN JACKSON/Dallas (Arista)
9	6	4				<b>2</b> REBA McENTIRE/Is There Life Out There (MCA)
10	7	5				