

# INSIDE

## WHAT'S HAPPENING AT THE R&R TALK RADIO SEMINAR?

Everything you wanted to know about the forthcoming R&R Talk Radio Seminar's 15 workshops devoted to the format's programming, sales, and management issues. R&R News/Talk Editor **Randall Bloomquist** spotlights the speakers, the events, and *more*.

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## SHOW PREP PAGES DEBUT!

Now you can share with your listeners all the music-related news from the worlds of magazines, TV, film, video, MTV, VH1, BET, the Box, and Pollstar — plus R&R's new cyberspace coverage. You'll find it all in one place ... R&R's new Show Prep section.

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## KEY QUESTIONS ABOUT THE ADULT ALTERNATIVE FORMAT

What's the next step for the Adult Alternative format? What will it take to make the format more successful? And how do you convince owners and GMs that the format is viable? Consultants **John Bradley** and **Dennis Constantine** give us their answers.

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## PEOPLE IN THE NEWS

- **Ted Jordan** appointed WBZ-AM/Boston VP/GM
- **Gary Lewis** named WZGC/Atlanta GM
- **Randy Grossert** becomes WVAE/Cincinnati Prez/GM; **Carey Merz** to Prez/GM for Heritage Milwaukee trombo
- **Paul Talbot** appointed GM at KVRV/Phoenix
- **Dave Juris** new GM at Tribune Denver trombo
- **Heavy D** now President of Uptown Records

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## THIS #1 WEEK

### CHR/POP

- **MARIAH CAREY** One Sweet Day (Columbia/CRG)

### CHR/RHYTHMIC

- **MARIAH CAREY** One Sweet Day (Columbia/CRG)

### URBAN

- **MONICA** Before You Walk Out Of ... (Rowdy/Arista)

### URBAN AC

- **MARIAH CAREY** One Sweet Day (Columbia/CRG)

### COUNTRY

- **FAITH HILL** It Matters To Me (WB)

### NAC TRACKS

- **SPECIAL EFX** Seduction (JVC)

### HOT AC

- **MARIAH CAREY** One Sweet Day (Columbia/CRG)

### AC

- **MARIAH CAREY** One Sweet Day (Columbia/CRG)

### ACTIVE ROCK

- **PEARL JAM** I Got Id (Epic)

### ROCK

- **COLLECTIVE SOUL** The World I Know (Atlantic)

### ALTERNATIVE

- **OASIS** Wonderwall (Epic)

### ADULT ALTERNATIVE TRACKS

- **TOM PETTY** Waiting For Tonight (MCA)

NEWSSTAND PRICE \$6.50



JANUARY 19, 1996

## Azzoli Ascends At Atlantic

By COREY LEVITAN  
R&R STAFF WRITER

In their first major move as Warner Music Group Chairmen/co-CEOs, **Terry Semel** and **Robert Daly** elevated **Val Azzoli** from President to co-Chairman/co-CEO of Atlantic Records. Azzoli now sits alongside Atlantic founder **Ahmet Ertegun** at the label's throne, a rank previously achieved only by **Doug Morris**.

"We have been very impressed by what Val has accomplished at Atlantic and by his strong vision for the future of the company," Daly and Semel said in a joint statement. "He had the unenviable task of



Azzoli

AZZOLI/See Page 21

## Arbitron Will Meet With Frustrated L.A. GMs Over Hispanic Measurement

■ Procedural changes, redefined metro area sought by managers

By RON RODRIGUES  
R&R MANAGING EDITOR

**Arbitron** President **Steve Morris** and GM **Pierre Bouvard** will meet with a group of Los Angeles station managers — representing the vast majority of the market's listening — next week in an effort to iron out complaints about the measurement of Spanish-speaking radio listeners.

The GMs formed an ad-hoc coalition last fall when they noticed Spanish-language **KLVE** and **KKHJ** surging dramatically in the Arbitrends. They blamed the spike on Arbitron's inability to differentiate between Hispanic listeners whose language of preference is Spanish vs. those who primarily speak English. Plus, they said, a newly implemented Arbitron procedure of using only bilingual interviewers when placing diaries into High Density Hispanic Areas helped skew the results in favor of the Spanish-language stations.

The group did not seem sat-

isfied with the results of a meeting last December with Bouvard, prompting their call for another meeting with Bouvard and Morris, his boss. Arbitron defends the integrity of the fall book and said its results will stand.

**KLOS** GM **Bill Sommers**, who is serving as the coalition's unofficial leader, said his group will seek resolution of the dispute with Arbitron at the January 23 meeting, as

well as a timetable for implementation.

### 'Legit' Reasons For Rise

In response to the irate GMs' protests, **Jeff Williams**, Research Director of **KLVE** parent **HefTel Broadcasting**, said the two biggest factors contributing to his station and **KKHJ**'s rise were revised population estimates for the market, which increased the proportion of Hispanic listeners, and dramatic programming changes. Those changes, he added, resulted in the stations becoming more focused in their programming and marketing efforts.

ARBITRON/See Page 12

For more on the growth of Hispanic listenership, see Page 26.

## How's Hispanic Listenership Measured?

The following are some questions and answers about why and how **Arbitron** measures Hispanic listeners differently.

**Q: Why does Arbitron measure Hispanic listeners differently from Caucasian listeners?**

**A:** Because Hispanic (and black) listeners consent to fill out and return completed diaries in lower numbers than Caucasian listeners. Arbitron employs special procedures to encourage groups with low participation rates (and that includes 18-24-year-old men) to fill out and return diaries more often.

**Q: What is an HDHA?**

**A:** It's a High Density Hispanic Area. This is a separate sampling unit in a market, consisting of all zip

MEASUREMENT/See Page 21

## Broadcast Groups Plan Post-Waiver Contingencies

**Bob Dole's** (R-KS) new opposition to the pending telecommunications bill (see Page 4) puts in doubt the immediate lifting of the radio ownership caps. While few in the industry are pleased by that, it's particularly troublesome for companies with temporary FCC waivers allowing them to operate more stations than current limits allow.

If Congress does not raise the ownership limit before the waivers expire, it would appear that some groups will have to sell off prime properties — perhaps at fire-sale prices.

But as always in Washington, things are not what they appear. Companies are formulating plans to take advantage of murky laws that may allow them to own more stations than the apparent limit.

"The issue is a lot less stark than 'you have to sell the stations' or 'you may keep the stations,'" said **Eric Bernthal**, a **Latham & Watkins** attorney who represents **Evergreen Media Corp.**

### Cutting It Close

**Evergreen** is the poster child for this issue: The FCC gave the company an extended waiver on ownership limits in Chicago, but not

WAIVERS/See Page 21

## Dead Heat In Dallas Fall Book

It's not lonely at the top in Dallas: The Fall '95 Arbitron results found **KHKS-FM** and **KVIL-FM** tied for first 12+, with **KSCS-FM** just a tenth of a point behind. **KVIL's** 25-54 demo dominance continued — the **Infinity AC** completed a full year in the No. 1 slot.

Elsewhere, CHR was the 12+ champion in Washington and Houston. FALL BOOK/See Page 12

Dallas-Ft. Worth			Washington, DC		
	Su '95	Fa '95		Su '95	Fa '95
<b>KHKS-FM</b> (CHR/P)	5.1	5.6	<b>WPGC-FM</b> (CHR/R)	7.3	7.2
<b>KVIL-FM</b> (AC)	5.2	5.6	<b>WMZQ-A/F</b> (Ctry)	5.5	5.7
<b>KSCS-FM</b> (Ctry)	5.6	5.5	<b>WHUR-FM</b> (Urban/AC)	5.7	5.2
<b>KRBV-FM</b> (Urban/AC)*	3.7	5.0	<b>WASH-FM</b> (AC)	5.1	5.0
<b>KYNG-FM</b> (Ctry)	5.1	4.8	<b>WMAL-AM</b> (N/T)	4.1	4.6
<b>WBAP-AM</b> (N/T)	4.9	4.7	<b>WRQX-FM</b> (Hot AC)	4.7	4.5
<b>KKDA-FM</b> (Urban)	5.7	4.6	<b>WBIG-FM</b> (Oldies)	3.9	4.4
<b>KOAI-FM</b> (NAC)	4.2	4.2	<b>WJFK-FM</b> (FS)	4.1	4.2
<b>KEGL-FM</b> (Rock)	4.4	3.9	<b>WMMJ-FM</b> (Urban/AC)	3.4	4.0
<b>KLUV-FM</b> (Oldies)	4.6	3.9	<b>WWDC-FM</b> (Rock)	3.7	3.8

\*Was **KJMZ-FM** (Urban) until September

COMPLETE RESULTS FROM 14 MARKETS: PAGE 17

## Pregnant Pose

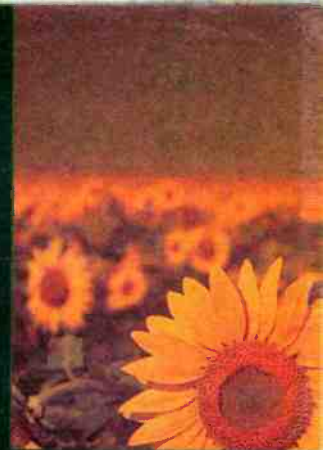
When **Rock KLOL/Houston** Asst. PD/air talent **Dayna Steele** struck this proudly pregnant pose for the January cover of **Houston Health & Fitness Sports Magazine**, she apparently touched a bare nerve. Although several local businesses refused to carry the 'zine, Steele says the response from listeners and colleagues has been overwhelmingly positive.

While admittedly inspired by **Demi Moore's** similarly controversial **Vanity Fair** cover of four years back, the 36-year-old Steele told the **Houston Chronicle**: "She was airbrushed. I'm not."



The Galaxy's Largest Radio Opportunities Begin On Page 85

# I Wonder



Impact Date:  
Top Forty & AC-1/22

What's it like  
out there  
tonight  
far from the  
city lights  
Are your dreams  
the same  
I wonder



**Bob Seger**  
& The Silver Bullet Band

On Tour Now



The new single from the album *It's A Mystery*  
Produced by Bob Seger • Management: Punch Andrews • ©1996 Capitol Records, Inc.



## Lewis Hired As WZGC/Atlanta GM

Gary Lewis has been named GM at Classic Rock WZGC (Z93)/Atlanta, filling the position left vacant by David Mesarzos. Lewis formerly was VP/GM of WSHE/Miami.

"We conducted an extensive search both inside and outside the market for someone who could lead Z93 to its full potential in marketing, programming, and sales," noted Infinity Broadcasting's Benjamin Hill. "Gary is that person."

Lewis remarked, "The chance to continue my love affair with Rock station management — and to do it for the premier radio broadcaster in a market I adore — is a fantasy come

LEWIS/See Page 13

## Juris Now VP/GM At Denver Trombo

KEZW-AM, KOSI-FM & KVOD-FM/Denver GSM Dave Juris has been promoted to VP/GM, effective February 1. He succeeds Skip Weller, who exits the Tribune Broadcasting Nostalgia/Soft AC/Classical trombo to join Chancellor Broadcasting as



Juris

Exec. VP/Regional & GM (R&R 1/12).

"These are three great properties, and the people are absolutely tremendous," Juris told R&R. "[OM/PD] Scott Taylor is one of the finest programmers in the business. There's been growth [during] the

JURIS/See Page 21

## KVRY/Phoenix Taps Talbot As Manager

WHTZ/New York Director/Sales Paul Talbot has been named GM of KVRY/Phoenix. He succeeds Wayne Walker, who has left the Nationwide Hot AC.



Talbot

Nationwide VP/Radio Clancy Woods told R&R, "Paul's return to Phoenix makes a lot of sense for him personally and for Nationwide. Ever since he left the talent [side] for sales, he's had a tremendous level of achievement and instantly set billing records. We've worked

TALBOT/See Page 21

## Pattiz Elected President Of Broadcast Education Assn.



Westwood One Chairman Norm Pattiz (l) has been elected President of the Broadcast Education Assn. for the 1996-97 fiscal year. He's pictured above with outgoing BEA President Joe Foote at Southern Illinois University, where Foote is Dean of Communications.

## Jordan Named WBZ-AM VP/GM

In the latest of a series of moves within the Westinghouse-owned CBS stations, Ted Jordan has been named VP/GM of WBZ-AM/Boston. He succeeds Ed Goldman, who was recently upped to VP/CBS AM stations (R&R 1/12).

"Ted's wealth of experience in the operation of major-market AM and FM stations will be a great asset to WBZ," Goldman said. "He has demonstrated the kind of leadership necessary to keep us on top."



Jordan

Jordan, who has been VP/GM of KDKA/Pittsburgh since 1989, has come full circle with this appointment. He began his career as a WBZ AE in 1975, then joined Group W's RAR as an AE in 1977. From 1979 to 1984, Jordan held GSM positions at WOWO-AM/Ft. Wayne, KODA-FM/Houston, and Group W Radio Sales. He then became GM of KOAX-FM/Dallas, which switched calls to KQZY in 1985.

## Heavy D Moves Uptown To President

Uptown Records has officially announced the promotion of Heavy D from VP/A&R to President. The former rap star has unofficially held Uptown's top post since his predecessor, Andre Harrell, took over Motown last October (R&R 10/6/95).

"I'm very pleased that a creative force like Heavy D will be leading Uptown Records into the future," said Doug Morris, Chairman/CEO of Uptown parent, the MCA Music Entertainment Group. "In addition to being a gifted producer, songwriter, performer, and recording artist, Heavy has shown a great knack for discovering and nurturing talent. I'm confident Heavy's vision will allow the

label to remain on the cutting edge of black music."

"This is a great opportunity to build on Uptown's accomplishments and explore new directions," Heavy D said. "Uptown has meant a lot to me, both personally and professionally, and I look forward to maintaining its reputation as a label that provides a creative and artist-friendly environment."

As an A&R exec for Uptown, Heavy D (real name Dwight Myers) signed artists including Soul For Real and Monifah. He began his recording career as a 17-year-old rapper, eventually selling four million albums as the leader of Heavy D & The Boyz.



Doug Morris and Heavy D

JANUARY 19, 1996

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## Heritage Appoints Two President/GMs

### WVAE ups Grossert; Merz moves to Milwaukee

Randy Grossert has been elevated to President/GM of Heritage Media's NAC WVAE/Cincinnati, where he has been GSM since 1991. He succeeds Carey Merz, who simultaneously has been named President/GM of Heritage duopoly stations WEMP-AM, WAMG-FM & WMYX-FM/Milwaukee.

"The opportunity with Heritage is outstanding because it's one of the premier broadcasting companies in the country," Grossert told R&R. "Coming out of the blocks with the NAC format really lays the foundation for a successful future in this market. Frankly, the groundswell was so tremendous when we signed on that we weren't that surprised with our debut ratings." In the fall Arbitron, WVAE garnered about a seven share in the target 25-54 demo.

Prior to joining Heritage, Grossert served as GSM at Group W's KGBY/Sacramento and Brown Broadcasting's KXOA/Sacramento.

## Supernova Explodes On Sunset



Atlantic alterna-rockers Supernova (l-r: Joe, Art, and Dave) performed a 40-minute set on L.A.'s Sunset Blvd. directly below the label's 1510 AM "Low Power Radio" transmitter, which had been broadcasting the band's songs.

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## Dole Roadblock Threatens Telecom Bill

Telecommunications conference committee chairman **Larry Pressler** (R-SD) has been strangely silent in the face of Senate Majority Leader **Robert Dole's** (R-KS) recent attack on the telecom bill.

Dole is threatening to block the bill — which includes provisions to loosen radio ownership limits — because of a spectrum allotment to television broadcasters that he terms “a giant corporate welfare program.”

Dole said he does not believe broadcasters should be given free spectrum to implement digital high definition television (HDTV). He pointed out that if the spectrum were auctioned, it could bring the treasury between \$12.5 billion to \$40 billion.

Although Pressler was working out of his South Dakota office at R&R's Tuesday (1/16) deadline, all calls were referred to his DC office, which issued no comment.

### Low-Key NAB

Rep. **Jack Fields** (R-TX), a conferee and head of the House Telecommunications Subcommittee, had not released a comment. And, according to a spokesman, none was forthcoming. However, Fields did tell the *Wall Street Journal* that he opposed an auction for HDTV spec-

trum because such a sale might “stall the rollout of new technology.” The *Journal* pointed out that Fields is one of the largest recipients of NAB funds.

The NAB has been low-key in its

response to Dole's criticism. Broadcasters have previously said they would use the new spectrum allotment to establish HDTV, then return their old spectrum for the government to auction.

“There is no formal comment,” said an NAB spokeswoman. “We are just telling people this is not a spectrum giveaway; it's a loan. Dole is welcome to have his opinion.”

### EARNINGS UPDATE

## Radio Outfits Post Mixed Results

Radio-related companies are reporting mixed quarterly and year-end results.

**Emmis Broadcasting** (NASDAQ: EMMS) reported a gain in net revenue for the third quarter, ended November 30, 1995, boosted by the sale of its overseas Talk radio operation, **Talk Radio UK**.

Emmis earned \$4.5 million (40 cents per share) on revenue of \$26.5 million, compared to earnings of \$2.9 million (27 cents) on revenue of \$17.5 million for the same period last year. The company made a third-quarter gain of \$2.7 million on the sale of Talk Radio UK.

**The Pulitzer Publishing Company** (NYSE: PTZ), which counts **KTAR-AM** & **KKLT-FM/Phoenix** among its broadcast properties, increased its dividend 11.1% to 15 cents per share on as yet unreleased results. For the most recently reported quarter ended September 30 1995, the company earned \$9.6 million (59 cents per share) on revenue of \$111.6 million, compared to \$8.3 million (51 cents) on revenue of \$116.9 million for the same period the prior year.

## BUSINESS BRIEFS

### Broadcasters Strike Out On Indecency

The Supreme Court this week declined to hear a case challenging the constitutionality of the FCC's broadcast indecency enforcement practices. This latest defeat effectively ends the broadcast industry's long-running legal challenge to the FCC's blue broadcasting rules.

In its appeal to the high court a coalition of broadcast and civil rights groups argued that the Commission's lengthy indecency appeals process and “vague” definition of indecency deprived them of their rights to due process under law. The justices refused the appeal without comment, thus letting stand an appeals court decision that reluctantly sided with the FCC. Earlier this month, the Supreme Court refused to hear the coalition's petition of an appeals court decision upholding the FCC's right to shunt “indecent” material to late-night “safe harbor” hours.

**Tim Dyk**, lead attorney for the coalition, said it was “too early to know” whether and how the group will continue its fight. In the meantime, FCC Chairman **Reed Hundt** praised the ruling, saying it will allow the agency to “proceed quickly to resolve all indecency cases pending at the Commission.”

### Infinity Tops Top-Billing List

It doesn't have the satirical bite of a *Letterman* list, but Chantilly, VA-based **BIA Publications'** list of the top 10 billing radio stations of 1995 has been released (all figures in millions):

Station	Owner	Billings
WFAN-AM/New York	Infinity	\$38.5
WGN-AM/Chicago	Tribune Broadcasting	\$36.0
WXRK-FM/New York	Infinity	\$30.5
WLTW-FM/New York	Viacom	\$30.0
WINS-AM/New York	CBS Radio	\$30.0
WCBS-FM/New York	CBS Radio	\$29.5
KIIS-FM/Los Angeles	Gannett	\$29.2
KGO-AM/San Francisco	Capital Cities/ABC	\$29.0
KABC-AM/Los Angeles	Capital Cities/ABC	\$28.9
KRTH/Los Angeles	Infinity	\$28.6

In the last two reports, WGN held the billings crown. KIIS-FM makes its first appearance on the list, displacing crosstown KOST-FM.

### ARS Makes Stock Offering

**American Radio Systems** has filed with the Securities & Exchange Commission to offer 5 million shares of Class A stock. The company is offering 4 million new shares with about 1 million shares from institutional shareholders. **CS First Boston**, **Alex. Brown & Sons**, and **Smith Barney** will manage the underwriting.

### FCC: An Open Door And A Backlog

As many as 100 pending radio deals could be buried in the huge pile of work facing staffers at the newly reopened FCC. Chairman **Reed Hundt** estimated that it may be weeks before the backlog is eliminated.

Among the deals sitting at the top of the pile are these recently announced sales:

- Newly formed **Par Radio Holdings** has agreed to purchase **Douglas Broadcasting Inc.**'s remaining eight stations for \$27.3 million in cash. Included in the sale are **KEST-AM/San Francisco**; **KOBO-AM/Yuba City, CA**; **KSJX-AM/San Jose**; **WNDZ-AM/Portage, IN**; **WVVX-FM/Highland Park, IL**; **WBPS-AM/Natick, MA**; **WNJR-AM/Newark, NJ**; and **KGOL-AM/Humble, TX**. **Gary Stevens** brokered the deal.

- **Connecticut Broadcast Media of Gainesville Inc.**, headed by COO/Secretary **Kenneth Dawson**, purchased **WFEZ-FM/Williston, FL** from **Bogie Broadcasting Co. Inc.** for \$870,000 in cash.

- **KKYT-FM/McCook, NE** was purchased by **Jay Austin** of Gulfport, MS for \$470,000 in cash from **AmFirst Bank, NA** of McCook.

Look for full details on these and other deals when R&R's Transactions pages return next week.

### Secret Deal With Chancellor

**Secret Communications L.P.** has entered into a time brokerage agreement with **Chancellor Broadcasting Co.** for **KTBS-FM/Houston**. The \$27 million deal also gives Secret an option to purchase the station.

Chancellor is purchasing the station from **Shamrock Broadcasting Inc.** — a deal which must receive the FCC's approval before Secret can take the reins. The Chancellor/Shamrock deal is expected to close in early February.

### Ellis To Sell Memphis Combo

Watch for **WMC-AM & FM/Memphis** to go on the block following **Ellis Communications'** announcement that it has tapped **Goldman Sachs** to explore “strategic alternatives.”

Generally that has come to mean a sale or an auction. The bulk of Ellis's properties are TV stations. Industry experts value the whole package at about \$700 million. **Jefferson Pilot**, **Cox Enterprises**, and **New World Communications** have been cited as likely buyers.

Clarification: The headline on the Business Briefs story about radio analyst **Jim Duncan's** '96 predictions (R&R 1/12) should have stated that he predicts radio sales will grow from 5.8% to 6.1% in the year ahead.



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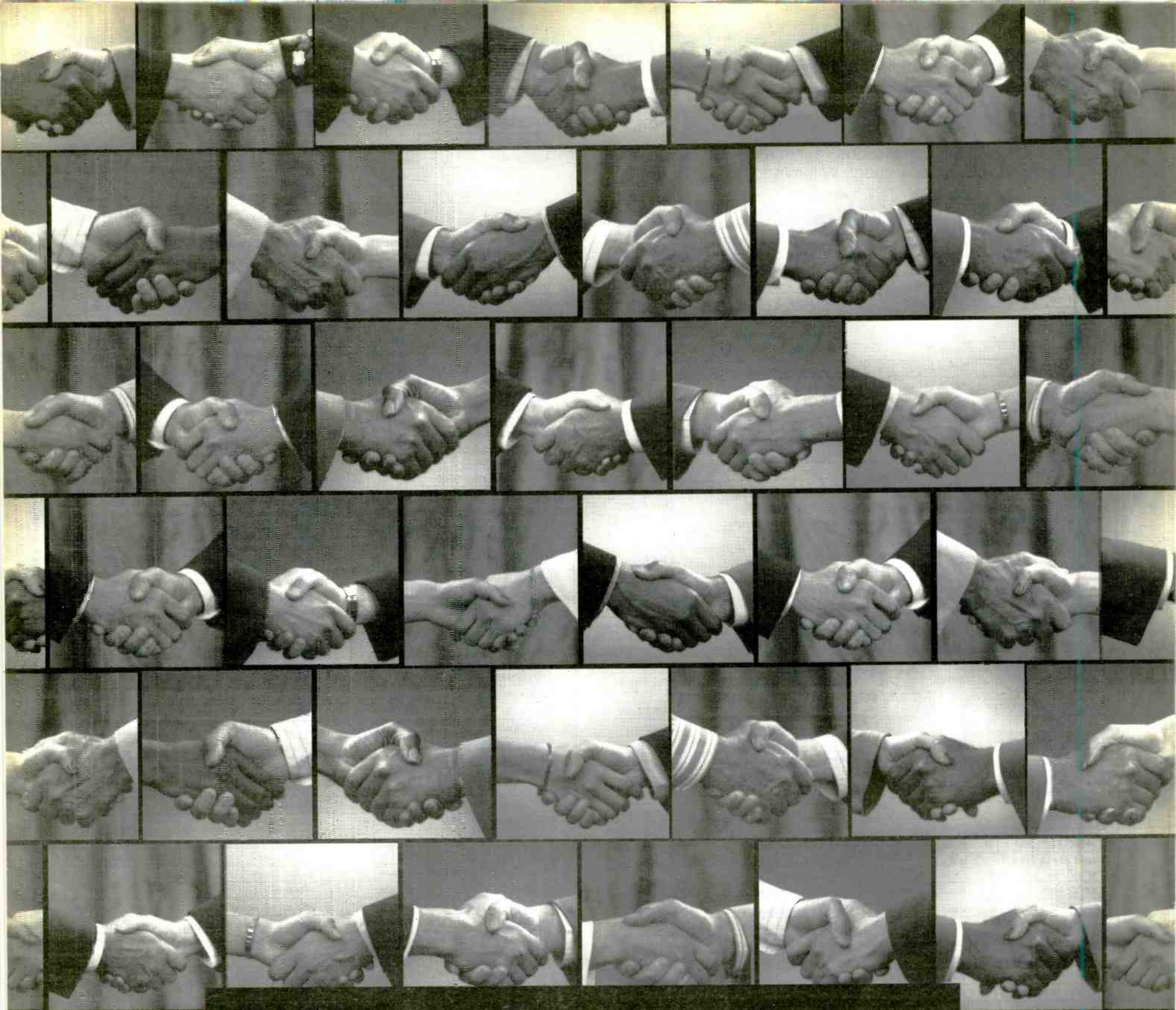
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HAS OBVIOUS ADVANTAGES.

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## Radio Deals '95 Rundown

Rounding out the transactions year in review are state listings from New Mexico through Wyoming.

Calls	City	Buyer	Price
<b>New Mexico</b>			
KAMA-AM	El Paso	Tichenor Media	\$490,000
KAMZ-FM	El Paso	New Wave Communications	\$2 million
KASK-FM	Las Cruces	Sierra Industries Inc.	\$301,000
KBAC-FM	Las Vegas	QMI KBAC Inc.	\$600,000
KDEF-FM	Albuquerque	RAMH Corp.	\$125,000
KIOT-FM	Los Lunas	Simmons Family Inc.	\$1.6 million
KJBO-AM	Los Rancheros de Albo	New Mexico News Radio	\$175,000
KKJI-FM	Gallup	Skynet Communications Inc.	\$150,000
KNLA-FM	White Rock	LA Broadcasting Corp.	\$845,000
KOFK-AM	Milan	Ship of Fools Broadcasting	\$18,000
KOKN (FM CP)	Hobbs	Noalmark Broadcasting Corp.	\$53,000
KOLT-FM	Santa Fe	Crescent Communications of CA	\$1.375 million
KOYT-FM	Espanola	Rio Chama Broadcasting	\$50,000
KPWX-FM	Clovis	Rickochet Communications	\$30,000
KROL-FM	Las Cruces	Educational Media Foundation	\$71,000
KROL-FM	Las Cruces	Rio Grande Christian Broadcasting	\$120,000
KRSN-AM	Los Alamos	LA Broadcasting Corp.	\$845,000
KRZY-AM & KRST-FM	Albuquerque	Crescent Communications	\$25.73 million
KTRA-FM	Farmington	Radio Properties Inc.	\$1.1 million
KTRC-AM	Santa Fe	W. Russell Withers Jr.	\$100,000
KVLC-FM	Hatch	Radio Property Dev.	\$50,000
KVSF-AM	Santa Fe	Withers	\$200,000
KZXA (FM CP)	Santa Fe	W. Russell Withers	\$96,250
<b>New York</b>			
WABC-AM & WPLJ-FM*	New York	Walt Disney Co.	\$1 billion
WALL-AM & WKQJ-FM*	Middletown	Crystal Communications	\$3.55 million
WBEN-AM, WWKB-AM & FM	Buffalo	River City Broadcasting	\$150 million
WBLI-FM & WHFM-FM*	Patchogue	SFX Broadcasting	\$223.25 million
WBLK-FM	De Pew	American Radio Systems	\$8 million
WBTA-AM & WBTF-FM	Batavia	Bro-Ben Communications	\$500,000
WCBS-AM & FM*	New York	Westinghouse Electric Corp.	\$850 million
WCLI-AM & WNKI-FM	Coming	Coming SabreCom Inc.	\$1.85 million
WDNY-AM & FM	Dansville	Miller Media Inc.	\$300,000
WEXP-FM	Plattsburgh	Hall Communications	\$1.1 million
WGBB-AM & WBAB-FM*	Freeport	SFX Broadcasting	\$223.25 million
WGRF-FM & WUFX-FM	Buffalo	Mercury Broadcasting	\$12.45 million
WHTT-AM & FM & WSJZ-FM*	Buffalo	Evergreen Media	\$243 million
WHTZ-FM*	New York	Chancellor Broadcasting	\$395 million
WIBX-AM & WLZW-FM	Utica	Forever Broadcasting Inc.	\$3,091,200
WIQT-AM & WQIX-FM	Horseheads	Sabre Communications	\$750,000
WLIX-AM	Islip	Long Island Multi-Media	\$1.1 million
WMNS-AM & WMXO-FM	Olean	CAM Communications Inc.	\$375,000
WMRW-FM	Westhampton	Morey Org.	\$28,500
WNDR-AM & WNTQ-FM	Syracuse	Pilot Communications	\$12.5 million
WNYC-AM & FM	New York	WNYC Foundation	\$20 million
WOKN-FM	Southport	Pembrook Pines Elmira Ltd.	\$77,299
WPTR-AM	Albany	Crawford Broadcasting Co.	\$700,000

\* Station prices might be part of a group deal and therefore may not reflect the price of the individual station.

Calls	City	Buyer	Price
WPUT-AM	Brewster	Commodore Media Inc.	—
WRHD-AM & WRCN-FM	Riverhead	Islandwide Broadcasting	\$1.66 million
WSCM-AM	Cobleskill	Kevin Smith Broadcasting	\$18,000
WSCP-AM & FM	Sandy Creek	Tri-County Broadcasting	\$170,000
WSGO-AM & WGES-FM	Oswego	Radio Corporation	\$466,000
WMSA-AM, WTNV-AM & FM	Watertown	WFRG Inc.	\$2,508,800
WGNA-AM & FM & WTRY-AM & FM & WPYX-FM*	Albany	Multi-Market Radio Inc.	\$100.1 million
WUTQ-AM & WOUR-FM	Utica	Broadcast Communications Inc.	\$1.35 million
WVIB-FM*	Mount Kisco	Commodore Media Inc.	\$15 million
WVYB*-FM	Patterson	Commodore Media Inc.	\$15 million
WYNY-FM*	Lake Success	Evergreen Media	\$243 million
WZAD-FM	Wurtzboro	Beehive Entertainment Corp.	\$480,000
WZBZ-AM	Plattsburgh	Barry Lunderville	\$35,000

### North Carolina

WAED (FM CP)	Harker's Island	Clarence Barinowski	—
WCBZ-FM	Williamston	Eastern Carolina Broadcasting	\$725,000
WCCJ (FM CP)	Harrisburg	Davis Broadcasting	\$2.2 million
WCIE-AM	Spring Lake	W&V Broadcasting Enterprises	\$12,000
WECR-FM	Beech Mountain	Rondinaro Enterprises Inc.	\$51,000
WEGG-AM & WBSY-FM	Rose Hill	RMB Broadcasting	\$342,000
WESQ-FM	Rocky Mountain	Friends of Down East Pub. Radio	—
WFAI-AM	Fayetteville	Colonial Radio Group Inc.	\$175,000
WFGW-AM & WMIT-FM	Black Mountain	Billy Graham Evangelistic Assoc.	—
WFMC-AM	Goldsboro	New Age Communications	\$300,000
WGAS-AM	South Gastonia	Victory Christian Center	\$60,000
WJTP-AM	Newland	Rondinaro Enterprises Inc.	\$175,000
WKQT-FM	Greenville	Taylor Communications	\$2 million
WKRK-AM	Murphy	Radford	\$250,000
WLWW-FM	Waxhaw	GHB of Waxhaw	\$325,000
WMAP-AM	Monroe	Helms Communications	\$1
WMFR-AM, WWWB-AM & WMAG-FM	High Point	SFX Broadcasting Inc.	\$6 million
WNCT-AM & FM	Greenville	Beasley Broadcasting	\$3 million
WNDN-FM	Salisbury	Victory Christian Center Inc.	—
WPEG-FM, WBAV-AM & FM*	Concord-Charlotte	Evergreen Media	\$243 million
WRAQ-AM	Brevard	Quality Broadcasting of Brevard	\$121,000
WRFX-AM & FM, WEDJ-FM*	Charlotte	Evergreen Media	\$243 million
WRPL-FM	Wadesboro	Bible Broadcasting Network Inc.	\$2.425 million
WRRF-AM & WDLX-FM	Washington	Pinnacle Broadcasting	\$3.75 million
WSAT-AM	Salisbury	WSAT Inc.	\$22,500
WSTP-AM	Salisbury	Rowan Media	\$210,000
WSTP-AM & WRDX-FM	Salisbury	Dalton Group	\$3 million
WTAB-AM	Tabor City	WTAB Inc.	\$175,000
WEZC-FM & WTDR-FM*	Statesville	SFX Broadcasting	\$23.5 million
WTKF-FM	Atlantic	Walter & Lockwood Phillips	\$190,000
WTLK-AM	Taylorsville	Apple City Broadcasting Co.	\$225,000
WRDU-FM & WTRG-FM*	Rocky Mountain	SFX Broadcasting Inc.	\$28 million
WVOF-AM	Camp Lejeune	CTC Media Group Inc.	\$38,000
WYNA-FM	Tabor City	Pamplico Broadcasting	\$400,000

### North Dakota

KCJB-AM, KHND-AM & KYYX-FM	Minot	Chester Reiten Harvey	\$200,000
KQLX-AM & FM	Lisbon	Loomis	\$300,000

Continued on Page 8

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# Q101's TWISTED CHRISTMAS 2 BENEFITS EVERYONE IN CHICAGO

TWISTED CHRISTMAS 2 ARTIST	BEFORE (UNITS / RANK)	AFTER (UNITS / RANK)	% INCREASE
WHITE ZOMBIE	834 / #102	951 / #110	+14%
TRIPPING DAISY	341	476	+40%
ALANIS MORISSETTE	6669 / #10	8374 / #9	+26%
SOUL ASYLUM	292	428	+47%
SILVERCHAIR	1921 / #38	2724 / #24	+42%
GOOGOO DOLLS	2067 / #35	2659 / #26	+29%
OASIS	970 / #87	1395 / #73	+44%

Q101'S TWISTED CHRISTMAS HELPED INCREASE SALES FOR ALL SEVEN ARTISTS, EVEN WHILE BEATLEMANIA AND CHRISTMAS ALBUMS DOMINATED THE CHARTS! SOURCE: CHICAGO SOUNDSCAN WEEK ENDING 12.3.95 VS 12.10.95

RADIO STATION HOLIDAY SHOWS - LABEL EXECUTIVES, MANAGERS, ARTISTS, AND PROGRAM DIRECTORS SPENT THE LATTER HALF OF 1995 CURSING THEM AND WISHING THEY'D JUST GO AWAY.

Q101'S TWISTED CHRISTMAS PROVIDED AN EXCEPTION TO IT ALL. LISTENERS SAW THE BEST SHOW OF THE YEAR, FEATURING WHITE ZOMBIE, ALANIS MORISSETTE, SILVERCHAIR, PORN FOR PYROS, SOUL ASYLUM, OASIS, GOOGOO DOLLS, AND TRIPPING DAISY. RECORD SALES BY THE PARTICIPATING BANDS SHOWED AN OVER 20% SOUNDSCAN INCREASE. AND, TOGETHER, WE RAISED OVER \$50,000 FOR CHICAGO SUICIDE-RELATED CHARITIES, LOSS AND CONTACT CHICAGO.

IT IS RARE IN OUR INDUSTRY THAT WE ACTUALLY HAVE THE OPPORTUNITY TO CREATE EVENTS WHERE EVERYONE WINS. Q101'S TWISTED CHRISTMAS WAS ONE OF THOSE OPPORTUNITIES.



ON BEHALF OF LOSS, CONTACT CHICAGO, OUR LISTENERS,  
AND STAFF, THANKS TO ALL THE BANDS, THE MANAGERS, AND LABELS  
THAT HELPED MAKE TWISTED CHRISTMAS A HUGE SUCCESS.

Q101

Continued from Page 6

Calls	City	Buyer	Price
KSSZ-FM	Kindred	Above & Beyond Broadcasting	\$390,000
<b>Ohio</b>			
FM-C.P.	Columbus	Spirit Communications	\$35,000
WBKC-AM	Painesville	Water's Edge Communications Co.	\$50,000
WBZI-AM	Xenia	Town and Country Broadcasting	\$140,000
WGFT-AM	Youngstown	Esq. Communications	\$250,000
WINW-AM & WRQK-FM	Canton	Canton SabreCom	\$5 million
WIRO-AM	Ironton	Adventure Communications	\$300,000
WLOH-AM, WHOK-FM & WLLD-FM*	Columbus	Citicasters Inc.	\$24 million
WMLV-FM	Ironton	Simmons Broadcasting	\$200,000
WMVO-AM & WQIO-FM	Mount Vernon	KNOX Broadcasting	\$700,000
WSPD-AM & WLQR-FM	Toledo	Noble Broadcasting	\$6.6 million
WTJY-FM	Johnstown	Stop 26-Riverbend Inc.	\$1.5 million
WTRJ-FM	Troy	Hawes-Saunders Broadcast Properties	\$1.1 million

Calls	City	Buyer	Price
<b>Oklahoma</b>			
KASR-AM & FM	Perry	Singer Broadcasting Group Inc.	\$185,000
KBIX-AM	Muskogee	Oklahoma Sports Properties Inc.	\$149,000
KDDQ-FM	Comanche	Comanche Radio LLC	\$185,000
KFXI-FM	Marlow	Jeffrey Southmayd	—
KFXT-FM	Sulphur	Jeffrey Southmayd	—
KITX-FM	Hugo	BP Communications	\$365,000
KITX-FM	Hugo	K95.5 Inc.	\$400,000
KJMM (FM CP)	Bixby	Perry Broadcasting	\$875,000
KOKC-AM	Guthrie	Griffith	\$70,000
KOKL-AM	Okmulgee	James Brewer	\$174,900
KOMA-FM	Oklahoma City	Diamond Broadcasting	\$2.5 million
KPNC-FM	Ponca City	KPNC Broadcasting Inc.	\$105,000
KRDM-FM	Ardmore	PENNOK Communications	\$5000
KTFX-FM	Tulsa	NewCity Communications of OK	\$3.5 million
KTLO-AM & KEOK-FM	Tahlequah	Demaree Communications Inc.	\$465,000
KTLS-FM	Ada	Tyler Broadcasting	\$441,000
KVLH-AM & KGOK-FM	Pauls Valley	Pauls Valley Broadcasting	\$300,000
KWCO-AM & KXXK-FM	Chickasha	Robert Martin	\$125,000
KWDQ-FM	Billings	WoodwardHouse	\$109,500
KXLS-FM	Alva	Chisholm Trail Broadcasting	\$650,000
KXVQ-AM	Pawhuska	KRIG Inc.	\$30,000
KZCD-FM	Lawton	KLAW Inc.	\$400,000

Calls	City	Buyer	Price
<b>Oregon</b>			
KCLM-FM	Newport	Coastal Concepts Corp.	\$40,000
KDBX-FM	Banks	Salem Communications	\$1.3 million
KDOV-AM	Phoenix	Applegate Christian Fellowship	\$375,000
KFXX-AM & KGON-FM	Portland	Entertainment Communications	\$24.5 million
KKCW-FM*	Beaverton	Citicasters Inc.	\$30 million
KLOO-AM & KFAT-FM	Corvallis	OR Trail Productions	\$1.1 million
KNPT-AM & KYTE-FM	Newport	Yaquina Bay Communications	\$331,798
KRCO-AM & KIJK-FM	Prineville	Jay Man Productions Inc.	\$1 million
KSWB-AM	Seaside	Kenneth Ulbricht	\$200,000
KUPL-AM	Portland	KPHP Radio Inc.	\$2 million
KXYQ-AM & FM	Salem	Heritage Media	\$7 million
KXYQ-AM	Milwaukie	Spartan Media Inc.	\$200,000
KZZK-AM & FM	Eugene	Noula Pappas	\$1 million

Calls	City	Buyer	Price
<b>Pennsylvania</b>			
WARD-AM	Pittston	Robert Cordaro Inc.	\$275,000
WCHX-FM	Lewistown	Harry and Anna Hain	\$159,000
WCMB-AM & WIMX-FM	Harrisburg	Barnstable Broadcasting	\$2.25 million
WCTX-FM	Palmyra	Quaker State Broadcasting	\$870,240
WFLN-FM*	Philadelphia	American Radio Systems Inc.	\$70 million
WGMP-AM & WOGL-FM*	Philadelphia	Westinghouse Electric Corp.	\$850 million
WHTF-FM	Starview	Hall Communications Inc.	\$3.2 million
WHUN-AM	Huntingdon	Bardcom Inc.	\$200,000
WIKN-FM	Port Matilda	Tele-Media Broadcasting	\$475,000
WGBI-AM, WILK-AM, WGGY-FM & WKRZ-FM	Wilkes Barre-Scranton	River City Broadcasting	—
WIPI-AM & WODE-FM	Easton	ASQ Acquisition Corp.	\$18 million
WIPI-AM & WODE-FM*	Easton	Patterson Broadcasting	\$36 million
WJRV-AM	Loretto-Ebensburg	Allegheny Broadcasting Corp.	\$75,000
WKVE-FM & WXVE-FM	Spangler	CAM Communications	\$1.6 million
WLYC-AM & WILQ-FM	Williamsport	Van Michael	\$1.7 million
WMRE-AM & WFRY-FM	Hughesville	Dame Media Inc.	\$375,000
WPGR-AM	Bala Cynwyd	Global Radio	\$1.4 million
WPMR-FM	Tobyhanna	Keymarket	\$50,000
WQXA-AM & FM	York	Tele-Media Broadcasting Co.	\$5 million
WRQQ-AM	Farrell	Zapis Communications	\$63,500
WTCY-AM & WNNK-FM*	Harrisburg	Patterson Broadcasting Inc.	\$30 million
WTGC-AM & WUNS-FM	Lewisburg	Diggins Media	\$250,000
WVFC-AM	McConnellsburg	Allegheny Mountain Network	\$18,000
WVPO-AM & WSBG-FM	Stroudsburg	Nassau Broadcasting	—
WVPO-AM & WSBG-FM	Stroudsburg	TRX Media of Stroudsburg	\$2 million
WWDB-FM	Philadelphia	Mercury Radio Communications	\$48 million
WWKS-FM	Beaver Falls	Secret Communications LP	\$4 million
WWPA-AM & WWWD-FM	Williamsport	Williamsport Radio Corp.	\$400,000
WWSW-AM & FM*	Pittsburgh	Chancellor Broadcasting	\$395 million

Calls	City	Buyer	Price
WXVX-AM	Monroeville	P. Pushpamala Reddy	\$95,000
WYXR, WJJZ-FM & WYXR-FM*	Philadelphia	Evergreen Media	\$243 million

Calls	City	Buyer	Price
<b>Puerto Rico</b>			
WEGM-FM	Hormigueros	MEGA Corp.	\$800,000
WEKO-AM	Cabo Rojo	Marla Ortiz Aviles	\$1.1 million
WISO-AM	Ponce	Wilfredo Blanco Pi	\$500,000
WMSW-AM	Hatillo	Zaida Santos Rivera	\$1000
WNNV-FM	Aguada	JCM Barreto & DB Santiago	—
WOIZ-AM	Guayanilla	Rodriguez	\$375,000
WPRA-AM	Mayaguez	Empresas Bechara Inc.	\$700,000
WPRA-AM & WRPC-FM	Mayaguez	American Nat'l Broadcast Group	\$3.865 million
WRAI-AM	San Juan	Pedro Roman	\$685,000
WRAI-AM & WLDI-FM	San Juan-Bayamon	Primedia Broadcast Group	\$4.32 million
WRIO-FM	Ponce	Arso Radio Corp	\$1.5 million
WRPC-FM	San German	Anthony Cruz	\$1 million

Calls	City	Buyer	Price
<b>Rhode Island</b>			
WADK-AM & WOTB-FM	Newport	Bear Broadcasting Co.	\$2 million
WBLQ-FM	Block Island	Westerly Broadcasting Co.	\$405,000
WDGE-FM	Wakefield	Urso Major Broadcasting Co.	\$20,000
WHJJ-AM & WHJY-FM*	Providence	Multi-Market Radio Inc.	\$100.1 million
WICE-AM	Pawtucket	Back Back Broadcasting	\$720,000
WKFD-AM	Wickford	Jerome Gaudet	\$60,000
WWRX-FM	Westerly	Radio Equity Partners	\$10 million

Calls	City	Buyer	Price
<b>South Carolina</b>			
WBFM-FM	Seneca	Alpeak Broadcasting	\$850,000
WBSC-AM	Bennettsville	D-Mitch Broadcasting	\$135,000
WBZK-FM	Chester	Jefferson-Pilot Communications	\$1.5 million
WCMG-FM	Marion	Nautical Broadcasting	\$150,000
WDAF-AM	Darlington	Greater Highway Church	\$45,000
WDKD-AM & WWKT-FM	Kingstree	Don & Peggy LaDuke	\$435,000
WEZL-FM & WXLY-FM*	Charleston	Regent Communications	\$50 million
WHSC-AM & FM	Hartsville	George Buck	\$300,000
WIJY-FM	Hilton Head Island	New Adventure Communications	\$1.255 million
WJAY-AM	Mullins	Greater Highway Church	\$107,500
WJAY-AM & WCIG-FM	Mullins	Atlantic Broadcasting	\$380,000
WJMZ-FM	Anderson	ABS Communications	\$5.3 million
WJUK-FM	Mt. Pleasant	Point Communications	\$900,000
WLOW-FM	Port Royal	New Adventure Communications	\$100,000
WLWH-FM	Hardeeville	Southeastern Broadcasting	\$2 million
WLXC-FM	Lexington	HFS Communications LLC	\$825,000
WMGL-FM	Ravenel	William Dudley III	\$10,000
WMGL-FM & WWWZ-FM	Ravenel	Mayo Radio of Charleston Inc.	\$2.45 million
WORF-FM	Elloree	JoMar of Orangeburg	\$225,000
WRNN-FM	Murrells Inlet	Beach Talk	\$700,000
WRNN-FM	Murrells Inlet	Pinnacle Broadcasting Co. Inc.	\$550,000
WSNW-AM	Seneca	Covenant Broadcasting	\$50,000
WSYN-FM	Georgetown	Richard Laughridge	\$164,277
WUJM-AM	Charleston	Kirkman Broadcasting Co. Inc.	\$10,000
WWBZ-FM	McClellanville	Baker Broadcasting	\$848,000
WXWX-FM & WXWZ-FM	Easley/Greer	Palm Broadcasting Co. LP	\$3 million
WYKZ	Beaufort	Patterson Broadcasting	\$1.5 million

Calls	City	Buyer	Price
<b>South Dakota</b>			
KBWS-FM	Sisseton	James River Broadcasting Inc.	\$300,000
KJQJ-AM & KKQQ-FM	Volga	Sorenson Broadcasting	\$600,000
KQKD-AM & FM	Redfield	James River Broadcasting Inc.	\$255,000

Calls	City	Buyer	Price
<b>Tennessee</b>			
WBIN-AM (FM CP)	Benton	Family Communications	\$197,500
WDXN-AM	Clarksville	Southern Broadcasting	\$160,000
WGCM-AM	Maryville	Morgan Broadcasting	\$1
WIRJ-AM	Humboldt	John Warmath	\$45,000
WJCE-AM, WOGY-FM & WRVR-FM*	Germantown	River City Broadcasting	\$150 million
WKCV-AM	Kingsport	Appalachian Educ. Comm.	\$20,000
WKDA-AM	Nashville	Bart-Evins Broadcasting	\$325,000
WKJM-AM	Harsville	Twenty Five Inc.	\$180,000
WLAC-AM & FM & WJCE-FM	Nashville	River City Broadcasting	—
WMCH-AM	Church Hill	Wallace Broadcasting	—
WMYU-FM & WWST-FM	Sevierville	Heritage Media Corp.	\$7 million
WOGY-FM	Germantown	River City Broadcasting	\$3 million
WOPI-AM	Bristol	Holston Valley Broadcasting Co.	\$140,000
WQDQ-AM	Lebanon	Radio Nashville Inc.	\$100
WRLG-FM	Smyrna	Lester Tumer Jr.	—
WSTN-AM	Somerville	Fayette County	—
WWTN-FM	Manchester	Gaylord Entertainment	\$3.8 million
WYYB-FM	Dickson	Tuned In Broadcasting Inc.	\$500,000

Calls	City	Buyer	Price
<b>Texas</b>			
KAFX-AM	Diboll	Stephen and Karla Yates	\$42,000
KAHT (FM CP)	Idalou	K. Ramsey	—
KAIH (FM CP)	Jacksboro	Hunt Broadcasting	\$6000
KAMZ-FM	El Paso	New Wave Communications	\$2 million

\* Station prices might be part of a group deal and therefore may not reflect the price of the individual station.

Continued on Page 10



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*to the*  
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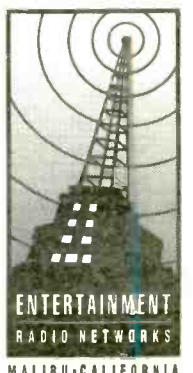


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**KMLE** - Phoenix  
**KWJJ** - Portland  
**KCMO FM** - Kansas City  
**KNCI** - Sacramento  
**KSSJ** - Sacramento  
**WSOC** - Charlotte  
**WSM FM** - Nashville  
**WRLX** - W. Palm Beach  
**KZST** - Santa Rosa

**WYNY** - New York  
**K101** - San Francisco  
**KFOG** - San Francisco  
**WXTU** - Philadelphia  
**KISS** - Boston  
**KBXX** - Houston  
**KZOK** - Seattle  
**KJR AM** - Seattle  
**KTCZ** - Minneapolis  
**B94** - Pittsburgh  
**WZAK** - Cleveland  
**KFXX** - Portland  
**KLTH** - Kansas City  
**KRAK** - Sacramento  
**KHTK** - Sacramento  
**WSSS** - Charlotte  
**WRMF** - W. Palm Beach  
**WCLB** - W. Palm Beach  
**CFOX** - Vancouver

**KABC** - Los Angeles  
**KNBR** - San Francisco  
**KYLD** - San Francisco  
**WMZQ** - Washington  
**WJMN** - Boston  
**KHYS** - Houston  
**KUBE** - Seattle  
**Q106** - San Diego  
**WIL FM** - St. Louis  
**WZPT** - Pittsburgh  
**WZJM** - Cleveland  
**WGRR** - Cincinnati  
**KFRG** - Riverside  
**KGBY** - Sacramento  
**WWBB** - Providence  
**WMAG** - Greensboro  
**WJNO** - W. Palm Beach  
**B106** - Columbia  
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## Arbitron

Continued from Page 1

At least some of the GMs took pains to focus their anger on Arbitron and not on the Spanish stations. "I have nothing against KLVE or KKJH," remarked **KIIS GM Roy Laughlin**. "In fact, I believe they've made legitimate gains recently. But all in one book? Maybe they're doing even better than Arbitron is reporting, but nobody knows. All we're asking is for Arbitron to get its act together so we know what we're selling."

## Pocketbook Threat

Sommers said some GMs have threatened not to pay for the Fall '95 results. "We're seeking legal advice to see what we can do, but right now we're not doing anything as a group because that would probably be collusive."

Arbitron takes in hundreds of thousands of dollars from each of its L.A. subscribers, so even the threat of a payment boycott is likely to make the company's executives — or at least its attorneys — sit up and pay attention.

Sommers also confirmed that the group has asked Arbitron to expand the definition of the L.A. metro to

## Navarro Shanachie Dir./Nat'l Promo

**Claudia Stewart Navarro** has been named to the newly created National Director/Promotion post at **Shanachie Entertainment**. Navarro most recently worked in a similar capacity at **Discovery Records**.

"Creating this post is a natural progression in Shanachie's continued growth and development," said Exec. VP/Media & Artist Development **R. Wayne Martin**. "We're very excited to have someone as promising and enthusiastic as Claudia to further develop the label's in-house promotion initiatives."

Navarro has also worked at **Private Music** and **Epic Records** and served as an **R&R** Asst. Editor.

include 700,000 people residing in suburban communities in adjacent counties. The metro currently includes Los Angeles and Orange counties, but Sommers and some of his colleagues would like certain communities — including Agoura, Thousand Oaks, and Simi Valley (located in eastern Ventura County) — to be considered part of L.A.

The majority of residents in these so-called bedroom communities are white, but Sommers contends he wants the metro definition changes because most of those residents are truly part of the L.A. community. "It would improve reach-and-frequency numbers, not just for our station, but for the market as a whole."

Arbitron representative **Thom**

**Mocarsky** said his company routinely looks into the possibility of a metro definition change if a majority of a market's subscribers make such a request.

## Fall Book

Continued from Page 1  
ton, while AM giants widened their leads in Boston, Seattle, Minneapolis, Pittsburgh, Cincinnati, and Kansas City. But most of these upper-demo monsters lost the 25-54 crown to such music FMs as **WHUR/Washington**, **KODA/Houston**, **WMJX/Boston**, and **WDVE/Pittsburgh**. **KIRO-AM/Seattle**, **WPOC-FM/Baltimore**, and **WLW-AM/Cincinnati** were among the few to lead in both categories.

## EXECUTIVE ACTION

## Shields Spears KIDR &amp; KHTC/Phoenix GSM Slot

Former **KNST-AM & KWFM-FM/Tucson** VP/GM **Mike Shields** has been appointed GSM at **KIDR-AM & KHTC-FM/Phoenix**. He succeeds **Brian Thomas**, who recently departed the **Bonneville Radio AAHS/70s** combo.

Says Shields, "I'm privileged and thrilled to be joining the management team of one of the country's premier broadcast organizations."

Shields has served as **KWFM's** GSM as well as **NSM** for **Prism's** four Tucson properties (**KCEE-AM**, **KNST**, **KRQQ-FM** & **KWFM**). He also has held sales/sales management jobs with **Pulitzer Broadcasting/Phoenix**.

## Monday To Program Pair Of Perry Urban Outlets

**Terry Monday** has been promoted to PD of **Perry Broadcasting** Urban outlets **KVSP/Oklahoma City** and **KJMM/Tulsa**. The first-time programmer, who also handles mornings at **KVSP**, has been that station's Asst. PD for the past two and a half years.

"It's challenging, as always," said Monday. "I've had some [non-radio] management experience, so that experience is helping me now. I'd like to thank [group owner] **Russell Perry** for having the confidence in me and giving me the opportunity. He's entrusted me with a lot of responsibility. This is a true blessing, being in this situation."

Monday, a seven-year radio veteran, began his career at **KOKC/Guthrie, OK**. He worked at **KKND/Stillwater, OK** before joining **KPRW/Oklahoma City**, which became **KVSP** when Perry bought it.

## Whaley Resurfaces At KPOI/Honolulu As PD

Former longtime **KPOI/Honolulu** staffer **Brock Whaley** has returned to the Alternative outlet as PD/morning co-host. He fills the vacancy created when **Ted Taylor** departed for **WDRE/Long Island's** PD post nearly two months ago (**R&R** 11/10/95).

**KPOI GM Chuck Cotton** told **R&R**, "[Whaley] has 25 years of experience in Rock radio. Reprising the morning show with Brock & **Charly Espina** seemed like an opportunity too good to pass up — it was a very popular morning show in this market. The fact that it was on a Classic Rock station makes absolutely no difference. Alternative stations all over the country are finding they must have creative morning shows, and this team certainly is creative."

Prior to his first stint at **KPOI** — which spanned a decade and included a stint as Asst. PD — Whaley programmed crosstown **KDEO-FM** during its brief tenure as a Rock station. His career also includes air personality stints at **WMET/Chicago**, **KAZY/Denver**, and **WSHE/Miami**.



Whaley

## Speigel Joins SW As Dir./Affiliate Relations

**SW Networks** has named **Elliot Lee Speigel** to its newly created Director/Affiliate Relations post. He most recently served as Director/Programming for **MediaStar International**.

"Speigel will act as liaison to **SW Networks'** affiliates, supervising affiliate communications and programming services — everything from special promotions to even being the conduit for sales," **SW Media Relations Manager John McKay** told **R&R**.

Speigel's background includes stints at **WNBC-AM/New York** and the **NBC Radio Network**, where he served as producer/writer and host for nationally syndicated programming.

## Odyssey Takes Thomson To Its CFO Post

**Paul Thomson** has been appointed CFO at **Odyssey Communications Inc.** He was Controller for the **Westwood One Stations Group** from 1989 to 1992.

"As a result of Odyssey's aggressive expansion and acquisition strategies, the position of CFO is now imperative to our continued growth," said Odyssey President/CEO **Mike Kakoyiannis**. "[Thomson] brings nearly 20 years of work experience, excellent credentials, and demonstrated success in both the business and broadcast sectors."

Thomson's other experience includes stints as Corporate Controller for **Herbalife International** and CFO for **Bernard Salick Companies**.



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 **HARRIS**

## UPDATE

### Columbia Ups Eisenthal To VP/Product Mktg.

**J**ulie Eisenthal has been promoted to VP/Product Marketing at **Columbia Records**. She previously served as Director/Marketing.

"Julia's experience as a product manager for many of our superstar artists — in addition to her A&R background — has provided her with the skills and relationships needed to provide leadership and excel in her new position," said VP/Marketing **Jay Krugman**, to whom Eisenthal reports in New York. "She is highly respected by artists and managers, as well as by the Columbia and **Sony** distribution staffs."



Eisenthal

Eisenthal joined Columbia in 1992. She began her career in 1986 as an assistant in **EMI Records'** A&R Department, which subsequently upped her to Associate Director and Director.

### KRG Dimensions Adds Urban, Hispanic Units

**K**RG Dimensions — **Katz Media Corp.**'s sales and marketing division — has created two new units servicing Urban and Spanish-language radio outlets: **KRG Urban Dimensions** and **KRG Hispanic Dimensions**.

"The formation of KRG Urban Dimensions developed as we realized the need to narrowly define and target the Urban market, said KRG Dimensions President **Bonnie Press**. "Forming an additional strategic sales arm dedicated to the Hispanic market is a logical extension of our commitment to new business development."

Former **Christal Radio** AE **Reggie Denson** has been tapped to manage KRG Urban Dimensions; **Katz Hispanic Media** VP/Sales Manager **Laura Hagan** moves to KRG Hispanic Dimensions as Director.

### Robbins To Launch Rap/Urban-Alternative Label

**B**MG is launching a new record label with **Profile Records** co-founder **Cory Robbins**. **Robbins Entertainment LLC** will focus on rap/urban and alternative rock, using either its own or **RCA Records'** promotion staff on a per-project basis.

"This is going to be an independent label with the resources of a major," President/CEO Robbins told **R&R**. "I can continue to do things the way I did at Profile, but when I need an army behind me, I have one."

Robbins founded Profile in 1981 at the age of 23, enjoying his first success with **Run-D.M.C.**

### Paterno Becomes Name Partner

**F**ormer **Hollywood Records** President **Peter Paterno** has been made a name partner in **King, Purtich & Holmes**.

Since last January Paterno — along with attorney **Jill Berliner** — has been running the entertainment division of the law firm now known as **King, Purtich, Holmes, Paterno & Berliner**.

Paterno, whose legal clients include **Smashing Pumpkins** and **Alice In Chains**, founded **Hollywood Records** in 1990 and served as President until 1993.



Paterno

### NYMRADical Party



More than 500 revelers jammed New York's **Marriott Marquis Skylobby** following the **New York Market Radio Broadcasters Association (NYMRAD)** luncheon. They included (l-r) **WYXR/Philadelphia's** **Cassandra**, **WYXR-FM & WJZ-FM/Philadelphia's** **Greg Quisito**, and **Katz Radio's** **Barbara Ficano**.

### Cray KFOG-ed In



**Robert Cray's** first homecoming gig in two years was recently broadcast live on **KFOG/San Francisco** and the 60-station **ABC Rock Radio Network**. Shown backstage at the **Warfield** are (l-r) **KFOG's** **Paul Marszalek** and **Bill Evans**, **Cray**, and **KFOG's** **Peter Finch**.

### Spiffy Diffie Visits JSN In Jiffy



**Jce Diffie** (l) was never iffy about stopping by **Jones Satellite Networks'** "U.S. Country" and "CD Country" for interviews while in **Denver**. He's shown with **CD Country's** **Dakota Leann Summers**.

### Panache Gives Indy Urban Gold WXTZ

**Panache Broadcasting**, which has entered into a deal to buy **WXTZ-FM/Indianapolis** for \$4 million, took over the facility via an **LMA** last Monday (1/15). The station, which had been a **Beautiful/EZ** outlet, flips to **ABC Radio's** **Urban Gold** format as "93.9 Gold."

"[The station] had not done well and never received more than a two share in the market," VP/GM **Paul Major** told **R&R**. "We took the station over and converted it into 'Solid Gold Soul' to complement our Urban family — **Gospel WTLC-AM**, mainstream Urban **WTLC-FM**, and now **WXTZ**. All three of the stations make quite a statement as a super trombo in the **Indianapolis** market."

### Lewis

Continued from Page 3

true. In the **Atlanta** market, the stakes are high and I like that."

In addition to his seven-year tenure at **WSHE**, **Lewis** served as **GSM** at **KTSA-AM & KTFM-FM/San Antonio** and has been a sales and management rep at **Blair Radio** and **Blair/RAR** in **New York**.

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For more information on attending, call 800/342-2460 or 202/775-4970. To learn about exhibiting at **NAB '96**, call the **NAB** exhibit sales team at 800/NAB-EXPO or 202/775-4988

## Radio

• **JIM McKERNAN** has been appointed VP/GM of KEZO-AM & FM & KKCD-FM/Omaha. He was previously VP/Sales Director & Station Manager of crosstown KPTM-TV & KXVO-TV.

• **BILL PALMERI** has been promoted to VP/GM at WALL-AM & WRRV-FM/Newburgh-Middletown, NY. A 10-year veteran of Hudson Valley radio, he most recently served as the combo's OM.

• **RICK SELLERS** is the new GM at WMT-AM & FM/Cedar Rapids, IA. He had been Dir./Operations & Programming.

• **STEVEN ENGLER** and **TRACI CLAUSEEN** have been named GM and GSM, respectively, at KTMS-AM & KHTY-FM/Santa Barbara, CA. Engler previously was President at KBSI-TV/Cape Girardeau, MO; Clauseen was GSM at crosstown KCQR.

• **JIM ASHBERY** adds Dir./Operations duties at the Eagle Group, Cox Broadcasting's Denver-based research firm. He will remain VP.

• **OMNIAMERICA GROUP** has begun the construction of new state-of-the-art

studios for Oldies WOLL/West Palm Beach. The entire on-air staff will relocate from their current Riviera Beach, FL facility upon the project's completion, joining siblings WEAT-AM & FM in an enlarged facility.

## Records

• **TONY JOHNSON** has been promoted to Sr. Dir./National Publicity for Virgin Records. He had been the label's National Dir./R&B Publicity.



Johnson

• **TREVOR CAREY** is the new West Coast Regional Promotion Manager for Relativity Recordings Inc. Carey most recently worked at KKFR/Phoenix and formerly programmed KBOS/Fresno and KHQT/San Jose.



Carey

• **VICTORIA KAHN** has joined EMI-Capitol Music Group North America as Manager/Corporate Communications. Kahn previously held a management position in international relations at the label.



Kahn

• **JENNIFER GROSS** has been appointed Dir./Product Management for MCA Records. She was Dir./Media & Artist Relations for Mute Records.

• **J.D. SUSSMAN** has been named GM of Grindstone Records. He had been an independent national promotions director, focusing on breaking alternative acts.

• **FLYING RECORDS**, an Italy-based dance music label, is launching a U.S. division. Former Mechanic VP/GM **HOLLY LANE** has been tapped as domestic GM.

## National Radio

• **KECIA LIPPS** has been named Network Ad Coordinator for syndicator

## CHRONICLE

### BIRTHS

**WFXA/Augusta, GA OM/ PD James Alexander**, wife Angela, twins James III and Danielle Marie, December 4.

Broadbank Burbcasting. She will also handle public relations for Broadbank's "The Gary Burbank Show."

• **ESPN RADIO** has announced that Brent Musberger, Jim Durham, and Glenn Ordway will be the play-by-play announcers for its new NBA broadcasts. Mike Tirico will host from the network's Bristol, CT headquarters. Also at ESPN, former NBA coaches Dr. Jack Ramsay, Quinn Buckner, and Kevin Loughery will share analyst assignments; (203) 585-2000.

• **ONE-ON-ONE SPORTS** has signed Steve Czaban and Arnie Spanier for mornings and late-nights, respectively. Larry Cotlar will move to weekend nights; John Renshaw segues to middays; Kevin Wall's shift moves up two hours; and "Papa" Joe Chevalier moves to evenings; (708) 509-1661.

• **GLOBAL SATELLITE NETWORK** presents a Valentine's Day special with Bonnie Raitt, February 14, at 11pm ET/8pm PT. The 90-minute program features listener call-in segments and music from Raitt; (818) 906-1888.

• **CBS RADIO SPORTS** resumes NCAA basketball coverage on January 20, with extensive tournament coverage beginning March 10; (212) 975-3773.

• **TRF PRODUCTION MUSIC LIBRARIES** releases two new CDs through its Bosworth division. "World Sports" contains tracks for all sports events; "Light Music & Jazz Archive 1930-1968" covers the basics for all jazz enthusiasts; (914) 356-0800.

## Changes

**AC: KACD & KBCD-FM/Los Angeles** promote weekender **Nicci Ross** to afternoons, taking over OM/MD **Mason Hennessey's** on-air duties ... Former **KESZ/Phoenix PD Mike Del Rosso** becomes interim PD, keeping his midday shift ... Hot **AC WYYY/Syracuse** moves **Jay Nachlis** from evenings to middays ... **WMXF/Madison, WI** returns to AC from '70s as "Lite 96.3" ... **Paul Hil-**

## Industry

• **JOHN BARLETT** has been elevated to GM for TAPSCAN's Worldwide Strategic Development Unit. New duties include overseeing international sales and marketing expansion.

• **CRAIG CHAMBERS** is the new VP/GM of "Great American Country," a new 24-hour music video cable TV channel from Jones International Networks. He had served in various marketing, sales, and management positions for Group W Satellite Communications.



Chambers

• **SHELLY BUNGE** has been promoted to Sr. VP/Business Affairs for Sony Pictures Entertainment's Music Group. She will have an expanded role in developing music rights acquisition policies for the group, among other duties. Bunge was a staff attorney in the group's legal department.

• **VAN TOFFLER** and **DAVID GALE** have been named Exec. VP/MTV Productions and Sr. VP/MTV Films, respectively, at MTV Networks. The unit produces films and off-network projects. Also, **ABBY TERKUHL** and **LISA BERGER** become Creative Dir./MTV Productions and Sr. VP/Series Development, respectively.

## PROS ON THE LOOSE

- Debbie Alcocer** — MD KISS/San Antonio (210) 656-9060
- Big Ron O'Brien** — Mornings KKBH/San Diego (310) 473-8060
- Gwen Roberts** — OM KKBH/San Diego (619) 530-9030
- Lou Sanchez** — Parttime swing WMGQ/New Brunswick, NJ (201) 288-5294

**dreth** has been named OM/ PD for WGSY/Columbus, GA ... Best wishes to WNSN/South Bend, IN PD **Rob Poulin**, who departs for the University of Vermont graduate school.

**Adult Alternative: KDGE/Dallas PD Joel Folger** becomes consultant for KZYR/Vail, CO and the Radio One Network ... WSHE/Miami morning news anchor **Diane Ray** exits ... **WJBX/Ft. Myers** ups **John Nichols**

Continued on Page 21

## Producer's Workshop Slated

**R**adio and TV producers from around the world will converge in New York for **Geller Media International's** annual "Producer's Workshop" on February 3 from 10am-4pm at the Radisson Empire Hotel.

Among the major industry figures slated as speakers are **Westwood One Radio Networks VP Larry Kahn**, **WABC/New York OM Denise McIntee**, **WOR/New York PD David Bernstein**, and **Talkers** magazine publisher **Mike Harrison**. Workshop topics will focus on Talk radio programming; a special session pitting producers and hosts will feature **KFMB/San Diego producer Jack Landreth**, **WABC personality Jay Diamond**, and **WLS/Chicago host Turi Ryder**. Registration before January 22 is \$175, which includes a luncheon; the fee becomes \$225 after that date. For more information, call (212) 580-3385 or fax (212) 787-6279.

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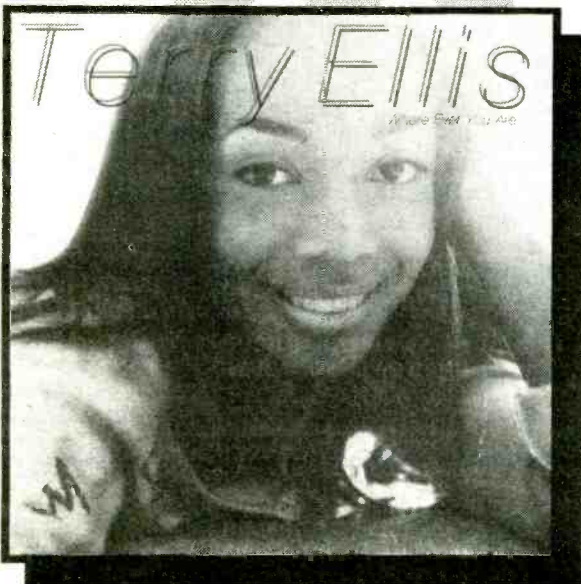
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# STREET TALK®

## Justice OKs Disney-Cap Cities/ABC Deal

Precious nanoseconds prior to presstime, the Justice Dept. approved **Walt Disney Co.**'s \$19 billion purchase of **Capital Cities/ABC Inc.** Before the announcement, Disney said it would sell off **KCAL-TV/L.A.** to keep from owning two TV stations (**KABC-TV** would become the company's second) in the same market. Industry analysts believe **KCAL** could fetch between \$300 million and \$400 million; Disney bought it for around \$320 million in 1988.

Disney had been seeking an **FCC** waiver regarding the L.A. TV situation, but decided recent legislative developments made that unlikely. The next **FCC** meeting at which the merger could be approved is set for January 31.

The bright yellow **KBFM/McAllen-Brownsville** van made an unscheduled stop at 6am last Wednesday (1/10), smashing into two apartments and causing an estimated \$15,000 in damages. No injuries were reported, but the two dining rooms were destroyed. Police charged **Lenny Lee Garza** with driving under the influence and the van's two other occupants (station air talent **Marisa Garcia** and friend **Jose Lozano**) with public intoxication.

**Mario Cruz**, who lives in one of the

damaged apartments, said, "We woke up and the B-104 'Party Van' was here. I thought I won the 104 bucks. They're going to wind up paying more than \$104."

Look for **Denise Edwards** to become PD at **WWIN/Baltimore**.

The Spanish race heats up in Dallas with the merger of **El Dorado** and **Radio Plano**. In the deal, **El Dorado** will acquire **KRVA-AM & FM** and launch an LMA-to-purchase **KXEB-AM**, owned by **Pesa Broadcasting**. This puts **El Dorado** head-to-head with **Heftel's** six Spanish Dallas properties.

Is a major Southeast player already looking to add **Ellis Communications**-owned **WMC-AM & FM & TV/Memphis** to its group holdings?

New Country **WLS-FM/Chicago** has applied for a call letter change to **WKXX** to go with its equally new "Kicks Country" slogan. Meanwhile, **Bill Moffett** has been signed to be the station's new voice. And ... word is that **WKXX** is in hot pursuit of **KMLE/Phoenix** morning maniacs **Tim & Willy** (aka **Tim Hattrick & Willy D. Loon**).

**Osborn Communications** entered into an LMA to operate **KNAX & KRBT/Fresno**, after agreeing to purchase the stations last week. **Chris Pacheco** — GM at crosstown Rock/AC combo **KRZR & KTHT** — becomes GM of the Country combo, succeeding **Jeff Silver**. Incidentally, Pacheco will bring **KRZR & KTHT** GSM **Jeff Negrete** and six other staffers with him.

Local police are crediting Hot AC **WBLI/Long Island** overnigher **Danny Wright** (real name **Ivor B. Pine**) with talking **George Cassidy** out of committing suicide. Cassidy reportedly called Wright with a laundry list of personal problems. Wright didn't air the call, but the air personality kept Cassidy on the line while dialing 911. Police confirmed the presence of slit marks on Cassidy's wrists.

A charitable foundation has been formed to aid and assist rehabilitation efforts for **WOR/NY**-based nationally syndicated radio talk host **Bob Aaronson**, who was severely injured in a

Continued on Page 20

## Rumors

- Will **Universal Records** Exec. VP **Daniel Glass** bring in artist manager **Will Botwin** to head A&R? Meanwhile, look for former **Geffen** Dallas local rep **Rhonda Beasley** to begin Universal regional promo duties, based out of L.A., in mid-February.

- Wasn't that ex-**MTV** veejay **Mark Goodman** doing an on-air tryout for the **KYSR/L.A.** morning gig?

- Is former **WLUP/Chicago** personality **Garry Meier** headed for crosstown **Talk WLS-AM**? ST hears Meier impressed all the right people during this week's guest co-host gig with **WLS** middayer **Roe Conn**.

- Will former station owner (and **KSDO-AM/San Diego** consultant) **Jim Price** cop the crosstown **KKBH** PD slot? And will he be promoted rather quickly?

- Meanwhile, has former crosstown **KCBQ-FM** PD **Jesse Bullet** wrapped up the **KKBH** afternoon gig? And will he be promoted rather quickly, too?

- In other San Diego news, was ex-**KKBH** morning driver **Brian Whitman** heard filling in on crosstown **KGB**? Will he be doing fulltime mornings soon? And ... is **Jacor** considering Hot Country for recently acquired crosstown **KHTS**?

- Is Classical **KVOD-FM/Denver** thinking Country?

- Will **Leyla Turkkan** head A&R efforts for **Tom Zutaut's** new **Enclave** label?

- Is former **WOVV/West Palm Beach** morning driver **Joe Mama** headed for similar duties at **WZJM/Cleveland** or **WGTV/Dayton**?

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# STREET TALK®

Continued from Page 18

bicycle accident last September 14. Two good samaritans found Aaronson unconscious on a New Jersey roadside; the cause of the accident is still under investigation.

While Aaronson has made remarkable progress thus far, his family has been advised that it may take two years for him to fully recover from the injuries sustained in the accident. Send tax deductible donations to the Robert Aaronson Charitable Foundation, Box 275, Mountain Lakes, NJ 07046.

Morning manster **Don Imus** will be inducted into the **NAB** Broadcasting Hall of Fame at the group's April 15-18 confab.

Thanks to **River North** recording artist **Steve Azar**, who wowed the crowd with his performance at the world-famous **Club R&R** on Thursday (1/11).

Congratulations to **KNIX/Phoenix** General Program Mgr. **Larry Daniels**, who celebrated his 25th anniversary with the station last Thursday (1/11). Daniels is currently enjoying a weeklong, all-expenses-paid vacation in Hawaii, courtesy the Country outlet.

## Rumbles

• Look for **New World Communications** guru **Jerry Clifton**, on-loan **Heftel** VP/Programming **Bill Tanner**, and **Beasley** GM **Greg Reed** to begin interviews for the open **WPOW/Miami** PD slot. One of the first up is ex-**WHYT/Detroit** PD **Rick Gillette**. Look for candidates to come from the majors and from within the company.

• **WROX/Norfolk** PD **Chris Corley** announced his resignation on Tuesday (1/16) to pursue a consulting partnership with **Bob Chrysler**. Look for morning prankster **Perry Stone** to assume **WROX** programming duties.

• **KUBL/SLC** PD **John O'Rourke** exits for his hometown of Ft. Wayne, IN, where he'll head up the **Three Rivers Festival**.

• Look for Hot AC **WMXB/Richmond** PD **Steve Davis** to join **Zapoleon Media Strategies** consulting firm at month's end.

• **KHTN/Fresno** morning driver **Jeff Davis** is the new PD at **KWNZ/Reno, NV**. **Larry Irons** remains PD at crosstown sister **KRNO**.

• **WACO-AM & FM/Waco, TX** OM **Zack Owen** reassumes PD duties, as **Jim Miller** concentrates on AM mornings and sales.

• **KQWB/Fargo, ND** welcomes new PD **David Howey**. Formerly an AE at the station, **Howey** replaces the exiting **Jim Davis**.

• **WZZQ/Terre Haute, IN** taps **WLZR/Milwaukee** swing shifter **Troy Hanson** for PD duties, effective Monday (1/22).

• Former **WBBM/Chicago** APD **Ric Tower** has been hired to work in-house on **WHTZ/NY**'s new morning show with **Steve Cochran**.

• Former **KYLD** and **KYLZ/SF** personality **Frank Lozano** returns to **KPWR/LA** for weekend duties.

• **WZNF/Champaign, IL** adds **Jonathon Brandmeier**'s syndicated **WLUP/Chicago** show to mornings — an interesting move, considering that half of the University of Illinois-Champaign's student population hails from the Windy City.

• **KGLE-FM/Lake Tahoe, NV** flips from CHR to **Radio One Network's** Adult Alternative format.

• Former **WKSS/Hartford** morning driver **Gary Craig** has begun filling in on an interim basis at **WEGQ/Boston**. Look for **ARS** Boston VP/Programming **Greg Strassell** to make a decision soon.

Speaking of **WEGQ** ... at 4:30pm Tuesday (1/16) the station switched to its new 500-foot stick. First song was **Bachman-Turner Overdrive's** "You Ain't Seen Nothing Yet."

RADIO RECORDS



1

- **Mickey Eichner** appointed **MCA Records** Sr. VP.
- **Janet Billig** named **Atlantic Records** Sr. VP.
- **Stan Martin** promoted to **WQEW/NY** VP/Station Mgr.
- **Shirley Maldonado** becomes **KLJZ/N.O.** PD.

5

- **Mike Bone** and **Ed Eckstine** appointed co-Presidents of **Mercury Records**.
- **Group W** ups **Ted Utz** to **WNEW-FM/NY** VP/GM and **Chuck Fee** to **WMMR/Philly** VP/GM.
- **Craig Lambert** elevated to **Atco Records** Sr. VP/Promo.
- **Robert Benjamin** named **WHFS/Washington-Baltimore** PD.
- **George Mason-Dixon** becomes **WYAY & WYAV/Atlanta** PD.

10

- **Skip Miller** promoted to **Motown Records** Exec. VP.
- **Steve Popovich** named **PolyGram** Sr. VP/ Nashville.
- **Norm Epstein** becomes **KLAC & KZLA/L.A.** GM.
- **Mike Lonke** appointed **WMAQ/Chicago** GM.
- **Greg Ausham** takes **WCMF/Rochester** PD post.

15

- **Bob Fauser** named **Viacom** VP/Radio.
- **Scott Shannon** becomes **WRBQ (Q105)/Tampa** Ops Dir.
- **Art Snow** appointed **KFJZ/Dallas** PD.

20

- **Bill Minchler** joins **OK102½/Seattle** for middays.
- **Gary Burbank** joins **WHAS/Louisville** for radio and TV duties.

## There's Snow Business Like Show Business

Owing to a 72-hour state of emergency caused by the blizzard of '96, Alternative **WHTG/Monmouth-Ocean, NJ** PD/MD/midday maven **Bruce McDonald** and AMD/afternoon delight **Rob Acampora** were the only staffers in the building for three days. Splitting seven-hour airshifts, the dynamic duo held down the airwaves from 11am Sunday (1/7) through 10am Tuesday (1/9).

"We provided a lot of information and tried to be entertaining," says McDonald. "We got a little silly, because we didn't get a lot of sleep. The theme became 'FM 106.3 — Always Open — If It's Not Rob, It's Bruce.'"

## Records

- **Polydor/Atlas** welcomes two new Regional Promo Directors: **Mark Burger** (Southwest) and **Mark Chotiner** (West Coast).
- **Scotti Bros.** Dir./Nat'l Promo **Rick Sackheim** exits.
- **Gary Morgenstein** joins **EMI** as Dir./Corporate Communications. He was previously Mgr./Media Relations for **ABC News**.



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## Seminar Registration

### Information

**You Can Fax This Form To:**  
(310) 203-8450

**You Can Mail This Form To:**

R&R Talk Radio Seminar  
10100 Santa Monica Blvd. 5th Floor  
Los Angeles, CA, 90067-4004

**Please print carefully or type in the form below. Full payment must accompany this registration form. Photocopies are acceptable.**

### Mailing Address

Name \_\_\_\_\_

Title \_\_\_\_\_

Call Letters/Company Name \_\_\_\_\_

Street \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone # \_\_\_\_\_ Fax # \_\_\_\_\_

### Seminar Fees

Before January 19, 1996 **\$300**

After January 19, 1996 **\$375**

*There is a \$50.00 cancellation fee. There will be no refunds after February 1, 1996.*

### Method of Payment: Seminar

Amount Enclosed: \_\_\_\_\_

Visa  MasterCard  American Express  Check Make Payable to R&R

Account Number  
\_\_\_\_\_

Expiration Date

Month Year Signature \_\_\_\_\_

Print Name Here \_\_\_\_\_

## Hotel Registration

### Hotel Information

**The Grand Hyatt at Washington Center**

*The Grand Hyatt at Washington Center is conveniently located 15 minutes from Washington National Airport, and within walking distance of the White House, Ford's Theatre and Lincoln Museum, The US Capitol, Smithsonian, Vietnam Memorial and more are located nearby.*



We look forward to hosting you in our Nation's Capital at the Grand Hyatt Washington, located in the heart of downtown Washington. To guarantee your reservation we require either an enclosed check or money order covering the first night's stay, or a major credit card number, expiration date, and signature. Deposits will be refunded only if cancellation notification is received at least 7 days prior to arrival.

Reservations requested after February 1, 1996 or after the room block has been filled are subject to availability and may not be available at the convention rate. Check in time is 3:00 pm, Check out time is 12 noon. **Note: If paying by check, make a check out to The Grand Hyatt for your hotel reservation, and a separate check to R&R for the Seminar payment.**

Type of Room	No. of Rooms	Convention Rates
Single (1 person) *		\$139 a night
Double (2 people) *		\$159 a night
1 bdrm Suite		\$475-1300 a night

\* Regency Club Rates Available

### Reservation Request

Date of Arrival \_\_\_\_\_

Time of Arrival \_\_\_\_\_

Date of Departure \_\_\_\_\_

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone # \_\_\_\_\_

Sharing Room with \_\_\_\_\_

Amount \$ \_\_\_\_\_

American Express  Visa  MasterCard  Discover  Diners/Carte Blanche  Check

Account Number \_\_\_\_\_

Expiration Date: Month \_\_\_\_\_ Year \_\_\_\_\_

Signature \_\_\_\_\_

Print Name Here \_\_\_\_\_

Gold Passport # \_\_\_\_\_

Non-Smoking Room Requested



RANDALL BLOOMQUIST

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## Talk Radio Seminar: Learning At Every Turn

The upcoming **R&R Talk Radio Seminar**, set for February 22-25 at the Washington, DC Grand Hyatt, will be a nonstop learning fest for Talk programmers, producers, and managers who want to sharpen their professional skills. The confab features nearly 60 hours of Talk-focused workshops, speakers (including Dr. **Laura Schlessinger**), and events.

When you're not learning from the expert presenters, you'll be taught by your formative colleagues as you chat with them at receptions, along the hallways or, in that most hallowed of radio classrooms, the lobby bar.

### Heart Of The Matter

The heart of the seminar agenda consists of 15 workshops devoted to Talk programming, sales, and management issues. Here's what they'll cover:

- **Effective Call Screening** — Like it or not, every talk show is "co-hosted" by its callers. In this session, a panel of experts led by former **WGST/Atlanta** Exec. Producer/PD **Nancy Zintak** offers lessons in the crucial art of call management. Among the highlights: A notorious crank caller reveals his secrets for getting past screeners and disrupting talk shows.
- **Boosting Your Power Ratio** — Talk radio sales guru **Jim Taszarek** shares his considerable insight on selling beyond audience

size and cashing in on Talk radio's excellent audience profile.

- **Finding And Developing Talent** — Most PDs agree that the next generation of Talk stars will come from outside the format. But who are they, and how do you recognize them? In this session, consultant **Bill McMahon** discusses what to look for in a potential talker and the steps necessary to turn a fascinating person into a successful radio personality.

- **Producers: The Art And Science Of Handholding** — **Nancy Zintak** will use role-playing and audience participation to teach producers how to "manage from below." The topics will include dealing with difficult air personalities and balancing the sometimes conflicting demands of the host and the PD.

- **Building A Research Toolbox** — **WRKO/Boston** PD **Al Mayers** and consultant **Rob Balon** offer a primer on the latest and most effective audience research techniques — including the things stations should be doing internally to keep tabs on their listeners.

- **The Internet: Why Should I Care And How Can I Make Money From It?** — Former **WTOP/Washington** PD **Holland Cooke** cuts through the hype about online services to offer a no-nonsense look at how stations can reap direct and sig-

nificant benefits from cyberspace. **Cooke**, who advises radio stations on the use of interactive media, will take the audience on a live tour of radio web sites, offering his thoughts on what's good — and what's not.

- **Turning Syndicated Into Local** — **SW Networks** Director/Talk Programming **David Rimmer** leads a discussion of how to "take ownership" of syndicated programming by effectively integrating and promoting it as part of your station.

- **Creating The Buzz** — Who says you need a huge promotion budget to get noticed? In this session, **WLS-AM/Chicago** OM **Drew Hayes** and other masters of guerrilla promotion explain how to buy a ton of publicity without spending 16 tons o' cash.

- **What's News?** — **WBAP/Dallas** OM **Tyler Cox** leads a role-playing exercise designed to prompt discussion and debate over the proper role of news in the Talk format.

- **Bridges, Not Walls** — In the current competitive marketplace radio stations need the synergy that results when their sales and programming departments work well together. **Jim Taszarek's** presentation delivers the material you need to overcome the traditional suspicions and build such a beneficial relationship.

- **Where Do We Go From Here?** — In this session, **Criti-**

**cal Mass Media** will debut a research presentation guaranteed to both inform and inflame. Among the questions they hope to illuminate: Where are the current trends in Talk programming and listening taking the format? What do listeners really like and dislike about Talk radio? Is there more to this format than political talk?

- **How To Speak "Talent"** — If your air personalities don't follow your orders and advice, it could be that you're not speaking their language. In this innovative workshop **Bill McMahon** will demonstrate the fundamentals of effective talent communication by conducting an unrehearsed critique session with a working Talk radio host.

- **Producers' Tipsheet** — Consultant **Valerie Geller**, who has worked extensively with Talk producers, leads an examination of how the best producers do that behind-the-scenes magic that makes them indispensable.

- **Bringing Down The Demos** — **KSTP/Minneapolis** PD **Steve Konrad** and consultant **Walter Sabo** offer their strategies and tactics for attracting younger listeners. **KSTP** has some of the best 25-54 numbers in the Talk format. **Sabo** has been involved in several innovative attempts to program Talk for younger listeners, including **KLSX/Los Angeles's** new Lifestyle-Talk format.

- **Consultants: Choose 'Em And Use 'Em** — **Drew Hayes** will lead this hard-nosed look at how to evaluate and work with consultants. Panelists include consultants **Walter Sabo**, **Bill McMahon**, and **WFLA/Tampa** OM **Gabe Hobbs**, who also does some consulting.

### And There's Much More ...

In addition to these workshops, the seminar will present two general sessions featuring noteworthy and informative speakers from the worlds of radio and politics, as well as two lunches. During Friday's midday meal, **Dr. Laura Schlessinger** will share the insight she's gained during nearly two decades in Talk radio. Saturday's lunch is a working session designed to brainstorm some of the toughest challenges facing Talk radio.

Later that afternoon some of the legendary hosts of Talk radio, including **WRKO/Boston's** **Jerry Williams**, **KABC/Los Angeles's** **Michael Jackson**, and **WABC/New York's** **Bob Grant** will share their wisdom in a casual Q&A session.

On the social side, the agenda includes two receptions and a closing night dinner. Those events, along with the lunches and two continental breakfasts, are included in the registration fee. Talk about a value!

## Registration Information

The **R&R Talk Radio Seminar** takes place February 22-25 at Washington, DC's Grand Hyatt Hotel. The registration fee is \$300 if received by January 19 and \$375 afterwards. For more information or to receive a registration form, call (202) 783-3822.

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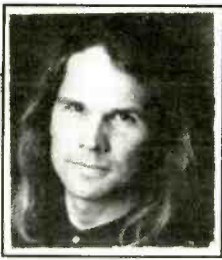
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STEVE WONSIEWICZ

# SOUND DECISIONS

## Alternative's Next 'Vig' Thing

□ **Leading record producer and artist gives his take on future of the format**

If any person in this business is dialed into the state of alternative rock, it's **Butch Vig**, one of the genre's leading record producers and — thanks to his new group **Garbage** — recording artists.

### Grunge's Grave

"Alternative music keeps changing, but it's cycling through faster and faster," says Vig, who rose to prominence producing such landmark alternative albums as **Nirvana's** "Nevermind" and **Smashing Pumpkins'** "Siamese Dream."



Garbage

Vig says that "grunge" sound has worn out its welcome. "In some ways it's kind of dying and evolving into something else. Now there's this whole pop punk thing going on with **Green Day**, **Weezer**, and **Rancid**. Grunge is still very big in the U.S., but when I was in Europe I saw fans over there being more open to more types of music.

"Part of [the reason] is that post-Nirvana, so many bands were signed; every label was trying to find the next Nirvana. We became inundated with bands that sounded alike, whether it was the angst in the music or the way the guitars were recorded."

Vig says he's been listening lately to **Tricky**, **Portishead**, **Massive Attack**, **Bjork**, and **PJ Harvey**. "Those people are making eclectic pop or rock records, bringing in a lot of different influences. It's very exciting because it can make [al-

ternative] sound fresh again."

### High Marks For Radio

As a radio listener, Vig gives high marks to today's airwaves.

"Radio is better now than it was five or 10 years ago. That's probably because there is more music I personally like. I don't like the Classic Rock

stations. I like to listen to new music even if it is played frequently, like five to 10 times a day, because you are going to hear some new songs. That wasn't the case a few years ago.

"Many stations are still fairly adventurous, although several are copying what college stations were doing five years ago. But it seems everybody is finding their own niche. Some stations are more progressive; some are more mainstream. Your choices were more limited several years ago."

### Taking Garbage Out

Since the alternative world has changed so dramatically since Vig's early '90s pioneering, his new group **Garbage** consciously went to work recording an album with a wide variety of musical influences not usually associated with the genre.

"We wanted to bring a lot of different elements on this album — like techno, hip hop, rock and pop," says Vig. "We didn't want to limit ourselves to one thing."

**Garbage** grew out of collaborations launched more than a decade ago and rekindled more recently when band members **Duke Erikson**, **Steve Marker** and drummer **Vig** were doing remixes for acts including **Depeche Mode**, **House of Pain**, **U2**, and **Nine Inch Nails**. "But it wasn't until [vocalist] **Shirley [Manson]** joined us that a lot of our ideas became more focused in the songs," Vig says. "The chemistry clicked and the vision or direction took shape. Shirley, being Scottish, brought in a lot of the European influences that have filtered through to the record. She loves hip hop and techno and was encouraging that more than rock, although Duke and Steve, being guitarists, wanted that sound to definitely come through."

While the group's self-titled **Almo Sounds/Geffen** disc is certainly not moving at retail like blockbuster al-

“Many stations are still fairly adventurous, although several are copying what college stations were doing five years ago.”

ternative albums from **Alanis Morissette** or the **Pumpkins**, the set has consistently moved 7000-10,000 units per week since its release five months ago. And it's been well-received by critics, landing on many year-end, top-album lists.

"A lot of people were surprised by the record, which we thought was great," Vig says. "In some areas I don't think we fit into the current alternative rock scene, especially since it's not even cool to say you made a pop record, which is what we wanted to do."

### Promoting Garbage

When it came time to promote his own record, Vig recalls being

### TALK BACK TO R&R!

Do you have questions, comments, or feedback regarding this column or other issues? Call me at (615) 244-8677 or e-mail: swonz@aol.com



**SILK TIES**—Silk celebrated the release of its self-titled debut album with a party at the Hollywood Athletic Club. Revelers included (l-r) Silk's **Jonathon Rasboro** and **Gary Glenn (Big G)**, R&R's **Michael Atkinson**, EEG **National Dir./Pop Promotion Mike Whited**, band's **Gary Jenkins (Lil' G)** and **Jimmy Gates**, EEG **Promotion/Marketing Manager Al Tavera**, R&R's **Kristy Reeves**, Silk's **Timzo Cameron**, and EEG's **Alex Garofalo**.

terrified at first. "I've been behind the scenes. Even though I played in bands in the '80s before starting to produce records full time, I have never had a record that received this kind of attention. Quite frankly, I'm still a little reticent about [promoting my own record]. But we're proud of the music and want people to hear it. So we realize we have to make people aware of it. It comes with the territory.

"We initially told [the label] we weren't going to tour. But then it got to the point where we realized we had to meet the audience, distributors, radio people, and the fans. The second we decided to do a few shows, the label took the ball and ran with it. They had a tour manager, a budget, and dates booked before we even knew it."

Since being on the road, Vig has had a change of heart. "I don't mind going out and meeting people. It's been fun to play in front of crowds because I enjoy playing. Even though it was hard to put the show together and I'm kind of out of shape as a player, it's been exhilarating performing, especially seeing crowds who knew all the songs and were into the music."

### Nevermind Nirvana

Something that hasn't gotten easier for Vig to deal with is the past. "The biggest thing that I've tried to steer away from is talking about Nirvana. Inevitably it will come up and someone won't let it go, but I'm not that interested in talking about it. There's a certain doctor-patient confidentiality when you are a producer. I don't want to breach the respect and intimacy I've gained in working with artists.

"There are still some people who look at my involvement in **Garbage** rather cynically. Quite frankly, I might do the same if I saw some well-known producer forming a group or recording a solo record. I'd think that person has a huge ego. If people don't like the record because of the songs, that's fine with me. But if they don't like the record because I produced 'Nevermind,' well, that's not a reason. A couple of things have come out in the press that are somewhat vindictive and don't talk about the music."

After overcoming those hurdles, Vig and company next had to contend

with some of radioland's more conservative programmers following the release of their first single, "Queer."

"We found a little reluctance because of the title. We expected a certain amount of that going in. Luckily, it didn't seem to hurt us too much. The song is about a loss of innocence and peer pressure. It has nothing to do with sexual politics, which is what a lot of people read into it.

"We knew right away we wanted 'Queer' as one of the first songs because it didn't sound like the other music out there. We wanted to stick out to a certain extent and establish our identity as a band even though the song is not necessarily representative of the album. We also did it because we love the dark quality of the song, as well as its lo-fi hip-hop groove in the verse and trashy, noisy guitar in the choruses."

### Producing Vs. Performing

Comparing his roles as a producer and performer, Vig says, "When you work on your own music, it's ultimately more satisfying in a different way than producing someone else's music. I already have offers

In some areas I don't think we fit into the current alternative rock scene, especially since it's not even cool to say you made a pop record, which is what we wanted to do.

to produce some bands, but right now **Garbage** is the focus. I know at some point in time I'll return to the studio and produce. But if people love our music we want to keep this thing going."

Vig says **Garbage** plans to shoot two videos and record some new songs this month. "Then we'll go out and tour more this year. We already have plans for a second album."

This column is not affiliated with the Sound Decisions music research firm in Colorado.



**LOGAN'S 'TODAY' RUN**—Medium Cool recording artist **Jack Logan (r)** celebrates his second appearance on the "Today Show" in New York with the label's **Peter Jespersen (l)** and show producer/host **Mike Leonard**.



## RR LAUNCHING PAD

### Airplay Falling Into Place For Dog's Eye View

**D**og's Eye View's debut single might be called "Everything Falls Apart," but in reality, it's all coming together for the Columbia act. The track from the album "Happy Nowhere" is crossing multiple formats with 18 Rock, 26 Active Rock, 24 Alternative, and 22 Adult Alternative reporters.

Columbia deliberately took a low-key approach in setting up the band, which is fronted by singer-songwriter/guitarist Peter Stuart. Other members currently include Alan Bezozi on drums, Tim Bradshaw on guitar, and Dermott Lynch on bass. In September, the label mailed the single to radio and industry insiders and quietly released the album in late October; that was followed by a radio promo tour.

Says Columbia Director/Alternative Promotion Jon Cohen, "Peter did the set up himself a while ago. A lot of programmers already knew him when he toured as the opening solo act for the Counting Crows a couple of years ago. We wanted to build on that and show radio there was more to Dog's Eye View than Stuart. We want people to see them as a band."

Cohen says the time is right for bands like Dog's Eye View. "A lot of records by bands like Blues Traveler and the Counting Crows have paved the way. Pop-leaning records at Alternative stations are working well. Songs like 'Everything Falls Apart' give them the needed balance."

Columbia plans to service CHR with "Everything Falls Apart" in the next couple of weeks.

#### Universal Feels Good About Santiago

Talk about a project taking on a life of its own. Universal Records new promotion department immedi-



Dog's Eye View

ately will have its hands full in California courtesy of vocalist Lina Santiago's single "Feel So Good (Show Me Your Love)." While Universal officially goes for adds January 23 at clubs and Urban crossover airplay and one week later at CHR, the single's Latino-appeal is already crossing over in Los Angeles and selected markets — without any promotional set-up at radio.

At CHR/Rhythmic KYLD/San Francisco, "Feels So Good" is already the top-requested song and number one in callout; at KPWR/Los Angeles it's Top 5 in both categories.

Comments Universal marketing/product development exec Tom Derr, "The way this is taking off has caught everybody here by surprise. But it feels good. While the song broke in the clubs and is taking off at radio, programmers are saying they believe there's a lot more to Lina than just this one song. It's also encouraging that the record is crossing over. While the song's core appeal is with the Latino audience, it's moving beyond that."

A video to the track is being released this week. Santiago is currently in the studio recording the rest of the album. No release date has been set.

#### Vision's Sundogs Ride Revival

Riding a mild resurgence in southern-influenced rock, indie Vision Records' fivesome the Sundogs is picking up airplay at secondary Rock and Active Rock stations across the country for the single "Veteran's Song" from their debut album, "Wild Season."

For guitarist/keyboard player Bruce Sonneborn, who co-wrote all 10 songs on the album, it's a little overwhelming for the Florida-based band. Especially since few stations in their home state are playing "Veteran's Song." "We're getting attention everywhere except our own backyard," he says. "I have to take the tracking sheets to the guys in the band at rehearsals to prove to them that we're getting airplay." To capitalize on the airplay, the band has already lined up several radio shows.

While Vision has hired a trio of indies to work the record at radio, Sonneborn is also proving to be one of the band's best promoters. "I've called all the stations myself; they thought I was in the promotion department at Vision."

The Sundogs were almost signed by a major in 1992 under the name False Alarm. Even though the deal slipped away, the band continued recording and eventually signed with north Miami-based Vision Records.

The Sundogs will open for Drivin' N' Cryin' on Feb. 2 in Birmingham, and then hit the road for more tour dates.



Sundogs

## MUSIC NEWS & VIEWS

### Jackson Inks Virgin Mega-Deal

Janet Jackson will remain with Virgin Records, signing a reported new five-album label deal that the *Los Angeles Times* says includes a \$35 million advance. According to the newspaper, the 29-year-old Jackson also will receive a 24% royalty rate. "Janet," her first album for Virgin, has sold 10 million units worldwide.



Janet Jackson

AFKAP

Speaking of contracts, the artist formerly known as Prince (AFKAP) has once again asked to be released from his Warner Bros. Records deal. This time around, AFKAP says in a written statement that an "unstable and ever-changing management structure" has made it "impossible for the company to effectively market and promote its flagship artists." AFKAP, a 20-year veteran of the label, says he will honor his contractual obligations to WB, which includes three albums.

### Sex Pistols Reunion In Works

Nothing official yet on a published report in London newspaper *The Independent* that said the Sex Pistols will regroup this year. Virgin Records owns the SP back catalog but has no contractual relationship with the band. Sex Pistols lead singer John Lydon reportedly told the newspaper the band will visit Europe, the Far East, and Australia, with the tour hitting U.S. shores in the spring. Joining Lydon would be guitarist Steve Jones, drummer Paul Cook, and original bassist Glen Matlock — who was later replaced by the late Sid Vicious.

### Sound Bytes

Seven Mary Three is in the studio putting the finishing touches on new songs for the European release of its debut album, "American Standard." The group also will contribute to a new surf music compilation that's in the works ... Delicious Vinyl/Capitol Records will release a Brand New Heavies 12-track collection album called "Excursions: Remixes & Rare Grooves" (2/20). The band is currently in London recording a new album slated for late '96 release ... Word from Island Records has a new Cranberries record being readied for spring. The band has finished five tracks ... Former 4 Non Blondes vocalist Linda Perry is about to complete work on her solo debut effort, set to be released in late February/early March. The album will feature a duet with Jefferson Airplane-Starship's Grace Slick.

Kiss will release their long-awaited unplugged CD in March or April. The band also plans to issue a long-play video and a new studio album soon thereafter ... Look for a new Stone Temple Pilots album, produced by Brendan O'Brien, sometime around late March ... The Counting Crows are said to be eyeing a mid-summer release for a follow-up to their multiplatinum debut, "August & Everything After" ... Look for a new album from Grant Lee Buffalo sometime in late spring. The band is nearly finished mixing the album.

### Odds 'N' Ends

The Rock Hall of Fame's latest inductees include David Bowie, Jefferson Airplane, Gladys Knight & The Pips, Pink Floyd, the Shirelles, Pete Seeger, the Velvet Underground, Little Willie John, and Tom Donahue. Check out its Internet site at <http://www.rockhall.com> ... For its 10th anniversary, Hollywood's Rock Walk will honor guitarist Carlos Santana with a benefit concert at L.A.'s Universal Amphitheatre on February 25. Santana will be joined by Buddy Guy, John Lee Hooker, Tito Puente, and Wayne Shorter, among others.

The Rhythm & Blues Foundation will present a lifetime achievement award to Bo Diddley during its seventh annual Pioneer Awards ceremony on February 29 ... NEC plans to launch a 24-hour, English-language service in Asia, featuring a mix of music, global and Asian news, current affairs, sports, children's shows, and documentaries.

And on the lighter side: Reuters reports the popularity of Los Del Rio's crossover hit dance single, "La Macarena," has reached the corridors of Miami Beach's Mount Sinai Medical Center. A registered nurse is quoted as saying the staff plays the tune "to relieve stress and keep us cohesive."



TONY NOVIA

## Hispanics: No Longer A Radio Minority

□ Audience segment proving to be a powerful force nationwide

As the Hispanic population in the United States continues its rapid growth, CHR outlets such as **KPWR/Los Angeles**, **KGGI/Riverside**, **WBBM-FM (B96)/Chicago**, **KTFM/San Antonio**, **KBFM/McAllen-Brownsville**, and **WPOW (Power 96)/Miami** continue to successfully tap into the Latino audience while maintaining Anglo listenership.

For the past 20 years, **Bill Tanner** has been an innovator in targeting Hispanic listeners for Anglo stations. At **WHYI (Y-100)/Miami** and later at crosstown **Power 96**, Tanner was among the first CHR programmers to successfully lure Latinos to mainstream radio.



Tanner

Currently VP/Programming for **Heftel Broadcasting Corp.** — owner of such influential Spanish stations as market-leading **KLVE/Los Angeles** — Tanner, along with 23-year-old protege PD **Pio Ferro**, has taken K-Love to the top. In the Fall '95 Arbitron, **KLVE** is:

- No. 1 12+, moving 4.8-6.9
- No. 1 18-34
- No. 1 25-54, surging past Talker **KFI-AM** with almost double the ratings in the demo.

### What Drives Listeners?

How did Tanner march into L.A. and knock off market icons such as **KOST** and competitor **KLAX**? "[The competitors] didn't get as involved with the listeners and learn what really drives their tastes. Many stations have the 'we know what to do; these are our listeners and we know what to play' attitude — and they weren't completely right."

Where appropriate, Tanner tries to apply everything he's learned during his extensive CHR career to Hispanic radio. More than anything, he maintains a love affair with Hispanics — eager to learn more about Latino listening habits and constantly searching for what strikes the responsive chord in them.

With that in mind, Tanner considers the varying backgrounds of his audience when selecting interviewees to conduct research calls. Tan-



**The good news for radio people is that Hispanics are great users of radio. They're very loyal, even more so than Anglos.**

ner believes a Cuban interviewer should contact a Cuban household, a Mexican should call a Mexican household, and so forth. "If you program an Anglo station and the audience is 60% Hispanic, you should represent that when you do your research. I try to represent a model of who we want to listen to the station. If we ignore the 35%-40% of **Power 96's** audience that is Anglo, we

risk blowing off that percentage of the audience. There's no magic; just good programming fundamentals and a desire to find out what makes them tick."

By looking at Latino cume and TSL for stations such as **B96**, **KTFM**, **KWIN/Stockton, CA**, or **KIIS/Los Angeles**, you can see just how valuable tapping into the Hispanic market is. "Hispanic cumers to these stations are listening for the same thing Anglos are. They tune in for the station's sound or attitude. Do what you do really well, and that'll attract Hispanics who are likely to listen to you."

### Deep Passion

Tanner deems it insulting when PDs at Anglo stations try to relate to their Hispanic audiences by naming their personalities "Johnny Tostada" or "Nick Nacho." Then there are "some Anglo stations that try to attract Spanish-speaking Hispanics by throwing on a little Spanish vibe here and there, but it's not going to happen. It's more complicated than that; much deeper and more involved.

"You have to know their language and slang; what makes them laugh, cry, or dance; which parties they'll go to; and what they listen to around the house. It varies. There are Hispanics who'll listen to one type of music at one time and something else another time. There are those who are more assimilated; who will cross the lines back and forth."

For example, Hispanics won't go to **KIIS** to hear **Luis Miguel**, Tanner says, because the listeners know they can find those artists on Spanish stations. "When they go to **KOST**, they want to hear what **KOST** does. After years of researching Hispanics, I've found one thing is for sure: They're very loyal. They make definite choices, know what they like, and strongly support the stations they love. Hispanics love their music — it's essential to the maintenance of their culture, so they are deeply devoted to their favorite stations. I don't hear that passion as much in the Anglo programming world."

Hispanics also have great passion for the DJs. Recently, a remote involving a Miami combo that swapped morning hosts in a shopping center parking lot yielded 5000 fans.

### Changing Demos

Since L.A.'s population is more than 40% Hispanic, the large audience numbers generated by the Spanish outlets shouldn't come as any great shock. But 13 influential Los Angeles GMs recently [R&R

## We'll Miss You, Tina

We were saddened this week to learn that former **WKSS/Hartford MD Tina Simonet** lost her long, hard-fought battle with cancer at age 28. We send our deepest sympathy to her family, friends, and everyone at **WKSS**.

This was Tina's last correspondence with us, and we think it says everything that needs to be said. In lieu of flowers, donations can be made to **Tina Simonet c/o Jack Simonet**, 10282 Fraizer St., N.E. MN, 55014.

Dear music industry buds,

After a two-and-a-half-year battle with cancer, I have decided to resign the music biz and focus on getting my yins and yangs balanced and kick this disease once and for all. I would like to thank everyone who has supported my nine year music career at **KRRG/Laredo**, **KZFM/Corpus Christi**, **KTFM/San Antonio**, **KPRR/EI Paso**, and here at **WKSS**. I will be residing back home in Minneapolis. Wish me luck in the frozen tundra.

Musically yours, Tina Simonet



Simonet

1/12] asked Arbitron to reverse its decision to use 100% bilingual interviewers in high density Hispanic areas (HDHAs), and to "consider the realities of the Los Angeles market and make the necessary adjustment to deliver consistent, reliable, and credible research."

In response, Tanner simply says, "Wake up and look outside your door. These L.A. GMs have to realize that Hispanic radio is getting a lot better in terms of execution, attitude, and delivering what its listeners want. I don't think Anglo stations know anything about what **KLVE** does now or has done in the past. They maintain an attitude that says 'these stations can't possibly have this much audience; they can't be that good.'



**Some Anglo stations try to attract Hispanics by throwing on a little Spanish vibe, but it's not going to happen. It's more complicated than that.**



"But we must deal realistically with who lives in the market, who listens to radio, and who's going to give you ratings. It's perfectly fine to run a station that targets Anglos. But it may not be as successful as it was in the past because of changing population demographics. This is where they're missing the boat."

**Market Statistics'** annual update of population data shows Hispanic listening is on the rise. Thus, as Tanner underscores, it behooves station managers and programmers to pay attention to this burgeoning segment. "A lot of people haven't taken the time to understand Hispanics and don't want to accept the fact that they are becoming a big part of America. Hispanics have a rich history of traditions to bring to the American experience and are no more a singular group than whites or blacks. Among Hispanics there

are varying backgrounds — Mexican, Central American, Caribbean, Puerto Rican, Cuban. Each group has different tastes and views.

"For instance, Hispanic Miami is a dance party, late-night town. L.A. has a very different vibe. **KPWR** is a station that knows exactly who their audience is and programs the station very well."

### 'Like Everybody Else'

And at **KLVE**, Tanner has learned to do the same. Instead of listening to what some people say Hispanics want, he goes out and asks listeners what they want. As a result, Tanner discovered the L.A. audience had a yen for the romantic vibe.

Hispanic radio has won over listeners in Miami where two stations — **WRMA** (formerly **Soft AC WTPX**) and **WAMR** (**Amor**; formerly **CHR/Spanish WQBA-FM**) — are very successful. And **Salsa-intensive WSKQ/New York** has achieved the highest-ever ratings for a Spanish station in the Big Apple in the latest book.

Tanner says he saw this trend coming 20 years ago, while a rookie PD at **Y-100**. "People are people, and Hispanics are just like everybody else. But you have to go out and hang with them — learn and appreciate them. Then you'll know what they like. The good news for radio people is that Hispanics are great users of radio, even more so than Anglos. They can be a positive, regular force for your station."

CHR Asst. Editor **Paul Colbert** contributed to this column.

For more on the L.A. GM/Spanish radio Arbitron controversy, see Page 1.

## For The Record

In last week's CHR column, "How Arbitron Diarykeepers Listen To Radio," proper credit should have been given to **Dan Vallie** and **Jim Richards** of **Vallie-Richards Consulting**. They brought this study to my attention and assisted with examples and charts. They can be contacted at (703) 802-0700.

## Working Radio 'Magic'

"Radio is magic, and I'm blessed to be a part of it!" declares **Heftel Broadcasting Corp.** VP/Programming **Bill Tanner**. He's been working his "magic" since the '60s:

- Started in radio at hometown **WQBC/Vicksburg, MS** in his teens
- First PD gig at **WJDX/Jackson, MS**, 1968
- **WHYI/Miami** PD, 1974; station then-owned by **Cecil Heftel**
- **WASH-FM/Washington** PD, 1983
- **EZ Communications' WHQT (Hot 105)/Miami** PD, 1985
- **WPOW (Power 96)/Miami** PD, 1986
- **New Age Broadcasting's WXDJ/Miami** consultant, 1991
- **Heftel Broadcasting Corp.** VP/Programming, 1994 to present

CalloUT AMERICA® song selection is based on the top titles from the R&R CHR/Pop chart for the week of January 1-7.

## CHR/POP

ARTIST TITLE LABEL(S)	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL% FAMILIARITY	TOTAL% BURN
	TW	4W	5W	6W		
MARIAH CAREY One Sweet Day (Columbia/CRG)	3.94	4.16	4.06	4.08	88.0%	23.8%
DEEP BLUE SOMETHING Breakfast At... (RainMaker/Interscope)	3.89	3.86	3.86	3.80	81.3%	20.3%
GOO GOO DOLLS Name (Metal Blade/WB)	3.88	3.76	3.54	3.76	71.5%	16.8%
ALANIS MORISSETTE Hand In My Pocket (Maverick/Reprise)	3.77	3.65	3.75	3.63	82.3%	29.5%
BLUES TRAVELER Hook (A&M)	3.77	—	—	—	51.3%	9.3%
JOAN OSBORNE One Of Us (Blue Gorilla/Mercury)	3.77	3.70	3.56	3.70	75.0%	19.3%
SOPHIE B. HAWKINS As I Lay Me Down (Columbia/CRG)	3.74	3.72	3.75	3.79	88.8%	25.0%
COLLECTIVE SOUL The World I Know (Atlantic)	3.72	—	—	—	49.8%	9.5%
HOOTIE & THE BLOWFISH Only Wanna Be With You (Atlantic)	3.70	3.56	3.64	3.71	93.0%	39.0%
MARIAH CAREY Fantasy (Columbia/CRG)	3.69	3.78	3.82	3.72	84.3%	30.8%
DEL AMITRI Roll To Me (A&M)	3.65	3.55	3.59	3.71	80.0%	24.3%
GROOVE THEORY Tell Me (Epic)	3.64	3.71	3.63	—	48.3%	9.0%
HOOTIE & THE BLOWFISH Time (Atlantic)	3.63	3.56	3.52	3.52	73.8%	24.3%
NATALIE MERCHANT Carnival (Elektra/EEG)	3.60	3.46	3.55	3.53	79.8%	23.0%
SELENA Dreaming Of You (EMI)	3.60	3.74	3.71	3.66	39.8%	8.5%
TOAD THE WET SPROCKET Good... (Reprise/Columbia/CRG)	3.58	3.48	3.34	3.50	47.8%	10.3%
WHITNEY HOUSTON Exhale (Shoop Shoop) (Arista)	3.58	3.48	3.56	3.51	81.8%	22.0%
GIN BLOSSOMS Til I Hear It From You (A&M)	3.54	3.50	3.44	3.54	84.3%	27.0%
NATALIE MERCHANT Wonder (Elektra/EEG)	3.54	—	—	—	49.0%	8.8%
TLC Diggin' On You (LaFace/Arista)	3.52	3.73	3.81	3.71	68.5%	21.3%
TAKE THAT Back For Good (Arista)	3.51	3.57	3.50	3.54	76.3%	22.3%
EVERYTHING BUT THE GIRL Missing (Atlantic)	3.35	3.36	3.28	—	48.0%	17.3%
JANET JACKSON Runaway (A&M)	3.32	3.53	3.46	3.48	87.8%	37.0%
MADONNA You'll See (Maverick/WB)	3.29	3.55	3.40	3.40	81.3%	25.8%
DEF LEPPARD When Love & Hate Collide (Mercury)	3.23	3.36	—	—	22.8%	5.3%
LA BOUCHE Be My Lover (Logic/RCA)	3.23	—	—	—	39.0%	13.8%
JANET JACKSON Twenty Foreplay (A&M)	3.17	—	—	—	27.0%	5.8%
SEAL Don't Cry (ZTT/WB)	3.10	—	—	—	48.3%	13.8%
BIG MOUNTAIN Get Together (Giant/WB)	3.09	3.20	3.09	—	67.8%	17.3%
ACE OF BASE Beautiful Life (Arista)	2.96	3.14	3.01	3.00	67.3%	28.3%

Total sample size is 400 respondents with a +/-5 margin of error. Total average favorability estimates are based on a scale of 1-5 (1 = dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on females aged 12-34, who responded favorably to a CHR/Pop musical montage in the following regions and markets: **EAST:** Boston, Buffalo, Hartford, New York, Philadelphia, Pittsburgh, Providence. **SOUTH:** Atlanta, Charlotte, Dallas, Houston, Miami, Norfolk, Orlando. **MIDWEST:** Cincinnati, Cleveland, Columbus, Indianapolis, Kansas City, Minneapolis, St. Louis. **WEST:** Los Angeles, Phoenix, Portland, Salt Lake City, San Diego. © 1996, R&R Inc.

## Callout America. HotScores

BY TONY NOVIA

Callout America is back! We've got the lowdown on the CHR/Pop hits you need to win in the winter book. Here are the biggest hits in the United States this week.

The nation's 10 best-testing songs this week by demographic (ranked in descending order) are:

- Women 12-17 — Joan Osborne "One," Mariah Carey "Sweet," Alanis Morissette "Hand," Deep Blue Something "Breakfast," Goo Goo Dolls "Name," Sophie B. Hawkins "As," Blues Traveler "Hook," Mariah Carey "Fantasy," Toad The Wet Sprocket "Intentions," and Collective Soul "World."
- Women 18-24 — Deep, Goo Goo Dolls, Groove Theory "Tell," Collective Soul, Mariah Carey "Sweet," Natalie Merchant "Wonder," Blues Traveler "Hook," Hootie & The Blowfish "Only," Selena "Dreaming," and Sophie B. Hawkins.

- Women 25-34 — Hootie & The Blowfish "Only"; Mariah Carey "Sweet"; Hootie & The Blowfish "Time"; Carey "Fantasy," Goo Goo Dolls, and Del Amitri "Roll" (tied for fourth); Natalie Merchant "Carnival"; Sophie B. Hawkins; Deep Blue Something "Breakfast"; and Blues Traveler "Hook".

The best-testing songs this week in the East and West:

- East — Deep Blue Something, Goo Goo Dolls, Joan Osborne, Hootie & The Blowfish "Only," Mariah Carey "Sweet," Blues Traveler "Hook," Alanis Morissette "Hand," Sophie B. Hawkins, Collective Soul "World," and Groove Theory.

- West — Goo Goo Dolls "Name," Mariah Carey "Sweet," Deep Blue Something, Toad The Wet Sprocket, Collective Soul "World," Sophie B. Hawkins, Natalie Merchant "Wonder," Mariah Carey "Fantasy," Alanis Morissette "Hand," and Groove Theory.

For complete weekly regional breakouts in the East, South, Midwest, and West, as well as complete demographic breakouts, request a detailed copy of Callout America by calling (310) 788-1648 or 788-1695.

Long after the polar ice caps melt and Manhattan vanishes beneath the waves and Minneapolis gets warm enough to grow oranges and the last tree on earth is made into a postage & Label bumper stickers will still look good.





**POP/ALTERNATIVE TOP 20**

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
—	1	<b>GOO GOO DOLLS</b> Name ( <i>Metal Blade/WB</i> )	<b>5869</b>	—	<b>156/2</b>
—	2	<b>JOAN OSBORNE</b> One Of Us ( <i>Blue Gorilla/Mercury</i> )	<b>5352</b>	—	<b>170/3</b>
—	3	<b>DEEP BLUE SOMETHING</b> Breakfast... ( <i>RainMaker/Interscope</i> )	<b>4553</b>	—	<b>129/1</b>
—	4	<b>OASIS</b> Wonderwall ( <i>Epic</i> )	<b>4534</b>	—	<b>176/9</b>
—	5	<b>COLLECTIVE SOUL</b> The World I Know ( <i>Atlantic</i> )	<b>4432</b>	—	<b>177/6</b>
—	6	<b>HOOTIE &amp; THE BLOWFISH</b> Time ( <i>Atlantic</i> )	<b>4408</b>	—	<b>117/3</b>
—	7	<b>SMASHING PUMPKINS</b> 1979 ( <i>Virgin</i> )	<b>3753</b>	—	<b>153/19</b>
—	8	<b>ALANIS MORISSETTE</b> Hand In... ( <i>Maverick/Reprise</i> )	<b>3657</b>	—	<b>120/0</b>
—	9	<b>NATALIE MERCHANT</b> Wonder ( <i>Elektra/EEG</i> )	<b>3456</b>	—	<b>160/5</b>
—	10	<b>BUSH</b> Glycerine ( <i>Trauma/Interscope</i> )	<b>3369</b>	—	<b>142/10</b>
—	11	<b>BLUES TRAVELER</b> Hook ( <i>A&amp;M</i> )	<b>3007</b>	—	<b>127/3</b>
—	12	<b>FOLK IMPLOSION</b> Natural One ( <i>London</i> )	<b>2880</b>	—	<b>127/8</b>
—	13	<b>PEARL JAM</b> I Got Id ( <i>Epic</i> )	<b>2767</b>	—	<b>97/2</b>
—	14	<b>TOAD THE WET..</b> Good Intentions ( <i>Reprise/Columbia/CRG</i> )	<b>2711</b>	—	<b>101/1</b>
—	15	<b>SEVEN MARY THREE</b> Cumbersome ( <i>Mammoth/Atlantic</i> )	<b>2515</b>	—	<b>107/9</b>
—	16	<b>GREEN DAY</b> Brain Stew ( <i>Reprise</i> )	<b>2413</b>	—	<b>98/3</b>
—	17	<b>GIN BLOSSOMS</b> Til I Hear It From You ( <i>A&amp;M</i> )	<b>2274</b>	—	<b>84/0</b>
—	18	<b>EVERCLEAR</b> Santa Monica (Watch...) ( <i>Capitol</i> )	<b>2256</b>	—	<b>85/3</b>
—	19	<b>DAVE MATTHEWS BAND</b> Satellite ( <i>RCA</i> )	<b>2175</b>	—	<b>117/6</b>
—	20	<b>NO DOUBT</b> Just A Girl ( <i>Trauma/Interscope</i> )	<b>2042</b>	—	<b>87/3</b>

This chart reflects airplay from January 8-14.. Songs ranked by total plays. 130 CHR/Pop reporters and 89 Alternative reporters combine from the custom chart function on R&R ONLINE. Alternative titles are manually extrapolated. For complete reporter lists refer to Pop and Alternative sections. © 1996, R&R Inc.



**THANK GOD FOR BOXER SHORTS** — Shawn Stockman's visit to KPWR (Power 106)/L.A. degenerated into a tacky underwear contest between A&M's Scot Finck (l) and Power PM driver Big Boy (second from right). MD Bruce St. James's (r) expression says it all.



**CORRS SCORES A SILVER BULLET** — 143/Lava/Atlantic act the Corrs stopped by for a spirited visit with KKLQ (Q106)/San Diego's Jeff & Jerr. Smiling for the camera are (l-r) Jim & Caroline Corr, Q-106's Jeff Elliott, Andrea Corr, 'KLQ's Jerry St. James, and Sharon Corr.

**NEW & ACTIVE**

<b>BUSH</b> Glycerine ( <i>Trauma/Interscope</i> ) Total Plays: 758, Total Stations: 60, Adds: 10	<b>HOOTIE &amp; THE BLOWFISH</b> I Go Blind ( <i>Reprise</i> ) Total Plays: 373, Total Stations: 11, Adds: 2
<b>DAVE MATTHEWS BAND</b> Satellite ( <i>RCA</i> ) Total Plays: 723, Total Stations: 51, Adds: 5	<b>SMASHING PUMPKINS</b> Bullet With Butterfly Wings ( <i>Virgin</i> ) Total Plays: 346, Total Stations: 15, Adds: 0
<b>PLANET SOUL</b> Set U Free ( <i>Strictly Rhythm</i> ) Total Plays: 667, Total Stations: 25, Adds: 4	<b>L.A.D.</b> Ridin' Low ( <i>Hollywood</i> ) Total Plays: 302, Total Stations: 17, Adds: 0
<b>R. KELLY</b> You Remind Me Of Something ( <i>Jive</i> ) Total Plays: 598, Total Stations: 29, Adds: 1	<b>ROD STEWART</b> So Far Away ( <i>Lava/Atlantic</i> ) Total Plays: 286, Total Stations: 29, Adds: 0
<b>L.L. COOL J</b> Hey Lover ( <i>Def Jam/Island</i> ) Total Plays: 537, Total Stations: 28, Adds: 3	<b>BRANDY</b> Sittin' Up In My Room ( <i>Arista</i> ) Total Plays: 281, Total Stations: 15, Adds: 9
<b>DENINE W/COLLAGE</b> All Cried Out ( <i>Metropolitan</i> ) Total Plays: 521, Total Stations: 19, Adds: 2	<b>LIVE</b> All Over You ( <i>Radioactive</i> ) Total Plays: 278, Total Stations: 10, Adds: 0
<b>SEVEN MARY THREE</b> Cumbersome ( <i>Mammoth/Atlantic</i> ) Total Plays: 471, Total Stations: 33, Adds: 8	<b>ALANIS MORISSETTE</b> Ironic ( <i>Maverick/Reprise</i> ) Total Plays: 265, Total Stations: 9, Adds: 3
<b>SHAWN STOCKMAN</b> Visions Of A Sunset ( <i>Polydor/A&amp;M</i> ) Total Plays: 456, Total Stations: 30, Adds: 2	<b>QUINCY JONES</b> Rock With You ( <i>Qwest/WB</i> ) Total Plays: 236, Total Stations: 7, Adds: 0
<b>FUN FACTORY</b> Celebration ( <i>Curb</i> ) Total Plays: 427, Total Stations: 24, Adds: 3	<b>D: REAM</b> Shoot Me With Your Love ( <i>Sire/EEG</i> ) Total Plays: 230, Total Stations: 25, Adds: 10
<b>BLESSID UNION OF SOULS</b> Oh Virginia ( <i>EMI</i> ) Total Plays: 399, Total Stations: 76, Adds: 64	<b>GREEN DAY</b> Brain Stew ( <i>Reprise</i> ) Total Plays: 213, Total Stations: 14, Adds: 1

**Songs ranked by total plays**

**SELECTED NEW RELEASES**

Here are a few hot releases for next week. Release date is subject to change.

**ADDS JANUARY 23**

- J'Son** "Take A Look" (Hollywood)
- Ke'** "Strange World" (Ventruer/RCA)
- Lisa Loeb & Nine Stories** "Taffy" (Geffen)
- Bob Seger** "I Wonder" (Capitol)



**ISAAC WALKS DOWN INTO DENVER** — Chris Isaak (with open arms) was more than happy to play host to KWMX/Denver staffers backstage at his show. Enjoying his hospitality are (l-r) KWMX's Amer Robbyn Hart, Traffic Dir. Tina Tafolla, PD John Peake, APD Steve Douglas, and Promotions Dir. Aldo.





CHR/POP PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL CHR/POP REPORTERS ON R&R ONLINE

MARKET #23 MIX 107.5 FM Denver's Best Music Mix. KWMX/Denver (303) 321-0950. Peake/Cagle. PLAYLIST with columns SW, 4W, LW, TW and rows of artist/title.

MARKET #24 KRZ/Portland, OR (503) 226-0100. Benson/Buchanan. Z100 logo. PLAYLIST with columns SW, 4W, LW, TW and rows of artist/title.

MARKET #25 WKRC/Cincinnati (513) 763-5500. Steal/Taylor/Douglas. Q102 logo. PLAYLIST with columns SW, 4W, LW, TW and rows of artist/title.

MARKET #26 KMXV/Kansas City (816) 753-0933. Land. Mix logo. PLAYLIST with columns SW, 4W, LW, TW and rows of artist/title.

MARKET #31 WPRO/Providence (401) 433-4200. Shebel/Mascaro. 92.1FM logo. PLAYLIST with columns SW, 4W, LW, TW and rows of artist/title.

MARKET #32 WNCI 97.9 Not too hard...not too lite. WNCI/Columbus, OH (614) 224-9624. Bowen. PLAYLIST with columns SW, 4W, LW, TW and rows of artist/title.

MARKET #33 WNVZ/Norfolk (804) 497-2000. London/Sellers. Z104 logo. PLAYLIST with columns SW, 4W, LW, TW and rows of artist/title.

MARKET #35 KUTO/Salt Lake City (801) 264-8250. Degeus/Geronimo. Q99 logo. PLAYLIST with columns SW, 4W, LW, TW and rows of artist/title.

MARKET #36 WZPL/Indianapolis (317) 879-9999. Giertrum/Bair. 99.5 WZPL logo. PLAYLIST with columns SW, 4W, LW, TW and rows of artist/title.

MARKET #37 WEDJ/Charlotte (704) 331-9510. Bridgman/Crescente. 95.1 The Edge logo. PLAYLIST with columns SW, 4W, LW, TW and rows of artist/title.

MARKET #38 KHOM/New Orleans (504) 876-5466. Thorman. Mix 104.1 KHOM logo. PLAYLIST with columns SW, 4W, LW, TW and rows of artist/title.

MARKET #39 WXXL/Orlando (407) 339-1067. Cook. XL 106.7FM logo. PLAYLIST with columns SW, 4W, LW, TW and rows of artist/title.

MARKET #40 WKSE/Buffalo (716) 884-5101. O'Neil/Universal. Kiss 98.5 logo. PLAYLIST with columns SW, 4W, LW, TW and rows of artist/title.

MARKET #41 WKSS/Hartford (203) 249-9577. Jones/Vayda. Kiss 95.7 logo. PLAYLIST with columns SW, 4W, LW, TW and rows of artist/title.

MARKET #41 WTIC/Hartford (203) 522-1080. Cannon/Bristol. 96.5 TICEM logo. PLAYLIST with columns SW, 4W, LW, TW and rows of artist/title.





JANUARY 19, 1996

Chart listing Top 50 CHR/Rhythmic songs. Columns include SW, 4W, LW, TW, Artist, Title, Label, Total Plays (TW, LW, 4W, 5W), and Total Stations/Adds.

This chart reflects airplay from January 8-14. Songs ranked by total plays. Highlighted songs indicate Breaker. 36 CHR/Rhythmic reporters. 35 current playlists. © 1996, R&R Inc.

BREAKERS

2PAC F/DR. DRE

California Love (Death Row/Interscope)

TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART 736/441 32/18 14

IMMATURE

We Got It (MCA)

TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART 528/58 18/1 20

MOST ADDED

Table listing 'Most Added' songs with columns for Artist, Title, Label, and Adds.

MOST INCREASED PLAYS

Table listing 'Most Increased Plays' songs with columns for Artist, Title, Label, and Total Play Increase.

HOTTEST RECURRENTS

Table listing 'Hottest Recurrents' songs with columns for Artist, Title, Label, and Adds.

Breakers: Songs registering 500 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

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URBAN PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL URBAN REPORTERS ON R&R ONLINE

Market #2: KKBT/Los Angeles (213) 466-9566 Austin/Snider. Playlist includes artists like L.L. Cool J, Xscape, and Mariah Carey.

Market #3: WEJM/Chicago (708) 895-1400 Starr/Allen. Playlist includes artists like Faith Evans, Whitney Houston, and Mariah Carey.

Market #3: WGCI/Chicago (312) 427-4800 Smith/Cologne. Playlist includes artists like MARY J. Blige, Whitney Houston, and Mariah Carey.

Market #3: WUSL/Philadelphia (215) 483-8900 Young/McGhee. Playlist includes artists like Mariah Carey, Whitney Houston, and Mariah Carey.

Market #5: WJLB/Detroit (313) 965-2000 Saunders/Darcell. Playlist includes artists like Mariah Carey, Whitney Houston, and Mariah Carey.

Market #7: KKDAFM/Dallas (214) 263-9911 Cheatham. Playlist includes artists like D'Angelo, Mariah Carey, and Whitney Houston.

Market #8: WKYS/Washington (202) 686-9300 Hamilton/Lopez. Playlist includes artists like L.L. Cool J, Mariah Carey, and Whitney Houston.

Market #11: WEDR-FM 99 JAMZ/W Miami (305) 623-7711 Thomas. Playlist includes artists like MARY J. Blige, Whitney Houston, and Mariah Carey.

Market #12: WHTA/Atlanta (404) 765-9750 Hagwood/Zulu. Playlist includes artists like Mariah Carey, Whitney Houston, and Mariah Carey.

Market #12: WVEE/Atlanta (404) 898-8900 Brown/Shabazz. Playlist includes artists like Mariah Carey, Whitney Houston, and Mariah Carey.

Market #17: MAJIC 108 FM/ St. Louis (314) 692-5108 Wynter. Playlist includes artists like Mariah Carey, Whitney Houston, and Mariah Carey.

Market #18: WXYV/Baltimore (410) 653-2200 Sampson. Playlist includes artists like MARY J. Blige, Whitney Houston, and Mariah Carey.

Market #18: WAZO/ Pittsburgh (412) 471-2181 Atkins/Kelley. Playlist includes artists like Faith Evans, Whitney Houston, and Mariah Carey.

Market #22: WZAK/Cleveland (216) 621-9300 Rush/Stephens. Playlist includes artists like Faith Evans, Whitney Houston, and Mariah Carey.

Market #25: WIZF/Cincinnati (513) 351-5900 Bailey/Rankin. Playlist includes artists like Mariah Carey, Whitney Houston, and Mariah Carey.

Market #26: KPRS/Kansas City (816) 763-2040 Fears. Playlist includes artists like Whitney Houston, Terry Ellis, and Mariah Carey.

Market #28: WKKV/Milwaukee (414) 321-1007 Fields. Playlist includes artists like Faith Evans, Mariah Carey, and Whitney Houston.

Market #28: WNOV/Milwaukee (414) 449-9668 Robinson. Playlist includes artists like L.L. Cool J, Mariah Carey, and Whitney Houston.

Market #32: WOCX/Columbus, OH (614) 464-0020 Kelly. Playlist includes artists like Mariah Carey, Whitney Houston, and Mariah Carey.

Market #33: WOVW/Norfolk (804) 466-0009 Dave/Mauzone. Playlist includes artists like TONI BRAXTON, MARY J. BLIGE, and WHITNEY HOUSTON.



WALT LOVE

# Building a Duopoly

## Urban AC KRNB/Dallas set to join sister combo KKDA-AM & FM

The reality that stand-alone facilities in today's radio market face a struggle for survival is all too clear for station owners across the board.

A duopoly or an LMA is an ever-increasing reality that shows no sign of retreating. One company that recently solidified its entry into multiple ownership is Grand Prairie, TX-based **Service Broadcast Group**. Owner of **KKDA-AM & FM/Dallas**, a Gospel/Urban Oldies hybrid in combo with the market-dominant UC, Service is all set to flip the switch on **KRNB-FM** in early February. With the station's format slated to be Urban AC, Service will have all the format bases covered in the Dallas-Fort Worth



Ken Dowe



market. Its major rival is **Granum's** recent Urban AC convert, **KRBV-FM** (formerly **KJMZ**). Sister stations **KHVN-AM**, a fulltime Gospel outlet, and **NAC KOAI-FM** (**The Oasis**) are also direct competitors.

I asked Service's Dir./Broadcast Operations **Ken Dowe** what it takes to literally start a duopoly "from the ground up." Below, Dowe shares his learning experiences.

### Signal Search

Dowe discovered what he felt was a niche in Dallas for Urban AC. After reviewing the research, he found the demos where K-104 scored well peaked at a level that clearly demonstrated a need for more adult-oriented urban product. In fact, one Saturday morning powwow nearly resulted in a format switch to Urban AC for K-104, which the group later realized was a bad idea. So Dowe first need-

ed to identify a property that might be available—not an easy thing to do in a major market. Since most of Dallas's FM outlets are owned by large broadcast firms and worth large amounts of money, Dowe opted to have Chief Engineer **Paul Strickland** search for possible move-

**SUPER STATION**  
**SOUL 73 AM**  
**KKDA**

in signals. Strickland finally found one, but not without complications.

"To have a full-power signal that would be able to cover the market, we had to be able to send a signal all the way across the east with enough strength to be competitive," Dowe explains. "The signal for KRNB is not going to be quite as good as K-104 [KKDA-FM]'s simply because it is a little bit further to the northwest than the K-104 signal. However, it is going to be a dominant signal in Fort Worth and will be a perfectly adequate signal for Dallas."

Two radio stations in Texas and Louisiana that presented signal problems agreed to change dial positions to accommodate KRNB. After four years of searching, a site was selected for KRNB's tower in Decatur, TX, about 20 miles from Fort Worth and 40 miles from downtown Dallas. KRNB's power will be 100,000 watts with a tower height over 2000 feet, thus enabling the station to overcome being sandwiched by adjacent market outlets **KYNG** (105.3) and **KHKS** (106.1), both 100,000 watts.

Dowe says the only thing holding the station back right now is the metal for constructing KRNB's tower. He notes the metal is only available at one site in the U.S. and another in France. Service is adding on space for KRNB's new facility, and new

equipment has been purchased.

"When we complete all of this, K-104, KKDA-AM, and KRNB will be the best-equipped radio stations in Dallas-Fort Worth and one of the best-equipped broadcast facilities in the nation," adds Dowe.

KRNB's progress did not come without a great deal of frustration and a lot of hard work. "By the sweat of our brow, we ended up with a full city-grade signal over Dallas and Fort Worth for a fraction of the cost had we gone in and bought either a stick or an existing property."

### Filling a Niche

Once the frequency was allocated, the tower cleared, and new facilities became a reality, Dowe took the second step toward making any station succeed establishing an on-air sound and identity.

"Our black population isn't as high as in cities such as Atlanta or



**When we complete all of this, K-104, KKDA-AM, and KRNB will be the best-equipped stations in Dallas-Fort Worth and one of the best-equipped in the nation.**

Houston, and certainly not as much as in Detroit or Chicago. Here in Dallas-Fort Worth, Anglos are number one, Hispanics are number two, and African Americans are number three, accounting for 13.7% of the total population. The fact that K-104 has been able to achieve the number one ranking in any book is rather miraculous. We are grateful that we were able to do that in the Summer 1995 ratings. But we still have this other large part of the population [that's underserved] and believe that KRNB, properly programmed, could very successfully serve the African-American population over the age of 30."

For Dowe, there are three types of Urban Adult stations: Urban AC, Urban Gold, and Gospel. Knowing

### TALK BACK TO R&R!

Do you have questions, comments, or feedback regarding this column or other issues?

Call me at (310) 788-1667 or e-mail: [babylove@rronline.com](mailto:babylove@rronline.com)



**DEBORAH GETS SENTIMENTAL** — Arista's Deborah Cox recently stopped by WQHT/Miami to ask APD/MD Phil Michaels "Who Do U Love."



**SINGING FOR THE BOYS AND GIRLS** — *En Vogue's* Cindy Herron (c) joined *RadioScope's* Lee Bailey and Diane Blackmon-Bailey for the 11th annual *RadioScope* Celebrity Christmas Caravan at the Watts Willowbrook Boys and Girls Club.

all along that there might be some competition, namely **KRBV-FM**, he made KRNB sound a bit different based on research the station conducted. To capture the perfect sound, Dowe boarded a plane and traveled from city to city where successful Urban AC outlets were to hear their presentation. A prototype of KRNB's format was put togeth-



"knows he has to win." **Steve Woods**, formerly of **KBIG/Los Angeles**, has already been brought aboard as morning host. Additionally, K-104's **Valerie Moore** has been asked to co-host mornings. Fellow K-104 announcer **Tommy Dupree** has also been asked to join KRNB's airwaves. "We still have to decide if we're going to have a PD or not, and if we're going to have a consultant or not. All those things can come later after we see exactly when the station will sign on."

A television campaign featuring a major star will begin as soon as KRNB begins broadcasting. The commercials are complete, says Dowe, refusing to reveal the star's identity. Although the station's existence has been unveiled prior to its sign-on, Dowe remains confident that the success K-104 found can be duplicated for a more mature audience. "We're all looking forward to doing the best job that we can and putting the best radio station on the air."

er, and further research was conducted that included local focus groups and callout by telephone. "After all that, it was clear that the station we wanted to put on the air would have an Urban Adult type of format," Dowe says. "That does not mean that we are right and KRBV is wrong. Our plan for this format shows it is going to be more success-

ful for us and generate greater ratings in the demographics that we are looking for."

KRNB will have a wide-ranging appeal, with Dowe expecting Anglos and Hispanics to comprise part of the listenership. He also expects KRNB to attract NAC listeners from KOAI, which he says has added more R&B material to its presentation.

Dowe's plan is to focus on a first-class morning show and then solidify middays and nights—areas he

### UC DATA BANK

## Minority Business Booming

The number of minority-owned businesses is soaring, the National Minority Suppliers Development Council reports. The reason: large corporations are doing business with minority-owned firms in ever-increasing fashion. The trade group estimates that 1.5 million minority-owned businesses nationwide share annual revenues of \$100 billion — more than double the 741,640 firms that took in \$34.4 billion in revenue in 1982.

The Council, a non-profit group that seeks better access to larger corporations for minorities, links 3500 large corporations with 15,000 minority-owned businesses.

SOURCE: *Minority Markets Alert*

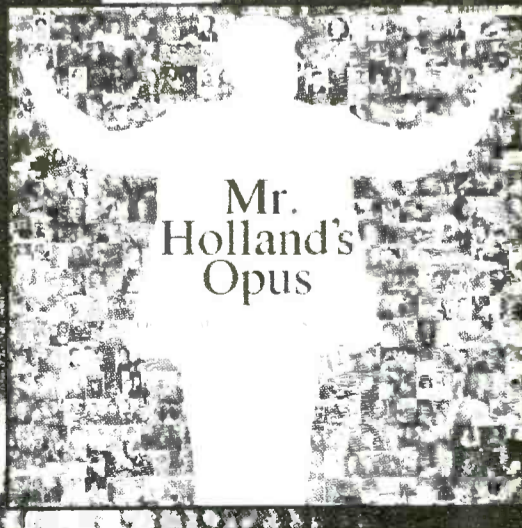
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KQXL	WQQK	KCEP
KJMS	WENN	WMPZ
WNHC	WEUP	WXQL
WAEG	WHUR	
WFLM	WMYK	
WYNN	WSOJ	
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Stations and their adds listed alphabetically by market

URBAN

Table listing radio stations across various markets (e.g., Albany, GA; Charleston, SC; Dothan, AL; Knoxville, TN; Memphis, TN; Oklahoma City, OK; Shreveport, LA) with their respective reporters and current/total playlist counts.

Table listing radio stations across various markets (e.g., Baltimore, MD; Chattanooga, TN; Gainesville, FL; Milwaukee, WI; Philadelphia, PA; St. Louis, MO; Tampa, FL) with their respective reporters and current/total playlist counts.



# CMA Targets National Advertisers

□ Potential sponsors get first-hand look at country's loyal constituency

To increase national advertisers' awareness of the power of country music, Wynonna, BlackHawk, and Lorrie Morgan will be working with the Country Music Association and *Advertising Age* magazine during the "Marketing With Country Music Seminar."

The event, to be held May 8-10 at the Opryland Hotel, is designed to educate corporate marketers and ad agency representatives on how country music can help meet brand marketing objectives.

## Wy Concert

Seminar registrants will be given VIP treatment at Wynonna's May 9 concert at the Starwood Amphitheater. Her appearance with BlackHawk is a listener apprecia-

tion show sponsored by WSM-FM/Nashville. CMA Exec. Director Ed Benson said the concert will give potential advertisers first-hand experience of the fans' loyalty and response to country music.

During a January 10 press conference at the CMA's offices, Wynonna indicated a continuing curiosity about people — especially those in urban areas — who buy her albums.

"I'm interested in knowing how people come to country music," she said. "Sometimes the bigger cities still think country music is backwards. We're trying to show that we can fit into the big world."

Wynonna said she frequently receives offers to endorse products. When asked what types of goods she wouldn't endorse, she quickly retorted, "Feminine hygiene products." She admitted that she has occasionally been approached to endorse the SlimFast diet. "The only bummer is that they make you give the money back if you gain weight," she laughed.

## Seminar Particulars

The seminar will also feature Lorrie Morgan's May 8 concert at the Ryman Auditorium. Panel discussions will include a review of country music's previous success in ad campaigns for Frito Lay, American Express, and other national accounts, as well as how advertisers can drive sales and traffic through country music.

For additional information, contact the CMA at (615) 244-2840.

## H-Azar-dous Outing

Steve Azar might have thought being a country singer was a relatively safe profession, but the Riv-



**HALL OF FAME HONOR** — Entertainment attorney Joel Katz was greeted by close friends following his recent induction into the Georgia Music Hall of Fame. Attending the party at Atlanta's Ritz Carlton Hotel are (l-r) Kaper Records' Don Perry, Sony Tree Publishing's Donna Hilley, Katz, and ASCAP's Connie Bradley and John Briggs.

er North recording artist learned otherwise during a recent visit to KUPL/Portland.

Arriving at an office tower to promote his debut single, "Some-day," Azar and his entourage — River North VP/Field Promotion Kevin Herring and Manager/West Coast Promotion Carl Brown — were met by a SWAT team. Police instructed them to remain in the parking garage during a standoff with a gunman who had shot two people and held four others hostage. Understandably, Azar, Herring, and Brown were a bit shaken by the incident, but were not injured.

## Bits 'N' Pieces

**Peter Frampton** — one of Nashville's newest non-country residents — comes alive with **Vince Gill, Trisha Yearwood, Martina McBride, the Mavericks, and Steve Earle** during the second annual Nashville Music Awards show. The February 21 event will also feature performances by **Michael W. Smith and Bela Fleck & the Flecktones**.

• The songwriters who composed **Garth Brooks'** hit "Two Of A Kind (Working On A Full House)" are in a legal battle over ownership of the song. **Bobby Boyd** has filed suit against **Dennis Robbins**, alleging Robbins

defrauded him to force him to relinquish publishing rights. Boyd's attorney says the third co-writer, **Warren Haynes**, will file a similar suit within the next 30 days. Robbins denies any wrongdoing.

• In an interview with *Business Nashville*, Brooks admitted he didn't make the cut when he contacted **Nike** about endorsing its sports products. Company officials let him down easy, explaining that the company only does endorsements with sports figures.

• **Tammy Wynette** has been named the 23rd recipient of the **American Music Awards'** special "Award Of Merit" in recognition of her outstanding contributions to American entertainment. The award will be presented during the January 29 ABC-TV telecast.

• **George Strait** has been running ads in the *San Antonio Express-News*. He's trying to find his dog, **Buster**, who has been missing from his ranch since December 27.

• **Fiddler Robert Russell "Chubby" Wise** died January 6 of heart failure at his stepson's Maryland home. A member of **Bill Monroe's Bluegrass Boys** during the late '40s, Wise co-wrote the classic fiddle instrumental, "Orange Blossom Special."

— Calvin Gilbert

## Ricochet

### NEW ARTIST FACT FILE

**Current Single:** "What Do I Know"

**Current Album/Label:** "Ricochet"/Columbia (release date February 6)

**Influences:** Restless Heart, Bob Wills

### The Personnel

Lead vocalist/guitarist **Heath Wright**, a Vian, OK native, holds a music degree from South Plains College in Levelland, TX.

Bassist-vocalist **Greg Cook**, Wright's friend since childhood, has a degree in biology and chemistry.

Keyboardist **Eddie Kilgallon**, an East Greenbush, NY native, does triple duty on guitar, saxophone, and vocals. Prior to moving to Nashville, he owned an audio/video production facility in New York state.

Steel guitarist **Teddy Carr**, who hails from Lafayette, TN, has spent time on the road with **Clay Walker** and Grand Ole Opry stars **Little Jimmy Dickens** and **Jack Greene**.

The band includes two brothers born and raised in Pecos, TX: **Junior Bryant** (fiddle, vocals) and **Jeff Bryant** (drums, vocals). Their father, **Jimmy**, once played with **Roy Orbison** and **Waylon Jennings**.

### Getting Together

Ricochet evolved from the concept that a band could be built to parlay a strong regional touring base into a self-contained recording act. It began in 1993 after the Bryant brothers invited Wright to join their band, **Lariat**. "Lariat lasted for about two weeks after that," Wright recalls. However, the trio began enlisting others to establish Ricochet and continued playing the club circuit in Texas, Oklahoma, Arkansas, and Missouri.

### The Record Deal

Veteran producer **Ron Chancey** first heard the band play in 1993 at a Columbia, MO club owned by a friend who happened to be the band's former manager. Chancey was in town for a football game, but was convinced to drop by the club.

Chancey had the band record a one-song demo, which he brought to the attention of his son, **Blake**, who is **Columbia/Nashville's** Sr. Director/A&R. The younger Chancey provided Ricochet with a four-



Ricochet

song developmental deal under the supervision of producer **Ed Seay**, whose credits include **Martina McBride** and **Collin Raye**. The label liked what it heard, and Ricochet signed their Columbia recording contract last February.

### The Sound

"We all grew up listening to **Bob Wills, Hank Williams, and Marty Robbins**," Wright explains. "I think that's what's different about our sound. We have high energy like a rock band, but the instrumentation of a traditional country band."

"The vocal influences include **Restless Heart, Southern Pacific, and even Huey Lewis & The News**. We don't have the same vocal stack as Restless Heart, but we've been compared to them."

### The First Single

Wright will always remember the exact moment he first heard the band's debut single, "What Do I Know," on the radio.

"It was Thanksgiving weekend, and I was driving back home to Oklahoma," he recalls. "I was still in range of one of the Nashville stations when I heard it. I was tired, but I drove for another three hours on sheer adrenaline."

### The Year Ahead

Following a holiday break, they're back on the road for a radio tour that will keep them busy until the **Country Radio Seminar** in Nashville. Ricochet has been selected to perform at the CRS "New Faces Show."

## COUNTRY FLASHBACK

### 1 YEAR AGO

• No. 1: "Gone Country" - Alan Jackson

### 5 YEARS AGO

• No. 1: "Forever's As Far As I'll Go" - Alabama

### 10 YEARS AGO

• No. 1: "Makin' Up For Lost Time" - Crystal Gayle & Gary Morris (second week)

### 15 YEARS AGO

• No. 1: "9 To 5" - Dolly Parton

### 20 YEARS AGO

• No. 1: "Sometimes" - Bill Anderson & Mary Lou Turner



**NO. 1 PICTURE** — Songwriters Joe Doyle and Bobby Boyd celebrated the success of Alabama's recent No. 1 single, "In Pictures," published by BMG Songs and BMG Music. Sharing in the festivities are (l-r) BMG's Randy Hart and Henry Hurt, Boyd, ASCAP's Ralph Murphy, Doyle, and RCA's Patty Olsen.



LON HELTON

## Charity, Cards, And Caring: A Country Christmas

I must admit to being especially proud of Country radio during the holidays. The lengths staffers and stations go to make the season brighter for those less fortunate is truly amazing.

Those who've never worked in radio don't realize how busy things are around a station during that time of the year. I doubt there's a time the jocks work harder — both on and off the air. Here are details of a few charitable events and heartwarming activities undertaken by Country stations toward the end of 1995.

### Amazing In Arizona

**KNIX/Phoenix** middayer **W. Steven Martin**, with incredible support from the station, may be more involved with his community and do more charity work than almost anybody else out there. Here are a few of the things he's done in just the last couple of months:

- For the 21st year, he spearheaded the Arizona Police Toy Drive, collecting and distributing over 80,000 toys. Making the project even more beneficial is Martin's distribution system — more than 400 police officers personally delivered gifts to their "adopted" families. Martin says, "Members of the police and sheriff's departments have a hard time gaining the confidence of children, especially in high-crime neighborhoods. The kids associate them with negative experiences. I thought if cops brought the toys, it might help turn that around."

Each participating officer is permitted two families for adoption. Often these are homes and kids with whom they've had personal contact. The officer gets a wish list from the kids in the house and, on specified days just prior to Christmas, they head to the warehouse, where they can pick out the gifts themselves to fulfill the lists.

This year, Martin expanded the drive to include not just Phoenix, but Tucson, Prescott, Flagstaff, and Yuma as well. Toys could be dropped off at any Arizona Exxon station.

A number of area companies also got involved by asking employees to bring toys for the drive to their holiday parties. Martin personally attended 46 parties to pick up gifts and thank participants.

Also contributing to the campaign were donations gathered during Martin's annual motorcycle ride, staged by his Arizona Charity Riders organization. More than 500 bikers — forming a line stretching seven miles — each donated a \$10 toy for the privilege to ride through Southern Arizona.

- Martin also hosted his 24th annual Tucson to Phoenix Bike Tour — called the Hard Ride Tour — another Arizona Charity Riders event. He bills this ride as a "party on pedals," promising plenty of fun, food, and prizes. The ride is limited to 200

### Hi-Tech Hi-Jinks

The latest rivalry between two stations with competing football teams in the playoffs was launched on a decidedly high-tech note last week — perhaps a sign of things to come on the ol' information superhighway.

Just a few weeks ago, **KPLX/Dallas** put its live audio up on the Internet 24 hours a day. **VP/GM Dan Halyburton** reports getting e-mail from all over the world relatively quickly. And then, just in advance of last weekend's Dallas Cowboys-Green Bay Packers NFC championship football game, "hate e-mail" from Cheesehead-land began to show up. It seems **WPKR/Waupun, WI** — Packer 99.5 — was taping KPLX from the Web and replaying on the air bars the KPLX jocks were throwing at the Packers. Halyburton got an e-mail from a Packer 99.5 staffer explaining they were using it to "fire up their fans."

It blossomed from there, with jocks from the two stations bantering back and forth before the game. Also, **WPKR** listeners began to call KPLX with jokes and jibes about the Cowboys, creating some fun radio.

bicyclists who pay a \$300 entry fee (supported by pledges). He offers lots of goodies along the way, including a grand prize of a trip to San Diego. All pledges benefit a local Child Crisis Center.

Amazingly, Martin creates, prints, and distributes T-shirts and other apparel commemorating each event. The premium one receives as part of the package corresponds to the level of participation: At one ride, a \$250 pledge total meant a T-shirt, \$400 or more was a polo shirt, and raising over \$500 nabbed an embroidered satin jacket. Top fundraisers also receive major prizes. And as you might imagine, local sponsors line up to be part of Martin's events.

- Martin also rounded up a number of jocks from '60s Phoenix Top 40 competitors **KRIZ** and **KRUX** — station calls that no longer exist in the market — for "W. Steven Martin's Classic Radio Waves Car Show." A can of food (destined for the United Food Bank of Arizona) bought admission to a weekend of old music, old cars, and old disc jockeys trading war stories from one of the nation's most hotly contested Top 40 battles of yesteryear.

- Finally, while it wasn't exactly a charity event, Martin organized an effort to adopt a mile of highway in the name of a slain Arizona highway patrolman. He was told by the Arizona Department of Transportation that only one mile of road was available on the highway he wanted. Ironically, the officer had been killed within that very mile.

### Cincinnati Kim

**WYGY/Cincinnati** morning personality **Coyote Kim** visited area grade schools in December during her third annual Santa Scoot tour. It's a combination Career Day/line dance lesson for kindergarten-sixth graders. She talks to the kids about radio for a half-hour, answers questions, and records a few of them for the next morning's show. She spends another 30 minutes teaching them a line dance she choreographed to the Tractors' "Santa Claus Boogie." For a finale, 10 students from each school she visited gathered to perform the dance at the halftime of a Cincinnati Silverbacks soccer match.

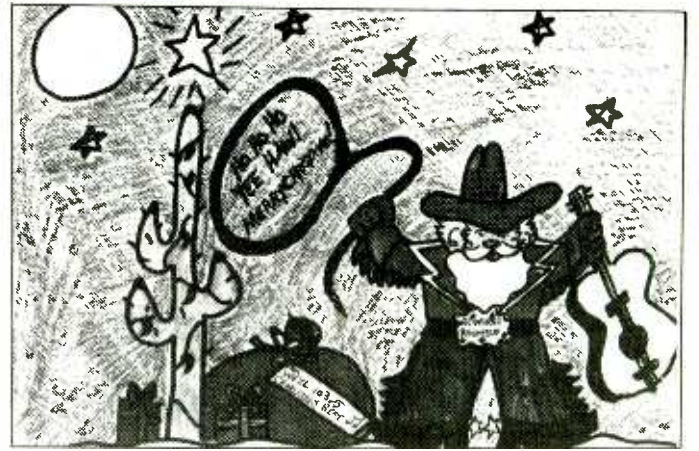
### Kamping For Kids

**KPLX/Dallas** teamed with the Marines' Toys For Tots Program and Target stores, erecting the "KPLX Kids Kamps" for the third consecutive year. Despite the kickoff weekend being greeted by a cold snap, more than \$10,000 and 10,000 toys were collected. By Christmas Eve, 112,240 toys had been collected and distributed.

### Caring In Kokomo

**WWKI/Kokomo, IN** raised \$528,000 in its 23rd annual "We Care" charity fundraiser. Businesses and individuals donated new and used items to be sold during a 47-hour broadcast auction. **PD Dave Broman** says, "Our event has practically replaced the arrival of Santa as the first sign of Christmas." Raising a half-million

### Ho Ho Ho & Yee Haw From WEZL



We get a lot of holiday greetings cards from stations around the country here, and we appreciate them all — they decorate our office during December (and usually January and February, since we're a bit slow taking them down). But one of the year's neatest cards came from **WEZL/Charleston, SC**, which holds an annual Christmas card design contest for kids. This year's **WEZL** card — in color — was drawn by eight-year-old **Jessica Johnson**.

bucks in a city the size of Kokomo is truly incredible.

### Pass The Drumsticks, Please

**WDDD/Marion, IL** launched a new promotion over the holidays, its "First Annual Drumsticks For Auction." On-air auctions for autographed drumsticks raised over \$4200 — and 24 turkeys — for eight regional food banks. Among the sticks for sale (with the winning bids): **Rhett Akins** (\$215), **Eddie Bayers** (\$110), **Tracy Byrd** (\$235), **Terri Clark** (\$171), **Tracy Lawrence** (\$150), **Little Texas** (\$211), **Neal McCoy** (\$220), **Reba McEntire** (\$560), **Tim McGraw** (\$310), **John Michael Montgomery** (\$510), **David Lee Murphy** (\$275), **Daryle Singletary** (\$178), **Doug Supernaw** (\$195), **Travis Tritt** (\$440), **Clay Walker** (\$274), and **Bryan White** (\$156).

### Nashville Events

The generosity of time and talent from those in the music industry enable stations in and around Music City to present some wonderfully unique events to raise money for their causes. Here are some examples of what went on this year:

- **WSIX** has presented its annual "Parade Of Pennies" for more than 30 years. Events this year again included a pancake breakfast from which **Gerry House & the House Foundation** broadcast live. Once

again, there was a major fundraising concert, this year featuring **David Ball**, **Joe Diffie**, **Ty England**, **Pam Tillis**, and **Bryan White**. Also, a 1995 Sunfire GT car was auctioned off in conjunction with a local auto dealer. The station's share of that sale and the monies raised from the other events totaled over \$35,000 for Dreammakers, **WSIX's** charity of choice.

- **WSM-FM** offered a unique reward to folks who donated to the station's Toys For Tots campaign at a local car dealership. Each person received a ticket to the taping of the CBS-TV special "70th Anniversary Celebration of the Grand Ol' Opry." Over 1500 tickets were distributed; more than 2000 toy and food donations were received.

- **WYQC** gathered a number of Nashville's top songwriters for an on-air holiday guitar pull. The "Rockin' Country Songwriters Christmas Show" raised money for "Gilda's Club," a non-residential place — named after late comedienne **Gilda Radner** — where cancer survivors and their families and friends can go for social and emotional support. Among the writers taking part were **Jim McBride**, **Dave Gibson**, **John Ims**, **Dennis Robbins**, **Gary Burr**, **Kostas**, **Kim Richey**, and **George Ducas**.

### The Christmas Wish

**WBKR/Owensboro, KY** began its Christmas Wish campaign 17 years ago when the station's GM donated \$1000 and asked listeners to make a Christmas wish for a family they thought deserved help. He said the money would be divided among 10 needy families. Last month, the station helped more than 750 families, fulfilling "wish letters" from 22 counties.

Here's how it works: The day after Thanksgiving, **WBKR** personalities encourage people with special needs — or those who know of people with special Christmas needs — to send in their Christmas Wish letters. Each letter is entered into a computer and researched for authenticity. The jocks also ask listeners to send donations of toys, cash, clothing, and food. When the decision is made to grant a wish, volunteers shop for the items, wrap, and deliver the gifts to the family.

### Free Bucks In Billings



**KIDX/Billings** morning maniacs "Scott & Big D" celebrated the end of Montana's 65 mph speed limit by giving away over \$800 — \$5 at a time — from the drive-in window of a fast-food restaurant. (The state had been fining people \$5 for exceeding the 65 mph limit on major highways.) The pair, shown here during the event, handed out free coffee and cinnamon rolls and awarded a \$100 shopping spree to the 98th car in line. The jocks' creativity was rewarded with a shot on **ABC-TV's "World News Tonight With Peter Jennings."**

# The Delevantes

## *Driving At Night*

"...the Delevantes are one of the most talented bands in America today."

--Robert K. Oermann,  
Nashville Tennessean

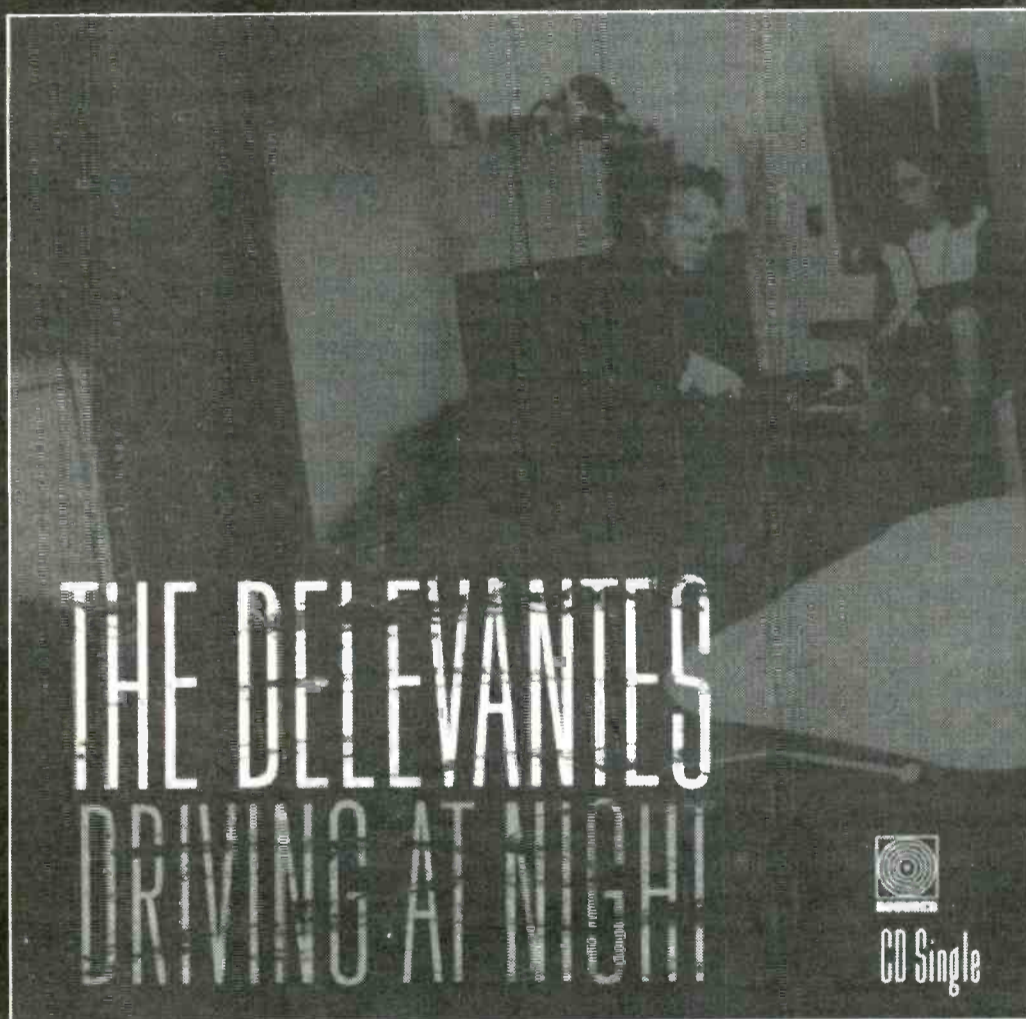
"The duo's songwriting sets them apart from the roots-rock rabble; they can write hooks all day long, and their tunes stick like tobacco juice on a wool rug." --**Entertainment Weekly**

"The Delevante brothers -- truly heirs to the Everly's title as best singer/songwriter brother duo in the business. . . ."

--**New York Review of Records**

"Jangly, chiming guitar riffs and smooth rhythms run side by side with slaps of pedal steel, led always by Bob Delevante's ccuntry-chiseled lead vocals and his brother's engaging harmonies ." --**Rolling Stone**

Produced by E. Street Band veteran Gary Tallent.

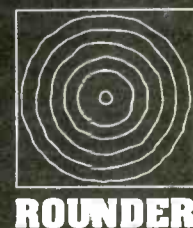


### Check out *Driving At Night*

The new single from the Delvantes' Rounder debut *Long About that Time*, and hear what the buzz is all about.

Going for adds January 22nd

For pay copies contact Shay Quillen-Rounder Records (617)354-0700 X222



**ROUNDER**

Table with columns: SW, 4W, LW, TW, ARTIST TITLE LABEL(S), TOTAL STATIONS/ADDS, PLAY RANK, TOTAL PLAYS, +/- PLAYS, TOTAL POINTS, +/- POINTS. Lists top 50 country songs as of January 19, 1996.

This chart reflects airplay from January 15-21. Songs ranked by total points. Highlighted songs indicate Breaker. 186 Country reporters. 174 current playlists. © 1996, R&R Inc.

**BREAKERS®**

**LONESTAR**  
No News (BNA)  
72% of our reporters on it (135 stations)  
48 Adds • Moves 46 - 39

**LORRIE MORGAN**  
Standing Tall (BNA)  
64% of our reporters on it (120 stations)  
13 Adds • Moves 44 - 40

**LEE ROY PARNELL**  
Heart's Desire (Career)  
60% of our reporters on it (111 stations)  
62 Adds • Debuts at 42

**MOST ADDED®**

Table with columns: ARTIST TITLE LABEL(S), ADDS. Lists songs with the most added stations.

**MOST INCREASED PLAYS**

Table with columns: ARTIST TITLE LABEL(S), TOTAL PLAY INCREASE. Lists songs with the greatest increase in total plays.

**MOST INCREASED POINTS**

Table with columns: ARTIST TITLE LABEL(S), TOTAL POINT INCREASE. Lists songs with the greatest increase in total points.

**HOTTEST RECURRENTS**

Table with columns: ARTIST TITLE LABEL(S). Lists songs that are recurrent hits.

Breakers: Song has achieved airplay at 60% of our reporters for the first time. Total Points: The sum of each station's total plays of a song multiplied by the station's individual weight. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Play Rank: Ranks all charted songs by total plays. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays.

Thanks!!  
to R&R  
& Country Radio!!

and especially to  
David Lee Murphy  
Tony Brown

Scott Borchetta & MCA Records  
Doug Casmus & N2D Publishing  
for making '95 the year of the **PARTY CROWD**  
and starting '96 **OUT WITH A BANG**



Jimbeau Hinson & American Romance Songs  
Kim Tribble & Brian's Dream Publishing

















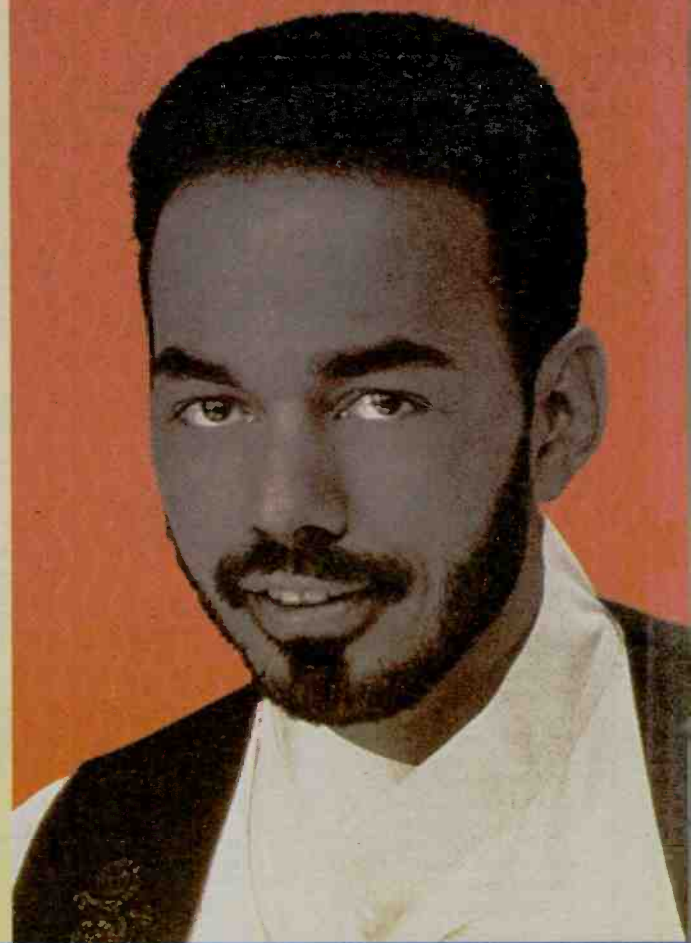
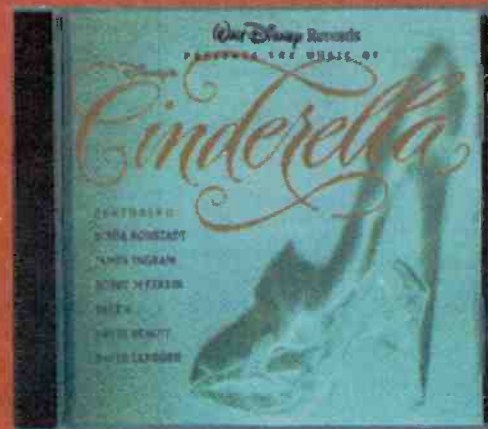
# SO this is LOVE

James Ingram

The Love Theme from Disney's Classic

*Cinderella*

WALT DISNEY  
RECORDS



now playing on:

WZLH WLIF KQXT WMJJ

WDEF WTPI WFMK WWWM

WCOF WGSY WCOD WAFY

WTCB WMT KMXR WTVR





MIKE KINOSHIAN

# Battling The Blizzard Of '96

□ How three major-market stations coped with Mother Nature's New Year's present

Dire predictions of a crippling winter storm became a reality last week for the entire East Coast.

## Slopes of Philadelphia

Picture in Monday's *Philadelphia Enquirer* shows a lone vehicle driving down a freeway. "That was our morning team," **WBEB (B101.1) Philadelphia PD Jim Ryan** points out. "They live in New Jersey and said they could hardly see. The two (**Chris McCoy** and **Joan Jones**) came in by four-wheel drive and still barely made it in by 3pm [Sunday]."



Ryan

The scene may have looked serene, but the streets of Philadelphia seemed more like the *slopes* of Philadelphia last week, as the Blizzard of '96 dumped 30+ inches of snow on the City of Brotherly Love. Anticipating the worst, Ryan reserved several hotel rooms for station staffers on Sunday and Monday night (1/7-8). "Historically, [experts] say you'll get four feet, and you end up with four inches. But we booked the rooms just to be safe. It started snowing about 2am (1/7); by 9am you could see their predictions were coming true."

The city remained shut down without mail service through Tuesday (1/9). "Unless you had press credentials or were part of an emergency crew, you were forbidden to be on the road from late Sunday afternoon until 6am Tuesday."

This was certainly the definitive example of stations broadcasting to a "captive" audience. "Our research company doing callout Monday (1/8) had a 100% acceptance ratio."

Quickly mobilizing his forces, Ryan instructed the airstaff to head for the Adam's Mark hotel, one-half block from WBEB's studios in media-intensive Bala Cynwyd; local TV anchors also stayed at the hotel. "It ended up being a mini-convention. Some of our people actually enjoyed the experience because they became friendly with some camera people and anchors."

Extreme situations like blizzards, hurricanes, tornadoes, and earthquakes, however, can produce warm moments for everyone involved. "A bus was stuck in front of a woman's South Philadelphia home. She came out and served pasta to everyone on the bus. We [aired] stories like that to show how people dealt with the storm." On the other hand, there was apparently some panic at local su-

permarkets. "There were strange scenes with people fighting over food and gallons of milk," Ryan says.

## 'Never Missed A Beat'

With air talent safely nestled in the nearby hotel, Ryan had music and morning contest info ready for Monday morning. "We kept doing hourly storm updates, road conditions, bus and rail information, and [covered] the airport situation. We really never missed a beat."

"One way to build a radio station is to provide entertainment and information when people need and count on you. TV stations did [continuous storm coverage], but we gave similar information and also played great music." Noting that his staff contributed above and beyond the call of duty, Ryan recalls that McCoy and Jones stayed throughout most of the midday shift to make sure information aired.



**One way to build a radio station is to provide entertainment and information when people need and count on you.**



"Our chief engineer couldn't get in, so I had to learn the master computer for our voice mail system. Our traffic manager has a four-wheel drive and picked up our receptionist. Many people wound up doing different jobs."

Acknowledging the competition, Ryan says News **KYW** did a very good job with the storm and had reporters all over town. "But I think we did one of the best jobs, too. Many

# Scott & Todd's Big Apple Adventure

Miserable winter weather is nothing new to **Scott Shannon**. But the legendary **WPLJ/New York PD**/morning co-host admits the Blizzard of '96 was the worst he's experienced.

To prepare for the approaching onslaught of snow, Shannon created a master plan to carry the station through the blizzard. By 9:30am Sunday morning (1/7), the station was prepared with several 'PLJ air personalities housed in a nearby hotel. "Our **Metro Traffic** brethren also were ready to go; we all hit the air with full coverage at 5am Monday morning."

Shannon, along with drivetime partner **Todd Pettingill**, remained on the air until 11am, playing just two records an hour. "[Especially in times like these], common sense dictates that you can't be just a jukebox. It's important that you [do whatever's necessary] to get the job done."

"We tried keeping listeners in touch by painting an accurate picture of what was happening in the entire metro area. We had [New York Mayor **Rudolph Giuliani** and New Jersey Governor **Christine Todd-Whitman**] on several times."



Shannon

## Roving Reporters

To provide expanded storm coverage in an entertaining way, Shannon commissioned several regular 'PLJ listeners as station "reporters" throughout the five boroughs, Long Island, Westchester and Rockland counties, and Fairfield County, CT. By following the philosophy that "the bigger the market — the smaller you should sound," a rule he learned many years ago, WPLJ sounded like "a great big small town [station] sharing one problem."

Shannon admits that he had no time to listen to other stations' storm coverage. But from what people told him, nobody else came close to WPLJ. "We're very proud of our community-service image and have worked hard to build a trust with our listeners."

In some parts of the city, weather woes were further complicated by

## WASH Weathers Winter's Woes

When it became clear to **WASH/Washington PD Steve Streit** Washington would receive anything but its usual dusting of snow, he developed a strategic game plan.

Although Streit's four-wheel drive couldn't transport him to the office last Monday and Tuesday (1/8-9), he was able to handle station operations from home by tapping into station software via modem link.

"The snow was up above [my vehicle's] grill work and the chassis was frozen. All four wheels were spinning, but I wasn't moving." However, morning personality **Kevin Gossett** was having better luck with his four-wheel drive. "He made it in with no problems and picked up [morning partner] **Kim Burton**. They presented things in a lifestyle manner and did school closings over the 'Northern Exposure' theme."

Rather than its typical one weathercast an hour, WASH aired updates during each of its three breaks per hour. Air personalities with shifts in the first 18 hours stayed at a nearby Holiday Inn. Parttimer **Jeff Baxter** did three five-hour shifts in 36 hours, and all of WASH's fulltimers were back on the air by Tuesday (1/9). Compounding matters was an unexpected second storm on Tuesday, yielding another six inches of snow. "Plows couldn't keep up with the snow and we were forced to punt for the next 18 hours."

Undoubtedly pleased with his station's storm coverage, Streit, candidly admits that he can't imagine people would tune to WASH as their primary source of information. "People listening to us wanted to be informed, but were with us for reasons other than news."

Perhaps Streit's most unusual call during the storm was from a Silver Spring, MD woman having trouble getting the road outside her house plowed. "She wanted to know what we would do about it. She said she phoned us because she didn't know who else to call!"



Steve Streit

people let us know they appreciated what we did."

The blizzard did force some last-minute commercial scheduling problems. "In bad weather, we run **Campbell Soup** [spots] once an hour. We lost some car dealers for a few days, but they just pushed their [spots] back a bit. Everything that was supposed to run did because our talent

knows that if they miss a spot, they're dead."

A very welcome source made sure that B101.1 personnel didn't go hungry. "[Station co-owner] **Dave Kurtz** and his wife knew there weren't any places open, so they brought food for us. That's something you don't normally find in a Philadelphia radio station."

cable television outages. But, as Shannon points out, "In times of emergency, it's important [partisan listeners] are conditioned so they don't need to go other places to get need-



**You can't expect to play ball in the major leagues without doing your homework and being prepared. Too many people in our business don't take time to think about what they're doing.**



ed information. This thing affected just about everyone's life."

Not surprisingly, Shannon and Pettingill managed to find abundant humor from the entire experience. "Since we stayed in the same hotel, we had tales of wild adventures about where we ate and cab rides we encountered. There were plenty of stories to be told."

PM Driver **Rocky Allen** made it to the station's Midtown studios in time for his shift, after receiving special permission from police to use the roads. "Rocky and his crew didn't stay in town, but managed to get in from the wilds of New Jersey. They did a tremendous job for us in afternoon drive, concentrating on special situations and the storm's human side."

Having been in New York for 11 of the past 13 years, Shannon knows what needs to be done to cover the bases during weather crises. "I'm fortunate to have a great staff that doesn't mind working a few extra hours to get the job done. You can't expect to play ball in the major leagues without doing your homework and being prepared. Too many people in our business don't take time to think about what they're doing."

## TALK BACK TO R&R!

Do you have questions, comments, or feedback regarding this column or other issues?

Call me at (310) 788-1664 or e-mail: [mkinosox@ronline.com](mailto:mkinosox@ronline.com)



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FIND COMPLETE PLAYLISTS FOR ALL HOT AC REPORTERS ON R&R ONLINE

MARKET #1 WXXV/New York (212) 752-3322 Weed/Silver. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #1 WPLJ/New York (212) 613-8900 Cuddy/Shannon/Preston. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #4 KIOI/San Francisco (415) 956-5101 Keating/Lindell. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #5 WYXR/Philadelphia (610) 668-0750 Knight/Proke. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #7 KDMX/Dallas (214) 991-1029 Morley/Ashley. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #6 MIX 102.3 FM/WRQX/Washington (202) 686-3100 James/Parker. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #9 KHMJ/Houston (713) 790-0965 Paxton/Anhorn. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #14 WBLI/Long Island (516) 732-1061 Rybak/Terry. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #21 MIX 96/WMTX/Tampa (813) 536-9600 Dixon/Blanco. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #23 Alice/KALC/Denver (303) 572-7000 Cassidy/Lawson. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #28 94 WKTI/WKTI/Milwaukee (414) 967-5339 Clayton/Peace. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #29 V92/KGBY/Sacramento (916) 929-5325 Laurence/Garcia. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #35 B93.7/KBEE/Salt Lake City (801) 485-6700 Kelly. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #35 KISN/Salt Lake City (801) 485-9797 Morales/Young. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #43 FM 100/WMC/Memphis (901) 726-0555 Morgan. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #46 WJZZ/Monmouth-Ocean (609) 597-1100 DeBock. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #48 KLASSY 100 FM/KMZQ/Las Vegas (702) 731-5100 Cochran/Keith. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #56 B103.7/WMBX/Richmond (804) 323-0104 Davis/Simons. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #59 My 102.5 FM/WNYI/Greenville, SC (803) 235-1025 Pollitt/Rogers. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.

MARKET #55 Mix 102.7/KTHZ/Fresno (209) 294-1234 Zeller/Alexander. PLAYLIST with columns SW, LW, TW and ARTIST/TITLE.



CAROL ARCHER

# PDs And MDs Pick Their Fave Rave Albums Of 1995

□ Informal poll reveals personal picks don't always mirror airplay success

Most programmers agree that last year's pool of music offered quality and diversity. I asked our reporters to weigh in with their Top Five favorite albums of the year. Here, in no particular order, are some of their responses.

**KSBR/Mission Viejo PD Terry Wedel**

- Pat Metheny Group We Live Here
- Joe Henderson Double Rainbow
- Dan Siegel Hemispheres
- Rick Braun Beat Street
- Bob Marnett Day Into Night

- Phylliss Hyman I Refuse To Be Lonely
- Pieces Of A Dream Goodbye Manhattan
- Herbie Hancock Dis Is De Drum
- Marcus Miller Tales

**KHHH/Denver MD Becky Taylor**

- Jazzmasters III
- Doc Powell Inner City Blues
- Slim Man End Of The Rainbow
- Warren Hill Truth
- Rick Braun Beat Street

**WGUF/Ft. Myers PD Mike Bode**

- Various I Got No Kick Against Modern Jazz
- Jazzmasters III
- David Sanborn Pearls

**WJJZ/Philadelphia PD Anne Gress**

- Rick Braun Beat Street
- Paul Taylor On The Horn
- Incognito 100 Degree And Rising
- Brian Culbertson Modern Life
- Najee Songs From The Key Of Life

**KQBR/Sacramento PD Lawrence Tanter**

- Pat Metheny Group We Live Here

- Aaron Neville Tattooed Heart
- Blues Traveler Four

**KBZN/Salt Lake City PD Dale Nelson**

- Jazzmasters III
- Rick Braun Beat Street
- Paul Taylor On The Horn
- Heavy Shift Unchain Your Mind
- Vanessa Williams The Sweetest Days

**KUCD/Honolulu PD Mahlon Moore**

- Clarence Clemmons Peacemaker
- Randy Crawford Naked And True
- Jazzmasters III
- Keiko Matsui Sapphire
- Rick Braun Christmas Present

**WLVE (Love 94)/Miami PD Shirley Maldonado**

- Rick Braun Beat Street
- Larry Coryell I'll be Over You
- Des'ree I Ain't Movin'
- Quincy Jones Q's Juke Joint
- Pat Metheny Group We Live Here

**KKSF/San Francisco MD Dore Steinberg**

- Pat Metheny Group We Live Here
- Rick Braun Beat Street
- Steps Ahead Vibe
- William Orbit Strange Cargo Hinterland
- Greg Adams Hidden Agenda

**KKSF/San Francisco PD Steve Feinstein**

- Al Green Your Heart's In Good Hands
- Vince Jones Future Girl
- Fishbelly Black Spontaneous Combustion
- Dar Williams The Honesty Room
- Zappacosta Innocence Ballet



**RINGING IN THE NEW**—Mesa/Bluemoon artists Rick Braun (second from l) and Brian Culbertson (second from r) helped KOAS/Tulsa celebrate the holidays by performing at the station's first "Evening With The Oasis" at the Performing Arts Center. Seen here enjoying a backstage break are KOAS PD and morning personality Rick Alan West (l) and Marketing/Promotion Mgr. Julie Meylink.

**KTWV (The Wave)/Los Angeles APD/MD Ralph Stewart**

- Rick Braun Beat Street
- Avenue Blue Avenue Blue

- Rippingtons Sahara
- Fogelberg/Weisberg No Resemblance
- Maire Brennan Misty Eyed Adventures
- Peter, Paul & Mary Lifesongs

**WJCD/Norfolk PD Maxine Todd**

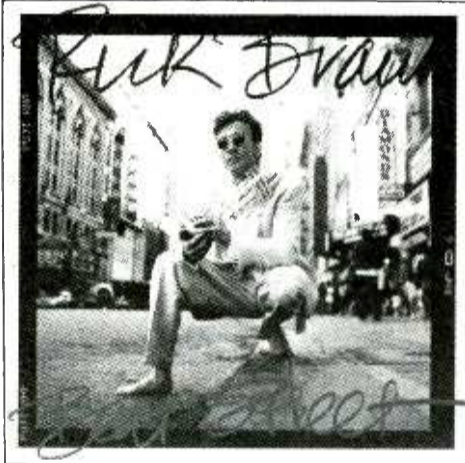
- Rick Braun Beat Street
- Randy Crawford Naked And True
- Chris Botti First Wish
- Pat Metheny Group We Live Here
- Roberta Flack Roberta

**WFAE/Charlotte MD Tena Simmons**

- Rick Braun Beat Street
- Urban Knights Urban Knights
- Jazzmasters III
- Brian Simpson Closer Still
- Various "Waiting To Exhale" ST

**KOAI/Dallas PD Jim Teeson**

- Rick Braun Beat Street
- Incognito 100 Degrees In The Shade
- Neal Schon Beyond Thunder
- Randy Crawford Naked And True
- David Sanborn Pearls



**WJZZ/Detroit PD/OM Oneil Stevens**

- Boney James Seduction
- Isaac Hayes Raw And Refined
- Paul Taylor On The Horn
- Pat Metheny Group We Live Here
- Special EFX Body Language
- Ricardo Silveira Story Teller
- Metro Tree People
- Torquato Mariano Last Look
- KEZL/Fresno PD Mike Vasquez

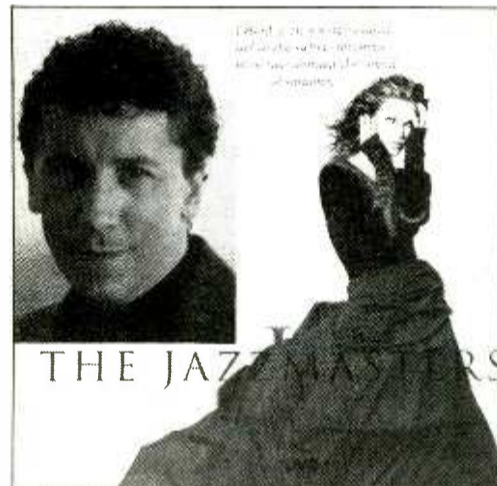
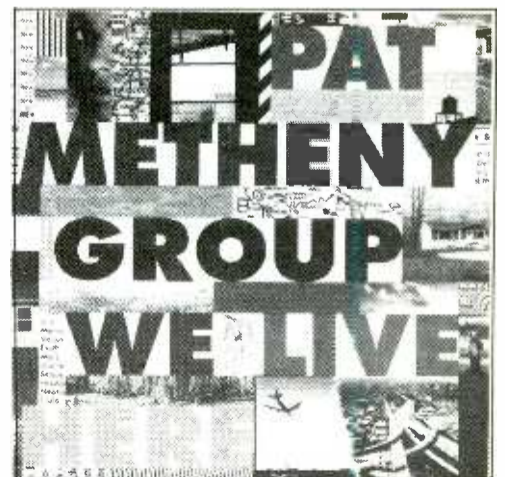
- Heavy Shift Unchain Your Mind
- Paul Taylor On The Horn
- Jeff Lorber West Side Stories
- Rick Braun Beat Street
- Warren Hill Truth

**WOTB/Providence PD Bill Gray**

- Rick Braun Beat Street
- Brian Culbertson Modern Life
- Avenue Blue Avenue Blue
- Slim Man End Of The Rainbow
- Lee Ritenour & Larry Carlton Lee & Larry

**KLJZ/New Orleans PD Michael Grayson**

- Enya Memory Of Trees



THE JAZZ MASTERS



**TINGSTAD RUMBLES INTO ALBUQUERQUE** — Narada Records artist Eric Tingstad recently did an in-store appearance at Border's Books & Music in Albuquerque. Participating in a group hug are (l-r) Border's staffer Linda Sutton, Narada's Connie Vodika, Border's staffer Michael Higgins, Tingstad, and KRZN/Albuquerque PD Mark McGuire.







# NAC REPORTERS

Stations and their adds listed alphabetically by market

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Here is our case: Music Express Limousine Service was created in 1974. We have offices in Los Angeles and New York. We employ over 200 people. We are totally independent from any other limousine company. We are fully and completely computerized. We employ our own factory-trained mechanics. We own over 150 vehicles. Our fleet of limousines, town cars, vans and busses are constantly updated. No vehicle is over 24 months old. Our dispatchers, reservationists, office personnel and chauffeurs are all experienced, hand-picked, bonded and most qualified. They have to be. Our client list is America's "Who's Who" in all government, corporate, financial and entertainment fields. Our Los Angeles and New York offices are headquarters of an independent worldwide affiliation of the finest limousine companies on the globe. We have been consistently honored and awarded by all national limousine organizations. We accept major credit cards. Our rates are always competitive.

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<p><b>KRZN/Albuquerque, NM</b> PD/MD: Mark McGuire BRUCE HORNSBY "Swing" DAVE KOZ/JASON MILES "Cara's" JANN ARDEN "Looking" MAYSA "Rain" TOLEDO "Roots"</p>	<p><b>KEZL/Fresno, CA</b> PD/MD: Mike Vasquez CHAKA KHAN "Still" TONI BRAXTON "Flow" KEVIN TONEY "Years" TORCUATO MARIANO "Ocean" VIBRAPHONIC "Enough" STEVE LAURY "Gloria"</p>	<p><b>Smooth FM/New York, NY</b> PD: Mike Fischer APD/MD: Haneen Hunter GEORGE MICHAEL "Jesus"</p>	<p><b>KSSJ/Sacramento, CA</b> PD/MD: David Anderson GEORGE MICHAEL "Jesus" FOURPLAY "Licorice" NAJEE "Wish" EVERYTHING BUT... "Missing"</p>
<p><b>KNIK/Anchorage, AK</b> PD/MD: Dean Williams MARION MEADOWS "Chance" BOBBY MCFERRIN "Friends" GEORGE MICHAEL "Jesus"</p>	<p><b>KUCD/Honolulu, HI</b> PD: Mahlon Moore STEVE LAURY "Gloria"</p>	<p><b>WQCD/New York, NY</b> PD: Fleetwood Gruver APD/MD: Steve Williams GEORGE MICHAEL "Jesus" CHANTE MOORE "Wey" TONI BRAXTON "Flow" JERALD DAEMYON "Madness" EVERYTHING BUT... "Missing" BOBBY MCFERRIN "Friends"</p>	<p><b>KCLC/St. Charles, MO</b> PD: Rich Reighard MD: Scott Nenninger GEORGE MICHAEL "Jesus" BOBBY MCFERRIN "Freedom"</p>
<p><b>WJZF/Atlanta, GA</b> PD/MD: Mark Edwards GEORGE MICHAEL "Jesus"</p>	<p><b>WFSJ/Jacksonville, FL</b> PD/MD: Hank Dole JAZZMASTERS "Inner"</p>	<p><b>WJCD/Norfolk, VA</b> PD: Maxine Todd MD: Larry Hollowell VIBRAPHONIC "Enough" BRIAN CULBERTSON "Modern"</p>	<p><b>KBZN/Salt Lake City, UT</b> PD/MD: Dale Nelson KEVIN TONEY "Years" JAZZMASTERS "Inner"</p>
<p><b>WLBI/Birmingham, AL</b> PD: Dave Edmunds MD: Don Alias ENYA "Anywhere" JAZZMASTERS "Hear" PAUL TAYLOR "Meet"</p>	<p><b>KCIY/Kansas City, MO</b> PD: Doug Gondek MD: Michelle Chase NAJEE "Love's" 3RD FORCE "Home" VIBRAPHONIC "Enough"</p>	<p><b>KTNT/Oklahoma City, OK</b> MD: Stephanie Stewart QUINCY JONES "Nothin" GEORGE MICHAEL "Jesus"</p>	<p><b>KCJZ/San Antonio, TX</b> MD: Diane Travis DENNY JIOSA "Evening" STEVE LAURY "Gloria" WHITNEY HOUSTON "Exhale" TONI BRAXTON "Flow" MAYSA "Rain" BRIAN KRINEK "Lifetime" NAJEE "Wish" BRIAN MCKNIGHT "Crazy"</p>
<p><b>WAOZ/Boston, MA</b> PD/MD: Bill George BOBBY CALDWELL "Neighbor" EVERYTHING BUT... "Missing" TONI BRAXTON "Flow"</p>	<p><b>WEZV/Lafayette, IN</b> PD/MD: Bob Miller GEORGE MICHAEL "Jesus" WINDBORNE "Feels" WINDBORNE "Sunrise" WINDBORNE "Seabreeze"</p>	<p><b>WLOQ/Orlando, FL</b> PD: Steve Huntington MD: Bob Church VAN MORRISON "Blues" VAN MORRISON "Will" MICHAEL ROSS "Letter" VAN MORRISON "Life" CAROLINE LAVELLE "Rain" GEORGE MICHAEL "Jesus" VAN MORRISON "Moondance"</p>	<p><b>KIFM/San Diego, CA</b> PD: Bob D' Connor MD: Kelly Cole BOBBY MCFERRIN "Friends" GEORGE MICHAEL "Jesus" BOBBY CALDWELL "Let" GROVER WASHINGTON "Playing" BOBBY MCFERRIN "Kids" WILLIE &amp; LOBO "Vallarta" FOGELBERG &amp; WEISBERG "Sunlight" JERALD DAEMYON "Madness" JERALD DAEMYON "Thinking" RICHARD SAMUELS "Close"</p>
<p><b>WSJZ/Bufalo, NY</b> PD: Steve Wiersman MD: Chris Wittingham JAZZMASTERS "Inner" BONEY JAMES "Camouflage" STEVE LAURY "Gloria" VIBRAPHONIC "Enough" NAJEE "Wish"</p>	<p><b>KTWV/Los Angeles, CA</b> PD: Chris Brodie APD/MD: Ralph Stewart BOBBY MCFERRIN "Friends" ADRIAN GURVITZ "Images"</p>	<p><b>KYOT/Phoenix, AZ</b> PD/MD: Nick Francis SPECIAL EFX "Rhythm" LEE RITENOUR "Life" BOB MAMET "Calabay"</p>	<p><b>KBLX/San Francisco, CA</b> PD: Kevin Brown MD: Ron Cadet GEORGE MICHAEL "Jesus" BOBBY MCFERRIN "Friends" JERALD DAEMYON "Peace"</p>
<p><b>WFAE/Charlotte, NC</b> PD: Paul Stribling MD: Tena Simmons No Adds</p>	<p><b>KOFE/Minneapolis, MN</b> PD: Rob Moore GEORGE MICHAEL "Jesus" BOBBY MCFERRIN "Friends" VAN MORRISON "About" CAROLINE LAVELLE "Picasso" K.D. LANG "Sexuality" JEANNE NEWHALL "Sushi"</p>	<p><b>KKJZ/Portland, OR</b> PD/MD: Shaun Yu APD: Eydie Bowen QUINCY JONES "Nothin" JONATHAN CAIN "Elegance" GEORGE MICHAEL "Jesus"</p>	<p><b>KKSF/San Francisco, CA</b> PD: Steve Feinstein MD: Dore Steinberg JERALD DAEMYON "Thinking" NATIVE VIBE "Warmth" JONATHAN CAIN "Carnivale" GEORGE MICHAEL "Jesus" BRIAN KRINEK "Lifetime" VIBRAPHONIC "Enough"</p>
<p><b>WNWV/Cleveland, OH</b> PD/MD: Bernie Kimble BOBBY MCFERRIN "Friends" NAJEE "Wish" STEVE LAURY "Gloria" TONI BRAXTON "Flow"</p>	<p><b>KMJZ/Minneapolis, MN</b> PD/MD: Tom Sleeker BOBBY MCFERRIN "Friends" GEORGE MICHAEL "Jesus"</p>	<p><b>WOTB/Providence, RI</b> PD/MD: Bill Gray BOBBY MCFERRIN "Friends" BOBBY MCFERRIN "Kids" ENYA "Home" MICHAEL ROSS "Letter" MICHAEL ROSS "Page" GROVER WASHINGTON "Playing" BOBBY MCFERRIN "Heavens" GEORGE MICHAEL "Jesus"</p>	<p><b>KWJZ/Seattle, WA</b> PD: Dave McKay MD: Michael Eads VIBRAPHONIC "Enough" BOBBY MCFERRIN "Friends"</p>
<p><b>KOAI/Dallas, TX</b> PD: Jim Teeson MD: Bret Michael STEVE LAURY "Gloria" NAJEE "Wish"</p>	<p><b>KSBK/Mission Viejo, CA</b> PD/MD: Terry Wedel BOBBY MCFERRIN "Friends" VIBRAPHONIC "Enough" VAN MORRISON "Moondance" KEVIN MAHOGANY "Route" VIBRAPHONIC "Strolling" VAN MORRISON "Heathrow" BOBBY MCFERRIN "Remembranc" ALEX BUGNON "Harlem" STING "Moonlight" BOBBY MCFERRIN "Heavens" BOBBY MCFERRIN "Better" BOBBY MCFERRIN "Freedom" JERALD OAEYON "Thinking" NATIVE VIBE "Warmth" FRANK GAMBALE "Dali" TOLEDO "Mestizo" DAVID BENOIT "June" JEANNE NEWHALL "Day" NATIVE VIBE "Affair" NATIVE VIBE "Clouds" NATIVE VIBE "Purposes"</p>	<p><b>WNND/Raleigh, NC</b> PD: Bob Linden MD: John Heran LILI ANEL "Wrong" JEANNE NEWHALL "Arms" BOBBY MCFERRIN "Freedom" GEORGE MICHAEL "Jesus" JEANNE NEWHALL "Girl" JEANNE NEWHALL "Heaven" SPRAWL! "Moderately" SPRAWL! "Daybreak" VAN MORRISON "Moondance" VAN MORRISON "Symphony" VAN MORRISON "Saint's" VAN MORRISON "Turn" VAN MORRISON "Blues" VAN MORRISON "Long" SPRAWL! "Sprawl!"</p>	<p><b>WSJT/Tampa, FL</b> PD/MD: Ross Block RUSS FREEMAN "Holiday" CHAKA KHAN "Still"</p>
<p><b>KHHH/Denver, CO</b> MD: Becky Taylor JAZZMASTERS "Inner" TONI BRAXTON "Flow"</p>	<p><b>KXDC/Monterey, CA</b> PD/MD: Scott D'Brien RAHMLEE "Zone" SIMPLY RED "People" RICARDO SILVEIRA "After" BOBBY MCFERRIN "Friends" BOBBY MCFERRIN "Heavens" GEORGE MICHAEL "Jesus" EAST BOUNCE "Somewhere"</p>	<p><b>WJZZ/Detroit, MI</b> PD: D'Neal Stevens MD: Rosetta Hines TONY GABLE &amp; 206 "Nightwind" CHANON "Scuffle" TONY GABLE &amp; 206 "Groove" J.B. HORNS "Evening" OLETA ADAMS "Motion" TALBOT WHITE "Ocean" BOBBY MCFERRIN "Friends" BOBBY MCFERRIN "Heavens" GEORGE MICHAEL "Jesus" OLETA ADAMS "Never" MICHAEL DAVIS "Fish"</p>	<p><b>WJZW/Washington, DC</b> PD: Steve Kosbau NAJEE "Wish" VIBRAPHONIC "Enough"</p>
<p><b>V98.7/Detroit, MI</b> Jazzmasters "Inner"</p>	<p><b>KLJZ/New Orleans, LA</b> PD/MD: Michael Grayson STEVE LAURY "Gloria" VIBRAPHONIC "Enough" NAJEE "Wish"</p>	<p><b>KQBR/Sacramento, CA</b> PD: Lawrence Tanter APD/MD: Keli Garrett BOBBY MCFERRIN "Friends" TONI BRAXTON "Flow" CHANTE MOORE "Wey" STEVE LAURY "Gloria"</p>	<p><b>49 Total Reporters</b> <b>47 Current Reporters</b> <b>45 Current Playlists</b></p>
<p><b>WGUF/Ft. Myers, FL</b> PD: Michael Bode MD: Greg Hammonds FOURPLAY "Licorice" CAROLINE LAVELLE "Case"</p>	<p><b>Did Not Report, Playlist Frozen (1):</b> WJZZ/Philadelphia, PA</p>	<p><b>Did Not Report For Two Consecutive Weeks, Not Used In This Week's Data (1):</b> WJZE/Toledo, OH</p>	<p><b>Did Not Report For Three Consecutive Weeks, Not Used In This Week's Data (1):</b> WLVE/Miami, FL</p>



CYNDEE MAXWELL

## Are The Best-Testing Songs The Best Sellers?

Three radio researchers share their opinions on the musical link

I invited the following researchers to provide a list of their top 10-testing songs of 1995 to compare with the top-selling rock albums of '95

Then they were asked to give their opinions on the following issues:

- Will any "average" record test well if it's played enough?
- Are the most-played records generally the biggest sellers?
- Or are the best testers the best sellers?



Mike Henry

**MIKE HENRY,**  
PARAGON RESEARCH

VP Mike Henry believes an average-sounding record won't earn better test scores the more it's played. He bases that belief on "see-

**There's a strong link between how well a song tests, how much it gets played on the air, and how many units a record company sells. That's the radio and records food chain.**

—Mike Henry

spread Panic. They've sold a lot more units than the airplay they've received. So sometimes the most played records are outsold by underplayed records. Rarely do you have a song with a lot of airplay without many record sales — and that seems to happen mainly with record company pushes that didn't get listener support. A lot of times the best testers are the best sellers, but not necessarily."

Should programmers be concerned with record sales? "Absolutely. It's a big piece of information along with other valuable pieces of information like research, phones, who's coming to town, and all types of practical things that should determine airplay. Record sales is one of the more valuable pieces of information."

**TOM KELLY,**  
KELLY RESEARCH

Assessing whether an "average" record can test well if played enough, President Tom Kelly remarks, "The first piece of information we get when we hear a new song comes from the gut. It's not always the same feeling our listeners have, and all too often our professionally trained programming ears mislead us. When the audience agrees with radio's playlist decisions, life is great.

"But when an average record gets lots of airplay, listeners scratch their



Tom Kelly

**A song that listeners like and receives heavy airplay stands a better chance of ringing the cash register. But the purchasing decision is stimulated by two things: awareness and appeal.**

—Tom Kelly

heads and wonder why. In fact, there were several instances during 1995 when radio was slow to embrace songs that listeners couldn't get enough of and quick to support songs that tested poorly. Alanis Morissette's 'You Oughta Know' and Blues Traveler's 'Run-Around' are examples of songs that our research indicated [would spur] immediate audience reaction. However, many radio stations refused initially to expose them.

"Conversely, 'Hold Me Thrill Me Kiss Me Kill Me' by U2 and 'Rock And Roll Is Dead' by Lenny Kravitz got heavy exposure on radio but received only slightly positive test results at best. Certainly heavy airplay will help a song test more familiar. But it appears that no matter who the artist is or how often radio tries to ram it down the audience's throat, average records only get average scores."

Kelly believes a correlation between airplay and unit sales is difficult to determine. "A radio station's audience is made up of listeners who spend a lot of money every month on music and others who never spend a dime. Successful programmers design their playlists based on what the entire audience wants to hear, regardless of their music purchasing habits.

"When it comes to moving units from record store shelves, there is no question that *frequency sells*. A song that listeners like and receives heavy airplay stands a better chance of ringing the cash register. But the purchasing decision is stimulated by two things: awareness and appeal. Radio airplay delivers the awareness, but a song with little appeal will not produce revenue for the record company."

**DOUG KEITH,**  
BOLTON RESEARCH

Research Director Doug Keith sees both sides of the coin when linking familiarity and positive test results. "To a certain degree, if you play a record enough you'll increase the likelihood the audience will like it.

"One of the ways we test music includes getting an emotional response with a handheld dial. And a lot of times you'll see people reject something the first time they hear it. But after they've heard it five to 10 times they may like it, particularly with new music sounds they may not be accustomed to."

As an example, Keith cites Hootie & The Blowfish. "I've known them for a long time [since college]. When that record came out I saw the video on VH1 and questioned why

it was there, thinking it was the wrong place for the band. Remember, up to this point all the hot music was from the likes of Nirvana and Green Day, harder stuff.

"An acoustic guitar on rock songs was unheard of at the time. But once people got used to that sound it broke out. It just happened that the upper demo liked it first and then it trickled backwards to younger people.

"But on the other hand, some songs just won't test well no matter how much you play them. On an album-by-album basis, there's definitely a correlation between what tests well and what sells. It's just not something you can count on 100% of the time. But if you do see a whole genre of music selling well without airplay, it could mean it's a format

## Contrasting The Testers & Sellers

Here's a list of 1995's top selling rock albums, followed by the respective researchers list of last year's top testing new tracks. Keep in mind that different audience segments will produce varying results in music tests.

### Top Selling Rock Albums

HOOTIE & THE BLOWFISH Cracked Rear View

EAGLES Hell Freezes Over

PEARL JAM Vitalogy

GREEN DAY Dookie

LIVE Throwing Copper

OFFSPRING Smash

CRANBERRIES No Need To Argue

NIRVANA Unplugged In New York

ALANIS MORISSETTE Jagged Little Pill

SHERYL CROW Tuesday Night Music Club

### Bolton Research's Top 10

LIVE Lightning Crashes

PEARL JAM Better Man

GREEN DAY She

OFFSPRING Self Esteem

DAVE MATTHEWS BAND What Would You Say

BETTER THAN EZRA Good

BLUES TRAVELER Run-Around

ALANIS MORISSETTE You Oughta Know

NATALIE MERCHANT Carnival

HOOTIE & THE BLOWFISH Hold My Hand

### Kelly Research's Top 10

LIVE Lightning Crashes

ALANIS MORISSETTE You Oughta Know

PEARL JAM Better Man

BLUES TRAVELER Run-Around

TOM PETTY It's Good To Be King

RED HOT CHILI PEPPERS My Friends

LIVE All Over You

COLLECTIVE SOUL December

GREEN DAY When I Come Around

BUSH Comedown

### Paragon Research's Top 10

HOOTIE & THE BLOWFISH Hold My Hand

PEARL JAM Better Man

MELISSA ETHERIDGE Come To My Window

COLLECTIVE SOUL Shine

PRETENDERS I'll Stand By You

REM Strange Currencies

REM Bang & Blame

LIVE I Alone

CRANBERRIES Zombie

GREEN DAY Basket Case

**Up to this point all the hot music was the likes of Nirvana and Green Day, harder stuff. An acoustic guitar on rock songs was unheard of at the time. But once people got used to that sound it broke out.**

—Doug Keith

just waiting to explode. I don't see one today, but of course we're always on the lookout for that."













## NEW MUSIC SPECIALTY SHOWS

### Noise Addict Starts To Make A Racket

**G**rand Royal's newest recording act, Noise Addict, picked up some big Alternative specialty show airplay this past week. Four of the Top 20 markets — KITS/San Francisco, KDGE/Dallas, WBCN/Boston, and KNDD/Seattle — have added the band's first single, "16." Other tracks receiving airplay include: "Boyfriendship," "Exorcism Baby," and "The Frail Girl."

Hailing from Sydney, Australia, Noise Addict (produced by Brad Wood) is fronted by 16-year-old Ben Lee, who drew a lot of attention last year with his solo album.

#### KITS/San Francisco

Transmitter Adjustment  
Sample Hour  
January 7 at 11pm



- LUSH/Single Girl (4A.D./UK)
- NOFX/Philthy Phil Philanthropist (Epitaph)
- DUBSTAR/Not So Manic Now (Food/UK)
- PULP/Common People (Island)
- NOISE ADDICT/The Frail Girl (Grand Royal)
- FULFLEJ/Work In The Universe (Scratchie)
- VOODOO GLOW SKULLS/Fat Randy (Epitaph)
- ST. ETIENNE/He's On The Phone (Heavenly)
- DANDY WARHOLS/Ride (Tim/Kerr)
- THE HI-FIVES>Welcome To My Mind (Lookout)
- MIKE FLOWERS POPS/Wonderwall (London/UK)
- POOLE/Loon (SpinArt)
- BUTTHOLE SURFERS/Underdog (MCA)

#### SIGNIFIANT ACTION

Here's a look at the top artists from R&R's exclusive panel of specialty show reporters:

- FRANK BLACK (American)
- BLUR (Virgin)
- CORNERSHOP (WB)
- GARBAGE (Almo Sounds/Geffen)
- MINISTRY (WB)
- NOISE ADDICT (Grand Royal)
- RUBY (Creation/Work/CRG)

#### GAINING MOMENTUM

- EDWYN COLLINS (A&M/Bar/None)  
Airplay includes: WBCN, WEDG, KITS, KREV & WREV "Feel"
- JARS OF CLAY (Silvertone)  
Airplay includes: KISF, KGDE, KCXX, KKNB "Flood"
- LEVELLERS (Elektra/EEG)  
Airplay includes: KDGE, WCHZ, KTZB "Hope"
- LIMBLIFTER (Mercury)  
Airplay includes: KREV & WREV, WBCN, KROX "Screwed"
- MORPHINE (A&M)  
Airplay includes: KKNB, KCXX, WBCN, KTZB "Mile"
- PIZZICATO 5 (Matador)  
Airplay includes: KDGE, KROX, WBNC, XTRA "Good"
- REPLICANTS (Zoo)  
Airplay includes: KEDJ, KNDD, XTRA "Destination"
- SALT (Island)  
Airplay includes: XTRA, KTZB, KROX, WEDG "Bluster"
- SCHTUM (Work/CRG)  
Airplay includes: XTRA, KCXX, KISF "Skydiver"
- 7 SECONDS (Epic)  
Airplay includes: KREV & WREV, KISF, "Tomorrow," KNDD "Message"
- STABBING WESTWARD (Columbia/CRG)  
Airplay includes: KEDJ, KTZB, WEDG "What"
- SUNNY DAY REAL ESTATE (Sub Pop)  
Airplay includes: WCHZ, KROX "Elephant," XTRA "8"
- 311 (Capricorn)  
Airplay includes: KCXX, KREV, XTRA, WEDG "Mixed"
- 3LB THRILL (57/550 Music)  
Airplay includes: WEDG, KROX, KKNB "Diana"

## NEW MUSIC SCENE

- Artist: Son Volt
- Track: "Drown"
- LP: "Trace"
- Producer: Brian Paulson (Uncle Tupelo, Beck, Superchunk)
- Label: WB



• Essentials: Jay Farrar (vocals/guitar) took up the guitar at age 11. He played in a string of high school garage bands growing up in Belleville, IL, including a rock band called the Primitives with drummer Mike Heidorn and Jeff Tweedy. They evolved into Uncle Tupelo. When that band broke up in 1994, Farrar recruited Jim Boquist (bass/vocals), who formerly played with Joe Henry, and met his brother, Dave (guitar/fiddle/lap steel/banjo), at a Minneapolis show. Joining Heidorn and himself, the band Son Volt was formed. The album "Trace" is full of heartland images, in which Farrar tells stories from his soul during his search for something better.

• Influences: Farrar explains, "My parents listened to country music so I became interested just from being around it. Eventually, Uncle Tupelo began to try out certain songs and it kind of developed from there. It never seemed to make sense to limit the sound to either rock or country. The Byrds really legitimized the whole idea of not doing one sound."

• Artist POV: Most of the tunes on "Trace" were inspired by the

Mississippi River, somewhat of a link between Farrar and his band. Although he lived in New Orleans, Farrar ventured to Northfield, MN to record with the rest of the band. "It wasn't intended to be a theme; it was sort of a theme by default," he says. "I came up with a lot of ideas from signs and things I saw while driving that just turned up in a song later on. "It was important that Dave Boquist, who plays a variety of instruments, was really conducive to figuring out the best feel for a song arrangement. He would just try out different instruments until one stuck. It's mostly a desire to not make recording monochromatic where every song is the same tempo or same instrumentation. We're just trying to keep things interesting. 'Drown' started from that riff and the song just fell together after that."

— Alternative Asst. Editor Kym Reischer contributed to this artist profile.

New Music Scene highlights breaking artists charting for the first time.

## SPECIALTY SHOW REPORTERS

Shows and their Top 5 songs listed alphabetically by market

<b>WEQX/Albany, NY</b> New Music Show Thursday 11pm-midnight Ian Harrison JONNY POLANSKY "Love" NICK HARVEY "Harley" DANDY WARHOLS "Ride" SKUNK ANANSIE "Dream" REPLICANTS "Destination" <b>WNNX/Atlanta, GA</b> Fear Of Music Sunday 10pm-1am Jeff Clark JACK LOGAN "Tombstone" ERIC MATTHEWS "Fanfare" FRANK BLACK "Men" VIVA LA DIVA "Angel" REM "Wicked" <b>WCHZ/Augusta, GA</b> Renegade Radio Sunday 9pm-10:30pm Steve Bingham CAST "Alright" ERIC MATTHEWS "Fanfare" LEVELLERS "Hope" SCHEER "Anywhere" THERAPY "Loose" <b>KROX/Austin, TX</b> Radio Free Austin Sunday 8pm-10pm Ray "Raydog" Seggern 16 DELUXE "Ida" SALT "Bluster" SUPERCHUNK "Yeah" HAGFISH "Happiness" AMPS "Tipp"	<b>WBCN/Boston, MA</b> Nocturnal Emissions Sunday 8pm-10pm Oedipus GERALDINE FIBBERS "House" SPARKLERHOSE "Rainmaker" SPEED THE PLOUGH "Little" GROTUS "Itch" FLYING SAUCER ATTACK "Always"  <b>WEDG/Buffalo, NY</b> Over And Beyond Sunday 7pm-9:30pm Rich Wall FRANK BLACK "Men" GARBAGE "Supervixen" SALT "Bluster" GAVIN FRIDAY "Angel" 3LB THRILL "Diana"  <b>KDGE/Dallas, TX</b> The Adventure Club Sunday 7pm-10pm Josh & Kevin SHANE MCGOWAN "Rosie" HELUM "Superball" POSSUM DIXON "General" CURE "Night" MAGNETIC FIELDO "Lonely"	<b>CIMX/Detroit, MI</b> The Outer Edge Sunday 8pm-10pm David DeRoches AFGHAN WHIGS "Fret" BLUNFELD "Verstarker" CARDIGANS "Space" CORNERSHOP "Wog" NOISE ADDICT "16"  <b>KTZB/Houston, TX</b> Lunar Rotation Sunday 7pm-9:30pm David Sadorf LEVELLERS "Hope" MORPHINE "Mile" SALT "Bluster" SEMI-SONIC "Prize" STABBING WESTWARD "What"	<b>KKNB/Lincoln, NE</b> Latitudes Sunday 9pm-10pm Junior CIV "Choices" ASH "Kung-Fu" FRANK BLACK "Men" JARS OF CLAY "Flood" GLUELEG "Heroic"  <b>KROQ/Los Angeles, CA</b> Rodney On The Roo Sunday 10pm-1am Rodney Bingenheimer LAGWAGON "Bomb" MENSWEAR "Sleeping" DASIS "Noise" THURMAN "Cheap" ECHOBELLY "Great"	<b>WZRH/New Orleans, LA</b> Beyond The Charts Sunday 8pm - 11pm Trey Blossman DANCE HALL CRASHERS "Shelley" RANCIO "Train" RUGBURNS "Better" IDELWILDS "Surrounded" PETE SHELLEY "Write"  <b>KGDE/Omaha, NE</b> Left Of The Dial Sunday 8pm-10pm John Stewart BRIANIAC "Freaks" LAGWAGON "Sleep" NOISE ADDICT "16" NOFX "Phi" SUPERORAG "Liquor"	<b>KPNT/St. Louis, MO</b> New Music Sunday Sunday 7pm-9:30pm Les Aaron MARILYN MANSON "Depe" MIKE FLOWERS POPS "Wonderwall" OASIS "Walrus" WATERDOG "Life" RAMONES "Spiderman" <b>XTRA/San Diego, CA</b> 91X Music Purgatory Sunday 1am-3am Diana D'Amato ALLIGATOR GUN "Countdown" CORNERSHOP "Wog" ENYA "Anywhere" FRANK BLACK "Men" DC TALK "Jesus" <b>KITS/San Francisco, CA</b> Transmitter Adjustment Sunday 10pm-midnight Rick Stuart & Steve Masters NOFX "Philly" DUBSTAR "Manic" PULP "Common" NOISE ADDICT "Frat" WATERDOG "Life" <b>KNDD/Seattle, WA</b> Loudspeaker Sunday 10pm-11pm Bill Reid or Marco Collins LAZY COWGIRLS "Satisfied" SON VOLT "Windfall" WESLEY WILLIS "Cobain" NOISE ADDICT "Exorcis" CORNERSHOP "Wog"
<b>KREX &amp; WREV/Minneapolis, MN</b> Counter Revolution Wednesday 10pm-11pm Christine Kass 7 SECONDS "Tomorrow" MIKE FLOWERS POPS "Wonderwall" WIPERS "Herd" SKELETON ED "Hypo" CIV "Choices"	<b>KEDJ/Phoenix, AZ</b> Minister's Backpack Wednesday 9pm-10pm Christopher The Minister MINISTRY "Lay" CRASH BAPTIST "One" RUBY "Meat" DASH RIP ROCK "Smoke" STABBING WESTWARD "What"				

#### ALREADY ON:

- KRBE/Houston
- WPBZ/West Palm Beach
- WMAD/Madison
- WDZR/Detroit
- KLBJ/Austin
- KTUX/Shreveport
- KEGL/Dallas
- KEDG/Las Vegas
- WKLL/Utica
- KEGE/Minneapolis
- WDGE/Providence
- KRAD/Corpus Christi
- KIOZ/San Diego
- KPOI/Honolulu
- KEYJ/Abilene
- KEDJ/Phoenix
- WQBK/Albany
- WDST/Woodstock
- KUPD/Phoenix
- KFMA/Tucson
- WWBX/Bangor
- KUTQ/Salt Lake City
- WQXA/Harrisburg
- KOCD/Joplin



# TOO MUCH JOY

...finally

Censored

Censored

Censored

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SHAWN ALEXANDER

## PD Picks: Our Five Fave LPs Of '95

There was plenty of great music in 1995. I recently asked PDs from R&R's Alternative reporting panel for their Top Five favorite albums of the year. Here is a look at some responses (in no particular order).

### RICK LAMBERT, KNDD/SEATTLE

- ALICE IN CHAINS Alice In Chains
- EVERCLEAR Sparkle And Fade
- BUSH Sixteen Stone
- SILVERCHAIR Frogstomp
- CHRIS ISAAK Forever Blue

### CHRIS CORLEY, WROX/NORFOLK

- BUSH Sixteen Stone
- PEARL JAM Vitalogy
- ALANIS MORISSETTE Jagged Little Pill
- PRESIDENTS OF THE UNITED STATES OF AMERICA Presidents...
- R.E.M. Monster

### JOEL FOLGER, KDGE/DALLAS

- DEEP BLUE SOMETHING Home
- NIXONS Foma
- TOADIES Rubberneck
- ALANIS MORISSETTE Jagged Little Pill
- SMASHING PUMPKINS Mellon Collie...

### J.J. QUEST, WBZU/RICHMOND

- BUSH Sixteen Stone
- PEARL JAM Vitalogy
- SMASHING PUMPKINS Mellon Collie...
- GREEN DAY Insomniac
- RED HOT CHILI PEPPERS One Hot Minute

### ALEX LUKE, KPNT/St. LOUIS

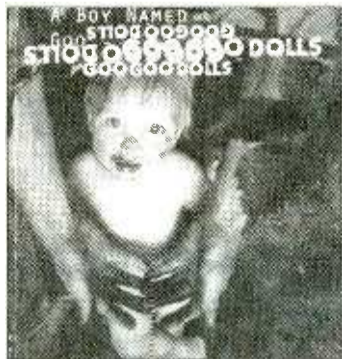
- SMASHING PUMPKINS Mellon Collie...
- GARBAGE Garbage
- AIR MIAMI Me, Me, Me
- EVERCLEAR Sparkle And Fade
- BLUR The Great Escape

### JONATHAN PIRKLE, WNFZ/KNOXVILLE

- SHUDDER TO THINK Pony Express
- EVERCLEAR Sparkle And Fade
- BLACK CROWES America
- LETTERS TO CLEO Wholesale Meats & Fish
- RADIOHEAD The Bends

### CHUCK SUMMERS, KCXX/RIVERSIDE

- DAVE MATTHEWS BAND Under The Table And Dreaming
- SMASHING PUMPKINS Mellon Collie...
- BETTER THAN EZRA Deluxe
- JEFF BUCKLEY Grace
- CHRIS ISAAK Forever Blue



### JOHN GORMAN, WMMS/CLEVELAND

- BEATLES Anthology Vol. 1
- BUSH Sixteen Stone
- FILTER Short Bus
- NEIL YOUNG Mirror Ball
- ALANIS MORISSETTE Jagged Little Pill

### AMY DOYLE, WPBZ/WEST PALM BEACH

- SMASHING PUMPKINS Mellon Collie...
- DOG'S EYE VIEW Happy Nowhere
- OASIS (What's The Story) Morning Glory
- ALANIS MORISSETTE Jagged Little Pill
- VARIOUS ARTISTS "Now And Then" ST

### JIM RANDALL, WPLA/JACKSONVILLE

- ALANIS MORISSETTE Jagged Little Pill
- R.E.M. Monster
- BUSH Sixteen Stone
- LIVE Throwing Copper
- SMASHING PUMPKINS Mellon Collie...

### KOZMAN, KDJK/ MODESTO

- ALANIS MORISSETTE Jagged Little Pill
- SMASHING PUMPKINS Mellon Collie...
- PRESIDENTS OF THE UNITED STATES OF AMERICA Presidents...
- GOO GOO DOLLS A Boy Named Goo
- DAVE MATTHEWS BAND Under The Table And Dreaming

### TROY SMITH, WFNX/BOSTON

- SUPERCHUNK Here's Where The Strings Come In
- THURSTON MOORE Psychic Hearts
- SMACKMELON Blue Hour
- EVERCLEAR Sparkle And Fade
- PAPAS FRITAS Papas Fritas

### JACK DANIEL, WEND/CHARLOTTE

- LIVE Throwing Copper
- NATALIE MERCHANT Tigerlily
- SILVERCHAIR Frogstomp
- ALANIS MORISSETTE Jagged Little Pill
- PRESIDENTS OF THE UNITED STATES OF AMERICA Presidents...

### BRYAN JONES, XHRM (THE FLASH)/SAN DIEGO

- PAUL WELLER Stanley Road
- GARBAGE Garbage
- SMASHING PUMPKINS Mellon Collie...
- IVY Realistic
- POE Hello

### BILL GAMBLE, WKQX/CHICAGO

- SMASHING PUMPKINS Mellon Collie...
- FOO FIGHTERS Foo Fighters
- ELASTICA Elastica

## Top Albums

- SMASHING PUMPKINS Mellon Collie ...
- ALANIS MORISSETTE Jagged Little Pill
- BUSH Sixteen Stone
- DAVE MATTHEWS BAND Under The Table And Dreaming
- EVERCLEAR Sparkle And Fade

- WESLEY WILLIS FIASCO Wesley Willis Fiasco
- KMFDM NIHIL

### BRENT PETERSEN, WDGE/PROVIDENCE

- EMMYLOU HARRIS Wrecking Ball
- SMASHING PUMPKINS Mellon Collie...
- CHRIS ISAAK Forever Blue
- ALANIS MORISSETTE Jagged Little Pill
- LOUD LUCY Breathe

### CRUZE, KTBZ/HOUSTON

- ALANIS MORISSETTE Jagged Little Pill
- SMASHING PUMPKINS Mellon Collie...

- OUR LADY PEACE Naveed
- DAVE MATTHEWS BAND Under The Table And Dreaming
- TEARS FOR FEARS Raoul & The Kings Of Spain

### RICK JAMIE, WXNU/ LOUISVILLE

- FOO FIGHTERS Foo Fighters
- BETTER THAN EZRA Better Than Ezra
- DAVE MATTHEWS BAND Under The Table And Dreaming
- ALANIS MORISSETTE Jagged Little Pill
- GOO GOO DOLLS A Boy Named Goo

### DAN BINDER, WQBJ & WQBK/ALBANY, NY

- ALANIS MORISSETTE Jagged Little Pill
- BUSH Sixteen Stone
- SMASHING PUMPKINS Mellon Collie...
- R.E.M. Monster
- COLLECTIVE SOUL Collective Soul

### MARK HAMILTON, KNRK/PORTLAND

- OASIS (What's The Story) Morning Glory
- STONE ROSES Second Coming
- SMASHING PUMPKINS Mellon Collie...
- EVERCLEAR Sparkle And Fade
- BLACK GRAPE It's Great When Your Straight

### SCOTT JAMESON, WRZX/INDIANAPOLIS

- BUSH Sixteen Stone
- DAVE MATTHEWS BAND Under The Table And Dreaming
- ELVIS COSTELLO Kojack Variety
- RIVERDALES The Riverdales
- FOO FIGHTERS Foo Fighters

### BRAD HANSON, WMAD/MADISON, WI

- GARBAGE Garbage
- ALANIS MORISSETTE Jagged Little Pill
- BEATLES Anthology Vol. 1

- RADIOHEAD The Bends
- GOO GOO DOLLS A Boy Named Goo

### DAVE TELLMANN, WOXY/CINCINNATI

- EVERCLEAR Sparkle And Fade
- DAVE MATTHEWS BAND Under The Table And Dreaming
- BEN FOLDS FIVE Ben Folds Five
- GERALDINE FIBBERS Lost Somewhere...
- SOUTHERN CULTURE ON THE SKIDS Dirt Track Date

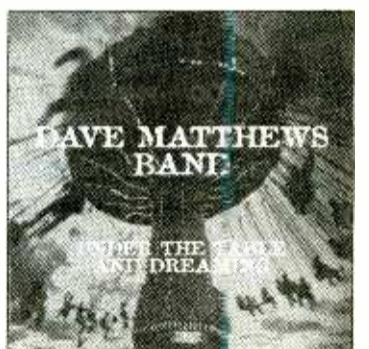
### VINCE RICHARDS, WEDG/BUFFALO

- BUSH Sixteen Stone
- GOO GOO DOLLS A Boy Named Goo
- ALANIS MORISSETTE Jagged Little Pill
- RED HOT CHILI PEPPERS One Hot Minute
- TRAGICALLY HIP Day For Night

### TED TAYLOR, WDRE/LONG ISLAND

- G. LOVE & SPECIAL SAUCE Coast To Coast
- TOADIES Rubberneck
- GARBAGE Garbage
- 311 311
- COOLIO Gangsta's Paradise

- SARA TREXLER, KROX/AUSTIN
- P.J. HARVEY To Bring You My Love
- SMASHING PUMPKINS Mellon Collie...
- PAVEMENT Wovee Zwoee
- MORPHINE Yes
- OASIS (What's The Story) Morning Glory



### BRUCE McDONALD, WHTG/ MONMOUTH-OCEAN

- CIV Set Your Goals
- ELASTICA Elastica
- MORPHINE Yes
- SMASHING PUMPKINS Mellon Collie ...
- QUICKSAND Manic Compression

### ERIC ANDERSON, WNVE/ RODCHESTER, NY

- SMASHING PUMPKINS Mellon Collie...
- ALANIS MORISSETTE Jagged Little...
- ALICE IN CHAINS Alice in Chains
- RANCID ... And Out Come The ...
- FOO FIGHTERS Foo Fighters

JANUARY 19, 1996

SW	4W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	4W	5W	
2	2	1	<b>1</b>	OASIS Wonderwall (Epic)	3105	3005	2606	2523	89/0
6	4	2	<b>2</b>	SMASHING PUMPKINS 1979 (Virgin)	2849	2725	2378	2185	88/0
1	1	3	3	BUSH Glycerine (Trauma/Interscope)	2611	2696	2777	2792	82/0
4	3	4	4	PEARL JAM I Got Id (Epic)	2562	2593	2477	2386	87/2
7	5	5	5	COLLECTIVE SOUL The World I Know (Atlantic)	2252	2270	2177	2125	74/0
26	14	9	<b>6</b>	GREEN DAY Brain Stew (Reprise)	2200	2018	1585	1155	84/2
11	10	8	<b>7</b>	EVERCLEAR Santa Monica (Watch...) (Capitol)	2166	2082	1859	1870	82/2
5	6	6	8	FOLK IMPLOSION Natural One (London)	2097	2172	2111	2250	75/1
9	9	7	9	SEVEN MARY THREE Cumbersome (Mammoth/Atlantic)	2044	2108	1896	1948	74/1
—	35	12	<b>10</b>	GOO GOO DOLLS Naked (Metal Blade/WB)	1873	1617	754	304	85/3
14	12	10	<b>11</b>	NO DOUBT Just A Girl (Trauma/Interscope)	1851	1787	1690	1614	79/1
20	18	11	<b>12</b>	SPACEHOG In The Meantime (Sire/EEG)	1800	1725	1421	1289	83/3
25	21	13	<b>13</b>	RANCID Ruby Soho (Epitaph)	1706	1534	1355	1194	76/3
22	22	14	<b>14</b>	FOR SQUIRRELS Mighty K.C. (550 Music)	1601	1508	1316	1246	74/2
—	—	26	<b>15</b>	ALANIS MORISSETTE Ironic (Maverick/Reprise)	1526	1015	312	213	79/16
34	28	18	<b>16</b>	RADIOHEAD High & Dry (Capitol)	1455	1368	1058	902	75/1
18	19	15	17	DAVE MATTHEWS BAND Satellite (RCA)	1452	1467	1404	1444	66/1
<b>BREAKER</b>	<b>18</b>	<b>18</b>	<b>18</b>	ALICE IN CHAINS Heaven Beside You (Columbia/CRG)	1380	977	641	466	70/13
<b>BREAKER</b>	<b>19</b>	<b>19</b>	<b>19</b>	TORI AMOS Caught A Lite Sneeze (Atlantic)	1223	884	48	—	61/6
10	11	16	20	JOAN OSBORNE One Of Us (Blue Gorilla/Mercury)	1206	1440	1799	1895	53/0
<b>BREAKER</b>	<b>21</b>	<b>21</b>	<b>21</b>	RED HOT CHILI PEPPERS Aeroplane (WB)	1147	524	75	46	70/22
33	31	25	<b>22</b>	LOUD LUCY Ticking (DGC/Geffen)	1103	1051	963	915	60/1
28	23	24	23	POE Trigger Happy Jack (Modern/Atlantic)	1084	1100	1174	1093	58/0
3	7	17	24	SMASHING PUMPKINS Bullet With Butterfly Wings (Virgin)	1069	1387	2024	2395	50/0
12	15	21	25	TOADIES Possum Kingdom (Interscope)	1047	1207	1579	1809	50/0
—	—	35	<b>26</b>	FOO FIGHTERS Big Me (Capitol)	998	687	245	111	60/13
—	—	44	<b>27</b>	GARBAGE Only Happy When It Rains (Almo Sounds/Geffen)	969	491	102	72	62/18
16	16	20	28	NATALIE MERCHANT Wonder (Elektra/EEG)	920	1241	1468	1553	45/0
8	8	19	29	RED HOT CHILI PEPPERS My Friends (WB)	910	1356	1922	2103	45/0
13	13	22	30	PRESIDENTS OF THE UNITED... Kitty (Columbia/CRG)	811	1170	1600	1630	47/0
21	29	28	31	BLUES TRAVELER Hook (A&M)	761	907	1013	1273	33/0
17	20	23	32	ALANIS MORISSETTE All I Really Want (Maverick/Reprise)	753	1137	1394	1497	34/0
—	43	38	<b>33</b>	SON VOLT Drown (WB)	649	586	484	403	40/4
19	25	31	34	GOO GOO DOLLS Name (Metal Blade/WB)	643	831	1085	1337	35/0
41	40	37	35	SELF Cannon (Spongebath/Zoo)	639	667	606	595	47/1
31	30	34	36	BLACK GRAPE In The Name Of The Father (Radioactive)	621	707	973	1031	38/0
<b>DEBUT</b>	<b>37</b>	<b>37</b>	<b>37</b>	STABBING WESTWARD What Do I Have To Do? (Columbia/CRG)	595	183	—	—	51/21
<b>DEBUT</b>	<b>38</b>	<b>38</b>	<b>38</b>	SALT Bluster (Island)	561	254	71	60	52/28
23	24	32	39	MR. MIRAINGA Burnin' Rubber (WayCool Music/MCA)	557	818	1119	1222	37/0
15	17	29	40	SILVERCHAIR Pure Massacre (Epic)	549	904	1444	1612	34/0
50	49	45	<b>41</b>	KORN Shoots & Ladders (Immortal/Epic)	540	476	428	416	44/2
<b>DEBUT</b>	<b>42</b>	<b>42</b>	<b>42</b>	TOADIES Away (Interscope)	528	175	70	58	48/18
35	33	36	43	CHRIS ISAAK Go Walking Down There (Reprise)	524	675	819	840	27/0
<b>DEBUT</b>	<b>44</b>	<b>44</b>	<b>44</b>	PRESIDENTS OF THE UNITED... Peaches (Columbia/CRG)	520	151	57	44	47/26
—	—	47	<b>45</b>	LISA LOEB & NINE STORIES Taffy (Geffen)	511	408	266	62	30/3
—	47	42	46	RUBY Paraffin (Creation/Work/CRG)	503	521	436	358	34/0
27	27	33	47	ALICE IN CHAINS Grind (Columbia/CRG)	417	736	1061	1153	28/0
<b>DEBUT</b>	<b>48</b>	<b>48</b>	<b>48</b>	NIXONS Sister (MCA)	407	342	282	146	26/4
<b>DEBUT</b>	<b>49</b>	<b>49</b>	<b>49</b>	GREN She Shines (IRS)	395	326	321	319	27/0
24	26	39	50	BETTER THAN EZRA Rosealia (Swell/Elektra/EEG)	388	564	1076	1212	20/0

This chart reflects airplay from January 8-14. Songs ranked by total plays. Highlighted songs indicate Breaker.

89 Alternative reporters. 86 current playlists. © 1996, R&R Inc.

## BREAKERS®

### ALICE IN CHAINS

Heaven Beside You (Columbia/CRG)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1380/403	70/13	18

### TORI AMOS

Caught A Lite Sneeze (Atlantic)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1223/339	61/6	19


### RED HOT CHILI PEPPERS

Aeroplane (WB)


TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1147/623	70/22	21

## MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
SALT Bluster (Island)	28
PRESIDENTS OF THE UNITED... Peaches (Columbia/CRG)	26
RED HOT CHILI PEPPERS Aeroplane (WB)	22
STABBING WESTWARD What Do I... (Columbia/CRG)	21
GARBAGE Only Happy When It... (Almo Sounds/Geffen)	18
TOADIES Away (Interscope)	18
DEL AMITRI Tell Her This (A&M)	16
ALANIS MORISSETTE Ironic (Maverick/Reprise)	16
RUBY Tiny Meat (Creation/Work/CRG)	16
ALICE IN CHAINS Heaven Beside You (Columbia/CRG)	13
FOO FIGHTERS Big Me (Capitol)	13



**#1 Most Added**  
**On Over 50 Stations**  
**Debut 38**



## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
RED HOT CHILI PEPPERS Aeroplane (WB)	+623
ALANIS MORISSETTE Ironic (Maverick/Reprise)	+511
GARBAGE Only Happy When It... (Almo Sounds/Geffen)	+478
STABBING WESTWARD What Do I... (Columbia/CRG)	+412
ALICE IN CHAINS Heaven Beside You (Columbia/CRG)	+403
PRESIDENTS OF THE UNITED... Peaches (Columbia/CRG)	+369
TOADIES Away (Interscope)	+353
TORI AMOS Caught A Lite Sneeze (Atlantic)	+339
FOO FIGHTERS Big Me (Capitol)	+311
SALT Bluster (Island)	+307

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PRESIDENTS OF THE UNITED... Lump (Columbia/CRG)	+623
FOO FIGHTERS I'll Stick Around (Capitol)	+511
SILVERCHAIR Tomorrow (Epic)	+478
BUSH Comedown (Trauma/Interscope)	+412
RENALS Friends Of P. (Maverick/Reprise)	+403
ALANIS MORISSETTE Hand In My Pocket (Maverick/Reprise)	+369
GARBAGE Queer (Almo Sounds/Geffen)	+353
EDWYN COLLINS A Girl Like You (A&M/Bar/None)	+339
LISA LOEB & NINE STORIES Do You Sleep? (Geffen)	+311
BETTER THAN EZRA In The Blood (Swell/Elektra/EEG)	+307

Breakers: Songs registering 1000 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

# TWISTED R WILLIE

Johnny Cash · L7 · Tenderloin · Supersuckers · Mark Lanegan · The Presidents Of The United States Of America · Jerry Cantrell · Best Kissers In The World · Jello Biafra with Life After Life · Waylon Jennings · The Reverend Horton Heat · Gas Huffer · Steel Pole Bath Tub · Jesse Dayton · X · Kelley Deal with Kris Kristofferson

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JUSTICE RECORDS

# ALTERNATIVE REPORTERS

January 19, 1996 R&R • 77

## Stations and their adds listed alphabetically by market

<p><b>WEQX/Albany, NY</b> PD: Ian Harrison APD/MD: Marc Alighini LISA LOEB "Tasty" AIMEE MANN "Matter" GARBAGE "Happy" LEVELEERS "Hope" ERIC MATTHEWS "Fanfare" 311 "Mixed" FRANK BLACK "Men" SALT "Bluster"</p> <p><b>WQBQ &amp; WQBK/Albany, NY</b> OM/PD: Dan Binder MD: Kelly McHamara SON VOLT "Drown" GOOPS "Appetites" DEL AMITRI "Tell" LISA LOEB "Tasty"</p> <p><b>KTEG/Albuquerque, NM</b> PD: Sandy Horowitz MD: Julie Hoyt SALT "Bluster" DEL AMITRI "Tell"</p> <p><b>WNNX/Atlanta, GA</b> PD: Brian Philips APD: Leslie Fram MD: Sean Demery 19 RANCID "Soho" 18 SALT "Bluster" 8 ONCE BLUE "Save" 7 SILVERCHAIR "Israel's" 6 PRESIDENTS OF "Peaches" TOADIES "Away" TOADIES "Away"</p> <p><b>WJSE/Atlantic City, NJ</b> OM/PD/MD: Dave King DEL AMITRI "Tell" SMASHING PUMPKINS "Tonight" TORI AMOS "Sneezes" SALT "Bluster" BOTTLE ROCKETS "Around" LIMBLIFTER "Screwed"</p> <p><b>WCHZ/Augusta, GA</b> OM/PD: Eric Hall MD: Todd Haller BOTTLE ROCKETS "Around" PRESIDENTS OF "Peaches" SILVERCHAIR "Israel's" TOADIES "Away" SALT "Bluster"</p> <p><b>KNNC/Austin, TX</b> PD/MD: Mike Peer 19 KNAPSACK "Celophane" 15 STABBING WESTWARD "What" 10 RED HOT CHILLI "Aeroplane" 8 TOADIES "Away" 311 "Mixed"</p> <p><b>KROX/Austin, TX</b> PD: Sara Tretler APD/MD: Lloyd Hocutt RED HOT CHILLI "Aeroplane" GREEN DAY "Brain" ALICE IN CHAINS "Heaven"</p> <p><b>WBGN/Boston, MA</b> VP/Programing: Oedipus MD: Carter Alan APD: Steven Strick 4 ALICE IN CHAINS "Heaven" 4 AIMEE MANN "Matter" GOOPS "Appetites" PRESIDENTS OF "Peaches" SKUNK ANANSIE "Dream" SALT "Bluster"</p> <p><b>WFNX/Boston, MA</b> PD: Troy Smith APD: Todd Wilkinson MD: Laurie Gail GREEN DAY "Shanks" MINISTRY "Lay" INNOCENCE MISSION "Different" BLACK GRAYS "Brother" STABBING WESTWARD "What" GOOPS "Appetites" FOO FIGHTERS "Flood" SWANK "Fort"</p> <p><b>WEDG/Bufalo, NY</b> PD: Vince Richards MD: Rich Wall DAVE MATTHEWS BAND "Satellite" SCHTUM "Skydiver" RUBY "Tiny"</p> <p><b>WUNX &amp; WUNZ/Cape Cod, MA</b> PD: Chris Boles MD: Steve Binder 20 PEARL JAM "Gal" 10 RUBY "Tiny" 8 RED HOT CHILLI "Aeroplane" BOGMEN "Suddenly" JARS OF CLAY "Flood" TOADIES "Away" DEL AMITRI "Tell" SCHTUM "Skydiver" STABBING WESTWARD "What" GOOPS "Appetites"</p>	<p><b>WPGU/Champaign, IL</b> PD: Jay Schulman APD: Naomi Adams MD: Kim Haskell 13 ALANIS MORISSETTE "Ironic" 9 PRESIDENTS OF "Peaches" SON VOLT "Drown" SALT "Bluster" MENTHOL "Stress" HUM "Pod"</p> <p><b>WEND/Charlotte, NC</b> PD: Jack Daniel MD: Kim Monroe NO DOUBT "Girl" TOADIES "Away" DOG'S EYE VIEW "Falls" DOG'S EYE VIEW "Falls"</p> <p><b>WKQX/Chicago, IL</b> PD: Bill Gamble APD/MD: Mary Shuminas 8 SPACEHOG "Meatnime" RED HOT CHILLI "Aeroplane" PRESIDENTS OF "Peaches" GRAVITY KILLS "Guilt"</p> <p><b>WAQZ/Cincinnati, OH</b> PD/MD: Matthew Harris APD: Sterling Schiesser 4 RED HOT CHILLI "Aeroplane" 4 DOG'S EYE VIEW "Falls" 3 ALANIS MORISSETTE "Ironic" 3 SELF "Canon" SKUNK ANANSIE "Dream"</p> <p><b>WOXY/Cincinnati, OH</b> PD: Dave Tellman MD: Dorsie Fyffe 20 SMASHING PUMPKINS "Tales" 12 PRESIDENTS OF "Peaches" 11 EVE'S PLUM "Washing" 11 TOO MUCH JOY "Kiss" 3 ERIC MATTHEWS "Fanfare" 1 RED HOT CHILLI "Aeroplane" 1 RUBY "Tiny" 1 CHRIS ISAAC "Baby" 1 TOADIES "Away" 1 GOOPS "Appetites" 1 ALICE IN CHAINS "Heaven" 1 SALT "Bluster" 1 DRAGMULES "Reasons" 1 BOSS HOG "Wien" 1 TRACY CHAPMAN "Tell" SALT "Bluster"</p> <p><b>WENZ/Cleveland, OH</b> PD: Ric "Rocco" Bennett MD: Sean Robertson PRESIDENTS OF "Peaches" SALT "Bluster" RUBY "Tiny" FOO FIGHTERS "Big" BEN FOLDS FIVE "Underground" BOGMEN "Suddenly"</p> <p><b>WMMS/Cleveland, OH</b> VP/Dir./Ops.: John Gorman APD/MD: Doug Kubinski 24 ALANIS MORISSETTE "Ironic" MARILYN MANSON "Sweet" 311 "Mixed"</p> <p><b>KOGE/Dallas, TX</b> PD: Joe Folger MD: Jay Michaels EVERCLEAR "Monica" GRAVITY KILLS "Guilt" RED HOT CHILLI "Aeroplane" DEL AMITRI "Tell"</p> <p><b>WXEG/Dayton, OH</b> PD: Jeff Stevens MD: Jeff Stevens GOOPS "Appetites" DEL AMITRI "Tell" RUBY "Tiny" TOADIES "Away" BUSH "Machine"</p> <p><b>KTCL/Denver, CO</b> PD: John Hayes MD: Mary Moses 17 ALANIS MORISSETTE "Ironic" 9 311 "Mixed" 11 DOG'S EYE VIEW "Falls" 17 ALANIS MORISSETTE "Ironic" 9 311 "Mixed" 8 JOHN OSBORNE "Ladder" 7 PRESIDENTS OF "Peaches" 5 DEL AMITRI "Tell"</p> <p><b>CIMX/Detroit, MI</b> Program Mgr: Murray Brookshaw PD/MD: Vince Cannova No Adds</p> <p><b>WHYT/Detroit, MI</b> MD/Interim PD: Alex Tear Asst. MD: Caeri Bertrand 11 PRESIDENTS OF "Peaches" ALICE IN CHAINS "Heaven"</p> <p><b>KFRF/Fresno, CA</b> PD: Don D'Neal MD: Carla Gonzalez No Adds</p>	<p><b>WGRO/Grand Rapids, MI</b> PD: Allan Fee APD: Sue Farmer MD: LeeAnn Curtis 6 3 LB THRILL "Diana" NIXONS "Sister" GARBAGE "Happy" JARS OF CLAY "Flood" SALT "Bluster"</p> <p><b>WXWX &amp; WXWZ/Greenville, SC</b> PD: Rick Schmidt MD: Kim Gray MD: Caroline Henderson 4 STABBING WESTWARD "What" 4 MINISTRY "Lay" PRESIDENTS OF "Peaches" SALT "Bluster" GARBAGE "Happy" JOAN OSBORNE "Ladder" JARS OF CLAY "Flood"</p> <p><b>WQXA/Harrisburg, PA</b> PD: John Maschitta MD: Scott McFadden 23 FOLK IMPLOSION "Natural" GOOPS "Appetites"</p> <p><b>WMRQ/Hartford, CT</b> PD: John Knapp MD: Gina Crash 20 GREEN DAY "Dazed" 15 FOO FIGHTERS "Big" 13 SPACEHOG "Meatnime" 15 RED HOT CHILLI "Aeroplane" 3 AIMEE MANN "Matter" STABBING WESTWARD "What" GRAVITY KILLS "Guilt"</p> <p><b>KPOI/Honolulu, HI</b> PD: Brock Whalua APD/MD: Nikki Basque 1 RUBY "Tiny" 1 PRESIDENTS OF "Peaches" 1 TOADIES "Away" 1 RED HOT CHILLI "Aeroplane" 1 GOOPS "Appetites" 1 WATERSG "Lute" 1 DEL AMITRI "Tell" 1 MENTHOL "Stress" 1 SALT "Bluster"</p> <p><b>KTBZ/Houston, TX</b> PD: Cruze MD: David Sadol 6 FILTER "Under" 1 SALT "Bluster" 1 GARBAGE "Happy"</p> <p><b>WRZX/Indianapolis, IN</b> PD: Scott Jameson MD: Michael Young ALICE IN CHAINS "Heaven" ALANIS MORISSETTE "Ironic" DASH RIP ROCK "Smoke"</p> <p><b>WPLA/Jacksonville, FL</b> PD: Jim Randall APD: Beaner MD: Greg Brady 15 STABBING WESTWARD "What" 11 SMASHING PUMPKINS "Zero" 11 SEVEN MARY THREE "Waters" 3 GOOD GOO DOLLS "Hated" 1 DOG'S EYE VIEW "Falls" 1 RED HOT CHILLI "Aeroplane" 1 BODEANS "Closer" 1 FOO FIGHTERS "Big"</p> <p><b>KISF/Kansas City, MO</b> PD: Jon Anthony APD: Ed Parreira MD: Jason Justice 3 GOOD GOO DOLLS "Hated"</p> <p><b>KLZR/Kansas City, MO</b> PD: Roger The Dodger MD: Bob Dsburn 9 PRESIDENTS OF "Lump" 8 GREEN DAY "Geek" 8 RED RED MEAT "Chain" 8 SHOVELJERK "Unwind" 8 RUBY "Tiny" 8 311 "Mixed" 8 EVERCLEAR "Heartspark" 7 SEVEN MARY THREE "Cumberson" MENTHOL "Stress" LEVELEERS "Hope" SMASHING PUMPKINS "Zero" STABBING WESTWARD "What" DANGER BOB "Piglet" BEN FOLDS FIVE "Jukebox"</p> <p><b>WNFZ/Knoxville, TN</b> DM/PD/MD: Jonathan Pirkie 45 TORI AMOS "Sneezes" 25 SALT "Bluster" 25 SCHTUM "Skydiver" 25 ALICE IN CHAINS "Heaven" 8 GARBAGE "Happy" 8 MENTHOL "Stress" 8 EVE'S PLUM "Washing" 8 DOG'S EYE VIEW "Falls" 5 ALLIGATOR GUN "Countdown" 5 STABBING WESTWARD "What"</p>	<p><b>WWDX/Lansing, MI</b> Acting PD: Mark Copeland Acting APD: Hardy BOGMEN "Suddenly" JARS OF CLAY "Flood" LIMBLIFTER "Screwed" PRESIDENTS OF "Peaches" SALT "Bluster" TOADIES "Away"</p> <p><b>KEDG/Las Vegas, NV</b> OM: Steve Hoffman PD: John Griffin MD: Freddy Snakeskin PRESIDENTS OF "Peaches" RANCID "Soho" TOADIES "Away"</p> <p><b>KKNB/Lincoln, NE</b> PD: Erik Johnson GREEN DAY "Brain" DEL AMITRI "Tell" DOG'S EYE VIEW "Falls" ALANIS MORISSETTE "Ironic" BOTTLE ROCKETS "Around" TORI AMOS "Sneezes"</p> <p><b>WDRE/Long Island, NY</b> PD: Ted Taylor Acting MD: Andre Ferro 9 MINISTRY "Lay" RED HOT CHILLI "Aeroplane" GOOPS "Appetites" STABBING WESTWARD "What" GRAVITY KILLS "Guilt" LOUD LUCY "Tickling"</p> <p><b>WXNU/Louisville, KY</b> PD: Rick Jamie MD: Dave Abbott FRANK BLACK "Men" DOG'S EYE VIEW "Falls" RED HOT CHILLI "Aeroplane" 311 "Mixed" SILVERCHAIR "Israel's"</p> <p><b>WMAD/Madison, WI</b> PD: Brad Hanson APD/MD: Trevor Scott GOOPS "Appetites" RED HOT CHILLI "Aeroplane" TOADIES "Away" DEL AMITRI "Tell" RANCID "Soho"</p> <p><b>WRXQ/Memphis, TN</b> PD: Tony Williams MD: Dianna Gee TORI AMOS "Sneezes" PRESIDENTS OF "Peaches" FOO FIGHTERS "Big" RUBY "Tiny"</p> <p><b>WLUM/Milwaukee, WI</b> PD: Ron Bruce APD: Bryan Erwin MD: Zerrin Bulut 19 WILLY PORTER "Angry" 10 FOO FIGHTERS "Big" 16 SPACEHOG "Meatnime" 5 GARBAGE "Happy"</p> <p><b>KEGE/Minneapolis, MN</b> PD: John Lassman MD: Wade Linder 25 SALT "Bluster" 18 STABBING WESTWARD "What" 18 GARBAGE "Happy" 18 POLARA "Source" 2 LIMBLIFTER "Screwed"</p> <p><b>KREV &amp; WREV/Minneapolis, MN</b> PD/MD: Kevin Cole APD: Shelley Miller CYPRESS HILL "I Throw" GARBAGE "Happy" SCHTUM "Skydiver" POSSUM DIXON "About" TOADIES "Away" LIMBLIFTER "Screwed" 16 HORSEPOWER "Drow" ALICE IN CHAINS "Heaven" JACK LOGAN "Comes"</p> <p><b>KDJK/Modesto, CA</b> PD/MD: Kozman No Adds</p> <p><b>WHTG/Monmouth-Ocean, NJ</b> APD/MD: Bruce McDonald 25 PRESIDENTS OF "Peaches" 24 TOADIES "Away" 24 ALANIS MORISSETTE "Ironic" 24 SALT "Bluster" 23 GARBAGE "Happy" 23 FOO FIGHTERS "Big" 23 PEARL JAM "Gal" 16 TORI AMOS "Sneezes" 11 FRANK BLACK "Men" 11 MR. MIRANDA "Bag" 10 SMASHING PUMPKINS "Jellybelly" 10 RED HOT CHILLI "Aeroplane" 10 ERIC MATTHEWS "Fanfare"</p>	<p><b>WHTG/Monmouth-Ocean, NJ</b> 7 RUBY "Tiny" 7 SCHTUM "Skydiver" 7 BLUR "Charmless" 7 JONATHA BROOKE/STORY "Sacred" 7 LIMBLIFTER "Screwed" 5 DAISIES "Sunday" 5 MELISSA ETHERIDGE "Come" INNOCENCE MISSION "Different" SKUNK ANANSIE "Dream" JARS OF CLAY "Flood" MENTHOL "Stress" GOLDEN SMOG "Red" GOOPS "Appetites" FILTER "Under" ALICE IN CHAINS "Heaven" STABBING WESTWARD "What" LEVELEERS "Hope"</p> <p><b>WRLG/Nashville, TN</b> OM: John Lenac PD/MD: Julie Forman ALICE IN CHAINS "Heaven" ALANIS MORISSETTE "Ironic" FOO FIGHTERS "Big"</p> <p><b>WZRH/New Orleans, LA</b> PD: Jack Snyder MD: Darren Gauthier GRAVITY KILLS "Guilt" FRANK BLACK "Men" RED HOT CHILLI "Aeroplane" SMASHING PUMPKINS "Tonight" BLUR "Charmless" DOG'S EYE VIEW "Falls"</p> <p><b>WKOC/Norfolk, VA</b> PD/MD: Mark Bradley OASIS "Champagne"</p> <p><b>WROX/Norfolk, VA</b> APD/MD: Al Mitchell 13 PRESIDENTS OF "Peaches" 13 GARBAGE "Happy" 13 ERIC MATTHEWS "Fanfare" 12 SALT "Bluster" 12 BUSH "Machine" 10 SMASHING PUMPKINS "Zero" 7 STABBING WESTWARD "What"</p> <p><b>KGDE/Omaha, NE</b> PD: Lynn Barstow MD: John Stewart 23 ALANIS MORISSETTE "Ironic" 22 311 "Mixed" 22 SALT "Bluster" 22 SON VOLT "Drown" PRESIDENTS OF "Peaches" GRAVITY KILLS "Guilt"</p> <p><b>KRRK/Omaha, NE</b> VP/Programing: Matt Markel OM/PD: Nick Meloy MD: Nikki Boulvar 12 MENTHOL "Stress" 6 STABBING WESTWARD "What" 1 TOADIES "Away"</p> <p><b>WJRR/Orlando, FL</b> DM/PD: John Frost APD/MD: Steve Robertson 19 DASH RIP ROCK "Smoke" 10 ALICE IN CHAINS "Heaven" 10 RED HOT CHILLI "Aeroplane" TOADIES "Away" SON VOLT "Drown"</p> <p><b>WOWW/Pensacola, FL</b> OM/PD: Joel Sampson MD: Lalaine RED HOT CHILLI "Aeroplane" RUBY "Tiny" SALT "Bluster" SCHTUM "Skydiver" RUBY "Tiny" DEL AMITRI "Tell" JARS OF CLAY "Flood" WHITE ZOMBIE "Heaven"</p> <p><b>WIBF/Philadelphia, PA</b> OM: Jim McGuinn 24 GOOD GOO DOLLS "Hated" 8 ALICE IN CHAINS "Heaven" FOO FIGHTERS "Big" JOAN OSBORNE "Ladder" NIXONS "Sister" STABBING WESTWARD "What"</p> <p><b>WPLY/Philadelphia, PA</b> PD: Garrett Michaels MD: Chuck Tisa 8 OASIS "Champagne" BADLIES "Fear" KEDJ/Phoenix, AZ PD: John Clay MD: Christopher The Minister 20 DASH RIP ROCK "Smoke" PRESIDENTS OF "Peaches" RUBY "Tiny" WRNR/Pittsburgh, PA MD: Booker 18 STABBING WESTWARD "What" 18 SHOVELJERK "Unwind" 18 BUSH "Machine" NATALIE MERCHANT "Jealousy"</p>	<p><b>WXDX/Pittsburgh, PA</b> PD: Kris Winter MD: Steve Frankenberg 19 STABBING WESTWARD "What" 18 NIXONS "Sister" TOADIES "Away"</p> <p><b>KBBT/Portland, OR</b> PD: Dave Numme MD: Al Scott SALT "Bluster" ALANIS MORISSETTE "Ironic" EVERCLEAR "Heartspark"</p> <p><b>KNRK/Portland, OR</b> PD: Mark Hamilton MD: Matt Souther 5 STABBING WESTWARD "What" 5 SCHTUM "Skydiver" 5 FRANK BLACK "Men"</p> <p><b>WOST/Poughkeepsie, NY</b> PD: Dave Leonard APD: Dave Doud MD: Nic Harcourt 14 RED HOT CHILLI "Aeroplane" 14 DEL AMITRI "Tell" 14 LEVELEERS "Hope" 14 311 "Mixed" 7 BOGMEN "Suddenly" 7 EDWIN MCCAIN "Sorry" 7 SPOT "Moon" 7 RUBY "Tiny" 7 JARS OF CLAY "Flood" 5 SALT "Bluster"</p> <p><b>WBRU/Providence, RI</b> PD: Alexa Tobin MD: Stephanie Hindley 8 ALANIS MORISSETTE "Ironic" 8 3 LB THRILL "Diana" 8 SALT "Bluster" 8 BOTTLE ROCKETS "Around" PRESIDENTS OF "Peaches" SKUNK ANANSIE "Dream"</p> <p><b>WDGE/Providence, RI</b> PD/MD: Brent Petersen PRESIDENTS OF "Peaches" GARBAGE "Happy" DEL AMITRI "Tell"</p> <p><b>KORB/Quad Cities, IA</b> PD: Steve Gunner DEL AMITRI "Tell" 311 "Mixed" ALANIS MORISSETTE "Ironic"</p> <p><b>KRZO/Reno, NV</b> PD: Rob "Blaze" Brooks MD: Rip Ewing PRESIDENTS OF "Peaches" TOADIES "Away" 15 STABBING WESTWARD "What" 15 ALICE IN CHAINS "Heaven" 14 LISA LOEB "Tasty" 13 LIMBLIFTER "Screwed" 7 LAZY EIGHTS "Miss"</p> <p><b>WBZU/Richmond, VA</b> PD: J.J. Quest MD: Mike Scott PRESIDENTS OF "Peaches" SPARKLE HORSE "Treat" 311 "Mixed"</p> <p><b>WVGO/Richmond, VA</b> PD: Bill Glasser APD: Paul Shugrue MD: Kevin Matthews 23 ALANIS MORISSETTE "Ironic" 2 ALANIS MORISSETTE "Ironic" SPARKLE HORSE "Treat" 311 "Mixed"</p> <p><b>KCXX/Riverside, CA</b> PD: Chuck Summers MD: Dwight Armaid 1 BOTTLE ROCKETS "Around" DEL AMITRI "Tell" SALT "Bluster" FOR SQUERRELS "Mighty"</p> <p><b>WNVE/Rochester, NY</b> PD/MD: Erick Anderson FOO FIGHTERS "Big" RED HOT CHILLI "Aeroplane" RUBY "Tiny"</p> <p><b>KWOD/Sacramento, CA</b> PD/MD: Alex Cosper 17 RAMONES "Spider-Man" 7 ALANIS MORISSETTE "Ironic" GARBAGE "Happy" ALICE IN CHAINS "Heaven" RUBY "Tiny"</p> <p><b>KPNT/St. Louis, MO</b> PD: Alex Luke APD: Eric Schmidt MD: Tim Virgin 4 KORN "Shots" ALANIS MORISSETTE "Ironic" FOR SQUERRELS "Mighty" DEL AMITRI "Tell"</p>	<p><b>XHRM/San Diego, CA</b> OM: Bryan Jones PD: Kelli Cluque MD: Brynn Capella 1 CURE "Young" FOO FIGHTERS "Big" EVERCLEAR "Heartspark" XTRA/San Diego, CA PD/MD: Mike Halloran APD: Scott Struber 6 SUPERCHUNK "Hype" 6 ENYA "Anywhere" 6 ERIC MATTHEWS "Big" KITS/San Francisco, CA VP/Programing: Richard Sands MD: Roland West 12 PRESIDENTS OF "Peaches" 10 SMASHING PUMPKINS "Zero" RUBY "Tiny" OASIS "Cum" HAGFISH "Happiness"</p> <p><b>KDME/San Jose, CA</b> MD: Ron Nenni PD/MD: Jay Taylor 23 OASIS "Champagne" 10 FOO FIGHTERS "Big" 8 RED HOT CHILLI "Aeroplane" 5 KORN "Shots"</p> <p><b>KJEE/Santa Barbara, CA</b> GM/PD: Eddie Gutierrez MD: Deanna Salfren 7 GARBAGE "Happy" 3 TOADIES "Away" 2 SILVERCHAIR "Israel's" NIXONS "Sister" ALANIS MORISSETTE "Ironic"</p> <p><b>KNDD/Seattle, WA</b> PD: Rick Lambert MD: Marco Collins 15 SHOVELJERK "Unwind" 10 GARBAGE "Happy" 8 OASIS "Champagne"</p> <p><b>WHMP/Springfield, MA</b> PD: Adam Wright MD: Nick Danjer 24 DEADYEE DICK "Bliss" 3 DOG'S EYE VIEW "Falls" 3 WATERDOG "Life" 2 TORI AMOS "Sneezes" 2 3 LB THRILL "Diana" 2 SHOVELJERK "Unwind" 1 ERIC MATTHEWS "Fanfare" 1 STABBING WESTWARD "What" SALT "Bluster"</p> <p><b>KTOZ/Springfield, MO</b> PD: Matt Jones MD: Julie Bahre 28 RED HOT CHILLI "Aeroplane" PRESIDENTS OF "Peaches" MELISSA ETHERIDGE "Come" STABBING WESTWARD "What" ALANIS MORISSETTE "Ironic" STABBING WESTWARD "What"</p> <p><b>WXSR/Tallahassee, FL</b> PD: Orlando APD/MD: Chaz Kelly RED HOT CHILLI "Aeroplane" FOO FIGHTERS "Big" 311 "Mixed" ALANIS MORISSETTE "Ironic" SALT "Bluster" JARS OF CLAY "Flood"</p> <p><b>KMYZ/Tulsa, OK</b> PD: Paul Krieger MD: Gregg Kocsak RUBY "Tiny" SCHTUM "Skydiver" PRESIDENTS OF "Peaches"</p> <p><b>WHFS/Washington, DC</b> PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise 15 JEWEL "You" DOG'S EYE VIEW "Falls" EDEL "Glazed"</p> <p><b>WPBZ/West Palm Beach, FL</b> PD: Amy Doyle MD: Robert English 7 SALT "Bluster" 7 DOG'S EYE VIEW "Falls" REPLICANTS "Unknow" ERIC MATTHEWS "Fanfare" GARBAGE "Happy"</p>
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89 Total Reporters  
89 Current Reporters  
86 Current Playlist

Did Not Report, Playlist Frozen (3):  
CKEY/Bufalo, NY  
KROQ/Los Angeles, CA  
KXRR/Salt Lake City, UT

## NEW & ACTIVE

**BODEANS Closer To Free (Slash/Reprise)**  
Total Plays: 369, Total Stations: 22, Adds: 1

**311 All Mixed Up (Capricorn)**  
Total Plays: 348, Total Stations: 33, Adds: 11

**SMASHING PUMPKINS Tonight, Tonight (Virgin)**  
Total Plays: 301, Total Stations: 20, Adds: 2

**BEN FOLDS FIVE Underground (Passenger/Caroline)**  
Total Plays: 292, Total Stations: 16, Adds: 1

**FRANK BLACK Men In Black (American/WB)**  
Total Plays: 292, Total Stations: 26, Adds: 5

**3 LB. THRILL Diana (57/550 Music)**  
Total Plays: 286, Total Stations: 18, Adds: 4

**SCHTUM Skydiver (Work/CRG)**  
Total Plays: 261, Total Stations: 29, Adds: 9

**MELISSA ETHERIDGE I Want To Come Over (Island)**  
Total Plays: 254, Total Stations: 16, Adds: 2

**JEWEL You Were Meant For Me (Atlantic)**  
Total Plays: 243, Total Stations: 15, Adds: 1

**DOG'S EYE VIEW Everything Falls Apart (Columbia/CRG)**  
Total Plays: 225, Total Stations: 24, Adds: 11

**BOTTLE ROCKETS I'll Be Comin' Around (TAG)**  
Total Plays: 224, Total Stations: 19, Adds: 5

**RUBY Tiny Meat (Creation/Work/CRG)**  
Total Plays: 221, Total Stations: 25, Adds: 16

**CIV Choices Made (Lava/Atlantic)**  
Total Plays: 195, Total Stations: 15, Adds: 0

**ERIC MATTHEWS Fanfare (Sub Pop)**  
Total Plays: 191, Total Stations: 20, Adds: 7

**GOD LIVES UNDERWATER All Wrong (American/Reprise)**  
Total Plays: 189, Total Stations: 12, Adds: 0

**JONATHA BROOKE & THE STORY Nothing Sacred (Blue Thumb)**  
Total Plays: 186, Total Stations: 14, Adds: 1

**DEL AMITRI Tell Her This (A&M)**  
Total Plays: 135, Total Stations: 24, Adds: 16

Songs ranked by total plays.

**REPLICANTS**  
Featuring: **TOOL**, **FAILURE**, **ZAUM**  
Impacting Alternative Radio 1/22  
Early Adds Include:  
**WPBZ**, **WXWX**, **KLZR**  
Z8 ENTERTAINMENT

# ALTERNATIVE PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ALTERNATIVE REPORTERS ON R&R ONLINE

<b>Q101</b>		<b>MARKET #3</b>	
<b>WKQX/Chicago</b>		<b>(312) 527-8348</b>	
		<b>Gamble/Shuminas</b>	

PLAYS	SW	4W	1W	TW	ARTIST/TITLE
38	39	44	47		PEARL JAM/ Got It
40	36	45	45		SMASHING PUMPKINS/1979
-	-	28	43		STABBING WESTWARD/What Do I Have To...
37	42	43			TOADIES/Possum Kingdom
-	18		40		ALICE IN CHAINS/Heaven Beside You
33	23	29			SMASHING PUMPKINS/Bullet With...
-	-	39			BUSH/Machine Head
11	15	32			SEVEN MARY THREE/Cumbersome
22	27	35			FOLK IMPLSION/Natural One
19	25	37			GREEN DAY/Brain Stew
22	21	34			RANCID/Ruby Soho
35	37	39			DASIS/Wonderwall
-	5	39			GOO GOD DOLLS/Naked
6	-	34	31		COLLECTIVE SOUL/The World I Know
12	18	28			RED HOT CHILI.../Aeroplane
21	27	28			LOUD LUCY/Ticking
22	28	35			ALANIS MORISSETTE/All I Really Want
-	5	12			EVERCLEAR/Santa Monica...
41	42	37			ALICE IN CHAINS/Over Now
-	-	22			RUBY/Tiny Meat
-	6	21			GARBAGE/Only Happy When...
15	20	21			KORN/Shoots & Ladders
-	-	5			WHITE ZOMBIE/Real Solution #9
14	13	15			MINISTRY/The Fall
27	37	13			SMASHING PUMPKINS/Zero
15	14	17			MR. MIRAINGA/Burnin' Rubber
30	32	25			BUSH/Glycerine
37	29	9			POE/Trigger Happy Jack
-	5	12			SILVERCHAIR/Israel's Son
22	23	15			PRESIDENTS OF.../Kitty

<b>LIVE 105</b>		<b>MARKET #4</b>	
<b>KITS/San Francisco</b>		<b>(415) 512-1053</b>	
		<b>Sands/West</b>	

PLAYS	SW	4W	1W	TW	ARTIST/TITLE
27	30	30	27		DASIS/Wonderwall
28	30	28	26		SMASHING PUMPKINS/1979
-	9	28	26		ALANIS MORISSETTE/Ironic
17	26	19	26		GREEN DAY/Brain Stew
21	15	29	25		CHRIS ISAAK/Go Walking Down...
23	25	27	25		NATALIE MERCHANT/Wonder
20	16	28	23		PEARL JAM/ Got It
-	-	25	29		RED HOT CHILI.../Aeroplane
20	14	10	22		RADIOHEAD/High & Dry
27	22	20	18		NO DOUBT/Just A Girl
18	24	28	18		SALT/Buster
-	14	20	18		GARBAGE/Only Happy When...
-	-	14	18		CATATONIA/Sweet Catatonia
-	-	14	17		WHIPPING BOY/Tonk
-	-	18	16		ALICE IN CHAINS/Heaven Beside You
5	15	16			RUST/Not Today
5	5	16			ECHOBLLY/King Of The Kerb
-	-	16	14		NOFX/Philly Phil...
30	26	31	14		BUSH/Glycerine
-	-	12			PRESIDENTS OF.../Peaches
-	12	19	12		GOO GOD DOLLS/Naked
-	-	5	11		STABBING WESTWARD/What Do I Have To...
10	17	18	10		FRANK BLACK/Men In Black
17	15	16	10		SPACEHOG/In The Meantime
-	-	10			TORI AMOS/Caught A Lite Sneeze
15	14	15	10		SUPERNOVA/Vitamins
-	-	10			SMASHING PUMPKINS/Zero
-	13	14	10		CARDIGANS/Sick & Tired
19	16	10	5		FOR SQUIRRELS/Mighty K.C.
17	12	10	5		EVERCLEAR/Santa Monica...

<b>103.9 FM WDR</b>		<b>MARKET #5</b>	
<b>WBIF/Philadelphia</b>		<b>(215) 884-9400</b>	
		<b>McGuinn</b>	

PLAYS	SW	4W	1W	TW	ARTIST/TITLE
27	37	40	39		GREEN DAY/Brain Stew
40	37	38	39		DASIS/Wonderwall
39	37	40	39		ALANIS MORISSETTE/All I Really Want
27	26	39			SEVEN MARY THREE/Cumbersome
23	25	39	38		NATALIE MERCHANT/Wonder
26	27	21	37		BUSH/Glycerine
37	38	37	37		SMASHING PUMPKINS/1979
18	25	27	31		PEARL JAM/ Got It
-	-	27	31		COLLECTIVE SOUL/The World I Know
-	-	12	26		NO DOUBT/Just A Girl
-	-	27	31		311/Don't Slay Home
19	17	25	29		RANCID/Ruby Soho
25	27	25	29		SILVERCHAIR/Pure Massacre
19	18	29	28		LOUD LUCY/Ticking
27	24	28	28		EVERCLEAR/Santa Monica...
14	19	26	26		TOADIES/! Come From...
20	18	21	24		FOR SQUIRRELS/Mighty K.C.
18	15	23	24		PRESIDENTS OF.../Kitty
-	-	24			GOO GOD DOLLS/Naked
15	14	19	22		RUSTED ROOT/Ecstasy
-	-	11	16		POE/Trigger Happy Jack
20	17	18	22		SPACEHOG/In The Meantime
18	17	19	21		MR. MIRAINGA/Burnin' Rubber
22	18	21	21		ALICE IN CHAINS/Grind
-	-	1	20		RED HOT CHILI.../Aeroplane
13	14	19	21		DAVE MATTHEWS BAND/Satellite
23	16	21	20		ELASTICACAR/Song
-	-	1	16		RADIOHEAD/High & Dry
-	-	1	15		BEN ARNOLD/Astral Freak
13	15	15	17		GOD LIVES UNDERWATER/All Wrong

<b>Y100</b>		<b>MARKET #5</b>	
<b>WPLY/Philadelphia</b>		<b>(610) 565-8900</b>	
		<b>Michaels/Tisa</b>	

PLAYS	SW	4W	1W	TW	ARTIST/TITLE
29	28	30	48		SMASHING PUMPKINS/1979
42	45	49	47		BLUES TRAVELER/Hook
19	30	31	47		OASIS/Wonderwall
45	47	46	47		EVERYTHING BUT.../Missing
49	45	47	45		BUSH/Come Down
45	46	43	45		PRESIDENTS OF.../Kitty
26	27	31	31		DEEP BLUE SOMETHING/Breakfast At...
26	37	31	31		FOO FIGHTERS/! Stick Around
30	32	30	31		JOAN OSBORNE/One Of Us
30	30	32	31		TOADIES/Possum Kingdom
18	17	30	30		FOLK IMPLSION/Natural One
28	43	29	30		TOAD THE WET.../Good Intentions
29	28	29	30		EDWIN MCCAIN/Solitude
15	15	30	30		GOO GOD DOLLS/Naked
28	30	30	30		HOOTIE & BLOWFISH/Time
47	32	32	29		WANDERLUST!/Walked
29	31	32	29		COLLECTIVE SOUL/The World I Know
14	13	15	29		PEARL JAM/ Got It
47	46	29	29		GOO GOD DOLLS/Name
25	30	29	29		NATALIE MERCHANT/Wonder
25	29	28	29		ALANIS MORISSETTE/Hand In My Pocket
27	11	27	28		SILVERCHAIR/Tomorrow
30	30	46	27		BETTER THAN EZRA/Rosealia
18	15	29	26		BUSH/Glycerine
-	-	9	16		RADIOHEAD/High & Dry
-	-	16	29		GREEN DAY/Brain Stew
-	-	18	16		NO DOUBT/Just A Girl
-	-	16	15		RANCID/Ruby Soho
-	-	19	15		SEVEN MARY THREE/Cumbersome
14	17	16	15		FOR SQUIRRELS/Mighty K.C.

<b>89X</b>		<b>MARKET #6</b>	
<b>CMX/Detroit</b>		<b>(313) 961-9811</b>	
		<b>Brookshaw/Cannova</b>	

PLAYS	SW	4W	1W	TW	ARTIST/TITLE
27	27	41	50		GREEN DAY/Brain Stew
46	46	46	49		BUSH/Glycerine
50	50	46	49		DASIS/Wonderwall
32	32	45	47		EVERCLEAR/Santa Monica...
35	35	40	47		SMASHING PUMPKINS/1979
47	47	45	44		PEARL JAM/ Got It
20	27	41	41		ALICE IN CHAINS/Heaven Beside You
-	-	29	39		SALT/Buster
29	38	38	38		ALANIS MORISSETTE/Ironic
39	38	38	38		FOLK IMPLSION/Natural One
-	-	35	38		ALICE IN CHAINS/Over Now
35	35	38	38		RANCID/Ruby Soho
43	43	31	31		SMASHING PUMPKINS/Bullet With...
26	26	22	27		MYSTERY MACHINE/Brand New Song
3	3	27	27		SKINNY PUPPY/Candle
25	25	25	25		LENNY KRAVITZ/Can't Get You DH...
37	37	25	26		FOR SQUIRRELS/Mighty K.C.
26	26	25	25		SILVERCHAIR/Pure Massacre
-	-	4	25		GARBAGE/Only Happy When...
27	27	25	25		GANDARIAS/Good
-	-	24	25		GOO GOD DOLLS/Naked
26	26	27	25		THRUSH HERMIT/Hated II
22	22	25	25		TOADIES/Away
-	-	7	24		RUBY/Tiny Meat
8	8	21	23		COLLECTIVE SOUL/The World I Know
45	45	23	23		RED HOT CHILI.../My Friends
19	19	18	22		PURE/Lemonade
34	34	20	22		RANCID/Ruby Soho
35	35	16	21		JOAN OSBORNE/One Of Us
37	37	19	21		ALICE IN CHAINS/Grind

<b>WHY?/Detroit</b>		<b>MARKET #6</b>	
<b>(313) 871-3030</b>		<b>Tear</b>	

PLAYS	SW	4W	1W	TW	ARTIST/TITLE
48	45	46	52		OASIS/Wonderwall
48	45	39	52		FOLK IMPLSION/Natural One
44	53	40	41		GOO GOD DOLLS/Name
47	40	39	51		SMASHING PUMPKINS/1979
41	42	41	40		COLLECTIVE SOUL/The World I Know
51	40	47	45		EVERCLEAR/Santa Monica...
14	45	29	43		ALANIS MORISSETTE/Hand In My Pocket
19	17	14	42		JOAN OSBORNE/One Of Us
-	-	16	40		DEEP BLUE SOMETHING/Breakfast At...
15	45	45	38		EVERYTHING BUT.../Missing
35	36	34	38		CHARM FARM/Superstar
55	47	38	38		BUSH/Glycerine
39	46	37	36		RED HOT CHILI.../My Friends
26	29	39	38		FOR SQUIRRELS/Mighty K.C.
-	-	16	25		HOOTIE & BLOWFISH/Time
34	38	40	23		NO DOUBT/Just A Girl
35	30	12	22		RANCID/Ruby Soho
20	26	21	20		GOO GOD DOLLS/Naked
20	26	21	20		NATALIE MERCHANT/Wonder
21	14	35	19		ALANIS MORISSETTE/Ironic
19	43	27	18		HOOTIE & BLOWFISH/Only Wanna Be...
-	-	27	17		DOG'S EYE VIEW/Everything Falls...
-	-	19	17		LISA LOEB/Atty
-	-	25	16		GREEN DAY/Brain Stew
27	9	11	16		PEARL JAM/ Got It
-	-	12	15		BODEANS/Closer To Free
-	-	15	16		ALICE IN CHAINS/Grind
24	16	12	12		ALANIS MORISSETTE/All I Really Want
7	5	9	12		DAVE MATTHEWS BAND/Satellite
-	-	9	11		PRESIDENTS OF.../Peaches
-	-	19	11		311/All Mixed Up

<b>94.5 EDGE</b>		<b>MARKET #7</b>	
<b>KDGE/Dallas</b>		<b>(214) 770-7777</b>	
		<b>Folger/Michaels</b>	

PLAYS	SW	4W	1W	TW	ARTIST/TITLE
36	36	47	49		SMASHING PUMPKINS/1979
44	44	48	47		BLUES TRAVELER/Hook
27	27	35	46		BUSH/Glycerine
53	53	45	45		FOLK IMPLSION/Natural One
37	37	44	44		NATALIE MERCHANT/Wonder
29	29	35	39		OASIS/Wonderwall
35	35	32	38		PEARL JAM/ Got It
33	33	30	32		SMASHING PUMPKINS/Bullet With...
51	51	30	32		COLLECTIVE SOUL/The World I Know
28	28	19	32		ALANIS MORISSETTE/Ironic
47	47	45	30		GOO GOD DOLLS/Name
11	11	26	30		CHRIS ISAAK/Go Walking Down...
-	-	4	29		RANCID/Ruby Soho
-	-	31	28		TOAD THE WET.../Good Intentions
36	36	32	28		RED HOT CHILI.../My Friends
-	-	31	28		GOO GOD DOLLS/Naked
45	45	21	27		JOAN OSBORNE/One Of Us
7	7	16	26		DOG'S EYE VIEW/Everything Falls...
20	20	29	25		LISA LOEB/Do You Sleep?
17	17	16	25		TOADIES/Away
-	-	27	24		ERASURE/Fingers & Thumbs...
10	10	17	23		NO DOUBT/Just A Girl
-	-	9	19		RUBY/Paraffin
-	-	17	17		BODEANS/Closer To Free
-	-	17	16		ALICE IN CHAINS/Grind
-	-	2	18		ALICE IN CHAINS/Heaven Beside You
-	-	15	15		TORI AMOS/Caught A Lite Sneeze
13	13	11	12		NIXONS/Sister
3	3	4	12		DAVE MATTHEWS BAND/Satellite

<b>WHS 94.7</b>		<b>MARKET #8</b>	
<b>WHFS/Washington</b>		<b>(301) 306-0991</b>	
		<b>Benjamin/Waugh/Ferise</b>	

PLAYS
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# ALTERNATIVE PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ALTERNATIVE REPORTERS ON R&R ONLINE

**MARKET #19**  
**WXDX/Pittsburgh**  
(412) 846-4100  
Winter/Frankenberry

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
26	26	27	28		FOD FIGHTERS/It's Sick Around
25	25	26	28		SEVEN MARY THREE/Cumbersome
24	24	25	28		FOLK IMPLSION/Natural One
26	26	25			COLLECTIVE SOUL/The World I Know
12	12	11	21		GOD GOD DOLLS/Naked
25	25	25	27		ALICE IN CHAINS/Heaven Beside You
23	23	25	27		GREEN DAY/Brain Stew
25	25	25	27		SMASHING PUMPKINS/Bullet With...
24	24	25	27		LIVE/Ins
24	24	24	26		SMASHING PUMPKINS/1979
23	23	25	26		Cliff/Cant I Wait One...
24	24	24	26		PEARL JAM/I Got It
-	-	-	-	-	SPACED/In The Meantime
-	-	-	-	-	EVERCLEAR/Santa Monica...
27	27	24	25		RUTH RUTH/Uninvited
28	28	23	25		SILVERCHAIR/Pure Massacre
24	24	26	28		BUSH/Glycerine
13	13	18	24		BLUES TRAVELER/Hook
23	23	21	25		ALICE IN CHAINS/Grind
24	24	23	22		GOD GOD DOLLS/Flat Top
-	-	-	-	-	SON VOLT/Drown
26	26	23	21		RED HOT CHILLI.../Warp
17	17	18	21		FOR SOUURELS/Mighty K.C.
-	-	-	-	-	GREEN/She Shines
-	-	-	-	-	STABBING WESTWARD/What Do I Have To...
-	-	-	-	-	NIXONS/Sister
23	23	20	24		SMASHING PUMPKINS/Tonight, Tonight
25	25	19	26		DASIS/Wonderwall
25	25	16	23		CANDLEBOX/Simple Lessons
-	-	-	-	-	RADIOHEAD/High & Dry

**THE EDGE**  
**000.000**  
**MARKET #20**  
**KEDJ/Phoenix**  
(602) 266-1360  
Clay/Christopher The Minister

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
30	30	42	43		BUSH/Glycerine
27	27	40	43		SMASHING PUMPKINS/1979
30	30	40	41		SMASHING PUMPKINS/Bullet With...
30	30	37	39		FOLK IMPLSION/Natural One
18	18	28	39		GREEN DAY/Brain Stew
31	31	37	39		PEARL JAM/I Got It
20	20	43	37		OASIS/Wonderwall
1	1	27	36		ALANIS MORISSETTE/Ironic
14	14	29	33		RANCID/Ruby Soho
-	-	-	-	-	SEVEN MARY THREE/Cumbersome
33	33	39	31		TOADIES/Possum Kingdom
18	18	31	30		EVERCLEAR/Santa Monica...
-	-	-	-	-	SALT/Bluster
-	-	-	-	-	SILVERCHAIR/Tomorrow
18	18	5	29		SPACED/In The Meantime
-	-	-	-	-	KORN/Shoots & Ladders
19	19	32	27		PRESIDENTS OF.../Kitty
19	19	29	27		NO DOUBT/Just A Girl
-	-	-	-	-	TOADIES/Away
-	-	-	-	-	SONIC YOUTH/The Diamond Sea
14	14	14	24		GRAVITY KILLS/Guilty
-	-	-	-	-	RED HOT CHILLI.../Aeroplane
-	-	-	-	-	ALICE IN CHAINS/Heaven Beside You
20	20	27	22		RADIOHEAD/High & Dry
-	-	-	-	-	OASH RIP ROCK/Let's Go Smoke...
17	17	19	18		MR. MIRANDA/Burnin' Rubber
9	9	24	17		MENSWEAR/Diamond Sea
7	7	19	15		ALLEGATOR GUN/Countdown By Fives
19	19	20	14		INBREDS/Any Sense Of Time

**107.9END**  
**CLEVELAND'S MODERN ROCK**  
**MARKET #22**  
**WENZ/Cleveland**  
(216) 861-0100  
Bennett/Robertson

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
24	24	41	47		EVERCLEAR/Santa Monica...
43	43	43	43		OASIS/Wonderwall
42	42	43	43		SEVEN MARY THREE/Cumbersome
8	8	44	42		SMASHING PUMPKINS/1979
-	-	-	-	-	GREEN DAY/Brain Stew
22	22	43	41		COLLECTIVE SOUL/The World I Know
15	15	17	41		NO DOUBT/Just A Girl
36	36	42	40		PEARL JAM/I Got It
43	43	43	40		BUSH/Glycerine
22	22	20	23		JEWEL/You Were Meant...
20	20	17	22		RANCID/Ruby Soho
14	14	16	22		LOUD LUCY/Ticking
20	20	17	21		SPACED/In The Meantime
22	22	19	20		SON VOLT/Drown
-	-	-	-	-	RADIOHEAD/High & Dry
-	-	-	-	-	ALICE IN CHAINS/Heaven Beside You
21	21	17	20		FOR SOUURELS/Mighty K.C.
-	-	-	-	-	ALICE IN CHAINS/Heaven Beside You
19	19	20	19		MR. MIRANDA/Burnin' Rubber
21	21	19	19		DAVE MATTHEWS BAND/Satellite
15	15	19	19		G. LOVE & SPECIAL.../Kiss And Tell
8	8	19	19		RUSTED ROOT/Ecstasy
-	-	-	-	-	LISA LOEB/Tally
-	-	-	-	-	DDG'S EYE VIEW/Everything Falls...
-	-	-	-	-	GARBAGE/Only Happy When...
-	-	-	-	-	ALICE IN CHAINS/Heaven Beside You
-	-	-	-	-	TORI AMOS/Caught A Lite Sneeze
-	-	-	-	-	DEL AMITRI/Tell Her This
-	-	-	-	-	RED HOT CHILLI.../Aeroplane
-	-	-	-	-	ALANIS MORISSETTE/Ironic
-	-	-	-	-	MELISSA ETHERIDGE/I Want To Come Over

**wmms**  
**102.7 FM**  
**MARKET #22**  
**WMMS/Cleveland**  
(216) 781-9667  
Gorman/Kubinski

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
34	34	41	43		BLUES TRAVELER/Hook
33	33	40	42		TOADIES/Possum Kingdom
34	34	39	42		SMASHING PUMPKINS/1979
35	35	43	41		PEARL JAM/I Got It
33	33	40	40		BUSH/Glycerine
33	33	41	39		COLLECTIVE SOUL/The World I Know
32	32	41	37		BUSH/Comedian
-	-	-	-	-	SPACED/In The Meantime
15	15	14	34		GOD GOD DOLLS/On! Change
19	19	22	28		DASIS/Wonderwall
32	32	36	31		EVERCLEAR/Santa Monica
-	-	-	-	-	ALANIS MORISSETTE/All I Really Want
-	-	-	-	-	TORI AMOS/Caught A Lite Sneeze
-	-	-	-	-	TORI AMOS/Caught A Lite Sneeze
34	34	35	30		JIM CROW/Empty My Mind
24	24	26	27		RUSTED ROOT/Ecstasy
23	23	25	26		JIM CROW/Empty My Mind
14	14	26	29		DAVE MATTHEWS BAND/Satellite
-	-	-	-	-	BEN FOLDS FIVE/Underground
-	-	-	-	-	DDG'S EYE VIEW/Everything Falls...
-	-	-	-	-	ALANIS MORISSETTE/Ironic
31	31	26	25		SMASHING PUMPKINS/Bullet With...
35	35	27	23		GOD GOD DOLLS/Name
-	-	-	-	-	GREEN DAY/Brain Stew
12	12	14	19		RANCID/Ruby Soho
23	23	18	18		POE/Trigger Happy Jack
-	-	-	-	-	SMASHING PUMPKINS/Bullet With...
34	34	35	17		DEEP BLUE SOMETHING/Breakfast At...
-	-	-	-	-	STABBING WESTWARD/What Do I Have To...
-	-	-	-	-	AMY ARENA/Excuse Me

**KTCL**  
**MARKET #23**  
**KTCL/Denver**  
(303) 571-1232  
Hayes/Moses

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
33	33	28	37		SMASHING PUMPKINS/1979
32	32	29	36		COLLECTIVE SOUL/The World I Know
-	-	-	-	-	RED HOT CHILLI.../Aeroplane
36	36	27	35		FOLK IMPLSION/Natural One
17	17	31	34		OASIS/Wonderwall
33	33	29	34		PEARL JAM/I Got It
-	-	-	-	-	TORI AMOS/Caught A Lite Sneeze
35	35	30	24		SEVEN MARY THREE/Cumbersome
18	18	14	23		FOR SOUURELS/Mighty K.C.
18	18	15	24		DAVE MATTHEWS BAND/Satellite
-	-	-	-	-	BUSH/Glycerine
-	-	-	-	-	TEARS FOR FEARS/Falling Down
17	17	17	21		RADIOHEAD/High & Dry
13	13	15	21		GOD GOD DOLLS/Naked
17	17	23	28		SPACED/In The Meantime
-	-	-	-	-	RUBY/Tiny Meat
-	-	-	-	-	ALANIS MORISSETTE/Ironic
9	9	5	16		EVERCLEAR/Santa Monica
18	18	16	22		DEEP BLUE SOMETHING/Breakfast At...
16	16	12	16		SARAH MCLACHLAN/Dear God
12	12	15	23		16 HORSEPOWER/Black Soul Choir
10	10	13	15		PDE/Trigger Happy Jack
12	12	10	16		BEN FOLDS FIVE/Underground
18	18	13	14		RANCID/Ruby Soho
17	17	15	24		CHRIS ISAAK/Go Walking Down...
16	16	14	13		PRESIDENTS OF.../Kitty
14	14	17	13		NO DOUBT/Just A Girl
34	34	18	13		JOAN OSBORNE/One Of Us
-	-	-	-	-	DDG'S EYE VIEW/Everything Falls...
-	-	-	-	-	SALT/Bluster
-	-	-	-	-	SAL'S BIRDLAND/Love Is Groovy

**107.1 AM**  
**MARKET #24**  
**KBBT/Portland, OR**  
(503) 222-1011  
Numme/Scott

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
41	41	48	46		OASIS/Wonderwall
33	33	47	44		PEARL JAM/I Got It
39	39	40	47		EVERCLEAR/Santa Monica...
31	31	45	44		COLLECTIVE SOUL/The World I Know
42	42	43	48		SMASHING PUMPKINS/1979
45	45	44	44		BUSH/Glycerine
35	35	42	47		FOLK IMPLSION/Natural One
-	-	-	-	-	ALICE IN CHAINS/Heaven Beside You
28	28	42	43		JOAN OSBORNE/One Of Us
-	-	-	-	-	FOD FIGHTERS/Big Me
16	16	20	30		SELF/Cannon
22	22	24	29		RUBYS/Parafin
23	23	24	26		SPACED/In The Meantime
-	-	-	-	-	TORI AMOS/Caught A Lite Sneeze
23	23	29	29		RADIOHEAD/High & Dry
26	26	22	28		MR. MIRANDA/Burnin' Rubber
-	-	-	-	-	PRESIDENTS OF.../Peaches
-	-	-	-	-	GOD GOD DOLLS/Naked
22	22	24	27		LOUD LUCY/Ticking
27	27	25	27		BLACK GRAPE/In The Name Of...
26	26	23	26		DAVE MATTHEWS BAND/Satellite
27	27	31	25		GREEN DAY/Brain Stew
-	-	-	-	-	3 L.B. THRILL/Diana
30	30	29	25		SEVEN MARY THREE/Cumbersome
25	25	24	24		RANCID/Ruby Soho
29	29	25	24		SONIC YOUTH/The Diamond Sea
24	24	29	20		PDE/Trigger Happy Jack
18	18	29	23		FOR SOUURELS/Mighty K.C.
21	21	25	23		CHRIS ISAAK/Go Walking Down...
-	-	-	-	-	LIMBLIFTER/Screwed It Up

**94.7 NBS**  
**MARKET #24**  
**KNKR/Portland, OR**  
(503) 223-1441  
Hamilton/Souther

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
26	26	26	45		CHRIS ISAAK/Go Walking Down...
10	10	43	45		GREEN DAY/Brain Stew
43	43	43	45		OASIS/Wonderwall
-	-	-	-	-	RED HOT CHILLI.../Aeroplane
15	15	40	45		SMASHING PUMPKINS/1979
43	43	16	45		TOADIES/Possum Kingdom
42	42	42	42		PEARL JAM/I Got It
-	-	-	-	-	BOTTLE ROCKETS/'I'll Be Comin'...
6	6	27	26		ECHOBELLY/King Of The Kerb
-	-	-	-	-	GARBAGE/Only Happy When...
-	-	-	-	-	SON VOLT/Drown
-	-	-	-	-	ALANIS MORISSETTE/Ironic
43	43	23	25		BLUES TRAVELER/Hook
23	23	25	25		FOD FIGHTERS/Big Me
26	26	25	25		FOR SOUURELS/Mighty K.C.
-	-	-	-	-	RUBY/Parafin
-	-	-	-	-	SALT/Bluster
24	24	26	24		DAVE MATTHEWS BAND/Satellite
-	-	-	-	-	GOD GOD DOLLS/Naked
-	-	-	-	-	EVERCLEAR/Heartspark
-	-	-	-	-	TORI AMOS/Caught A Lite Sneeze
21	21	25	22		ALICE IN CHAINS/Grind
-	-	-	-	-	ALICE IN CHAINS/Heaven Beside You
43	43	26	22		EVERCLEAR/Santa Monica...
-	-	-	-	-	SUPERNOVA/Vitamins
26	26	25	15		LOUD LUCY/Ticking
25	25	26	15		SELF/Cannon
43	43	43	14		BUSH/Glycerine
27	27	15	14		MR. MIRANDA/Burnin' Rubber
26	26	17	14		NO DOUBT/Just A Girl

**107.1**  
**MARKET #25**  
**WAQZ/Cincinnati**  
(513) 621-9326  
Harris/Schessler

PLAYS	SW	4W	LW	TW	ARTIST/TITLE
46	46	40	44		NATALIE MERCHANT/Wonder
17	17	39	43		SEVEN MARY THREE/Cumbersome
28	28	37	41		GODTIE & BLOWFISH/Time
22	22	46	37		DAVE MATTHEWS BAND/Satellite
20	20	41	37		EVERYTHING BUT.../Missing
42	42	37	38		BLUES TRAVELER/Hook
18	18	26	35		SMASHING PUMPKINS/1979
27	27	44	35		COLLECTIVE SOUL/The World I Know
9	9	25	33		EVERCLEAR/Santa Monica...
22	22	27	33		DASIS/Wonderwall
23	23	20	31		FOLK IMPLSION/Natural One
48	48	45	30		TDAD THE WET.../Good Intentions
13	13	40	29		LISA LOEB/Do You Sleep?
10	10	27	27		BETTER THAN EZRA/Rosealia
43	43	39	25		GOD GOD DOLLS/Name
27	27	37	24		BUSH/Glycerine
24	24	24	23		PEARL JAM/Long Road
12	12	27	20		RANCID/Ruby Soho
4	4	20	16		RANCID/Ruby Soho
13	13	19	19		CHRIS ISAAK/Go Walking Down...
20	20	16	16		

## What Is The State Of The Format?

Two consultants detail how stations can become bigger players in their markets

by Shawn Alexander

The format underwent some serious growing pains in 1995, with several outlets choosing to take a "Rock Alternative" position. Thus far, **KXPK/Denver** and **KQPT/Sacramento** have been the only success stories. Where is the format headed in 1996?

We asked the format's two prominent consultants, SBR's **John Bradley** and **Constantine Consulting's Dennis Constantine**, the following key questions for '96: What's the next step for the format? What is it going to take for stations to become bigger players in their marketplace? And how do they convince owners and GMs that this is a viable format?

### 'Focus On & Maintain' Position

"In 1996, Adult Alternative stations will have to focus on and maintain its place in a changing and fragmenting rock environment," Bradley explains. "1995 was the first year we saw the spread of younger-skewing Modern Rock stations. They can have a real impact in many markets and they certainly have affected Adult Alternative stations that had been the only outlet for 'alternative' music of any kind.

"On the other hand, the Classic Rock format as we know it is seeing the end of its life cycle. This leaves a tremendous opportunity for Adult Alternative stations to solidify their position with an older, musically aware audience by being what they've always been: quality adult rock stations that play both new and old music."

Bradley suggests that Adult Alternative stations superserve their core audience: 30-somethings. He notes, "If you can own 30-to-40-year-old listeners in your market, you have a great shot at being Top 5 25-54. Adult Alternative will continue to keep the door open to younger listeners (25-29) by virtue of playing



**Classic Rock format as we know it is seeing the end of its life cycle. This leaves a tremendous opportunity for Adult Alternative stations to solidify their position with an older, musically aware audience.**

— John Bradley



new music and new artists. Older listeners (41-54) will continue to be drawn to Adult Alternative because the format keeps them up-to-date with new music in a familiar and relatable environment."

To become bigger players in the money demo, Bradley points to having all the tools: big signal, a strong morning show, consistent marketing, a staff that understands the mission, and research. "Most of all, it takes a commitment and desire to be bigger players — stations must think like a mainstream winner, not like a niche also-ran.

"Once you have that, it becomes evident what you need to do to be bigger. Otherwise, Adult Alternative stations will suffer the same fate as stations in any other format whose philosophy is simply 'build it and they will come.'"

According to Bradley, in many ways the format sells itself. He boasts, "There is no rock format more efficient at delivering 25-54 listeners than Adult Alternative. As

radio formats become more and more fragmented, Adult Alternative represents one of the best opportunities to reach adults without getting into head-to-head AC or Oldies/Classic Rock battles."

Moreover, several Adult Alternative stations have proven that this format is certainly capable of being a big player in the market. Bradley mentions, "The ratings success of well-programmed stations, including **KFOG/San Francisco**, **WXRT/Chicago**, **KMTT/Seattle**, **KBCO/Denver**, **KINK/Portland, OR**, and others, shows this format is very capable of delivering Top 5 25-54 ratings. And as stations look for new ways to differentiate themselves in increasingly compressed markets, Adult Alternative's audience qualitative stands far and above most any competitor. This is an increasingly important element to bottom-line sales success as advertisers look beyond bulk rating shares and become more sophisticated and targeted with their buys."

### Clearing 'Confusion' Of Format

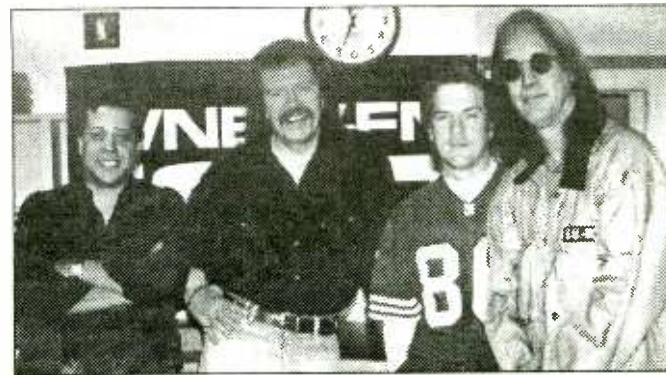
Constantine believes some confusion crept into the format because of the format's name. "Alternative has become a 'brand' of music, whereas the original intent of the Adult Alternative name had to do with actually being an alternative to other types of rock. That confusion created a situation for radio



Constantine

stations. Some stations felt an obligation to play so-called 'alternative' music.

"Adults over 30 use radio passively, and staying on top of the current music scene is not as important to them as it is to people 10 years younger. Stations that got sucked into this misconception found that playing more alternative rock did not increase their audience share — in



**ENHANCED ENCOUNTER** — WNEW/New York visited with **Todd Rundgren** to promote his latest enhanced CD "The Individualist." Enhanced CDs play on both audio and a CD-ROM drive. In the studio are (l-r) 'NEW' morning show Producer **Marti Martinez**, morning host **Pat St. John**, sports reporter **Jim Monaghan**, and **Rundgren**.

fact, in most cases, stations that took this approach actually lost listeners. This quandary centered around several stations taking a 'Rock Alternative' handle to describe what they do, which only added to listeners' confusion."

Constantine advises Adult Alternative stations to be well-balanced. As people get older, their habits set in deeper. They are more brand loyal, particularly to the type of music they grew up with. People who are over 30 have an historical, rich her-

itage of music, and stations that didn't have anything on the menu that you knew. You'd feel uncomfortable going there. But if there were some old standbys on the menu, you'd feel more comfortable. And if the waiter was a good salesman, he'd convince you to try something new. Stations need to find the right balance of old to new music for their specific market. Understanding the heritage of rock music in each specific market will help stations relate to the adult rockers in that market."

How does Constantine convince owners to switch to Adult Alternative? "In today's world of duopoly and narrow casting, it makes sense for a new station to be first in a viable format, as opposed to the fourth AC or the third Country station. Adult Alternative stations appeal to affluent adults with disposable income. Advertisers get great results from running their ads on these stations, and we have plenty of documentation about this aspect of the format.

"It's also welcome news to an owner — at a time when 60% of all radio stations in America are losing money — that most Adult Alternative radio stations are profitable. While the 12+ numbers might not always paint an impressive picture, the fact that this is a format where owners can turn a profit is a story they like to hear."

### Editor's Note

If you would like to voice your thoughts on the state of the format, please fax your comments to **R&R** to **Shawn Alexander**, (310) 203-9763.



**Stations need to find the right balance of old to new music for their specific market. Understanding the heritage of rock music in each specific market will help stations relate to the adult rockers in that market.**

— Dennis Constantine



itage of music, and stations that ignore or downplay the past are not in touch with the tastes of adults.

"Radio stations need to use heritage music to bring people to the station. Imagine going to a restaurant that served all new fad dishes and



**ROBBEN FORD ROCKS THE HOUSE** — Robben Ford & The Blue Line played to a sold-out House Of Blues to support its Blue Thumb release "Handful of Blues". Seen smiling are (l-r) M3 independent promotor **Kevin Sutter**, Blue Thumb's **Erica Linderholm**, Ford, **KTHX/Reno MD Ken Allen**, and **KTYD/Santa Barbara OM Paul Cavanaugh**.



**APOLOGY ACCEPTED** — **Edwin McCain** stopped by **KUPR/San Diego** in support of his new single "Sorry to a Friend"; (l-r) **Atlantic's Pamela Jouan**, **PD Sherman Cohen**, **McCain**, and **MD Clark Novak**.





# melissa etheridge



## i want to come over

from the album, your little secret

R&R ADULT ALTERNATIVE 13-5 R&R ROCK DEBUT 20

produced by hugh padgham and melissa etheridge  
management: wf leopold © 1995 island records, inc. a polygram company  
i know you're home. you left your light on



JANUARY 19, 1996

SW	4W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	4W	SW	
3	1	1	1	<b>TOM PETTY</b> Waiting For Tonight (MCA) 583 584 596 539 31/0					
8	4	2	2	<b>COLLECTIVE SOUL</b> The World I Know (Atlantic) 554 554 454 418 30/1					
6	8	4	3	<b>SMASHING PUMPKINS</b> 1979 (Virgin) 481 435 405 423 32/1					
9	7	3	4	<b>TRACY CHAPMAN</b> Give Me One Reason (Elektra/EEG) 458 446 407 400 34/2					
—	26	13	5	<b>MELISSA ETHERIDGE</b> I Want To Come Over (Island) 449 317 224 184 32/1					
20	14	6	6	<b>OASIS</b> Wonderwall (Epic) 396 396 299 264 26/1					
16	15	9	7	<b>JULIAN COPE</b> Try Try Try (American/Reprise) 353 351 289 293 31/0					
25	21	14	8	<b>DAVE MATTHEWS BAND</b> Satellite (RCA) 342 312 257 229 26/3					
1	2	8	9	<b>TOAD THE WET SPROCKET</b> Good... (Reprise/Columbia/CRG) 326 352 553 557 25/0					
4	5	5	10	<b>RED HOT CHILI PEPPERS</b> My Friends (WB) 320 413 449 503 21/0					
—	—	21	11	<b>NATALIE MERCHANT</b> Jealousy (Elektra/EEG) 297 228 168 114 23/1					
5	6	10	12	<b>NATALIE MERCHANT</b> Wonder (Elektra/EEG) 289 341 438 470 24/1					
2	3	7	13	<b>BEATLES</b> Free As A Bird (Apple/Capitol) 286 389 542 542 24/0					
—	—	24	14	<b>BADLEES</b> Fear Of Falling (Atlas/A&M) 282 213 190 159 25/1					
12	16	18	15	<b>CHRIS ISAAK</b> Go Walking Down There (Reprise) 281 259 289 346 22/0					
14	12	15	16	<b>BRUCE SPRINGSTEEN</b> Youngstown (Columbia/CRG) 268 297 313 314 28/0					
19	19	16	17	<b>JOE SATRIANI</b> (You're) My World (Relativity) 265 275 277 264 23/0					
<b>DEBUT</b>			18	<b>TORI AMOS</b> Caught A Lite Sneeze (Atlantic) 259 146 — — 32/9					
11	10	12	19	<b>PRETENDERS</b> Sense Of Purpose (WB) 256 318 374 347 23/0					
13	11	17	20	<b>JOHN HIATT</b> Cry Love (Capitol) 246 262 347 339 21/0					
—	29	20	21	<b>SON VOLT</b> Drown (WB) 238 231 215 207 26/1					
28	25	19	22	<b>PASSENGERS</b> Miss Sarajevo (Island) 225 233 231 215 26/1					
7	9	11	23	<b>GOO GOO DOLLS</b> Name (Metal Blade/WB) 223 329 382 420 13/0					
—	—	28	24	<b>JOAN OSBORNE</b> Ladder (Blue Gorilla/Mercury) 216 187 128 103 20/4					
22	20	22	25	<b>BETTER THAN EZRA</b> Rosealia (Swell/Elektra/EEG) 212 226 268 254 15/0					
—	28	23	26	<b>FOLK IMPLOSION</b> Natural One (London) 199 216 217 206 13/0					
<b>DEBUT</b>			27	<b>ALANIS MORISSETTE</b> Ironic (Maverick/Reprise) 187 157 67 62 17/1					
23	24	29	28	<b>ROLLING STONES</b> Like A Rolling Stone (Virgin) 182 185 239 242 21/1					
17	22	25	29	<b>DEEP BLUE SOMETHING</b> Breakfast At... (RainMaker/Interscope) 181 213 245 283 15/0					
—	30	26	30	<b>ALANIS MORISSETTE</b> All I Really Want (Maverick/Reprise) 181 209 211 191 13/1					

This chart reflects airplay from January 8-14. Songs ranked by total plays. Highlighted songs indicate Breaker.  
43 Adult Alternative reporters. 40 current playlists. © 1996, R&R Inc.

### NEW & ACTIVE

**TEARS FOR FEARS** Falling Down (Epic)  
Total Plays: 180, Total Stations: 18, Adds: 0

**JOAN OSBORNE** One Of Us (Blue Gorilla/Mercury)  
Total Plays: 177, Total Stations: 19, Adds: 3

**BLUES TRAVELER** Regarding Steven (TAG/Atlantic)  
Total Plays: 176, Total Stations: 17, Adds: 1

**SPACEHOG** In The Meantime (Sire/EEG)  
Total Plays: 165, Total Stations: 12, Adds: 3

**DAVE MATTHEWS BAND** Tripping Billies (TAG/Atlantic)  
Total Plays: 157, Total Stations: 14, Adds: 0

**RADIOHEAD** High & Dry (Capitol)  
Total Plays: 151, Total Stations: 15, Adds: 2

**BUSH** Glycerine (Trauma/Interscope)  
Total Plays: 143, Total Stations: 8, Adds: 0

**DOG'S EYE VIEW** Everything Falls Apart (Columbia/CRG)  
Total Plays: 139, Total Stations: 22, Adds: 12

**TOAD THE WET SPROCKET** Brother (Columbia/CRG)  
Total Plays: 135, Total Stations: 13, Adds: 0

**RED HOT CHILI PEPPERS** Aeroplane (WB)  
Total Plays: 114, Total Stations: 16, Adds: 7

Songs ranked by total plays.

### BREAKERS®

No Songs Qualified For Breaker Status This Week

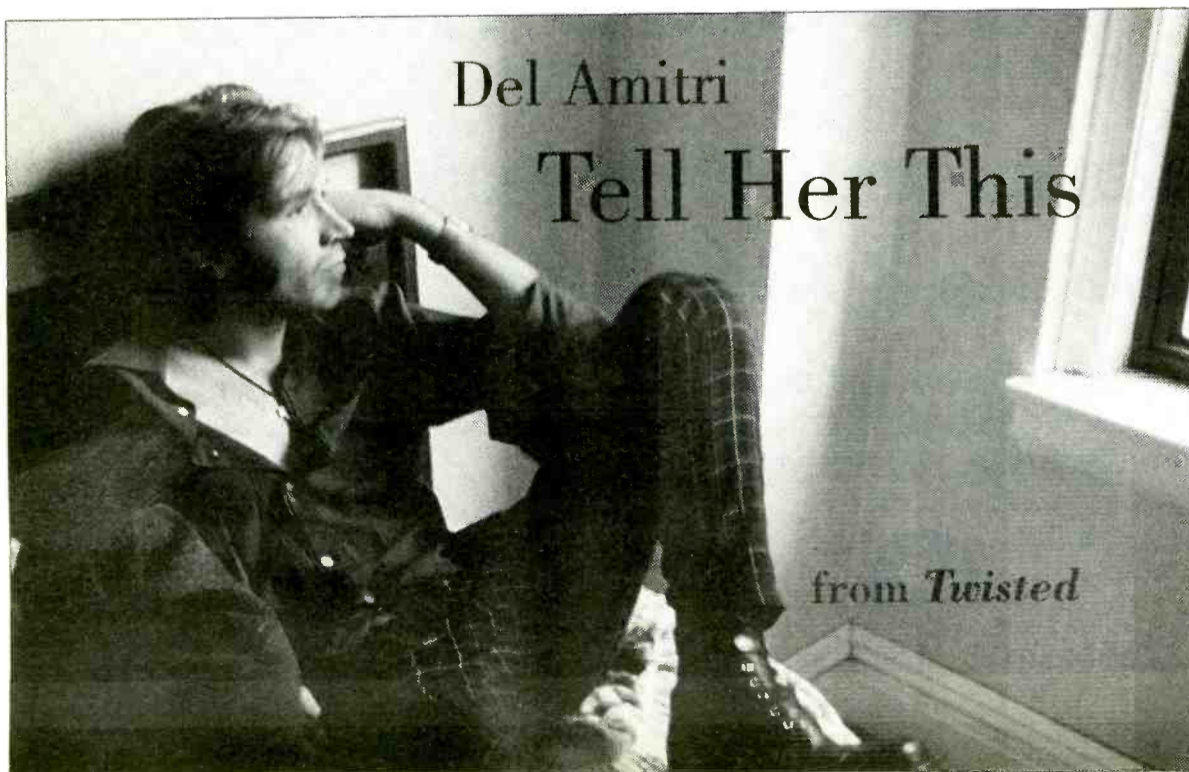
### MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
<b>AIMEE MANN</b> Choice In The Matter (DGC/Geffen)	13
<b>DOG'S EYE VIEW</b> Everything Falls Apart (Columbia/CRG)	12
<b>JARS OF CLAY</b> Flood (Silvertone)	10
<b>TORI AMOS</b> Caught A Lite Sneeze (Atlantic)	9
<b>RED HOT CHILI PEPPERS</b> Aeroplane (WB)	7
<b>ANDERS OSBORNE</b> Favorite Son (Okeh/550 Music)	5
<b>LOUDON WAINWRIGHT III</b> Iwiwal (Charisma/Virgin)	5
<b>DEL AMITRI</b> Tell Her This (A&M)	4
<b>JOAN OSBORNE</b> Ladder (Blue Gorilla/Mercury)	4
<b>MICHELLE SHOCKED</b> Quality Of Mercy (Columbia/CRG)	4

### MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>MELISSA ETHERIDGE</b> I Want To Come Over (Island)	+132
<b>TORI AMOS</b> Caught A Lite Sneeze (Atlantic)	+113
<b>DOG'S EYE VIEW</b> Everything Falls Apart (Columbia/CRG)	+88
<b>BADLEES</b> Fear Of Falling (Atlas/A&M)	+69
<b>NATALIE MERCHANT</b> Jealousy (Elektra/EEG)	+69
<b>RED HOT CHILI PEPPERS</b> Aeroplane (WB)	+58
<b>ANDERS OSBORNE</b> Favorite Son (Okeh/550 Music)	+48
<b>AIMEE MANN</b> Choice In The Matter (DGC/Geffen)	+47
<b>SMASHING PUMPKINS</b> 1979 (Virgin)	+46
<b>JARS OF CLAY</b> Flood (Silvertone)	+39

Breakers: Song has achieved 300 total plays for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays.



“This song is winter. As beautiful, bare, and reflection-inspiring as a crisp December morning, this track cuts to the quick with touching lyrical sentiment and beautiful guitar work. Play it.”

-Billboard, 1/6/96

- WNEW
- KFMG
- KXPB
- KSCA
- KGSR
- WXPB
- WXRT
- KXPT
- KMBY
- WBOS
- WRNX
- WYKT
- WXRV
- KFXD
- KTAO
- KFAV
- KSPN
- MUCH
- KRSH
- WKVT
- KUMT
- CIDR





# ADULT ALTERNATIVE TOP 30 ALBUMS

JANUARY 19, 1996

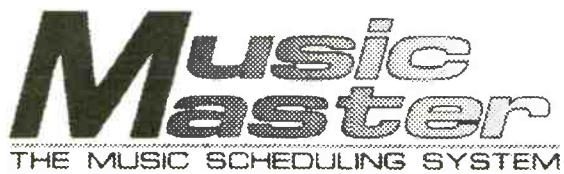
SW	4W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL STATIONS/ADDS	TOTAL PLAYS	+/- PLAYS	EMPHASIS TRACKS (PLAYS)
1	1	1	1	MELISSA ETHERIDGE Your Little Secret (Island)	40/0	743	+25	"Come" (449) "Secret" (93) "Unusual" (56)
2	2	2	2	NATALIE MERCHANT Tigerlily (Elektra/EEG)	35/1	678	+21	"Jealousy" (297) "Wonder" (289) "Carnival" (46)
7	5	3	3	TOM PETTY Playback 1973-1993 (MCA)	34/0	651	+26	"Tonight" (583) "Through" (24) "Travelin'" (18)
11	15	6	4	SMASHING PUMPKINS Mellon Collie And... (Virgin)	32/1	624	+61	"1979" (481) "Tonight" (106) "Butterfly" (14)
12	11	4	5	COLLECTIVE SOUL Collective Soul (Atlantic)	31/1	613	+3	"World" (554) "Water" (36) "Decembe" (15)
14	13	5	6	TRACY CHAPMAN New Beginning (Elektra/EEG)	36/1	592	+9	"Reason" (458) "Beginning" (62) "Smoke" (38)
10	9	9	7	JOAN OSBORNE Relish (Blue Gorilla/Mercury)	36/5	576	+55	"Ladder" (216) "One" (177) "Teresa" (72)
15	14	8	8	JOHN HIATT Walk On (Capitol)	30/0	550	+28	"Cry" (246) "Native" (142) "Wait" (66)
6	10	7	9	RED HOT CHILI PEPPERS One Hot Minute (WB)	29/0	516	-31	"Friends" (320) "Aeroplane" (114) "Walkabout" (79)
4	4	11	10	TOAD THE WET SPROCKET In Light Syrup (Columbia/CRG)	30/0	481	0	"Intentions" (326) "Brother" (135) "Right" (12)
21	20	16	11	DAVE MATTHEWS BAND Under The Table... (RCA)	29/3	465	+40	"Satellite" (342) "Best" (29) "Ants" (27)
16	17	13	12	ALANIS MORISSETTE Jagged Little Pill (Maverick/Reprise)	25/1	464	-1	"Ironic" (187) "Really" (181) "Pocket" (66)
8	7	12	13	BONNIE RAITT Road Tested (Capitol)	27/0	452	-26	"Rock" (94) "Burning" (79) "Kokomo" (49)
13	12	14	14	ROLLING STONES Stripped (Virgin)	27/0	434	-25	"Rolling" (182) "Free" (67) "Bleed" (54)
9	8	10	15	PRETENDERS The Isle Of View (WB)	29/0	430	-64	"Purpose" (256) "Private" (49) "Chill" (44)
—	—	21	16	VARIOUS ARTISTS White Man's Burden ST (TAG/Atlantic)	32/1	411	+42	"Regarding" (176) "Tripping" (157) "Live" (57)
—	24	19	17	OASIS (What's The Story) Morning Glory (Epic)	26/1	405	0	"Wonderwall" (396) "Morning" (9)
3	3	15	18	VARIOUS ARTISTS Friends ST (Reprise)	26/0	404	-36	"Intentions" (326) "Blind" (78)
17	16	17	19	BRUCE SPRINGSTEEN The Ghost Of Tom Joad (Columbia/CRG)	30/0	394	-27	"Youngstown" (268) "Tom" (79) "Border" (29)
18	19	23	20	CHRIS ISAAK Forever Blue (Reprise)	24/0	367	+12	"Walking" (281) "Baby" (29) "Nowhere" (17)
26	26	22	21	JULIAN COPE 20 Mothers (American/Reprise)	31/0	360	+1	"Try" (353) "Senile" (4) "Man" (3)
29	25	24	22	SON VOLT Trace (WB)	30/0	341	+25	"Drown" (238) "Windfall" (44) "Tear" (38)
5	6	18	23	BEATLES Anthology 1 (Apple/Capitol)	25/0	324	-97	"Free" (286) "Can't" (11) "Can't" (10)
20	21	25	24	TEARS FOR FEARS Raoul And The Kings Of Spain (Epic)	24/0	307	-3	"Falling" (180) "Mistake" (81) "Humdrum" (18)
DEBUT	—	—	25	BADLEES River Songs (Atlas/A&M)	28/2	301	+85	"Fear" (282) "Angeline" (9) "Ore" (7)
30	30	28	26	JOE SATRIANI Joe Satriani (Relativity)	25/0	283	+1	"World" (265) "Home" (11) "Down" (7)
19	18	20	27	GOO GOO DOLLS A Boy Named Goo (Metal Blade/WB)	18/0	283	-100	"Name" (223) "Naked" (60)
—	—	29	28	PASSENGERS Original Soundtracks #1 (Island)	30/1	276	-5	"Sarajevo" (225) "Blue" (47) "Always" (2)
25	28	27	29	EDWIN MCCAIN Honor Among Thieves (Lava/Atlantic)	26/3	271	-13	"Sorry" (113) "Solitude" (76) "Alive" (44)
22	22	30	30	K.D. LANG All You Can Eat (WB)	21/0	270	-5	"Were" (177) "Maybe" (46) "Acquiese" (22)

This chart reflects airplay from January 8-14. Albums ranked by total plays, with plays from all cuts from an album combined. 43 Adult Alternative reporters. 40 current playlists. © 1996, R&R Inc.

## REPORTERS

Stations and their adds by track listed alphabetically by market

<b>WXLE/Albany, NY</b> PD: Cliff Nash MD: Susan Castle 1 BILLY TRAVELER "Mountains" 2 ROLLING STONES "Fighting" 3 TORI AMOS "Sneez" 4 JARS OF CLAY "Flood"	<b>WBOS/Boston, MA</b> PD: Jim Herro MD: Susan Castle 1 ROLLING STONES "Bleed" 2 EDWIN MCCAIN "Sorry" 3 DOG'S EYE VIEW "Falls" 4 TORI AMOS "Sneez" 5 BUDDY HOLLY "Faded" 6 JEFF ARUNDEL "Stand"	<b>WXRT/Chicago, IL</b> VP/Programming: Norm Winer MD: Patty Winer 1 EDDIE VEDDER "Road"	<b>KBXR/Columbia, MO</b> OM: Michael Perry PD/MD: Dave "Kestor" Fulgham 1 AIMEE MANN "Matter" 2 TOM PETTY "Wicked" 3 BRUCE SPRINGSTEEN "Tom"	<b>WXRV/Boston, MA</b> PD: Joanna Query MD: Mike Mullany 1 EDWIN MCCAIN "Alive" 2 DOG'S EYE VIEW "Falls" 3 SPACEDOG "Meantime" 4 JARS OF CLAY "Flood" 5 AIMEE MANN "Matter" 6 TERRYRELL "Place" 7 PRESIDENTS OF "Devil"	<b>WVNC/Burlington, VT</b> PD: Glenn Roberts MD: Judy Peterson 1 DAN ZANES "Sky" 2 NATALIE MERCHANT "Baby" 3 AIMEE MANN "Matter" 4 DAVE MATTHEWS BAND "Satellite" 5 ROLLING STONES "Rolling" 6 LLOYD COLE "There" 7 TEARS FOR FEARS "Sketches" 8 ALANIS MORISSETTE "Really" 9 GOLDEN SMOG "Rood" 10 JOHN HIATT "Walk" 11 CAROLINE LAVELLE "Picasso" 12 TRACY CHAPMAN "Reason" 13 JOHN HIATT "Walk" 14 CAROLINE LAVELLE "Picasso" 15 TRACY CHAPMAN "Reason"	<b>KBCO/Denver, CO</b> PD: Mike O'Connor MD: Scott Arbaugh 1 NATALIE MERCHANT "Wonder" 2 JOAN OSBORNE "Ladder" 3 WILCO "Must" 4 DAVE MATTHEWS BAND "Typical" 5 KENNY WAYNE SHEPHERD "Dea" 6 CHRIS ISAAK "Graduation" 7 LOWEN & NAVARRO "Sunshine" 8 JOHN HIATT "Walk" 9 ERIC MATTHEWS "Fantasy" 10 OCTOBER PROJECT "Hear" 11 LISA LOEB "Sleep" 12 DAN ZANES "Grit" 13 PAUL KELLY "Deeper" 14 CHERYL WHEELER "Further" 15 CHERYL WHEELER "Revers" 16 ROOMFELLOW OF BLUES "Grit" 17 ROOMFELLOW OF BLUES "Turn" 18 JUDIE COLE "Move" 19 JUDIE COLE "Blues" 20 ERIC MATTHEWS "Hoo"	<b>KLRF/Eugene, OR</b> PD: Patrick Miller MD: Tom Krumm 1 JOHN HIATT "Dust" 2 FRANCIS DUNNERY "Believe" 3 JOAN OSBORNE "Ladder" 4 ANDERS OSBORNE "Favorite" 5 SUE MEDLEY "Want" 6 JUDIE COLE "Believe" 7 ERIC MATTHEWS "Fantasy" 8 OCTOBER PROJECT "Hear" 9 LISA LOEB "Sleep" 10 DAN ZANES "Grit" 11 PAUL KELLY "Deeper" 12 CHERYL WHEELER "Further" 13 CHERYL WHEELER "Revers" 14 ROOMFELLOW OF BLUES "Grit" 15 ROOMFELLOW OF BLUES "Turn" 16 JUDIE COLE "Move" 17 JUDIE COLE "Blues" 18 ERIC MATTHEWS "Hoo"	<b>KTCZ/Minneapolis, MN</b> PD: Lauren MacLeash AP/MD: Jane Frederickson 1 JOAN OSBORNE "One" 2 JOAN OSBORNE "Ladder" 3 CAT MARY "Maggie" 4 TORI AMOS "Sneez" 5 DOG'S EYE VIEW "Falls"	<b>KFMB/Des Moines, IA</b> GM/MD: Ron Sorson PD: Mark Vos 1 GREEN DAY "Brain" 2 RANCID "Solo" 3 AIMEE MANN "Matter" 4 SMASHING PUMPKINS "Tonight" 5 FOR SQUIRRELS "Mighty" 6 RED HOT CHILI "Walkabout" 7 SPACEDOG "Meantime" 8 MR. MIRANGA "Rubber" 9 ELASTICA "Car" 10 311 "Mazda" 11 FOO FIGHTERS "Big" 12 SOUTHERN CULTURE "Soul" 13 CIV "Choices" 14 GOO GOO DOLLS "Naked" 15 BROTHER CAME "Voice" 16 TOM PETTY "Through" 17 RED HOT CHILI "Aeroplane" 18 ALICE IN CHAINS "Heaven"	<b>CIDR/Detroit, MI</b> PD: Murray Brookshaw MD: Ann Datali 1 TOM COCHRANE "Wildest" 2 DEL AMITRI "Tell" 3 ONCE BLUE "Save" 4 SUZANNE LITTLE "Hands"	<b>WJXB/Ft. Myers, FL</b> PD: Lingo MD: Buczynski 1 DEL AMITRI "Tell"	<b>WNDD/Gainesville, FL</b> PD: Jon Byrne MD: Alanis Morissette 1 KENNY WAYNE SHEPHERD "Dea" 2 MELISSA ETHERIDGE "Come" 3 BOB SEGER "Hands" 4 OASIS "Wonderwall" 5 DOG'S EYE VIEW "Falls"	<b>WTTS/Indianapolis, IN</b> PD: Rich Anton MD: Alanis Morissette 1 MELISSA ETHERIDGE "Nowhere" 2 ROLLING STONES "Free" 3 DOG'S EYE VIEW "Falls" 4 RED HOT CHILI "Aeroplane" 5 ROLLING STONES "Spider"	<b>KXPT/Las Vegas, NV</b> PD: Richard Reed MD: J.D. Davis No Adds	<b>KSCA/Los Angeles, CA</b> PD: Marilee Kelly MD: Marilee Kelly 1 NATALIE MERCHANT "Where" 2 CHRIS ISAAK "Graduation" 3 HOOTIE & THE BLU-FISH "Running" 4 RADIOHEAD "High" 5 SOUTHERN CULTURE "Freshly" 6 B5-49 "Rambon" 7 TIM CARROLL "Flam" 8 SUE MEDLEY "Want" 9 MATTHEW RYAN "Shake" 10 VICTOR WOOTEN "Guitar"	<b>WYVE/New York, NY</b> PD: Ted Edwards MD: Amy Winslow 1 BROTHER CAME "Voice" 2 BLUES TRAVELER "Mountains" 3 EDWIN MCCAIN "Sorry" 4 JOAN OSBORNE "Ladder" 5 TORI AMOS "Sneez" 6 BOGMEEN "Suddenly"	<b>KZON/Phoenix, AZ</b> PD: Rich Barile MD: Erika Smith 1 RUBY "Tiny" 2 BLESS'D UNION OF "Virginia"	<b>KINX/Portland, OR</b> PD: Carl Widing AP: Katie Garlock MD: Aimee Mann "Matter"	<b>KTHX/Reno, NV</b> PD: Bruce Van Dyke MD: Ken Allen 1 BADLEES "Angeline" 2 LOUDON WAINWRIGHT 3 "Inswal" 3 MICHELLE SHOCKED "Mercy" 4 RED HOT CHILI "Aeroplane" 5 TOM PETTY "High" 6 WILLIE & LOBO "Rockin" 7 WILLIE & LOBO "Vallarta" 8 WILD BOUQUET "Country" 9 LOUDON WAINWRIGHT 3 "Cobwebs" 10 ELY & SNIDER "Oh" 11 BUDDY HOLLY/MOLLIES "Peggy"	<b>WMAX/Rochester, NY</b> PD: Rick MacKenzie MD: Jennifer Vanderlicke 1 TOM PETTY "High" 2 ANDERS OSBORNE "Favorite" 3 TORI AMOS "Sneez" 4 JARS OF CLAY "Flood" 5 SMASHING PUMPKINS "1979" 6 RED HOT CHILI "Aeroplane"	<b>KQPT/Sacramento, CA</b> DM/MD: Jim Trapp AP/MD: Carrie Owens 1 DAVE MATTHEWS BAND "Satellite" 2 JARS OF CLAY "Flood" 3 NATALIE MERCHANT "Jealousy" 4 EYE'S LUM "Whining" 5 RED HOT CHILI "Aeroplane" 6 MARRY ME JANE "TwentyOne"	<b>WVVR/St. Louis, MO</b> PD: Scott Strong MD: Mike Richter 1 ANDERS OSBORNE "Favorite" 2 TRACY CHAPMAN "Reason" 3 BLUES TRAVELER "Regarding"	<b>KUMT/Salt Lake City, UT</b> PD: Zeb Morris MD: Kelly Monson 1 FREDDY JONES BAND "Midnight" 2 JOAN OSBORNE "Teresa" 3 BONNIE RAITT "Shake" 4 BAND "Fate" 5 DOG'S EYE VIEW "Falls" 6 ANDERS OSBORNE "Favorite" 7 COLLECTIVE SOUL "World" 8 BOTTLE ROCKETS "Around"	<b>KUMT/Salt Lake City, UT</b> PD: Zeb Morris MD: Kelly Monson 1 FREDDY JONES BAND "Midnight" 2 JOAN OSBORNE "Teresa" 3 BONNIE RAITT "Shake" 4 BAND "Fate" 5 DOG'S EYE VIEW "Falls" 6 ANDERS OSBORNE "Favorite" 7 COLLECTIVE SOUL "World" 8 BOTTLE ROCKETS "Around"	<b>KMTT/Seattle, WA</b> PD: Chris May MD: Deaa Cariss 1 LOUDON WAINWRIGHT 3 "Inswal" 2 GOLDEN SMOG "Coming" 3 JARS OF CLAY "Flood" 4 BADLEES "Fear" 5 RED SHOES FOR NANCY "Mercy"	<b>KAEP/Spokane, WA</b> PD: Scott Souhrain MD: Yipso Rogers 1 SHELLELLER "Unwind" 2 RED HOT CHILI "Aeroplane" 3 JOAN OSBORNE "Ladder" 4 TORI AMOS "Sneez" 5 DOG'S EYE VIEW "Falls" 6 GARBAGE "Slupid"	<b>WRNX/Springfield, MA</b> PD: Jim Akler MD: Bruce Stebbins 1 JOAN OSBORNE "One" 2 GERRY RUFFERTY "Confidence" 3 GLEN FREY "Way" 4 AL GREER "People" 5 FLEETWOOD MAC "All" 6 AIMEE MANN "Matter" 7 TORI AMOS "Sneez" 8 ANDERS OSBORNE "Favorite" 9 PAUL CEBAR "Please"	<b>KFOG/San Francisco, CA</b> PD: Paul Marzales MD: Bill Evans 1 JOAN OSBORNE "One" 2 BRIAN SETZER ORCH "Voodoo" 3 PRETENDERS "Chant" 4 AIMEE MANN "Matter" 5 SOUL ASYLUM "Promises" 6 PRETENDERS "Night" 7 LOUDON WAINWRIGHT 3 "Inswal"	<b>KOTR/San Luis Obispo, CA</b> PD: Drew Ross MD: Matthew Lawton 1 LOUDON WAINWRIGHT 3 "Inswal" 2 LOUDON WAINWRIGHT 3 "Dialogue" 3 LOUDON WAINWRIGHT 3 "1994" 4 LEVELLERS "Hope" 5 LEVELLERS "Forgotten" 6 LEVELLERS "River"	<b>KRSH/Santa Rosa, CA</b> PD: Zoe Zuest MD: Bill Bowler 1 JOAN OSBORNE "Crazy" 2 INDIGO GIRLS "Bury" 3 BONNIE RAITT "Jawell" 4 BONNIE RAITT "Love" 5 PRETENDERS "Private" 6 GOLDEN SMOG "mm" 7 MICHELLE SHOCKED "Mercy" 8 TOM PETTY "Turning"	<p>43 Total Reporters                  43 Current Playlists                  40 Current Playlists</p> <p>Did Not Report Playlist                  Frozen (3)                  KFXD/Boise, ID                  WMMW/Madison, WI                  WSHE/Miami, FL</p>
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Market #1: WNEW-FM 102.7, WNEW/New York (212) 489-1027 Edwards/Winstow

Market #2: KSCA/Los Angeles (213) 845-1600 Morrison/Kelly

Market #3: 93.1 FM Radio Chicago, WXRT/Chicago (312) 777-1700 Winer/Martin

Market #4: KFOG 104.5-97.7, KFSG/San Francisco (415) 543-1045 Marszalek/Evans

Market #6: The River 93.9 FM, CIDR/Detroit (519) 258-8888 Brookshaw/Delisi

Market #10: WBOS 92.9 FM, WBOS/Boston (617) 254-9267 Herron

Market #10: River 92.5 FM, WXRV/Boston (508) 374-4733 Doody/Mullaney

Market #11: SHE-103.5, WSHE/Miami (305) 587-1035 Pugh

Market #13: The Mountain 103.3 FM, KNMT/Seattle (206) 233-1037 Mays/Carlson

Market #15: Progressive 95.7 KUPR, KUPR/San Diego (619) 729-5945 Coher/Novak

Market #16: Cities97, KTCZ/Minneapolis (612) 339-0000 MacLeash/Fredricksen

Market #17: FM 101 River, WVRV/St. Louis (314) 231-3699 Strong/Richter

Market #18: WRNR 103.1 FM, WRNR/Baltimore (410) 626-0103 O'Meally/Einstein

Market #20: 101 KRCR/Casas Rock Alternative, KZON/Phoenix (602) 258-8131 Ebbott/Smith

Market #21: 102.5 The Point, WHPT/Tampa (813) 577-7131 Beck/Taylor

Market #23: KBCO 93.3 FM, KBCO/Denver (303) 444-5600 O'Connor/Arbough

Market #23: The Peak 96.5 FM, KXPX/Denver (303) 989-1340 Clifton/Schoenwetter

Market #24: hink fm 102, KINK/Portland, OR (503) 226-5071 Widling/Garlock

Market #29: 100.5 The Zone, KPPT/Sacramento (916) 923-6800 Trapp/Owens

Market #32: 101, WWCD/Columbus, OH (614) 444-9923 Purcell/Davis

## OPENINGS

## OPENINGS

## OPENINGS

## OPENINGS

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Thank you for your assistance in my job placement. —P.P., Baltimore. Thanks again to you and everyone else at National. —D.L., Miami. Thanks for getting me the best job I've ever had. —D.J., IOWA. I couldn't have done it without your help. —M.C., Lincoln, NE. Five years ago I used your service, I now need you again. —M.S., CHICAGO

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**HELP!**

Do you know a man named Roy Harvey who was a radio broadcaster in Ft. Wayne, Indiana in the 1950's? I was recently told that he is my father and I desperately want to find him. We don't know if he stayed in radio after leaving town in 1955, but if you can help at all please, please respond. Send any responses to: Radio & Records, 10100 Santa Monica Bl., #836, 5th Floor, Los Angeles, CA 90067.

**EAST**

Upstate NY group seeking on-air news talent. T&amp;R: WKIP/WRNQ, Joe Ryan, Box 1450, Poughkeepsie, NY 12602. (1/19) EOE

New England! WZPK seeks PT/FT talent! Rush T&amp;R: Mike Desrosiers, Box 1408, North Conway, NH 03860. (1/19) EOE

**Radio**

Major market leader seeks highly motivated self-starter to join their sales team as Account Executive. Entry level position with enormous growth potential. Ideal candidate should possess excellent written and oral communication skills, be results oriented and willing to work hard for high income potential. 2-3 years sales experience preferred. Salary plus commission. Excellent fringe benefits. Equal Opportunity Employer. Send resume to: Radio & Records, 10100 Santa Monica Bl., #830, 5th Floor, Los Angeles, CA 90067

## Y94FM

We have a great gig for a real entertainer. Can you relate to your audience? Do you have great phone skills? If so, send tape and resume to Alan Furst, New City National PD, Y94 FM, 500 Plum Street, Syracuse, New York, 13204 EOE.

**OPERATIONS MANAGER NEEDED**

Rock/AC format leader, the River 99.5 WRVE in Albany, NY is looking for an operations manager who knows music and knows how to direct on-air staff. Must have successful background as a PD/OP's Dir. and be able to develop and evolve stationality. PM drive, air shift required. Send resumes, tapes and salary requirements to:

Michael Whalen, GM  
WRVE-FMOne Washington Square  
Albany, NY 12205

Phone calls will be accepted Tuesday, January 23, 1996 from 10 a.m. to noon eastern at 518-452-4800. EOE

Beach Radio, WBEA, the "Hamptons" HOT AC is searching for morning drive talent and a morning drive news director. Must have production skills. Team players a must. Great station one block from the Atlantic Ocean. Send package ASAP to Steve Ardolina, P.O. Box 7162, Amagansett, NY 11930. EOE

WSRS-FM is looking for a talented individual to join our Knight Quality Stations Team. You'll host our "Love Songs" show and assist the program director in the role of assistant program director/music director. If you have extensive knowledge of AC music, Selector experience, good organizational skills, and an on-air style that can romance Worcester, rush your T&R to: Steve Peck, WSRS-FM, P.O. Box 961, West Side Station, Worcester, MA 01602, WSRS is an equal opportunity employer.

MAGIC 102.9, Philadelphia's premier Classic Hits station is looking for an experienced morning show. We're not looking for shock or someone who just hands off to the newsperson. We want a show that is music intensive, fun, entertaining, adult and relevant to Philadelphia's sizable Classic Hits audience. Philadelphia is a culturally diverse market and, as an affirmative action employer committed to diversity, we encourage all applicants. Send materials now to Dan Michaels, WMGK-FM, 1 Bala Plaza, Bala Cynwyd, PA 19004. EOE

**SOUTH**

Memphis' CNN station seeking news talent for P/T afternoon anchor position. T&amp;R: PD, 1210 Headline News, 6080 Mt. Moriah, Memphis, TN 38115. (1/19) EOE

WINQ-FM seeks F/T &amp; P/T air talent. T&amp;R: Marc S. Cole, PD, 3 Central Street, Winchendon, MA, 01475. (1/19) EOE

Immediate openings for experienced part time air talent who want to win! T&amp;R: Paul Orr, WWGR, 4210 Metro Parkway, Ft. Myers, FL. 33916. (1/19) EOE

KLLI/KYGL seeking experienced fulltime pros. T&amp;R: Jay James, Operations, 4110 Mcknight Rd., Texarkana, TX 75501. (1/19) EOE

MORNINGS on top-rated Country station in growing group. Contact Len Shackelford, Curtis Media Group, 3012 Highwoods Blvd., Raleigh, NC 27604. EOE

**A CLASSIC OPPORTUNITY**

Classic Rocker in Southwest has a mid-day opening for experienced air talent. We need a strong, veteran air personality who is not afraid of tough competition. If you're "Selector savvy," all the better. Our strength is great music delivered with a local touch. If you are ready to get on a winning team, please direct your materials to: Radio & Records, 10100 Santa Monica Bl., #839, 5th Floor, Los Angeles, CA 90067. EOE

Entercom owned "Oldies Radio U92", Tampa Bay Florida, is looking for the best wake-up team or person in the country. If you know how to win big in morning drive and can do it every day on and off the air, Oldies Radio U92 has the support resources to make it happen for you today. Minimum of five years experience with a winning track record in AM drive only. Entercom offers incredible benefits, advancement opportunities with a financially secure, stable group owner. Send your best today to: Dennis Andersen, 9721 Executive Center Drive #200 St. Petersburg, FL 33702 EOE

**100,000 WATT CHR FLAME THROWER NEEDS NIGHTTIME TALENT**

We've promoted our night guy to afternoons. Now we need a hot energetic, hard working night slammer who can dominate the 12-24 audience. Work in a brand new, state-of-the-art control room, and get paid for it! T&R: Jon Reilly, WKBC-FM, P.O. Box 938, North Wilkesboro, NC 28695, EOE

**MORNING SHOW CO-HOST**

Hot Country station in the Southern region seeks an incredibly funny, topical, and experienced morning person who can literally annihilate the competition and have fun doing it. The ideal candidate will have the chance to help select a co-host. Rush tape, resume, and photo to: Radio & Records, 10100 Santa Monica Bl., #832, 5th Floor, Los Angeles, CA 90067. Confidentially will be absolute. EOE



Houston's Mix 96.5 is searching the nation for our next 7-midnight personality. We need someone who is a REAL personality... no disc jockey's. You have to care about your listeners and have genuine enthusiasm for creative air work. We're looking for someone who is fun, upbeat and can relate to the lifestyle of our 25-34 female listener. If this is you, rush your material to Pat Paxton, 1990 Post Oak Blvd., Ste. 2300, Houston, TX 77056. Nationwide Communications is an equal opportunity employer.

Are you more entertaining than the music you play? Can you conduct an entertaining talk radio program even if the telephone never rings? Are you an audience magnet? If the answer to all three is yes!, send tape, resume and letter outlining your vision of talk radio to...

**ATTN: TALK SHOW HOST**  
c/o P.O. Box 795365  
Dallas, Texas 75379-5365  
EOE

# OPPORTUNITIES

## OPENINGS

Proven Morning star needed. Sunshine market/6 figure salary/great company. Top 50 market. All formats. Convince us you're the best. Tape, resume to: Radio & Records, 10100 Santa Monica Bl., #841, 5th Floor, Los Angeles, CA 90067. EOE

WUSY (US-101) accepting T&R's for morning show air talent at "R&R" # 5 rated AM-dive drivetime dominator. We want a person who knows morning show hot buttons and how to push them. If you know how to entertain morning show audiences, act immediately!!! This is not an entry level position. We want the best to work at the CMA medium market station of the year. Previous Country experience is a necessity! No calls!!! Tapes & Resumes to: US-101, Bob Sterling, P.O. Box 8799, Chattanooga, TN 37414. Colonial Broadcasting/WUSY (US-101) is an Equal Opportunity Employer.

Top Country morning show ... need personality ready to go and grow. Your good tape, resume, and qualifications ... along with your ideas, goals, and requirements to KSAM, Post Office Box 330, Huntsville, Texas 77342. EOE

CHR in West Texas looking for female morning air personality. Must have news skills, be topical, and fun. Send T&R immediately to Jay Shannon, P.O. Box 64670, Lubbock, TX 79464. EOE

### PROGRAM MANAGER NEEDED

Looking for a great place to live and work with the Florida sun warming you while everyone else is freezing? We are looking for a creative, aggressive and fun program manager for WIVY, Coast 102.9. If you're ready to hit a homerun in northeast Florida, send your resume, composite tape and programming philosophies to Dave Anthony, Prism Radio Partners, 6869 Lenox Avenue, Jacksonville, FL 32205. Prism Radio is an Equal Opportunity Employer.

### NEED A JOB? NEED A JOCK?

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## OPENINGS

### PROGRAM DIRECTOR IN MUSIC CITY

AC market leader WJXA in Nashville is searching for an on-air PD ... needed immediately ... thorough knowledge of Selector, proven AC track record, and above all, a positive, "make things happen" attitude. This is a BIG-TIME opportunity for the right person!

Send your tape & resume to:  
Bill Jones  
Group Program Director  
South Central Communications  
504 Rosedale Avenue  
Nashville, TN 37211 (EOE M/F)

### 98ROCK PURE ROCK & ROLL

Tampa Bay's Rock 'n' Roll station, 98ROCK, is looking for a cutting edge personality for the 10 pm to 2 am shift. The last guy in that slot is now the morning guy! This is a once in a decade opportunity for the right person. Necessities include the basics plus a one-on-one rapport with the audience and the brains to tease, tempt, motivate or piss 'em off. Females and minorities are encouraged. Send tape, resume, references and a picture to Greg Mull, WXTB, 13577 Feather Sound Drive, Suite 550, Clearwater, FL 34622. ABSOLUTELY NO CALLS! EOE

### MORNING SHOW PRODUCER-WIZARD

Orlando's MIX 105.1 is searching for the right person to collaborate with our morning team, produce and write material, book interviews, screen phones and to do what it takes to move our top-rated show to the next level. If doing that with okay pay, a ratings incentive and your own cubicle is for you, then send your resume, tape of your best bits and an entire show NOW to: David Isreal, Program Director, MIX 105.1, 1801 Lee Road, Suite 270, Winter Park, FL 32789.

WOMX-FM is an Equal Opportunity of Nationwide Communications Inc. Qualified women and minorities are encouraged to apply.

94.5/KDGE THE EDGE DALLAS seeks on-air announcer (7p-12mid). Minimum three years in a major market New Rock Alternative Format required. Please call for application. Mary Young, Director/Human Resources, 214/770-7777. AN EQUAL OPPORTUNITY EMPLOYER.

## MIDWEST

Seeking AT for afternoon drive position in Kansas. T&R: KHUT, Box 1036, Hutchinson, KS, 67504-1036. (1/19) EOE

Oldies FM looking for PD. Morning announcer to take us to the next level. Live days/satellite at night. Radio & Records, 10100 Santa Monica Bl., #831, 5th Floor, Los Angeles, CA 90067. EOE

## OPENINGS

Top-Rated Classic Rocker has an immediate opening for Program Director/Morning Personality. Applicants must have proven winning track record, preferably in rock. T&R: Radio & Records, 10100 Santa Monica Bl., #834, 5th Floor, Los Angeles, CA 90067 EOE

Two openings at Midwest Hot AC.

1) Nights. No screamers. Need lots of phones. Working knowledge of sports a plus. Send tape, resume and salary requirements.

2) Fulltime production director. Send copy samples and tape. Minorities and females encouraged. Radio & Records, 10100 Santa Monica Bl., #833, 5th Floor, Los Angeles, CA 90067 EOE

### PM DRIVE TALK HOST KCMO, Kansas City

Where's the host who can be animated and provocative, entertaining and substantial at the same time? We want the person who can make us laugh, make us think, without making us sick. We're a solid company looking for a solid individual who can work with us to take talk radio to the next level in KC. T&R to Carmen Corporal, KCMO, 4935 Belinder Rd., Westwood, KS 66205 EOE

WANTED: News/Talk host with boomer appeal. Humor a must. If you're a well-rounded talent — not just book interviews and politics, send T&R to Program Director, WROK Newstalk 1440, 3901 Brendenwood Rd., Rockford, IL 61107. EOE

### Q95.5 Seeks A Marketing/ Promotions Manager

Candidates must be highly motivated, possess the ability to visualize then execute exciting promotions for an adult, female audience, generate business for our advertisers, and build brand awareness of the Motor City's HOT/AC radio station.

Send resume and examples of your work to: Tom O'Brien WKQI 15410 W. Ten Mile Rd. Oak Park, Michigan 48237. An Evergreen Media Corporation Station, WKQI is an Equal Opportunity Employer.

After reviewing over 150 tapes we're still searching for America's next great afternoon personality. If you're an outgoing, charismatic on-air talent, who can do great production, we're still waiting to hear from you!!! We offer a state-of-the-art, 100% digital facility, great working atmosphere, the opportunity to advance within the company and good money. IF you're ready to join our top-rated CHR send tape, resume, and picture today!!! 100.5 THE FOX, 3070 Kabobel Drive, Saginaw, MI 48604. EOE

## OPENINGS

100,000 WATT Iowa Country station searching for experienced morning personality to take station to next level. Only serious applicants need apply. Great company and benefits. Starting salary \$30,000-\$40,000. Plus incentives. Rush Tape to Radio & Records, 10100 Santa Monica Bl., #840, 5th Floor, Los Angeles, CA 90067 EOE

## WEST

Central CA. AC seeking air talent. Stable position, good benefits. T&R: KLLY, Russ Davidson, 3651 Pegasus Dr., Suite 107, Bakersfield, CA 93308. (1/19) EOE

Rock & Roll station seeking FT/PT w/ production skills. T&R: Stephanie Ross, 5200 Valentine Road, Suite 230, Ventura, CA 93003. (1/19) EOE

1. Morning Co-Host/News: Outgoing, nosy, funny. 2. Production Director: Wildly creative, funny. Pacific Northwest small market, liberal woman-owned company. High quality of life, secure positions. Can wait for right people. T&R, salary requirements: Radio & Records, 10100 Santa Monica Bl., #842, 5th Floor, Los Angeles, CA 90067. EOE

### REAL PERSONALITY!

Are you creative? Can you drive phones, be energetic, and enthusiastic without losing warmth, all within a music intensive environment? Want to live in one of America's most desirable cities? T&R's to Lee Rogers, KUPL, 222 SW Columbia, Suite 350, Portland, Oregon 97201. EOE

## KSOL 98.9 CLASSIC SOUL

Urban AC station seeking air talent. Minimum 2 years on-air experience and knowledge of format a must. Tape & resume to: Jason Silva, KSOL, 642 Harrison St., #404, San Francisco, CA 94107 NO PHONE CALLS PLEASE. EOE

In the Nineties, it's all about location, quality of life and ownership. We've got all three — plus mountains, the desert, sprawling burbs and a happening city. If you've lived or worked in New Mexico, a Top-Rated station (Except For Mornings) is looking for a local hero. Radio & Records, 10100 Santa Monica Bl., #835, 5th Floor, Los Angeles, CA 90067 EOE

Southern Oregon's premier CHR is accepting T&R's for future full-and parttime openings. Send your best to: Matt Roberts, c/o KTMT-FM, P.O. Box 159, Medford, OR 97501.

### NEWS DIRECTOR

Awesome facility, great air talent, the California Wine Country, KZST/KJZY has an immediate opening, experienced only. Send T&R to Brent Farris, P.O. Box 100, Santa Rosa, CA 95402. EOE M/F

### AIR TALENT

KZST California Wine country's premier AC. Great phone, great production, and pro delivery a must. Experienced only. Send T&R to Brent Farris, P.O. Box 100, Santa Rosa, CA 95402. EOE M/F

## OPENINGS

Radio Newperson: AM News Block. Experienced, self-starter. Assist overall operation. News/Talk/Sports format. Fulltime. License. Salary DOE. Resume to K. Ferrell, KBYR, 1007 W. 32nd Avenue, Anchorage, AK 99503. EOE

L.A. fringe-area rocker needs ops manager to oversee AM/FM combo. Airshift and music duties. Need knowledge of music rotation software. Send tape and resume. Supervisor references checked closely. Need experienced person with demonstrated track record. Market salary, plus benefits. T&R : Radio & Records, 10100 Santa Monica Bl., #827, 5th Floor, Los Angeles, CA 90067. EOE

Crescent Communications-owned Rhythmic Urban AC station is looking for an energetic, creative and solidly grounded-in-the-basics Program Director to lead our top market station to greatness. Requires 5 years of successful experience in a large or major market and a proven track record. Send resume to 642 Harrison St., San Francisco, CA 94107. EOE

KFOG, The San Francisco Bay Area's top Rock station seeks full and parttime airstaff. Candidates should display the ability to intelligently engage and entertain the listener; creatively selling station activities with enthusiasm. If you have an NAC or NPR delivery, save the postage. Openings here are rare. We want the best. Application deadline is February 23, 1996. T&R to: Paul Marszalek, KFOG, 55 Hawthorne, 11th Floor, San Francisco, CA 94105. EOE. Absolutely no calls.

## OPENINGS

Central California NT/AC/CLSRK is looking for a promotions director/copywriter. If you're a person w/programmable - saleable ideas who can develop and produce winning contests & promotions as well as copywrite, send copywriting/promotions samples, resume and salary history to: Radio & Records, 10100 Santa Monica Bl, #838, 5th Floor, Los Angeles, CA 90067 EOE

## THE BEAT 92.3

America's Premier Urban Radio Station has a unique opening for a Director of Marketing & Promotions.

This individual should be thoroughly knowledgeable in Urban music and have the ability to continue the aggressive presentation of the station's image to both the Los Angeles audience and the music industry.

Experience and skills should include attention to detail and organization, the ability to manage a staff of 20 or more, interface with programming and sales, produce large scale promotional events, and maintain impeccable relationships within the entire music and entertainment industries.

Send resumes in care of:  
Maxine Morrow  
KKBT RADIO  
6735 Yucca Street  
Los Angeles, CA 90028

Evergreen Media, Inc. is an EOE

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get results!

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## OPENINGS

### RADIO POSITIONS

If you would like to live and work in the greatest city in the country, this large market station is accepting tapes and resumes for future openings for all on-air positions, both full and parttime. Apply if you have a positive attitude, good track record, you're a real team player, feel comfortable relating within a tightly formatted clock and love to win. Prefer 3-5 years large or major market experience. No beginners please. Send resume and scoped tape of most recent show to: Radio & Records, 10100 Santa Monica Bl, #837, 5th Floor, Los Angeles, CA 90067 EOE

We're Looking for Denver's



next Program Director!



Applicant must be:  
A) A leader B) creative C) have a passion for winning.  
Interested parties with a winning track record, send tape, resume and programming philosophy (no phone calls please) to: Bob Zuroweste, General Manager, KXKL AM/FM 1560 Broadway, Suite 1100 Denver, CO 80202-5144 EOE

**R&R now accepts  
DISCOVER cards,  
as well as, VISA,  
MasterCard &  
American  
Express.**

## OPENINGS

### POSITIONS SOUGHT

Veteran broadcaster 25 years' on-air experience in South Africa. Music and talk formats. Will work for free for one month. Call: COLLIN (805) 446-1469. (1/19)

Currently employed 20-year vet seeks PD/OM position. Format implementation, promotion, production. Mid-West/East. Call: JOHN (314) 365-2478.

Mike Green - production director KSEG, KROY, KXXR, KFSM, . Hear demo at (916) 921-1471. (1/19)

Natural born killers. Reincarnation and parole made this a reality. Demands: squeaky, weak, wills, giant freezer. Manson and Dahmer. (800) 268-0196. (1/19)

Morning show producer/comedy writer seeks mornings. Topical, quick witted, and more! GREG: 916-962-3677. (1/19)

Experienced PD with lots of promotional and programming ideas we can turn into cash. Call GREGG: 618-435-4325. (1/19)

Snow bunny in need of FM station to use her AT & production abilities of 7 years. Call: MARGIE (513) 367-5740. (1/19)

"Liberal-tarian" talk host, 30, hot issues, hip production seeks opportunity. Call: TONY SCHINELLA (617) 497-3989. (1/19)

Former PM driver seeks AT or first-time PD slot. Prefer country or AC in Oregon or warmer climate anywhere. Call: SHAWN (541) 664-1491. (1/19)

The tide has turned. Rush hour is over. Experienced liberal talk show host. Call: JOHN (954) 561-1792. (1/19)

Experienced oldies pro seeking PD/AT gig. AM/PM drive, digital production, programming, promotions, prefer South. Call: MARK (914) 895-5141. (1/19)

Twelve years' experience, all formats, all shifts. East/West air talent. Don't gamble. Call: JIMMY DIELE (718) 257-3158. (1/19)

**1996  
CLARION  
AWARDS**

PRESENTED BY WOMEN IN COMMUNICATIONS

Continuing an 86-year tradition of honoring the achievements of outstanding communicators, WOMEN IN COMMUNICATIONS offers its 24th annual Clarion Awards competition to recognize excellence in all areas of communications.

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The competition is open to women and men. Membership in WOMEN IN COMMUNICATIONS is not required to enter. Entry deadline is April 30.



For entry forms and information, contact: WOMEN IN COMMUNICATIONS.  
10605 Judicial Drive, Suite A-4 · Fairfax, Virginia 22030-5167  
Telephone: 703-359-9000 · Telefax: 703-359-0603  
E-mail: Comunik@aol.com

# OPPORTUNITIES

### POSITIONS SOUGHT

**Sportscaster, 19 years' experience** seeks PD position at Sports/News/Talk station. Any market. College PBP at+. Call: ED (702) 369-1801. (1/19)

**Medium & major market AT/programmer** - oldies a specialty! Audio vault expertise, fabulous track record. Call: PAT GARRETT (805) 837-8776. (1/19)

**Experienced at will tell TV talk show.** I was abducted by aliens for a full time shift in south. Call: DAN (517) 422-6205. (1/19)

### POSITIONS SOUGHT

**Living in Florida.** 15-year pro. CHR/AC/Soft-formats/Oldies. Competitive markets. Call: J.J. SHANNON (407) 997-2131. (1/19)

**Veteran sportscaster/PBP man** available. Call: MIKE (910) 835-4996. (1/19)

**Young and experienced mix show and production air talent** seeks work in top 40/urban markets. Call: SAM (510) 473-9638. (1/19)

### R&R Opportunities Free Advertising

Radio & Records provides free (20 words or 3 lines) listings to radio stations and record companies ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

### Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2"X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727. Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

### Online Job Listings

To post your ad on R&R's website (<http://www.rronline.com>), Add 20% to your weekly ad rate. Listings will include your logo if it appears in your R&R Opportunities Ad.

### R&R Opportunities Advertising

**1x \$100/inch**      **2x \$75/inch**

Rates are per week (maximum 35 words per inch including heading). Includes generic border. If logo, custom border or larger heading are required, add 1/2 inch (\$50 for 1x, \$38 for 2x).

**Blind Box: add \$50**

The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping and handling.

**Positions Sought: \$50/inch**

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

### Payable In Advance

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads must be submitted by mail, except for credit card orders, which are also accepted by fax: 310-203-8727. Visa, MC, AmEx, Discover accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

### Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)** eight days prior to issue date. Address all ads to: R&R Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

### RADIO & RECORDS

10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable state sales tax) in the United States or \$695.00 overnight delivery (U.S. funds only), \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two Ratings Report & Directory issues and other special publications. Refunds are prorated based on the actual value of issues received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Nothing may be reproduced in whole or in part without written permission from the Publisher. The terms Back Page, Breakers, Most Added, R&R, Compact Data, and Street Talk are registered trademarks of Radio & Records. © 1996. POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067.

# MARKETPLACE

## AIRCHECKS

LISTEN TO OVER **40 DIFFERENT** MARKETS EVERY YEAR!

OVER **60 DIFFERENT** STATIONS YOUR CHOICE OF FORMAT

AM&PM DRIVE FOR EACH STATION (ALL SCOPED) ALL PROMOS, LINERS, JINGLES INCLUDED

SUBSCRIBE TO THE NATIONAL AIRCHECK AT (708) 238-8115

THIS MONTH *New York, Phoenix & Greensboro*

"We will tape Any station, Anywhere, Anytime."

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## COMEDY SERVICES

4 PAGES OF COMEDY AND PREP EVERY MORNING, PACKED WITH SHOW BIZ NEWS, HOLLYWOOD GOSSIP, ARTIST INFO, SPORTS AND MORE. NOW AVAILABLE VIA E-MAIL FOR THE LOW PRICE OF...  
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*Radio Links* Presents  
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or call **(609) 697-2298** (fax available)

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Topical Humor Faxed Overnight  
For free samples call with your name, station, and fax number(s)

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## MUSIC REFERENCE

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New! 4th Edition **Green Book of Songs By Subject** is the world's only thematic guide to popular music!

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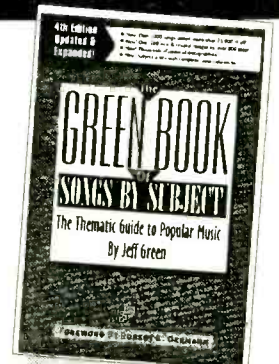
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Radio & Records, 10100 Santa Monica Blvd. 5th Floor, Los Angeles, CA 90067  
Note: Additional copies add \$1.00 add'l shipping per copy. Canada/Mexico shipping: \$10 first copy, \$5.00 add'l copies. Other international shipping: \$20 first copy, \$10 add'l copies. US Dollars Only.





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If you spend more than 30 minutes a day reworking your computer-generated music log, you should take a close look at POWERGOLD. Try it free, with no strings attached. No gimmicks. See for yourself how quickly and easily you can get a beautiful, balanced music log with POWERGOLD. We're here to answer your questions 24 hours a day. Call now and ask for Dave or Jimmy at 501-221-0660. The closer you look, the better we look.

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MSA Music Service Associates Also available on RIR or DAT 918-492-7222 (FAX) 918-492-2211 FAX US YOUR LIST

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Our patented TWIST AWAY TRAY™ prevents spills while eating on the run. Made of Tyvek®, we can print logos in full color! Affordable... collapsible... reusable... a MUST premium for the 90's

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Extreme Music needs an extreme voice.

Sweepers, Promos, ID's

Phone (516) 679-1316 fax (516) 679-1329

When it came time to re-image 96 K-Rock, I wanted to break the typical rock station voice mold. I was looking for someone who had a cutting-edge 90's voice and flexible presentation... characters, real, hip. I found it all in Sandy Thomas. We're happy with Sandy's work and recommend him highly.

Greg Gillispie PD of 96 K-Rock in Fort Myers, FL.

## VOICEOVER SERVICES

A Voice Production Service for Today's Media!

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## JOHN WILLYARD

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"You really help make the station SIZZLE!"

Lyman James, OM, KSOK/Wichita-Winfield, KS

The 70's: KFRC, WRKO, WAPP  
The 80's: KMEL, KDWB, WRQX  
The 90's: KFKF, KYGO, Your Station

HEAR DEMO NOW! 913/345-2381

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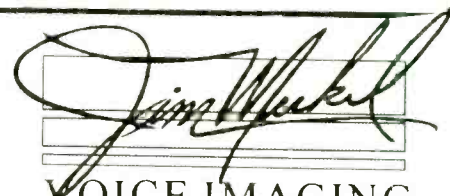
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VOICE AND PRODUCTION FOR RADIO AND TV

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## VOICEOVER SERVICES

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Liners • Promos • ID's (512) 218-0878

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STUDIO 818-766-0491  
FAX 818-766-0457  
E-MAIL JonDrisc@AOL.com



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## MARKETPLACE ADVERTISING

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1 time	\$90.00
6 insertions	\$85.00
13 insertions	\$80.00
26 insertions	\$70.00
51 insertions	\$65.00

Marketplace RADIO & RECORDS, 10100 Santa Monica Blvd, Fifth Floor, Los Angeles, CA 90067  
310 553 4330 Fax: 310 203 8727

**CHR/POP**

LW	TW	Artist/Title (Label)
1	1	<b>MARIAH CAREY</b> One Sweet Day (Columbia/CRG)
2	2	<b>GOO GOO DOLLS</b> Name (Metal Blade/WB)
3	3	<b>EVERYTHING BUT THE GIRL</b> Missing (Atlantic)
7	4	<b>HOOTIE &amp; THE BLOWFISH</b> Time (Atlantic)
10	5	<b>JOAN OSBORNE</b> One Of Us (Blue Gorilla/Mercury)
4	6	<b>DEEP BLUE SOMETHING</b> Breakfast At... (RainMaker/Interscope)
8	7	<b>WHITNEY HOUSTON</b> Exhale (Shoop Shoop) (Arista)
6	8	<b>TLC</b> Diggin' On You (LaFace/Arista)
5	9	<b>MADONNA</b> You'll See (Maverick/WB)
9	10	<b>ALANIS MORISSETTE</b> Hand In My Pocket (Maverick/Reprise)
12	11	<b>BIG MOUNTAIN</b> Get Together (Giant/WB)
18	12	<b>SEAL</b> Don't Cry (ZTT/WB)
16	13	<b>NATALIE MERCHANT</b> Wonder (Elektra/EEG)
11	14	<b>MARIAH CAREY</b> Fantasy (Columbia/CRG)
14	15	<b>TOAD THE WET SPROCKET</b> Good... (Reprise/Columbia/CRG)
20	16	<b>LA BOUCHE</b> Be My Lover (Logic/RCA)
13	17	<b>JANET JACKSON</b> Runaway (A&M)
22	18	<b>BLUES TRAVELER</b> Hook (A&M)
21	19	<b>COLLECTIVE SOUL</b> The World I Know (Atlantic)
17	20	<b>GIN BLOSSOMS</b> Til I Hear It From You (A&M)
15	21	<b>SOPHIE B. HAWKINS</b> As I Lay Me Down (Columbia/CRG)
29	22	<b>TONY RICH PROJECT</b> Nobody Knows (LaFace/Arista)
24	23	<b>GROOVE THEORY</b> Tell Me (Epic)
19	24	<b>NATALIE MERCHANT</b> Carnival (Elektra/EEG)
23	25	<b>DEL AMITRI</b> Roll To Me (A&M)
25	26	<b>DEF LEPPARD</b> When Love & Hate Collide (Mercury)
—	27	<b>GEORGE MICHAEL</b> Jesus To A Child (DreamWorks/Geffen)
28	28	<b>BLESSID UNION OF SOULS</b> Let Me Be The One (EMI)
26	29	<b>ACE OF BASE</b> Beautiful Life (Arista)
32	30	<b>SOUL ASYLUM</b> Promises Broken (Columbia/CRG)

CHR begins on Page 26.

**CHR/RHYTHMIC**

LW	TW	Artist/Title (Label)
1	1	<b>MARIAH CAREY</b> One Sweet Day (Columbia/CRG)
3	2	<b>WHITNEY HOUSTON</b> Exhale (Shoop Shoop) (Arista)
2	3	<b>L.L. COOL J</b> Hey Lover (Def Jam/Island)
4	4	<b>MONICA</b> Before You Walk Out Of My Life (Rowdy/Arista)
6	5	<b>TONY RICH PROJECT</b> Nobody Knows (LaFace/Arista)
13	6	<b>BRANDY</b> Sittin' Up In My Room (Arista)
9	7	<b>LA BOUCHE</b> Be My Lover (Logic/RCA)
5	8	<b>GROOVE THEORY</b> Tell Me (Epic)
7	9	<b>3T</b> Anything (MJJ/550 Music)
12	10	<b>TLC</b> Diggin' On You (LaFace/Arista)
8	11	<b>MARIAH CAREY</b> Fantasy (Columbia/CRG)
10	12	<b>R. KELLY</b> You Remind Me Of Something (Jive)
15	13	<b>L.A.D.</b> Ridin' Low (Hollywood)
36	14	<b>2PAC F/DR. DRE</b> California Love (Death Row/Interscope)
11	15	<b>XSCAPE</b> Who Can I Run To (So So Def/Columbia/CRG)
14	16	<b>PLANET SOUL</b> Set U Free (Strictly Rhythm)
18	17	<b>MARY J. BLIGE</b> Not Gon' Cry (Arista)
16	18	<b>JODECI</b> Love U 4 Life (Uptown/MCA)
21	19	<b>EVERYTHING BUT THE GIRL</b> Missing (Atlantic)
24	20	<b>IMMATURE</b> We Got It (MCA)
19	21	<b>MADONNA</b> You'll See (Maverick/WB)
22	22	<b>SELENA</b> Dreaming Of You (EMI)
23	23	<b>MAX-A-MILLION</b> Sexual Healing (S.O.S./Zoo)
17	24	<b>QUINCY JONES</b> Rock With You (Qwest/WB)
30	25	<b>KRIS KROSS</b> Tonite's The Nite (Ruffhouse/Columbia/CRG)
26	26	<b>SHAI</b> Come With Me (Gasoline Alley/MCA)
48	27	<b>LINA SANTIAGO</b> Feel So Good (Show Me Your...) (Universal)
20	28	<b>COOLIO</b> Too Hot (Tommy Boy)
29	29	<b>FAITH EVANS</b> Soon As I Get Home (Bad Boy/Arista)
28	30	<b>JANET JACKSON</b> Twenty Foreplay (A&M)

CHR begins on Page 26.

**URBAN**

LW	TW	Artist/Title (Label)
1	1	<b>MONICA</b> Before You Walk Out Of... (Rowdy/Arista)
5	2	<b>MARY J. BLIGE</b> Not Gon' Cry (Arista)
2	3	<b>FAITH EVANS</b> Soon As I Get Home (Bad Boy/Arista)
3	4	<b>MARIAH CAREY</b> One Sweet Day (Columbia/CRG)
7	5	<b>BRANDY</b> Sittin' Up In My Room (Arista)
11	6	<b>R. KELLY</b> Down Low (Nobody Has To Know) (Jive)
6	7	<b>JODECI</b> Love U 4 Life (Uptown/MCA)
10	8	<b>IMMATURE</b> We Got It (MCA)
8	9	<b>L.L. COOL J</b> Hey Lover (Def Jam/Island)
4	10	<b>WHITNEY HOUSTON</b> Exhale (Shoop Shoop) (Arista)
13	11	<b>SOLO</b> Where Do U Want Me To Put It (Perspective/A&M)
9	12	<b>TERRY ELLIS</b> Where Ever You Are (EastWest/EEG)
17	13	<b>TOTAL</b> No One Else (Bad Boy/Arista)
17	14	<b>KRIS KROSS</b> Tonite's The Nite (Ruffhouse/Columbia/CRG)
16	15	<b>QUINCY JONES</b> I/TAMIA You Put A Move On My... (Qwest/WB)
12	16	<b>MICHAEL JACKSON</b> This Time Around (Epic)
20	17	<b>JANET JACKSON</b> Twenty Foreplay (A&M)
15	18	<b>TLC</b> Diggin' On You (LaFace/Arista)
21	19	<b>MONIFAH</b> I Miss You (Come Back Home) (Uptown/Universal)
23	20	<b>BRIAN MCKNIGHT</b> Still In Love (Mercury)
24	21	<b>SOMETHIN' FOR THE PEOPLE</b> You Want This Party Started (WB)
27	22	<b>TONY RICH PROJECT</b> Nobody Knows (LaFace/Arista)
—	23	<b>XSCAPE</b> Do You Want To (So So Def/Columbia/CRG)
26	24	<b>ISLAND INSPIRATIONAL ALL STARS</b> Don't Give Up (Island)
14	25	<b>SILK</b> Hooked On You (Elektra/EEG)
35	26	<b>SHAWN STOCKMAN</b> Visions Of A Sunset (Polydor/A&M)
22	27	<b>XSCAPE</b> Who Can I Run To (So So Def/Columbia/CRG)
19	28	<b>R. KELLY</b> You Remind Me Of Something (Jive)
36	29	<b>DOGG POUND</b> Let's Play House (Death Row/Interscope)
33	30	<b>YVETTE MICHELLE</b> Every Day And Every Night (Loud/RCA)

Complete list of Urban Breakers on Page 40

URBAN begins on Page 37.

**HOT AC**

LW	TW	Artist/Title (Label)
1	1	<b>MARIAH CAREY</b> One Sweet Day (Columbia/CRG)
2	2	<b>ELTON JOHN</b> Blessed (Rocket/Island)
5	3	<b>MADONNA</b> You'll See (Maverick/WB)
4	4	<b>SOPHIE B. HAWKINS</b> As I Lay Me Down (Columbia/CRG)
3	5	<b>TAKE THAT</b> Back For Good (Arista)
6	6	<b>GIN BLOSSOMS</b> Til I Hear It From You (A&M)
7	7	<b>DEL AMITRI</b> Roll To Me (A&M)
11	8	<b>DEEP BLUE SOMETHING</b> Breakfast At... (RainMaker/Interscope)
9	9	<b>WHITNEY HOUSTON</b> Exhale (Shoop Shoop) (Arista)
10	10	<b>GOO GOO DOLLS</b> Name (Metal Blade/WB)
8	11	<b>HOOTIE &amp; THE BLOWFISH</b> Only Wanna Be With You (Atlantic)
14	12	<b>EVERYTHING BUT THE GIRL</b> Missing (Atlantic)
15	13	<b>HOOTIE &amp; THE BLOWFISH</b> Time (Atlantic)
13	14	<b>BLUES TRAVELER</b> Run-Around (A&M)
12	15	<b>SEAL</b> Kiss From A Rose (ZTT/WB)
17	16	<b>SEAL</b> Don't Cry (ZTT/WB)
23	17	<b>GEORGE MICHAEL</b> Jesus To A Child (DreamWorks/Geffen)
16	18	<b>JANET JACKSON</b> Runaway (A&M)
20	19	<b>NATALIE MERCHANT</b> Wonder (Elektra/EEG)
21	20	<b>MELISSA ETHERIDGE</b> I Want To Come Over (Island)
22	21	<b>BIG MOUNTAIN</b> Get Together (Giant/WB)
24	22	<b>JANN ARDEN</b> Insensitive (A&M)
26	23	<b>SELENA</b> Dreaming Of You (EMI)
—	24	<b>SOUL ASYLUM</b> Promises Broken (Columbia/CRG)
—	25	<b>JOAN OSBORNE</b> One Of Us (Blue Gorilla/Mercury)
—	26	<b>ROD STEWART</b> So Far Away (Lava/Atlantic)
28	27	<b>ACE OF BASE</b> Beautiful Life (Arista)
29	28	<b>ALANIS MORISSETTE</b> Hand In My Pocket (Maverick/Reprise)
—	29	<b>TONY RICH PROJECT</b> Nobody Knows (LaFace/Arista)
30	30	<b>BRUCE HORNSBY</b> Swing Street (RCA)

AC begins on Page 55.

**AC**

LW	TW	Artist/Title (Label)
1	1	<b>MARIAH CAREY</b> One Sweet Day (Columbia/CRG)
2	2	<b>WHITNEY HOUSTON</b> Exhale (Shoop Shoop) (Arista)
3	3	<b>MADONNA</b> You'll See (Maverick/WB)
4	4	<b>ELTON JOHN</b> Blessed (Rocket/Island)
6	5	<b>MICHAEL BOLTON</b> A Love So Beautiful (Columbia/CRG)
7	6	<b>SELENA</b> Dreaming Of You (EMI)
5	7	<b>TAKE THAT</b> Back For Good (Arista)
8	8	<b>SOPHIE B. HAWKINS</b> As I Lay Me Down (Columbia/CRG)
10	9	<b>ROD STEWART</b> So Far Away (Lava/Atlantic)
9	10	<b>SARAH MCLACHLAN</b> I Will Remember You (Arista)
12	11	<b>STEVE WINWOOD</b> Reach For The Light (MCA)
13	12	<b>CURTIS STIGERS</b> Keep Me From The Cold (Arista)
19	13	<b>GEORGE MICHAEL</b> Jesus To A Child (DreamWorks/Geffen)
11	14	<b>CELINE DION</b> (You Make...) Natural Woman (Lava/Atlantic)
14	15	<b>SEAL</b> Kiss From A Rose (ZTT/WB)
15	16	<b>BRUCE HORNSBY</b> Swing Street (RCA)
18	17	<b>SEAL</b> Don't Cry (ZTT/WB)
16	18	<b>JIM BRICKMAN</b> If You Believe (Windham Hill)
—	19	<b>PHIL COLLINS</b> Somewhere (RCA Victor)
22	20	<b>MARY CHAPIN CARPENTER</b> Grow Old With Me (Hollywood)
23	21	<b>PETER CETERA</b> Faithfully (River North)
21	22	<b>GIN BLOSSOMS</b> Til I Hear It From You (A&M)
26	23	<b>EXPOSE</b> I'll Say Goodbye For The Two Of Us (Arista)
20	24	<b>TYLER COLLINS</b> Never Alone (Eeyore's Lullaby) (Disney)
24	25	<b>GERALD &amp; EDDIE LEVERT SR.</b> Already Missing... (EastWest/EEG)
25	26	<b>BRIAN MCKNIGHT</b> Still In Love (Mercury)
17	27	<b>BEATLES</b> Free As A Bird (Apple/Capitol)
29	28	<b>JANN ARDEN</b> Insensitive (A&M)
—	29	<b>EVERYTHING BUT THE GIRL</b> Missing (Atlantic)
30	30	<b>HOOTIE &amp; THE BLOWFISH</b> Time (Atlantic)

AC begins on Page 55.

**ACTIVE ROCK**

LW	TW	Artist/Title (Label)
1	1	<b>PEARL JAM</b> I Got Id (Epic)
2	2	<b>BUSH</b> Glycerine (Trauma/Interscope)
3	3	<b>SEVEN MARY THREE</b> Cumbersome (Mammoth/Atlantic)
8	4	<b>SMASHING PUMPKINS</b> 1979 (Virgin)
4	5	<b>COLLECTIVE SOUL</b> The World I Know (Atlantic)
11	6	<b>ALICE IN CHAINS</b> Heaven Beside You (Columbia/CRG)
9	7	<b>AC/DC</b> Cover You In Oil (EastWest/EEG)
12	8	<b>EVERCLEAR</b> Santa Monica (Watch The World Die) (Capitol)
13	9	<b>OZZY OSBOURNE</b> See You On The Other Side (Epic)
14	10	<b>SPACEHOG</b> In The Meantime (Sire/EEG)
7	11	<b>SILVERCHAIR</b> Pure Massacre (Epic)
10	12	<b>TOM PETTY</b> Waiting For Tonight (MCA)
18	13	<b>OASIS</b> Wonderwall (Epic)
5	14	<b>RED HOT CHILI PEPPERS</b> My Friends (WB)
6	15	<b>SMASHING PUMPKINS</b> Bullet With Butterfly Wings (Virgin)
15	16	<b>GREEN DAY</b> Brain Stew (Reprise)
34	17	<b>GOO GOO DOLLS</b> Naked (Metal Blade/WB)
22	18	<b>NIXONS</b> Sister (MCA)
21	19	<b>VICTOR</b> Promise (Atlantic)
17	20	<b>RUTH RUTH</b> Uninvited (Venture/American/WB)
16	21	<b>CANDLEBOX</b> Understanding (Maverick/WB)
30	22	<b>FOLK IMPLOSION</b> Natural One (London)
20	23	<b>KENNY WAYNE SHEPHERD</b> Deja Voodoo (Giant)
24	24	<b>LOUD LUCY</b> Ticking (DGC/Geffen)
29	25	<b>GREEN</b> She Shines (IRS)
25	26	<b>TOADIES</b> Possum Kingdom (Interscope)
27	27	<b>SELF</b> Cannon (Spongebath/Zoo)
26	28	<b>GOO GOO DOLLS</b> Name (Metal Blade/WB)
23	29	<b>TESLA</b> Steppin' Over (Geffen)
19	30	<b>ALICE IN CHAINS</b> Grind (Columbia/CRG)

ROCK begins on Page 67.

**We work for**

**KISFM**





# Jason

## *“take a look”*

*the debut single*

*top 40 add date—January 23*

### *early believers*

KKFR 32X

KIKI 80X

KQMQ 58X

KCAQ 16X

KWNZ 30X

KZFM 27X

KZHT 23X

WNVZ 12X

KLUC 65X

#### **Cat Thomas/KLUC**

*“Top five researching song, top ten requests. Besides that, just sounds great on the air, a stand out hit record for Las Vegas.”*

#### **James Coles/I94**

*“The best testing song in a long time, #1 Callout, #1 Song on our chart.”*

#### **Jamie Hyatt/KQMQ**

*“#4 Selling record in Hawaii, from all indications this will be a huge song here.”*

Produced by Red Hot Lover Tone and Poke for Track Masters Productions, Inc.  
Additional Production and Mix: Attebratt/Ekman for Lemon

**Hollywood**  
RECORDS

It's About Tyme Productions  
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