

I N S I D E:

SHAMROCK-MALRITE MERGER APPEARS IMMINENT

Shamrock Broadcasting will be the surviving entity if the long-awaited, multimillion-dollar Malrite radio merger goes down as planned.

Page 23

WHY LISTENERS ARE SWITCHING TO COUNTRY

People are turning to Country — as well as niche AC, New Rock, and Hard Rock — in growing numbers. Consultant Alan Burns examines actual comments from recent converts.

Page 28

NEW AC: POSITIVE INDICATORS

Intensive music research, frequent station/artist IDs, and a major marketing push are behind some of the format's Fall '92 success stories. Also on tap: an NAC Scoreboard.

Page 40

VISIBILITY = SUCCESS

"Budweiser doesn't advertise its product as 'the best mix of hops and barley,'" notes EZ VP Doug McGuire, who explains how "proper marketing — spending money in the right places — brings bigger ratings."

Page 32

IN THE NEWS...

- Derek Shulman heads new WB/Giant label
- R.J. Curtis returns to KZLA/L.A. as PD
- Vicki Leben, Joe Riccitelli named VPs at PLG

Page 3

- John McCrae new PD at KRQR/San Francisco
- Craig Ashwood to PD at KABL/San Francisco

Page 10

Newsstand Price \$6.00



Broadcasters Offer Mixed Reviews Of Clinton Plan

Some see boost in consumer confidence, but others warn taxes will dull economic growth

The radio industry is split over the possible consequences of President Bill Clinton's proposed economic package. Broadcasters contacted by R&R said none of the proposals appeared to be aimed specifically at radio, but disagreed on the plan's likely impact on the overall economy.

"I see Bill's plan as a plus — a significant stab at fixing something that's really out of hand," said Southern Skies Corp. President Jerry Atchley. While it's not surprising that Atchley enthusiastically supports his long-time Little Rock friend, he sees the Clinton package of spending cuts and tax increases as only a first step toward attacking the deficit, noting, "It's not enough to cure the deficit."

Clinton's plan, although it includes higher corporate tax rates, also contains some incentives for businesses, including investment tax credits. Atchley suggested there may be more to come: "I would look for a favorable capital gains proposal out of Bill Clinton."

More Positives

While Atchley may be closer to Clinton than most broadcasters, he's not alone in giving the president's economic plan a thumbs-up.

"I'm basically optimistic; he's made some tough calls, but it'll be interesting to see what happens in Congress," said Emmis Broadcasting CEO Jeff Smulyan. He credited Clinton with addressing long-neglected problems and said higher taxes should be acceptable to the public as part of a comprehensive plan to deal with the deficit and other problems. In Smulyan's view, the end result should be good for broadcast revenues. "If the economy is vibrant and

CLINTON PLAN/See Page 29

Karmazin In Control At Unistar

Chase Manhattan now equity holder; Verbitsky becomes consultant, Hogan remains President; Infinity has option to buy piece of web

Infinity Broadcasting Corp. has taken over management of Unistar Communications Group Inc., giving Infinity instant access to a network infrastructure that it could use for national distribution of programs from its deep talent pool that includes Howard Stern, Don Imus, G. Gordon Liddy, and the Grease-man (Doug Tracht).

Infinity President/CEO Mel Karmazin has taken over as Unistar CEO. Unistar President Bill Hogan will retain that position and report to Karmazin.

Nick Verbitsky sold his stake

in the company and resigned as CEO, but will remain as a consultant and is setting up his own media-related venture. Dick Clark was also bought out, but will continue to produce his two radio programs for Unistar.

Chase A Partner

Financial details of the deal were kept secret, but Verbitsky confirmed that Chase Manhattan Bank now holds an equity position in Unistar. The deal is widely viewed as a no-lose situation for Infinity, which will be receiving a management fee

and has an option to acquire a stake in Unistar. Meanwhile, Karmazin gets to try his hand at running a network without having to put up any money.

The network radio industry just went through one of its worst years, with the Radio Network Association reporting total revenues down 13.5% in 1992. Paul Kagan Associates analyst Bishop Cheen estimated that Unistar's revenues had fallen into the \$60+ million range, but said the company could rebound with Karmazin

UNISTAR/See Page 29

EXCLUSIVE

Karmazin Speaks About New Role



Karmazin

Infinity President/CEO Mel Karmazin speaks out about his new responsibilities as CEO of Unistar, which currently has affiliation deals with nearly 3000 radio stations.

The network radio sales slump, he says, will only be cured when a better sales effort is directed against TV and cable. His solution: To increase Unistar's sales force by 50% immediately.

Among his other ponderings:

- Look for Infinity programming, such as Don Imus and KROQ/L.A.'s "Loveline," to eventually be offered via Unistar.

• Don't look for Howard Stern on the Unistar bird. His cash-only syndication deal is very profitable in its current form.

Full interview appears on Page 16.



Verbitsky Salamon Hogan Robinson

Unistar Through The Years

Here is a chronicle of significant events in Unistar's history:

- 7/77 The Research Group is founded, becomes one of the first major firms to specialize in radio audience research.
- 4/79 RKO forms youth-oriented network, the first to be distributed entirely by satellite.
- 4/81 RKO launches second, adult network.
- 9/81 Nick Verbitsky, Ed Salamon form United Stations with weekly country countdown.
- 1/82 Research Group parent Sunbelt Communications creates Transtar Radio Network, distributes Country, AC formats by satellite. Eventually expands to seven formats.
- 7/84 Possible fraud, commercial overcharging scheme discovered at RKO Networks.
- 3/85 RKO sells networks to United Stations. RKO President Bill Hogan reunited with lifelong friend Verbitsky.
- 10/87 United Stations begins repping Transtar ad inventory.
- 8/89 Transtar, United Stations merge into Unistar.
- 3/92 Transtar founder C.T. "Terry" Robinson exits as Unistar co-CEO.
- 2/93 Unistar ownership transfers to Chase Manhattan Bank, control given to Infinity President Mel Karmazin.

Candullo Set As WYNY VP/GM

Broadcast Partners has chosen VP/Marketing Steve Candullo to be VP/GM of newly acquired WYNY/New York once the deal between BP and Westwood One for the Big Apple's sole Country outlet is approved by the FCC. He will succeed Station Manager Rich White, who will leave the station when it changes hands, expected to be sometime in the next couple of months.

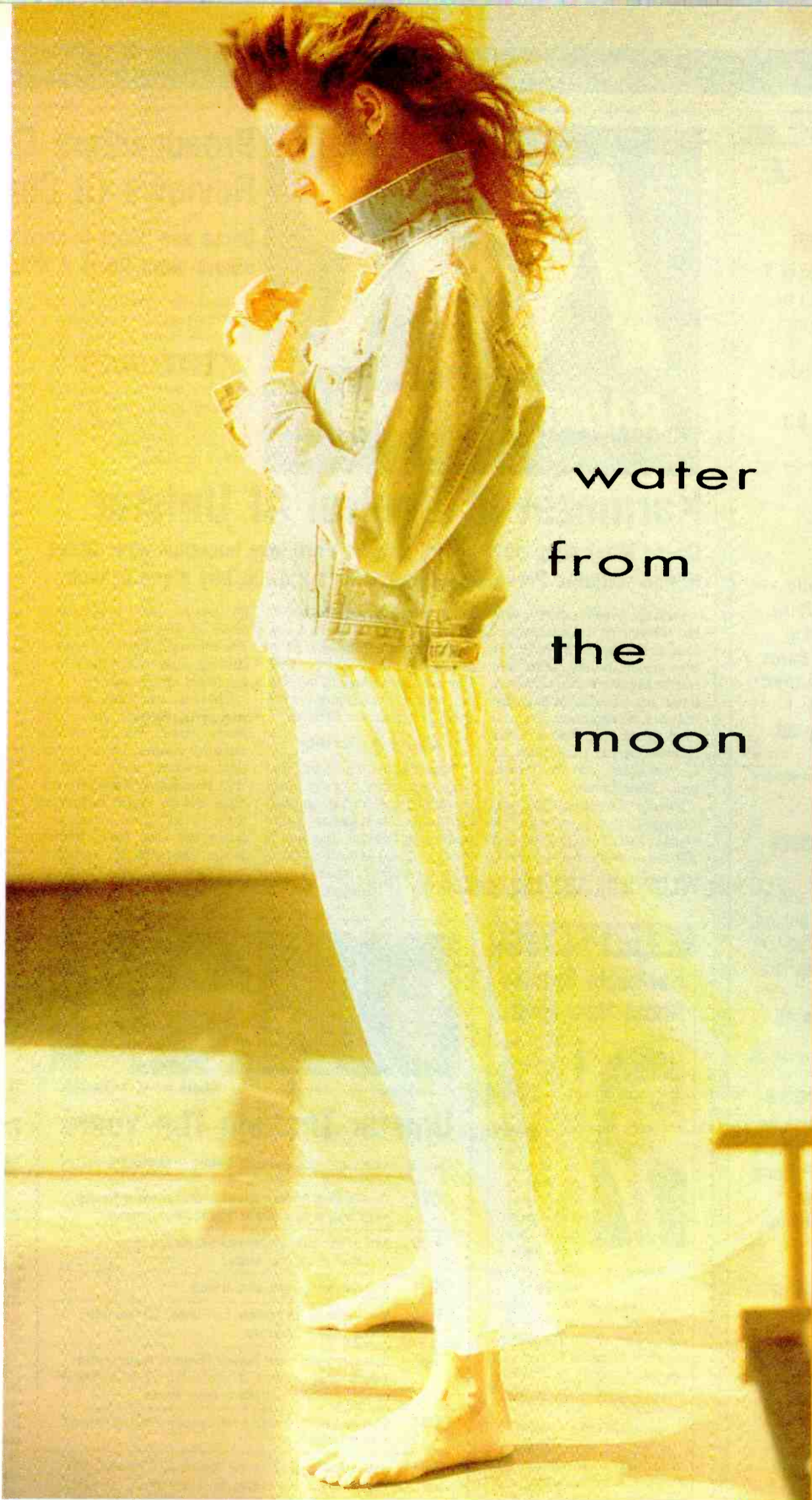


Candullo

The appointment was confirmed by a BP spokesperson, who preferred not to elaborate, since the FCC has yet to approve the sale. Neither Candullo nor BP President Barry Mayo was available for comment.

Industry's Hottest Job Openings

Begin Page 51



water
from
the
moon

Celine Dion


After a year of stunning success, everyone recognizes the sheer artistic power of Celine Dion.

She has had four consecutive Top-10 hits, three 1993 Grammy nominations, an Academy Award, electrifying performances on "Arsenio" and "The Tonight Show," and a sold-out tour with Michael Bolton.

Now, with her latest album certified Platinum, she delivers yet another miracle, "Water From The Moon," the new single and video.

•Don't miss Celine performing on the Grammy Awards.

Produced and Arranged by Guy Roche • Mixed by Dana Jon Chappelle • Management: René Angélil for Feeling Productions Inc.

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Ostin, Shulman, Azoff

Shulman To Head New Giant Label

Former Atco Records Chairman Derek Shulman has been named to preside over a new, as yet unnamed, label under the auspices of Warner Bros.-distributed Giant Records.

"Derek is a man of vision, experience, and boundless energy," noted Giant owner Irving Azoff, "The prospect of working closely with him in this new venture is an exciting one indeed. There's simply no one better suited to launch a new label and attract the kind of

SHULMAN/See Page 29

Curtis Returns To KZLA As PD

KNIX/Phoenix PD/morning co-host R.J. Curtis has been picked as the new PD at KZLA/Los Angeles. Curtis was Asst. PD at KZLA before joining KNIX in 1987.



Curtis

KLAC & KZLA VP/GM Norm Epstein told R&R, "R.J. comes to us from one of America's legendary Country stations, KNIX. He brings a winning attitude and the experience we're looking for. He has a great passion for the music, strong leadership qualities, and knowledge of the business."

Curtis said, "I'm leaving the finest radio station in the country. This is the only opportunity I would leave KNIX for; Los Angeles is home for me and my wife. I know it's a tough market, but I look at

CURTIS/See Page 29

How Listeners Feel About Music Backselling

	Familiar With Approach	Preferred Approach
DJ backsells all titles/artists after a long music segment	78%	29%
DJ backsells titles/artists after every 2-3 songs	80%	66%

Source: Paragon Research

Older Listeners Want More Backselling

A Paragon Research study released last month (R&R 1/29) found that the vast majority of listeners reacted favorably to the preselling of music. This month, Paragon queried 415 adult listeners for their opinions on *backselling* music.

A majority of respondents were familiar with the two main methods of backselling songs, but most — particularly older listeners — preferred to hear backsells after every few songs instead of all at once at the end of a long music sweep. Paragon concludes that younger listeners may not need to hear backsells as often because they're more familiar with the music and want fewer interruptions.

Of particular note: 90% of listeners felt that hearing backsells was important... 53% considered them "very" important, 37% thought they were "somewhat" important. This issue was also more important with older listeners than with their younger counterparts.

Infinity Response Blasts \$600k Stern Indecency Fine

FCC hits WLUP with \$33,750 indecency fine

Infinity Broadcasting this week filed a lengthy response blasting the FCC's \$600,000 fine for allegedly indecent segments of Howard Stern's show as "punitive, arbitrary, and capricious." Infinity's reply reiterates several familiar arguments, supporting each with reams of transcripts, affidavits, surveys, and articles.

Infinity's response came days after Evergreen Media was slapped with a \$33,750 indecency fine for segments aired in 1991 by WLUP

(AM)/Chicago afternoon personalities Steve [Dahl] and Garry [Meier] and middayer Kevin Matthews.

The Infinity response takes strong issue with the Commission's

FINES/See Page 14



Leben

Riccitelli

Leben, Riccitelli VPs/CHR At PLG

Record promotion vets Vicki Leben and Joe Riccitelli have each been named VP/CHR Promotion at PolyGram Label Group.

"Vicki has wonderful relationships at radio," remarked PLG Exec. VP John Barbis. "I've worked with her in the past and have wanted to get her on board at PLG for a long time. Her presence will help strengthen our relationships at CHR and afford us a strong presence on both the East and West coasts. Joe has proven himself an invaluable asset to PLG's promotion effort. This advancement acknowledges his growth within our family."

Leben was most recently VP/Promotion at Zoo Records. Riccitelli was PLG's Sr. Director/Promotion.

ADVENTURES IN JOB-SEEKING

A job seeker who's turned down five offers in the past year tells Dan O'Day why it's just as important to know when *not* to take a particular position.

Page 49

FEATURES

RADIO BUSINESS: No tender license liens	4
NEWSBREAKERS	10
R&R INTERVIEW: Infinity's Mel Karmazin	16
OVERVIEW	
● MANAGEMENT: Office of the future?	18
● LIFESTYLES: Stress reduction techniques	20
● MEDIA: MJ-Oprah hits the stands	21
STREET TALK: Shamrock-Malrite merger final?	23
TIMELINE	26
PERSPECTIVES: Listeners' format conversions	28
MUSIC	
● COMPACT DATA	30
● MUSIC DATEBOOK	30
● POLLSTAR	30
AIR PERSONALITIES	49
MARKETPLACE	50
OPPORTUNITIES	51

FORMATS

CHR: Investing in your own station	32
UC: KPRS/KC's family affair	34
COUNTRY: Armadillos & Big Dogs	36
Nashville This Week: Mercury trio's tour de force	38
NAC/CONTEMPORARY JAZZ: Rating the format	40
NEW ROCK: Ins & outs of signal upgrades	44
AOR: Hot shots!	46
AC: Virtues of hybrid formats	48

MUSIC INFORMATION

NATIONAL RADIO FORMATS	31
MUSIC VIDEO: MTV, VH-1, BET, The Box lists	31
WORLD MUSIC OVERVIEW: UK, Australia, Canada charts	31
URBAN CONTEMPORARY	54
CURRENT-BASED AC	56
ASSOCIATE REPORTERS	59
NAC	60
CONTEMPORARY JAZZ	60
COUNTRY	63
COUNTRY SONG INFORMATION INDEX	65
NEW ROCK	70
AOR TRACKS	75
AOR ALBUMS	76
CHR	77
PARALLEL CHART ANALYSIS	89
AC, AOR, CHR, COUNTRY, URBAN CHARTS	BACK PAGE
NEW ROCK, NAC, CONTEMPORARY JAZZ HIGHLIGHTS	BACK PAGE

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A weekly look back at meaningful and amusing events from R&R's archives

Wave Breaks Over KMET

In February 1987, heritage AOR KMET/L.A. became KTWV ("The Wave"). The Wave immediately took on the role of flagship station for what developed into the NAC format.

Originally an outgrowth of the "new age" music boom — mainly a retail, not a radio, phenomenon — the format has grown to encompass acoustic pop, folk, and "Quiet Storm" stylings. But increasingly it's the more accessible forms of jazz that have dominated station playlists.

Six years on, a number of stations have achieved solid ratings niches, but the format's growth seems stalled. On the other hand, an impressive roster of artists has earned exposure and sales from this diverse and ever-evolving format.

Also Celebrating 20 Years Of Excellence:

Communication Graphics Inc

TAK COMMUNICATIONS RULING

Appeals Court Nixes Security Interest Claim

A federal appeals court in Chicago has rejected attempts by lenders to claim a security interest in Tak Communications' broadcast licenses. It's the highest court yet to rule on whether banks can have a lien on FCC licenses.

The U.S. Court of Appeals for the Seventh Circuit, in a decision written by Judge Ilana Rovner, upheld two lower court rulings that denied liens to TakCom's lenders, led by New Bank of New England. The three-judge appeals panel also tore into a federal bankruptcy court decision in Baltimore (to date the only decision to support license liens), which claimed the Tak rulings were in error.

The federal appeals panel said the judge in the Baltimore case (involving Ridgely Communications

Inc.) had misinterpreted the law by granting senior lender Ameritrust a secured interest in the proceeds from the sale of the station licenses (WVOC & WCEZ [now WAAS]/Columbia, SC), if not in the licenses themselves.

No Further Appeal

"Whatever the practical benefits might be to creditors in permitting these interests, even to the limited extent permitted by [the Ridgely case], we agree with the district court that the FCC has consistently and unequivocally refused to rec-

ognize such interests," Rovner wrote. Her opinion concluded that it was up to the FCC, not the courts, to decide whether to change that policy.

No further appeal appears likely, since TakCom and its creditors have already agreed on a bankruptcy reorganization plan (R&R 1/15) that will transfer ownership to the banks. In fact, they had tried — without success — to get the appeals court to hold off on its decision because of the settlement.

The FCC last year sought comments on a petition by the Hogan & Hartson law firm to allow security interests, but all commissioners said they were reluctant to make any change in the policy.

NAB Urges Supreme Court To End Lottery Advertising Limits

Citing First Amendment freedoms and geographic realities, an NAB-led coalition of media groups has asked the U.S. Supreme Court to strike down a federal law that limits broadcast advertising of state-run lotteries.

According to the coalition: "Suppressing commercial speech in order to protect citizens from the presumed evils of lottery advertising is inconsistent with [the Supreme] Court's strong pronouncements against such paternalism."

The coalition made its case in a "friend of the court" brief filed in U.S. and FCC vs. Edge Broadcasting, which is pending before the high court. At issue is the constitutionality of a federal law that bars broadcasters from carrying ads for state-run lotteries unless the station is licensed to a community in a state that has a lottery of its own.

Same Protections

The case began when WMYK/Moyock, NC, which draws its audience almost exclusively from Southeastern Virginia, went to federal court seeking the right to carry Virginia lottery ads. (North Carolina does not operate a lottery.) Both the federal district court and a federal appeals court ruled that the law, as it applied to WMYK, is unconstitutional. Those rulings prompted the government to appeal to the Supreme Court.

In its brief, the coalition argued that lottery ads are entitled to the same First Amendment protections as other forms of commercial speech — even if some lawmakers disapprove of the product being touted.

Noting that several major media markets are situated near state borders, the coalition also contended that the law's restrictions do not accomplish their intended goal. For example, while WMYK cannot air Virginia lottery ads, North Carolinians in its coverage area are inundated with such messages from Virginia-based broadcast and print media outlets.

Groups that joined NAB in filing the brief include the North Carolina Association of Broadcasters, NBC, Westinghouse Broadcasting, and Time Inc.

EARNINGS

Gaylord, Southern Starr, TM Century Release '92 Reports

Gaylord Entertainment Co. (NYSE: GET) reported fourth-quarter income of \$8.8 million (21 cents per share), up 197.7% from \$3 million (eight cents per share) a year earlier. Total revenues rose 11.5% to \$16.5 million from \$14.4 million. Broadcast revenues were \$37.9 million, up 5.2% from \$36 million. Total cash flow was \$39.7 million, up 13.9% from \$34.9 million. Broadcast cash flow was \$7.6 million, up 18.4% from \$6.4 million a year earlier.

For the full year, Gaylord had net income of \$29.4 million (70 cents per share), compared to \$1.8 million (five cents per share) in 1991. The



company's average shares outstanding rose 24.7% to 42.2 million shares owing to an IPO in October 1991. 1992 revenues were \$643.7 million, up 7.1% from \$600.9 million. Broadcast revenues were \$137.5 million, up 81% from \$76 million. Total cash flow was \$150.8 million, up 11.6% from \$135.1 million. Broadcast cash flow was \$15.3 million, up 24.6% from \$12.3 million in 1991.

Gaylord owns WSM-AM & FM Nashville, WKY/Oklahoma City, four cable TV systems in Southern California, the Opryland theme

park (it also manages Fiesta Texas), Grand Ole Opry, Opryland Music Group, the Nashville Network, Country Music Network, and CMT Europe.

Southern Starr Broadcasting Group Inc. (NASDAQ: SSBG) reported earnings of \$69,837 (five cents per share) for its fiscal third quarter ended December 31. That compares to a loss of \$8916 (one cent per share) a year ago. Cash revenues rose 49% to \$2.6 million from \$1.7 million. (Excluding WGNE/Daytona Beach, which was acquired last April, revenues gained 26%.) After-tax cash flow for the quarter was \$206,386 (15 cents per share), up 276% from \$54,951 (four cents per share).

TM Century Inc. (NASDAQ: TMCI) reported earnings of \$394,000 (14 cents per share) for its fiscal year ended September 30, 1992, compared to a net loss of \$216,000 (eight cents per share) the previous year. Revenues rose to \$9.2 million from \$8.8 million a year earlier. The company does not break out its fourth-quarter figures from the full year.

TM Century produces and markets CD libraries, jingles, music scheduling equipment, and other products and services for radio stations.

DC REPORT

Private Money Markets Bubbling

Recent SEC filings show prominent broadcasters are engaged in a flurry of private placement equity-raising.

In one of the biggest deals, Bill Phalen's Prism Radio Partners has sold \$35.75 million of partnership interests to 41 accredited investors with the aid of J.P. Morgan Securities. Prism's financial backers include First Union Bank of North Carolina and Stipa Investment L.P., an arm of Silicon Valley venture financiers Baccharis Capital Inc.

Other significant private placement action:

- Banc One Capital helped syndicator Host Communications of Lexington, KY raise \$5 million for collegiate sports radio and TV networks.
- In Seattle, William Koenig and Robert Day are marketing \$2.75 million of common stock for Children's Media Network Inc.
- In South Carolina, veteran broadcaster Paul Rothfuss has been raising \$1.5 million of equity for a new radio venture, Sabre Communications.
- In Pennsylvania, Foley Broadcasting L.P. principals John Foley Jr. and Jerry McQueen have raised \$550,000 by selling partnership units to nine accredited investors.

Great American Restructuring

Great American Communications Co. has filed a preliminary proxy statement for a prepackaged bankruptcy reorganization that would reduce current shareholders' ownership to 1.7%. Lenders would take control in return for reducing \$625 million in debt to \$430 million.

Great American said it wouldn't have sufficient cash to make loan payments due in March, and that it was negotiating with its creditors. The company's biggest shareholder (approximately 40%) is American Financial Corporation, headed by former Great American Chairman Carl Lindner. AFC is also a major creditor.

Jacor Reduces Debt Again, Flush With Cash

Jacor Communications is cutting its debt again, following its recent takeover by Zell/Chilmark. The new recapitalization plan will raise \$22 million through a private placement with Zell and stock offered to other shareholders, all at \$5.74 per share.

That will reduce Jacor's senior debt from \$69 million to \$45 million. And the company says it has commitments from three banks to underwrite the \$45 million for seven years. In addition, Jacor says the banks will finance a \$20 million credit line for acquisitions.

FCC Seeks Comments On Satellite DAB Proposals

The FCC has accepted five applications for satellite DAB services and set a timetable for public comments on the proposals by American Mobile Radio Corp., Digital Satellite Broadcasting Corp., Loral Aerospace Holdings Inc., Primosphere L.P., and Sky-Highway Radio Corp.

The first round of comments is due April 9. These five applicants join Satellite CD Radio in the race to provide satellite DAB service.

Also in Washington: Beltway buzz says former Congressman Matthew Rinaldo (R-NJ) is being considered for the non-Democrat seat on the FCC. Before retiring from Congress last year, Rinaldo was the ranking Republican on the House Telecommunications Subcommittee. Other people frequently mentioned for that slot include Ira Goldman, a longtime aide to California Governor Pete Wilson, and National Endowment for the Humanities General Counsel Anne Neal.

R&R hears that legendary Armed Forces Radio morning man Adrian Cronauer ("Gooooood morning, Vietnam") is also angling for the job. However, a savvy source says Cronauer is a long, long shot — in part because the jock-turned-communications lawyer is just "too Republican" for appointment by a Democratic president.

Duopoly Fever Delays Southern Skies-H&D Merger

Southern Skies Corp. and H&D Entertainment Inc. have asked the FCC to dismiss their application to merge as All-American Media Inc. But Southern Skies owner Jerry Atchley told R&R he still expects to do some sort of merger deal with Joel Hartstone and Barry Dickstein at a later date.

"Duopolies are more important at the moment than trying to merge," Atchley explained. Southern Skies already has a duopoly buy pending in Little Rock, and he said both companies are busy looking at other duopoly possibilities.

— Jack Messmer, Pat Clawson, Randall Bloomquist

NEW & ACTIVE

ONE OF THE
"MOST ADDED"

80/28

- 95QQ add 31
- WNVZ add 29
- KOY-FM deb 25
- WNNK deb 28
- PWR92 add
- 999KHI deb 30
- Y102 add
- 93Q add
- WPST 16-13
- WSTW add
- WYCR add
- I95 add
- G105 add
- WRHT deb 29
- WZYP add
- WKQB add
- WOKI deb 29
- XL1067 add
- Z102 add
- KISX 40-33
- WKDD deb 29
- WMEE deb 27
- KJ103 add
- KQKQ add
- KKHT add
- WVKS add
- WIFC add
- KZZU add

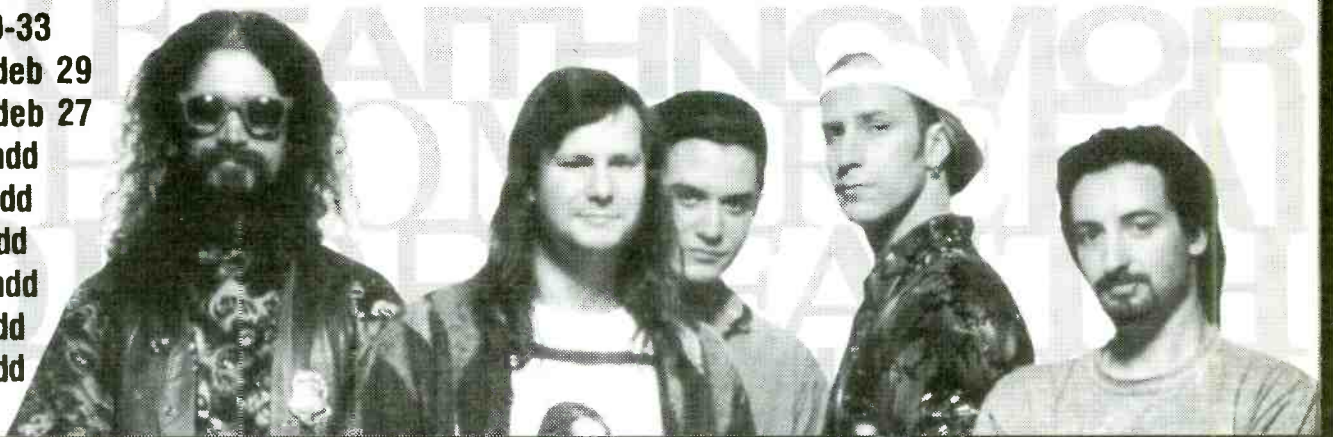
Slash



FAITH NO MORE

"easy"

the international
top five hit



© 1993 Slash Records. © 1993 Reprise Records.

nick scotti

"wake up everybody"

the premiere single

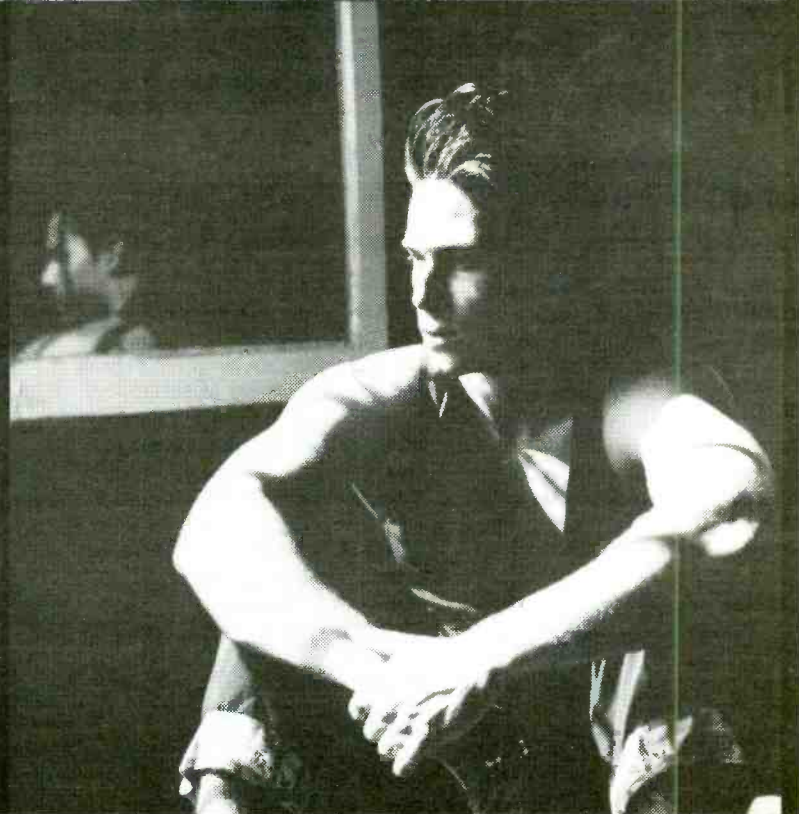
from his reprise debut album,

NICK SCOTTI



© 1993 Reprise Records.

- WXKS add
- WZOU add
- KMEL add
- HOT977 add
- FLY92
- WERZ
- WQGN
- 999KHI
- WCGQ
- WIFC
- WHTO
- Q101
- WVBS
- WZOQ
- KFBQ



MICHAEL COOPER

"shoop shoop
(never stop givin' you love)"

the new single from
the album GET CLOSER



- KBXX deb 24
- WHHH add 30
- WIOQ 23-21
- WCKZ 25-23
- HOT102 add
- KMEL 35-31
- HOT977 add
- KUBE 20-19
- KKXX add
- B95 add
- HOT194 add
- HOT105 add
- KDON add
- BOSS97 add 37
- Y97 add

URBAN 5



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TRANSACTIONS

NewCity Grabs WKFM For \$3.75 Million In Syracuse Duopoly Deal

Duke Wright doubles up in Green Bay, stretches south to Appleton; Prism adds second FM in Louisville

Deal Of The Week

WKFM/Fulton (Syracuse)
PRICE: \$3.75 million
TERMS: Duopoly deal
BUYER: NewCity Communications Inc., headed by President Dick Ferguson. It owns 13 stations, including WSYR & WYYY/Syracuse. Phone: (203) 333-4800
SELLER: Wilks-Schwartz Broadcasting, owned by Donald Wilks and Michael Schwartz. It owns nine other stations, including WFBL/Syracuse. Phone: (413) 781-1011
FREQUENCY: 104.7 MHz
POWER: 50kw at 492 feet
FORMAT: Country
BROKER: Joe Sitrick of Blackburn & Company

POWER: 50kw day/500 watts night; 6kw at 328 feet
FORMAT: AC; Religious

Florida

WKWF & WAIL/Key West
PRICE: \$718,097
TERMS: Transfer pursuant to an order of the Circuit Court for Monroe County, FL following a foreclosure sale. The application states that the court appointed a special master to sign the FCC documents after the licensee refused to cooperate in the court-ordered transfer.
BUYER: Spottswood Family Trust, represented by trustees John Spottswood Jr., William Spottswood, and Robert Spottswood. Phone: (305) 294-9556
SELLER: Key West Radio Inc., by special master Steven Esquinaldo. Phone: (216) 331-8012
FREQUENCY: 1600 kHz; 99.5 MHz
POWER: 500 watts; 100kw at 991 feet
FORMAT: News/Talk; AOR

WPGS/Mims (Titusville)
PRICE: \$65,000
TERMS: Stock sale for \$25,000 cash and annual payments of \$5,000, with the outstanding balance due at the end of five years. In addition, interest at an annual rate of 8% is to be paid monthly.
BUYER: Edward Shiflett of Cocoa, FL and Joseph Bryan of Titusville are acquiring all of the stock of WPGS Inc. Bryan is the station's current GM. Phone: (407) 383-1000
SELLER: Marie Doherty is selling her 100% stock interest.
FREQUENCY: 840 kHz
POWER: 250-watt daytimer
FORMAT: AC

Georgia

WPBE/Conyers
PRICE: \$85,000
TERMS: Asset sale for cash
BUYER: Midway Holiness Church Inc., a nonprofit corporation headed by Rev. Franklin Walden. Phone: (404) 929-3757
SELLER: Perimeter Broadcasting Inc., headed by President Thomas Gough
FREQUENCY: 1050 kHz
POWER: 1kw day/76 watts night
FORMAT: Financial News

WDCY/Douglasville
PRICE: \$95,000 plus debt payoff
TERMS: Asset sale. The buyer is to pay \$95,000 cash at closing and issue a promissory note equal to the seller's outstanding balance on a loan from Nations Bank, the amount of which is not disclosed in the sale contract. The note is to accrue interest at 9%, with monthly payments over seven years.
BUYER: Word Christian Broadcasting Inc., owned by Kenneth Johns and Lucy Pitts of Winston, GA, and Larry Jackson, Gary Barnes, Ray Conway, and Bobby Munn of Douglasville. Phone: (404) 920-1520
SELLER: William C. Dunn of Douglasville. Phone: (404) 489-1375
FREQUENCY: 1520 kHz
POWER: 2.5kw
FORMAT: Country

Illinois

WAIK & WGBQ/Galesburg
PRICE: \$510,000
TERMS: Asset sale for \$60,000 cash and two five-year promissory notes for the balance at 8% interest
BUYER: Northern Broadcast Group Inc., owned by Michael and Emily McCulloch of Galesburg. They own WMGO/Canton, MS. Phone: (304) 343-3110
SELLER: Radio Communications Group Ltd., headed by general partner Albert Berglund Jr. Phone: (708) 945-5965
FREQUENCY: 1590 kHz; 92.7 MHz
POWER: 5kw day/55 watts night; 3kw at 355 feet
FORMAT: AC; CHR
BROKER: John Saunders of Houston

Kentucky

WTFX/Louisville
PRICE: \$3.3 million
TERMS: Duopoly deal
BUYER: Prism Radio Partners, owned by William Phalen of Corona Del Mar, CA; John Duff of San Anselmo, CA; Thomas Goodrich of Palo Alto, CA; William Robinson of Pittsburgh; and John Noer of Incline Village, NV. They recently agreed to buy WWKY & WVEZ/Louisville, own KNST-KRQQ & KWFM-AM & FM/Tucson and KRZZI

California

KIEZ & KKLFI Carmel Valley-Gonzales
PRICE: \$840,000
TERMS: Asset sale for \$325,000 cash and a 10-year promissory note for \$515,000 at an interest rate 1.5 points above the prime rate of Bank of America
BUYER: Jaime Bonilla Valdez of Chula Vista, CA. He owns KJDI/San Luis Obispo, CA and has an interest in KURS/San Diego. Phone: (619) 425-2132
SELLER: Jerry J. Collins of Salinas, CA. He also owns KNZS/Montecito, CA and CPs for new AMs at Junction City, OR and Troutdale, OR. Phone: (408) 758-5400
FREQUENCY: 710 kHz; 104.3 MHz

TRANSACTIONS AT A GLANCE

1993 Deals To Date:
\$287,846,353
 (Last Year: \$97,142,729)

Total Stations Traded This Year: 168
 (Last Year: 151)
This Week's Action: **\$17,926,039**
 (Last Year: \$17,700,858)
Total Stations Traded This Week: **28**
 (Last Year: 30)

● Deal Of The Week:
 ● WKFM/Fulton (Syracuse), NY \$3.75 million

- KIEZ & KKLFI/Carmel Valley-Gonzales, CA \$840,000
- WKWF & WAIL/Key West, FL \$718,097
- WPGS/Mims (Titusville), FL \$65,000
- WPBE/Conyers, GA \$85,000
- WDCY/Douglasville, GA \$95,000 plus debt payoff
- WAIK & WGBQ/Galesburg, IL \$510,000
- WTFX/Louisville \$3.3 million
- WRIZ/Lakeview, MI \$72,500 plus assumptions
- WTXI/Ripley, MS \$131,010
- WKRC/Cincinnati \$1.6 million
- WHPB/Belton, SC \$166,000
- WVXA (FM CP) Signal Mountain (Chattanooga), TN \$450,000 maximum
- KRGT/Hutto (Austin), TX \$78,432
- KWEL/Midland, TX \$140,000
- KVOP & KATX/Plainview, TX \$250,000
- KROB/Robstown (Corpus Christi), TX \$75,000
- WHLF & WJLC/South Boston, VA \$500,000
- WANV-AM & FM/Waynesboro-Staunton, VA \$1.5 million
- Martin Communications Stations \$3.5 million
- WHET/Sturgeon Bay (Green Bay), WI
- WOZZ/New London (Appleton), WI
- WKTS/Sheboygan, WI \$100,000

Wichita, and are buying WOKV & WKQL/Jacksonville. Phone: (415) 6788-2765,

SELLER: Louisville Broadcasters Ltd., headed by Tom Joyner
FREQUENCY: 100.7 MHz
POWER: 32kw at 635 feet
FORMAT: Country
BROKER: Tom Gammon of Americom Radio Brokers

Michigan

WRIZ/Lakeview
PRICE: \$72,500 plus assumptions
TERMS: Asset sale for cash. The buyer is separately purchasing the station equipment from its leasing company, DCC, and is assuming a real estate

Continued on Page 8

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Management: Mike Huppis



TRANSACTIONS

Continued from Page 6

mortgage payable to **First National Acceptance Co.**

BUYER: Kortes Communications Inc., headed by President **Jeff Kortes**. It owns **WPLB/Greenville, MI**. Phone: (616) 754-3656

SELLER: Edward J. Pordorsek of Sterling Heights, MI, a sole proprietor. Phone: (313) 979-1141

FREQUENCY: 106.3 MHz

POWER: 3kw at 328 feet

FORMAT: This station is dark.

BROKER: Ron Hickman of **Hickman Associates**

Mississippi

WTXI/Ripley

PRICE: \$131,010

TERMS: Asset sale for cash, pursuant to an order of the U.S. Bankruptcy Court for the Northern District of Mississippi

BUYER: Holliday Creations Inc., owned by **Harry Holliday** of Ripley. Phone: (601) 837-7618

SELLER: Stephen P. Livingston, bankruptcy trustee for **Country Politian Broadcasting Co. Inc.** Phone: (601) 534-9581

FREQUENCY: 102.3 MHz

POWER: 3kw at 300 feet

FORMAT: This station is dark.

Ohio

WKRC/Cincinnati

PRICE: \$1.6 million

TERMS: Duopoly deal; asset sale for cash

BUYER: Jacor Communications, headed by Chairman **Terry Jacobs**. It owns 11 stations, including **WLW & WEBN/Cincinnati**, and has LMAs with three stations, including **WKRC** and **WAQZ/Milford (Cincinnati), OH**. Phone: (513) 621-1300

SELLER: Great American Communications, represented by VP/Business Affairs **Jerome Kersting**

FREQUENCY: 550 kHz

POWER: 5kw day/1kw night

FORMAT: AC

COMMENT: The buyer plans to change the call letters to **WLWA**. The application states that **WKRC-WLW & WEBN-WAQZ** had a combined audience share of 24.3 in the Fall 1992 **Arbitron** survey for Cincinnati.

South Carolina

WHPB/Belton

PRICE: \$166,000

TERMS: Asset sale for \$15,000 cash; assumption of a \$71,777 debt owed to **Andco Broadcasting Inc.**; assumption of a \$10,010 debt owed to **Robert Liverance**; an additional \$38,513 at 9% interest for the broadcast assets to be paid to the seller at a rate of \$300 per month (to be renegotiated after two years); and an additional \$30,700 for the real estate at terms to be negotiated, with initial payments of \$100 monthly for 12 months

BUYER: CG & B Broadcasting Inc., owned by **Cecil Clement** of Belton and **Arthur Goodjoin** of Pelzer, SC. They had previously applied to acquire this station, but the financing for that deal fell through. Phone: (803) 847-9786

SELLER: B & J Broadcasting Inc., headed by President **Yvonne Fleming**. Phone: (803) 338-7786

FREQUENCY: 1390 kHz

POWER: 1kw daytimer

FORMAT: Religious

Tennessee

WVXA (FM CP)/ Signal Mountain (Chattanooga)

PRICE: \$450,000 maximum

TERMS: Asset sale for cash. The buyer is to reimburse seller for its "provable expenses" in connection with the CP up to \$450,000. However, the seller is not required to close if the **FCC** determines that the reimbursable expenses are less than \$350,000.

BUYER: Radio One Management Group Inc., owned by **Kenny Green** of Palm Springs, CA. He's part-owner of a company acquiring **KUTE/Desert Hot Springs, CA**. Phone: (619) 322-1420

SELLER: Signal Mountain Radio Consolidation Inc., headed by veteran broadcaster **Jay Sadow**. The company was created from the merger of several applicants competing for the frequency. Several of the investors have interests in other stations, CPs, or applications. Phone: (615) 267-1810

FREQUENCY: 98.1 MHz

POWER: 1kw at 794 feet

BROKER: Don Sailors of **Sailors & Associates**

Texas

KRGH/Hutto (Austin)

PRICE: \$78,432

TERMS: Asset sale for cash, pursuant to an order of the U.S. Bankruptcy Court for the Western District of Texas

BUYER: Austin Broadcasting Inc., owned by **Robert Simmons** and **Brian Owens** of Austin and **Marquis Whittington** of San Antonio. Simmons and Whittington are applicants for a new TV at Fredericksburg, TX. Phone: (512) 476-5200

SELLER: John Kyser, receiver for **Tafoya Broadcasting Company Inc.** Phone: (512) 472-2431

FREQUENCY: 92.1 MHz

POWER: 3kw at 238 feet

FORMAT: Spanish

KWEL/Midland

PRICE: \$140,000

TERMS: Asset sale for \$110,000 cash and a 60-month promissory note for \$30,000 at 9% interest

BUYER: Faustino Quiroz of Midland. Phone: (915) 687-0585

SELLER: KWEL Inc., owned by **Bob Hicks** of Midland. He owns **KBAT/Midland** and is buying **KQIP/Odessa**. Phone: (915) 697-7300

FREQUENCY: 1070 kHz

POWER: 2.5kw

FORMAT: Spanish

KVOP & KATX/Plainview

PRICE: \$250,000

TERMS: Duopoly deal; asset sale for cash

BUYER: Radio Music Box Co., owned by **Michael Fox** of Plainview and **D'Max Partnership Ltd.**, whose general partner is **Don Williams** of Plainview. Michael and **Mary Beth Fox** own **KKYN-AM & FM/Plainview**. Phone: (806) 293-2661

SELLER: Beach Schmidt Inc., owned by **Ross Beach** and **Robert Schmidt**. Schmidt owns **KHOK/Hosington (Great Bend), KS; KAYS & KHAZ/ Hays, KS; KWBW & KHUT/Hutchinson, KS; KLOE & KKCI/Goodland, KS; KFEQ/St. Joseph, MO; KQSK/Chadron, NE; KCOW & KAAQ/Ailance, NE; KOOQ & KELN/North Platte, NE;** a limited partnership interest in **KSJQ/ Savannah, MO;** a number of cable TV systems; and is buying **KVGB-AM & FM/Great Bend**. Phone: (913) 625-4000

FREQUENCY: 1400 kHz; 97.3 MHz
POWER: 1kw; 100kw at 500 feet
FORMAT: Country; AC
COMMENT: The buyer has submitted county-by-county **Arbitron** data giving **KVOP-KATX & KKYN-AM & FM** a weighted share of 2.02.

KROB/Robstown (Corpus Christi)

PRICE: \$75,000

TERMS: Asset sale for \$10,000 cash and a 10-year promissory note for \$65,000 at 11% interest

BUYER: Tempest Broadcasting Corporation, owned by **David Showalter** of Houston; **Humberton Salas** of Spring, TX; and **Daniel Espinoza** of Houston. Phone: (713) 660-0491

SELLER: Coastal Bend Broadcasting Corp., owned by **George** and **Jeanette Gossage**. Phone: (512) 387-1716

FREQUENCY: 1510 kHz

POWER: 500-watt daytimer

FORMAT: Country

Virginia

WHLF & WJLC/South Boston

PRICE: 500,000

TERMS: Asset sale for \$88,922 cash and an 85-month promissory note for the balance at 10% interest. Payments of \$3441 are due monthly for the first 24 months, \$4437 for the next 60 months, and a balloon payment of \$292,418 in the 85th month.

BUYER: JLC Properties Inc., owned by **John** and **Catherine Cole** of Halifax, VA. John Cole is an engineer at **WBTM & WAKG/Danville, VA**. Phone: (804) 572-6879

SELLER: Virgilina Broadcasting Inc., owned by **Timothy Moran**. He also owns **WSMY-WPTM & W20AT (LPTV) Weldon-Roanoke Rapids, NC**. Phone: (804) 575-5030

FREQUENCY: 1400 kHz; 95.3 MHz

POWER: 1kw; 2.69kw at 495 feet

FORMAT: AC

WANV-AM & FM/ Waynesboro-Staunton

PRICE: \$1.5 million

TERMS: Duopoly deal; asset sale for cash

BUYER: WANV L.P., owned by **A. James Clark** and **James Hammond** of Easton, MD. A limited partner is **James Dod II** of Harrisonburg, VA. Clark and Hammond own **WKDW-AM & FM/ Staunton**. Phone: (301) 657-7131

SELLER: WANV Inc., High Fidelity

Music Show Inc., and R&S Corporation. Phone: (703) 942-1153

FREQUENCY: 970 kHz; 99.7 MHz
POWER: 5kw day/1kw night; 3.25kw at 1693 feet

FORMAT: Country; Gold
BROKER: Henley Carter and **Blackburn & Company**

COMMENT: The buyer has submitted county-by-county **Arbitron** data giving **WANV-AM & FM & WKDW-AM & FM** a weighted share of 12.8.

Wisconsin

Martin Communications Stations

PRICE: \$3.5 million

TERMS: Duopoly deal

BUYER: Midwest Communications, owned by **Duke Wright**. He owns 10 stations, including **WGEW & WIXX/ Green Bay**. Phone: (414) 435-3771

SELLER: Martin Communications, owned by **Quinn Martin**. He also owns **WQWM/Kaukauna (Appleton), WI**

BROKER: Susan Byers and **Richard Blackburn** of **Blackburn & Company**

WHET/Sturgeon Bay (Green Bay)

FREQUENCY: 99.7 MHz

POWER: 50kw at 500 feet

FORMAT: CHR

WOZZ/New London (Appleton)

FREQUENCY: 93.5 MHz

POWER: 50kw at 528 feet

FORMAT: CHR

WKTS/Sheboygan

PRICE: \$100,000

TERMS: Asset sale. The contract states that **Norwest Bank** holds a judgment of foreclosure against the seller and has agreed to this sale. **Norwest** and the seller have agreed to endeavor to persuade the **IRS** and state of Wisconsin to voluntarily release liens on the property. If they do not succeed, **Norwest** may exercise its option to force a sheriff's sale at which the buyer has agreed to bid \$100,000.

BUYER: Star Cablevision Group, owned by **Donald Jones** of Fond du Lac, WI. Phone: (414) 923-6335

SELLER: WKTS Inc., principally owned by **Marshall Harris**. He also owns **KOIL & KOIX/Grand Junctions, CO**. Phone: (303) 243-7739

FREQUENCY: 950 kHz

POWER: 500-watt daytimer

FORMAT: This station is dark.

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Senior Secured Notes \$17,000,000
Class A Subordinated Notes \$7,000,000
Class B Subordinated Notes \$1,300,000
Series A Convertible Preferred Stock \$3,374,865
Series B Convertible Preferred Stock \$1,674,935
Common Stock \$4,460,200
The proceeds from this transaction were used to renege Citadel Associates L.P. and Citadel Associates Montana L.P. and to acquire eight radio stations:
KXOK-AM/KBEE-FM, KQMS-AM/KSHA-FM, KKEF-FM, KMGJ-LMA, KHEZ-FM, KROZ-AM/KBOZ-FM, KROW-AM/KBUL-FM, KNEV-LMA, KCNR-AM/KLZX-FM, KCPX-LMA, KGA-AM/KDRK-FM, KCTR-AM/KTR-FM, KZLS-LMA
We acted as financial advisor to the Company in the structured of this transaction and the private placement of these securities.
Oppenheimer & Co. Inc.

BLUE RIVER COMMUNICATIONS, L.P.
A partnership controlled by Beck-Ross Communications, Inc.
\$3,000,000
Limited Partnership Units
The proceeds from this transaction were used to acquire **WLRS-FM** in Louisville, KY.
We acted as financial advisor to Blue River Communications, L.P. in the private placement of these securities.
Oppenheimer & Co. Inc.

These recent transactions are representative of Oppenheimer's investment banking services to the broadcast industry. Our focused approach coordinates investment banking, sales, trading and research expertise to serve a broad range of media clients. For inquiries contact Mark Leavitt, Managing Director, (212) 667-5028 or Rosanne Aresty, Vice President, (212) 667-5312.

CRS BOOTH # 75

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Larry Daniels, General Program Director
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McCrae Back To SF As KRQR PD

Onetime KRQR/San Francisco Asst. PD/MD/afternoon personality John McCrae will return to the CBS AOR as its PD. McCrae, who assumes his new duties March 1, was previously PD at KSD/St. Louis.



McCrae

KRQR VP/GM Don Marion remarked, "Everybody knows San Francisco's a very competitive rock 'n' roll market. It's important to know the market and the players. John had been in the market for years; I think that gives him a big advantage. With his leadership skills, people skills, and knowledge of AOR radio, this marketplace, this station, and our competitors, it adds up to a great hire for KRQR."

McCrae commented, "This is really a dream come true for me to return home to the Bay Area and program a great station like KRQR. I've kept up with conditions in the market since I've been away, so I'll hit the ground running."

McCRAE/See Page 14

A Good Sport



KMPC/L.A.'s Robert Lyles takes the driver's seat in the station's new Sports Patrol van. He's surrounded by KMPC's "Sports Squad" cheerleaders.

KBEQ/KC Turns To Young Country

After 20 years as a CHR, KBEQ/Kansas City flipped to "Young Country Q104" last Friday (2/19). It becomes KC's fourth Country outlet (and third FM), joining KFKF & KKJ and WDAF in the format wars. The latest Arbitron results showed KC Country

stations with approximately 26 shares.

KBEQ VP/GM Kathy Stinehour commented, "We see this adjustment as a natural evolution for KBEQ. Our station has always played the city's most popular music. Today, Kansas City's — and the nation's — most popular music is young country."

Describing the format, she said, "We're taking our 20 years of CHR experience and boldly applying it to today's hottest music. Q104 is definitely music with an attitude."

KBEQ PD Mike Kennedy remains with the station and will continue to handle afternoon drive. The only staff change is in mornings, where WKRQ/Cincinnati morning man Randy Miller rejoins KBEQ for his third tour of duty with the station and fourth in the market.

Interestingly, neither Country competitor has a PD at the present time. Last month, Dean James left KFKF & KKJ for the KSCS/Dallas PD post and Don Crawley exited WDAF.

Ashwood Headed For KABL/SF As PD

WASH/Washington PD Craig Ashwood will leave the station to join KABL/San Francisco in a similar capacity. He succeeds Dave McKinsey, who departed last month after approximately 20 years of service at the Shamrock Soft AC.

GM Mike Grinsell told R&R, "Craig exemplifies everything this radio station was looking for in a PD. His enthusiasm is overwhelming, and his experience and desire to win are exactly what we need."

"I'm sure Craig will move us in a newer direction, but as of now, I'm

not exactly sure what the direction will be."

Ashwood told R&R, "This situation was something I couldn't turn down. I've always been interested in KABL. It's a fantastic company in a fantastic city. There's no question there's tremendous potential there. Shamrock's committed to doing it right, and that's very important to me."

Ashwood celebrated his first anniversary at WASH earlier this week. He previously programmed WJQY/Miami and spent nine years at WQXI/Atlanta as PD and MD.

EXECUTIVE ACTION

Kiener Named Sr. VP/Operations & Logistics At CEMA

Former Chrysalis Records Vice Chairman/CEO Joe Kiener has been appointed to the newly created post of Sr. VP/Operations & Logistics at CEMA, effective April 1. In this capacity, Kiener will oversee all of EMI's U.S. manufacturing and distribution facilities.

CEMA President Russ Bach commented, "We look forward to having someone of Joe's stature join CEMA. He brings a wealth of practical knowledge, experience, and leadership that will greatly assist the operations and logistics side of our business."

Kiener said, "I look forward to working with Russ, our labels, and our customers in creating a premier supply chain organization that's highly responsive to our labels' sales and marketing needs."

Kiener has been with the EMI organization since early 1992, when he joined as Sr. VP of EMI Music.



Kiener

Bolan Becomes New IRS GM

Barbara Bolan has been promoted to GM of IRS Records. Bolan, who was previously the label's Sr. VP/Sales & Marketing, will supervise the label's day-to-day operations.

IRS President/co-founder Jay Boberg stated, "Barbara's been an integral part in the development of the label's artist roster and identity for more than a decade."

Bolan mused, "It seems like yesterday that we were working the Cramps, Payola\$, Wazmo Nariz, and Root Boy Slim . . . now we have cats named after them."



Bolan

Elektra Fills Album Promotion Positions

Three new appointments were made in Elektra Entertainment's Album department. Brian Landau becomes National Director/Album Promotion, Secondaries; Andy Dean is named National Director/Adult Rock Promotion; and Jessica Harley assumes the National Director/Rock Promotion



Landau



Dean



Harley

post. All three will report to VP/Album Promotion Steve Schnur.

ELEKTRA/See Page 29

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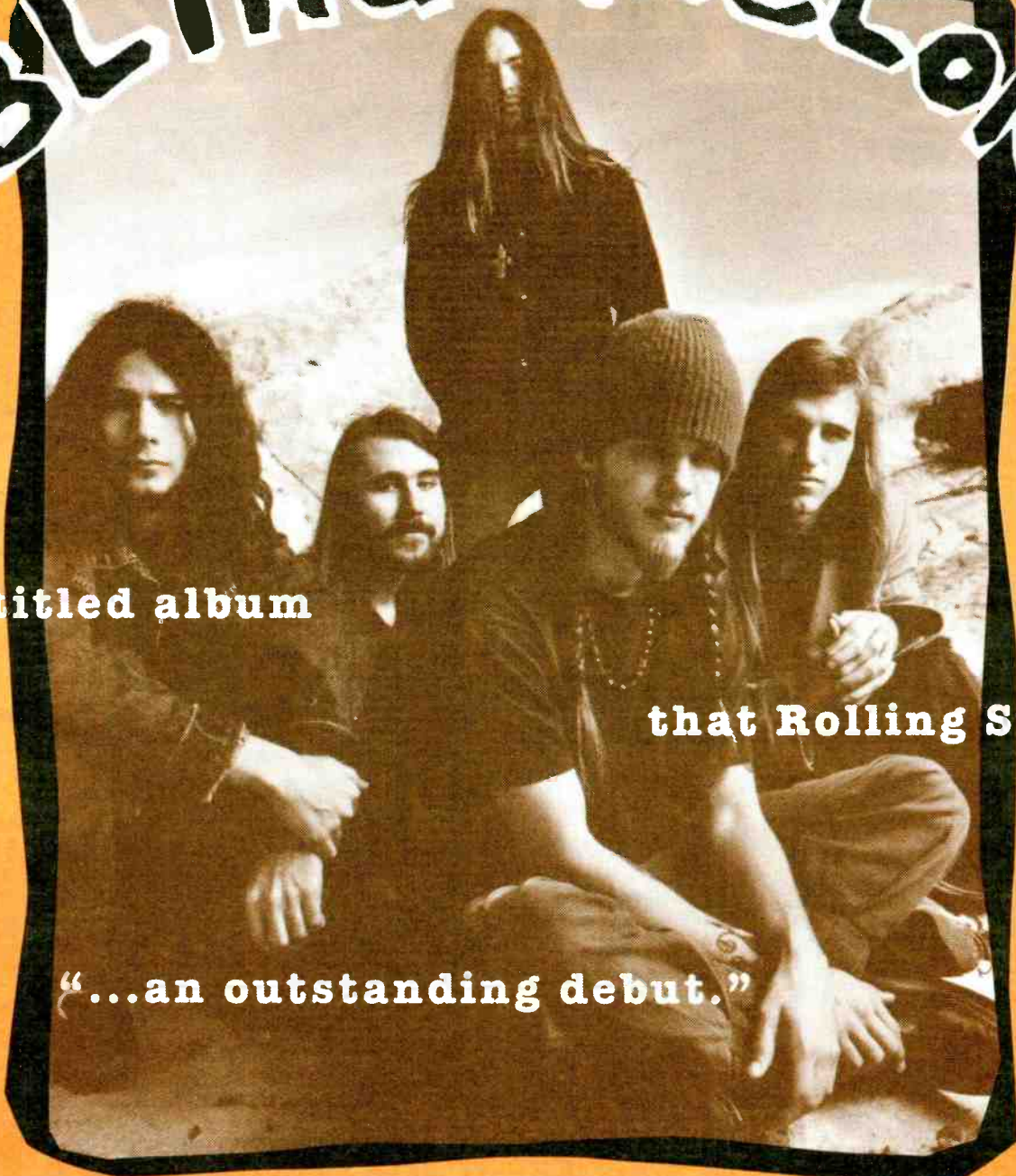
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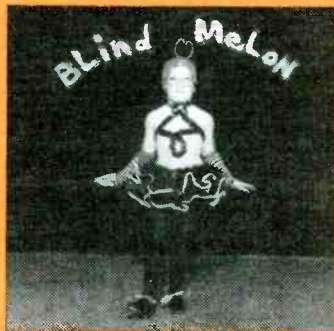
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THU	25	EVANSTON, IL	MON	8	ORLANDO, FL	SAT	20	HENNIKER, NH
FRI	26	MILWAUKEE, WI	THU	11	BIRMINGHAM, AL	MON	22	TORONTO
MAR MON	1	NASHVILLE, TN	FRI	12	ATLANTA, GA	THU	25	NEW YORK CITY
TUE	2	JACKSON, MS	SAT	13	ATHENS, GA	FRI	26	NEW BRITAIN, CT
WED	3	OXFORD, MS	MON	15	COLUMBIA, SC	SAT	27	DEER PARK, NY
THU	4	MEMPHIS, TN	TUE	16	RICHMOND, VA	SUN	28	NEW HAVEN, CT
SAT	6	GAINESVILLE, FL	WED	17	CHARLOTTE, NC	TUE	30	PHILADELPIA, PA
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Shaq Attack



Jive execs joined Orlando Magic rookie Shaquille O'Neal for a quick pic following a game against the Miami Heat. Gathered at the Orlando Arena are (l-r) Jive's James Heathfield and wife Dina, O'Neal, label Sr. VP/Pop Promotion Jack Satter, and Amy Cook with her husband, WXXL/Orlando's Adam Cook.

Multiplatinum Bodyguards



RIAA President Jay Berman congratulates Arista execs on the multiplatinum success of "The Bodyguard" soundtrack. The LP set a record for initial certification of six million units. Proudly displaying the plaques are (l-r) Sr. VP Jack Rovner, Exec. VP/GM Roy Lott, President Clive Davis, Sr. VP/Promotion Rick Bisceglia, Berman, Sr. VP/Sales & Distribution Jim Chiado, and Sr. VP/Production & Manufacturing Milton Sincoff.

MCA And GRP Debut New Label

Jazz-oriented GRP Records has created MCA/GRP Records, a subsidiary label devoted to pop, AC, and urban music. GRP will work most of the new imprint's product domestically, though MCA will join the push for certain acts. The MCA/Geffen staff will work all product on the international front.



GRP President Larry Rosen observed, "Under the MCA/GRP banner, we have the vehicle to penetrate the adult-oriented pop, AC, and urban markets. This is a natural progression for us."

MCA Records President Richard Palmese added, "I'm happy to welcome MCA/GRP to the MCA fam-

MCA/GRP/See Page 29

WYNY's Valentine Gift



When WYNY/New York held its second annual radiothon over Valentine's Day weekend, it raised more than \$900,000 for St. Jude Children's Research Hospital. On hand for the 42-hour event at NJ's Woodbridge Center are (seated) WYNY's Lisa Taylor and Randy Davis; (standing, l-r) former NY Jet Marty Lyons, local TV weathermen Lloyd Lindsay Young and Bill Evans, and WYNY's Del DeMontreux and Bill Rock.

Demps, Young Join Jacksonville Combo

The Urban battle in Jacksonville has escalated, as former WHJX VP/GM Bruce Demps and PD Gary Young sign on for similar positions at crosstown UNC Media Black AC/UC combo WZAZ & WJBT. Acting PD/consultant J.C. Floyd is no longer with the stations.

Demps told R&R, "We're in the process of making [WJBT] the premier Urban station in the Jacksonville market. We've had success doing that in the past [at WHJX] and we're looking forward to doing it again. We're excited about bringing the nucleus of WHJX to WJBT."

Young added, "WJBT will be



Demps Young

more of a mainstream Urban. One thing I'd like to do is to hit the streets heavily. It's a challenge because I get to go up against my old employers - and it'd be nice to

JACKSONVILLE/See Page 29

Pedecine, Koppelman Upped At ERG

Al Pedecine has been named Sr. VP/CFO at EMI Records Group, where he will report to President/CEO Daniel Glass. Concurrently, Brian Koppelman becomes VP/A&R of ERG subsidiary SBK Records.

"Al Pedecine comes to us as a seasoned professional in the financial community," said Glass. "I'm confident that he'll significantly contribute to the achievement of ERG's corporate goals."

Regarding Koppelman, ERG Exec. VP/A&R Don Rubin noted, "Brian and I have worked closely together since 1985, when we served as co-executive producers on the Tracy Chapman album. Naming him as my successor as head of SBK A&R gives me a feeling of



Pedecine Koppelman

pride and the assurance that SBK's in good hands."

Pedecine was VP/Finance & Administration for PolyGram Group Distribution and Controller for Arista. Koppelman was VP/A&R for EMI Records Group. He previously had a similar position with Giant Records.

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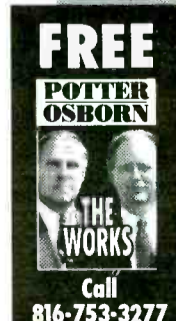
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PROGRAM NAME	FORMAT GRP's	DEMO GRP's
el 2 News @ 6:30pm	8.7	9.0
ainment Tonite @ 7:00pm	11.0	5.0
0pm	9.7	4.5
00pm	8.0	2.0
n	6.4	3.0
s @ 5:00pm	8.4	4.0
s @ 11:00pm	12.4	4.0
	162.7	82.0



REACH: 69.3% saw the spc
FREQUENCY: 2.4 average times
AT EFFECTIVE REACH: 23.3% saw the spc

Radio

● **JEFF SATTLER**, previously OM at KGBY/Sacramento, assumes GM duties at New Frontier-Tulsa Inc. The company — which owns and operates KGEE/Odessa-Midland, TX — recently signed an LMA with Boulder Broadcasting Inc.'s KSTM/Henryetta-Tulsa.

Records

● **FRED FELDMAN** has been upped from Media Manager to Director/Promotion & Marketing at Profile Records.



Feldman Gormley

● **MARY GORMLEY** shifts to Columbia Records as Director/A&R. She most recently spent four years in Geffen/DGC Records' A&R Department.



LeVine Morelli

● **BARRY LeVINE** has been promoted from Director/Mainstream & Alternative Marketing to VP/Marketing at BMG Distribution. Concurrently, **BOB MORELLI** segues from Director/Sales, Special Markets & Ventured Labels to Director/Independent Distribution & Ventured Labels.

● **DANNIELLE GREY** has been elevated from Manager/Special Products & Video Promotion to Product Manager at Rhino Records.



Derr Linn

● **THOMAS DERR** and **GREG LINN** step up from Manager/Artist Development and Manager/Product Development, respectively, to Associate Directors/Product Development at RCA Records.

● **CAROL TUFTE** joins Triloka Records as VP/Business Affairs. Prior to her appointment, she worked with Music West Records' International Sales team.

● **JON KLEIN** moves up from Regional Director/West Coast Promotion to Sr. Director/National Video Promotion at Arista Records.

● **JOACHIM "JO" HANSCH** — formerly Director/Music at MGM — has been named President at newly established edel America Records Inc., a subsidiary of Germany's edel company music AG. The new label is located at 4640 Lankershim Blvd., Suite 511, North Hollywood, CA 91602: (818) 762-3335.

National Radio

● **BECKY GORDON**, a veteran newscaster, is offering "News Of The Weird" — the broadcast companion to the nationally syndicated column of the same name — as a 60-second daily feature; (813) 525-1894.

● **BONNEVILLE BROADCASTING** has obtained exclusive rights to market Alliance Broadcasting's Young Country format; (800) 631-1600.

● **3-D RADIO NETWORK INC.** is presenting "Knowledge Drops." Hosted by Valerie Jones, the 60-second his-

tory vignettes — which focus primarily on African-American people and events — air twice each weekday between 6am-midnight; (803) 654-3525.

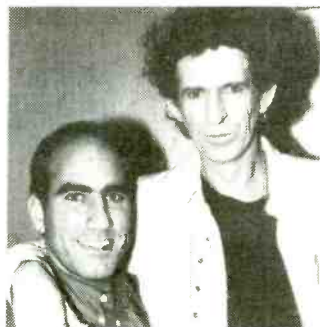
● **IN-PRESS COMMUNICATIONS** is set to launch "PEEL Out In The States" in March. Produced and hosted by John Peel, the weekly, 24-program series will serve as the U.S. equivalent of Peel's BBC Radio One show in the UK; (212) 228-8300.

Industry

● **MARGARET JOHNSON** has been appointed VP/Finance & Administration at Famous Music Publishing. She exits Peermusic, where she served as Controller.

● **MICHAEL ROSENBERG** and **JOHN GRADY** have been tapped as Regional Sales Manager/New York and Midwest Branch Manager, respectively, at the Navarre Corp., a music and computer software firm. Rosenberg formerly served as Product Manager at Virgin Records, while Grady was National Director/Field Marketing at Capitol Records.

Keith's X-Pensive Visit



While performing in Los Angeles with his band, the X-Pensive Winos, Keith Richards took time to visit Virgin President Phil Quattaro.

CHRONICLE

Marriages

WKML/Fayetteville, NC APD/mornings **Don Chase** to Debbie Tana, February 6.

KOUL/Corpus Christi Marketing Director/parttime announcer **Della Adame** to Rick Rodriguez, February 14.

Births

WAAL/Binghamton, NY MD **Michael Orzel**, wife Kim, son Zachary, December 29.

Flyte Tyme Productions second engineer **Jeff Taylor**, wife Jewel, daughter Bijou Gabrielle, January 29.

KINY/Juneau, AK air personality **Victor Leamer**, wife Debbie, daughter Alicia Jessamine, January 29.

WXM/Lansing PD **Curt Spain**, wife Celieta, daughter Caitlyn Michelle, February 3.

Sire Records VP/A&R **Joe McEwen**, wife **Columbia Records** VP/Publicity **Mary Ellen Cataneo**, son Christopher Joseph, February 11.

WKML/Fayetteville, NC Production Dir. **Mike Mason**, wife Shelly, daughter Allyson Nicole, February 13.

PROS ON THE LOOSE

Mary Alice — Mornings KFMA/Phoenix (602) 427-3577

Gregg Cassidy — PD WLUM/Milwaukee (412) 427-0877

Diamond Don — Nights/PSA Dir. WHOB (B-106)/Nashua, NH (508) 452-1003

Greg Fite — MD/middays KKXL/Grand Forks, ND (701) 775-8414

Joshua Fleming — Nights KIXY/San Angelo, TX (915) 653-4612

Hollywood Harrison — PD KBIU/Lake Charles, LA (318) 474-7199

Jammin' Sam — MD/nights WMME/Augusta, ME (207) 623-2126

Dan Kempf — Evenings WHKR/Melbourne, FL (407) 242-4839

Chris Kerr — MD/nights WLUM (HOT 102)/Milwaukee (414) 536-4419

Ed LaComb — Prod. Dir. WKFM & WFBL/Syracuse (315) 622-0963 & (315) 487-1500

Darren McKee & Ed Wenck "The Rock And Roll Breakfast Show" — WKFM/Syracuse (315) 637-5625 & (315) 445-2688

Jonathan Monk & Dianna Kelly — Mornings KMXX/Austin (512) 836-4591

Mary Beth Rockwell — Mornings/Promotion Dir. WDLS/Wilkes Barre-Scranton (717) 779-0897

Steve Rockwell — PD/mornings WDLS/Wilkes Barre-Scranton (717) 779-0897

Jacqueline "Lucky" Shabel — Programming/Research Coordinator KPWR (Power 106)/Los Angeles (213) 465-2505

Jay Silvers — Mornings WMXP/Pittsburgh (412) 766-1215

Roger Smith — Nat'l CHR Promo Dir. EastWest Records (310) 474-1675

Barbara Wunder — Middays WSUN/Tampa (813) 889-7765

Fines

Continued from Page 3

contention that December's record-shattering \$600,000 fine (\$200,000 each against Infinity outlets WXRK/New York, WYSP/Philadelphia, and WJFK/Washington) was justified by the company's alleged "pattern of indecent broadcasting" and supposed "ongoing indifference" to the law.

Infinity counters that its record of FCC compliance is "exemplary." With the exception of a \$6000 indecency penalty levied against Stern — which is being appealed — the company has never been fined by the agency for any type of rules violation.

And, Infinity warns, if the agency used that unresolved fine — or other unsubstantiated complaints against Stern — as a basis for labeling Infinity a "repeat offender," it has violated its own due process rules.

Among the filing's other main points:

- The cited material is not patently offensive because it does not include "patently offensive descriptions" of sexual or excretory activity. The simple use of such sex-related words as "masturbation," "dildos," and "pussies" does not constitute actionable indecency.

- Stern's material falls within the bounds of community standards for the broadcast media. To support this point, Infinity provided transcribed excerpts of various television talk shows, including a Sally Jessy Raphael show titled "Does Size Make A Difference?" and an episode of Geraldo in which "sex addicts" talked about masturbating in public places.

The company also included a list of 51 hit songs that contain sexual or excretory references.

- Audience research indicates that no unsupervised children listen to Stern's show.

- A trio of child psychologists hired by Infinity contends that the cited Stern material is not understandable to children because it

relies on innuendo, metaphor, and other "veiled references."

Besides, the psychologists add, there's no evidence that exposure to broadcast indecency is harmful to children. Those who argue otherwise, they say, erroneously base their case on findings related to the impact on kids of televised violence.

- The \$600,000 fine is "arbitrary and capricious." By Infinity's calculation, each of the three stations should have been subject to a maximum fine between \$52,500 and \$102,500 under the Commission's current fine policy.

The size of the fines is further undermined by Greater Media's KLSX/Los Angeles being fined just \$105,000 for airing the same material.

- The FCC has failed to provide the required "reasoned analysis" of why it found the cited material indecent.

The response concludes with a request for dismissal of the \$600,000 fine. Failing that, Infinity says, the FCC should put the proceeding on hold until the agency and the courts have resolved the tangle of pending indecency-related issues.

Knocked For a 'LUP

WLUP netted its latest indecency fine for a January 1991 segment of Dahl and Meier's program that focused on penis size and a March 1991 Kevin Matthews bit in which he sang "Penis" to the tune of "Venus."

Evergreen CEO Scott Ginsburg told R&R the company is "disappointed" with the fine. He said the company, which is facing a federal court battle over its refusal to pay an earlier \$6000 indecency fine, has not decided how to proceed in this case.

McCrae

Continued from Page 10

Prior to his year at KSD, McCrae had programmed KDKB-FM/Phoenix for three years. His resume also includes stints at KMEL/SF and WMET/Chicago.

Shanice In The Schools



Motown artist Shanice posed with NARAS President Michael Greene at a recent Grammy In The Schools event.

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Jose Castellon, intern '89
Sr. Audio Engineer
A&M Records

“Y.E.S. TO JOBS is directly responsible for my developing the skills and contacts needed to land my job at Tabu Records.”

James Staten, intern '87,'88
Assistant to Director of Marketing and Creative Services
Tabu Productions, Inc.

“When the department I worked in noticed that I was a fast learner, I was offered a position as a full-time employee.”

Marlene Meraz, intern '91,'92
Copyright Data Entry Clerk
Warner/Chappell Music Publishing

“My Y.E.S. experience confirmed my life's goal of being in the industry. The seminars as well as the counseling of the Y.E.S. staff inspired me to continue in the pursuit of my dreams.”

Durell Bottoms, intern '88
Owner, Studio 77 Production & Recording
Philadelphia, PA

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CONTACT: *Jaleesa Hazzard or Kisha Cravin*

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10 QUESTIONS WITH...

Mel Karmazin
Infinity President/CEO & Unistar CEO



Over the last decade, **Mel Karmazin** became radio's pre-eminent entrepreneur by assembling the nation's third-largest group of radio stations. During this time, the **Infinity Broadcasting** chief has kept a low profile and directed most media inquiries to his stations' executives and personalities.

But now, as CEO of **Unistar**, Karmazin is stepping into a high-visibility post at a company that has business relationships with nearly 3000 stations. He admits there's much work needed to pull network radio out of its current slump, but he promises to inject Unistar with more salespeople and a new batch of programming innovations.

Karmazin sat down with **R&R** Washington Bureau Chief **Randall Bloomquist** to discuss the future of Unistar, the network business, and its relationship with the Infinity stations.

Q Why are you interested in getting into the network radio business at a time when it's been in something of a slump?

A Part of the problem with the network radio business is related to sales. Networks have sold less advertising in the last couple of years than they had prior. There's a whole lot of dollars being spent in advertising, but network radio's getting a very small share and network TV's getting a very large share. So there needs to be a better selling effort directed against TV and cable. That [kind of effort] would have cured a lot of network radio's ills over the last couple of years. We intend to immediately increase the size of Unistar's sales organization

by 50%. We're going to demonstrate that if you have more good salespeople out selling advertising, the story will get heard.

Q Has network programming been of sufficient quality in recent years?

A Some of it has been. Certainly Howard Stern has been a major asset. Rush Limbaugh has done real well. Even Paul Harvey has done well. But I don't think there's been enough quality programming.

Q Will Unistar distribute any of Infinity's programming?

A Probably. We've had conversations with all of the networks regarding various programming, and they've all expressed interest in syndicating it. For example, we've had conversations with Westwood One, ABC, and CBS about syndicating Don Imus's show. They all like the idea and think the program would be successful — but they all said the current economic conditions were such that we couldn't expand [nationally]. Hearing those responses was what prompted me to get aggressively involved in the network business. I feel this is the time to get involved. So we would hope to make Imus's morning show available nationally, and probably Gordon Liddy's program as well.

We've also had some interest from CHR and Urban stations about carrying [KROQ/Los Angeles's] "Loveline," and we're thinking about making that program — or something similar — available. There's also a great deal of interest in sports, and there's a possibility of starting a traditional format which would be a sports format.

We've also received a phone call from a major personality — one of the few I don't have — who asked me whether or not we'd be interested in syndicating his program, and we obviously are. Certainly we're very open to syndicating existing programs. Whether or not they're under contract with Unistar or Infinity isn't as important as taking programming and distributing it, much like Viacom does the TV business. They don't necessarily own the first-run rights, but after Cosby made his network run, they purchased the show and then syndicated it. Given all the industry statistics about how many radio stations are losing money, we believe there are compelling reasons for people to try to become more competitive using [syndicated programming].

Q Would you consider carrying Greaseman on Unistar?

A That was just an oversight on my part. I also didn't mention [WJFK/Washington's] Don Geronimo & Mike O'Meara. Believe me, there's a whole bunch of people [who could be carried on Uni-

You don't have to be a Classic Rock station seven days a week, 24 hours a day to be successful. So we're going to make a lot of programming available, and station management can pick and choose.

There needs to be a better selling effort directed against TV and cable. We're going to demonstrate that if you have more good salespeople out selling advertising, the story will get heard.

star]. We've even had conversations with Dave Herman about doing a classic rock program. We've basically said to Unistar, 'What shows would you like?' And we haven't by any means attempted to limit it to the current Infinity talent lineup. If they'd like to get WNEW-FM/New York's Scott Muni to do a national show, we'd attempt to get Scott to do a show.

Q Will Unistar be increasing its output of programming?

A I think Unistar will be going for more programming. Over the years, Unistar has cut back on programming. They have seven formats but they haven't been offering as much individual programming. My belief is that there will be much more coming out of there. We would certainly like to have Unistar be the place where stations can come for any type of programming, whether short-form programming, long-form programming, or formats. We believe the key to the success of radio stations is programming, and if we're able to get desirable programming into stations' hands, then Unistar will become a more valuable tool to radio stations in the future.

Q Is there any possibility you'll put Stern on the network and switch to a barter system instead of cash?

A We really have no plans to do that. The method we're currently using for syndicating the Stern show has been financially very profitable and has worked to everyone's advantage.

Q What's going to happen with the Research Group?

A I haven't had any conversation with the people at the Research Group. I will talk to their management as quickly as I can. It has been operated independently and will continue to be independent. I know that they are a fine research company; they've done some work for Infinity and some work for the networks. We will certainly talk to the people involved to see what makes sense for the future.

Q Aside from what you mentioned earlier about improving sales, what else needs to change at Unistar?

A There are two things that Infinity can do for Unistar. One is to increase the revenue, which will obviously have a side effect for the other networks, because if you add all of the individual companies' revenues together, you'll see how big network radio's pie is. So if Unistar grows, network radio grows. The other thing would be programming — what we would bring to the table from within Infinity as well as the ability to attract it from other broadcasters.

Q Conversely, if I'm an Infinity shareholder, why should I be happy about this deal?

A The reason you should be very happy about this deal is that Infinity is being compensated for its involvement with Unistar and also has the opportunity to exercise a very significant equity interest in the company.

Q You've said in the past that there's no reason radio stations can't be programmed in the same block fashion as TV stations. Will that philosophy have any impact on how you run Unistar or how you sell its products?

A That's going to be up to individual station management. Certainly I agree that you don't have to be a Classic Rock station seven days a week, 24 hours a day to be successful. So we're going to make a lot of programming available, and station management can pick and choose.

We're not going to attempt to tell stations what's right for them. All we're going to do is provide them with a significant amount of programming that they might be able to combine with what they have now or possibly take a turnkey operation from Unistar. But whatever we can provide, we would like it to enhance what they have now or give them something they can't duplicate.

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MANAGEMENT

Busy Offices Are More Productive

Working in an active, busy environment actually increases productivity for a majority (55%) of American workers, according to a recent Gallup poll. However, a significant plurality (40%) prefer a quiet environment in order to be at their productive peak.

Blue collar workers (63%), clerical/sales staffers (54%), and those in professional or business occupations (49%) are most likely to say that a dynamic atmosphere helps their productivity.

Age & Education

Age is another factor, especially among younger workers: 59% of those under 40 and 52% of those un-

der 50 prefer a busy workplace, as opposed to the 37% of workers under 40 and 42% of those under 50 who favor quiet surroundings.

Education has some influence as well. The majority (61%) of workers who did not attend college and 58% who had some college preferred busy environments, while only 47% of college graduates said they enjoy a lively workplace.

Incidentally, as wages increase, so does the desire for solitude. Slightly more people earning more than \$40,000 per year prefer a busy environment to a quiet one (49% vs. 47%). Among those earning less than \$40,000, the preference for an active environment is much greater (59% vs. 36%).

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The Office Of The Future

What will your office be like in 2003? According to a recent survey conducted by Philadelphia-based *Focus* magazine, here's how nearly 2500 U.S. facility managers envisioned their workplace in 10 years:

- Between 76%-100% of office employees will use voice-mail systems.
- 95% of offices will have better security.
- 63% of offices will house on-site fitness centers.
- 42% of offices will offer on-site daycare facilities.
- 16% of offices will install personalized temperature controls at each workstation!

Five Questions To Ask First

When you're put in the position of managing new people, making the effort to find out more about them can help build rapport.

The NYC-based National Institute Of Business Management suggests you ask these five questions:

- What should I know about you

and your job?

- What procedural changes would help you?
- What aspects of your job do you do best (or worst)?
- What support do you need?
- What are your Top 5 priorities?

Don't Argue, Communicate!

Conversations that turn into arguments are neither productive nor professional. Christine A. Leatz and Dr. Mark W. Stolar — authors of "Career Success/Personal Stress" — offer these three techniques to help you conduct anxiety-free discussions:

- Even if you know you'll ultimately oppose the person's views, start the conversation on a positive note by discussing something on which you both agree.

- Never say "but" — it erases the value of anything said before it in a sentence. Use "and" instead.

- Avoid "you" statements — they tend to be judgmental and make others feel as if they're being criticized. Rather, use "I" sentences — they foster communication by conveying how you think and feel.

DATELINE

• **February 25-28** — Southeast Music Inc. Eighth Annual Conference. Don Shula's Hotel Athletic Club-Golf Resort, Miami Lakes, FL.

• **March 3-6** — 24th Country Radio Seminar. Opryland, Nashville.

• **March 6-9** — 35th Annual NARM Convention. Marriott's Orlando World Center.

• **April 18-22** — 71st Annual NAB Convention. Convention Center, Las Vegas.

• **May 11** — 28th Annual Academy of Country Music Awards. Universal Amphitheatre, Los Angeles.

• **May 16-23** — T.J. Martell Rock 'N Charity Week. Los Angeles.

• **May 19-23** — AWRT Convention. Walt Disney World, Orlando.

• **June 9** — Second Annual RAB Radio Creative Fund Mercury Awards. Waldorf Astoria, New York.

• **June 12-18** — NAB Executive Management Development Seminar for Radio Broadcasters. University of Notre Dame, South Bend, IN.

• **June 13-16** — Promax International (formerly BPME) & BDA Conference & Exposition. Walt Disney World, Orlando.

• **June 17-20** — National Association of Radio Talk Show Hosts Convention. Sheraton Chicago Hotel and Towers.

• **June 24-26** — Bobby Poe Convention. Sheraton Premiere, Tysons Corner, VA.

• **July 7-9** — McVay Media Management & Programming Seminar. Pierre Radisson Hotel, Cleveland.

• **July 15-18** — Upper Midwest Conclave. Radisson Hotel South, Bloomington, MN.

• **July 20-24** — New Music Seminar. Sheraton Hotel, New York City.

• **August 12-15** — Jack The Rapper Convention. Marriott Marquis, Atlanta.

How Companies Keep In Touch With Customers

Most companies' methods of customer service are reactive, rather than proactive. According to a recent *Inc.* magazine survey of 269 businesses, here's how the firms stayed in touch with their customers:

Method	% Using
Monitoring complaints	69%
Toll-free customer lines	44
Databases	44
Visiting customers	17
Calling customers	16
Written surveys	10

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KNBR-AM & KFOG-FM/San Francisco
WPYX-FM/Albany

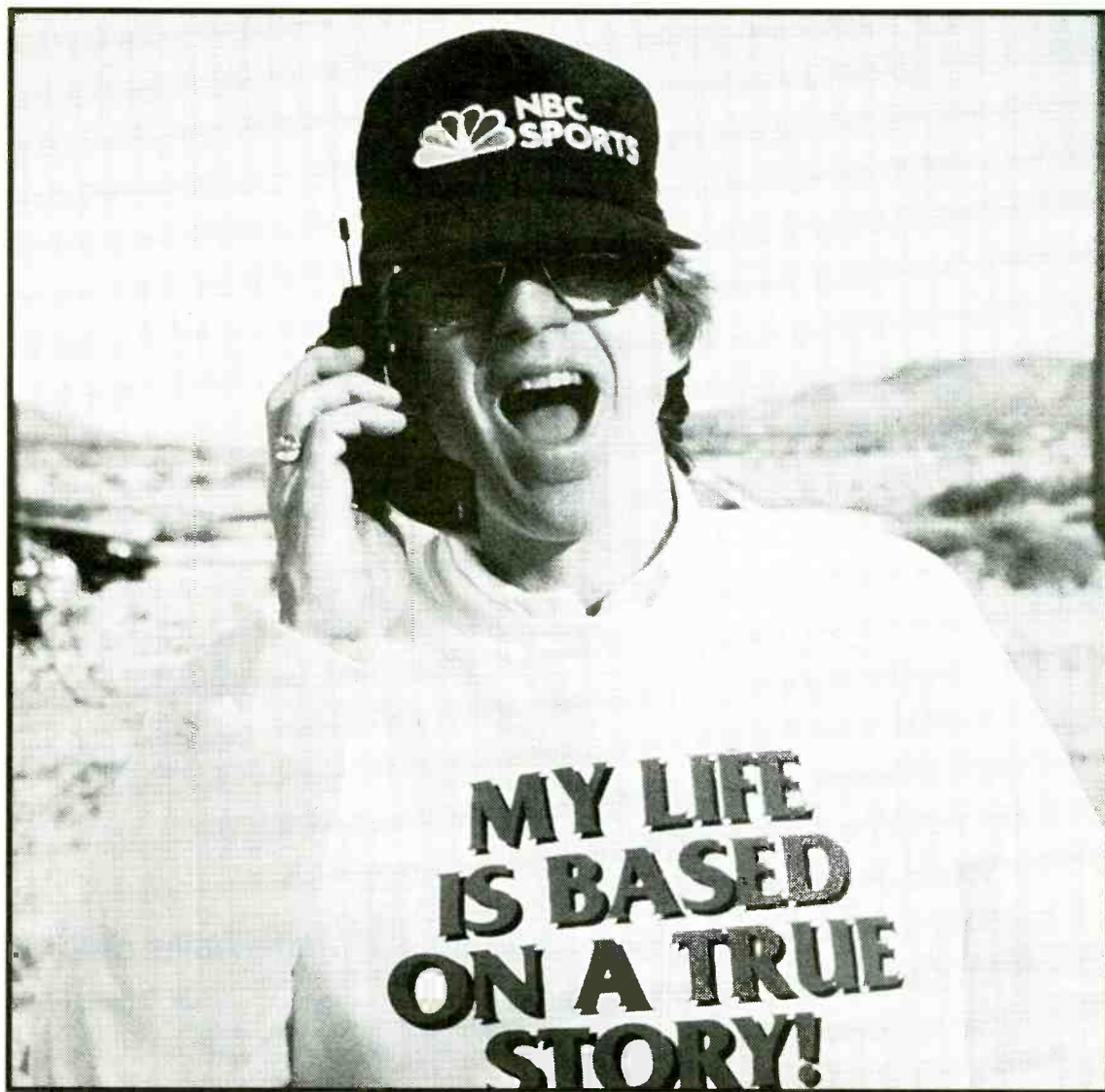


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LIFESTYLES



A Fax Machine In Every Kitchen?

In an attempt to capitalize on the growing home fax market, Sharp recently introduced the "NX-1 Home Fax," designed to be used in the kitchen. The compact (8" x 10") product uses thinner paper rolls, but heavier paper.

Additional features include the ability to distinguish incoming fax and voice messages as well as a 20-number autodialer. Suggested retail price: \$495.99.

HOW TO SPEAK HIP

Swingin' City Slang

From Aberdeen Angus, Lyme disease, and Bronx cheer to Denver boot, Buffalo wings, and Acapulco gold, many common words and phrases in the English language have adopted the names of the cities in which they were coined. Here are four major market terms with nationwide appeal:

New York minute: An extremely short period of time, this term refers to the precious nanoseconds that elapse between a red light's turning green and friendly motorists honking their horns to warn cars ahead of them that an accelerator is about to be floored.

L.A. arm: A sunburned left arm caused by sitting in the driver's seat amid freeway gridlock . . . with no air conditioning.

San Francisco fog: This refers to an aerogel — frozen smoke used to trap cosmic particles in space. Developed at CA-based Lawrence Livermore Laboratory, an aerogel is 10 times lighter than any solid previously weighed.

Full Cleveland: Originally used to describe the sartorial style favored by middle-aged Midwestern males visiting Florida — sunburned pates, white patent-leather shoes, belts, and pants, and colorful polyester shirts — this expression now refers to the tourists themselves.

Many of the above-mentioned words and phrases can be found in the American Heritage Dictionary of The English Language, Third Edition (Houghton Mifflin Co./\$40). For more info, call Sandy Goroff-Mally at (617) 725-5966.

Coping With — And Reducing — The Stress In Your Life

Despite what you might hear on the street, there is no stress "out there." Georgia State University professor Kenneth Matheny drily notes that there are only people, places, and events. If these things cause us stress, it's because we lack the confidence to deal with them. This makes us feel helpless, which can cause depression, which in turn leads to stress.

Your body provides natural stress antidotes (norepinephrine and endorphins), but there's a catch: If you're too stressed, your body won't produce enough of these chemicals to lift you out of depression. So you must develop ways of coping with stress to give your body a chance to recover, as follows:

Depression Don'ts

Don't hide your depression from friends or family. Straining these relationships by living behind a facade can only increase stress.

Don't increase stress by starting taxing new projects. Temporarily lower the demands you place on yourself.

Don't drink or eat too much — that just upsets the chemical balance your body's trying to achieve.

Don't fixate on the problem — remember, "This too shall pass."

There is one definite "do," however: Exercise. Moderate activity stimulates the release of endorphins and will often lift your spirits.

State Of Mind

You can help control stress by creating a perception of controlling the stressful situation. Determine the elements triggering stress and what you can do to change them. With the realization that you can change things comes a feeling of control, and making the effort to change can greatly reduce stress.

Stressful situations can also be avoided by putting a great deal of thought into life-altering choices such as your career, spouse, or a major purchase (home, car, etc.). Consider all alternatives and the ramifications of any decisions you make — including wrong ones.



If you make a wrong choice and decide to stick with it, adjust your attitude to put the situation into the best possible light. For example, if you're unhappy with a job but have no chance to make an immediate change, think, "This job may be dull, but it's the best way I can feed my family right now."

The Comfort Zone

When there's too much activity in your life, you get a feeling of overload — and stress. When there's too little going on, you experience boredom — and stress. The trick is finding the optimum level of stimulation in between: your comfort zone.

Your body often provides you with physical evidence of stress buildup. Pay attention to it, and learn to relax when you feel warning signals. Try a few minutes of silence, meditation, a quiet walk, soothing music, prescribed breathing, or deep muscle relaxation.

Finally, don't create unnecessary overload by filling your schedule with too many extra activities. Some people keep a busy lifestyle to distract themselves from troubling issues. There's no shortage of available diversions, but resist the temptation. You're better off confronting the issues than maintaining a pace that's too hectic.

I LOVE MY LABEL

Who Buys Brand-Name Clothes

Although 48% of Americans say labels don't make a difference in the clothes they purchase, 35% of U.S. consumers say familiar labels are important, according to a recent survey conducted for NYC-based Deloitte & Touche.

Just who are these label-lovers? The majority (53%) are women and nearly half (48%) are married.

Fun & Fashion

What's more, 63% of label-lovers say they shop just for fun, in contrast to 54% of nonlabel shoppers. Plus, 27% of label-lovers say they prefer to dress in the latest styles and trends, as opposed to 15% of

average consumers and 10% of nonlabel shoppers. Incidentally, both men and women label-lovers extend their brand-name preference to casual as well as dressy clothes.

Label-lovers also outearn their counterparts, boasting annual household incomes of \$39,200 — \$2000 higher than the average consumer and \$3000 more than nonlabel shoppers.

However, label and nonlabel shoppers have identical educational backgrounds, averaging 13.8 years of schooling, and are composed of equal percentages of people with high school, college, and graduate school educations.

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Troy Langham, Operations Manager, KSTM, Tulsa, OK



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Jim & Deneen Lambley, Owners, KSDZ, Gordon, NE

"Computer Concepts leads the way, in my opinion. In fact, we just bought another DCS system after Radio '92... that says it all!"

Mark Vail, Station Manager, KSJQ & KFEQ, St. Joseph, MO



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MEDIA

FILMS

WEEKEND BOX OFFICE FEBRUARY 19-21

- 1 **Groundhog Day** \$9.33
(Columbia)
- 2 **Homeward Bound** \$6.59
(Buena Vista)
- 3 **Sommersby** (WB) \$5.92
- 4 **The Crying Game** \$5.21
(Miramax)
- 5 **Aladdin** \$4.47
(Buena Vista)
- 6 **Army Of Darkness** \$4.42
(Universal) *
- 7 **National Lampoon's Loaded Weapon 1** \$2.97
(New Line)
- 8 **Scent Of A Woman** \$2.93
(Universal)
- 9 **Untamed Heart** \$2.76
(MGM)
- 10 **A Few Good Men** \$2.32
(Columbia)

All figures in millions

*First week in release

Source: Exhibitor Relations Co.

COMING ATTRACTIONS:

Moving into wide release this week is "Strictly Ballroom," starring **Paul Mercurio** and **Tara Morice**. The film's Columbia soundtrack features selections by **John Paul Young** (including his rerecording of "Love Is In The Air"), **Ignatius Jones**, and others.

VIDEO

NEW THIS WEEK



Not Citizen Dick.

● SINGLES (WB)

Starring **Matt Dillon**, **Bridget Fonda**, and **Campbell Scott**, this feature film spawned an **Epic Soundtrax** LP with selections by **Alice In Chains** and **Soundgarden** — both bands also appear on-screen — as well as **Pearl Jam**, **Screaming Trees**, the **Lovemongers**, and more. Along with two songs on the soundtrack, **Paul Westerberg** contributes incidental music to the film. Incidentally, three-fifths of Pearl Jam play members of Citizen Dick, the rock band led by Dillon's character. Look sharp for cameos by Soundgarden vocalist **Chris Cornell** and **Sub Pop Records** co-honcho **Bruce Pavitt**, among others.

TELEVISION

TOP TEN SHOWS FEBRUARY 15-21

- 1 **Movie (Tuesday)**
("Queen" Part 2)
- 2 **60 Minutes**
- 3 **Movie (Thursday)**
("Queen" Part 3)
- 4 **ABC Presidential Address Analysis**
- 5 **Murder, She Wrote**
- 6 **Movie (Sunday)**
("Family Of Strangers")
- 7 **Home Improvement**
- 8 **Roseanne**
- 9 **Fresh Prince Of Bel-Air**
- 10 **Rescue 911**

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.

COMING NEXT WEEK

Friday, 2/26

- **Immature**, "The Arsenio Hall Show" (syndicated; check local listings).
- **Patti LaBelle**, "The Whoopi Goldberg Show" (syndicated; check local listings).
- **Travis Tritt**, "The Tonight Show Starring Jay Leno" (NBC, 11:35pm).
- **Tom Jones**, "Late Night With David Letterman" (NBC, 12:35am, Saturday).
- **Soul Asylum**, "ABC In Concert" (check local listings).

Sunday, 2/28

- **Kenny Rogers**, **Travis Tritt**, and **Naomi Judd** star in "Rio Diablo," a two-hour TV western airing on CBS (9pm).
- **En Vogue** perform on Fox's "In Living Color" (8pm).
- **En Vogue** guest star as a local singing group on "Roc" (Fox, 8:30pm). The group also will perform the show's new theme song.

Monday, 3/1

- **Melissa Manchester** guest stars and **B.B. King** makes a cameo appearance on NBC's "Blossom" (8:30pm).
- **Dwight Yoakam**, "Nashville Now" (TNN, 9pm EST/6pm PST).
- **10,000 Maniacs**, "Arsenio Hall."

Tuesday, 3/2

- **Michelle Wright**, "Nashville Now."
- **Chaka Khan & Peter Cetera**, "Arsenio Hall."
- **Alan Jackson**, "Jay Leno."
- **Larry King** and **Nanci Griffith**, "David Letterman" (12:35am, Wednesday).

Wednesday, 3/3

- **Tracy Byrd** and **Zaca Creek**, "Nashville Now."
- **Jade**, "Arsenio Hall."
- **Shabba Ranks**, "Jay Leno."
- **Bryan Adams**, "David Letterman" (12:35am, Thursday).

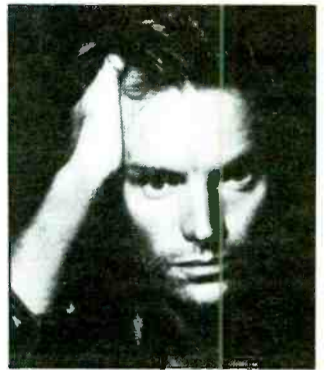
Thursday, 3/4

- **Carole King** plays a teacher and **Davy Jones** portrays a record exec on "It's Only Rock & Roll," an hourlong "ABC Afterschool Special" (3pm).
- **Me Phi Me**, "Arsenio Hall."

'ZINE SCENE

Jackson-Oprah: Media Blitzed!

Apres Oprah, le deluge. **Michael Jackson's** on the covers of three supermarket tabloids and *Entertainment Weekly*. *EW* offers the results of a nine-issue Gallup poll on how people feel about MJ as a result of the chatfest (73% are more sympathetic).



The *National Enquirer* reveals his other secret love was a teenage **Tatum O'Neal**, who dazzled him but — like **Brooke Shields** — failed to seduce him. The *Enquirer* also says former MJ manager **Frank Di-Leo** provided the oxygen chamber pix and said MJ "insisted that the word 'bizarre' be used" (The *Globe* corroborates the latter.)

They're Young, They're Rich

Who does *EW* single out as "The Youngest Guns: 29 Under 30"? **Def American** owner **Rick Rubin** (29), record producer/**Rowdy Records** honcho **Dallas Austin** (22), **MTV** Sr. VP **Andy Schuon** (28), **Maverick** execs **Anna DeRoy** (28) and **Guy Oseary** (20), **Megadeth** manager **Ron LaFitte** (27), and **MTV's Tabitha Soren** (25).

Lisa Marie Presley is on the cover of *People* this week because she's just inherited the \$100 million Presley estate. She says she dyes her hair — not to look like Daddy — but because "dark hair really suits my personality . . . I don't act like a blonde."

School & Scandal

You can learn about **Madonna's** two years at the University of Michigan thanks to *Spy*, which dug up her transcript. Surprise: an A-average. No surprise: In four terms of full courseloads, all but two of her classes were dance or phys. ed. (with the exception of **Shakespeare** and Art History). *Harper's Bazaar* reports she recently declared 1993 is the year for her to have a baby. She wants a boy — and she thinks it will be gay!

Whitney Houston tells the *Star*, "If I have sex with snakes, should I sit down and tell you I have sex with snakes? No. If I'm a good person, if I don't hurt anybody, what does my sexual preference have to do with anything? If I was gay, I swear I would say it, but I ain't ever liked a woman in my bed." Also, the "look-alike beauty" on the *Globe's* cover reveals, "I'm Whitney Houston's secret twin . . . Mom and dad parted us at birth."

FACE THE MUSIC — "You can make the muscles in your face look quite immovable, like a suit of armor. It looks very cold. I think it was quite effective in keeping people away, but then people drew the conclusion that I was aloof and a snob. It is so transparent to me now" — *Sting* tells *Esquire* he's matured.

Award To The Wise

"The music industry might as well have gilded [**Eric Clapton**] himself this year," coos *People* in a three-page profile that concludes with this EC quote: "You'll never see me rolling on the floor or crawling across a stage. It has something to do about grace."

After winning five Grammy nominations, **K.D. Lang** reportedly told friends, "The only way I can top myself next year is being nominated for Best Male Vocalist" (*Star*).

Star Qualities

Lenny Kravitz yearns for the days when "you had to have charisma and be a good performer and be a great musician . . . Today, if you've got a nice body or nice breasts or a good hairdo or drop your underwear, and you can sort of make a sound, you're a star" (*Harper's Bazaar*).

The Producers

Noted producer **Don Was** tells *Buzz*, "Good producers are like film directors; like a film director, a producer needs to have a vision. You have to be able to hear the finished album before you start it. But you must make decisions from the artist's point of view, rather than from yours."

Seventeen asked **PM Dawn** mega-man **Prince Be** "Where do you want to be in 10 years?" He replied, "I'll probably be somewhere like **Quincy Jones** is, just chillin', producin', doing an album occasionally."

Fun Facts

From the "Harper's Index": Amount for which **Bruce Springsteen's** voice is insured by **Lloyd's of London**: \$5,406,800.

Percentage of Americans who say middle age begins when you don't recognize the names of the music groups on the radio: 46.

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.

MUSIC & MOVIES

CURRENT

- **THE CRYING GAME**
Single: The Crying Game/Boy George (SBK/ERG)
- **ALADDIN**
Single: A Whole New World (Aladdin's Theme)/Peabo Bryson & Regina Belle (Columbia)
- **THE BODYGUARD (Arista)**
Singles: I'm Every Woman/Whitney Houston
I Have Nothing/Whitney Houston
Other Featured Artists: Lisa Stansfield, Curtis Stigers, Soul System
- **CHAPLIN (Epic Soundtrax)**
Single: Smile/Robert Downey Jr.
- **PURE COUNTRY (MCA)**
Single: Heartland/George Strait
- **BODY OF EVIDENCE (Milan)**
Single: The Passion Theme/Warren Hill (Novus/RCA)
Other Featured Artist: Graeme Revell

COMING

- **STRICTLY BALLROOM (Columbia)**
Featured Artists: John Paul Young, Ignatius Jones
- **TEENAGE MUTANT NINJA TURTLES III...**
Single: Tarzan Boy/Baltimora (SBK/ERG)

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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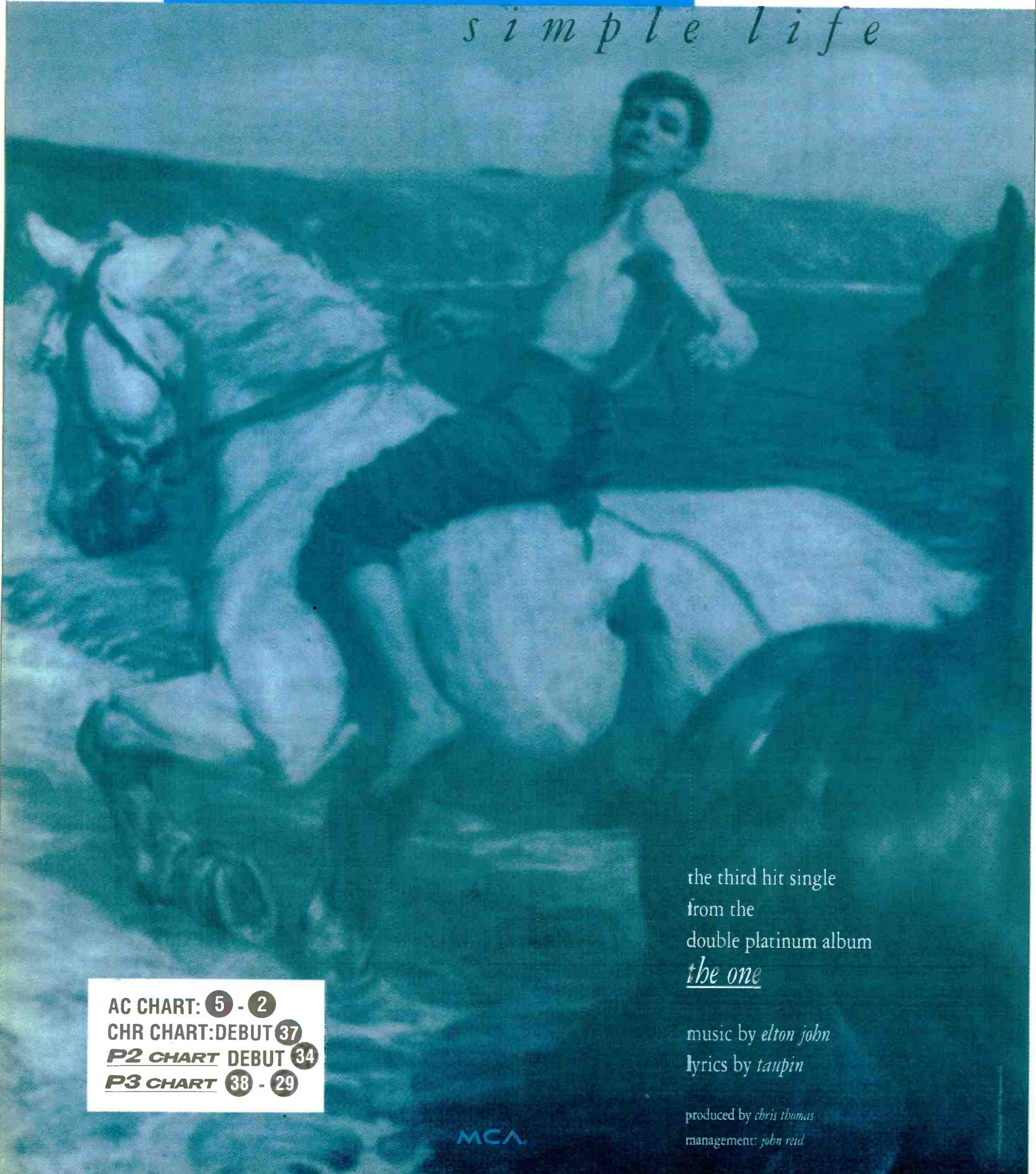
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from the
double platinum album
the one

music by *elton john*
lyrics by *taupin*

produced by *chris thomas*
management: *john reid*

AC CHART: 5 - 2
CHR CHART: DEBUT 37
P2 CHART DEBUT 34
P3 CHART 38 - 29

MCA



STREET TALK®

Shamrock/Malrite: Vergin' On Mergin'

Shamrock Broadcasting and Malrite

Communications were set to announce their long-awaited merger late this week — barring a last-minute snag.

Shamrock, with Roy Disney's money, will be the surviving entity, giving Chairman Bill Clark and President Marty Loughman a much larger company to run. Most Malrite managers will likely keep their jobs, since the only duopoly the deal would create is in San Francisco. Don't look for Malrite Chairman Milt Maltz to put himself out to pasture either, but there's no word on just what his new role would be.

Although Shamrock and Malrite both own TV stations, this merger deal will be radio only, leaving Malrite with a five-station TV group. The value of the radio deal will depend on its structure, including whether Shamrock offers to buy out the limited partners in some of Malrite's stations.

However, the price tag for this group of stations in five Top Ten markets, plus markets 17 and 23, should dwarf Infinity's recent \$100 million purchase of three Cook Inlet stations and rank among the biggest radio deals of all time.

Rumors

- Following KBEQ-FM/KC's switch from CHR to Country, is Noble close to LMA'ing another BBQ City outlet and taking it CHR with Mike Kennedy as PD?
- Will Giant Prez. Charlie Minor finalize his Jeff McClusky deal this week?
- Will former Geffen promo honcho Peter Napolitano take up residence at the Capitol Tower? ST hears 'tain't so. Meanwhile, why was Fred DiSipio visiting the Tower this week?
- Is Country KNIX/Phoenix looking at some CHR programmers to fill its PD opening?
- What major will bring the new label run by Richard Steinberg (former VP/A&R at Atlantic and PolyGram) and partner Bob Chiappardi of Concrete Marketing under its wing?
- Did WKSE/Buffalo PD Mike Edwards put his house up for sale?
- BIG shakeup coming in at heritage AOR KTYD/Santa Barbara when new owners take over Friday (2/26)? Will PD Doug Ingold, MD Brice Kendall, and some airstaffs be among the ch-ch-changes?

The Way You See It

Last week, R&R debuted "FAXBACK" — an opportunity for our readers to voice their views on timely subjects. This week, we present the answer to last week's question:

How You Voted:

Are you in favor of President Clinton's new economic plan?

39% Yes
61% No

Rolling the numbers: Although the latest public opinion poll shows Americans largely in favor of Clinton's plan (61% vs. 28%; 11% undecided), "FAXBACK" finds the radio and record community holding almost the diametrically opposite view. The record community vote was evenly split, but radio voters — of which there were slightly more — were twice as likely to view the plan negatively.



R&R invites its readers to "FAXBACK" their opinions on newsworthy topics. All responses remain confidential.

'EGL Mania: Lander, Philips Exit

Meanwhile, Malrite's Philly CHR WEGX (Eagle 106) is about to lose morning man John Lander and PD Brian Philips. The consistently successful Lander will do his last morning show this Friday (2/26) . . . the day his contract expires. Lander's morning cohost, Danny Bonaduce, already has landed overnights at WLUP (AM)/Chicago.

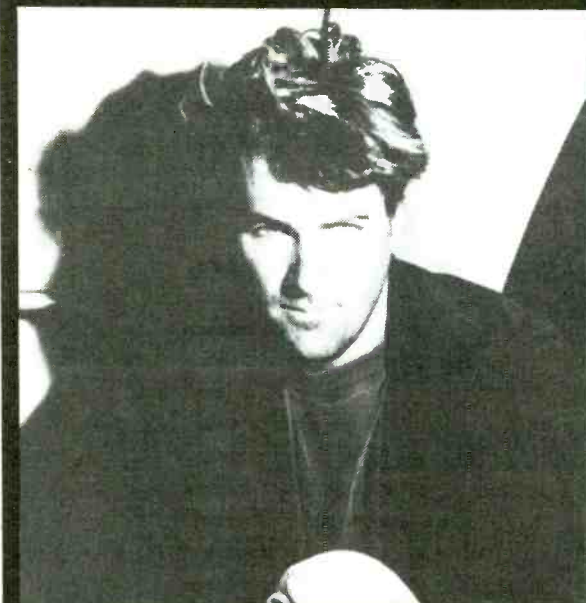
Continued on Page 24

Stern, WRKS, KLAX Hold NYC, L.A. Leads

Latest NY and L.A. Arbitron results: UC WRKS remains top o' the Big Apple barrel. All three CHRs were up, with WQHT (Hot 97) climbing to a four share and taking a three-tenths lead over rivals Z100 and WPLJ. NAC-watchers are keeping their peepers on WQCD, which hit a three share. In mornings, Howard Stern (at WXRK) remained firmly in first place and Scott Shannon (WPLJ) was back in the Top 10 for the first time since his Z100 days.

On the other coast, anyone who thought Spanish-language KLAX's surprise fall success was a fluke better think again: The station vaulted 5.3-6.2, a full share above second-place KPWR. Talk KFI rose to 4.1, while rival KABC moved 3.5-3.4. In mornings, Stern on KLSX (6.0-6.7) opened up a full share lead over KLOS archrivals Mark & Brian (5.5-5.6), who were tied by KLAX's Juan Carlos & El Peladillo (4.4-5.6).

michael w smith



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P3 CHART 40 - 31

Including

- | | |
|-------------|-------------|
| 95QQ 34 | 93Q 35-28 |
| PWRPIG 27 | WBBQ 35-29 |
| WNCI 19 | WZYP 21 |
| KDWB add | WOKI deb 26 |
| WKBBQ 27-24 | Y107 34-29 |
| KOY-FM | KISX 35-27 |
| Q106 deb 34 | WKDD 33-27 |
| WAAL 24 | WGTV 27-24 |
| WNNK 29-24 | KZ93 deb 24 |
| WKEE 22-18 | KNOE 32-19 |
| WLAN 32-28 | |

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CHR CHART: 7
 URBAN CHART: 7
 P1 CHART 7
 P2 CHART 10

MV HEAVY ROTATION!



EMI Records Group



JON SECADA

"Angel"



AC CHART: 10 - 7
 CHR CHART: 18 - 15

P1 CHART 38 - 34
 P2 CHART 15 - 11
 P3 CHART 20 - 13

VH1 HEAVY ROTATION!

EMI Records Group



WENDY MOTEN

"Come In Out Of The Rain"



AC CHART: 17
 NOW ON 71
 CHR REPORTERS!

VH1

EMI Records Group



STREET TALK

Continued from Page 23

In the wake of the Lander lapse, 'EGX PD Brian Philips has resigned and rumors that the station will switch to New Rock have started to swirl.

WEGX is not wholly owned by Malrite, and therefore quite possibly won't be a part of the Shamrock merger. That uncertainty apparently killed a proposed Lander simulcast with Malrite's Z100/NY, and also may have affected 'EGX's decision not to renew Lander's deal.

ST's ear-to-the-cheesesteaks hears there's early crosstown interest in Lander from AC's WYXR (Star 104.5) and WKSZ.

Philips — who'll follow Lander directly out the door — told the *Philadelphia Inquirer*, "I chose to resign rather than work for a station so shortsighted it would not renew its highest-rated jock." Philips's name is already rattlin' 'round the hallways of Star 94/Atlanta.

Expect 'EGX morning show producer Elliott Segal to handle mornings while fulfilling

Rumbles

- **KMXX/Austin** segues from Hot AC to Country as "Lonestar 93."
- Look for **KCML/Fresno** to jettison its Country format for News on Monday (3/1).
- **B94/Pittsburgh** morning legend **Jim Quinn** lands wakeups at crosstown Classic Rock **WRRK (97 Rock)**.
- Former **WGST/Atlanta** talker **Neal Boortz** will make his crosstown **WSB** debut on Monday (3/1). Boortz will be heard noon-3pm, which pits him against **Rush Limbaugh**, who fills that slot for 'GST.
- **KBFX/Anchorage** PD **David Moore** becomes PD at **Classic Rock KJFX/Fresno**.
- **WHYL/Carlisle, PA** OM/MD **Lee Adams** is upped to VP/Ops.
- Former **WDLS/Scranton** PD **Nancy Faye** returns to the station in that same capacity.
- **WBPR/Myrtle Beach** MD **John Kilgo** is now PD, replacing **Steve Bender**. 'BPR APD **Michael Parnell** becomes OM.
- Former **KTXV/Jefferson City, MO** PD **Mike Steele** joins **KIXY/San Angelo, TX** as PD/afternoons, replacing **Robert Elfman**.
- **Hot 97/NY** APD/MD **Kevin McCabe** exits to become Assoc. Editor at *Billboard*.
- **Jim Diamond** becomes PD/afternoons at **KCTR/Billings**, hailing from crosstown **KYYA**.
- Veteran **Power 106/L.A.** Programming/Research Coor. **Jacque "Lucky" Shabel** exits.
- Evening talker **Mike Harrison** exits N/T **WTIC (Amy/Hartford)**. The station adds CBS's **Gil Gross Show**.
- Former **CKBR (The Bear)/Edmonton** and **CHTZ/St. Catharines, Ontario** morning man **Scruff Conners** joins **AOR CILQ (Q107)/Toronto** for wakeups, replacing **Brother Jake Edwards**.
- Former **WDHA/Dover, NJ** PD/mornings **Vic Porcelli** joins **Progressive WFXB-FM/St. Louis** for morning drive.
- **KNUE/Tyler, TX** middayer **Amy Austin** becomes PD.
- Former **WZZU/Raleigh** PD **Joe Larson** joins **Z104/Madison** as MD/midday man.
- **Mary K.** segues from weekends at **102 Jamz/Orlando** to middays at **WHJX/Jacksonville**.



Agents Of Fortune

Spying the cloak 'n' dagger conceits detailed on **David Baerwald's** new "Triage" CD — the title refers to the covert policy of saving only those you can — the double-o-soul agents 'n' undercover operators at A&M effected a Promo Item O' The Week coup, neutralizing selected programmers with custom-printed 8 1/2 x 5 1/2-inch folders containing not only a limited edition full-length CD package, 16 flashcards (each with its own sociopolitical factoid printed on the reverse), and a 12-page "Operatives & Operations — 1993 Edition" handbook, but also an official Freedom Of Information-Privacy Act request form, so you can ask to see what the FBI knows about you. Spooky.

the final month of his contract. No word on the rest of the airstaff's fate. WEGX VP/GM **David Noll** wouldn't comment on the format change rumors, but indicated that WEGX MD **Chuck Tisa** would continue in that capacity. No decision on replacing Philips.

As expected, a federal appeals court Tuesday (2/23) granted a stay of the FCC's congressionally mandated effort to limit indecent programming to midnight-6am. The judges put the new rule on hold until they can hear oral arguments from the Commission and the industry coalition seeking to nix the new limit.

Hot 102/Milwaukee PD **Gregg Cassidy** resigns. **New World** consultant **Bob West** will act as PD until a replacement is named. ST hears the hats of former **KS104/Denver** PD **Stacy Cantrell**, **Z104/Madison** PD **Ed Lambert**, **WJMO/Cleveland** PD **Keith Clark**, **WHYT/Detroit** APD/MD **Mark Jackson**, **KKSS/Albuquerque** PD **Roy Jaynes**, and ex-**WAVA/DC** PD **Chuck Beck** are already in the proverbial ring.

Mike Roberts steps down as PD of **WVEE/Atlanta** to concentrate on his morning show. APD **Tony Brown** becomes interim PD.

Continued on Page 26

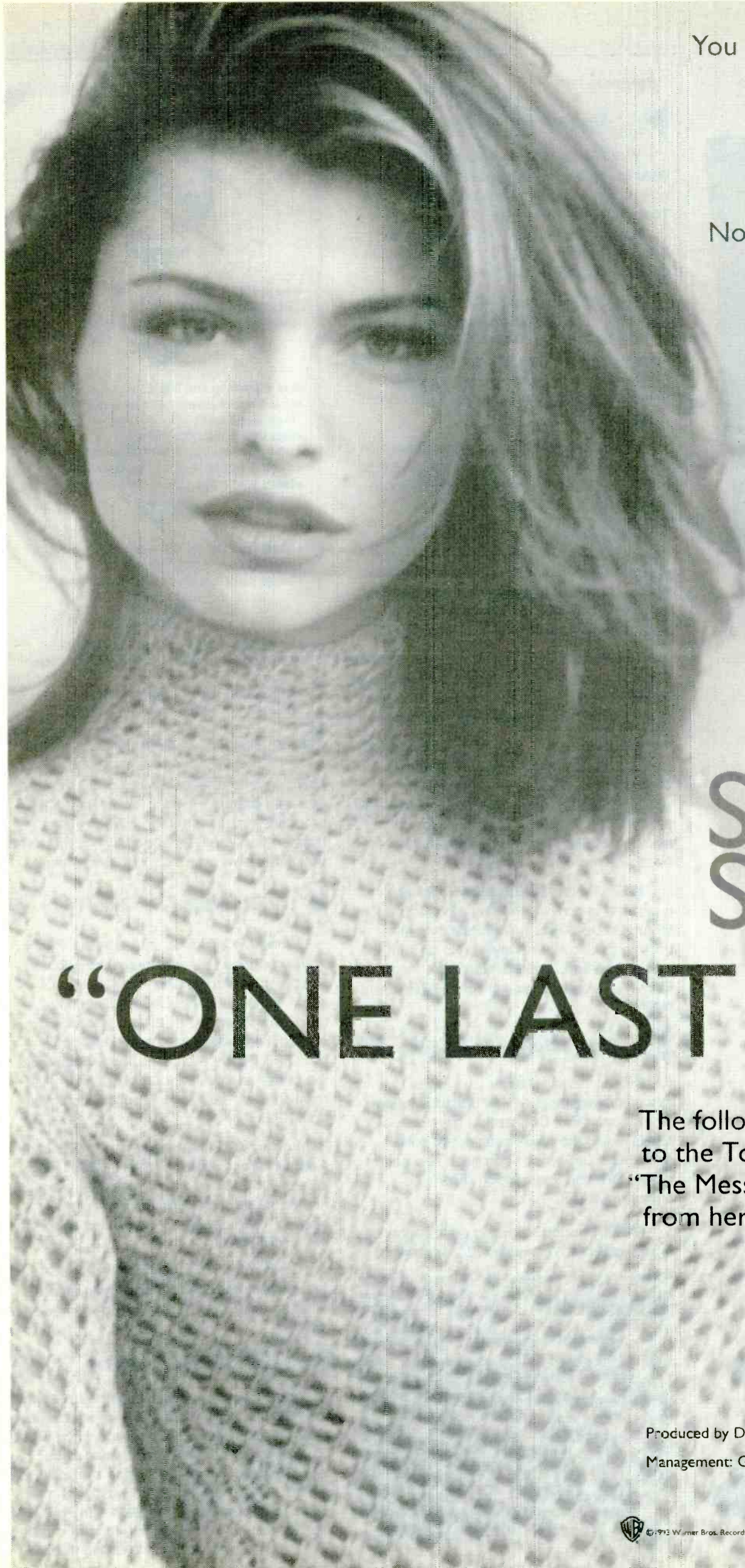
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Now It's Time For
"One Last Kiss."


SOFIA
SHINA

"ONE LAST KISS"

The follow-up
to the Top 30 single
"The Message"
from her debut album: Sofia Shinas.

Produced by Daniel Abraham and Mitch Kaplan.

Management: Gallin Morey Associates

 © 1992 Warner Bros. Records Inc. One last kiss is never enough.

Continued from Page 24

Dennis Vs. Simpson

WALR/Atlanta morning talent **Randy Dennis** segues to WKYS/Washington, where he'll be teamed with morning cohost/producer **Tony Perkins**, who'll expand his role.

Meanwhile, former 'KYS morning man **Donnie Simpson** is set to start at crosstown Churban rival **WPGC** on March 11.

Bud Paxson has applied to return ownership of **WSTF/St. Augustine, FL** to his son, **Todd**. The elder Paxson had been appointed emergency temporary guardian by a Florida court last summer following a suicide attempt by Todd, who's now resumed control of his own affairs.

ST hears **WMTX/Tampa** PD/morning man **Mason Dixon** may be movin' on up the line to **Infinity's Z93/Atlanta** as PD. Will he segue the Classic Rocker into Rock 40?

WKFM/Syracuse will flip from Classic Rock to Country sometime next month. The change comes under an LMA between owner **Wilkes-Schwartz Broadcasting** and **NewCity**, which is purchasing the station. NewCity already owns crosstown ACs **WSYR & WYYY**.

The Marlborough, MA-based **Talk America Radio Network** — a subsidiary of **Sports Final Radio Network** — is debuting, built around a show hosted by columnist **Jack Anderson**.

KMEL/SF has an offer on the table to **RCA** Nat'l Dir./Dance Music Promo **Michelle Santosuosso**, but it's not for the PD post . . . yet. If Santosuosso makes the move, she'd be the APD. At presstime, Santosuosso was leanin' to hangin' with **Nipper**, where she's becoming more involved in A&R.

MTV VP/New Business **Matt Farber** reportedly is hotly negotiating a big-time return to **Arista**. Does Farber's interest in coming back to the label have anything to do with the slower-than-anticipated development (and rollout) of proposed new channels **MTV-2** and **MTV-3?**

Crimestoppers Update

Over in Texas, charges of criminal mischief against former **KKYS/Bryan-College** morning man **Rex DeShannon** have been dismissed as the result of an out-of-court settlement. DeShannon had been accused of cutting STL and transmission lines to crosstown **KTSR**.

WRFX/Charlotte morning dudes **John Boy & Billy** called a Wednesday (2/24) news

Records

- **EastWest** Nat'l CHR Director **Roger Smith** exits. His position was eliminated.
- **Mike Murphy** joins **Paisley Park** as Nat'l Promo Dir.
- **WKCQ/Saginaw** PD **Fritz Kuhlman** joins **Curb** to handle the Midwest, based in Chicago. Regional promoter **Debe Fennell** has left the label.
- **Michael Powers** takes **Mercury/Nashville's** newly created Northeast Regional promo post. The former **A&M** Detroit local promoter will remain based in the Motor City.
- Ex-**Network 40** VP/Editor **Brian Burns** is working — on an interim basis — at **National Music Marketing**.

RADIO & RECORDS



1

- New Norfolk PDs: **Smokey Rivers** at **WGH-FM** and **John Roberts** at **WAFX**.
- **Phil Costello** elevated to **Virgin Sr. Dir./Promo**.

5

- **Lee Michaels** becomes **WBMX/Chicago** VP/GM.
- **Ernie Singleton** elevated to **Warner Bros. Sr. VP/Black Music Mktg. & Promo**.
- **Dave Urso** becomes **Atco** VP/Promo.
- **Jeff McCartney** named **WMMS/Cleveland** PD.
- **WHND & WCSX/Detroit** GM **Tom Bender** gets VP stripes.
- **Emmis** buys five **NBC** stations in \$121.5 million package deal.

10

- **KITS/SF** goes CHR with **Jeff Hunter** as PD.
- **Greg Solk** upped to **WLUP/Chicago** PD.
- **George Harris** named **WQXM/Tampa** PD.

15

- **George Taylor Morris** becomes **WPIX-FM/NY** PD.
- **Alan Goodman** promoted to **Doubleday Broadcasting** Corporate Dir./Sales.
- **Mark Larson** elevated to **KFMB/San Diego** APD.
- **Ed Levine** joins **WKTK/Baltimore** for evenings.

conference to discuss rumors of a syndication deal with **Infinity** — which certainly has programming needs for its new acquisition, **Unistar** (see Page 1). Speculation is that **John Boy & Billy** will announce just such a deal.

Restless Farewell

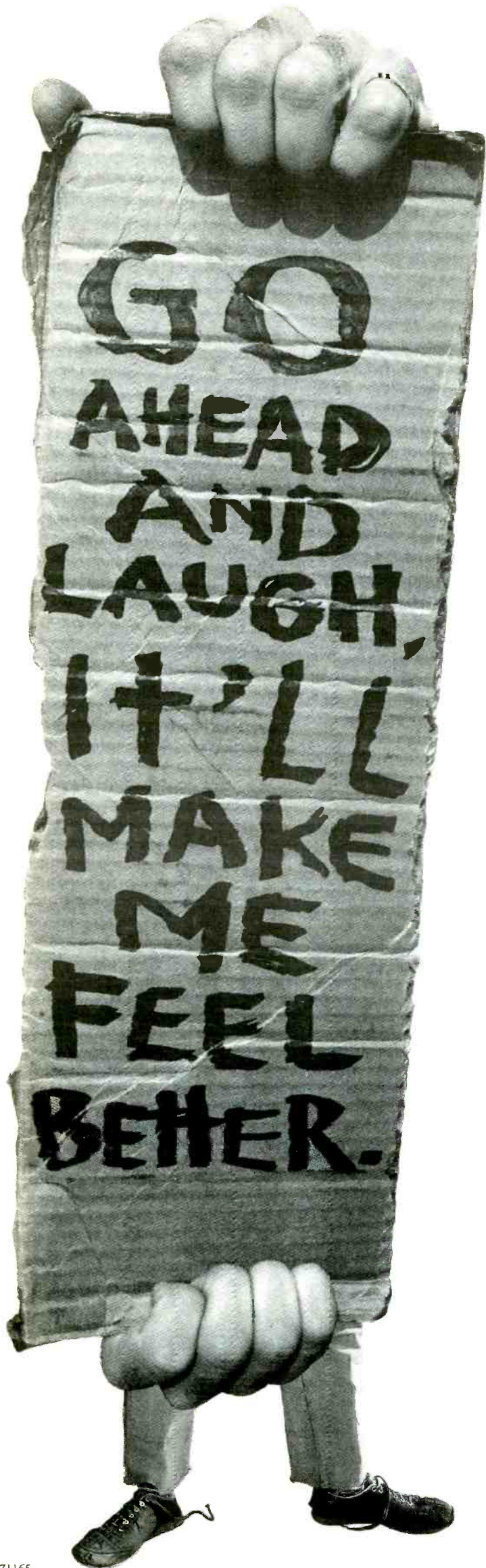
When **KRQ/Tucson** morning team **Tim & Willie** resigned recently, they were told they could end their reign with a big "goodbye" show. Although management changed its mind, crosstown AC **KKLD** stepped in and offered its airwaves for a proper sendoff. **KKLD** PD **Bobby Rich** says **Tim & Willie** took the classy approach and that audience reaction was "100% positive." No comment from **KRQ**.

Power 102/Fresno morning news anchor **Andrew "Tony Cruz" Winford** wasn't just joking with listeners when he said he wanted to run for mayor in the forthcoming March 2 election. He's one of 13 candidates listed on the official ballot.

Congratulations to **Kenny G** and the **Arista** promo domos for achieving a record-breaking eight-week run at #1 on the **NAC** chart.

Extra Credit

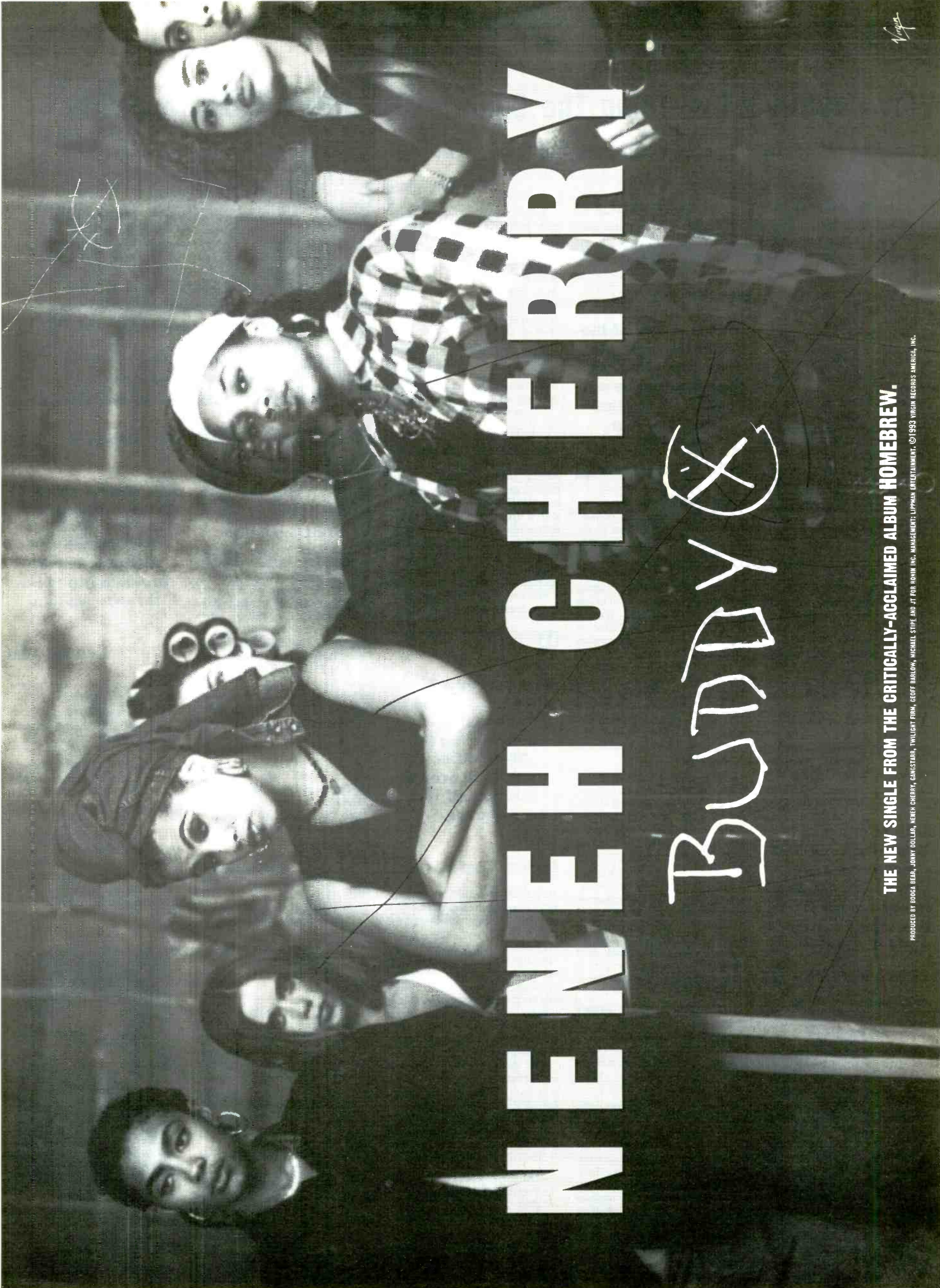
Adult Contemporary Concepts President **Tom Watson** and his wife, **Mollie**, were exiting **Joe's Stone Crabs** in Miami Beach when **ERG** video honcho **Jeff Panzer** happened to be telling the folks strolling along the sidewalk outside the restaurant that he was looking for extras to populate **Jon Secada's** "I'm Free" clip. **Tom** and **Mollie** were drafted, and can be seen standing next to **Secada** during the last two minutes of the video.



71165



Billy Crystal, Whoopi Goldberg, Robin Williams and RHINO are giving part of the take from the CDs, Cassettes, & Videos to health care for homeless people.



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THE NEW SINGLE FROM THE CRITICALLY-ACCLAIMED ALBUM HOMEBREW.

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Why Country's Sweeping The Country

... and the reasons behind growth in Hard Rock, New Rock, and niche AC

By Alan Burns

Alan Burns & Associates recently conducted what we consider the largest national study of radio listeners' attitudes and music preferences (R&R 1/29). In this second look at the results, we'll focus on Country, AC, Hard Rock, and New Rock.

Country Conquers

Country, the No. 1 format among 14-44s, grew at a healthy 8% rate last year. Country's pulling listeners from a wide range of formats, taking slightly more from CHR and Classic Rock/AOR than other formats.

Country's ascent can be attributed to many factors. For many listeners, country music has always been an integral part of their lives. Others, including many recent converts, may be attracted by the more traditional values reflected in today's country lyrics. In their own words, country listeners explain their reasons:

I've always listened to it ... that's what I grew up on.

It's better music ... the lyrics have some meaning.

I can relate more to the stories. I got tired of hearing only rock music ... I wanted some variety.

I hate rap, so I started listening to country.

And as the Country bandwagon kept growing, peer pressure drew additional fans to the format:

I started dating a cowboy and got into country music.

Country is what my friends are listening to.

With those powerful forces behind it — peer pressure, publicity, rock and rap burnout, and Ameri-



With peer pressure, publicity, rock and rap burnout, and America's shifting values behind it, it's no wonder country's doing so well.



ca's shifting values — it's no wonder country's doing so well.

AC Positions

Our study found three basic musical arrays based on the compatibility of musical styles with listeners: Those arrays or segments are rhythm, younger pop, and older pop. CHR serves the rhythm segment; pop-oriented listeners are served by these versions of AC:

• **Adult Hit Radio** — The "younger" pop array is defined by three fairly compatible styles: Current/recent pop (Michael Bolton, Amy Grant, Rod Stewart), '80s pop (Steve Winwood, Medley-Warnes, etc.), and current/recent dance-pop (Madonna, Color Me Badd's "All For Love," etc.). Secondary styles include pop/rock, soft pop, and '80s rock.



AHR was one of the two fastest-growing formats during the year covered by our study, increasing partisanship by 47%.

People who like this array don't care for extremes — old or new, soft or hard — or rap. These people are generally 21-41-year-olds, subdivided fairly equally between the 25-34 and 35-44 demos.

We've dubbed stations catering primarily to this array (including WPLJ/New York and WQAL/Cleveland) Adult Hit Radio for obvious reasons: Their audiences are adults who like a mix of current and some older hits. AHR was one of the two fastest-growing formats during the year covered by our study, increasing partisanship by 47%. AHR is drawing listeners primarily from CHR and AOR stations, but losing some audience to Country stations.

People drawn to AHR say, "It's the variety of music — contemporary, but they play oldies too" (30-year-old male) or, "I like the variety — easy rock, dance, and Top 40" (25-year-old female). These are usually the same people who complain about rap on CHR stations.

As I mentioned in the last article, mainstream CHRs in fragmented markets need to commit themselves to being either rhythmic- or pop-based; AHR's essentially the pop, grown-up side of CHR. AHR represents a strong opportunity in many markets for a format flip or CHR evolution.

• **Softer, Older AC** — Another emerging array combines a softer group of compatible styles: pop ballads (Bette Midler, Gloria Estefan, etc.), '80s pop oldies, and '70s oldies (Fleetwood Mac, Elton John, Eagles).

This array's listeners flee at the sound of dance music — even pop-dance — with the exception of selected rhythmic ballads. They don't even care much for current or recurrent pop songs like "Love Is A Wonderful Thing" or "Rhythm Of My Heart." Soft AC stations come closest to directly targeting these listeners. With 26% partisan growth in our study, Soft AC looks like a good place to be — especially considering the 35-44 demo's continued growth throughout this decade.

Soft AC partisans have clear images of themselves and their format usage. When asked why their market's Soft AC was their favorite station, they said things like, "I've started to get mellow. I'm getting away from harder music and listening to softer stuff" or, "It's not harried or frantic, it's calm and relaxing." Or consider the lament of one 31-year-old man who abandoned CHR for Soft AC: "They got away from the Top 40 and into more rap, and it's not appealing to me. My wife says I'm getting old ... I guess she's right."

• **"Mainstream AC"** — If AHR targets the younger pop array and Soft AC the older pop array, the natural middle ground would be mainstream AC. That's fine in markets that will let you get away with a hybrid position, but just as mainstream CHRs are losing ground to dance CHRs and AHRs in fragmented markets, mainstream AC may soon find itself splintered by AHRs and Soft ACs. Perhaps this hybrid positioning is the reason behind mainstream



Soft AC looks like a good place to be — especially considering the 35-44 demo's continued growth throughout this decade.

AC's relatively small 6% growth rate, especially compared to AHR and Soft AC. But mainstream AC isn't dead or even weak — it's a very healthy format in many markets. Just keep an eye on your market and be prepared to commit to "younger" or "softer" AC before you get trapped between two niche players.

Comparing the music preferences of people who say they've been listening to mainstream AC "more lately" to those of people who've been listening "less lately," a clear difference in tastes emerges. For example, people entering the format are more likely to enjoy — while those abandoning the format are less likely to enjoy — these styles of music:

- Current/recent pop
- Pop-rock (Firehouse, Heart, etc.)
- Dance-pop
- Alternative pop (R.E.M., Jesus Jones, Cure)

Mainstream AC's increasingly contemporary attitude is producing some growth — the number of

More Rock Hybrids

There is a group of listeners out there that likes hard rock, alternative pop, and rhythmic music (rap, house, and dance-pop) — basically the combination you could find on MTV.

This eclectic segment is fairly small and young, but it's the segment that helped **Pirate Radio's** first incarnation briefly soar in the Los Angeles ratings three years ago. Remember that when it was first launched, Pirate played some rhythmic hits by **Madonna** and **Milli Vanilli**, among others.

Aside from Classic Rock, here are some available rock hybrid combinations I believe are likely to succeed under the right circumstances:

- **Hard rock + '80s rock + pop-rock**
(Guns 'N' Roses, Bryan Adams, Firehouse)
- **Hard rock + alternative pop**
(Nirvana, Cure)
- **Alternative rock + '80s rock**
(Jesus Jones, John Mellencamp)

new partisans slightly outweighs the number of those who've left. But be aware that the music preference profile of mainstream AC's existing core users is somewhat more like the older/softer pop array than the younger pop grouping.

Hard Rock Rollin'

Hard Rock stations (such as WWBZ [The Blaze]/Chicago) grew an amazing 63%. In fairness, part of the reason would be the small number of existing Hard Rock stations: New stations entering the format increase the total pool by a substantial percentage. Nonetheless, hard rockers are stealing CHR and AOR listeners in impressive numbers.

When we tested the music preferences of Hard Rock listeners, their favorite type was (surprise!) hard rock (Guns 'N' Roses, Nirvana, Def Leppard). They also like recent pop-rock (Firehouse, Extreme, Heart), '80s rock (John Mellencamp, Bryan Adams, Eddie Money), and alternative pop. Perhaps this is what AOR should be like in 1993 — especially in markets with a Classic Rock or classic-heavy rock station.

How did Hard Rock stations win partisanship? Here are some listeners' comments:

They play more up-to-date stuff ... more modern rock from the '90s.

It's the best music: Guns 'N' Roses, Metallica, Nirvana.

I got tired of rap, so I switched to rock.

New Rock Solid

The largest group of people who switch to New Rock are disenfranchised radio users who previously had no favorite station. On a secondary level, New Rock draws partisans from CHR and Dance. New Rock listeners' tastes are similar to those of Hard Rock core listeners, but they enjoy alternative-inflected rock.

The format grew at an 18% rate during this study, primarily because of the music's growing popularity, lack of availability on other stations, and function as a relief from the rap and monotony on dance and CHR stations. New Rock converts say things like:

They started playing more progressive music: Jane's Addiction, the Cure, Cause and Effect.

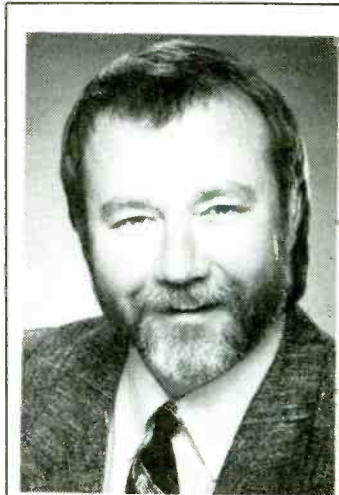


The largest group of people who switch to New Rock are disenfranchised radio users who previously had no favorite station.

A lot of variety ... not just the Top 40 pop over and over.

While New Rock presently skews young and male, there's potential for an alternative-based format to attract substantial numbers of 25-34s if executed properly. After all, the top two music styles among 25-34s in this study were '80s oldies and alternative pop.

In the final installment of this series, we'll take a look at active listeners: who they are and what they buy, request, and listen to, along with an overview of America's attitudes toward various types of music.



Alan Burns is President of Alan Burns & Associates, which provides programming, marketing, and management advice to AC, CHR, Gold, and Adult Hit radio stations. He can be reached at (703) 648-0000.

NEWS

Berman's Honor Role



RIAA President Jason Berman was honored at a Los Angeles luncheon kicking off this year's T.J. Martell Foundation fundraising campaign, "The Heart Of Music." He'll receive the Foundation's 1993 Humanitarian Award at a New York banquet on April 17. Gathering post-luncheon were (l-r) Foundation Board of Directors President Tony Martell, BMI President (and last year's honoree) Frances Preston, Berman, Foundation Board Chairman Floyd Glinert, and Motown Records President/CEO Jheryl Busby.

Unistar

Continued from Page 1

at the helm. "Cap Cities/ABC still rules the roost, but Unistar could be a contender with Infinity behind it."

Karmazin told R&R he hopes to take WFAN/New York morning driver Don Imus's show national, probably WJFK/Washington midday talker/Watergate ex-con G. Gordon Liddy as well, and is considering other network options. "The network radio programming arena is a very desirable business; it would be a natural adjunct for us and a good opportunity for our shareholders."

Verbitsky called the Infinity deal "a real shot in the arm for Unistar" because of likely program clearances on Infinity's Top 10 market stations. "You can't be a major radio network — the way the business is structured now — without a major station group. While the network radio industry has looked on,

Mel has opened all the doors that were bolted on us."

Infinity reportedly has an option to acquire 40% of Unistar and become its largest shareholder, with a put-and-call option down the road for 100% ownership. But don't look for Karmazin to rush into exercising those options. Unistar is believed to be carrying about \$80 to \$90 million in debt owed to Chase and NatWest Bank and has seen its cash flow fall from over \$15 million three years ago to single-digit millions.

The remaining question is what will happen to the Research Group, Unistar's only non-network business. Karmazin said the research division, run by Bill Moyes, will continue to operate independently. "We will certainly talk to the people involved and see what makes sense for the future," the new Unistar CEO said.

Karmazin said he was initially approached about the Unistar deal last April, but chose not to pursue a deal. He said negotiations resumed about three months ago.

He also said the future of Infinity's affiliation deals with the CBS, Westwood One, and ABC networks will be decided by the management at each of his stations.

Supermodels



Tommy Boy artist RuPaul (l) recently appeared on syndicated TV's "The Joan Rivers Show" and performed his/her debut single, "Supermodel."

Shulman

Continued from Page 3

top-flight talent that will establish an identity both with consumers and the industry."

WB Chairman Mo Ostin added, "Derek is firmly in the Warner Bros. tradition of artist-executives, a creative connection of which we're very proud."

Shulman, who will be based in New York, began his music career as a member of Simon Dupree & The Big Sound, then became lead singer/manager of Gentle Giant. He joined PolyGram in 1982, eventually rising to Sr. VP/A&R. Six years later, he was named President of Atco and eventually became its Chairman.

MCA/GRP

Continued from Page 13

ily. [The new label] opens up some exciting new possibilities for us in the pop music field."

The first signing is Russian star Laima, whose U.S. debut is due next month. GRP acts Patti Austin and Rob Wasserman have also moved over to the new roster.

Elektra

Continued from Page 10

Sr. VP/Promotion Rick Alden noted, "This unique arrangement will allow us to better promote our artists to the stations that will help build their careers. Jessica, Andy, and Brian are specialists in their respective areas, and their expertise will help us go beyond the normal limitations of Album radio promotion."

Landau was previously an Elektra Regional Director, based in San Francisco. Dean leaves his post as National Director/Rock Promotion for Imago, and was previously PD at WDHA/Dover, N.J. Harley was VP/Rock Promotion at AIM Marketing.

Clinton Plan

Continued from Page 1

we deal with some of the structural problems, business will do well."

Evergreen Media President/CEO Scott Ginsburg said he hopes the Clinton plan "assures the bond markets and maintains low interest rates," making it possible for broadcasters to acquire and finance stations.

Paul Kagan Associates analyst Bishop Cheen said broadcasters should like Clinton's investment tax credits, since radio stations are "perpetually looking to upgrade plant." But he said duopoly and general restructuring taking place in the industry will have a much greater impact than anything in the president's plan. "The radio industry will be neither significantly hurt nor helped if the Clinton plan goes through or does not go through."

According to Cheen, the economy appears to be going into a cyclical recovery, and the real question is whether Clinton's plan can stimulate sustained growth. Cheen said radio broadcasters should be willing to pay higher taxes "if they feel the benefits of smoother, more sustainable economic growth will result from it."

... And Critics

Clear Channel Communications President/CEO Lowry Mays, who was crunching numbers before he became a broadcaster, isn't buying Clinton's plan. "It's a big risk," Mays said, noting that much of the stimulus package is delayed while the tax hikes take effect right away. "I'm concerned that the higher taxes are going to dull the economy's growth."

Paxson Broadcasting President Bud Paxson was also critical of the president's plan, particularly the lack of specific detail about many of the cost-cutting and economic stimulus proposals. Paxson called Clinton's plan "a flexible platform that can move as the winds change."

Shamrock Broadcasting Chairman Bill Clark said it was too soon to determine what would happen under the Clinton plan, but he applauded the president for taking his proposals directly to the people. "That could be positive for consumer confidence," he noted. But Clark warned that consumer confidence (and advertiser confidence) could fluctuate as specific portions of the Clinton economic plan are debated in Congress.

Cautious Optimism

NAB President Eddie Fritts took a cautious approach to the Clinton plan, saying the association would monitor the budget initiatives as they unfold to "ensure that broadcasters are not singled out to pay more than their fair share." In particular, he warned against possible proposals for additional FCC user fees or limits on business deductions for advertising.

Although Clinton backs spectrum auctions to raise money for the treasury, the NAB is optimistic that broadcasters won't be affected. Fritts said "we have no problem with the proposal," so long as it mirrors last year's Inouye-Stevens spectrum auction

bill that exempted terrestrial broadcasters.

The heads of radio's largest rep firms were upbeat because of the rise in consumer confidence since November's election. "Generally speaking, an optimistic feeling among consumers encourages advertising," noted Interep Chairman Ralph Guild.

Katz Radio Group President Gordon Hastings took much the same view, but worried that Clinton's backtracking on his campaign pledge not to raise taxes on the middle class "could put a damper on the rebound in consumer confidence."

Tax Loopholes

Station broker Gary Stevens figures higher corporate income taxes and higher income taxes for people with the highest incomes could be a double whammy for anyone thinking of selling his radio stations — at least for anyone selling at a profit. "Anybody with a substantial gain is going to have to revisit whether the after-tax proceeds [from a sale] will be sufficient," Stevens said.

Star Media Group CEO Bill Steding, a critic of the President's economic plan, predicted that "there's no way this will be passed without creating a rebirth of special tax loopholes." In order to take advantage of Clinton's proposed tax breaks for small businesses, Steding is advising clients to consider breaking up large chains into a series of smaller, separately held corporations. "Instead of having one \$25 million company, you could have five \$5 million companies."

BTM President Paul Robinson said Clinton's focus on small business could open some new opportunities for financing radio deals in the under-\$5 million range, but the financial asset management consultant also worried that the overall impact of Clinton's plan could hurt radio. "The limited deductions for business and increased corporate taxes may ultimately have a negative impact on the radio business, and therefore on financing."

Curtis

Continued from Page 3

this as an opportunity to make KZLA the source for Country in the greater L.A. area. I want to make this a station Country listeners and the industry can be proud of."

Curtis spent two years programming KDUO/Riverside-San Bernardino before joining KZLA in 1980; he was named its Asst. PD in 1984. Ironically, KDUO is now KHTX, which switched from Gold to Country last month.

Jacksonville

Continued from Page 13

whip the boots off of them." Former WHJX MD Nate Bell has also joined JBT.

Demps was with WHJX for three years, first as GSM before becoming VP/GM two years ago. Young previously programmed WCDX/Richmond and was APD at WLUM/Milwaukee.

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Nelson's 'Across The Borderline' All-Stars

Willie Nelson's "Across The Borderline" LP, produced primarily by Don Was, features a stellar cast and songlist. Bob Dylan sings on "Heartland," which he and Nelson co-wrote (via fax!), while Paul Simon produced a remake of "Graceland" and sings on a version of his own "American Tune." Bonnie Raitt sings and plays slide guitar on "Getting Over You," Sinead O'Connor chimes in on Peter Gabriel's "Don't Give Up," and Kris Kristofferson harmonizes on the oft-recorded title track.

David Crosby, Heartbreakers keyboardist Benmont Tench, Little Feat axeman Fred Tackett, drummer Jim Keltner, and jazzmen Mose Allison, Milt Hinton, and Mark Isham are among those joining Nelson's band on a variety of covers (by Willie Dixon, John Hiatt, Lyle Lovett, et al.) and three new original tunes. Columbia/Nashville will have the set in stores March 23.

Rodgers, Riffslingers Honor Muddy Waters

As previously noted (R&R 8/21/92), vocalist Paul Rodgers (Free, Bad Company, the Firm, the Law) has assembled a galaxy



of guitar stars for "Muddy Water Blues: A Tribute To Muddy Waters." Jeff Beck, David Gilmour, Buddy Guy, Brian May, Steve Miller, Gary Moore, Trevor

Rabin, Richie Sambora, Neal Schon, and Brian Setzer play on an album's worth of songs written by or associated with the late blues legend.

Drummer Jason Bonham, bassist Pino Palladino, and guitarist Ian Hatton made up the rest of the band. Slash plays on "The Hunter," which goes to radio the first week in April. The Victory/PLG set arrives April 20.

'My World' (Uh-Huh!)

Ray Charles also enlisted numerous guests for his newest collection, "My World." Eric Clapton, Billy Preston, singers Mavis Staples and June Pointer, bassist Lee Sklar, pianist Greg Phillinganes, and drummers Steve Gadd and the late Jeff Porcaro contributed to the 10-song set, which Richard Perry produced. Charles covers Paul Simon's "Still Crazy After All These Years" and Leon Russell's "A Song For You." The latter tune goes to radio the first week of March. Warner Bros. will have the disc in stores March 9.

Flowers In The Rain

The Hothouse Flowers' third LP, "Songs From The Rain," was produced by Stewart Levine (Simply Red, B.B. King). Dave Stewart co-wrote "Emotional Time" with the band and plays guitar on that song and "Your Soul." Hugh Masekela plays flugelhorn on "One Tongue," and the London Chamber Orchestra appear on "Stand By Me." Noted songwriter Will Jennings penned "Gypsy Fair" with the band as well. "Thing Of Beauty" arrives this week. The London/PLG set follows on March 23.

Live ELP Radiocast

A live radiocast entitled "Emerson, Lake & Palmer Live From The Wiltern Theatre" will end the band's world tour March 17 in L.A. Entertainment Radio Networks will feed the program — the first rock radio show ever broadcast in Dolby Surround Sound — to more than 150 U.S. Classic Rock stations.

POLLSTAR CONCERT PULSE

Pos. Artist	Avg. Gross (in 000s)
1 U2	\$1843.0
2 BRUCE SPRINGSTEEN	\$553.7
3 GARTH BROOKS	\$259.5
4 OZZY OSBOURNE	\$245.5
5 REBA McENTIRE	\$230.5
6 DEF LEPPARD	\$219.5
7 "YOUNG MESSIAH TOUR"	\$187.8
8 BRYAN ADAMS	\$160.6
9 BILLY RAY CYRUS	\$148.2
10 B-52'S	\$115.9
11 CLINT BLACK	\$112.5
12 WYNNONNA	\$112.2
13 T. TRITT/M. STUART	\$111.6
14 ALAN JACKSON	\$111.4
15 JETHRO TULL	\$110.9

New Tours

Among this week's new tours:

DREAM THEATER	KATHY MATTEA
RADNEY FOSTER	PRINCE & N.P.G.
KENNY G	STEVE WARINER
VINCE GILL	HANK WILLIAMS JR.

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.

COLLECTORS' CORNER

Two Jethro Tull Sets Coming

On April 20, Chrysalis/ERG will release Jethro Tull's "25th Anniversary Box Set," an unusual collection of remixed, live, rerecorded, and previously unreleased music. Owing to the esoteric nature and scarcity of the box (only 40,000 numbered copies of the UK-made set will be available in the U.S.), the label will issue a more conventional double-CD of newly remastered Tull hits, entitled "Highlights," in June.

According to the Santa Monica, CA-based ICE newsletter, the four-CD set and its 48-page color booklet will be housed in a cigar box-style package. Three different versions of "Living In The Past" appear on the set, and one of them will be a radio emphasis track.

The first disc, "Remixed Classic Songs," features 16 tunes which producers Ian Taylor (Gary Moore's producer) and original Tull engineer Robin Black retooled from original master tapes.

The second CD, "Live At Carnegie Hall, N.Y. 1970," is self-explanatory, while the third CD, "The Beacons Bottoms Tapes," contains newly rerecorded versions of several of the band's classic cuts. Fif-

teen live performances spanning 1969-92 comprise the last disc, "Pot Pourri Live Across the World & Through The Years."

This Mortal Coil Boxed

Since 1984, UK faves This Mortal Coil have issued three LPs under the guidance of Ivo Watts-Russell and co-producer John Fryer. Watts-Russell founded both the band and their label, 4AD. The LPs ("It'll End In Tears," "Filigree And Shadow," and "Blood") will make their proper U.S. debuts March 23 as part of a four-CD box set. (Atco put "Tears" out in the mid-'80s, but soon deleted it.)

Since TMC are known for their distinctive remakes, the fourth CD contains 21 original versions of tunes that TMC have covered by such artists as Tim Buckley, Big Star, the Byrds, Gene Clark, Emmylou Harris, and the Talking Heads. "Song To The Siren" — which is prominently sampled on Messiah's "Temple Of Dreams" single — goes to radio the first week of March as part of a 12-cut sampler. Only 12,000 copies of the 4AD/Warner Bros. collection will be printed.

SCREEN TEST

Presenting The 4th Annual Music & Movies Challenge

The music and film industries have a long history of creative overlap. Actors turn singers, singers turn actors, rock bands take their names from movies, and — more recently — movies are taking their titles from popular songs.

Last year, we found 14 films in the works that took their titular inspiration from the hits (R&R 6/12/92). Some of them ("Leap Of Faith," "Universal Soldier") made it to your local mini-plex. Some of them are still in limbo... er, development. And at least two others — "Nowhere To Run" (Martha & The Vandellas) and "Forever Young" (Bob Dylan/Rod Stewart) — made it to the silver screen in the interim.

So without further ado, we proudly present R&R's Fourth Annual Screen Test. See if you can match these 26 other forthcoming films with the artists who recorded the similarly titled songs.

Use the following scale to grade yourself: Get all 26 correct and you're a multimedia genius; get 21-25 right and you're a potential hyphenate; 16-20 and you've lived a sheltered life; 11-15 and you were born yesterday; below 11... well, you may have a promising career as an A&R rep.

Title	Artist
1) "Bad Boys"	a) Kinks
2) "Bad Medicine"	b) Cure
3) "Corinna Corinna"	c) Led Zeppelin
4) "Dazed & Confused"	d) Gloria Estefan
5) "The Deadbeat Club"	e) Bonnie Raitt
6) "Demolition Man"	f) Prince
7) "Desperado"	g) Nat "King" Cole
8) "The Good Son"	h) Sting
9) "In Between Days"	i) De La Soul
10) "Jersey Girl"	j) Tina Turner
11) "Little Red Corvette"	k) Gene McDaniels
12) "Mama Said"	l) David Bowie
13) "Me, Myself & I"	m) Eagles
14) "Original Sin"	n) Led Zeppelin
15) "Plastic Man"	o) INXS
16) "Point Of No Return"	p) Bon Jovi
17) "Prince Charming"	q) P. Collins & M. Martin
18) "Ramble On"	r) Adam & The Ants
19) "Separate Lives"	s) Shirelles
20) "The Thing Called Love"	t) Olivia Newton-John
21) "Twist Of Fate"	u) Allman Brothers
22) "Unforgettable"	v) Bo Diddley
23) "What's Love Got To Do With It"	w) Tom Waits
24) "Whipping Post"	x) Nick Cave
25) "Who Do You Love?"	y) B-52's
26) "Young Americans"	z) Big Joe Turner

Answers: 1-d, 2-d, 3-z, 4-c (or n), 5-y, 6-h, 7-m, 8-x, 9-b, 10-w, 11-f, 12-s, 13-f, 14-o, 15-a, 16-k, 17-f, 18-n (or c), 19-q, 20-e, 21-f, 22-g, 23-f, 24-u, 25-v, 26-l.

MUSIC DATEBOOK

MONDAY, MARCH 8

1973/The Grateful Dead's original keyboardist/vocalist, Ron "Pippen" McKernan, dies.

1991/L.L. Cool J makes his acting debut, playing an undercover New York cop, in "The Hard Way."

Born: Mickey Dolenz (Monkees) 1945, Randy Meisner (ex-Eagles) 1946

TUESDAY, MARCH 9

1990/Kid N' Play and Full Force make their acting debuts in "House Party."

Born: Mark Lindsay (ex-Paul Revere & The Raiders) 1942, Robin Trower 1945, Jeffrey Osborne 1948

WEDNESDAY, MARCH 10

1973/The Edgar Winter Group release "Frankenstein."

1988/Andy Gibb, 30, dies of a heart/stomach virus.

Born: Tom Scholz (Boston) 1947, Jasmine Guy 1964, Edie Brickell 1966

THURSDAY, MARCH 11

1970/The Fifth Dimension's "Aquarius/Let The Sun Shine" wins a Best Record Grammy. Blood, Sweat & Tears' self-titled disc takes Best Album. Crosby, Stills & Nash win Best New Artist.

1991/Janet Jackson inks a record-setting \$30 million deal with Virgin.

Born: Bobby McFerrin 1940

FRIDAY, MARCH 12

1955/Jazz giant Charlie "Bird" Parker, 34, dies of heart failure.

1969/Simon & Garfunkel's "Mrs. Robinson" wins a Best Record Grammy.

Glen Campbell's "By The Time I Get To Phoenix" takes Best Album.

Jose Feliciano wins Best New Artist. ALSO... Paul McCartney marries Linda Eastman

Born: the late Jack Kerouac 1922, Al Jarreau, 1940, James Taylor 1948, Marlon Jackson 1957

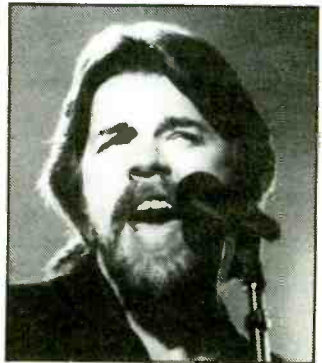
SATURDAY, MARCH 13

1971/The Allman Brothers record "Live At The Fillmore East."

1987/Bryan Adams's "Heat Of The Night" becomes the first commercially released cassette single.

1988/Bob Seger is awarded a star on the Hollywood Walk Of Fame.

Born: Adam Clayton (U2) 1960



Bob Seger — Hollywood nights, Hollywood star.

SUNDAY, MARCH 14

1972/Carole King wins Grammys for Best Album ("Tapestry") and Best Record ("It's Too Late"). Carly Simon wins Best New Artist.

1980/Quincy Jones is awarded a star on the Hollywood Walk Of Fame.

1992/Willie Nelson hosts Farm Aid V in Irving, TX. Performers include John Mellencamp, Paul Simon, and Neil Young.

Born: Quincy Jones 1933, Walt Parazider (Chicago) 1945

— Paul Colbert



JOEL DENVER

A GOOD CASE FOR MARKETING

Investing In Your Own Station

Every day, stations make their money by convincing clients to market themselves on the radio. But radio has a reputation for being notoriously cheap when it comes to marketing and investing in its own product.

Marketing = Ratings

EZ Communications Regional VP/Programming Doug McGuire believes stations that don't market themselves make less money in the long run. "Quite often, the first thing stations cut when money's tight is their own marketing budget. It's the most painless short-term cut because it doesn't affect personnel, but it can lead to long-term problems. I've talked to clients who notice when stations don't support themselves. Listeners in focus groups recognize when a station is marketing itself. In our research, visibility equals success in listeners' and clients' minds.

"Proper marketing — spending money in the right places — brings bigger ratings. Everyone knows that great ratings cure all problems, affording stations the opportunity to make more money. However, many broadcasters fail to realize that marketing on-air product and image is the same investment process we're trying to sell to our clients."

What constitutes proper marketing in 1993? McGuire believes that if you're going to make the investment, "it means spending money more wisely, efficiently, and effectively. It means more than just sticking your calls on a direct mail piece or slapping your logo on a readymade TV spot. There's a process involved in doing it correctly.



Doug McGuire

"We take an entire day to sit with the GM, GSM, and PD to discuss the station's specific goals and set new ones if necessary. We then work on marketing these goals and figuring out how much it will cost to achieve them. We'll often bring marketing experts to the meeting and review the available methods. But the most important point is getting the creative process right.

"In real estate, it's location, location, location — in marketing, it's message, message, message. One of the interesting things about my job is that I get to travel to different markets and observe the different mix/variety/no rap slogans ... and watch most of that marketing fail. We're too caught up in telling the audience about our ingredients.

"Budweiser doesn't advertise its product as 'the best mix of hops and barley.' Bud commercials create an image of fun and refreshment. I'd rather my station's creative message be like Pepsi's 'You've got the right one baby, uh-huh!' than some of the standard slogans that offer no emotional, fun, or lifestyle benefits. Give strong consideration to marketing some community service aspect of your station to create goodwill instead of talking about how many songs in a row you play each hour."

Get Close And Personal

As society becomes more technology-oriented, the need for human interaction increases. McGuire suggests, "If you're not getting close and personal with listeners, your marketing is out of date. Databases are the buzz, but few are doing it correctly. A killer database marketing program

"In our research, visibility equals success in listeners' and clients' minds."

would include finding out the name and address of every listener the station comes in contact with to get their opinions and ideas about what's going on in the world and their community — and, of course, to send direct mail marketing. If you're not equipped to do this yourself, find someone who can assist you in putting a marketing plan together.

"In radio, you have a heritage you can live on without any marketing, and that varies by format. In CHR, it can be a very short span of time. My research shows that visibility is equated with success. But without the proper message, your marketing won't get noticed. We track station marketing in our callouts, and within one week of initiating a new KYKY/St. Louis TV campaign, we were No. 1 in recognition and recall vs. other stations that had been on TV for weeks. Why? Because their message wasn't compelling enough, whereas ours hit the mark.

"While doing no marketing will surely generate nothing, there are no guarantees that spending money will generate something. I've seen stations spend \$400,000 or more on a spot and a solid TV schedule, yet fail to spend a few grand more to test the message. The other problem is that stations

Golden Rules

Doug McGuire offers the following marketing rules for success in the '90s and beyond:

- Your marketing should be efficient and effective with lasting power. Spend only smart money; avoid quick fixes. Make sure it helps develop a relationship with listeners.
- Keep the message consistent for strategic marketing plans. If possible, make it a win-win situation for sales and programming.
- Get close to listeners. Communicate with them regularly and solicit their opinions. Be visible and do something with the radio station that matters to them.

are always changing their message. A strategic message for imaging purposes doesn't have to — and shouldn't — change very often, unless it's the wrong message. CHR is frequently guilty of this. But if you're supporting your strategic marketing with additional special event marketing, that's where you make adjustments."

Elaborating further, McGuire advises that once goals have been defined "you must decide if you need a long-term message to address station attributes or if you're going to promote a contest or other event to create a sudden burst of hype. Then find the creative person to make it entertaining. Don't skimp here ... or don't do the campaign."

In addition to spending big bucks to present the wrong message, McGuire often sees stations with a marketing campaign that conflicts with the on-air product. "That's just wasted money."

And if frequent TV advertising is too cost-prohibitive, McGuire suggests alternatives. "In some markets, we have the luxury of doing TV twice a year, with outdoor and direct mail support between the TV schedules. I also suggest you look into interactive phone systems that give you another way to communi-

cate with your listeners. Plus it's a revenue source that helps keep a lot of sales liners and clutter off the air."

Create A Buzz

One of radio's great mysteries is why some GMs and PDs always seem to have the marketing tools they need, while others — often in the same company — don't. Mc-

"Proper marketing — spending money in the right places — brings bigger ratings."

Guire says, "From a corporate perspective, if the PD and GM don't have a certain level of confidence, why should the company spend the money? Management teams lacking a solid plan make it difficult for the corporate office to hand over the money. Make sure you're confident about the product and present a well-thought out plan. Commit to the results, and



MY CHILLY VALENTINE — The gang at KAYI (K107)/Tulsa came up with a fun promotion for Valentine's Day. Morning crazies Kevin Karlson and Pete McKenzie treated one lucky couple to a romantic walk down the aisle — the frozen food aisle of a local market. Enjoying the chilly nuptials are (l-r) KAYI Promotions Director Mark Clark and winners Brian Huber and Carrie Carter.



EXTREMELY FUN VISIT — Extreme stopped their world long enough to share a few laughs with the folks at WKSE/Buffalo. Hanging out in the studio are (back row, l-r) Extreme's Gary Cherone and WKSE PD Mike Edwards; (front, l-r) A&M's Charlie Londono, WKSE middayer Janet Dean, Extreme's Nuno Bettencourt, and WKSE's Ed Haskell and (kneeling) Dave Universal.

CHR

demonstrate that you're using your own on-air time to promote the station effectively. The best way is to sit with your sales manager and design your on-air promo schedule using Strata or Tapscan."

While McGuire is a strong advocate of stations marketing themselves, he also notes, "Saying you didn't have advertising is a copout for lack of ratings success, but it's an integral part of the problem. When I first joined EZ, [consultant] Dan Vallie told me something I live by: 'You don't need marketing dollars to buy the book, just enough [money] — along with

are a lot of avenues with clients, stunts, or community service events that can generate free publicity. The worst thing you can do is to sit in your station, play records,

and make that your only source of marketing and positioning.

"If you're in a situation without marketing funds, find creative ways to be visible — otherwise you'll fall by the wayside. Stations that don't market themselves over a period of time generally have down books. The ability to take an idea and make it bigger than life without a lot of money is what separates great PDs from good PDs."

Correction

In last week's CHR Scoreboard, **WVKS/Toledo's** 12+ ratings should have reflected an 8.4-9.4 increase, and **WTWR/Toledo's** score should have been 2.3-2.6.

In radio, you have a heritage you can live on without any marketing, and that varies by format. In CHR, it can be a very short span of time.

great programming — to win the war.' Radio doesn't always need to spend money to market itself. At [WIOQ] Q102/Philadelphia, we hardly spend a dime in many of the traditional marketing arenas. But with a street campaign like 'Peace On The Streets,' the emphasis is on the air and in the community.

"Stations without marketing dollars often fail to explore alternative means of creating a buzz. There

COMING NEXT WEEK

Programming, Promotion Reps & Talk

MOTION

Changes at WLUM (Hot 102)/Milwaukee: MD **Chris Kerr** has exited; **Ron Bunce** (from WJZQ/Kenosha, WI) becomes Promotions & Marketing Director; and staffer **Ron Schulz** is named Promotions Assistant. At WXKB/Ft. Myers, FL afternoon **Chris Kerr** joins **Randy Sherwyn** on mornings, middayer **Jim Sharp** moves to afternoons, and parttimer **Jeff Hickcox** fills middays.

Michael O'Brian jumps from part-time to middays at WKHI (99.9KHI)/Ocean City, MD, replacing **C.C. McCartney**. WKZL/Greensboro, NC appoints **J.T. Austin** as Creative Services Director. Austin hails from cross-town WMAG. KBOZ/Bozeman, MT taps **Vicki Mann** as Station Manager following **JohnBrandt's** exit. **Shaun Valentine**, from KHTX/San Bernardino, hooks up with KMGX/Lancaster, CA for mornings.



A POSITIVE VIBE — Positive K (center) recently visited the gang at WHYT/Detroit. Flanking the artist are (l-r) 'HYT' middayer Michael J. Foxx and Research Director Mark Wuggazer, PLG's Kelly Christie, and station APD/MD Mark Jackson.



HUNK O' BURNIN' NUPTIALS — 'Twas a real viva Las Vegas wedding for WKSJ/Greensboro PD Rich Bailey and his bride Carol a couple of weeks back when Elvis and his helpers appeared bearing gifts. Shown (l-r) are the King hisownbadself, Carol, Rich, A&M Sr. Dir./Nat'l Promo Steve Bartels, ERG VP/Promo Greg Thompson, and Columbia VP/Promo Jerry "like my hair" Blair.

WPST 97.5 FM



A REAL LAUGHING MATTER — WPST/Trenton, NJ morning men Eddie Davis (r) and Gameshow Willie (l) offered Super Bowl tickets — along with roundtrip airfare and hotel accommodations in Pasadena, CA — to the one listener who could "out-laugh" all others. Over 23 hours later, a slightly winded Tom Maganzin grabbed the tickets to what turned out to be a "laugher" of a game.

R&R FAX

**More news...
More quickly!**

ADVANCE

Packed with early insights into the week's top news, business and financial stories...Hot Arbitrends, Street Talk and more. Faxed to you early Wednesday mornings.

COUNTRY UPDATE

Hottest Country radio and music news, Street Talk, Ratings...plus advance Country charts, video playlists and weekly music calendar. Faxed to you Monday evenings.

MTV/R&R MUSIC FAX

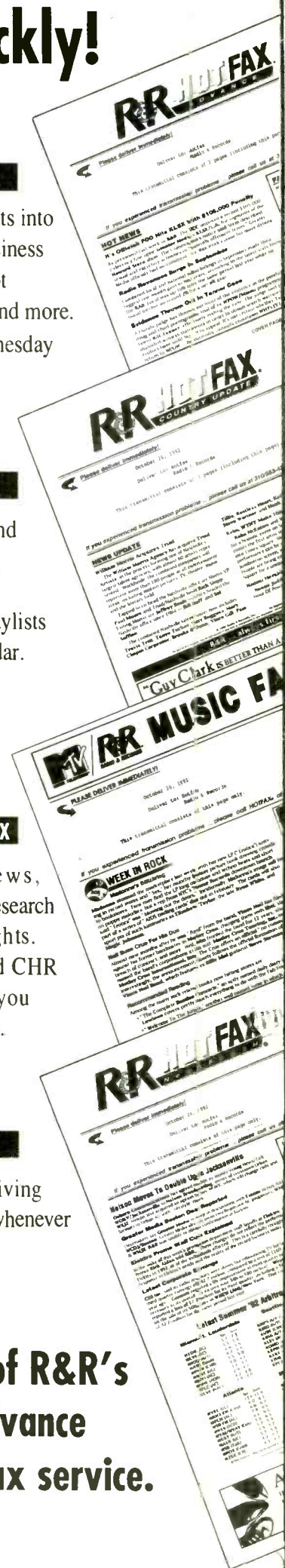
The hottest music news, exclusive MTV music research and programming insights. Customized in AOR and CHR versions and faxed to you early Monday mornings.

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WALT LOVE

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URBAN CONTEMPORARY

FAMILY AFFAIR

KPRS Hangs Tough In KC

When the FCC granted a license to KPRS/Kansas City in May 1950, Andrew "Skip" Carter and his wife, Mildred, became the second African-Americans in the history of this country to own a broadcast facility. Their business is still family-owned, but these days it's headed by President/GM Michael Carter — Skip's grandson.

Now the station's become a combo, with KPRT doing a Religious format on the AM band and KPRS ranked third in the market for its Urban approach. The Fall '92 Arbitron found the station's 12+ share basically flat on a 7.6-7.7 rise, trailing only two Country stations: KRKF (up 11.2-13.4) and WDAF (down 10.8-9.5).

KPRS By The Numbers

According to Carter, who calls this book "the best fall we've had in the history of the radio station," the outlet's demo rankings are as follows: No. 2 among 18-49s, 25-54s, and 25-49s; and No. 4 among persons 18-34 and 35-64s overall (though the station is No. 1 in the latter demo for overnights).

Acting PD Chris King, who's been with the Carters for more than 25 years, recently stepped down to make way for new PD Sam Weaver, who's just left his acting PD/MD post at WYLD-FM/New Orleans. Carter explains, "We're trying to move forward to the next level of radio to become an even better station with someone who's been in other markets and

According to Arbitron, 69% of our audience is black. That means 31% of nonblacks who use radio listen to our station — and they're consumers too.

had to program against other stations.

"Right now we're not being challenged directly by another Black radio station, but we do have a Churban in the market: KBEQ (Q104) has been a Churban, and Ragan Henry has just done a deal with CHR KXXR, but we don't know what they're going to do. We're not going to worry about what those stations are doing — we're just going to continue to improve our property and our product." [Editor's note: Since this interview took place, KBEQ has flip-

In the next few quarters or so we'll see people — and advertisers — come out of the woodwork a little more.

ped to Country, and KXXR has been renamed KISF, though it retains a CHR direction.]

Not Just A Black Thing

"Our billing has not been commensurate with our ratings and our ranking. I can't give you a ranking for our billing, because I'm not a subscriber to the Hungerford [financial analysis] report. But I will say this: Most UCs can't reap the dollars because folks don't understand we're capable of reaching out and touching people in specific demos and getting them out to buy products. There's still this stereotypical thinking that only black people listen to Black stations. We're reaching blacks, Hispanics, and Anglos — anyone who uses radio in those specific demos where we're winning.



CLOSE ENCOUNTERS — Reprise act Michael Cooper stopped by KPRS to get a grip on air talent Dyan Devereaux.

"According to Arbitron, 69% of our audience is black. That means 31% [of our audience is made up] of nonblacks — and they're consumers too. These people are listening to our station and buying the same products as the people who listen to any CHR. If advertisers are going to buy time on those stations, they really should reconsider and advertise on a station that's reaching more of the audience they're trying to reach."

Year Of The Woman

Carter turned next to the topic of target demos. "Like everybody else, we target the 25-54 demo, which we were able to get. Women 18-49 has always been a strong demo for Black stations, and we strive very hard to reach them. If we can get the women to listen, maybe the men will tune in too.

"Historically, Black stations have had trouble reaching men, in part because a lot of baby boomers listen to AOR stations. Men also tend to listen to tapes and CDs, and they're not as active in their radio listenership as women are. So we target women, hoping they'll like what we do and listen a little bit more."

KPRS convinced listeners to tune in a little more during the Summer and Fall '92 ratings sweeps by giving away some attractive trips. Some lucky listeners journeyed to a resort on exotic Kaimbu Island in the South Pacific, a locale featured on TV's "Lifestyles Of The Rich And Famous." Other listeners traveled to Athens, Greece courtesy of KPRS, while still others won trips to New York City.



GREECE 'EM UP — KPRT & KPRS President/GM Michael Carter (l) pauses to pose with Shelly and Archie Miller, who won the station's trip for two to Athens, Greece.

On Guard

While the station currently has no direct challenger, Carter notes, "We keep a close eye on our market, because we're aware that someone may want a share of our lucrative audience. We stay aware of different stations' formatics and

We have heritage, loyalty, and an excellent community reputation, and we're not going to let anyone come into our market and take anything from us.

what they're doing on the air. But we certainly don't go to war with or challenge other stations about what they're doing. Nor are we going to change our format or what we're doing, because people here know what we do, and we've been doing it a long time. We're just continuing to improve our product, and right now it seems to be working."

But what if a challenger arose? Carter explains, "It depends who. Most Black stations don't have the dollars to fight off a major player with billboards, television, and large promotional giveaways. The bottom line here is that we have heritage, loyalty, and an excellent community reputation, and we're not going to roll over and let anyone come into our market and take anything from us.

"What we've got to do is be ready for the fight, and that's what we're doing. And remember, the guy who is already at the battle is not as weary as the person who has to come to it. We're already in the battle, and it's our battlefield. We just have to put up our shields and be ready for any type of flanking."

Ratings Into Dollars

What does Carter hope to accomplish in this down economy and with a new administration in the White House? "What I plan to do is make money. We are going to try everything we can — new marketing plans and special packaging and the whole nine yards — to be able to offer our clients something that makes sense as far as their dollars are concerned. Everybody is happy and optimistic with the new administration in Washington, and I think that in the next few quarters or so we'll see people — and advertisers — come out of the woodwork a little more."

Historical Perspective

Carter paused to pay homage to the man who started the KC dynasty he currently heads. "We've changed our company's name from KPRS Broadcasting to the Carter Broadcast Group in honor of my grandfather. We're trying to set the future foundation of the KPRS family, which began with my grandfather, Skip Carter. In early spring we'll be having a formal ceremony to dedicate this building to him.

"We feel none of this would have been possible if my grandfather hadn't been a visionary and taken action like he did. We can never thank him enough, even after his death, because he looked further down the road than most people do. All we have to do now as a family is make sure this facility is here for the rest of our family and our employees as a way to make money and have a decent place to work for the rest of their lives."

Photo Finish

No issue of R&R is complete without pictures. So don't be left out. Send clearly labeled black & white or color pictures of special events, promotions, and celebrity visits to **Walt Love**, 1930 Century Park West, Los Angeles, CA 90067.

here we go again.

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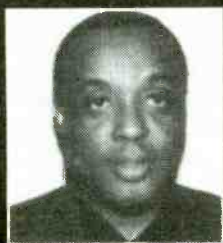
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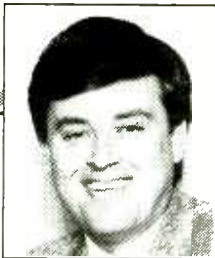
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FIELDER'S choice

"Excellent song! Great track! Great singing! A great record!"

Melvin Jones
Local Promotion—Memphis



LON HELTON

THE NATURE OF THE BEASTS

San Antonio's Armadillo Crawls To Hot Country

Last week, the Bear (WDSY/Pittsburgh) stalked these pages. This week's focus shifts to Country's other prowling predators: San Antonio's Armadillo (KDIL) and Denver's Big Dog (KZDG).

San Antonio Stroll

First, some background: NewCity owns Country Classic-formatted KKYX/San Antonio and more mainstream crosstown KCYY (Y100). Last year, NewCity LMA'd Vision AC KMMX and simulcast it with KKYX as KKYX-FM. KKYX-FM notched 2.0-1.6-2.2 (12+), while KKYX (AM)'s 12+ Arbitron figures were 3.3-3.0-1.7. Last month, however, KKYX-FM changed again — this time to Hot Country as KDIL, the Armadillo.

KCYY had been No. 1 12+ for 15 consecutive sweeps before being dethroned last summer. In the Fall '92 book, KCYY fell to third (8.3-7.7) behind CHR KTFM (8.3-8.4) and Spanish KXTN (8.5-8.4). The Country ratings game heated up when crosstown KAJA made a 6.2-7.4 leap, good for fourth in the city. KAJA gained more than one share 25-54; KCYY fell 1.6, placing second in that demo — still a half-share ahead of third place KAJA.

That brings us back to the Armadillo, which hit the airwaves about six weeks ago. KKYX & KCYY OM Scott Huskey oversees the critter; Ken Wall's the PD.

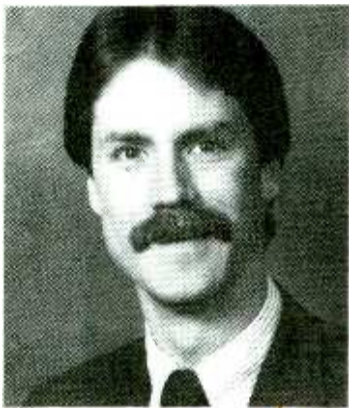
According to Huskey, KKYX-FM's flip to KDIL had nothing to do with KAJA's recent ratings surge. "The move gives us the full spectrum of Country. We serve the young end with KDIL, the huge midsection with KCYY, and the upper demos with KKYX. We're able to do the Armadillo because there's so much great music coming out that covers the demos' younger ends."

Since the Armadillo's debut, Y100 has not changed. It's still "Today's Hot Country" and maintains its longstanding 60-40 current-gold ratio.

Seek The Unique

The Armadillo is positioned to attract CHR and AOR listeners as well as the young, Country audience. "We put it on and laid it out for folks to hear," says Huskey. "The product is there. It's high-energy. It's a different product in and of itself. It doesn't take a lot of words to tell people what it is. We've never attacked KAJA and never will."

While different cities' mainstream Country stations sound more and more alike, each new Hot Country outlet sounds different — each must represent its city's flavor. "Starting with a clean slate [helps] the station easily take on



Scott Huskey

the persona of a given city's young people," says Huskey. "That gives it a sound unlike any other station in any other city."

"Our talent display a lot of personality in eight seconds," says Huskey. "They can pull it off because they all have CHR backgrounds. We tell them to have fun and an attitude — attitude isn't negative. We want them to go wherever those two things take them."

"We haven't gotten the staff out much yet because there hasn't been much to do. The major opportunities to get out and reach the younger demos happen in the spring — and we'll be everywhere."

Hot Country stations' use of liners also sets them apart from mainstream outlets. For example, KDIL uses the following liners:

- *This isn't your normal armadillo laying on its back on the side of the road.*
- *Kickin' booty like the Dallas Cowboys/San Antonio Spurs.*
- *Country with an attitude for '90s.*
- *Less music by dead guys.*
- *Recommended by four out of five doctors who have ears.*

Pickin' The Hits

The Armadillo's music selection process reminds Huskey of "the old days when you really had to listen carefully to all the music. Hot Country stations must listen a lot deeper on albums to find the cuts that feel right for the station. There's so much great stuff out there that's Country; it exposes people to the format who would never dream of listening to a Country station."

Like most of the true Hot Country outlets coming on, album cuts are a staple of KDIL's playlist. Having both a mainstream and a Hot Country outlet also forces Hus-

key to listen to music differently. "What might be spice for Y100 is core music for the Armadillo, and vice versa."

The Armadillo is almost all current-recurrent, with very little music more than 18 months old. Says Huskey, "It's like old Top 40 — not CHR, because that's different. KDIL is a hot, hit Country radio

station.

"[Hot Country] has substantial legs; it's not a fad or flash in the pan. There's too much good music being made. My only worry is the tendency for everybody to jump on the bandwagon when something becomes popular. That threatens to dilute the public's concentration on that subject."

A final San Antonio note: It's interesting to find another company using a Hot Country station to attract listeners from a CHR outlet (and one that just happens to have taken the lead over the its mainstream sister). It's a strategy similar to the one outlined in last week's story — and a new sign of the times.



Big Dog Chases KYGO-FM

KYGO-FM/Denver has been the market's No. 1 12+ for five of the last seven sweeps. Its only in-band competition came two years ago, when KDHT turned Country with a live morning show and satellite programming the rest of the day.

KDHT's bark got louder a few weeks ago when it was LMA'd by Premiere Radio Network from All Pro Broadcasting and flipped to KZDG — the Big Dog. The Country format remained, but the sound changed dramatically under Premiere Corporate PD Joe Montione, consultant Harry Nelson, and newly arrived PD Brian Norton.

"We're up, we're rollin', and we're crankin' the hits," says Norton. "We're laughin' and havin' fun — and it's all done over the intros. We sound like a '70s rocker without the screaming."

Taming The Dog

Big Dog sounds much more mainstream than its moniker implies — it's far from some of the Hot Country outlets recently profiled here. Ballads are an important part of the mix, the music is 45% gold, and the oldies are selected more for sound than for hit status.

"The mistake some stations make when trying to achieve a CHR sound is to use only uptempo songs," says Norton. "It doesn't make any sense to pull hits just because they're down. We play ballads and sound like a CHR station because we always have forward momentum."

The Dog's gold library extends back eight to 10 years and contains some surprising titles. "A lot of stations just play records that hit Top 10 or Top 20 status," Norton says. "I look at songs that hit Top 50 to find the sounds I want — those with a high timbre and a better mix. I also look for records with a 'heavy' mix — those with a full, bright sound that fit the station's good-time feel."

Norton chooses currents with the "hottest feel." Once the research kicks in and the station begins



Brian Norton

playing commercials (it's commercial-free for the first 92½ days), he expects the current-gold ratio to rise from 55-45 to 70-30.

Wide Appeal

Norton believes some Hot Country stations are limited to younger demos because of the heavy emphasis placed on uptempo music and attitude. He believes the Dog's presentation will have wide appeal among older demos, noting, "This is the presentation most of us grew up listening to, except it was with rock music. A lot of adults have changed and now like country music. Presenting the music people like with more excitement — in a manner they're used to — is not going to be negative to the 35+ set."

The station also has chosen to eschew some of the basic mechanics that have defined many Hot Country outlets, especially with regard to jock approach. "Many of the phone bits on those stations have the jocks chatting at length with their listeners," says Norton. "They go into a stop set, chat with

another listener, and play a song. The music loses its focus. It's almost as though the song's [regarded] merely as the thing between the phone bits and the commercials."

Although the Big Dog still emphasizes the music while using a lot of listener calls, Norton notes, "They're quick and to the point. The calls roll off the ramp of one song and through the intro of the next."

The station also keeps the calls positive. "CHR stations often abuse or poke fun at the listeners. We have fun without 'using' the audience."

Big Bucks, Big Trips

Big Dog's major sign-on promotion offers \$1000 and Hawaiian vacations for two — every day. Hourly contest and winner promos drive home the point. It's primary liner is "New Country, Big Dog 92.5."

Since the Dog debuted the contest, KYGO-FM has started offering Hawaiian vacations as well. Regarding the Dog's chief competitor, Norton says, "KYGO-FM was relaxed, and I guess it could afford to be — it was No. 1 and the only FM Country station in town. We wanted to offer something different and what we thought was better. Our approach to young, hot Country is different than what most have heard. It's high-energy, fun, and always moving forward — but always with an adult approach."

Norton also thinks KYGO-FM has changed since Big Dog signed on. "They're coming after us in a namby-pamby sort of way. Instead of protecting their core, they're trying to keep people who aren't product-loyal. They've changed the music a bit, and — this may just be my perception — it sounds like they're block-programming. One of the jocks gets fired up, and the next is back to the old KYGO, relaxed sound."

Sounds like the beginning of a dogfight, doesn't it?

Form 1040EZ

Larry Stewart Returns to Country Radio with Hit Music 1993

Name & address

Use the RCA label (see page 10). If you don't have one, please print.

LABEL HERE	Print your name (first, initial, last) Larry Stewart	
	Home address (number and street). If you have a P.O. Box, see page 10. RCA Records	Apt. no.
	City, town or post office, state, and ZIP code. If you have a foreign address, see page 10. Nashville, TN	

Please print your numbers like this:

9	8	7	6	5	4	3	2	1	0
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Your social security number

1	2	3	4	5	6	7	8	9
---	---	---	---	---	---	---	---	---

Previous address

1 Paducah, Kentucky 1

Last employer

2 Restless Heart - Lead Vocalist 1986 - 1991

Dependents

3 Wife - Janet 2
Children - Brittany & Brock
RCA Promo Dept. - Dale, Ken, Mike, Carson, Ted, Ginger, Rick, Bart 3

Itemized career credits

4 Hit Records (That Rock Won't Roll, I'll Still Be Loving You, The Bluest Eyes In Texas, Fast Movin' Train, A Tender Lie, Why Does It Have To Be Wrong or Right, Wheels) 4
Commercials & Jingles (Chevrolet Trucks, Midas Mufflers, Bob Evans Foods)

New taxable single project

5 "ALRIGHT ALREADY" 5
Written by Byron Hill/J.B. Rudd
Produced by Scott Hendricks & Larry Stewart

Date of your add

6 Avoid the mistake of forgetting to add "Alright Already" on this date 6

Sign your return

Keep a copy of this form for your records

I have read this return. Under penalty of perjury (being bitten by the Nipper dog) I declare that to the best of my knowledge it is true, correct and complete. (Scouts Honor)

Your Signature Here (in blood please)

X

Heavy rotation campaign

Do you wish to be in heavy rotation on April 15, 1993?

Note: Checking "Yes" will improve your sound and increase your phones. ▶

Yes	No
<input type="checkbox"/>	<input type="checkbox"/>

For RCA Use Only- Please do not write in boxes below.

<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Notice: We were just kidding about the signature in blood part, but we can't make any promises about Nipper, because he really wants your add.



Grass Roots Campaign Raises Mercury

To introduce radio and retail outlets to three new Mercury/Nashville artists, the label is set to embark on the first leg of a 15-city promotional tour this weekend.

Showcasing Toby Keith, Shania Twain, and John Brannen, this "Triple Play" club tour is geared toward grass-roots consumers (much like last year's successful Billy Ray Cyrus "Achy Breaky Heart" dance club promotion).

"We believe taking the music directly to the people is the way to break records in the '90s," explains Mercury/Nashville VP/Marketing Steve Miller. "There are a lot of filters in this business that get in the way of the music. We've launched this tour to give consumers a chance to get directly at the music and make up their own minds about it — without all those filters."

An intensive media push is planned for each leg of the tour, which is slated to kick off tonight in Louisville. The artists will visit local radio stations, appear on local talk shows, and spend the first three days of every week working every facet of the media to create as much market awareness as possi-

ble. "Introducing listeners to and creating a demand for these new artists will help give radio more confidence in the artists. We're out there stimulating the market and creating interest."

Each of the Triple Play artists has a distinctive sound, something Miller feels was key in packaging them together. "We knew we could break these three artists in 1993, but we wanted to do something special to give them an extra push. We created the Triple Play blitz to create an identity for them and set them apart from the dozens of new artists out there."

A traditional style singer in the Merle Haggard vein, Keith released his first single, "Should've Been A Cowboy," on February 12. Canada native Twain, who blends pop and blues influences with country, is scheduled to hit the airwaves after CRS with "What Made You Say That." Meanwhile, Brannen's more edgy sound is set to debut with his "Moonlight And Mag-



A HANDFUL OF SUCCESS — ASCAP recently threw a party at its Nashville offices to celebrate the success of Randy Travis's No. 1 song, "Look Heart, No Hands." Although Travis was absent for the fun — he phoned in his thanks from Maui — he nevertheless was represented by a cardboard cutout. Actually in attendance were (l-r) producer Kyle Lehning, ASCAP's Connie Bradley, writer Russell Smith, writer Trey Bruce, MCA Publishing's Steve Day, and Warner Bros. Sr. VP/A&R Martha Sharp.

nolias" single in late March. All three artists' albums are slated to hit stores on April 20.

All In A Day's Work

San Francisco's Collins Publishers has announced it will launch a second volume in its "Day In The Life" series, which focuses on specific industries. Scheduled to be shot in 24 hours on May 7, "A Day In The Life Of Country Music" will enlist 100 photographers to take more than 150,000 pictures in 400 locations across the country and around the world. The book is set to be published November 9. Country Music Foundation Director Bill Ivey has been tapped as the project's co-director and will oversee the team of editors based at the publisher's Nashville office.

Remembering Austin

Warner/Elektra/Asylum Music is sponsoring the First Annual Chris Austin Songwriting Contest at Wilkesboro, NC's Merle Watson Memorial Festival, April 30-May 2. The contest is in memory of Austin, one of Reba McEntire's band members killed in a March 1991 plane crash. The contest is open to amateur songwriters nationwide; tapes must be received by March 15. A music scholarship in Austin's name will be endowed at Wilkes Community College. For more information, call (919) 651-8691.

Opryland's All-Star Lineup

The Opryland theme park has announced the concert lineup for its 1993 season. Nearly three dozen acts are scheduled to appear during the 149-day series, including Patty Loveless, Hal Ketchum, Emmylou Harris, Sammy Kershaw, Tracy Lawrence, Marty Stuart, and many more. For the first time in Opryland's history, a celeb will appear each day the park is open during the new season.

Bits & Pieces

Ricky Van Shelton's newly penned "Rapture" will be performed by BeBe & CeCe Winans on the duo's next album . . . Joe Diffie has recorded some jingles for Mr. Goodwrench and will make a cameo appearance in some of the company's TV commercials with Dale Earnhardt . . . Lorrie Morgan has been named one of the National Cosmetology Association's Top 10 Female Stylemakers of the Year. Past winners have included Julia Roberts, Richard Gere, and Kevin Costner . . . The Kentucky Headhunters — along with Branford Marsalis, Sheena Easton, Suzanne Vega, and others — addressed 2100 high school music students in L.A. as part of NARAS's Grammy in the

Schools program . . . Garth Brooks and Barbara Walters chatted last week at Nashville's famed Bluebird Cafe for her March 29 pre-Oscar special on ABC-TV.

—Lorie Hollabaugh

COUNTRY FLASHBACK

1 YEAR AGO

- No. 1: "Straight Tequila Night" — John Anderson

5 YEARS AGO

- No. 1: "Turn It Loose" — The Judds

10 YEARS AGO

- No. 1: "The Rose" — Conway Twitty

15 YEARS AGO

- No. 1: "Mamas Don't Let Your Babies Grow Up To Be Cowboys" — W. Jennings & W. Nelson



BILLY RAY'S DAY — Mercury execs joined Billy Ray Cyrus to celebrate the artist's American Music Awards victory. Discussing the worldwide spread of the Cyrus Virus at Hollywood's Le Dome restaurant are (l-r) Mercury/NY President Ed Eckstine, Mercury/Nashville Sr. VP/Creative Harold Shedd and VP/Communications Sandy Neese, Cyrus, and Mercury/Nashville President Luke Lewis.



CRYIN' TIME — BMI recently hosted a Nashville reception to celebrate the success of Restless Heart's crossover hit, "When She Cries." Displaying their favorite number are (l-r) writer Marc Beeson, RH's Paul Gregg, Sun Mare Music's Carol Sampietro, writer Sonny LeMaire, RH's John Dittrich and Greg Jennings, and BMI VP Roger Sovine.

MUSIC MEMO

Hank Plays 'Left Field'

Hank Williams Jr. includes some rhythm and blues on "Out Of Left Field," his Capricorn/Curb/WB album due March 9. The title track originally was recorded by Percy Sledge in 1967, and another tune, "Hold What You've Got" (the late Joe Tex's signature song), was first released in 1964. Another cut on the album, "Diamond Mine," was penned by WSIX/Nashville's Gerry House and Devon O'Day.

• Tracy Byrd's current single, "Someone To Give My Love To," was a Top 10 hit for Johnny Paycheck back in 1972. Byrd's self-titled MCA/Nashville debut, which will hit stores in April, also includes a Vern Gosdin/Dean Dillon/Buddy Cannon-penned tune ("Back In The Swing Of Things") and a duet with Dawn Sears ("An Out Of Control Raging Fire") written by Kostas and Melba Montgomery. Giant/Nashville artist Tim Mensy contributes guitar licks to several songs on the album.

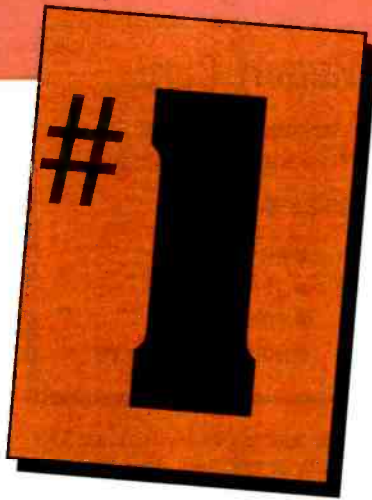
• Glen Campbell's new Liberty

Records LP, "Somebody Like That," contains songs by Billy Burnette, Paul Overstreet, and Steven Curtis Chapman, among others. "Ain't It Just Like Love" (a Burnette/Pat Robinson collaboration), Overstreet's "Those Words," and Chapman's "I Will Be Here" all appear on the collection, along with a tune penned by album producer Jerry Crutchfield called "Love's Old Song."

• The title track on McBride & The Ride's third LP, "Hurry Sundown," was penned by Keith Stegall, Brent Mason, and Remingtons member Denny Henson. Set for release April 27, the album also contains a tune written by Terry McBride and Liberty artist Curtis Wright entitled "Hold On To Me And Let Go Of The Past" and the Skip Ewing-penned "Just The Thought Of Losing You." Incidentally, Ewing's no stranger to "losing" songs — he's currently on the charts with "Losing You Is New To Me."

Again...

Each Week These Stations are #1 in Their Markets with **American Country Countdown With Bob Kingsley**



KSCS-FM Dallas
WGAR-FM Cleveland
KMPS-FM Seattle
WFMS-FM Indianapolis
WAMZ-FM Louisville
WQYK-FM Tampa
WYRK-FM Buffalo
KRAK-FM Sacramento
WGNA-FM Albany, NY
WRKZ-FM Harrisburg
WBEE-FM Rochester, NY
WLLR-FM Davenport/Quad Cities
WPKX-FM Springfield, MA
KZKX-FM Lincoln, NE
KZSN-FM Wichita
WVLK-FM Lexington

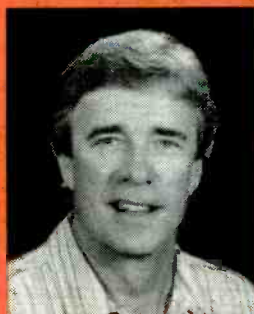
WIL-FM St. Louis
WGTC-FM South Bend
WOKO-FM Burlington
WKHX-FM Atlanta
WZZK-FM Birmingham
WGKX-FM Memphis

KNIX-FM Phoenix
WYYD-FM Roanoke-Lynchburg
WQBE-FM Charleston, WV
WTCR-FM Huntington, WV
WMSI-FM Jackson, MS
WXBQ-FM Bristol-Johnson City
KSSN-FM Little Rock
KNAX-FM Fresno
KWEN-FM Tulsa
KFMS-FM Las Vegas
KHAK-FM Cedar Rapids
WCKT-FM Ft. Myers
WQXK-FM Youngstown
KKCS-FM Colorado Springs
KYGO-FM Denver
WQIK-FM Jacksonville

Also: A tip of the ACC hat to KFRG-FM, Riverside/San Bernardino, for consistently being the #1 Country Station in the Los Angeles ADI during ACC!!!

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WITH BOB KINGSLEY



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ABC RADIO NETWORKS

Source: Arbitron, Fall 1992. Exact Times: Metro, AQH, Adults 25-54, Persons 12+, or both



FALL '92 OVERVIEW

Rating The Format: Signs Of Steady And Dramatic Growth

NAC's overall target demo performance in the Fall '92 Arbitron showed signs of steady and — in some cases — dramatic growth, compensating for a few disappointments.

Attitude Adjustment

Among the major success stories was WQCD (CD 101.9)/New York. Its 25-54 sixth-place finish tied with the best book the station has ever had (Winter '89). PD Shirley Maldonado says, "The last time WQCD had numbers like this was when the station kicked off the format with a \$1.6 million TV campaign. We had no TV this year. This was done with the product and the attitude of the people at the station.

"Tribune has stuck with the format for close to five years, but in the past year it made a serious commitment to research. Music testing was our focus from fall '91 to fall '92. We tested practically every song in our library and analyzed our rotations. We were trying to find out what our listeners expected us to sound like.

"Listeners wanted the artists and music identified more often. So after every second song we play, we now back-announce. If we're going right into music, we keep that backsell short. If we're going into a break, we may do a short description on one or two of the artists to familiarize them to the audience. This helps personalize the station's sound."

Promotions and concerts were additional tools the station used to keep listeners longer. "We [decided to] focus on workplace listening," Maldonado explains. "We run a 'Fantasy CD Set' at noon Monday through Friday, telling listeners it's their time to program the station. We also tie in advertisers/sponsors for this feature. For example, we did a tie-in with a pay per view guitar concert from Spain, giving away three Gibson guitars and a grand prize trip to Spain to see the concert. This generated an enormous amount of faxed entries from offices.

"To defray costs, we work with clients to pull in events. When the Central Park Zoo was remodeled, we got sponsors and held an after-work Monday night concert series. We charged a minimal admission fee to benefit the zoo and got great



Shirley Maldonado

audience response. We did a lot of outdoor concerts that we carried on-air, held weekly jazz cruises throughout the year, and [staged] jazz brunches that were wrapped around special artist weekends. Events like this put us in touch with our audience without costing a lot of money."

Music For The Masses

While WLVE (Love 94)/Miami's fall numbers didn't match its lofty summer stats, the station continued its strong performance streak.

Reflecting on the station's part-time-to-fulltime transition, PD Rich McMillan recalls, "We were a Soft AC during the day and a Contemporary Jazz station at night. When the other NAC in the market — KBZN (The Breeze) — decided to become Spanish, we saw an opportunity to get off the fence format. We bought airtime on the Breeze before its format flip, letting its listeners know that we were going to pick up the NAC banner. We started with a built-in audience. But we've expanded that audience and made the station more palatable to the masses.

"You can't win if you're playing a library that's completely unfamiliar, uncommercial, and too eclectic for available AC listeners. We keep the library tight, focus on core artists, network with other MDs and PDs, watch national

Report Card

Markets Surveyed: 39
Stations Surveyed: 34

25-54 Scores

- 59% up
- 31% down
- 10% flat
- 60.9% in Top 10

charts, and check local sales. The hits rise to the top, and you just play those hits. We've been successful because people are more familiar with our music. One of the reasons may be that we don't play as much of it as a typical NAC.

"Unless an artist is a superstar like Kenny G or Sade, we play one track from an album. Generally, we'll stay with this track for about four weeks, then move on to the next cut. This doesn't mean the previous track disappears. It goes into a 'rest' category and will eventually filter its way back into the library. We don't go longer than 20-25 minutes without identifying an artist, and we never play more than two songs at a time without identifying the radio station"



Rich McMillan

Love 94's license is in the process of being transferred from Gilmore to Paxson Broadcasting. This, coupled with a sluggish economy, has tightened the advertising budget. McMillan comments, "From a mass media standpoint, the only real exposure Love 94 had during Fall '92 was limited bus sides and benches. We're a promotionally oriented NAC. One great tool for us was a CD sampler done in conjunction with GRP. Supercuts sponsored the CD; we put their logo on the cover and inserted a coupon for haircuts. This generated revenue for the station and GRP."

McMillan thinks NAC programmers are beginning to hit their stride. "We've found what works and what doesn't, and we're starting to see positive Arbitrons. In the beginning, we all sounded miles apart. Now we're gravitating

66

We had no TV this year. This was done with the product and the attitude of the people at the station.
—Shirley Maldonado

closer together. We sound much more like WNUA/Chicago and KIFM/San Diego now than we did three years ago. The format has become more commercial and more palatable to dissatisfied AC listeners."



Kevin Brown

Marketing Push

KBLX/San Francisco surged to second place (25-54), overtaking rival KKSF for top NAC honors. PD Kevin Brown credits the gain to a renewed marketing focus. "We moved outside the traditional marketing avenues to incorporate direct mail. We did a forced-listening direct mail piece on a major scale at the end of the winter book. The down cycle we had during that book made us decide to let more people know about KBLX, especially from a marketing standpoint.

"Because of the proximity of our signal and KKSF's on the radio dial, it was important for us to polarize the audience. We wanted people to know exactly what station they were listening to. We play more vocals than KKSF and concentrate on identifying the station more often. We tightened our playlist and were more conservative about the artists we played. If we were playing a Sade cut, we made sure it was a cut KKSF wasn't likely to be playing.

"People don't know what they like, they like what they know. NAC is outside the mainstream. Because of this, you have to do more audience education. We encourage our announcers to talk about artists — the instruments they play, what they're like live [on stage].

"If you make your listeners do too much work by playing too eclectic a mix, you'll have problems. We want to present the station as an entertainment package, something you can relate to at any time of the day or night. Taking a user-friendly approach — encouraging people to call us with any music questions — helps us do this. Adults go into record stores and feel overwhelmed by the rock and rap. We want to give our listeners as much information as possible so that when they go into a record store, they can confidently ask about the music and the artists.

"You have to believe in this format and treat it like any other format to make it work — the same kinds of marketing vehicles drive this format. A lot of owners don't put as much into NAC as they do into other formats. And when they come up short, they drop out."

Sound It Out

WJZE (Jazzy 100)/Washington PD Bob Linden attributes the station's Top 10 25-54 finish to a fresh musical approach. "Most of what has resulted is based on the station's sound. We haven't been doing extensive advertising and marketing. We've been involved with some good festivals, but we've yet to do the first TV spot, billboard, or bus board.

"I changed the whole sound around when I got here last March. The station was more traditional jazz, and consequently a lot of the music wasn't very melodic. Our playlist is much broader now. Considering the ethnicity and financial demographics of D.C., I knew there had to be a pocket groove go-

Continued on Page 42

66

You can't win if you are playing a library that's completely unfamiliar, uncommercial, and too eclectic for available AC listeners.

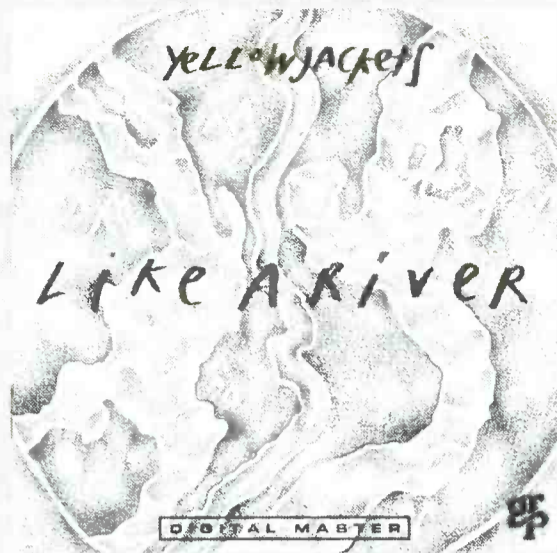
—Rich McMillan

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People don't know what they like, they like what they know. NAC is outside the mainstream. Because of this, you have to do more audience education.

—Kevin Brown

**YELLOWJACKETS
"Like A River"**

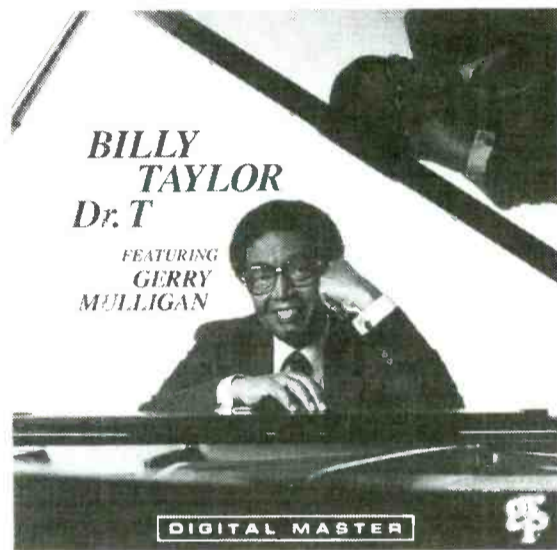


CJ CHART:

9 - 5

HOTTEST

**BILLY TAYLOR
"Dr. T"**



CJ CHART:

4

HOTTEST

**NELSON RANGELL
"Truest Heart"**



NAC CHART:

24 - 16

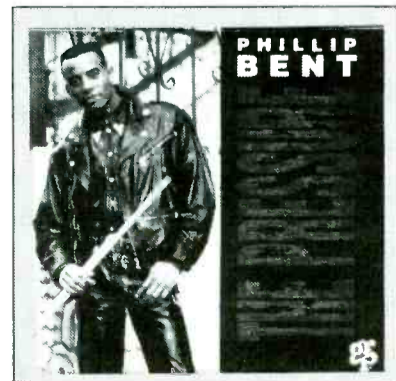
HOTTEST

ON YOUR DESK NOW

LEE RITENOUR "Wes Bound"



PHILLIP BENT "The Pressure"



Fall '92 Scoreboard

Here's a recap of NAC performances in the Fall '92 Arbitron sweep, along with Fall '91 rankings, fall-fall demo fluctuations, and the number of rated signals in each given market.

	Fa '91	Fluct.	Fa '92	Sig
WHRL/Albany	#18	+0.5	#13	33
KIOT/Albuquerque	#16	+0.9	#13	28
KAJZ/Anaheim	NA	NA	#26	41
KBJZ/Anaheim	NA	NA	#23	41
KTWV/Anaheim	#11	-1.0	#10	41
KNIK/Anchorage	#9	+0.1	#6	17
WJZZ/Ann Arbor	#9	+1.4	#7	29
WCDJ/Boston	#14	+0.6	#10	40
WNUA/Chicago	#4	-0.7	#4	41
WNWV/Cleveland	#10	+0.2	#8	26
KWVS/Corpus Christi	#8	-0.6	#10	17
KOAI/Dallas	NA	NA	#12	30
KHHI/Denver	#8	-0.5	#8	33
WJZZ/Detroit	#9	+0.8	#5	32
KEZL/Fresno	#7	-0.8	#9	33
WNOX/Knoxville	NA	NA	#12	21
WEZV/Lafayette	#6	-1.7	#6	11
WXMX/Lansing	#10	-0.3	#9	24
KYFX/Little Rock	NA	NA	#12	20
KAJZ/Los Angeles	NA	NA	#27	48
KBJZ/Los Angeles	NA	NA	#27	48
KTWV/Los Angeles	#11	+0.1	#10	48
WLVE/Miami	#7	+0.3	#5	38
KXDC/Monterey	#20	+0.7	#12	35
WQCD/Nassau	#12	+0.3	#7	40
WCDJ/New Bedford	#9	-3.2	#13	34
WQCD/New York	#12	+1.3	#6	47
KTNT/Oklahoma City	#13	+0.2	#11	21
WLOQ/Orlando	#10	+0.3	#8	24
KTWV/Oxnard-Ventura	#4	-1.9	#8	40
WCLZ/Portland, ME	#8	+0.6	#7	20
WOTB/Providence	#25	+1.1	#13	42
WCDJ/Providence	#11	-1.5	#20	42
WNND/Raleigh	#9	-0.2	#12	24
KTWV/Riverside	#8	+0.2	#10	43
KATZ/St. Louis	#13	-0.7	#15	31
KBZN/Salt Lake	#7	-0.2	#9	31
KIFM/San Diego	#4	-1.5	#4	38
KIFM/San Diego No. County	#6	-0.7	#4	40
KBLX/San Francisco	#6	+1.3	#2	53
KKSF/San Francisco	#4	-0.2	#6	53
KBLX/San Jose	#14	-0.8	#17	43
KKSF/San Jose	#15	+0.2	#12	43
KXLY/Spokane	#10	-0.5	#8	21
WQCD/Stamford	#5	-1.0	#10	32
WJZE/Washington	#16	+1.1	#10	38

Rating The Format: Signs Of Steady And Dramatic Growth

Continued from Page 40

ing. We're playing everything from Steely Dan to the Yellowjackets, and we go deeper into the releases



Bob Linden

now. This focus on TSL and song-by-song excellence has made us

“People are finding us in droves because they're bored with the rest of radio. We're an alternative that's accessible and easy to listen to.”

People are finding us in droves because they're bored with the rest of radio. We're an alternative that's accessible and easy to listen to.

—Bob Linden

number one middays among men 35-44 and number two among men 25-54.

“Our ‘Jazzy 100 Office Recycling Project’ is the first partnership effort of its kind combining the private and public sectors to promote recycling. We have recycling bins with our [logo] on them in offices

around Washington. We've also been the principal sponsor of Heartstrings, a major AIDS benefit, and we're involved with the ‘Walk To End Hunger’ benefit. We did a major concert this year with Fatburger, Keiko Matsui, and Ken Navarro; the only tickets available were given away on the air and we asked [attendees] to bring blankets that were distributed to the homeless.

“Consequently, we've gotten a lot of press. We also got media attention when we took a sax player to the gates of the White House the day after the presidential inauguration. We staged a mock protest with signs carrying slogans like ‘First Great Presidential Act — Turn All White House Radios To 100.3.’ This got us coverage on E! Entertainment Network and press coverage from Mexico to Canada.

“Right now it's really word of mouth — people are finding us in droves because they're bored with the rest of radio. We're an alternative that's accessible and easy to listen to. You can listen at work as background, but if you're having a party and you want to turn it up, it works that way too.”

—Geoff Schackert

NAC Notes

- Six NACs cracked the Top five (25-54) in their respective markets, a three-station increase over last fall. **KBLX-FM/San Francisco** scored the highest ranking, finishing at No. 2.
- 28 stations (60.9%) landed in the Top 10 among 25-54s, up from 20 Top 10 finishes a year ago.
- The typical NAC ranked 10.7 (25-54) among 34.2 market signals, up from an average rank of 12.4 out of 34.7 signals last fall.
- 23 NACs improved their market rankings. **WOTB/Providence** posted the most dramatic improvement, jumping from No. 25 in Fall '91 to No. 13 in Fall '92. Twelve stations slipped; four remained flat.
- The average ratings gain was +0.6; the average erosion was -0.9.
- **WJZZ/Detroit** (+1.4)(Ann Arbor book) marked the heftiest gain in share; **WCDJ/Boston** (-3.2) (New Bedford book) posted the most significant loss.
- Between Fall '91 and '92, the following stations joined the format: **KAJZ & KBJZ (JAZZ-FM)/Los Angeles**, **KOAI/Dallas** (Note: When it flipped to NAC, **KCDU/Dallas** acquired the KOAI call letters), **WNOX/Knoxville**, and **KYFX/Little Rock**. The following stations left the format between Fall '91 and '92: **WAMX/Ann Arbor**, **WMGL/Charleston**, **WBBY/Columbus**, the original **KOAI/Dallas**, **WXCD/Detroit**, **KJZS/Houston**, **KEYV/Las Vegas**, **KACE/Los Angeles**, **KQPT/Sacramento**, and **KKNW/Seattle**.

DORI CAYMMI

Kicking Cans

Sprung from a legendary musical family, Dori Caymmi answers 1991's Grammy-nominated Brazilian Serenata with an intoxicating journey into the rhythms and melodies of his Brazilian childhood. With an all-star guest line-up, including Herbie Hancock.

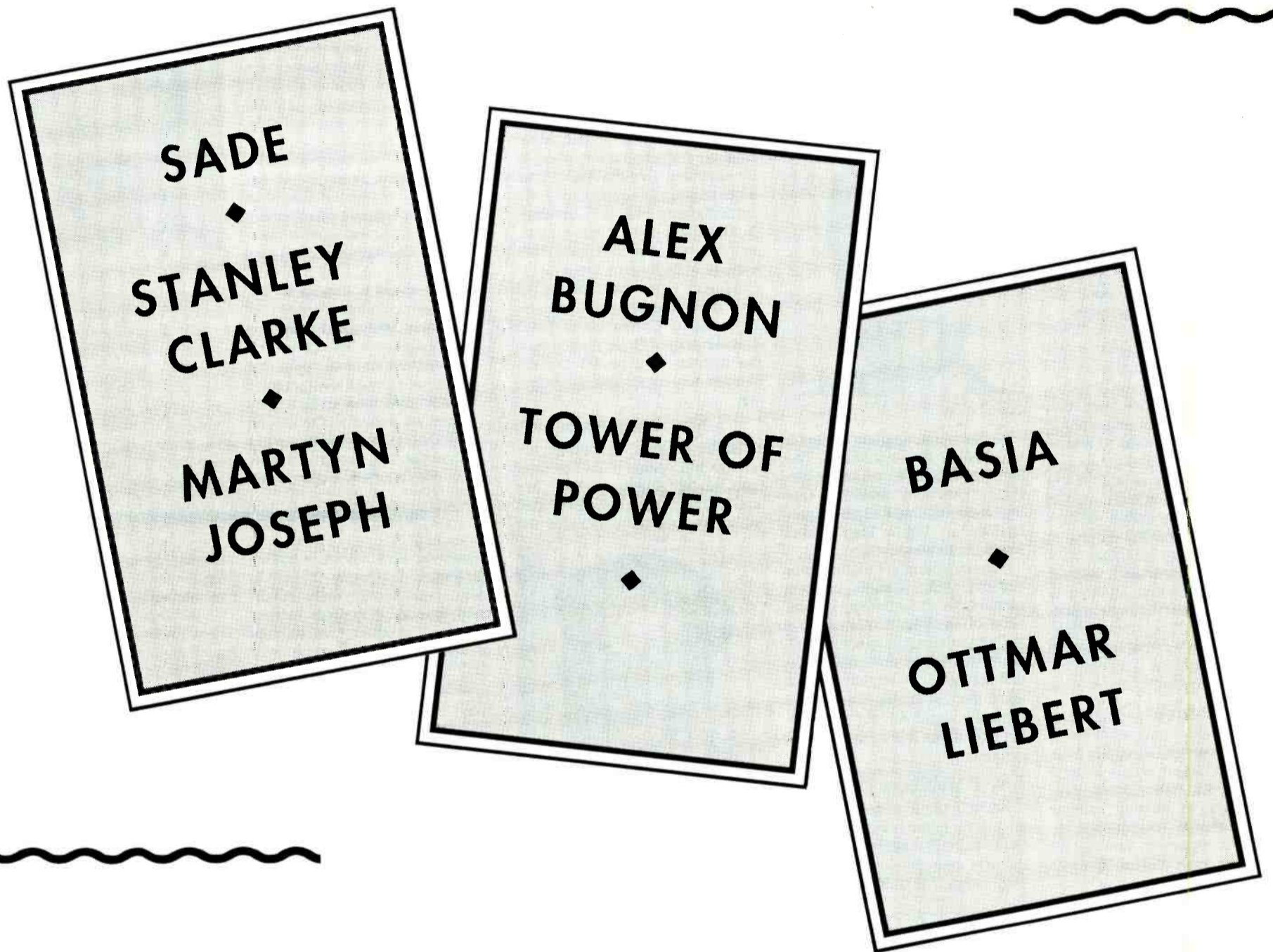
Featuring the tracks "Forever Lover And Friend," "Northeast" and "Migration."



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**HERE ARE SEVERAL REASONS WHY EPIC
AND NAC RADIO GET ALONG SO WELL...**



...GREAT MUSIC FOR A QUALITY FORMAT.



LOOK FOR THESE RELEASES IN THE NEXT FEW MONTHS.



SHAWN ALEXANDER

Broadcasting On Higher Ground

Signal upgrades involve much more than filing the application: ask WWCD/Columbus and KNNC/Austin

It's no secret that many New Rock stations have weak, spotty signals. Recently, two stations — WWCD/Columbus, OH and KNNC/Austin — overcame their signal limitations with power upgrades. In this column, I talk with the stations' programmers about the procedure and its effect on their stations.

Upgrading the signal was a top priority for Ingleside when it bought WWCD in 1990. PD Tom Teuber explains, "The most common way for a 3000-watt station is to make an agreement with [the nearest] station on your frequency stating that it's OK to interfere with each other. In our case, that station wasn't real cooperative.

"Engineers advised us that we'd be able to go directional, which meant we could file an upgrade application without anybody else's approval. But it's much more than filing the application and waiting for the FCC. You need to decide how to do it.

"Our transmitter is south of the city, so going directional to the north was a fairly simple solution for us. The Commission agreed, so the next step was building a new antenna. Understandably, antenna companies won't take an order to start constructing a custom antenna until the FCC gives its approval. We've been up and functional with double our previous power for the past three months."

Filling The Gaps

WWCD's 6kw signal is now much stronger in previously spotty locations. "The intent wasn't to send the signal out farther, but to make it stronger in already existing areas. Although the upgrade extends our coverage area to the north, that wasn't the primary purpose."



Tom Teuber

As far as the upgrade's possible effect on the station's ratings, Teuber's reluctant to make predictions. "I've never predicted Arbitron numbers, and I've never gambled in Las Vegas. They're very similar activities.

"The biggest effect will be on the station's TSL. Casual listeners probably didn't listen very long because of our signal problems. All of the subjective indicators, like mail, promotion attendance, phone calls, and the general buzz, have picked up in the last couple of months. I think the signal is a big part of it, but you never know 'til the book comes out."

KNNC Weathers The Storm

KNNC's signal increase happened a little quicker than WWCD's, but it was still a long process. "We got the approval in mid-November," says PD Biff Raffé. "We

were hoping to get it functional 30-40 days later, but it turned out to be nearly three months. We had a variety of technical problems, mostly weather-related. Anytime it rained, it would push us back.

"Now that we've quadrupled our power [6kw to 25kw] and raised the height of our antenna, we have better coverage over the Austin area where it was previously spotty. We probably only had good coverage in about 25%-30% of the market, and the rest was marginal. Now we'll be able to cover 75%-80%."

KNNC's signal boost meant not only more listeners, but also more advertisers. "Clients told us they'd spend money with the station once we increased the power. Our expanded coverage is going to help a lot."

New Competitor

Raffé believes the power increase will enable KNNC to compete in the Austin market. "We haven't been competitive because of our signal. You could hear the



Biff Raffé

station throughout the city, but it had a hard time filling in around buildings or on inferior radios.

"Our goals now are to solidify the core and increase the number of nonpartisan listeners. There are

REVOLUTION

WKQX (Q101)/Chicago morning man Robert Murphy loses sidekicks Eleanor Mondale and Dan Walker. Mondale continues as the voice of Q101; Walker exits. They won't be replaced... WRLT (Lightning)/Nashville nighttimer Hunter Harvey is bumped to overnights; OM Brett Schulte slides into the 7-10pm shift, and overnights Mark Allan shifts to 10pm-midnight... WOXY (97X)/Cincinnati Promotion Director Laura Kim resigns to pursue a label gig.

Changes at WCHZ (Channel Z)/Augusta, GA: Former WFXM/Montgomery afternoon driver/Production Director Lisa Rush takes over morning drive, replacing Tony Powers and Angie Phillips. Powers moves off-air to concentrate on the management end; Phillips continues as Promotion Director. And Jacobs Media intern Mark Copeland joins for overnights, succeeding Damian.

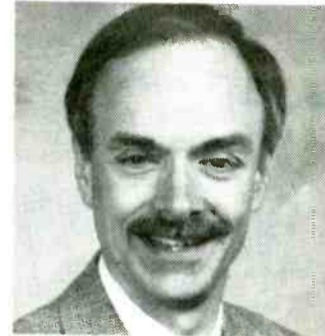
WHFS Tower Change Spawns Results

WHFS/Washington-Baltimore didn't need a power increase to achieve better coverage of the Washington marketplace. More than three years ago, the dual-market New Rocker merely moved its antenna from Annapolis to Crofton and has reached new heights ever since.

WHFS began as a Class A 3000-watt freeform outlet in the late '60s in Washington. The frequency was sold in 1983, boosted to 47kw, and moved to Annapolis — 30 miles from both Washington and Baltimore.

"Suddenly we became a dual-market station," notes 'HFS VP/GM Alan Hay. "But we had more of an impact on Baltimore than Washington. The signal was spotty in Washington; we were only covering about 30%.

"We wanted to increase the signal quality in Washington and its Virginia side. Although our power was increased from 47kw to 50kw, the primary change was raising the tower and moving it to a location six to eight miles closer to Washington. Once we moved to Crofton, we were able to peek over the top of a ridge that runs through Maryland, allowing us to send a stronger sig-



Alan Hay

nal into Washington without decreasing our impact in Baltimore."

Since the change, the station has posted its best ratings. "We saw immediate results," boasts Hay. "We leaped from a 1.9 [Fall '89] to a 3.1 [Winter '90]. It gave our programming a chance to be heard so the format could demonstrate its potential. We've only begun to realize its potential."

people who want to listen — and listen longer. It's pretty difficult to come consistently when people can't tune in. A noncore listener previously wouldn't even attempt to listen. There are people who don't know the station exists."

Raffé says the station is poised to make an impact in the spring ratings. "We have a good seven-week lead into the spring book. The power increase doesn't necessarily mean there's going to a flood of

people listening right away. It's going to take a while to get the word out and let it saturate.

"We've been doing a lot of street activities — flyers, banners, and word of mouth. We've been to the malls and schools. We talk about it on the air. It's generated tremendous listener response. We'll continue to pound it for the next 30-45 days. We want people to talk about the station and keep the momentum going."

ROCKFILE

- Artist: Dinosaur Jr
- Track: "Start Choppin"
- LP: "Where You Been"
- Label: Sire/WB

• Essentials: "Where You Been" is the seventh release from Dinosaur Jr. The Amherst, MA power trio consists of founder/singer/guitarist/bassist J Mascis (who wrote and produced the songs on "Where You Been"), drummer Murph, and Mike Johnson on bass. Mascis and some school buddies formed the band, originally called Dinosaur, in 1985. The "Jr" was added with the band's sophomore release two years later when a San Francisco group called Dinosaurs threatened to sue. After several band personnel changes, Mascis is the only member of the original quintet still with the band.

• Artist POV: The album was recorded at Woodstock, NY's Dreamland Studios. Mascis says, "It's in



an old church; you sit there and soak up the vibes. It's all open, and there were dogs barking in the background. They're on the record, but you can't really hear them. And the hippies who play the strings have been there since [the] Woodstock [festival]."

• Label POV: WB Dir./Alternative Promotion Paul V. notes, "This is one of those dream scenarios: Huge street credibility, a rabid fan base, radio-friendly songs, and massive sales all converging at once. It feels incredible. This is just the beginning."

RockFile highlights breaking artists charting for the first time.

Gene Loves Jazazel



"HEAVENLY BODIES"

WBRU KEDJ
WXRT KUKQ
KTCL KXRK

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“SHADOW OF THE SEASON”

**R&R NEW ROCK
TOP 30 FOR 24 WEEKS**

HEAVY AIRPLAY:
KROQ, KUKQ, KEDJ, KNDD,
KDGE, WOXY, KRZQ, WEQX

MEDIUM AIRPLAY:
WDRE, WXRT, CIMX, WHTG,
KNNC, WCHZ

Management: Q Prime.





SAINTS & SINNERS — WTPA/Harrisburg recently hosted a live acoustic performance by Saints & Sinners. In the studio are (l-r) Savage Records rep Bruce Brody, MD Chris James, and S&S members Rick Hughes, Jesse Bradman, and Stephane Dufour.



WALLFLOWERS — Captured schmoozing at the Pollack convention are (l-r) ex-WCXR/Washington PD Andy Beaubien, Wallflowers drummer Peter Yanowitz, Virgin's Paul "Troutmaster" Brown, Wallflowers singer/guitarist Jacob Dylan, WMMS/Cleveland PD Michael Luczak, and Virgin's Lenny Bronstein.



KIHNDRED SPIRITS — KOME/San Jose morning monsters Jeff Blazy (l) and Bob Lilley (r) hang with Greg Kihn.



REST IN PEACE — KLOS/Los Angeles morning stars Mark & Brian meet with Extreme's Gary Cherone & Nuno Bettencourt; (l-r) Mark, Gary, Brian, Nuno.

FAMOUS FIRSTS

HARVEY KOJAN, PD, WNOR/NORFOLK

WHAT WAS THE FIRST RECORD YOU BOUGHT?
HARVEY: The New York Mets theme song, "Meet the Mets".

WHAT WAS YOUR FIRST RADIO GIG?
HARVEY: WHRL-FM/Albany, a Beautiful Music station.

WHAT WAS THE FIRST CONCERT YOU ATTENDED?
HARVEY: Chicago, in Albany, 1972.

WHO WAS THE FIRST PD TO TAKE YOUR CALL?
HARVEY: Jack Hopke at WQBK-FM/Albany (an AOR).

WHAT WAS YOUR FIRST SEXUAL EXPERIENCE?
HARVEY: Playing "seven minutes in Heaven" in fourth grade with Marissa Cionne.

WHAT WAS YOUR FIRST ADD AT WNOR?
HARVEY: Living Colour, "Leave It Alone."

YOUR FIRST PRIORITY THIS WEEK:

SCREAMING TREES

"Shadow Of The Season"

Sales Approaching 300,000

Early Adds At: **KNCN WKQZ KEZE KEYJ KISW WCC WCC KFMW**

Count-Down to Larry Moffitt Day: 13 Days!

103.9 fm

WABT

The North Rock

SCHENKER VISIT — Legendary axeman Michael Schenker bonds with WABT/Dundee-ChicagoPD/middayer Cara Simms.

Clarifications

The comment about "direct TV" made by Jon Sinton Associates President **Jon Sinton** in the February 5 AOR column was not a reference to **Film House's** copyrighted property "Direct TV."

In the AOR Scoreboard (2/19), the men 25-34 ranks for San Jose's **KOME** and **KSJO** were listed incorrectly. **KOME** was No. 1; **KSJO** No. 2.

ANIMAL BAG

"EVERYBODY"

Regular Rotation On MTV!!!

"When listeners sing the hook over the phone, ya know they're diggin' it: immediate reaction! ...even the sales slime want to know!" — Lois Todd, KAZY, Denver

"'Everybody' is so infectious that I wanted to add it the minute I heard it!"

— Peg Pollard, KIOZ, San Diego



Produced by Guv Charbonneau
Management: Annie Patton / Steve Moir Company
From the CD, ANIMAL BAG (314-512-885-2)



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MIKE KINOSHIAN

AC

ADULT CONTEMPORARY

ITCH TO NICHE

On The Virtues Of Hybrid Formats

It's generally accepted that stations must fit neatly into a format label if they are to receive serious consideration. Some cutting-edge consultants and researchers, however, are helping shatter this belief with hybrid niche formats which are posting credible adult ratings.

Know Your Roots

Joint Communications CEO John Parikhhal is one of these figures. He begins a discussion of the format's current fragmenting state with a historical overview: "AC's a continually evolving format. 'Phase One' was Beautiful Music. It worked because it was a version of the orchestral music our parents grew up with. It was a bad Benny Goodman doing the Beatles. That generation heard a familiar musical style which they enjoyed."

By the late '70s, a significant number of Baby Boomers had exploded into the 25-54 demo. "When that happened, thinking radio people wanted to dominate 25-54s lower end by appealing to them with music they liked. The mostly vocal music was rock-based — by artists like Neil Diamond, Barry Manilow, and Barbra Streisand."

The format was then caught between two worlds: the waning B/EZ phase and the emerging all-vocal, rock-based format. "Some sophisticated researchers, like Jon Coleman and the Research Group, were able to find a formula that identified certain AC types," explains Parikhhal. "Stations played a number of records in a row and called themselves one of four or five [buzz] names."

Same Old Song

Parikhhal says the absence of sufficient product differentiation caused AC's progression to hit a snag. "It's like Crest versus Colgate, or Coca-Cola versus Pepsi. People are about to wake up and [realize] they can't all do the same format. Markets won't sustain them, and we must become even more customized."

Approximately five years ago, Parikhhal discovered the emergence of "Male AC." "We looked at all our in-house research, the census, Arbitron, and demographic data, and realized it was time to 'segment out' demos."

Segmentation Research

Parikhhal applies the concept of "segmentation research" to radio: "It identifies a market's audience profiles — not lifegroups. These people aren't identified as those driving Jaguars or those who live in the best part of town. These are people who have shared musical tastes and shared dislikes. Stations that tried to build constituencies around what the lifegroups liked — without [taking into account their] dislikes — got their heads blown off."

Using sophisticated mathematical equations and formulas, Parikh-



John Parikhhal

hal arrived at some interesting audience clusters. "They're different in every city. In Houston [for client KHMx], we identified a specific segment of the 25-54 cell that will respond to a specific music style in a specific way in a specific presentation."

With the help of GM Clancy Woods and former PD Guy Zapolon, KHMx's atypical version of AC produced immediate ratings results. Some would pigeonhole it as Hot AC, but Parikhhal says, "KHMx is a version of Rock AC. It goes after an audience cluster, rather than a demographic. KHMx continually rededicates itself to the process of the format's evolution."

Rhythm Of The City

Boston proved to be another opportunity for niche positioning. WBMx hired Parikhhal as a researcher, rather than a consultant. He performed that role for approximately one year, but hasn't been involved with 'BMx in the year just past.

"If you really want to win, you must be distinct — otherwise, you're second to the party," he asserts. "We identified an audience cluster of white women who liked a Motown/urban music blend. The use of Motown was important to establish 'BMx up-front. Not every market has a Motown history. Since the target there was 35-44 women, they had to have been exposed to Motown for the format to work."

"This format hole wouldn't have been found through demographic research or music-test research. We knew we could dominate this audience segment and make them love us. [PD] Greg Strassel and [former GM] Mark Renier did a great job, and the station took off like a rocket. But the need for regular maintenance in this format is

very high. When your target is narrow, you must regularly monitor it to be sure you're not doing anything wrong."

Having found a version of this rhythm-based AC hybrid in other cities, Parikhhal explains that two things drive format differences from city to city. "One is the market's radio history; the other is the city's character. Cities have different attitudes toward themselves, and the No. 1 stations in those cities reflect those attitudes."

Destination: Chicago

Last July, Parikhhal helped Hot AC WKQX/Chicago evolve to a hybrid using elements of New Rock, AOR, and AC. Although he's not totally comfortable with giving any label to 'KQX, Parikhhal informally calls it "Modern AC." Still, he acknowledges that's not a very descriptive term.

"We always find two format holes, but in Chicago, we found three. Each possibility made sense and had about the same share potential. Everybody said the direction we selected would fail. They were convinced it wouldn't work because the format didn't have a name."

"We knew when we changed format, [Chicago ACs] WPNT and WTMX would go down. Each followed the '80s AC model. They did super-safe, conservative, old-fashioned formats, spent a ton of money on TV, and lost money. We knew they'd be cocky and think they'd automatically pick up our shares. We created a destination

Scaling The Mountain

Since its June 1992 sign-on, KMTT (The Mountain)/Seattle has modified its already unique music mix. Once perceived as a Rock AC, it's now more of an Adult Rocker, combining elements of Classic Rock, AOR, and Rock AC.

"Within the last several months, we've opened up our playlist and been playing a wider variety of music," comments VP/GM Mike Donovan. "There's much less emphasis on the '70s and more on the '80s and currents."

The Mountain's become more selective when playing cuts by artists like Paul Simon, Elton John, and Billy Joel. "There's less 'Kodachrome' [Simon] and 'Piano Man' [Joel], and more cuts like [Joel's] 'Scenes From An Italian Restaurant.' The musical quality is real important."

"We play several album cuts an hour, but our rotations don't come up every three or four hours. Our core audience listens because of the variety."

Donovan cites Peter Gabriel, Sting, INXS, Neil Young, Annie Lennox, and Shawn Colvin as cur-

Ratings Review

For a look at how some of the various hybrid stations have fared in the Arbitron derby, consult the chart below. The first three columns reflect Fall '92 Arbitron rank among 18-34s, 25-54s, and 35-64s. Columns four through six indicate fall-fall fluctuations within those demos.

WBMX/Boston	#8	#6	#7	-1.6	-0.3	-0.9
WBOS/Boston	#4	#5	#13	+1.8	+2.0	+1.5
WKQX/Chicago	#7	#11	#16	+2.5	+0.8	-0.2
WRVW/Harrisburg	#2	#1	#3	+15.5	+10.5	+4.7
KHMx/Houston	#5	#2	#6	-2.5	-0.5	+0.2
WMMO/Orlando	#7	#6	#6	-3.6	-2.1	Flat
WHPT/Sarasota	#2	#1	#2	+7.8	+9.4	+5.0
KMTT-FM/Seattle	#10	#9	#16	+0.6	+0.3	+0.7
WHPT/Tampa	#9	#5	#6	+1.9	+3.0	+2.1

While ascribing labels to some stations is a nearly futile exercise, that doesn't stop people from trying. WBMx is perhaps best termed a "Rhythm" AC, and KHMx is usually referred to as either "Hot" or "Rock" AC. WBOS, WRVW, WMMO, and WHPT fall under that very liberal "Rock" AC banner. WKQX and KMTT combine elements of several formats, including Rock AC, AOR, Classic Rock, and New Rock.

for people who were looking for this music combination — we knew it would work."

Though he wasn't involved with Rock AC WMMO/Orlando or Classic Rock/AOR/Rock AC hybrid KMTT/Seattle, Parikhhal opines, "WMMO moved into the market when the market was very unfocused. It's a market-specific Classic Rock AC, and it hasn't been cloned very well anywhere else."

"WMMO's an intuited format for that market. Someone had a good sense of what's going on there. The problem is that it's extremely difficult to clone the success of a programmer's skill. Ownership and management can't afford to take chances on that intuition being transportable."

"KMTT's a Soft Classic Rocker — and Soft Classic Rock is part of AC's spectrum. It's for Baby Boomers who don't want the edge."

Protecting The Core

The future, Parikhhal says, holds more fragmentation. "More different formats will be thrown at us. Stations will have to be aware of protectable core shares. It's not what you have now — it's what you can protect and how you can protect it."

"More than ever, stations must have the facts about their listeners. The driving force is strategy. It's not enough to know something works — stations need to understand the details."

Surprised By Audience

Donovan admits it's difficult to explain to advertisers what KMTT is, but he notes, "We're after the broad categories — airlines, department stores, and banks. It's not easy whenever you're trying to elbow your way into what might start out as a niche."

"I'm still shocked when I see our audience. I feel we wandered into a [crosstown News/Talk] KIRO focus group. Our listeners may be 50, but they're still into new music. When all is said and done, AOR's still aimed at 18-34 males, and this older person is tired of hearing the same 350 cuts on a Classic Rock station."

While Donovan feels his distinctive station has ratings potential ("We can be Top 5 among 25-54s"), he doesn't claim it'll be easy: "When dealing with adults, you're not going to get the explosive growth youth-oriented formats can [achieve]. This takes more patience than a street-driven station."



Mike Donovan

rent core artists. "At the same time, we're also big on Sade, Don Henley, and Etta James. We're aimed at adults, but we aren't trying to be AOR. We'd never play Nirvana or Pearl Jam."



DAN O'DAY

ADVENTURES IN JOB-SEEKING

How To Know When Not To Take A Job

I recently spoke with an air talent/production director in Atlanta who's applied for, been offered, and turned down five job opportunities in the past year. Why did he do it? Read on . . .

One For No Money

The first station was a large AOR outlet in a major market in Florida. The PD was new on the scene and wanted to fire the Production Director he had inherited. The four-track was old, there was no money for new equipment, the station had been down the last six books, the chain was in trouble, and the sales department was in turmoil over new competition. The PD expected wonders from his new production guy, whom he was willing to pay \$21,000/year. This one was easy to turn down . . . a losing proposition from the start.

Three Times Unlucky

[They offered] no contract, no moving expenses, and no explanation of job benefits. They were shocked when I turned it down!

Two's A No Go

Next up was a heritage AOR in a medium Ohio market. The production studios were beautiful. The station had been sold recently, and the new owner decided that two production people for the AM-FM combo were one too many. He wanted one guy to do both jobs at a salary in the upper 20s. "I was told that the current production director didn't know he was about to be axed, so I couldn't get a good look at the equipment or meet any of the staff members," our intrepid job seeker says.

"[They offered] no contract, no moving expenses, and no explanation of job benefits. They were shocked when I turned it down!"

Dan O'Day, author of "Personality Radio," consults a limited number of radio stations and individual air personalities, and conducts air talent and commercial copywriting seminars for stations, groups, and associations. He can be reached at (310) 476-8111 (or via fax at [310] 471-7762).

It looked like a good position until we saw that the town's major news item was nightly crack killings.

Their consultant called me two weeks later to say the job was still open, but they didn't improve their offer."

Four-get It

type of working agreement . . . and that pretty much ended the discussion."

Potential employer No. 4 was a medium market South Carolina AC. Its current production director, who had been handpicked by the Creative Director, was leaving. The creative director, who handled copywriting and continuity, seemed to be quite talented and had written some interesting stuff. But the PD who was doing the interviewing would never give a straight answer about to whom the applicant would be reporting.

The PD was offering a salary in the mid-20s and said that everybody on the staff had a contract. "But the more we talked, the more it became clear that the contract was nothing more than a non-compete agreement.

Station No. 3 was a small market station in Florida. The owners were offering a PD/morning show gig. "It looked like a good position until we visited the town [my wife and I always try to make a fact-finding trip when an opportunity comes up] and saw that the town's major news item was nightly crack killings."

In spite of the city's questionable desirability, he was interested enough to meet one of the owners for lunch. "After mentioning the lower cost of living in Florida, pointing out that the lack of state income tax had saved him \$66,000 in taxes the previous year. I said, 'That's terrific if you don't spend your income, but the local sales tax is 9%, and housing and food costs are even higher than in Atlanta.'"

Still, he was ready to take the job — if he received a contract. The owner said that nobody in the company had a contract. "I pointed out that in order to earn that \$66,000 he'd saved, he must have had some

I was also concerned about the chain of command. I couldn't see [the PD] going to bat for my interests.

"I was also concerned about the chain of command. I couldn't see [the PD] going to bat for my interests."

Inspirational Thought Of The Week

A morning jock in the Northwest writes:

While I'm not a comedian, I like to interject some gentle humor into my show. I figure if I can send people off to work with smiles on their faces, I'm doing my job. However, my program director disagrees. He doesn't think there should be ANY humor on our station. Why? 'Remember,' he says, 'for every 10 smiles in the audience, there's one frown. And we're not here to make our listeners frown.' What do you think, Dan?

Let's do some quick math here . . . 10 smiles for every one frown. If, at any given moment, you can make 91% of your audience smile, ASK FOR MORE MONEY!

I thought I would have gotten a more thorough description of the job and benefits if I had applied at the local 7-11.

"The PD couldn't tell me where the tower was. He didn't know how much the health insurance package cost or what percentage the company paid. He never discussed hours, but hinted that some weekend work might be involved. When I left, I thought I would have gotten a more thorough description of the job and benefits if I had applied at the local 7-11."

After talking to his references, the station called our beleaguered

buddy back and offered him the job. "I asked if they could send me a job description and a copy of their contract. The PD said he would, and I haven't heard back from them yet."

(Mis)Take Five

At this medium market North Carolina AC, the PD seemed to be a likable fellow. He didn't have a great deal of interest in production and was looking for a production director to handle the problems. "He put me in front of a typewriter as soon as I got there [after a three and a half-hour drive] and had me grunt out three pieces of copy. I guess he wanted to make sure I could type.

"The GM was new and expected great things from the new production guy. He told me the current production director [who was unaware that his job hung by a thread] had produced 90 spec spots in the previous four months. They had sold a third of them.

My experiences in the last year have left me wondering if I still want to be in the radio business.

"They wanted to pay me \$40 per account sold, along with a base salary in the mid-20s. They said if 100 accounts were sold in the next year, my base and bonus would equal the salary I was asking for. Even if there were another 100 potential new clients in this town, what happens next year?"

"I also was concerned about the chain of command. For instance, the equipment needed upgrading, but the PD controlled the budget, while the GM had the agenda. The PD just wanted the job done without his involvement, but my access to the GM would have been through the PD. I couldn't see him going to bat for my production interests."

After a long, frustrating year of interviewing adventures, here's how this job seeker sums up his ordeal: "[These stories must] sound terribly negative. Having run my own production studio, I find I ask a lot more questions before making a commitment to a new employer. But my experiences in the past year have left me wondering if I still want to be in the radio business."

School Closings, Part Two

KISM-FM/Bellingham, WA PD Allan Fee writes in response to my recent column dealing with announcing school closures:

"Before the storms hit here in the Northwest, I made it clear to my airstaff that I wanted KISM to be the market's source of weather-related information. Our phones rang off the hook and we were able to make one-on-one contact with hundreds of listeners.

"I was pleased they chose us, rather than another station, to be their source of information. I told the airstaff to treat each caller with respect and let them know we appreciated them calling us. And of course, we reminded them that we featured information on the air, too."

'Create A Service'

Fee continues, "We invited listeners to call if they had missed anything. You only win if you create a service for your listeners. Why not do it on their schedule instead of yours? They want to know now; that's why they called. As programmers, we need to put ourselves in our listeners' shoes more often. These people didn't call to bother us — they simply called for information.

"Our goal was to have our morning personalities answer as many of the calls as possible. What a great opportunity for them to make contact with our upper demos!"

"As for the programmer [in the previous column] reading the information every five minutes, that was a bit much. What percentage of his audience didn't care about school information? How many people tuned out?"

You only win if you create a service for your listeners. As programmers, we need to put ourselves in our listeners' shoes more often.
—Allan Fee

"Why not do reports every quarter hour? You can promote it on the air, keep the entertainment elements of your show firmly in place, and keep some people listening to your show. Those who need to know sooner can call . . . and you should be prepared to service those listeners."

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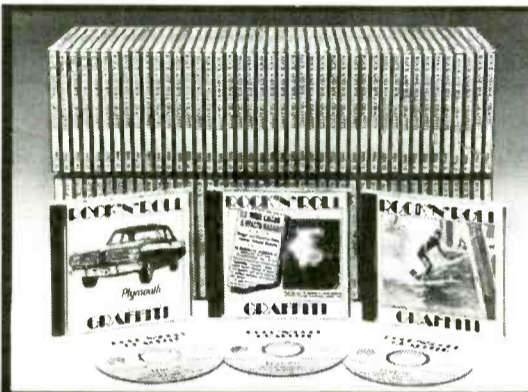
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EAST

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OPENINGS

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Seeking a self-motivated and aggressive news anchor/reporter. T&R: WMC, Paul Davis, 1960 Union Ave., Memphis, TN 38104. (2/26)

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MIDDAY HOST

Strong adult communicator, with top notch production skills...preferably in 8-track format. Send T&R. Both positions offer great benefits, including profit sharing & dental. David Graupner, GM, WTSO, 5712 Tokay Blvd., Madison, WI 53719. EOE

WQFM radio has an opening for an overnight air personality. To qualify, applicants must have at least one year on-air experience as an air personality and must be able to operate all standard broadcast equipment associated with producing a live radio show. Apply with aircheck, resume and references to: J.T. Stevens, Program Director, WQFM, 606 West Wisconsin Avenue, Milwaukee, WI 53203. No calls will be accepted. Minorities are encouraged to apply.

PRODUCTION DIRECTOR

Top 50 market AC seeking production director with creative writing style, super voice, and production skills. Music talent a plus. We're willing to pay top dollar including commission on new business. We are only interested in the best. Send tape and writing samples to: Radio & Records, 1930 Century Park West, #848, Los Angeles, CA 90067. EOE

OPENINGS
OPENINGS
POSITIONS SOUGHT
POSITIONS SOUGHT

TALENT

Major Market. Major station. Next generation major talent. Stretch, grow, do what you've always wanted. Do it here. Personality, talk, music and anything else that strikes your fancy. There already? That's OK. Need a little more time to grow? We're interested. Tape and anything else you'd like to send to: **Radio & Records, 1930 Century Park West, #803, Los Angeles, CA 90067.**

Lancaster/Palmdale CA. station seeks news director. Writing, gathering skills needed along with good delivery. T&Rs to: **Radio & Records, 1930 Century Park West, #847, Los Angeles, CA 90067.**

POSITIONS SOUGHT

AT specializing in Country seeks FT in small/medium market. TOM: (702) 786-6353. (2/26)

Progressive/Alternative music programmer with 16+ years NYC/major experience seeks to PD/MD where the music comes first! CALL: (215) 38-BRUCE. (2/26)

Attention northwest: Two years in Country and seeking a FT career. I'm young and truly love my Country. MARTY: (206) 734-3143. (2/26)

AT now doing midday AC in WV seeking location change. CHR and Country experience. Adult communicator. BRUCE: (304) 725-8123. (2/26)

Denver parttimer seeking for next fulltime position. AOR, CHR, AC. Programming, mornings and production, with some big stations-KDA. Denver. RICH: (303) 980-9931. (2/26)

News anchor, host co-host. 15 years' radio. Top references. Very good sound. Major or medium. DAVE: (619) 426-7925. (2/26)

CHR/AC start up/turnaround situation? Experienced AT/MD pro ready to make you #1. Check me out. CHRIS: (717) 285-4975. (2/26)

Will rotate music for food. Seeking MD/APD/research positions for CHR, Urban, Country. Six-year vet. second banana. ART: (412) 331-1927. (2/26)

Pro on the loose. Experience in programming, production and engineering. DADE: (713) 448-9218. (2/26)

I love the upper midwest! AT/PBP man with four years' experience seeks new challenge. Works hard and pays attention to detail. DAVE: (612) 533-8163. (2/26)

Five years in the business, four years as an assistant PD. Creative writer and topical for mornings/afternoons. Any market. RICH: (412) 462-2621. (2/26)

Announcer with programming experience looking for larger market. If you are looking for someone who will not settle for anything less than number 1, call Bill (502) 339-8336.

Radio/promotions. Music performance. 4+ years' experience seeking a growth position in radio/records. Will relocate. MS. HUGGINS: (203) 389-0822. (2/26)

17-year PD/AT. knowledgeable, focused, great production, promotions, leader. Seeks small to medium market opportunity in midwest. CHR/AC/CR. JOHNATHAN: (402) 464-8185. (2/26)

Major market experience, great ratings. Talented in AC, NAC, Country. JIM: (408) 624-7551. (2/26)

Award winning sportscaster/PBP. 18 years' experience. ED: (410) 226-5737. (2/26)

Ten-year pro with multiple personality condition. Retired, didn't like real world. Prefer CR/Oldies/CHR/AC. Creative copy, production, comedy, etc. BOBBY: (502) 231-3989. (2/26)

Single, white male. Eight-year pro AT/MD/PD. Experience in AC, CHR, AOR. Works and plays well with others. BOB: (817) 649-5324. (2/26)

Dallas, Houston! Production director for Steve Rivers/Boston, Driscoll/Philly. AT/assistant PD, Tulsa. Small market PD. Let's talk! BRYAN: (214) 402-8360. (2/26)

Rock editor of the late Monday Morning Replay is entertaining any and all offers. 10 years' radio experience, five years with MMR. PAUL: (313) 721-8255. (2/26)

Newsman with six years' radio experience seeks news director and/or reporting assignment in warm, dry climate. TIM: (602) 943-1920. (2/26)

29-year major market alumnus seeks south/southwest market opportunity as AT/PD/management. To help you shine. Let's talk! DICK: (505) 863-4136. (2/26)

Female CR/AOR AT with experience in NY and LA fringe markets seeks fulltime gig. CALL: (818) 247-1742 or (310) 840-4238. (2/26)

Hot AC swinger of '92 for all shifts seeks FT east "up" format. I bring you a pot of gold! I'm easy, I'm KEVIN: (717) 532-9487. (2/26)

CHR afternoons or evenings. Suburban Chicago, St. Louis, Rockford, etc. Call now and receive a free 8x10 glossy. RICH: (815) 395-8214. (2/26)

Vegas personality on "The Edge" seeks FT slot. Prefer CHR, UC, modern rock or Oldies in western US. ALAN: (702) 251-4689. (2/26)

Hire me, and I'll buy you dinner! P2 CHR MD/AT seeks small/medium hot CHR! Dedicated, hard working, great attitude! KEN: (508) 373-7247. (2/26)

MISCELLANEOUS

CHARLIE TUNA WHERE ARE YOU?

Also, Charlie Van Dyke, Cousin Bruce, Robert W. Morgan, The Real Dor Steele... you get the message. **Jones Satellite Networks** is searching for you if yours is a nationally recognized name in personality radio, past or present. We have an idea you might like. Call Phil Barry, VP/Operations & Programming at (800) 756-3251 today.

15 station radio group seeks relationship with record companies. We wish to offer cassette and CD compilations to our listeners via 1-800 and credit cards. We will buy inventory, process orders and complete fulfillment and customer service. Please respond to: **Radio & Records, 1930 Century Park West, #837, Los Angeles, CA 90067. EOE**

R&R Opportunities Display Advertising

	1x	2x
Display	\$85/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.

#1 Regional Country in the midwest is seeking an afternoon drive personality/music director, with some programming responsibility. Must be willing to take direction, and work the streets. This outstanding individual needs to understand and interpret music research, and be able to work closely with an exceptional consulting team. Learn from a highly motivated group of professionals in a market that reaches over a million people, and is extremely competitive. NOT an entry level position. If you fit this profile, rush tape, resume, and basic philosophy to: **Radio & Records, 1930 Century Park West, #853, Los Angeles, CA 90067. EOE**

Source: Fall 1992 Arbitron 12+, Mon-Sun; 6am-12mid

NEWS DIRECTOR

Top-rated full service AM station in beautiful upper midwest medium market seeks team player. Good music, security and positive environment. **Radio & Records, 1930 Century Park West, #846, Los Angeles, CA 90067. EOE**

WEST

KBUL seeks high energy talent for prime opening. Overnight T&R: KBUL, Tom Jordan, 2450 Wronde Way, Reno, NV 89502. (2/26)

Experienced traffic reporter sought for southwest markets. T&R: Brian Force, 14605 N. Airport Dr. #200, Scottsdale, AZ 85260. (2/26)

Mix 102.7 KTHH seeks enthusiastic news/sidekick for hot AC mornings. Be creative/have fun! T&R: Art Farkas, 2775 E. Shaw, Fresno, CA 93710. (2/26)

Morning show in major market. Outrageousness encouraged. Full service. Lots of conversation. Sports knowledge. Tape, resume, and past successes. **Radio & Records, 1930 Century Park West, #840, Los Angeles, CA 90067. EOE**

AC P2 MORNINGS IN THE ROCKIES!

Bright, concise, relatable talent to grow with stable, forward moving organization. Must be willing and able to live the life of our LISTENER and share it each morning. Warm, friendly, team player! If this is you, send tape, resume, and morning show philosophy to: **Radio & Records, 1930 Century Park West, #841, Los Angeles, CA 90067. EOE**

Skyview Traffic Watch is looking for experienced broadcasters for airborne, studio, and sidekick reporter positions. Not a gig, a career. Management potential. Send T&R to Brian Force, 14605 North Airport Drive, #200, Scottsdale, Arizona 85260.

Portland, Oregon Country combo seeking program director. Qualified candidates will have successful track records programming Country music; key winning competencies in strategic planning; research analysis; marketing, promotions and leadership. Send resume and salary requirements to GM, 931 S.W. King Ave., Portland, Oregon 97205. No phone calls. Park Communications, Inc. is an EOE.

99.1 KGGI has openings for weekend/fill-in air talent. Minimum one year commercial radio and production experience. Females and minorities encouraged. Tape and resume to: Mike Marino, 2001 Iowa Avenue, #200, Riverside, CA 92507.

SCARBOROUGH RESEARCH CORPORATION

Scarborough Research Corporation, America's leading provider of local market qualitative information, is seeking a Western Regional Sales Representative for our Los Angeles office.

Successful candidate will have experience using Scarborough, an exceptional record of accomplishment in sales, desire to travel and seek new challenges.

Please send resume (including salary history) to: Alan Trugman, VP/Dir. Broadcast Service Division, Scarborough Research Corporation, 11 West 42nd Street, NY, NY 10036.

99.1 KGGI has an immediate morning show opening. Relatability with hispanic lifestyle a plus. Send tape & resume to Larry Martino, P.O. Box 991, Riverside, California 92502. No beginners, no calls. Minorities encouraged. EOE



BREAKERS

RESTLESS HEART f/WARREN HILL Tell Me What You Dream (RCA)

60% of our reporters on it. Rotations: Heavy 1, Medium 29, Light 38, Total Adds 24, including WLIF, WBLI, WRQX, KVIL, WLTS, WARM98, KMXV, KKCW, KSFI, KLSY. Moves 30-23 on the AC chart.

NEW & ACTIVE

SHAWN COLVIN "I Don't Know Why" (Columbia) 50/10

Rotations: Heavy 2/0, Medium 19/2, Light 29/8, Total Adds 10: KESZ, KKMJ, WTKT, WMAG, KTYL, KMGL, KGBX, KRNO, KISC, KKLD. Heavy: WLIF, WLTE. Medium including WLTT, WIMX, WAHR, WRVR, WMXB, WLQR, KRLB, WNMB, KTWN, WFFX, KVIC, WMTFM, WHMS, KZLT, WQLH, WQLR, KMGW. Debuts at number 29 on the AC chart.

EXPOSE "I'll Never Get Over You (Getting Over Me)" (Arista) 44/9

Rotations: Heavy 1/0, Medium 21/1, Light 22/8, Total Adds 9: WLEV, WIMX, WKYE, WOBM, WTCB, WTFM, WRVR, KGBX, KMAJ. Heavy: WLIF. Medium including KSRR, KLSY, KKMJ, WLMX, WD.X, WAHR, KTYL, WROE, WLQR, WWWW, KISC, KRLB, WNMB, KTWN, KVIC, WMTFM, KZLT, WQLR, KMGW, K99. Debuts at number 30 on the AC chart.

STING "If I Ever Lose My Faith In You" (A&M) 42/4

Rotations: Heavy 1/0, Medium 25/2, Light 16/2, Total Adds 4: WRQX, WCRZ, WQLR, KARZ. Heavy: WFFX. Medium including WYXR, KEZR, WIMX, WOBM, KKMJ, WDLX, WAHR, WMXB, KTYL, WROE, WMGN, WLQR, KXYO, KRNO, KISC, WNMB, KTWN, KVIC, WHMS, KZLT, KMGW, K99, KEYW.

HOWARD HEWETT "How Fast Forever Goes" (Elektra) 40/14

Rotations: Heavy 0, Medium 11/2, Light 29/12, Total Adds 14: WLIF, KSRR, KESZ, KKCW, WIMX, WOBM, WTCB, WTKT, WAHR, WJDX, WRVR, KGBX, WWWW, KARZ. Medium including WDLX, KTYL, WROE, WLQR, KXYO, KISC, KTWN, KZLT, K99. Light including KQ102, WMTX, KEZR, KKMJ, WIVY, WTFM, WMXB.

K.D. LANG "Miss Chatelaine" (Sire/WB) 39/6

Rotations: Heavy 4/0, Medium 14/0, Light 21/6, Total Adds 6: KSRR, WKLI, WIMX, WMGN, KIDX, KARZ. Heavy: KOSI, WLQR, KRLB, KVIC. Medium: KGBY, WOBM, KKMJ, KMXR, WAHR, KTYL, KISC, JOY99, WMTFM, WHMS, KZLT, KMGW, K99, KEYW. Light including WLIF, WARM98, WWWW, KESZ, KKCW, WKYE.

GO WEST "What You Won't Do For Love" (EMI/ERG) 32/29

Rotations: Heavy 0, Medium 6/4, Light 26/25, Total Adds 29: WBTM, WKQI, KMXV, KESZ, B100, KEZR, WMJQ, WOBM, KKMJ, WIVY, WMXB, WROE, KGBX, WLQR, WWWW, KISC, WGLL, KRLB, WNMB, KTWN, KVIC, WMTFM, WHMS, KZLT, KYMG, KIDX, K99, KARZ, KEYW.

WARREN HILL "The Passion Theme" (Novus/RCA) 26/3

Rotations: Heavy 0, Medium 5/0, Light 21/3, Total Adds 3: WAHR, WTFM, WNMB. Medium: WROE, WLQR, KZLT, KMGW, KMGQ. Light including KSRR, WARM98, WIMX, WLMX, WDLX, WIVY, WMXB, KTYL, WMGN, KMGL, KISC, KRLB, KTWN, KVIC, WMTFM, WHMS, WLDL, K99.

RACHELLE FERRELL "Welcome To Love" (Capitol) 26/2

Rotations: Heavy 0, Medium 5/0, Light 21/2, Total Adds 2: WJDX, WNMB. Medium: WOBM, KMXR, WLQR, WGLL, KMGW. Light including KMXV, KESZ, KKMJ, WLMX, KTYL, WROE, WWWW, KRNO, KISC, KRLB, KTWN, KVIC, WMTFM, WHMS, KZLT, WLDL, KIDX, K99, KARZ.

ROTATION BREAKOUTS

	Total Reports/Adds	Heavy	Medium	Light
1 KENNY G	107/1	86	16	5
2 ELTON JOHN	107/3	75	27	5
3 PATTY SMYTH	102/0	80	19	3
4 PEABO BRYSON & REGINA BELLE	90/0	66	22	2
5 GLORIA ESTEFAN	101/8	60	26	15
6 VANESSA WILLIAMS & BRIAN MCKNIGHT	106/13	28	53	25
7 JON SECADA	89/5	45	33	11
8 CATHY DENNIS	82/0	48	25	9
9 BOYZ II MEN	78/5	41	26	11
10 MICHAEL BOLTON	82/9	34	41	7
11 GO WEST	76/0	42	28	6
12 PAUL McCARTNEY	86/6	27	47	12
13 RESTLESS HEART	57/0	24	27	6
14 JUDE COLE	74/2	31	34	9
15 WHITNEY HOUSTON	87/21	6	49	32
16 MICHAEL W. SMITH	82/6	17	39	26
17 WENDY MOTEN	79/3	16	45	18
18 DURAN DURAN	72/8	15	36	21
19 MICHAEL JACKSON	64/8	15	36	13
20 CELINE DION	54/0	21	26	7
21 MARY-CHAPIN CARPENTER	70/8	9	36	25
22 GENESIS	45/1	17	15	13
23 RESTLESS HEART f/WARREN HILL	68/24	1	29	38
24 KURT HOWELL	36/0	10	17	9
25 WHITNEY HOUSTON	34/1	9	19	6
26 PETER CETERA w/CHAKA KHAN	28/0	8	13	7
27 TOAD THE WET SPROCKET	35/0	5	24	6
28 WHITNEY HOUSTON	31/0	6	15	10
29 SHAWN COLVIN	50/10	2	19	29
30 EXPOSE	44/9	1	21	22

MOST ADDED

- GO WEST (29)
- RESTLESS HEART (24)
- WHITNEY HOUSTON (21)
- HOWARD HEWETT (14)
- WILLIAMS & MCKNIGHT (13)
- SHAWN COLVIN (10)
- MICHAEL BOLTON (9)
- EXPOSE (9)
- JOHN PAGANO (9)
- R.E.M. (9)

HOTTEST

- KENNY G (73)
- PATTY SMYTH (66)
- ELTON JOHN (61)
- BRYSON & BELLE (54)
- GLORIA ESTEFAN (39)
- CATHY DENNIS (31)
- GO WEST (27)
- BOYZ II MEN (25)
- JON SECADA (25)
- MICHAEL BOLTON (18)

INXS "Beautiful Girl" (Atlantic/AG) 25/3

Rotations: Heavy 0, Medium 8/0, Light 17/3, Total Adds 3: WKYE, WDLX, WGLL. Medium: WAHR, WMXB, WROE, JOY99, WFFX, KVIC, KMGW, KEYW. Light including WKTI, B100, KKMJ, WIVY, KTYL, WLQR, KRLB, KTWN, WHMS, KZLT, WQLH, KYMG, KIDX, K99.

NICKY HOLLAND "Tongue Tied And Twisted" (Epic) 23/6

Rotations: Heavy 0, Medium 1/0, Light 22/6, Total Adds 6: WDLX, KISC, WMTFM, WLDL, KARZ, KEYW. Medium: WLQR. Light including WLIF, WARM98, KKMJ, KTYL, WROE, WFMK, WWWW, KRLB, KTWN, WFFX, KVIC, WHMS, KZLT, WQLR, KMGW, K99.

VANESSA PARADIS "Be My Baby" (Polydor/PLG) 21/3

Rotations: Heavy 0, Medium 8/0, Light 13/3, Total Adds 3: WIMX, WTFM, WQLR. Medium: WROE, WLQR, KXYO, KRLB, KTWN, KVIC, K99, KEYW. Light including KSRR, KKMJ, WMXB, KTYL, KMJC, WWWW, KISC, WGLL, WHMS, KZLT.

R.E.M. "Man On The Moon" (WB) 20/9

Rotations: Heavy 0, Medium 5/2, Light 15/7, Total Adds 9: WKLI, WMJQ, WKYE, WIVY, WMXB, WRMF, WGLL, KRLB, WQLR. Medium including WFFX, KVIC, KEYW. Light including WKTI, KKMJ, WLQR, KTWN, WHMS, KZLT, KMGW, K99.

KIM CARNES "Gypsy Honeymoon" (EMI/ERG) 19/4

Rotations: Heavy 1/0, Medium 3/0, Light 15/4, Total Adds 4: WAHR, WGLL, WQLR, KARZ. Heavy: KEYW. Medium: WROE, WLQR, KMGW. Light including WIMX, KISC, KRLB, WNMB, KTWN, WFFX, KVIC, WHMS, KZLT, KYMG, K99.

ERIC CLAPTON "Running On Faith" (Reprise) 18/3

Rotations: Heavy 0, Medium 3/0, Light 15/3, Total Adds 3: KTYL, KISC, K99. Medium: WAHR, WLQR, WFFX. Light including KKMJ, KMJC, KRLB, WNMB, KTWN, KVIC, WHMS, WQLH, WQLR, KYMG, KMGW, KEYW.

10,000 MANIACS "Candy Everybody Wants" (Elektra) 17/2

Rotations: Heavy 0, Medium 3/0, Light 14/2, Total Adds 2: KKMJ, WGLL. Medium: WLQR, WFFX, KEYW. Light including WDLX, WMXB, KTYL, WROE, WWWW, KISC, KRLB, KTWN, KVIC, WHMS, KZLT, K99.

DEBBIE GIBSON "Losin' Myself" (Atlantic/AG) 16/0

Rotations: Heavy 1/0, Medium 6/0, Light 9/0, Total Adds 0. Heavy: KKMJ. Medium: WAHR, WTFM, KVIC, KZLT, KMGW, K99. Light: KMXV, WKYE, KTYL, WROE, WLQR, WGLL, KRLB, WQLH, KIDX.

JOAN BAEZ "Stones In The Road" (Virgin) 15/1

Rotations: Heavy 0, Medium 3/0, Light 12/1, Total Adds 1: WIMX. Medium: WAHR, WGLL, WFFX. Light including KSRR, KKMJ, WROE, WLQR, KRLB, KTWN, KVIC, KZLT, KMGW, K99, KEYW.

ROD STEWART "Have I Told You Lately" (WB) 15/1

Rotations: Heavy 6/0, Medium 7/1, Light 2/0, Total Adds 1: WMGN. Heavy: WYXR, WLTT, WRQX, KHMJ, KVRY, EAGLE. Medium including WALK, WKTI, WRVR, WRMF, KXYO, WGLL. Light: WLACFM, KRLV.

SIGNIFICANT ACTION

LISA VALE "Waiting In The Wings" (EastWest/Atlantic Group) 14/0

Rotations: Heavy 0, Medium 4/0, Light 10/0, Total Adds 0. Medium: WDLX, WLQR, KTWN, KZLT. Light: KMXR, WRVR, WMXB, WWWW, WGLL, KRLB, WNMB, WMTFM, WLDL, K99.

BERNARD OATTES "Throw Your Fears To The Wind" (Sin-Drome) 11/2

Rotations: Heavy 0, Medium 2/0, Light 9/2, Total Adds 2: KISC, WQLR. Medium: WAHR, WMGN. Light including WLQR, KRNO, KTWN, KVIC, WHMS, KZLT, K99.

DINA CARROLL "So Close" (A&M) 10/7

Rotations: Heavy 0, Medium 1/0, Light 9/7, Total Adds 7: WBMX, WROE, WMGN, WNMB, K99, KARZ, KEYW. Medium: WLQR. Light including KTWN, KVIC.

JOHN PAGANO "The Best I Ever Was" (MCA) 9/9

Rotations: Heavy 0, Medium 0, Light 9/9, Total Adds 9: WLQR, KRLV, KRLB, WNMB, KTWN, KVIC, KZLT, WQLR, K99.

BOY KRAZY "That's What Love Can Do" (Next Plateau/London/PLG) 9/8

Rotations: Heavy 0, Medium 1/1, Light 8/7, Total Adds 8: WKQI, KMXV, WKYE, KTYL, WLQR, WGLL, K99, KEYW. Light including WKTI.

ROBERT CRAY BAND "The Price I Pay" (Mercury) 8/0

Rotations: Heavy 0, Medium 0, Light 8/0, Total Adds 0. Light: KKMJ, WLQR, KRLB, KTWN, KVIC, KZLT, KMGW, KEYW.

JOE COCKER "Night Calls" (Capitol) 5/5

Rotations: Heavy 0, Medium 0, Light 5/5, Total Adds 5: WLQR, KTWN, WFFX, KVIC, K99.

JENNI MULDAUR "Black Clouds" (WB) 5/5

Rotations: Heavy 0, Medium 0, Light 5/5, Total Adds 5: WLQR, WGLL, KTWN, KZLT, K99.

SHANICE "Saving Forever For You" (Giant/Reprise) 5/0

Rotations: Heavy 1/0, Medium 3/0, Light 1/0, Total Adds 0. Heavy: WQHQ. Medium: KLSY, WRVR, KSSKFM. Light: KKLD.

Easy
is getting great
PHONE
response at the stations it's on regardless of the
SEX
of the listener.

CHR: MOST ADDED
AC: SHIPPING THIS WEEK

The international Top Five hit by
FAITH NO MORE

©1993 Blush Records. But not on the Easy Country Network.

PAUL WELLER

"Above The Clouds"

"The best current writer of vintage soul."
Daily News/NY

"Does a take on British invasion soul music... that rivals STEVE WINWOOD or LENNY KRAVITZ."
Cincinnati Post

"A virtual god in Britain!"
BAM/L.A.

"Smooth, superior white soul... imagine GEORGE MICHAEL with depth or MICHAEL BOLTON with talent."
Boston Phoenix

"The perfect song for AC right now!"
Laura Hinson/PLG

"Powerful, multifaceted soul."
People Magazine

"Weller can still dish out lovely, lyrical gems, like 'Above The Clouds'."
Rolling Stone

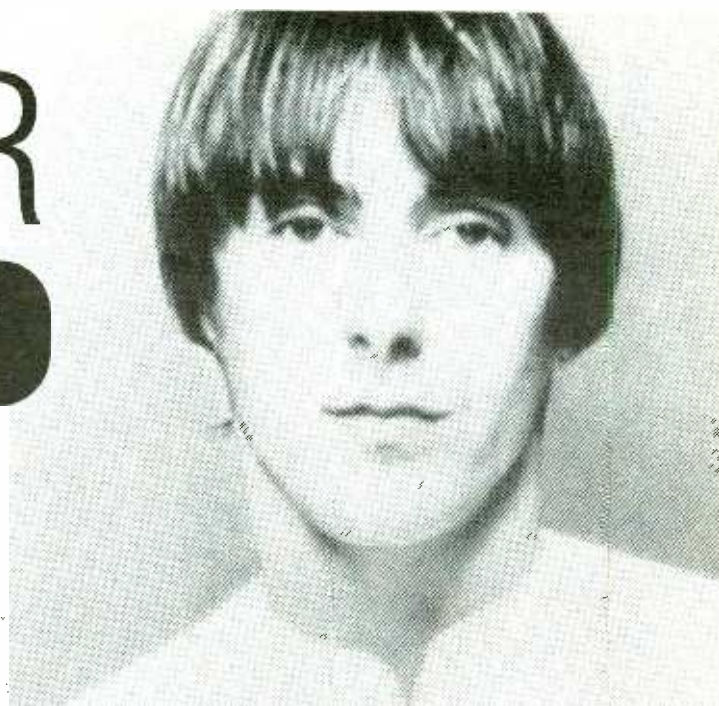
"Soulful, mature, and well crafted."
L.A. Times

**Inspired, new music from
the celebrated founder of
THE STYLE COUNCIL.**

GOING FOR ADDS MONDAY, MARCH 1ST.

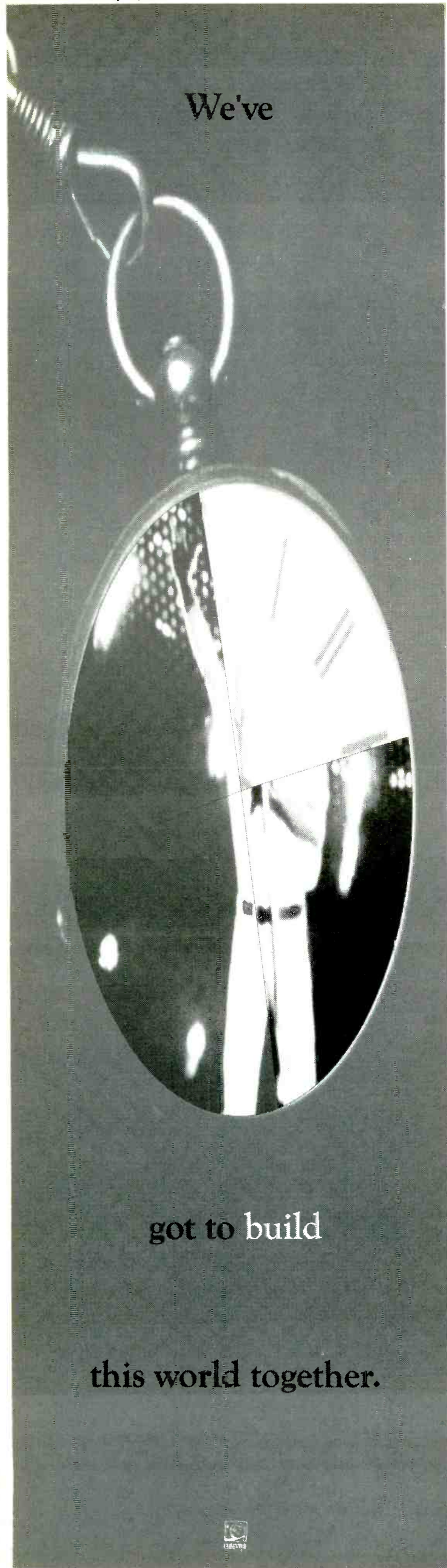


PolyGram Label Group



AC ADDS & HOTS

CURRENT-BASED



We've

got to build

this world together.

EAST

P1

WLIF/Baltimore
Balaban/Thoner
RESTLESS HEART
HOWARD HEWETT
Hottest:
JON SECADA
PAUL MCCARTNEY
GLORIA ESTEFAN
VANESSA WILLIAMS
ELTON JOHN

WBWX/Boston
Greg Strassell
WHITNEY HOUSTON
MICHAEL JACKSON
DINA CARROLL
REGINA BELLE
Hottest:
JON SECADA
BRYSON & BELLE
GENESIS
ELTON JOHN

WALK/Nassau
Free/Lombardo
VANESSA WILLIAMS
ELTON JOHN
Hottest:
BRYSON & BELLE
KENNY G
PATTY SMYTH
BOYZ II MEN
WHITNEY HOUSTON

WBL/Nassau
Terry/Larkin
RESTLESS HEART
VANESSA WILLIAMS
Hottest:
GO WEST
PATTY SMYTH
WHITNEY HOUSTON
ELTON JOHN
JON SECADA

WMXV/New York
Bob Dunphy
BOYZ II MEN
VANESSA WILLIAMS
DURAN DURAN
JON SECADA
Hottest:
KENNY G
MICHAEL JACKSON
WHITNEY HOUSTON
ELTON JOHN
BOYZ II MEN

WYXR/Philadelphia
Cook/Gress
MICHAEL W. SMITH
GLORIA ESTEFAN
VANESSA WILLIAMS
Hottest:
ELTON JOHN
ROD STEWART
BONNIE RAITT
CATHY DENNIS
KENNY G

WVTV/Pittsburgh
Gilbert/Alexander
GENESIS
Hottest:
WHITNEY HOUSTON
JOURNEY
BOYZ II MEN
BRYSON & BELLE
KENNY G

WLTW/Washington
Chuck Morgan
MICHAEL W. SMITH
Hottest:
KENNY G
ROD STEWART
BRYSON & BELLE
RESTLESS HEART
GLORIA ESTEFAN

WRQX/Washington
Pelegrini/Silver
STING
WHITNEY HOUSTON
VANESSA WILLIAMS
RESTLESS HEART
Hottest:
BRYSON & BELLE
ELTON JOHN
JUDE COLE
ELTON JOHN
KENNY G

P2

WKLU/Albany
Knot/Holmberg
MICHAEL BOLTON
MARY CHAPIN CARPE
VANESSA WILLIAMS
R.E.M.
K.D. LANG
Hottest:
KENNY G
BRYSON & BELLE
PATTY SMYTH
ELTON JOHN
GLORIA ESTEFAN

WLEW/Allentown
Jeff Silvers
MARY CHAPIN CARPE
DURAN DURAN
JUDE COLE
EXPOSE
Hottest:
BRYSON & BELLE
CELINE DION
PATTY SMYTH
KENNY G
MICHAEL BOLTON

WMJQ/Bufalo
Lucas/Christian
R.E.M.
MICHAEL JACKSON
WHITNEY HOUSTON
Hottest:
KENNY G
BRYSON & BELLE
PATTY SMYTH
GO WEST
CATHY DENNIS

WVAF/Charleston, WV
Johnson/Kasey
WHITNEY HOUSTON
Hottest:
BRYSON & BELLE
GO WEST
PATTY SMYTH
KENNY G
CATHY DENNIS

WIMX/Harrisburg
Ed August
EXPOSE
K.D. LANG
HOWARD HEWETT
VANESSA WILLIAMS
JOAN BAEZ
Hottest:
MICHAEL BOLTON
ELTON JOHN
PAUL MCCARTNEY
JON SECADA
VANESSA WILLIAMS

WYKE/Johnstown, PA
Jack Michaels
RESTLESS HEART
R.E.M.
INDS
BOY KRAZY
EXPOSE
Hottest:
ELTON JOHN
PATTY SMYTH
CATHY DENNIS
JON SECADA
PAUL MCCARTNEY

WJLK/Monmouth-Ocean
Guida/Pressley
WENDY MOTEN
Hottest:
GO WEST
KENNY G
PATTY SMYTH
ELTON JOHN
GLORIA ESTEFAN

WOBM/Monmouth-Ocean
Jeff Rafter
GO WEST
HOWARD HEWETT
EXPOSE
Hottest:
PATTY SMYTH
BOYZ II MEN
GLORIA ESTEFAN
CATHY DENNIS

WQHQ/Salisbury, MD
Thom Walsh
MICHAEL BOLTON
GLORIA ESTEFAN
Hottest:
BOYZ II MEN
BRYSON & BELLE
KENNY G
MADONNA
PATTY SMYTH

WHYN-FM/Springfield, MA
Bill Hess
MICHAEL BOLTON
Hottest:
KENNY G
PATTY SMYTH
CATHY DENNIS
ELTON JOHN
CATHY DENNIS
GLORIA ESTEFAN

WMSG/Wilkes-Barre
Norton/Phillips
RESTLESS HEART
Hottest:
KENNY G
PATTY SMYTH
GLORIA ESTEFAN
JON SECADA

WARM/York, PA
Kelly West
RESTLESS HEART
Hottest:
KENNY G
PATTY SMYTH
ELTON JOHN
JON SECADA

P3

WGLL/Hagerstown, MD
Burns/Conlon
KIM CARNES
RESTLESS HEART
10,000 MANIACS
GO WEST
R.E.M.
WHITNEY HOUSTON
INDS
BOY KRAZY
JENNI MULDAUR
Hottest:
PATTY SMYTH
MICHAEL JACKSON
ELTON JOHN
MARY CHAPIN CARPE
PAUL MCCARTNEY

SOUTH

P1

WBT-FM/Charlotte
Donovan/Mariner
WHITNEY HOUSTON
GO WEST
GLORIA ESTEFAN
Hottest:
BRYSON & BELLE
CATHY DENNIS
KENNY G
ELTON JOHN
TOAD THE WET SPRO

KVIL/Dallas
Bill Curtis
RESTLESS HEART
PAUL MCCARTNEY
Hottest:
KENNY G
RESTLESS HEART
BRYSON & BELLE
GO WEST
BOYZ II MEN

KHMX/Houston
Dave Van Stone
GLORIA ESTEFAN
Hottest:
JUDE COLE
ELTON JOHN
RESTLESS HEART
BRYSON & BELLE
DURAN DURAN

WLTS/New Orleans
Bob Mitchell
PAUL MCCARTNEY
RESTLESS HEART
MARY CHAPIN CARPE
Hottest:
KENNY G
GO WEST
PATTY SMYTH
CATHY DENNIS
CELINE DION

2WD/Norfolk
Dick Lamb
PAUL MCCARTNEY
WHITNEY HOUSTON
MICHAEL W. SMITH
Hottest:
KENNY G
BRYSON & BELLE
GO WEST
CATHY DENNIS
JON SECADA

KQ102/San Antonio
Scott/Norris
none
Hottest:
KENNY G
PATTY SMYTH
ELTON JOHN
JON SECADA
GLORIA ESTEFAN

KSRJ/San Antonio
Wara/Knight
DURAN DURAN
JUDE COLE
K.D. LANG
HOWARD HEWETT
Hottest:
KENNY G
BRYSON & BELLE
WHITNEY HOUSTON
PATTY SMYTH
CELINE DION

WMTX/Tampa
Dixon/Rico
none
Hottest:
KENNY G
BRYSON & BELLE
PATTY SMYTH
DURAN DURAN
GO WEST

WUSA/Tampa
Johnny Williams
none
Hottest:
BRYSON & BELLE
KENNY G
WHITNEY HOUSTON
RESTLESS HEART
PATTY SMYTH

P2

WZNY/Augusta, GA
John Patrick
MICHAEL BOLTON
BOYZ II MEN
Hottest:
KENNY G
GLORIA ESTEFAN
ELTON JOHN
PATTY SMYTH
CATHY DENNIS

KKMJ/Austin
Burke/Burns
SHAWN COLVIN
PAUL MCCARTNEY
Hottest:
BOYZ II MEN
KENNY G
GLORIA ESTEFAN
JON SECADA
VANESSA WILLIAMS

WKMY/Beaumont, TX
Russell/Brock
GO WEST
10,000 MANIACS
MAXI PRIEST
Hottest:
KENNY G
DURAN DURAN
PATTY SMYTH
DEBBIE GIBSON
PAUL MCCARTNEY

WLMX/Chattanooga
Danny Howard
none
Hottest:
CATHY DENNIS
BOYZ II MEN
ELTON JOHN
PATTY SMYTH
CELINE DION

WTCB/Columbia
Doug Spets
EXPOSE
HOWARD HEWETT
Hottest:
KENNY G
PATTY SMYTH
ELTON JOHN
GLORIA ESTEFAN
MICHAEL BOLTON

KMXR/Corpus Christi
Jana Shaw
RESTLESS HEART
MARY CHAPIN CARPE
Hottest:
KENNY G
BRYSON & BELLE
ELTON JOHN
GLORIA ESTEFAN
JON SECADA

WTKJ/Gainesville, FL
Allen/Jon
DURAN DURAN
HOWARD HEWETT
SHAWN COLVIN
Hottest:
ELTON JOHN
MICHAEL BOLTON
PATTY SMYTH
GLORIA ESTEFAN
JON SECADA

EAGLE/Greensboro
Jackson/McHugh
GLORIA ESTEFAN
VANESSA WILLIAMS
Hottest:
BOYZ II MEN
BRYSON & BELLE
RESTLESS HEART
KENNY G
ROD STEWART

WMAG/Greensboro
Chuck Holoway
WHITNEY HOUSTON
SHAWN COLVIN
Hottest:
KENNY G
BRYSON & BELLE
PATTY SMYTH
ELTON JOHN
CELINE DION

WDLX/Greenville, NC
Jackson/Moreland
NICKY HOLLAND
INDS
Hottest:
ELTON JOHN
JON SECADA
PAUL MCCARTNEY
BOYZ II MEN
JUDE COLE

WAHR/Huntsville, AL
Bonnie O'Brien
WHITNEY HOUSTON
WARREN HILL
HOWARD HEWETT
KIM CARNES
Hottest:
MARY CHAPIN CARPE
PAUL MCCARTNEY
MICHAEL BOLTON
JON SECADA
BONNIE RAITT

WJDX/Jackson, MS
Dave Perkins
RACHELLE FERRELL
WENDY MOTEN
HOWARD HEWETT
Hottest:
KENNY G
BRYSON & BELLE
CATHY DENNIS
ELTON JOHN
PATTY SMYTH

WIVY/Jacksonville
Matthew/West
GO WEST
R.E.M.
Hottest:
KENNY G
GENESIS
KURT HOWELL
ELTON JOHN
GLORIA ESTEFAN

WTFM/Johnson City
Mark McKinley
EXPOSE
VANESSA WILLIAMS
WARREN HILL
Hottest:
MICHAEL BOLTON
BRYSON & BELLE
KENNY G
PATTY SMYTH
GO WEST

WPEZ/Macon
Jim Franklin
WHITNEY HOUSTON
RESTLESS HEART
VANESSA WILLIAMS
Hottest:
KENNY G
GO WEST
PATTY SMYTH
ELTON JOHN
GLORIA ESTEFAN

WRVJ/Memphis
Kirklend/Mantey
HOWARD HEWETT
SAMUEL BROWN
Hottest:
WENDY MOTEN
JON SECADA
BOYZ II MEN
GLORIA ESTEFAN
VANESSA WILLIAMS

WFFX/Tuscaloosa, AL
Sander Walker
JOE COCKER
Hottest:
PATTY SMYTH
SADE
GO WEST
ELTON JOHN
DURAN DURAN

KVIC/Victoria, TX
Joe Friar
GO WEST
JOE COCKER
JOHN PAGANO
Hottest:
CATHY DENNIS
GLORIA ESTEFAN
DURAN DURAN
PATTY SMYTH
VANESSA WILLIAMS

WLBX/Lubbock, TX
Paul Ramone
GO WEST
R.E.M.
JOHN PAGANO
Hottest:
JON SECADA
BOYZ II MEN
PAUL MCCARTNEY
GLORIA ESTEFAN
ELTON JOHN

WMMB/Myrtle Beach, SC
Thompson/Adams
GO WEST
RACHELLE FERRELL
WARREN HILL
DINA CARROLL
JOHN PAGANO
Hottest:
PATTY SMYTH
KENNY G
ELTON JOHN
GLORIA ESTEFAN
BOYZ II MEN

KTWN/Texasarkana, TX
Mike Akin
JENNI MULDAUR
JOHN PAGANO
JOE COCKER
GO WEST
REGINA BELLE
Hottest:
PATTY SMYTH
ELTON JOHN
CATHY DENNIS
GLORIA ESTEFAN
KENNY G

WEST

P1

KMJ/Denver
Dave Ward
GLORIA ESTEFAN
WHITNEY HOUSTON
PAUL MCCARTNEY
Hottest:
BRYSON & BELLE
GO WEST
PATTY SMYTH
JUDE COLE

KOSJ/Denver
Scott Taylor
VANESSA WILLIAMS
Hottest:
KENNY G
BRYSON & BELLE
PATTY SMYTH
ELTON JOHN
CATHY DENNIS

KBIG/Los Angeles
Edwards/Verdery
none
Hottest:
GO WEST
PATTY SMYTH
CATHY DENNIS
CELINE DION
ELTON JOHN

KOST/Los Angeles
Kaye/Amidon
WHITNEY HOUSTON
Hottest:
KENNY G
PETER CETERA
GLORIA ESTEFAN
ELTON JOHN
MICHAEL JACKSON

KEZJ/Phoenix
Mike Del Rosso
GO WEST
SHAWN COLVIN
HOWARD HEWETT
Hottest:
ELTON JOHN
BOYZ II MEN
CATHY DENNIS
JON SECADA
GLORIA ESTEFAN

KVRY/Phoenix
Elliott/Zelner
none
Hottest:
KENNY G
RESTLESS HEART
GO WEST
MICHAEL BOLTON
MICHAEL JACKSON

KKCW/Portland
Bill Minckler
ELTON JOHN
RESTLESS HEART
HOWARD HEWETT
Hottest:
BRYSON & BELLE
KENNY G
MICHAEL BOLTON
GO WEST
CATHY DENNIS

KOBY/Sacramento
Sattler/Garcia
VANESSA WILLIAMS
Hottest:
KENNY G
RESTLESS HEART
MICHAEL JACKSON
GENESIS

KSF/Salt Lake City
MacNeil/Morris
RESTLESS HEART
Hottest:
KENNY G
BRYSON & BELLE
KURT HOWELL
RESTLESS HEART
ELTON JOHN

B100/San Diego
Gene Knight
BOYZ II MEN
MICHAEL W. SMITH
GO WEST
Hottest:
ELTON JOHN
BRYSON & BELLE
TOAD THE WET SPRO
KENNY G
JUDE COLE

KEZR/San Jose
Bill Stedman
GO WEST
RESTLESS HEART
DURAN DURAN
Hottest:
KENNY G
BRYSON & BELLE
GENESIS
JON SECADA
ELTON JOHN

KLSJ/Seattle
Irwin/Brooks
RESTLESS HEART
Hottest:
BRYSON & BELLE
ELTON JOHN
COLLIN RAYE
MICHAEL JACKSON
KENNY G

P2

KSSK-FM/Honolulu
Michael Shihido
JON SECADA
Hottest:
KENNY G
ELTON JOHN
WHITNEY HOUSTON
BRYSON & BELLE
GENESIS

KMZQ/Las Vegas
Cochran/Keith
MICHAEL BOLTON
WHITNEY HOUSTON
PAUL MCCARTNEY
Hottest:
BRYSON & BELLE
KENNY G
ELTON JOHN
RESTLESS HEART
PATTY SMYTH

KRLV/Las Vegas
Chase/Ortolano
REGINA BELLE
RESTLESS HEART
JOHN PAGANO
Hottest:
KENNY G
BRYSON & BELLE
WENDY MOTEN
MICHAEL JACKSON
GLORIA ESTEFAN

KXYQ/Portland
Jim Ryan
none
Hottest:
KENNY G
BRYSON & BELLE
JUDE COLE
VANESSA WILLIAMS

KRNO/Reno, NV
Mitchell/Adamsen
RESTLESS HEART
SHAWN COLVIN
Hottest:
BRYSON & BELLE
MICHAEL BOLTON
PATTY SMYTH
MICHAEL BOLTON
ELTON JOHN

KISC/Spokane, WA
Rob Harder
RESTLESS HEART
SHAWN COLVIN
GO WEST
ERIC CLAPTON
NICKY HOLLAND
BERNARD OATTES
Hottest:
ELTON JOHN
KENNY G
PATTY SMYTH
GLORIA ESTEFAN
CATHY DENNIS

JOY99/Stockton
Candy Stephens
MICHAEL BOLTON
MICHAEL W. SMITH
WHITNEY HOUSTON
Hottest:
CATHY DENNIS
BRYSON & BELLE
ELTON JOHN
GO WEST
KENNY G

KKLD/Tucson
Bobby Rich
SHAWN COLVIN
Hottest:
BRYSON & BELLE
KENNY G
ELTON JOHN
RESTLESS HEART
PETER CETERA

P3

KYMG/Anchorage, AK
John Roberts
MICHAEL BOLTON
WHITNEY HOUSTON
Hottest:
PATTY SMYTH
ELTON JOHN
JON SECADA
GLORIA ESTEFAN
MICHAEL BOLTON

KIDX/Billings, MT
Bell/Lawrence
GO WEST
K.D. LANG
Hottest:
BRYSON & BELLE
GO WEST
BOYZ II MEN
PATTY SMYTH
CATHY DENNIS

KMGW/Casper, WY
John Leader
none
Hottest:
PATTY SMYTH
CATHY DENNIS
CELINE DION
ELTON JOHN
GLORIA ESTEFAN

K99/Great Falls, MT
JJ Hemmingway
BOY KRAZY
ERIC CLAPTON
JENNI MULDAUR
GO WEST
DINA CARROLL
JOHN PAGANO
JOE COCKER
BOY GEORGE
Hottest:
KENNY G
PATTY SMYTH
WHITNEY HOUSTON
ELTON JOHN

P3

KARZ/Redding, CA
Allen/Bremer
GO WEST
CELINE DION
SADE
DINA CARROLL
STING
HOWARD HEWETT
K.D. LANG
KIM CARNES
NICKY HOLLAND
Hottest:
PATTY SMYTH
ELTON JOHN
GLORIA ESTEFAN
PAUL MCCARTNEY
CATHY DENNIS

KMGQ/Santa Barbara, CA
Caryl/Newcomer
DURAN DURAN
WHITNEY HOUSTON
MICHAEL W. SMITH
Hottest:
PATTY SMYTH
KENNY G
CELINE DION
GLORIA ESTEFAN
BOYZ II MEN

KEYW/Tri-Cities, WA
Swartz/Travis
DINA CARROLL
NICKY HOLLAND
GO WEST
BOY KRAZY
Hottest:
JUDE COLE
ELTON JOHN
JON SECADA
KIM CARNES
MICHAEL JACKSON

114 Current Reporters
109 Current Playlists
Called in Frozen Playlist (2):
WUSA/Tampa
WNNK/Cincinnati
Did Not Report, Playlist Frozen (3):
KMGW/Casper
WFMK/Lansing
WLTE/Minneapolis

LW	TW	FEBRUARY 26, 1993	
1	1	KENNY G/Breathless (Arista)	"Joy"
2	2	RICHARD ELLIOT/Soul Embrace (Manhattan/Capitol)	"Never"
4	3	BRIAN HUGHES/Under One Sky (Justin Time)	"Nueve"
3	4	SADE/Love Deluxe (Epic)	"Kiss"
5	5	STANLEY CLARKE/Passenger 57 - Music From The Soundtrack (Epic)	"Lisa"
6	6	LEO GANDELMAN/Visions (One Globe Music)	"Forever"
10	7	MAX LASSER'S ARK/A Different Kind Of Blue (Real Music)	"Dance"
12	8	ANGELA BOFILL/I Wanna Love Somebody (Jive)	"Always"
9	9	ALEX MURZYN/Cross Currents (Kamei)	"Theme"
7	10	KEIKO MATSUI/Cherry Blossom (White Cat)	"Rainy"
20	11	JAN HAMMER/Beyond The Mind's Eye (Miramar)	"Sunset"
14	12	KOINONIA/Koinonia (Bluemoon/Wigwam)	"Mistral"
8	13	RONNIE LAWS/Deep Soul (PAR)	"Harvest"
11	14	FATTBURGER/On A Roll (Sin-Drome)	"Imagine"
18	15	VARIOUS ARTISTS /WARREN HILL/Body Of Evidence Soundtrack (Novus/RCA)	"Passion"
24	16	NELSON RANGELL/Truest Heart (GRP)	"Flight"
16	17	VITAL INFORMATION/Easier Done Than Said (Manhattan/Capitol)	"All"
15	18	ALPHONSE MOUZON/The Survivor (Tenacious)	"All"
13	19	BOBBY LYLE/Secret Island (Atlantic Jazz/AG)	"Paradise"
17	20	CONNECTION/Inside Out (Shanachie)	"Calico"
23	21	RICK BRAUN/Intimate Secrets (Mesa)	"Calico"
22	22	PETER GORDON/Doubleplay (Positive Music)	"Calico"
19	23	GEORGE DUKE/Snapshot (WB)	"Paradise"
BREAKER 24 JAMES LEE STANLEY/The Envoy (Beachwood) "Tonight"			
DEBUT 25 MARS LASAR/The Eleventh Hour (Real Music) "Cellular"			
BREAKER 26 BLUE KNIGHTS/Blue Night (Innovative Communication) "En Vogue"			
27 RAMSEY LEWIS/Ivory Pyramid (GRP) "People"			
DEBUT 28 POCKET CHANGE/Mediterranean Affair (Brainchild)			
DEBUT 29 INCOGNITO/Tribes, Vibes & Scribes (Verve/PolyGram) "L'Arc"			
30 RALF ILLENBERGER/Soleil (Narada/Equinox) "Dancing"			

LW	TW	FEBRUARY 26, 1993	
1	1	AL GREY/Fab (Capri)	"Dewey"
6	2	BILLY CHILDS/Portrait Of A Player (Windham Hill Jazz)	"Dewey"
2	3	HARRY CONNICK JR./25 (Columbia)	"Dewey"
4	4	BILLY TAYLOR/Dr. T. (GRP)	"Dewey"
9	5	YELLOWJACKETS/Like A River (GRP)	"Dewey"
7	6	ETTA JONES/Reverse The Charges (Muse)	"Dewey"
3	7	CHARLES FAMBROUGH/The Charmer (CTI)	"Dewey"
11	8	BOBBY MILITELLO/Heart And Soul (Positive Music)	"Dewey"
14	9	LOU RAWLS/Portrait Of The Blues (Manhattan/Capitol)	"Dewey"
15	10	JIMMY SCOTT/Lost And Found (Rhino/Atlantic)	"Dewey"
5	11	HENDRIK MEURKENS/Clear Of Clouds (Concord Picante)	"Dewey"
13	12	WYNTON MARSALIS/Citi Movement (Griot New York) (Columbia)	"Dewey"
12	13	BOB MINTZER/Departure (DMP)	"Dewey"
8	14	DONALD BROWN/Cause And Effect (Muse)	"Dewey"
18	15	MARCUS ROBERTS/If I Could Be With You (Novus/RCA)	"Dewey"
20	16	PAQUITO D'RIVERA/La Habana Rio Conexion (Messidor)	"Dewey"
10	17	CINDY BLACKMAN/Code Red (Muse)	"Dewey"
23	18	RENE McLEAN/In African Eyes (Triloka)	"Dewey"
BREAKER 19 JOHNNY GRIFFIN QUARTET/Dance Of Passion (Antilles/PolyGram)			
DEBUT 20 CHARLIE SEPULVEDA/Algo Nuestro "Our Thing" (Antilles/PolyGram)			
26 21 RON JACKSON/A Guitar Thing (Muse)			
DEBUT 22 SCOTT HAMILTON/With Strings (Concord)			
16 23 BOBBY LYLE/Secret Island (Atlantic Jazz/AG) "Paradise"			
19 24 TITO PUENTE/Live At The Village Gate (Tropijazz/Sony)			
BREAKER 25 MARLON JORDAN/The Undaunted (Columbia)			
BREAKER 26 ABBEY LINCOLN/Devil's Got Your Tongue (Verve/PolyGram)			
21 27 ALEX MURZYN/Cross Currents (Kamei) "May"			
17 28 JACKIE McLEAN/Rhythm Of The Earth (Antilles/Island)			
BREAKER 29 NINO TEMPO/Nino (Atlantic Jazz/AG)			
29 30 MIKE METHENY/From Then 'Til Now (Altenburgh)			

BREAKERS

STEVE LAURY 67%
BLUE KNIGHTS 64%
JAMES L. STANLEY 62%

MOST ADDED

KIRK WHALUM (20)
STEVE LAURY (12)
CHUCK LOEB (12)
BRIAN BROMBERG (9)
RAY OBIEDO (6)
BLUE KNIGHTS (5)
HAPPY RHODES (5)
SOTO KOTO (5)
LE MYSTERE DES VOIX... (4)
POCKET CHANGE (4)
NINO TEMPO (4)

HOTTEST

RICHARD ELLIOT (29)
KENNY G (23)
SADE (21)
BRIAN HUGHES (19)
LEO GANDELMAN (6)
ANGELA BOFILL (5)
JAN HAMMER (5)
KOINONIA (5)
STANLEY CLARKE (4)
NELSON RANGELL (4)

NEW & ACTIVE

*STEVE LAURY "Keepin' The Faith" (Denon) 26/12
Rotations: Heavy 0/0, Medium 10/2, Light 16/10, Total Adds 12: WCDJ, KTWV, KBZN, KIFM, KBLX, KKSF, KYFX, WXXM, KEZL, KXDC, WEZV, KCLC. **BREAKER** this week.

ROYCE CAMPBELL "Vista" (Sin-Drome) 22/3
Rotations: Heavy 1/0, Medium 3/0, Light 18/3, Total Adds 3: KOAI, KKSF, KKLD. Heavy: KJZZ

PRESTON REED "Border Towns" (Liberty) 22/0
Rotations: Heavy 4/0, Medium 5/0, Light 13/0, Total Adds 0. Heavy: WNOX, KIOT, KMXX, KNIK.

CAL SCOTT "Second Thought" (Tamarack) 22/0
Rotations: Heavy 4/0, Medium 5/0, Light 13/0, Total Adds 0. Heavy: KJZZ, KIFM, KCLC, KNIK

KIRK WHALUM "Cache" (Columbia) 21/20
Rotations: Heavy 0/0, Medium 3/3, Light 18/17, Total Adds 20: WCDJ, KOAI, WLVE, WNUA, WNWV, KHHI, JAZZFM, KTWV, KIFM, KBLX, WFAE, WNOX, WLOQ, WNNQ, KEZL, KXDC, KCLC, JZTRAX, SS, KKLD

D-INFLUENCE "Good 4 We" (EastWest/Atlantic Group) 19/3
Rotations: Heavy 3/0, Medium 5/0, Light 11/3, Total Adds 3: WCDJ, KBZN, WXXM. Heavy: KTWV, KXDC, KKLD.

PORCUPINE "Look But Don't Touch" (White Cat) 19/1
Rotations: Heavy 1/0, Medium 8/0, Light 10/1, Total Adds 1: KKLD. Heavy: JZTRAX.

BRIAN BROMBERG "Brian Bromberg" (Novus/RCA) 17/9
Rotations: Heavy 0/0, Medium 5/1, Light 12/8, Total Adds 9: WNUA, KIFM, KKSF, WLOQ, WXXM, KEZL, KCLC, KMXX, KNIK.

NINO TEMPO "Nino" (Atlantic Jazz/AG) 17/4
Rotations: Heavy 2/0, Medium 3/0, Light 12/4, Total Adds 4: WCDJ, KYFX, KCLC, SS. Heavy: JAZZFM, WEZV.

RAY OBIEDO "Sticks & Stones" (Windham Hill Jazz) 16/6
Rotations: Heavy 0/0, Medium 5/1, Light 11/5, Total Adds 6: WNUA, KTWV, KJZZ, KKSF, KEZL, WEZV.

PAUL BRADY "Songs & Crazy Dreams" (Fontana/Mercury) 16/2
Rotations: Heavy 1/0, Medium 8/0, Light 7/2, Total Adds 2: KEZL, KKLD. Heavy: KIOT

VARIOUS ARTISTS "Body Heat - Jazz At The Movies" (Discovery) 16/1
Rotations: Heavy 2/0, Medium 4/0, Light 10/1, Total Adds 1: KIFM. Heavy: WLVE, JAZZFM.

* Uncharted Breakers denoted by one asterisk.

BREAKERS

MARLON JORDAN 88%
JOHNNY GRIFFIN 80%
ABBEY LINCOLN 76%
NINO TEMPO 64%
FRED JACOBS 60%

MOST ADDED

MARLON JORDAN (9)
KIRK WHALUM (6)
JOHN SCOFIELD (5)
CHRIS CONNOR (4)
DEBORAH FRANCOISE (4)
JOHNNY GRIFFIN QUARTET (4)
ABBEY LINCOLN (4)
CHUCK LOEB (4)

HOTTEST

BILLY CHILDS (11)
CHARLES FAMBROUGH (10)
BILLY TAYLOR (10)
HARRY CONNICK JR. (6)
JIMMY SCOTT (5)
WYNTON MARSALIS (4)
BOBBY MILITELLO (4)

NEW & ACTIVE

**VINNY VALENTINO "& Hear No Evil" (PAR) 20/3
Rotations: Heavy 2/0, Medium 9/1, Light 9/2, Total Adds 3: CJ, WSIE, KSBR. Heavy: JCITY, WTEB. **CHART EXTRA** this week.

**JOHN PIZZARELLI "Naturally" (RCA) 20/2
Rotations: Heavy 0/0, Medium 6/0, Light 14/2, Total Adds 2: KLCC, WSIE. **CHART EXTRA** this week.

**MOTOHIKO HINO "Sailing Stone" (Gramavision) 18/2
Rotations: Heavy 1/0, Medium 9/0, Light 8/2, Total Adds 2: WEBR, WFSS. Heavy: WDET. **CHART EXTRA** this week.

**VARIOUS ARTISTS "Body Heat - Jazz At The Movies" (Discovery) 17/1
Rotations: Heavy 2/0, Medium 9/0, Light 6/1, Total Adds 1: KSBR. Heavy: CJ, JCITY. **CHART EXTRA** this week.

*FRED JACOBS "Time Change" (M/Art) 15/1
Rotations: Heavy 1/0, Medium 5/0, Light 9/1, Total Adds 1: WEBR. Heavy: KSDS. **BREAKER** this week.

JOHN SCOFIELD "What We Do" (Blue Note) 14/5
Rotations: Heavy 0/0, Medium 7/1, Light 7/4, Total Adds 5: KMHD, KSDS, WTEB, WUSF, WSIE.

REBECCA PARRIS "Spring" (MusicMasters Jazz) 14/1
Rotations: Heavy 4/0, Medium 2/0, Light 8/1, Total Adds 1: WFSS. Heavy: WOTB, KMHD, KXJZ, KJAZ.

MARCOS ARIEL "Hand Dance" (Nova) 13/0
Rotations: Heavy 4/0, Medium 6/0, Light 3/0, Total Adds 0. Heavy: WDET, KATZ, WSIE, KSBR.

LOU LEVY "Lunarcy" (Verve/PolyGram) 12/3
Rotations: Heavy 1/0, Medium 6/1, Light 5/2, Total Adds 3: WFPL, CJ, WUSF. Heavy: KXJZ.

HANK JONES "Handful Of Keys" (Verve/PolyGram) 12/2
Rotations: Heavy 1/0, Medium 5/0, Light 6/2, Total Adds 2: WFSS, WUSF. Heavy: WBGO.

STEVE LAURY "Keepin' The Faith" (Denon) 12/2
Rotations: Heavy 0/0, Medium 3/0, Light 9/2, Total Adds 2: WAER, WVPE.

OREGON "Always, Never, And Forever" (Intuition) 11/3
Rotations: Heavy 1/0, Medium 3/0, Light 7/3, Total Adds 3: KSDS, WFPL, WUSF. Heavy: WVPE.

JOHNNY LYTLE "Moon Child" (Muse) 11/1
Rotations: Heavy 5/0, Medium 2/0, Light 4/1, Total Adds 1: WEBR. Heavy: KSDS, KJAZ, WAER, WSHA, WFSS.

** Chart Extra denoted by two asterisks.

songwriters

Herbie Hancock
Stevie Wonder
Leon Russell
John Coltrane
Billy Strayhorn

The New Single "Remember Who You Are"

from the forthcoming album with guest performances by:

musicians

Paul Jackson, Jr. • Perri • Doc Powell
Marion Meadows • Norman Brown • Stanley Clarke
Paulinho DaCosta • Pharoah Sanders

SHONNOJ NUBRON



[album release date]
8/23/93

Solve the mystery on

surprise vocal divas

WVPE

New AC

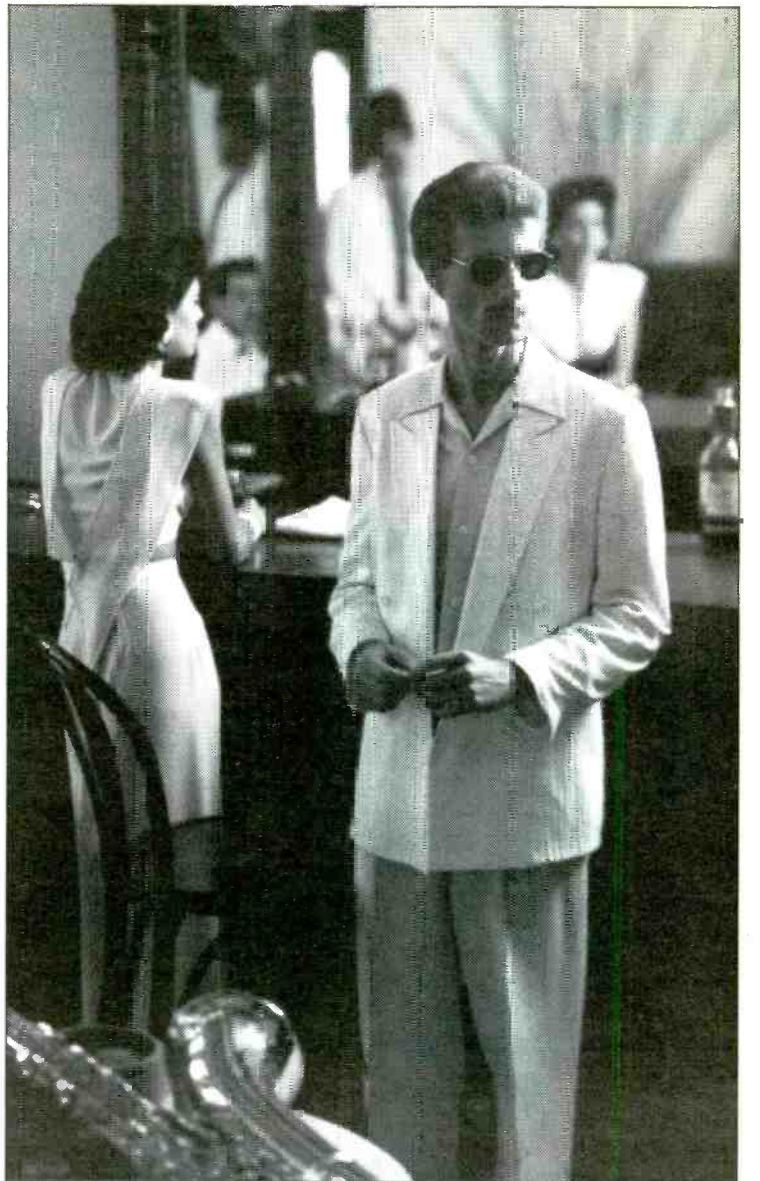
EAST P1 WJZZ /Washington, D.C. Not least: BOB LINDEN WJZZ /Washington, D.C. Not least: BOB LINDEN WDCU /Boston Lawrence/Smith Not least: MARY LASAR WJZZ /Washington, D.C. Not least: BOB LINDEN WDCU /Boston Lawrence/Smith Not least: MARY LASAR		WEST P1 KBLX /San Francisco Not least: STEVE LAURY KBLX /San Francisco Not least: STEVE LAURY KHIV /Denver Laune Cobb Not least: ERIK WHALUM KHIV /Denver Laune Cobb Not least: ERIK WHALUM	
WEST P2 KBLX /San Francisco Not least: STEVE LAURY KBLX /San Francisco Not least: STEVE LAURY KHIV /Denver Laune Cobb Not least: ERIK WHALUM KHIV /Denver Laune Cobb Not least: ERIK WHALUM		WEST P3 KBLX /San Francisco Not least: STEVE LAURY KBLX /San Francisco Not least: STEVE LAURY KHIV /Denver Laune Cobb Not least: ERIK WHALUM KHIV /Denver Laune Cobb Not least: ERIK WHALUM	
SOUTH P1 KOAT /Dallas Oudestein/Miller Not least: ERIK WHALUM KOAT /Dallas Oudestein/Miller Not least: ERIK WHALUM WVLE /Miami McMillan/Fischer Not least: ERIK WHALUM WVLE /Miami McMillan/Fischer Not least: ERIK WHALUM		SOUTH P2 WFAZ /Charlotte, NC Paul Strubbing Not least: ERIK WHALUM WFAZ /Charlotte, NC Paul Strubbing Not least: ERIK WHALUM WVLE /Miami McMillan/Fischer Not least: ERIK WHALUM WVLE /Miami McMillan/Fischer Not least: ERIK WHALUM	
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**39 Current Reporters
33 Current Playlists**
Called In A Frozen Playlist (1):
KIOT/Santa Fe
Did Not Report, Playlist Frozen (5):
KBIA/Columbia
KTNT/Oklahoma City
WCLZ/Portland
WGMC/Rochester
WQCD/New York
Did Not Report For Two Consecutive Weeks, Not Used In This Week's Data (2):
KTCZ/Minneapolis
WJZZ/Detroit

CONTEMPORARY JAZZ

EAST P1 WBGO /Newark Thurston Briscoe Not least: JOHNNY GRIFFIN QUA WBGO /Newark Thurston Briscoe Not least: JOHNNY GRIFFIN QUA WRTU /Philadelphia Bill Clark Not least: DONALD BROWN WRTU /Philadelphia Bill Clark Not least: DONALD BROWN WOTB /Providence, RI Bill Gray Not least: BOBBY MILITELLO WOTB /Providence, RI Bill Gray Not least: BOBBY MILITELLO		SOUTH P2 WFLP /Louisville Greg Lee Not least: HARLOW JORDAN WFLP /Louisville Greg Lee Not least: HARLOW JORDAN WVOT /Nashville Greg Lee Not least: HARLOW JORDAN WVOT /Nashville Greg Lee Not least: HARLOW JORDAN		WEST P1 KBLX /San Francisco Not least: STEVE LAURY KBLX /San Francisco Not least: STEVE LAURY KHIV /Denver Laune Cobb Not least: ERIK WHALUM KHIV /Denver Laune Cobb Not least: ERIK WHALUM	
SOUTH P3 WVLE /Miami McMillan/Fischer Not least: ERIK WHALUM WVLE /Miami McMillan/Fischer Not least: ERIK WHALUM WVLE /Miami McMillan/Fischer Not least: ERIK WHALUM		WEST P2 KBLX /San Francisco Not least: STEVE LAURY KBLX /San Francisco Not least: STEVE LAURY KHIV /Denver Laune Cobb Not least: ERIK WHALUM KHIV /Denver Laune Cobb Not least: ERIK WHALUM		WEST P3 KBLX /San Francisco Not least: STEVE LAURY KBLX /San Francisco Not least: STEVE LAURY KHIV /Denver Laune Cobb Not least: ERIK WHALUM KHIV /Denver Laune Cobb Not least: ERIK WHALUM	

**25 Current Reporters
19 Current Playlists**
Called In A Frozen Playlist (1):
WOTB/Providence
Did Not Report, Playlist Frozen (5):
KATZ/St. Louis
KPLU/Tacoma-Seattle
WMOT/Nashville
WRTU/Philadelphia
WSHA/Raleigh
Did Not Report For Two Consecutive Weeks, Not Used In This Week's Data (4):
KSLU/Hammond
KUOP/Stockton
KWNU/St. Louis
WCPN/Cleveland



JAZZIZ NOTED
THAT ERIC LEEDS'S
"talents are formidable
and should keep him
around for the long haul."
BEATS SAID HIS DEBUT
ALBUM TIMES SQUARED
"creates a lasting bond
between the artist and
audience."

INDEED.
But often the kindest
words are in
things left unsaid.

THINGS LEFT UNSAID

A NEW ALBUM BY

Eric Leeds

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"ISLA MUJERES,"
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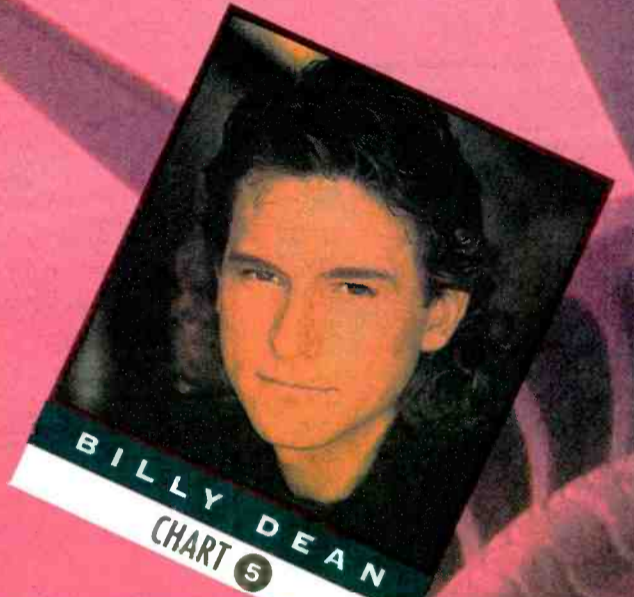
LIBERTY'S

TURNING UP THE HEAT



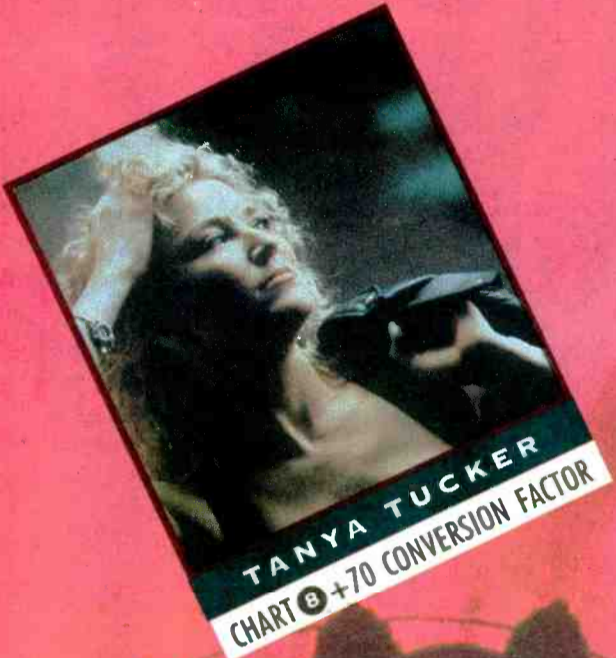
SUZY BOGGUSS

CHART 3



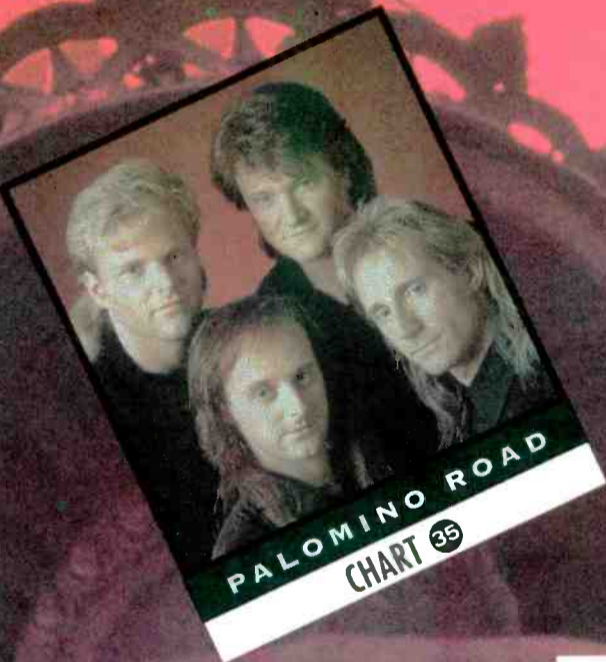
BILLY DEAN

CHART 5



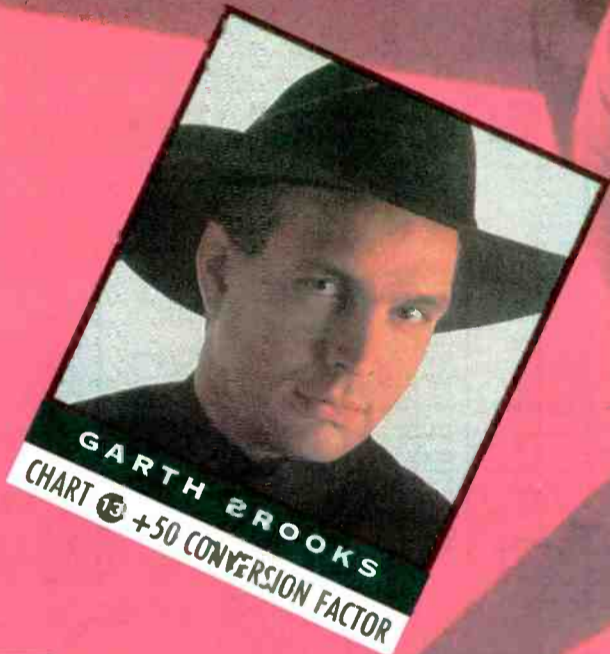
TANYA TUCKER

CHART 8 +70 CONVERSION FACTOR



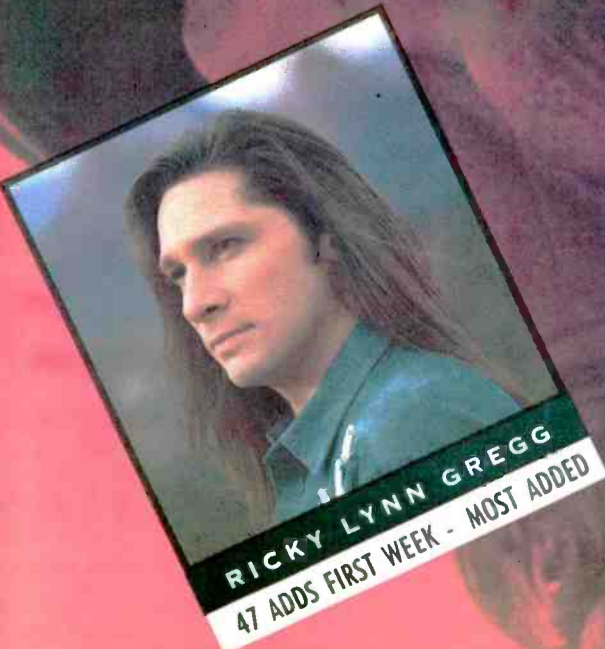
PALOMINO ROAD

CHART 35



GARTH BROOKS

CHART 13 +50 CONVERSION FACTOR

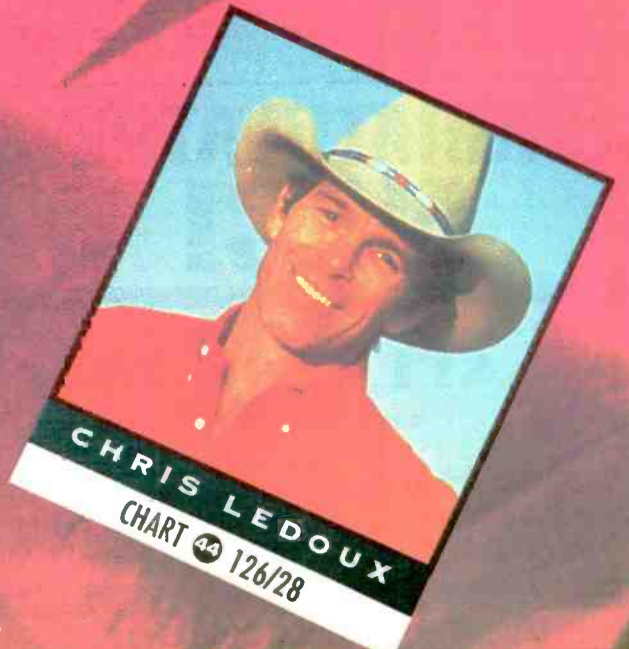


RICKY LYNN GREGG

47 ADDS FIRST WEEK - MOST ADDED



3322 WEST END AVENUE
NASHVILLE, TENNESSEE 37203



CHRIS LEDOUX

CHART 44 126/28

222 REPORTERS				FEBRUARY 26, 1993				
3	2							
WKS	WKS	LW	TW	Total Reports/Adds	Heavy	Medium	Light	
8	4	2	1	LORRIE MORGAN/What Part Of No (BNA Entertainment)	222/0	215	6	1
11	9	4	2	ALABAMA/Once Upon A Lifetime (RCA)	222/0	208	14	0
7	6	3	3	SUZY BOGGUSS/Drive South (Liberty)	222/0	199	22	1
15	14	9	4	GEORGE STRAIT/Heartland (MCA)	222/0	177	43	2
10	10	6	5	BILLY DEAN/Tryin' To Hide A Fire In The Dark (Liberty)	219/0	174	41	4
14	12	8	6	MARY-CHAPIN CARPENTER/Passionate Kisses (Columbia)	222/0	163	53	6
13	11	7	7	COLLIN RAYE/I Want You Bad (And That Ain't Good) (Epic)	220/0	164	51	5
21	17	11	8	TANYA TUCKER/It's A Little Too Late (Liberty)	222/0	120	99	3
18	16	10	9	PAM TILLIS/Let That Pony Run (Arista)	222/1	118	100	4
9	8	5	10	McBRIDE & THE RIDE/Just One Night (MCA)	198/0	146	40	12
22	20	15	11	CLINT BLACK/When My Ship Comes In (RCA)	222/2	88	131	3
20	18	14	12	MARK CHESNUTT/Ol' Country (MCA)	222/0	76	139	7
23	21	16	13	GARTH BROOKS/Learning To Live Again (Liberty)	222/0	64	152	6
25	23	18	14	BILLY RAY CYRUS/She's Not Cryin' Anymore (Mercury)	222/1	50	159	13
28	24	19	15	BROOKS & DUNN/Hard Workin' Man (Arista)	222/1	27	183	12
5	3	1	16	SAWYER BROWN/All These Years (Curb)	168/0	109	47	12
27	26	20	17	RADNEY FOSTER/Nobody Wins (Arista)	222/0	27	179	16
—	31	23	18	REBA McENTIRE & VINCE GILL/The Heart Won't Lie (MCA)	222/3	16	172	34
30	27	22	19	RESTLESS HEART/Mending Fences (RCA)	218/6	14	173	31
29	28	24	20	KATHY MATTEA/Standing Knee Deep In A River (Mercury)	217/6	15	159	43
—	32	25	21	ALAN JACKSON/Tonight I Climbed The Wall (Arista)	218/3	6	159	53
33	29	26	22	MARK COLLIE/Born To Love You (MCA)	218/4	3	162	53
40	35	30	23	SAMMY KERSHAW/She Don't Know She's Beautiful (Mercury)	217/8	3	141	73
36	34	32	24	AARON TIPPIN/My Blue Angel (RCA)	194/12	9	110	75
—	43	37	25	HAL KETCHUM/Hearts Are Gonna Roll (Curb)	213/20	1	91	121
35	33	31	26	LITTLE TEXAS/I'd Rather Miss You (WB)	205/13	0	100	105
—	—	40	27	TRACY LAWRENCE/Alibis (Atlantic Nashville/AG)	204/44	1	76	127
3	1	12	28	WYNNONNA/My Strongest Weakness (Curb/MCA)	104/0	42	46	16
4	5	17	29	CONFEDERATE RAILROAD/Queen Of Memphis (Atlantic Nashville/AG)	102/0	39	36	27
39	37	35	30	NEAL McCOY/Now I Pray For Rain (Atlantic Nashville/AG)	181/16	2	67	112
46	39	38	31	STEVE WARINER/Like A River To The Sea (Arista)	186/23	1	57	128
44	40	39	32	DOLLY PARTON AND FRIENDS/Romeo (Columbia)	169/21	3	73	93
BREAKER	44	42	33	DOUG STONE/Made For Lovin' You (Epic)	179/67	2	38	139
—	44	42	34	GIBSON MILLER BAND/High Rollin' (Epic)	179/32	0	46	133
38	36	36	35	PALOMINO ROAD/Why Baby Why (Liberty)	158/6	1	55	102
BREAKER	36	36	36	TRISHA YEARWOOD/You Say You Will (MCA)	156/152	0	26	130
BREAKER	37	36	37	JOY WHITE/True Confessions (Columbia)	141/14	3	45	93
12	13	13	38	SHENANDOAH/Leavin's Been A Long Time Comin' (RCA)	75/0	18	35	22
BREAKER	39	38	39	LARI WHITE/What A Woman Wants (RCA)	135/28	0	27	108
BREAKER	40	39	40	TRACY BYRD/Someone To Give My Love To (MCA)	133/18	1	34	98
32	30	29	41	RICK VINCENT/Best Mistakes I Ever Made (Curb)	85/0	5	43	37
2	2	27	42	DIAMOND RIO/In A Week Or Two (Arista)	66/0	22	20	24
BREAKER	43	42	43	LEE ROY PARNELL/Tender Moment (Arista)	141/131	1	4	136
—	—	50	44	CHRIS LeDOUX/Look At You Girl (Liberty)	126/28	1	24	101
—	—	49	45	DOUG SUPERNAW/Honky Tonkin' Fool (BNA Entertainment)	115/14	0	29	86
1	22	43	46	TRAVIS TRITT/Can I Trust You With My Heart (WB)	68/0	30	25	13
—	49	48	47	KENTUCKY HEADHUNTERS/Honky Tonk Walkin' (Mercury)	90/3	2	33	55
DEBUT	48	48	48	TOBY KEITH/Should've Been A Cowboy (Mercury)	120/52	0	11	109
DEBUT	49	48	49	LARRY STEWART/Alright Already (RCA)	101/101	0	8	93
DEBUT	50	48	50	MICHELLE WRIGHT/The Change (Arista)	97/34	0	5	92

MOST ADDED

TRISHA YEARWOOD (152)
LEE ROY PARNELL (131)
LARRY STEWART (101)
DOUG STONE (67)
TOBY KEITH (52)
RICKY LYNN GREGG (47)
TRACY LAWRENCE (44)
LISA STEWART (35)
MICHELLE WRIGHT (34)
GIBSON MILLER BAND (32)

HOTTEST

LORRIE MORGAN (137)
ALABAMA (118)
SUZY BOGGUSS (102)
GEORGE STRAIT (79)
MARY-CHAPIN CARPENTER (78)
BILLY DEAN (63)
McBRIDE & THE RIDE (56)
COLLIN RAYE (47)
SAWYER BROWN (46)
TANYA TUCKER (35)

NEW ARTISTS

Reports/Adds

1 T. KEITH/Should've... (Mercury) ... 120/52
2 DOUG SUPERNAW/Honky... (BNA Ent.) ... 115/14
3 LARRY STEWART/Alright Already (RCA) 101/101
4 RICKY LYNN GREGG/I Had A... (Liberty) ... 47/47
5 SIX SHOOTER/Under My Skin (Curb) ... 21/21
6 CIMMARON/Can't You Just Stay... (Alpine) ... 20/3
7 JOAN BAEZ/Stones In The Road (Virgin) ... 8/0
8 DEBRA BURNS/I'm In Love All... (Soundwaves) 5/1

New artists have not yet had a Country Breaker or concurrent airplay from 60% of reporting stations.

MOST ADDED & HOTTEST list the most added songs 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

DOUG STONE

Made For Lovin' You (Epic)

On 81% of reporting stations. Rotations: Heavy 2, Medium 38, Light 139, Total Adds 67, including WPKX, WMZQ, WOVK, KNUE, KIXS, WWQQ, WDDD, WWJO, WTCM, KKAT, KORD. Moves 45-33 on the Country chart.

TRISHA YEARWOOD

You Say You Will (MCA)

On 70% of reporting stations. Rotations: Heavy 0, Medium 26, Light 130, Total Adds 152, including WGNA, WPOC, WQCB, KEAN, KYNG, KOOV, WUSW, KQDY, KHAK, KRST, KIK-FM, KASH. Debuts at number 36 on the Country chart.

LEE ROY PARNELL

Tender Moments (Arista)

On 64% of reporting stations. Rotations: Heavy 1, Medium 4, Light 136, Total Adds 131, including WRWD, WICO, WDLS, WQDR, KGKL, KAJA, KTTS, WFMB, WTHI, KNCI, KRAK, KKAT. Debuts at number 43 on the Country chart.

JOY WHITE

True Confessions (Columbia)

On 64% of reporting stations. Rotations: Heavy 3, Medium 45, Light 93, Total Adds 14, including WGNA, WEZL, WPCV, WWKA, WKHK, WTNT, KKYR, KJJY, KZKX, KASH, KNAX, KKAT. Moves 45-42-41-37 on the Country chart.

LARI WHITE

What A Woman Wants (RCA)

On 61% of reporting stations. Rotations: Heavy 0, Medium 27, Light 108, Total Adds 28, including WHWK, WWNC, WEZL, KOUL, KRYS, WKHK, WHOK, WJOD, WASK-FM, KIQK, KYGO, KFMS. Moves 50-47-39 on the Country chart.

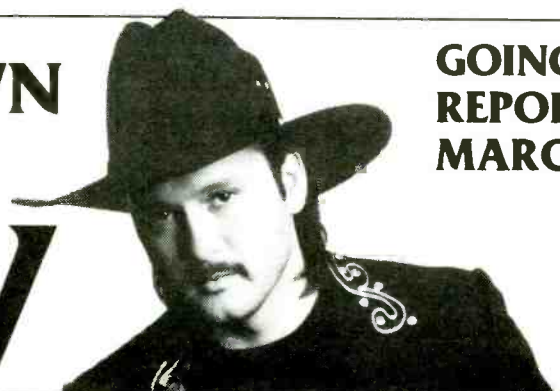
TRACY BYRD

Someone To Give My Love To (MCA)

On 60% of reporting stations. Rotations: Heavy 1, Medium 34, Light 98, Total Adds 18, including WOKO, WWNC, WHKZ, WCKT, WOKK, WGH-FM, KKYR, WWQM, WIL, KMLE, KBUL, KRTY. Moves 48-45-44-40 on the Country chart.

TIM McGRAW

"WALKING DOWN MEMORY LANE"



GOING FOR
REPORTS
MARCH 8th

CURB
RECORDS



NEW & ACTIVE

CHRIS LeDOUX "Look At You Girl" (Liberty) 126/28

Rotations: Heavy 1, Medium 24, Light 101, Total Adds 28. WFGY, WPOC, WQCB, WQSI, WSTH, KSCS, WKML, WOKK, WRNS, WKHK, KKYR, WTXI, WWQQ, WYNG, WFMS, KFKF, WITL, KCJB, WXCL, KSUX, KASH, KQFC, KYGO, KZLA, KNIX, KBUL, KCKC, KDRK. *Moves 50-44 on the Country chart.*

TOBY KEITH "Should've Been A Cowboy" (Mercury) 120/52

Rotations: Heavy 0, Medium 11, Light 109, Total Adds 52, including WPOC, WQSI, WYAY, WYNK, WTDK, KRYS, WMSI, KSSN, WAMZ, WGKX, WRNS, KNUE, WGEE, WFMS, WITL, WMIL, WTHI, KFDI, KUZZ, KUGN, KNAX, KHAY, KUPL, KCCY, KRZY, KRPM, KDRK. *Debuts at number 48 on the Country chart.*

DOUG SUPERNAW "Honky Tonkin' Fool" (BNA Entertainment) 115/14

Rotations: Heavy 0, Medium 29, Light 86, Total Adds 14. WGNA, WFGY, WIOV, WEZL, WRNS, KAJA, WUSW, WYNG, WCUZ, WASKFM, WKCC, KSUX, KOLT, KORD. Medium: KASE, KAYD, KTCS, KLLL, KTEX, WSM, WXBW, KFKF, KCJB, KFDI, KUZZ, KVOC, KALF, KNCI. *Moves 49-45 on the Country chart.*

LARRY STEWART "Alright Already" (RCA) 101/101

Rotations: Heavy 0, Medium 8, Light 93, Total Adds 101, including WWYZ, WOVK, KMML, WEZL, KPLX, WIVK, WVLK, WAMZ, WAMZ, WSIX, WSM, WUBE, WGAR, WHOK, KFKF, WITL, KXXY, WTHI, WDEZ, KZSN, KRST, KUZZ, KYGO, KNAX, KMLE, KNIX, KRAK, KKAT, KMPS. *Debuts at number 49 on the Country chart.*

MICHELLE WRIGHT "The Change" (Arista) 97/34

Rotations: Heavy 0, Medium 5, Light 92, Total Adds 34, including WPOC, WQCB, WTCR, WOVK, KASE, KHEY, WHLZ, WCKT, KSSN, WYAK, WSIX, WRNS, WCMS, WTNT, KQDY, KHAK, WYNG, WITL, WXCL, WDDD, WTHI, KZSN, KMUS, KZLA, KMIX, KHAY, KNIX, KDRK. *Debuts at number 50 on the Country chart.*

KENTUCKY HEADHUNTERS "Honky Tonk Walkin'" (Mercury) 90/3

Rotations: Heavy 2, Medium 33, Light 55, Total Adds 3, WYNG, KQFC, KORD. Heavy: WOWW, KCKC. Medium: WFGY, WAYZ, WYNY, WRWD, WICO, WFRG, WOVK, KEAN, KRRV, WCMS, WYKA, KGKL, WUSW, KQDY, WAXX, KTTS, WFMB, WTCM, KOEL, KMUS, KUGN, KMIX, KDRK. *Moves 49-48-47 on the Country chart.*

HANK WILLIAMS JR. "Everything Comes Down To Money And Love" (Curb/Capricorn/WB) 84/16

Rotations: Heavy 0, Medium 11, Light 73, Total Adds 16. WHWK, WAYZ, KEAN, WWNC, WHLZ, WAMZ, WRNS, WBKR, WWQQ, WUSW, WYNG, KEBC, WTCM, KCTR, KMON, KBUL. Medium: WQCB, WWYZ, WDL, KRRV, WTVY, WOWW, KTTS, WFMB, KVOO, KOEL, KFDI.

CLINTON GREGORY "Look Who's Needing Who" (SOR) 68/20

Rotations: Heavy 0, Medium 5, Light 63, Total Adds 20. WFGY, WQSI, WRWD, KMML, KYKS, WSIX, WRNS, WBKR, WXBW, WTQR, WJOD, WGEE, WGTC, WTCM, KZSN, KCTR, KMUS, KALF, KEKB, KMON. Medium: KRRV, KQDY, KVOO, KFDI, KNCQ.

SIGNIFICANT ACTION

RICKY LYNN GREGG "If I Had A Cheatin' Heart" (Liberty) 47/47

Rotations: Heavy 0, Medium 1, Light 46, Total Adds 47, including WRKZ, WXXK, WOVK, KEAN, KMML, KYNG, KHEY, KKIX, KOOV, KSSN, KYKX, KNFM, KTEX, WSIX, WKNN, KLUR, KCLR, WAXX, WMIL, KEBC, WOW, WFMB, KFDI, KRST, KUZZ, KCTR, KMUS, KOLT.

ZACA CREEK "Broken Heartland" (Giant) 42/21

Rotations: Heavy 0, Medium 4, Light 38, Total Adds 21. WQSI, WIOV, WCTK, WICO, KEAN, WKAK, KAYD, KOUL, WTVY, KYKX, WUSW, KQDY, WAVC, KEBC, WFMB, WWJO, KFDI, KEKB, KRWO, KHAY, KCKC. Medium: KRRV. Light: WWYZ, WGTY, KPLX, KTCS, WVLK, KLUR.

BELLAMY BROTHERS "Hard Way To Make An Easy Livin'" (Bellamy Bros.) 42/12

Rotations: Heavy 0, Medium 2, Light 40, Total Adds 12. WTCR, WSTH, WTVY, KKIX, KTEX, WQYK, WYNG, WOW, KSUX, WWJO, KHAY, KRPM. Medium: KQDY. Light: WWYZ, KHEY, WNOE, WCMS, WOWW, KLUR, KCLR, KXXY, WGTC, WTHI, KMLE.

LISA STEWART "Drive-Time" (BNA Entertainment) 37/35

Rotations: Heavy 2, Medium 8, Light 24, Total Adds 35, including WAYZ, WWYZ, WRKZ, WICO, WFRG, WKAK, KRYS, KOOV, WVLK, KSSN, KYKX, KTEX, WBKR, KGKL, KIXS, KLUR, KQDY, WAVC, KEBC, WOW, WGTC, KTTS, WFMB, WTCM, KFDI, KALF, KNIX.

REMINGTONS "Nobody Loves You When You're Free" (BNA Entertainment) 34/0

Rotations: Heavy 0, Medium 8, Light 24, Total Adds 0. Heavy: WWYZ, KRRV. Medium: KEAN, KLUR, KODY, WTCM, KVOO, KOEL, KVOC, KCKC. Light: WFGY, WQBE, WYNY, WFRG, WYNK, WXBQ, WCMS, WCHY, WGEE, WXCL, WLLR, KRST, KALF, KHAY, KNIX, KSAN.

SIX SHOOTER "Under My Skin" (Curb) 21/21

Rotations: Heavy 0, Medium 0, Light 21, Total Adds 21. WRKZ, WICO, WDL, WFRG, WGTY, KEAN, KMML, KHEY, KTCS, KOOV, KYKX, KNFM, KJLO, KTEX, KGKL, KLUR, KQDY, WYNG, KTTS, KVOO, KFDI.

CIMMARON "Can't You Just Stay Gone" (Alpine) 20/3

Rotations: Heavy 0, Medium 4, Light 16, Total Adds 3. KRRV, WKML, WWJO. Medium: KSUX, KTTS, KVOO, KFDI. Light: WWYZ, WRKZ, WRWD, WICO, WTVY, WXBW, WYYD, KGKL, KLUR, WOW, KTPK, KVOC, KUGN.

DWIGHT YOAKAM "Ain't That Lonely Yet" (Reprise) 12/12

Rotations: Heavy 0, Medium 1, Light 11, Total Adds 12. WYRK, WWYZ, WUSY, WQIK, WSM, KJYJ, KZKX, KSUX, KUZZ, KALF, KWJJ, KMPS.

ALBUM TRACKS

ARTIST/Song Title (Label)	Album Title
GARTH BROOKS/That Summer (Liberty)	<i>The Chase</i>
JOHN MICHAEL MONTGOMERY/I Love The Way... (Atlantic Nashville/AG)	<i>Life's A Dance</i>
GEORGE STRAIT/Overnight Male (MCA)	<i>Pure Country</i>
GARTH BROOKS/Every Now And Then (Liberty)	<i>The Chase</i>
TRAVIS TRITT/T-R-O-U-B-L-E (WB)	<i>T-R-O-U-B-L-E</i>
ALAN JACKSON/Chatahoochee (Arista)	<i>A Lot About Livin' (And A Little 'Bout Love)</i>
PAM TILLIS/Cleopatra The Queen Of Denial (Arista)	<i>Homeward Looking Angel</i>
RUN C&W/Itchy Twitchy Spot (MCA)	<i>Into The Twangy-First Century</i>
VINCE GILL/Say Hello (MCA)	<i>I Still Believe In You</i>
GEORGE STRAIT/Where The Sidewalk Ends (MCA)	<i>Pure Country</i>
SUZIE BOGGUSS/Other Side Of The Hill (Liberty)	<i>Voices In The Wind</i>
CLINT BLACK/Wake Up Yesterday (RCA)	<i>The Hard Way</i>
REBA McENTIRE/It's Your Call (MCA)	<i>It's Your Call</i>
GARTH BROOKS/Dixie Chicken (Liberty)	<i>The Chase</i>
ALAN JACKSON/Mercury Blues (Arista)	<i>Lot About Livin' (And A Little 'Bout Love)</i>

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A

ALABAMA "Once Upon A Lifetime" (RCA 62428-2)
 Prod: Josh Leo, Larry Michael Lee, Alabama Wr: Gary Baker, Frank J. Myers
 Pub: Zomba Enterprises Inc., Dixie Stars Music (ASCAP) Mgr: Dale Morris

B

BELLAMY BROTHERS "Hard Way To Make An Easy Livin'" (Bellamy Bros. 9108C)
 Prod: Howard & David Bellamy Wr: H. Bellamy, D. Bellamy, and J. Beland
 Pub: Bellamy Bros. Music, BMG Music (ASCAP) Mgr: Intersound Mgmt.

CLINT BLACK "When My Ship Comes In" (RCA 62429-2)
 Prod: James Stroud, Clint Black Wr: Clint Black, Hayden Nicholas Pub: Howlin' Hits Music, Inc. (ASCAP) Mgr: Mores, Nanas, & Shea

SUZY BOGGUSS "Drive South" (Liberty 79520)
 Prod: Jimmy Bowen, Suzy Bogguss Wr: John Hiatt Pub: Lillybilly Music (BMI) Mgr: Morris, Bliessner, & Assoc.

BROOKS & DUNN "Hard Workin' Man" (Arista 2513)
 Prod: Don Cook, Scott Hendricks Wr: Ronnie Dunn Pub: Sony Tree Publishing Co., Inc. (BMI) Mgr: Bob Tittle

GARTH BROOKS "Learning To Live Again" (Liberty 79633)
 Prod: Allen Reynolds Wr: Stephanie Davis, Don Schlitz Pub: EMI Blackwood Music, Inc., Beartooth Music, Don Schlitz Music (BMI, ASCAP) Mgr: Doyle/Lewis Mgmt.

TRACY BYRD "Someone To Give My Love To" (MCA 54497)
 Prod: Tony Brown, Jeff Gordon Wr: Jerry Foster, Bill Rice Pub: PolyGram International Publishing Co., Inc. (ASCAP) Mgr: Ritter Carter

C

MARY-CHAPIN CARPENTER "Passionate Kisses" (Columbia 74795)
 Prod: John Jennings, Mary-Chapin Carpenter Wr: Lucinda Williams Pub: Lucy Jones Music, Nomad-Noman Music, Warner-Tamerlane Publishing Corp. (BMI) Mgr: John Simson, Tom Carrico

MARK CHESNUTT "O' Country" (MCA 54539)
 Prod: Mark Wright Wr: Bobby Lamoyne Harden Pub: EMI April Music, K-Mark Music (ASCAP) Mgr: BDM Management

CIMMARON "Can't You Just Stay Gone" (Alpine Pro-D12)
 Prod: Johnny Ruterschroer Wr: Skip Ewing, Don Sampson Pub: Acuff-Rose Music, Inc., MCA Music Publishing (BMI, ASCAP) Mgr: Mike Smardak

MARK COLLIE "Born To Love You" (MCA 54515)
 Prod: Don Cook Wr: Mark Collie, Don Cook, Chick Rains Pub: BMG Songs, Inc., Judy Judy Music, Sony Tree Publishing Co., Inc. (ASCAP, BMI) Mgr: Don Light

CONFEDERATE RAILROAD "Queen Of Memphis" (Atlantic Nashville/AG 4707)
 Prod: Barry Beckett Wr: Dave Gibson, Kathy Louvin Pub: Nocturnal Eclipse Music, Union County Music, Tillis Tunes, Inc. (BMI) Mgr: IMS

BILLY RAY CYRUS "She's Not Cryin' Anymore" (Mercury 827)
 Prod: Joe Scaife, Jim Cotton Wr: Billy Ray Cyrus, Terry Shelton, Buddy Cannon Pub: Songs Of PolyGram Int'l, Inc., Sly Dog Pub. Co., HotDogGone Music (BMI) Mgr: Jack McFadden

D

BILLY DEAN "Tryin' To Hide A Fire In The Dark" (Liberty/SBK 79548)
 Prod: Jimmy Bowen, Billy Dean Wr: Billy Dean, Tim Nichols Pub: EMI Blackwood Music Inc., Coburn Music Inc. (BMI) Mgr: Ten Brown

DIAMOND RIO "In A Week Or Two" (Arista 2457)
 Prod: Monty Powell, Tim DuBois Wr: James House, Gary Burr Pub: Madwomen Music, MCA Music Publishing, Gary Burr Music, Inc. (BMI, ASCAP) Mgr: Ted Hacker

F

RADNEY FOSTER "Nobody Wins" (Arista 2512)
 Prod: Steve Fishell, Radney Foster Wr: Radney Foster, Kim Richey Pub: PolyGram International Publishing, Inc., St. Julien Music, Mighty Nice Music (ASCAP, BMI) Mgr: Fitzgerald-Hartley

G

GIBSON MILLER BAND "High Rollin'" (Epic 34 74856)
 Prod: Doug Johnson Wr: Dave Gibson, Blue Miller Pub: Nocturnal Eclipse Music, Union County Music, BrahmSongs, Careers-BMG Music Pub., Inc. (BMI) Mgr: Mores, Nanas, & Shea

RICKY LYNN GREGG "If I Had A Cheatin' Heart" (Liberty 79632)
 Prod: Chuck Howard Wr: Wayland Holyfield, Al Tumeay Pub: PolyGram International Publishing, Inc., Songs Of PolyGram International, Inc. (ASCAP, BMI) Mgr: Prater Enterprises

CLINTON GREGORY "Look Who's Needing Who" (Step One 457)
 Prod: Ray Pennington Wr: C. Gregory, R. Hardison, K. Grant Pub: Almarie Music, Millstone Music (BMI, ASCAP) Mgr: Ray Pennington

J

ALAN JACKSON "Tonight I Climbed The Wall" (Arista 2514)
 Prod: Keith Stegall, Scott Hendricks Wr: Alan Jackson Pub: Seventh Son Music, Mattie Ruth Music (ASCAP) Mgr: Barry Coburn

K

TOBY KEITH "Should've Been A Cowboy" (Mercury 843)
 Prod: Nelson Larkin, Harold Shedd Wr: Toby Keith Pub: Songs Of PolyGram Int'l, Inc., Tokeco Tunes (BMI) Mgr: Fred Cortez

THE KENTUCKY HEADHUNTERS "Honky Tonk Walkin'" (Mercury 833)
 Prod: The Kentucky Headhunters Wr: The Kentucky Headhunters Pub: PolyGram Int'l Pub., Inc., Mama Effie's Music, Songs of PolyGram Int'l, Inc., Tractor Track Music (ASCAP, BMI) Mgr: Mitchell Fox

SAMMY KERSHAW "She Don't Know She's Beautiful" (Mercury 825)
 Prod: Buddy Cannon, Norro Wilson Wr: Bob McDill, Paul Harrison Pub: PolyGram Int'l Pub., Inc., Ranger Bob Music, Careers-BMG Music Pub., Inc. (ASCAP, BMI) Mgr: Jim Dowell

HAL KETCHUM "Hearts Are Gonna Roll" (Curb 1039)
 Prod: Allen Reynolds, Jim Rooney Wr: Hal Ketchum, Ronny Scaife Pub: Foreshadow Songs, Inc., Songs Of PolyGram International, Inc., Virgin Timber Music (BMI) Mgr: Chuck Flood

L

TRACY LAWRENCE "Alibis" (Atlantic Nashville/AG 4957)
 Prod: James Stroud Wr: Randy Boudreaux Pub: Thanxamillion Music (BMI) Mgr: Wayne Edwards

CHRIS LeDOUX "Look At You Girl" (Liberty 79602)
 Prod: Jimmy Bowen, Jerry Crutchfield Wr: Lanty Ross Pub: Wyoming Brand Music (BMI) Mgr: Al LeDoux

LITTLE TEXAS "I'd Rather Miss You" (WB 5858)
 Prod: James Stroud, Christy Di Napoli, Doug Grau Wr: Porter Howell, Dwayne O'Brien Pub: Square West Music, Inc., Howlin' Hits Music, Inc. (ASCAP) Mgr: Christy Di Napoli

M

KATHY MATTEA "Standing Knee Deep In A River" (Mercury 826)
 Prod: Brent Maher Wr: Bucky Jones, Bob McDill, Dickey Lee Pub: Sony Cross Keys Pub. Co., Inc., Bucky Jones Music, PolyGram Int'l Pub., Inc., Ranger Bob Music, Songs of PolyGrams Int'l, Inc. (ASCAP, BMI) Mgr: Bob Tittle

McBRIDE & THE RIDE "Just One Night" (MCA 54494)
 Prod: Steve Gibson, Tony Brown Wr: Terry McBride Pub: Songs of PolyGram International, Inc., Songs of McBride (BMI) Mgr: Ken Stilts

NEAL McCOY "Now I Pray For Rain" (Atlantic Nashville/AG 4905-2)
 Prod: James Stroud Wr: Lee Satterfield, George Teren Pub: Screen Gems-EMI Music, Zomba Enterprises, Inc. (BMI, ASCAP) Mgr: Dan Hexter

REBA McENTIRE & VINCE GILL "The Heart Won't Lie" (MCA 54599)
 Prod: Tony Brown, Reba McEntire Wr: Kim Carnes, Donna Terry Weiss Pub: Moonwindow Music, Donna Weiss Music, Inc. (ASCAP, BMI) Mgr: Narvel Blackstock, Fitzgerald-Hartley

LORRIE MORGAN "What Part Of No" (BNA 62414-2)
 Prod: Richard Landis Wr: Wayne Perry, Gerald Smith Pub: Zomba Enterprises Inc., O-Tex Music (ASCAP, BMI) Mgr: Mores, Nanas, & Shea

P

PALOMINO ROAD "Why Baby Why" (Liberty 79599)
 Prod: Chuck Howard, Keith Follese, Thom McHugh Wr: George Jones, Darrell Edwards Pub: Trio Music Co., Inc., Fort Knox Music, Inc. (BMI) Mgr: Jack McFadden

LEE ROY PARNELL "Tender Moment" (Arista 2523)
 Prod: Scott Hendricks, Barry Beckett Wr: L. Parnell, R. Bourke, C. Moore Pub: PolyGram International Publishing, Inc., R-BAR-R Music Company, New Songs De Burgo, Mama Guitar Music (ASCAP) Mgr: Mike Robertson

DOLLY PARTON & FRIENDS "Romeo" (Columbia 38 74876)
 Prod: Steve Buckingham, Dolly Parton Wr: Dolly Parton Pub: Velvet Apple Music (BMI) Mgr: Gallin/Morey

R

COLLIN RAYE "I Want You Bad (And That Ain't Good)" (Epic 34 74786)
 Prod: Garth Fundis, John Hobbs Wr: Jackson Leap Pub: Harlan Howard Songs, Inc. (BMI) Mgr: Steve Cox

THE REMINGTONS "Nobody Loves You When You're Free" (BNA 62431-2)
 Prod: Larry Michael Lee, Josh Leo Wr: Richard Mainegra, Rick Yancey, Jimmy Griffin Pub: Maypop Music, Careers-BMG Music Publishing, Inc., Rita's Cloud Nine Music (BMI) Mgr: Vector Management

RESTLESS HEART "Mending Fences" (RCA 62419-2)
 Prod: Josh Leo, Restless Heart Wr: Andy Byrd, Jim Robinson Pub: WB Music Corp. (ASCAP) Mgr: Fitzgerald-Hartley

S

SAWYER BROWN "All These Years" (Curb 1031)
 Prod: Randy Scruggs, Mark Miller Wr: Mac McAnally Pub: Beginner Music (ASCAP) Mgr: T.K.O. Management

SHENANDOAH "Leavin's Been A Long Time Comin'" (RCA 62397-2)
 Prod: Robert Byrne, Keith Stegall Wr: Mike McGuire, Charlie Craig, Stowe Dailey Pub: Shenandoah's Ark Music Publishing, Judy Judy Music, Four of a Kind Music (ASCAP, BMI) Mgr: Bill Clark

SIX SHOOTER "Under My Skin" (Curb 1037)
 Prod: Buddy Killen, Ronnie McDowell, Joe Meador Wr: Jeff Cody Pub: Writers Network, CO-Dependent Publishing, Handsome Music Co. (ASCAP) Mgr: Joe Meador

LARRY STEWART "Alright Already" (RCA 62474-2)
 Prod: Scott Hendricks, Larry Stewart Wr: Byron Hill, J.B. Rudd Pub: Collins Court Music, Inc., J.B. Rudd Publishing (ASCAP, BMI) Mgr: Fitzgerald-Hartley

LISA STEWART "Drive-Time" (BNA 62441-2)
 Prod: Richard Landis Wr: Annette Cotter, Kim Tribble Pub: PolyGram International Publishing, Inc., Kicklighter Publishing, Inc., Brian's Dream Publishing (ASCAP) Mgr: Mores, Nanas, & Shea

DOUG STONE "Made For Lovin' You" (Epic 34 74885)
 Prod: Doug Johnson Wr: Curly Putman, Sonny Throckmorton Pub: Sony Tree Pub. Co., Inc. (BMI) Mgr: John Dorris, Phyllis Bennette

GEORGE STRAIT "Heartland" (MCA 54563)
 Prod: Tony Brown, George Strait Wr: Steve Dorff, John Bettis Pub: Warner-Tamerlane Publishing Corp., Nocturnal Eclipse Music, Steve Dorff Music, WB Music Corp., John Bettis Music (BMI, ASCAP) Mgr: Erv Woolsey

DOUG SUPERNAW "Honky Tonkin' Fool" (BNA 62432-2)
 Prod: Richard Landis Wr: Aaron Barker Pub: O-Tex Music (BMI) Mgr: BDM Management

T

PAM TILLIS "Let That Pony Run" (Arista 2506)
 Prod: Paul Worley, Ed Seay Wr: Gretchen Peters Pub: Sony Cross Keys Publishing Co., Inc. (ASCAP) Mgr: Mike Robertson

AARON TIPPIN "My Blue Angel" (RCA 62430-2)
 Prod: Emory Gordy Jr. Wr: Aaron Tippin, Kim Williams, Philip Douglas Pub: Acuff-Rose Music, Inc., Sony Cross Keys Pub. Co., Inc., BMG Songs Inc. & Mickey Hiter Music (ASCAP) Mgr: Starstruck Mgmt.

TRAVIS TRITT "Can I Trust You With My Heart" (WB 5857)
 Prod: Gregg Brown Wr: Travis Tritt, Stewart Harris Pub: Sony Tree Pub. Co., Inc., Post Oak Publ., Edisto Sound Int. (BMI) Mgr: Ken Kragen

TANYA TUCKER "It's A Little Too Late" (Liberty 79600)
 Prod: Jerry Crutchfield Wr: Pat Terry, Roger Murrah Pub: Castle Street Music, Inc., End Of August Music, Murrah Music Corporation (ASCAP, BMI) Mgr: Beau Tucker

V

RICK VINCENT "Best Mistakes I Ever Made" (Curb 1018)
 Prod: Wendy Waldman Wr: Rick Vincent Pub: Longitude Music (BMI) Mgr: AMI/Jaclyn Kaas

W

STEVE WARINER "Like A River To The Sea" (Arista 2510)
 Prod: Scott Hendricks, Tim DuBois Wr: Steve Wariner Pub: Steve Wariner Music (BMI) Mgr: Chip Peay

JOY WHITE "True Confessions" (Columbia 38 74845)
 Prod: Blake Chancey, Paul Worley Wr: Kostas, Marty Stuart Pub: Songs of PolyGram Int'l, Inc., Hanks Cadillac (BMI) Mgr: Bonnie Garner

LARI WHITE "What A Woman Wants" (RCA 62420-2)
 Prod: Rodney Crowell, Lari White, Stuart Smith Wr: Lari White, Chuck Cannon Pub: LaSongs Publishing, Almo Music Corp., Taste Auction Music (ASCAP, BMI) Mgr: Bill Carter

HANK WILLIAMS JR. "Everything Comes Down To Money And Love" (Curb/Capricorn/WB 5895)
 Prod: Barry Beckett, James Stroud, Hank Williams Jr. Wr: Dave Loggins, Gove Scivenor Pub: MCA Music Publishing, Emerald River Music, Music Corporation Of America (ASCAP, BMI) Mgr: Merle Kilgore

MICHELLE WRIGHT "The Change" (Arista 2528)
 Prod: Steve Bogard, Rick Giles Wr: Steve Bogard, Rick Giles Pub: WB Music Corp., Rancho Bogardo Music, Kinetic Diamond Music, Inc., Edga O'Woods Music (ASCAP) Mgr: Brian Ferriman

WYNONNA "My Strongest Weakness" (Curb/MCA 54516)
 Prod: Tony Brown, Don Potter Wr: Naomi Judd, Mike Reid Pub: Kentucky Sweetheart Music, Almo Music Corp., Brio Blues Music (BMI, ASCAP) Mgr: Ken Stilts

Y

TRISHA YEARWOOD "You Say You Will" (MCA 54600)
 Prod: Garth Fundis Wr: Beth Nielsen Chapman, Verlon Thompson Pub: BMG Songs, Inc., EMI April Music Inc., Ides Of March Music (ASCAP) Mgr: Ken Kragen

DWIGHT YOAKAM "Ain't That Lonely Yet" (WB 6028)
 Prod: Pete Anderson Wr: Kostas, James House Pub: Songs Of PolyGram International, Inc., Seven Angels Music, Mad Women Music (BMI) Mgr: Gary Borman/Borman Entertainment

Z

ZACA CREEK "Broken Heartland" (Giant 5996)
 Prod: James Stroud, Gary Smith Wr: Bill LaBounty, Sam Lorber Pub: Warner-Tamerlane Pub. Corp., Top Down Music, Sony Tunes Inc. (BMI, ASCAP) Mgr: Rothbaum & Garner

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Main table containing radio station call letters, frequencies, and lists of artists and song titles for various stations across the United States.

222 Current Reporters
216 Current Playlists
Called In Frozen Playlist: (3)
KMDL/Lafayette, LA
WUSN/Chicago

Did Not Report, Playlist Frozen: (3)
WKHX/Atlanta
WNOE/New Orleans
WYNY/New York

Owing to reporting inaccuracies that spanned more than a month, KIKK-FM/Houston has been dropped as an R&R reporter.



3	2			36 REPORTERS	FEBRUARY 26, 1993	Emphasis Tracks	Total Reports/Adds	Heavy	Medium	Light
WKS	WKS	LW	TW							
7	5	3		1 BELLY/Star (4AD/Sire/Reprise)		"Feed"	36/0	33	2	1
2	2	1		2 JESUS JONES/Perverse (SBK/ERG)		"Devil"	36/0	29	6	1
—	—	8		3 DEPECHE MODE/I Feel You (Track) (Sire/Reprise)		"Feel"	36/6	27	3	6
1	1	2		4 R.E.M./Automatic For The People (WB)		"Moon"	32/0	27	4	1
3	4	5		5 THE THE/Dusk (Epic)		"Dogs"	35/0	25	7	3
16	10	7		6 STING/If I Ever Lose My Faith (Track) (A&M)		"Faith"	31/0	23	7	1
4	3	4		7 10,000 MANIACS/Our Time In Eden (Elektra)		"Candy"	32/0	22	9	1
9	6	6		8 SOUL ASYLUM/Grave Dancers Union (Columbia)		"Black" "Train"	30/0	20	9	1
17	15	13		9 STEREO MC'S/Connected (Gee Street/Island/PLG)		"Connected"	31/1	17	12	2
5	7	12		10 DURAN DURAN/The Wedding Album (Capitol)		"Ordinary" "Undone"	28/1	19	6	3
8	11	9		11 NED'S ATOMIC DUSTBIN/Are You Normal? (Chaos)		"Syrup" "Sleeping"	30/1	14	13	3
13	16	16		12 808 STATE/Gorgeous (ZTT/Tommy Boy)		"One" "Moses"	28/0	17	9	2
12	13	10		13 STARCLUB/Starclub (Island/PLG)		"Hard"	29/0	12	14	3
6	8	14		14 PETER GABRIEL/Us (Geffen)		"Steam" "Frog"	24/0	16	7	1
24	19	18		15 DINOSAUR JR/Where You Been (Sire/WB)		"Start"	30/0	10	16	4
14	14	15		16 SUNDAYS/Blind (DGC)		"Goodbye" "Wild"	26/0	12	13	1
20	20	22		17 SCHOOL OF FISH/Human Cannonball (Capitol)		"Take"	29/0	9	16	4
11	9	11		18 INXS/Welcome To Wherever You Are (Atlantic/AG)		"Beautiful"	21/0	15	6	0
—	23	21		19 CANDY SKINS/Fun? (DGC)		"Wembley"	30/0	6	20	4
				DEBUT 20 LIVING COLOUR/Leave It Alone (Track) (Epic)		"Alone"	27/10	9	12	6
—	25	24		21 JELLYFISH/Spilt Milk (Charisma/Virgin)		"Ghost" "Fanclub"	31/2	9	12	10
19	18	20		22 DADA/Puzzle (IRS)		"Dim" "Dizz"	25/1	7	16	2
26	26	25		23 TRAGICALLY HIP/Fully Completely (MCA)		"Courage"	26/1	8	14	4
				DEBUT 24 GOO GOO DOLLS/Superstar Car Wash (Metal Blade/WB)		"Normal"	27/8	2	19	6
22	24	23		25 THOMAS DOLBY/Astronauts & Heretics (Giant/Reprise)		"Goodbye"	24/0	9	13	2
10	12	17		26 INSPIRAL CARPETS/Revenge Of The Goldfish (Mute/Elektra)		"Two" "Smoking"	23/0	6	11	6
—	—	27		27 SLOAN/Smear (DGC)		"Underwhelmed"	23/0	8	11	4
—	27	28		28 GIN BLOSSOMS/New Miserable Experience (A&M)		"Rita" "Jealousy"	21/3	4	13	4
—	30	29		29 4 NON BLONDES/Bigger, Better, Faster, More! (Interscope/Atlantic Group)		"Up"	21/1	8	10	3
				DEBUT 30 PURE/Pureafunalia (Reprise)		"Blast"	27/4	4	14	9

MOST ADDED

- HOTHOUSE FLOWERS (24)
- BEST KISSERS IN THE WORLD (18)
- LIVING COLOUR (10)
- PRESENCE (9)
- CRYING GAME (8)
- GOO GOO DOLLS (8)
- ROBYN HITCHCOCK &... (8)
- FIREHOSE (7)
- DEPECHE MODE (6)
- TASMIN ARCHER (5)
- WEEN (5)

HOTTEST

- DEPECHE MODE (22)
- BELLY (15)
- R.E.M. (9)
- THE THE (9)
- STEREO MC'S (8)
- JESUS JONES (7)
- STING (7)
- PETER GABRIEL (5)
- 10,000 MANIACS (5)

MOST REQUESTED

- DEPECHE MODE (20)
- BELLY (14)
- THE THE (8)
- JESUS JONES (7)
- KING MISSILE (7)
- STEREO MC'S (7)
- BLACK 47 (5)
- DINOSAUR JR (5)
- DURAN DURAN (5)
- 808 STATE (5)

NEW & ACTIVE

- HOTHOUSE FLOWERS "Thing Of Beauty" (Track) (London/PLG) 25/24**
Rotations: Heavy 1/1, Medium 13/12, Light 11/11, Total Adds 24, including WFNX, WDRE, WBRU, WHFS, WZRH. Medium including WWCD.
- NEW FAST AUTOMATIC DAFFODILS "Body Exit Mind" (Mute/Elektra) 25/1**
Rotations: Heavy 2/0, Medium 15/0, Light 8/1, Total Adds 1: KITS. Heavy: KTCL, WBER. Medium including WDRE, WBRU, KDGE, CIMX, KUKQ. Light including WFNX, WHFS, WZRH, WXRT, KXRK.
- TASMIN ARCHER "Sleeping Satellite" (Track) (EMI/ERG) 20/5**
Rotations: Heavy 9/0, Medium 6/2, Light 5/3, Total Adds 5: WWCD, KTCL, WEQX, WVGO, KBAC. Heavy including WDRE, KDGE, WKQX, KROQ, WHTG. Medium including WHFS, WXRT, WCHZ, WOXY. Light including WBRU, KACV.
- GENE LOVES JEZEBEL "Heavenly Bodies" (Savage) 20/2**
Rotations: Heavy 5/0, Medium 12/2, Light 3/0, Total Adds 2: WCHZ, KNNC. Heavy: WDST, WOXY, KKDJ, KBAC, WFIT. Medium including WBRU, KEDJ, KUKQ, KXRK, WHTG. Light: WXRT, KTCL, WBER.
- BEST KISSERS IN THE WORLD "Pickin' Flowers For" (Track) (MCA) 18/18**
Rotations: Heavy 0, Medium 6/6, Light 12/12, Total Adds 18, including WFNX, WDRE, WBRU, WHFS, WXRT.
- SONIC YOUTH "Dirty" (DGC) 18/3**
Rotations: Heavy 0, Medium 6/1, Light 12/2, Total Adds 3: KTCL, KEDG, KBAC. Medium including WHFS, KDGE, CIMX, KROQ, WHTG. Light including WDRE, WBRU, WWCD, KUKQ, KXRK.
- WEEN "Pure Guava" (Elektra) 17/5**
Rotations: Heavy 2/0, Medium 7/1, Light 8/4, Total Adds 5: WHFS, XTRA, WOXY, WXPB, KACV. Heavy: WBER, WFIT. Medium including WDRE, WBRU, KDGE, WXRT, KKDJ. Light including WFNX, CIMX, WRLT, WRAS.
- KOWANKO "Kowanko" (Morgan Creek) 16/2**
Rotations: Heavy 3/0, Medium 8/2, Light 5/0, Total Adds 2: WHTG, WVGO. Heavy: WRLT, KBAC, WXPB. Medium including WDRE, WDST, WCHZ, WOXY. Light: WBRU, WHFS, WWCD, KXRK, WFIT.
- BIG HEAD TODD & THE MONSTERS "Sister Sweetly" (Giant/Reprise) 16/2**
Rotations: Heavy 2/0, Medium 9/1, Light 5/1, Total Adds 2: KXRK, WHTG. Heavy: WRLT, WVGO. Medium including WXRT, KTCL, WEQX, WDST, WOXY. Light including WWCD, WCHZ, WXPB, KACV.
- BASH & POP "Friday Night Is Killing Me" (Sire/Reprise) 16/1**
Rotations: Heavy 0, Medium 9/1, Light 7/0, Total Adds 1: WRAS. Medium including WXRT, WEQX, WDST, WCHZ, WVGO. Light including WFNX, WWCD, KTCL, KUKQ, WOXY.
- VARIOUS ARTISTS "Crying Game" (SBK/ERG) 15/8**
Rotations: Heavy 3/1, Medium 9/5, Light 3/2, Total Adds 8, including WHFS, KXRK, KITS, KNDD, WHTG. Heavy including WKQX, KROQ. Medium including WDRE, WBRU, WCHZ, KKDJ. Light including WWCD.
- SAND RUBIES "Sand Rubies" (Atlas/PLG) 15/0**
Rotations: Heavy 5/0, Medium 8/0, Light 2/0, Total Adds 0. Heavy: KTCL, KUKQ, WEQX, KBAC, WRAS. Medium including WXRT, KEDJ, WHTG, WDST, WOXY. Light: WCHZ, WRLT.
- SUPREME LOVE GODS "Supreme Love Gods" (Def American/Reprise) 14/4**
Rotations: Heavy 1/0, Medium 9/2, Light 4/2, Total Adds 4: KTCL, KXRK, KITS, WHTG. Heavy: KEDJ. Medium including WFNX, WDRE, WDST, WCHZ, KRZO. Light including WBRU, WZRH.
- MICK JAGGER "Wandering Spirit" (Atlantic/AG) 13/0**
Rotations: Heavy 6/0, Medium 4/0, Light 3/0, Total Adds 0. Heavy including WXRT, WWCD, CIMX, WEQX, WRLT. Medium: WHFS, XTRA, WDST, KEDG. Light: WBRU, WXPB, KACV.

SIGNIFICANT ACTION

- PRESENCE "Never" (Track) (Smash/Island) 11/9**
Rotations: Heavy 0, Medium 3/3, Light 8/6, Total Adds 9, including WKQX, KTCL, KXRK, WCHZ, KNNC. Light including KBAC, KACV.
- 311 "Music" (Capricorn/WB) 10/4**
Rotations: Heavy 0, Medium 5/3, Light 5/1, Total Adds 4: WDRE, KROQ, WRAS, WFIT. Medium including KXRK, KTOZ. Light including WBRU, KITS, WRLT, KBAC.

Continued on Page 72

SCHOOL OF FISH

featuring
**TAKE
ME
ANYWHERE**

NEW ROCK
22 - 17

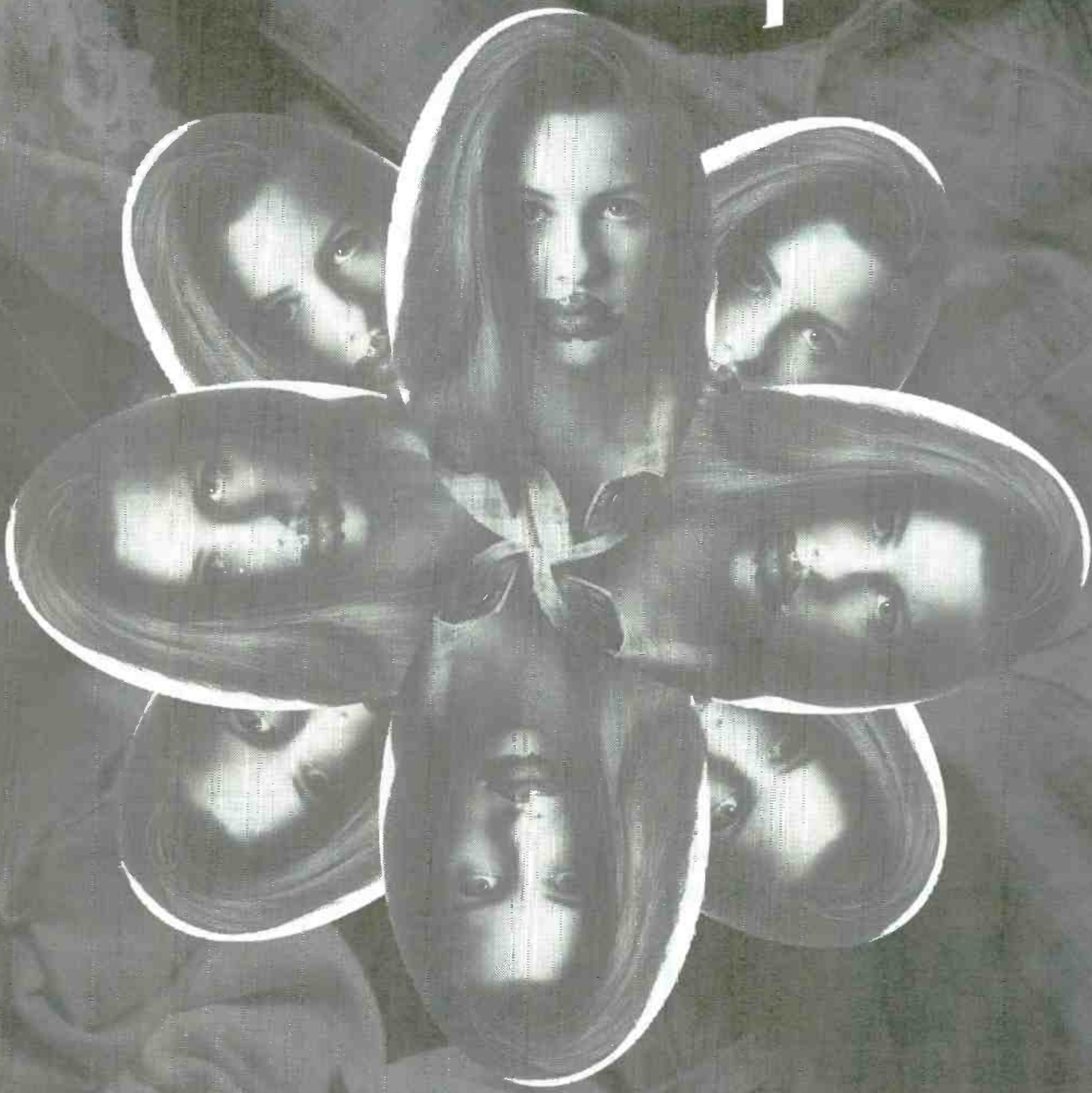
- WFNX WZRH KTCL
- WDRE WXRT KROQ
- WBRU WWCD KUKQ XTRA KNDD
- WHFS CIMX KXRK KITS and more!



Video on **On Tour in March**

120 Minutes and accepted on

*pickin'
flowers
for*



from the e.p.

Puddin'

MOST ADDED NEW ROCK

OUT OF THE BOX AT

WFNX	WHFS	KUKQ	WEGX	WCHZ	KACV
WDRE	WXRT	KXRK	WHTG	KNNC	WFIT
WBRU	KTCL	KNDD	WDST	WOXY	KTOZ
					KDGE

produced, engineered and mixed by
chris shaw

management: jack isquith for beat vision management
and gary robib for high noon entertainment

BEST KISSERS IN THE WORLD

MCA

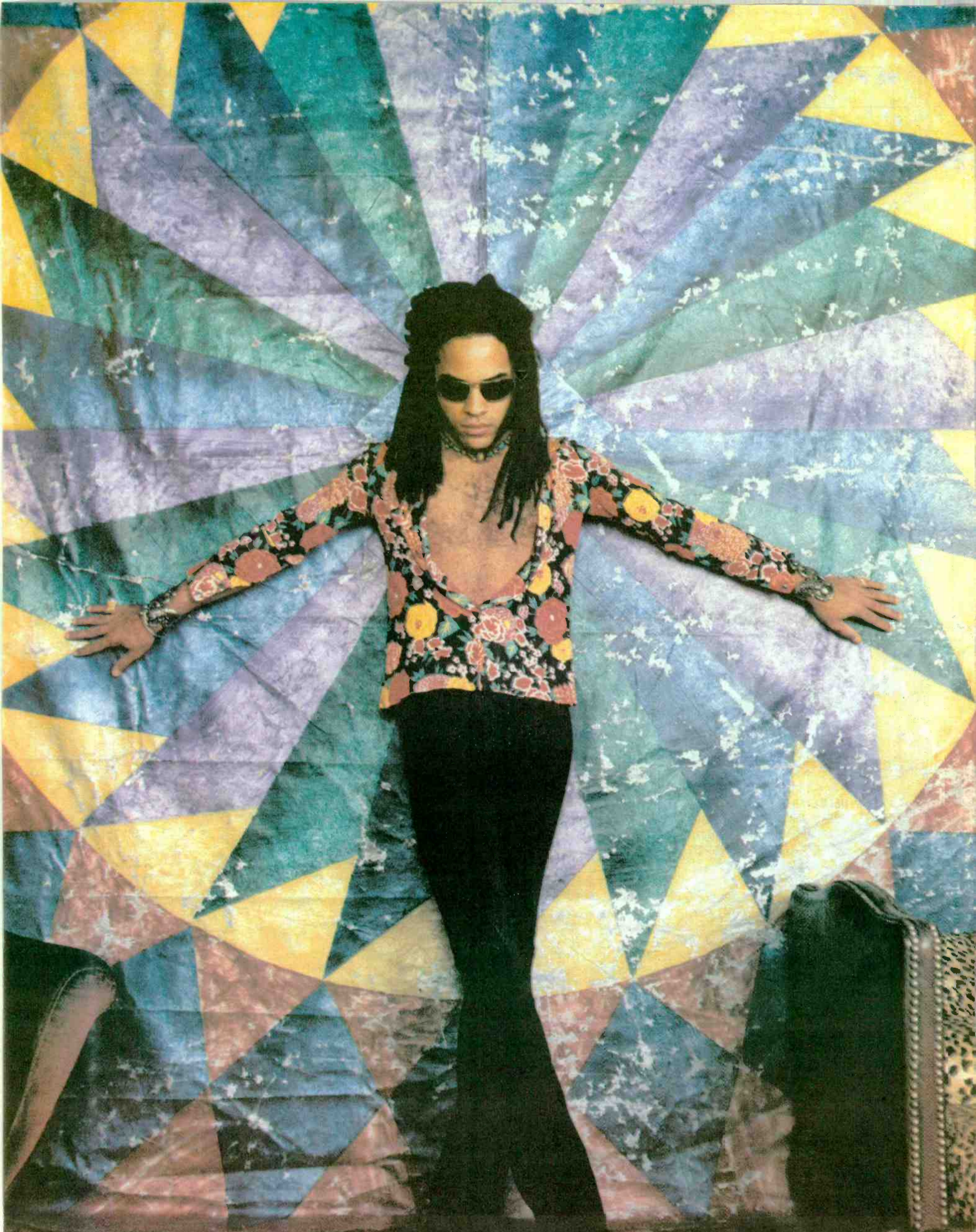
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i believe



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LENNY KRAVITZ ARE YOU GONNA GO MY WAY

The first track. From the album ARE YOU GONNA GO MY WAY, available in stores March 9th. Produced by Lenny Kravitz, Craig Fruin/HK Management.



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NEW & ACTIVE

3	2	175 REPORTERS	FEBRUARY 26, 1993	Reports/Adds	Heavy	Medium	
WKS	WKS	LW	TW				
—	—	1	1	COVERDALE/PAGE/Pride And Joy (Geffen)	174+/4	148+	25-
3	3	2	2	VAN HALEN/Won't Get Fooled Again (WB)	169-/2	137+	29-
2	2	4	3	SPIN DOCTORS/Two Princes (Epic)	142-/2	121-	19-
1	1	3	4	MICK JAGGER/Don't Tear Me Up (Atlantic/AG)	141-/1	116-	23=
8	4	5	5	R.E.M./Man On The Moon (WB)	137-/0	103+	32-
9	7	6	6	PEARL JAM/Black (Epic Associated)	134-/2	76+	41-
19	13	8	7	UGLY KID JOE/Cats In The Cradle (Stardog/Mercury)	138+/6	70+	52-
—	14	14	8	LYNYRD SKYNYRD/Good Lovin's Hard To Find (Atlantic/AG)	136+/7	56+	69-
17	10	9	9	STING/If I Ever Lose My Faith In You (A&M)	128+/2	67+	50-
21	15	10	10	DRIVIN N CRYIN/Turn It Up Or Turn It Off (Island/PLG)	153+/1	31+	80+
—	22	17	11	BRIAN MAY/Driven By You (Hollywood)	143+/6	29+	87+
13	9	13	12	KEITH RICHARDS/Eileen (Virgin)	125-/4	50=	61+
15	11	15	13	IZZY STRADLIN & THE JU JU HOUNDS/Somebody Knockin' (Geffen)	131-/3	38=	72-
24	20	18	14	JACKYL/Down On Me (Geffen)	136+/7	27+	53+
39	30	25	15	MASTERS OF REALITY/She Got Me (When She Got...) (Chrysalis/ERG)	131+/19	12+	66+
26	23	21	16	TRAGICALLY HIP/Courage (MCA)	116+/6	19+	63+
7	6	7	17	BLACK CROWES/Sometimes Salvation (Def American/Reprise)	89-/0	32-	48-
22	18	19	18	JEFF HEALEY BAND/Heart Of An Angel (Arista)	99-/3	20+	68-
27	24	24	19	TESTAMENT/Return To Serenity (Atlantic/AG)	105+/4	14+	37-
25	21	23	20	BAD COMPANY/Here Comes Trouble (EastWest/Atlantic Group)	91-/1	21+	53-
58	39	31	21	PETER GABRIEL/Kiss That Frog (Geffen)	84+/33	22+	46+
32	29	27	22	NEIL YOUNG/Unknown Legend (Reprise)	80+/3	16+	47-
—	—	29	23	LIVING COLOUR/Leave It Alone (Epic)	92+/29	4-	38+
4	5	11	24	SOUL ASYLUM/Somebody To Shove (Columbia)	68-/0	18-	31-
10	8	12	25	DAN BAIRD/The One I Am (Def American/Reprise)	69-/0	19-	40-
12	12	16	26	JAYHAWKS/Waiting For The Sun (Def American/Reprise)	67-/0	23-	34-
18	16	20	27	BON JOVI/Bed Of Roses (Jambco/Mercury)	58-/0	19-	30-
—	—	49	28	ALICE IN CHAINS/Rooster (Columbia)	74+/50	5+	16+
14	26	28	29	DREAM THEATER/Pull Me Under (EastWest/Atlantic Group)	42-/1	22-	7-
20	19	22	30	POISON/Stand (Capitol)	53-/0	9-	33-
—	—	39	31	PAUL McCARTNEY/Biker Like An Icon (Capitol)	51+/16	9+	29+
33	31	30	32	SUICIDAL TENDENCIES/I'll Hate You Better (Epic)	62-/0	5+	18-
—	51	40	33	MICK JAGGER/Wired All Night (Atlantic/AG)	42+/11	10+	25+
48	43	35	34	GIN BLOSSOMS/Mrs. Rita (A&M)	63+/10	3+	26+
DEBUT	▶	35	35	DEF LEPPARD/Tonight (Mercury)	51+/46	9+	30+
50	42	36	36	MEGADETH/Sweating Bullets (Capitol)	55+/9	3=	17+
46	41	34	37	COLLISION/Chains (Chaos)*	52+/4	3+	15+
—	—	50	38	ERIC CLAPTON/Running On Faith (Reprise)	41+/13	6+	22+
60	55	45	39	4 NON BLONDES/What's Up (Interscope/Atlantic Group)	48+/10	4+	23+
47	38	38	40	DIXIE DREGS/Medley (Take It Off The Top) (Capricorn/WB)*	40+/4	4-	21+
5	17	26	41	DAMN YANKEES/Mister Please (WB)	36-/0	16-	16-
40	36	33	42	HELMET/Give It (Interscope/Atlantic Group)	43-/1	2-	17=
DEBUT	▶	43	43	DREAM THEATER/Take The Time (EastWest/Atlantic Group)	41+/29	1+	14+
—	54	46	44	COPPERHEAD/Whiskey (Mercury)	48+/7	0=	13+
—	—	60	45	BIG HEAD TODD & THE MONSTERS/Broken Hearted... (Giant/Reprise)	43+/16	4=	17+
55	50	44	46	INXS/Beautiful Girl (Atlantic/AG)*	33+/2	4=	20+
DEBUT	▶	47	47	STONE TEMPLE PILOTS/Plush (Atlantic/AG)	33+/19	5+	9+
DEBUT	▶	48	48	MOTORHEAD/Ain't No Nice Guy (WTG/Epic)	22+/4	7=	6+
11	28	32	49	NIRVANA/In Bloom (DGC)	28-/0	8-	11-
28	33	41	50	SCREAMING TREES/Nearly Lost You (Epic)	24-/0	4-	12-
DEBUT	▶	51	51	DAMN YANKEES/Silence Is Broken (WB)	30+/26	3+	17+
DEBUT	▶	52	52	HOTHOUSE FLOWERS/Thing Of Beauty (London/PLG)	31 /31	2	9
DEBUT	▶	53	53	JOE SATRIANI/Cryin' (Relativity)	26 /24	1	16
—	—	56	54	METALLICA/Don't Tread On Me (Elektra)	25+/4	2+	10=
59	53	51	55	THUNDER/Low Life In High Places (Geffen)	27-/1	2+	11-
—	—	59	56	FLOTSAM & JETSAM/Wading Through The Darkness (MCA)	31+/4	2=	2+
—	—	57	57	SOUTHGANG/Tug Of War (Charisma/Virgin)	25+/1	1+	9-
—	60	58	58	BLIND MELON/Tones Of Home (Capitol)	30+/2	1=	6=
DEBUT	▶	59	59	REMBRANDTS/Hang On To Forever (EastWest/Atlantic Group)	24+/8	2=	10+
—	59	55	60	LYNYRD SKYNYRD/Outta Hell In My Dodge (Atlantic/AG)	21-/1	1-	13+

*Keeps bullet due to continued growth.

BEAUTIES "Mother's Finest Son" (Gasoline Alley/MCA) 25/6 (19/5)
 Adds including WMMMS, WPYX, KQDS, KRCH, KCOR. Medium 6 including KUPD, KRXQ, WEZX, WRCO, KFMX

BASH & POP "Loose Ends" (Sire/Reprise) 25/0 (25/8)
 Medium 7: WBAB, KRXQ, WEZX, WRCO, WKIT, KODS, KJKJ

ROGER WATERS "Three Wishes" (Columbia) 24/3 (23/8)
 Adds: KSAQ, WGIR, KQWB. Heavy 2: WMMS, KTAL. Medium 7 including WSHE, WLWQ, WZBH, KMJX, KATP

PHISH "Fast Enough For You" (Elektra) 21/5 (16/3)
 Adds: WTPA, KFMX, KRNA, KCOR, KTYD. Heavy 5 including WBAB, KFOG, WPDH, WIZN. Medium 5: WBCN, WKGB, WHEB, WRDU, KATP

JESUS JONES "The Devil You Know" (SBK/ERG) 21/1 (21/2)
 Heavy 1: KTYD. Medium 9 including WBAB, KFOG, WHCN, WIQB, KEZE, KFMX, KFMZ

BAKERS PINK "Watercolours" (Epic) 20/3 (17/6)
 Adds: WROQ, KRRK, KRNA. Medium 3: KQRC, KNCN, KATP

BONECLUB "Everything's On Fire" (Imago) 19/17 (2/1)
 Adds including WRZX, KQRS, KRXX, KRXQ, WAAF, WCCC, WFYV, WAZU, WXKE, KZRR. Medium 2 including KIOZ

ENUFF ZNUFF "Right By Your Side" (Arista) 18/18 (0/0)
 Adds including WRIF, WRKI, WDHA, WPDH, KNCN, KLAQ, WKDF, WKQZ, KBAT, KJKJ

SOUL ASYLUM "Black Gold" (Columbia) 17/9 (8/3)
 Adds: WBCN, WNOR, KQRS, KSHE, KUPD, WAAF, WHCN, WZBH, KDJK. Heavy 2 including KQLZ. Medium 7 including WBAB, WCCC, WA

ARC ANGELS "Shape I'm In" (DGC) 15/12 (4/1)
 Adds including KISS, WHCN, WZBH, WRCO, KMDD, KCLB, WIZN, KEYJ, KATP, WWWV. Heavy 3 including KTXQ. Medium 8 including WNCD

MOST ADDED

ALICE IN CHAINS/Rooster (50)
 DEF LEPPARD/Tonight (46)
 PETER GABRIEL/Kiss (31)
 HOTHOUSE FLOWERS/Thing (31)
 DREAM THEATER/Take (29)
 LIVING COLOUR/Leave (29)
 DAMN YANKEES/Silence (26)
 JOE SATRIANI/Cryin' (24)
 MASTERS OF REALITY/Got (19)
 STONE TEMPLE PILOTS/Plush (19)

MOST REQUESTED

COVERDALE/PAGE/Pride (91)
 UGLY KID JOE/Cats (60)
 SPIN DOCTORS/Princes (45)
 VAN HALEN/Fooled (44)
 PEARL JAM/Black (36)
 MICK JAGGER/Tear (18)
 LYNYRD SKYNYRD/Good (17)
 MEGADETH/Sweating (16)
 JAYHAWKS/Waiting (14)
 DREAM THEATER/Pull (11)
 BRIAN MAY/Driven (11)



"Just Another Night" is not "just another song."

JUDE COLE

"Just Another Night"
 — the new track from
 Start The Car.

BREAKERS

TESTAMENT
 Return To Serenity (Atlantic/AG)
 60% of our reporters on it.



AOR ALBUMS

NATIONAL AIRPLAY®

3	2	176 REPORTERS	FEBRUARY 26, 1993	Emphasis Tracks	Reports/Adds	Heavy	Medium
WKS	WKS	LW	TW				
DEBUT	1	1	2	VAN HALEN /Live: Right Here, Right Now (WB)	"Fooled" (169) "One" (2) "Judgement" (1)	170 /2	138 29
—	1	1	2	MICK JAGGER /Wandering Spirit (Atlantic/AG)	"Tear" (141) "Wired" (42) "Put" (9)	156 -/0	125 - 27 -
1	2	2	3	SPIN DOCTORS /Pocket Full Of Kryptonite (Epic)	"Princes" (142) "Jimmy" (2) "Time" (1)	144 -/2	123 - 18 -
3	3	3	4	R.E.M. /Automatic For The People (WB)*	"Man" (137) "Drive" (4) "Ignoreland" (4)	139 -/0	106 + 31 -
7	6	4	5	PEARL JAM /Ten (Epic Associated)*	"Black" (134) "Jeremy" (3) "Why" (1)	135 -/1	78 + 41 -
—	—	8	6	LYNYRD SKYNYRD /The Last Rebel (Atlantic/AG)	"Good" (136) "Outta" (21) "Born" (2)	138 +/6	56 + 71 -
16	12	9	7	UGLY KID JOE /America's Least Wanted (Stardog/Mercury)	"Cats" (138)	138 +/6	70 + 52 -
DEBUT	8	7	9	DRIVIN N CRYIN /Smoke (Island/PLG)	"Turn" (153) "Smoke" (1)	153 /1	31 80
8	7	7	9	KEITH RICHARDS /Main Offender (Virgin)	"Eileen" (125) "Wicked" (4) "999" (1)	128 -/3	53 - 61 +
—	20	14	10	BRIAN MAY /Back To The Light (Hollywood)	"Driven" (143) "Back" (2) "Resurrection" (1)	146 +/9	29 + 89 +
11	9	11	11	IZZY STRADLIN & THE JU JU HOUNDS /Izzy Stradlin & The Ju Ju... (Geffen)	"Somebody" (131) "Shuffle" (2)	131 -/3	38 = 72 -
22	16	15	12	JACKYL /Jackyl (Geffen)	"Down" (136) "When" (2) "Lumberjack" (1)	137 +/7	29 + 52 +
2	5	5	13	BLACK CROWES /The Southern Harmony And Musical... (Def American/Reprise)	"Sometimes" (89) "Morning" (6) "Hotel" (5)	95 -/0	35 - 52 -
24	22	18	14	TRAGICALLY HIP /Fully Completely (MCA)	"Courage" (116)	117 +/6	19 + 64 +
—	27	23	15	MASTERS OF REALITY /Sunrise On The Sufferbus (Chrysalis/ERG)	"Got" (131)	131 +/19	12 + 66 +
17	14	16	16	JEFF HEALEY BAND /Feel This (Arista)	"Heart" (99) "Cruel" (3)	100 -/2	21 + 69 -
21	25	24	17	PETER GABRIEL /Us (Geffen)	"Kiss" (84) "Steam" (8)	92 +/28	28 + 46 +
4	4	6	18	SOUL ASYLUM /Grave Dancers Union (Columbia)	"Somebody" (68) "Black" (17) "Runaway" (3)	85 -/1	22 - 38 -
19	17	17	19	BAD COMPANY /Here Comes Trouble (EastWest/Atlantic Group)	"Here" (91) "This" (2) "Take" (1)	93 -/1	23 = 53 -
20	18	20	20	NEIL YOUNG /Harvest Moon (Reprise)	"Unknown" (80) "Harvest" (6) "Hank" (2)	86 -/1	21 + 48 -
12	19	21	21	DREAM THEATER /Images And Words (EastWest/Atlantic Group)	"Pull" (42) "Take" (41) "Another" (5)	79 +/19	23 - 20 -
25	23	22	22	TESTAMENT /The Ritual (Atlantic/AG)	"Return" (105)	105 +/4	14 + 37 -
5	11	19	23	DAMN YANKEES /Don't Tread (WB)	"Mister" (36) "Silence" (30) "Where" (2)	66 -/20	20 - 33 +
15	13	13	24	BON JOVI /Keep The Faith (Jambco/Mercury)	"Bed" (58) "If" (5) "Keep" (2)	68 -/0	21 - 36 -
9	8	10	25	DAN BAIRD /Love Songs For The Hearing Impaired (Def American/Reprise)	"One" (69) "Period" (1) "Look" (1)	71 -/0	19 - 42 -
13	10	12	26	JAYHAWKS /Hollywood Town Hall (Def American/Reprise)	"Waiting" (67) "Take" (2) "Clouds" (1)	71 -/0	23 - 38 -
27	30	27	27	ALICE IN CHAINS /Dirt (Columbia)	"Rooster" (74) "Angry" (12) "Bones" (1)	81 +/40	8 = 17 +
14	21	29	28	DEF LEPPARD /Adrenalize (Mercury)	"Tonight" (51) "Stand" (10) "White" (3)	63 +/35	15 + 38 +
—	26	25	29	PAUL McCARTNEY /Off The Ground (Capitol)*	"Biker" (51) "Hope" (10) "Off" (2)	59 +/10	13 + 31 +
37	34	32	30	GIN BLOSSOMS /New Miserable Experience (A&M)	"Mrs." (63) "Jealousy" (2)	66 +/10	3 = 28 +
DEBUT	31	38	33	POISON /Native Tongue (Capitol)	"Stand" (53) "Native" (1)	54 /0	9 34
39	38	33	32	MEGADETH /Countdown To Extinction (Capitol)	"Sweating" (55) "Foreclosure" (2) "Symphony" (1)	57 +/9	3 = 19 +
32	28	26	33	SUICIDAL TENDENCIES /The Art Of Rebellion (Epic)	"Hate" (62) "Nobody" (1) "Kill" (1)	62 -/0	6 + 19 -
DEBUT	34	35	31	ERIC CLAPTON /Unplugged (Reprise)	"Running" (41) "Lonely" (2) "Before" (1)	43 +/12	7 + 23 +
36	—	—	35	STONE TEMPLE PILOTS /Core (Atlantic/AG)	"Plush" (33) "Sex" (12)	41 +/15	9 + 11 +
33	35	31	36	METALLICA /Metallica (Elektra)*	"Tread" (25) "Sad" (12) "Friend" (1)	36 +/4	9 + 12 -
—	—	38	37	COLLISION /Collision (Chaos)	"Chains" (52)	52 +/4	3 + 15 +
18	29	35	38	ARC ANGELS /Arc Angels (DGC)*	"Shape" (15) "Ways" (13) "Living" (1)	29 +/11	11 - 13 +
DEBUT	39	37	36	4 NON BLONDES /Bigger, Better, Faster, More! (Interscope/Atlantic Group)	"What's" (48) "Dear" (1)	50 +/11	5 + 23 +
—	37	36	40	DIXIE DREGS /Bring 'Em Back Alive (Capricorn/WB)*	"Medley" (40)	40 +/4	4 - 21 +

*Keeps bullet due to continued growth.

THE TRAGICALLY HIP

"Courage"

Track 21 - 16 Added at KROQ and WNOR!

On 116 AORs! New Rock 23

FLOTSAM & JETSAM

"Wading Through The Darkness"

Track 56 P1 Action at:

WXTB KRXX KRXQ	Added Active Rotation
WRIF KBPI KIOZ	COR # 17
WRZX KUPD KISW	ROR # 19

THE BEAUTIES

"Mother's Finest Son"

NEW & ACTIVE #1 P1 Action at:

WMMR WRIF KRXQ
WMMS KUPD

MCA.

BREAKERS

- VAN HALEN**
Live: Right Here, Right Now (WB)
97% of our reporters on it.
- DRIVIN N CRYIN**
Smoke (Island/PLG)
87% of our reporters on it.
- TESTAMENT**
The Ritual (Atlantic/AG)
60% of our reporters on it.

MOST ADDED

- ALICE IN CHAINS (40)
- DEF LEPPARD (35)
- PETER GABRIEL (28)
- JOE SATRIANI (23)
- DAMN YANKEES (20)
- DREAM THEATER (19)
- MASTERS OF REALITY (19)
- BIG HEAD TODD & THE MONSTERS (17)
- BONECLUB (17)
- STONE TEMPLE PILOTS (15)

HOTTEST

- VAN HALEN (138)
- MICK JAGGER (125)
- SPIN DOCTORS (123)
- R.E.M. (106)
- PEARL JAM (78)
- UGLY KID JOE (70)
- LYNYRD SKYNYRD (56)
- KEITH RICHARDS (53)
- IZZY STRADLIN & THE JU JU HOUNDS (38)
- BLACK CROWES (35)

WHTZ/New York City Z100 New York

VP/Dir. Ops & Prog: Steve Kingston APD/MD: Frankie Blue Asst. MD: Andy Shane

- 1 1 BRYSON & BELLE/A Whole New World (Al)
2 2 PRINCE/7
3 3 DURAN DURAN/Ordinary World
4 4 JADE/Don't Walk Away
5 5 BOY KRATZ/That's What Love Can Do
6 6 PORTRAIT/Here We Go Again!

WBZZ/Pittsburgh B94 FM

PD: Buddy Scott APD/MD: Jeff Tyson MD: John Cline

- 1 1 BRYSON & BELLE/A Whole New World (Al)
2 2 SHANICE/Saving Forever For You
3 3 EN VOGUE/Give It Up, Turn It L
4 4 BON JOVI/Bed Of Roses
5 5 WRECKX-N-EFFECT/Rump Shaker

WQHT/New York HOT 97.5 FM

OM/MD: Joel Salkowitz APD/MD: Kevin McCabe Asst. MD: Tracy Cloherty

- 1 1 SHANICE/Saving Forever For You
2 2 WHITNEY HOUSTON/I Will Always Love You
3 3 ARRESTED DEVELOPMENT/Mr. Wendal

WERQ/Baltimore 92.3 FM

PD: Jeff Ballentine APD: Barry McKay MD: Joe Edwards

- 1 1 WHITNEY HOUSTON/I Have Nothing
2 2 KENNY G/Forever In Love
3 3 NAUGHTY BY NATURE/Hip Hop Hoorty

99X Atlanta 99.7 FM ATLANTA

PD: Rick Stacy APD: Leslie Fram MD: Sean Demery

- 1 1 SPIN DOCTORS/Two Princes
2 2 10,000 MANIACS/Candy Everybody Wants
3 3 BELLY/Feed The Tree

WZLW Boston 94.5

PD: Mike Colby MD: Erick Anderson

- 1 1 BRYSON & BELLE/A Whole New World (Al)
2 2 PRINCE/7
3 3 DURAN DURAN/Ordinary World
4 4 JADE/Don't Walk Away

WIOQ/Philadelphia 91.2 PEACE ON THE STREETS

PD: Jefferson Ward APD/MD: Glenn Kalina APD/Creative Services: David Jay AMD: Maurice DeVoe

- 1 1 SILK/Freak Me
2 2 NAUGHTY BY NATURE/Hip Hop Hoorty
3 3 SHAI/Comforter

95.5 FM WJGC Continuous Music Washington, D.C.

PD: Jay Stevens APD: Paco Lopez MD: Albie D.

- 1 1 SILK/Freak Me
2 2 WHITNEY HOUSTON/I Have Nothing
3 3 SHAI/Comforter

WPOW/Miami 92.3 FM

PD: Funk E. Frank Walsh MD: John Rogers

- 1 1 DUICE/Delirious Daze
2 2 SHAI/If I Ever Fall In Love
3 3 SOUND FACTORY/Understand This Groov

WXKS-FM/Boston 108 FM

PD: Steve Rivers MD: Cadillac Jack McCartney Music Coord: Tad Bonvie

- 1 1 BRYSON & BELLE/A Whole New World (Al)
2 2 SHANICE/Saving Forever For You
3 3 EN VOGUE/Give It Up, Turn It L

WPRO-FM/Providence 92.1 PRO FM THE MOST MUSIC

PD: Paul Cannon MD: Tony Bristol

- 1 1 JOURNEY/Lights
2 2 BON JOVI/Bed Of Roses
3 3 JADE/Don't Walk Away

EAGLE 106 WEGX/Philadelphia

PD: Brian Philips OM: John Lander MD: Chuck Tisa

- 1 1 BRYSON & BELLE/A Whole New World (Al)
2 2 DURAN DURAN/Ordinary World
3 3 WHITNEY HOUSTON/I Will Always Love You

WFLZ/Tampa Tower 93 FM THE TOWER TRG

Dir. Ops: Marc Chase PD: B.J. Harris APD: Jeff "Booger" Kapugi MD: Hawk Harrison

- 1 1 BRYSON & BELLE/A Whole New World (Al)
2 2 JEREMY JORDAN/The Right Kind Of Lov
3 3 ARRESTED DEVELOPMENT/Mr. Wendal

WRBQ/Tampa 97.9 Q103

PD: Jay Taylor MD: Rich Anhorn

- 1 1 BRYSON & BELLE/A Whole New World (Al)
2 2 DURAN DURAN/Ordinary World
3 3 WHITNEY HOUSTON/I Will Always Love You

WEZB/New Orleans B97 FM

MD: Joey Giovino Music Coord: Lee Cagle

- 1 1 BRYSON & BELLE/A Whole New World (Al)
2 2 DURAN DURAN/Ordinary World
3 3 BON JOVI/Bed Of Roses

CHR P1 PLAYLISTS



San Antonio
OM: Bob Perry
PD: Rick Upton

- 1 BRYSON & BELLE/A Whole New World (Al)
2 VANESSA WILLIAMS/Love Is
3 JADE/DON'T WALK AWAY
4 ARRESTED DEVELOPMENT/Mr. Wendal

ADDS BOY KRASY/That's What Love Can
R. KELLY/Dedicated
SADIE/Don't Mess With My Man



KBXX/Houston
Stepless Music

OM: Quincy McCoy
PD: Rob Scorpio
MD: Greg Head

- 1 SILK/Freek Me
2 SWY/I'm So Into You
3 WHITNEY HOUSTON/I Have Nothing

ADDS REFRAN/Line 4 Sum Akkion
BLACK MOON/Who Got The Prop
LEVER/Good Ol' Days



PD: Wayne Coy
MD: Larry Davis
Music Coordinator: Jonathan Shapiro

- 1 DURAN DURAN/Ordinary World
2 PRINCE/Save Me From This Mess
3 SHANICE/Saving Forever For You



WCKZ/Charlotte
PD/MD: Bob "Maxx" Sweeten

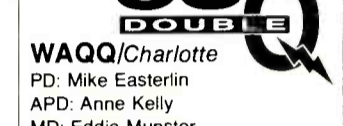
- 1 DUIC/Dalissy Duks
2 SNOW/Inform
3 SILK/Freek Me



Dallas
Today's Rock 'n Roll
PD: Brian Krysz

- 1 BOB JOVI/Bed Of Roses
2 DURAN DURAN/Ordinary World
3 POISON/Stand

ADDS BOY KRASY/That's What Love Can
R. KELLY/Dedicated
SADIE/Don't Mess With My Man



WAQQ/Charlotte
PD: Mike Easterlin
APD: Anne Kelly
MD: Eddie Munster

- 1 DURAN DURAN/Ordinary World
2 ARRESTED DEVELOPMENT/Mr. Wendal
3 BRYSON & BELLE/A Whole New World (Al)



Today's Best Music WSTR
Atlanta
OM: Tony Novia
PD: Lee Chesnut

- 1 DURAN DURAN/Ordinary World
2 ELTON JOHN/Simple Life
3 PH DANN/I'd Die Without You



KHKS/Dallas
PD: J.J. McKay
APD/MD: Sean Phillips

- 1 SWY/Rhythm Is A Dancer
2 K.W.S./Please Don't Go
3 SHANICE/Saving Forever For You



INDIANAPOLIS
OM/MD: Don London
APD/MD: Garrett Michaels

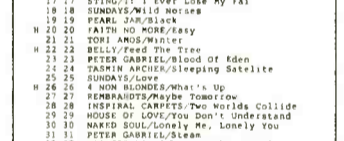
- 1 JEREMY JORDAN/The Right Kind Of Lov
2 SHANICE/Saving Forever For You
3 EXPOSE/With The Phone Moul

ADDS NONE



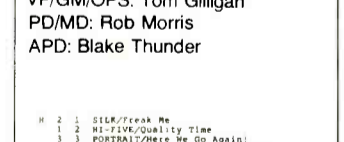
WENZ/Cleveland
PD: Lyndon Abell
APD: Rick Michaels
MD: Eric Murphy

- 1 DURAN DURAN/Ordinary World
2 10,000 MANIACS/Candy Everybody Wants
3 CURSE/Halo



VP/GM/OPS: Tom Gilligan
PD/MD: Rob Morris
APD: Blake Thunder

- 1 SILK/Freek Me
2 HI-FIVE/Quality Time
3 PORTRAIT/Here We Go Again



WWHT/Columbus

- 1 JADE/DON'T WALK AWAY
2 ARRESTED DEVELOPMENT/Mr. Wendal
3 PAPERBOY/Ditty



PD: Jimmy Steal
APD/MD: Brian Douglas

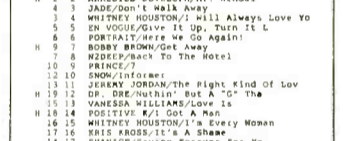
- 1 MICHAEL JACKSON/Real The World
2 DURAN DURAN/Ordinary World
3 BRYSON & BELLE/A Whole New World (Al)

ADDS 14, 21



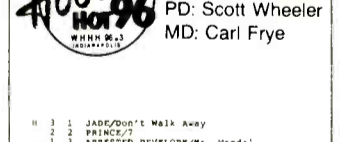
WJMO/Cleveland
PD: Keith Clark
APD: J.R. Randall
MD: Action Jackson
Music Asst: Johnny D.

- 1 SHAI/I Ever Fall In Lov
2 ARRESTED DEVELOPMENT/Mr. Wendal
3 JADE/DON'T WALK AWAY



WHHH/Indianapolis
PD: Scott Wheeler
MD: Carl Frye

- 1 SHAI/I Ever Fall In Lov
2 ARRESTED DEVELOPMENT/Mr. Wendal
3 JADE/DON'T WALK AWAY



WNCI 97.9

PD: Dave Robbins
APD/MD: Dan Bowen

- 1 BRYSON & BELLE/A Whole New World (Al)
2 SHAI/I Ever Fall In Lov
3 RESTLESS HEART/When She Cries



WBBM-FM/Chicago
PD: Dave Shakes
MD: Todd Cavanah

- 1 BOYZ II MEN/In The Still Of The N
2 SHAI/I Ever Fall In Lov
3 ARRESTED DEVELOPMENT/Mr. Wendal

ADDS 28, 30



OM/MD: Rick Gillette
APD/MD: Mark Jackson

- 1 DR. DRE/Without A Doubt
2 WHITNEY HOUSTON/I Have Nothing
3 NAUGHTY BY NATURE/Rip Hop Hooraay



Acting PD: Bob West

- 1 DR. DRE/Without A Doubt
2 PRINCE/Save Me From This Mess
3 WHITNEY HOUSTON/I Have Nothing



PD: Dave Robbins
APD/MD: Dan Bowen

- 1 BRYSON & BELLE/A Whole New World (Al)
2 SHAI/I Ever Fall In Lov
3 RESTLESS HEART/When She Cries

KQWB Minneapolis 101.3

PD: Mark Bolke MD: Kevin Peterson

- H 1 1 ARRESTED DEVELOPM/... H 2 2 PRINCE/7 H 3 3 BRYSON & BELLE/A Whole New World (Al)

GO 6.5 WKBQ/St. Louis

PD: Cruze MD: Kenny Knight AMD: Ron-O

- H 1 1 DURAN DURAN/Ordinary World H 2 2 BRYSON & BELLE/A Whole New World (Al) H 3 3 BON JOVI/Bed Of Roses

KISFM Los Angeles 102.7

PD: Jeff Wyatt APD: Gwen Roberts MD: Brian Bridgman

- H 1 1 BRYSON & BELLE/A Whole New World (Al) H 2 2 ELTON JOHN/The Last Song H 3 3 WHITNEY HOUSTON/I Will Always Love You

GO 6.5 WKBQ/St. Louis

PD: Kenny Knight AMD: Ron-O

- H 1 1 DURAN DURAN/Ordinary World H 2 2 BRYSON & BELLE/A Whole New World (Al) H 3 3 BON JOVI/Bed Of Roses

POWER92 KKFR/Phoenix

VP/Programming: Steve Smith APD: Supersnake MD: Jerry Moran Prog. Coord: Mike Abrams

- H 1 1 DR. DRE/Nothin' But A 'G' Tha H 2 2 POSITIVE #1 Got A Man H 3 3 SNOW/Informa

GO 6.5 WKBQ/St. Louis

PD: Ken Benson

- H 1 1 PRINCE/7 H 2 2 DURAN DURAN/Ordinary World H 3 3 ARRESTED DEVELOPM/... H 4 4 TOAD THE WET SPRO/Walk On The Ocean

KPZ Seattle

OM/PD: Casey Keating APD: Mark Allan MD: Randy Irwin

- H 6 1 DURAN DURAN/Ordinary World H 7 2 PRINCE/7 H 8 3 BRYSON & BELLE/A Whole New World (Al)

GO 6.5 WKBQ/St. Louis

PD: Dave Ferguson OM: Chuck Field Music Coord.: Ricky Leigh

- H 1 1 SILV/Freak Me H 2 2 JADE/DON'T Walk Away H 3 3 PORTRAIT/Here We Go Again!

GO 6.5 San Diego

OM/MD: Tracy Johnson APD: Jo Jo "Cookin'" Kincaid MD: Tom Gjerdrum

- H 1 1 BRYSON & BELLE/A Whole New World (Al) H 2 2 MADONNA/Draper And Drepe: H 3 3 JON SECADA/Do You Believe In Us?

GO 6.5 San Francisco

PD: Keith Natfaly APD/MD: Hosh Gureli

- H 1 1 SNAIL/Comforter H 2 2 DR. DRE/Nothin' But A 'G' Tha H 3 3 SILV/Freak Me

99.1 KGGI FM

Quadruples the Music! Riverside OM/MD: Larry Martino APD/MD: Mike Marino

- H 1 1 MARY J. BLIGE/Sweet Thing H 2 2 WHITNEY HOUSTON/I Have Nothing H 3 3 SHAI/Comforter

KQY FM Phoenix

PD: Jamie Hyatt MD: Steve Douglas Music Coord: Julie Gavin

- H 1 1 DURAN DURAN/Ordinary World H 2 2 JEREMY JORDAN/The Right Kind Of Lov H 3 3 PRINCE/7

KUTQ Salt Lake City

GM/MD: Gary Waldron MD: Gary Michaels

- H 1 1 BON JOVI/Bed Of Roses H 2 2 DURAN DURAN/Ordinary World H 3 3 BRYSON & BELLE/A Whole New World (Al)

90 FM XHTZ San Diego

Interim OM: Billy Burke APD/MD: Gnarley Charlie

- H 2 1 SHANICE/Saving Forever For Yo H 3 2 DR. DRE/Nothin' But A 'G' Tha H 4 3 JADE/DON'T Walk Away

KUBE 93 JAMS

OM/MD: Bob Case APD: Chet Buchanan MD: Shellie Hart

- H 1 1 SILV/Freak Me H 2 2 REMEDY/Closer H 3 3 FATHER MC/Everything's Gonna Be

WIND 101.5 KSL San Francisco

PD: Rick Thomas APD/MD: Michael Martin

- H 1 1 PAPERBOY/Ditty H 2 2 DR. DRE/Nothin' But A 'G' Tha H 3 3 SILV/Freak Me

HOT 97.7 San Jose

PD: John Christian MD: Victor Zaragoza

- 1 1 BRYSON & BELLE/A Whole New World (Al) H 2 2 PORTRAIT/Here We Go Again! H 3 3 SHANICE/Saving Forever For Yo

KQKS Denver

CASH 104.1 Acting PD: Chris Davis

- H 1 1 BRYSON & BELLE/A Whole New World (Al) H 2 2 JEREMY JORDAN/The Right Kind Of Lov H 3 3 PORTRAIT/Here We Go Again!

LA'S HOTTEST MUSIC POWER 100 FM

PD: Rick Cummings MD: Michelle Mercer

- H 1 1 SOUND FACTORY/Under This Groov H 2 2 A LIGHTER SHADE O/Homie H 3 3 WHITNEY HOUSTON/I Will Always Love You

CHR ADDS & HOTS

February 26, 1993 **R&R** 81

MIDWEST	WTCF/Saginaw, MI Panama/Wilde	P3	KKXJ/Grand Forks, ND Acker/Fite	KPAT/Sioux Falls, SD McGulch/Alien	KOKZ/Waterloo, IA Dan Olsen	PW102/Fresno, CA Davis/Roberts	KDON/Salinas-Monterey, CA Newman/Wilde	KTRS/Casper, WY Steele/Collins							
<p>MOST ADDED</p> <p>SHAWN COLVIN (10) BOY GEORGE (9) SNOW (9) WHITNEY HOUSTON (8) FAITH NO MORE (7) GO WEST (7) JOE LAWRENCE (7)</p> <p>BREAKOUTS</p> <p>PARTY (6) SADE (6) BALTIMORA (5) THOMAS DOLBY (5)</p> <p>P2</p> <p>WKDD/Akron, OH Sullivan/O'Neill SNOW (dp) K.D. LANG (dp) BOY GEORGE (dp) JOE COCKER (dp) JEREMY JORDAN Hottest: DURAN DURAN 3-1 BOB JOVI 5-2 SPIN DOCTORS 14-11 ELTON JOHN 25-21 WHITNEY HOUSTON 29-24</p> <p>WRQK/Canton, OH Dave Nicholas 10,000 MANIACS (dp) FAITH NO MORE (dp) Hottest: SPIN DOCTORS 1-1 DURAN DURAN 2-2 BOB JOVI 3-3 SLAUGHTER 7-5 UGLY KID JOE 15-7</p> <p>WPXR/Davenport, IA Simmons/Dylen SHAI (dp) UGLY KID JOE VANESSA WILLIAMS Hottest: BRYSON & BELLE 3-1 BOBBY BROWN 11-6 BOB JOVI 15-7 SPIN DOCTORS 16-12 BOY KRAZY 19-14</p> <p>WG7Z/Dayton, OH Kaplan/Roberts SPIN DOCTORS PARTY THOMAS DOLBY JOE LAWRENCE DINA CARROLL SNV Hottest: BOB JOVI 6-2 DURAN DURAN 8-4 WHITNEY HOUSTON 9-6 MARY CHAPIN CARPE 13-8 UGLY KID JOE 15-13</p> <p>KRNQ/Des Moines, IA McGeer/Wais ICE MICHAEL W. SMITH MARY CHAPIN CARPE Hottest: DURAN DURAN 3-1 PETER GABRIEL 4-3 BRYSON & BELLE 7-4 WHITNEY HOUSTON 13-11 SPIN DOCTORS 22-17</p>	<p>JOE LAWRENCE (dp) BOY GEORGE RESTLESS HEART THOMAS DOLBY Hottest: BRYSON & BELLE 4-1 DURAN DURAN 2-2 BOB JOVI 6-3 WHITNEY HOUSTON 5-4 UGLY KID JOE D-24</p> <p>CK105/Flint, MI St. Michaels/Stevenson DEPECHE MODE MICHAEL W. SMITH WHITNEY HOUSTON Hottest: BOB JOVI 1-1 DURAN DURAN 3-2 BRYSON & BELLE 4-3 JEREMY JORDAN 5-4 ARRESTED DEVELOP 7-6</p> <p>WMEE/Ft. Wayne, IN Davis/Chris JEREMY JORDAN (dp) SNOW (dp) Hottest: DURAN DURAN 1-1 BRYSON & BELLE 3-2 BOY KRAZY 20-15 UGLY KID JOE 27-22</p> <p>WIXX/Green Bay, WI Stones/Rose MARY J. BLIGE JOE LAWRENCE Hottest: ARRESTED DEVELOP 2-1 BOB JOVI 7-5 BRYSON & BELLE 17-7 SANE (dp) BOY GEORGE (dp) JOE COCKER (dp) JEREMY JORDAN Hottest: DURAN DURAN 3-1 BOB JOVI 5-2 SPIN DOCTORS 14-11 ELTON JOHN 25-21 WHITNEY HOUSTON 29-24</p> <p>WRQK/Canton, OH Dave Nicholas 10,000 MANIACS (dp) FAITH NO MORE (dp) Hottest: SPIN DOCTORS 1-1 DURAN DURAN 2-2 BOB JOVI 3-3 SLAUGHTER 7-5 UGLY KID JOE 15-7</p> <p>WPXR/Davenport, IA Simmons/Dylen SHAI (dp) UGLY KID JOE VANESSA WILLIAMS Hottest: BRYSON & BELLE 3-1 BOBBY BROWN 11-6 BOB JOVI 15-7 SPIN DOCTORS 16-12 BOY KRAZY 19-14</p> <p>WG7Z/Dayton, OH Kaplan/Roberts SPIN DOCTORS PARTY THOMAS DOLBY JOE LAWRENCE DINA CARROLL SNV Hottest: BOB JOVI 6-2 DURAN DURAN 8-4 WHITNEY HOUSTON 9-6 MARY CHAPIN CARPE 13-8 UGLY KID JOE 15-13</p> <p>KRNQ/Des Moines, IA McGeer/Wais ICE MICHAEL W. SMITH MARY CHAPIN CARPE Hottest: DURAN DURAN 3-1 PETER GABRIEL 4-3 BRYSON & BELLE 7-4 WHITNEY HOUSTON 13-11 SPIN DOCTORS 22-17</p>	<p>U93/South Bend, IN Durocher/Elliott none Hottest: BRYSON & BELLE 1-1 DURAN DURAN 3-2 WHITNEY HOUSTON 4-3 SPIN DOCTORS 9-6 BOY KRAZY 19-15</p> <p>KKHT/Springfield, MO Alexander/Thiessen JENNI HULDAUR (dp) SANE (dp) THOMAS DOLBY (dp) FAITH NO MORE BOY GEORGE (dp) Hottest: DURAN DURAN 5-1 JUDE COLE 4-2 BOB JOVI 6-5 JON SECADA 9-7 MARY CHAPIN CARPE 12-8</p> <p>WVKS/Toledo, OH Wheeler/Kruse NAUGHTY BY NATURE (dp) SILK (dp) WHITNEY HOUSTON FAITH NO MORE VANESSA WILLIAMS INXS Hottest: ARRESTED DEVELOP 1-1 PORTRAIT 4-2 UGLY KID JOE 15-12 DR. DRE 18-13 SNOW 24-19</p> <p>K107/Tulsa, OK Michael Ring 10,000 MANIACS GO WEST Hottest: DURAN DURAN 5-1 PATTY SMYTH 7-5 WHITNEY HOUSTON 12-8 ANNIE LENNOX 13-9 JUDE COLE 15-10</p> <p>WFCW/Ausau, WI Damos/Mitchell FAITH NO MORE SADE (dp) 10,000 MANIACS NICK SCOTTI Hottest: BOB JOVI 6-3 UGLY KID JOE 13-7 POISON 16-11 R.E.M. 19-18 BOY KRAZY 29-20</p> <p>KKRD/Wichita, KS Robbins/Williams none Hottest: DURAN DURAN 2-2 UGLY KID JOE 16-16 BOY KRAZY 21-21 JADE 22-22 MADONNA 23-23</p> <p>WHOT/Youngstown, OH Dick Thompson UGLY KID JOE VANESSA WILLIAMS MARY J. BLIGE Hottest: BRYSON & BELLE 1-1 DURAN DURAN 3-2 BOB JOVI 11-8 UGLY KID JOE 18-11 KENNY G 16-12</p> <p>WBIZ/Eau Claire, WI Lee/Johnson FAITH NO MORE DINA CARROLL (dp) BALTIMORA JOE LAWRENCE (dp) WHITNEY HOUSTON Hottest: WHITNEY HOUSTON 4-1 SPIN DOCTORS 3-3 PRINCE 11-5 BOY KRAZY 18-11 UGLY KID JOE 23-16</p>	<p>KYYV/Bismarck, ND Beck/Norton SUNSCREEM K.D. LANG BOY GEORGE SHAWN COLVIN Hottest: BRYSON & BELLE 2-1 DURAN DURAN 3-2 WHITNEY HOUSTON 5-3 R.E.M. 9-8 SPIN DOCTORS 12-9</p> <p>WBNG/Bloomington, IL Robbins/Laughlin SHAWN COLVIN VANESSA WILLIAMS JEREMY JORDAN Hottest: DURAN DURAN 3-1 BRYSON & BELLE 5-2 BOY KRAZY 12-6 R.E.M. 9-8 SPIN DOCTORS 20-15</p> <p>WCLJ/Carbondale, IL Tony Waltekus WHITNEY HOUSTON SNOW (dp) Hottest: JEREMY JORDAN 11-6 R.E.M. 14-11 BOY KRAZY 19-12 JON SECADA 22-15</p> <p>KMGZ/Lawton, OK Stalker/Saunders BOY GEORGE SADE THOMAS DOLBY JIMMY WALK SHAWN COLVIN Hottest: DURAN DURAN 3-1 ARRESTED DEVELOP 7-5 BOY KRAZY 10-8 SPIN DOCTORS 16-9 R.E.M. 21-15</p> <p>WZQQ/Lima, OH Gallagher/Cruz ARRESTED DEVELOP WHITNEY HOUSTON NICK SCOTTI PARTY EXPOSE SCREAMING TREES (dp) Hottest: DURAN DURAN 7-1 PATTY SMYTH 6-3 BOB JOVI 9-5 R.E.M. 19-17 BOY KRAZY 22-19 BOBBY BROWN 9-7</p> <p>KFRX/Lincoln, NE Sonny Valentine none Hottest: JEREMY JORDAN 3-1 ARRESTED DEVELOP 5-4 PORTRAIT 7-5 BOB JOVI 10-6 BOBBY BROWN 9-7</p> <p>KLYV/Dubuque, IA Joe Dawson DINA CARROLL POSITIVE K (dp) BALTIMORA (dp) BOY GEORGE SUNSCREEM SADE SNV PARTY Hottest: DURAN DURAN 2-1 BOY KRAZY 6-3 MADONNA 15-7 EXPOSE 21-15 4 NON BLONDES 30-19</p> <p>KZIO/Duluth, MN Michael/Tommy B EXPOSE (dp) GO WEST (dp) SNOW (dp) BALTIMORA JADE Hottest: BRYSON & BELLE 1-1 DURAN DURAN 3-2 BOB JOVI 11-8 UGLY KID JOE 18-11 KENNY G 16-12</p> <p>WBIZ/Eau Claire, WI Lee/Johnson FAITH NO MORE DINA CARROLL (dp) BALTIMORA JOE LAWRENCE (dp) WHITNEY HOUSTON Hottest: WHITNEY HOUSTON 4-1 SPIN DOCTORS 3-3 PRINCE 11-5 BOY KRAZY 18-11 UGLY KID JOE 23-16</p>	<p>WDBR/Springfield, IL Moore/Crocker MADONNA 4 NON BLONDES (dp) SUNSCREEM JOE LAWRENCE (dp) Hottest: JUDE COLE 1-1 DURAN DURAN 3-2 BOB JOVI 6-3 R.E.M. 7-4 SPIN DOCTORS 9-6</p> <p>KKXX/Bakersfield, CA Wall/Baker Boyz AURRA KITTY KAT SADE INFORMATION SOCIE (dp) MICHAEL COOPER (dp) RAPINATION & KTM ICE CUBE (dp) Hottest: EN VOGUE 11-2 BOY KRAZY 21-2 JADE 3-3 MARY J. BLIGE 15-4 JANNY 17-6</p> <p>KZMG/Boise, ID Kasper/Arthur SILK THOMAS DOLBY (dp) BOBBY BROWN 5-4 WHITNEY HOUSTON (dp) DR. DRE (dp) OLIVIA ESTEFAN (dp) Hottest: ARRESTED DEVELOP 5-2 SPIN DOCTORS 10-6 DURAN DURAN 22-16 UGLY KID JOE 24-17 SNOW 36-30</p> <p>KKSS/Albuquerque, NM Jaynes/Morgan JEREMY JORDAN POSITIVE K WHITNEY HOUSTON SILK GL. ORIA ESTEFAN HAJI PRIEST Hottest: PORTRAIT 1-1 JADE 7-2 SNOW 4-4 JEREMY JORDAN D-10 DR. DRE 17-11</p>	<p>WDBR/Springfield, IL Moore/Crocker MADONNA 4 NON BLONDES (dp) SUNSCREEM JOE LAWRENCE (dp) Hottest: JUDE COLE 1-1 DURAN DURAN 3-2 BOB JOVI 6-3 R.E.M. 7-4 SPIN DOCTORS 9-6</p> <p>WZQQ/Lima, OH Gallagher/Cruz ARRESTED DEVELOP WHITNEY HOUSTON NICK SCOTTI PARTY EXPOSE SCREAMING TREES (dp) Hottest: DURAN DURAN 7-1 PATTY SMYTH 6-3 BOB JOVI 9-5 R.E.M. 19-17 BOY KRAZY 22-19 BOBBY BROWN 9-7</p> <p>KFRX/Lincoln, NE Sonny Valentine none Hottest: JEREMY JORDAN 3-1 ARRESTED DEVELOP 5-4 PORTRAIT 7-5 BOB JOVI 10-6 BOBBY BROWN 9-7</p> <p>KKXX/Bakersfield, CA Wall/Baker Boyz AURRA KITTY KAT SADE INFORMATION SOCIE (dp) MICHAEL COOPER (dp) RAPINATION & KTM ICE CUBE (dp) Hottest: EN VOGUE 11-2 BOY KRAZY 21-2 JADE 3-3 MARY J. BLIGE 15-4 JANNY 17-6</p> <p>KZMG/Boise, ID Kasper/Arthur SILK THOMAS DOLBY (dp) BOBBY BROWN 5-4 WHITNEY HOUSTON (dp) DR. 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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.

219 REPORTERS

A

ARRESTED DEVELOPMENT

Mr. Wendal (Chrysalis/ERG) LP: 3 Years, 5 Months, And 2 Days...

Total Reports 132 60%

Table with columns: Regional Reach, Chart Pos, Summary P1 P2 P3 Tot. Includes data for stations like WJON, WJZZ, WJZZ-FM, etc.

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B

BIZARRE INC.

I'm Gonna Get You (Columbia) LP: Energetic

Total Reports 55 25%

Table with columns: Regional Reach, Chart Pos, Summary P1 P2 P3 Tot. Includes data for stations like KPLZ, WJZZ, WJZZ-FM, etc.

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BON JOVI

Bed Of Roses (Mercury) LP: Keep The Faith

Total Reports 166 76%

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BOY KRAZY

That's... (Next Plateau/London/PLG) LP: Boy Krazy

Total Reports 185 84%

Table with columns: Regional Reach, Chart Pos, Summary P1 P2 P3 Tot. Includes data for stations like WJZZ, WJZZ-FM, etc.

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Table with columns: Regional Reach, Chart Pos, Summary P1 P2 P3 Tot. Includes data for stations like WJZZ, WJZZ-FM, etc.

Bobby Brown Continued

Table with columns: Regional Reach, Chart Pos, Summary P1 P2 P3 Tot. Includes data for stations like WJZZ, WJZZ-FM, etc.

Table with columns: Regional Reach, Chart Pos, Summary P1 P2 P3 Tot. Includes data for stations like WJZZ, WJZZ-FM, etc.

Table with columns: Regional Reach, Chart Pos, Summary P1 P2 P3 Tot. Includes data for stations like WJZZ, WJZZ-FM, etc.

Table with columns: Regional Reach, Chart Pos, Summary P1 P2 P3 Tot. Includes data for stations like WJZZ, WJZZ-FM, etc.

Table with columns: Regional Reach, Chart Pos, Summary P1 P2 P3 Tot. Includes data for stations like WJZZ, WJZZ-FM, etc.

Table with columns: Regional Reach, Chart Pos, Summary P1 P2 P3 Tot. Includes data for stations like WJZZ, WJZZ-FM, etc.

Table with columns: Regional Reach, Chart Pos, Summary P1 P2 P3 Tot. Includes data for stations like WJZZ, WJZZ-FM, etc.

Table with columns: Regional Reach, Chart Pos, Summary P1 P2 P3 Tot. Includes data for stations like WJZZ, WJZZ-FM, etc.

Table with columns: Regional Reach, Chart Pos, Summary P1 P2 P3 Tot. Includes data for stations like WJZZ, WJZZ-FM, etc.

Table with columns: Regional Reach, Chart Pos, Summary P1 P2 P3 Tot. Includes data for stations like WJZZ, WJZZ-FM, etc.

Table with columns: Regional Reach, Chart Pos, Summary P1 P2 P3 Tot. Includes data for stations like WJZZ, WJZZ-FM, etc.

Table with columns: Regional Reach, Chart Pos, Summary P1 P2 P3 Tot. Includes data for stations like WJZZ, WJZZ-FM, etc.

Table with columns: Regional Reach, Chart Pos, Summary P1 P2 P3 Tot. Includes data for stations like WJZZ, WJZZ-FM, etc.

JUDE COLE Tell The Truth (Reprise) LP: Start The Car

Chart Summary table for Jude Cole with columns for Pos, P1, P2, P3, Tot and National Summary.

Regional Reach table for Jude Cole listing stations like WJZZ, WWSW, WWSX, etc.

DR. DRE Nuthin'... (Death Row/Interscope/AG) LP: The Chronic

Chart Summary table for Dr. Dre with columns for Pos, P1, P2, P3, Tot and National Summary.

Regional Reach table for Dr. Dre listing stations like KSLD, KZLZ, KZLX, etc.

GLORIA ESTEFAN I See Your Smile (Epic) LP: Greatest Hits

Chart Summary table for Gloria Estefan with columns for Pos, P1, P2, P3, Tot and National Summary.

Regional Reach table for Gloria Estefan listing stations like WWSX, WWSW, WWSX, etc.

FAITH NO MORE Easy (Reprise) LP: Angel Dust

Chart Summary table for Faith No More with columns for Pos, P1, P2, P3, Tot and National Summary.

Regional Reach table for Faith No More listing stations like WWSX, WWSW, WWSX, etc.

GO WEST What You Won't Do For... (EMI/ERG) LP: Indian Summer

Chart Summary table for Go West with columns for Pos, P1, P2, P3, Tot and National Summary.

Regional Reach table for Go West listing stations like WWSX, WWSW, WWSX, etc.

DIGITAL PLANETS Rebirth Of Slick... (Pendulum/Elektra) LP: Rechner (A New Refutation Of Time...)

Chart Summary table for Digital Planets with columns for Pos, P1, P2, P3, Tot and National Summary.

Regional Reach table for Digital Planets listing stations like WWSX, WWSW, WWSX, etc.

DURAN DURAN Ordinary World (Capitol) LP: Duran Duran

Chart Summary table for Duran Duran with columns for Pos, P1, P2, P3, Tot and National Summary.

Regional Reach table for Duran Duran listing stations like WWSX, WWSW, WWSX, etc.

EXPOSE I'll Never Get Over You (Arista) LP: Expose

Chart Summary table for Exposé with columns for Pos, P1, P2, P3, Tot and National Summary.

Regional Reach table for Exposé listing stations like WWSX, WWSW, WWSX, etc.

KENNY G Forever In Love (Arista) LP: Breathless

Chart Summary table for Kenny G with columns for Pos, P1, P2, P3, Tot and National Summary.

Regional Reach table for Kenny G listing stations like WWSX, WWSW, WWSX, etc.

WHITNEY HOUSTON I Have Nothing (Arista) LP: "The Bodyguard" ST

Chart Summary table for Whitney Houston with columns for Pos, P1, P2, P3, Tot and National Summary.

Regional Reach table for Whitney Houston listing stations like WWSX, WWSW, WWSX, etc.

Whitney Houston "I Have..." Continued

WEST, MIDWEST, EAST station lists for Whitney Houston "I Have..."

INXS Beautiful Girl (Atlantic/AG)

INXS chart data: Total Reports 133 61% Parallels, Regional Reach, National Summary

Jade Continued

WEST, MIDWEST, EAST station lists for Jade

ELTON JOHN Simple Life (MCA)

ELTON JOHN chart data: Total Reports 125 57% Parallels, Regional Reach, National Summary

Jeremy Jordan Continued

WEST, MIDWEST, EAST station lists for Jeremy Jordan

JOEY LAWRENCE Nothin' My Love... (Impact/MCA)

JOEY LAWRENCE chart data: Total Reports 103 47% Parallels, Regional Reach, National Summary

ANNIE LENNOX Little Bird (Arista)

ANNIE LENNOX chart data: Total Reports 134 61% Parallels, Regional Reach, National Summary

WHITNEY HOUSTON I'm Every Woman (Arista)

WHITNEY HOUSTON chart data: Total Reports 194 89% Parallels, Regional Reach, National Summary

WEST, SOUTH, MIDWEST station lists

WEST, SOUTH, MIDWEST chart data: Total Reports 194 89% Parallels

WEST, SOUTH, MIDWEST station lists

WEST, SOUTH, MIDWEST chart data: Total Reports 194 89% Parallels

WEST, SOUTH, MIDWEST station lists

WEST, SOUTH, MIDWEST chart data: Total Reports 103 47% Parallels

WEST, SOUTH, MIDWEST station lists

WEST, SOUTH, MIDWEST chart data: Total Reports 161 74% Parallels

WEST, SOUTH, MIDWEST station lists

WEST, SOUTH, MIDWEST chart data: Total Reports 194 89% Parallels

JADE Don't Walk Away (Giant)

JADE chart data: Total Reports 145 66% Parallels, Regional Reach, National Summary

JEREMY JORDAN The Right Kind Of Love (Giant/Reprise)

JEREMY JORDAN chart data: Total Reports 163 74% Parallels, Regional Reach, National Summary

MADONNA Bad Girl (Maverick/Sire/WB)

MADONNA chart data: Total Reports 161 74% Parallels, Regional Reach, National Summary

WEST, SOUTH, MIDWEST station lists

WEST, SOUTH, MIDWEST chart data: Total Reports 194 89% Parallels

WEST, SOUTH, MIDWEST station lists

WEST, SOUTH, MIDWEST chart data: Total Reports 145 66% Parallels

WEST, SOUTH, MIDWEST station lists

WEST, SOUTH, MIDWEST chart data: Total Reports 163 74% Parallels

WEST, SOUTH, MIDWEST station lists

WEST, SOUTH, MIDWEST chart data: Total Reports 103 47% Parallels

WEST, SOUTH, MIDWEST station lists

WEST, SOUTH, MIDWEST chart data: Total Reports 161 74% Parallels

WEST, SOUTH, MIDWEST station lists

WEST, SOUTH, MIDWEST chart data: Total Reports 194 89% Parallels

WEST, SOUTH, MIDWEST station lists

WEST, SOUTH, MIDWEST chart data: Total Reports 145 66% Parallels

WEST, SOUTH, MIDWEST station lists

WEST, SOUTH, MIDWEST chart data: Total Reports 163 74% Parallels

WEST, SOUTH, MIDWEST station lists

WEST, SOUTH, MIDWEST chart data: Total Reports 103 47% Parallels

WEST, SOUTH, MIDWEST station lists

WEST, SOUTH, MIDWEST chart data: Total Reports 161 74% Parallels

Madonna Continued
WQGN 25-22
999KH1 25-21
WSPK 31-24
Y102 on
98PX 30-27
930 32-26
WVST 30-24
WVCK 30-20
WYCR 20-18

POISON
Stand (Capitol)
LP: Native Tongue
Total Reports 139 63% Parallel Reach
Regional Reach E 65% S 70% M 76% W 37%

PORTRAIT
Here We Go Again! (Capitol)
LP: Portrait
Total Reports 158 72% Parallel Reach
Regional Reach E 69% S 72% M 63% W 87%

R.E.M. Continued
999KH1 11-9
WSPK 29-25
Y102 9-7
98PX 24-24
930 27-23
WVST 6-4
WVCK 25-18
WVCR 29-25
WYCR 16-14

Shai Continued
WEST
PWR 106 8-6
KFR 17-6
KKR 18-17
KGI 3-3
FM102 13-11
Q99 30-25
Z90 9-6
KJEL 2-1
KJOL 7-7
HOT97 30-27
KPLZ 4-27
KUBE 7-9

PAUL McCARTNEY
Hope Of Deliverance (Capitol)
LP: Off The Ground
Total Reports 51 23% Parallel Reach
Regional Reach E 29% S 27% M 24% W 11%

19
Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 0 0 0 0
6-15 3 4 4 11
16-40 2 28 27 57
Ons 2 3 1 6
Ch Adds 0 0 0 0
Total 12 71 56 139

16
Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 8 11 6 25
6-15 17 31 13 61
16-40 9 28 20 57
Ons 2 4 1 7
Ch Adds 0 0 0 0
Total 36 81 41 158

JON SECADA
Angel (SBK/ERG)
LP: Jon Secada
Total Reports 164 75% Parallel Reach
Regional Reach E 85% S 82% M 69% W 61%

SILK
Freak Me (Elektra)
LP: Lose Control
Total Reports 63 29% Parallel Reach
Regional Reach E 27% S 23% M 13% W 59%

1
Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 0 0 0 0
6-15 0 2 2 4
16-40 3 12 10 25
Ons 0 5 8 13
Ch Adds 2 0 0 2
Total 7 22 22 51

2
Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 0 0 0 0
6-15 0 1 1 2
16-40 1 20 20 41
Ons 0 10 14 24
Ch Adds 0 1 0 1
Total 1 33 38 72

15
Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 0 3 3 6
6-15 6 42 26 74
16-40 7 35 25 67
Ons 3 4 1 8
Ch Adds 1 0 1 2
Total 20 87 57 164

36
Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 5 3 0 8
6-15 8 4 0 12
16-40 4 8 4 16
Ons 0 5 3 8
Ch Adds 0 7 4 11
Total 24 28 11 63

3
Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 0 0 0 0
6-15 0 1 1 2
16-40 1 20 20 41
Ons 0 10 14 24
Ch Adds 0 1 0 1
Total 1 33 38 72

WENDY MOTEN
Come In Out Of The Rain (EMI/ERG)
Total Reports 71 32% Parallel Reach
Regional Reach E 31% S 28% M 26% W 48%

POORBOYS
Guilty (Hollywood)
LP: Pardon Me
Total Reports 72 33% Parallel Reach
Regional Reach E 35% S 35% M 35% W 24%

R.E.M.
Man On The Moon (WB)
LP: Automatic For The People
Total Reports 157 72% Parallel Reach
Regional Reach E 75% S 83% M 80% W 41%

SHAI
Comforter (Gasoline Alley/MCA)
LP: ... If I Ever Fall In Love
Total Reports 93 42% Parallel Reach
Regional Reach E 42% S 44% M 17% W 72%

MICHAEL W. SMITH
Somebody Love Me (Reunion/RCA)
LP: Change Your World
Total Reports 116 53% Parallel Reach
Regional Reach E 52% S 55% M 67% W 35%

1
Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 0 0 0 0
6-15 0 1 1 2
16-40 1 20 20 41
Ons 0 10 14 24
Ch Adds 0 1 0 1
Total 1 33 38 72

16
Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 2 1 2 5
6-15 7 24 28 59
16-40 6 48 24 78
Ons 1 2 1 4
Ch Adds 1 1 0 2
Total 17 81 59 157

30
Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 3 0 0 4
6-15 13 11 2 26
16-40 8 20 14 42
Ons 2 6 6 8
Ch Adds 0 0 0 0
Total 28 41 24 93

3
Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 0 0 0 0
6-15 0 1 1 2
16-40 1 20 20 41
Ons 0 10 14 24
Ch Adds 0 1 0 1
Total 1 33 38 72

3
Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 0 0 0 0
6-15 0 1 1 2
16-40 1 20 20 41
Ons 0 10 14 24
Ch Adds 0 1 0 1
Total 1 33 38 72

1
Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 0 0 0 0
6-15 0 1 1 2
16-40 1 20 20 41
Ons 0 10 14 24
Ch Adds 0 1 0 1
Total 1 33 38 72

16
Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 2 1 2 5
6-15 7 24 28 59
16-40 6 48 24 78
Ons 1 2 1 4
Ch Adds 1 1 0 2
Total 17 81 59 157

30
Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 3 0 0 4
6-15 13 11 2 26
16-40 8 20 14 42
Ons 2 6 6 8
Ch Adds 0 0 0 0
Total 28 41 24 93

3
Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 0 0 0 0
6-15 0 1 1 2
16-40 1 20 20 41
Ons 0 10 14 24
Ch Adds 0 1 0 1
Total 1 33 38 72

3
Chart Summary
Pos P1 P2 P3 Tot
1 0 0 0 0
2-5 0 0 0 0
6-15 0 1 1 2
16-40 1 20 20 41
Ons 0 10 14 24
Ch Adds 0 1 0 1
Total 1 33 38 72

SNOW Informer (EastWest/Atlantic Group)

LP: 12 Inches Of Snow
Total Reports 132 60% Parallel Reach P1 72% P2 60% P3 50%

Chart Summary table with columns: Pos, P1, P2, P3, Tot. Includes National Summary and Regional Reach data.

Station lists for SNOW, categorized by region (EAST, SOUTH, MIDWEST, WEST) and chart position.

SPIN DOCTORS Two Princes (Epic Associated)

LP: Pocket Full Of Kryptonite
Total Reports 166 76% Parallel Reach P1 43% P2 80% P3 95%

Chart Summary table for SPIN DOCTORS.

Station lists for SPIN DOCTORS, categorized by region and chart position.

STARCLUB Hard To Get (Island/PLG)

LP: The Starclub
Total Reports 58 26% Parallel Reach P1 9% P2 21% P3 48%

Chart Summary table for STARCLUB.

Station lists for STARCLUB, categorized by region and chart position.

STING If I Ever Lose My Faith In You (A&M)

LP: Ten Summoner's Tales
Total Reports 155 71% Parallel Reach P1 40% P2 71% P3 95%

Chart Summary table for STING.

Station lists for STING, categorized by region and chart position.

SUNSCREEN Love U More (Columbia)

LP: 03
Total Reports 101 46% Parallel Reach P1 34% P2 44% P3 59%

Chart Summary table for SUNSCREEN.

Station lists for SUNSCREEN, categorized by region and chart position.

SWV I'm So Into You (RCA)

LP: It's About Time
Total Reports 56 26% Parallel Reach P1 38% P2 24% P3 17%

Chart Summary table for SWV.

Station lists for SWV, categorized by region and chart position.

10,000 MANIACS Candy Everybody Wants (Elektra)

LP: Our Time In Eden
Total Reports 78 36% Parallel Reach P1 15% P2 28% P3 64%

Chart Summary table for 10,000 MANIACS.

Station lists for 10,000 MANIACS, categorized by region and chart position.

TLC Hat 2 Da Back (LaFace/Arista)

LP: Oooooohhh... On The TLC Tip
Total Reports 55 25% Parallel Reach P1 43% P2 20% P3 17%

Chart Summary table for TLC.

Station lists for TLC, categorized by region and chart position.

UGLY KID JOE Cats In The Cradle (Stardog/Mercury)

LP: America's Least Wanted
Total Reports 149 68% Parallel Reach P1 23% P2 79% P3 88%

Chart Summary table for UGLY KID JOE.

Station lists for UGLY KID JOE, categorized by region and chart position.

SIGNIFICANT ACTION

A

A LIGHTER SHADE OF BROWN Homies (Quality) LP: Hip Hop Locos

BIG MOUNTAIN Touch My Light (Quality) LP: Wake Up

MICHAEL COOPER Shoop Shoop Never Stop... (Reprise) LP: Get Closer

I

ICE CUBE It Was A Good Day (Priority) LP: The Predator

L

MONIE LOVE Born To B.R.E.E.D. (WB) LP: In A Word Or 2

B

BAD BOYS BLUE Save Your Love (Zoo)

DINA CARROLL So Close (A&M) LP: So Close

D

THOMAS DOLBY I Love You Goodbye (Giant/Reprise) LP: Astronauts & Heretics

J

MICHAEL JACKSON Heal The World (Epic) LP: Dangerous

N

JIMMY NAIL Ain't No Doubt (Atlantic) LP: Growing Up In Public

B

BALTIMORA Tarzan Boy (EMI/ERG) LP: 'T.M.N.T.3' ST

SHAWN COLVIN I Don't Know Why (Columbia) LP: Fat City

F

4 NON BLONDES What's Up (Interscope/Atlantic Group) LP: Bigger, Better, Faster, More!

K

R. KELLY Dedicated (Jive) LP: Born Into The 90's

NAUGHTY BY NATURE Hip Hop Hurray (Tommy Boy) LP: 19 Naughty III

H2DEEP Toss-Up (Profile) LP: Back To The Hotel

SIGNIFICANT ACTION

P

PAPERBOY Ditty (Next Plateau/London/PLG) LP: The Nine Yards

VANESSA PARADIS Be My Baby (Polydor/PLG) LP: Vanessa Paradis

PARTY All About Love (Hollywood) LP: Free

PEARL JAM Black (Epic) LP: Ten

POSITIVE K I Got A Man (Island/PLG) LP: The Skills Dat Pay Da Bills

Positive K listing with station call letters and times for various regions.

MAXI PRIEST One More Chance (Charisma/Virgin) LP: Fe Real

KEITH RICHARDS Eileen (Virgin) LP: Main Offender

RUPAUL Supermodel (Tommy Boy) LP: none

S

SADE Kiss Of Life (Epic) LP: Love Deluxe

SCREAMING TREES Nearly Lost You (Epic) LP: Sweet Oblivion

NICK SCOTTI Wake Up Everybody (Reprise) LP: Nick Scotti

SOUND FACTORY Understand This Groove (RCA)

WAILING SOULS If I Were You (Chaos) LP: All Over The World

P1

EAST 92Q (WERQ) Baltimore, MD; B94 (WBZZ) Pittsburgh, PA; HOT97 (WOHT) New York, NY; WEGX Philadelphia, PA; WIOQ Philadelphia, PA; WPGC Washington, DC; WXKS Boston, MA; WZOU Boston, MA; Z100 (WHTZ) New York, NY

MIDWEST 896 (WBBM-FM) Chicago, IL; HOT102 (WLUW) Milwaukee, WI; KQWB Minneapolis, MN; Q102 (WKRC) Cincinnati, OH; WHHH Indianapolis, IN; WHYT Detroit, MI; WJMO Cleveland, OH; WKBO St. Louis, MO; WNCI Columbus, OH; WENZ Cleveland, OH; WWHT Columbus, OH; WZPL Indianapolis, IN

SOUTH 95QQ (WAOQ) Charlotte, NC; 99X (WNNX) Atlanta, GA; B97 (WEZB) New Orleans, LA; KEGJ Dallas-Ft. Worth, TX; KHKS Dallas-Ft. Worth, TX; KRBE Houston, TX; KTFM San Antonio, TX; PWR96 (WPOW) Miami, FL; Q105 (WRBQ) Tampa, FL; STAR94 (WSTR) Atlanta, GA; WCKZ Charlotte, NC; WNVZ Norfolk, VA

SOUTH 93Q (WNTQ) Syracuse, NY; 98PX (WPXY) Rochester, NY; 999KH (WKHI) Ocean City, MD; FLY92 (WFLY) Albany, NY; FUN107 (WFHN) New Bedford, MA; JET-FM (WJET) Erie, PA; KC101 (WKCI) New Haven, CT; PWR92 (WGLU) Johnstown, PA; TIC-FM (WTIC) Hartford, CT; WAAL Binghamton, NY; WAEB Allentown, PA; WERZ Exeter, NH; WKEE Huntington, WV; WKRZ-FM Wilkes-Barre, PA; WKSE Buffalo, NY; WKSS Hartford, CT; WLAN-FM Lancaster, PA; WNNK Harrisburg, PA; WPST Trenton, NJ; WQGN New London, CT; WRCC Utica, NY; WSPK Poughkeepsie, NY; WSTW Wilmington, DE; WVSR Charleston, WV; WWXX Providence, RI; WYCR York, PA; Y102 (WRFY) Reading, PA

MIDWEST 96STO (WSTO) Evansville, IN; CK105 (WWCK) Flint, MI; K107 (KAYI) Tulsa, OK; KJ103 (KJYD) Oklahoma City, OK; KKHT Springfield, MO; KKRD Wichita, KS; KQKQ Omaha, NE; KRNO Des Moines, IA; KZ93 (WKZW) Peoria, IL; U93 (WNDU) South Bend, IN; WIXX Appleton-Oshkosh, WI; WHOT Youngstown, OH; WIFC Wausau, WI; WKDD Akron, OH; WMEE Ft. Wayne, IN; WMGX Appleton-Oshkosh, WI; WPRR Davenport, IA; WTRC Canton, OH; WTCF Saginaw, MI; WVKK Toledo, OH; Z104 (WZEE) Madison, WI

WEST 895 (KBOS) Fresno, CA; HOT194 (KIKI) Honolulu, HI; KCAQ Oxnard-Ventura, CA; KDON Salinas, CA; HOT105 (KHTN) Modesto, CA; KKMZ Colorado Springs, CO; KSSS Albuquerque, NM; KXXX Bakersfield, CA; KLUC Las Vegas, NV; KPSI Palm Springs, CA; KOMO Honolulu, HI; KRO (KRQQ) Tucson, AZ; KWIN Stockton, CA; KWNZ Reno, NV; KWOOD Sacramento, CA; KZMG Boise, ID; KZZU Spokane, WA; PWR102 (KQPW) Fresno, CA

EAST 95WAY Atlantic City, NJ; 95XIL (WXIL) Parkersburg, WV; 95XXX (WXXX) Burlington, VT; 103CIR (WCIR) Beckley, WV; BOSS97 (WBSS) Atlantic City, NJ; WHTO Williamsport, PA; WMME Augusta, ME; WOMP Wheeling, WV; WPRR Aroona, PA; WYYS Ithaca, NY; WZYQ Frederick, MD

SOUTH KAKS Amarillo, TX; KCHX Midland-Odessa, TX; KISR Ft. Smith, AR; KIXY San Angelo, TX; KMCK Fayetteville, AR; KNIN Wichita Falls, TX; KNDE Monroe, LA; KQIZ Amarillo, TX; KSMB Lafayette, LA; KWTX Waco, TX; KZII Lubbock, TX; Q101 (WJDD) Meridian, MS; WBRP Myrtle Beach, SC; WFTH Tallahassee, FL; WJMX Florence, SC; WKMV Dothan, AL; WKSF Asheville, NC; WPFM Panama City, FL; WVBS Wilmington, NC; WYAV Myrtle Beach, SC; WZXX Biloxi, MS

MIDWEST 106KHQ Charlevoix, MI; KFRX Lincoln, NE; K95 (KGLI) Sioux City, IA; KGGG Rapid, City, SD; KXKL Grand Forks, ND; KLYV Dubuque, IA; KMGZ Lawton, OK; KPAT Sioux Falls, SD; KROC Rochester, MN; KYVY Bismarck, ND; KZIO Duluth, MN; WAZY Lafayette, IN; WBIZ Eau Claire, WI; WBNQ Bloomington, IL; WCLL Carbondale, IL; WDFR Springfield, IL; WKFR Kalamazoo, MI; WLRW Champaign, IL; WZOO Lima, OH

WEST 894.7 (KEWB) Redding, CA; KFBQ Cheyenne, WY; KFFM Yakima, WA; KGOT Anchorage, AK; KPXR Anchorage, AK; KQIX Grand Junction, CO; KTRM Medford, OR; KTRC Casper, WY; OK95 (KIOK) Tri-Cities, WA; Y93 (KYA) Billings, MT; Y97 (KHTY) Santa Barbara, CA; Z97 (KZLS) Billings, MT

R

W



CHR NATIONAL AIRPLAY

P1 Major Markets

P2 Secondary Markets

P3 Smaller Markets

Table with 2 columns: LW, TW. Lists chart positions for Major Markets (P1) with artist names and song titles.

Table with 2 columns: LW, TW. Lists chart positions for Secondary Markets (P2) with artist names and song titles.

Table with 2 columns: LW, TW. Lists chart positions for Smaller Markets (P3) with artist names and song titles.

52 REPORTERS

103 REPORTERS

64 REPORTERS

Table with 2 columns: MOST ADDED, HOTTEST. Lists artists and their chart positions for Major Markets.

Table with 2 columns: MOST ADDED, HOTTEST. Lists artists and their chart positions for Secondary Markets.

Table with 2 columns: MOST ADDED, HOTTEST. Lists artists and their chart positions for Smaller Markets.

PERFORMING WHERE PLAYED

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.

Table with 5 columns: Artist/Song/Label, Reports, Report %, Conversion %, Top 15 %. Lists performing artists and their station activity.

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.

NEW ARTISTS

- 1 JOEY LAWRENCE/Nothin' My Love... (Impact/MCA) 103
2 SUNSCREAM/Love U More (Columbia) 101
3 MARY-CHAPIN CARPENTER/Passionate Kisses (Columbia) 94
4 DR. DRE/Nuthin' But A "G" Thang (Death Row/Interscope/AG) 72
5 POORBOYS/Guilty (Hollywood) 72
6 WENDY MOTEN/Come In Out Of The Rain (EMI/ERG) 71
7 SILK/Freak Me (Elektra) 63
8 STARCLUB/Hard To Get (Island/PLG) 58
9 SWV/I'm So Into You (RCA) 56
10 BIZARRE INC./I'm Gonna Get You (Columbia) 55

New artists have not yet had a CHR Breaker.

“I Feel You” Depeche Mode

The debut single from
the long-awaited
Songs Of Faith
And Devotion

Produced by Depeche Mode and Flood
Mixed by Mark Stent, Depeche Mode and Flood

U.S. Representation: Second Vision



