

**I N S I D E:**

**MORE ARB & BIRCH RATINGS RESULTS**

Four Arbitrons and three ARB/Birch comparisons make up this week's ratings menu. Among the entrees:

- **WEBN** blows Cincinnati away with six-point Birch lead, three in ARB
- **WQAL** comes within a point of **WMMS** in Cleveland ARB
- **KBCO** ends six-year **KOSI** reign at Denver's ARB pinnacle; **KBPI** red-hot as well
- **WDAF** still leads KC comfortably, but **KFKF**'s coming up in ARB, **KBEQ** in Birch
- **WKTJ** hits double figures in Milwaukee ARB, holds lead in Birch; **WLUM** breaks 10 in Birch
- **WSHH** rolls 10+ and moves within three of **KDKA** in Pittsburgh ARB
- **KBAY** picks up five big shares in San Jose ARB

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**PATRICK URGES CONGRESS TO SOLVE HOLMES CASE**

Hammered by Congressmen for perceived minority hiring foot-dragging, FCC Chairman **Dennis Patrick** placed the criticism on the other foot by suggesting lawmakers hold hearings for Commissioner-designate-in-limbo **Brad Holmes**.

Page 6

**VIDEOS: POPULAR & INFLUENTIAL**

**Mike Shalett's Street Pulse** survey of record buyers shows they watch videos frequently and for a good chunk of time. And a **Strategic Radio Research** study reveals that frequent video viewers are very often influenced by the visual version to listen for favorite songs on the radio.

Page 21, 36

**BOLSTERING THE URBAN RADIO/RECORD RELATIONSHIP**

Five key label executives seek to ease the pressure between the Urban radio and record sectors, stressing the need to work together and fulfill professional obligations on both sides of the fence.

Page 55

**NEW CLOSE TRENDS FOR THE '90s**

Salespeople should realize it's time to rummage through their mental closets and throw out their old close techniques. **Chris Beck** offers some fresh and fashionable ideas for closing sales as the new decade approaches.

Page 16

Newsstand Price \$5.00



**REPLACES KASEM THIS SUMMER**

**ABC Casts Shadøe On "American Top 40"**

After a much-publicized and exhaustive talent search, ABC Radio has named radio and TV entertainer **Shadøe Stevens** to replace **Casey Kasem** as host of the pioneering countdown show "American Top 40."

Kasem, a co-creator of the program, will leave it soon after it celebrates its 18th birthday on July 4. He recently signed a multi-year deal with Westwood One to develop a new countdown show.

A fatigued but relieved ABC VP/Entertainment Program-

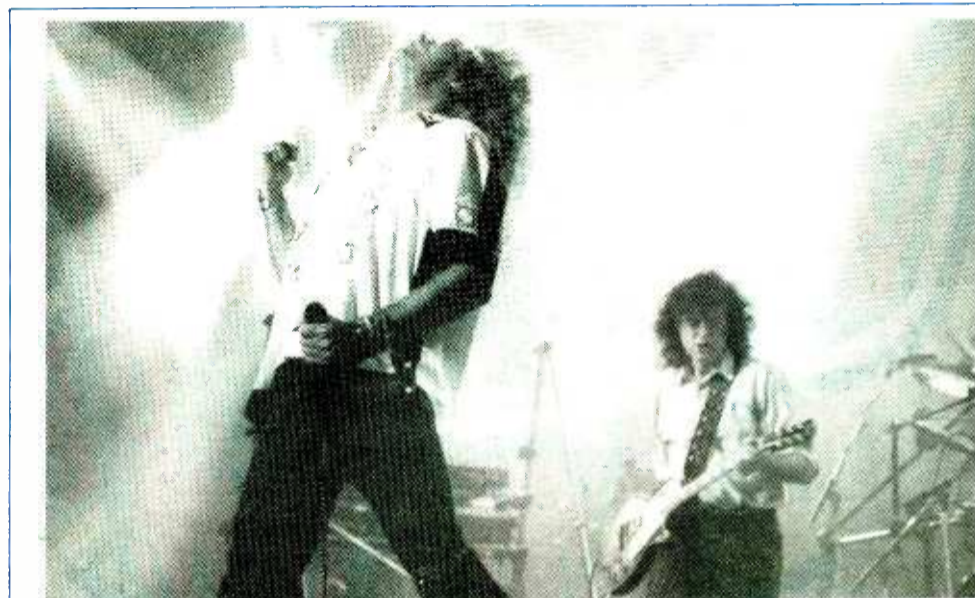


Aaron Daniels, Shadøe Stevens, Tom Cuddy sign "AT 40" deal.

ming Tom Cuddy told R&R he listened to 1004 audition tapes. "It's been a lot of work over the

SHADOE/See Page 32

**Atlantic: 40 Years Of Rock & Soul**



**DRINKIN' (BIRTHDAY) WINE SPO-DEE-O-DEE** — Ahmet Ertegun (below) celebrates four decades of music and memories during the Atlantic Records 40th anniversary concert at Madison Square Garden Saturday (5/14). Above, Robert Plant (l) and Jimmy Page reconstitute Led Zeppelin for the birthday occasion, with John Paul Jones and the late John Bonham's son, Jason, on drums.

The only major record company formed with the help of a dentist's loan celebrated its 40th anniversary Saturday (5/14) in New York, and millions — via radio and TV simulcasts — came to the party.

Atlantic Records was toasted in fine style throughout the 12-hour Madison Square Garden concert, dubbed "It's Only Rock 'n' Roll." The performances matched the diversity of the label's four-decade output, and critical and emotional highs in-



cluded:

- The return of **Led Zeppelin**, complete with "Whole Lotta Love" and "Stairway To

Heaven"

- **Ruth Brown** (Atlantic was once known as "the house that Ruth built") offering "Mama He Treats Your Daughter Mean" and **LaVern Baker** singing "Jim Dandy"

- A reunited **Rascals**, playing "Good Lovin'" and "Groovin'" with enthusiasm and vigor

ATLANTIC/See Page 32

**JARAS GSM**

**Tanner VP/Asst. GM At WPOW**



Bill Tanner

**Bill Tanner** has been upped from PD to VP/Programming & Operations and Asst. GM at WPOW (Power 96)/Miami. He joined the station in 1986. Also, 11-year **WHYI** (Y-100)/Miami sales vet **John Jaras** crosses the street to the **Beasley-Reed CHR** as GSM. Jaras succeeds **Dave Donahue**, who segued to co-owned **WJHM** (102 Jamz)/Orlando in April and was named

TANNER/See Page 32

**EXEC. ASST. TO MOTTOLA**

**Ilberman CBS Sr. VP**

**Mel Ilberman** has been appointed Sr. VP/Exec. Assistant to the President of CBS Records Division, **Tommy Mottola**. He was Exec. VP/Administration at PolyGram, which he joined in 1982.

In his new post, Ilberman will be involved in the administration of all aspects of CBS Records' US activities under Mottola.

"Mel has played a key role in the direction of three of the major companies in our business," said Mottola. "His return to CBS Records brings us one of the most qualified executives I



Mel Ilberman

know, in a position where his broad experience will do the most good."

ILBERMAN/See Page 32

**Noble Now #1 With Seattle Buy**



**Noble Broadcast Group** became the largest radio group owner in America this week (5/16) with its agreement to buy **Sunbelt Communications' KIXI & KMGJ/Seattle** for \$15.9 million. The combo deal places **Noble**, founded in 1978 with two stations, at the top of the charts in radio ownership with a total of 17 stations in 10 markets valued in excess of \$400 million. Pictured after tacking down the deal (see Page 11 for details) are (l-r) **Noble Chairman John Lynch**, dealmaker **Bill Steding** of **Americom Radio Brokers/Washington**, and **Sunbelt Communications Radio Division President Bill Bungeroth**.

# WINWOOD



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MAY 20, 1988

## WQFM Sets Hooker As GM, London As PD

Veteran Chicago-based consultant Jim Hooker has filled the longtime GM opening at WQFM/Milwaukee. He replaces Ralph Barnes, who spent eight years at the Shamrock Communications AOR before leaving in January to manage KIOA & KDWZ/Des Moines. Hooker's arrival means WDIZ/Orlando GM George Duffy, who was also handling GM duties for 'QFM since Barnes's departure, can concentrate on Shamrock's Florida AOR.

The Milwaukee station has also made a PD change, bringing in Dave London from sister Scranton outlet WEZX. London takes over for Brent Alberts, who resigned last Wednesday (5/11) after six months as WQFM PD. London will be handling both PD jobs until further notice.

For the last 15 years, Hooker has headed his own consulting firm, specializing in management, sales,

### DANIELS HANDLES KUDL & WHB

## Casey PD At KXOA



Brian Casey

KUDL/Kansas City PD/morning man Brian Casey has been tapped for the PD slot at Gold-Based ACKXOA-FM/Sacramento. He replaces Tom Graye, who left several weeks ago.

As a result of Casey's departure, Operations Director Don Daniels will be responsible for KUDL and sister WHB. There will be no KUDL PD. The WHB "Breakfast Flakes" will segue to KUDL and assume Casey's morning slot there beginning May 23.

Casey told R&R, "(KXOA owners) the Brown family and (GM) John Geary gave me an offer I couldn't refuse. KXOA just got rolling in October, and all the burners are turned to high here. We don't feel KXOA has reached its full potential yet, and there are three items we'll work on to get us there. One is more community involvement, but I can't comment on the other two right now."

Discussing his new role as an off-air PD, Casey noted, "There aren't too many people who can be Scott Shannon. I've decided to do only programming probably for the rest of my life."

Prior to joining KUDL two years ago Casey had programmed KOSO/Modesto and KQEU/Olympia, WA.

In the winter Arbitron, KXOA ranked third 12+ with an 8.1 and first 25-54 with a comfortable lead over runner-up AOR KZAP.



Jim Hooker

and marketing. He signed three Shamrock stations in January, including 'QFM.

"The more Jim and I talked about 'QFM and his experiences here as a consultant, the more it seemed to both of us to be a very natural marriage," remarked Shamrock VP/CEO Bill Lynette. "He liked what he saw in Milwaukee and felt he could do something here."

WQFM has recently undergone hard times. The majority of its staff, including PD Greg Ausham, HOOKER/See Page 32

## Van Houten Named Station Manager At WLLZ

WHYT/Detroit GSM Buzz Van Houten has crossed the street to take the newly-created Station Manager position at WLLZ.

WLLZ VP/GM Kevin Smith commented, "I'm thrilled to have someone of Buzz's background joining our staff. I believe his contributions will extend beyond the sales department and strengthen the entire station."

"Outside my marriage and the birth of my son, this is the best thing that ever happened to me," Van Houten said. "WLLZ is a great radio station that will get even better. I'm looking forward to getting back together with my friends (morning men) Jim Johnson and

### 20-YEAR WMAL VET

## Gauger PD At WMMJ

Tom Gauger, who had done mid-days at WMAL/Washington for 20 years, has segued to PD/morning man duties at crosstown WMMJ. John White (aka J.J. Star) of AM sister station WOL had been overseeing WMMJ's programming. Gauger started programming duties May 18, and will go on the air at the station for the first time on June 1.

Speaking on behalf of GM Cathy Hughes, GSM Alfred Liggins told R&R, "Tom was at WMAL at its inception as a Full-Service station and at its height. They're not as strong since he's left. WMAL was a real powerhouse because of him."

"Right now, we're a soft, background AC. We're going to turn into a cross between WMAL and (crosstown) WLTT, and will be more of a foreground station. Tom will focus more on the personality and community side of radio. He'll have a tremendous opportunity to build a station from scratch and get all the credit."

GAUGER/See Page 32



Sharon Heyward

## Heyward VP At Virgin

Virgin Director/National R&B Promotion Sharon Heyward has been elevated to VP/R&B Promotion. She joined the Los Angeles-based label last July from RCA Records.

Sr. VP/Promotion & Marketing Phil Quartararo said, "The job that Sharon has done starting up our R&B promotion department speaks for itself. Her enthusiasm, leadership qualities, and integrity set her apart from her peers. She is an integral part of our team, and a friend to the record community."

HEYWARD/See Page 32

George Baier."

Van Houten previously worked with Johnson and Baier at both WWWW and WRIF in Detroit. Prior to becoming GSM at WHYT, Van Houten was NSM at the motor city's WJR.

## Reynolds OM, Wachs PD At WZZT

Tom Reynolds, who has programmed WZZT (Z103)/Columbus for the past year, has been upped to OM. Taking Reynolds's old post is J.D. Wachs, the Urban station's AM driver, who retains his on-air slot.

Reynolds said, "We named J.D. Director of Programming and Music, while I handle the station's day-to-day operation. There are no changes planned for the format, just a little bit of rearrangement."

Wachs is a three-year industry veteran who joined WZZT last month. He was previously Asst. PD at WDMT (now WPHR)/Cleveland. Wachs said fellow WDMT vet Ellis Moore will be joining the station for PM drive May 23.

## WCBM Switches To Gold

WCBM/Baltimore dropped its one-year-old Sports/Talk format last week in favor of an all-Oldies approach. The station is currently calling itself "Solid Gold 68." As a result of the switch, seven announcers and three office employees were released.

Operations Director Brian MacDonald told R&R, "The station was an excellent AC/Oldies station for many years. We have probably the

WCBM/See Page 32

## BEST FIRST QUARTER YET FOR NEW ARTISTS

People talk about breaking new artists more than ever, and perhaps as a result, more new artists are breaking than ever before. First quarter 1988 hit the highest five-format mark for new artists broken since R&R began tallying the numbers.

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## Donahue Appointed Sales VP/Asst. GM At WJHM

Dave Donahue, who segued from GSM duties at Beasley-Reed Broadcasting's WPOW (Power 96)/Miami to join WORZ (102 Jamz)/Orlando as Station Manager in April, has been upped to VP/Sales and Asst. GM. WORZ changed calls to WJHM concurrent with Beasley-Reed Broadcasting's official takeover of the station from Duffy last Friday (5/13). Greg Reed serves as VP/GM at both WPOW and WJHM.

Also, WPOW PD Bill Tanner, who has been upped to VP/Programming & Operations and Asst. GM at WPOW and Corporate Programmer for Beasley-Reed (see separate story, Page 1), will work with WJHM PD Duff Lindsey and consultant Jerry Clifton at 102 Jamz, which dropped its Classic Rock format for Urban in April.

Donahue commented, "I'm looking forward to an increased role in what is already a very exciting venture: a new format and a new radio station in Orlando, one of the fastest-growing markets in Florida. Sales are already up enor-

mously, thanks to the great sound Duff Lindsey and his team are programming. Reaction to 102 Jamz has exceeded our expectations."

Before joining WPOW in 1985 as Sales Manager, Donahue served as an AE at WUSL/Philadelphia for three years.

## WB Elevates Badeaux To Black Music Marketing Director

Marylou Badeaux has been appointed National Director/Black Music Marketing at Warner Bros. She was previously Research Director with the department, and has been with the label since 1976.

Sr. VP/Black Music Marketing & Promotion Ernie Singleton commented, "Marylou has played a number of key roles here through a period of remarkable growth and development. Much of the continuity, coordinated effort, and overall success of those years can be directly attributed to her hard work."

Six-year AOR WBCN/Boston LSM Judy Carlough has moved crosstown to AC WSSH as GSM. She replaces Alan Chartrand, who exited to join CHR WZOU/Boston.

Carlough, who will lead an 11-member staff, told R&R, "I'm moving from the Beastie Boys to Barry Manilow. In terms of ears it's a big leap, but saleswise the stations are incredibly similar. They're both instantly identifiable

and are very strong in the marketplace. Both stations are leaders in what they consider to be their core audience, but I left bar promotions to do tennis championships at Longwood. It's quite a jump. Transstar designed 'Format 41' after what we play."

Carlough was AM drive sports personality, using the name "Scooter," in addition to her WBCN sales duties. "I wasn't go-



Judy Carlough

ing to call on some advertiser and try to convince him to spend a quarter of a million dollars and then let him know I was some goof-ball person on the air," she said. "Radio enables you to have a secret identity." Prior to joining WBCN, she had worked in the Boston market at WCGY & WCCM, WROR, WBZ, and WBZ-TV as an on-air personality. Carlough previously had been an AE at WJIB/Boston and KSRR/Houston.

In the winter Arbitron, WSSH scored a 12+ combo total of 4.6, was the leading AC 25-54, and ranked fourth overall 25-54.

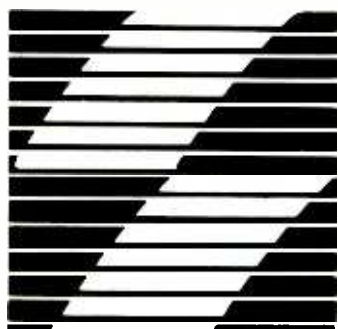


Marylou Badeaux

Badeaux said, "This obviously represents a challenge for me, and an exciting one. The department has expanded its commitment and scope in the past few months under our new management team, and I'm looking forward to developing fresh strategies on behalf of the wide range of black music we're marketing today."

Badeaux had been Research Director for WB's Black Music Marketing unit since 1983. She joined the company from Warner Bros. Pictures 12 years ago as Trade & Promotion Coordinator.

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PAT CLAWSON

## WASHINGTON REPORT

# Patrick Tells Congress To Back Minority Nominee

**Calls For Hearings On Holmes Nomination While Commission EEO Record Is Attacked**

FCC Chairman Dennis Patrick says Capitol Hill lawmakers who are critical of his efforts to promote minority hiring in the media should themselves speed up hearings on the nomination of black lawyer Bradley Holmes for a vacant spot on the Commission.

Patrick's comments came after the FCC's equal opportunity enforcement policies came under attack at a Tuesday (5/17) hearing of the House Telecommunications Subcommittee. Several Congressmen, including subcommittee Chairman Ed Markey (D-MA), lashed out at the FCC for failing to

vigorously promote hiring of minorities in the media.

The hearing followed widespread rumors circulating in Washington that Senate leaders have decided to spike the Holmes nomination as a result of congressional feuding with the Commission over the Fair-

ness Doctrine and other issues. Holmes and Washington communications lawyer Susan Wing were nominated several months ago by President Reagan to fill two vacant commissioner seats, but the Senate has failed to schedule hearings on the nominations.

"(Holmes) was educated at Dartmouth and Georgetown Law School and practiced with a very prestigious law firm in Washington before coming to the Commission," Patrick told R&R. "He's been at the Commission for a number of



**COMMUNICATIONS BAR RETREAT** — Ruffled FCC-Congress relations were supposed to be the prime topic at this year's Federal Communications Bar Association retreat in Hershey, PA, but a lively debate failed to materialize when three Capitol Hill FCC critics cancelled. FCC Chief of Staff Peter Pitsch said he and Chairman Dennis Patrick have no plans to leave the Commission, expecting a Republican victory in November. Pitsch admitted the FCC's timing was poor when it repealed the Fairness Doctrine on the same morning it sent Congress a report on alternatives, but House Commerce Committee minority counsel Paul Smith said the flap will be over by year's end. David Donovan, legal aide to Commissioner Jim Quello, said the FCC's battle against indecency enjoys "wide popular support." Pictured are (l-r) Smith, Pitsch, former FCC Chairman Richard Wiley, FCC Public Affairs chief John Kamp, and Donovan.

years practicing in various areas, and he should have a hearing. That's my simple point."

The fate of the nominations was called into question Monday (5/16) when *Communications Daily*, citing unnamed sources, reported that Senate Commerce Committee leaders had decided to move forward on Wing but were "unlikely" to take action on Holmes because of his close personal ties with Chairman Patrick.

"Those reports may be accurate, but I've been passed nothing from (Sens.) Hollings or Inouye telling me to set up a hearing or a mark-up or whatever. I just don't know," said Senate Commerce Committee majority counsel Tom Cohen.

Wing said she's heard "nothing substantive or definitive" about the nominations, and Holmes said he's had no recent contact with White House officials concerning the matter. He sent a 35-page response to written questions from Sen. Hollings, and a 19-page response to questions from Sen. Inouye in March, but he's heard nothing further.

"I have no idea," said Holmes. "I'm disappointed to hear the rumors and I'm surprised."

### Black Administration Official Backs Patrick

After Patrick defended the commission and industry's equal opportunity record at Tuesday's hearing, a leading black Reagan Administration official reminded lawmakers of the unfinished business at their door.

"We could have some very rapid affirmative action in the communications area by making sure that the nomination of Brad Holmes, the third black to be nominated to the Commission, is not derailed. It appears to have been derailed," stated Clarence Thomas, Chairman of the US Equal Opportunity Commission.

Thomas told the statistically-minded lawmakers that the Holmes nomination will give blacks 20% representation at the highest level of the Commission.

But lawmakers did not raise the issue of Holmes's nomination, and quickly made it clear they did not want to discuss it. When Patrick brought the matter up, Rep. Cardiss Collins (D-IL) quickly cut him off to redirect the questioning.

## FCC Ready To Issue Payola 'Reminder'

The FCC is set to issue a public statement on payola that one Commission staffer describes as little more than a restatement of existing FCC policy.

"This (statement) isn't the start of any great enterprise, nor does it contain anything startling," said FCC Mass Media Bureau Deputy Chief William Johnson. "It's a reminder that licensees do have obligations in this area and that payola isn't just somebody else's problem."

Under federal law and FCC rules, a broadcaster is required to "exercise reasonable diligence to obtain from its employees and from other persons with whom it deals" the information necessary to comply with sponsor identification rules.

The statement, due for release at the Commission's Wednesday (5/18) meeting, was also scheduled

to point out that much of the responsibility for investigating and prosecuting payola violations lies with the Justice Department because such activity involves the criminal actions of station employees and outside parties, not the licensee. However, FCC Chairman Dennis Patrick has said on several occasions that the Commission will closely follow all payola investigations with an eye toward determining if there has been any wrongdoing by licensees.

The Commission's reaffirmation of longstanding policy comes three months after a federal grand jury in Los Angeles indicted four individuals on payola charges.

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We hope you're all ears.

Because now you're going to hear about the hottest new addition to radio in recent memory.

This summer Shadoe Stevens will become the new host of American Top 40—the longest running and most listened to countdown program in America. Shadoe is a national heart-throb, who is recognized by millions as a regular on “Hollywood Squares” but he's first and foremost a radio legend. He is past winner of Billboard Magazine's Personality of the Year Award and his radio credits include WRKO in Boston, KROQ, KRLA and KHJ, all in Los Angeles.

With Shadoe's youthful

enthusiasm and national media presence, he will bring a new dimension and excitement to American Top 40. Week after week, loyal listeners will continue to tune in to find out who's number one, what's new and interesting about their favorite stars, and to catch our famous Long Distance Dedications.

American Top 40 is the only radio program to have exclusive rights to the Billboard charts, acknowledged as the world's most respected music authority.

It all adds up to one thing: This hot young talent is going to make the number one countdown show better than ever.

AMERICAN

★ TOP 40 ★

WITH SHADOE STEVENS

**America's #1 Countdown Show.**

ABC RADIO NETWORKS

ABC Watermark





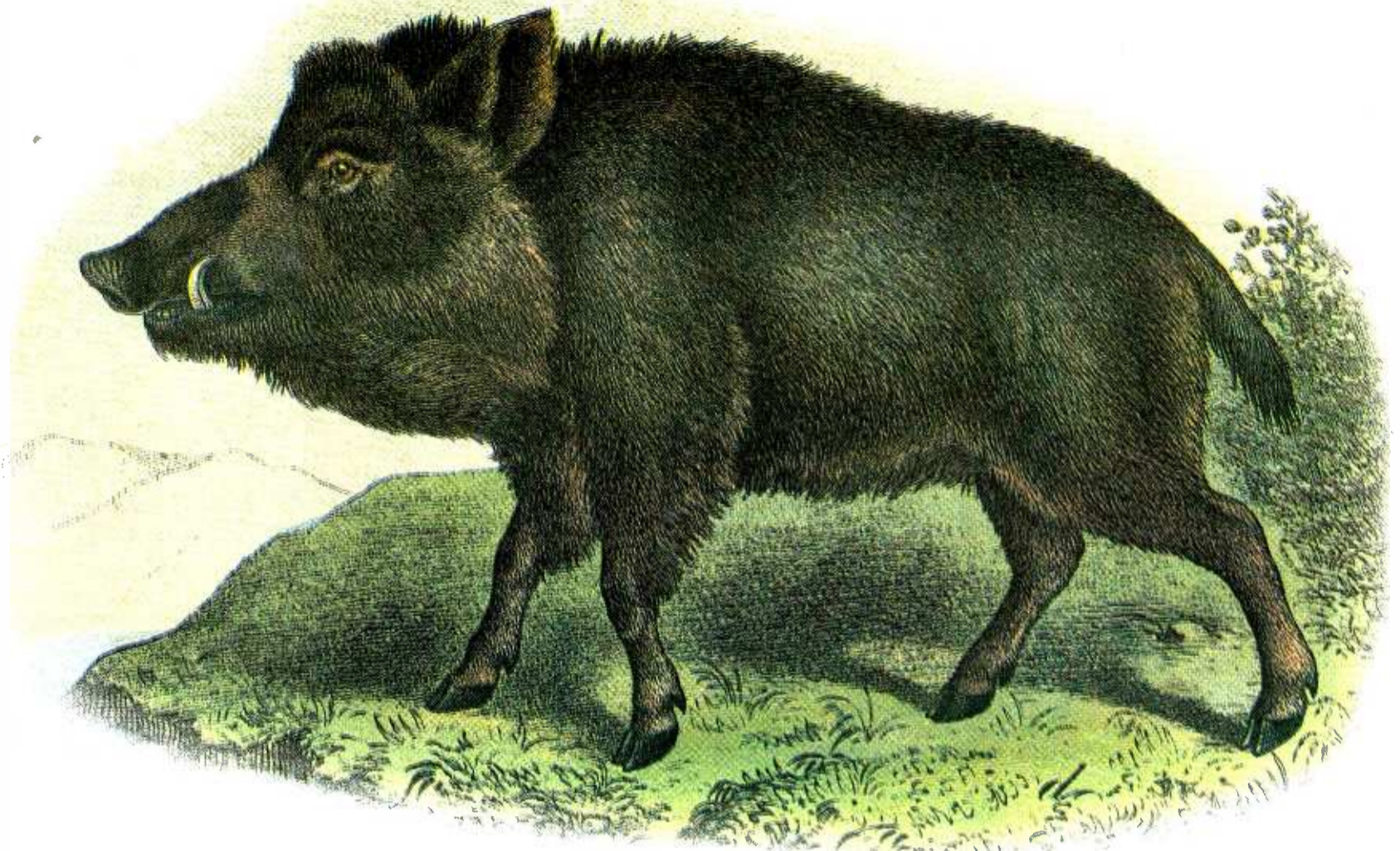


FIG. 103: Boar

## Is this the kind of party animal you've got on the air on weekends?

Let's face it, no matter how you spell it, weekend radio is a bore.

To CHR listeners, it's the hottest time of the week. To you, it's the leading cause of Valium® consumption.

Your top talent only works bankers' hours, which means you're stuck with a parade of part-timers or something that comes in a can.

It makes for some relentlessly dull weekend radio that just happens to account for nearly 30% of your ratings.

Things are bleak.

We think you should throw a party: The Open House Party.

A wild, coast-to-coast extravaganza that's not canned, but beamed

live from a satellite dish the size of a '66 Buick.

The Open House Party is hosted by one of Boston's legendary DJs, John Garabedian. And backed by the leading programming gurus in the industry like John Gorman, Rick Sklar and Sunny Joe White.

The Open House Party gives CHR listeners what they want—an intense music mix with one great song after another. Plus top celebrity guests—from Jon Bon Jovi backstage at the Meadowlands to Jeanne Dixon live from the twilight zone, along with live national toll-free request lines and some fairly strange contests.

Open House adds morning

show charisma to your weekends with talent, staff and resources unavailable locally.

For an exclusive invitation in your market, pick up the phone right now and give Sam Kopper a call at (617) 266-2900. Find out how you can become the exclusive Open House Party broadcaster in your city.



# RADIO BUSINESS

## TRANSACTIONS

### Noble Smashes Seattle Record Books, Acquires \$15.9 Million Combo

Hepburn Brokers Price's OKC Stations, Serafin Helps Giller Cash Out Combo in Altoona

#### Deal Of The Week:

#### KIXI & KMGI/Seattle

**PRICE:** \$15.9 million  
**BUYER:** Noble Broadcast Group, owned by John Lynch. The company also owns KBCO-AM & FM/Boulder-Denver, CO; WKCI & WAVZ/New Haven, CT; WSSH-AM & FM/Boston; KBEQ/Kansas City; WBAB & WGBB/Freepport, NY; and XETRA-AM & FM/San Diego. The company recently announced plans to buy KMJQ/Houston; KMJM/St. Louis; and WHME/Toledo.  
**SELLER:** Sunbelt Communications Ltd., headed by C.T. Robinson and William Moyes. The company also owns KMGK/Minneapolis, Transtar Radio Network, and the Research Group.  
**FREQUENCY:** 880 kHz; 107.7 MHz  
**POWER:** 50 kw days/10 kw nights; 100 kw at 1194 feet  
**FORMAT:** AC  
**BROKER:** Bill Steding of Americom Radio Brokers.  
**COMMENT:** Sunbelt purchased KIXI in July 1987 for \$4.8 million. It acquired KMGI in 1984 for \$4 million. The previous record for an acquisition in the Seattle market was set in 1986 when Nationwide acquired KISW for \$12.9 million.

#### California

#### KSFE/Needles

**PRICE:** \$215,000  
**BUYER:** Coburn Communications Corp., owned by Maurice Coburn of Lake Havasu City, AZ. He also owns an interest in KMDX/Parker, AZ and holds three CPs for LPTV stations in Arizona.  
**SELLER:** William Simon, bankruptcy trustee for Veach & Associates.  
**FREQUENCY:** 1340 kHz  
**POWER:** 1-kw daytimer  
**FORMAT:** CHR

#### Florida

#### WIIS/Key West

**PRICE:** \$1.05 million  
**BUYER:** Drexel Hill Associates of Florida, headed by President Peter Arnou. The group also owns interests in WMTR/Morristown, NJ and WDHA/Dover, NJ. The group's treasurer, D. Ridgely Bolgiano, also owns interests in WBMD & WQSR/Baltimore and WPTX & WMDM/Lexington Park, MD.  
**SELLER:** Phoenix Radio of Florida Inc., a subsidiary of GMX Communications Inc., headed by Chairman Jack Norman. The company also owns KLCL & KHLA/Lake Charles, LA; WHBB & WTUN/Selma, AL; and WKXC & WWKZ/Tupelo, MS.  
**FREQUENCY:** 107.1 MHz  
**POWER:** 3 kw at 200 feet  
**FORMAT:** CHR  
**BROKER:** Chapman Associates

#### Idaho

#### KTFI/Twin Falls

**PRICE:** \$250,000  
**BUYER:** Veis Communications Inc., principally owned by Terry Veis and Peggy Veis. The company's chairman, Marvin Veis, also owns an interest in KCGM/Scobey, MT.  
**SELLER:** Greentree Broadcasting Co., owned by Charlie Powers. The company recently announced plans to sell its other property, WHPI/Herrin, IL.  
**FREQUENCY:** 1270 kHz  
**POWER:** 5 kw days/1 kw nights  
**FORMAT:** AC

#### Maryland

#### WTHU/Thurmont

**PRICE:** \$175,000  
**BUYER:** Western Maryland Radioway Corp., principally owned by Washington, DC communications attorney Michael Bader. He also owns WGLL/Mercersburg, PA and an interest in WGTO/Cypress Gardens, FL.  
**SELLER:** Jenifer Broadcasting Corp., owned by David Weisman.  
**FREQUENCY:** 1450 kHz  
**POWER:** 500 watts days/400 watts nights  
**FORMAT:** Country  
**BROKER:** Kozacko-Horton Co.  
**COMMENT:** Jenifer purchased this station in March 1987 for \$206,250.

#### Oklahoma

#### KRDM/Ardmore

**PRICE:** \$200,000  
**BUYER:** Ardmore Communications Inc., owned by Ron Ricord, Karen Ricord, and Rhonda Ricord.  
**SELLER:** Stiles Communications Corp., owned by Jerry Stiles. The company also owns KERV & KRVL/Kerrville, TX.  
**FREQUENCY:** 96.5 MHz  
**POWER:** 3 kw at 328 feet  
**FORMAT:** CHR  
**BROKER:** Chapman Associates  
**COMMENT:** This station is being sold to satisfy a creditor who recently was awarded a \$290,626 judgment.

#### KHME/Comanche

**PRICE:** \$150,000  
**BUYER:** Harold Cochran, who also owns KKBI/Broken Bow, OK and KITX/Hugo, OK.  
**SELLER:** #52 Broadcasting Group Inc., owned by Stanley Sussman and John Schmitt, who also own KDSW/Sulphur, OK.  
**FREQUENCY:** 96.7 MHz  
**POWER:** 3 kw at 300 feet  
**FORMAT:** AC

#### KOMA & KR XO/ Oklahoma City

**PRICE:** \$4.65 million  
**BUYER:** Diamond Broadcasting Inc., owned by Dan Leth and Seth Mason. They also own WSBC & WXRT/Chicago.

**SELLER:** Price Communications Corp., headed by Robert Price. The company also owns WWKB & WWSE/ Buffalo, NY; WPBG & WIRK/West Palm Beach, FL; and WOWO & WIOE/Ft. Wayne, IN. The company recently announced plans to sell WTIX/New Orleans.  
**FREQUENCY:** 1520 kHz; 107.7 MHz  
**POWER:** 50 kw; 100 kw at 1027 feet  
**FORMAT:** AC; AOR  
**BROKER:** Todd Hepburn of the Ted Hepburn Co.  
**COMMENT:** Price acquired the FM in 1984 for \$3.3 million, the AM in 1984 as part of a group transaction.

#### Pennsylvania

#### WFBG-AM & FM/Altoona

**PRICE:** \$3.9 million  
**BUYER:** Empire Radio Partners Ltd., headed by Dennis Israel. The group also owns WGY & WGFM/Schenectady-Albany, NY and recently agreed to purchase WJJY/Concord, NH. Israel also has an interest in WIPS & WXTY/Ticonderoga, NY.  
**SELLER:** Gilcom Corp., owned by Edward Giller and Adele Giller. Mr. Giller is a former member of the Board of Directors of the NAB and the CBS Radio Affiliates Board. The Gillers also own an interest in WLEE/Richmond.  
**FREQUENCY:** 1290 kHz; 98.1 MHz

## TRANSACTIONS AT A GLANCE

**Deals So Far In 1988:**  
**\$1,234,173,038**

**Total Stations Traded This Year: 488**

**This Week's Action: \$27,591,000**

**Total Stations Traded This Week: 16**

#### Deal Of The Week:

● **KIXI & KMGI/Seattle \$15.9 Million**

- KSFE/Needles, CA \$215,000
- WIIS/Key West, FL \$1.05 million
- KTFI/Twin Falls, ID \$250,000
- WTHU/Thurmont, MD \$175,000
- KRDM/Ardmore, OK \$200,000
- KHME/Comanche, OK \$150,000
- KOMA & KR XO/Oklahoma City \$4.65 million
- WFBG-AM & FM/Altoona, PA \$3.9 million
- WKEL/Myrtle Beach, SC \$75,000
- KQUH/Yankton, SD \$599,000
- WFNR/Christiansburg, VA \$135,000
- WXGI/Richmond \$292,000

**POWER:** 5 kw days/1 kw nights; 30 kw at 1020 feet  
**FORMAT:** AC  
**BROKER:** Glenn Serafin of Communications Equity Associates

#### South Carolina

#### WKEL/Myrtle Beach

**PRICE:** \$75,000  
**BUYER:** Myrtle Beach Communications Corp., owned by AsTraKel International Ltd., a holding company owned by Gardner Altman Jr. AsTraKel, through its KAT Broadcasting Corp. subsidiary, recently ap-

plied for FCC permission to buy WQHL & WQNS/Waynesville, NC; WFLB/Fayetteville, NC; WSVS-AM & FM/Crewe, VA; and WDSC & WZNS/Dillon, SC. The company currently owns WGAI/Elizabeth City, NC.  
**SELLER:** Ocean Properties Management of Myrtle Beach Inc., owned by Wayne Thomas and Thomas Loehr. Thomas also owns WETZ & WATQ/New Martinsville, WV; WCEF/Ripley, WV; and WKKW/Clarksburg, WV.  
**FREQUENCY:** 1450 kHz  
**POWER:** 1-kw daytimer  
**FORMAT:** AC

Continued on Page 12

**HVS PARTNERS**  
 (Gisela B. Huberman and Tom Schattenfield)

has acquired

**WGUS (AM/FM)**  
 Augusta, Georgia  
 and  
**WWQQ (FM)**  
 Wilmington, North Carolina

for

**\$4,300,000**

from

**WOOLFSON BROADCASTING CORPORATION**  
 (Mark L. Woolfson and Mark R. Woolfson)

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

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## RADIO BUSINESS

### Feinstein Makes Broadway Debut



Elektra Chairman Bob Krasnow (r) congratulates Michael Feinstein on his Broadway debut, a show whose two-week run at the Lyceum has been extended by four weeks. Feinstein's latest Elektra album is "Isn't It Romantic."

### A Crazy House Reception



Chrysalis recently held a reception for Crazy House, whose debut label release is "Still Looking For Heaven On Earth." Shown are (l-r) the group's David Luckhurst, Chrysalis VP/Promotion Daniel Glass, the group's Peter Parsons, manager Kamran Nahai, and Chrysalis's Kevin Sutter.

## Infinity, Osborn Report Increased First Quarter Revenues

New York-based Infinity Broadcasting Corp. has reported net revenues for the first quarter of 1988 of \$18.13 million as compared to \$12.56 million in the first quarter of 1987. The company, which owns 15 radio stations, attributes the 44% increase to higher revenues at all its stations and inclusion of results from KVIL-AM & FM/Dallas. Infinity acquired KVIL last July.

Infinity's first quarter 1988 operating cash flow (operating income before depreciation, amortization, and corporate expenses) was \$6.07 million, up 58% from \$3.84 million in the same period one year ago. Operating cash flow for the stations Infinity owned both in the first quarter of 1987 and first quarter of 1988 increased 18%, with large increases at WYSP/Philadelphia, WXRK/New York, KOME/San Francisco, and WJJD & WJMK/Chicago.

Infinity recorded a net loss of \$1.48 million (\$0.18 per share) in the first quarter of 1988 as compared to a net loss of \$734,000 (\$0.9 per share) in the same period during 1987. The company attributes

the increased net loss to higher depreciation and amortization expenses as well as interest costs associated with the purchase of KVIL.

### Osborn Revenues Up \$2.5 Million

Osborn Communications Corp. has reported net revenues of \$4.3 million for the first quarter of 1988, up from \$1.8 million for the same period one year ago. The company's first quarter 1988 operating cash flow (operating income before depreciation, amortization, and corporate expenses) of \$1.2 million was nearly double the \$650,000 recorded in the same period a year ago. Company executives attributed the increased revenues largely to the acquisition of new properties last year.

Osborn, which counts 11 radio stations among its media holdings, showed a net loss of \$805,000 (\$0.16 per share) for the first quarter of 1988, as compared to a net loss of \$332,000 (\$0.11 per share) for the first quarter of 1987. The recent loss included a gain on the extinguishment of \$786,000 in debt (\$0.15 per share).

### JACOR Up 70% From One Year Ago

JACOR Communications, Inc., a Cincinnati-based company with 14 radio properties, had first-quarter 1988 broadcast revenues of \$14.5 million, 70% over the \$8.5 million recorded in the first quarter of 1987. Broadcast cash flow (profit from broadcast operations before depreciation, amortization, corporate expenses, interest expense, and taxes) totaled \$2.3 million, up 64.2% from the \$1.4 million recorded in the first quarter of 1987.

The company reported a net loss of \$2.6 million (\$0.29 per share) as compared to a \$1.9 million net loss one year earlier. JACOR Chairman and CEO Terry Jacobs said the increased loss was due to larger depreciation, amortization, and interest expenses, most of it associated with JACOR's purchase of KOA & KOAQ/Denver.

### Outlet Reports 20% Increase

Outlet Communications of Providence reported first quarter 1988 revenues of \$15.7 million, up 20% from \$13 million in the same period of 1987. Operating earnings were up 58% to \$2.3 million. Outlet recorded a first quarter loss of \$9.3 million due to interest costs, amortization, and intangibles associated with the company's acquisition of WASH/Washington.

# Best radio performance by a banker. Again.

**WNUA**  
Chicago, IL

**KMJQ**  
Houston, TX

**WABB**  
Mobile, AL

**KLOV**  
Loveland, CO

**WFPG**  
Atlantic City, NJ

**WKSS**  
Hartford, CT

**KIKF**  
Orange, CA

**KQFX**  
Austin, TX

**WWKA**  
Orlando, FL

**WYNK**  
Baton Rouge, LA

**KCAL**  
San Bernardino, CA

**WUPE**  
Pittsfield, MA

At Fleet's Communications Group, we've provided financial services to broadcasters for many years. Not only group owners, but we've also helped many operators become first-time owners. Now we'd like to do the same for you. To see how fast we get you on the air, call Daniel P. Williams, Vice President, at 401-278-6211. Or write Fleet National Bank, 111 Westminster Street, Providence, RI 02903.

Stay out in front  
with Fleet



## BUSINESS OVERVIEW

### UPI Names

#### New Sales Chief

UPI has tapped former Financial News Network Sr. VP/Sales A. Scott Hults to oversee its sales efforts. Hults will hold the same title with UPI.

Hults's media sales experience includes stints with WPIX/New York, Storer Broadcasting, Westinghouse Broadcasting, the New York Daily News, Warner Amex Satellite Entertainment, and WNBC-TV/New York.

Financially troubled UPI was purchased in February by a group controlled by FNN chairman Earl Brian.

### Scripps Launches Public Offering

The E.W. Scripps Co. has announced plans for an initial public offering of eight million shares of its Class A common stock.

Of those shares, 5.35 million would be offered by the company and 2.65 million by the E.W. Scripps Trust, which controls the company. First Boston Corp. will manage an underwriting syndicate that will offer 6.75 million shares in the US and Canada. Some 1.2 million shares would be simultaneously offered internationally through a syndicate lead by Credit Suisse First Boston Ltd.

The company will use the net proceeds of the sale to reduce longterm indebtedness. The company will not receive any of the proceeds from the sale of the trust shares.

Scripps owns newspaper, cable, and radio properties, including WBSB/Baltimore; KUPL-AM & FM/Portland, OR; and WMC-AM & FM/Memphis.

## TRANSACTIONS

Continued from Page 11

### South Dakota

#### KQUH/Yankton

PRICE: \$599,000

BUYER: Flagship Communications Inc., owned by Lawrence Magnuson. He also owns an interest in KSCJ/St. Louis, IA and is an applicant for an FM CP in that city.

SELLER: William Turner, bankruptcy trustee for Oyate Inc.

FREQUENCY: 104.1 MHz

POWER: 100 kw at 430 feet

FORMAT: AC

### Virginia

#### WFNR/Christiansburg

PRICE: \$135,000

BUYER: WFNR Inc., owned by Lester Williams.

SELLER: New River Broadcasting Corp., owned by Robert T.S. Colby.

FREQUENCY: 710 kHz

POWER: 5kw daytimer

FORMAT: AC

COMMENT: A sale of this station to Blue Ridge Communications for \$210,000 was announced in April 1987, but was never consummated.

#### WXGI/Richmond

PRICE: \$292,000

BUYER: WXGI Inc., owned by Jay Keatley and Louise Keatley.

SELLER: American Home Broadcasting Corp., owned by Lloyd Gochenour. He also owns WRIS & WJLM/Salem, VA.

FREQUENCY: 950 kHz

POWER: 5kw daytimer

FORMAT: Country

# HART AND SOUL

## In Your Soul The New Single From Corey Hart

From the Album  
Young Man Running

Produced by Corey Hart  
and Andy Richards  
Management by Freddie DeMann  
DeMann Entertainment  
An Aquarius Records Production

EMI  
MAN  
HAT  
TAN

## PERSONALITY CRISIS

### How To Spot Problem Colleagues... And Get Along With Them

**T**hey can make your working hours a living hell. They're stereotypes, but they really do exist in every office in America. They come in various sizes and shapes, and can be described by various labels, although "jerk" probably says it all. They are the difficult work colleagues, and if your personality happens to clash with theirs they can make your job even more stressful than is the norm.

As a result, more and more people are attempting to learn a way to handle these fellow employees. A rash of recent books and tapes, such as "How To Work For A Jerk" and "Coping With Difficult People," offer some helpful hints. However, even more people are enrolling in training programs. Dozens of courses dealing specifically with problem employees have sprung up in recent years, according to the American Society For Training And Development, an Alexandria, VA-based information clearinghouse.

These seminars generally last a day and cost between \$50 and several hundred dollars. Through lectures and role-playing exercises, the courses teach people not how to change problem employees but how to work around them. Two such courses are offered by the Boulder, CO-based CareerTrack Inc. and Pryor Resources Inc. of Kansas City, MO. The companies have divided the problem employee into five separate groups, as follows:

#### The Sniper

This employee uses sarcasm or "humor" to take public potshots at

co-workers, usually adding the final putdown punchline, "Can't you take a joke?" They often make their targets seem weak in the eyes of other employees. CareerTrack warns that the Sniper will almost always win a battle of snideness.

The best recourse is to show the Sniper that you will respond to his potshots later, away from the group, and that you refuse to be intimidated. After a while, the approach will disarm the Sniper, who preys on the common fear of confrontation. One final point: never apologize to a Sniper. He's out to make you look like a fool, and this only gives him ammunition.



#### The Complainer

This is often the first problem that new employees encounter — the person who wants to tell you everything that is wrong with the place. He is out to pit people against each other and destroy teamwork. According to the Pryor Resources seminar, ignoring the Complainer is the wrong approach, as he views a listener's silence as consent.

The best approach is to look him in the eye, and offer a sharp "I don't agree." If the Complainer is

gripping about another employee without basis, as is often the case, the best approach is to immediately offer your "help" in ironing out the differences. Tell the Complainer that you're going down the hall to tell the other employee exactly what was said about him. The Complainer will be horrified and will find somewhere else to air his grievances.

#### The Exploder

Everyone knows this employee. He's the one who irrationally "explodes," yelling, screaming, throwing tantrums. Unfortunately, he can often be the boss.

Short of escaping to the restroom, which may be the best recourse if violence is involved, CareerTrack says the best route is to simply wait for the explosion to subside. If that doesn't seem likely, try shouting the employee's name — several times, if need be — to shock him back to reason. Always avoid a shouting match with a more experienced windbag, which is generally the case with an Exploder.

#### The Know-It-All

The label is self-explanatory. This is the person who constantly tells you that you are "wrong," based on his superior knowledge and seniority. CareerTrack suggests to never concede that you might be wrong, especially if you aren't, as this is what everyone will remember.

One strategy is to make the Know-It-All back up his challenge with facts. Overall, however, the seminar instructors agree that the best tactic is to just do your best to avoid the Know-It-All. Failing that, start taking the credit for his ideas. Once the Know-It-All hears that you're taking the credit, he usually stops giving you the advice.

#### The Passive

The direct opposite of the Know-It-All, the Passive generally offers no ideas or opinions and takes a stand only on the rarest of occasions. They often rise fast in a company because they take fewer risks; therefore they make fewer mistakes and enemies. Again, the Passive can often be a boss, and if this is the case, there is tremendous potential for trouble. If you present a problem situation to a Passive, he will often prefer not to act upon it, leaving the "risk" ball in your court instead.

The best strategy, according to CareerTrack, is to tell the Passive that if he doesn't act on the situation, you'll send a note to his boss, explaining the problem and that you've informed the Passive about it. Warning: if you're going over your boss's head, make sure you're right and have the documentation to back it up.

### Top Reasons For Hiring Temps

More and more US corporations are turning to temporary or parttime workers for help on special projects as well as during peak work seasons. In fact, the current demand for temp workers is so strong that approximately one-third of the entire US workforce is made up of temporary, parttime, or contract workers.

Listed below are the major reasons US corporations hire temporary workers. (Respondents were able to list more than one reason.)

Reasons	Percentage
Alleviate overload of work	70%
Special projects	61%
Cover for workers on leave	52%
Cover for workers on vacation	51%
Fill in for departing workers	44%
Fill in for sick workers	37%
Perform duties where permanent jobs aren't financially justified	36%

Source: Administrative Management Association

### Job-Related Stress Claims Jump 9%

**W**ork-related stress is becoming... dare we say it... an American phenomenon. *Time* magazine even devoted its cover story to the problem several weeks ago. Open to the "Classified" section of any metropolitan newspaper and you're likely to see dozens of ads offering legal services to those suffering from such stress.

In fact, stress now accounts for approximately 14% of all workers' compensation claims, according to the National Council On Compensation Insurance. Psychological disorders accounted for less than 5% of workers' compensation claims in 1980, meaning there has been a 9% increase in such claims in the last eight years.

Incidentally, if you don't react well to stress, "laid-back" California probably isn't the best place for you. The report shows that the number of stress-related claims in that state increased more than 500% between 1980 and 1986, reaching a nail-biting total of 6812 claims.

### Benefits Of Humor On The Job

**S**tudies have shown that laughter is good medicine, and according to an article recently published in *Forbes* magazine a good dose of humor may also be healthy for the workplace.

Employees who see the humor in situations find it easier to accept criticism from management or coworkers. They also generally have a broader perspective on situations that arise in the workplace, and therefore are bet-

ter equipped at problem-solving than other employees.

In addition, these company cut-ups are often more productive, more creative, and wiser than employees with sour dispositions.

Office jokesters are also beneficial to the entire workplace. Humor on the job helps relieve tension and discord, and offers a break from the boredom of the daily office routine.

## Public Service With Heart

Health is a hot topic. The Heart of the Matter is a hot radio series that deals with heart, health, and quality of life issues. And it's free.

The Heart of the Matter brings your listeners credible professionals from sources such as Johns Hopkins, NIH, and the National Cancer Institute. They talk about everything from heart attack prevention, to AIDS, to nutrition and sports medicine.

Adjacencies can be sold at the beginning and end of each segment of The Heart of the Matter. And you can choose the daily 4½ minute program, or the 29 minute weekly magazine version.

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### DATELINE

● May 18-22 — National Public Radio Annual Public Radio Conference. Adam's Mark Hotel. St. Louis, MO.

● May 19-21 — Sixth Annual T.J. Martell Foundation for Leukemia, Cancer & AIDS Research Golf, Bowl, Softball & Tennis Charity Weekend. Various Locations. Los Angeles, CA.

● May 21 — Baltimore/Washington/Virginia Music Business Forum. Vista International Hotel. Washington, DC.

● June 8-11 — American Women in Radio and Television 37th Annual Convention. Westin William Penn. Pittsburgh, PA.

● June 8-11 — BPME & BDA Association 32nd Annual Seminar. Bonaventure Hotel. Los Angeles, CA.

● June 13-14 — 22nd Burns Media Radio Studies Seminar. Westin Hotel, Dallas Galleria. Dallas, TX.

● June 16 — International Radio Festival of New York Awards. Sheraton Center. New York, NY.

● July 18-21 — Democratic National Convention. Omni Arena and Georgia World Congress Center. Atlanta, GA.

● August 15-18 — Republican National Convention. New Orleans Superdome. New Orleans, LA.

# Ask Them

*Your absolute insistence on quality and integrity makes a persuasive case to broadcasters like me who want the best for their companies. Thanks for your partnership.*

**Bob Hughes**  
V.P./Communications  
Management National  
WGHT Baltimore

*The standards you have set for the company, in terms of quality, thoroughness, integrity and expediency are those that make us at WENS confident in doing on-going research with Emmis. You have delivered all that you have promised.*

**Christine S. Woodward**  
V.P./G.M.  
WENS — Indianapolis

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## Updating Your Sales Close For The '90s

**Q**uestion: Do you have any suggestions for closing? Sure, there's a lot of old books on the subject, but frankly I don't feel that this specific area has been updated much since I first got into sales more than 20 years ago. For example, if you try the old "alternate choice" close today, people will either burst out laughing or say, "Yeah, I went to that course, too."

**A**nswer: Closing technologies — like all sales techniques — need to be revised every five to ten years or they become antiquated. Truthfully, this is one of the greatest challenges we face in our highly competitive, rapidly evolving industry.

Below you'll find a chronological list of closing techniques by decade, as well as some suggestions regarding closing techniques that are working effectively in today's market. Remember: It's OK to look back at the past, just don't stare.

1960 "The I'm OK, you're OK" Period

Closing skills: Alternate choice

1970 "The Hollywood Period"

Closing skills: Every technique had a person's name, i.e., the Columbo Close, the Benjamin Franklin.

1980 "The Mathematical Period"

Closing skills: CPP  
CPM  
Unit Rate

However, seeing as it's nearly the '90s, salespeople are going to have to adopt what I like to call the "Integrated Business Professional" approach, using closing skills such as the ones outlined here.



For the Best in a TRAVELING BILLBOARD® (Bumper Strip or Window Label) call Byron Creelius, person to person, COLLECT 314-423-4411.

larly those with high volume, secondary product accruals. You can also try triad marketing programs, or deal sheets. Finally, you can try to tap vendor dollars from the retailer up, either by getting the client to reinstate recently-expired co-op dollars, or by creating a local manufacturer/marketing proposition centered on an event.

• Use Upfront Pricing Psychology. Given that everyone's initial

## Proposal Presentation Tip

Never staple your presentation together. Present each page to the client one at a time. This allows you to control the flow of the presentation, instead of letting the account determine the pacing and flow.

### Overcoming Price Objections

The most important closing skills you need are designed to overcome the client's price objections, and there are several avenues to revenue you can take.

• Use "Other People's Money." Suggest co-op programs, particu-

concern regarding anything they're thinking about buying is the item's cost, putting the price up front allows the account to begin the process of price justification right off the bat.

• Show And Discuss Estimated Return On Investment And Potential Results. Begin with a break-even analysis (the percentage of reach the client would need to translate into sales; you should always include the actual reach and frequency, not the potential reach or cume), and include documentation of tangible results with similar campaigns. These latter documents can come in the form of national trade articles or local success stories.

**"Try using video actualities testifying to the response that others have received."**

Getting a little more hi-tech, try using video actualities — or good ol'-fashioned success letters — testifying to the response that others have received.

You can also use "consulting question closes," as follows:

"To increase the effectiveness of this campaign, what would you change? (The client responds.)

## Pre-Presentation Closing Tip

By Chris Beck

Rehearse your closing presentation with a fellow staff member prior to making the actual presentation to the account. Your peer will most likely bring up objections you hadn't anticipated.

Then that is what you would like to do?"

"What specific prices and brands are you thinking of running?"

"How well do you feel this matches the objectives that we discussed, and that you were interested in accomplishing?"

"How many sales do you feel would be required to break even on this campaign? And do you feel we have a good likelihood of at least accomplishing that?"

• Present A Marketing Idea/Concept That Cannot Be Accomplished With Other Media. These can range from an on-location air personality appearance to a live — or taped — personality endorsement to an exclusivity created through a franchise (sponsorship) opportunity.

targeting your upcoming sales campaigns around specific holiday promotions, using specific upcoming store events, and making sure a start date is attached to all presentations. You can also suggest using manufacturer deal dollars as well as incorporating the use of expiring co-op dollars.

• Make The Last Page Of Every Presentation A Printed Copy Of The Commercial Script. And when you do, be sure to hand the client a red pen to make any copy changes that may be required.

• Always Include At Least Three "Throw-Aways" In Your Copy. Encourage the client to use that red pen to fill in the actual loss leaders or products that will appear in the copy.

**"Closing technologies — like all sales techniques — need to be revised every five to ten years or they become antiquated."**

• Clone Your Offers And Present Them To At Least Two Other Companies Doing Business In The Same Field. Too many good ideas aren't closed because they were presented to only one client.

• Leave Yourself A Final Closing Tool. Overestimate your actual unit rate or price by 10-20%.

• Integrate A Tangible Value-Added Concept. Customer recycling via frequent buyer programs, a pre-prepared mailing list that features coupon redemption values, static promotions, and p-o-p in-store handouts are all useful.

### Overcoming The Stall

The second most-important skills you'll need are those that were created to deal with those accounts that are either unwilling or incapable of making up their minds.

• Include A Deadline. There are several ways to do this, including

• Use Proxy Selling Techniques. You should not only have pre-sold alternate decisionmakers present during the closing call, but also have documented evidence of support. The latter can either be first party (someone in the client's business) or third party (someone who supplies the client).



Chris Beck is President of Chris Beck Communications, a sales consulting firm. If you have a question you'd like this column to address, he can be reached at (818) 594-0851.



**WE'VE JUST  
GOTTEN  
INVOLVED WITH  
A COUPLE OF  
REALLY HOT  
NUMBERS!**

**Z100**

**NEW YORK**

**B96**

**CHICAGO**

**CASEY'S TOP 40  
WITH CASEY KASEM**



**WESTWOOD ONE RADIO NETWORKS**

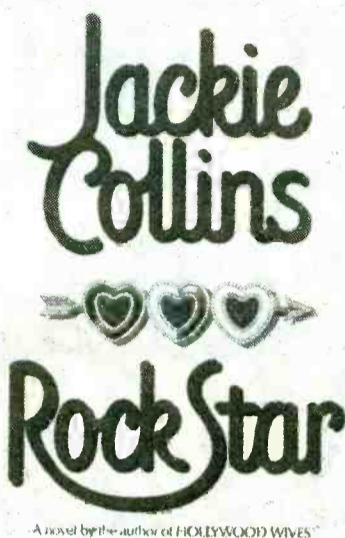
### "Rock Star": Trash, But Not Good Trash

Jackie Collins's "Rock Star" (Simon & Schuster, \$19.95 hardcover), already at the top of most bestseller lists, attempts to do to the rock world what the author previously did to the Hollywood community in both "Hollywood Wives" and "Hollywood Husbands." Part of the charm of those two books was their *roman a clef* aspect — that is, trying to determine which real life people Collins used to create her characters.

Unfortunately, this doesn't work as well in "Rock Star," as the characters are too unbelievable. For instance, main character Kris Phoenix, a "raunchy" British su-

perstar, could be considered a Rod Stewart type, although the book describes him as "Bruce Springsteen fused with Mick Jagger." That combination plays almost as ridiculous as it sounds.

The other main characters are Bobby Mondella and Rafealla. Mondella is a black soul superstar, described as "Stevie Wonder with more sex appeal, Michael Jackson with balls." Of course, like Wonder or Ray Charles, he's blind. Unlike any known soul star, however, he was blinded when thrown from a hotel balcony (?). Rafealla is a half-white, half-black jazz/blues chanteuse (Vanity or Sade, call your lawyer).



Naturally, there's loads of sex, obligatory drug scenes, even more sex, and more references to the upper half of the female anatomy than you'll hear at a Kentucky Fried Chicken establishment. There's also a subplot revolving around a shady record mogul, his conniving wife, and a mobster named Maxwell Sicily (pretty subtle, eh?).

Unfortunately, "Rock Star" has little to do with the "real" world of rock, trashy or not. On that level, it isn't any better than Lisa Robinson's "Walk On Glass" of several years ago, and is far inferior to Tony Parsons's Phil Spector "tribute," "Platinum Logic."

On the other hand, if you're looking for a trashy read on a lazy afternoon, with your hair in curlers, your housecoat on, and a box of bonbons beside you on the couch, this will more than suffice. Which may explain its bestseller status.

### VIDEO

#### NEW THIS WEEK

##### ● MADONNA CIAO ITALIA: LIVE FROM ITALY (Warner/Reprise)

The Material Girl is captured in a live concert performance, filmed in her ancestors' homeland during her 1987 world tour. The video features 16 of her biggest hits, including "Open Your Heart," "Lucky Star," "Papa, Don't Preach," "True Blue," and a medley of "Dress You Up," "Material Girl," and "Like A Virgin." Unfortunately, the Pope doesn't make an appearance. (Street date: 5/24)

##### ● FATAL BEAUTY (MGM/UA)

Whoopi Goldberg stars as a tough plainclothes cop who, along with partner Sam Elliot, hunts down a murderous group of thugs selling poisoned cocaine throughout L.A. Singer Ruben Blades also has a featured role. The Atlantic soundtrack LP includes material from Donna Allen, Levert, Madame X, Miki Howard, Shannon, the System, Debbie Gibson, and War. (5/24)

##### ● THE LAST DAYS OF FRANK & JESSE JAMES (Vidmark)

Country superstars Johnny Cash (Frank) and Kris Kristofferson (Jesse) portray the notorious outlaw brothers in this tale of the Old West. Cohort Willie Nelson also makes an appearance in this originally-made-for-TV production. (5/25)

##### ● BARFLY (Warner)

Mickey Rourke and Faye Dunaway play an unlikely pair of skid row alcoholics (and lovers) in this critically-acclaimed film, based on poet Charles Bukowski's autobiographical screenplay. This is one of those films that didn't have a soundtrack LP but probably should have, as it features music by Booker T. Jones, the Lounge Lizards, and Jimmy T. Smith. (5/25)



**TWO TOUGH COOKIES** — Johnny Cash gives us his best bad guy look, while Madonna the Bella Donna shows why she's one spicy Italian dish.

### FILMS

#### WEEKEND BOX OFFICE

MAY 13-15

1 Friday The 13th Part VII (Paramount)*	\$8.2
2 Colors (Orion)	\$3.3
3 Beetlejuice (Warner Bros.)	\$3.0
4 Shakedown (Universal)	\$2.0
5 Salsa (Cannon)	\$1.8
6 Biloxi Blues (Universal)	\$1.2
7 Above The Law (Warner Bros.)	\$1.1
8 Moonstruck (MGM/UA)	\$1.09
9 The Last Emperor (Columbia)	\$1.05
10 Bloodsport (Cannon)	\$.91

\*First week in release  
All figures in millions

Source: Exhibitor Relations Co.

**COMING ATTRACTIONS:** No hot-and-spicy, music-oriented films set for release this week. Take a trip to Cancun and a shot of tequila instead.

### TELEVISION

#### TOP TEN SHOWS

MAY 9-15

- 1 NBC Sunday Night Movie ("Perry Mason: The Case Of The Lady In The Lake")
- 2 The Cosby Show
- 3 ABC Sunday Night Movie ("Beverly Hills Cop")
- 3 Cheers (tie)
- 5 Barbara Walters Special
- 6 Night Court
- 7 Golden Girls
- 8 NBC Monday Night Movie ("Something Is Out There, Part II")
- 9 ABC Monday Night Movie ("The Bourne Identity, Part II")
- 10 Who's The Boss

Source: Nielsen Media Research

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

• Artists from both sides of the Atlantic will perform for Prince Charles and Princess Diana — and us common folks, too — when ABC presents the "Royal Gala" special (Wednesday, 5/25, 9:30pm). The 90-minute program, taped December 4, 1987 at the London Palladium, features performances by a variety of British and American musicians and comedians. Some of the featured players include Elton John, Phil Collins, Robin Williams, Belinda Carlisle, Gloria Estefan & Miami Sound Machine, Art Garfunkel, Amy Grant, and James Taylor.

• Country picker Chet Atkins will be featured on the "Smothers Brothers Comedy Hour" (CBS, Wednesday, 5/25, 8pm).

• Wolfman Jack hosts the Crystals and Lou Christie at the "Rock 'N' Roll Palace" (Nashville Network, Saturday, 5/21, 8:30pm).

• Legendary guitar slinger Albert Collins is the featured artist in the hourlong documentary, "Ain't Nothin' But The Blues" (PBS, Friday, 5/20, 10pm). This special look at contemporary blues music follows



**A REGAL 'DO** — Elton John, sportin' a look fit for the queen — or at least the princess.

Collins and his band, the Icebreakers, as they take to the road for a series of one-nighters. The program culminates with a live performance at Antone's blues club in Austin, TX.

In addition, historic newsreel clips and archival performance footage are interspersed with interviews of other renowned blues and blues-influenced musicians, including Willie Dixon, B.B. King, Bo Diddley, Robert Cray, Koko Taylor, and the Fabulous Thunderbirds. (Check local listings for air date and time in your area.)

• The latest incarnation of Fleetwood Mac, the band with the ever-changing lineup, can be seen in the premiere showing of "Fleetwood Mac: Tango In The Night" (Showtime, Saturday, 5/21, 10pm). The hour-long special, an exclusive Showtime program, consists of live concert footage filmed at San Francisco's Cow Palace during the group's 1987 tour.

• Enigma/Capitol artists the Smithereens will perform their latest hit, "Only A Memory," on the "Late Show" (Fox, Friday, 5/20, 11:30pm). Also appearing this week is Keith Sweat (Thursday, 5/26).

• Keith Sweat can also be seen on this week's installment of "It's Showtime At The Apollo" (NBC, Sunday, 5/22, 1am). Other performers include the Weather Girls and Michael Bolton.

### MUSIC & MOVIES

#### CURRENT

##### ● COLORS (Warner Bros.)

Singles: Colors/Ice-T

Go On Girl/Roxanne Shante (Cold Chillin'/WB)

Other Featured Artists: Salt-N-Pepa, Rick James, Eric B. & Rakim

##### ● BEETLEJUICE

Single: Day-O/Harry Belafonte (Geffen)

##### ● SCHOOL DAZE (EMI-Manhattan)

Singles: Da Butt/E.U.

Be Alone Tonight/Rays (12-inch promo only)

Other Featured Artists: Phyllis Hyman, Pieces Of A Dream

##### ● BRIGHT LIGHTS, BIG CITY (Warner Bros.)

Singles: Century's End/Donald Fagen

Divine Emotion/Narada Michael Walden (Reprise)

Other Featured Artists: Prince, Depeche Mode, Bryan Ferry

##### ● PERMANENT RECORD (Epic)

Single: Trash City/Joe Strummer & Latino Rockabilly-War

(12-inch promo only)

Other Featured Artists: Lou Reed, J.D. Souther, Godfathers

##### ● ASSAULT OF THE KILLER BIMBOS (Rhino)

Featured Artists: Billion Dollar Babies, Attila The Hen

#### UPCOMING

##### ● THE DECLINE OF WESTERN CIVILIZATION PART II (The Metal Years) (Capitol)

Featured Artists: Alice Cooper, Motorhead, Megadeth



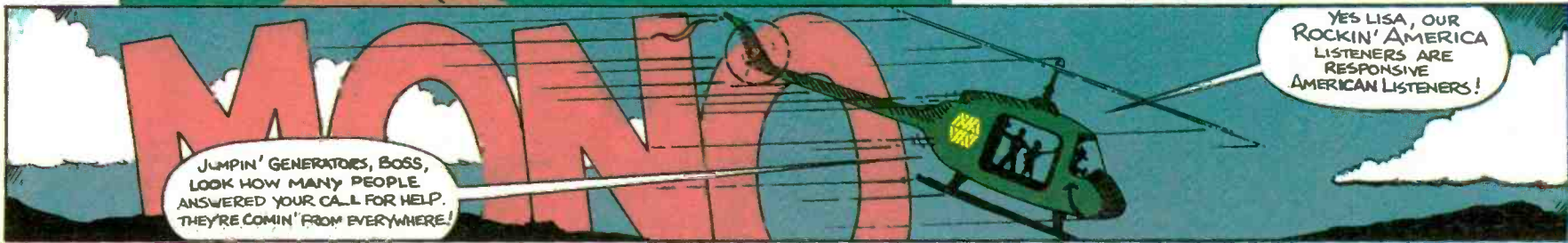
# Scott Shannon's ROCKIN' AMERICA TOP 30 COUNTDOWN

MY AGENT SAID-- YOU WANT A SERIES-- I'LL GET YOU A SERIES. I THOUGHT MAYBE HE MEANT CABLE OR THE GUYS AT FOX, BUT A NEWSPAPER CARTOON? GO FIGURE!



AT THE END OF OUR LAST EPISODE, SCOTT AND HIS LOYAL FANS HAD NO WAY OF KNOWING IT BUT THEY WERE CLOSING IN ON DEADWAVE -- THE DREAD, DEMONIC KIDNAPPER OF STEREO AS THEIR FRIGHTENING Foe WATCHES THEM DRAW CLOSER AND CLOSER, WE JOIN SCOTT AND HIS ROCKIN' AMERICA TOP 30 COUNTDOWN ASSISTANTS, J.R. AND LISA -- THIS TIME THEY'RE NOT JUST ON THE AIR BUT IN IT.

GOOD NEWS SHANNON!! THE BAD NEWS IS YOUR LISTENERS AROUND, THEY HAVE CHASED ME TO THIS DESOLATE GROUND, BUT THE GOOD NEWS IS IT'S A VERY DEEP CAVE -- THE PERFECT PLACE FOR STEREO'S GRAVE! IT'S TIME FOR STEREO TO DIE



JUMPIN' GENERATORS, BOSS, LOOK HOW MANY PEOPLE ANSWERED YOUR CALL FOR HELP. THEY'RE COMIN' FROM EVERYWHERE!

YES LISA, OUR ROCKIN' AMERICA LISTENERS ARE RESPONSIVE AMERICAN LISTENERS!



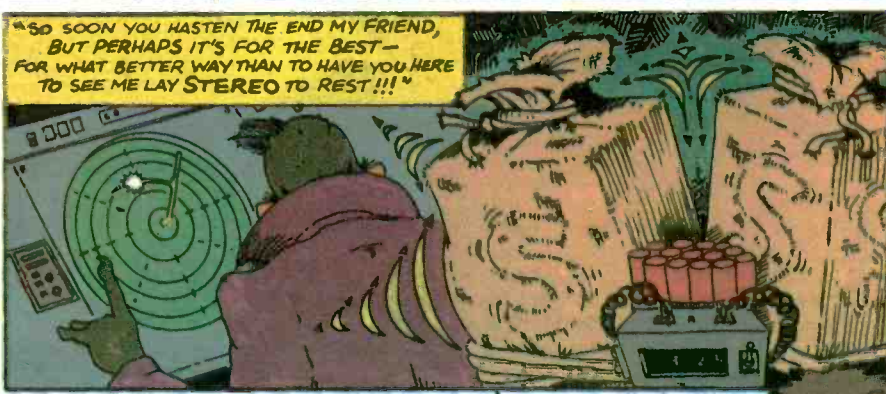
THESE AREN'T JUST FANS THEY'RE FRIENDS!

FIND DEADWAVE!!!!



I KNOW HE'S HERE! I CAN FEEL IT! LET'S CHECK OUT THAT MOUNTAIN OVER THERE!

I JUST HOPE WE'RE NOT TOO LATE!

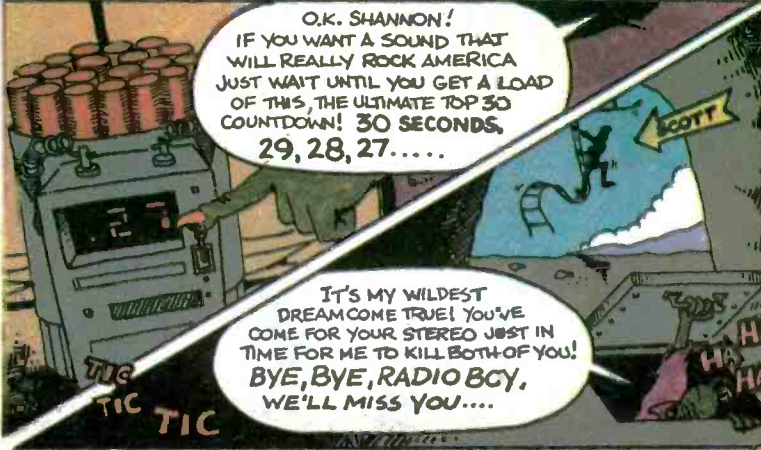


SO SOON YOU HASTEN THE END MY FRIEND, BUT PERHAPS IT'S FOR THE BEST -- FOR WHAT BETTER WAY THAN TO HAVE YOU HERE TO SEE ME LAY STEREO TO REST!!!



I KNEW IT! A CAVE! AND LOOK THERE'S SOMEONE INSIDE IT! GET THE ROPE LADDER LISA, I'M GOING DOWN THERE!

PLEASE BOSS, BE CAREFUL!



O.K. SHANNON! IF YOU WANT A SOUND THAT WILL REALLY ROCK AMERICA JUST WAIT UNTIL YOU GET A LOAD OF THIS, THE ULTIMATE TOP 30 COUNTDOWN! 30 SECONDS, 29, 28, 27.....

IT'S MY WILDEST DREAM COME TRUE! YOU'VE COME FOR YOUR STEREO JUST IN TIME FOR ME TO KILL BOTH OF YOU! BYE, BYE, RADIO BOY, WE'LL MISS YOU....



IS IT REALLY THE END FOR SCOTT AND STEREO? HAS HE TAKEN TO THE AIR FOR THE LAST TIME?

LOOK OUT J.R.!

## TO BE CONTINUED... NEXT MONTH

ONE

**GLORIA  
ESTEFAN**

AND  
MIAMI  
SOUND  
MACHINE



TWO

The Follow Up Single  
To The #1 Across-The-Board Hit  
"Anything For You"

THREE

34-07921



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### Study Shows Music Videos Influence Radio Listening Habits

Urban, CHR, AC Formats Most Affected

**P**rogrammers, take note: contrary to initial industry fears that music videos would cut into radio's audience, a new study indicates videos may actually influence viewers' listening habits and encourage them to turn on the radio.

According to statistics issued just last month by Chicago-based Strategic Radio Research, a strong majority (80%) of the 18-49-year-olds who spend at least a half-hour a week viewing videos said that watching a particular video "sometimes" makes them want to

hear the song on the radio more often. (Incidentally, 44% of the 18-49-year-olds surveyed reported watching videos for at least a half-hour per week.)

Also, more than a third (34%) of the above-noted video-active majority claimed they were "always" influenced by a video to listen to a specific song on the radio.

#### Differences By Format

The format an individual listens to regularly also plays a part in that person's video viewing/radio listening habits. More than half (57%) of the Urban listeners polled said they are "always" or "usually" more interested in hearing a song on the radio because of its accompanying video.

In contrast, 36% of CHR listeners (a difference of 21%) said they were "always" or "usually" more interested in hearing a song on the radio because of its accompanying video — a statement with which 33% of AC listeners, 28% of Country listeners, 26% of AOR listeners, and 25% of Gold listeners agreed.

What's more, both race and sex are factors in the link between videos and radio. Over half (54%) of all black viewers who watch videos regularly either "usually" or "always" want to hear a song because of its video, compared to 29% of the white audience. However, videos have an almost identical influence on male listeners (33%) as they do on female listeners (34%).

Finally, the survey found that more FM listeners (48%) are inclined to be influenced by videos than their AM-listening counterparts (32%).

### Mama, Don't Take Our Kodachrome Away

Mr. Eastman and Mr. Kodak must be beaming, wherever they may be.

Americans took 15.1 billion pictures in 1987, a 9% increase over the number of photos shot in 1986. Of course, film is needed to make these pictures, and Americans also bought more than 780 million rolls of film last year — up 13% from the year previous.

Here's a breakdown of film sales by format:

Format	% of Sales
35mm	55.1%
Disc	15.9%
110/126	15.0%
Instant	11.9%
Other	2.1%

Source: Photo Marketing Association

### AUTOMATED TRAVEL AGENT

## Airline Ticket Vending Machines Arrive

**T**ired of waiting in long lines to purchase airline tickets? Jeffrey Cohen, President of the Englewood, CO-based TravelMax International Inc., may have the solution with his company's satellite ticket printers, which are currently being installed near ten major US airports. Cohen hopes to have them in every major airport by the end of 1989.

These machines are currently used by many large corporations to handle employee travel arrangements, but TravelMax is the first to make the printers available to the general public.

Each of the satellite ticket printers are attached to a phone

that connects you with the main TravelMax office. There an agent takes your request and credit card number, calls the airline, and books the requested flight. Presto! The printer then transmits your ticket, boarding pass, and even a travel itinerary.

Although the airlines pay TravelMax a commission, there is no extra fee on the part of the consumer. You don't have to be a regular TravelMax customer to use the printer, either.

The printers, which are now mostly found at Dollar Rent-A-Car locations, are currently located near the following airports: Boston Logan, Dallas-Fort Worth, Denver, Houston Intercontinental, Los Angeles, Miami, San Diego, San Francisco, and Seattle. A printer is also scheduled to be installed soon at New York's La Guardia Airport.

### Today's Tops In Franchises

So you want to buy a franchise business? Well, before you invest mucho dollars in "Burger Doodle" or the like, it may benefit you to know that wheels are where it's at when it comes to the franchise biz (although burgers and other edibles aren't exactly doing badly).

Following are the current (1988) US franchise businesses, and their rankings based on total estimated sales:

Franchise	Sales (in millions)
Car/truck dealerships	\$335.4
Gas stations	\$ 91.9
Restaurants	\$ 63.2
Retailing	\$ 28.5
Soft-drink bottlers	\$ 22.1

Source: US Commerce Dept.

## 18% Of US Uses Yellow Pages Daily

**A**mericans are certainly letting their fingers get their daily exercise. According to a recent study compiled by the Westfield, NJ-based Statistical Research, Inc. firm, almost all Americans (99%) are familiar with the phone book Yellow Pages, and almost a fifth (18%) of the US claims to use them on a daily basis.

More than a quarter of Americans (29%) look at the pages before making a purchase, and half of these purchases are made at establishments listed in the directory. Nearly three-fourths of

American consumers look at one or more ads in the Yellow Pages, with 48% saying that their purchases are influenced by these ads.

In addition, the survey found that, on the average, 6% of Americans need repair work on their radios or TVs at least once a month, and 45% of these people look to the Yellow Pages for a good repair shop.

Furthermore, of the 10% of all Americans who buy an electronic product each month, at least a fifth of these purchasers look at the Yellow Pages for reference before buying.

### CHRONICLE

#### Born To:

**KDKB/Phoenix** Promotion Director **Kendall Adkins**, wife Jeannie, son Jeremy Kendall, April 20.

**KMJK/Portland** morning personality **Todd Brandt**, wife Leasa, daughter Miranda, May 1.

**KDON/Salinas-Monterey, CA** PD **Chuck Geiger**, wife Janice, son Daniel Charles Edward, May 1.

#### Marriages:

**KMPC/Los Angeles** GM **Bill Ward** to Donna Yerman, April 17.

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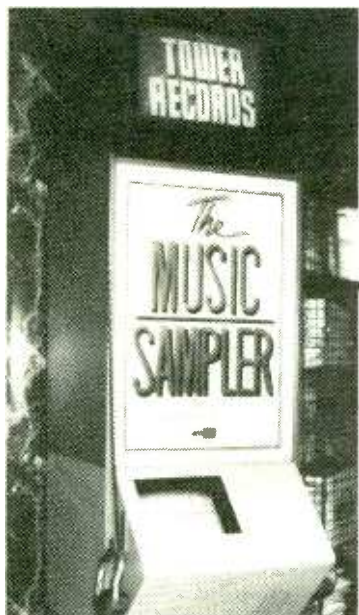


Broadcast Services, Inc.

## LISTEN BEFORE YOU BUY

### Computerized "Music Sampler" Comes To Record Stores

Remember those little 45rpm record players with the big spindle in the mid-



dle? Used to be that you could go into a record store, slap on a single, and listen to the record before you bought it.

Now it looks like those long-gone days may be back — albeit with higher technology — thanks to the combined efforts of the Los Angeles-based Interac Corporation, several Tower Records outlets in the same area, and five major record labels.

Interac has installed a new system called "The Music Sampler" in five Los Angeles area Tower Records stores. The new system allows customers to choose which of the latest musical releases they want to hear, listen to excerpts from these records, and watch a photographic slide show that's related to the music.

Consumers make their choices simply by touching the unit's TV screen. If the listener wants to hear another selection, all it takes is another touch.

So far, the system includes the latest releases from artists on Capitol, RCA, Elektra, Warner Bros., and Atlantic Records. Interac hopes to eventually expand "The Music Sampler" to stores nationwide. For more information, call the company at (213) 301-7640.



### Telephone Jukebox Bows In Britain

A "telephone jukebox" service that enables callers to sample songs over the phone is currently being offered to British music consumers by Virgin Records (UK).

Known as "Reverb," the system was developed through the combined efforts of the Fremont, CA-based Votan firm and the Cambridge, England-based Voice Systems International company.

Here's how it works: you dial the number for "Reverb," which routes the call to a PC equipped with special voice programming circuits. You're then asked to say four words in order to train the system to recognize your voice. Then you're able to select the song of your choice from one of 20 album-length CDs simply by answering a series of computer-generated questions.

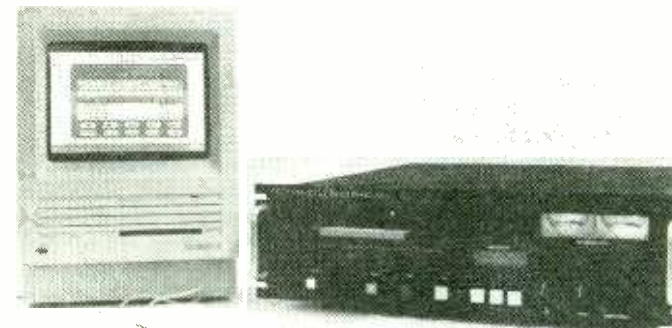
Callers can also use the system to order albums, hear pre-release music, listen to edited highlights of a featured LP, or play a music trivia game.

Despite a rather high cost (40 cents per minute), a Virgin spokesperson claims the system is currently logging more than 1000 calls per day.

### Digital Cart Recorder Adds Cut-And-Paste Editing Ability

The Palo Alto, CA-based Compusonics Corporation recently introduced an audio editing software version of its DSP 1500 digital cartridge disc recorder.

This upgraded version of the recorder permits "cut-and-paste" audio editing and program sequencing for either broadcast production or on-air playback. In other words, a broadcaster can record and edit digital audio on a cartridge, and use that same cartridge for on-air playback without razor blade-editing, dubbing, or generation loss in the production studio.



The new editing functions — which can be accessed from either a serial data terminal or with an optional Apple Macintosh PC software package dubbed "MacSonics" — include the capability to "rock" audio playback forward and backward, to set and move markers in audio recordings, and to cut selected audio segments. These segments can then be sequenced in arbitrary arrangements to be spliced together seamlessly during playback. More than 100 different arrangements can be stored on one cartridge.

For more information, call (415) 494-1184.

### "Auto-Jock" Radio Software Program Available

A new software package for the radio industry is now available from Moundsville, WV-based JJ the DJ Productions. Called "Auto-Jock," the package is a menu-driven, MS-DOS and dBASE III+ compatible, updated version of the firm's previous "PC Select" radio software package.

Among the features included in the "Auto-Jock" package are the automatic printing of ASCAP and

BMI logs, as well as the ability to modify/delete songs, shuffle categories, define format clocks, define notes, and daypart for gender as well as tempo. In addition, "Auto-Jock" sports a trivia line, allows the user to create double shot days and no repeat days, and prints cart labels.

"Auto-Jock" is sold, not leased. For further information or a free demo disc, contact the company at (800) 622-2565.

### Tandy Develops "Erasable" CDs

The Ft. Worth-based Tandy Corp. recently announced plans to market "erasable" compact discs — CDs that can be used to record and rerecord music — within the next 18 to 24 months. Price: Less than \$10 each.

Along with these erasable "Thor-CDs," the company plans to offer a CD player with a record function that will be priced at less than \$500.

By linking this as-yet-unavailable CD player to a personal computer, Tandy hopes to make it possible for the user to store up to 275,000 pages of information on the erasable CDs. Within three years, the company estimates that consumers will be able to store the same amount of information presently contained on 1528 floppy discs on a single, 4 3/4" CD. Stay tuned.

ATTENTION NEWS DIRECTORS:

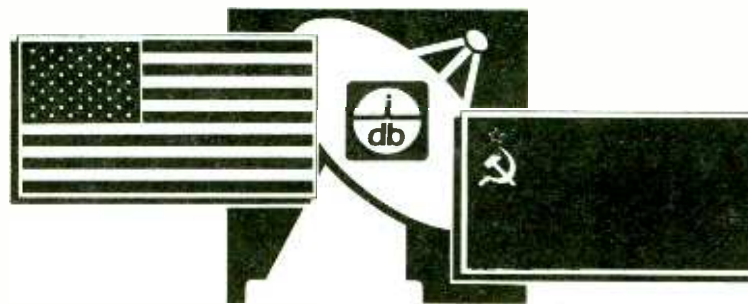
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Produced by: RADIO MOSCOW

# NEWSBREAKERS

## NESUHI ERTEGUN LABEL

### Atlantic Distributes East-West

Atlantic Records has signed a distribution agreement with newly-formed East-West Records, which is headed by former WEA International CEO Nesuhi Ertegun and owned by WCI. The label, to be based in New York City, will be distributed by WEA International in all territories outside the US.

Atlantic Chairman Ahmet Ertegun commented, "Nesuhi's extraordinary production work during his Atlantic years contributed greatly to making our label a world leader in the jazz field. He was directly responsible for many seminal recordings by such influential artists as Charles Mingus, John Coltrane, Ornette Coleman, the Modern Jazz Quartet, and hundreds of others. Following a remarkable 17-year stint at the helm of WEA International, Nesuhi now returns to production with his East-West label. It is a privilege for all of us at Atlantic to

be associated with this new beginning."

Ertegun added, "When I made the decision to bow out of WEA International last year, my intention was to return to my first loves: the discovering, nurturing, and producing of artists. The newly-formed East-West label will allow me to concentrate my energies on those areas, in addition to my ongoing work as President of IFPI (International Federation of Phono-

gram & Videogram Producers) and President of Special Projects for the WCI Record Group. I intend to focus on a small number of carefully-chosen releases and to build a worldwide image of high quality and innovation."

East-West's first two releases will be a new studio album by the Modern Jazz Quartet called "For Ellington" and a recording of J.S. Bach's "Goldberg Variations" by Joel Spiegelman.

### Moore-Plant Promoted To GSM At KDKB

Lisa Moore-Plant has been promoted from LSM to GSM at Sandusky AOR KDKB/Phoenix, where she will direct a nine-member sales force. Moore-Plant succeeds Carolyn Howe, who moved to co-owned

KKYY (formerly KWLTV)/San Diego as GM.

KDKB VP/GM Chuck Artigue told R&R, "From a practical standpoint, it was very easy to promote Lisa, since she worked under Carolyn. I've been impressed with the dedication she's shown to the station. She really is a marvelous individual and is ready to motivate this sales staff. I look forward to her growing and being a GM someday."

Moore-Plant served as KDKB's LSM for the past two years, and was previously an AE for three years at the station.

In the winter Arbitron, KDKB improved its fall 12+ share by 1.0 to reach 4.1, ranking sixth in the market.

## Motor City Reunion Legends



Among those turning out for the May 7 Motor City Radio Reunion were two legendary WXYZ vets (l-r); Dick Osgood (1934-71) and morning personality Fred Wolf (1945-65). Wolf, seen here in a rare photo, was given a standing ovation by the Reunion audience of 400.

### WHQT Elevates Kontzamanys To GSM

WHQT (Hot 105)/Miami has promoted Regional Sales Manager Stephanie Kontzamanys to GSM. She replaces Saul Rosenthal, who left the EZ Communications station. Additionally, Hot 105 AE Steve McCormick has been named Regional Sales Manager.

GM Bill Gilreath told R&R, "Stephanie did a superb job as Regional Sales Manager. She's strong, competitive, and highly motivated. Stephanie has been a past winner of EZ's President's Sales Award, and brings a great deal of management experience

with the local sales team to the job. They've all responded positively to her promotion."

Talking about her new position, Kontzamanys commented, "I'm excited about the upcoming events here at Hot 105. The future looks bright. Our trends are now coming up, and I'm hearing us in stores all over the market. It's an exciting time to be in this position."

"I'm also happy about Steve's promotion into my former job. It's well-deserved, because he always goes the extra distance for his clients and Hot 105."

### Meet The New Boss



New CBS Records Division President Tommy Mottola (second from right) was visited recently at CBS's New York offices by (l-r) Epic artists Vernon Reid of Living Colour and Chris and Peter Coyne of the Godfathers.

### PolyGram Promo Performers



PolyGram recently honored its radio reps for their outstanding performance last year. Singled out for special mention were Regional Pop Promotion Manager Of The Year John Boulos (Northeast), Local Pop Promotion Managers Of The Year Katie Arnold-Pedretty (San Francisco) and Steve Smith (Atlanta), Regional Urban Promotion Manager Of The Year Luther Terry (Atlanta), and Local Urban Promotion Manager Of The Year Joe Lewis (Memphis). Pictured are Boulos (seated) with (l-r) the label's Brenda Romano, Sr. VP/Promotion David Leach, and Jack Iacchi.

### How's Tricks?



E/P/A held a listening party for Cheap Trick's new "Lap Of Luxury" LP at CBS Records headquarters in New York, which also celebrated the return of bassist Tom Petersson to the group. Shown are (l-r) manager Ken Adamany, E/P/A Sr. VP/Marketing Ray Anderson, group's Robin Zander, former CBS Records President Al Teller, group's Rick Nielsen, E/P/A Sr. VP/A&R Don Grierson, and the group's Bun E. Carlos and Tom Petersson.

### Born To Be Backstage



Backstage at the Brendan Byrne Arena in New Jersey before a concert by George Thorogood and the Destroyers are (l-r) EMI-Manhattan VP/A&R-East Coast Michael Barackman, Destroyers Steve Chrisman and Bill Blough, VP/Marketing Ken Baumstein, CEO Sal Licata, Thorogood, group's Jeff Simon, VP/Sales Ira Derfler, group's Hank Carter, Sr. VP/A&R Gerry Griffith, and the label's Gene Rumsey.

## Radio

● **JIM VAN SICKLE** has been appointed Exec. VP/GM at KGTO & KRAV/Tulsa. He previously was a VP at Win Communications, responsible for KBEZ/Tulsa and WEJZ/Jacksonville.

● **KENT FLETCHER** has joined KRVR/Davenport, IA as Sales Manager. He was previously GM at KDWD/Burlington, IA.  
 ● **CHIP GREEN** has been named Sales Manager/Acting GM at WTTB & WGYL/Vero Beach, FL. He previously was Sales Manager at WZZR (then WRIT)/Stuart, FL.

## PROS ON THE LOOSE

**Brent Alberts** — PD WQFM/Milwaukee (414) 355-5586  
**Kenny C.** — Afternoons Q104/Halifax, Nova Scotia (902) 463-9520, ext. 711  
**"Slick" Mike Edmonds** — Mornings/KFXX (AM) (now KTZR)/Tucson (602) 747-3136  
**Bob Grayson** — OM KWTO/Springfield, MO (417) 886-2013

**Joel Lind** — PD WNIC/Detroit (313) 357-4266  
**Pete Michaels** — MD/middays KHYT/Tucson (602) 575-0980  
**Stacey Ruben** — Mornings KOMP/Las Vegas (702) 873-0796  
**Tom Stevens** — PD WKGR/West Palm Beach (407) 466-9134

## R.E.M. Signs With WB



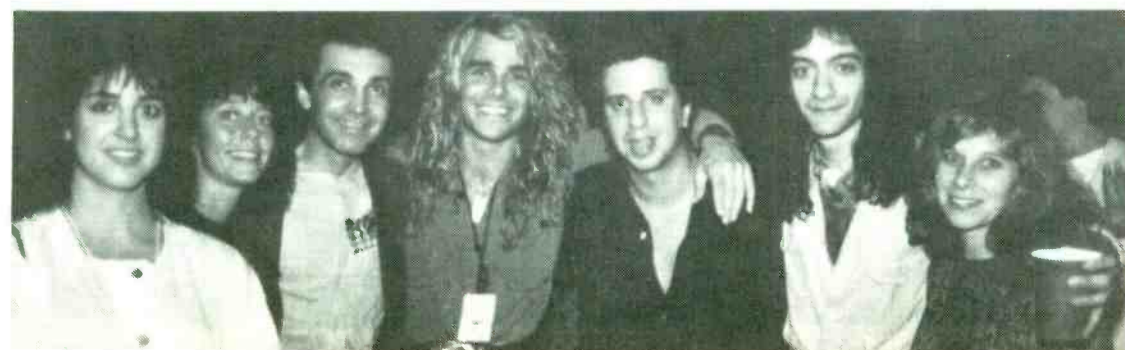
R.E.M. members and Warner Bros. Records execs were sittin' and grinnin' following the group's signing to a longterm worldwide contract with the label. Shown are (standing, l-r) attorney Bertis Downs IV and R.E.M.'s Michael Stipe; (seated, back row, l-r) WB Records President Lenny Waronker, manager Jefferson Holt, and WB Records Chairman Mo Ostin; and (front row, seated, l-r) group's Mike Mills, Bill Berry, and Peter Buck.

## Aerosmith Marks Number One At Hard Rock



Celebrating Aerosmith's "Angel" hitting the number one spot on R&R's AOR chart at the Dallas Hard Rock Cafe are (l-r) Geffen's Mark Niederhauser, manager Keith Garde, Lisa Barrick (twin sister of Steven Tyler's fiancée), group's Tyler, Theresa Barrick (the fiancée in question), and Geffen's Marko Babineau and Peter Napoliello.

## White Lion Fever



Atlantic's White Lion marked their recent appearance at the Ritz in New York with this photo. Shown are (l-r) Atlantic's Linda Ferrando, Karen Colamussi, and Joe Iannello, White Lion's Mike Tramp, label's Jason Flom, group's Vito Bratta, and Atlantic VP/National Promotion Judy Libow.

## Records

● **DARRELL ANDERSON** has joined HighTone Records as Director/National Promotion. He previously handled promotion in northern California for California Record Distributors.

## Industry



James Frische Alan Tepper

● **JAMES FRISCHE** has been appointed President of Digital Audio Disc Corp., based in Terre Haute, IN. He was previously Exec. VP of the CD manufacturing company, which is a subsidiary of Sony.

● **ALAN TEPPER** has been appointed VP at Shapiro, Bernstein in New York. He joins the music publisher from Columbia Pictures Music Group, where he was Director/Music Publishing.

## CHANGES

**David Stanford** has been named an AE at WNVZ/Norfolk.  
**Dan Seeman** has been named an AE at WLOL/Minneapolis.  
**Karen Corcoran, Margaret Murphy, and John Maguire** have joined WSSH-AM & FM/Boston as AEs.



Barbara Firstman Donnie Coleman

● **BARBARA FIRSTMAN** and **DONNIE COLEMAN** have been named VPs at Macey Lipman Marketing. Firstman, a nine-year vet, is VP/Sales & Marketing Services, while eight-year vet Coleman will be VP/Marketing Research.

● **JAMES PEACOCK** has been promoted to Director/Research at Arbitron Ratings. A seven-year company vet, he most recently served as Manager/Methods Research.

● **RICHARD EISWERTH** has been named Director/Station Services at National Public Radio. He previously spent ten years at West Virginia Public Radio, most recently as GM.

● **BARBARA PORTER** has been named News Manager at the UPI Radio Network. A two-year company vet, she most recently served as Business Editor.

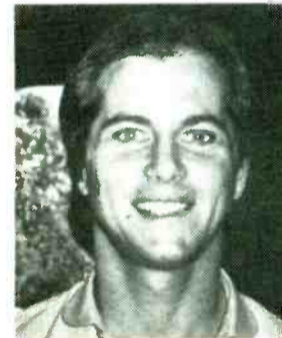
● **MARK WARREN** has been named AP's Broadcast Executive for Colorado, Montana, and Wyoming. His previous experience includes anchor duties at WBAP/Dallas.

● **RONALD QUARTARARO** has been named Director/Administration & Planning at Radio TV Reports, Inc. He formerly was Director/Business Planning & Analysis at RKO General.

● **JIM CARDILLO** has been named Director/Marketing & Publicity at Concrete Management & Marketing, Inc. He previously worked in the Publicity/Artist Development Department at MCA Records.

## R&R TIMELINE

There are two anniversaries at Warner Bros. this week. Ten years ago today Ken Puvogel was named Northeast Regional Album Promotion Manager. Five years ago today Russ Thyret was promoted to Senior VP/Director of Marketing & Promotion. Puvogel is now Director/National Album Promotion, and Thyret recently started his 18th year with the label.



Ken Puvogel

## 1 YEAR AGO TODAY

- WCLY/Washington drops AC for Urban/CHR format
- Katz Communications buys Blair Radio, changes name to Banner
- Brian White becomes PD at BJ105 (WBJW-AM & FM)/Orlando
- Gene Sandbloom joins MCA as Associate Director/A&R
- Ex-KMET jocks sue KTWV/Los Angeles
- #1 CHR: "With Or Without You" — U2 (Island) (3 wks)
- #1 AC: "In Too Deep" — Genesis (Atlantic)
- #1 UC: "I Don't Want To Lose Your Love" — Freddie Jackson (Capitol)
- #1 Country: "Forever & Ever, Amen" — Randy Travis (WB)
- #1 AOR Track: "I Still Haven't Found What I've Been Looking For" — U2 (Island)
- #1 AOR Album: "The Joshua Tree" — U2 (Island) (10 wks)
- #1 Jazz: "Civilization" — Tony Williams (Blue Note) (2 wks)

## 5 YEARS AGO TODAY

- Capitol names Ray Tusken VP/A&R, Bill Bartlett National AOR Promotion Manager
- Tony Gray named KMJM/St. Louis PD
- Billy Juggs hired by KMET/Los Angeles for nights
- Nineteen stations fined \$1000 each for EEO filing failures
- #1 CHR: "Overkill" — Men At Work (Columbia) (3 wks)
- #1 AC: "My Love" — Lionel Richie (Motown) (3 wks)
- #1 UC: "Save The Overtime For Me" — Gladys Knight & The Pips (Columbia) (4 wks)
- #1 Country: "You Take Me For Granted" — Merle Haggard (Epic)
- #1 AOR Track: "She's A Beauty" — Tubes (Capitol) (3 wks)
- #1 AOR Album: "Outside Inside" — Tubes (Capitol)
- #1 Jazz: "Low Ride" — Earl Klugh (Capitol)

## 10 YEARS AGO TODAY

- Arbitron Radio Advisory Council holds first meeting
- Polydor's country roster absorbed by Mercury
- #1 CHR: "With A Little Luck" — Wings (Capitol) (3 wks)
- #1 AC: "With A Little Luck" — Wings (Capitol)
- #1 Country: "I'm Always On A Mountain When I Fall" — Merle Haggard (MCA)
- #1 AOR Album: "London Town" — Wings (Capitol)



# GET TO YOU

## DAN REED NETWORK'S NEW SINGLE HAS PEOPLE TALKING!

"Putting local bias aside, we believe in Dan's talent as an artist. 'Ritual' was big for us while at the same time 'Get To You' is pulling huge phones. The record is massive."

Chet Buchanan — KKRZ

"This guy is gonna be a superstar. Get on board now and start playing 'Get To You'. We're gonna jump on it out of the box."

Gary Bryan — KUBE

"Dan Reed is instantly likeable and a fun party person. Even if you'd never met him, you'd instantly know it from his music. In Seattle, people can't wait to hear his songs. I feel 'Get To You' will be bigger than 'Ritual' ... and that went to #1 here."

Casey Keating — KPLZ

See the Dan Reed Network on tour  
as they cross more borders.

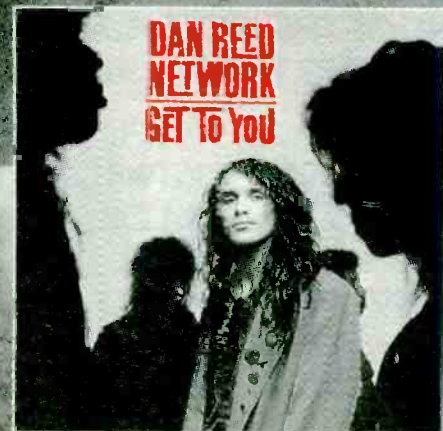
5/15 Providence, RI	5/26 Armonk, NY
5/17 Montreal, QUE	5/23 Wilkesbarre, PA
5/18 Toronto, ONT	5/29 Harrisburg, PA
5/19 Detroit, MI	6/2 Sayerville, NJ
5/21 Norfolk, VA	6/3 New York, NY
5/22 Baltimore, MD	6/4 Poughkeepsie, NY
5/24 Philadelphia, PA	6/6 Cleveland, OH
5/25 Washington, DC	6/7 Indianapolis, IN
	6/8 Nashville, TN

Produced by Bruce Fairbairn.

Direction by Bill Graham Management



On Mercury Compact Discs, Chrome Cassettes & Records.



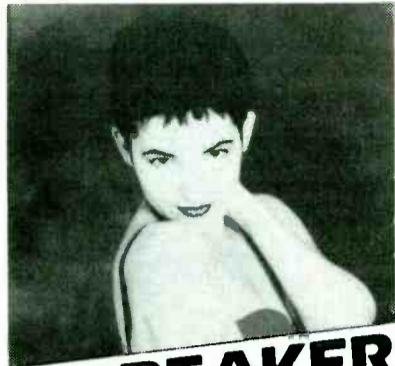
670 837

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# R&R STREET TALK

## JANE WIEDLIN

"RUSH HOUR"



ONE OF THE MOST ADDED  
155/27 — 65%

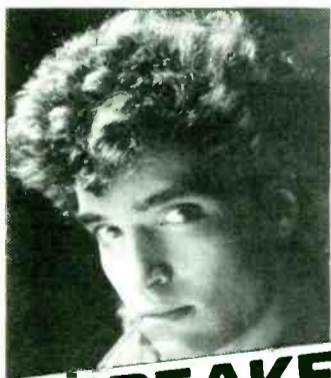
**BREAKERS.**

HOT P-1 AIRPLAY AT:

WXKS	Z95	WKBQ
Z94	WMMS	Y108
CKOI	92X	KKRZ
WEGX	WNCI	KXYQ
PWR99	WCZY	FM102
KEGL	WZPL	KWOD
Y95	WKTJ	KCPX
KRBE	KDWB	KATD
WGH	WLOL	KPLZ
B96	KHTR	KUBE

## RICHARD MARX

"HOLD ON TO THE NIGHTS"



148/58 — 62%

**BREAKERS.**

ONE OF THE MOST ADDED INCLUDING THIS P-1 ACTION:

WXKS	Q105	WZPL	KCPX
Z94	B96	KDWB	KATD
WMJQ	Z95	WLOL	KWSS
B94	Q102	KHTR	KPLZ
PWR99	92X	WKBQ	KUBE
KEGL	WNCI	KKRZ	
KRBE	WCZY	KXYQ	



## Tisch Gets Touchy With Walter

**T**he feud between Larry Tisch and Walter Yetnikoff is only getting nastier. CBS Inc. has sued the CBS Records chief (and others) for mismanagement of the label prior to the Sony buyout.

ST hadn't seen a copy of the papers by presstime, but the suit reportedly focuses on how much the record division lost in fourth quarter '87. It counters the class action suit filed by various CBS Record execs earlier this year, who claim they were wrongfully shortchanged on bonus payments.

Meanwhile, Yetnikoff referred to Tisch with a few choice obscenities in public last Wednesday (5/11) in New York, after walking out of the annual CBS shareholder meeting. Talking to reporters, the label head accused the CBS Inc. boss of bully-boy tactics and cracked, "Larry Tisch thinks everyone is a bellhop at the Regency Hotel." Yetnikoff also confirmed that Sony is interested in buying a US movie studio.

The *New York Daily News* reported this week that Emmis Broadcasting will move all-Sports WFAN/New York from its current 1050 dial position to the more desirable 660 spot occupied by its newly-acquired WNBC. Then the company will apparently sell the 1050 frequency to the owners of Spanish-formatted WSKQ/Newark, which now holds the 620 slot. An Emmis spokesperson said there's been talk of that move, but nothing's been confirmed yet.

### Spring Cleanin' At KDWB

With "Mr. Ed" Lambert heading to KDWB/Minneapolis as afternoon driver, KROY/Sacramento PD Tom Chase needs T&Rs ASAP. Other changes at KDWB include the hiring of Lee Valsvik from crosstown KSTP (AM) for morning news, Andrea Vincent (ex-WBCY/Charlotte) for middays, and Cadillac Jack (WAPE/Jacksonville) for 10pm-2am.

These moves displaced morning news personality Linda Evans, midday talents Domino Rippey & Lisa Carr, and overnigher Steve Douglas. Most of the staffers were notified by phone. Except Douglas, that is. When he went to work, a security guard told him, "Your name isn't on the list." ST was told Douglas replied, "What, no backstage pass?"

San Francisco media mogul Jim Gabbert hit the airwaves last Saturday (5/14) with KOFY-FM (formerly "The City"). The outlet's veteran staff is dominated by ex-KSANers,



**ROLLIN' IN THE DOUGH'S A NO-NO** — Those crazies at WYHY (Y107)/Nashville will do just about anything for a stunt. They'll even go to jail... almost. When they let 10 honey-covered winners go rollin' in the dough, \$100,000 worth of one-dollar bills to be exact, just over \$7000 was claimed. That left around \$92,000 in sticky George Washingtons, which caused the US Treasury Department to get sticky and threaten the station with a charge of defacing US currency. Oooops! 36 hours later, over 20 Y107 staffers, under armed guard, had machine-washed, dried, and ironed the money into acceptable shape. That's the first legal money-laundering scheme we've ever heard of.

including PD Thom O'Hair and MD Bonnie Simmons. The station debuted with a unique hourlong "trimulcast" (KOFY (AM), KOFY-FM, KOFY-TV) featuring a live set by the Dinosaurs, a group of well-known Bay Area musicians. Meanwhile, the first recording played was a bootleg of the Grateful Dead's "Touch Of Grey."

The format? O'Hair describes it as a "very hip pop station" targeting intelligent, affluent thirty-somethings. There are no computers or card files — the jocks pick the music. A sample hour included the Talking Heads, Beach Boys, Timbuk 3, Johnny Hates Jazz, and Ray Charles. Can you say eclectic?

Although the ABC Radio Network will begin using Shadove Stevens as its "American Top 40" host this summer (see Page 1), the net will fulfill departing host Casey Kasem's contract until it expires next January. That will give ABC a six-month jump on Kasem's new Westwood One countdown show, "Casey's Top 40 With Casey Kasem."

Continued on Page 31

**THE RADIO AUDIENCE IS CHANGING DRASTICALLY-- IS YOUR STATION CHANGING WITH IT?**

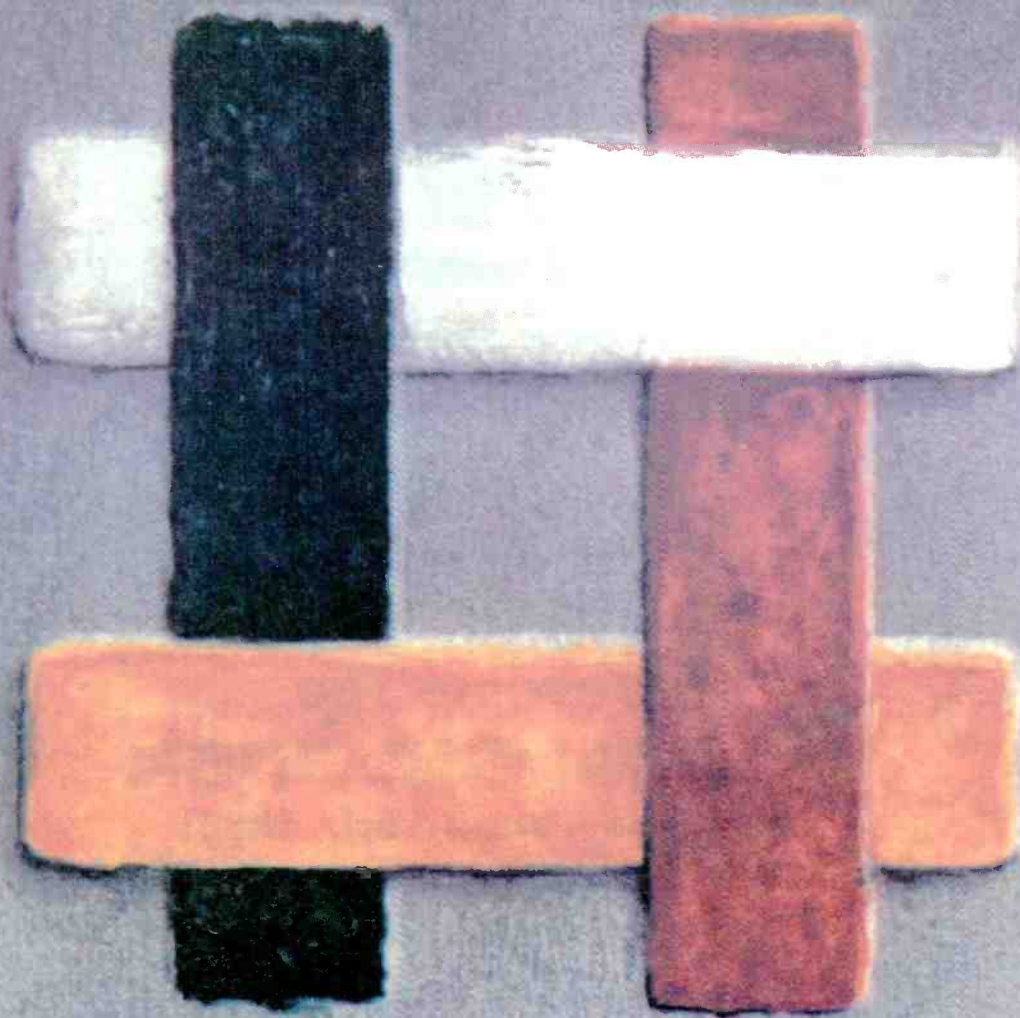
Find out at the 22nd Burns Media Radio Studies Seminar

June 13 and 14 in Dallas

For further information: (818) 985-8522 / (800) 821-8035 (Outside California)



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**CHUCK MORGAN**  
(B104)  
Tournament Coordinator

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**\$650.00 2nd Prize!**

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**A Record Company Or A Radio Station.**  
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**All Profits Go To The T.J. Martell Foundation for Leukemia, Cancer And Aids Research.**

**\$250 Registration Fee After June 10th!**

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June 24-25, 1988

The Industry's Only Top 40 Convention!!! Honoring The Real Stars  
Of The Industry, The Radio And Record Executives!!!

☆☆

## RADIO NOMINATIONS 1987

### RADIO CEO/PRESIDENT OF THE YEAR '87:

Gary Edens(Edens) Richard Balsbaugh(Pyramid) Alan Box(EZ) Gil Rosenwald(Malrite) Jay Cook(Gannett) Nick Verbitsky(United) Clark Pollock(Nationwide)  
Don Bouloukos(Cap Cities/ABC) Norman Wain(Metroplex) John Lynch(Noble) Arthur Carlson(Susquehanna) Larry Garrett(Burbach) Scott Ginsburg(Statewide)

### RADIO GENERAL MANAGER OF THE YEAR '87:

Michael Osterhout(Q105) John Madison(WXKS-FM) Alan Goodman(WAVA) Lonnie Gronek(WMMS) Bob Bolinger(Q106) Lynn Anderson-Powell(KIIS-FM)  
Mickey Franco(KZZP) Paulette Williams(KMEL) David Ross(Y100) Jan Jeffries(WXLK) Rick Weinkauff(BJ105) Al Law(KTKS) Jim Fox(B104)

### RADIO NATIONAL PROGRAMMER OF THE YEAR '87:

Guy Zapoleon(Nationwide) Gerry DeFrancesco(Gannett) Bob Laurence(Noble) Rick Cummings(Emmis) Dan Mason(First Media) Buzz Bennett(Statewide) Bill Richards(Nationwide)  
Bill Shannon(Burbach) Rick McDonald(Susquehanna) Ken Lowe(Scripps Howard) Jeff Sattler(Sandusky) David Martin(Midcontinent) Randy Lane(Dittman)

### RADIO CONSULTANT OF THE YEAR '87:

Jerry Clifton...Mike Joseph...Kent Burkhardt/Dwight Douglas...Rick Sklar...E. Alvin Davis...George Williams  
Chuck McCoy/Pat Bohn...Jeff Pollack...Gerry Cagle/Harry Nelson...Donna Halper...Gary Guthrie...Drake/Chenault...Mike McVay

### RADIO OPERATIONS MANAGER OF THE YEAR '87:

Steve Kingston(Z100) Ric Lippincott(Z95) Mason Dixon(Q105) Kid Leo Travagliante(WMMS) Bob Case(Z93) Dave Robbins(KHTR) John Lander(KKBQ)  
Gary Bryan(KUBE) Jim Payne(WRVQ) Sean Lynch(KKRZ) Jonathan Little(Z104) Richard Sands(KITS) Don Benson(94Q)

### MAJOR MARKET RADIO STATION OF THE YEAR '87:

Q106(San Diego) WXKS-FM(Boston) KIIS-FM(Los Angeles) KEGL(Dallas) B94(Pittsburgh) KUBE(Seattle) KKBQ(Houston)  
WAVA(Washington, D.C.) KRBE(Houston) POWER106(Los Angeles) KMEL(San Francisco) B104(Baltimore) WLOL(Minneapolis)

### MAJOR MARKET PROGRAM DIRECTOR OF THE YEAR '87:

Rick Stacy(POWER99) Jim Richards(B94) Steve Rivers(KIIS-FM) Mark St. John(WAVA) Paul Christy(KRBE) Jeff Wyatt(POWER106)  
Keith Naftaly(KMEL) Rick Gillette(WHYT) Garry Wall(Q106) Chuck Morgan(Q107) Brian Thomas(B104) Larry Berger(POWER95) Charlie Quinn(WEGX)

### MAJOR MARKET MUSIC DIRECTOR OF THE YEAR '87:

Gene Baxter(WAVA) Frankie Blue(Z100) Steve Wyrostok(POWER99) Pam Trickett(Q107) Jack Silver(KIIS-FM) Andy Dean(POWER95) Brian Casey(Z95)  
John Cook(KKBQ) Jerry McKenna(WXKS-FM) Chuck Beck(Y95) Kevin Weatherly(KMEL) Albie Dee(WPGC) J.D. Ryan(KEGL) Mark Jackson(WHYT) Steve Ellis(HOT103)

### MAJOR MARKET AIR PERSONALITY OF THE YEAR '87:

Don Geronimo/Mike O'Meara(WAVA) Randy Miller(Z93) Terrence McKeever/Jack Murphy(Q106) Jay Thomas(POWER106)  
Ross Brittain(Z100) Bill Evans/Trey Matthews(Y95) Jim Quinn/Don Jefferson(B94) Ron Parker(KKBQ) Paul Barsky(Z95)  
Tom Jeffries(Z94) Jim Kerr(POWER95) Hollywood Hamilton(KIIS-FM) John London/Ron Engelman(KMEL)

### LARGE MARKET RADIO STATION OF THE YEAR '87:

KKRZ(Portland) WNCI(Columbus) B97(New Orleans) KWSS(San Jose) Q105(Tampa) KITY(San Antonio) FM102(Sacramento)  
KBEQ(Kansas City) Y108(Denver) WNVZ(Norfolk) POWER96(Miami) WTKI(Milwaukee) KCPX(Salt Lake City)

### LARGE MARKET PROGRAM DIRECTOR OF THE YEAR '87:

Steve Perun(Y100) Guy Zapoleon(KZZP) Brian Phillips(WMMS) Bill Richards(WNCI) Bill Tanner(POWER96) Dene Hallam(KCPW) Shadow Stevens(B97)  
Mark Bolke(Y108) Mike Preston(KWSS) Lou Simon(KCPX) Mike St. John(KOY) Rick Upton(KITY) Jim Gillette(KKFR)

### LARGE MARKET MUSIC DIRECTOR OF THE YEAR '87:

Bobby Rich(Q105) Brian Bridgeman(KBEQ) Dom Testa(Y108) Joey Giovingo(B97) Cathy Cruise(WNVZ) Tracey Johnson(KCPW) Todd Fisher(KZZP)  
Willie B.(HOT105) Wayne Watkins(WRNO) Denise Lauren(WKTI) Sharon LaPere(KITY) M.J. Kelli(WGH) Kevin Haines(WXGT)

### LARGE MARKET AIR PERSONALITY OF THE YEAR '87:

Mason Dixon(Q105) Jay Stone(KZZP) Chris Bailey(WNVZ) Kid Curry(Y100) Pat McMahon(WNCI) Barry Beck(KWSS) Bobby Knight(KOY)  
Tom Kelly(WNCI) Nick Hartman(KSAQ) Jeff Kinzbach/Ed Ferenc(WMMS) Chris Collins(FM102) Dennis Reese(POWER96) Fast Eddie Coyle(WRNO)

### MEDIUM MARKET RADIO STATION OF THE YEAR '87:

WPXY(Rochester) WAPE(Jacksonville) KJ103(Oklahoma City) WTIC-FM(Hartford) WRVQ(Richmond) PRO-FM(Providence) Y107(Nashville)  
WKSE(Buffalo) WAPI(Birmingham) KBTS(Austin) WOKI(Knoxville) WGTZ(Dayton) FM100(Memphis)

### MEDIUM MARKET PROGRAM DIRECTOR OF THE YEAR '87:

Reggie Blackwell(WBCY) Tom Mitchell(WPXY) Steve Davis(WRVQ) Lisa Tonacci(KBTS) Todd Pettengill(WFLY) Bill Cahill(WAPE) Kevin McCarthy(WAPI)  
Joe Folger(KJ103) Randy Bliss(WROQ) Brian White(BJ105) Catfish Jim Prewitt(KXX106) Steve Kelly(WKSI) Bob Mitchell(WKSS)

### MEDIUM MARKET MUSIC DIRECTOR OF THE YEAR '87:

David Lee Michaels(WRVQ) Cat Collins(WBCY) Dale O'Brian(WKSI) Roger Christian(WMJQ) Steve Conley(FM100) Mike West(WTIC-FM) John Peake(WAPI)  
Jon Summers(BJ105) Dwayne Ward(WROQ) John Ellis(KHFI) Bill Catcher(WKZL) Kevin Davenport(KBTS) Dr. Dave(WGTZ)

### MEDIUM MARKET AIR PERSONALITY OF THE YEAR '87:

Boom Boom Cannon(WKSE) Steve Conley(FM100) Chris Trane(WAPE) J.J. McKay(WBCY) Chris Randolph(WDJX) Jon Barry/Garet Chester(WRVQ) Michael Blake(KJ103)  
Chris William(WROQ) Hoyle Dempsey/Fizzy Lou(WAPE) Gary Jeff Walker(Y107) Kid Crockett(WKSE) Mike Butts(KBTS) Dave Hutcheson(WKZL)

### SMALL MARKET RADIO STATION OF THE YEAR '87:

KC101(New Haven) KRQ(Tucson) WNNK(Harrisburg) WPSY(Trenton) KLUC(Las Vegas) 100KHK(Ocean City) WVSR(Charleston, W.Va.)  
WOMP-FM(Wheeling) WXLK(Roanoke) WBBQ(Augusta) WABB-FM(Mobile) Z102(Savannah) KDON(Salinas/Monterey) WOEN(Gadsden) WKQB(Charleston, S.C.)

### SMALL MARKET PROGRAM DIRECTOR OF THE YEAR '87:

Jerry Dean(KLUC) Stef Rybak(KC101) Hitman McKay(100KHI) Barry Richards(KBOS) Tom Cunningham(WPST) Bruce Bond(WNNK) Jefferson Ward(WAEB) Jim Cook(WJET)  
Jerry Lousteau(KZOU) Clarke Ingram(KRQ) Greg Rolling(KKYK) John Steel(KTUX) Roger Galtner(WKQB) Bill Thomas(KKSS) John McFadden(WQSM) Joe McClure(WCGQ)  
Walt Speck(95XXX) Rick James(WZKX) Jon Holiday(WWGT) Paul DeMille(WXIL) Don Joseph(WSSX) Jay Jarvis(WVSR) Tom Gilligan(WBHY) Bill McCown(WANS)

### SMALL MARKET MUSIC DIRECTOR OF THE YEAR '87:

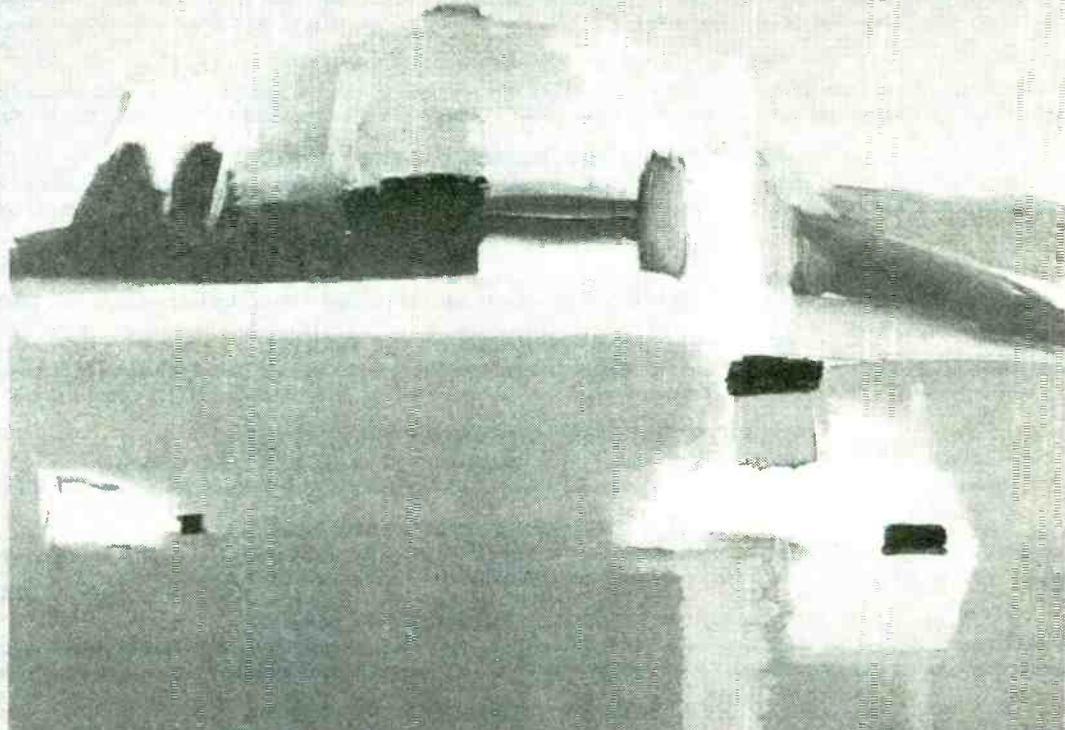
Will Kauffman(WQCM) Dena Yasner(95XXX) Marty Berger(WINK) Steady Eddie August(WNNK) Rick Andrews(WNYZ) Dave Allan(WSSX) Mark Clifford(Q100)  
Ray Williams(Z102) Cat Thomas(WXLK) Leo Davis(WQEN) Lee McCard(WCGQ) Robin King(WNOK) Scott Lief(WIGY) Jim Dann(KC101) Jay Taylor(KLUC) Terri Weber(KTUX)

### SMALL MARKET AIR PERSONALITY OF THE YEAR '87:

Jack Armstrong(KBOS) Hitman McKay(100KHI) Rich Stevens(Z103) Bob Spencer(WCIR) Dave Baker(WJMX) Skip Elliot(WJAD) Rod Metts(WZZU) Bob Forster(WOMP-FM)  
Dale Taylor(WHSY) Jeff Davis(WPFM) Rick Alexander(WIKZ) Brady McGraw(Z102) Ted Minier(WFXS) Stu Wright(WORG) Alan Hoover(WEQR) John Raymond(KIXY)

*La pièce de résistance from the*

# MOODY BLUES



*Sur La Mer*

(125756-1)

*Quite simply, The MOODY BLUES at their best.*

*"Sur La Mer" is a masterpiece.*

*Featuring the first single  
"I KNOW YOU'RE OUT THERE SOMEWHERE"*

*Produced by: Tony Visconti*

*Management: Tom Huett/W.E.G.*

# STREET TALK

Continued from Page 26

ST has learned that **PolyGram**/Houston promotion manager **Wynn Jackson**, rumored to be **Geffen**-bound, has decided to stay put in anticipation of a national AOR post with soon-to-be-expanding **Mercury**. That leaves a prime national gig up for grabs: **Geffen** wants to bring in a hot promoter to work under AOR Director **Marko Babineau**.

**Arista** VP/Promotion **Rick Bisceglia** told ST he's hired **Mary Taten**, most recently **MTV**'s Manager/Promotion, as NE Regional Promotion Director. She replaces **Jeff Backer**, who's moving to **Uni**.

## Talk Talk, Talk Talk

50kw News/Talk giant **KOA/Denver** has dumped its satellite-fed overnight service for talk personality **Freddy Mertz**, last with **KONE/Reno**.

By the way, scheduled for **NBC**'s fall '88 lineup is **Lorimar**'s "Midnight Caller." The premise: an ex-cop becomes the host of a late-night radio call-in show. Now that's a switch.

**Rob Williams** is now News Director/morning personality at **WSHE/Miami**, teaming with PD **Charlie Kendall**.

Citing "philosophical differences," PD **Joel Lind** has exited **Fairmont**'s **WTMG & WNIC/Detroit**. Morning talent **Jim Harper** is serving as interim PD.

When **Hoker Broadcasting** takes over **WDTX/Detroit**, will it convert the CHR station to Urban? No comment from the station. But 'DTX VP/GM **Lorraine Golden** will take over the same duties at crosstown Classical **WQRS** once the transfer occurs.

**Enigma**'s deal to purchase **Jem** may have turned sour, but not its pressing and distribution pact with **CEMA**. That contract was reupped to the tune of clinking champagne glasses.

## Big Ron Buried Alive

In a rare, double-sincere moment this past week, **WXRK/NY** morning man **Howard Stern** shared memories of his **WNBC** days and co-workers who have since travelled on to the big turntable in the sky — including ex-**KIIS-FM/L.A.** afternoon driver **Big Ron O'Brien**.

O'Brien, who left L.A. for health reasons, is actually very much alive, well (102 pounds lighter), doing weekends as "Digger" on **WKSJ/Greensboro**, and still hosting his syndicated "On The Radio." O'Brien called Stern's office to correct the error and was hung up on. On the second try he had to answer 20 questions to prove it wasn't a call from the Twilight Zone.

## Record Rumbblings

When rumors of **Jim Foglesong**'s retirement from **Capitol/Nashville** began running rampant, he held a meeting last week to assure everyone he wasn't leaving. Among the prominent names being bandied about as successors were **WB**'s **Nick Hunter** and producer **Larry Butler**. Not so, says Jim: "I'm still having too much fun."

Congrats to **WB**'s **John Beug**, who's just earned Sr. VP stripes. Official word soon.

**Del Williams**, former **KCGL/Salt Lake City** PD and most recently with **PolyGram** in Denver, has been named **Elektra**'s local promotion manager in L.A.

**Leslie Doyle**, **A&M**'s Director/National Dance Music, has resigned. She can be reached at (212) 265-7885.

**KMGR/Salt Lake City** has lured **Mark Van Wagoner**, 12-year morning vet from market leader **KSL**, for wake-up service. Van Wagoner is already out at **KSL** and begins at Magic 107.5 next month (6/13).

Initial candidates vying for the OM duties dropped by **KGON/Portland** PD/morning personality **Iris Harrison** didn't pan out. So **Ackerley Communications** Corporate PD **Rick Scott** is now accepting proposals at (206) 285-2894.

Since 1986 **Larry Moffit**, the ultra-conservative PD of **Stoner** AOR powerhouse **KGGO/Des Moines**, has been quietly advising an increasing number of small market outlets. This week he relinquished his PD title and announced the formation of **Moffit Communications**, which starts with a roster of eight stations (including **KGGO**.) Promotion Director **Phil Wilson** has been upped to PD. Moffit will continue to do mornings at 'GGO, which has agreed to give him seven weeks off annually to visit his clients. Moffit's new office number is (515) 276-5974.

Sorry to report the death of industry attorney **Owen Epstein** (5/7) after a long illness. Epstein was counsel for **U2**, **Pat Benatar**, **Patty Smyth**, and the **Hooters** as well as **Artists Against Apartheid** and **Amnesty International**. Donations should be made to the **T.J. Martell Foundation** for the Owen C. Epstein Memorial Fund.

## More Crosstown Craze

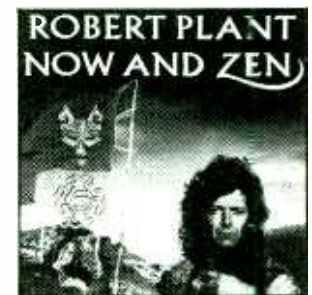
Congrats to **KMEL/San Francisco** MD **Kevin Weatherly** and his new bride **Margie** on their wedding this past weekend in Phoenix. A number of calls to ST told of **KOY-FM (Y95)** sticking every wedding guest's car. Why? Because Weatherly once worked at 'ZZP! Where does it end?

# SINGULAR SENSATIONS!

## ROBERT PLANT "Tall Cool One"

(7-99348) (PR 2245)

from the Platinum album **NOW AND ZEN** (90863)



Produced by Tim Palmer, Robert Plant and Phil Johnstone  
Management: Bill Curbishley-Trinifold, Ltd., UK  
Left Field Services, US

ON ES PARANZA

ON TOUR NOW!

Major Moves At:

CKOI 38-34  
KEGL 28-15 (HOT)  
KRBE 33-26  
Z95 26-22  
WMMS 23-18  
WCZY add  
WLOL add  
KXYQ 22-18  
KWOD 34-30  
KPLZ 32-27

K104 33-29  
WZYP 37-28  
WQUT 27-22  
WHY add  
WKZL 31-23 (HOT)  
KDWZ 13-7 (HOT)  
KZIO 23-18 (HOT)  
KKRD add  
KF95 36-29  
KIYS 32-25  
FM104 add

# NU SHOOZ

"Should I Say Yes?" (7-89108) (0-86599) (DMD 1155)

from their nu album, **TOLD U SO** (81804)



Produced by John Smith, Rick Waritz.  
David Z., Jeff Lorber  
Management: Rick Waritz/Sosumi Productions, Inc.

This Week's Action:

WXKS deb 27  
KKBQ 32-29  
WKBQ 17-15  
Y108 8-5 (HOT)  
KKRZ 10-7  
KXYQ 3-2 (HOT)  
FM102 11-8  
KCPX 30-23  
KATD 32-28  
KWSS 28-24

KPLZ 31-26  
PWR96 26-23  
99GFM add  
KEZB add  
WDJX add  
HOT105 19-12  
KIKX add  
KLUC add  
KDON 31-21 (HOT)

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## NEWS

## Atlantic

Continued from Page 1

- Carla Thomas, reaching back for "Gee Whiz (Look At His Eyes)"
- Bob Geldof's thoughtful "You Can't Be Too Strong"
- A tight four-song Foreigner set, which included "Urgent" and "Hot Blooded"
- Paul Rodgers's graceful version of "(Sittin' On) The Dock Of The Bay" in tribute to Otis Redding.

The second half of the event was televised live by Home Box Office, with a radio simulcast via Westwood One. An ABC-TV special will air in late June. The overall sponsor was Coca-Cola.

Atlantic Chairman Ahmet Ertegun was honored during the show with a special NARAS award. Earlier in the week, Ertegun provided details of the company's plan to recalculate past record royalties for many of its original artists, and pay them via the Rhythm & Blues Foundation, a newly-formed Washington-based organization.

In addition, the label's Atlantic Records Foundation will make contributions to a number of charities selected by artists. Part of the proceeds from the Madison Square Garden show, expected to raise more than \$10 million through ticket sales, TV rights, and the Coke sponsorship, will be used in this way.

Atlantic's onetime biggest acts — Ray Charles, Aretha Franklin, and the Rolling Stones — didn't show, but there were appearances by such R&B stalwarts as Rufus & Carla Thomas, Ben E. King, Herbie Mann, the Coasters, the Drifters, Sam Moore, the Spinners, and Wilson Pickett.

Rock was represented by Genesis and Phil Collins, Yes, Foreigner, Vanilla Fudge, Iron Butterfly, Carl Palmer & Keith Emerson, and the Bee Gees, among others. Atlantic's newer generation on show included Debbie Gibson, Levert, Miki Howard, Nu Shooz, Stacey Q, Gerald Albright, and Rachelle Capelli. Adding variety were Manhattan Transfer, Bobby Short, and Roberta Flack.

From the stage, Ertegun (whose dentist in 1947 loaned him \$10,000 to help launch Atlantic) paid tribute to his original business partner, Herb Abramson, and others involved in the company's 40-year existence.

## WCBM

Continued from Page 3

best library in the market, and I'm programming from that library. My primary target is the 40-year-old; we're trying to get as much 35+ as possible.

"The core records will run '63-'68. I'm looking at lifestyles and socialization periods of the target I'd like to hit. We'll be playing to their memories. I'm targeting people who didn't grow up with FM."

Macdonald added that music from the '70s will account for about 10% of the format.

WCBM is using board operators in what was termed a "semi-automated" setup. Macdonald was hopeful that the station would use live announcers "down the road."

In the winter Arbitron, WCBM tied for 22nd place 12+ with a 1.1.



**BROTHERLY BLUES** — Sam Moore (right) of Sam & Dave teamed up with Dan Aykroyd (center) to perform during the Atlantic Records 40th anniversary concert in New York, backed by Steve Cropper and Duck Dunn, among others. Cropper and crew also played behind Wilson Pickett (left), whose set featured "In The Midnight Hour" and "Land Of A Thousand Dances."

## Shadoe

Continued from Page 1

past four months. Even though Shadoe's audition stood out from the beginning, we took the time to listen to every tape that was sent to us. We're looking to give the show a shot in the arm that will bring it into the 1990s, and keep it as successful as it's been in the past."

Stevens is most widely known as a panelist on television's "Hollywood Squares." In the Southwest, he is perhaps better known as "Fred Rated," the wacky spokesman for the Federated electronics chain.

He is a programming veteran at KMET, KROQ, and KRLA/Los Angeles, as well as KIKX/Tucson. He was also air talent at those stations, plus WRKO/Boston. His most recent radio occupation was as a consultant to KROQ ten years ago.

Stevens, born Terry Ingstad, told R&R he expects no change in the program's format. "This show is already so well thought out. All the style and features that have been worked on over 18 years and all the people who currently work on it will be retained. I do expect my sense of humor to come through in my delivery, however."

Cuddy said Stevens's voice was anonymously tested with some affiliate PDs and received their approval. He said many of them specifically requested someone with a radio background.

ABC Radio Network President Aaron Daniels affirmed that the program's staff will be retained, including producer Elizabeth Rollins and consultants Don Bustany and Tom Rounds. He said Stevens's deal is for seven years.

## Ilberman

Continued from Page 1

Before his PolyGram tenure, Ilberman was GM of CBS Songs. He has also held senior positions with RCA, including VP/Business Affairs & International and Division VP/Creative Affairs.

## Hooker

Continued from Page 3

defected last fall to crosstown AOR WLZR. Since then 'QFM has slid 7.6-4.1, while 'LZR has risen to 5.8. Classic Hits WKLH posted a 5.9 in the tough rock radio race.

WQFM's difficult situation is exactly what lured Hooker to take the GM post. "Last year I completed a research project for NAB in which I collected key strategies and tactics used by turnaround radio stations," Hooker explained. "Since then I've been anxious to apply some of the strategies and test myself and some of my ideas. This is the perfect opportunity to do that while being able to maintain my consulting business. In addition, I think a good consultant needs to stop every once in a while and do what his clients do to get a reality check."

London told R&R, "I'm going to be PD of both stations for awhile, but 90 percent of my effort will be here. Scranton is running properly and I feel very confident in the staff out there — and they're only a phone call away. Out here there's a lot of work to get done, and it's got to get done quickly."

Both Hooker and London said the station's most immediate need is a permanent morning show. Former morning man John Millinder exited three weeks ago.

## Gauger

Continued from Page 3

WMMJ is currently using Drake-Chenault's "Evergreen" format. In addition to Gauger's live morning segment, the station will reportedly also schedule a live PM drive shift as it gradually shifts to an all-personality approach.

Gauger has been off the air for nearly a year because of a contract dispute with WMAL.

In the winter Arbitron, WMMJ posted a 0.9 12+; its 25-54 share was slightly higher.

## Heyward

Continued from Page 3

Heyward told R&R, "My ten-month tenure at Virgin is like a dream come true. After 12 years of corporate life, a small, creative madhouse is like a breath of fresh air.

"Phil, Jeff [Ayeroff], and Jordan [Harris] have allowed the R&B department to step out with all the necessary tools to get the job done. These things, combined with top-notch staff and the wonderful, diverse cast of characters that makes up the Virgin family, make our future success seem very sure."

While at RCA, Heyward held a number of promotion, marketing, and product management posts. She left the label as National Director/Black Music Promotion.

## Tanner

Continued from Page 1

VP/Sales and Asst. GM at the station this week (see story, Page 4).

WPOW VP/GM Greg Reed, who serves in the same capacity at WJHM, commented, "Adding 102 Jamz to the company gives us the opportunity to recognize the executive potential of Dave Donahue in Orlando and Bill Tanner in Miami. Both have proven track records, Dave in sales and Bill in programming and operations. With the help of these two I'll be able to divide my time between Miami and Orlando."

Tanner, who will also serve as Corporate Programmer at WJHM with that station's PDDuff Lindsey and consultant Jerry Clifton, said, "Building Power 96 into the dominant CHR in South Florida has been the most fun of my career. I really appreciate Greg's confidence in giving me additional management responsibilities, which I take very seriously."

A 30-year radio vet, Tanner's experience includes programming and morning duties at WHYI (Y-100)/Miami and serving as National PD for owner Heftel, and later as VP/Programming for Metroplex when that company acquired the station. He was PD/morning man at WASH/Washington from 1983-85, and held the same post at WHQT (Hot 105)/Miami from 1985-86.

Jaras, who joined WPOW's sales staff at the end of March and previously worked with Tanner at Y-100 from 1976-83, commented, "I'll be making Power 96 more promotionally oriented, since promotions were my forte at Y-100. We'll offer a lot more promotional opportunities.

"We have planned a Fourth of July beach concert for Hollywood Beach, at the mean point between Dade and Broward Counties. Historically we've done a lot of promotions in Dade, and we want to move further north to Broward promotionally."

Jaras was most recently Sr. Sales Exec at Y-100.

## Burnette Puts It In Writing



Billy Burnette, the newest member of Fleetwood Mac, recently signed a worldwide copublishing and administration deal with the Chrysalis Music Group. Shown are (l-r) manager Carla Berkowitz, Burnette, manager Russell Ziecker, and the label's Tom Sturges.



# Listen to what people are saying about Super Roving Radio.

"A great, great promotional and merchandising vehicle."

"Probably the best investment we have made."

"Provides fun and excitement right at the local level."

"Provides a great outreach for our air personalities. Allows them to become human to our listeners."

"It gets the job done. Heads turn, people stop and look and the on-air advertisers love it."

"Helps to set KGFJ apart from the competition in a cost efficient manner."

**Bill Shearer**  
Vice President/General Manager • KGFJ  
Los Angeles

"It draws a crowd no matter where it goes. The versatility of the *Super Roving Radio* is overwhelming. WFEA just drives up to a remote sight . . . plugs it in . . . and away you go. ON-THE-AIR!"

"Dan Guy, program director at WFEA, says he plans to have the *Super Roving Radio* at most every community oriented event in the Manchester area. *It's guaranteed to draw a crowd.* The business community is also extremely interested in it for live broadcasts. *We already have the Roving Radio booked solid every weekend for the next two months.*"

**Tom Holt**  
Operations Manager • WFEA  
Manchester, New Hampshire

"We did utilize it at the new Joe Robbie Stadium for a couple of the last Miami Dolphins games. We also used it at the Orange Bowl for the last 2 University of Miami games including the biggie Orange Bowl Classic in which our Hurricanes became #1."

"Since then, we have begun to use it as a sales tool with our personalities going out on remotes. It is going to be very helpful to get new sponsors."

"The WIOD *Super Roving Radio* was also in the University of Miami Football Team's Ticker Tape Parade through downtown Miami on January 22nd and we created quite a stir with it. When it is on the road from location to location, it is a moving advertisement."

"There are many different types of shows and exhibits in Miami and Ft. Lauderdale and we plan to have our WIOD *Super Roving Radio* be at as many as possible. Better visibility in our community means increased awareness and that means more listeners."

**Yolanda Parapar**  
Program Supervisor • WIOD  
Miami

"I was taken aback at the first sight of my Super Roving Radio! My sponsor was just as surprised as I was. The pictures just didn't prepare us for the sheer excitement generated by this huge *jam box*."

"Eye appeal, realism, excitement and sell ability . . . Super Roving Radio has it all!!!!"

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# BREATHE

## *"Hands to Heaven"*

*Produced by Bob Sargeant*

*Mixed by Chris Porter*

# *Breaker*

*From the album "All That Jazz" (SP 5162)*

CHR Chart Debut 40



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MIKE SHALETT

# VITAL SIGNS: MARKET RESEARCH

## Music Videos: Heard But Not Seen?

23% Use As Background Music Source, 19% As Commercial Substitute

Are videos, unlike a good child, being "heard and not seen"?

In a recent Street Pulse Group telephone survey, music consumers were asked if they watched video programming (i.e., "Night Tracks," "Friday Night Videos," MTV, VH-1, the Nashville Net-

work). If the answer was yes, did they 1) sit down and watch; 2) turn on video programming and let it play in the background; or 3) switch to video programming when a commercial ran during the show they were watching?

### Males Likely Zappers

Three-quarters of the sample said they watch music video programming. That figure averages 90% for those respondents 20 years old or younger. It remains at 75% for the 25-34 age segment. It's yes for six out of ten 35-44 consumers and 40% of the 45+ group.

Fifty-eight percent of these viewers said they usually sit and watch music video programming, while 23% said they usually use it as a background music source. The remaining 19% said they watch videos when commercials are shown on another show they're already watching.

The survey also shows male viewers are more likely to zap in to music video programming than their female counterparts. Women show a greater propensity for sitting down in front of the television and watching music vids. Responses from men and women were equally split when it came to the idea of turning on a video program but not actually watching it.

### 30-Minute Viewing Span

When broken into age clusters, two out of three younger consumers (those under 18) said they usually sit down and watch videos. That percentage holds strong until we reach the 21-24 year-olds, when it drops to slightly more than 50% - which, in turn, covers all the remaining age clusters.

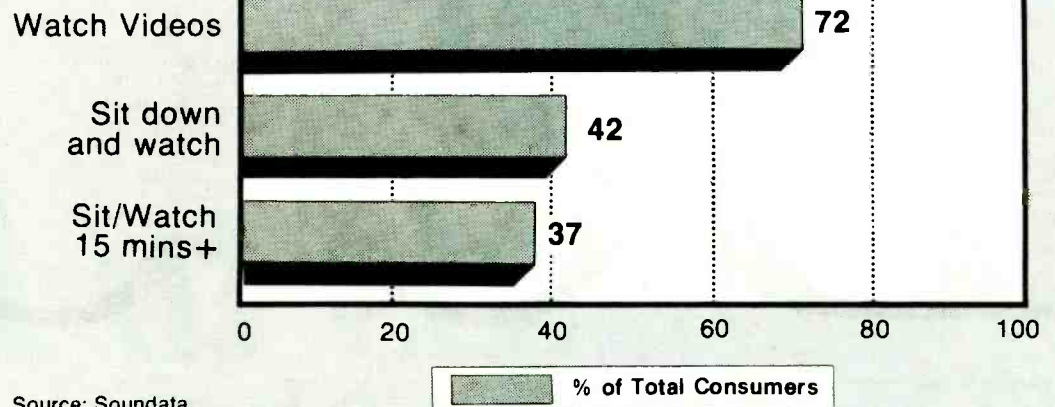
The number of people who flip on videos as a commercial substitute is a steady 20% across all age groups. One additional note: music video viewers in the Northeast break the rules when compared to

viewers in other regions. They show a much greater likelihood of either watching during commercial breaks or doing something else while the videos play.

Among those who watch music video programming, 66% said they watch for at least 30 minutes at a time; 23% watch between 15 and 29

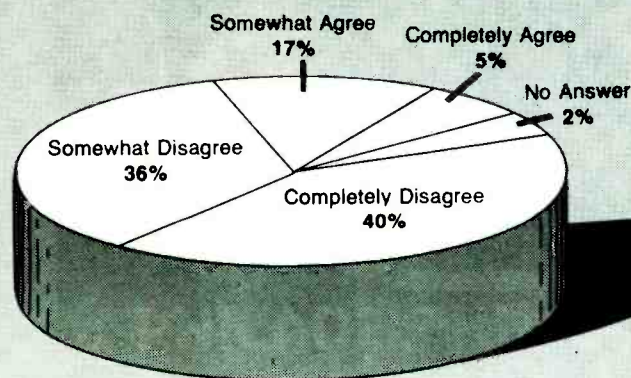
minutes. The end result: 88% of the respondents who sit and watch do so for at least a quarter of an hour each time they tune in. When all the data is compiled, we find that 37% of all music consumers polled sit and watch music videos - and do so for a significant amount of time.

### Music Video Viewership



Source: Soundata

### Will CDs Become Obsolete Soon? Consumers Asked To Agree/Disagree



Source: Soundata

### HERE TODAY, GONE TOMORROW?

## CD Technology Debate

Are consumers holding back on compact disc player purchases because they think the technology is going to become obsolete in the near future? Only one of five polled in January of this year think CD technology will become obsolete soon.

Confidence is strongest among respondents over 21 years, those with some college education, and those residing in the Western states. Consumers who are black, young, or live in the Southern region tend to be the least confident in the medium's future.

### Amount Paid For Pre-Recorded Music By Region

Region	Vinyl	Cassette	CD
Northeast	7.32	7.64	14.62
North Central	7.51	7.98	13.90
South	7.85	8.08	13.46
West	7.54	7.79	14.05

Source: Soundata

### Music Price Differentials

While albums and cassettes are less expensive in the Northeastern region of the US, consumers there can expect to pay more for CDs than they would in other parts of the country. Conversely, Southern consumers are paying the most for their albums and cassettes, compared to other regions.

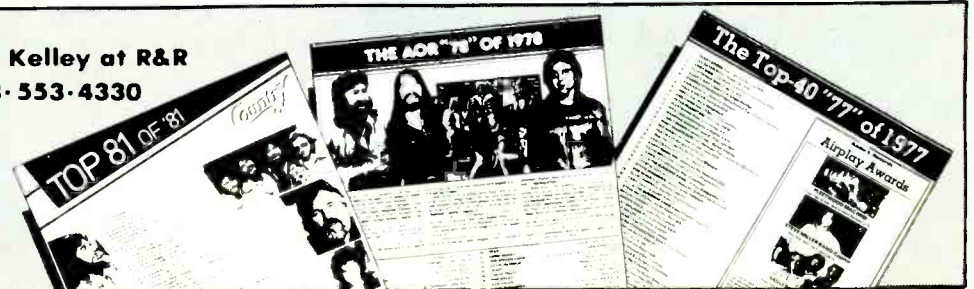
At the same time, Southern CD buyers are paying up to a dollar less than their Yankee counterparts. Buyers in the North Central area pay more for cassettes but lower-than-average prices for CDs. West Coast consumers are faced with prices that fall, for the most part, in the median range.

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KEN BARNES

## ON THE RECORDS

'87's RECORD PACE CONTINUED IN '88

# New Artists: Best First Quarter Yet

Last year more new artists hit Breaker than ever before, and the trend is alive and smokin' in 1988's first quarter. More new artists were broken than in any first quarter yet measured.

What with all the double-decade salutes and outright frivolities this column's been dabbling in, this first-quarter new artist survey is a bit overdue — in fact, in about six weeks it'll be time for the second quarter tally. But the tidings were good for record labels, as 35 artists broke (or, in Country, charted). The average first-quarter total was 29, and previous high was 33 in 1984.

But paced by Urban's 13 new artist Breakers (the highest total for a single format ever achieved in the first quarter) and AOR's startling 12 (which also broke the previous one-format first-quarter record), winter 1988 was a banner quarter. Here's a format-by-format look at new artists broken (as always, formats which first broke an artists get the sole credit).

## AOR Piles 'Em On

Balaam & The Angel  
John Brannen  
Church  
Jerry Harrison  
Kingdom Come  
Midnight Oil  
Joe Satriani  
Henry Lee Summer  
3

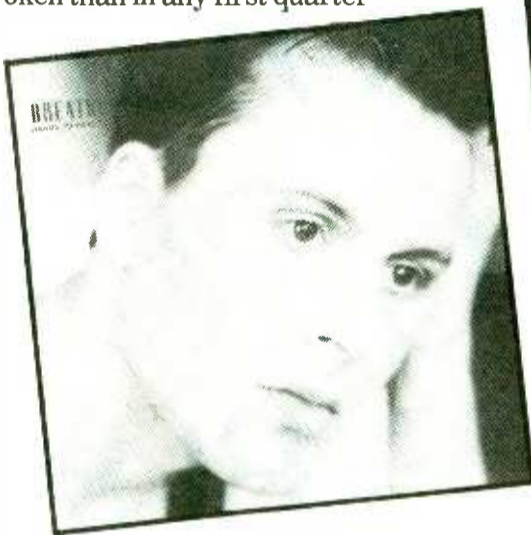
White Lion  
Danny Wilde  
Will & The Kill

Sparked by the week of February 12, when four new artists hit Breaker, AOR looked set to win the format championship until a late Urban surge edged it. Not only are the numbers here, however, but the variety is impressive as well. Besides Led Zep fans, mainstream rockers, and ELP descendants, AOR broke two Australian bands (Oil & Church), a Talking Heads sabbaticalist, a nouveau British band (Balaam), and a guitar instrumentalist (Satriani). Note also, three Biblically-oriented names among the 12.

## CHR: Off A Little

Rick Astley  
Johnny Hates Jazz  
Scarlett & Black  
So  
Patrick Swayze (tie w/AC)

CHR had a low total, as seems to be more and more the case. It's



AC had breathing room this quarter

probably because other formats like AOR and Urban, where many of CHR's hits originate, are breaking a wider range of new artists, so there are fewer "pure" CHR artists for the format to break. Most of these, at least off this quarter's evidence, seem to be British pop

acts — the top four on the above list, for instance — that are too light-textured or synth-oriented for AOR and a little too white-bre(a)d for Urban tastes.

## AC: More Versatile

Breathe  
Dan Siegel  
Patrick Swayze (tie w/CHR)  
View From The Hill



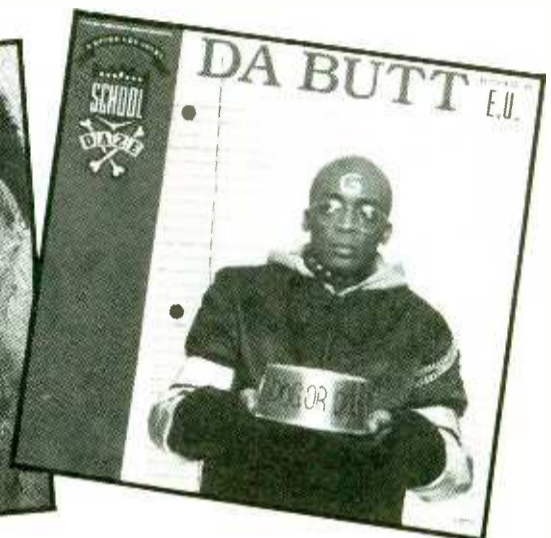
Johnny Hates Jazz shattered CHR playlists



A new label altered the Church's fortunes



The McCarters keep up Country's family tradition



E.U. finally hit a spike and rebutted doomsaying critics

Four artists broken may not seem like much, but consider that AC's first-quarter average the last five years is 1.6 artists and you can see the format's becoming more adventurous. (What good does breaking six-tenths of an artist do anyway?) This quarter's selection includes the "Dirty Dancing" actor (tied with CHR), a jazz veteran (Siegel), and two UK acts, one white (Breathe) and one black. Swayze of course went on to become a big pop hit, and Breathe finally seems to be kicking in CHR.

## Country: Slow Starter

Skip Ewing  
McCarters

Country is usually a bit more receptive to new artists in the first quarter, but not this time. Skip and the three McCarters were the only newcomers to chart, as the format struggles to assimilate the massive onrush of new artists who've materialized over the last couple of years. It's a radical changing of the guard for the entire artist spectrum, and we may be in the midst of a temporary lull in brand-new artists while the sophomores gain more acceptance.

## Urban: The Onslaught Continues

Brownmark  
Heavy D & The Boyz  
Da'krash  
E.U.  
Fit  
Hindsight  
Paul Johnson  
Rodney Saulsberry  
Skwares  
Street Fare  
Suave  
Al B. Sure!  
Mico Wave

Urban seems to be setting new records for new artists broken every quarter, and this one's no exception: no format had ever broken more than 11 artists in the first quarter before. The baker's dozen for '88 includes two British acts (Hindsight and Johnson), a long-awaited breakthrough for Washington go-go staples E.U., one rap act (Heavy D.), a couple of Minneapolis sound spinoffs (ex-Prince band member Brownmark and Jesse Johnson proteges Da'krash), and a few smooth singers as well.

Hang in there to see if the second quarter keeps up the torrid new artist-breaking pace.

## ARTIST TO PRESIDENT

# Valentine's Day At Epic

Down near the end of the R&R story on Tommy Mottola's long-anticipated appointment as CBS Records Division President, the article's anonymous author (who I can now exclusively reveal was Adam White. Alert the media) mentioned that Mottola had been a recording artist under the name T.D. Valentine.

I immediately rushed to the garage which serves as my record archives (it's only inconvenient when the owners want to park cars in it) and discovered that, adding a bit of irony, Valentine recorded two singles for CBS — the Epic branch, to be precise.

His debut, released around mid-1969, was a pop cover of a Johnny Darrell country hit from late '68 called "Woman Without Love." The flip was a rock cover of



Tommy Mottola's metal mania was ahead of its time

the proto-heavy metallic freeform staple by Spooky Tooth, "Evil Woman." For his follow-up, Valentine went for an Al Kooper song called "Love Trap," with the flip cowritten by producer Sandy Linzer (co-writer/producer of the Toys' "Lover's Concerto," among others), "Allison Took Me Away."

Soon after that, Epic took away his recording contract, but T.D. Valentine went on to success as a manager, and even an odd sort of fame from being namedropped in Dr. Buzzard's Original Savannah Band's "Cherchez La Femme." Pictured accompanying these words is his first single, as sort of a belated Valentine to Tommy Mottola.



*Featuring*

# • BILLY • IDOL

The enormous talents of Billy Idol take center stage for the next edition of the Westwood One Radio Networks' *Superstar Concert Series*. Join host Charlie Kendall the weekend of May 27, when the spotlight falls on 90 exclusive and explosive musical minutes, featuring Billy's signature classics like "Dancing With Myself", "Rebel Yell" and "White Wedding"; as well as a generous sampling of hits from the platinum "Vital Idol" Lp, including "To Be A Lover" and the number one smash, "Mony Mony".

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**WESTWOOD ONE RADIO NETWORKS**

# VAN HALEN

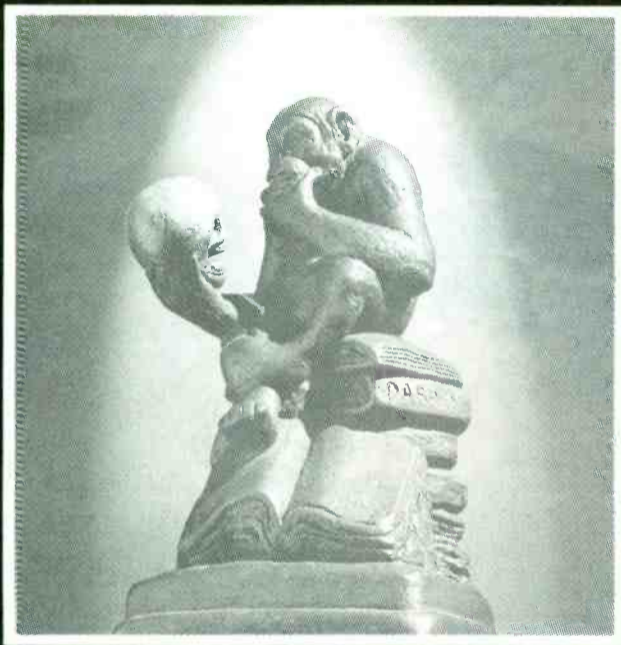
## "BLACK AND BLUE"

Written and Performed by:

EDDIE  
ALEX  
SAMMY  
MIKE

Recorded by

DONN LANDEE



### NEW & ACTIVE

#### 3RD "MOST ACTIVE"

- |             |             |
|-------------|-------------|
| B94 30-27   | WRVQ deb 27 |
| KEGL 32-25  | WKZL add    |
| Y95 28-24   | WDTX deb 25 |
| Z95 add 30  | KAKS 30-24  |
| WMMS 32-25  | Q101 add    |
| KCPX deb 35 | KIXY 30-22  |
| KPLZ deb 35 | WBWB add    |
| K104 26-16  | WCIL 32-23  |
| WKEE add    | Y94 27-24   |
| WRCK add    | WKFR add 30 |
| WKQB add    | KYYA deb 28 |
| WBCY add    | KUUB 29-22  |
| WROQ add    | KTRS deb 29 |
| WZYP 38-29  | KOZE 33-27  |
| WAPE 30-25  | KZFN 40-31  |
| WOKI 36-29  | OK95 33-21  |
| KKYK deb 26 |             |

#### TRACK 3

From The New Album

OU812



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## MUSIC DATEBOOK

PAUL COLBERT

### In Bed With Tom, Dick & John & Yoko

#### MONDAY, MAY 30

1954/"Jukebox Jury" debuts on **CBS Radio** as a summer replacement for "The Jack Benny Show" and "Amos 'n' Andy."  
1968/The **Beatles** head into the studio to record the "White Album."  
1971/36 unsuspecting **Grateful Dead** fans ingest LSD-laced apple juice. Some band members are accused of the deed, but none are charged.  
1980/Massive mammal moves multiple millions — "Mickey Mouse Disco" goes platinum.  
1987/**Adam Horowitz** of the **Beastie Boys** is arrested for throwing a can of beer into a Liverpool audience and striking a 20-year old woman. Also, **WXP/Davenport** sends \$27.5 million in Monopoly money to **Jerry Falwell**, packed with two "Go To Jail" cards to help cover the **PTL**'s debts.  
Born: **Wynonna Judd** 1964

#### TUESDAY, MAY 31

1961/**Chuck Berry** cuts the ribbon on Berry Park amusement park in Wentzville, MO.  
1969/On the final weekend of their second "Bed-in for peace," **John & Yoko** record "Give Peace A Chance" with **Tom & Dick Smothers** among the background voices.  
1976/Even Tommy could hear them — The **Who** play a gig at the Charlton Athletic Grounds in England that measures 120 decibels, putting them into the *Guinness Book of World Records*.  
1984/What next, **Julio & Stevie Wonder**? — "To All The Girls I've Loved Before" goes gold for **Julio Iglesias & Willie Nelson**.  
Born: **Corey Hart** 1962, **Johnny Paycheck** 1941, the late **John Bonham** 1948

#### WEDNESDAY, JUNE 1

1964/The **Rolling Stones** arrive at JFK airport in New York to start their first US tour. Initial date is at the Manning Bowl, a high school stadium in Lynn, MA.  
1967/**EMI** officially releases "Sgt. Pepper's Lonely Hearts Club Band" in UK. US release is two days later.  
1971/**Elvis Presley**'s birthplace, a two-room home in Tupelo, MS, is opened to the public.  
1973/"Live And Let Die" opens with a title song by **Wings** and musical score by **George Martin**.  
1975/**Ron Wood** celebrates his 28th birthday by making his debut as a Rolling Stone in Baton Rouge, LA.  
1987/Capitol celebrates 20 years of "Sgt. Pepper" with the release of CD version. Also, **Bette Midler**, **Barry Manilow**, **Manhattan Transfer**, and **Melissa Manchester** hold a benefit at the Wadsworth Theatre for their cancer-stricken mentor **William Hennessey**.  
Born: **Ron Wood** 1947, **Jesse Johnson** 1962, **Pat Boone** 1934, **Mike Levine (Triumph)** 1951



Wynonna Judd, Jesse Johnson, Deniece Williams, Charlie Watts

#### THURSDAY, JUNE 2

1961/Two New Jersey men are convicted of bootlegging and sentenced to a year in jail. This is the first successful bootlegging conviction.  
1962/**Island Records** releases its first single, "Twist Baby" by bluebeat/ska singer **Owen Gray**.  
1979/**Southside Johnny & the Asbury Jukes** play at the wedding reception of **WMMS**'s **Kid Leo**.  
1986/Bet he couldn't do it now, unless he cried — Although chain officials deny it, **Jimmy Swaggart** pressures Wal-Mart discount chain to remove 36 magazines, including *Rolling Stone*.  
Born: **Charlie Watts** 1941, **Chubby Tavares** 1950, **Charles Miller (War)** 1939

#### FRIDAY, JUNE 3

1957/The **Isley Brothers** release their first single, "Angels Cried," on **Teenage Records**.  
1970/What a patriot! — During a UK tour, the **Kinks**' **Ray Davies** flies from London to New York and back to change one word on "Lola" to comply with the **BBC**'s ban on brand names in songs. "Coca-cola" becomes "cherry-cola."  
1972/**Stevie Wonder** opens for the **Stones**' "Exile On Main Street" tour in Vancouver, BC.  
1987/**George Michael**'s newly-released "I Want Your Sex" is banned by the **BBC** and numerous US radio stations. **MTV** returns video to **Columbia** for editing. Michael responds, "... It's a song about love, not lust." Also, **Europe**'s **Joey Tempest** is fined 16k for not reporting for the draft in his homeland Sweden.  
Born: **Deniece Williams** 1951, **Curtis Mayfield** 1942, **Dan Hill** 1954, **Ian Hunter** 1946

#### SATURDAY, JUNE 4

1942/**Glenn Wallichs** launches **Capitol Records**. Initiates practice of sending influential DJs new record releases.  
1967/The **Monkees** win an Emmy Award for "Outstanding Comedy Series." They proudly display their statue next to Mr. Schneider.  
1973/**Murray Wilson**, father and manager of the **Beach Boys**, dies of a heart attack at age 55.  
1975/The **Stones** become the first Western rock act to receive record royalties from the USSR.  
1987/The first **Amnesty International** show is held at the Cow Palace in San Francisco. Headlining are **Sting**, **Bryan Adams**, **U2**, and **Peter Gabriel**. Also, *Rolling Stone* celebrates its 20th Anniversary.  
Born: **Brian O'Neal (Bus Boys)** 1956, **Gordon Waller (Peter &)** 1945

#### SUNDAY, JUNE 5

1954/In a "money-saving" move, several record companies adopt the seven-inch single as an industry standard.  
1968/**Robert F. Kennedy** is assassinated in Los Angeles. **Stephen Stills** writes "Long Time Gone" and the **Stones** insert a reference to the killing into "Sympathy For The Devil," which they record the next day.  
1971/**Grand Funk Railroad** sells out NY's Shea Stadium at a pace that breaks the **Beatles**' record.  
1977/**Alice Cooper**'s pet boa constrictor is mortally bitten by a rat it was being fed for breakfast. Cooper holds a public audition in Century City, CA to find a replacement.  
Born: **Don Reid (Statler Brothers)** 1945



# MUSIC



## Winwood Still Rolls With It

**S**TEVE WINWOOD spent most of his 40th birthday en route to Montreux, giving the final performance of the Swiss rock festival on Saturday night. Speaking there about his new LP, "Roll With It," Winwood said it's more deeply rooted in the '60s than "Back In The High Life," largely due to his involvement with the Nashville Horns and a number of Nashville musicians. It took him only four months to put the album together, recording it

with co-producer Tom Lord Alge in Dublin and Toronto. Will Jennings worked with him on the lyrics, and he also got together with his old Traffic writing partner JIM CAPALDI for a song. The new tracks are: "Roll With It," "Put On Your Dancing Shoes," "Holding On," "One More Morning," "Shining Song," "Hearts Of Fire," "The Morning Side," and "Don't You Know What The Night Can Do."



### Fickle Finger Awards

Speaking of the Montreux festival, Rock Over London would like to make the following awards to some of the artists appearing there: "Most Photographed" — PUBLIC ENEMY; "Most Elusive" — STING; "Best Comedians" — CROWDED HOUSE; "Best CHUCK BERRY Story" — BUN E. CARLOS of CHEAP TRICK; "Friendliest Chaps" — DANNY WILSON and CLARK DATCHLER of JOHNNY HATES JAZZ.

The MOODY BLUES' massive world tour commences in the US on



The Moody Blues were shocked to discover Timothy Leary alive in L.A. (and pitching for the Dodgers)

July 27, continuing through September 9. After a three-week break, they'll then recommence in the US and Canada between October 1 and November 1. European dates are provisionally set for November and December, but may well stretch into 1989.



Steve Winwood is a man, yes he am



### A Bob Of All Trades

ROBERT PALMER's new "Heavy Nova" LP will certainly confound those who like to pigeonhole, as it once again demonstrates Palmer's musical versatility. With special guests such as the Band's GARTH HUDSON and RICK DANKO, Palmer signs everything from pop to rock 'n' roll to cajun flavorings (with yodelling) to a touch of torch song crooning, not to mention two soul cover versions, including the GAP BAND's "Early In The Morning" and JERMAINE JACKSON's "Tell Me I'm Not Dreaming."

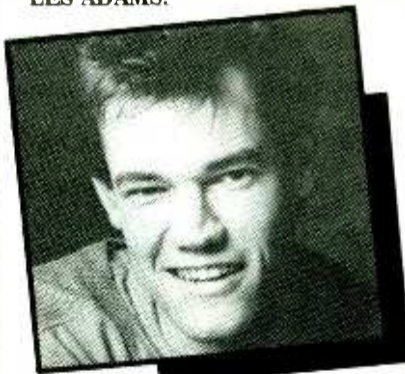


### More New Releases

ELTON JOHN's first single from his upcoming "Reg Strike Back" LP is the CHRIS THOMAS-produced "I Don't Want To Go On With You Like That." Lyrics are courtesy of BERNIE TAUPIN, of course . . . UK-based singer/guitarist/songwriter/producer JONATHAN BUTLER has a new single out this week on Jive called "Overflowing." He starts work on his next LP at the end of the month . . . "Forty Years" is the new single by PAUL HARDCASTLE . . . New from WISHBONE ASH is the 45, "In The Skin."

### "They're Altogether Gruesome . . ."

The ADDAMS FAMILY has entered the British Top 40 . . . at least a sample of the theme tune from the classic TV show, featuring LURCH and company, is featured on the dance crossover hit "Check This Out" by L.A. MIX. The group is the studio brainchild of club jock LES ADAMS.



Randy Travis: a country bloke.

It's been many years since an out-and-out country record made it into the higher reaches of the UK chart — lack of airplay tends to hurt most of them — but RANDY TRAVIS is making healthy moves with "Forever And Ever, Amen," despite the apathy of national Radio One.

ROGER DALTRY has been added to the lineup of the "Action Against AIDS Party II" event at Wembley Arena on May 29. He'll sing solo, as well as perform a number of Who classics with JOHN ENTWISTLE's group.

"Rock Over London" news is a service of Rock Over London Ltd., who can be reached at Globe Theatre, Shaftesbury Ave., London W1V 7HD; phone 01-437-7122.

## Compact Data

### Atlantic Has Money, Honey For Its R&B Artists

As Atlantic Records celebrates its 40th anniversary, the label is making efforts to settle royalty disputes with many of its early legendary R&B artists.

The label, along with parent Warner Communications, will recalculate the royalty status of 35 artists, including Ruth Brown, Wilson Pickett, Sam & Dave, the Coasters, the Drifters, Otis Redding, LaVern Baker, Solomon Burke, Chuck Willis, and Big Joe Turner. In many cases, this will involve erasing disputed money owed to Atlantic by the artists (Sam & Dave reportedly owed \$107,000 to the label at one point).

In addition to the Atlantic Records Foundation, which has already sent out approximately \$250,000 in back royalties to artists, Atlantic has also agreed to donate a minimum of \$1.5-\$2 million to the creation of a Rhythm & Blues Foundation which will distribute yearly grants to R&B artists in need. The foundation is being spearheaded by Howell Begle, a Washington, DC-based attorney who represents many of the artists on a pro bono basis.

Chairing the latter foundation is former Blues Brother Dan Aykroyd, along with his late partner John Belushi's widow, Judy. Accepting positions on the board of directors are Atlantic Records founder Ahmet Ertegun; US Rep. (and former head of the Congressional Black Caucus) Mickey Leland; Warner Bros. executive Tom Draper; rock critic Dave Marsh; singer Bonnie Raitt; manager Joyce McRae; and songwriter Doc Pomus.

### Short Cuts

• BOB DYLAN's long-awaited "Down In The Groove" LP will be released by Columbia on May 30. Some of Zimmy's new songs include "Let's Stick Together," "Sally Sue Brown" (featuring former CLASH bassist PAUL SIMONON), and "Had A Dream About You, Baby," with both RON WOOD and ERIC CLAPTON on guitars. JERRY GARCIA, BOB WEIR, and BRENT MYDLAND of the GRATEFUL DEAD also make guest appearances. Meanwhile, Dylan has teamed with U2 and producer JIMMY IOVINE for at least one song on the Irish band's upcoming concert/sound-

• CBS Special Products, a division of CBS Records, has agreed to buy the Doctor Jazz catalog from the Teresa Gramophone Co., along with certain Signature and other masters owned by industry veteran BOB THIELE. Under the agreement, Thiele will serve as A&R consultant to the company. The masters acquired include work by COUNT BASIE, DUKE ELLINGTON, LONNIE LISTON SMITH, BENNY GOODMAN, and TERESA BREWER.

• On the eve of their tenth anniversary together, HUEY LEWIS & THE NEWS have completed their fifth Chrysalis LP, "Small World." The LP, which features nine new tracks, is set for a July release; the first single, "Perfect World," is due in early June. Guest artists include BRUCE HORNSBY, TOWER OF POWER, and STAN GETZ.

• In conjunction with the release of TOWER OF POWER's new "Credit" single from the "Power" LP, Cypress Records is sending inflatable "Blow Hard" saxophones to radio stations throughout the US for a promotional contest. The rules call for photos of the various station staffs creatively utilizing the sax and their station logo. The first place winner will receive a high performance Luxman CD player with the entire Cypress CD catalog. Second through fifth place winners will receive the CD catalog. All entries must be received by June 1. For more info, call SCOT FINCK at (213) 465-2711.

• Also in the promotional vein, Virgin is issuing stamps — the same stamps that are found on the cover of the new CAMPER VAN BEETHOVEN LP, "Our Beloved Revolutionary Sweetheart." Virgin also plans to send out drink coasters featuring the new LP's inner label, which is the original ROGER DEAN-designed Virgin logo.

• Speaking of stamps, ELVIS PRESLEY could soon be gracing a US postage stamp if new Postmaster General ANTHONY FRANK has his way. In a recent interview, Frank said an Elvis stamp would be a big hit. "It would get a lot of different people interested in stamps."

• With Elvis's "Always On My Mind" a big hit for the PET SHOP BOYS, EMI-Manhattan is now shipping a bonus three-song record, cassette, or CD with the "Actually" LP. "Heart," already a number one hit in England, will be the Boys' next American single. The duo also debuted their film "It Couldn't Happen Here" last week at the Cannes Film Festival.

• Also making its debut at the Cannes Festival was "Big Time," the film TOM WAITS shot last year during his tour for the "Frank's Wild Years" LP.

• The two new members of KOOL AND THE GANG will make their recording debut on three songs the group is recording for their upcoming "Greatest Hits" release. GARY BROWN and BILLY CLIFF have replaced JAMES "J.T." TAYLOR, who left the group to pursue a solo career.

• "Duets," ROB WASSERMAN's new MCA LP, features the jazz bassist collaborating with some unique partners — including AARON NEVILLE, RICKIE LEE JONES, JENNIFER WARNES, BOBBY McFERRIN, STEPHANE GRAPPELLI, and LOU REED. The VELVET UNDERGROUND founder joins Wasserman for a new version of the FRANK SINATRA chestnut "One For My Baby (And One More For The Road)."

## POLLSTAR

### CONCERT PULSE

Pos. Artist	Avg. Gross (in 000s)
1 BRUCE SPRINGSTEEN	\$725.6
2 GRATEFUL DEAD	\$640.9
3 J.C. MELLENCAMP	\$280.6
4 DEF LEPPARD	\$209.0
5 WHITESNAKE	\$204.2
6 STING	\$189.8
7 INXS	\$186.9
8 RUSH	\$185.2
9 EARTH, WIND & FIRE	\$184.0
10 DAVID LEE ROTH	\$176.1
11 AEROSMITH	\$163.5
12 HANK WILLIAMS JR.	\$150.2
13 GEORGE STRAIT	\$142.6
14 ALABAMA	\$130.0
15 YES	\$126.1
16 G. THOROGOOD	\$122.9
17 KISS	\$77.7
18 DIO	\$77.4
19 ALICE COOPER	\$73.7
20 TIFFANY	\$71.7

### New Tours

Among this week's new tours:

BRYAN ADAMS  
JOHNNY CASH  
CHICAGO  
CHURCH  
DEBBIE GIBSON  
GLASS TIGER  
WYNTON MARSALIS  
RASCALS  
REO SPEEDWAGON  
BOZ SCAGGS

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.

# NETWORK FEATURE FILE

EDITED BY RON RODRIGUES

## MUSIC FEATURES

### WEEKLY

May 23 - May 29

<b>American Dance Traxx</b> (WO) Pretty Poison/OMD/Hall & Oates	<b>Motor City Beat</b> (USP) Temptations	<b>Super Gold</b> (TS) Juke box Saturday night/Little bit of soul
<b>American Top 40</b> (ABC) Glass Tiger/Prince/Times Two/Jets/ T.T. D'Arby/LDDs: S. Wonder/Loverboy	<b>National Music Survey</b> (WO) Sergio Mendes	<b>Superstar Concert Series</b> (WO) Billy Idol
<b>Lee Arnold On A Country Road</b> (WO) Reba McEntire/K.D. Lang	<b>Off The Record Special</b> (WO) Talking Heads	<b>Top 30 USA</b> (CBS) Protest songs: Barry McGuire/ Rolling Stones/Beatles
<b>Backtrack</b> (WO) Sex	<b>On The Move</b> (CBS) Alexander O'Neal/Toni! Toni! Tone!	<b>Weekly Country Music Countdown</b> (USP) Michael Martin Murphey
<b>Dick Bartley's Rock &amp; Roll Oldies Show</b> (WO) Fifth Dimension	<b>On The Radio</b> (ON) Jets	
<b>Dick Clark's Rock, Roll &amp; Remember</b> (USP) Neil Sedaka	<b>Party America</b> (CP) Rick Astley/Samantha Fox/Nu Shooz/ Mario Van Peebles/Pet Shop Boys/	
<b>Classic Call</b> (PRN) Best of . . .	<b>Plain Rap Countdown</b> (PRN) AC: George Harrison/Billy Vera CHR: Pet Shop Boys/Rick Astley Urban: Al B. Sure/Pretty Poison	
<b>Classic Cuts</b> (MJI) Peter Wolf	<b>Pop Concerts/Star Trak Profiles</b> (WO) Billy Ocean	
<b>The Countdown</b> (WO) Co-host: Johnny Kemp	<b>Powercuts</b> (GSN/ABC) Scorpions/Rod Stewart	
<b>Countdown America with Dick Clark</b> (US) James Taylor	<b>Reelin' In The Years</b> (GSN/ABC) Procol Harum/Band	
<b>Countdown USA</b> (WO) Countdown of 40 top groups of '80s	<b>Rock &amp; Roll Never Forgets</b> (WO) Bad Company/Alice Cooper/Paul McCartney & Wings/Peter Gabriel	
<b>Country Calendar Weekly Special</b> (CW) Rosanne Cash/J.P. Pennington/ M.M. Murphey/J. Newton/H. Williams Jr.	<b>Rock Chronicles</b> (WO) Scorpions/David Lee Roth/Jerry Harrison/ Icehouse/Johnny Hates Jazz	
<b>Countryline USA</b> (JPB) Desert Rose Band/Vince Gill	<b>Rock Over London</b> (WO) Climie Fisher's Rob Fisher	
<b>Country Music's Top 10</b> (JPB) Lynn Anderson	<b>Rock Today</b> (MJI) INXS	
<b>Country Report Countdown</b> (WRN) B.J. Thomas/Oak Ridge Boys/R. Clark/ M. Bandy	<b>Rock Watch</b> (USP) Yes	
<b>Country Today</b> (MJI) Rosanne Cash	<b>Rockline</b> (GSN/ABC) Van Halen	
<b>Cruisin' America with Cousin Bruce</b> (CBS) British Invasion: Elton John/Billy J. Kramer	<b>Romancin' The Oldies</b> (TS) Greatest songs from Summertime's past	
<b>Rick Dees Weekly Top 40</b> (DIR) Pet Shop Boys	<b>Scott Shannon's Rockin' America Countdown</b> (WO) Debbie Gibson/Gloria Estefan/Cher	
<b>Direct Hits</b> (MJI) Pet Shop Boys	<b>Sittin' In</b> (WRN) Eddie Rabbitt	
<b>Dr. Demento</b> (WO) Acapella craziness with The Bobs	<b>Solid Gold Saturday Night</b> (US) Beach Boys	
<b>Encore With Jim Lange</b> (WO) 1936: Fred Astaire	<b>Special Edition</b> (WO) Stacy Lattisaw	
<b>FM</b> (PRN) Heart	<b>Star Beat</b> (MJI) Howard Hewett	
<b>Fusion 40</b> (TP) Frank Potenza/John Scofield/Rippingtons/ Tim Heintz/Ricardo Silveira		
<b>Future Hits</b> (WO) Chicago		
<b>Great Sounds</b> (USP) Tribute to Woody Herman		
<b>Hitline USA</b> (JPB) Whitesnake		
<b>Hot Rocks</b> (USP) Hall & Oates story		
<b>In Concert</b> (WO) Pink Floyd		
<b>Jazz Show w/David Sanborn</b> (WO) David Grisman		
<b>Jazz Trax with Art Good</b> (JT) Yutaka		
<b>John Lander's Hit Music USA</b> (USP) Bruce Springsteen/Barbara Walters		
<b>Legends Of Rock</b> (WO) Genesis (Part I)		
<b>Let The Good Times Roll</b> (GSN/ABC) Turtles live		
<b>Live From Gilley's</b> (WO) Rosanne Cash		
<b>Live From The '60s</b> (PRN) Four Tops/Byrds/Beatles		
<b>Lost Lennon Tapes</b> (WO) John at art school/"Rock Island Line"/ Poetry corner/Sean Ono Lennon on record		
<b>Metalshop</b> (MJI) Van Halen		

### DAILY

May 30 - June 3

<b>British Wax Museum</b> (WO) Dave Mason/Led Zeppelin/Beatles/Genesis/ Jethro Tull	<b>Country Calendar</b> (CW) D. Yoakam/T. Graham Brown/Sweethearts Of Rodeo/T. Malchuk/A. Murray/M. Tillis	<b>Country Comments</b> (WO) W. Jennings/L. Greenwood/Bellamy Brothers/ Exile/K. Whitley/R. Van Shelton
<b>Country Report with Chris Lane</b> (WRN) Dwight Yoakam	<b>Country Report with Chris Lane</b> (WRN) Dwight Yoakam	<b>Country Report with Chris Lane</b> (WRN) Dwight Yoakam
<b>Rick Dees American Music Magazine</b> (US) Terence Trent D'Arby/OMD/Richard Marx/ Pretty Poison/Atlantic Starr	<b>Earth News</b> (WO) Larry King/10,000 Maniacs/ Robbie Robertson	<b>Off The Record</b> (WO) Sting/Joe Cocker/Smithereens
<b>Rock &amp; Roll Never Forgets</b> (WO) Rolling Stones/Led Zeppelin	<b>Shootin' The Breeze</b> (WO) Teena Marie/Junior/Shanice Wilson	<b>Solid Gold Country</b> (USP) Rosanne Cash birthday/This week in 1974
<b>Solid Gold Saturday Night</b> (US) Beach Boys	<b>Solid Gold Scrapbook</b> (US) Atlanta Pop/Drifters salute	<b>Star Trak</b> (WO) Samantha Fox/DeeDee/OMD



**JOCULAR REUNION** — Three legendary personalities were on hand at the NAB Convention in Las Vegas. Reminiscing at a CBS Radio reception were (l-r) ex-WABC/New York PD Rick Sklar, former WABC DJ Cousin Bruce Morrow, and legendary WMEX/Boston personality Arnie "Woo Woo" Ginsburg.

## NINE-HOUR RE-CREATION

# Radio Remembers Monterey Pop

Although I'm a former resident of Monterey, I'm still amazed at how well this small, conservative town logistically and politically welcomed more than 100,000 rock and roll fans for the three-day Monterey Pop Music Festival in June 1967. The festival helped spawn the idea of using commercial rock music and its artists for social purposes: profits from this three-day event funded the start-ups of the Free Clinics in San Francisco and Los Angeles.

"American Top 40" co-creator and current Radio Express President Tom Rounds has converted the eight-track Wally Heider recordings of the festival into a nine-hour, three-day radio re-creation of the event, which will be heard nationally on July 4th weekend.

Said Rounds, "We're only using a portion of the material that's available, so it won't be a 'real-time' re-creation. But it's certain to capture the mood and spirit of the festival." Original Monterey Pop co-director Lou Adler supervised the digital remix of the music. Although the D.A. Pennebaker film "Monterey Pop" used mono mix-downs of these tapes, this will be the first time that many of these songs will be heard in stereo or at all since the concert itself.



Janis Joplin at Monterey Pop, June 1967

Additionally, many of the festival's participants and notable attendees will recall their memories of the event and add a current perspective. They include David Crosby, Harry Dean Stanton, and Dennis Hopper.

A portion of the advertising proceeds from the radio show will benefit a \$2.5 million construction project for the L.A. Free Clinic, which is celebrating its 20th anniversary.

For more information about Monterey Pop, call Radio Express at (213) 850-1003.

## Monterey Pop Lineup

Friday, June 16:

The Association  
Lou Rawls  
Johnny Rivers  
Eric Burdon And The Animals  
Simon & Garfunkel

Saturday Afternoon, June 17:

Canned Heat  
Big Brother & The Holding Company w/Janis Joplin  
Country Joe & The Fish  
Al Kooper  
Paul Butterfield Blues Band  
Quicksilver Messenger Service  
Steve Miller Band  
Mike Bloomfield's Electric Flag

Saturday Evening, June 17:

Moby Grape  
Hugh Masekela  
The Byrds  
Paul Butterfield Blues Band  
Laura Nyro  
Jefferson Airplane  
Booker T. And The MG's  
w/Bar-Kays  
Otis Redding

Sunday, June 18:

Ravi Shankar  
Big Brother & The Holding Company w/Janis Joplin  
Who  
Buffalo Springfield  
Grateful Dead  
Jimi Hendrix  
Scott McKenzie  
Mamas And Papas

## NETWORKS/ PROGRAM SUPPLIERS

ABC — ABC Radio (212) 887-7777
ASR — All Star Radio (213) 850-1169
BBS — Bailey Broadcasting Services (213) 969-0011
CBS — CBS Radio (212) 975-4321
CMS — Charles Michelson & Sons (800) 648-4546
CP — Cutler Productions (213) 478-2166
CW — Clayton Webster (314) 725-5070
DCA — DC Audio (202) 638-4222
DD — Dorsey & Donnelly (214) 631-7934
DIR — DIR Broadcasting (212) 371-6850
GSN — Global Satellite Net (818) 906-1888
JT — Art Good's Jazz Trax (619) 233-9228
JBI — Jameson Broadcast (202) 328-3283
JPB — James Paul Brown Entertainment (800) 345-2354
MA — MediaAmerica Radio (212) 983-6600
MJI — MJI Broadcasting (212) 245-5010
OHR — Off Hour Rockers (516) 628-1490
ON — On The Radio Broadcasting (213) 306-8009
PM — ProMedia (212) 585-9400
PIA — Public Interest Affiliates (312) 943-8888
PRN — Premiere Radio Network (213) 467-2346
REMN — REMN Communications (212) 302-9120
RRC — Real Radio Company (818) 795-4900
SC — Starstream Communications (713) 781-0781
SYN — Syndicom (415) 386-1781
TP — Teleprograms (213) 854-4475
TS — Transtar (213) 460-6383
US, USP — United Stations (212) 575-6100
WO — Westwood One Companies (213) 204-5000
WRN — Weedeck Radio (800) 548-7474



**BASEBALL BANTER** — Former National League All-Star player Gary Matthews has begun hosting Sheridan Broadcasting's "Major League Baseball Notebook." Pictured (l-r) are Sheridan Chairman Ronald Davenport and Matthews.

"I DON'T WANNA LIVE WITHOUT YOUR LOVE"

# Chicago

THE NEW SINGLE • PRODUCED BY RON NEVISON • FROM THE FORTHCOMING ALBUM 19

Direction: Howard Kaufman Front Line Management



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JOEL DENVER

## CONTEMPORARY HIT RADIO

### LEAD MARKET WITH 19.3 SHARE

# KRQ: High On Success

PD Clarke Ingram joined KRQ/Tucson from CHR sister KZZP/Phoenix in October 1987, a third of the way through the fall Arbitron. At that time, KRQ jumped 11.2-15.8 for the market lead. Now, in the just-released winter '88 sweep, KRQ brought home a 19.3 — an alltime high.

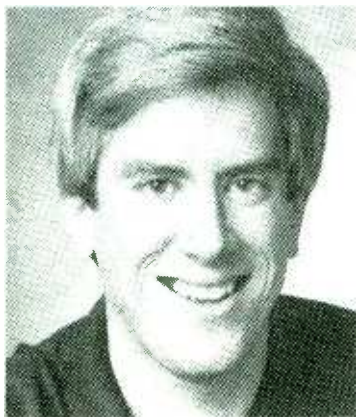
Ingram's programming background includes nearly three years as OM/Asst. PD/night man at KZZP, two years at B94 (WBZZ)/Pittsburgh, and five years at 'BZZ rival 96KX. Discussing the situation at KRQ upon his arrival, Ingram said, "Jim Gillie left me with a station that was leaning AC and not very exciting, which is the exact opposite of what he's doing now at KKFR/Phoenix.

"KRQ was playing Beatles and Turtles in the daytime and wailing Billy Idol and Def Leppard at night. There was no dance or urban music on KRQ at all. The 21% Hispanic audience wasn't being served except for AM KHYT, which had a five share. I saw the void in the market and decided to fill it."

#### Carting Up

All PDs do it: pull the old PD's carts out and put in their own. Ingram was no exception. "We pulled out all the irrelevant gold, making the station more current and contemporary. We did focus groups and the results, especially among the younger listeners, indicated KRQ played '70s music.

"Today we're primarily a station of CHR hits, with a lean toward ur-



Clarke Ingram

ban/dance and ballads. New wave or modern music won't work here — stuff like the Pet Shop Boys. Tucson is more Hispanic in nature than Phoenix, without some of the social components that make Phoenix a more cosmopolitan city. Tucson hates Phoenix and doesn't want to become high-tech and fast-paced like Phoenix."

Describing how he keeps things interesting with his music mix, Ingram said, "I believe firmly in the 'ear-f@#\$er theory.' It's where you make the audience go, 'What the f@#\$ was that?' I look for the occa-

**"You can't use smoke and mirrors on the audience forever. You simply have to be a better radio station."**

sional oddball records as they jump out of the radio. When you play a lot of Urban hits, you need things to break the modal sound. We're wary of falling into that trap.

"The attitude of having fun was really missing when I joined the station. The old slogan 'Between Hard Rock And A Soft Place' was the first thing I took off the air. We adopted the slogan 'Tucson's Only Hit Music Station,' and backed it up with TV and billboards. Our ongoing Cash Call, asking for the phrase that pays, is worth \$500, and we've already handed out \$45,000. On Memorial Day weekend we'll kick off our bumper sticker contest."

To help underscore the station's fun attitude, Ingram instituted the morning feature "Speedy CD." "We play a CD in the scan mode, ask the audience for an ID, and then give them a prize. It's the backward record contest updated. I have to give credit to (KZZP PD/Nationwide Group PD) Guy Zapoleon for coming up with this one.

### RIVALS MORE AGGRESSIVE

#### KRQ's Numbers Racket

"We not only hit number one 12+ with a 19.3, but our closest competitors are (B/EZ) KJYK and (Country) KIIM, both with a 10.4," noted KRQ PD Clarke Ingram. "We're also on top 18-34, 25-54, and 35-64 and have a mid-60s share in teens. The next highest teen share is a six. We gained in teens and adults.

"I believe KRQ has really stimulated the marketplace. (AC) KWFM is now more aggressive than most ACs, and the morning show on (AOR) KLPX is finally be-

ing promoted now. KFXX, which has a suburban signal, just dropped its Urban format for AOR. They're all coming at us harder than ever."

#### Lettermanesque Mornings

"We have a terrific morning show in Mike Elliott (from KZZP), Jordan MacKenzie (K96/Provo), and Thom Boyd on sports. While it's the KRQ Morning Zoo, it's not so much the prepared type of show that most zoos are. It's more spontaneous and very David Lettermanesque. Mornings also feature 'Toss Your Boss.' Listeners call up, on a first-name basis only, and bitch about their bosses. We let them rant on and finally use sound effects as they toss their boss down the stairs.

"Middays are covered by market veteran Jeff Davis, who has been at KRQ for ten years. He does 'Lunchtime Trivia.' In the afternoon, Smokin' Steve Hart, who's been here for three years, invites listeners to call in and blow the 'Five O'Clock Whistle' each day.

"I still do an airshift from 6-9pm and also do all the promos here and some for KZZP. I'll stay on-air for at least the next three months." (Ingram also does the "Top Eight At Eight.") "Tom Kelly is on from 9pm-1am; from 10-11pm he does dedications and reads letters. Overnights is Beth Bryant, who

does the graveyard salute. She puts people who are working all night on the air; it's like convenience store wars.

"We have a young team who wants to win, so we have no ego problems. I've never been at a station where everyone works together so well."

**"When you play a lot of Urban hits you need things to break the modal sound. We're wary of falling into that trap."**

#### Format Nitty Gritty

Tune in KRQ, and you're going to hear a lot of music. "We play at least 50 minutes of music an hour after 9am. We sweep six songs from :50 to :20, with other stopsets at :35 and :50 with three songs between.

"We do our own callout research and are just now into

Continued on Page 47



**STARR QUALITY** — Brenda K. Starr cuddled with (l-r) KMEL/San Francisco's MD Kevin Weatherly and PD Keith Naftaly during a visit to the station.

### When The Five O'Clock Whistle Blows

What does KRQ sound like each day when Smokin' Steve Hart pulls the "Five O'Clock Whistle?" Here's an idea:

PEBBLES/Girlfriend  
JOHNNY HATES JAZZ/Shattered Dreams  
MADONNA/Into The Groove  
GLORIA ESTEFAN AND MIAMI SOUND MACHINE/Anything For You  
PRINCE/When Doves Cry  
JETS/Make It Real  
TIFFANY/I Think We're Alone Now  
RICHARD MARX/Endless Summer Nights  
GEORGE MICHAEL/Father Figure  
CHICO DeBARGE/Talk To Me  
TERENCE TRENT D'ARBY/Wishing Well  
PHIL COLLINS/We Said Hello



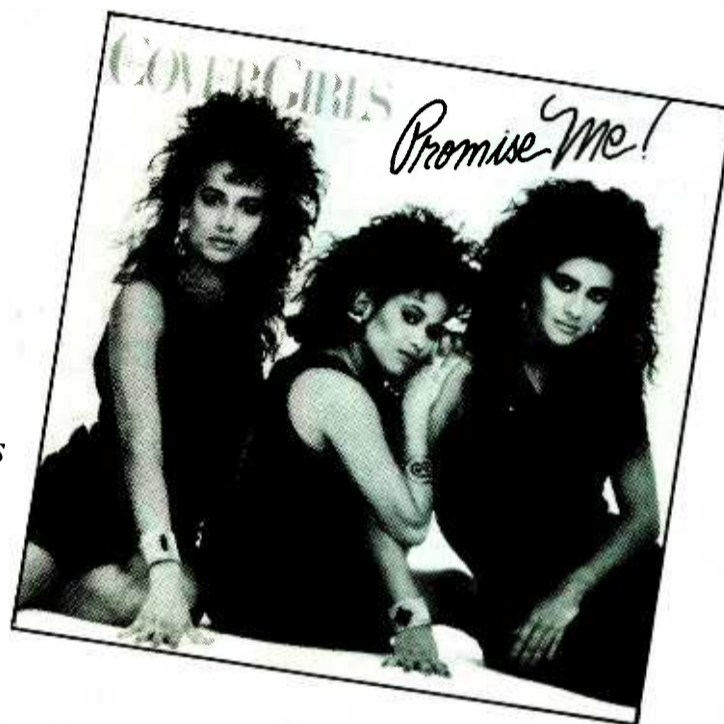
**AN ENERGIZING SURPRISE** — Z100/New York City's "Magic" Matt Alan was "energized" by Jacko of Energizer battery commercial fame during Alan's recent birthday bash.

***“...Every Program Director and Music Director I have spoken with has agreed that ‘Promise Me’ is a smash hit...”***

*With over 125 stations playing “Promise Me” by THE COVER GIRLS, Fever/Sutra Records is determined to have another 125 stations add the record. Currently 76 stations have reported to major charts—Billboard and R&R, and approximately 50 additional stations are reporting to other trades. “Promise Me” has 80% charted and 52% in the top fifteen and better, including 5 number one and 15 in the top five.*

*Sutra President, Art Kass, stated, “every Program Director and Music Director I have spoken with has agreed that “Promise Me” is a smash hit that will get added to their stations as soon as there is room.” Fever/Sutra is working hard to hold their own at a time when radio stations are inundated with ballads by several big artists on major labels. The steady growth rate of adds on “Promise Me” is why the Fever/Sutra staff is determined to have every station add the record—no matter how long it takes.*

*Our main concern is the sales generated by the airplay. THE COVER GIRLS have been a consistent Top 30 charter and have generated strong sales with such previous hits as “Show Me” and “Because of You.” The debut album is close to a gold record. After such success, we are confident and will not give up promoting “Promise Me.”*



## Cover Girls

### NOW ON 50 CHR REPORTERS

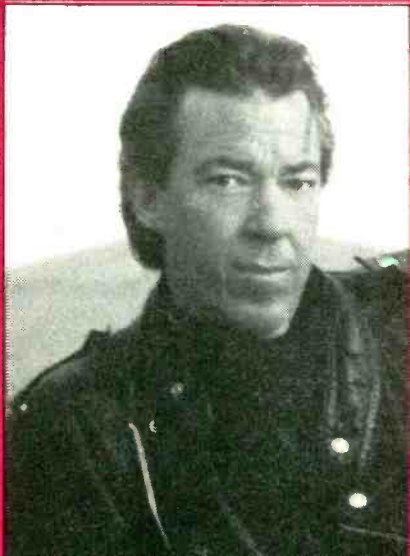
INCLUDING:

WXKS 30	Y100 14	WSPK 10-8 (HOT)	KBFM 5	KOY-FM 16-12
WKSE 21	KITY 8	FM102 9	Z102 9	WOMP 25-18
WEGX 7-6	WHTY 21	KWOD 9	KTUX 7-6	KIXY 33-21 (HOT)
WAVA add 30	KZZP 8-6	WPST 11-9	WDLX 16-11 (HOT)	WCIL 29-22
Y95 5	KWSS 10	G105 add 33	KMGX 8	
KRBE 23-18	WFLY 1-1	KEZB 8-6	KLUC add 39	



**NEW & ACTIVE**





# BOYZ *Scaggs*

"Heart of Mine"

THANK YOU RADIO

**CHR BREAKERS.**

DEBUT **39**

AC CHART: TOP 5!

HIS LONG AWAITED ALBUM NOW IN-STORE

Taken from the Columbia Lp: "Other Roads" 40463 Produced by Stewart Levine for Oliverea Prod., Ltd.



# JULIO *Iglesias*

"My Love" featuring STEVIE WONDER

AC CHART **16** WITH BIG ACTION ON THESE CHR POWERHOUSES:

**WXKS KRBE KITY KXYQ**  
**PRO-FM Y100 KKRZ PWR96**

WATCH ALBUM EXPLODE AT RETAIL!

Stevie Wonder appears courtesy of Motown Records Corp.  
Taken from the Columbia Lp: "Non Stop" 40995 Produced by Humberto Gatica and Stevie Wonder



# JOHNNY *Kemp*

"Just Got Paid"

**1** URBAN CONTEMPORARY CHART  
100% SATURATION

**1\*** BILLBOARD DANCE SALE CHART

... AND HOT AND HEAVY AT CHR:

PWR95 15-10 (HOT)

Z100 11-9 (HOT)

KMEL 19-15

HOT103 16-12 (HOT)

WXKS 23-20

PWR99 29-25

KRBE deb 33

B104 add

Z94 add

WEGX add

KITY add

B96 add 26

KIIS add

KKLQ

PWR106

Taken from the Columbia Lp: "Secrets of Flying" 40770. Produced and arranged by Teddy Riley and Johnny Kemp



# MICHAEL *Bolton*

"Wait On Love"

**Z94 Q100 WNYZ K92 KQMQ**  
**WMMS WAEB WQUT WDTX KYRK**  
**WLOL WVSR WTNZ KIYS FM104**  
**KHTR KC101 KZOU KIKX KZZU**

AOR TRACKS: **39**

Taken from the Columbia Lp: "The Hunger" 40473 Produced by Jonathan Cain for Cain Street Productions



# CONTEMPORARY HIT RADIO

## KRQ: High On Success

Continued from Page 44

finetuning our retail sales picture. I'm skeptical about sales, because they're for the 'extreme actives' and are helpful only for breaking records. I use callouts for rotations, as well as requests. Gold varies from 60-40 in middays to 80-20 at night, depending on what your criteria is."

Being a radio veteran, Ingram knows programming's ups and downs. "(Nationwide National PD) Guy Zapoleon told me to savor this because it doesn't happen like this

all the time. That includes Nationwide spending money they never intended to spend on KRQ once they realized [the station's potential] wasn't being maximized. I always believed we could attain these kinds of numbers. And we're not done yet. I think this station is good for a 20 share, and GM Kevin Mashek believes this, too."

"Mashek is a hands-off GM. He has an airstaff with lots of heritage and has provided a medium for uninhibited growth. There's really nothing to hold us back. There is competition, but we have outclass-

ed them by being a better station and outspending them at the same time. However, you can't use smoke and mirrors on the audience forever. You simply have to be a better radio station."

### BITS

• **Michael Times Two — Q107/Washington** will be sending two listeners to Paris to see and meet **George Michael**, and then on to Vienna for **Michael Jackson's** European tour kickoff. To qualify for the Q107 European Concert Excursion, listeners who are the designated callers win copies of both artists' current LPs, Jackson's "Moonwalk" biography, and Tropical Blend products. The grand prize will be given away in a random drawing on the morning show.

• **Walkin' For A Cause — B104/Baltimore** set a new record for money raised in a March Of Dimes Walk-A-Thon — over \$1 million pledged by more than 30,000 walkers. B104 did a remote broadcast during the event, along with **EMI-Manhattan's Glass Tiger**.

• **Beating The Birthday Blues — WXKS/Boston's** random Birthday Pay-off gave listeners the chance to win up to \$15,000 in cash or prizes, including CD players, roundtrip airline tickets, and gift certificates. Each day of the year was put into a bin. If a listener's birthday matched the date drawn, the first caller won a prize. Different prizes were given away every day, and Thursday mornings were the big payoff days (with cash giveaways ranging from \$5000 to \$15,000). The birthdate was then returned to the bin for another drawing opportunity. During the monthlong promotion, the WXKS prize packages totaled over \$150,000.

• **More & More Scavenger Hunts — Scavenger hunt mania hit Z104/Madison** recently when it conducted a series of five hunts. Listeners gathered clues to qualify for different trips given away each week (in addition to \$1000 in spending money). Hunt items ranged from a **Beatles** lunch box to a live slug; prize trips took winners to London, Paris, Rome, Honolulu, and San Juan.

• **No More Asbestos Problems — Y102 (WMMY/Melbourne, FL)** staffers no longer have to worry about asbestos in the station's ceiling. A cat (later named Asbestos) was found roaming around the ceiling tiles. Apparently, the cat made the ceiling its temporary home after some cables were installed on the roof. Personality **Dale Bryan** found the cat in a food trap set by the Humane Society, and returned the adventurous feline to its home.

• **Spring Has Sprung — KDES/Palm Springs, CA** air personalities **Randy Rabbitt** and **Mark Daniels** wrote and recorded "Ballad Of Spring Break" to commemorate the hordes of college students who descend on the resort community on Easter week. The anthem proved so popular that the station vowed to give away 500 copies to anyone who called KDES-FM and pledged a donation to the local Crime-stoppers program.

## MOTION

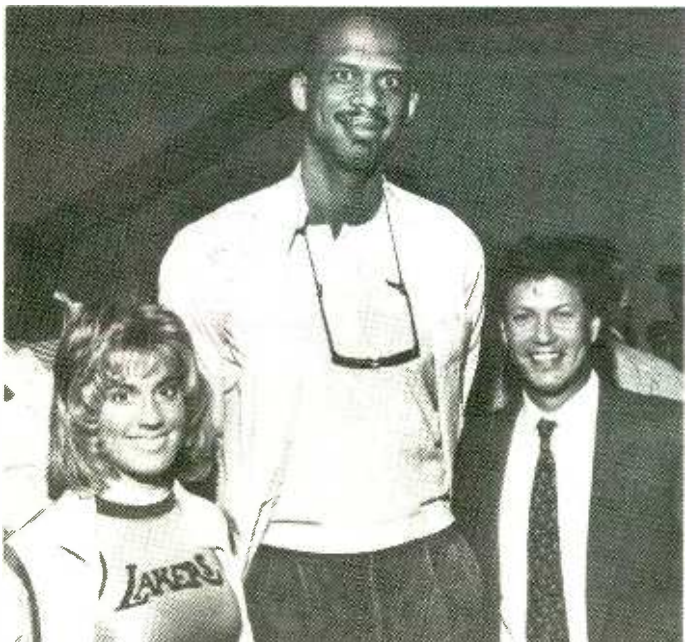
**Kidd Kelly** leaves his parttime shift at KKFR/Phoenix and a fulltime gig at KSMK/Flagstaff for a KYRK/Las Vegas night rocker slot . . . **John Reynolds**, former WKTJ/Milwaukee personality, moves to KDWZ/Des Moines for middays . . . WHQT (Hot 105)/Miami hires Q107/Washington weekender **Chris Taylor** as Programming Assistant.

**Ken Medek** is now PD at WKRZ/Wilkes-Barre, coming in from the PD

post at WQHQ/Ocean City, MD . . . **Stanley T. Evans** exits the week-ends/overnights slot at Z100/New York to do evenings at KKDA/Dallas . . . Changes at Z90 FM/San Diego as the **Magic Christian** exits the morning slot. PD **John Williams** adds wake-up duties, Production Director **Michael Buck** assumes the Asst. PD post, and swing man **Ed Hill** takes over as MD/afternoon driver.



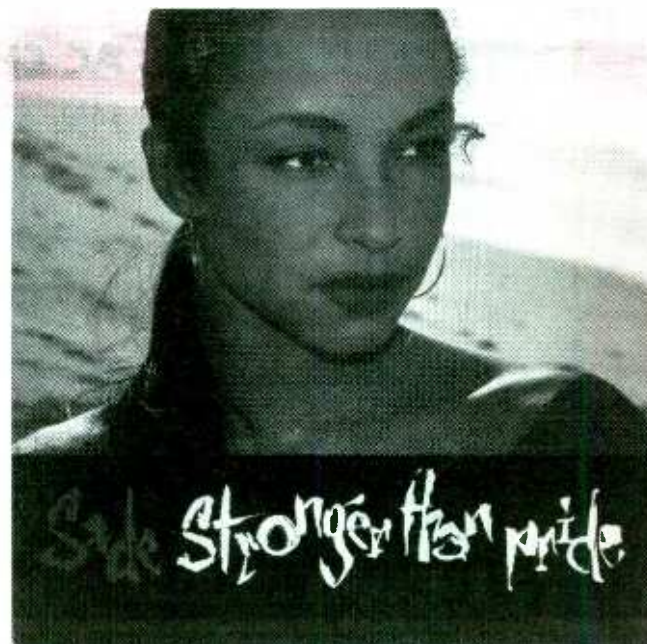
**MARCH OF DIMES DUO — WRQX/Washington's** Chris Jagger poses with poster child Amanda at the March Of Dimes WalkAmerica. The station handed out Q107 shoelaces to the participants in the walkathon.



**DEES DRUG RAP — The Los Angeles Lakers and their wives** took part in KIIS/Los Angeles's "Just Say No" rally, hosted by Rick Dees. The one-hour event included speeches and a rap song by the entire team and coaching staff. Smiling for the camera are (l-r) Laker cheerleader Amy Moyle, Kareem Abdul Jabbar, and Dees.

# SADE

## "PARADISE"



### NOW ON 115 CHR REPORTERS

CHECK THIS CHR ACTION:

- |        |       |        |
|--------|-------|--------|
| WXKS   | WNVZ  | KMEL   |
| Z94    | KITY  | KATD   |
| WKSE   | WMMS  | KWSS   |
| WMJQ   | WCZY  | KPLZ   |
| CKOI   | Y108  | KUBE   |
| WEGX   | KKRZ  | HOT103 |
| PRO-FM | FM102 | Z93    |
| PWR99  | KROY  | PWR96  |
| Y100   | KWOD  | PWR106 |
|        | KCPX  |        |

**NOW CHECK-OUT THE TRENDS ON THIS MULTI-FORMAT SMASH!**

**URBAN: 38 - 18**

**AC: 27 - 15**



# WHY SETTLE FOR HOT WHEN YOU CAN GET WET WET WET



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**WET WET WET**  
WISHING I WAS LUCKY



Uni-50000

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WMMS add

FM102 add  
KATD add

KIYS deb 40  
KOZE deb 34

WNNK add  
WNYZ add

WRCK add  
WZYP add

WTNZ add  
KZOU add

KSND add  
KYRK add

FM104 add  
KZZU add

WJMX add  
Q101 add

WKFR add  
KGOT add

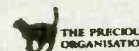
KUUB add  
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SLY96 add



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BRAD MESSER

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“Every successive year Enigma and its sister company, Restless, has brought a larger contingent to the New Music Seminar—1988 will be no exception.”

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RAR

## Peace Pilot Packing Pickaxe

One year ago — on the day the Soviets set aside to honor military personnel assigned to guard the country's borders — *Pravda* commented on the vast extent of the nation's perimeter and proudly reported, "Every meter is under reliable surveillance!" Well, not exactly every meter, as it turned out. On that very same day, teenage West German pilot Matthias Rust flew a single-engine Cessna 172 across 400 miles of Soviet airspace and landed, unchallenged, in Red Square.

Lucky for them he wasn't packing a nuke, and don't think that thought didn't occur to them. Fact was, young Rust was on a heartfelt (although half-baked) mission for peace.

He was 19 years old, with only 25 hours of flying experience. He simply rented the plane, mentioned going to Finland "on vacation," flew to Helsinki, considerately phoned home to say he had arrived, and then did his deed: he flew off to Moscow.

He overflowed some of the world's most sophisticated anti-aircraft installations, no prob. During the 125mph cruise toward the capital

him on the back, and pose for goodwill photos.

Instead, the Soviets decided to send him off to camp. They tried Rust for "hooliganism" and sent him away for a four-year stretch at labor camp.

So much for the one-man peace mission. Goodbye to his lifelong ambition to become a commercial pilot. Or even a private pilot. Who would rent him a plane?

On the May 29th anniversary of that high-spirited, Lone Eagle-esque landing in Red Square, Matthias Rust will be working the business end of a sledgehammer on a rockpile — virtually forgotten by the world — paying the price of naivete and poor judgment.

The news media duly granted Rust his few minutes of fame in '87 and then moved briskly along to other matters. Rust couldn't move on. Like other people in one-shot news items, he is stuck, the poor blighter, living out the rest of his own story.

city, Soviet fighters circled twice but took no action.

Rust buzzed downtown Moscow a couple of times, landed in the 750-yard-long Red Square, then cheerfully gave his autograph to several of the approximately 300 startled tourists and onlookers who surrounded the little white-and-blue airplane before the cops came.

A mission of peace, it was supposed to have been. A bold stroke. A dramatic stunt born of good intentions. He actually expected Soviet leaders to welcome him, pat

### Memorial Day

**MONDAY, MAY 30** — The sight of Southern women decorating Civil War graves inspired this national holiday, first observed 120 years ago today (1868) under the name Decoration Day.

The Soviet Defense Minister was fired in 1987, one day after teenage West German pilot Matthias Rust landed in Red Square after crossing 400 miles of defended airspace. Uncle Sam relieved a Navy admiral and two others of their duties in 1985 for ordering \$659 airplane ashtrays.

Birthdays: Wynonna Judd 24. Michael J. Pollard 49. Clint Walker 61. Mel Blanc 80.

### Once In a Blue Moon

**TUESDAY, MAY 31** — Tonight's full moon — traditionally called the Planting Moon — is also the Blue Moon. The term describes a second full moon in one calendar month, which only happens every two or three years. The moon won't actually be blue, but it should be spectacular as it rises big and fat this evening, about 45 minutes after sunset. New York, Pennsylvania, Ohio, and Ontario, Canada endured a series of tornadoes in 1985, causing 90 deaths and leaving over 1000 homeless. WWII production of B-24 Liberator bombers ended in 1945 with 18,188 delivered, the largest quantity of one airplane ever made in America.

Birthdays: Brooke Shields 23. Tom Berenger 38. Gregory Harrison 38. Sharon Gless and Joe Namath 45. Johnny Paycheck 47. Peter Yarrow 50. Clint Eastwood 58. Prince Rainier III of Monaco 65.

### The Great Wheelbarrow Push

**WEDNESDAY, JUNE 1** — On this date 80 years ago, John Krohn began pushing a wheelbarrow around the United States. He wore out 11 pairs of shoes covering the 9024 mile US perimeter. The trip took 357 days, not counting Sundays, which Krohn took off.

In 1987 the Supreme Court upheld Maine's law requiring severance pay for some laid-off plant workers. Cable News Network signed on in 1980 as the first all-news national TV service. Kentucky became the 15th state in 1792, and Tennessee the 16th in 1796.

Birthdays: Ron Wood 41. Pat Boone 54. Andy Griffith 62.

### Elizabeth II Crowned

**THURSDAY, JUNE 2** — 35th anniversary of the coronation of Elizabeth II as Queen of Great Britain, about four months after the death of her father King George VI. During Elizabeth's rehearsals for the crowning ceremony, she wore a bedsheet in place of her cape.

The US Senate began a six-week tryout of TV coverage in 1986. Casino gambling in Atlantic City was approved in 1977. 35th anniversary of first soft moon landing by Surveyor 1.

Birthdays: Jerry ("Leave It to Beaver") Mathers 40. Marvin Hamlisch 44. Stacy Keach 47.

### Casey Batting for Mudville

**FRIDAY, JUNE 3** — Who was the Casey who went to bat in the legendary baseball poem published 100 years ago today? Author Ernest Thayer said "Casey at the Bat" was about no one, that Casey was just a good two-syllable Irish name that worked in the poem.

Jimmy Carter sewed up the Democratic nomination to run for a second term in 1980.

Birthdays: Scott Valentine (Nick on "Family Ties") 30. Tony Curtis 63.



HARVEY KOJAN

## AOR

## PHILLY'S FINEST TURNS 20

## Two Decades Of 'MeMoRies

Given WMMR/Philadelphia's tremendous success over the past few years — the station just nailed down its 12th consecutive number one book — it's almost inconceivable that the 20-year rocker was unable to crack a three share in its first decade. But like all of the great AORs, 'MMR has had to weather management problems, tough competition, and changing musical tastes to achieve the prominence and profitability it enjoys today.

### The Marconi Experiment

Of course, expectations were a bit lower when the Metromedia (now Metropolitan) automated MOR decided to dabble in rock back in spring 1968. Sure, the company's New York (WNEW-FM) and San Francisco (KSAN) outlets were receiving excellent response with the new format. But this was Philadelphia. Current 'NEW morning man Dave Herman remembers that "Metromedia was totally unsure of whether such a radical format would work in that city. This, of course, was long before broadcast companies did callout research and focus groups. They just put it on the air. So they went looking for somebody to do just an evening underground FM show."

Herman, who was doing mornings at then-MOR WHTG/Asbury Park, NJ while yearning for a shot at 'NEW, found out through a relative about 'MMR's progressive plans. He sent the station a tape and got the job. He dubbed his April 29 8pm-midnight show the "Marconi Experiment." Listener reaction was swift in coming.

"It was like a starving person reacting to a piece of food," Herman recalls. "It was unbelievable." Management began expanding the 'MMR lineup a few months later, and Philadelphia's second fulltime underground radio station was born.



**STONE IN THOUGHT** — Mick Jagger donned an 'MMR cap at a secret 1981 press conference at which he announced details of the Rolling Stones' upcoming tour.



Ted Utz

That's right, *second*. It turns out that on the very same day Herman hit the airwaves, foreign language WDAS-FM also began playing album rock under the direction of well-known Top 40 personality Hy Lit. "Hyski's Underground," as it was known, actually predated the Marconi Experiment by five hours.

Ed Sciak, who now does PM drive at Classic Rock WYSP/Philadelphia, worked for 'DAS at the time and describes the station as "truly hippy-dippy radio. It was a mom and pop operation. The owner's son was a jock, his son-in-law was the PD, and the son-in-law would keep firing the son for doing drug price reports and playing farting contests on the air. It had no equipment, a horrible signal — it was total bush league, just a bunch of hippies playing the music they loved. 'MMR was clearly a more professional, class operation."

'DAS eventually changed format (becoming a successful UC station), while 'MMR continued to forge ahead with the type of wildly eclectic mix typical of "alternative" stations of the day. "It was free-form radio," says 18-year 'MMR vet Michael Tearson. "Each jock was his own PD. The basis, of course, was album rock 'n' roll, eschewing the Top 40 bubblegum of the era. But we'd play anything from Procol Harum and Ten Years After to Billie Holiday, John Coltrane, and Bach in the course of a show. Anything could go if you could make it fly and keep bringing it back to the core."



**GROOVY, MAN** — The very first 'MMR billboard.

### 'YSP Kicks Ass

'MMR's first major challenge came in 1973 when WYSP adopted a tight AOR approach, eventually becoming one of the country's first stations to use Lee Abrams's Superstars format. "They kicked our ass," is the way Tearson bluntly puts it. When WIOQ subsequently started rockin', Philadelphia music fans had three AORs to choose from. That may have been great for the city, but not for 'MMR, which proved to be most listeners' third choice. The station bottomed out in spring '78 with a dismal 1.2.

It wasn't just the competition that almost sunk 'MMR for good. Staff changes were occurring at an alarming rate. T Morgan, who had taken over for original PD Jerry Stevens, was replaced and eventually fired by Paul Fuhr. (Morgan had hired Fuhr away from 'YSP to handle the MD duties.) Fuhr also managed to fire both Tearson and Sciak, two of the station's most recognizable personalities, before he himself was canned by GM Dom Fioravanti.

Fioravanti then brought back Stevens, who quickly removed the format restrictions Fuhr had implemented. But his attempt to rekindle 'MMR's past failed, and neither he nor Fioravanti lasted the year. (Fioravanti later went on to become GM of MTV.)

### Pollack To The Rescue

With the station in shambles, Metromedia hired Drake-Chenault national programming consultant Jeff Pollack. (Fioravanti was actually the one who contacted Pollack, but was fired two weeks after the new PD arrived.) "I discovered that if people were given an excuse to listen to the station again, they



**PHILLY PHOOLS** — Scenes like this were commonplace along Philadelphia's Chestnut Street during the first annual 'MMR April Fool's Day parade in 1985.

would do it," Pollack recalls. "By using the framework and image of the station, and at the same time tightening it, we were able to get people to think that the station had gotten 'good again.'"

Pollack fired most of the staff and installed Tearson (who had returned for "music doctoring" and parttime airwork) back in his old 10pm-2am shift. He also rehired afternoon personality Joe Bonadonna (whom Stevens had fired the week before), and instituted 'MMR's first real format. The tight card system — loose compared to today's standards, but a radical departure for the station at the time — included a higher percentage of harder-edged rock than 'MMR had been playing. The listeners approved. And the station

became more active promotionally, using billboards, busboards, newspaper, and TV.

Just a year after the 1.2 nadir, 'MMR overpowered its competitors with a 6.1. In contrast, 'YSP had a 3.8 and 'IOQ slipped all the way to 1.8. The following book, Pollack's last, was also his best: 6.9, a number the station would not approach again for several years. Pollack left in 1980, having parlayed his 'MMR success into what would become a thriving consultancy. (He would not be the only 'MMR PD to do so.)

'MMR entered the '80s in excellent shape. However, WYSP and WIOQ provided new PD Charlie Kendall with all the competition he could handle. 'MMR managed to hold them off for a while, but by spring '83 'MMR was looking up again at its two rivals. 'IOQ and 'YSP (with Pollack consulting!) tied at 4.6, with 'MMR trailing at 4.2. It was the last time the station would trail its rivals.

### Harris Promises, Then Delivers

'MMR rebounded to a 4.8 in the next survey, which was good enough to once again overtake the other two stations. Kendall then left for the PD job at 'NEW-FM. His successor, George Harris (formerly Hawras), boldly predicted that he could net 'MMR at least a seven share — a figure the station had never previously attained. Harris worked with talented morning man John DeBella, whom Kendall had brought in from



**MORNING KAZOO CREW** — It was Halloween in July at Veterans Stadium as morning men John DeBella (left) and Mark The Shark led 50,000 Phillies fans in a unique rendition of "Louie Louie." Team mascot the Philly Phanatic conducted the massive kazoo orchestra.

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FOR LOVING YOU"



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ALBUM 26

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# PARTHENON HUXLEY

## CHANCE TO BE LOVED



**SKY DANIELS/KFOG:** "Its compelling production, surreal arrangement and the advance word from Columbia A&R aces Jamie Cohen and John Mrvos had me ready from listen one. The first time I played it I got immediate phones asking 'what is it, it's great'."

**BOB JEFFERIES/KBOY:** "There is a uniqueness about this record that is unlike anything I'd had the privilege of hearing in years . . . Cinematic in feel . . . lyrically dynamic . . . Huxley crosses musical genres and that ride from the loop in Chicago to the freeways of L.A. packs a musically exhilarating wallop . . ."

**JEFF RIEDEL/KKDJ:** "Crystal clear production . . . The song draws you in and takes you where he's coming from. The biggest surprise was putting it up against the new Queensryche and the heavy phone reaction song of late, Joanna Dean. Parthenon finished a strong second. 'A Chance To Be Loved' provides your listeners with innovative relief from four-chord banality. Don't blow your chance."

**MICHAEL HUGHES/WRDU:** "Parthenon Huxley. It's rock n roll for people who read."

**TRISHIA GRIFFITH/KBER:** "Progressive rock n roll on the cutting edge of music of the 90's."

**KIM ALEXANDER/WHCN:** "Compelling and cinematic. Dare to be different - play 'Chance To Be Loved.'"

**LATE FLASH - WLUP ADD!**



**Columbia Congratulates WMMR**

## AOR



**AN UNUSUAL GROUP** — Cyndi Lauper stopped by 'MMR in 1984 following the release of her blockbuster debut LP. Pictured are (back, l-r) Promotion Director Jack Quigley, morning man John DeBella, midday guy Pierre Robert, then-PD George Harris (now heading a consultancy), afternoon personality Joe Bonadonna, local E/P/A rep Biff Kennedy, and then-E/P/A VP Bill Bennett (now with Uni); (front, l-r) MD Erin Riley, Lauper, and then-music asst. Amy Grosser (now with FMQB).

## Two Decades Of 'MeMoRies

Continued from Page 50

**WLIR/Long Island.** The new PD tightened the air sound even more, and installed a computerized music scheduling system. At the same time, both 'YSP and 'IOQ suffered from inconsistent programming.

The explosion came in winter '85. 'MMR bolted to a 7.6, outdistancing both AOR competitors by over four points. Spring '85 issued forth a wondrous 8.8 and began the station's streak of consecutive number one 12+ finishes. Harris became the second PD to use success at 'MMR as a springboard to fame and fortune in the consulting wars (soundly burying Pollack-consulted 'YSP in the process.)

Ted Utz replaced Harris at the helm in May '85, leading the station into double digits and complete

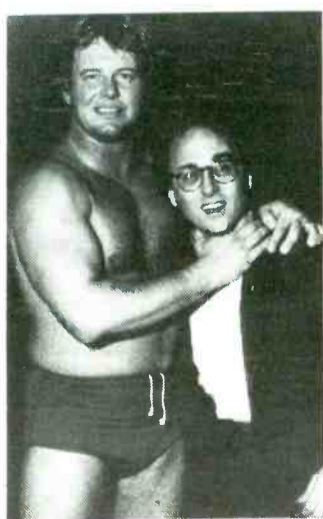
market dominance. 'MMR's 11.5 in summer '86 was four points higher than its nearest rival. And although the station's 12+ has fallen well below that lofty level, it maintains a decided advantage in all target demos.

It should prove most interesting

to watch how 'MMR deals with the continuing threat of 'YSP morning man Howard Stern, as well as the potential problems an aging audience may provide. But as the station enters its third decade, there's no doubt that in Philadelphia WMMR is the one to catch.



**MAILED TO THE GROUND** — Would you believe the station received 150,000 entries for a trip to Columbus, Ohio? The attraction was a free flight to Yes's first date on 1984's "90125" tour. Buried under the avalanche were (back, l-r) midday man Pierre Robert, overnighiter Lyn Kratz, and evening dude Bubba John Stevens; (front) PM driver Joe Bonadonna.



**TAG TEAM?** — Eighteen-year 'MMR vet and parttime wrestling announcer Michael Tearson poses with his good buddy Rowdy Roddy Piper. You figure out who's who.

## SEGUES

**Bruce McGregor** officially assumed OM/PD/MD/afternoon duties at KEZO/Omaha last week when Narragansett took over from Albimar. OM **Bill Bruun**, MD **Joe Blood**, and ND **Mike Nelson** exited . . . WKGR/West Palm Beach PD **Tom Stevens** has been let go after six years, as has Stevens's wife, ND **Teri Griffin** . . . **Bill Wise** has been upped to OM of WIOD & WGTR/Miami . . . WFTV/Jacksonville has promoted

**Mike Areford** to APD and **Sherrie Gregory** to MD . . . WMJY/Long Branch, NJ midday man **Willabee** has officially added MD duties . . . WVBR/Ithaca ups **Dominic Malone** to MD as **Steve Blatter** pursues other interests in New York City.

KRXQ/Sacramento personality **Mike Valentine** has filled the longtime AM drive opening at KDJK/Modesto . . . WMMR/Philadelphia Promotion Director **Jack Quigley** has resigned to pursue a career in music and comedy.

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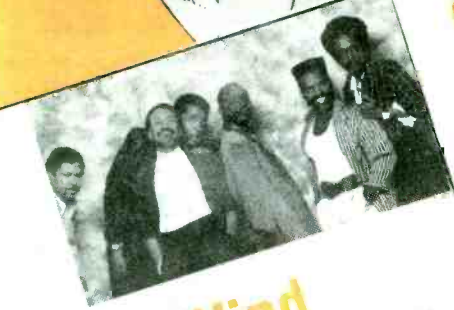
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**Congratulations WMMR on your 20th Anniversary!**



# LOOK WHO'S HOT!



**Earth, Wind & Fire**  
"Evil Roy"

URBAN CONTEMPORARY CHART  
20  
72 UC REPORTERS - 81%

**Leata Galloway**  
"With Every Beat Of My Heart"

**NEW & ACTIVE**

WHUR	K94	WNHC	WENN	KDLZ	WORL
KRNB	WOWI	WEKS	WPAL	WHYZ	WANM
WDIA	WZAK	KQXL	WJTT	WQFX	WTMP
WHRK	KMJM	WXOK	WFXC	KFXZ	Z92
				WQIS	KPRW
				KWTD	
				WALT	
				WIKS	

**Terence Trent D'Arby**  
"Sign Your Name"

#3 MOST ADDED UC IN THE COUNTRY

33 UC REPORTERS SIGNED THEIR NAMES OUT OF THE BOX.

INCLUDING:

WUSL	WYLD
WAMO	K94
WHUR	WBMX
K104	WGCI
WDIA	KPRS
WHRK	KMJM
	XHRM

**Gregory Abbott**  
"I'll Prove It To You"



URBAN CONTEMPORARY CHART  
23  
82 UC REPORTERS - 92%  
CONVERSION FACTOR: +17

**Herbie Hancock**  
"Vibe Alive"



URBAN CONTEMPORARY CHART  
27  
79 UC REPORTERS - 89%

**Kirk Whalum**  
"Give Me Your Love"



**SIGNIFICANT ACTION**

KRNB	KQXL
WOWI	WQFX
WBMX	WIKS
WLUM	WTMP
WEKS	KACE

**Johnny Kemp**  
"Just Got Paid"

1 UC RECORD IN THE COUNTRY!



89 UC REPORTERS - 100% THANK YOU BLACK RADIO!  
... AND NOW CROSSING TO CHR:

B104 add	WHYT deb 24
WXKS 23-20	KIIS add
Z94 add	FM102
PWR995 15-10 (HOT)	KROY
Z100 11-9 (HOT)	KKLQ
WEGX add	KMEL 19-13
PWR99	HOT103 16-12 (HOT)
KRBE deb 33	WPGC
KITY add	Z93 27-22
B96 add 26	PWR106

**George Michael**



"One More Try"

URBAN CONTEMPORARY CHART  
11

83 UC REPORTERS - 93%  
ONE OF THE HOTTEST

INCLUDING:

WAMO	WHRK
WVEE	WOWI
KRNB	

CONVERSION FACTOR: +24



WALT LOVE

# URBAN CONTEMPORARY

## We Can Work It Out

### Label Execs Seek To Build Stronger Radio Relationship

Two weeks ago (R&R, 5/6) Virgin Records' Sharon Heyward wrote an open letter calling for mutual respect and a united front between the Urban radio and record industries. Below, five black music label executives respond with their views on the subject.

#### Rodriguez: 'Information Vital'

"Information is the lifeblood of our industry," said Rubin Rodriguez, VP/Black Music & Jazz Promotion, Columbia Records. "I know radio stations get a lot of pressure to add and report our records, but that's part of the system. And I do expect my staff to be aggressive when promoting our records. But I also expect them to conduct themselves as professionals. We're looking to build relationships, not destroy them. We can't go backwards. We must take responsibility for working together positively. We owe this to our music, our artists, ourselves — and certainly to our community.



Rubin Rodriguez

trained to promote records in a professional manner," said Step Johnson, VP/GM, Black Music Division, Capitol Records. "I know what some PDs and MDs go through. It's heavy pressure, but that goes with the position. If radio thinks some of our promotion people are getting out of line, they should let that person know right then and there. They should also let the department head know. We're looking to get airplay and sales, but we're also looking to have a good

**"If this doesn't change, it will set us back 20 years."**

—Rubin Rodriguez

"This isn't just an issue concerning radio stations, record companies, and trade publications. This also affects the retail and distribution businesses. We can't go into this next century without reflecting how important radio stations and black music are to this country's total economic picture. Not getting input from major stations in large cities really hurts us all. Hopefully, this will change. If it doesn't, this type of attitude will set us back 20 years."



Step Johnson

#### Johnson: Dual Responsibility

"The record industry has to make sure it hires people who are

**"We're looking to get airplay and sales, but we're also looking to have a good relationship with radio."**

—Step Johnson

relationship with all radio programmers.

"On the other hand, radio people must also take responsibility for their actions. In some cases, PDs and MDs must learn how to conduct themselves in the business world. Returning calls is part of the job, as is being truthful in what they tell our field reps."

#### Garber: 'We Need Each Other'

"Stations should report, because they're just as much a part of the sale as is the record promotion department," said Jesus Garber, VP/R&B Promotion, A&M Records. "If a nonreporting station

begins playing a product, and we at the companies don't know about it, there'll be no product in the stores for consumers to purchase. Also, if that same station looks at local sales reports, it won't see any action due to a lack of communication between all parties.

**"We need each other to survive."**

—Jesus Garber

"Radio bases its success on ratings. Our measurement of success is music reports that end up in the trade publications, as well as the resulting sales in each location where we have airplay. We need each other to survive."



Jesus Garber

#### Singleton: Industry Reevaluation

Ernie Singleton, Sr. VP/Promotion & Marketing, Black Music Department, Warner Bros. Records, has a unique view of the situation since he began his career in radio, working at WBOK/New Orleans: "I understand some PDs are com-

**"The entire industry needs to reevaluate what it's doing."**

—Ernie Singleton

plaining because they get a lot of pressure. But I also think some programmers don't know where to draw the line when it comes to what works musically in their markets. It's very important for stations to report. Other formats do it, so why shouldn't UC? We all



**WILD ABOUT MILES** — Miles Jaye visited WILD/Boston during a promotional whistlestop in support of his debut LP. Jaye is flanked by his manager Sedonia Walker (l) and WILD PD Elroy Smith.



Ernie Singleton

need research, locally and nationally.

"Keep in mind there's only one chart for the various types of music aired on UC stations. In that one chart, we're trying to find room for rap music, 'Quiet Storm' music, and popular jazz, as well as mainstream R&B and urban hit music. Seven or eight years ago, we didn't have all these. It's very uncomfortable and difficult to force the different music into the same type of chart structure we've had for years. The entire industry needs to reevaluate what it's doing."

#### Johnson: 'Reports A Necessity'

"I have a lot of empathy for PDs and MDs who have to talk with all the record reps," said Michael Johnson, VP/Promotion & Marketing, Wing Records. "Some feel they spend too much time dealing



Michael Johnson

with trade reports and individual reps. By the same token, many stations take full advantage of the perks that help them garner audiences: giveaways, artist spot tracks tailored specifically to call letters, artist visits. It's as though they want the benefits without the responsibility of doing business with the record companies.

**"Reports are a necessity, a gauge to measure black music just like other music forms are measured."**

—Michael Johnson

"Perhaps a more efficient line of communication could be established between programmers and promotion people. At the Impact Convention in Atlantic City, two Black station owners were very vocal about allegedly not getting their fair share of ad dollars from the record companies. They said, 'If we're not getting ad dollars, why should we be bothered with reporting?' This is a situation [labels] are faced with all the time.

"KMJQ/Houston PD Terri Avery recently sent a letter to black music departments, stating that she felt too many record executives were placing importance on record reports instead of the ultimate goal of selling records. Well, I'm in the selling product camp, and I think reports are a necessity, a gauge to measure black music just like other music forms are measured."

**Coming  
Next Week**

**Radio Responds**



MIKE KINOSHIAN

# ADULT CONTEMPORARY

## WINTER RATINGS, PART II

# ACs Score Solid Gains

This column concludes our Arbitron winter ratings review with snapshots from selected markets. Unless otherwise noted, comparisons are winter '87 to winter '88.

### Albany

WKLI ended a four-book 12+ decline with a solid 7.1 – its best showing since spring '86. Its most notable improvement was made 35-64. Tied as the market's 12+ victor last winter, Full-Service WGY captured the uncontested lead with smashing 35-64 drive stats.

### Allentown

The most significant market impact was made by CHR WAEB-FM. Victimized by the strength of the new CHR, WLEV had pronounced 18-34 erosion (-5.0). In the target 25-54 demo, market-leading WLEV's loss mirrored its 12+

decline (-1.1). Meanwhile, WAEB (AM) was basically flat, losing ground mornings and middays, and posting night and weekend gains.

### Atlanta

There was massive celebrating at WSB-FM when the Cox outlet posted an 8.4. Especially impressive was its double-digit achievement 18-34. AOR WKLS and UC WVEE were the only other stations that garnered such numbers. Surprisingly, while ranking number two 12+, WSB-FM didn't pull off a number one showing in any key demo. Sister Full-Service WSB

(AM) lost a share 12+, but gained nearly as much 35-64. Gold-Based WFOX was down less than a share 12+, 18-34, 25-54, and 35-64.

### Austin

In short, Gold-Based KKMJ was the big format winner, and KEYI continued its slide (five straight down books). Newcomer KAPT's magic number appears to be 3.5 – the station has posted that 12+ figure in three of its four outings.

### Baltimore

Gold-Based WWMX registered its third successive up book, notching an impressive 6.4. Demo gains were omnipresent. WWMX jumped from fourth 25-54 to within 0.1 of the market lead and punched up fourth place showings in 12+, 18-34, and 35-64.

### Birmingham

Sparked by tremendous night increases (including tripling 18-34), WMJJ lengthened its format lead over WLTB from 3.8 to 7.4. WMJJ plays "Classic Hits At Night" from 7pm-2am. "Magic" is a solid number two 12+, 25-54, and 35-64.

### Dallas

Fall 12+ market leader KVIL slipped to third, but remained dominant 25-54. KMGC suffered its fourth consecutive down book, and KQZY continued to perform in its customary mid-three range.

### Greenville

WFBC-FM fell for the third successive sweep and failed to reach 12+ double digits (6.6) for the first time within recent memory. The same down trends were evident in other demos as well. Newcomer WMYI bested summer numbers, topping WFBC 18-34, but failed to improve on its fall stats.

## Five-Share Format

The following chart spotlights 12+ and 25-54 gains/losses. Comparison stats are from the winter '87 survey. Specific 25-54 shares aren't allowed to be quoted.

	87 12+	88 12+	Diff	25-54 Diff
WGY/Albany	10.8	11.8	+1.0	+2.7
WKLI/Albany	6.5	7.1	+0.6	+2.1
WAEB/Allentown	6.4	6.2	-0.2	-1.8
WLEV/Allentown	10.3	9.2	-1.1	-1.1
WFOX/Atlanta	4.8	4.3	-0.5	-0.3
WSB (AM)/Atlanta	8.1	7.1	-1.0	-0.4
WSB-FM/Atlanta	6.7	8.4	+1.7	+1.6
KEYI/Austin	9.3	4.0	-5.3	-4.4
KKMJ/Austin	8.3	10.5	+2.2	+2.1
WCBM/Baltimore	1.1	1.1	Flat	-0.2
WWMX/Baltimore	4.5	6.4	+1.9	+2.7
WYST/Baltimore	2.9	3.5	+0.6	-0.1
WLTB/Birmingham	4.6	4.2	-0.4	-1.7
WMJJ/Birmingham	8.4	11.6	+3.2	+0.6
KMGC/Dallas	3.9	2.0	-1.9	-2.4
KQZY/Dallas	3.6	3.7	+0.1	+0.2
KVIL/Dallas	6.9	7.6	+0.7	+0.6
WFBC/Greenville	11.7	6.6	-5.1	-7.4
KRTR/Honolulu	5.2	7.3	+2.1	+2.3
KSSK/Honolulu	10.9	11.2	+0.3	-0.5
WAIV/Jacksonville	6.6	6.9	+0.3	+0.5
WIVY/Jacksonville	7.1	7.9	+0.8	+0.7
KLSI/Kansas City	3.2	4.2	+1.0	+0.9
KUDL/Kansas City	4.7	4.0	-0.7	-0.2
KMGK/Minneapolis	3.3	1.7	-1.6	-2.6
KSTP/Minneapolis	9.5	9.4	-0.1	-0.6
WCCO/Minneapolis	17.6	16.9	-0.7	-0.1
WLTE/Minneapolis	3.6	5.9	+2.3	+3.1
KAER/Sacramento	2.8	3.7	+0.9	+0.1
KHYL/Sacramento	2.3	2.7	+0.4	+0.1
KXOA/Sacramento	7.4	8.1	+0.7	+0.7
KLTH/St. Louis	2.4	1.4	-1.0	-1.8
KMOX/St. Louis	17.7	21.3	+3.6	+2.6
KRJV/St. Louis	1.3	2.0	+0.7	+1.1
KYKY/St. Louis	5.4	5.0	-0.4	-0.4
K101/San Francisco	2.3	3.5	+1.2	+1.1
KNBR/San Francisco	2.5	2.1	-0.4	-0.4
KOIT/San Francisco	2.7	2.7	Flat	+0.2
KYUU/San Francisco	2.8	2.3	-0.5	-0.3

Combined with statistics from the 5/13 issue, 39 stations (54.9%) declined 12+, 28 (39.4%) were up, and four were flat. Twenty-nine stations improved 25-54 and 42 were down. The average winter '87 12+ share was 5.18 compared to this year's average 5.12. Data is based on Arbitron Monday-Sunday, 6am-midnight metro shares.

0.5 to 1.0. WIVY and WAIV ranked first and second, respectively, in the overall key 25-54 battle.

### Kansas City

Gold-Based KUDL's 1.5 advantage over Current-Based KLSI has evaporated, with the latter grabbing a 0.2 lead. In spite of KLSI's 0.9

KXOA-FM all registered 12+ and 25-54 gains. KXOA-FM kept its commanding lead in both demos and is the market's lone station drawing 25-54 double digits.

### St. Louis

Full-Service legend KMOX rolled along with its usual staggering numbers. KRJV replaced KLTH as the city's number three AC 12+ and 25-54. With only small losses in both demos, KYKY remained number two. It gained considerably on the younger side (18-34), lost on the higher end (35-64), and finished a distant second to KMOX 25-54.

### San Francisco

Last winter, among Full-Service KNBR, soft KOIT, and hybrid KYUU, Current-Based K101 ranked fourth – although the four were separated by a mere 0.5. The difference among the four has escalated now to 1.4, with K101 in the lead. Highlighting K101's increase was a hefty boost among 18-34s and a stunning second-place showing 25-54; KOIT placed third. In the meantime, KYUU called it quits last month (4/28) and is now CHR.

In coming weeks: winter NAC performance profiles, including San Francisco's KKSF and KBLX.

## Ranking The Performances

Here's how some ACs performed against all market competition in four demos.

	12+	18-34	25-54	35-64
WGY/Albany	1	6	2	1
WKLI/Albany	5	4	3	4
WAEB/Allentown	6	8	6	4
WLEV/Allentown	4	4	1	2
WFOX/Atlanta	11	9	7	7
WSB (AM)/Atlanta	6	14	9	2
WSB-FM/Atlanta	2	3	2	4
KEYI/Austin	9	9	6	7
KKMJ/Austin	2	5	2	2
WCBM/Baltimore	22	24	22	16
WWMX/Baltimore	4	4	2	4
WYST/Baltimore	10	9	7	6
WLTB/Birmingham	8	6	6	8
WMJJ/Birmingham	2	1	2	2
KMGC/Dallas	17	14	15	16
KQZY/Dallas	11	11	6	8
KVIL/Dallas	3	3	1	2
WFBC/Greenville	6	6	2	4
WMYI/Greenville	7	4	6	5
KRTR/Honolulu	4	4	2	8
KSSK/Honolulu	2	6	1	1
WAIV/Jacksonville	5	5	2	3
WIVY/Jacksonville	3	3	1	6
KLSI/Kansas City	10	7 Tie	10	7
KUDL/Kansas City	11	7 Tie	7	6
KMGK/Minneapolis	14	13	11	8
KSTP/Minneapolis	2	3	1	2
WCCO/Minneapolis	1	9	2	1
WLTE/Minneapolis	6	5	4	5
KAER/Sacramento	10	8	8	7
KHYL/Sacramento	12	9	11	9
KXOA/Sacramento	3	3	1	4
KLTH/St. Louis	16	12	13	14
KMOX/St. Louis	1	7	1	1
KRJV/St. Louis	12	11	9	6
KYKY/St. Louis	8	4	2	4
K101/San Francisco	7	5	2	6
KNBR/San Francisco	17	24	17	12
KOIT/San Francisco	11	8	3	9
KYUU/San Francisco	14	9	14	16

In simulcast situations, only FM stats are used and combo figures are not combined. Rankings are based on winter '88 Arbitron metro shares Monday-Sunday, 6am-midnight.

## Station Stats

- FSAs WGY, WCCO, KMOX tops 12+
- K101 jumps to #2 25-54
- WSB, WWMX, WLTE, WIVY sparkle
- KEYI, WFBC tumble

### Honolulu

This marked the third straight book in which Full-Service KSSK slipped, although the station turned in first place performances 25-54 and 35-64. Gold-Based KRTR hit 25-54 double digits for the first time, placing second in that demo.

### Jacksonville

After enduring five consecutive down trends, WIVY posted its second 12+ up book and racked up 25-54 double digits for the first time in over a year. Its 12+ lead over format rival WAIV increased from

25-54 increase and KUDL's slight decline there, KUDL retained a nearly full share demo lead.

### Minneapolis

A great AC hotbed: the market's 12+ one-two leaders are Full-Service WCCO and Current-Based KSTP-FM. Additionally, WLTE scored a sizable gain – particularly in the 25-54 arena. Conversely, KMGK tumbled to a sub-2.0 share.

### Sacramento

It was a clean sweep for the market's three major format contenders, as KAER, KHYL, and



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**PD:** Yeah, but he's too country for us!

**MD:** You know, my wife likes **RANDY TRAVIS!**

**PD:** Oh, your wife listens to country radio?

**MD:** No, she's never listened to country radio!

**PD:** Yeah, but he's too country for us!

**MD:** You know, I hear he's sold over 4½ million albums and everywhere you look, you see his face! Maybe we could give his record a try?

**PD:** Nah, he's too country for us! OR IS HE...???

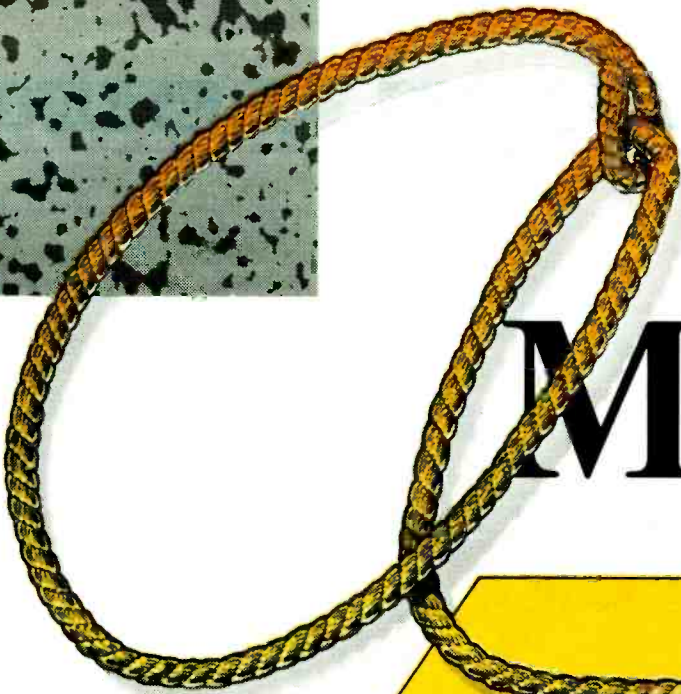
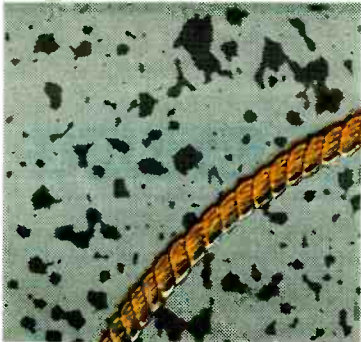
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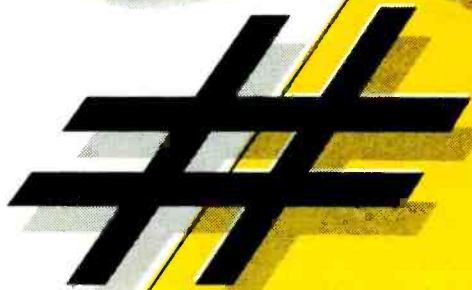


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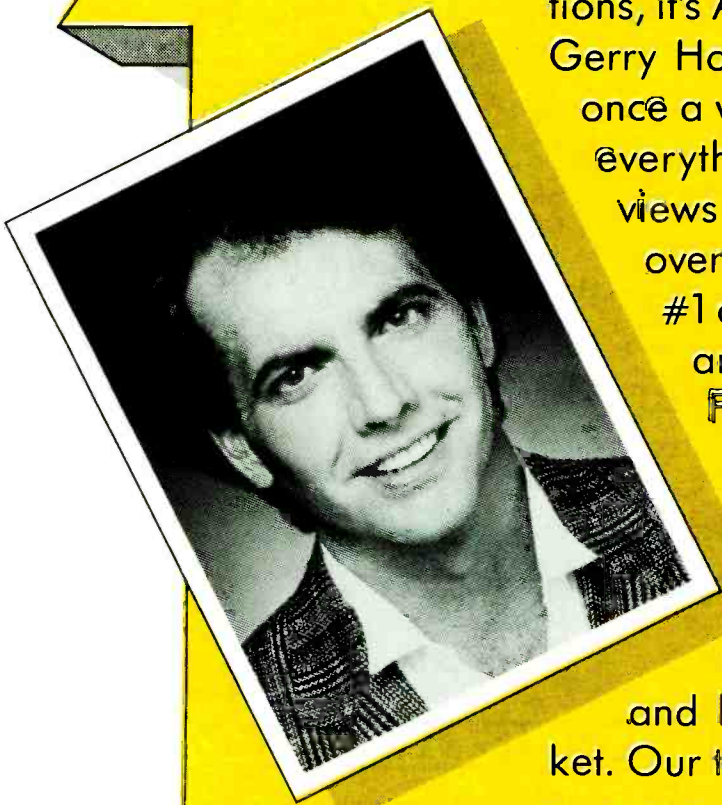


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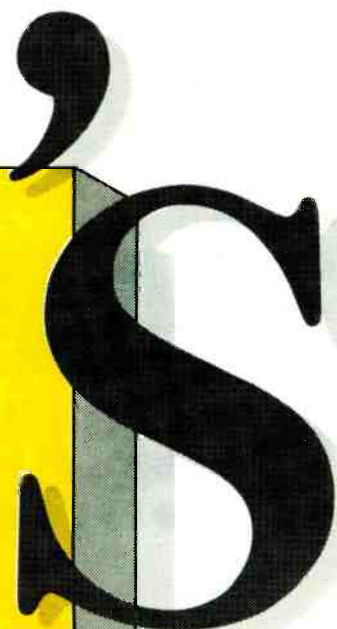
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# COUNTRY

## Winter's Big Winners

Here's a closer look at some of the winter sweep's biggest winners.

Arbitron 12+ numbers are listed first, with Birch estimates in parentheses. Rankings are based on ARB's 25-54 shares. An asterisk denotes sister stations with different call letters. Numbers in bold indicate first place in the market.

### Austin

12+		25-54 (Rank)	
F '87	W '88	F '87	W '88
<b>KASE*</b>	13.5 (17.2)	14.4 (14.6)	1 1
<b>KVET*</b>	4.5 (2.7)	4.2 (2.0)	10 11

Perennial powerhouse KASE won the 12+ race for the sixth straight book, while leading the pack 25-54 for the book, and eight out of the last nine sweeps.

However, a challenger is on the horizon, as a fringe station with a new owner prepares to upgrade its facilities and make a run at KASE. More on that as the battle intensifies.

### Charlotte

12+		25-54 (Rank)	
F '87	W '88	F '87	W '88
<b>WLON</b>	4 (1.6)	9 (.7)	19 17
<b>WLVK</b>	6.7 (5.4)	6.9 (5.9)	5 4
<b>WSOC</b>	9 (1.0)	6 (0.8)	T20 T22
<b>WSOC-FM</b>	12.1 (12.2)	14.4 (14.4)	1 1

"There's a definitive winner in the Charlotte Country battle," said WSOC VP/GM Gregg Lindahl, as he described the outcome of the winter sweeps.

Although he didn't say so, Lindahl's comment may be a veiled retort to a remark made by Capitol (WLVK's parent company) President Ken Johnson. Johnson, in a story about Mike Buxser coming in as WLVK's new GM, said, "Capitol is absolutely committed to winning the Country battle in Charlotte." Lindahl added that WLVK is "good, but not a threat to us at this point in time."

WSOC and WLVK have been going at one another tooth and nail the last few years, with 'LVK making inroads of various degrees but never overtaking 'SOC. In fact, WSOC-FM's 14.4 is its best 12+ showing since WLVK went Country. Its 25-54 lead over WLVK has grown to more than eight shares.

It should be added that WSOC is almost an entirely different radio station than the one WLVK originally set out to challenge. The entire management team has changed. In addition, half of the air talent and the entire sales staff have turned over since Lindahl came aboard approximately 18 months ago.

### Cleveland

12+		25-54 (Rank)	
F '87	W '88	F '87	W '88
<b>WGAR</b>	5 (1.0)	1.0 (.9)	T21 T19
<b>WGAR-FM</b>	4.7 (4.1)	6.1 (6.3)	5 6

The best 12+ number in WGAR-FM's Country history — good for sixth in the market — was due largely to a significant increase in the station's 18-34 listenership, which was up a point and a half. The station slipped a hair 25-54 (one place in rank), while remaining flat 35-64.

### El Paso

12+		25-54 (Rank)	
F '87	W '88	F '87	W '88
<b>KHEY</b>	3.1 (3.8)	4.0 (3.9)	T12 T8
<b>KHEY-FM</b>	9.3 (8.8)	10.5 (10.7)	1 1

KHEY-FM leaped to number one 12+, with its best book in almost four years. It retained its top 25-54 rank, tacking on almost a point and a half in the process, while extending its lead to three full shares over the closest pursuer.

### Greensboro/Winston-Salem

12+		25-54 (Rank)	
F '87	W '88	F '87	W '88
<b>WBIG</b>	6.9 (5.3)	4.9 (6.5)	4 6
<b>WTQR</b>	14.8 (13.2)	18.6 (15.6)	1 1

A couple of ARB trends came screeching to a halt with the release of the winter book. WTQR stopped a four-book skid (19.7, 17.8, 17.5, 14.8) with the third best 12+ figure in its history — and its best since WBIG hit the scene a little over a year ago.

PDLes Acree — not to be confused with the new WBIG all-night jock dubbed by 'BIG PD Kevin O'Neal as "Les Acree" — points to a "12 in-a-row" promotion (during which several cash prizes of \$12,000 were awarded to listeners) as one key to the increases. WTQR's spring push is its "North Carolina Lottery."

WBIG's steady progress in its first three Country books (1.1, 2.9, 6.9, and a 14-9-4 move in 25-54 rank) has stalled, at least momentarily.

### Knoxville

12+		25-54 (Rank)	
F '87	W '88	F '87	W '88
<b>WIVK</b>	4.8 (5.4)	3.7 (5.2)	5 6
<b>WIVK-FM</b>	30.1 (26.9)	31.9 (30.5)	1 1
<b>WNOX</b>	1.2 (1.3)	1.1 (.6)	T10 T12
<b>WSEV</b>	1.1 (.7)	1.1 (1.3)	T10 T12

The incredible domination of WIVK-FM continues. It's a prime example of a station that's transcended a format to become part of its market's lifestyle.

In 25-54, it went up more than two points to top 40 shares for the second time in its history; it leads the number two station in 12+ by 20 full points.

There's worse news for the rest of the market. The WIVK combo should soon be even stronger now that it has purchased WNOX. It jetsions a 50kw daytimer at 850 kHz for 24 hours of 10,000 watts at 990 kHz (with a huge nighttime signal).

### Louisville

12+		25-54 (Rank)	
F '87	W '88	F '87	W '88
<b>WAMZ</b>	14.3 (13.5)	16.7 (15.7)	1 1

Not only did WAMZ notch the best book in its history, but it did so with across-the-board demos. For only the second time, WAMZ cracked the 20 share barrier 25-54, leading the number two station in that demo by almost three points.

Even more amazing is the station's 18-34 performance: its best ever, second place showing puts it only two shares behind AOR WQMF; 35-64, it leads by almost a point.

### Nashville

12+		25-54 (Rank)	
F '87	W '88	F '87	W '88
<b>WSIX-FM</b>	10.5 (9.4)	10.2 (9.5)	1 2
<b>WSM</b>	3.9 (3.9)	5.6 (3.8)	11 11
<b>WSM-FM</b>	9.1 (10.4)	12.2 (11.5)	2 1

A tremendous book for WSM-FM, which was stunned by WSIX-FM's showing last fall. 'SIX, which was rumored to have spent in the neighborhood of \$500,000 in the second half of last year, continued to spend during the first quarter of 1988. TV, billboards, and on-air cash giveaways were constant. From 'SIX's standpoint, the 10.2 proved its 10.5 last fall was "real."

## Surrey's Top 30 And Dirty Dozen

Listed below are the results of auditorium music tests conducted by Surrey Research between January and April of this year.

The top 30 consists of the highest-scoring titles that rated under 20% burnout. The "Dirty Dozen" are the 12 lowest-scoring titles with at least 70% familiarity. It's most interesting to note how well "noncountry" titles fared in these tests.

These scores are national averages based on individual market studies. The complete list of 1691 titles or the top 500 is available from Surrey. For more information, contact Marketing Director Mike Henry at (800) 952-1986.

### Top 30 . . .

1. CHARLIE RICH/The Most Beautiful Girl
2. JAMES TAYLOR/Fire And Rain
3. BELLAMY BROTHERS/Let Your Love Flow
4. EDDIE RABBITT/Drivin' My Life Away
5. ALABAMA/Mountain Music
6. EAGLES/Take It Easy
7. JOHNNY LEE/Lookin' For Love
8. RANDY TRAVIS/Forever And Ever, Amen
9. KENNY ROGERS/The Gambler
10. RONNIE MILSAP/I Wouldn't Have Missed It
11. KENNY ROGERS/You Decorated My Life
12. ROY ORBISON/Oh, Pretty Woman
13. SYLVIA/Heart On The Mend
14. ANNE MURRAY/Shadows In The Moonlight
15. ANNE MURRAY/Danny's Song
16. KENNY ROGERS/She Believes In Me
17. KENNY ROGERS/Lady
18. ELVIS PRESLEY/All Shook Up
19. BOB SEGER/Against The Wind
20. EAGLES/Take It To The Limit
21. JUICE NEWTON/Angel Of The Morning
22. CHARLIE RICH/Behind Closed Doors
23. EVERLY BROTHERS/Wake Up Little Susie
24. EVERLY BROTHERS/Bye Bye Love
25. KENNY ROGERS/Through The Years
26. CREEDENCE CLEARWATER REVIVAL/Proud Mary
27. KENNY ROGERS & FIRST EDITION/Ruby Don't Take Your Love To Town
28. EDDIE RABBITT & CRYSTAL GAYLE/You And I
29. BONNIE TYLER/It's A Heartache
30. LINDA RONSTADT/You're No Good

### . . . And The Bottom 12

1. LARRY GATLIN/Almost Called You Baby
2. DAVID FRIZZELL & SHELLY WEST/Another Honky Tonk Night On . . .
3. CONWAY TWITTY/Red Neckin' Love Makin' Night
4. MERLE HAGGARD/Someday When Things Are Good
5. WAYLON JENNINGS/Rough And Rowdy Days
6. WILLIE NELSON/Midnight Rider
7. CONWAY TWITTY & LORETTA LYNN/True Love
8. WILLIE NELSON & RAY PRICE/Faded Love
9. LEE GREENWOOD/If There's Any Justice
10. MERLE HAGGARD/Silver Wings
11. MOE BANDY & BECKY HOBBS/Let's Get Over Them Together
12. ROSANNE CASH/I Wonder

Meanwhile, WSM-FM hammered away at promoting its "more music" position. Late in the book — it was actually a spring sweep campaign — the station adopted

the "Most Music Allowed By Law" campaign on TV and on the air.

The winter round of the personality vs. music morning war was won by 'SIX's Gerry House, beating the team of Sherm & Katy, though the gap narrowed considerably. The station went 14.3-13.2 12+ (from 14.6-9.4 last fall). House's lead shrank from almost six shares to just over one share in 25-54.

The FMs are tied for fourth in 18-34, both hitting double digits. WSM-FM leads 35-64 by three shares. Not to be lost in the FM war is WSM-AM, which posted its second best 12+ figure in almost three years.

There are now 29 shares of Country here — seven to eight points higher than anytime prior to the fall book when WSIX came on strong — and the total was 26.6.



WPOC/Baltimore morning personality Laurie DeYoung signs a three-year contract with VP/GM David Fuellhart (l) and PD Bob Moody.

# NASHVILLE THIS WEEK

## 'MUSIC CITY BLUES'

### Larry Boone Stars In Movie

Mercury/PolyGram's Larry Boone has been chosen to star in a \$7 million feature film titled "Music City Blues." He'll be playing opposite the "Dukes Of Hazzard"'s Catherine Bach. Six to eight weeks of filming will begin in Nashville during the latter part of June.

Boone was spotted by the film's producer Victor Kingery III when he sang on last month's Academy Of Country Music awards show. After Boone and his manager Gene

Ferguson met with Kingery and director Tom Keith, Boone went to Los Angeles to test for the part. According to Boone, "At first we

didn't think much of it. We didn't know who we were dealing with — you know how these things go."

The movie's storyline takes place in 1949-58; it's about a Texas hillbilly singer named Joe Buck Taylor. After finding success in Music City, Taylor becomes involved with drugs and alcohol, loses everything, and saves the day by writing a comeback song, which ultimately goes number one.

Boone, whom Kingery is also considering for three other movie projects, will also write most of the movie's soundtrack.

## NASHVILLE IN MOTION

- The CMA has purchased a lot for \$385,000 on Music Circle, South and will spend \$750,000 to build its headquarters there.

- Wayne Halper upped to Director, has joined the Praxis staff as Director/Regional Marketing and Promotion.

- Affiliated Publishers adds Glen Perkins as VP/GM, Connie Landers as Director/Writer Relations.

**Signings:** Lisa Childress to True, Rosey Carter to Airborne, Jerry Lansdown to Step One, and Jenny Chapman to Advantage for recording... David Allan Coe to Bobby Roberts Entertainment for bookings... Desert Rose Band to Chuck Morris Entertainment and Patsy Stone to Wesco Music for management... Jimmy Stewart to Peer-Talbot Music for publishing.

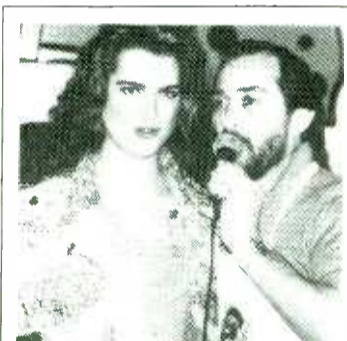
Concerts West has relocated to 11111 Santa Monica Blvd., 7th Floor, Los Angeles, CA 90025; (213) 312-1380.

Congratulations to Baillie & The Boys members Kathy Baillie and Michael Bonagura on the birth of daughter Alyssa; Restless Heart's

David Innis and wife Angie for son Isom; and RH's Paul Gregg and wife Leslie for daughter Ali McKenzie. The Forester Sisters' Kathy is expecting a child in July. Younger sister Kim married Brian Keiffe in a May 14 private ceremony on Lookout Mountain, GA.

Condolences to the family of Kelly Allen, who passed away May 2 in Nashville.

— Debe Fennell



**LEE'S DREAM COME TRUE?** — Up close and personal are Brooke Shields and Lee Greenwood during the final moments of the Dreammakers benefit luncheon in Nashville.

### Tree Branches Into Records

Tree International Publishing has announced its foray into the recording business. Former K-Tel and MCA executive Bill Isaacs will head a new division called Tree Special Projects, which will "both reissue LPs and [do] rerecordings of famous songs." Isaacs added that the recordings will encompass gospel, R&B, pop, and country.

Tree owns master tapes from the Dial and Challenge labels and wants to acquire more classic performance songs. Tree VP Donna Hilley said, "We're interested in purchasing masters from people who have some they aren't doing anything with."

Tree Special Projects also plans to record "greatest hits" collections with artists who are between label contracts. These LPs will be produced by Tree's Buddy Killen and Bob Montgomery. Roger Miller will begin recording a hits compilation next month. According to Isaacs, "We'll market these albums through the top TV marketing companies, record clubs, and labels in the US and overseas."



**SINGING FOR FOOD** — Marlboro's Country Music Tour '88 kicked off with a press conference featuring the tour's artists. The Second Harvest Food Bank will receive one dollar from every ticket sold. Shown (l-r, seated) are K.T. Oslin and Randy Travis; (second row) Merle Haggard, Naomi and Wynonna Judd, Second Harvest head Phillip Warth, and Ricky Van Shelton; (third row) George Strait and Kathy Mattea; (fourth row) O'Kanes' Jamie O'Hara and Kieran Kane; (fifth row) Alabama's Jeff Cook and Randy Owen; (sixth row) Restless Heart's Greg Jennings and Alabama's Teddy Gentry; (seventh row) Restless Heart's Dave Innis and Alabama's Mark Herndon; (last row) Restless Heart's John Deitrich, Larry Stewart, and Paul Gregg.

## DUE JUNE 1

### CMA Awards Deadline Nears

The Country Music Association is now accepting entries for its 1988 broadcast awards. Presentations must be sent to the Nashville office by June 1.

Handed out for the first time last year, these awards acknowledge and recognize the role radio broadcasters play in the development of country music. They're presented to stations in small, medium, and large markets; the categories are Station, General Manager, Program Director, and Music Director of the Year.

Brochures sent recently by the CMA outline the entry requirements. All Country stations and

personnel are eligible and need not be CMA members to enter. Judging will be done by an anonymous panel of experts from the broadcast industry.

Because the criteria for each category varies, interested stations should consult the CMA brochures for details. If you need more information, contact the CMA Membership Department at (615) 244-2840.



**CHOICE SINGERS** — Prior to TNN's first annual Viewer's Choice Awards, CBS/Nashville's Willie Nelson and Merle Haggard were greeted by label executives; (l-r) are Director/Marketing Mary Ann McCreedy, Director/Promotion Jack Lameier, Nelson, Senior VP Roy Wunsch, Haggard, VP/Promotion Joe Casey, and Director/Promotion Rich Schwan.

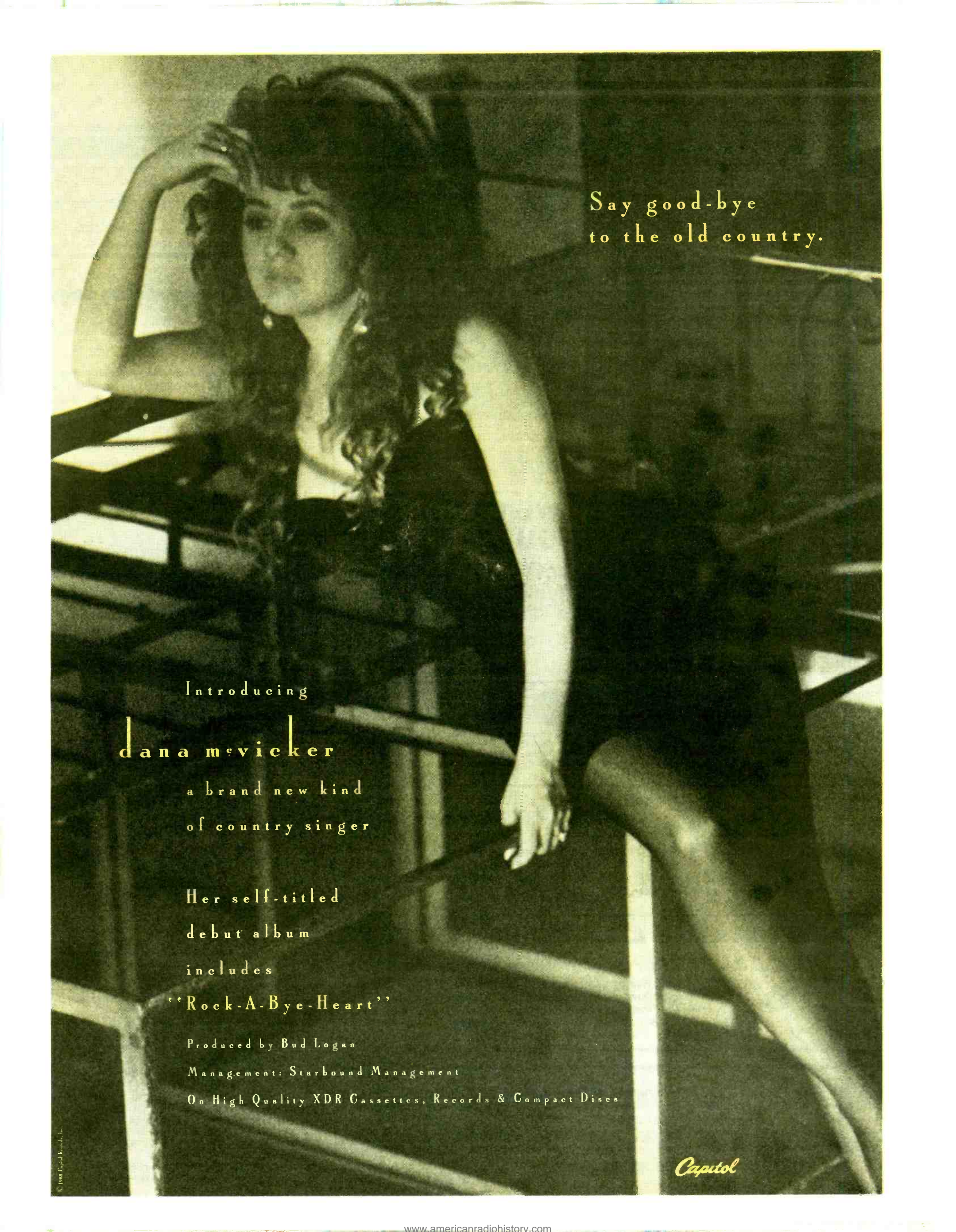


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## WE CAN HELP YOU SAVE TIME!

AOR/CHR Comedy. Audio Bits, Drops and FUNNY STUFF!

Call or write on letterhead for demo.

No sissies please.



## PUNCHLINERS

America's newest comedy service can now be yours. For a FREE, knock out sample issue write on station letterhead: PUNCHLINERS, 2714 Stateview Drive, Toledo, OH 43609, or call (419) 382-7572.


## BUG TODE

Purebred American Mongrel Humor!

Pre-taped comedy drops twice a week. Supplied monthly. "Earthy & sophisticated, raw yet refined." Call "Out O' the Blue" for info., rates & FREE demo plan (804) 783-1946. Country, Zoo, CHR & AC! PO Box 1117, Mechanicsville, VA 23111-6117.

## ASTRO-ILLOGICALS!

Dave Dworkin's



Thanks to Pres. Reagan, Astrology is HOT. "Astro-illogicals" is 100 funny fake horoscopes. Don't delay, this item is TIMELY! Send \$25 to Ghostwriters, 2301 Unity Ave. North, Dept RA, Minneapolis, MN 55422. Or write for details. Credit card orders call 612-522-6256. MN residents send \$26.50.

KNFM/Midland WAPW/Atlanta

## Susan B. Anthony-Jones

KSON/San Diego WBVR/Russelville U102/Knoxville WDXE/Lawrenceburg

KPLX/Dallas WDRM/Decatur KNOE/Monroe KOUL/Corpus Christi WLVK/Charlotte

WKCQ/Saginaw KGGO/Des Moines WRVQ/Richmond WKJN/Baton Rouge

### "Hilariously Obnoxious Jock Interactives!"

## CATCH HER!

For demo tape, or to order service call (804) 231-9861 9A-6P EST.

## COMEDY

### O'Liners

FREE SAMPLE ISSUE of radio's most popular humor service

For sample, write on station letterhead to: O'Liners  
11060 Cashmere St., Suite #100, Los Angeles, CA 90049



### personality page

DAILY COMEDY SHEET

FREE SAMPLE

WRITE Wheeler & Lewis Productions  
2899 AGOURA RD. SUITE 390  
WESTLAKE VILLAGE, CA 91361



### "Phantastic Phunnies"

Highly Respected! Hilarious! Original!  
Proven worldwide audience builder!

10th ANNIVERSARY SPECIAL!

3 month's sampling (over 1,000 topical one-liners) . . . plus 'Bonus Gift' Send just \$5!! "Phantastic Phunnies," 1343-R Stratford Drive, Kent, Ohio 44240

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KRAZY KOMMERCIALS . . . 100 of the wildest things ever sold on radio. Everything from a police dog that licks to a telethon to combat excess body hair to a free loaders home study course. For FREEBEE, write: HYPE, INK., 7805 Sunset Blvd., #206, Los Angeles, CA 90046.

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Hundreds renewed again!

Free sample!

Write on station letterhead to  
Contemporary Comedy  
5804-D Twineing  
Dallas, TX 75227

### "Just For Laughs..."

FUNNY - CLEAN - USABLE MONTHLY JOKE SERVICE

SAMPLE \$1 REFUNDED W/SUBSCRIPTION USE LETTERHEAD

P.O. BOX 126, RICHMOND, MO 64085  
OR CALL 24 HR. 816-776-8241

### LONESOME COWBOY TIM

Tells Tall Tales Use it free!

## 415-826-2628

24 hour recording



## MARKETPLACE ADVERTISING

Payable in advance. Orders must be typewritten and accompanied by check. One-inch minimum; additional space up to six inches available in increments of one-inch. Rates for R&R Marketplace (per inch):

	Per Insertion
1 Time	\$65.00
6 Insertions	\$60.00
13 Insertions	\$55.00
26 Insertions	\$50.00
51 Insertions	\$45.00

Will include logo or other line art on ads of two inches or more if camera-ready art provided. Deadline for Marketplace ads is 6pm Thursday, one week prior to publication date. Marketplace ads are non-commissionable.

Submit to:  
Marketplace  
RADIO & RECORDS 1930 Century Park West  
Los Angeles, Calif. 90067 (213) 553-4330

# MARKETPLACE

## CONTENT SERVICES

### INFO-BITS

2 PAGES DAILY! Loaded with "great material." \$5 gets an Info-Bits 2wk trial fast. Or: more info at Info-Bits, P.O. Box 112576, San Diego, CA 92111. ALSO! "Famous Birthday Bio's Almanac." Indexed!

### SEBASTIAN'S MUSIC HISTORY CALENDAR

"On The Air Since 1975"  
Facts, events, and music trivia day by day in amazing detail. Request sample on station letterhead.  
You've tried the rest, now use the best. AC/AOR/CHR/Oldies P.O. Box 33125 Decatur, GA 30033

## EMPLOYMENT SERVICES

Get a jump on the hottest job listings! Get R&R's weekly Opportunity/classifieds before the paper's published. R&R Job Hotline is mailed to you separately. Call 213-553-4330 to subscribe today. Visa/MasterCard/AmEx.



### HotLine

## GAG SHEETS



GAG SHEETS DONE RIGHT

POWER SHEETS

Free Sample: Tower Creations, Box 4858, St. Louis, MO 63108.

## JOKES!

For Free Samples Call TOLL FREE 1-800-225-5061 Ext. #248 or write



the Electric WEENIE

P.O. Box 2715, Quincy, MA 02269

## PROGRAMMING

Award Winning  
Nationally Syndicated  
Music and Talk

*Afterglow*

Don Johnson  
6223 Lochlevin Cove,  
Memphis, Tennessee 38119,  
(901) 682-3028 or 365-4673

ATTENTION PD'S OF MAJOR & MEDIUM SIZE MARKETS

The #1 Love Song Show

"JOHNNY WILLIAM'S PILLOWTALK"

is now available through taped syndication.

Incredible Results!

For further information contact:

TD Productions, 21193 Indian St., Southfield, MI 48034

## PROGRAMMING

After two years of pleasing audiences in Dallas/Ft. Worth, we've got the Blues for YOU & YOUR AUDIENCE! National syndication since Jan., Blues Deluxe© is a weekly one-hour program devoted to the Blues greats of today and their roots. Includes listener requests, artists interviews, promotions. Barter. Demo. and other info.; Music Unlimited, 763 Taft, Suite G, Arlington, TX 76011. (817) 261-3520.

## BLUES DELUXE

"Blues Deluxe© is an excellent addition to our programming. Audience response has been even better than expected."



Dave Hamilton, PD  
KQRS-FM/AM.

What do Hawaii, Alaska, Florida & New Zealand have in common? Well, they all touch oceans & they've all said "yes" to SPORTSLINE USA. So have 46 other stations in 26 states of the U.S. of A!

Listeners can talk with the world's Top Sports Personalities with 800 #. Satellite fed M-F, plus Sat. only. Barter. At night. Proven track record. National operations this summer.

Check it out: (415) 221-3000.

## MUSIC SERVICES

### GOLD LIBRARY IN STEREO

- The Top 1100 Hits From 1958-1971
- Over 750 In Stereo

Call for more information and special prices

Call 1-918-492-7222

MSA

Custom orders available

## IDS, JINGLES, SWEEPERS

When you're buying new IDs, sweepers, promos for your radio station, make sure you're getting the steak, not just a lot of sizzle.

Call for our demo on CD.

(201) 866-2638

*J.R. Nelson*

## SWEEPERS

PROMOS/COMMERCIALS!

NEW! JINGLES!

Coming Soon!

HI-TECH  
PRODUCTION LIBRARY  
ON CD!

DEMOS AVAILABLE  
Mitch Craig Productions  
(901) 388-8449 • ask for Mitch

## IDS, JINGLES, SWEEPERS

### JINGLES THAT STAND OUT & SINK IN

Get the Jingles that stand out on the air, sink in with your listeners, & go with your formatic flow. FRESH SOUNDS, NEW IDEAS. CHR, AC, Country, Life Rock. Call for free demos. Ask for Kyril.

612-342-4444



MINNEAPOLIS PRODUCTIONS, INC. 612-342-4444

## PREMIUMS/PROMOTIONS

### BIGGEST PROMOTION IN YEARS!

Looking for that larger than life promotion to make your station stand out above the rest? THE CASH CHAMBER is now available on a market exclusive basis! Great for large and small markets alike! THE CASH CHAMBER IS A PROVEN TRAFFIC BUILDER for your station! More info., write or call: Chambers & Rooms Promotions, 2138 Chester Ridge Dr., \*F, High Point, NC 27260. (919) 889-5819

### One-Stop Promotional Outfitters!

Call for special pricing & FREE catalogue. Quality promotional items!

Wholesale Prices For 4th of July

PROMOTIONAL VENTURES, INC.

1-800-367-4110

Subscribe today!

Call Kelley at R&R  
213-553-4330



# MARKETPLACE

## PRODUCTION SERVICES



Go the distance...

### MARATHON PRODUCTS

- Innovative magnetic tape cartridges
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Marathon Products Co.  
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(617) 853-0988

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Enhance your strengths • Eliminate your weaknesses

### BE A BETTER PD

A monthly offering of ideas, direction, philosophy, successful management techniques and a forum for working PD's.

Mark Rivers PD Newsletter  
Post Office Box 462 Charleroi, PA 15022  
12 months \$28.00 Sample \$3.00

*Marketplace -- the Industry's service station . . . get it working for you! Call Ilsa or Dave at (213) 553-4330.*

## PUBLICATIONS

### WANT IT ALL?



Amazing book reveals exactly how you can make \$80,000 or more this year!

### ★ ★ LET'S GET RICH ★ ★

(The pre-millionaires guide to music and business) Master the rules, play the game to the hilt! (money back guarantee)

Rush \$12.00 (includes p&h). CA residents add 65¢ tax to:

Highest Joy Pubs., Dept. R, PO Box 2272, Beverly Hills, CA 90213.

Allow 4-6 wks. delivery.

## RECORD SERVICES

### OLDIES BY THE THOUSANDS

NEW EXPANDED UP-TO-DATE CATALOG of 45-rpm oldies from the past 40 years. Pop. R&B. Classic Rock, Country & Jazz included. Send \$2 to:



Box 66455, Dept. #RR, Los Angeles, CA 90066  
(213) 391-4088

## SHOW PREP

### NORTHEAST & NORTHWEST JOCKS

You're invited to attend an intensive, two-day **Air Personality Workshop** with **Dan O'Day** in Philadelphia June 11-12 . . . or Portland, OR July 16 & 17. Jocks, PDs, Newspeople — this could be your most valuable weekend of the year! To receive complete information, write to: **DAN O'DAY • 11060 Cashmere St. #100, L.A., CA 90049** . . . or call any time and leave complete mailing address: **(213) 478-1972**. (Be sure to mention which location you're interested in.)

### The R&R "Year End Review Pack"

All the hits 1974-1987 **Only \$25\***

Call Kelley at R&R 213-553-4330



English psychic and radio personality.

1988 guest psychic: **WWSW\*PA, KDSO\*CA, KELY\*NV, WZZU\*NC, WQFM\*KY, WBSM\*MA, WANS\*SC, WKQB\*SC, WHYI\*TX, WMIX\*MA, WBT\*NC.**

I predict I'll boost your ratings with my call-in shows as your resident psychic! By phone or even in person!

1-800-992-1942.

# OPPORTUNITIES

OPENINGS

OPENINGS

OPENINGS

OPENINGS

## NATIONAL

# WESTWOOD PERSONALITIES

...when all others fail!

If you'd like us to locate your next **SUPER** gig, send us your T/R ASAP.

### WESTWOOD PERSONALITIES

6201 Sunset Bl., Suite 8,  
Hollywood, CA 90028 • (213) 851-5769

## 10,000 RADIO and TV JOBS!

The most complete list of job openings ever published by anyone! Up to the minute, computer printed, and mailed to the privacy of your home. As many as 300 weekly. All formats, all market sizes, all positions! Many jobs for beginners and minorities.

One week \$7.00 — **SPECIAL SIX WEEKS \$15.95 . . . SAVE \$20.00**  
Yearly \$120.00 **MONEY BACK GUARANTEE**

*American Radio*  
JOB MARKET

1553 N. Eastern, Las Vegas, NV 89108



### ASS KICKING HOST . . .

. . . wanted for Talk Show Assignments. M/F, EOE, Animal, Vegetable, Mineral needed for many great stations in big markets! Tapes, resumes, other pertinent propoganda. T&R's to Radio & Records, 1930 Century Park West, #061, Los Angeles, CA 90067. EOE

All the best jobs . . . all over the country . . . every week in R&R Opportunities . . . check 'em out!

### TOP 10 MARKET

Group owned FM station seeking **AC Program Director** with outstanding track record from medium/major market to improve top-notch market facility. T&R, salary history to Radio & Records, 1930 Century Park West, #047, Los Angeles, CA 90067. EOE

Got a job? Need a jock? Put it in Opportunities -- and get results! Call 213-553-4330.

### ARE YOU THE NEXT DR. DAVE?

(David Kolin/KKBQ)

Do you have razor blades where your fingers should be? Do you have 2 years in production, (that you're proud of?). Would you believe there's a big time L.A. station (now think REALLY hard) that has an opening that comes around only once-in-Shirley-MacLaines's-lifetimes? You could be missing a chance of a lifetime to work with truly sick people and get paid for it. If you would, send a tape and resume of your "Greatest Hits" to: Radio & Records, 1930 Century Park West, Box #058, Los Angeles, CA 90067. EOE

## Personality DJs Needed

Do you do voices? Can you handle the phones? How about drop-ins? In other words, are you a Pro -- or a Time & Temp Jock? More and more of the thousands of radio stations with whom we deal are looking and willing to pay for that something extra. **If you are ready for a move**, let NATIONAL, the acknowledged leader in radio personnel placement since 1981, help. We make the complete presentation for you. For complete registration information, write or call:

**NATIONAL BROADCAST TALENT COORDINATORS**  
Dept. R., P.O. Box 20551 • Birmingham, AL 35216 • (205) 822-9144

**ACT NOW!**



# OPPORTUNITIES

## OPENINGS

### NATIONAL

#### R.M. LOWRY & CO.

##### NEEDED:

**True Easy Listening personality.** Build loyalty and companionship. Human, witty, warm. Card readers or big voices don't bother. T/R: Lowry & Co. 5888 E. Onyx Ave., Scottsdale, AZ. 85253. NO CALLS.

#### AC/GOLD PROGRAM DIRECTOR

Group broadcaster seeks experienced major market AC Program Director to initiate AC/Gold format on established competitive station in major market. Since we have no other AC stations in major markets, rest assured we are not your present employer. Rush T&R with salary requirements to Radio & Records, 1930 Century Park West, #050, Los Angeles, CA 90067. EOE

#### America's best programming consulting company seeks exceptional programmer with ambition, drive, superior music ability and outstanding people skills to join us. You'll be rewarded with personal and professional growth, increased knowledge and skills, prestige, and earning power. If you need to be among the best, join the best. Correspondence to Radio & Records, 1930 Century Park West, #1G, Los Angeles, CA 90067. EOE

## TRANSTAR

The Quality Satellite Network

### PROGRAM DIRECTOR

TRANSTAR RADIO NETWORK is looking for Program Directors for our affiliates in all size markets. If you have programming experience in music-intensive formats, let us hear from you NOW! For those who can survive our rigid screening process, we offer a chance to associate with a company with integrity and a commitment to helping broadcasters through quality radio programming. Send AIRCHECK CASSETTE and RESUME, in complete confidence, to:

Chris Kampmeier  
VP/Format Programming  
TRANSTAR RADIO NETWORK  
6430 Sunset Blvd., Suite 401  
Los Angeles, CA 90028 EOE

## HARRIS COMMUNICATIONS CORP.

**READY TO TALK?** We believe there is a new generation of talk show hosts waiting to be discovered. We think we'll find them in D.J.'s who have tired of tight music formats, or maybe we'll find them in frustrated Newscasters who prefer to dig up their own stories instead of following the press corpse around all day. If you think your personality is ready to stand on its own and deliver strong 25-54 numbers, then send us reasons why, along with some tape. We're an aggressive major market news/talk radio station looking for a **NEW BREED OF TALK HOSTS**. Hurry! EOE. Send materials to Harris Communications Corporation, 1907 Darby Road, Havertown, PA 19083.

## OPENINGS

### Looking for Work?

#### WE KNOW WHERE THE JOBS ARE!

If you need a radio job, you need MediaLine. And now, the leading job listing service is available to radio clients for a **new, low** subscription price. To get the first word on the best jobs at record low prices, call **800-237-8073**



### Get The Hottest R&R Classified Listings Early!

R&R Job Hotline mails separately to you three days before R&R. Call 213-553-4330 to subscribe today. Use Visa/MasterCard/AmEx.



## HotLine

### EAST

Mature sounding ATs needed for weekends/fill-in for AC format. T&R: WVPO, Rod Bauman, 22 S. 6th St., Stroudsburg, PA 18360. EOE (5/13)

Northern New England's leading AOR seeks weekend/parttime AT with excellent knowledge of 60s&70s rock. T&R: WIZN, Steve Cormier, Box 123, Vergennes, VT 05491. EOE (5/13)

Lite AC WHJB-AM seeks parttime AT for greater Pittsburgh market. T&R: Ron Adams, PD, 245 Brown St., Greensburg, PA 15601. EOE (5/20)

WKSN seeks AT for possible openings. Minimum two years' experience. AC/Gold. T&R: Mark Thompson, Box 1199, Jamestown, NY 14701. EOE (5/20)

WAAL-FM/Binghamton, NY seeks good morning AT with fun, friendly top 40 delivery. Experience a must. No egos. T&R: Don Morgan, Box 997, 13902. EOE (5/20)

Low-power AM info station needs humorous/mature AT ASAP. T&R: BCNA, Alan Swan, Box 3, Palmyra, NJ 08065. EOE (5/20)

Ready to move up to PD? WLTN-AM seeks AC PD ASAP. Great opportunity! T&R: Jacques Chabot, Box 349, Littleton, NH 03561. EOE (5/20)

HB 107 seeks mature, witty AT capable of delivering upper demos to laze hot CHR afternoons. T&R: WWHB, Randi Taylor, Hampton Bays, LI, NY 11946. (516) 728-9229. EOE (5/20)

Bellows Falls, VT seeks morning AT/PD for top MOR/Country station. 20 & up plus benefits. T&R: B.W., Box 107, 05101. EOE (5/20)

Afternoon news anchor/street reporter needed for Central NY AM/FM combo ASAP. T&R: Jack Miller, 292 Tompkins St., Cortland, NY 13045. EOE (5/20)

Operator/promotion position open at small market VT station. Smoke free. No ATs. T&R: Ginny, Box 1490, Brattleboro, 05301. EOE (5/20)



America's Number One Radio Station is looking for America's #1 Air Talent to fill immediate full and parttime positions. If you have the burning desire, maturity and skills to work and WIN AT Z100 NEW YORK, send tapes & resumes to:

**Steve Kingston**  
Z100/WHTZ Radio  
PO Box 7100  
New York, NY 10017.  
EOE



## OPENINGS

### IN THE NORTHEAST...

... There is a professional who is or can be a **Program Director for a giant CHR FM covering three states.** Personal interview required. T&R to D. Vaughan, WRUT, PO Box 249, Rutland, VT 05701. EOE



**Production Director and Midday Personality** for oldies/AC in east coast. Top 100 needs creator who wants to grow. Please send samples & resumes to Marc Truelove, WJBX, 1862 State Street Extension, Bridgeport, CT. 06605.

### SALES MANAGER

- Aggressive leader/instructor with strong local sales background needed for central
- Jersey Shore AM/FM combo. Management experience preferred. Sales
- Manager leaving to pursue family interest. Resume & salary requirements to
- Radio & Records, 1930 Century Park West, #064, Los Angeles, CA 90067. EOE

### CHR

**TOP FLIGHT OPERATION LOOKING FOR GREAT MORNING DRIVE PERSON ... TOP 50 MARKET ... Station has it all; high morale, team spirit, great numbers, and we pay very well.** T&R to Radio & Records, 1930 Century Park West, #049, Los Angeles, CA 90067. EOE



Leading FM/NBC network affiliate in the Catskills (90mi. from N.Y.C.) seeks aggressive **anchor/reporter for news department.** Minimum 1 year experience. Competitive salary and fringe benefits. EEO Employer. Females encouraged. T&R to Stuart Johnson, PD, WSUL Radio, P.O. Box 983, Monticello, New York 12701.

### MORNINGS

Mid Atlantic, Adult-Contemporary FM in one of America's most competitive markets, searching for an aggressive, driven and creative **morning star or team.** We're a people company offering great compensation, an excellent benefits package and all the tools to win. If you measure up, send cover letter, T&R, salary history and other requirements to: Radio & Records, 1930 Century Park West, #055, Los Angeles, CA 90067. EOE

## HARRIS COMMUNICATIONS CORP.

Harris Communications is searching for the talent of tomorrow! **AOR format. Medium and Small market opportunities.** We're looking for innovative Program Directors, inspired production wizards, creative morning shows and midday/afternoon/evening dominators. We need people who will make the competition lose plenty of sleep! Send resume, photograph and samples of your best on cassette to: **Harris Communications, 1907 Darby Road, Haverton, PA 19083.** No calls please! Confidentiality assured. EOE/MF

## OPENINGS

### SOUTH

Southeast CHR has overnight opening plus production. Must do public appearances. Great opportunity for energetic AT T&R: WZDQ-FM Box 3289, Jackson, TN 38303. EOE (5/20)

K-Lite FM98, new Amarillo station, seeks top morning AT with good production skills. T&R: Scott Stockdale, Box 710, TX 79189. No calls. EOE (5/20)

Q-104/Gadsden, Alabama has possible future parttime air shift. T&R: PD, Box 570, 35902. EOE (5/20)

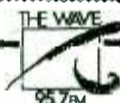
Jacksonville's leading AC has opening for great AT. C&R: WIVY/Y-103, Bruce Goldsen, 3101 University Blvd. So., #200, FL 32216. EOE (5/20)

Experienced Country morning AT/salesperson needed for our Central Texas Full Service AM. T&R: Mann, Inc., 2821 Cullen, Ft. Worth, 76107. EOE (5/20)

Top AM/FM stations in North Texas seek radio journalist ASAP. T&R: PD, Box 787, Wichita Falls, TX 76307. EOE (5/20)

High profile morning CHR AT wanted for Suncoast city. Produced bits/phones/never say die attitude. T&R: JD, Box 2389, Myrtle Beach, SC 29578. EOE (5/20)

**Sunbelt FM needs strong Sales Manager with ability to sell, train and lead. Good compensation pkg. with chance to move up in a young group. Resume to GM, WIGL, PO Box 1546, Orangeburg, SC. 29116. EOE**



Exciting FM on a regional search to form dynamic **production team** in Fort Lauderdale/Miami market. Need a pool of male & female production talent. If you feel you can enhance our format, send tape & resume to **Sandy Thomas, 6152 NW 79 Way, Parkland, Florida 33067.**

Edens Broadcasting's Q94 is looking for a **midday Air Personality/Production Director. Great facilities, great people.** Multi-track production and on-air experience a must, creativity helpful. Submit T&R to Jim Payne, WRVQ, Box 1394, Richmond, VA 23211. No phone calls please. EOE

### OUR NUMBER ONE NIGHT SHOW IS GETTING TIRED.

We're looking for new and energetic blood to keep us number one with the teens at night and widen the gap even further. No beginners. You must have a seasoned act ... be able to use the phones ... have a happening event-filled show, while at the same time being able to keep the music rolling ... have an attractive "hip" appearance ... be willing and able to understand and relate to teens ... and a willingness to be constantly out and involved with teens in their activities. We have the perfect situation for you in one of the nations most desirable top-100 markets. We're number one ... We're serious about staying there.

Express tape, resume and recent full-length photo to Radio & Records, 1930 Century Park West, Box #060, Los Angeles, CA 90067. EOE

# OPPORTUNITIES

### OPENINGS

**TALK ENTERTAINER**  
Tampa Bay's Talk Leader has unique opportunity for **aggressive, funny, topical afternoon personality**. T&R to Ed Hartley, PD, WTKN, 11300 4th St. N., Suite 318, St. Petersburg, FL 33716.  
Susquehanna Broadcasting - EOE



### MORNING ZOO CO-HOST

One of Florida's hottest CHR's . . . in one of the nation's fastest-growing communities, the beautiful Treasure Coast of Florida. Some light news duties, topicality and creativity a must. Nice bucks for the right person. Females encouraged. Rush C&R to: **Bill Sheridan, PD, WZZR-FM, 10681 S. US 1, Port St. Lucie, FL 34952.** No calls please. EOE/M-F

### KXX106

is still searching for an **afternoon talent/production director** who is natural, mature, upbeat, and good with a blade. Good bucks, security, and #1 ratings await you at Birmingham's hottest CHR/Dance station. Send tape, resume, and photo to:

**Jim Prewitt**  
P.O. Box 10904  
Birmingham, AL 35202

### PD and Staff Announcer

Raleigh/Durham AM/FM is seeking qualified applicants for the positions of Program Director and Staff Announcer. Top candidates will have a **minimum of 3 years experience as a commercial radio announcer**; previous middle to major market experience helpful but not necessary. Send Tape, work history and salary requirements to Gary Weiss, WYLT/WKIX, PO Box 12526, Raleigh, NC 27605. No phone calls. EOE

### MIDWEST

Appleton/Oshkosh. PM news anchor/night meetings wanted. T&R: WROE & WYNE, John Mitchell, Box 1035, Neenah, WI 54956. EOE (5/20)

Sales Manager position available. Resume: KXEL & KOKZ, Ken Hensley, GSM, Box 1540, Waterloo, IA 50704. EOE (5/20)

Country Program Director needed at 1000kw fulltimer. T&R: Box 277, Oberlin, OH 44074. EOE (5/20)

100kw Q107/Marquette. "Upper MI's hottest hits" seeks AT to join innovative network of professionals. Salary, T&R: WMQT, David Magnum, #467, Ishpeming, 49849. EOE (5/20)

Youngstown, Ohio's newest radio station seeks up & coming AT with production experience. T&R: Radio, 400 Laurel St., 44505. EOE (5/20)

Morning AT needed for leading AC AM in upper Midwest. Top notch only. T&R: KNOX, Scott Park, Box 1638, Grand Forks, ND 58201. EOE (5/20)

Morning person wanted for SW OK Country/people station. Good voice, top production pro. T&R: KWHW, Dave Madl, Box 577, Altus, OK 73521. EOE (5/20)

FSA/Oldies seeks tapes for possible future openings. No super egos or prima donnas. KGNO, Dave Murdock, Box 1398, Dodge City, KS 67801. EOE (5/20)

Morning AT/Program Director wanted for Midwestern college city. Community-minded warm pro. T&R: PD, Box 728, Ames, IA 50010. EOE (5/20)

### NEWS DIRECTOR:

**Lansing, MI is a HOT market right now! I need a good news director with a friendly style and great writing/reporting.** T&R to Kellie Turner, 600 W. Cavanaugh, Lansing, MI 48910. M/F EOE

### OPENINGS

**MISSOURI MORNINGS**  
AOR seeks morning personality who can relate to adults. Good production skills necessary. Crazy? Fine. Dirty? Forget it. Pay starts at \$1100/month + good benefits. T&R to Radio & Records, 1930 Century Park West, #062, Los Angeles, CA 90067. EOE

**GROWTH OPPORTUNITY**  
Eighteen station group has opening for reporter-anchorman at upper Michigan powerhouse FM. Minimum starting salary \$13,000. Send tape and resume to News Director, 525 Ludington St, Suite 300, Escanaba, MI 49829. EOE

### 93.1 WKLR

Excellent opportunity for intelligent, warm and bright morning news personality at **Indy's only Classic Hits station. Great staff, facility and benefits.** Females encouraged. C&R to Simon Jeffries, 9292 N. Meridian St., Indianapolis, IN 46260. EOE

### DRIVETIME TALENT:

You are looking for a management team that encourages creativity, develops talent, and promotes excellence. **We are looking for an adult personality who generates excitement through community involvement, phones and humor.** We're a Full Service AC, but our next personality could come from any format. T&R to Radio & Records, 1930 Century Park West, Box #059, Los Angeles, CA 90067. EOE, M/F

### WEST

KNUU/Las Vegas seeks two anchor/reporters. Excellent writing a must. T&R: George Maupin, 2001 E. Flamingo, #101, NV 89119. EOE (5/20)

Parttime Chief Engineer wanted for L.A. radio station by airport. 10-12 hours per week. Transmitter on premises. GM: (213) 642-2866. EOE (5/20)

KQSW-FM/Rock Springs, WY seeks morning drive/PD for Country satellite station. Strong production a must. T&R: Jon Collins, Box 2128, 82902. EOE (5/20)

New Tucson FM seeks GSM and AT. Terrific opportunity, great lifestyle. T&R: FM, 2509 N. Campbell, #342, AZ 85719. EOE (5/20)

Robin Leach loves us, so do his rich & famous. Have you got what it takes to be AT for our AC? T&R: KTKN-AM, P. Mackey, Box 7700, Ketchikan, AK 99901. EOE (5/20)

Still looking for the best AT, all shifts. Personal appearances & can do attitude. T&R: KMBY, Rich Berlin, Box 1271, Monterey, CA 93942. EOE (5/20)

**GROWING WEST COAST GROUP** expects future openings. **Top 75 markets. AC/CHR, all dayparts.** If you can communicate and have fun on the air, send T&R to Gladys Gomez, 6255 Sunset, #1901, Hollywood, CA 90028.



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Jimi Fox,  
Director of the "LAB"  
at  
(213) 469-1222

### OPENINGS

**Top 75 West Coast Market plans shift to AOR immediately! Air talent, especially mornings, and Production Director needed ASAP! Program Director also sought.** Send T&R to Radio & Records, 1930 Century Park West, #063, Los Angeles, CA 90067. EOE

**KKSF**  
103.7 FM  
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### KO93/Modesto CA . . .

... seeks a polished, entertaining and natural personality for **AC/Classic Hits opening.** Need great production skills, on-air discipline and be a team player. Top rated station. Great facilities, staff, and dollars for right person. No beginners. Send aircheck, production, resume, photo, and references to Gary Michaels, KOSO, 2121 Lancy Dr., Modesto, CA 95355. Calls accepted. EOE



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sought by one of America's top Radio News Teams. We need a good on-air delivery and presentation, excellent writing style, and use of tape. Can you sound conversational, but energetic at the same time? Excellent pay with America's fastest growing radio company. Send Tape and Resume to: Phil Boyce, News Director, KHOW AM63, 8975 E. Kenyon, Denver, Colorado, 80237. A Legacy Broadcasting Station

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Radio & Records provides free (24 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. All other advertising must run display.

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Free listings are on a space availability basis only.

# WORLD MUSIC OVERVIEW

## BRITAIN



LW	TW	Artist/Track (Label)
1	1	<b>FAIRGROUND ATTRACTION</b> /Perfect (RCA)
—	2	<b>WET WET WET</b> /With A Little Help.../ <b>BILLY BRAGG</b> /She's Leaving Home (Childline/PG)
3	3	<b>NEW ORDER</b> /Blue Monday 1988 (Factory)
6	4	<b>HARRY ENFIELD</b> /Loadsamoney (Mercury/PG)
2	5	<b>S-EXPRESS</b> /Theme From S-Express (Rhythm King)
5	6	<b>PRINCE</b> /Alphabet St. (Paisley Park/WEA)
—	7	<b>LIVERPOOL FC</b> /Anfield Rap (Virgin)
7	8	<b>STARTURN ON 45 PINTS</b> /Pump Up The Bitter (Pacific)
—	9	<b>KYLIE MINOGUE</b> /Got To Be Certain (PWL)
4	10	<b>DANNY WILSON</b> /Mary's Prayer (Virgin)
16	11	<b>NARADA</b> /Divine Emotion (Reprise)
8	12	<b>HAZELL DEAN</b> /Who's Leaving Who (EMI)
10	13	<b>BANANARAMA</b> /I Want You Back (London/PG)
11	14	<b>JACKSON 5</b> /I Want You Back '88 (Motown)
9	15	<b>NATALIE COLE</b> /Pink Cadillac (Manhattan)
19	16	<b>CHRISTIANS</b> /Born Again (Island)
—	17	<b>DEREK B</b> /Bad Young Brother (Tuff Audio)
—	18	<b>ADVENTURES</b> /Broken Land (Elektra)
—	19	<b>BELINDA CARLISLE</b> /Circle In The Sand (Virgin)
15	20	<b>WILL DOWNING</b> /A Love Supreme (4th & B'way/Island)

### Moving Up

- AZTEC CAMERA**/Somewhere In My Heart (WEA)
- PREFAB SPROUT**/King Of Rock 'N' Roll (Kitchenware/CBS)
- HEART**/What About Love (Capitol)
- OFRA HAZA**/In' Nin' Alu (WEA)
- MAGNUM**/Start Talking Love (Polydor/PG)
- HOTHOUSE FLOWERS**/Don't Go (London/PG)

The Network Chart, courtesy MRIB

## DANCE TRACKS

LW	TW	Artist/Track (Label)
7	1	<b>DEPECHE MODE</b> /Behind The.../Route 66 (Sire/WB)
13	2	<b>RICK ASTLEY</b> /Together Forever (RCA)
1	3	<b>NOEL</b> /Like A Child (4th & Broadway/Island)
4	4	<b>JOHNNY KEMP</b> /Just Got Paid (Columbia)
10	5	<b>NIA PEEPLES</b> /Trouble (Mercury/PG)
5	6	<b>NARADA</b> /Divine Emotion (Reprise)
15	7	<b>SWEET SENSATION</b> /Take It... (Next Plateau; Atco)
19	8	<b>PEBBLES</b> /Mercedes Boy (MCA)
2	9	<b>NEW ORDER</b> /Touched By The.../Blue Monday (Qwest/WB)
12	10	<b>SEQUAL</b> /I'm Over You (Capitol)
18	11	<b>GT</b> /I Need You (Atlantic)
—	12	<b>JODY WATLEY</b> /Most Of All (MCA)
—	13	<b>KYLIE MINOGUE</b> /I Should Be So Lucky (Geffen)
17	14	<b>OMD</b> /Dreaming (Virgin/A&M)
—	15	<b>CEEJAY</b> /A Little Love (Next Plateau)
—	16	<b>DENISE LOPEZ</b> /Sayin' Sorry (Vendetta/A&M)
—	17	<b>TEN CITY</b> /Right Back To You (Atlantic)
—	18	<b>KRUSH</b> /House Arrest (Mercury/PG)
8	19	<b>IMAGINATION</b> /Instinctual (RCA)
—	20	<b>TRACIE SPENCER</b> /Symptoms Of True Love (Capitol)

### Moving Up

- STEVIE WONDER**/Get It (Motown)
- PRINCE**/Alphabet Street (Paisley Park/WB)
- JELLYBEAN**/Jingo (Chrysalis)
- ARTS & CRAFTS**/Burnin' Love (Profile)
- RUN D.M.C.**/Run's House (Profile)
- KRAZE**/The Party (Big Beat)
- SINEAD O'CONNOR**/I Want Your (Hands On Me) (Chrysalis)
- TEDDY PENDERGRASS**/Joy (Elektra)
- HALL & OATES**/Everything Your Heart Desires (Arista)
- BOSE**/The Eighth Wonder (Atlantic)

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**DANCE MUSIC**

## AUSTRALIA

LW	TW	Artist/Track
1	1	<b>CHURCH</b> /Under The Milky Way
2	2	<b>BIG PIG</b> /Breakaway
6	3	<b>ROCKMELONS</b> /What's It Gonna Be?
—	4	<b>LITTLE RIVER BAND</b> /Love Is A Bridge
4	5	<b>EUROGLIDERS</b> /Groove
—	6	<b>AUSTRALIAN OLYMPIANS</b> /You're Not...
7	7	<b>KYLIE MINOGUE</b> /I Should Be So Lucky
3	8	<b>DIVINYLS</b> /Back To The Wall
9	9	<b>VENETIANS</b> /Bitter Tears
10	10	<b>CHOIRBOYS</b> /Struggle Town

### Most Added

(Note: No Most Added This Week)

Top 10 Australian records from playlists of FM104/Brisbane, EON-FM/Melbourne, FOX-FM/Melbourne, 96FM/Perth, SA-FM/Adelaide, 2-DAV/Sydney, 2MMM/Sydney, and KIX106/Canberra.

## CANADA

LW	TW	Artist/Track
1	1	<b>GLASS TIGER</b> /I'm Still... (Capitol)
2	2	<b>HONEYMOON SUITE</b> /Love... (WEA)
4	3	<b>ERIA FACHIN</b> /Savin' Myself (Power/Electric)
3	4	<b>BLVD.</b> /Never Give Up (MCA)
—	5	<b>BARDEUX</b> /When We Kiss (Enigma/Cap.)
5	6	<b>STRANGE ADV.</b> /Love... (Current/Cap.)
7	7	<b>NEO A4</b> /Say This To Me (Duke Street/MCA)
—	8	<b>ANDREW CASH</b> /Time And Place (Island)
9	9	<b>MICHEL LEMIEUX</b> /Volcano (Vertigo/PG)
—	10	<b>ROBBIE ROBERTSON</b> /Somewhere... (WEA)

### Most Added

- BLVD.**/Far From Over (MCA)
- MYLES GOODWYN**/Do You Know... (Aquarius/Cap.)
- PAUL JANZ**/Send Me A Miracle (A&M)

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

## Depeche Routs Dance Competition

**DEPECHE MODE**'s remixed double-shot rolled to #1 on the Dance Music chart, holding off hot **RICK ASTLEY** (13-2) for top honors. **NIA PEEPLES** moved up five for a fifth-place finish.

**SWEET SENSATION** (15-7) and **PEBBLES** (19-8) rebounded big since last listed a fortnight back. **SEQUAL** picked up a couple to finish the Top 10. **GT** moved up (18-11) and **JODY WATLEY** charted at #12 (from #22 on the full DMR chart). **KYLIE MINOGUE** (on three of the four charts on this page) extended her "Lucky" streak to the dance floors, moving to #13 (from #34).

Others who improved over last week include **OMD**, **CEEJAY**, and the Vendetta/A&M inaugural release, **DENISE LOPEZ**. **TEN CITY** made a #17 debut in front of former UK Top fiver **KRUSH**, who hit #18 (up from #66). Twelve-year-old **TRACIE SPENCER** debuted at #20. **STEVIE WONDER** (with **MICHAEL**) topped the Moving Up list. Others included **PRINCE**, **JELLYBEAN**, **RUN D.M.C.**, **SINEAD O'CONNOR**'s new one (already a CMJ chart fave), **TEDDY PENDERGRASS**, **HALL & OATES**, and Spanish star **BOSE**.

### Beatles Charity Covers Score

**FAIRGROUND ATTRACTION** notched another "Perfect" week atop the British chart, edging a strong double A-side debut featuring reworked **BEATLE** tunes from **WET WET WET** and **BILLY BRAGG** off the *New Musical Express* charity album, "Sgt. Pepper Knew My Father." British TV comic **HARRY ENFIELD**'s character-turned-song "Loadsamoney" cashed in 6-4. **LIVERPOOL FC** (Football Club) scored a #7 debut with their **DEREK B**-produced "rap" anthem, and Kylie Minogue's follow-up to

her #1 UK single debuted straight in at #9.

**NARADA** improved over last week's standing by four, and Liverpool's reborn **CHRISTIANS** climbed to #16. Derek B pioneered his own project to #17 the **ADVENTURES** climbed to #18, and **BELINDA CARLISLE**'s "Circle" rounded out the chart's upwardly mobile entries, coming in at #19. The latest from **EZTEC CAMERA** led a crop of chartbound hopefuls that included **PREFAB SPROUT**, **HEART**, Yemenite singer **OFRA HAZA**, **MAGNUM**, and Ireland's **HOTHOUSE FLOWERS**.

Australian faithful kept the **CHURCH** at #1 across the kangaroo continent this week, despite a close challenge from **BIG PIG**. **ROCKMELONS** climbed up to third place, while **LITTLE RIVER BAND** rebounded to #4. The **AUS-**

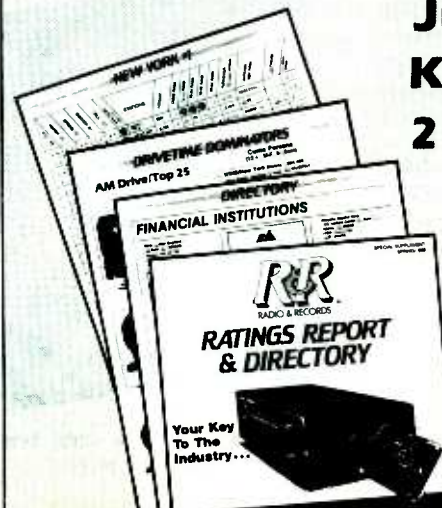
**TRALIAN OLYMPIANS** novelty muscled its way to a #6 debut. No new records attained Most Added status this week.

**GLASS TIGER**'s "Searching" found #1 for the sixth consecutive week on the Canadian chart. **HONEYMOON SUITE** was second, while **ERIA FACHIN** improved for a #3 finish. **BARDEUX** collected top debut honors to complete the first five. **NEO A4** held steady to outdistance a #8 debut from **ANDREW CASH**. **MICHEL LEMIEUX** finished the week ahead of a #10 appearance from **ROBBIE ROBERTSON**. A second track from **BLVD.** collected top adds, as did the latest from ex-April Winer **MYLES GOODWYN** and **PAUL JANZ**'s "Miracle."

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## MUSIC VIDEO



39.8 million households  
Tom Hunter, VP/Music Programming

## SNEAK PREVIEW

	Weeks On
<b>GUNS N' ROSES</b> /Sweet Child Of Mine (Geffen) . . . . .	1
<b>INXS</b> /New Sensation (Atlantic) . . . . .	2
<b>JOHN COUGAR MELLENCAMP</b> /Rooty Toot Toot (Mercury/PG) . . . . .	4
<b>SCORPIONS</b> /Rhythm Of Love (Mercury/PG) . . . . .	1
<b>ROD STEWART</b> /Lost In You (WB) . . . . .	3
<b>JODY WATLEY</b> /Most Of All (MCA) . . . . .	2

## HEAVY

<b>BELINDA CARLISLE</b> /Circle In The Sand (MCA) . . . . .	5
<b>CHEAP TRICK</b> /The Flame (Epic) . . . . .	9
<b>CHER</b> /We All Sleep Alone (Geffen) . . . . .	8
<b>CHURCH</b> /Under The Milky Way (Arista) . . . . .	16
<b>DEF LEPPARD</b> /Pour Some Sugar On Me (Mercury/PG) . . . . .	5
<b>LITA FORD</b> /Kiss Me Deadly (RCA) . . . . .	6
<b>GLASS TIGER</b> /I'm Still Searching (EMI-Manhattan) . . . . .	7
<b>HALL &amp; OATES</b> /Everything Your Heart Desires (Arista) . . . . .	4
<b>BRUCE HORNSBY &amp; RANGE</b> /Valley Road (RCA) . . . . .	4
<b>MICHAEL JACKSON</b> /Dirty Diana (Epic) . . . . .	5
<b>JOHNNY HATES JAZZ</b> /Shattered Dreams (Virgin) . . . . .	8
<b>GEORGE MICHAEL</b> /One More Try (Columbia) . . . . .	5
<b>MIDNIGHT OIL</b> /Beds Are Burning (Columbia) . . . . .	16
<b>OMD</b> /Dreaming (Virgin/A&M) . . . . .	10
<b>PINK FLOYD</b> /Dogs Of War (Columbia) . . . . .	6
<b>ROBERT PLANT</b> /Tall Cool One (Es Paranza/Atlantic) . . . . .	5
<b>POISON</b> /Nothin' But A Good Time (Enigma/Capitol) . . . . .	5
<b>DAVID LEE ROTH</b> /Stand Up (WB) . . . . .	7
<b>WEIRD AL YANKOVIC</b> /Fat (Rock N' Roll/CBS) . . . . .	3

## BUZZ BIN

<b>ZIGGY MARLEY &amp; MELODY MAKERS</b> /Tomorrow People (Virgin) . . . . .	5
<b>MIGHTY LEMON DROPS</b> /Inside Out (Sire/Reprise) . . . . .	1
<b>SMITHEREENS</b> /Only A Memory (Enigma/Capitol) . . . . .	8

## ADDS

**BEARS**/Aches & Pains (PMRC/MCA)  
**BOURGEOIS TAGG**/Waiting For The World To Turn (Island)  
**D.J. JAZZY JEFF & FRESH PRINCE**/Parents Just Don't Understand (Jive/RCA)  
**FOREIGNER**/I Don't Want To Live Without You (Atlantic)  
**4 REASONS UNKNOWN**/I Will Surrender (Epic)  
**GEORGE HARRISON**/This Is Love (Dark Horse/WB)  
**JOAN JETT & BLACKHEARTS**/I Hate Myself For Loving You (Blackheart/CBS)  
**PETER MURPHY**/All Night Long (Beggars Banquet/RCA)  
**RED SPEEDWAGON**/Here With Me (Epic)  
**GEORGE THOROGOOD & DESTROYERS**/Treat Her Right (EMI-Manhattan)  
**VENETIANS**/Bitter Tears (Chrysalis)  
**WET WET WET**/Wishing I Was Lucky (Uni)



24.7 million households

Sai LoCurto, Director/Music Programming — Jessica Falcon, Director/Talent & Artist Relations

## POWER

	Weeks On
<b>HALL &amp; OATES</b> /Everything Your Heart Desires (Arista) . . . . .	1
<b>BRUCE HORNSBY &amp; RANGE</b> /Valley Road (RCA) . . . . .	4
<b>JOHNNY HATES JAZZ</b> /Shattered Dreams (Virgin) . . . . .	9
<b>GEORGE MICHAEL</b> /One More Try (Columbia) . . . . .	5
<b>BRENDA RUSSELL</b> /Piano In The Dark (A&M) . . . . .	9

## HEAVY

<b>RICK ASTLEY</b> /Together Forever (RCA) . . . . .	7
<b>ERIC CARMEN</b> /Make Me Lose Control (Arista) . . . . .	ADD
<b>CHER</b> /We All Sleep Alone (Geffen) . . . . .	9
<b>DEELE</b> /Two Occasions (Solar/Capitol) . . . . .	5
<b>G. ESTEFAN &amp; MIAMI SOUND MACHINE</b> /Anything For You (Epic) . . . . .	7
<b>FOREIGNER</b> /I Don't Want To Live Without You (Atlantic) . . . . .	1
<b>GEORGE HARRISON</b> /This Is Love (Dark Horse/WB) . . . . .	1
<b>RICHARD MARX</b> /On To The Night (EMI-Manhattan) . . . . .	4
<b>BOZ SCAGGS</b> /Heart Of Mine (Columbia) . . . . .	2

## MEDIUM

<b>GREGORY ABBOTT</b> /I'll Prove It To You (Columbia) . . . . .	1
<b>BASIA</b> /Time & Tide (Epic) . . . . .	6
<b>HARRY BELAFONTE</b> /Day-O (The Banana Boat Song) (Geffen) . . . . .	ADD
<b>BREATHE</b> /Hands To Heaven (A&M) . . . . .	6
<b>TRACY CHAPMAN</b> /Fast Car (Elektra) . . . . .	7
<b>CLIMIE FISHER</b> /Love Changes (Everything) (Capitol) . . . . .	2
<b>LOUISE GOFFIN</b> /Bridge Of Sighs (WB) . . . . .	8
<b>BILLY OCEAN</b> /The Colour Of Love (Jive/Arista) . . . . .	ADD
<b>OMD</b> /Dreaming (Virgin/A&M) . . . . .	10
<b>ROBBIE ROBERTSON</b> /Somewhere Down The Crazy River (Geffen) . . . . .	5
<b>AL B. SURE!</b> /Night & Day (WB) . . . . .	5
<b>BRENDA K. STARR</b> /I Still Believe (MCA) . . . . .	1
<b>10,000 MANIACS</b> /Like The Weather (Elektra) . . . . .	14

## LIGHT

<b>MICHAEL BOLTON</b> /Wait On Love (Columbia) . . . . .	3
<b>TONI CHILDS</b> /Stop Your Fussing (A&M) . . . . .	ADD
<b>DEVONSQUARE</b> /Walking On Ice (Atlantic) . . . . .	4
<b>MOODY BLUES</b> /I Know You're Out There Somewhere (Mercury/PG) . . . . .	ADD
<b>NU SHOOSZ</b> /Should I Say Yes (Atlantic) . . . . .	5
<b>TIMBUK 3</b> /Easy (IRS/MCA) . . . . .	2
<b>BILLY VERA &amp; BEATERS</b> /Between Like & Love (Capitol) . . . . .	4

## NOUVEAUX VIDEO

<b>JONI MITCHELL</b> /My Secret Place (Geffen) . . . . .	1
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Information current as of May 17.

## PROGRAMMING NOTES

**A FAB-ULOUS WEEKEND:** VH-1 will launch its "George Harrison Weekend Special," starting 5/20 at 4pm ET, concluding 5/22, 11pm ET. Videos and interview footage featuring the ex-Beatle will air hourly. In addition, a special half-hour highlights compilation can be seen 5/20 at 7:30pm ET; 5/21, 5:30pm ET; and 5/22, 3pm ET. (Note: this special was originally scheduled to air the weekend of 5/6.)

**PLUG 'EM IN:** "AC/DC In Concert," an hourlong program spotlighting the headbangers from Down Under, will air on MTV 5/21, 11pm ET. This is an encore presentation of a November 1983 special, filmed live at Detroit's Joe Louis Arena.



**HE'S SO FINE** — The Quiet Beatle gets his own weekend on VH-1.

**SLOWHAND & FAST FRIENDS:** Guitar legend Eric Clapton gets a little help from his friends — Phil Collins, Nathan East, and Greg Phillinganes — when MTV encores the "Eric Clapton & Friends Special." Filmed in Birmingham, England the last night of the group's 1986 mini-European tour, the program will air 5/25, 10pm ET.

**BURNING THE MIDNIGHT OIL:** MTV will devote part of its "120 Minutes" program to the premiere presentation of Midnight Oil's rockumentary, "Black Fella — White Fella." Filmed on location 18 months ago, the special follows the group as they embark on an extensive tour of remote Aboriginal communities in Australia's northern territories, the first white band to do so. "120 Minutes" airs 5/22, midnight ET.



**BLACK & WHITE WORLD** — Midnight Oil's "Black Fella — White Fella" special follows the band into the Australian outback.





# TYKA NELSON



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# R&R NATIONAL AIRPLAY COUNTRY

## TOP 50

MAY 20, 1988

3	2								Total Reports/Adds	Heavy	Medium	Light
WKS	WKS	LW	TW									
8	4	2	1	<b>RANDY TRAVIS</b> /I Told You So (WB)	165/0	163	2	0				
3	3	1	2	<b>EARL THOMAS CONLEY</b> /What She Is (Is A Woman In Love) (RCA)	161/0	146	14	1				
12	8	6	3	<b>DESERT ROSE BAND</b> /He's Back And I'm Blue (MCA/Curb)	164/0	127	35	2				
14	10	8	4	<b>TANYA TUCKER</b> /If It Don't Come Easy (Capitol)	164/2	127	35	2				
18	15	10	5	<b>ALABAMA</b> /Fallin' Again (RCA)	165/0	97	66	2				
16	14	12	6	<b>GATLIN BROTHERS</b> /Love Of A Lifetime (Columbia)	164/1	85	72	7				
10	7	7	7	<b>O'KANES</b> /One True Love (Columbia)	153/0	105	35	13				
7	5	4	8	<b>OAK RIDGE BOYS</b> /True Heart (MCA)	151/0	101	36	14				
15	13	11	9	<b>D. PARTON, L. RONSTADT, &amp; E. HARRIS</b> /Wildflowers (WB)	154/1	87	60	7				
23	20	13	10	<b>ROSANNE CASH</b> /If You Change Your Mind (Columbia)	165/0	68	88	9				
21	19	15	11	<b>SWEETHEARTS OF THE RODEO</b> /Satisfy You (Columbia)	159/0	59	88	12				
17	16	14	12	<b>DOON WILLIAMS</b> /Another Place, Another Time (Capitol)	152/2	69	76	7				
11	9	9	13	<b>JO-EL SONNIER</b> /No More One More Time (RCA)	144/0	75	52	17				
29	24	18	14	<b>NITTY GRITTY DIRT BAND</b> /Workin' Man (Nowhere To Go) (WB)	160/3	28	113	19				
20	18	17	15	<b>BILLY JOE ROYAL</b> /Out Of Sight And On My Mind (Atlantic America)	144/1	63	63	18				
19	17	16	16	<b>MERLE HAGGARD</b> /Chill Factor (Epic)	141/0	56	69	16				
30	26	19	17	<b>VERN GOSDIN</b> /Set 'Em Up Joe (Columbia)	155/4	29	102	24				
33	25	20	18	<b>MICHAEL MARTIN MURPHEY with RYAN MURPHEY</b> /Talkin' To The Wrong Man (WB)	154/5	25	112	17				
31	27	22	19	<b>MICHAEL JOHNSON</b> /I Will Whisper Your Name (RCA)	155/5	17	110	28				
1	1	5	20	<b>KATHY MATTEA</b> /Eighteen Wheels And A Dozen Roses (Mercury/Pg)	130/0	81	39	10				
2	2	3	21	<b>RONNIE MILSAP &amp; MIKE REID</b> /Old Folks (RCA)	134/0	73	49	12				
34	28	24	22	<b>CONWAY TWITTY</b> /Goodbye Time (MCA)	142/1	16	98	28				
39	32	28	23	<b>EXILE</b> /Just One Kiss (Epic)	145/10	8	96	41				
35	29	26	24	<b>DAVID LYNN JONES</b> /High Ridin' Heroes (Mercury/Pg)	136/5	20	73	43				
36	30	27	25	<b>FOSTER &amp; LLOYD</b> /Texas In 1880 (RCA)	141/7	11	91	39				
47	37	33	26	<b>RICKY VAN SHELTON</b> /Don't We All Have The Right (Columbia)	149/21	5	83	61				
37	31	29	27	<b>SOUTHERN PACIFIC</b> /Midnight Highway (WB)	131/10	11	82	38				
42	35	30	28	<b>KEITH WHITLEY</b> /Don't Close Your Eyes (RCA)	143/9	7	81	55				
—	47	36	29	<b>REBA McENTIRE</b> /Sunday Kind Of Love (MCA)	148/32	5	58	85				
—	—	37	30	<b>GEORGE STRAIT</b> /Baby Blue (MCA)	145/38	5	64	76				
45	39	34	31	<b>SCHUYLER, KNOBLOCH &amp; BICKHARDT</b> /Givers And Takers (MTM)	133/18	3	64	66				
44	41	38	32	<b>SAWYER BROWN</b> /Old Photographs (Capitol/Curb)	111/10	2	57	52				
<b>BREAKER</b>	48	45	39	<b>RESTLESS HEART</b> /Bluest Eyes In Texas (RCA)	122/35	0	33	89				
<b>BREAKER</b>	49	46	41	<b>BELLAMY BROTHERS</b> /I'll Give You All My Love Tonight (MCA/Curb)	112/17	3	40	69				
48	45	39	42	<b>SHENANDOAH</b> /She Doesn't Cry Anymore (Columbia)	96/8	1	44	51				
49	46	41	43	<b>LEE GREENWOOD</b> /I Still Believe (MCA)	100/10	1	38	61				
6	22	31	44	<b>EDDY RAVEN</b> /I'm Gonna Get You (RCA)	48/0	19	16	13				
—	49	43	45	<b>NANCI GRIFFITH</b> /I Knew Love (MCA)	92/14	4	34	54				
—	—	44	46	<b>CHARLEY PRIDE</b> /I'm Gonna Love Her On The Radio (16th Avenue/Capitol)	88/16	0	37	51				
5	12	23	47	<b>STEVE WARINER</b> /Baby I'm Yours (MCA)	54/0	13	22	19				
22	21	21	48	<b>SKIP EWING</b> /Your Memory Wins Again (MCA)	53/0	7	36	10				
<b>DEBUT</b>	4	6	49	<b>EDDIE RABBITT</b> /The Wanderer (RCA)	86/59	0	15	71				
—	—	47	50	<b>KENNY ROGERS</b> /The Factory (RCA)	49/0	5	28	16				
—	—	47	51	<b>TAMMY WYNETTE</b> /Beneath A Painted Sky (Epic)	72/13	0	26	46				
9	11	32	52	<b>DWIGHT YOAKAM</b> /Always Late With Your Kisses (Reprise)	41/0	6	24	11				
—	—	49	53	<b>K.D. LANG</b> /I'm Down To My Last Cigarette (Sire/WB)	72/12	0	18	54				
13	23	35	54	<b>HANK WILLIAMS JR.</b> /Young Country (WB/Curb)	38/0	12	14	12				
<b>DEBUT</b>	43	40	55	<b>DAVID BALL</b> /Steppin' Out (RCA)	69/8	1	18	50				
<b>DEBUT</b>	49	46	56	<b>LYLE LOVETT</b> /I Loved You Yesterday (MCA/Curb)	64/20	0	14	50				
<b>DEBUT</b>	50	47	57	<b>MEL McDANIEL</b> /Real Good Feel Good Song (Capitol)	63/18	1	20	42				

## MOST ADDED

- EDDIE RABBITT (59)
- GEORGE STRAIT (38)
- RESTLESS HEART (35)
- GLEN CAMPBELL (34)
- REBA McENTIRE (32)
- RONNIE McDOWELL (21)
- MARIE OSMOND (21)
- RICKY VAN SHELTON (21)
- LYLE LOVETT (20)
- MEL McDANIEL (18)
- SCHUYLER, KNOBLOCH & BICKHARDT (18)

## HOTTEST

- RANDY TRAVIS (125)
- EARL THOMAS CONLEY (96)
- DESERT ROSE BAND (56)
- TANYA TUCKER (56)
- KATHY MATTEA (44)
- ALABAMA (38)
- O'KANES (36)
- RONNIE MILSAP & MIKE REID (35)
- OAK RIDGE BOYS (31)
- JO-EL SONNIER (26)

## NEW ARTISTS

- |   | Reports/Adds |
|---|--------------|
| 1 <b>SHENANDOAH</b> /She... (Col.)                  | 96/8         |
| 2 <b>K.D. LANG</b> /I'm Down To My... (Sire)        | 72/12        |
| 3 <b>DAVID BALL</b> /Steppin' Out (RCA)             | 69/8         |
| 4 <b>JEFF OUGAN</b> /I Wish It Was That... (WB)     | 31/14        |
| 5 <b>DONNA MEADE</b> /Love's Last... (Merc./PG)     | 30/11        |
| 6 <b>RUSSELL SMITH</b> /Three Piece Suit (Epic)     | 29/11        |
| 7 <b>ROBIN LEE</b> /This Old Flame (Atl./Amer.)     | 28/2         |
| 8 <b>BURCH SISTERS</b> /Everytime... (Merc./PG)     | 23/7         |
| 9 <b>DARDEN SMITH</b> /Day After... (Epic)          | 15/6         |
| 10 <b>CANYON</b> /In The Middle... (16th Ave./Cap.) | 13/4         |

New Artists are those who have not previously been reported by 60% of the reporting stations.

**MOST ADDED & HOTTEST** list those songs achieving the most adds nationally, and the songs reported "hottest" compiled from all our reporters. The number in parentheses immediately following the songs in Most Added & Hottest indicate the total number of Country reporters adding the song this week or noting that the song is among their five hottest.

## BREAKERS.

### RESTLESS HEART

#### Bluest Eyes In Texas (RCA)

On 74% of reporting stations. Rotations: Heavy 0, Medium 33, Light 89, Total Adds 35 including WPTR, WPOC, WHWK, WDSY, WPOR, WCOS, KKIX, KSSN, KISS-FM, WCMS, WUSN, WKKQ, KWMT, WGEE, WFMS, KRKT, KUZZ, KNAX, KFMS, KNIX. Moves 45-33 on the Country chart.

### BELLAMY BROTHERS

#### I'll Give You All My Love Tonight (MCA/Curb)

On 68% of reporting stations. Rotations: Heavy 3, Medium 40, Light 69, Total Adds 17, WBEE, WKHX, KHEY, WQIK, WAMZ, KNFM, WSM, WCMS, WPAP, WKKQ, WGEE, WFMS, KTPK, KKCS, KFMS, KUPL, KKAT. Moves 48-42-34 on the Country chart.

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Their biggest single in years. R&R 6\*, BB 13\*, GAVIN 8\*



## **SWEETHEARTS OF THE RODEO** —

### **“SATISFY YOU”** (38-07757)

An out-of-the-box smash headed straight to the top!

R&R 11\*, BB 15\*, GAVIN 10\*



## **ROSANNE CASH** —

### **“IF YOU CHANGE YOUR MIND”** (38-07746)

The third consecutive hit from the classic *King's Record Shop* album

R&R 10\*, BB 10\*, GAVIN 11\*



## **VERN GOSDIN** — **“SET 'EM UP JOE”** (38-07762)

*The Voice* of country radio U.S.A. R&R 17\*, BB 18\*, GAVIN 19\*



## **SHENANDOAH** —

### **“SHE DOESN'T CRY ANYMORE”** (38-07779)

Great song! Great Vocals! Great Airplay!

R&R 35\*, BB 37\*, GAVIN Deb 40\*



## **RICKY VAN SHELTON** —

### **“DON'T WE ALL HAVE THE RIGHT”** (38-07798)

After two number one singles and a gold album debut, this may be Ricky's biggest success story ever.

R&R 26\*, BB 30\*, GAVIN 29\*



## **EXILE** — **“JUST ONE KISS”** (34-07775)

Generating tremendous listener response. A great springtime record.

R&R 23\*, BB 27\*, GAVIN 31\*



## **TAMMY WYNETTE** —

### **“BENEATH A PAINTED SKY”** (34-07788)

A classic performance from everybody's favorite female vocalist.

R&R 44\*, BB 45\*, GAVIN CB 106/15



# R&R NATIONAL AIRPLAY COUNTRY

## NEW & ACTIVE

### NANCI GRIFFITH "I Knew Love" (MCA) 92/14

Rotations: Heavy 4, Medium 34, Light 54, Total Adds 14, WCAO, WTCR, WXXK, WILQ, WXBQ, WLWK, KPLX, WMC, WQYK, WMNI, KJJY, WWWW, WKKO, KRAK. Heavy: WOKK, WKYQ, KKYX, WTSD. Moves 49-43-38 on the Country chart.

### CHARLEY PRIDE "I'm Gonna Love Her On The Radio" (16th Avenue/Capitol) 88/16

Rotations: Heavy 0, Medium 37, Light 51, Total Adds 16, WHWK, WYRK, WTCR, WILQ, WORC, WVM, WLWK, KSSN, KNFM, WNOE, WPAP, KCJB, KZSN, KGH, KKCS, KNIX. Moves 44-39 on the Country chart.

### EDDIE RABBITT "The Wanderer" (RCA) 86/59

Rotations: Heavy 0, Medium 15, Light 71, Total Adds 59 including WBOS, WWA, WKHX, WZZK, WUSY, KPLX, KHEY, WKSJ, WNOE, WYYD, WUBE, KFKE, WOW, KIK-FM, KYGO, KZLA, KUPL, KWJJ, KSN, KRPM. Debuts at number 42 on the Country chart.

### TAMMY WYNETTE "Beneath A Painted Sky" (Epic) 72/13

Rotations: Heavy 0, Medium 26, Light 46, Total Adds 13, WVAM, WCAO, KMML, KKIX, KSSN, WLWI, WUSQ, WYNG, WCUZ, KCJB, KTKP, KFMS, KKAT. Medium: WXTU, KEAN, WEZL, WSOC, WCMS, KXY, KUZZ. Moves 47-44 on the Country chart.

### K.D. LANG "I'm Down To My Last Cigarette" (Sire/WB) 72/12

Rotations: Heavy 0, Medium 18, Light 54, Total Adds 12, WXTU, WCVR, KEAN, KIKK, WLWI, WKYQ, WBVE, WYNG, KZSN, KVOC, KZLA, KKAT. Medium: WQCB, WCMS, WSLR, WDAF, KTTS, KTOM, KSOP, KDRK. Moves 49-46 on the Country chart.

### DAVID BALL "Steppin' Out" (RCA) 69/8

Rotations: Heavy 1, Medium 18, Light 50, Total Adds 8, WQCB, WWA, WORC, WUSY, WAMZ, WYNG, KZSN, KKAT. Heavy: WDAF. Medium: WVAM, WAYZ, KMML, WTVY, KKYX, WSLR, WWWW, WTCM, KFDI, KEKB, KDRK. Debuts at number 48 on the Country chart.

### LYLE LOVETT "I Loved You Yesterday" (MCA/Curb) 64/20

Rotations: Heavy 0, Medium 14, Light 50, Total Adds 20, WVAM, WPOC, WDSY, KYKR, WUSY, KKIX, KKYX, KNFM, WYYD, WQYK, WMNI, KWMT, KCJB, KTTS, WTHI, KTKP, KRKT, KGH, KVOC, KSOP. Debuts at number 49 on the Country chart.

### MEL McDANIEL "Real Good Feel Good Song" (Capitol) 63/18

Rotations: Heavy 1, Medium 20, Light 42, Total Adds 18, WVAM, WQCB, WQBE, WAJR, WCVR, WVM, WUSY, KKIX, KSSN, WGKX, WLWI, WUSQ, KBMR, WYNG, KCJB, KTKP, KUUY, KEKB. Heavy: WOKK. Debuts at number 50 on the Country chart.

### JUDY RODMAN "Goin' To Work" (MTM) 57/13

Rotations: Heavy 0, Medium 9, Light 48, Total Adds 13, WDSY, WEZL, WUSY, KHEY, WAMZ, WMNI, KWMT, KCJB, WMUS, KTTS, WTHI, KGH, KRPM. Medium: WCVR, WTVY, KKYX, WOW, WTCM, KFDI, KALF, KTOM.

## SIGNIFICANT ACTION

### GLEN CAMPBELL "I Have You" (MCA) 48/34

Rotations: Heavy 1, Medium 11, Light 36, Total Adds 34 including WQBE, WSM, WCMS, KKYX, KJNE, WAXX, WCUZ, KFKE, WTSD, WMUS, KTTS, KVOC, KUZZ, KYGO, KUGN, KALF, KTOM.

### RONNIE McDOWELL "I'm Still Missing You" (Curb) 33/21

Rotations: Heavy 0, Medium 7, Light 26, Total Adds 21, WAYZ, WAJR, KEAN, KYKR, WSOC, WRNS, WDXE, WCMS, WKA, WYYD, KKYX, WUBE, KFGO, KWMT, WTSD, WOW, WTHI, KFDI, KRKT, KALF, KDRK.

### JEFF DUGAN "I Wish It Was That Easy Going Home" (WB) 31/14

Rotations: Heavy 0, Medium 4, Light 27, Total Adds 14, WWA, KRRV, WTVY, KIKK, WOKK, WNOE, WOW, WWO, KRKT, KVOC, KUUY, KWJJ, KALF, KTOM. Medium: KTTS, KUZZ, KNIX.

### DONNA MEADE "Love's Last Stand" (Mercury/PolyGram) 30/11

Rotations: Heavy 0, Medium 3, Light 27, Total Adds 11, WQCB, WGKX, WCMS, WKA, KWMT, WTSD, KTTS, WTHI, KVOC, KRWO, KDRK. Medium: KRRV, WTVY, Light: WDSY, WPAP, KKYX, WDAF, KFDI, KIK-FM, KALF.

### RUSSELL SMITH "Three Piece Suit" (Epic) 29/11

Rotations: Heavy 0, Medium 5, Light 24, Total Adds 11, WEZL, WUSY, WRNS, KHEY, WGKX, KJNE, WTSD, KTKP, KIK-FM, KUUY, KDRK. Medium: WTVY, KTTS, WTCM, KFDI. Light: WSOC, KKYX, WOKK, KSO, KSOP.

### ROBIN LEE "This Old Flame" (Atlantic America) 28/2

Rotations: Heavy 0, Medium 9, Light 19, Total Adds 2, WMC, KIK-FM. Medium: WAJR, KRRV, WRNS, WTVY, KIKK, KKYX, KSO, KFGO, WOW. Light: WWA, WEZL, WAMZ, WLWI, WCMS, KJNE, WTSD, WTHI, KVOC.

### MARIE OSMOND "Without A Trace" (Capitol/Curb) 26/21

Rotations: Heavy 0, Medium 5, Light 21, Total Adds 21, KEAN, KMML, WUSY, WDXE, WOKK, WPAP, KKYX, KJNE, KBMR, WAXX, KFGO, KXY, KTTS, WTCM, KVOC, KFDI, KEKB, KNIX, KCCY, KALF, KTOM.

### BURCH SISTERS "Everytime You Go Outside I Hope It Rains" (Mercury/PolyGram) 23/7

Rotations: Heavy 0, Medium 2, Light 21, Total Adds 7, WUSY, KSSN, WOW, WTCM, KVOC, KALF. Medium: WTVY, KFDI. Light: WWA, KRRV, WDXE, KKYX, KSO, WAXX, KFGO, KWMT, KRKT, KIK-FM, KRWO, KTOM, KSOP, KCKC.

### PATTY LOVELESS "A Little Bit In Love" (MCA) 21/16

Rotations: Heavy 0, Medium 4, Light 17, Total Adds 16, WAYZ, WXXK, WXTU, KRRV, KMML, KYKR, WOKK, KBMR, WMNI, WDAF, WTCM, KUZZ, KVOC, KRWO, KEKB, KSOP. Medium: KFDI. Light: WTVY, WDXE, WTQR, KALF.

## ALBUM TRACKS

### ARTIST/Song Title (Label)

### Album Title

<b>GEORGE STRAIT</b> /If You Ain't Lovin',... (MCA)	.....	<i>If You Ain't Lovin',...</i>
<b>CHARLEY PRIDE</b> /Where Was I (16th Avenue/Capitol)	.....	<i>I'm Gonna Love Her...</i>
<b>RODNEY CROWELL</b> /Above And Beyond (Columbia)	.....	<i>Diamonds And Dirt</i>
<b>BELLAMY BROTHERS</b> /It's Raining Girls (MCA/Curb)	.....	<i>Crazy From The Heart</i>
<b>PATTY LOVELESS</b> /I Can't Get You... (MCA)	.....	<i>If My Heart Had Windows</i>
<b>JO-EL SONNIER</b> /Tear Stained Letter (RCA)	.....	<i>Come On Joe</i>
<b>K.T. OSLIN</b> /Doctor, Doctor (RCA)	.....	<i>80's Ladies</i>
<b>RANDY TRAVIS</b> /What'll You Do About Me (WB)	.....	<i>Always &amp; Forever</i>
<b>SWEETHEARTS OF THE ROEO</b> /I Feel Fine (Columbia)	.....	<i>One Time One Night</i>
<b>ALABAMA</b> /I Can't Stop (RCA)	.....	<i>Just Us</i>
<b>REBA McENTIRE</b> /Respect (MCA)	.....	<i>Reba</i>
<b>GEORGE STRAIT</b> /Under These Conditions (MCA)	.....	<i>If You Ain't Lovin',...</i>
<b>RONNIE McDOWELL</b> /Suspicion (Curb)	.....	<i>I'm Still Missing You</i>
<b>EDDIE RABBITT</b> /She's An Old Cadillac (RCA)	.....	<i>I Wanna Dance With...</i>
<b>PAKE McENTIRE</b> /The Work Song (RCA)	.....	<i>My Whole World</i>
<b>JUDDS</b> /Old Pictures (RCA)	.....	<i>Heartland</i>

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(AS COMPILED BY OUR HOME OFFICE IN NASHVILLE, TN)

10. **Restless Heart** has an incredible first single called "**Bluest Eyes in Texas**" from their soon-to-be-released album.
9. **David Ball** thrilled country radio at the RCA show at CRS, and his record is "**Steppin' Out!**"
8. **Keith Whitley** is on his way to one of country radio's best records ever... "**Don't Close Your Eyes.**"
7. The **RCA promotion staff** can keep their jobs!
6. **Michael Johnson** and **Juice Newton** have a duet coming soon!—"It Must Be You."
5. **Eddie Rabbitt** recreates the song your audience grew up with... "**The Wanderer.**"
4. **Nipper** will not get distemper!
3. **Vince Gill** will show you a real "**Radio**" record that's no cheap gimmick!
2. **The Judds'** "**Give A Little Love**" from their upcoming new album.
1. **Joe and Jack** can put more gas in the bus... and come see you... soon!

(NOT TO MENTION THE NATURAL IRRITATION IT CAUSES THE OTHER LABELS)



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**RCA - THE GREATEST COUNTRY ON EARTH**

# COUNTRY & HOT

MOST ADDED		EAST		HOTTEST		MOST ADDED		SOUTH		HOTTEST		MOST ADDED		MIDWEST		HOTTEST		MOST ADDED		WEST		HOTTEST	
Eddie Rabbitt (RCA)	George Strait (MCA)	Randy Travis (WB)	Eari Thomas Conley (RCA)	Eddie Rabbitt (RCA)	George Strait (MCA)	Randy Travis (WB)	Eari Thomas Conley (RCA)	Eddie Rabbitt (RCA)	George Strait (MCA)	Randy Travis (WB)	Eari Thomas Conley (RCA)	Eddie Rabbitt (RCA)	Glen Campbell (MCA)	Randy Travis (WB)	Eari Thomas Conley (RCA)	Eddie Rabbitt (RCA)	Restless Heart (RCA)	Randy Travis (WB)	Eari Thomas Conley (RCA)	Eddie Rabbitt (RCA)	Restless Heart (RCA)	Randy Travis (WB)	Eari Thomas Conley (RCA)

### EAST

<b>WPTX</b> Albany, NY	<b>WQBE</b> Charleston, WV	<b>WPOR</b> Portland, ME	<b>WVAB</b> Albany, NY	<b>WVMA</b> Albany, NY	<b>WVOC</b> Baltimore, MD	<b>WVPC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD	<b>WVBC</b> Baltimore, MD
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### SOUTH

<b>KEAN</b> Abilene, TX	<b>WBXO</b> Bristol, VA	<b>WKLO</b> Danville, KY	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL	<b>WVTV</b> Dothan, AL
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### MIDWEST

<b>WWSR</b> Akron, OH	<b>KSO</b> Des Moines, IA	<b>KWMT</b> Fort Dodge, IA	<b>WWSR</b> Akron, OH	<b>KSO</b> Des Moines, IA	<b>KWMT</b> Fort Dodge, IA	<b>WWSR</b> Akron, OH	<b>KSO</b> Des Moines, IA	<b>KWMT</b> Fort Dodge, IA	<b>WWSR</b> Akron, OH	<b>KSO</b> Des Moines, IA	<b>KWMT</b> Fort Dodge, IA	<b>WWSR</b> Akron, OH	<b>KSO</b> Des Moines, IA	<b>KWMT</b> Fort Dodge, IA	<b>WWSR</b> Akron, OH	<b>KSO</b> Des Moines, IA	<b>KWMT</b> Fort Dodge, IA	<b>WWSR</b> Akron, OH	<b>KSO</b> Des Moines, IA	<b>KWMT</b> Fort Dodge, IA	<b>WWSR</b> Akron, OH	<b>KSO</b> Des Moines, IA	<b>KWMT</b> Fort Dodge, IA
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### WEST

<b>WMLI</b> Milwaukee, WI	<b>WVJO</b> St. Cloud, MN	<b>WMLI</b> Milwaukee, WI	<b>WVJO</b> St. Cloud, MN	<b>WMLI</b> Milwaukee, WI	<b>WVJO</b> St. Cloud, MN	<b>WMLI</b> Milwaukee, WI	<b>WVJO</b> St. Cloud, MN	<b>WMLI</b> Milwaukee, WI	<b>WVJO</b> St. Cloud, MN	<b>WMLI</b> Milwaukee, WI	<b>WVJO</b> St. Cloud, MN	<b>WMLI</b> Milwaukee, WI	<b>WVJO</b> St. Cloud, MN	<b>WMLI</b> Milwaukee, WI	<b>WVJO</b> St. Cloud, MN	<b>WMLI</b> Milwaukee, WI	<b>WVJO</b> St. Cloud, MN	<b>WMLI</b> Milwaukee, WI	<b>WVJO</b> St. Cloud, MN	<b>WMLI</b> Milwaukee, WI	<b>WVJO</b> St. Cloud, MN	<b>WMLI</b> Milwaukee, WI	<b>WVJO</b> St. Cloud, MN
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### WEST

<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT
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### WEST

<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT
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### WEST

<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT
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### WEST

<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT
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### WEST

<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT	<b>KRKT</b> Albany, OR	<b>KIK-FM</b> Anahem, CA	<b>KQHL</b> Billings, MT
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Two stations failed in a frozen playlist: KCKC/San Bernardino, and WRKZ/Hersey. Six stations failed to report and their playlists were frozen: KFRE/Freano, KLLL/Lubbock, KYAK/Anchorage, WESC/Greenville, WGAR/Cleveland, and WSIX/Nashville.

165 Reporters  
159 Current Reports







# R&R NATIONAL AIRPLAY

## NAC

LW	TW	Artist/Track (Label)	Notes
1	1	ACOUSTIC ALCHEMY/Natural... (MCA Master Series)	"Natural"
2	2	RIPPINGTONS/Kilimanjaro (Passport)	"Morocco"
3	3	SPECIAL EFX/Double Feature (GRP)	"Jamaica"
5	4	DAVID BENOIT/Every Step Of The Way (GRP)	"Every" "Worries"
6	5	NANCEE KAHLER/Open The Sky (Brave Dog)	"Savannah"
4	6	WINDOWS/Mr. Bongo (Intima/Enigma)	"Smiles"
10	7	CUSCO/Apurimac (Higher Octave)	"Flute"
7	8	ALPHONSE MOUZON/Early Spring (Optimism)	"Early"
11	9	SHADOWFAX/Folksongs For A Nuclear Village (Capitol)	"Laugh"
17	10	JONI MITCHELL/Chalk Mark In A Rain Storm (Geffen)	"Snakes" "Bird" "Secret"
8	11	PETER KATER/Gateway (Gaia)	"Reunion"
12	12	BOBBY McFERRIN/Simple Pleasures (EMI-Manhattan)	"Worry"
13	13	FULL SWING/In Full Swing (Cypress/A&M)	"2 Good"
20	14	SUZANNE CIANI/Neverland (Private Music)	"Neverland"
15	15	FRED SIMON/Usually/Always (Windham Hill)	"Usually"
16	16	NELSON RANGELL/To Begin Again (Gaia)	"New"
18	17	RANDY BERNSEN/Paradise Citizens (Zebra/MCA)	"Still"
21	18	TIM HEINTZ/Searching The Heart (TBA)	"Reflections"
9	19	IAN MATTHEWS/Walking A Changing Line (Windham Hill)	"Every"
<b>DEBUT</b> → 20 IMAGES/Finesse (Redstone) . . . . . "Copenhagen" "Heights" "Jonathan"			
<b>BREAKER</b> → 21 TRACY CHAPMAN/Tracy Chapman (Elektra) . . . . . "Fast"			
25	22	TUCK AND PATTI/Tears Of Joy (Windham Hill/Jazz)	"Breath"
14	23	ONAJE ALLAN GUMBS/That Special Part Of Me (Zebra/MCA)	"Blow"
26	24	LEE VENTERS/388 Marlborough Street (Blue Quail)	"Dreamstate"
28	25	DEVONSQUARE/Walkin' On Icehouse (Atlantic)	"Walking"
27	26	ELEMENTS/Illumination (Novus/RCA)	"Walk"
<b>BREAKER</b> → 27 SADE/Stronger Than Pride (Epic) . . . . . "Paradise"			
22	28	PIERRE BENSUSAN/Spices (CBS)	"Mille"
19	29	YUTAKA/Yutaka (GRP)	"Colors"
<b>BREAKER</b> → 30 EVERYTHING BUT THE GIRL/Idlewild (Sire/WB) . . . . . "Always"			

### MOST ADDED LPs

GEORGE HOWARD (8)  
RICHARD ELLIOT (7)  
CHUCK MANGIONE (7)  
TRACY CHAPMAN (6)  
EVERYTHING BUT THE GIRL (6)  
SADE (6)

### HOTTEST LPs

RIPPINGTONS (14)  
BOBBY McFERRIN (12)  
ACOUSTIC ALCHEMY (11)  
DAVID BENOIT (8)  
SUZANNE CIANI (8)  
SPECIAL EFX (8)

### HOT TRACKS

BOBBY McFERRIN/Worry  
GRP/Early  
PETER KATER/Reunion  
IAN MATTHEWS/Following  
SPECIAL EFX/Jamaica

## CONTEMPORARY JAZZ

LW	TW	Artist/Track (Label)	Notes
1	1	BOBBY McFERRIN/Simple Pleasures (EMI-Manhattan)	"Worry"
3	2	PAQUITO D'RIVERA/Celebration (Columbia)	"Chick" "Many"
2	3	ONAJE ALLAN GUMBS/That Special Part Of Me (Zebra/MCA)	"First"
4	4	ELEMENTS/Illumination (Novus/RCA)	"Mandala"
5	5	TUCK AND PATTI/Tears Of Joy (Windham Hill/Jazz)	"Tears"
15	6	DAVE SAMUELS/Living Colors (MCA)	"Pan"
7	7	ACOUSTIC ALCHEMY/Natural Elements (MCA Master Series)	"Evil"
10	8	SPECIAL EFX/Double Feature (GRP)	"Lady"
17	9	RIPPINGTONS/Kilimanjaro (Passport)	"Morocco"
6	10	ARTHUR BLYTHE/Basic Blythe (Columbia)	"Autumn...NY #1" "Heart" "Yet"
20	11	JOHN PATITUCCI/John Patitucci (GRP)	"Growing" "Wind" "Searching"
12	12	MIKE STERN/Time In Place (Atlantic)	"Chromazone"
11	13	RANDY BERNSEN/Paradise Citizens (Zebra/MCA)	"Sentimental"
14	14	SONNY ROLLINS/Dancing... (Milestone/Fantasy)	"O.T.Y.O.G." "Dancing" "Allison"
8	15	GRP ARTISTS/Super Live In Concert (GRP)	"Actor's"
<b>BREAKER</b> → 16 GARY BURTON/And The Berklee Allstars (JVC) . . . . . "Fat"			
9	17	RICARDO SILVEIRA/Long Distance (Verve Forecast)	"Bahia"
24	18	BOB THOMPSON/Say What You Want (Intima/Enigma)	"Say" "Someone"
21	19	DAVID BENOIT/Every Step Of The Way (GRP)	"Every" "Remembering"
<b>BREAKER</b> → 20 EDDIE DANIELS/Memos From Paradise (GRP) . . . . . "Dreaming"			
16	21	WAYNE SHORTER/Joy Ryder (Columbia)	"Cathay"
18	22	NELSON RANGELL/To Begin Again (Gaia)	"House"
19	23	JOHN SCOFIELD/Loud Jazz (Gramavision)	"Loud" "True"
13	24	BOB MINTZER/Spectrum (Digital Music)	"Frankie's"
<b>BREAKER</b> → 25 JAMES MOODY/Moving Forward (Novus/RCA) . . . . . "Round" "Summer" "Night"			
23	26	FULL SWING/In Full Swing (Cypress/A&M)	"Last"
25	27	NANCY KELLY/Live Jazz (Amherst)	"Fell" "Twisted"
22	28	KIRK WHALUM/And You Know That! (Columbia)	"Wave"
<b>BREAKER</b> → 29 JORGE DALTO/Listen Up! (Gaia) . . . . . "Listen" "Spanish" "La Costa"			
<b>DEBUT</b> → 30 AMINA CLAUDINE MYERS/Amina (Novus/RCA) . . . . . "Happiness"			

### MOST ADDED LPs

JORGE DALTO (8)  
BLAZING REDHEADS (6)  
EDDIE DANIELS (6)  
EDDIE GOMEZ (6)  
AMINA CLAUDINE MYERS (6)  
SANDY OWEN (6)  
SAM RINEY (6)

### HOTTEST LPs

BOBBY McFERRIN (15)  
RIPPINGTONS (8)  
TUCK AND PATTI (7)  
DAVID BENOIT (5)  
GRP SUPER LIVE (5)  
BOB MINTZER (5)  
DAVE SAMUELS (5)

### HOT TRACKS

BOBBY McFERRIN/Worry  
ELEMENTS/Mandala  
ONAJE ALLAN GUMBS/First  
NELSON RANGELL/House  
RIPPINGTONS/Morocco  
RIPPINGTONS/Oceansong

## NEW & ACTIVE

**\*\*BRIAN SLAWSON "Distant Drums" (CBS) 20/0**  
Rotations: Heavy 1/0, Medium 8/0, Light 11/0, Total Adds 0. Heavy: WNUA. Mediums include: BRZ, KKSF, KLRS, KLZS. **CHART EXTRA this week.**

**\*\*MARK ISHAM "Castalia" (Virgin) 18/2**  
Rotations: Heavy 2/0, Medium 6/0, Light 10/2, Total Adds 2, WFMK, WHNN. Heavies include: KLRS, KNUA. **CHART EXTRA this week.**

**\*\*DAVE SAMUELS "Living Colors" (MCA) 18/2**  
Rotations: Heavy 1/0, Medium 8/0, Light 9/2, Total Adds 2, WNUA, KTWV. Heavy: WFAE. **CHART EXTRA this week.**

**\*\*BOB THOMPSON "Say What You Want" (Intima/Enigma) 17/0**  
Rotations: Heavy 2/0, Medium 8/0, Light 7/0, Total Adds 0. Heavy: KDAB, WGMC. Mediums include: WFAE, KTCL, KWFM. **CHART EXTRA this week.**

**\*101 NORTH "101 North" (Valley Vue) 16/3**  
Rotations: Heavy 3/0, Medium 4/0, Light 9/3, Total Adds 3, KTWV, WFMK, WHNN. Heavy: KOAI, KDAB, KLRS. **BREAKER this week.**

**SANDY OWEN "Heart Crossings" (Ivory) 15/3**  
Rotations: Heavy 2/0, Medium 3/1, Light 10/2, Total Adds 3, BRZ, KTWV, KSLU. Heavy: KOAI, WOTB.

**ERIC MARIENTHAL "Voices Of The Heart" (GRP) 15/3**  
Rotations: Heavy 0/0, Medium 6/0, Light 9/3, Total Adds 3, KBCC, WHVE, KLZS. Mediums include: WNUA, KDAB, KIFM.

**PAUL JACKSON, JR. "I Came To Play" (Atlantic) 14/2**  
Rotations: Heavy 3/0, Medium 3/0, Light 8/2, Total Adds 2, KTWV, KLZS. Heavy: KSLU, WFMK, WHNN.

**CHUCK MANGIONE "Eyes Of The Veiled Temptress" (Columbia) 13/7**  
Rotations: Heavy 0/0, Medium 5/0, Light 8/7, Total Adds 7, KOAI, WBNZ, KGRX, KLRS, KSLU, KEYV, KWFM. Mediums include: WBMW, WFAE.

**RICHARD ELLIOT "The Power Of Suggestion" (Intima/Enigma) 13/7**  
Rotations: Heavy 1/1, Medium 3/0, Light 9/6, Total Adds 7, WNUA, BRZ, KTWV, KDAB, WFAE, KSLU, WHVE.

**FRANK POTENZA "When We're Alone" (TBA) 13/4**  
Rotations: Heavy 0/0, Medium 9/3, Light 4/1, Total Adds 4, BRZ, KBLX, KLRS, WOTB.

**GEORGE HOWARD "Reflections" (MCA) 12/8**  
Rotations: Heavy 3/2, Medium 2/1, Light 7/5, Total Adds 8, WBNZ, KDAB, KIFM, KBLX, KKSF, WHVE, KEYV, KMGQ. Heavy: WFAE.

\*\* — Chart Extras denoted by two asterisks. \* — Uncharted Breakers denoted by one asterisk.

## NEW & ACTIVE

**ITCHY FINGERS "Quark" (Ventura) 16/3**  
Rotations: Heavy 2/0, Medium 6/1, Light 8/2, Total Adds 3, WDET, WJZZ, WFSS. Heavy: KSDS, KPLU.

**SHADOWFAX "Folk Songs For A Nuclear Village" (Capitol) 16/2**  
Rotations: Heavy 3/0, Medium 7/0, Light 6/2, Total Adds 2, KMHD, WSIE. Heavy: KJZZ, JZTRAX, KLSK.

**MARK ISHAM "Castalia" (Virgin) 15/2**  
Rotations: Heavy 2/0, Medium 6/1, Light 7/1, Total Adds 2, KXPR, WFPL. Heavy: WDET, KJZZ.

**101 NORTH "101 North" (Valley Vue) 15/0**  
Rotations: Heavy 4/0, Light 9/0, Total Adds 0. Heavy: WJZZ, KLSK.

**CLYDE CRINER "Behind The Sun" (Novus/RCA) 14/3**  
Rotations: Heavy 4/1, Medium 5/0, Light 5/2, Total Adds 3, WJZZ, KPLU, WFPL. Heavy: WEBR, WSIE, WVPE.

**SAM RINEY "Lay It On The Line" (Spindletop) 13/6**  
Rotations: Heavy 1/0, Medium 7/1, Light 5/5, Total Adds 6, KZPS, WLVE, WAER, WFPL, WMOT, KLSK. Heavy: JZTRAX.

**ERIC MARIENTHAL "Voices Of The Heart" (GRP) 13/5**  
Rotations: Heavy 1/0, Medium 9/2, Light 3/3, Total Adds 5, WCPN, KPLU, WMOT, WHRO, WSIE. Heavy: WJAZ.

**ROB WASSERMAN "Duets" (MCA) 13/3**  
Rotations: Heavy 3/0, Medium 3/1, Light 7/2, Total Adds 3, WNEW, WFPL, WVPE. Heavy: WNOP, KPLU, KLCC.

**NANCEE KAHLER "Open The Sky" (Brave Dog) 13/0**  
Rotations: Heavy 4/0, Light 6/0, Total Adds 0. Heavy: WMOT, WSIE, KLSK.

**SANDY OWEN "Heart Crossings" (Ivory) 12/6**  
Rotations: Heavy 2/0, Medium 3/2, Light 7/4, Total Adds 6, KADX, KXPR, WJAZ, WAER, WMOT, WVPE. Heavy: WSIE, KLCC.

**AZYMUTH "Crazy Rhythm" (Milestone/Fantasy) 12/4**  
Rotations: Heavy 3/0, Medium 3/1, Light 6/3, Total Adds 4, WNOP, KPLU, KLCC, JZTRAX. Heavy: WJZZ, KJAZ, WJAZ.

**BLAZING REDHEADS "Blazing Redheads" (Reference) 11/6**  
Rotations: Heavy 0/0, Medium 1/1, Light 10/5, Total Adds 6, KPLU, WJAZ, WFPL, WSIE, WVPE, KLCC.

**GEORGE HOWARD "Reflections" (MCA) 11/5**  
Rotations: Heavy 2/0, Medium 4/1, Light 5/4, Total Adds 5, WEBR, WBGO, KJZZ, WAER, WMOT. Heavy: WCPN, WJZZ.

**CHUCK MANGIONE "Eyes Of The Veiled Temptress" (Columbia) 11/4**  
Rotations: Heavy 2/0, Medium 6/1, Light 3/3, Total Adds 4, KPLU, WFSS, WSIE, KLSK. Heavy: KZPS, JZTRAX.

**FRED SIMON "Usually/Always" (Windham Hill) 11/1**  
Rotations: Heavy 4/1, Medium 3/0, Light 4/0, Total Adds 1, WSIE. Heavy: WNEW, KMHD, KLCC.

"Gardony rekindles the spirit of Jazz at Berklee" -- The Boston Herald



### LASZLO GARDONY The Secret

Hungarian pianist Laszlo Gardony has studied and performed with Gary Burton and Miroslav Vitous. The trio he assembled for this album plays as if deep in intimate, spirited conversation, shared only with the listener.

"The most talked about new talent in British Jazz this year"  
-- New York Times Sunday Magazine



### ANDY SHEPPARD

A powerful force in the new British jazz scene, saxophonist/composer/bandleader Andy Sheppard is one of the hottest young improvisors making music. His debut album features special guest Randy Brecker.

ANTILLES  
NEW DIRECTIONS



# ADS & HOTS

## WAC

EAST		SOUTH		MIDWEST	
<b>PARALLEL ONE</b> WBW/Washington Carpe	<b>PARALLEL TWO</b> WOTB/Newport Steve Bianchi	<b>PARALLEL ONE</b> KOA/Dallas Randy Brown	<b>PARALLEL TWO</b> WFAE/Charlotte Paul Strubing	<b>PARALLEL ONE</b> WNUA/Chicago John Radford	<b>PARALLEL TWO</b> WFMK/Lansing Tom Knight
TUCK AND PATTI JAMES SCOTT OCEANS DORITTI COLUM HOTLIPS JONI MITCHELL SUZANNE CIANI DAVID BENJIT RIPPLETONGS SHADOWFAX	FRANK POTENZA JANET CRICE TRACY CRAPMAN BLAING REDHEADS TAYLOR BOB WASSERMAN SADE JOAN BAEZ HOTLIPS ACOUSTIC ALCHEMY BOBBY MCFERRIN TUCK AND PATTI RIPPLETONGS	JIM DEVLIN CRUCY MANGIONE BRITATIE CLYDE CRINER HOTLIPS REXCHANG CUSCO ACOUSTIC ALCHEMY SAN RAMSES SUZANNE CIANI	JANET MARLOW CROSSING POINT SUZANNE CIANI EDDIE DANIELS BOB WASSERMAN HOTLIPS RIPPLETONGS NELSON RANGELL PETER RATER SADE FULL SWING	TRACY CRAPMAN SADE RICHARD ELLIOT BOB MINTZER HOTLIPS TUCK AND PATTI BOBBY MCFERRIN RIPPLETONGS SPECIAL FX DAVE SAMUELS	LEE VENTERS FRANK POTENZA SANDY OWEN EVERYTHING BUT THE RICHY RICHLIGHTER RICHARD ELLIOT AZIMUTH CRUCY COBEA HOTLIPS DEVON SQUARE IAN MATTHEWS HOTLIPS PETER RATER PIERRE BENSUSAN FULL SWING GP PAUL JACKSON JR.

31 Current Reporters  
30 Current Reports

WEST		PARALLEL TWO		WEST	
<b>PARALLEL ONE</b> KBOC/Denver-Boulder Doug Clifton	<b>PARALLEL TWO</b> KTWV/Los Angeles Chris Brodie	<b>PARALLEL ONE</b> KQX/Phoenix Sebastian/Petrie	<b>PARALLEL TWO</b> KXII/San Francisco Kibler/Logan	<b>PARALLEL ONE</b> KJZZ/San Francisco Kibler/Logan	<b>PARALLEL TWO</b> KJZZ/San Francisco Kibler/Logan
PIERRE BENSUSAN ERIC MARIENTHAL JOSHUA BRACKSTONE HOTLIPS TRACY CRAPMAN TOM CHILDS IAN MATTHEWS BOBBY MCFERRIN IMAGES	DAVID SAMUELS MAXI PRESS TRACY CRAPMAN RICHARD ELLIOT PAUL JACKSON JR. HOTLIPS DAVID BENJIT JONI MITCHELL RIPPLETONGS ACOUSTIC ALCHEMY FRED SIMON	GEORGE HOWARD EVERYTHING BUT THE GEORGE HOWARD CRUCY COBEA HOTLIPS RIPPLETONGS SPECIAL FX TRACY CRAPMAN BOBBY MCFERRIN NANCEE KAHLER KIFM/San Diego Steve Huntington	GEORGE HOWARD FRANK POTENZA DAVE COCHRANE CLYDE CRINER CHECKFIELD EDDIE DANIELS SONNY ROLLINS TEDDY FENDERGRASS HOTLIPS RALL & OATES SUZANNE CIANI RICHY RICHLIGHTER BIG BOB SCAGGS SADE RIPPLETONGS PETER ESCOVEDO SUZANNE CIANI IMAGES JOE JACKSON FRANK POTENZA DANNY REINES HOTLIPS ACOUSTIC ALCHEMY SUZANNE CIANI DAVID BENJIT BOBBY MCFERRIN NELSON RANGELL FRED SIMON SPECIAL FX	CHRISTOPHER MORAN CRUCY MANGIONE SAM RINEY IMAGES PHILIP GLASS DORITTI COLUM TANGIERINE DREAM HOTLIPS LANE & SPEER SUZANNE CIANI RICHY RICHLIGHTER BIG MICK POST NELSON RANGELL KNUA/Seattle Maurteen Matthews	KEY/Las Vegas Len Howard

One station called in a frozen playlist  
this week: WLQO/Oklahoma City and KWAV/  
Monterey are no longer reporting  
stations.

## CONTEMPORARY

EAST		SOUTH		MIDWEST	
<b>PARALLEL ONE</b> WRTI/Philadelphia Peter Gouzuos	<b>PARALLEL TWO</b> WGBH/Boston Eric Jackson	<b>PARALLEL ONE</b> KZPS/Dallas Ed Budenau	<b>PARALLEL TWO</b> WUVE/Miami Geoff Fisher	<b>PARALLEL ONE</b> WNOI/Cincinnati Scott Brown	<b>PARALLEL TWO</b> WSEI/Edwardsville Matthew Kulig
WRTI/Philadelphia Peter Gouzuos	WGBH/Boston Eric Jackson	KZPS/Dallas Ed Budenau	WUVE/Miami Geoff Fisher	WNOI/Cincinnati Scott Brown	WSEI/Edwardsville Matthew Kulig
WRTI/Philadelphia Peter Gouzuos	WGBH/Boston Eric Jackson	KZPS/Dallas Ed Budenau	WUVE/Miami Geoff Fisher	WNOI/Cincinnati Scott Brown	WSEI/Edwardsville Matthew Kulig

### NANCEE KAHLER



nancee kahler

"... has the sound I am constantly looking for as a programmer. A must."  
Tom Garrett, KMGL

"... Melodic and beautifully textured and has gotten great audience response!"  
Nick Francis, KKSF

THANKS, R&R stations, for using your ears and hearts in helping us with our first Top 5! You are definitely "HOT" with us!

(404) 355-0268

# EDDIE GOMEZ



WEBR  
WNOP  
WJZZ  
KXPR

KSDS  
KJAZ  
KPLU

## "Power Play"

Featuring  
"LOCO MOTIVE"

# KIMIKO ITOH



WEBR  
WNEW  
WRTI

KWMM  
KMHD  
KPLU  
WSIE

## "For Lovers Only"

Featuring  
"FOR ALL WE KNOW"

known throughout her native Japan as the country's #1 jazz vocalist. Her nickname "Peco" means hungry, and as an artist her appetite for exploration and styles are apparent. Here she is backed by American jazz greats: Steve Gadd—drums, Eddie Gomez—bass, Michael Brecker—saxophone; and Japanese jazz legends: Masahiko Satoh—keyboards and arrangements, Terumasa Hino—trumpet. Her delivery of "Western Standards" displays a vocalist that is sensual, classic, expressive and from a whisper to full throttle is nothing less than thrilling. They say East is East and West is West, but with Kimiko Itoh, the twain meet.

## NEW ARTISTS

### Tracks

Reports

1	TRACY CHAPMAN//Fast Car (Elektra)	71
2	ROSSINGTON BAND/Welcome Me Home (MCA)	62
3	10,000 MANIACS/Like The Weather (Elektra)	61
4	JOANNA DEAN/Kiss This (Mercury/PolyGram)	58
5	LITA FORD/Close My Eyes Forever (RCA)	50
6	THEN JERICHO/Let Her Fall (MCA)	45
7	VINNIE VINCENT INVASION/Ashes To Ashes (Chrysalis)	40
8	FACE TO FACE/As Forever As You (Mercury/PolyGram)	34
9	HURRICANE/I'm On To You (Enigma)	30
10	MISSION UK/Tower Of Strength (Mercury/PolyGram)	25
11	ROCKY HILL/I Won't Be Your Fool (Virgin)	24
12	JAMES REYNE/Fall Of Rome (Capitol)	21
	STEALIN HORSES/Turnaround (Arista)	21
14	GUNS N' ROSES/Welcome To The Jungle (Geffen)	19
15	ADVENTURES/Broken Land (Elektra)	18
	ONLY CHILD/I Believe In You (Rampage/Rhino)	18
17	BEARS/Aches & Pains (PMRC/MCA)	16
	KING'S X/King (Megaforce/Atlantic)	16
19	NOISEWORKS/No Lies (Columbia)	15
20	PAT McLAUGHLIN/No Problem (Capitol)	14
	SOUL ASYLUM/Sometime To Return (A&M)	14

New Artists are those that have never had an AOR Breaker. The chart is based entirely on the number of stations reporting airplay on a particular track. Week-to-week add patterns are not a factor.

# THE JESUS AND MARY CHAIN



"sidewalking"

FROM THE ALBUM  
**BARBED WIRE KISSES**



BLANCO Y NEGRO

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## R&R NATIONAL AIRPLAY

# AOR TRACKS®

3 2  
WKS WKS LW TW

175 REPORTERS

Reports/Adds Power Heavy Medium

3	1	1	1	1	<b>1</b> BRUCE HORNSBY &.../The Valley Road (RCA)	164=	/1	86+	158=	6=
2	2	2	2	2	<b>2</b> CHEAP TRICK/The Flame (Epic)	152-	/0	74-	146=	6-
-	8	5	3	3	<b>3</b> VAN HALEN/Black And Blue (WB)	159=	/0	59+	139+	19-
4	3	3	4	4	<b>4</b> SMITHEREENS/Only A Memory (Enigma/Capitol)	156-	/0	44=	132-	23-
7	5	4	5	5	<b>5</b> ERIC CLAPTON/After Midnight (Polydor/PG)	156-	/2	48=	125-	31-
9	6	6	6	6	<b>6</b> NEIL YOUNG & THE BLUENOTES/Ten Men Workin' (Reprise)	156-	/1	42+	116+	38-
24	16	10	7	7	<b>7</b> ROD STEWART/Lost In You (WB)	154+	/4	33+	116+	35-
14	12	9	8	8	<b>8</b> ROBERT PLANT/Ship Of Fools (Es Paranza/Atlantic)	145+	/9	36+	108+	35-
11	9	8	9	9	<b>9</b> SCORPIONS/Rhythm Of Love (Mercury/PG)*	149+	/2	27+	101+	43-
1	4	7	10	10	<b>10</b> CHURCH/Under The Milky Way (Arista)	119-	/0	31-	87-	26-
13	13	11	11	11	<b>11</b> GLASS TIGER/I'm Still Searching (EMI-Manhattan)	129-	/0	27+	97-	28-
45	29	21	12	12	<b>12</b> JOHN COUGAR MELLENCAMP/Rooty Toot Toot (Mercury/PG)	135+	/16	10+	67+	65-
15	15	13	13	13	<b>13</b> HONEYMOON SUITE/Love Changes Everything (WB)	137-	/0	11-	72-	60-
33	23	18	14	14	<b>14</b> ROBIN TROWER/Tear It Up (Atlantic)	148+	/9	5+	45+	94-
-	37	25	15	15	<b>15</b> JIMMY BARNES/Too Much Ain't Enough Love (Geffen)	147+	/28	1+	40+	97+
6	7	12	16	16	<b>16</b> MIDNIGHT OIL/Beds Are Burning (Columbia)	103-	/1	24-	70-	28-
18	18	16	17	17	<b>17</b> TREAT HER RIGHT/I Think She Likes Me (RCA)	128-	/4	5-	57+	60-
44	32	26	18	18	<b>18</b> ZIGGY MARLEY/Tomorrow People (Virgin)	123+	/19	11+	48+	65+
40	31	24	19	19	<b>19</b> HENRY LEE SUMMER/Darling Danielle Don't (CBS Associated)	129+	/19	5+	48+	74+
10	11	15	20	20	<b>20</b> INXS/New Sensation (Atlantic)	97-	/1	26-	65-	30+
19	19	19	21	21	<b>21</b> KINGS OF THE SUN/Serpentine (RCA)	120-	/1	1=	46-	60-
25	21	22	22	22	<b>22</b> YNGWIE J. MALMSTEEN'S RISING.../Heaven Tonight (Polydor/PG)	117-	/2	3+	29-	76+
28	24	23	23	23	<b>23</b> ROBBIE ROBERTSON/Somewhere Down The Crazy River (Geffen)	111-	/4	4+	43+	62-
5	14	14	24	24	<b>24</b> ROBERT PLANT/Tall Cool One (Es Paranza/Atlantic)	79-	/0	19-	62-	14-
34	30	28	25	25	<b>25</b> POISON/Nothin' But A Good Time (Enigma/Capitol)	114+	/10	6+	39+	56+
-	54	37	26	26	<b>26</b> BRUCE HORNSBY & THE RANGE/Look Out Any Window (RCA)	94+	/35	1+	35+	54+
30	27	27	27	27	<b>27</b> WHITE LION/Tell Me (Atlantic)	110=	/5	0=	21=	70+
51	44	32	28	28	<b>28</b> JOAN JETT & BLACKHEARTS/I Hate Myself For... (Blackheart/CBS)	113+	/11	1=	17+	69+
49	41	33	29	29	<b>29</b> JOHN KILZER/Red Blue Jeans (Geffen)	110+	/23	2+	15+	74+
8	10	17	30	30	<b>30</b> DAVID LEE ROTH/Stand Up (WB)	70-	/1	7-	39-	31-
36	33	31	31	31	<b>31</b> AC/DC/That's The Way I Wanna Rock N Roll (Atlantic)	93=	/7	1=	13-	62+
43	39	36	32	32	<b>32</b> TIMBUK 3/Rev. Jack & His Roamin' Cadillac Church (IRS/MCA)	92+	/11	0-	15+	63+
17	17	20	33	33	<b>33</b> GEORGE HARRISON/This Is Love (Dark Horse/WB)	70-	/1	2-	24-	43-
48	42	35	34	34	<b>34</b> BRIAN SETZER/When The Sky Comes Tumblin... (EMI-Manhattan)	94+	/7	0=	7=	71+
60	49	40	35	35	<b>35</b> TRACY CHAPMAN/Fast Car (Elektra)	71+	/14	4+	27+	33+
-	50	38	36	36	<b>36</b> PINK FLOYD/The Dogs Of War (Columbia)	84+	/13	0-	10+	55+
-	-	47	37	37	<b>37</b> GRAHAM PARKER/(Get Started) Start A Fire (RCA)	73+	/18	1+	11+	51+
12	20	30	38	38	<b>38</b> TALKING HEADS/(Nothing But) Flowers (Fly/Sire)	43-	/0	7-	23-	18-
57	48	42	39	39	<b>39</b> MICHAEL BOLTON/Wait On Love (Columbia)	72=	/3	0=	7+	46+
-	59	46	40	40	<b>40</b> AEROSMITH/Magic Touch (Geffen)	67+	/13	0=	10+	40+
47	45	41	41	41	<b>41</b> 10,000 MANIACS/Like The Weather (Elektra)	61-	/5	2-	14-	33=
-	-	50	42	42	<b>42</b> TALKING HEADS/Blind (Fly/Sire)	46+	/9	1=	19+	23+
-	-	55	43	43	<b>43</b> NEIL YOUNG & THE BLUENOTES/This Note's For You (Reprise)	52+	/17	0=	15+	27+
54	51	48	44	44	<b>44</b> IRON MAIDEN/Can I Play With Madness (Capitol)	61+	/3	2+	4+	35+
DEBUT	45	45	45	45	<b>45</b> ROSSINGTON BAND/Welcome Me Home (MCA)	62	/58	0	2	43
DEBUT	46	46	46	46	<b>46</b> ROD STEWART/Dynamite (WB)	41	/41	0	13	23
-	-	53	47	47	<b>47</b> BRUCE HORNSBY & THE RANGE/Defenders Of The Flag (RCA)	45+	/16	0-	17+	22+
-	-	54	48	48	<b>48</b> MIDNIGHT OIL/The Dead Heart (Columbia)	43+	/11	2=	16=	19+
-	-	58	49	49	<b>49</b> JOHN CAFFERTY AND.../Song & Dance (Scotti Bros./CBS)	56+	/9	0=	5=	43+
-	-	60	50	50	<b>50</b> JOANNA DEAN/Kiss This (Mercury/PG)	58+	/9	0=	2-	41+
DEBUT	51	51	51	51	<b>51</b> KINGDOM COME/What Love Can Be (Polydor/PG)	50+	/27	0=	5+	36+
16	25	39	52	52	<b>52</b> BALAAM & THE ANGEL/I Love The Things You Do To Me (Virgin)	36-	/0	0=	14-	20-
23	22	29	53	53	<b>53</b> DEACON BLUE/Dignity (Columbia)	43-	/0	0-	12-	28-
-	-	57	54	54	<b>54</b> LITA FORD/Close My Eyes Forever (RCA)	50+	/8	0=	11-	27+
DEBUT	55	55	55	55	<b>55</b> ALARM/Rescue Me (IRS/MCA)	48+	/10	0=	4=	40+
58	52	51	56	56	<b>56</b> JON ANDERSON/Hold On To Love (Columbia)	45-	/0	1=	9+	29-
38	40	43	57	57	<b>57</b> JOE SATRIANI/Surfing With The Alien (Relativity)	43-	/0	0=	5-	31-
27	26	34	58	58	<b>58</b> KINGDOM COME/Living Out Of Touch (Polydor/PG)	38-	/1	0-	6-	28-
DEBUT	59	59	59	59	<b>59</b> PAUL CARRACK/Double It Up (Chrysalis)	47+	/18	0=	2=	39+
DEBUT	60	60	60	60	<b>60</b> ROBERT PLANT/Dance On My Own (Es Paranza/Atlantic)	26+	/4	0=	13+	11=

## BREAKERS®

**JOAN JETT & THE BLACKHEARTS**  
I Hate Myself For Loving You (Blackheart/CBS Associated)  
65% of our reporters on it.

**JOHN KILZER**  
Red Blue Jeans (Geffen)  
63% of our reporters on it.

ROCK TOO HOT FOR THIS ATMOSPHERE!



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(81862)

the new album by

**FREHLEY'S COMET**



Featuring the single  
**"Insane"**

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Executive Producers: Jon and Marsha Zazula/Ed Trunk  
Management: Ancy Gould for "Worldwide Entertainment Complex, Inc."

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# R&R NATIONAL AIRPLAY

## AOR ALBUMS

3 2  
WKS WKS LW TW

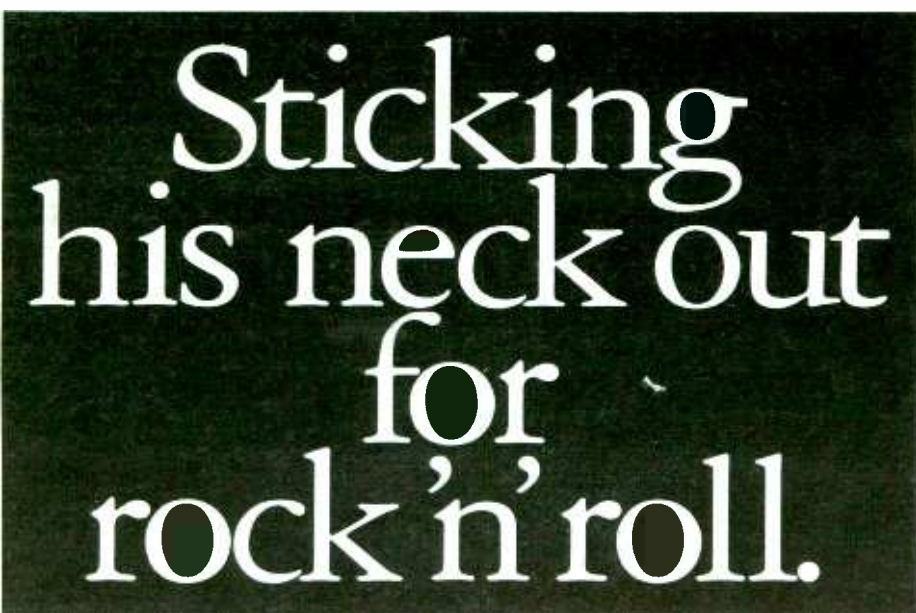
175 REPORTERS

MAY 20, 1988

Reports/Adds Power Heavy Medium

— 2 1	1	<b>BRUCE HORNSBY &amp; THE RANGE</b> /Scenes From The... (RCA)
1 1 2	2	<b>ROBERT PLANT</b> /Now And Zen (Es Paranza/Atlantic)
2 3 3	3	<b>CHEAP TRICK</b> /Lap Of Luxury (Epic)
DEBUT	4	<b>ROD STEWART</b> /Out Of Order (WB)
8 7 6	5	<b>NEIL YOUNG &amp; THE BLUENOTES</b> /This Note's For You (Reprise)
4 4 4	6	<b>SMITHEREENS</b> /Green Thoughts (Enigma/Capitol)
9 5 5	7	<b>ERIC CLAPTON</b> /Crossroads (Polydor/PG)
11 9 7	8	<b>SCORPIONS</b> /Savage Amusement (Mercury/PG)* <i>*Keeps a bullet due to continued growth.</i>
6 8 9	9	<b>MIDNIGHT OIL</b> /Diesel And Dust (Columbia)
3 6 8	10	<b>CHURCH</b> /Starfish (Arista)
13 12 10	11	<b>GLASS TIGER</b> /Diamond Sun (EMI-Manhattan)
14 14 11	12	<b>HONEYMOON SUITE</b> /Racing After Midnight (WB)
39 27 20	13	<b>JOHN COUGAR MELLENCAMP</b> /The Lonesome Jubilee (Mercury/PG)
12 17 14	14	<b>HENRY LEE SUMMER</b> /Henry Lee Summer (CBS Associated)
35 24 17	15	<b>ROBIN TROWER</b> /Take What You Need (Atlantic)
5 11 12	16	<b>INXS</b> /Kick (Atlantic)
19 16 15	17	<b>TREAT HER RIGHT</b> /Treat Her Right (RCA)
— 30 24	18	<b>ZIGGY MARLEY</b> /Conscious Party (Virgin)
20 18 18	19	<b>KINGS OF THE SUN</b> /Kings Of The Sun (RCA)
26 25 23	20	<b>ROBBIE ROBERTSON</b> /Robbie Robertson (Geffen)
25 23 21	21	<b>YNGWIE J. MALMSTEEN'S RISING FORCE</b> /Odyssey (Polydor/PG)
— — 26	22	<b>POISON</b> /Open Up And Say...Ahh (Enigma/Capitol)
23 19 19	23	<b>WHITE LION</b> /Pride (Atlantic)
10 13 22	24	<b>TALKING HEADS</b> /Naked (Fly/Sire)
7 10 13	25	<b>DAVID LEE ROTH</b> /Skyscraper (WB)
— — 29	26	<b>JOAN JETT &amp; THE BLACKHEARTS</b> /Up Your Alley (Blackheart/CBS)
— 36 31	27	<b>JOHN KILZER</b> /Memory In The Making (Geffen)
29 28 28	28	<b>AC/DC</b> /Blow Up Your Video (Atlantic)
18 21 25	29	<b>KINGDOM COME</b> /Kingdom Come (Polydor/PG)
40 35 33	30	<b>TIMBUK 3</b> /Eden Alley (IRS/MCA)
17 15 16	31	<b>GEORGE HARRISON</b> /Cloud Nine (Dark Horse/WB)
33 34 32	32	<b>AEROSMITH</b> /Permanent Vacation (Geffen)
— — 36	33	<b>TRACY CHAPMAN</b> /Tracy Chapman (Elektra)
— 39 34	34	<b>BRIAN SETZER</b> /Live Nude Guitars (EMI-Manhattan)
— — 35	35	<b>PINK FLOYD</b> /A Momentary Lapse Of Reason (Columbia)
DEBUT	36	<b>GRAHAM PARKER</b> /The Mona Lisa's Sister (RCA)
— — 39	37	<b>10,000 MANIACS</b> /In My Tribe (Elektra)
DEBUT	38	<b>LITA FORD</b> /Lita (RCA)
15 20 30	39	<b>FOREIGNER</b> /Inside Information (Atlantic)
— — 40	40	<b>MICHAEL BOLTON</b> /The Hunger (Columbia)

" Valley" (164)	"Look" (94)	"Defenders" (45)	166+/1	87+	159+	6=
"Ship" (145)	"Tall" (79)	"Dance" (26)	164-/0	55=	149=	15-
"Flame" (152)	"Let" (19)	"Mercy" (7)	157-/1	74-	150+	7-
"Lost" (154)	"Dynamite" (41)	"Wild" (10)	161 /10	34	118	40
"Ten" (156)	"Note's" (6)	"Twilight" (4)	159-/1	43+	118+	37-
"Memory" (156)	"Drown" (6)	"House" (4)	157-/0	44=	132-	24-
"Midnight" (156)	"Further" (4)	"Got" (2)	156-/2	49=	126-	30-
"Rhythm" (149)	"Believe" (19)	"Stop" (14)	149+/2	27+	101+	43-
"Beds" (103)	"Heart" (43)	"Dreamworld" (9)	137-/6	26-	80-	46+
"Under" (119)	"Reptile" (14)		127-/1	32-	90-	30+
"Still" (129)	"Diamond" (5)	"Song" (1)	131-/0	27+	97-	30-
"Changes" (137)	"Lookin'" (9)	"Over" (2)	140-/1	11-	72-	61-
"Rooty" (135)	"Check" (1)		135+/16	10+	67+	65-
"Darling" (129)	"Wish" (18)	"Wing" (6)	138+/8	11-	58+	75+
"Tear" (148)	"Take" (3)	"Over" (1)	150+/9	5+	45+	94-
"Sensation" (97)	"Devil" (5)	"Never" (5)	110-/1	27-	72-	35-
"Think" (128)	"Got" (2)	"Need" (1)	130-/4	5-	57+	60-
"Tomorrow" (123)	"Lee" (3)	"Tumblin'" (2)	126+/18	11+	49+	67+
"Serpentine" (120)	"Hot" (2)	"Black" (1)	120-/1	1=	46-	60-
"Somewhere" (111)	"Testimony" (2)	"Fallen" (1)	112-/4	4+	43+	63-
"Heaven" (117)	"Rising" (1)	"Dreaming" (1)	118= /2	3+	29-	77+
"Nothin'" (114)	"Rocks" (2)	"Mama" (1)	115+/10	6+	39+	57+
"Tell" (110)	"Wait" (14)		118-/5	2-	27-	72+
"Blind" (46)	"Nothing" (43)	"Jones" (8)	82-/3	8-	38-	39+
"Stand" (70)	"Skyscraper" (13)	"Damn" (8)	85-/1	7-	45-	38-
"Hate" (113)	"Ridin'" (1)	"Little" (1)	114+/11	1=	17+	69+
"Jeans" (110)	"Memory" (1)	"Love" (1)	111+/23	2+	15+	75+
"That's" (93)	"Zone" (6)	"Heatseeker" (1)	95-/7	1=	13-	64+
"Love" (50)	"Living" (38)	"Get" (8)	87-/4	0-	12-	65-
"Jack" (92)	"Easy" (2)	"Driver" (2)	94+/11	0-	15+	64+
"This" (70)	"Fish" (2)	"Cloud" (1)	73-/1	2-	26-	43-
"Magic" (67)	"Angel" (10)	"Down" (2)	80+/13	5-	20-	43+
"Car" (71)	"Talking" (9)	"Mountains" (1)	71+/14	4=	27+	33+
"When" (94)	"Lightning" (1)	"Rebelene" (1)	96+/8	0=	7=	73+
"Dogs" (84)	"Turning" (3)	"Sorrow" (2)	87+/13	2=	13+	55+
"Started" (73)	"Let" (1)	"Under" (1)	74+/18	1+	11+	52+
"Weather" (61)	"What's" (4)	"Train" (1)	65= /6	2-	14-	37+
"Close" (50)	"Kiss" (13)	"Can't" (1)	62+/9	1+	16-	32+
"Don't" (19)	"Wait" (13)	"Beat" (10)	38-/4	6-	20-	17-
"Wait" (72)			72= /3	0=	7+	46+



**JOHN BRANNEN**  
Primitive emotion

the latest single from the album "Mystery Street"

produced by David Malloy  
additional production, mix and edit: John Luongo for The Office, Inc.  
management: Aucoin Entertainment Group



### BREAKERS

**ROD STEWART**  
Out Of Order (WB)

92% of our reporters on it.

**JOAN JETT & THE BLACKHEARTS**  
Up Your Alley (Blackheart/CBS Associated)

65% of our reporters on it.

**JOHN KILZER**  
Memory In The Making (Geffen)  
63% of our reporters on it.

### NEW & ACTIVE

**IRON MAIDEN "Seventh Son Of A Seventh Son" (Capitol) 61/3 (58/2)**  
Adds: WKLS, WIXV, KTAL. Powers 2 Heavy 4 KJJO, WIMZ, KNAC, KRZQ Medium 35 including WBAB, WHJY, KISS, WYNF, WLLZ, WQFM, KAZY, KBPI, KUPD, KOMI

**PAUL CARRACK "One Good Reason" (Chrysalis) 58/15 (53/16)**  
Adds including KISS, KBCO, KGON, WCCC, KPEZ, WIMZ, KBAT, KDJK, WIZN, KTYD Powers 1. Heavy 5: KINK, WPLP, WPDH, WWCT, KZOO. Medium 47 including WMMR, WLLZ, WFBQ, KBPI, KDKB, WAQY, KLB, WRXL, WLAV, KMOD

**JOANNA DEAN "Misbehavin'" (Mercury/PolyGram) 58/9 (49/14)**  
Adds: WQVE, KTQX, KUPD, WRFX, WTUE, WWCK, KEZO, WYBR, KTAL. Heavy 2: KWLN, KRZQ. Medium 41 including WBAB, WLLZ, WQFM, WHEB, WIMZ, WKDF, WRDU, WIXV, KMOD, KJOT

**ALARM "Eye Of The Hurricane" (IRS/MCA) 54/10 (47/11)**  
Adds: WHJY, KBCO, KUPD, WPYX, WAQX, WHTF, WFYV, WMAD, KATT, WBLM. Heavy 6 including KROQ, KGB, WPLP, WKQZ, WIZN. Medium 43 including WNEW, WMMR, DC101, WKLS, KSHE, WCCC, WHEB, WIMZ, WAPL, WRQK

**THEN JERICHO "First (The Sound Of Music)" (MCA) 46/3 (45/3)**  
Adds: KROQ, KEZO, KFMQ. Heavy 0. Medium 26 including WQVE, WHJY, WLLZ, KYYS, 91X, WIMZ, KICT, KPOI, WRUF, KQWB

**ICEHOUSE "A Man Of Colours" (Chrysalis) 44/10 (38/10)**  
Adds: KRXQ, WBRU, WAQX, CFNY, KWIC, KLAQ, WWWV, KRNA, KFMQ, KFMF Powers 1. Heavy 8 including WFBO, WHTF, WZYC, WRXK, WWCT, WXXP, KRZQ. Medium 26 including KLOL, WLVO, KDKB, KUPD, KZAP, 91X, KLB, WLAV, KJOT, KILQ

**VINNIE VINCENT INVASION "All Systems Go" (Chrysalis) 41/10 (31/7)**  
Adds: WBAB, KTQX, WZZO, WCCC, WFYV, KFMG, KZRR, KEZE, KFMX, KZOO. Powers 1. Heavy 2: KJJO, KNAC. Medium 16 including WQVE, WLLZ, WQFM, KUPD, WTPA, WHCN, WEZX, KLAQ, WIMZ, WRQK

**DOKKEN "Back For The Attack" (Elektra) 41/2 (46/4)**  
Adds: KEZO, KRQV. Heavy 3: KNAC, KTAL. KQWB. Medium 23 including WQFM, KAZY, KBPI, KUPD, KOMI, KLAQ, WRQK, WXL, WWCK, KMOD

**GEORGE THOROGOOD "Born To Be Bad" (EMI-Manhattan) 38/20 (25/4)**  
Adds including WBCN, WBAB, WNEW, WMMR, WQVE, DC101, KISS, WPDH, WCMF, WTUE. Heavy 6 including WAAF, WRXL, WPXC. Medium 27 including KQRS, KRXQ, KZAP, KFOG, KISW, KXRX, KQDS, WLAV, KZEL, WRUF

Continued on Page 86

# VAN HALEN

WRITTEN AND PERFORMED BY: EDDIE, ALEX, SAMMY, MIKE. RECORDED BY DONN LANDEE



## OU812

FEATURING "BLACK AND BLUE"



SEE VAN HALEN'S MONSTERS OF ROCK TOUR! THIS SUMMER! EVERYWHERE!

Personal Management: Ed Leffler/E.L. Management. © 1988 Warner Bros. Records Inc.











CHR PANEL ONE PLAYLISTS

EAST

B104 WBSB Baltimore

PD: Chuck Morgan MD: Tom Gilligan

- 1 MIAMI SOUND MACH/Anything For You
2 GEORGE MICHAEL/One More Try
3 DEBBIE GIBSON/Polish Beat
4 FORELONER/Don't Want To Live

92.1 PRO FM Washington D.C.

PD: Pam Trickett MD: Mike Osborne

- 1 GEORGE MICHAEL/One More Try
2 FORELONER/Don't Want To Live
3 SAMANTHA FOX/Naughty Girl
4 MIAMI SOUND MACH/Anything For You

92.1 PRO FM Providence

PD: Mike Osborne MD: Vic Edwards

- 1 GEORGE MICHAEL/One More Try
2 FORELONER/Don't Want To Live
3 SAMANTHA FOX/Naughty Girl
4 MIAMI SOUND MACH/Anything For You

WLLI FM 106 Long Island

VP/Programming: Bill Terry MD: Ruth Tolson

- 1 GEORGE MICHAEL/One More Try
2 DEBBIE GIBSON/Polish Beat
3 MIAMI SOUND MACH/Anything For You
4 FORELONER/Don't Want To Live

Q103 Tampa

VP/Ops. Manager: Mason Dixon MD: Bobby Rich

- 1 GEORGE MICHAEL/One More Try
2 DEBBIE GIBSON/Polish Beat
3 MIAMI SOUND MACH/Anything For You
4 FORELONER/Don't Want To Live

9 Houston

VP/Programming: John Lander PD: Bill Richards MD: John Cook

- 1 GEORGE MICHAEL/One More Try
2 DEBBIE GIBSON/Polish Beat
3 MIAMI SOUND MACH/Anything For You
4 FORELONER/Don't Want To Live

WKSE-FM 98.5 Buffalo

PD: Boom Boom Cannon Ops Mgr: Lorrin Palagi

WAVA Washington

PD: Mark St. John Asst. PD/MD Brian Bridgman

- 1 GEORGE MICHAEL/One More Try
2 MIAMI SOUND MACH/Anything For You
3 DEBBIE GIBSON/Polish Beat
4 FORELONER/Don't Want To Live

WZLW Boston

PD: Tom Jeffries MD: Stella Mars

- 1 GEORGE MICHAEL/One More Try
2 MIAMI SOUND MACH/Anything For You
3 DEBBIE GIBSON/Polish Beat
4 FORELONER/Don't Want To Live

ckoi 97 Montreal

PD: Bob Beauchamp MD: Guy Brouillard

- 1 GEORGE MICHAEL/One More Try
2 MIAMI SOUND MACH/Anything For You
3 DEBBIE GIBSON/Polish Beat
4 FORELONER/Don't Want To Live

B94 FM Pittsburgh

PD: Jim Richards MD: Lori Campbell

- 1 GEORGE MICHAEL/One More Try
2 DEBBIE GIBSON/Polish Beat
3 MIAMI SOUND MACH/Anything For You
4 FORELONER/Don't Want To Live

104 The #1 Hit Music Station WNVZ Norfolk

PD: Chris Bailey MD: Cathy Cruise

- 1 GEORGE MICHAEL/One More Try
2 DEBBIE GIBSON/Polish Beat
3 MIAMI SOUND MACH/Anything For You
4 FORELONER/Don't Want To Live

97.1 KEGL Dallas

PD: John Roberts Asst. PD/MD: J.D. Ryan

- 1 GEORGE MICHAEL/One More Try
2 DEBBIE GIBSON/Polish Beat
3 MIAMI SOUND MACH/Anything For You
4 FORELONER/Don't Want To Live

EAGLE 106 WEGX Philadelphia

PD: Charlie Quinn MD: Jay Beau Jones

- 1 GEORGE MICHAEL/One More Try
2 MIAMI SOUND MACH/Anything For You
3 DEBBIE GIBSON/Polish Beat
4 FORELONER/Don't Want To Live

WZLW Boston

PD: Tom Jeffries MD: Stella Mars

- 1 GEORGE MICHAEL/One More Try
2 MIAMI SOUND MACH/Anything For You
3 DEBBIE GIBSON/Polish Beat
4 FORELONER/Don't Want To Live

100 FM New York

VP/Programming: Scott Shannon OM: Steve Kingston MD: Frankie Blue

- 1 GEORGE MICHAEL/One More Try
2 MIAMI SOUND MACH/Anything For You
3 DEBBIE GIBSON/Polish Beat
4 FORELONER/Don't Want To Live

POWER 95 New York

PD: Larry Berger MD: Andy Dean

- 1 GEORGE MICHAEL/One More Try
2 DEBBIE GIBSON/Polish Beat
3 MIAMI SOUND MACH/Anything For You
4 FORELONER/Don't Want To Live

POWER 97 FM Atlanta

PD: Rick Stacy OM: Matt Farber MD: Steve Wyrostock

- 1 GEORGE MICHAEL/One More Try
2 DEBBIE GIBSON/Polish Beat
3 MIAMI SOUND MACH/Anything For You
4 FORELONER/Don't Want To Live

POWER 93 KITY FM San Antonio

PD: Rick Upton MD: Sharon LePere

- 1 GEORGE MICHAEL/One More Try
2 DEBBIE GIBSON/Polish Beat
3 MIAMI SOUND MACH/Anything For You
4 FORELONER/Don't Want To Live

WJXC 102.5 FM Buffalo

PD: Hank Nevins MD: Roger Christian

- 1 GEORGE MICHAEL/One More Try
2 MIAMI SOUND MACH/Anything For You
3 DEBBIE GIBSON/Polish Beat
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WJXC 102.5 FM Buffalo

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3 DEBBIE GIBSON/Polish Beat
4 FORELONER/Don't Want To Live

CHR PART 1: LEL ONE PLAYLISTS

Miami The New 100.7 FM PD: Steve Perun Asst. PD/MD: Frank Amadeo

MIDWEST WKBQ St. Louis PD: Lyndon Abell MD: Jim Atkinson

B96 WEBN-FM Chicago PD: Buddy Scott MD: Joe Bohannon

POWER 96 Detroit PD: Rick Gillette MD: Mark Jackson

KLTR 103.3 St. Louis PD: Kevin Young MD: Joe Sonderman

Q104 KBEQ Kansas City PD: Kevin Kenney MD: Jon Anthony

B97 FM New Orleans PD: Shadow P. Stevens MD: Joey Giovino

WTKT Milwaukee PD: Tim Fox MD: Denise Lauren

705.5 WCZY Detroit PD: Brian Patrick Asst. PD/MD: Jeff Jennings

Q102 Cincinnati Ops. Manager: Jim Fox PD/MD: Dave Allen

101.1 Minneapolis PD: Brian Philips Asst. PD/MD: Don Michaels

Wmms 100.5 FM Cleveland Ops. Manager: Kid Leo PD: Jeff McCartney

KHYI/Dallas PD: Buzz Bennett Asst. PD: Chuck Beck

Minneapolis 101.1 PD: Gregg Swedberg MD: Karen Wong

WZPL/Indianapolis PD: Scott Wheeler Asst. PD: John Trout

WNCI 97.9 Columbus PD: Dave Robbins MD: Pat McMahon

92X-FM Columbus PD: Adam Cook Assistant PD/MD: Kevin Haines

WITZ-FM Chicago OM: Ric Lippicott PD: Brian Kelly

CHR PIA TEL OFE PLAYLISTS

WEST KUBE 93FM Seattle PD: Tom Hutylar

93.3FM San Jose PD: Bob Harlow MD: Gary Weinstein

EM102 Sacramento OM/MD: Brian White MD: Larry Morgan

9-PROY Sacramento PD: Tom Chase

CHR PIA It's an easy oversimplification to think of modern rock formats as made up entirely of spindly British synth duos...

WING San Jose PD: Mike Preston Assst. PD: Barry Beck MD: Rich Anhorn

Z100 KKRZ Portland MD: Sean Lynch MD: Chet Buchanan

102.7 San Francisco PD: Kevin Naftaly MD: Keith Weatherly

Y108 KRXY Denver PD: Mark Bolke Asst. PD/MD: Dom Testa

103FM New York PD: Joel Salkowitz Asst. PD/MD: Steve Ellis

POWER 106FM Miami PD: Bill Tanner MD: Shirley Maldonado

KZZP 104.7FM Phoenix THE NUMBER 1 HIT MUSIC STATION PD: Guy Zapoleon OM: Todd Fisher Asst. PD: Gene Baxter

Power 99 Salt Lake City PD: Lou Simon

106 San Diego A Better Mix of Music KKLQ San Diego PD: Garry Wall MD: Donna Cassidy

POWER HITS 106 Sacramento PD: Jeff Hunter MD: Dave Skyles

203 Atlanta OM/MD: Bob Case MD: Lindsey Burdette

Power 106FM Los Angeles PD: Jeff Wyatt MD: Al Tavera

KXZY 105 Portland VP Programming: Jim Ryan

105 Portland

102.7 Los Angeles PD: Steve Rivers MD: Jack Silver

KPLZ 101.5 Seattle PD: Casey Keating MD: Mark Allan

95.5FM Washington, D.C. PD: Bob Mitchell MD: Albie D.

Live 105 San Francisco PD: Richard Sands MD: Steve Masters

MOST ADDED EAST BREAKOUTS Billy Ocean Terence Trent D'Arby Eric Carmen Richard Marx Pebbles

CHR ADDS & HOTS

MOST ADDED SOUTH BREAKOUTS Billy Ocean Terence Trent D'Arby Richard Marx Eric Carmen Pebbles

EAST PARALLEL TWO

SOUTH PARALLEL TWO

WFLA/Albany, NY
Pattangh/Morgan
BELINDA CARLISLE
PEBBLES

WSPK/Poughkeepsie, NY
Dayton/Schantz
CHURCH
BRENDA K. STARR (dp)

96XX/Burlington, VT
Speck/Yearner
ERIC CARMEN
AL B. SUREI

WBSC/Augusta, GA
Wintham/King
TERENCE TRENT D'ARBY
BILLY OCEAN

WWDK/Columbia, SC
Wintham/King
BARDEUX
KEITH SWEAT

WLAJ/Laxington, KY
Fox/Graves
RICHARD MARX
INXS

BJ106/Orlando, FL
Thomas/Summers
J.J. FAD (dp)
INXS

WKZL/Winston-Salem, NC
Chuck Holloway
BILLY OCEAN
AL B. SUREI

WJMX/Florence, SC
Catcher/Baker
BILLY OCEAN (dp)
EURYTHMICS

KNAN/Monroe, LA
Paul Pro
SCORPIONS (dp)
D.J. JAZZY JEFF & (dp)

WAEA/Allentown, PA
Ward/Sheary
EURYTHMICS
SADÉ (dp)

SPKY/Rochester, NY
Tom Mitchell
BILLY OCEAN (dp)
TERENCE TRENT D'ARBY

WKPC/Cape Cod, MA
Rick Ryder
PEBBLES
MIAMI SOUND MACHI 2-2

K98/Austin, TX
Scott/Lousteau
BILLY OCEAN
JOHN COUGAR (dp)

KEZB/EI Paso, TX
Honey/Simon
MIAMI SOUND MACHI
NU SHOOZ

KZQ/Little Rock, AR
Peter Stewart
ERIC CARMEN
WET WET WET

WRVQ/Richmond, VA
Davis/Mitchell
INXS
DEF LEPPARD (dp)

KAKS/Amarillo, TX
Keith Richards
ERIC CARMEN
TERENCE TRENT D'ARBY

898/Ft. Smith, AR
John O'Dee
ROBERT PLANT
SCORPIONS

KIXY/San Angelo, TX
John Raymond
AL B. SUREI (dp)
TRACY CHAPMAN

Q100/Allentown, PA
Andrew/Chiodi
none
Notteat:

99QFM/Schenectady, NY
Parker/Chiodi
ERIC CARMEN
TERENCE TRENT D'ARBY

WKJZ/Chambersburg, PA
Rick Alexander
INXS
ROD STEWART

WFMF/Rouge, LA
Rick/Ahsyan
BRENDA RUSSELL
ERIC CARMEN

WVWF/Charlottesville, VA
WVWF/Charlottesville, VA
ERIC CARMEN
TERENCE TRENT D'ARBY

WVSR/Charlottesville, VA
Collegian/Swann
BILLY OCEAN
AL B. SUREI

WVMT/Charmersburg, VA
WVMT/Charmersburg, VA
ERIC CARMEN
TERENCE TRENT D'ARBY

WVMT/Charmersburg, VA
WVMT/Charmersburg, VA
ERIC CARMEN
TERENCE TRENT D'ARBY

WVMT/Charmersburg, VA
WVMT/Charmersburg, VA
ERIC CARMEN
TERENCE TRENT D'ARBY

WVMT/Charmersburg, VA
WVMT/Charmersburg, VA
ERIC CARMEN
TERENCE TRENT D'ARBY

K10W/Elk, PA
BM Shannon
SCORPIONS (dp)
BILLY OCEAN

93W/Syracuse, NY
Cunningham/Dunes
LITA FORD
CHURCH

WOCM/Hagerstown, MD
WM Kaufman
D.J. JAZZY JEFF & (dp)
IGGY MARLEY

KZZB/Dumont, TX
Baker/Jackson
TERENCE TRENT D'ARBY
J.J. FAD

WVMT/Charmersburg, VA
WVMT/Charmersburg, VA
ERIC CARMEN
TERENCE TRENT D'ARBY

WVMT/Charmersburg, VA
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TERENCE TRENT D'ARBY

WVMT/Charmersburg, VA
WVMT/Charmersburg, VA
ERIC CARMEN
TERENCE TRENT D'ARBY

WERZ/Exeter, NH
Falcon/Brady
RICHARD MARX
10,000 MANIACS

WRCK/Utica, NY
Rutz/Williams
BILLY OCEAN
TERENCE TRENT D'ARBY

WVMT/Charmersburg, VA
WVMT/Charmersburg, VA
ERIC CARMEN
TERENCE TRENT D'ARBY

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ERIC CARMEN
TERENCE TRENT D'ARBY

WVMT/Charmersburg, VA
WVMT/Charmersburg, VA
ERIC CARMEN
TERENCE TRENT D'ARBY

WVMT/Charmersburg, VA
WVMT/Charmersburg, VA
ERIC CARMEN
TERENCE TRENT D'ARBY

WLAN/Lancaster, PA
Marino/Lancaster
FRINCE
CHEAP TRICK

WVMT/Charmersburg, VA
WVMT/Charmersburg, VA
ERIC CARMEN
TERENCE TRENT D'ARBY

WVMT/Charmersburg, VA
WVMT/Charmersburg, VA
ERIC CARMEN
TERENCE TRENT D'ARBY

WVMT/Charmersburg, VA
WVMT/Charmersburg, VA
ERIC CARMEN
TERENCE TRENT D'ARBY

WVMT/Charmersburg, VA
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WVMT/Charmersburg, VA
ERIC CARMEN
TERENCE TRENT D'ARBY

N&A Begins Page 102
New Artists & Chart Summary Page 101
New P-1A Playlists Page 92

236 Current Reporters
235 Current Reports

Q108/York called in a frozen playlist.
Two stations failed to report and their
playlist were frozen: WVEE/FL Wayne,
and 99K/Salina.

New & Active includes songs reported by at least 50 of our CHR reporters. Significant Action includes songs reported
by fewer than 50, but at least 10 of our CHR reporters. The two numbers following the artist name (label) designation in-
dicate the total number, how many added it for the first time this week. Moves indicate the type of activity this week. Up
for upward chart movement. Same for sideways or continued uncharted activity. Down for downward chart activity. and
Adds for the number is a sampling of individual station activity. Complete activity can be found in the Parallels
NOTE: Records that lack the required 80% of our CHR reporters to become Breakers may accumulate enough chart
points from high chart positions on those stations reporting them, to debut on the CHR National Airplay/40
CHR Rotation Criteria — Fulltime Adds and/or One: One plays in a 24-hour period, three of them before midnight
Deplayed Adds and/or One: two plays in a 24-hour period, both of them before midnight



PARALLELS

Please note, frozen playlists are indicated with an "fr" next to the previous week's chart position.

R&R's CHR reporters are chosen on the basis of location, ratings, and ability to report current, timely music information.

Parallel 1 Reporters: Selected stations that are format-dominant and/or exert significant national influence, in major markets with a metro 12+ population, according to Arbitron, of 1 million or more.

P1-A Reporters: Selected leading-edge major market CHR stations whose playlists diverge significantly from mainstream CHR's.

Parallel 2 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in secondary markets with a metro 12+ population, according to Arbitron, between 200,000-1 million.

Parallel 3 Reporters: Selected stations that are format-dominant and/or exert a significant local or regional influence, in smaller markets with a metro 12+ population, according to Arbitron, of 199,999 and below.

238 REPORTS

RICK ASTLEY Together Forever (RCA) LP: Whenever You Need Somebody

Table with 4 columns: Regional Reach, Parallel Reach, Chart Summary, and National Summary. Total Reports 232 971.

Table with 4 columns: Regional Reach, Parallel Reach, Chart Summary, and National Summary. Total Reports 144 608.

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Table with 4 columns: Regional Reach, Parallel Reach, Chart Summary, and National Summary. Total Reports 144 608.

Table with 4 columns: Regional Reach, Parallel Reach, Chart Summary, and National Summary. Total Reports 144 608.

BARDEUX When We Kiss (Synthicide/Enigma) LP: Bold As Love

Table with 4 columns: Regional Reach, Parallel Reach, Chart Summary, and National Summary. Total Reports 127 538.

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BELINDA CARLISLE Circle In The Sand (MCA) LP: Heaven On Earth

Table with 4 columns: Regional Reach, Parallel Reach, Chart Summary, and National Summary. Total Reports 212 896.

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Eric Carmen Continued

Table with 4 columns: Regional Reach, Parallel Reach, Chart Summary, and National Summary. Total Reports 195 826.

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Cher Continued

Table with 4 columns: Regional Reach, Parallel Reach, Chart Summary, and National Summary. Total Reports 202 856.

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Table with 4 columns: Regional Reach, Parallel Reach, Chart Summary, and National Summary. Total Reports 202 856.

Continued On Next Column

Continued On Next Column

Parallels Continued on Page 96

PARALLELS

COVER GIRLS Promise Me (The Fever/Sutra) LP: Show Me Total Reports 50 21a

TERENCE TRENT D'ARBY Sign Your Name (Columbia) LP: Introducing The Hardline According To... Total Reports 76 32a

DEF LEPPARD Pour Some Sugar On Me LP: Hysteria (Mercury/PolyGram) Total Reports 171 72a

DEF LEPPARD Pour Some Sugar On Me LP: Hysteria (Mercury/PolyGram) Total Reports 171 72a

Def Leppard Continued... Regional Reach E 80A S 88A M 82A W 73A

D.J. JAZZY JEFF & THE FRESH PRINCE Parents Just Don't Understand (Jive/RCA) LP: He's The DJ, I'm The Rapper Total Reports 59 25a

E.U. Da' Butt (EMI-Manhattan) LP: "School Daze" Soundtrack Total Reports 55 23a

LITA FORD Kiss Me Deadly (RCA) LP: Lita Ford Total Reports 194 81a

SAMANTHA FOX Naughty Girls (Need Love Too) LP: Samantha Fox Total Reports 191 80a

SAMANTHA FOX Naughty Girls (Need Love Too) LP: Samantha Fox Total Reports 191 80a

Samantha Fox Continued... Regional Reach E 40A S 25A M 21A W 41A

ELISA FIORILLO Forgive Me For Dreaming (Chrysalis) LP: Elisa Fiorillo Total Reports 73 31a

ELISA FIORILLO Forgive Me For Dreaming (Chrysalis) LP: Elisa Fiorillo Total Reports 73 31a

DEBBIE GIBSON Foolish Beat (Atlantic) LP: Out Of The Blue Total Reports 217 91a

DEBBIE GIBSON Foolish Beat (Atlantic) LP: Out Of The Blue Total Reports 217 91a

DARYL HALL & JOHN OATES Everything Your Heart Desires (Arista) LP: Ooh Yeah! Total Reports 232 97a



PARALLELS

Daryl Hall and John Oates Continued

Regional Reach E 888 S 894 M 986 Chart Summary Pos P1 P2 P3 Tot

BRUCE HORNSBY & THE RANGE The Valley Road (RCA) LP: Scenes From The Southside

Regional Reach E 888 S 894 M 986 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 888 S 894 M 986 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 888 S 894 M 986 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 888 S 894 M 986 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 888 S 894 M 986 Chart Summary Pos P1 P2 P3 Tot

INXS New Sensation (Atlantic) LP: Kick Total Reports 203 85%

Regional Reach E 788 S 894 M 866 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 788 S 894 M 866 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 788 S 894 M 866 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 788 S 894 M 866 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 788 S 894 M 866 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 788 S 894 M 866 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 788 S 894 M 866 Chart Summary Pos P1 P2 P3 Tot

MICHAEL JACKSON Dirty Diana (Epic) LP: Bad Total Reports 224 94%

Regional Reach E 944 S 964 M 914 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 944 S 964 M 914 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 944 S 964 M 914 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 944 S 964 M 914 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 944 S 964 M 914 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 944 S 964 M 914 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 944 S 964 M 914 Chart Summary Pos P1 P2 P3 Tot

Jets Continued Regional Reach E 944 S 964 M 914 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 944 S 964 M 914 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 944 S 964 M 914 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 944 S 964 M 914 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 944 S 964 M 914 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 944 S 964 M 914 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 944 S 964 M 914 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 944 S 964 M 914 Chart Summary Pos P1 P2 P3 Tot

JOHNNY KEMP Just Got Paid (Columbia) LP: Secrets Of Flying Total Reports 50 21%

Regional Reach E 288 S 218 M 78 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 288 S 218 M 78 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 288 S 218 M 78 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 288 S 218 M 78 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 288 S 218 M 78 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 288 S 218 M 78 Chart Summary Pos P1 P2 P3 Tot

Regional Reach E 288 S 218 M 78 Chart Summary Pos P1 P2 P3 Tot

Continued On Next Column

Parallels Continued on Page 98

PARALLELS

ZIGGY MARLEY AND THE MELODY MAKERS Tomorrow People (Virgin) LP: Conscious Party Total Reports 66 284 Parallels

JOHN COUGAR MELLENCAMP Rooty Toot Toot (Mercury/Polygram) LP: The Lonesome Jubilee Total Reports 81 348 Parallels

GEORGE MICHAEL One More Try (Columbia) LP: Faith Total Reports 236 998 Parallels

NU SHOOUZ Should I Say Yes (Atlantic) LP: Told U So Total Reports 90 388 Parallels

PEBBLES Mercedes Boy (MCA) LP: Pebbles Total Reports 182 768 Parallels

George Michael Continued G105 7-5 OK100 6-4 ... Regional Reach E 324 S 308 M 98 W 414

MIDNIGHT OIL Beds Are Burning (Columbia) LP: Diesel And Dust Total Reports 162 688 Parallels

ROBERT PLANT Tall Cool One (Es Paranza/Atlantic) LP: Now And Zen Total Reports 130 548 Parallels

POISON Nothin' But A ... (Enigma/Capitol) LP: Open Up And Sav Aah Total Reports 171 728 Parallels

POISON Nothin' But A ... (Enigma/Capitol) LP: Open Up And Sav Aah Total Reports 171 728 Parallels

KYLIE MINOUGE I Should Be So Lucky (Geffen) Total Reports 97 418 Parallels

BILLY OCEAN The Color Of Love (Jive/Arista) LP: Tear On These Walls Total Reports 81 348 Parallels

NU SHOOUZ Should I Say Yes (Atlantic) LP: Told U So Total Reports 90 388 Parallels

PEBBLES Mercedes Boy (MCA) LP: Pebbles Total Reports 182 768 Parallels

POISON Nothin' But A ... (Enigma/Capitol) LP: Open Up And Sav Aah Total Reports 171 728 Parallels

NIA PEEPLES Trouble (Mercury/Polygram) LP: Nothin' But Trouble Total Reports 52 228 Parallels

ROBERT PLANT Tall Cool One (Es Paranza/Atlantic) LP: Now And Zen Total Reports 130 548 Parallels

PEBBLES Mercedes Boy (MCA) LP: Pebbles Total Reports 182 768 Parallels

POISON Nothin' But A ... (Enigma/Capitol) LP: Open Up And Sav Aah Total Reports 171 728 Parallels

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NIA PEEPLES Trouble (Mercury/Polygram) LP: Nothin' But Trouble Total Reports 52 228 Parallels

ROBERT PLANT Tall Cool One (Es Paranza/Atlantic) LP: Now And Zen Total Reports 130 548 Parallels

PEBBLES Mercedes Boy (MCA) LP: Pebbles Total Reports 182 768 Parallels

POISON Nothin' But A ... (Enigma/Capitol) LP: Open Up And Sav Aah Total Reports 171 728 Parallels

POISON Nothin' But A ... (Enigma/Capitol) LP: Open Up And Sav Aah Total Reports 171 728 Parallels

PARALLELS

Poison Continued

PRINCE
Alphabet St. (Paisley Park/WB)
LP: Lovesexy
Total Reports 200 844
Regional Reach P1 874 P2 838 P3 844

BRENDA RUSSELL
Piano In The Dark (A&M)
LP: Get Here
Total Reports 187 788
Regional Reach P1 644 P2 858 P3 824

BOZ SCAGGS
Heart Of Mine (Columbia)
LP: Other Roads
Total Reports 144 608
Regional Reach P1 464 P2 538 P3 874

BOZ SCAGGS
Heart Of Mine (Columbia)
LP: Other Roads
Total Reports 144 608
Regional Reach P1 464 P2 538 P3 874

BOZ SCAGGS
Heart Of Mine (Columbia)
LP: Other Roads
Total Reports 144 608
Regional Reach P1 464 P2 538 P3 874

Sade Continued

BRENDA K. STARR
I Still Believe (MCA)
LP: Brenda K. Starr
Total Reports 158 664
Regional Reach P1 544 P2 654 P3 814

BRENDA K. STARR
I Still Believe (MCA)
LP: Brenda K. Starr
Total Reports 158 664
Regional Reach P1 544 P2 654 P3 814

HENRY LEE SUMMER
Darlin' Danielle Don't
LP: Henry Lee Summer (CBS Associated)
Total Reports 60 254
Regional Reach P1 104 P2 174 P3 524

HENRY LEE SUMMER
Darlin' Danielle Don't
LP: Henry Lee Summer (CBS Associated)
Total Reports 60 254
Regional Reach P1 104 P2 174 P3 524

HENRY LEE SUMMER
Darlin' Danielle Don't
LP: Henry Lee Summer (CBS Associated)
Total Reports 60 254
Regional Reach P1 104 P2 174 P3 524

Brenda K. Starr Continued

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

Parallels Continued

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

Parallels Continued

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

Parallels Continued

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

AL B. SURE
Nite And Day (WB)
Total Reports 157 668
Regional Reach P1 744 P2 638 P3 644

PARALLELS

SIGNIFICANT ACTION

TIMES TWO Strange But True (Reprise) LP: X2 Total Reports 180 75%

WABZ 40-36 JET-FM on K104 26-16 WEEZ 38-35 WEEZ a WSPF on WPTV on WWTI on WRCA a WBOB 4-18 WEEZ 4-18 WBOB a

Van Halen Continued WEST KGOV on KYYA 4-28 KOUR 29-22 KTRN 4-29 KFRB on KOSR 33-27 KMTV on KXPN 40-31 KXOL 4-38 KSLX 38-33 OK95 33-21

Wet Wet Wet Continued WEST FM102 a KATD a KWSS on KPZZ on KUBE on EAST WPRR 36-34 95XX 4-37 OK100 on WMTY 4-36 WMTY 36-31 WPMZ 4-39 WPMZ 4-39

JON ANDERSON Hold On To Love (Columbia) LP: In The City Of Angels

MICHAEL BOLTON Wait On Love (Columbia) LP: The Hunger

JANE WIEDLIN Rush Hour (EMI-Manhattan) LP: Fur Total Reports 155 65%

JOHN CAFFERTY AND THE BEAVER BROWN BAND Song & Dance (Scotti Bros./CBS) LP: Roadhouse

TRACY CHAPMAN Fast Car (Elektra) LP: Tracy Chapman

ERIC CLAPTON After Midnight (Polydor/PolyGram) LP: Crossroads

DEPECHE MODE Route 66/Behind The Wheel (Sire/WB) LP: Music For The Masses

EURHYTHMICS You Have Placed A Chill In My Heart (RCA) LP: Savage

JULIO IGLESIAS I / STEVE WONDER My Love (Columbia) LP: Non Stop

JODY WATLEY Most Of All (MCA) LP: Jody Watley Total Reports 54 23%

WET WET WET Wishing I Was Lucky (Uni Records) LP: Popped In Souled Out Total Reports 50 21%

VAN HALEN Black And Blue (WB) LP: OUB12 Total Reports 104 44%

BREAKER Regional Reach E 24% S 21% M 11% W 37%

WEST WFLY on Q100 on WKXZ on WSPK on WPTV on WWTI on WRCA on WBOB on

WEST WFLY on Q100 on WKXZ on WSPK on WPTV on WWTI on WRCA on WBOB on

WEST WFLY on Q100 on WKXZ on WSPK on WPTV on WWTI on WRCA on WBOB on

WEST WFLY on Q100 on WKXZ on WSPK on WPTV on WWTI on WRCA on WBOB on

WEST WFLY on Q100 on WKXZ on WSPK on WPTV on WWTI on WRCA on WBOB on

WEST WFLY on Q100 on WKXZ on WSPK on WPTV on WWTI on WRCA on WBOB on

WEST WFLY on Q100 on WKXZ on WSPK on WPTV on WWTI on WRCA on WBOB on

WEST WFLY on Q100 on WKXZ on WSPK on WPTV on WWTI on WRCA on WBOB on

WEST WFLY on Q100 on WKXZ on WSPK on WPTV on WWTI on WRCA on WBOB on

WEST WFLY on Q100 on WKXZ on WSPK on WPTV on WWTI on WRCA on WBOB on

WEST WFLY on Q100 on WKXZ on WSPK on WPTV on WWTI on WRCA on WBOB on

WEST WFLY on Q100 on WKXZ on WSPK on WPTV on WWTI on WRCA on WBOB on

WEST WFLY on Q100 on WKXZ on WSPK on WPTV on WWTI on WRCA on WBOB on

WEST WFLY on Q100 on WKXZ on WSPK on WPTV on WWTI on WRCA on WBOB on

WEST WFLY on Q100 on WKXZ on WSPK on WPTV on WWTI on WRCA on WBOB on

WEST WFLY on Q100 on WKXZ on WSPK on WPTV on WWTI on WRCA on WBOB on





AEROSMITH

# Rag Doll

THE NEXT SMASH SINGLE FROM



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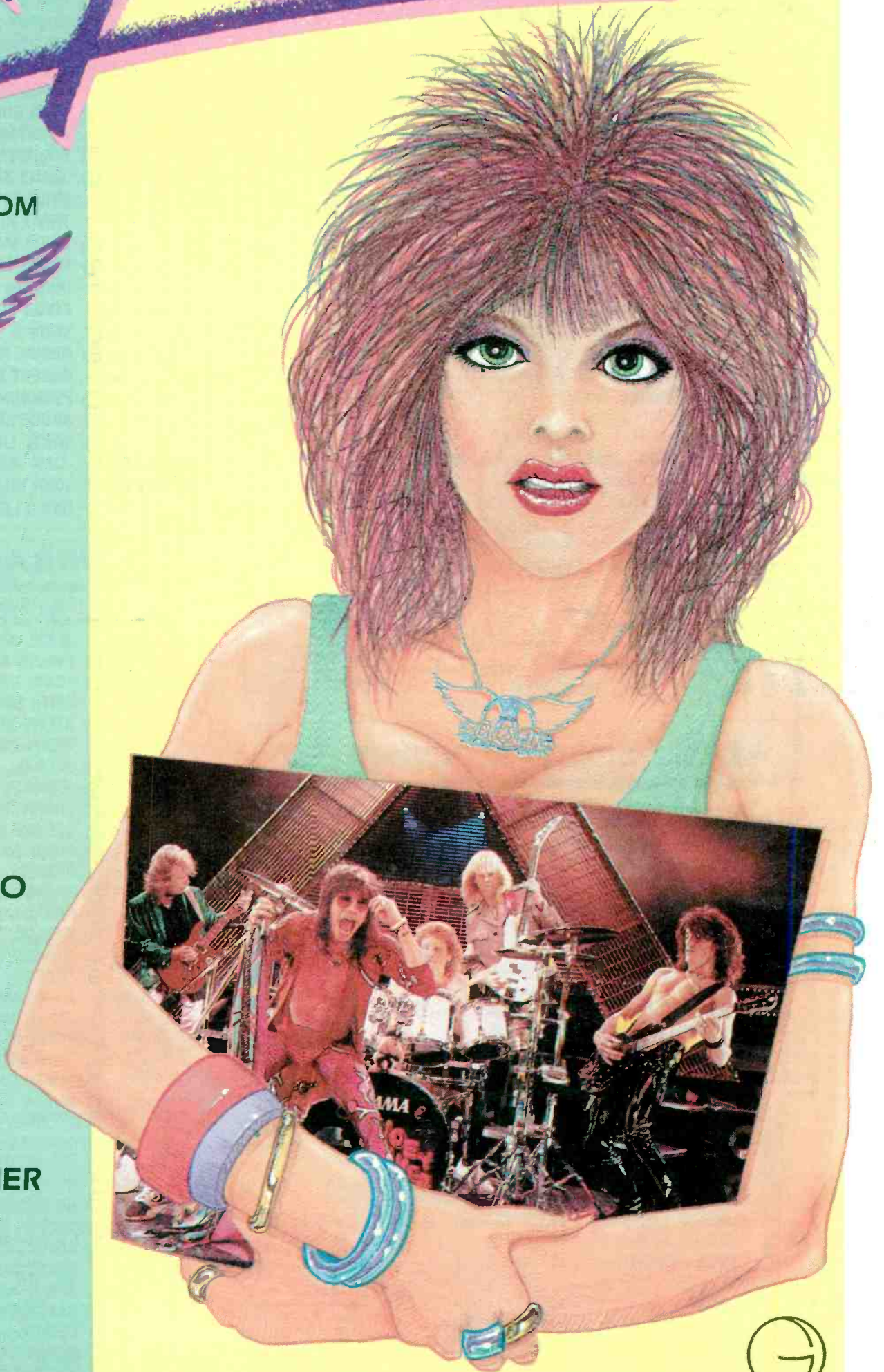
DEVASTATING NEW VIDEO  
MTV WORLD PREMIERE



ON EXTENDED TOUR  
THROUGHOUT THE SUMMER

Produced by Bruce Fairbairn  
Engineered by Mike Fraser and Bob Rock  
Additional Production, Mixed and Edited  
by John Luongo for The Office, Inc.

Management: Tim Collins for COLLINS MANAGEMENT, INC.



CONTEMPORARY HIT RADIO

3	2	1	
WKS	WKS	LW	TW
6	2	1	1 GEORGE MICHAEL/One More Try (Columbia)
5	3	3	2 JOHNNY HATES JAZZ/Shattered Dreams (Virgin)
1	1	2	3 GLORIA ESTEFAN & MIAMI SOUND MACHINE/Anything For You (Epic)
21	15	8	4 RICK ASTLEY/Together Forever (RCA)
17	13	7	5 DARYL HALL & JOHN OATES/Everything Your Heart Desires (Arista)
12	8	6	6 SAMANTHA FOX/Naughty Girls (Need Love Too) (Jive/RCA)
8	4	4	7 FOREIGNER/I Don't Want To Live Without You (Atlantic)
27	19	13	8 DEBBIE GIBSON/Foolish Beat (Atlantic)
30	20	14	9 JETS/Make It Real (MCA)
18	16	12	10 BRENDA RUSSELL/Piano In The Dark (A&M)
—	30	21	11 MICHAEL JACKSON/Dirty Diana (Epic)
13	9	9	12 DEELE/Two Occasions (Solar)
29	21	17	13 BELINDA CARLISLE/Circle In The Sand (MCA)
28	22	19	14 CHER/We All Sleep Alone (Geffen)
22	18	16	15 TIMES TWO/Strange But True (Reprise)
14	12	10	16 WHITE LION/Wait (Atlantic)
38	28	24	17 BRUCE HORNSBY & THE RANGE/The Valley Road (RCA)
19	17	15	18 OMD/Dreaming (Virgin/A&M)
9	5	5	19 PET SHOP BOYS/Always On My Mind (EMI-Manhattan)
40	36	29	20 CHEAP TRICK/The Flame (Epic)
—	37	27	21 PRINCE/Alphabet St. (Paisley Park/WB)
36	31	26	22 LITA FORD/Kiss Me Deadly (RCA)
11	10	11	23 ICEHOUSE/Electric Blue (Chrysalis)
—	38	33	24 POISON/Nothin' But A Good Time (Enigma/Capitol)
39	35	31	25 BRENDA K. STARR/I Still Believe (MCA)
4	6	18	26 AEROSMITH/Angel (Geffen)
26	23	22	27 SUAVE/My Girl (Capitol)
BREAKER	28	28	28 AL B. SURE!/Nite And Day (WB)
3	7	20	29 TERENCE TRENT D'ARBY/Wishing Well (Columbia)
BREAKER	30	30	30 PEBBLES/Mercedes Boy (MCA)
—	—	38	31 DEF LEPPARD/Pour Some Sugar On Me (Mercury/P&G)
—	—	40	32 MIDNIGHT OIL/Beds Are Burning (Columbia)
31	29	28	33 GLASS TIGER/I'm Still Searching (EMI-Manhattan)
—	39	36	34 BARDEUX/When We Kiss (Synthicide/Enigma)
—	—	39	35 CHURCH/Under The Milky Way (Arista)
DEBUT	▶	36	36 INXS/New Sensation (Atlantic)
35	32	30	37 PRETTY POISON/Nightime (Virgin)
BREAKER	38	38	38 ROD STEWART/Lost In You (WB)
BREAKER	39	39	39 BOZ SCAGGS/Heart Of Mine (Columbia)
BREAKER	40	40	40 BREATHE/Hands To Heaven (A&M)

N&A Begins Page 102  
New Artists & Chart Summary Page 101  
New P-1A Playlists Page 92

Expanded AC Music  
Begins on Page 77

ADULT CONTEMPORARY

5	3	3	1 GEORGE MICHAEL/One More Try (Columbia)
2	1	1	2 JOHNNY HATES JAZZ/Shattered Dreams (Virgin)
6	5	4	3 DARYL HALL & JOHN OATES/Everything Your Heart Desires (Arista)
18	8	5	4 BRUCE HORNSBY & THE RANGE/The Valley Road (RCA)
23	13	8	5 BOZ SCAGGS/Heart Of Mine (Columbia)
12	9	7	6 DAN HILL/Carmelia (Columbia)
19	12	9	7 BELINDA CARLISLE/Circle In The Sand (MCA)
3	2	2	8 BRENDA RUSSELL/Piano In The Dark (A&M)
21	15	11	9 JETS/Make It Real (MCA)
1	4	6	10 FOREIGNER/I Don't Want To Live Without You (Atlantic)
29	24	16	11 RICK ASTLEY/Together Forever (RCA)
20	19	15	12 BRENDA K. STARR/I Still Believe (MCA)
26	23	18	13 BILLY VERA & THE BEATERS/Between Like And Love (Capitol)
4	6	10	14 GLORIA ESTEFAN & MIAMI SOUND MACHINE/Anything For You (Epic)
—	—	27	15 SADE/Paradise (Epic)
—	—	28	16 JULIO IGLESIAS I/STEVIE WONDER/My Love (Columbia)
24	21	19	17 SMOKEY ROBINSON/Love Don't Give No Reason (Motown)
27	25	21	18 BASIA/Time And Tide (Epic)
30	26	22	19 GEORGE HARRISON/This Is Love (Dark Horse/WB)
15	14	14	20 AGNETHA FALTSKOG & PETER CETERA/I Wasn't The One (Atlantic)
DEBUT	▶	21	21 CHER/We All Sleep Alone (Geffen)
—	—	30	22 DEBBIE GIBSON/Foolish Beat (Atlantic)
8	7	12	23 TOTO/Pamela (Columbia)
BREAKER	24	24	24 DEELE/Two Occasions (Solar)
BREAKER	25	25	25 ERIC CARMEN/Make Me Lose Control (Arista)
—	—	30	26 TRACY CHAPMAN/Fast Car (Elektra)
11	10	13	27 ART GARFUNKEL/So Much In Love (Columbia)
—	—	29	28 RUSSELL HITCHCOCK/What Becomes Of The Broken-Hearted? (Arista)
DEBUT	▶	29	29 LOUISE GOFFIN/Bridge Of Sighs (WB)
DEBUT	▶	30	30 GREGORY ABBOTT/I'll Prove It To You (Columbia)

AOR TRACKS®

3	2	1	
WKS	WKS	LW	TW
3	1	1	1 BRUCE HORNSBY & THE RANGE/The Valley Road (RCA)
2	2	2	2 CHEAP TRICK/The Flame (Epic)
—	8	5	3 VAN HALEN/Black And Blue (WB)
4	3	3	4 SMITHEREENS/Only A Memory (Enigma/Capitol)
7	5	4	5 ERIC CLAPTON/After Midnight (Polydor/P&G)
9	6	6	6 NEIL YOUNG & THE BLUENOTES/Ten Men Workin' (Reprise)
24	16	10	7 ROD STEWART/Lost In You (WB)
14	12	9	8 ROBERT PLANT/Ship Of Fools (Es Paranza/Atlantic)
11	9	8	9 SCORPIONS/Rhythm Of Love (Mercury/P&G)* <small>*Keeps a bullet due to continued growth.</small>
1	4	7	10 CHURCH/Under The Milky Way (Arista)
13	13	11	11 GLASS TIGER/I'm Still Searching (EMI-Manhattan)
45	29	21	12 JOHN COUGAR MELLENCAMP/Rooty Toot Toot (Mercury/P&G)
15	15	13	13 HONEYMOON SUITE/Love Changes Everything (WB)
33	23	18	14 ROBIN TROWER/Tear It Up (Atlantic)
—	37	25	15 JIMMY BARNES/Too Much Ain't Enough Love (Geffen)
6	7	12	16 MIDNIGHT OIL/Beds Are Burning (Columbia)
18	18	16	17 TREAT HER RIGHT/I Think She Likes Me (RCA)
44	32	26	18 ZIGGY MARLEY/Tomorrow People (Virgin)
40	31	24	19 HENRY LEE SUMMER/Darling Danielle Don't (CBS Associated)
10	11	15	20 INXS/New Sensation (Atlantic)
19	19	19	21 KINGS OF THE SUN/Serpentine (RCA)
25	21	22	22 YNGWIE J. MALMSTEEN'S RISING.../Heaven Tonight (Polydor/P&G)
28	24	23	23 ROBBIE ROBERTSON/Somewhere Down The Crazy River (Geffen)
5	14	14	24 ROBERT PLANT/Tall Cool One (Es Paranza/Atlantic)
34	30	28	25 POISON/Nothin' But A Good Time (Enigma/Capitol)
—	54	37	26 BRUCE HORNSBY & THE RANGE/Look Out Any Window (RCA)
30	27	27	27 WHITE LION/Tell Me (Atlantic)
BREAKER	28	28	28 JOAN JETT & THE BLACKHEARTS/I Hate Myself For... (Blackheart/CBS)
BREAKER	29	29	29 JOHN KILZER/Red Blue Jeans (Geffen)
8	10	17	30 DAVID LEE ROTH/Stand Up (WB)

Complete Tracks Chart  
Begins on Page 82

URBAN CONTEMPORARY

17	9	4	1 JOHNNY KEMP/Just Got Paid (Columbia)
5	4	1	2 JESSE JOHNSON/Love Struck (A&M)
11	7	6	3 EVELYN KING/Flirt (EMI-Manhattan)
18	10	5	4 TONY! TONI! TONE!/Little Walter (Wing/P&G)
4	3	2	5 KEITH SWEAT/Something Just Ain't Right (Vintertainment/Elektra)
12	8	7	6 STEVIE WONDER & MICHAEL JACKSON/Get It (Motown)
23	16	10	7 TEDDY PENDERGRASS/Joy (Elektra)
39	20	13	8 MICHAEL JACKSON/Dirty Diana (Epic)
19	15	9	9 JERMAINE STEWART/Say It Again (Arista)
32	19	14	10 PRINCE/Alphabet St. (Paisley Park/WB)
37	28	17	11 GEORGE MICHAEL/One More Try (Columbia)
22	18	16	12 RIGHT CHOICE/Tired Of Being Alone (Motown)
3	1	3	13 PEBBLES/Mercedes Boy (MCA)
31	25	22	14 DARYL HALL & JOHN OATES/Everything Your Heart Desires (Arista)
34	29	20	15 NARADA/Divine Emotion (Reprise)
16	14	11	16 HOWARD HEWETT/Strange Relationship (Elektra)
27	24	21	17 JUNIOR/Yes (If You Want Me) (London/P&G)
—	—	38	18 SADE/Paradise (Epic)
29	26	23	19 JEAN CARNE/Ain't No Way (Atlantic)
33	30	24	20 EARTH, WIND & FIRE/Evil Roy (Columbia)
28	27	25	21 BETTY WRIGHT/No Pain, No Gain (Ms. B)
—	—	38	22 JDDY WATLEY/Most Of All (MCA)
—	—	37	23 JAMES BROWN/I'm Real (Scotti Bros/CBS)
—	—	34	24 D.J. JAZZY JEFF & FRESH PRINCE/Parents Just Don't Understand (Jive/RCA)
—	—	37	25 MICHAEL COOPER/Dinner For Two (WB)
36	31	27	26 GARY TAYLOR/Compassion (Virgin)
—	—	39	27 HERBIE HANCOCK/Vibe Alive (Columbia)
—	—	36	28 GREGORY ABBOTT/I'll Prove It To You (Columbia)
—	—	35	29 NU SHOOS/Should I Say Yes? (Atlantic)
—	—	39	30 MORRIS DAY/Day Dreaming (WB)
DEBUT	▶	31	31 STACY LATTISAW/Let Me Take You Down (Motown)
38	33	29	32 MAGIC LADY/Betcha Can't Lose (With My Love) (Motown)
—	—	40	33 RUN D.M.C./Run's House (Profile)
40	35	32	34 DAZZ BAND/Anticipation (RCA)
DEBUT	▶	35	35 DEELE/Shoot'em Up Movies (Solar)
DEBUT	▶	36	36 RANDY HALL/Slow Starter (MCA)
DEBUT	▶	37	37 JOYCE SIMS/Love Makes A Woman (Fresh/Sleeping Bag)
BREAKER	38	38	38 DOUG E. FRESH & THE GET FRESH/Keep Risin' To The Top (Danya/Fantasy)
DEBUT	▶	39	39 MAC BAND I/McCAMPBELL BROTHERS/Roses Are Red (MCA)
DEBUT	▶	40	40 MELBA MOORE w/FREDDIE JACKSON/I Can't Complain (Capitol)

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