

**ADULT ALTERNATIVE RADIO
— THE VIEW FROM THE TOP**

Three label Presidents — **Howie Klein (Reprise)**, **Nick Gattfield (Polydor)**, and **Bill Bennett (Geffen)** — provide their perspectives on the Adult Alternative format.

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**50 QUESTIONS TO ASK
DURING JOB INTERVIEWS**

From "What are some of the things you'd like to avoid in a job?" to "How do you like to communicate with your boss?", consultant **Irwin Pollack** offers 50 questions to use at your next job interview — no matter which side of the desk you're sitting.

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**PLANNING YOUR FALL
MARKETING STRATEGY**

Whether you're setting objectives, designing contest elements, or establishing criteria for sales promotions, consultant **John Lund** has drawn up a detailed checklist to help.

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PEOPLE IN THE NEWS

- **Sue Bell** appointed GM for KLOK-AM/SF & KBRG-FM/San Jose
- **Steve Vining** named President of Windham Hill/High Street labels
- **Bruce Blevins** becomes Entercom/Seattle VP/GM; **KBSG-AM & FM PD Jay Kelly** adds Station Mgr. duties
- **Rob Dalton** now Epic/Nashville VP/National Country Promotion
- **Bill Pugh** now PD for KZON/Phoenix

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THIS #1 WEEK

CHR/POP

- **DONNA LEWIS** I Love You Always Forever (Atlantic)

CHR/RHYTHMIC

- **KEITH SWEAT** Twisted (Elektra/EEG)

URBAN

- **NEW EDITION** Hit Me Off (MCA)

URBAN AC

- **MAXWELL** Ascension (Don't Ever Wonder) (Columbia)

COUNTRY

- **TIM MCGRAW** She Never Lets It Go... (Curb)

NAC

- **NORMAN BROWN** Better Days... (MoJAZZ/Motown)

HOT AC

- **ERIC CLAPTON** Change The World (Reprise)

AC

- **ERIC CLAPTON** Change The World (Reprise)

ACTIVE ROCK

- **SOUNOGARDEN** Burden In My Hand (A&M)

ROCK

- **BLACK CROWES** Good Friday (American/Reprise)

ALTERNATIVE

- **PEARL JAM** Who You Are (Epic)

ADULT ALTERNATIVE

- **JOHN MELLENCAMP** Key West Intermezzo... (Mercury)

NEWSSTAND PRICE \$6.50



EXCLUSIVE R&R INTERVIEW

**Neil Guides Cox Into
New Frontiers (& NewCity)**

BY MIKE KINOSIAN
R&R AC EDITOR

Just a few months ago, Atlanta-based **Cox Broadcasting** owned radio properties in Atlanta, Chicago, Dayton, Los Angeles, Louisville, Miami, and Tampa. Funny how a quarter of a billion dollars can change one's portfolio.



Neil

That's how much cash it shelled out to acquire 17 **NewCity Communications** stations in six markets. But Cox wasn't through dealing yet — it quickly went to the trading table with **Infinity Broadcasting** and swapped its two Chicago properties for three Orlando facilities and \$20 million.

And further expansion looks likely: With hopes of

raising \$120 million, Cox will take 30% of its stock public (the remaining 70% will still be owned by **Cox Enterprises**). In this exclusive interview with Exec. VP/Radio **Bob Neil** — who celebrates 10 years with Cox this November — he assesses the company, some of its stations, and the state of the industry.

R&R: How did the NewCity deal happen?

Bob Neil: I have a relationship with [NewCity President] **Dick Ferguson** that goes back a long way, and we'd worked with them on several projects [including an LMA with **WJZF/Atlanta**]. Several times in the last two or three

NEIL/See Page 62

**Washington Sr. VP/
Mktg. & Promo For
WB Black Music**

MCA Records Sr. VP/Marketing & Promotion A.D. Washington has been tapped for similar duties in **Warner Bros. Records'** Black Music division. The WB post has remained vacant since **Greg Peck** exited in October 1995.



Washington

"A.D. Washington is quite simply a legend in this business," said **WB Sr. VP/Black Music Denise Brown**. "His energy, enthusiasm, experience, passion for music, and remarkable ability to bring new artists to the marketplace are without parallel."

Washington told **R&R**, "I'm very excited about coming to work for **Warner Bros.** I'm truly

WASHINGTON/See Page 24

**Record Business Enjoys Good
First Six Months Of Year**

CONFIGURATION	JAN-JUNE '95		JAN-JUNE '96		CHANGE	
	UNITS	DOLLAR VALUE	UNITS	DOLLAR VALUE	UNITS	DOLLAR VALUE
CD	311.8	\$3,886	361.7	\$4,336	16%	12%
Cassette	126.5	1,037	101.9	866	-19%	-17%
Vinyl LP/EP	1.0	10	1.2	14	20%	43%
CD Single	5.9	36	13.5	63	129%	76%
Cass. Single	32.9	114	30.0	95	-8%	-16%
Vinyl Single	5.7	24	5.5	26	-4%	7%
Music Video	4.5	94	7.3	102	62%	9%
TOTALS	488.3	\$5,201	521.5	\$5,502	7%	6%

Despite howls of slow sales from some segments of the recording industry, business was brisk during the first half of the year, according to **RIAA** statistics.

Overall recorded music sales were up nearly 7% during the first six months of this year, compared to the same period last year, based on units sold (with returned goods figured in). The value of those goods was up nearly 6%. CD sales continue to boom: 16% more full-length CDs were sold during the first six months with a value almost 12% higher than January-June of 1995.

Much of the sales gains are likely occurring at discount dealers such as **Best Buy**, **Wal-Mart**, and other large retailers. One telling statistic: The average price of a CD sold during the first six months of last year was \$12.46, while the average in the comparable period this year was \$11.99.

**Rose Picked As
WGN/Chicago PD**

Mary June Rose has been appointed PD at **Tribune Broadcasting's WGN-AM/Chicago**. Rose — who previously worked at **Jefferson-Pilot's Charlotte-based JP Publishing** following her transfer from co-owned **WBT-AM & FM/Charlotte's** PD post — succeeds **Tisa Lasorte**, who departed the Full-Service outlet early this summer.



Rose

WGN GM Wayne Vriesman commented, "We are fortunate to have a person with **Mary June's** experience join us in this crucial position. I've searched for a person with a lot of experience in **News/Talk** formats. We now welcome one of the best."

Rose began her radio career at

ROSE/See Page 24

**Relations Between Arbitron,
Advisory Council Warming**

BY RON RODRIGUES
R&R MANAGING EDITOR



Goldstein

Much has been said in recent years about **Arbitron's** 180-degree turnaround in its attitude towards its customers. With the arrival of President **Steve Morris** and **GM Pierre Bouvard** — along with a large restructuring of the company — the icy relations between the company and the radio industry have melted somewhat.

Obscured by this warm and fuzzy scene is also a newfound purpose for the **Arbitron Advisory Council**. This board — a collection of representatives elected from **Arbitron's** subscribers — has been transformed from simply being the official voice of protest when **Arbitron** did something controversial to a critical and valued authority before **Arbitron** implements new **GOLDSTEIN/See Page 24**

**Forecast: Radio Ad Business
To Stay Strong Through 2000**

■ **Veronis, Suhler** report also notes industry consolidation will not drive ad rates higher

BY HEATHER VAN SLOOTEN
R&R WASHINGTON BUREAU

Spending on radio advertising will reach nearly \$16 billion by the year 2000 if estimates by investment bank **Veronis, Suhler & Associates** are correct. FM listening will continue to outstrip AM listening, and an increasingly smaller share of the radio audience will listen in the home, the group also said.

VS&A has released its 1996 **Communications Industry Forecast** and predicted radio station

and network advertising will grow at a 7% compounded annual rate — from \$11.3 billion in 1995 to \$15.9 billion in 2000. The nature of radio advertising will also change.

"Radio groups will essentially be making a bigger pie, not taking a bigger slice of the existing pie."

"The process of selling advertising on radio will more closely resemble the process of selling advertising on television," the report said. It explained that, like television, radio groups will be able to offer advertisers a range of demographics and can sell a "package" of **VS&A/See Page 13**

~~Butthole Surfers~~ **Pepper**

(I Don't Mind The Sun Sometimes)

~~B.H. Surfers~~
~~Surfers~~

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- Women 12-17 3.84
- West Region 3.75
- R&R CHR/Pop **42**
- Billboard Top Forty Monitor 39*
- SoundScan - Over 28,000/Last 5 days!
- R&R Rock Chart **40** - **32**
- R&R Alternative - Already #1!

Top 5 Requesting Record At POP Radio!!



5th Most Played
-27 Spins



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The first single from the forthcoming album **ELECTRICLARRYLAND**

Bell Now GM At Bay Area Spanish Combo KLOK-AM & KBRG-FM

KLOK-AM/San Francisco & KBRG-FM/San Jose Station Manager Sue Bell has been elevated to GM of the Spanish-language combo. She assumes duties previously held by EXCL Communications President/COO Athena Marks.

Marks remarked, "In the capacity of general manager, Sue's energy and passion for Spanish radio will help raise the awareness and value of the rapidly growing Hispanic market."

Bell told R&R, "I worked 16 years for this moment in time. I am absolutely ecstatic for having this opportunity, and I'm thankful to EXCL for [allowing] me to grow."

Regarding Tichenor Media System's recent purchase and format flip of KSOL-FM/SF to Spanish, Bell added, "I look at Tichenor in a different way. [Their addition] will help us elevate the standard perception of Hispanic radio here. It's a positive for us; it's more voices for educating the market. Now there are two strong groups and four strong

BELL/See Page 24

Vining Appointed Windham Hill/High Street President



Vining

BMG Classics U.S. VP/GM Steve Vining has been named President of Windham Hill/High Street Records. He replaces President/CEO Anne Robinson, who founded Windham Hill in 1976 and

exited after selling it to BMG Entertainment earlier this year.

"We are extremely fortunate to have someone of Steve's caliber within our own organization to build on the success Anne enjoyed at Windham Hill over the past 20 years," said BMG Entertainment North America President/CEO Strauss Zelnick. "Steve's strong

VINING/See Page 24

R&R Observes Labor Day

In observance of the Labor Day holiday, R&R's Los Angeles, Nashville, and Washington, DC offices will be closed Monday, September 2.

Listeners Teed Off At Mark & Brian



Mark Thompson (r) and Brian Phelps suit up in armor before being pelted by golf balls from listeners seeking to win front-row Lollapalooza tickets. The object was to hit a target held by the KLOS-FM morning team, but none of the 27 selected listeners could. A drawing was later held and won by Spencer McDaniel of Long Beach, CA.

Blevins Named Entercom/Seattle VP/GM

KBSG PD Kelly adds Station Manager duties

In a continued reorganization of Entercom/Seattle's radio properties, Bruce Blevins has been named VP/GM of Oldies KBSG-AM & FM, Active Rock KISW-FM, Adult Alternative KMTT-FM, and Alternative KNDD-FM/Seattle. Blevins — whose initial responsibilities will focus on heritage outlet KISW — most recently served as VP/GM of KABL-AM, KNEW-AM, KBGG-FM & KSAN-FM/San Francisco. Additionally, KBSG-AM & FM PD Jay Kelly has added Station Manager duties for the newly acquired combo.

Regarding Blevins's appointment, Entercom/Seattle Radio Group President G. Michael Donovan said, "I was looking for a partner with a



Blevins



Kelly

complete set of management talents, and I found that partner in Bruce. He's got tremendous people skills and a depth of experience that will be of immense value to KISW and the entire group."

Blevins added, "Entercom has built an impressive radio franchise in Seattle, and I'm pleased and excited to be part of it. This group will redefine the role of Rock radio in a single market."

Before joining the SF properties in July '95, Blevins served as GM of KMLE/Phoenix. He managed KNEW & KSAN between 1988-93 and has also served as VP/GM at KKCY/SF and a Sr. VP at Christal Radio Sales.

ENTERCOM/See Page 24

Dalton To Epic VP/Nat'l Country Promo

Epic/Nashville Sr. Director/National Country Promotion & Artist Development Rob Dalton has been elevated to VP/National Country Promotion. He reports to that department's Sr. VP, Jack Lameier.

"Over the years, Rob has played a key role in securing radio play for Epic/Nashville artists, reflected in the label's strong and growing chart share."

Sony Music/Nashville Exec. VP/GM Allen Butler commented. "He has continually proven his talent and skill as one of the industry's best promotion professionals, and I am very excited



Dalton

about his role in the future of Epic Records."

Dalton told R&R, "I'm thrilled to be on this bus at such an exciting time. When I started here, there were six labels in Nashville; now there are 28. The stakes are high, and it's great to be with a team as passionate about the music and about winning as I am."

Dalton was still in college when he started in the label's mail room. Upon graduation in 1988, he moved to the promotion department as Promotion Coordinator, was upped to Manager in 1989, Director in mid-'93, and Sr. Director last November.

AUGUST 23, 1996

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Country Chart	54	Adult Alternative Tracks	88
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It's A Phoenix Family Affair As Pugh Accepts KZON's Programming Position

Longtime AOR vet Bill Pugh has been named PD at Sundance Broadcasting Alternative KZON/Phoenix. He most recently worked at Adult Alternative WSHE/Miami.

KZON GM Terry Hardin said, "We're psyched to have Bill Pugh joining our team! We've got a tremendous talent pool in this building, and Bill has the special touch to pull everybody together. He's been in the Rock business virtually his entire career, so it's an extreme understatement to say that he 'gets it.' He's one of the people who originally cast the mold for 'it.'"

Pugh — whose career includes PD stints at KXRX/Seattle, WKLS/Atlanta, and WRXL/Richmond — added, "This is a wonderful opportunity to work with classy, intelligent, and intriguing individuals who form the team at KZON. Having spent years growing up in the 'Valley of the Sun,' it will be great to return to live in a place that I love."

Interestingly, Pugh's brother, Dave, is GM at crosstown Classic Rock KSLX. "It will be interesting to see how the competition shapes up between Bill and Dave," Hardin remarked. "I'd love to have a seat at the family table come Thanksgiving — the mashed potatoes will be flying!"



Pugh

Earle Jam



E-Squared/Warner Bros. artist Steve Earle and his band the Dukers recently performed for the inmates of Cold Creek Correctional Facility in Henning, TN. Fulfilling part of Earle's probation for a drug-related 1994 conviction, the concert aired on MTV as part of an anti-drug special on August 17. Smiling post-show are (l-r) Warner Bros. Records VP/Video Promotion Lori Feldman, Sr. VP/Media Relations Bob Merlis and VP/Promotions & Special Projects Nancy Stein, Earle, Cold Creek Warden Jimmy Harrison, MTV's Carol Donovan, Kevin Weist and Sherry Howell, and E-Squared principal Jack Emerson.

HOW TO REACH US

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Radio, Minority Groups Want FCC To Revamp Its Main Studio Rule

□ Broadcasters cite unfair consequences to the little guy

There aren't many regulatory issues about which big radio groups, small broadcasting companies, and minority groups agree, but the FCC may be faced with one now. A handful of radio owners, along with the **Minority Media and Telecommunications Council (MMTC)** are asking the FCC to revamp its main studio rule.

The petition, filed by communications attorney **David Tillotson**, argues the FCC's requirement that station owners maintain a main studio within their principal city contours has a negative effect on broadcasters who own more than one station in a market or who own a lower-power station. MMTC Exec. Director **David Honig** endorsed the petition in a letter to the Commission.

The FCC has not formally addressed the petition and will not say whether it intends to put it on public notice in the near future.

The rule was created for two reasons: 1) to ensure that people who live in the station's city of license

have access to the main studio; and 2) to expose the station employees to the issues and problems of the community.

Burdensome Effects

But the petitioners argue that the rule often has absurd and burdensome effects, allowing high-power stations to place their main studios dozens of miles from their cities of license — in locations inaccessible to listeners — while smaller stations are confined to a much smaller area. It also often forces groups with several stations in a market to operate several main studios, rather than consolidating facilities, when their signals do not all overlap.

The petitioners are asking the FCC to only require stations to "maintain a main studio at a location that is reasonably accessible to

“If a change is appropriate, it will be made. We have to keep in mind that, although there may be a few cases where the effects of this rule are absurd, there may be even more absurd cases in the absence of the rule.”

—Bruce Romano

Continued on Page 8

It's not a hit if it doesn't get air play.



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BUSINESS BRIEFS

AAAA Delays FCC Lobbying

Even lobbying takes a vacation. Or so the **American Association of Advertising Agencies** learned when it began gearing up for its assault on radio industry consolidation.

The ad agency trade group had planned to begin meeting individually with FCC commissioners this week to lobby for regulatory changes. Advertisers and their agencies want federal regulators to adopt new rules to prohibit stations and groups from dictating advertising prices and terms in markets they've come to dominate through the acquisitions of competing stations.

But the FCC's commissioners were already headed out of Washington and agency execs were fleeing New York City for parts unknown. So the AAAA has decided to wait until September to resume its campaign, according to AAAA VP **John Kamp**.

Top Antitrust Post Filled

Joel Klein has been named acting Assistant Attorney General-Antitrust at the Department of Justice. He succeeds **Anne Bingaman**, who will leave the department by November 15.

Citing "personal reasons" for her departure after three years as the Clinton administration's point person on antitrust issues, Bingaman said she plans to return to private practice. She was responsible for raising the antitrust division's visibility after years of inactivity during the Reagan and Bush administrations.

Klein is expected to maintain the activity level established by Bingaman. Currently the principal Deputy Assistant Attorney General in the antitrust division, Klein was praised by Bingaman for his work since joining the department in 1995: "I know that under his leadership, the division will continue to vigorously enforce the antitrust laws."

It was in the final weeks of Bingaman's tenure that the Justice Department ordered **Jacor Communications** to divest a Cincinnati station — **WKRQ-FM** — as a condition for approving its proposed purchase of **Citicasters**. The department argued that without the divestiture, Jacor's 53% share of the market's radio ad revenues would be so high as to open the door to possible anticompetitive action.

The department's antitrust division is looking at several other proposed radio mergers and acquisitions to determine whether the acquiring company might be too dominant in a particular market. Among the deals under the antitrust microscope are **Westinghouse/CBS Radio's** proposed \$4.9 billion merger with **Infinity Broadcasting** and **American Radio Systems'** acquisition of the **Lincoln Group**.

Financial Roundup

American Radio Systems, which recently announced it will acquire **EZ Communications**, saw its shares upgraded this week to "outperform the market" by **Smith Barney** analyst **John Reidy**. Reidy said the upgrade was made on a price basis, with shares of ARS recently trading at 34 1/2 from the low 40s in recent weeks... **CS First Boston** and **Montgomery Securities** both began coverage last week of **Hefel Broadcasting** with "buy" ratings.

Paxson Communications has filed with the SEC for up to \$150 million in cumulative exchangeable preferred stock. Paxson said the net proceeds, estimated at \$143.8 million, would be used with \$105.8 million in working capital to redeem preferred stock and fund proposed acquisitions and expected capital expenditures. The offering will be made through an underwriting group led by **BT Securities**... **SFX Broadcasting** said it will pay a regular quarterly dividend to series D cumulative convertible preferred stock shareholders of record as of August 15, 1996. The payment will be \$0.8125 per preferred share. Payment will be made on September 3, 1996.

The **Gannett Co.** board has approved a dividend increase, from 35 cents to 36 cents per share, payable October 1, 1996 to shareholders of record on September 13, 1996... **Nassau Broadcasting Partners L.P.** closed its \$4.5 million purchase of **WNNJ-AM & FM/Newton, NJ** from **Group M Communications**. The deal was brokered by **Glenn Serafin of Serafin Bros.** and **Ron Hickman of Hickman Associates**.

Hispanic Market Is Where It's At

The Hispanic market is booming and boasting tremendous buying power, according to **Simmons Research's** second annual Hispanic market study.

Among the study's highlights:

- More than half speak Spanish in the home.
- More than half are between the ages of 18 and 34.
- On average, Hispanics go dancing 40% more often.
- They're less likely to use cents-off coupons.
- On average, Hispanics drink more orange juice.

Continued on Page 8

KKBT-FM: #3 12+ and #2 English Language in Los Angeles!

“We are a hybrid urban radio station which presents complex strategic challenges because of the unique ethnic composition in Los Angeles. We want to attract a diverse audience to maximize our share potential, so we looked for a research company with vision and one that could help us understand the wants and needs of a broader audience. We chose The Research Group. They have a passion for this radio station and what we’re trying to accomplish, which we find unique and refreshing.

The Research Group has become a vital part of our strategic team. Their passion for radio and ‘The Beat’ comes through in their work. The people we deal with are terrific. We’re thrilled with our success. We look forward to continuing our relationship with The Research Group for a long time to come.”



–Harold Austin, PD

–Craig Wilbraham, VP/GM

–Maurice Devoe,
Assistant PD

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DEAL OF THE WEEK

• **KVVA-AM/Phoenix**
\$8.55 million

1996 DEALS TO DATE

Dollars To Date: \$11,489,727,802
(Last Year: \$4,072,466,702)

This Week's Action: \$18,084,026
(Last Year: \$54,431,900)

Stations Traded This Year: 1571
(Last Year: 860)

Stations Traded This Week: 14
(Last Year: 26)

TRANSACTIONS AT A GLANCE

- KWNK-AM/Simi Valley, CA \$4.2 million
- WNEZ-AM/Hartford \$750,000
- WIPC-AM/Lake Wales, FL \$90,000
- WTMP-AM/Tempo Terrace, FL \$1 million
- KWIC-FM/Topeka, KS \$500,000
- WCDS-AM & WWWQ-FM/Glasgow, KY \$655,000
- KRZN-FM/Albuquerque \$849,026
- WPHB-AM & FM/Philipsburg, PA \$350,000
- WPHC-AM & WVRV-FM/Waverly, TN \$640,000
- KEYW-FM/Pasco, WA \$500,000

TRANSACTIONS

Z Spanish Radio Enters Phoenix Via Auction

□ **Lotus pays \$4.2 million for suburban L.A. AM**

Deal Of The Week

KVVA-AM/Phoenix
PRICE: \$8.55 million
TERMS: Cash
BUYER: Z Spanish Radio, headed by President Amador Bustos. It owns 15 other stations.
SELLER: American Broadcasting Systems, headed by President Tom Kearney
FREQUENCY: 860 kHz
POWER: 1kw
FORMAT: Spanish

California

KWNK-AM/Simi Valley
PRICE: \$4.2 million
TERMS: Asset sale for cash
BUYER: Lotus Communications, headed by Howard Kamelson. Lotus owns 19 other stations, including KWKW-AM/Los Angeles. Phone (213) 461-8225.
SELLER: Valley Radio 670 LTD, headed by Manuel Cabranes. Phone: (818) 887-1855.
FREQUENCY: 670 kHz
POWER: 5kw day/1kw night
FORMAT: Sports
BROKER: Michael Bergner of

Bergner & Co. and Richard Foreman of Foreman & Associates

Connecticut

WNEZ-AM/Hartford
PRICE: \$750,000
TERMS: Cash
BUYER: Mega Broadcasting, headed by President Alfredo Alonso
SELLER: American Radio Systems Corp., headed by Chairman/CEO Steve Dodge. It owns, operates, or has agreed to buy 98 other stations.
FREQUENCY: 910 kHz
POWER: 5kw
FORMAT: News

Florida

WIPC-AM/Lake Wales
PRICE: \$90,000
TERMS: Asset sale for \$10,000 cash and an \$80,000 promissory note at 7% interest
BUYER: RAMA Communications Inc., headed by President Sabeta Persaud. It has interests in three other stations. Phone: (407) 291-1395
SELLER: Seggi Broadcasting of Florida Inc., headed by President Ronald Seggi. Phone: (407) 345-1399

FREQUENCY: 1280 kHz
POWER: 1kw day/500 watts night
FORMAT: Talk

Kentucky

WTMP-AM/Tempo Terrace (Tampa)
PRICE: \$1 million
TERMS: Asset sale for cash
BUYER: Tampa Broadcasting Ltd., headed by President Glenn Cherry. Phone: (954) 527-0713
SELLER: WTMP Radio Ltd., headed by President Anthony Williams. Phone: (202) 429-9250
FREQUENCY: 1150 kHz
POWER: 5kw day/2.5kw night
FORMAT: Urban AC

Kansas

KWIC-FM/Topeka
PRICE: \$500,000
TERMS: Asset sale for cash
BUYER: Shawnee Broadcasting Corp., headed by President Joerg Klebe. It owns KQTP-FM/St. Marys (Topeka), KS. Phone: (914) 561-2131
SELLER: Cordell Broadcasting Corp., headed by President William Cordell. He also owns KMAT-FM/Seadrift, TX. Phone: (713) 826-4250
FREQUENCY: 99.3 MHz

POWER: 6kw at 292 feet
FORMAT: AC
BROKER: McCoy Broadcasting Inc.

Kentucky

WCDS-AM & WWWQ-FM/Glasgow
PRICE: \$655,000
TERMS: Cash
BUYER: Steve Newberry
SELLER: John Niland, receiver for Ward Communications
FREQUENCY: 1440 kHz; 105.3 MHz
POWER: 5kw; 25kw at 318 feet
FORMAT: WCDS is dark; Rock
BROKER: Ed Henson of Henson Media

New Mexico

KRZN-FM/Albuquerque
PRICE: \$849,026
TERMS: Asset sale for \$584,026 cash and assumption of a \$265,000 promissory note
BUYER: Simmons Family Inc., headed by Chairman/President Roy Simmons. It owns 10 other stations, including KNOS-AM & KZKL-FM/Albuquerque. Phone: (801) 524-2600

SELLER: Desert Media Inc., headed by President Dean Garcia. Phone: (505) 884-3444
FREQUENCY: 101.3 MHz
POWER: 6kw at 328 feet
FORMAT: NAC
BROKER: Baugh and Assoc.

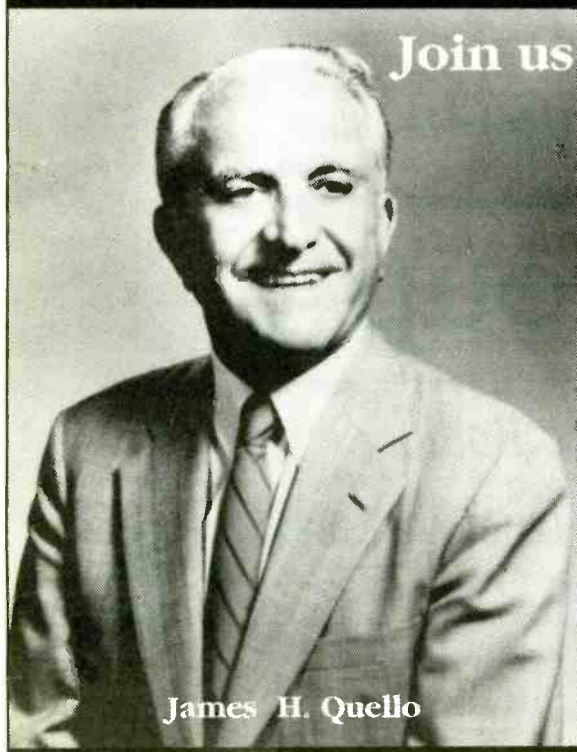
Pennsylvania

WPHB-AM & FM/Philipsburg
PRICE: \$350,000
TERMS: Asset sale for \$70,000 cash, a \$230,000 promissory note at 11% interest, and assumption of \$50,000 debt
BUYER: Moshannon Valley Broadcasting Network Inc., headed by President/CEO Laura Shore Mack. Phone: (814) 234-2295
SELLER: Moshannon Valley Broadcasting Inc., headed by President Charles Dean Sharpless. Phone: (814) 342-2300
FREQUENCY: 1260 kHz; 105.9 MHz
POWER: 5kw; 4.8kw at 216 feet
FORMAT: Religious; Country

Tennessee

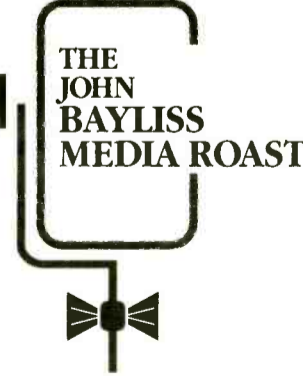
WPHC-AM & WVRV-FM/Waverly (Nashville)
PRICE: \$640,000

Continued on Page 8



James H. Quello

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TRANSACTIONS

Continued from Page 6

TERMS: Stock sale for cash
BUYER: Reach Satellite Network Inc., headed by President/CEO James Cumbie. Phone: (800) 742-3969
SELLER: Joe Copley, selling his interest in Mid-Cumberland Communications Inc. Phone: (615) 296-2456
FREQUENCY: 1060 kHz; 105.1 MHz
POWER: 1kw; 50kw at 429 feet
FORMAT: Country; Country

Washington

KEYW-FM/Pasco
PRICE: \$500,000
TERMS: Asset sale for cash
BUYER: Deschutes River Broadcasting Inc., headed by President Edward Hardy. It owns 15 other stations, including KFLD-AM & KORD-FM/Pasco-Richland, WA. Phone: (503) 244-7950
SELLER: United Broadcasting Inc., headed by President Andrew Molasky. Phone: (702) 735-0155
FREQUENCY: 98.3 MHz
POWER: 3kw at 195 feet
FORMAT: AC

BUSINESS BRIEFS

Continued from Page 4

Lowest-Unit Rate Season Begins Sept. 6

September 6 marks the beginning of the real political advertising season. That's when candidates for federal, state, or local office cannot be charged more than a broadcaster's lowest-unit rate for each amount and class of airtime.

The NAB notes that to qualify for lowest-unit rates, ads must contain an identifiable voice or appearance by the candidate and be in conjunction with the candidate's campaign. The window for lowest-unit rates extends through November 4, the day before Election Day.

Bayliss Honors Quello

FCC Commissioner James Quello will be the honored guest at the annual Bayliss Broadcast Foundation's Media Roast on October 30 at New York's Waldorf-Astoria hotel.

EARNINGS

Heftel Revenues Up, Cash Flow Down For Quarter

Heftel Broadcasting (Nasdaq: HBCCA) reported a 12.2% jump in net revenue for the quarter ending June 30 to \$20.7 million from \$18.5 million a year ago. Operating expenses for the quarter were up about 35% to \$14.3 million from \$11.4 million. Heftel, which completed a stock sale earlier this month to Clear Channel Radio, had a net loss for the quarter of \$863,000 (9 cents per share), compared to net income a year earlier of almost \$3.2 million (29 cents). Broadcast cash flow during the quarter was down 9.6% to \$6.4 million from \$7.1 million last year.

Through the first three quarters of Heftel's fiscal year, the company showed a 12% increase in net broadcasting revenue to \$55.3 million from last year's \$49.5 million, while operating expenses increased nearly 20% to \$39.5 million from \$33.8 million. The company had a net loss for the nine months of \$976,000 (10 cents) compared to a net profit for the same period a year earlier of nearly \$3.7 million (33 cents). Broadcast cash flow for the nine months was up 1% to \$15.8 million from \$15.7 million.

As of August 5, Clear Channel owned a 62% stake in Heftel, the

largest Spanish-language radio group in the U.S. with 17 stations.

Triathlon Broadcasting (Nasdaq: TBCOA), in its third quarter of operation, registered net revenues for the three months ending June 30 of \$4.5 million and broadcast cash flow of almost \$1.3 million. In the three-month period ending March 31, the company reported net revenues of \$2 million and broadcast cash flow of \$352,000. The company had a net loss in the quarter of \$93,000 (30 cents), compared to a net loss in the same quarter last year of \$8000 (2 cents).

Upon completion of pending acquisitions — all are scheduled to close by approximately February 1, 1997 — the newly formed Triathlon will own, operate, or provide services to 35 radio stations in seven markets. "As a significant percentage of our revenues is being derived from stations which we have only recently acquired, we look forward to seeing their contributions continue to improve in the quarters ahead," Triathlon President/CEO Norman Feuer said.

Osborn Communications (Nasdaq: OSBN) in the sec-

ond quarter of 1996 has posted net income for the period of nearly \$1.6 million (28 cents), compared to a net loss a year earlier of \$1 million (20 cents). Osborn attributed the turnaround to pre-tax gains of about \$3.2 million from the company's sale of radio stations in Raleigh, Daytona Beach, and Atlantic City, NJ. Net revenue for the quarter was down 7% to \$8.4 million from \$9.1 million, while operating cash flow was down about 25% to about \$1.7 million from \$2.2 million.

For the first six months of the year, Osborn reported net income of nearly \$6.2 million (\$1.10), compared to a net loss a year ago of about \$1.3 million (25 cents), with net revenues for the six months of nearly \$15.3 million, a 9% drop from last year's \$16.8 million. Operating cash flow declined about 27% to \$2.6 million from \$3.6 million a year ago.

Osborn President/CEO Frank Osborn said results for this year were not comparable to last year because of "numerous station acquisitions and dispositions. However, for totally comparable operations, operating cash flow increased 18% for the quarter and 15% year-to-date as compared to the prior year."

Radio, Minority Groups Want Main Studio Rule Revamp

Continued from Page 4

residents of their communities of license."

The MMTC agrees, adding the effect of the rule has been to prevent many minority-owned stations, which sprung up in the suburbs in the 1980s, from locating their main studios in cities where minority populations generally are concentrated. "Thus," Honig said in the letter, "artificial studio siting to exurbs perpetuates the present ef-

fects of residential segregation ... the main studio rule has had the unintended effect of hampering the Commission's efforts to foster minority ownership.

"The gross underrepresentation of minorities in broadcast employment and ownership cannot possibly be remedied entirely — or even partially — by race-neutral initiatives. However, a grant of the ... petition for rulemaking would be a rare, but quite useful, race-neutral step the

Commission could take to foster minority participation in broadcast ownership and employment."

An FCC source indicated that the opinions of public interest groups would be weighed heavily by the FCC and could be the deciding factor in whether it decides to proceed with a rulemaking.

Public's Best Interest

In his petition, Tillotson contended past FCC deregulation rulings have afforded broadcasters "wide

flexibility and discretion in determining how best to serve the public interest," and that should be extended to the main studio rule. He argued that having a main studio within the station's contour — often staffed only intermittently by one or two employees — in no way ensures broadcasters will be any more informed of the community's needs.

Bruce Romano, the FCC's Deputy Chief of Policy and Rules, warned there are always more sides to the issue than initially arise. He explained the Commission needs more information before it will put

the petition on public notice.

"Given the deregulatory changes brought about by the Telecommunications Act, the FCC may want to look at the main studio rule in a light we haven't before. If a change is appropriate, it will be made. But we have to keep in mind that, although there may be a few cases where the effects of this rule are absurd, there may be even more absurd cases in the absence of the rule. The fact is, this rule was put here for a purpose, and we need some time to see whether the rule still fulfills that purpose."

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The result is success for our clients.
For example:

Case study #19 - AC, Top Ten Market

This East Coast station was languishing as the #3 AC in the market. Alan Burns & Associates recommended a complete relaunch: new calls, new identity, new position and target. Management took a deep breath and made the leap, despite thinking that Alan Burns & Associates' projections of future revenues were fantasy. We helped find a great PD, revised the music, morning show, and marketing plan.

Result: The station is now the market's #1 AC, and revenues exceed all projections.

Case study #20 - Major Market CHR

This station was losing the CHR battle badly when it retained Alan Burns & Associates. We helped overhaul music and marketing, then found them a small-market morning talent who's since developed into one of America's most successful air personalities.

Result: Rocketed from a three share to #1 12+ and top five 25-54...and stayed there.

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Morrison Nat'l Dir./ Alternative Promo, West Coast At RCA

RCA Records has tapped Rick Morrison as National Director/Alternative Promotion, West Coast.



Morrison

Most recently a local promotion rep for Elektra Entertainment Group in Detroit, Morrison fills the slot vacated by EMI Records-bound Nick Bull.

"The search for a person to fill this job opening was easy," said

RCA VP/Rock Promotion Dave Loncao. "I just went back to the person I had tried to hire two times previously. When informing his department head about my intention of speaking with him a third time, he

MORRISON/See Page 24

Aronis Ascends To Mercury Nat'l Promo

Mercury Records has elevated Maria Aronis from Local Promotion Manager/New York to National Director/Promotion & Marketing.



Aronis

"Maria's enthusiasm, hard work ethic, and ability to get the job done always impressed me," said Mercury Exec. VP/GM David

Leach. "I am very happy to have Maria Aronis back in the New York office."

As Local Promotion Manager, Aronis was stationed at Mercury's branch office in Kew Gardens, Queens. During her 11-year PolyGram tour of duty, Aronis has also served as Promotion Coordinator.

Ween Spirit



Following a set at New York's Tramps, Ween were met backstage by an Elektra-fied audience. The party included (front, l-r) Ween's Gene Ween, Elektra National Dir./College & Alternative Promotion Pete Rosenblum and VP/Alternative Promotion Matt Pollack, Ween's Dean Ween, Momma Dean Ween, Poppa Dean Ween, and (back, l-r) Elektra Sr. Dir./Marketing Dane Venable, Sr. Dir./Video Promotion Lauren Spencer, Sr. VP/Marketing Steve Kleinberg, VP/Marketing Brian Cohen and VP/Promotion Bill Pfordresher.

Savage, Boyd Assume National Promotion Director Duties For Virgin/Noo Trybe

Virgin/Noo Trybe — the new, jointly structured black music division of Virgin Records — has tapped A.J. Savage as Virgin National Director/Promotion and Mark Boyd as Noo Trybe National Director/Promotion. Savage most recently was Perspective Records' National Promotion Director and is based in Columbia, SC; Boyd — previously Capitol Records' Regional Promotion & Marketing Director/Dallas — works at Virgin/Noo Trybe's Los Angeles headquarters.



Savage



Boyd

"Both of these guys possess strong leadership qualities, and their individual skills blend together very well," said Virgin/Noo Trybe VP/Promotion Dwight Bibbs. "As a veteran of many successful promo battles, A.J. brings the knowledge and tenacity that only can be obtained from vast experience. Mark is hungry to tackle new challenges on a national level, and his energies are well-suited to strategic marketing planning."

Prior to joining Perspective as a Regional Promotion Manager in 1993, Savage worked at A&M Records for two years as Regional Promotion Manager for the Carolinas. His resume also boasts six years of radio posts — ranging from personality to PD and MD — at stations including WOIC-AM/Columbia, SC and crosstown WWDM-FM.

Before Capitol, Boyd held Giant Records' Regional Promotion Manager/Dallas post for 18 months. He began his music career in 1990, logging three years as Regional Promotion Manager for EMI Records in Dallas.

EXECUTIVE ACTION

Golden Parachutes To Universal VP/Media Rel.

Ellen Zoe Golden has joined Universal Records as VP/Media Relations. Relocating to New York for the assignment, Golden most recently headed Los Angeles-based EZG Media.

"Ellen's media savvy and extensive experience with talent will be an asset to our artists," said Universal President Daniel Glass. "I am pleased to welcome her to the Universal family."

Prior to forming EZG in 1987, Golden held numerous publicity posts, including VP of the Howard Bloom Organization and VP/West Coast for STR Public Relations.

Golden's appointment rounds out Universal's executive team, which also includes Sr. VP/Promotion Steve Leeds, VP/Marketing Kim Garner, and VP/Sales Marc Offenbach.



Golden

Reynolds Rises In Island Crossover Dept.

Island Records' Crossover Promotion Department has upped Marthe Reynolds from National Director to Sr. Director. She continues to work out of the company's New York headquarters.

"Marthe has been the centerpiece to our success at Crossover radio," said Island Sr. VP/Promotion Joe Riccitelli. "Marthe shows incredible instincts in both setup and delivery. Her veteran sensibilities, combined with her genuine enthusiasm for the music and format, make her one of Crossover's premier promotion people."

Landing at Island more than four years ago, Reynolds was previously GM of Chemistry Records.



Reynolds

Int'l Creative/Voiceover Seminar Helps Radio Spots Win Over Other Media's Ads

By PAUL COLBERT
R&R STAFF WRITER

Radio and advertising professionals from as far away as Australia and England gathered in Brentwood, CA August 16-17 for the first International Radio Creative & Voiceover Summit. The seminar, presented by voiceover/advertising great Dick Orkin and radio consultant Dan O'Day, focused on advancing radio advertising and production techniques to become more competitive with advertising from other media, most notably television.

The weekend's recurring theme was developing techniques to avoid the instant listener tuneout that occurs when an unrealistic-sounding announcer brings you "a word from our sponsor." Among the more notable concepts presented were bringing a local identity and regional sound to your produced spots, making sure members of your airstaff sound different from

SUMMIT/See Page 24

A radio program that really hits home... and work.

Today, less than 10% of the U.S. workforce represents the traditional family, with father at work and mother at home with the kids. That means issues like child care, stress, burnout, time-management, even elder care are more critical than ever. In addition to making one's home-life more complex, these issues can have a dramatic impact on workplace performance. Work & Family from *The Wall Street Journal*® is the new talk radio program that offers true insight and sound advice on these important topics. Best of all, it's hosted by Sue Shellenberger, the creator and writer of the popular *Journal* column.

For more information on this truly relevant program featuring Sue Shellenberger—the country's foremost expert—call Nancy Abramson, Marketing Manager, at 1-800-828-6397.

Available this September: Saturdays 10 a.m. - 12 Noon (ET), Satcom C-5, Transponder 23, SEDAT Channel 56.

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WDOK Cleveland's Sue Wilson:

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Herb McCord:

"We called after Thanksgiving wondering if it was possible to get research by Christmas. We were amazed to get top quality information, with a full presentation and their unique video report, well in advance of the holiday."

The Orlando Magic's John Cook:

"We had been working with another research company when we heard about how quickly and how well Edison Media Research worked. We were so impressed with their performance that we're using them for several more projects. Radio stations are lucky to have a company like Edison concentrating on their field."

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Holly Day



Canadian singer/songwriter Holly McNarland previewed her new Universal EP, "Sour Pie," during two recent sets at the Bottom Line. Mugging in the New York streets are (front, l-r) band member Mark Pullyblank, Universal Marketing Executive Kim Gamer, McNarland, her manager David Ehrlich; (back, l-r) Universal A&R Executive Tom Lewis and Sales & College Marketing Executive Jordan Richter, EMI Publishing's Neil Lasher, Universal Sales Executive Marc Offenbach and President Daniel Glass, Uni Distribution VP/Marketing Jim Kelly, and Universal Finance Executive Doug Koch.

Virgin Merry



Enjoying another Kodak moment from the recent EMI Music Distribution Conference in Toronto are (l-r) Virgin Dir./National Sales B.J. Lobermann III, VP/Promotion & Field Operations John Boulos and President/CEO Phil Quartararo, EMI Music President/CEO Jim Fifield, artist Sam Philips, and Virgin Sr. VP/Sales Joyce Castagnola and Sr. VP/Marketing Barbara Bolan.

Elektra Eases The Burn



Elektra Entertainment Group recently organized a benefit concert in Atlanta to raise money for the spate of burned churches plaguing the U.S. Presenting a check from EEG and WUSL-FM/Philadelphia are (l-r) Elektra Sr. VP/Urban Promotion Richard Nash, WUSL personality Brian Carter, EEG Chairman/CEO Sylvia Rhone, WVEE-FM/Atlanta PD Tony Brown, WUSL contest winner Marron Wright and personality Dave Sanborn, and the National Council of Churches' Dr. Rodney Page.

Freeze Frame



Freeze/Roc-A-Fella recording artist Jay-Z stopped by the offices of Freeze recently to take delivery of a gold record for his single "Dead Presidents/Ain't No Nigga." Pictured (l-r) are Jay-Z, Freeze President Will Socoloff, Roc-A-Fella Records President Damon Dash, and Freeze co-President Todd Terry.

Blue Lullabayou



Linda Ronstadt (c) performed and signed copies of "Dedicated To The One I Love" at L.A.'s Storyopolis. The album features her singing some of pop's most famous love songs as lullabies. Backing up Ronstadt are (l-r) her manager Ira Koslow, Elektra Sr. Dir./Marketing Marsha Edelstein, Elektra Sr. Dir./AC Promotion Linde Thurman, and Ronstadt manager Brigitte Barr.

Rhino Remembers Little People



Rhino Records and its family division, Kid Rhino, recently pacted to distribute Music For Little People Records and its subsidiary label, EarthBeat. Making the announcement are (l-r) Rhino President Richard Foos, Music For Little People/EarthBeat President Sheron Sherman, recording artists Andrew Gold and Catfish Hodge, Kid Rhino VP Torrie Dorrell, Music For Little People/EarthBeat CEO Leib Ostrow, and recording artists Alex de Grassi and Jimmy Witherspoon.

VS&A

Continued from Page 1
advertising on several stations with varying formats.

According to VS&A Director/Radio Broadcasting Christine Balcius, "Radio groups will essentially be making a bigger pie, not taking a bigger slice of the existing pie. You see it happening in all media, especially those that haven't been regulated. Owners are cutting deals and offering discounts. We're seeing increased volume at a lower unit cost."

Thus, advertisers presumably shouldn't be overly concerned that consolidation will reduce competition and drive ad rates up. Accord-

ing to VS&A, weaker stations offering cheaper adds will hold down rates at larger stations. "The only way higher prices can be sustained is by reducing supply. In the case of radio, consolidation is sought — not to reduce the number of outlets, but to increase market share."

Balcius added, "Consolidation will not result in one group controlling a market. It may be two or three large groups, but where do you find tougher competition than between two large groups? Can you imagine Mel Karmazin and Lowry Mays getting together and fixing ad rates? No. They're in this business to sell more ads each. Also, we don't envision these guys

pushing around the top advertisers like Coca-Cola."

Format Forecast

The past five years were sunniest for what the report called the "Alternative/Progressive" format, which was broadcast on 29 stations in 1990 and 125 in 1995 — a 331% increase. The number of News/Talk, Classic Rock, and Full-Service stations posted impressive numbers as well, with increases of 182.3%, 162.7%, and 116.7%, respectively. The News/Talk number might be a bit understated, since many music-formatted stations also air Talk programming during certain dayparts.

"The News/Talk format is by no means new, but its recent popularity taps into the same interest that people have in newsgroups on the Internet," said VS&A.

Which formats fared the worst? According to VS&A, Business News (-77.1%), Easy Listening (-58.4%), Top 40 (-56.5%), and Black/R&B (-39.5%) experienced the most decline. The number of AC stations only decreased by 26.6%, but that translates to a loss of 512 stations — the greatest number of any format.

Radio: We Don't Leave Home Without It

Cable, home videos, and recorded music have taken a bite out of

radio's at-home audience. Between 1981-95, at-home radio listening fell nearly 35%; listening in automobiles, however, increased almost 59% over the same period.

One area where radio has almost no competitors is as a background medium, Balcius explained. Other traditional media, such as television and newspapers, must compete with new media — for example, the Internet.

Said VS&A, "Radio continues to reinvent itself, not only through changing formats, but in its ability to become a medium that travels with the listener — a factor that no doubt has helped radio retain its audience in the face of growing competition from other media."

Radio

• **KEVIN MASHEK** has become GM of Americom Broadcasting's KPLY-AM, KQNV-FM, KRZQ-FM & KTHX-FM & KZAK-FM/Reno, NV. He most recently served as VP/GM of WQQL-FM & WYMG-FM/Springfield, IL.

Records



Sommer

• **TIM SOMMER** rises from West Coast A&R Representative to VP/A&R at Atlantic Records.



Dean

• **JEFF DEAN** is now VP/Sales & Field Marketing at A&M Records, reporting to Richie Gallo. Dean joined the label in 1987 and most recently served as National Director/Sales.

• **STEPHANIE COX** and **WALLY WILSON** have been named VP/Creative Services and Sr. Director/Music



Cox



Wilson

Productions respectively, at MCA Music Publishing. Cox was formerly Sr. Dir./A&R for Capitol Records; Wilson most recently served as a freelance producer for BNA Records and Giant Records. Additionally, **DEANNA COHEN** has become Sr. Director of MCA Music Soundtracks. She was most recently Dir./Soundtracks for Epic Soundtrax.

Cohen

CHRONICLE

BIRTHS

Reprise Sr. VP/A&R & Producer **Rob Cavallo**, wife Kim, son Charles Stewart, August 10.

CONDOLENCES

KBFX/Anchorage, AK Imaging Director/afternoons **Larry Mondello**, 45, August 19.

WERC-AM/Birmingham morning co-host **Tommy Charles**, 66, August 15.

Former WILM-AM/Wilmington, DE Sports Director **Tom Mees**, 46, August 14.

• **VICTOR JACKSON** has been named Promotion/A&R Coordinator, West Coast at Jive Records. He previously served as a staff assistant for the Zomba Group.



Jackson

• **DISCOVERY RECORDS**, a Warner Music Group company, has agreed to market and distribute UK-based China Records' future recordings for the United States. The independent British label will appoint a U.S. general manager shortly; (310) 828-1033.

National Radio

• **KELLY SAUNDERS** and **LISA CALLAHAN** have joined Metro Networks Inc. as Baltimore news anchors. Saunders will serve in mornings at WANN-AM, WASA-AM, WWLG-AM & WQSR-FM; Callahan takes the Metro news anchor post at WGRX-FM & WOCT-FM.

• **UNITED BROADCASTING NETWORK** will launch a second network on September 16 that will include nine new programs. New shows hosted by Rep. Duncan Hunter (R-

PROS ON THE LOOSE

Eric Chaney — Nights WKLB/Boston (617) 275-3346

John Dial — Mornings WBYT/South Bend, IN (219) 255-6390

Bob Fonda — PD WGLF/Tallahassee, FL (904) 656-6295

Mark Hayes — MD/afternoons KWDQ/Woodward, OK (405) 254-2306

Paul Quarantello — Asst. Promotions Dir. WBGW/Miami (954) 431-6109

Brad Waldo — PD WLTI/Detroit (810) 334-3778

CA), Rep. Marcy Kaptur (D-OH), *The Hill* editor Martin Tolchin, politico Bay Buchanan, and Global Trade Watch Director Lori Wallach, among others, will air on UBN's "Red" network. Its current programming, along with a new show hosted by Jim Hightower, will air on the "Blue" network; (904) 397-4300.

• **RADIO TODAY ENTERTAINMENT INC.** and MultiVerse Networks have announced a marketing agreement for "Country Heartlines With John Crenshaw." Radio Today will handle affiliate marketing, while MultiVerse will represent national sales for the

syndicated program. The show is broadcast live 7pm-midnight ET on weeknights; (212) 581-3962.

• **JAMESON BROADCAST** has teamed with *The Old Farmer's Almanac* to provide daily :60 reports to affiliates, beginning September 30. The vignettes will be voiced by Ross Bagley; (202) 338-4800.

Industry

• **RON ROUTSON** has been elevated from Exec. VP/General Counsel to COO of Film House Inc.

• **KATHRYN BOXILL** has joined Research Director Inc. as Research Consultant. She most recently served as Media Buyer for Mattress Discounters.

• **SUSAN DINGTHAL** has been upped from Western Sales Manager/Digital to Director/National Accounts and **MIKE TROJE** has been elevated from RF & Studio Sales Manager to Director/Domestic Sales at Broadcast Electronics Inc.

• **ORBAN** has acquired the product and development rights to the DDS Digital Delivery System from Radio Systems. The current DDS engineering staff will join Orban's San Lean-

Changes

AC: WLRQ/Melbourne appoints **Mark Cantoni** MD/afternoon driver ... At KRUZ/Santa Barbara, CA, **Todd Violette** is in for afternoons and **Rex McNeil** handles Production Dir./midday duties ... **KEZA/Fayetteville, AR** "Magic After Dark" host **Debra Dee** departs.

Alternative: WEQX/Albany morning host **Maria Chambers** has joined WLIR/Nassau-Suffolk for wakeups with **Barry Ravioli**.

Hot AC: **Rick Sparks** adds MD stripes at KMXS/Anchorage, AK.

CHR: KSFM/Sacramento APD **J.B.** adds Mix Show Coordinator duties ... **Jeff Wicker** has joined WRVQ (Q94)/Richmond as morning co-host with **Betty Bodine**. The two replace **Kevin Karlson** & **Pete McKenzie** ... **Chad "Tennessee Boomers" Elliot** joins WKXJ-FM/Chattanooga as APD/MD/afternoons...WKZW/Peoria, IL morning host **Brett Erickson** has departed. PD/middays **B.J. Stone** assumes Erickson's old shift, while crosstown WMBB afternoon driver **Ron Sherwood** takes middays ... At WMGI/Terre Haute, IN, **Dan Andrews** replaces **Patrick O'Malley** in nights ... **WQKX/Sunbury, PA** MD/afternoons **Aaron Collins** resigns to join new sign-on **WKKW/Lock Haven, PA**. **Shawn Carey** assumes Collins's former post.

Country: **Derek Marshall** is new to nights at KEEY/Minneapolis ... **Dallas Turner** joins WSIX-FM/Nashville for nights, replacing **Hollywood Hendrix**, who departs the station to focus on his production company ... **J.R. Jackson** is now

interim PD at WIRK-FM/West Palm Beach ... **WCKT-FM/Ft. Myers** Promotions Dir./afternoons **Jeff Reed** is upped to APD/MD. **Sabrina Sharpe** assumes Promotions Dir. duties ... **Michael Pesto** has become Promotions Dir. at KTOM/Monterey-Salinas and will host the noon-2pm shift.

NAC: KKSJ/San Francisco morning host **Blake Lawrence** has been upped to MD. He is *not* the Blake Lawrence that once programmed WCDJ/Boston ... Here's the new lineup at WVMV/Detroit: **Karla Foxe** takes mornings, **Sandy Kovach** handles early middays, **Steve Striker** snags the 1-4pm shift, PD **Tom Sleeker** assumes the 4-7pm shift, **Michael Knight** nabs nights, and **Sherry Wilk** operates overnights ... **Lisa Malay** is new to middays at KOAZ/Phoenix.

News/Talk: **Mark Williams** replaces **Mike Gallagher** in afternoon drive at WGY/Albany.

Oldies: At WODJ/Grand Rapids, **Jennifer Williams** becomes APD, **Jeff Cassidy** takes MD duties, and **Tom Wilson** becomes Production Dir.

Rock: WRCX/Chicago welcomes **WYKT/Joliet, IL** PD **Jason Mack** to its weekend staff ... **Matt Mangas** is elevated to APD/afternoons at WRXK/Ft. Myers ... After 15 years as KGGO/Des Moines MD, **Jack Emerson** steps down to concentrate on his airshift and production duties. **J.D. Stone** will assume the MD post ... **WZOW/South Bend, IN** segues to Classic Rock ... At WKGB/Binghamton, NY overnigher **Dave Berman** segues to middays while Metal Dir. **Matt Guido** moves to overnights ... **WSUE/Sault Ste. Marie, MI** names

Bill Artlip MD ... **KPKX/Bozeman, MT** names **Ed Donahue** PD and **Kari Stevens** MD ... **Keith Berlin** joins KXRX/Tri-Cities, WA as MD/afternoons ... **KWDQ/Woodward, OK** MD **Mark Hayes** exits as the station prepares for a format change ... Here's the new address for **WKGR-FM (The Gater):** 701 Northpoint Parkway, Suite 550, West Palm Beach, FL 33407.

Urban: **Cleo** joins WHQT (Hot 105)/Miami from WBLS/New York ... **Steve Love** is elevated to overnights at KJMM/Tulsa, replacing **Nikki Paige** ... **Regina Dawkins** rises to MD/mornings at WJJN/Dothan, AL. Former MD **Ron Cook** will remain as a parttimer ... Former **KXZZ/Lake Charles, LA** PD **James Williams** resurfaces as MD of crosstown **KZWA** ... At nearby **KYEA/Monroe, LA**, **Daddy Ro** joins for evenings.

Records: **Michele Belcher** has become Manager/A&R, Soundtracks at Arista Records ... **Patrick Milligan** has been promoted to A&R Manager and **Allyson De Simone** has stepped up to Process Mgr. at Rhino Records.

National Radio: **Claudia Harris** joins CBS Radio's communications department as acting manager. She assumes **Sina DeVito's** duties while DeVito departs on maternity leave.

Industry: **Paul Broucek** and **Jonathan McHugh** have joined New Line Music as VP/Music and VP/Soundtracks, respectively ... **WBYP/Ft. Wayne** APD **Don Buettner** has joined Broadcast Technical Engineering as Broadcast Engineer ... **Tina Snow** is now Creative Dir./Catalogue for Sony/ATV Music Publishing ... **Carla Mercer-Katz** has been named Sr. AE/Music at the Lee Solters Company.

dro, CA facility; U.S. sales will continue to be handled by Harris on an exclusive basis. As a result, **RICK SAWYER** has assumed DDS Product Manager duties. Prior to joining Orban in December as Product Engineering Specialist, he served as OM of IGM.

NATIONAL RADIO FORMATS

ADDED THIS WEEK

ABC RADIO NETWORKS

Robert Hall • (214) 991-9200

Hot AC — Robin Jones

JOHN MELLENCAMP Key West Intermezzo...

Touch — Monica Logan

PUFF JOHNSON Forever More
KEITH SWEAT Twisted

Classic Rock — Chris Miller

CATHERINE WHEEL Wish You Were Here
SHERYL CROW If It Makes You Happy
R.E.M. E-Box The Letter

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

CHR/Rock

GIN BLOSSOMS As Long As It Matters
OASIS Don't Look Back In Anger

Mainstream AC

BEACH BOYS (KATHY TROCCOLI) I Can Hear Music
HARRY CONNICK JR. Hear Me In The Harmony
LOS DEL RIO Macarena
TONY RICH PROJECT Like A Woman

UC

GROOVE THEORY Baby Luv
WHITNEY HOUSTON Why Does It Hurt So Bad

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

Digital Soft AC — Mike Bettelli

BRYAN ADAMS Let's Make It A Night To Remember

Digital AC Mix — Mike Bettelli

TONY RICH PROJECT Like A Woman

Digital CHR — J.J. Cook

MERRIL BAINBRIDGE Mouth

Digital AC — J.J. Cook

BRANDY/TAMIA/KNIGHT/KHAN Missing You

Modern Rock — Leslie Cohan

ALICE IN CHAINS Over Now
BETTER THAN EZRA King Of New Orleans
R.E.M. E-Box The Letter

JONES SATELLITE NETWORKS

Phil Barry • (303) 784-8700

Adult Hit Radio — J.J. McKay

CELINE DION It's All Coming Back To Me Now

WESTWOOD ONE NETWORKS

Bob McNeill • (805) 294-9000

Bright AC — Bill Michaels

MELISSA ETHERIDGE Nowhere To Go
PRIMITIVE RADIO GODS Standing Outside A Broken ...

Soft AC — Andy Fuller

LIONEL RICHIE Ordinary Girl

50 Questions To Ask At Job Interviews

By Irwin Pollack

Recruiting in today's market is an excruciatingly expensive process in terms of money, time, and overall morale. Furthermore, it becomes even more risky if you regularly practice one of the most important recruitment principles — making interviewing an ongoing process, not thinking of it as an as-you-need-it type event. After all, aren't you always trying to see what level of talent is available? Aren't you always trying to raise the bar? Certainly, finding potentially promising recruits is the first step. Here's a handy list of questions you'll want to use when interviewing (Employment laws vary by state. We suggest you run these by your station attorney before using them.):

- 1 What are some of the things you would like to avoid in a job? Why?
- 2 Is there anything missing in your current job that you want with your next job?
- 3 What do you feel was your greatest frustration or disappointment on your last job?
- 4 Why are you leaving your present job?
- 5 If you had to focus on one sales strength, what would it be?
- 6 What thing are you working on to improve?
- 7 How do you feel about detail work, accuracy, and routine?
- 8 What kind of people do you enjoy working with? What kind of people do you find it difficult to work with? How have you successfully worked with this type of person?
- 9 In what single area have you improved most in the past year?
- 10 What did you have for dinner — the night before last?
- 11 Let's talk about your decision-making abilities. How quickly do you make decisions? Who do you defer to as a counselor or advisor when coming upon tough decisions? Tell me about the decision-making process that goes through your mind in making a decision.
- 12 What type of training have you been through in the last year?
- 13 How were you able to apply that training?
- 14 How do you set priorities?
- 15 How do you handle people who are late?
- 16 What do you think is a reasonable policy at work with respect to attendance and tardiness?
- 17 Have you ever gotten by a screener, assistant, or gatekeeper when they were trying to stop you?
- 18 How do you feel about people who procrastinate?
- 19 Do you procrastinate?
- 20 What are your pet peeves?
- 21 Who do you look up to?
- 22 Do you have a mission — some purpose in life that is of great importance to you?
- 23 How do you handle balancing your emotions? What at work makes you mad?
- 24 What are your short-term plans?
- 25 What are your long-term plans?
- 26 What do you do outside of work?
- 27 How would you describe your communication style?
- 28 How many hours a day do you typically work?
- 29 Which departments at the station do you typically get along really well with, and which departments do you stay away from?
- 30 Why are you interested in work-

ing here as opposed to a station across the street?

- 31 As it stands now, what do you think we bring to the table?
- 32 What are you able to bring us?
- 33 Think back to all the jobs you've ever had. Which was your favorite? Why?
- 34 Which boss whom you've had has shaped your career the most? How?
- 35 Can you tell me about someone who's worked for you before that would rave about the effect you've had on them?
- 36 For the job you're interviewing for now, what do you feel are some specific, measurable, attainable, challenging, and time-bound goals you feel could be attained?
- 37 What could we expect to see — results-wise — the first 90 days of your employ?
- 38 What things at work do you try to avoid?
- 39 What motivates you?
- 40 How does work affect the overall picture for you — do you *live* to work or work to *live*?
- 41 How do you start your day? Is there a pattern?
- 42 How would you say that your past experiences have prepared you for this job?
- 43 Can you give me an example of a situation where you did something that was criticized and tell me how you reacted to that, *i.e.*, what did you do?
- 44 What methods have you used and found successful for setting objectives for your standards of performance? How do you measure your performance?
- 45 Tell me about a problem or two you've had at work and how you've gone about resolving it?
- 46 If you had to make a speech tonight about your best achievement, what would you talk about?
- 47 Would your social friends describe you as easy to get along with, hard

DATELINE

- June 26 (through September 18) — Summer Arbitron.
- August 22-25 — Jack The Rapper Convention & Expo. Georgia International Convention Center and Sheraton Gateway Hotel, Atlanta; (407) 290-2289.
- September 4 — MTV Video Awards. Radio City Music Hall, New York.
- September 8 — 48th Annual Emmy Awards. Pasadena Civic Auditorium; Pasadena, CA.
- September 9 (through December 11) — Fall Arbitron.
- September 10-14 — 20th Annual NABOB Fall Broadcast Management Conference. Sheraton Washington Hotel, Washington, DC; (202) 463-8970.
- September 17-19 — Internet Business Strategies For Radio. Embassy Suites Hotel, Chicago; (800) 420-2145 or <http://www.iqpc.com/radio.htm>
- October 2 — CMA Awards. Grand Ole Opry, Nashville.
- October 4-6 — '96 Women In Communications Conference. Red Lion Jantzen Beach Hotel, Portland, OR; (703) 359-9000.
- October 9-12 — NAB Radio Show. Los Angeles Convention Center; (202) 429-5420.
- October 9-12 — RTNDA 51st International Conference & Exhibition. Los Angeles Convention Center; (202) 659-6510.
- October 12 — NAB Marconi Radio Awards Dinner & Show. Westin Bonaventure, Los Angeles; (202) 429-5350.

- October 23-26 — RAB SHEET's Working Towards A Unified Hip Hop Nation III. Site TBA, Los Angeles; (213) 634-3528.
- October 27 — '96 Radio Hall of Fame Induction Ceremony & Dinner. Radio Hall of Fame. Chicago; (800) 860-9559.
- October 30 — John Bayliss Foundation Roast. Waldorf Hotel, New York; (408) 624-1536.
- November 2-5 — RAB Board Meeting. Ritz-Carlton, Dearborn, MI; (214) 753-6750.

1997:

- February 3 — Deadline for NAB Crystal Radio Award Entries; (202) 775-3510.
- February 6-9 — RAB '97 Mktg. Leadership Conference & Exec. Symposium. Marriott Marquis, Atlanta; (800) 722-7355.
- March 5-8 — 28th Country Radio Seminar. Opryland Hotel, Nashville; (615) 327-4487.
- April 4-7 — Broadcast Education Assn. 42nd Annual Convention "Reinventing Electronic Media: Multimedia in the New Millennium." Las Vegas Convention Center; (202) 429-5354.
- April 5-10 — NAB '97. Las Vegas Convention Center; (202) 775-4970.
- April 5-10 — NAB Multimedia World. Las Vegas Convention Center; (202) 775-4970.

to know, the life of the party, or what?

- 48 Would you rather tell a story or listen to a story?
- 49 If a former employer described your job performance, what would they say were your weaknesses? And your strengths?
- 50 How do you like to communicate with your boss?

Irwin Pollack is President of his own radio sales and management firm. He consults and presents "how-to" seminars to radio stations across the U.S. and Canada, and can be reached at (412) 952-0602.

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Getting Plugged Into Consumer Electronics

By Christa Mallick Dahlander

Home computers. Digital satellites. Video cameras, VCRs, CDs, TVs, cell phones, and audio systems. Trendy futurists may say we've hit the information era, but if today's consumer behavior is any indication, we're actually in the middle of the electronic age. And the evidence is all around us — in our homes, our cars, our offices, even our suit pockets and handbags. Our world has become miniaturized, computerized, and electronicized — and as technology continues to expand and progress at its current near-logarithmic rate, the world of consumer electronics will continue to thrive as an integral part of our daily lives.

According to the **Electronics Industry Association**, the consumer electronics industry grew 11% in 1995, far exceeding the 8% growth that was forecast in July 1995. The booms in home offices and home theaters were two major reasons the industry posted record sales of \$62 billion.

Since 1992, the consumer electronics industry has grown 8%-11% each year, and sales are expected to increase 9% in 1996. This growth is expected to be sustained through 1998, fueled in part by the introduction of Digital Video Discs (DVD), the expansion of Digital Satellite Systems (DSS), and the continuing growth of the home-office sector.

Big Growth Categories

Robust sales in 1995 occurred in several different segments of the market, including:

- **Home Offices.** Sales in this category topped \$22 billion in 1995, up 24% from the previous year, and are forecast to reach \$25 billion by the end of 1996. Some 54% of all U.S. households set aside space for a home office last year and have invested close to \$80 billion to equip them. Personal-computer sales totaled 8.4 million units, up 25% from 1994. In fact, last year PC sales outnumbered that of television sets. U.S. household penetration of PCs ended 1995 at 40%, and peripheral sales pulled in another \$4 billion.

- **Home Theaters.** Entertainment systems continued to be strong in the audio as well as the video markets. Sales of home-theater audio components leaped 45% in 1995 to \$755 million, while home-theater video sales rose a solid 5% and are projected to increase 13% in 1996. More than 10 million U.S. households were equipped with home-theater products at the beginning of 1996, compared with only 4 million at the start of 1995. According to a recent **CEMA** survey, home-theater system owners report spending 30% more time with their families since they purchased their systems.

- **Video.** Sales of all video products rose 3% in 1995, aided by a 28% increase in sales of TVs with screens of 30 inches or larger, and are projected to increase 4% in 1996. Sales of camcorders increased 12% in 1995 to 3.6 million units (nearly one in four U.S. households now owns a camcorder), while VCR sales grew 5% in 1995 to 13.6 million units, the fifth consecutive record-breaking sales year in this category.

- **Portable Audio Products.** Sales in this category — which

doesn't include home radios — increased 10% in 1995. Sales of mobile electronics equipment climbed 10% in 1995 to \$8 billion in sales, while factory sales of electronic accessories totaled \$875 million in 1995 and will rise 7% in 1996.

Superstores Hurting

Some projections aren't as rosy for the consumer electronics industry — specifically electronics superstores. *Discount Store News* reports that unless new products and product categories can offer a better profit picture to the industry, the consumer electronics superstore could be an endangered concept.

Best Buy, Circuit City, and RadioShack have experienced decreases in same-store sales in recent months, and Best Buy's percentage of sales has declined every year in this decade. This industry has been waiting for "the next VCR" for years and is in great need of a major hit product that returns a margin of 30% or better.

Incredible Universe closed two stores and put expansion plans on hold this year to concentrate on productivity, and Best Buy is upscaling its inventory hoping for margins to rise. The Yes! chain announced this year that its final 10 stores in the Detroit market would close by the end of July — the chain operated 240 stores a year ago! **Tops Appliance** filed bankruptcy and brought in a new chairman, with no immediate positive results, and **Campo Electronics** saw same-store sales dip 15% early this year.

Until recently, Circuit City has seemed immune to the difficulties striking most of its competitors, but the chain saw same-store sales dip 4% for first quarter of 1996 and 10% in April. One reason for this drop was a cutback in promotional advertising, but the company plans to step up those activities to improve sales.

Nobody Beats The Wiz is a regional hit due to expansion into the mid-Atlantic urban centers, with plans to spread north and west from its New York base. The **Good Guys** had an average year, but its **WOW!** store in Las Vegas is a winning concept.

Despite these declines, some categories are working for superstores.

Gourmet housewares offers a high-margin, female-friendly category that appears to be doing well for electronics retailers (Incredible Universe added a department last year; Best Buy this year). Also, the music industry continues to favor mass merchants at the expense of specialty stores; Best Buy now is close to being the country's largest retailer of pre-recorded music.

Computers are a mixed blessing to computer electronics retailers. Some have discontinued the category, and others are revamping their PC strategies. Many outlets have found it increasingly difficult to make money on computers, with margins in the 8% range for hardware and more price wars on the way. Many chains are accelerating their service plans by offering delivery and set-up, software and hardware training, and repair services. Competition is tough, as there are approximately 11,800 electronic equipment and supply retail stores operating in the U.S.

According to **Casio Inc.** President **John McDonald**, more people are working from their homes, which means home-office products —

personal computers and printers, answering and fax machines — should do well in the years ahead. Trendsetting products in 1996 will be those that meet the challenge of multimedia, including portable information processing devices, pagers, videophones, digital LCD cameras, and video printers, as well as new digital video discs and digital camcorders.

Hot New Products?

Where do industry analysts see new product hopes?

Under separate licensing agreements with **WebTV Networks**, **Philips** and **Sony** each plan this fall to market set-top boxes that provide access to the Internet through conventional televisions, priced between \$200 and \$400. Philips will market the products under its **Magnavox** name, and Sony will use its own brand. The device uses a phone line and a universal remote control to navigate the web. Users receive graphics and sound, as well as e-mail (up to five accounts with separate PIN numbers).

The device also has built-in line-share technology and will indicate on the TV screen if there's an incoming telephone call. These units are not expected to hurt retail sales for computers. Actually, they should help in the long run — because consumers who normally might not get involved in computer use might become fascinated by them. It seems as if everyone is racing to get into the category of low-cost access to the Internet for mass consumption.

Salespeople On The Move

- **Lucy Rice** has been named Director/Sales for **Entercom's** **KBSG-AM & FM, KISW-FM, KMTT-FM & KNDD-FM/Seattle**. She most recently worked as a sales and programming consultant for **The Research Group**.

- **Jessica Pace** is now GSM for **Redwood Broadcasting's** Redding, CA stations.

U.S. Order — a software developer and marketer of advanced telephone systems — is introducing **Smartphone**, its Intelifone screen-based telephone system with built-in PC capabilities. It retails for \$299.95 and offers the ability to bank from home and access the Internet. The phone has a high-resolution graphic display and a pull-out keyboard.

Its developers say it bridges the gap between traditional phones and personal computers, and they hope it will attract people who are still "afraid" of computers. For a cost of \$7.95 per month, users will receive a number of functions, including unlimited access to e-mail through the Internet, caller ID, call waiting, visual directory assistance, the ability to send messages to pagers, stock quotes, sports scores, horoscopes, lottery numbers, and a personal directory that will store up to 500 names, numbers, and addresses.

Digital Video Cameras deliver pristine, "noise-free" images that not only are less "jittery" than traditional camcorders, but also allow the user to enhance pictures with special effects. They also provide excellent CD-quality sound. The videos have about 500 lines of resolution, compared with around 400 lines for Hi-8 and Super-VHS and only 240 lines for standard VHS or 8mm. Recent arrivals from **JVC**, **Thomson (RCA)**, and **Sharp** join DVC models from **Panasonic** and **Sony**. They are priced anywhere from around \$2500 to more than \$4000.

Sony is promoting its **MiniDisc** technology, positioning the hardware and software as a more advanced version of recordable cassettes and players. The portable **MiniDisc** player sells for \$199.95, and a blank 74-minute **MiniDisc** retails for \$9.99. **MiniDisc** has been popular in Japan since its introduction four years ago, and **Sony** expects to grow worldwide sales of **MiniDisc** next year to about 3 million units (up from a projected 1.3 million this year). In the U.S., only 1000 pre-recorded titles currently are sold in the format. However, the number is expected to grow as the format catches on.

According to industry experts, the standard television likely will go through more changes in the next two years than it has in the last 30 years. The TV will have the ability to display and bring into the home a variety of services, including DSS, the Internet, e-mail, telephone opportunities, broadcast TV, DVD, and extended data services.

In May 1996, **Thomson Consumer Electronics** (maker of **RCA**, **ProScan**, and **GE** audio-video products) entered into a partnership with **Compaq Computer Corp.** to jointly develop products that combine

consumer electronics with personal computers. In March, **Mitsubishi** said it would introduce a TV/PC with a web browser in the second half of 1997; the company also plans to market a 40-inch "plasma" TV and an LCD projection TV.

Retailers have had to make continual shifts in merchandising strategies to accommodate bigger TVs and home-theater sound systems; they also have had to work harder to educate their customers about products, and they expect education to become even more important once DVD and TV/PCs arrive.

Demographic Details

According to **Media Targeting 2000**, a joint project from the **Radio Advertising Bureau** and **Arbitron**, 46% of people who have purchased a television, VCR, or camcorder in the past year are male, 54% are female. Forty-three percent have an income of \$50,000-plus, and another 35% make between \$25,000 and \$50,000. Seventy-one percent of these people own their home, and 41% have children. Additionally, more than a third of these consumers (36%) do not read the weekday newspaper. However, they do spend 43% of their media time with radio between the hours of 6am and 6pm.

Radio is the medium heard closest to the time of purchase. Ninety-four percent of all consumer electronics customers are exposed to radio in a given week, 95% use their car when shopping, and 91% listen to radio while driving to shop — and they listen an average of 32 minutes each trip.

These prime customers also spend a lot of time in the car when they're not on their way to the electronics store. Ninety-two percent commute by car to work, and 89% listen to radio while commuting by car. During this commute, the car radio is on an average of 47 minutes. What's more, 56% of all TV/VCR/camcorder purchasers have a radio at work.

Radio clearly is the medium that will give electronics stores the most for their ad dollars. It's flexible, targetable, cost-efficient, and — according to **Arbitron** — 96% of all adults listen to more than three hours of radio each day. And according to **Simmons Consumer Research**, 83.6% of everyone who has shopped in an electronics store in the last three months is reached by radio.

Christa Mallick Dahlander is Editor of *Radio Sales Today*, a publication of the **Radio Advertising Bureau (RAB)**. For more information, call the RAB at (800) 232-3131 or access Radio Link at www.rab.com

PART TWO

Planning Your Fall Marketing Strategy

By John Lund

In planning marketing and promotion for the fall sweep, you, your management team, and your audience (based on perceptual and rating research) should decide on directions and goals. Regardless of format, this strategic planning occurs between the **Lund Consultants** and client stations as soon as the spring ratings are released. Your marketing campaign may include outside media to expand cumulative listening, direct marketing to enhance cume and quarter hour, and a major contest to extend time spent listening (quarter hour) and — when advertised — build cume.

Fall Promotion Plan

Promotion is one of the most critical aspects of radio programming. Consider these details, guidelines, and the "3 Ps" — planning, preparation, and presentation (which includes station merchandising, specialty items, bumper stickers, etc.) — to insure successful results for your promotional planning in the fall:

Advance planning is most important — and often neglected. For starters, use a two-year master promotional calendar. All local and national holidays should be indicated, as well as annual events and perennial promotions (summer concerts, Christmas promotions, etc.).

The "ready-file" system may be part of your computer software or be contained in a conventional filing drawer.

You'll need 43 file folders — one for each day of the month (numbers 1 through 31), plus one for each month of the year. If a task is due on the fifth, put it in folder No. 5. At the end of the month (say, August), take items from the next month (September), and put them in the appropriate (No. 1 to No. 31) folder. Check these files daily!

Promotion Planning Tips

Planning special events takes market awareness. Know the area and capitalize on local events and fairs.

Know station limitations in terms of staff and resources. Co-promote events with a civic group or charity, ask businesses to co-sponsor, and ask volunteers to assist with manpower. Radio should do what radio does best: communicate an event to listeners.

Pay attention to station positioning and overall goals. While sales promotions are designed to generate revenue, each must be "right" for the station format.

Four Sales Promotion Criteria

One should have a definite objective for every promotion under consideration. The purpose of a promotion should fulfill at least one — or more — of the following:

- **Cume Growth.** Introduce new listeners to the radio station.
- **Increase Quarter-Hour Listening.** Get the cume to listen longer and in other dayparts.
- **Image Enhancement.**
- **Generate Additional Sales Revenue.**

One should determine how much extra advertising revenue will be generated when the station conducts a

sales promotion. A price for every promo and liner should be calculated. Lund-consulted clients utilize check-list forms (the Lund "Sales Promotion Planner" and "Promotional Events Questions Roster") to ascertain information and assure each promotion runs smoothly. Lund clients also are provided with the copyrighted "Lund Promotions Planner," which is especially helpful in planning the station's strategic goals, tactical planning, and promotions for each quarter and rating period.

Set Objectives

You'll want to establish promotion objectives and outline every aspect of promotion.

Evaluate the ratings and the station's position. Analyze the most recent ratings report. Use the Lund outline published in last week's **R&R**. Determine your station's strengths and weaknesses, then compute the following:

Time Spent Listening (the number of quarter hours the average person listens to your station)

Exclusive Cume (The cume percentage that listens exclusively to your station during a time period)

Recycling (the percentage of listeners in one time period who also listen in another time period)

Target Audience Efficiency (the effectiveness of the station reaching its target demo)

Turnover Ratio (the number of different listening groups that are turned over each day)

Audience Index (the hours in which the station best reaches its audience).

There are many other areas that can be tracked by **Arbitron** or **AccuRatings** that can facilitate promotion and marketing planning for the next sweep.

Clients of the Lund Consultants are assisted with a "State Of The Station Ascertainment" form. This is to be completed during the last sweep by the PD. All promotional, marketing, and programming competitive moves for the market are documented therein.

Set a promotional purpose. Develop an objective for your promotion based on the interpretations of your research, evaluation, and listener surveys.

Ensure your promotion and marketing efforts "fit" the station. All marketing, promotions, and contests should conform to the format in terms of:

- The target demographic of your station

- Your station's image
- The listening habits and lifestyle of your audience.

Design the promotion. With your research completed and evaluated, and a marketing objective established, you are now prepared to design an on-air promotion. This phase can be most enjoyable. This is an opportunity for you and your staff to exercise your creative talents. There are a number of different promotions that can work for you:

A station promotion created and executed in-house exclusively for your station

A syndicated promotion that includes direct mail, TV, etc.

A syndicated sales promotion that involves clients and provides an opportunity to self-liquidate

A station and client promotion designed in-house with a client tie-in for prizes and collateral media

A public service promotion that involves and benefits a local organization and creates goodwill for station.

Re-evaluate objectives and budget. Consider the objectives in terms of cume, quarter hour, revenue, and budget. Evaluate the goals and particular station needs for fall.

To stimulate listening for the full length of the 12-week survey period, most programmers plan several promotions, including two or more of the types listed above. Most station contesting or major book promotion begins prior to the survey period.

Schedule the promotion in key hours, in the major dayparts for maximum impact, and avoid over-saturation.

If cume building is a major objective, advertising in outside media is essential. The media mix may include TV, outdoor, direct mail, telemarketing, or print.

Carefully scrutinize your on-air promotional activities. Listeners have even "more chances to win" when the ratings sweep is underway since most radio stations are engaged in contesting. Give your promotion a checkup and be absolutely certain it will function according to goals and format. Be objective — a promotion is a tactical device that should improve ratings.

Examine the objectives of gaining cume and time spent listening.

All programming (music, news, information, and talent presentation) must be fine-tuned to promote additional time spent listening.

Talents should promote ahead and provide genuine reasons for new cume to stay tuned.

Live and recorded contest promos should be scheduled frequently enough to generate excitement and additional time spent listening from new cume.

Schedule well-produced promos that generate interest for new listeners.

After promoting ahead, talents deliver on their promise (as opposed to "delivering an empty box").

Share Your Marketing Plan!

We hope you'll take part in the industry's newest weekly forum for marketing & promotion professionals.

- Just what did it take to pull off that remote?
- How much time went into that station concert?
- Who chose the colors for that outdoor campaign?
- Why did you use film — or video — for those TV spots?

R&R invites you to share your stories about any of the above topics — or just about anything marketing- or promotion-related — with our readers. Your comments will contribute to an ongoing forum designed to attract attention to the importance of strong marketing and promotion in the radio industry.

Please send your ideas, releases, and photographs to **Scott Slaven**, Director of Communications, **PROMAX International**, 2029 Century Park East, Suite 555, Los Angeles, CA 90067.

Talents convincingly "sell" the call letters, positioning liners, and slogans.

Designing Contest Elements

Once you've selected a promotion, you need to answer the following 10 questions:

• How does your audience perceive on-air promotions, contests, or giveaways?

• Do contests add an "excitement" or "interest" element to programming?

• Are certain contests considered cumbersome or an interruption of the music programming?

• Do contests build new, qualified cume that will stay with the station past the promotion?

• Are promotions advertised in outside media to assure new cume trial?

• What prizes are suitable for the promotion?

• What prizes would stimulate listener participation?

• Are prizes significant enough for your listeners to spend additional time listening?

• Does the time that you expect the listeners to stay tuned relate to the prize that you're offering? (Without an appropriate prize, it is unrealistic to expect many hours of continuous listening for a chance to win.)

• When and how often should the giveaway be scheduled?

While some programmers believe that contesting may only attract 20% of the audience, this figure is considered very low by many others. But ... *what station would not relish having a 20% increase in cume?!*

While some radio people are opposed to contesting because of the hype associated with the concept (depending upon format and demographic target), virtually all retail businesses from fast food to automotive use contesting to stimulate store traffic. Thus, even the "purest" formats (from Classical to News/Talk) can learn from these marketing principles.

In the design stages of the contest, you should be sensitive to "burn-out." Well-designed and thought-out promotions will normally wear well with your listeners for a longer period of time.

You might want to schedule the promotion to begin prior to the book. You can update it mid-book with new prizes and/or new ways to win. Or you can replace it with a second promotion that would culminate after the book, to cover the post-survey peri-

od. The time up-front will give listeners a week to become familiar with the promotion.

Schedule the promotion in key hours of the major dayparts for maximum impact, but avoid over-saturation. Supplement your on-air promotion with outside media (TV, billboards, print) to help establish continuity and provide additional exposure. This is particularly important if your objective is to build cume.

Selecting your prizes. What prizes are suitable for the promotion? What prizes would stimulate listener participation? When and how often should contests be scheduled?

Designing and executing the contest. Consider these following 10 guidelines:

• Write, update, and schedule contest — and winner's — promos and teasers often to stimulate sampling.

• Create a system for entering winners' names on forms and entering into your computer database.

• Make sure contest rules are written and listener availability is promoted on-air.

• Ensure that promotion rules are cleared with station counsel.

• Create prize distribution and inventory control systems.

• Make sure that contest on-air execution format(s) are written and discussed with air talents

• Again, be sure your prizes are significant enough for listeners to extend TSL. (The time that one expects listeners to stay tuned is relative to the prize offered. Without an enormous prize, it is unrealistic to expect hours of continuous listening for a chance to win.)

• Fine-tune music, information, and talent presentation to promote additional TSL.

• Ensure that air talents promote the contest often and provide genuine reasons for new cume to stay tuned.

• Be sure that live and recorded contest promos are scheduled frequently to generate excitement.

John Lund is President of the **Lund Consultants To Broadcast Management Inc.** and **Lund Media Research**, a full-service radio programming, consulting, and research firm in San Francisco. He may be reached by phone at (415) 692-7777; or by e-mail at **TLC2RADIO@aol.com**

'ZINE SCENE

Corporate Rock Best's Bottom Lines

"It was a favor to Mo [Ostin]. It took three minutes" — renowned pop artist **Roy Lichtenstein** on designing the **Dream-Works Records** logo (*Entertainment Weekly*).

"It was just a weird irony that they all got signed in the same month" — **Geffen Dir./A&R Wendy Goldstein** on Santa Barbara, CA's **Summercamp**, **SNOT**, and **Cory Siper** getting record deals in the wake of their neighbors' — **Primitive Radio Gods** and **Dishwalla's** — \$succe\$\$ (*Entertainment Weekly*).

"We figured that even if hip-hop kids lost an appreciation for live music, we're going to bring it back and make them love it. **Sony** didn't understand that theory at all" — *Rolling Stone* cover stars the **Fugees** member **Wyclef Jean** on overcoming the obstacles to \$succe\$\$.

Speaking of the Fugees, the *New Yorker's* special "Summer Music Issue" features interviews with the group (member **Lauryn Hill** says, "I never once prayed to become a superstar. I never said, 'God, please let us sell six million records.'") and **Elton John** ("When I saw the **Sex Pistols** slagging me off on television, I thought, Yes you are a lazy fat cunt"), **Lou Reed's** achy-breaky tour diary, an **R. Crumb** comic strip on the subject of street musicians, and much, much more.

Family Values

The *Star* claims **Lisa Marie Presley** wept at her late father's grave and begged his forgiveness for marrying **Michael Jackson**. Lisa Marie also says she was "tricked" into doing that TV interview with **Diane Sawyer** in which she and Michael posed as a happily married couple.

The *National Enquirer* claims **Pamela Anderson Lee** vows to divorce hubby **Tommy Lee** if the X-rated videotape they made becomes available to the public. (A judge recently ruled that because the tape was made in non-private surroundings, the couple's right to privacy is irrelevant). The 'zine also says Pamela agreed to pose for *Playboy* post-pregnancy, but has decided to wait a few months to get her figure back into better shape.

Madonna plans to decorate her forthcoming child's nursery to look like the old "Romper Room" TV show. She's also swears that the whiny phone message featured on longtime musical collaborator **Junior Vasquez's** "If Madonna Calls" is *NOT* her voice, and now refuses to take Vasquez's calls (*Star*).

Meanwhile, the *National Enquirer* says that Madonna has been wolfing down caramel ice cream and pepperoni pizza — then exercising madly — and tossed her

unborn child's papa out of her L.A. house because he disapproved of this regimen.

Under The Influences

"It would be half a song without the **B.B. [King]** part. B.B.'s voice gives you the feeling that it's midnight and you're driving through the Arizona desert, listening to AM radio in a '60 Ford" — **Primitive Radio Gods** leader **Chris O'Connor** on the real appeal of the group's "Standing Outside A Broken Phone Booth With Money In My Hand" (*Rolling Stone*).

"Being in Detroit, the **Motown** thing was always around. And there was **Iggy [Pop]**. And [**Ted Nugent**] used to rehearse at a theater, about three-quarters of a mile from my house. That kind of thing can have a real effect on a kid" — **Sponge** frontman **Vinnie Dobroski** can't forget the Motor City (*Rolling Stone*).

She's Got Legs

"No black person ever said anything to me about having great legs. You know how black people are about legs. Mine were long, skinny legs. I didn't have those hammer legs like some of our black women have" — *Ebony* cover star **Tina Turner** assesses her assets.

Some Kinds Of Love

Former **Faith Hill** fiancée **Scott Hendricks** was spotted in a Nashville bar trying to hawk the diamond engagement ring she returned after dumping him for **Tim McGraw** (*Globe*).

Vanessa Williams and co-star **Laurence Fishburne** got into a 15-minute screaming match during filming of the forthcoming "Hoods" movie and now they only communicate through third parties (*National Enquirer*).

"Do you know the feeling you get in your eyes right before you're fixin' to cry? It was somewhere between that and bursting out laughing!" — **Jimmie Vaughan** on what it felt like to be onstage at the tribute concert for his late brother, **Stevie Ray Vaughan** (*People*).

Fame (What's Your Name)

People's "Before They Were Famous" feature contrasts high school-era pictures of **Howard Stern**, **Alanis Morissette**, **Snoop Doggy Dogg**, **Mariah Carey**, and **Garth Brooks** with the way they look today.

"We played a club in Mexico City and we shared the bill with a ventriloquist act" — **REO Speedwagon** singer **Kevin Cronin** charts the lowest point in the band's career (*Newsweek*).

Each week R&R sneaks a peek through the nation's consumer magazines in search of everything from the sublime to the ridiculous in music news. R&R has not verified any of these reports.

MUSIC & MOVIES

CURRENT

- **TIN CUP**
Single: Little Bit Is Better Than Nada/Texas Tornados (Reprise)
- **ESCAPE FROM L.A. (Lava/Atlantic)**
Single: Blame/Gravity Kills (Lava/Atlantic/TVT)
Other Featured Artists: **Stabbing Westward**, **Butthole Surfers**, **CIV**
- **BORDELLO OF BLOOD (Mercury)**
Featured Artists: **Red Kross**, **Thin Lizzy**, **Anthrax**
- **PHENOMENON (Reprise)**
Singles: Change The World/Eric Clapton
Dance With Life .../Bryan Ferry
I Have The Touch/Peter Gabriel
Other Featured Artists: **Jewel**, **Aaron Neville**
- **KINGPIN (A&M)**
Single: But Anyway/Blues Traveler
Other Featured Artists: **Goldfinger**, **Freedy Johnston**
- **THE HUNCHBACK OF NOTRE DAME (Walt Disney)**
Singles: Someday/All-4-One (Hollywood/Walt Disney)
God Bless The Outcasts/Bette Midler
- **ERASER**
Single: Where Do We Go From Here/Vanessa Williams (Mercury)
- **THE CABLE GUY (Work)**
Single: Standing Outside.../Primitive Radio Gods (Ergo/Columbia)
Other Featured Artists: **Cypress Hill**, **Porno For Pyros**, **Silverchair**
- **BASQUIAT (Island)**
Featured Artists: **Toadies**, **PJ Harvey**, **David Bowie**
- **FLED (Rowdy/Arista)**
Featured Artists: **Goodie Mob**, **Tony Rich Project**, **Joi**
- **KAZAAM (Perspective/A&M)**
Single: Wishes/Nathan Morris
Other Featured Artists: **Barrio Boyzz**, **Immature** f/Quindon
- **THE ADVENTURES OF PINOCCHIO**
Single: Kiss Lonely Goodbye/Stevie Wonder (London)
- **EDDIE (Island/Hollywood)**
Singles: Tell Me/Dru Hill
Say It Again/Nneka
Other Featured Artists: **J'son**, **Jodeci**, **House Of Pain**

COMING

- **SHE'S THE ONE (Warner Bros.)**
Single: Walls/Tom Petty & The Heartbreakers
- **THE CROW: CITY OF ANGELS (Hollywood)**
Singles: Jurassitol/Filter
I'm Your Boogie Man/White Zombie (Hollywood/Geffen)
Other Featured Artists: **Bush**, **Hole**, **PJ Harvey**
- **SET IT OFF**
Single: Missing You/Brandy/Tamia/Knight/Khan (EastWest/EEG)

CYBERSPACE

Hot new music-related World Wide Web sites, cool cyberchats, and other points of interest along the information superhighway.

'Net Chats

Lou Reed, Monday (8/26) at 9:30pm ET/6:30pm PT, America Online (keyword: WARN-ER).

Trisha Yearwood, Monday at 10pm ET/7pm PT, America Online (keyword: AOL LIVE).

Shirley Jones (ex-Partridge Family), Tuesday (8/27) at 9pm ET/6pm PT, Prodigy (jump: CHAT).

Hootie & The Blowfish, Wednesday (8/28) at 5:30pm ET/2:30pm PT, America Online (keyword: AOL LIVE).

On The Web

LiveConcerts.com, a new House Of Blues site for live music on the Internet, kicks off its programming on Labor Day (9/2) with a live cybercast of the Smokin' Grooves Tour, featuring **Cypress Hill**, **Fugees**, **Ziggy Marley**, **A Tribe Called Quest**, **Busta Rhymes**, and **Spearhead** live from Irvine, CA. Catch the show at <http://www.LiveConcerts.com> starting at 9pm ET/6pm PT.

The **Country Music Association** is now online at <http://www.countrymusic.org>.

MUSIC DATEBOOK

MONDAY, SEPTEMBER 2

1970/**Phil Collins** responds to an ad in Britain's *Melody Maker* and becomes the drummer for **Genesis**.

1978/**Emilio and Gloria Estefan** are married.

1989/**Ex-Cars** frontman **Ric Ocasek** marries model **Paulina Porizkova**.

1993/**Pearl Jam's** "Jeremy" wins MTV's Best Video Award.

1995/The Concert for the Rock & Roll Hall Of Fame, which opened the day before, is held in Cleveland. Headliners include **Chuck Berry**, **James Brown**, **Aretha Franklin**, **Bob Dylan**, **Al Green**, **Jerry Lee Lewis**, the **Allman Brothers**, **George Clinton**, **Melissa Etheridge**, **John Mellencamp**, and **Bruce Springsteen**.

TUESDAY, SEPTEMBER 3

1967/Folk giant **Woody Guthrie**, 52, dies of the hereditary disease Huntington's Chorea.

Born: **Al Jardine** (**Beach Boys**) 1942, **Steve Jones** (**Sex Pistols**) 1955

WEDNESDAY, SEPTEMBER 4

1954/**Elvis Presley** makes his first — and only — appearance at the Grand Ole Opry.

1964/**The Animals** make their U.S. debut, playing Brooklyn's Paramount Theater.

1965/**The Who's** equipment van is stolen while the group is buying a dog to guard it.

1976/**The Sex Pistols** make their English TV debut.

Born: **Merald "Bubba" Knight** (**Gladys Knight & Pips**) 1942, **Martin Chambers** (**Pretenders**) 1951

THURSDAY, SEPTEMBER 5

1986/**Dire Straits's** "Money For Nothing" wins MTV's Best Video Award.

1990/**B.B. King** receives a star on the Hollywood Walk Of Fame.

1991/**R.E.M.'s** "Losing My Religion" wins MTV's Best Video Award. **Prince** performs on the show with bottomless pants.

1992/**John Mellencamp** marries model **Elaine Irwin**.

Born: The late **Freddie Mercury** (**Queen**) 1946, **Buddy Miles** 1946, **Dave Wilk** (**Rage Against The Machine**) 1968

FRIDAY, SEPTEMBER 6

1974/**George Harrison** forms **Dark Horse Records**.

1988/**INXS's** "Need You Tonight/Mediate" wins MTV's Best Video Award.



Neil Young — noteworthy achievement.

1989/**Neil Young's** "This Note's For

You" — which MTV initially refused to air — wins the video channel's Best Video Award.

1995/**Bruce Hornsby** and **Branford Marsalis** perform the National Anthem in Baltimore before baseball's **Cal Ripken, Jr.** sets a new consecutive-games-played record.

Born: The late **Sylvester** 1947, **Roger Waters** (ex-**Pink Floyd**) 1947

SATURDAY, SEPTEMBER 7

1978/**Who** drummer **Keith Moon** dies of a drug overdose in London.

1984/**Janet Jackson** weds **James DeBarge**. The marriage is eventually annulled.

1986/During an L.A. concert, the **Monkees** are joined onstage by **Mike Nesmith** for the first time since the group broke up.

1995/**TLC's** "Waterfalls" wins MTV's Best Video Award.

Born: The late **Buddy Holly** 1936, **Gloria Gaynor** 1949, **Chrissie Hynde** (**Pretenders**) 1951

SUNDAY, SEPTEMBER 8

1957/**Jackie Wilson** releases his first single, "Reet Petite."

1972/**Neil Young** and **Carrie Snodgrass** become parents to son **Zeke**.

1994/**Aerosmith's** "Cryin'" wins MTV's Best Video Award.

Born: **David Steele** (**Fine Young Cannibals**) 1960

— Paul Colbert



59.4 million households
Patti Galluzzi,
VP/Music Programming

ADDS

METALLICA Hero Of The Day (Elektra/EEG)
RAGE AGAINST THE MACHINE People Of The Sun (Epic)
SUBLIME What I Got (Gasoline Alley/MCA)
GROUP THERAPY East Coast West... (Aftermath Ent./Interscope)
SWV Use Your Heart (RCA)
TORI AMOS Hey Jupiter (Atlantic)

HEAVY

BECK Where It's At (DGC/Geffen)
BUTTHOLE SURFERS Pepper (Capitol)
DAVE MATTHEWS BAND So Much To Say (RCA)
FUGEES Ready Or Not (Ruffhouse/Columbia)
L.L. COOL J Loungin (Def Jam/RAL/Mercury)
JOHN MELLENCAMP Key West Intermezzo... (Mercury)
METALLICA Hero Of The Day (Elektra/EEG)
NADA SURF Popular (Elektra/EEG)
NAS If I Ruled The World (Columbia)
OASIS Don't Look Back In Anger (Epic)
TOM PETTY & THE HEARTBREAKERS Walls (Warner Bros.)
RAGE AGAINST THE MACHINE People Of The Sun (Epic)
R.E.M. E-Bow The Letter (Warner Bros.)
SOUNDGARDEN Burden In My Hand (A&M)
SUBLIME What I Got (Gasoline Alley/MCA)
311 Down (Capricorn/Mercury)

JAM OF THE WEEK

MAXWELL Ascension (Don't Ever Wonder) (Columbia)

STRESS

ALICE IN CHAINS Over Now (Columbia)
TRACY BONHAM The One (Island)
ERIC CLAPTON Change The World (Reprise)
CRANBERRIES Free To Decide (Island)
EELS Novocaine For The Soul (DreamWorks/Geffen)
FILTER Jurassitol (Hollywood)
GROUP THERAPY East Coast... (Aftermath Ent./Interscope)
WHITNEY HOUSTON Why Does It Hurt So Bad (Arista)
NEW EDITION Hit Me Off (MCA)
MAXI PRIEST /SHAGGY That Girl (Virgin)
PRIMITIVE RADIO GODS Standing Outside A... (Ergo/Columbia)
QUAD CITY DJ'S C'mon 'N Ride It... (Big Beat/Atlantic)
STABBING WESTWARD Shame (Columbia)
WALLFLOWERS 6th Avenue Heartache (Interscope)

ACTIVE

A TRIBE CALLED QUEST 1nce Again (Jive)
AALIYAH If Your Girl Only Knew (BlackGround/Atlantic)
BETTER THAN EZRA King Of New Orleans (Swell/Elektra/EEG)
BLACKSTREET /D.R.E. No Diggity (Interscope)
BLUES TRAVELER But Anyway (A&M)
BRANDY/TAMIA/KNIGHT/KHAN Missing You (EastWest/EEG)
MARIAH CAREY Forever (Columbia)
CRUCIAL CONFLICT Ride The Rodeo (Pallas/Universal)
D'ANGELO Me And Those Dreamin' Eyes... (EMI)
WARREN G. What's Love Got To Do With It (Interscope)
GEGGY TAH Whoever You Are (Luaka Bop/WB)
GHOSTOWN DJ'S My Boo (So So Def/Columbia)
MISTA Blackberry Molasses (EastWest/EEG)
ME'SHELL NDEGEOCELLO Who Is He... (Maverick/Reprise)
OUTKAST Elevators (LaFace/Arista)
IGGY POP Lust For Life (Capitol)
REPUBLICA Ready To Go (RCA)
TONY RICH PROJECT Like A Woman (LaFace/Arista)
SMASHING PUMPKINS Tonight, Tonight (Virgin)
SUPERDRAG Sucked Out (Elektra/EEG)
KEITH SWEAT Twisted (Elektra/EEG)
SWV Use Your Heart (RCA)

ON

TORI AMOS Hey Jupiter (Atlantic)
FIONA APPLE Shadowboxer (Work)
EVERCLEAR You Make Me Feel Like A Whore (Capitol)
GRAVITY KILLS Blame (Lava/Atlantic/TVT)
POLE The Good Dust Woman (Hollywood)
HOLE Angry Johnny (Modern/Atlantic)
REACHAROUND Big Chair (Trauma/Interscope)
SCREAMING TREES All I Know (Epic)
SEX PISTOLS Pretty Vacant (Quid/Virgin)

Video airplay from August 26-September 1.



50.8 million households
Lee Chesnut, VP/Music Programming
Wayne Isaak, Sr. VP/Music & Talent Relations

ADDS

CELINE DION It's All Coming Back To Me Now (550 Music)
ELTON JOHN You Make History (Young Again) (MCA)
TINA TURNER Missing You (Virgin)
MERRIL BAINBRIDGE Mouth (Universal)
BRANDY/TAMIA/KNIGHT/KHAN Missing You (EastWest/EEG)
AMANDA MARSHALL Birmingham (Epic)
R.E.M. E-Bow The Letter (Warner Bros.)
DUNCAN SHIEK Barely Breathing (Atlantic)
SWV Use Your Heart (RCA)

XL

TONI BRAXTON You're Makin' Me High (LaFace/Arista)
TRACY CHAPMAN Give Me One Reason (Elektra/EEG)
ERIC CLAPTON Change The World (Reprise)
JEWEL Who Will Save Your Soul (Atlantic)
JOHN MELLENCAMP Key West Intermezzo... (Mercury)

LARGE

BRYAN ADAMS Let's Make A Night To Remember (A&M)
MARIAH CAREY Forever (Columbia)
CELINE DION It's All Coming Back To Me Now (550 Music)
MELISSA ETHERIDGE Nowhere To Go (Island)
HOOTIE & THE BLOWFISH Tucker's Town (Atlantic)
NATALIE MERCHANT Jealousy (Elektra/EEG)
ALANIS MORISSETTE You Learn (Maverick/Reprise)
TOM PETTY & THE HEARTBREAKERS Walls (Warner Bros.)
WALLFLOWERS 6th Avenue Heartache (Interscope)

MEDIUM

CHER One By One (Reprise)
CRANBERRIES Free To Decide (Island)
DISHWALLA Counting Blue Cars (A&M)
GLORIA ESTEFAN You'll Be Mine (Epic)
ELTON JOHN You Make History (Young Again) (MCA)
DONNA LEWIS I Love You Always Forever (Atlantic)
PRIMITIVE RADIO GODS Standing Outside A... (Ergo/Columbia)
TONY RICH PROJECT Like A Woman (LaFace/Arista)
PATTI ROTHBERG Inside (EMI)
TINA TURNER Missing You (Virgin)

CUSTOM

TORI AMOS Hey Jupiter (Atlantic)
FIONA APPLE Shadowboxer (Work)
BADLEES Angelina Is Coming Home (Polydor/A&M)
MERRIL BAINBRIDGE Mouth (Universal)
BLUES TRAVELER But Anyway (A&M)
BRANDY/TAMIA/KNIGHT/KHAN Missing You (EastWest/EEG)
BRAXTONS So Many Ways (Atlantic)
HARRY CONNICK JR. Hear Me In The Harmony (Columbia)
COWBOY JUNKIES Angel Mine (Geffen)
GIN BLOSSOMS As Long As It Matters (A&M)
WHITNEY HOUSTON Why Does It Hurt So Bad (Arista)
PUFF JOHNSON Forever More (Work)
R. KELLY I Can't Sleep Baby (If I) (Jive)
KENNY LATTIMORE Never Too Busy (Columbia)
AMANDA MARSHALL Birmingham (Epic)
DAVE MATTHEWS BAND So Much To Say (RCA)
MAXWELL Ascension (Columbia)
ELEANOR McEVY Precious Little (Columbia)
OASIS Champagne Supernova (Epic)
MAXI PRIEST /SHAGGY That Girl (Virgin)
R.E.M. E-Bow The Letter (Warner Bros.)
DUNCAN SHIEK Barely Breathing (Atlantic)
SMASHING PUMPKINS Tonight, Tonight (Virgin)
SWV Use Your Heart (RCA)

Video airplay from August 26-September 1.

36 million households
Lydia Cole,
VP/Music Programming

Video Soul Top 10

112 Only You (Bad Boy/Arista)
KEITH SWEAT Twisted (Elektra/EEG)
NEW EDITION Hit Me Off (MCA)
R. KELLY I Can't Sleep Baby (If I) (Jive)
MONTELL JORDAN I Like (Def Jam/RAL/Mercury)
BUSTA RHYMES It's A Party (Columbia)
L.L. COOL J Loungin (Def Jam/RAL/Mercury)
NAS If I Ruled The World (Columbia)
MARIAH CAREY Forever (Columbia)
D'ANGELO Me And Those Dreamin' Eyes Of Mine (EMI)

(Note: This week's playlist is frozen.)

Rap City Top 10

OUTKAST Elevators (LaFace/Arista)
NAS If I Ruled The World (Columbia)
A TRIBE CALLED QUEST 1nce Again (Jive)
L.L. COOL J Loungin (Def Jam/RAL/Mercury)
LOST BOYZ Music Makes Me High (Universal)
OE LA SOUL Stakes Is High (Tommy Boy)
ROOTS Clones (DGC/Geffen)
SADAT X Hang 'Em High (Loud/RCA)
NONCHALANT Until The Day (MCA)
WESTSIDE CONNECTION Bow Down (Lunch Mob/Priority)

(Note: This week's playlist is frozen.)

TELEVISION

TOP TEN SHOWS AUGUST 12-18

Total Audience
(95.9 million households)

- 1 **Seinfeld**
- 2 **20/20**
- 3 **3rd Rock From The Sun** (Thursday)
- 4 **Friends** (tie)
- 5 **Home Improvement** ("A Friend To Die For")
- 6 **Movie (Sunday)**
- 7 **The Nanny** (tie)
- 8 **60 Minutes**
- 9 **Coach**
- 10 **Movie (Monday)** ("The Jacksons: An American Dream, Part 2")

Adults 18-34

- 1 **Seinfeld**
- 2 **Friends**
- 3 **Movie (Sunday)** ("A Friend To Die For")
- 4 **3rd Rock From The Sun** (Thursday)
- 5 **Boston Common**
- 6 **Movie (Monday)** ("The Jacksons: An American Dream, Part 2")
- 7 **Coach** (tie)
- 8 **Home Improvement**
- 9 **Caroline in The City**
- 10 **Drew Carey Show** (Wednesday)

(tie) 20/20

Source: Nielsen Media Research

COMING NEXT WEEK

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

Friday, 8/23

• **Brian Setzer Orchestra, Sheena Easton, and Kid Creole & The Coconuts**, among others, pay tribute to **Les Brown & His Band Of Renown** when PBS presents the hourlong "Swing Alive! At The Hollywood Palladium" (check local listings).

• **Better Than Ezra**, "The Tonight Show With Jay Leno."

Saturday, 8/24

• **Natalie Cole, Chaka Khan, and Kool & The Gang** perform from Jamaica on "Sinbad's Summer Jam II: '70s Soul Music Festival," a two-hour HBO special (10:30pm).

Sunday, 8/25



• Never before televised, PBS's hourlong "Stevie Ray Vaughan: A Tribute" features performances by brother **Jimmie Vaughan, Eric Clapton, Robert Cray, Buddy Guy, Dr. John, B.B. King, Art Neville, Bonnie Raitt, and Double Trouble** members **Chris Layton, Tommy Shannon, and Reese Wynans** (check local listings).

Monday, 8/26

• **Mac McAnally, Sawyer Brown, and host Ricky Skaggs** perform on TNN's hourlong "CMT Presents Monday Night Concerts" (8pm ET/5pm PT).

• **Elvis Costello & The Attractions**, "Jay Leno."

Tuesday, 8/27

• **Onyx's Fredro Starr** guest-stars on the season premiere UPN's "Mo'Nsta" (8pm).

• **Trisha Yearwood**, "Jay Leno."

• **John Sebastian**, "Late Night With Conan O'Brien."

Thursday, 8/29

• **Shania Twain**, "Conan O'Brien."

FILMS

WEEKEND BOX OFFICE AUGUST 16-18

1 Tin Cup (WB)*	\$10.12
2 Jack (Buena Vista)	\$8.62
3 A Time To Kill (WB)	\$8.12
4 The Fan (TriStar)*	\$6.21
5 Independence Day (Fox)	\$5.81
6 Escape From L.A. (Paramount)	\$4.24
7 Matilda (TriStar)	\$3.00
8 Alaska (Columbia)*	\$2.91
9 Bordello Of Blood (Universal)*	\$2.63
10 Phenomenon (Buena Vista)	\$2.63

All figures in millions

* First week in release

Source: Entertainment Data Inc.

COMING ATTRACTIONS:

This week's openers include "She's The One," starring **Jennifer Aniston** and writer/director **Edward Burns**. **Tom Petty & The Heartbreakers'** new album serves as the film's soundtrack and features 15 new songs, including "Walls" (their current single), "Grew Up Fast," "Zero From Outer Space," "Climb That Hill," "Change The Locks," "Hope You Never," "Asshole," "Supernatural Radio," "California," "Hung Up And Overdue," and more.

"A Very Brady Sequel" wherein **Shelley Long** and **Gary Cole** reprise their roles as heads of the Brady clan, also opens this week. The film's **Angel** soundtrack sports vintage tunes by the **Archies, the Monkees, Looking Glass, and the Ventures**. Songs performed by cast members — including such Brady standards as "Time To Change" and "Girl" — complete the LP.

Another opener is "Foxfire," starring **Angelina Jolie**. With an **Unforscene Music** soundtrack, the film spotlights material by **Luscious Jackson, L7, Mazzy Star, the Cramps, Kristin Hersh, Wild Strawberries, Rose Chronicles, Mystery Machine, and Papa Brittle**.

Marlon Brando and **Val Kilmer** star in "The Island Of Dr. Moreau," which rounds out this week's openers. The film's forthcoming **Milan** soundtrack showcases **Einsturzende Neubauten's "Three Thoughts"** and **Interimsliebenden** as well as **Monk & Canatella Band's "Troul"**.

VIDEO

NEW THIS WEEK

• **MR. WRONG (Touchstone)**

This feature film starring **Ellen DeGeneres** and **Bill Pullman** carries a **Hollywood** soundtrack with **Amy Grant's** version of 10cc's "The Things We Do For Love" and other cover tunes by **Sophie B. Hawkins, Chris Isaak, Joan Jett & The Blackhearts, and the Wild Colonial**. Songs by **Joan Osborne, Shawn Colvin, Faith Hill, Ben Folds Five, and others** complete the ST.



21 million households
Les Garland,
Exec. VP/Programming

National Top 20

GHOST TOWN DJ'S My Boo (So So Def/Columbia)
NEW EDITION Hit Me Off (MCA)
BONE THINGS IN HARMONY The Crossroads (Ruffhouse/Priority)
D'ANGELO Me And Those Dreamin' Eyes Of Mine (EMI)
CRUCIAL CONFLICT Ride The Rodeo (Pallas/Universal)
SHADES Tell Me (I'll Be Around) (Motown)
BRANDY/TAMIA/KNIGHT/KHAN Missing You (EastWest/EEG)
T-BOZ Touch Myself (Rowdy/Arista)
NO MERCY Where Do You Go (Arista)
KEITH SWEAT Twisted (Elektra/EEG)
AALIYAH If Your Girl Only Knew (BlackGround/Atlantic)
TONY RICH PROJECT Like A Woman (LaFace/Arista)
IMMATURE Lover's Groove (MCA)
LOST BOYZ Music Makes Me High (Universal)
ERIC BENET Let's Stay Together (Jac-Mac/WB)
A+ All I See (Kedar/Universal)
YO-YO Same Ol' Thing (EastWest/EEG)
QUINDMON Dream About You (Virgin)
LOS DEL RIO/BAYSIDE BOYS ... Macarena (RCA)
R. KELLY I Can't Sleep Baby (If I) (Jive)

Most requested for week ending August 16.



CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	GARTH BROOKS	\$908.0
2	KISS	\$862.9
3	NEIL DIAMOND	\$819.1
4	"LOLLAPALOOZA '96"	\$811.7
5	"H.O.R.D.E. FESTIVAL"	\$534.1
6	ROD STEWART	\$487.7
7	HOOTIE & THE BLOWFISH	\$473.3
8	BOB SEGER	\$412.3
9	STING	\$370.1
10	ALANIS MORISSETTE	\$329.2
11	STEELY DAN	\$310.4
12	"FURTHER FESTIVAL"	\$297.8
13	SMASHING PUMPKINS	\$286.6
14	DAVE MATTHEWS BAND	\$275.6
15	JAMES TAYLOR	\$274.7

Among this week's new tours:

D GENERATION
RAY DAVIES
JUPITER COYOTE
BOB MOULD
THROWING MUSES
PETER WHITE

The CONCERT PULSE is courtesy of Pollstar, a publication of Promoters' On-Line Listings, (800) 344-7383; California (209) 271-7900.



STREET TALK®

Stern Celebrates 'Flag Day'!

In response to his getting a special station activity notice for mentioning "a guy who was nice to us in the ratings" in the Spring Arbitron, multi-city morning manster **Howard Stern** went on a rampage Tuesday (8/20), thundering, "I don't care about special notices. I am now *paying* the listeners — any listener who wants to be paid [for ratings], call me. Why do they allow radio contests? They bias [the ratings]. I want *more* flags! More flags than Flag Day."

Stern then got a phone call from an anonymous source who wouldn't go on the air, but told staffers that it was **WPLJ/NY** afternoon driver **Rocky Allen** who turned Stern in to Arbitron, citing ratings comments he'd made back on May 22.

"All the other stations do is comment on me and report me," Stern continued to rage. "I wish they'd all go up on Flight 800 and blow up. [Rocky Allen] is a scumbag. Why don't you come on the air against me in the morning?"

Twentieth Television pulled the plug on the TV version of **KROQ/L.A.**'s "Loveline" program, just three weeks before it was set to premiere in syndication. The late-night TV show, hosted by **KROQ's Adam Carolla** and **Dr. Drew Pinsky**, had been cleared to run in 90% of the country after **KROQ owner Infinity** had licensed the TV rights to **New World Entertainment**.

But Twentieth Television recently purchased New World and opted not to honor

the "Loveline" contract; Infinity has threatened legal action against Twentieth Television. Infinity and the show's producer are shopping the program to other syndicators, but it appears unlikely that the show will premiere this fall.

Sinclair Broadcast Group President/CEO **David Smith** was arrested in Baltimore on Tuesday night (8/13) after allegedly soliciting a prostitute and engaging in oral sex.

Stating the arrest "is unrelated to our business," the Sinclair company press release noted it wasn't corporate policy to comment on "allegations against employees which do not relate to the performance of employment duties."

On Monday (8/19), a U.S. district judge dismissed a motion filed by the Justice Department to reopen the payola trial of former indie record promoter **Joe Isgro**. Judge **Consuelo Marshall** upheld last spring's decision to dismiss the case for violating the speedy-trial act. Isgro's seven-year-old felony case now can't be resurrected without an appeal to the U.S. 9th Circuit Court.

The Isgro case had been dismissed in 1990, but reopened in 1993 when an appeals court ruled that the original U.S. district judge exceeded his authority by dismissing the case.

Less than a month after launching **Red Ant Entertainment**, former **MCA Music Entertainment** Group Chairman/CEO **Al Teller** merged his new record label with indie distributor **Alliance Entertainment**. Teller now becomes co-Chairman/CEO of Alliance. (Current Alliance Chairman/CEO **Joseph Bianco** will be the other co-Chairman.)

Alliance will distribute Red Ant, which it acquired for reported estimates of between \$50 million and \$68 million. In addition, Red Ant investor **Wasserstein Perella** reportedly purchased an additional two million shares of common stock from Alliance, which reportedly generates annual sales of \$720 million.

Look for **Priority Sr.** VP/Promo **Nancy Levin** to soon be free to pursue a number of options in Promoland.

KSOL/SF flipped from Urban AC to Spanish on Friday (8/16).

Continued on Page 22

Tracy Chapman "NEW BEGINNING"

#3 MOST ADDED

Including:

WKSS/Hartford	KHOM/New Orleans
WXKS/Boston	WZJM/Cleveland
KUTQ/Salt Lake	WRVW/Nashville
WJET/Erie	WRQK/Canton

NADA SURF "Popular"

DEBUT 50

New this Week: Top 5 requests:

WFBC/Greenville	WKRQ/Cincinnati
WZOK/Rockford	WGTZ/Dayton
WHTS/Quad Cities	WNOK/Columbia
WSKS/Utica	WXLK/Roanoke
	WSSX/Charleston

Brandy, Tamia, Glady's & Chaka "MISSING YOU"

NEW!

KGGI/Riverside	KBOS/Fresno
KKSS/Albuquerque	KSMB/Lafayette
WERZ/Portsmouth	WQGN/New London

From the "Set It Off" soundtrack



Rumors

- Has Virgin VP/Promo & Field Ops **John Boulos** been offered **Barbara Seltzer's** former **Epic** VP/Promo slot?
- Will **Jive** VP/Promo **Ken Lane** segue to a similar slot at **Arista**?
- Now that **KBIG/L.A.** just completed a music test, will the station drop many traditional AC artists and take a more current, hit-driven Alternative and Pop direction? Will this further tighten the already tight race between **KYSR**, **KIIS**, and **KROQ**?
- And ... can we expect changes at crosstown **KXEZ** now that the **Viacom**-owned outlet has completed its musical research? Will the station segue to some kind of Rhythmic presentation? Or in light of there being no Soft AC competitors in town, remain Soft AC? Answers should arrive by **Labor Day**.
- Will there be a new Montgomery, AL CHR in the near future?
- What NY-based label is courting a major market Alternative programmer and a trade guru to join its A&R department?
- Will ex-**WKTU/NY** midday maven **Jo Jo Morales** resurface in nights at new CHR **WWZZ/Washington**?


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WPST/TRENTON**

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AND GROWING**



STREET TALK®

Continued from Page 20

Sorry to hear that **MCG/Curb** Dir./Nat'l Field Promo **Gaylen Adams's** Atlanta home of 25 years bumed to the ground after being struck by lightning last Monday (8/19).

Thanks to **Columbia** recording artists **Chalk Farm** and **London/Island** recording artist **Susanna Hoffs**, who wowed the crowd with their performances at the world-famous **Club R&R** last Thursday and Friday (8/15-16), respectively.

Congratulations to **R&R** CFO **Bill Ferrari** and wife **Kathy**, on the birth of their daughter, **Kristina Marie**, on August 7.

Rumbles

- Alternative **KBBT-AM (The Beat)/Portland** — having recently switched bands (and call letters) in migrating over to new owner **American Radio Systems'** newly acquired **KDBX-FM** frequency — now shifts to an Adult Alternative/Modern AC approach. **Randy Lane** becomes the new consultant; **KBBT-AM** & **KUFO-FM** PD **Dave Numme** maintains interim programming duties.

- Former **EMI** Dir./Nat'l Promo **Sean Lynch** (aka **Dan Cuervo**) is the new host of **KIIS-FM/L.A.**'s Saturday night retro show.

- Country **WCOS-AM** & **FM/Columbia, SC** PD/morning co-host **Ron Antill** exits. **Gary Barboza** becomes acting PD.

- Rock **KFRQ/McAllen-Brownsville** PD/middays **Alan Sells** gives up the programming reins, but retains his airshift. Afternoon delight **Chris Russell** becomes interim PD.

- Rock **KFMZ/Columbia, MO** shifts to Alternative and the "98.3 The Buzz" monicker. **Robert Cox** joins as GM, coming from **WZZQ/Terre Haute, IN**. Former **WYMG/Springfield, IL** air talent **Don Murphy** and **KPNT/St. Louis** alum **Michelle Matthews** join for mornings. GM **Richard Hauschild**, Promotion Dir./morning host **Eric Anderson**, and midday talent **Jeff Johnson** are out.

- **WZEE/Madison, WI** APD/MD **Dana Lundon** becomes interim PD in the wake of **Joe Larson's** recent exit for the PD post at **WEZB/New Orleans**.

- **KTYD/Santa Barbara, CA** PD/midday maven **Jeff Hanley** steps down to concentrate on his airshift.

- Rock **KLFX/Killeen, TX** PD **Chris Cummings** exits. MD **Joey "J.J." Jones** becomes interim PD.

- **WAXQ/NY** welcomes **Mark "The Cope" Coppola** to afternoon drive.

- Just days after Alternative simulcast **WUNX-FM** & **WUNZ-FM/Hyannis, MA** changed calls and flipped formats — to **WWKJ** ("KJ101, Cape Cod's Classic Rock") and **AC WJCO** ("Coast 93.5"), respectively — both stations' transmission lines were slashed. Both outlets are owned by **Ernie Boch**, whose News/Talk simulcast **WUOK-AM** & **WXTK-FM/West Yarmouth, MA** makes **Boch Broadcasting** the Cape's largest radio station owner. Neither of these other properties were affected, but **Boch** has offered a \$10,000 reward.

- **KAKT-FM/Medford, OR** PD **Bruce Agler** has been named PD at **KUGN-FM/Eugene, OR**. Former PD **Tim Fox** will continue to be **KUGN's** morning guy.

- **WKNF-FM/Columbus, GA** welcomes new PD **Robin Lee**, who segues from the sales department and replaces **Kris Van Dyke**.

RADIO & RECORDS



1

- **Ken Christensen** appointed **KXEZ & KYSR/LA** GM.
- **Alan Furst** elevated to **NewCity** Nat'l PD.
- **Chuck Beck** becomes **WHPT/Tampa** PD.
- **Rob Roberts** named **KXKL/Denver** PD.
- **John Butler** promoted to **KCMO & KMBZ/KC** PD.

5

- **Gerry DeFrancesco** returns to **KIIS-AM & FM/L.A.** as VP/Station Mgr. and **Gannett Radio** Exec. VP.
- **Chuck DuCoty** elevated to **WISN & WLTO/Milwaukee** GM.
- **Dennis Constantine** promoted to **KBCO/Denver** VP/Programming.
- **Hurricane Dave Smith** blows into the **WAMO/Pittsburgh** PD gig.

10

- *Scrapple From The Apple*: **WAPP/NY** becomes CHR/Rhythmic **WQHT** "Hot 103.5"; **Gary Havens** named **WHN/NY** PD.
- **Interep** promotes **Marc Guild** to Exec. VP/GM of **Internet**.
- **Dana Horner** appointed **WLLZ/Detroit** GM.
- **Bob Case** transfers to **WZGC/Atlanta** as OM.
- Rock **WYSP/Philly** goes Classic Rock, begins to simulcast **Howard Stern's** **WXRK/NY** morning show.

15

- **Hilliar, Newmark & Wexler** rep firm established.
- **Michael Atkinson** joins **R&R** as Creative Services Dir.

20

- **RKO Radio** sets **Rick Devlin** as **WOR/NY** VP/GM and **Erica Farber** as **WXLO (99X)/NY** GM.
- **Don Christie** becomes **KUPD/Phoenix** PD.
- **Mike Sheehy** appointed **KNX-FM/L.A.** MD.
- **Scott Seagraves** named **WNOE-FM/N.O.** MD.

Records

- **Geffen** hires **WKRL & WKLL/Utica-Syracuse** PD **Jeff Gillis** to be its **KC** local promo rep.

- Look for **Capricorn** Dir./West Coast Promo **Michael Sylvia** to segue to similar duties at **American** on September 3, filling the slot vacated by **Kay McCarthy**. He'll relocate from **L.A.** to **SF**.

- **Epic** Sr. Nat'l Dir./Promo **Patricia Bock's** deal to join **MCA** as a VP is sealed. Will **Arista's** **Felicia Swerling** replace her at **Epic**? Or will **Swerling** decide to join **RCA** in **Bonnie Goldner's** vacated VP/Promo slot?

- **RCA** Sr. VP/Artist Development & Mktg. **Danny Heaps** exits.

- Look for **Atlantic** Dir./Rock Promo **Mark Fischer** to segue to **McGathy Promotions** in **New York** on August 26.

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Olympia Country Comedy Network
Olympia Hit Comedy Network
Olympia Rock Comedy Network

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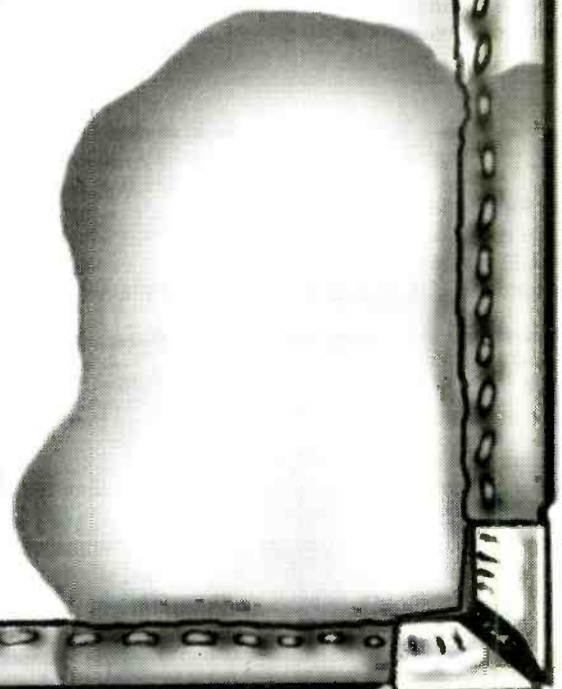
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Goldstein

Continued from Page 1

policies. "We seem to have climbed into a nice groove in working with Arbitron," said **Saga Communications** Exec. VP **Steve Goldstein**, who serves as Council Chairman. "Not too long ago, Arbitron acted more like your local cable company. They would say, 'If you want cable, this is how it's gonna be ... the box is black, and **Headline News** costs extra.' Things are a lot less contentious since Steve Morris set Arbitron's new direction. With Pierre Bouvard at the helm, the company is a lot more radio friendly. There is a clear sense at the meetings that we all seem to be striving for the same thing ... a better ratings service."

Traditionally quarrelsome issues such as sample sizes and rate increases were not on the agenda at the most recent Advisory Council meeting, held earlier this month in Vail, CO. About the biggest topic the Council could address was Arbitron's skewed development of its Maximiser software program.

Currently, Maximiser customers (which number about half of all Arbitron subscribers) must load two separate versions of the program to access all of its features. And the Council is not taking kindly to Arbitron's estimate that it will be the end of 1997 before all features can be merged into one platform.

"Maximiser is not an inexpensive deal," Goldstein said. "Most stations have been unhappy with the schedule-building program that's in there, and most people were unhappy with the programmer's package. And universally, everybody is unhappy that it's on two platforms. That's the equivalent of running Word 6.0 and 7.0 and only being able to do some things on each."

Arbitron VP/Communications **Thom Mocarski** said his company is trying to speed up its timetable for a single-platform application. In the meantime, he said, users will have a number of new features to look forward to in updates that were scheduled for release this month and next January. Among them: an improved Schedule Builder module; the ability to manually edit dayparts, create station combos on the fly, and incorporate **Scarborough** data; increased processor speed; and an enhanced programmer's package.

"We approve of all the improvements in the performance of Maximiser, which looked wonderful," Goldstein said. "But we told them that the 18-month timetable was unacceptable, very awkward, and just egregious, given the amount of money that clients pay for this."

Programmers Pondered

Goldstein crowed that he finally was able to secure a seat on the Council for a group PD. "I tried to get on the Council several years ago and was rebuffed because I was a programmer," he recalled. "Now, in my role as Exec. VP

then-CHR sister **WBCY-FM/Charlotte** (now **WBT-FM**); she became **WBT-AM's** PD in '91.

R&R Washington Bureau Chief and News/Talk Editor **Randall Bloomquist** has been named to succeed Rose as PD of **WBT-AM & FM (R&R 7/26)**.

west Regional Promotion Director, National Field Promotion Representative, National Promotion Director, and VP/Promotion. A board member of the **National Black Programmers Coalition**, Washington began his music career as a Regional Promotion Representative for **Stax Records**.

LSM in July 1995. Before that, she served as GSM of **KYLD-FM (Wild 107)/SF**. She has also worked at **Strategic Radio Research** and **Group W/Westinghouse Broadcasting** in various sales and management positions.

ing up demented hitchhikers. Participants left slightly embarrassed, but much less inhibited and more creative than before.

The finale came during the Superstars of Voiceover panel, featuring top talents **Tom Bodett**, **June Foray**, **Joanie Gerber**, **Gary Owens**, **Thom Sharp**, and **Andre Stojka**. The panelists discussed the power of using individual experiences and personality traits — as well as traits one shares with the listener — to make radio spots more interesting and, of course, sellable to the listening audience.

Hang 10⁵



Surfdog Records presented a check for \$100,000 in advance royalties from sales of the album "MOM: Music For Our Mother Ocean" to the Surfrider environmental organization. Presenting the rideable check to Surfrider Director Dr. Pierce Flynn (c) are (l-r) Surfdog Records principal Dave Kaplan and Interscope President Tom Whalley.

of Saga, I'm actually above the GM, which allowed me on the Council; I get in through the back door. This programmer's position is a two-year appointed seat — the first time it's ever been done. I hope group PDs will contact me or Pierre Bouvard and the appointment will take place in the fall.

The Council also voted to realign some other seats to provide for two News/Talk positions — one for continuous markets and another representing non-continuous markets — and a similar setup for Rock (AOR) stations. The "EZ Listening" seat was eliminated, and those stations will now be merged into the AC Council seat.

Among other issues discussed at the Council meeting:

- They recommended that Arbitron continue to study the implications of Spanish-language enumeration. The company has completed a couple of studies showing that listening to Spanish-language stations increases dramatically when diary-keepers are asked about their use of Spanish at home and at work. The results of another study — in which a portion of respondents are asked the language-preference question in the interview process, while the remainder are asked the language-preference question in the diary itself — will be revealed in October.

- The Council was also pleased to hear results of an initiative to improve response rates from men 25-34. In 133 markets where the initiative was implemented, male 25-34 response rates between the Spring '95 and Spring '96 surveys moved up from 78 to 89 (where 100 would be optimal). Male 18-24 rates also held up during the spring in all markets, going from an index of 89 to 88.

- Goldstein said he was shocked to learn that subscribers in 115 markets

have not taken Arbitron up on its offer to increase sample sizes by 70% in continuous markets and 40% in non-continuous markets in exchange for 4% and 2% rate increases, respectively. Thus, he and the Council implored Arbitron to go back to those subscribers and convince them to vote for the increased sample sizes.

"There is a latent 'screw Arbitron' sentiment in the industry, which is counterproductive," Goldstein said. "For example, a lot of stations refused to accept the 70% sample increase because they won't give Arbitron another penny. That seems to be short-sighted. If you go to a hotel and get a very standard room, but the manager says for 4% they will upgrade you to a suite, that sounds pretty attractive to me.

"There are some big markets on that list including Providence, Dayton, Nashville, and others. These are the same markets that complain about fluctuating sample sizes in the demo cells. They should go for the increase for two reasons: One is to level off the fluctuations with increased sample per cell, and the other is it's good for radio if we eliminate huge wobbles.

"It's possible that many owners don't realize some of the newer markets they are into don't have the increased sample. All it takes is a majority of subscribers for a market to get the increase."

The Council also asked Arbitron to speed up delivery of its county coverage books, which are released some nine months after the data is gathered. And it asked Arbitron to find a more advanced way of delivering advances to subscribers in non-continuous markets. Currently, stations are informed of their results with a phone call from a live human being — at \$50 a pop, no less.

ful team. I look forward to the challenges ahead and to continuing the winning tradition here at KBSG."

Prior to a stint as PD of **KQQL/Minneapolis**, Kelly served as PD/mornings at **KCPX/Salt Lake City**, **Des Moines outlets KLYF** and **KRNQ**, and **WIBW/Topeka, KS**.

viduals in his field."

Prior to Elektra, Morrison worked for **Imago Recordings** — also covering Detroit — and **Uni Distribution**, covering San Francisco. He entered the music business as a sales rep for **WILS/Lansing, MI**.

Vining

Continued from Page 3

management ability, combined with his innovative marketing and sales strategies, make him the natural choice."

Vining added, "Having the opportunity to oversee all aspects of a renowned record label like Windham Hill is an extraordinary opportunity. I'm looking forward to working closely with the Windham Hill team to ensure continuity as we move forward."

Vining joined **BMG Classics** in 1991 as VP/Sales & Marketing for **RCA Victor** in the U.S., rising to his most recent post in November 1995. Formerly located in Menlo Park, CA, Windham Hill has been headquartered in Beverly Hills since the takeover.



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DIRECTOR/SALES: Jennifer Scruggs

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Entercom

Continued from Page 3

Kelly — who joined **KBSG** in March '92 — stated, "KBSG has a great staff of talented, hard-working professionals, and I'm extremely proud to be part of such a success-

Morrison

Continued from Page 10

remarked, 'Don't you know anyone else?' This time, Rick accepted, and I believe in time he could become one of the strongest indi-

Rose

Continued from Page 1

WBT-AM in 1978 as Asst. PD. After serving as PD of **WIBC/Indianapolis** between 1986-88, Rose returned to the Asst. PD post at **WBT-AM** and later added PD duties at

Washington

Continued from Page 1

excited about my future here. I think there are a lot of opportunities at this label, and I'm happy they selected me to be a player on the team."

During Washington's 17-year **MCA** tenure, he worked as South-

Bell

Continued from Page 3

stations for [Hispanics] in the Bay Area, and it will help people understand the Hispanic market better."

Bell joined **KLOK & KBRG** as

Summit

Continued from Page 10

one another, and using storytelling techniques and emotions — instead of persuasion or reading lists of client features — to sell products or services.

Actor/comedian **Avery Schreiber's** session provided ways of finding original ideas through **Viola Spolin's** world-renowned improvisational games. Schreiber had attendees improvising their own spontaneous explosions, tossing an imaginary ball back and forth, and pick-



STEVE WONSIEWICZ

Alternative's New Credo: Diversify Yourself?

□ Format growth, competition point to need to open up format musically, say pros

How diverse should Alternative become? That question is top of mind with many in and around the format now that alternative music has become probably the most-shared genre on the airwaves today. The topic is also getting more attention given the spring ratings hiccup at a handful of outlets.

For many, that diversity is already here. Execs point to airplay and sales success stories of the **Primitive Radio Gods**, **Garbage**, **311**, **Beck**, **No Doubt**, and **Poe** — acts whose songs incorporate everything from techno and hip-hop to ska and good ol' grunge. Those bands are now working alongside core guitar acts such as **Pearl Jam**, **Smashing Pumpkins**, and **Stone Temple Pilots**, precisely the bands who brought Alternative to the party in the first place. It's not that programmers say they're about to back off those acts, it's just that the time is right to open up the format to more styles.

Comments **WKQX/Chicago PD Bill Gamble**, "Stations are in battles to own [musical styles] and to be top of mind with listeners of that music. We want to be the station people turn to for Pearl Jam. But we also want them to know that this is the place they can turn to for all types of music. Last fall we took a long look at the station and decided we were a little too modal and were defining the center too narrowly. We don't think we're wrong with where the center is. But maybe it's inclusive of No Doubt and the Primitive Radio Gods as well as Pearl Jam, Smashing Pumpkins, and **Alanis Morissette**. The short answer is that the appetite for grunge and guitar-based music is still there. But when the music is not all there, then the audience is going to gravitate to where the new product and the hits are. As a result, the center begins to move. That's kind of what's happening now."

One of the keys, says Gamble, is to remain at the forefront when breaking new bands and introducing different musical styles. "There always is going to be a body of music that you want to find for your station and own. Those unique points of difference make people come back and listen to your station. Our audience, unlike that at other formats, is pretty tolerant of a lot of diverse styles. They'll go, 'Okay. That really sucks, but I'm glad I got to hear it. What else is



Joel Folger

new?" You have to make sure that involves hits and not stiffs. It's like, who would you rather own: No Doubt or [a low-selling rock band]?"

Gamble also doesn't discount the impact of hard rock this summer. "**Metallica** and **Van Halen** certainly helped [Active Rock]. Yet on the other hand, it also helped us. It made the delineation between the stations easier for the audience."

Pop Goes WHYT

WHYT/Detroit PD Garrett Michaels agrees that the time is right



Garrett Michaels

for Alternative to open up the format to more styles. His goal is to take the station in a more pop direction. For instance, he has been playing **Donna Lewis's** No. 1 CHR/Pop hit "I Love You Always Forever."

"If this format is going to continue to survive and grow — and I certainly think it can because there is a lot of great music available — then we have to be open to playing a variety of songs. We shouldn't be afraid to play the **Wallflowers**, for example. You have to continue playing the mass appeal grunge smashes from the **Stone Temple Pilots** and **Pearl Jams**. Yet there are a lot of other great sounds that many Alternatives are ignoring."

Michaels tips his hat to **WNNX (99X)/Atlanta** as a station that's on the right track when it comes to the music. "We can't do exactly what they're doing, but they have the right idea from a musical standpoint as to what this format should be about. **99X** has a lot of texture to it; it's not centered on one sound. It's a very mass-appeal station. And more of us should be programming mass-appeal records, otherwise we could get into trouble."

For **KDGE/Dallas PD Joel Folger**, it's only natural that Alternative has to stretch the musical boundaries since much of the music is now being played elsewhere. "In Dallas the Active Rocks share about 85% of our playlist. Will they eventually go back to an Active Rock stance? Probably, but only when the time is right. [Active Rock] **KLOS/Los Angeles**, for instance, has dramati-

cally changed back toward a rock direction and moved a long way from **KROQ**. And the evolution of Alternative AC has some legs. It's all a natural evolution. With increased competition comes more musical sharing."

Folger believes things are only going to get better for Alternative because the product pipeline is filling faster, with new and established bands. "The record company A&R departments have done a great job gearing up and finding new talent. It's still one of the growth areas for the industry and is going to continue to thrive. We also have some superstar product coming out from bands like **R.E.M.** and **U2**, heritage bands that Alternative continues to own. We'll be in the same place this fall that Active Rock was this summer when **Metallica** and other bands were released."

Label Perspective

On the label side, **Capitol Sr. VP/Promotion Phil Costello** applauds



Our audience, unlike that at other formats, is pretty tolerant of a lot of diverse styles. They'll go, 'Okay. That really sucks, but I'm glad I got to hear it. What else is new?'

—**Bill Gamble**



Phil Costello

records that reinforce your image."

Costello says it was inevitable for the format to see a ratings blip. "So much of it is because so many dif-

ferent stations are sharing the music these days. The music is still as solid as ever; it's just that it has become so much a part of the mainstream that it's driving the programming at more and more Hot ACs and CHRs. That wasn't true a year ago."

Work National Director/Alternative Promotion Geordie Gillespie agrees that Alternative will remain the format for a healthy chunk of the new music that crosses to other formats. "Alternative still is going to break the edgier records. That's something they have to do because at the end of the day the format needs bands like **Ruby**, the Primitive Radio Gods, or **Beck** to solidify their core and keep their station sound-

ing sharp."



Geordie Gillespie

Competition: Time To Pay Closer Attention To Music

While Alternative programmers firmly believe things are copacetic when it comes to the music, it's not surprising rival PDs don't see things quite the same way. While competitors definitely aren't counting Alternative out, they contend it needs to make some adjustments in the music mix.

Observes CHR/Pop **WXKS/Boston PD John Ivey**, "This book shows that the changes the CHRs, Hot ACs, and Active Rocks made kicked in. Everybody knows it's not an immediate thing and that it takes a while to see results. Just look at the playlists printed each week in **R&R** and you'll see that CHR is playing fewer dance records and more pop rock. We learned that you don't have to play only **Michael Bolton** or **Elton John** to get adults."



John Ivey

"It's hard to pinpoint when it all began, but for us the beginning of **Alanis Morissette's** huge success last year was a turning point. After that, artists like **Natalie Merchant** and **Joan Osborne** started happening at CHR and, as a result of a lot of testing, we started changing our libraries. Eventually the format started leaning in a different direction, one that was in competition with Alternative. CHR went from being in the middle to three steps to

the left, which was where Alternative was. Now in order to be 'alternative,' Alternative has to take three more steps to the left. What once seemed like a long line now has shortened and they could end up with their ass hanging off the end."

While the field is more level when it comes to alternative music, Ivey believes "it's not time for Alternative to panic. It could all pop back very quickly. They are going through what we did a year ago and if they do it right it could all work out."

Alternative Squeezed

Comments **Greg Stevens**, PD at CHR/Pop **KKLQ/San Diego** and Active Rock **KIOZ/San Diego**, "So many Alternative stations sound like Active Rocks these days that it's not surprising listeners go to the one in the market that has the heritage and the track record; and often that's the Active Rock. Active Rock also has a more mainstream appeal, so it has a better chance of picking up more listeners."

On the Pop side, Stevens agrees that CHR has done a good job of exposing more Alternative product, a hard fact that isn't going away until the genre's appeal begins to wane. "Alternative is getting pushed further

and further to the left so it has to be careful about what kind of music it plays or it risks limiting its appeal.

The way Active Rock **WRIF/Detroit PD Doug Podell** sees it, "one of the problems with being a pure Alternative is having enough music to sustain the format. That's where Active Rock has the edge because we have a wider variety of popular music available."

Podell says Alternative may have to be more "patient with the music. They are moving songs in and out pretty fast. They need to give records more time to grow and breathe and find an audience. It seems like a lot of Alternative stations are driven by the record companies which keep wailing singles out, one after another. The stations are not giving bands — say for instance **God's Child** — a chance to develop a track like 'Female Elvis' before going on to the next one. Alternatives keep rolling with the flow because they want to stay as fresh as possible, not realizing they already are pretty fresh and that the audience needs a little bit longer to catch up."

Podell concurs that Alternative found itself squeezed musically on a lot of different fronts. "CHR and Hot AC have claimed the pop artists and Active Rock has claimed the guitar bands, so everything else is sort of left to Alternative and that seems to be industrial and dance."

RR LAUNCHING PAD

CHR/Pop's 'Mouth' Watering Over Bainbridge

Merril Bainbridge's "Mouth" is finding a home stateside after an impressive run in the Australian singer/songwriter's homeland. The **Universal Records** single, taken from Bainbridge's debut album, "The Garden,"



Merril Bainbridge

was the Most Added at CHR/Pop two weeks ago (32 adds). This week, 28 more stations are reporting the track.

Distinguished for its six-week run at No. 1 down under — the first self-penned debut tune by an Australian female artist to reach the top spot — "Mouth" was almost passed up by radio in Bainbridge's own backyard. The single was originally released in October '94 only to get buried in the annual pre-Christmas release rush. Re-released in February '95, it then caught fire. The album is on **BMG**-distributed **Gotham Records** in Australia, with Universal owning the U.S. and Canadian rights.

Initial indications show history isn't repeating itself stateside. While CHR embraced the song early, Universal credits Hot AC **KFMB/San Diego** with getting things going. In fact, the label used PD **Tracy Johnson** as the poster boy for part of its promotion campaign. Commenting on the song, **KFMB MD Greg Simms** says, "It pretty much exploded the first week. It's the No. 1-requested song at the station. The second, third, and fourth don't equal the number of calls we've been getting. It's a fun, light, upbeat pop

record full of hooks. And it really appeals to females. You can't go wrong with that combination."

Simms, who notes that **KFMB** initially got hold of the single on import, also says the song helps balance its Alternative-leaning playlist. "We don't want to box ourselves into an Alternative format. We're a CHR that plays the hits. You have to be careful when playing a lot of alternative music. Some of the harder-edged music can get very fatiguing for the listeners. This record really stands out; it's one we and the listeners can wrap our arms around."

Rhythmic-leaning CHR/Pop stations are also giving the single a chance. Comments **KHOM/New Orleans PD Bill Thorman**, "You always want to play records that are instantaneously responsive and this could be one of those." Thorman compares the song to **Donna Lewis's** "I Love You Always Forever": "In three weeks that song took right off. We think the same thing is going to

happen with this song."

On the promotion front, **Universal VP/Promotion Steve Leeds** agrees the timing is right for "Mouth." "There's not much out there like it right now. And when people start hearing about how well a record is doing, they want to hear what it sounds like. Once that happens, the network kicks in. Right now there's a great buzz about the record. We just want to keep the momentum going."

The music is about all Leeds and company have at the moment. He says the label's currently working to bring her stateside for meet-and-greets with radio and other media. "The Garden" drops at retail on September 10.

'Ocean' Making Waves

There's nothing like a hit song from a side project to build momentum at radio. That's certainly proving to be the case with veteran alternative outfit **Sebadoh**, whose new single "Ocean" on **Sub Pop** was the second-Most Added

at Alternative last week (37 adds), trailing only **Sheryl Crow's** "If It Makes You Happy" (45). This week 13 more stations jump on the track, off the album "Harmacy."

"Ocean" follows the enormous success **Sebadoh** frontman **Lou Barlow** earned with the group **Folk Implosion** and its song "Natural One," which became a staple at Alternative and many CHRs. The single and the album also build on the track record the band has established over the course of a seven-album career.

For Alternative **KTEG/Albuquerque PD Sandy Horowitz**, "Ocean" already is getting "major phones. It's a song people can tap their feet and sing to. It gets right in their heads and grips them."

While **Horowitz** says "Natural One" exposed Barlow to a new audience, listeners still are very much aware of **Sebadoh's** track record. As for the song's pop appeal, he observes, "Alternative has always been a format that produces great pop songs. Even some of the harder guitar records come across pop. And with the airwaves still saturated with so many new guitar



Sebadoh

bands that have not made an impact, a song like this really comes across well."

For Sub Pop Director/National Promotion **Susie Tennant**, having such Alternative tastemaker stations as **WHFS/Washington**, **KITS/San Francisco**, **WBCN/Boston**, **WFNX/Boston**, and **KNDD/Seattle** on the record proves the appeal is as much about **Sebadoh** as it is **Folk Implosion**. "This one's all about the music. Sure, people were aware of what Lou did with **Folk Implosion**. But they also are very aware of **Sebadoh's** track record. Few alternative bands have that credibility."

She also is keenly aware that the label has a great opportunity to break the band at the format, which has greatly expanded and, more recently, opened up musically to new sounds. "The number of stations has doubled since their last album ['94's "Bakesale"] and people are playing more than just grunge. It's a great time to be working with the band."

Sebadoh, fresh from performances at some of Europe's largest outdoor shows, kicks off its national club tour on September 4 in Boston, hitting most major markets across the country. The album went to retail August 20.

MUSIC NEWS & VIEWS

New Prez USA, Dre Sets

Columbia is eyeing a November 5 release for the new **Presidents Of The United States Of America** album. Called "II," the album retains the humor of the band's platinum-plus debut set and contains several songs the band has been performing in concert. The album is said to sound more diverse, including a couple of rockier and more countrified tunes. One guest guitarist who might appear on the album: country picker **Junior Brown**. **Jerry Finn (Green Day, Rancid)** is mixing.

In other release news, look for a new album from **Dr. Dre** by late September/early October on his new **Interscope**-distributed label, **Aftermath Entertainment**. As with his multiplatinum album "The Chronic," which introduced the world to **Snoop Doggy Dogg**, the upcoming set will feature new rappers with whom Dre has been working ... Chicago alternative band **Catherine** has completed its second album, "Hot Saki & Bedtime Stories," that's slated to drop at retail September 17. The first single, "Four Leaf Clover," is a duet between lead singer **Mark Rew** and the **Smashing Pumpkins' D'Arcy Brown**.



Dr. Dre

Also scheduled to hit stores the same week are singer/songwriter **Graham Parker's** "Acid Bubble Gum" on **Razor & Tie Records** and guitarist **Steve Vai's** "Fire Garden" on **Epic** ... October 8 sees the release of **Interscope** alternative act **Marilyn Manson's** **Trent Reznor**-produced album, "Antichrist Superstar."



Marilyn Manson

The first single, "Beautiful People," goes to Active Rock and Alternative on September 10 ... **Warner Bros.** superstar rock band **Van Halen's** best of compilation goes to retail on October 15 ... **Roadrunner** is eyeing an October release for hard rock group **Machine Head's** new set called "The More Things Change" ... Look for **Reprise** to issue the new **Cult** album, "High Octane," on October 22.

Kulick, Singer In KISS-Off; Oasis Gets 'Unplugged'

KISS members **Bruce Kulick** (guitar) and **Eric Singer** (drums) have quit the band, saying they want to "pursue and consider current offers and creative outlets."

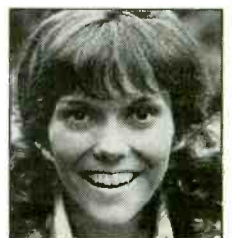
Kulick joined the band in 1984; Singer in 1991. In the meantime, the original **KISS** members continue their national reunion tour ... **Oasis**, who is set to begin another U.S. tour in September, taped an "Unplugged" show for **MTV** in London last week that's slated to be broadcast in November. No news on whether an album will be released based on the performance.



Oasis

The '70s Live On

A&M will issue a previously unreleased **Karen Carpenter** solo album comprised of material the songstress recorded before she died in 1983. Called "Voices Of The Heart," the **Phil Ramone**-produced set is scheduled to hit retail in October ... After a 12-year absence, **Ani-Frid Lyngstad**, the brunette in the female half of **Abba**, will release a Swedish-language album, "Deep Breath," on **Andersson Records**. No word yet on whether an English-language version will make its way stateside.



Karen Carpenter



New Orleans's **Cowboy Mouth** officially launched its **MCA** debut album, "Are You With Me?," with a release party at their hometown **House of Blues**. Uncaging the Cajun are (front, l-r) **MCA Exec. VP Abbey Konowitch**, **CM's John Thomas Griffith** and **Fred LeBlanc**, **MCA Sr. VP/Marketing & Sales Jayne Simon** and **VP/Product Management Robbie Snow**; (middle, l-r) **CM manager Stephen Klein** and **CM's Paul Sanchez** and **Rob Savoy**; and (top) newly crowned **MCA Sr. VP/Promotion Skip Bishop**.



RANDALL BLOOMQUIST

'Powerful, Pernicious And Homogeneous'

□ Study confirms media's 'superficial, negative' take on talk

No, it's not your imagination or **Rush Limbaugh's**. The print media does indeed portray Talk radio in a primarily negative light.

Says who? The very prestigious Annenberg School for Communication, which reached that conclusion (among many others) in a recently released survey of political-oriented Talk radio.

Domain Of Brash Anger?

Using an analysis of six years worth of articles that mentioned Talk radio in 28 major daily newspapers, the Annenberg researchers concluded that "the mainstream media tend to portray political Talk radio superficially and as powerful, pernicious and homogeneous." In general, the researchers found, "the print media's attention to Talk radio is narrow and unfavorable. In the press, Talk radio is the domain of brash anger and bizarrely conservative behavior that is generally disconnected from mainstream politics."

The study concluded that Talk radio was a white-hot topic for the print media during the last few years. From November 1993 to November 1995, the phrases "Talk radio" or "radio talk" appeared 30,242 times in the 28 surveyed newspapers. That total made Talk radio the eighth most frequently mentioned national item in those

papers. Attorney General **Janet Reno** finished seventh, while TV gabber **David Letterman** was 10th.

Limbaugh ranked 11th, finishing ahead of such political leaders as Sen. **George Mitchell** (D-ME) and Rep. **Dick Armey** (R-TX), and ABC-TV "Nightline" host **Ted Koppel**.

According to Annenberg's re-



In the press, Talk radio is the domain of brash anger and bizarrely conservative behavior that is generally disconnected from mainstream politics.



search, the print media seems to define Talk radio in terms of nationally syndicated personalities. While the surveyed newspapers gave thousands of mentions to such national personalities as Limbaugh, **G. Gordon Liddy**, and **Oliver North**, local hosts were largely invisible.

"Local talk hosts, broadcasting daily, appeared in their major local daily newspapers on much less than a weekly basis," the study found. "In fact, Limbaugh and Liddy received more attention in the *New York Times*, *Los Angeles Times*, and *Chicago Tribune* during the period examined than the local hosts did [in those cities]."

The only two local hosts to garner significant coverage from their hometown papers were former WABC/New York talker **Bob Grant**, who is now with crosstown WOR, and KABC/Los Angeles host **Michael Jackson**.

Negative Energy

Annenberg researchers discovered an "overpowering disposition" toward negative views of Talk radio in those articles that offered opinions about a particular host or show. Less than two percent of the articles reflected a positive attitude toward a host or show, and less than five percent offered a mix of positive and negative opinions. Said the survey report, "Whether the negative comments were directly from the writers of the articles or someone they quoted, readers could not help get the sense that the press was taking a thumbs-down attitude toward political Talk radio."



What didn't show up is that Talk radio also includes less volatile but perhaps more important contributions to political discourse being made by national and local hosts who cumulatively reach large numbers of people.



The Annenberg reports concluded that much of the print media's negative tone about Talk radio stems from the fact that print reporters view political talk as a homogeneous medium that is embodied by Limbaugh, Liddy, and Grant. Interestingly, the study found that the press makes a distinction between Limbaugh and the other two talkers. Limbaugh is viewed as a political celebrity, and his off-air activities accounted for many of the mentions he received



By focusing on moments in which talk radio may have mobilized citizens or influenced legislation - but not on those in which it failed to do so - articles on Talk radio may exaggerate [the format's] impact.

of the press comments about Talk radio controversies revolved around Liddy and 43% revolved around Grant — a combined total of 89%"

Most of these stories chastised Liddy and Grant for specific on-air comments, including Liddy's revelation that he used drawings of **Bill and Hillary Clinton** for target practice, and Grant's reference to former New York City Mayor **David Dinkins** as "the washroom attendant."

And the researchers observed: "The articles and editorials that noted Liddy's or Grant's disturbing comments tended to use the occasion to generalize their activities to the broader realm of Talk radio. Although writers sometimes used limiting phrases as 'hate radio,' they rarely pointed out that other, more moderate forms [of Talk radio] not only exist but are the norm ..."

"While problematic statements by Grant and Liddy made it into print over and over again, what didn't show up ... is that political Talk radio also includes less volatile but perhaps more important contributions to political discourse being made by national and local hosts who cumulatively reach large numbers of people.

"[T]he overpowering sense that came through in [media] comments about the effects and controversies of the programs was that for people who are not social and political conservatives, Talk radio is a scary, pernicious domain that

in the surveyed newspapers. Negative comments about him tended to be very general and focused on his alleged misstatements or use of scare tactics. Liddy and Grant, however, have become symbols of Talk radio's supposed extremism and outrageousness.

"In fact," the survey notes, "46%

Continued on Next Page

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ARTHUR SCHWARTZ

'Powerful, Pernicious And Homogeneous'

Continued from Page 27

is scaring up trouble."

The Annenberg researchers debunked that portrayal by monitoring 105 hours of the Rush Limbaugh Show and 150 hours of other talk programs. That content analysis revealed that the politically extreme and nasty comments that mainstream media portrays as typical of Talk radio aren't truly representative of the format. Similarly, the media's repeated references to the occasional success of talk show political crusades has created the false impression that the format is extremely powerful.

"By focusing on extreme moments of Talk radio without indicat-

ing how typical they are of the most widely heard shows, mainstream news may invite the inference that political talk is routinely uncivil at best, dangerous at worst.

By focusing on moments in which Talk radio may have mobilized citizens or influenced legislation — but not on those in which it failed to do so — articles on Talk radio may exaggerate [the format's] impact."

As evidence of the latter point, Annenberg notes that during a two week period in mid-March, a time of heated congressional debate, two Senatorial offices and two House of Representatives offices (one from each party) monitored their faxes, e-mail, phone calls, and letters for references to Talk radio, and found few.

Poisoning The Well?

The Annenberg researchers speculate that the bogus portrayal of Talk radio put forth by the print press may have had a significant impact on how people view both the Talk format and the mainstream media.

According to the report: "[The] mainstream media portrayal may account for the fact that non-listeners view political talk negatively."

Conversely, the researchers note: "The superficiality and negativity that we found in political radio's treatment by the print media may account in part for the Annenberg group's finding that audience members for talk shows have a higher degree of cynicism about the mainstream press than the population at large. Listeners to political Talk radio undoubtedly believe that their shows are a good bit more diverse and useful than the press depicts them. Ironically, then, print media coverage of political radio may well validate for listeners what conservative talk hosts such as Limbaugh say about the press — that it stacks the ideological deck against them. For these politically aware listeners, the mainstream print media may be reinforcing cynicism about the press through their reporting about political Talk radio."

TALK BACK TO R&R!

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

Call me at (202) 783-3822 or
e-mail: rnrdc@aol.com



GO KIMMER! GO KIMMER! — WGST/Atlanta PM driver Kim "The Kimmie" Peterson took his show to the streets during this year's edition of "Freaknik," the black college weekend. Peterson, keenly aware of his cultural shortcomings, invited comedian Fresh (c) to explain the African-American festival to him and Producer Mike Rose (r)

Talk Audience Profile: Big And Savvy

The Annenberg School's study of Talk radio included an extensive examination of the format's audience. Among its findings:

- Nearly one-fifth (18%) of the adult population reports listening to at least one call-in political Talk radio show at least twice a week. These listeners are distributed as follows: 4% listen regularly to **Rush Limbaugh** and at least one other host; 7% are regular listeners only to Limbaugh; another seven percent listen only to some other show (or shows). Of this last group, 2%-3% listen primarily to a conservative; 4%-5% to a moderate or liberal show.

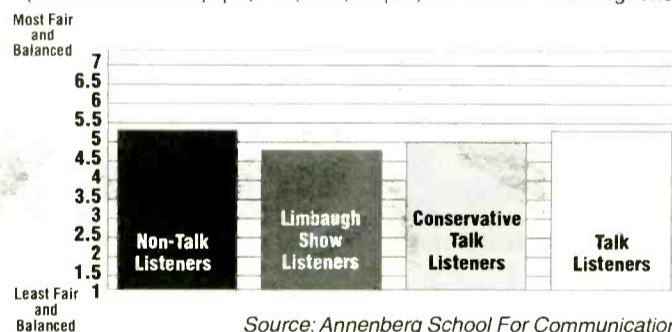
- Political Talk radio listeners are more likely than non-listeners to consume all news media other than TV news, to be more knowledgeable, and to be involved in political activities. This is true regardless of the ideology of the hosts of the programs to which they listen. In other words, Limbaugh's audience is no more or less knowledgeable or active than the audience for moderate/liberal or conservative Talk radio. However, listeners to conservative talk are more likely to vote than are listeners to Limbaugh or other liberal/moderate political Talk radio.

- Limbaugh's audience responds more positively to Republican leaders and more negatively to **Bill and Hillary Clinton** than any other group. Limbaugh's listeners are also more likely to oppose government regulation of business, to believe that corporations seek the public interest, and to be distrustful of government. This is consistent with the fact that Limbaugh focuses more on business and domestic politics than both the mainstream media and conservative and moderate/liberal talk shows.

- Political Talk radio listeners are more critical of the mainstream media than non-listeners. Limbaugh's listeners are more critical than the listeners of conservative or moderate/liberal talk. Consistent with this, Limbaugh listeners felt that the news media treated the alleged "Unabomber" more favorably than the alleged bomber of the Federal building in Oklahoma City. Since Limbaugh stressed the difference in treatment, this may be a framing effect. Alternatively, Limbaugh may have been reinforcing what the audience was already disposed to believe.

How Fair And Balanced Are The Media

(Index based on newspaper, PBS, NPR, C-Span, and national TV evening news)



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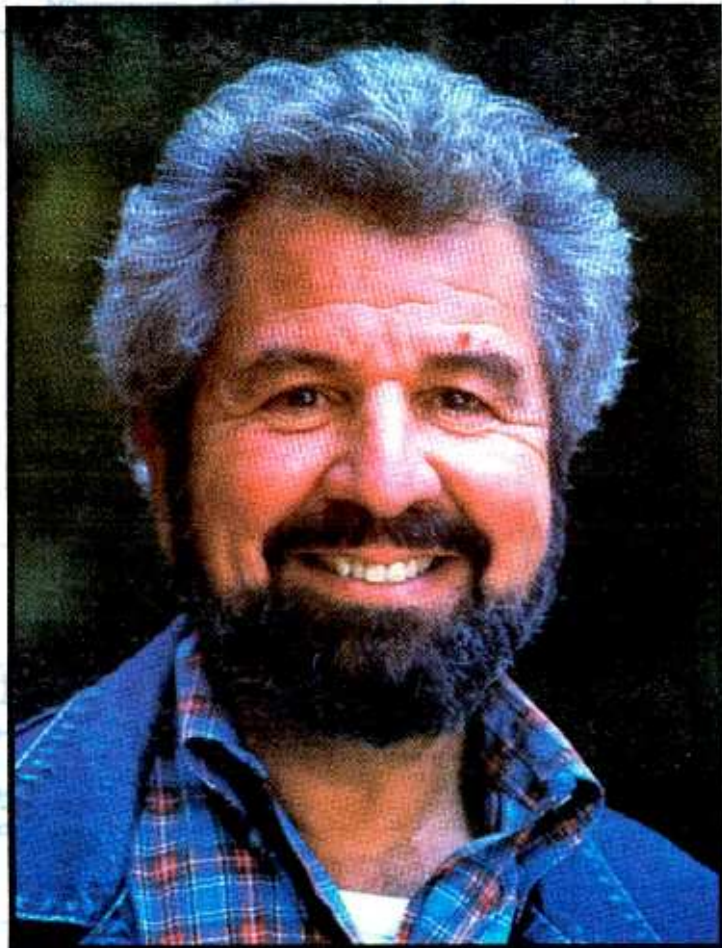


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TONY NOVIA

For Michelle Stevens, Market Size Doesn't Matter

□ Nassau Broadcasting's VP/Prog. points out the advantages of smaller stations

Throughout Michelle Stevens's nine-year tenure at WPST/Trenton, NJ, her tenacity propelled her up the corporate ladder. Her success as WPST PD proved her ability to guide a station and earned her the reputation as one of today's brightest programmers. With her most recent promotion as VP/Programming of Nassau Broadcasting's 12 stations, Stevens hopes to show she's up to the challenge.



Michelle Stevens

Working shoulder-to-shoulder with Nassau COO Joan Gerberding and Exec. VP Dan Henrickson, Stevens will tackle a variety of formats, including CHR, AC, Hot AC, Full-Service, News, and Country.

While today's larger companies are gobbling up major-market stations, Stevens is quick to boast about Nassau's strategy of creating a suburban market nestled between New York and Philadelphia.

"This is an extremely well-populated area with a strong income base," she says. "Nassau's goal is to educate advertisers to use one, some, or all of our stations to reach their New Jersey consumers. The total come between our network of stations equals half of the state's population. My job is to make all our stations the highest rated in their county, with the most listeners in their target demographic."

Use Your Guts

Under Stevens's guidance, WPST maintained double-digit 12+ ratings and top rankings 12+ and 18-34 book after book. Equally impressive is the

fact that she's never had callout research, perceptual studies, or a huge billboard/TV budget. "It's tough making decisions without them," she concedes. "But it's taught us a lot about decision-making and how to use instinct. It also makes network-

ing that much more important because we talk to people we know are smart. Having research would be great. It would vindicate our decisions ... or help us rethink them. To make music decisions, we rely on a combination of sales, gut, requests,

networking, and other stations' playlists."

She also attributes much of WPST's success to tapping into listeners' emotions. "We keep the station very exciting. Every element is evaluated on many factors. I constantly ask myself if the station sounds compelling to the target audience. I watch a lot of MTV for ideas and concepts. What made MTV stand out from other competitive programs is what went on between the videos. Promos, drop-ins, imaging, and sometimes self-deprecating humor create emotion and let you bond with listeners.

"Our business is driven by emotion. They say 95% of people make decisions based on emotion and justify them with facts. If that's true, 100% of listeners make decisions based on emotions. If you can hit their emotions in the right way, you'll win big time, especially if your other elements are focused. Don't play a drop just to play a drop. There should always be some kind of payoff."

Small vs. Large Markets
Recently at the Upper Midwest Conclave, the hot issue was the lack of tools and label support for non-reporting stations. Stevens suggests, "Your station's size isn't important because the listener doesn't know if you're a P1 or P2. They've never heard of that. They don't know if you have a budget or if the labels favor larger markets. All they know is what they hear. It is your job to create the most compelling product you can. You don't need to be in a larger market to have a great-sounding radio station. It's sad when I hear small-market stations that sound small. Why? Utilize the tools you have, and don't worry about the ones you don't.

"In many cases, small markets have the same problems large markets have. It's all in how you approach your job. If you're the PD, you have the control. You can make excuses, but there really aren't any. If your station doesn't sound right, you have the power to do something about it.

"There are a number of questions to ask: Is your music — currents, re-currents, and gold — focused for your target? Is the music being scheduled properly? What's going on between the records? Do your air talents know what's expected of them? Are they different, or does each sound like the same person all day? What features on your station make it compelling?"

Are there advantages to being in a smaller-market station? Stevens thinks so. "Sometimes being in a smaller market is an advantage because you can be more creative and get things on the air quicker without having to research every station element. Some things are very timely. If you're good at strategy and know what the market will accept, you can do some great things a lot quicker than someone in a large market. They have research and a political system to overcome and have to wait longer before getting something on the air."

If You Teach, They Will Learn

To create that large-market aura and sound, Stevens advises extensive staff development and training. "Talent development is critical on all levels. As a PD you have to be a leader, teacher, strategist, and motivator. You need to develop a staff that will drive your station."

Stevens cites WPST PD Dave McKay and Promotions Director Mike Kaplan as examples. "They both trained to learn their current positions while working in other positions at the station. One of my strengths is the ability to recognize up-and-coming talent and develop it. It's interesting to hear at conventions that there's a great lack of talent. I see a lot of new talent out there. They're real, natural, and creative, and many of them have a great sense of humor. They don't have the old bad habits and hang-ups that a lot of us might have from the old days."

One of the first places Stevens searches for fresh talent is the local colleges. "We have a lot of colleges around. If you find people with talent, drive, and passion, you can teach them anything — it will pay off. We



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Your station's size isn't important because the listener doesn't know if you're a P1 or P2. It's sad when I hear small-market stations that sound small. Utilize the tools you have, and don't worry about the ones you don't.

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have to do that because we can't pay what the top talents command."

Stevens also recommends looking inside your own building when filling an open position. "When we were looking for a morning co-host, we listened to hundreds of tapes, but ended up filling the position with Chris Rollins from our Continuity department. She makes people laugh in a natural way and always comes up with a great line without meaning to. These are the kinds of people we need to train to be on the radio. The listeners really relate to her. Finding her was a real coup."

In the Spring '96 Arbitron, CHR is on fire while Alternative stations are suffering. WPST continues to use an Alternative lean, but not without daily scrutiny from Stevens. She credits former PD Dave Hoeffel for tapping into the alternative trend long before it hit. "He set the tone for the station. When I took over, I continued moving in that direction.

"Trenton is a very progressive market, but we keep it balanced. We don't want to sound like KROQ/L.A. because we're not going after males. So we'll play Alanis Morissette, Hootie & The Blowfish, Joan Osborne, Jewel, Blues Traveler — pop records that keep us balanced. This way we've remained hip, but accessible. When we reached double-digits, we were

leaning progressive but still played Real McCoy, Culture Beat, and Ace Of Base."

Programming To The Market

As WPST moved away from rhythmic hits, its ratings declined. That's when Stevens discovered the more the station focused on alternative music, the more it diminished the broad audience reach. "We're still number one in our target 18-34 and 18-49," Stevens says. "But we could be back at a 10 share if we broaden things a bit. I've start-

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If you lean too far Alternative, you'll be missing a lot of hits. You end up playing many mid-charting records because they fit the format. Eventually the station won't be musically compelling.

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ed playing Eric Clapton's 'Change The World.' I don't care if the industry looks and says, 'What's going on at WPST, they're such a focused, hip radio station?' We're going to program to the market. If people want to hear this song, we'll program it so it doesn't stick out like a sore thumb."

Like many other CHR programmers, Stevens discovered going overboard with any one type of music can hurt the ratings. She adds, "If you lean too far Alternative, you'll be missing a lot of hits. You end up playing many mid-charting records because they fit the format. Eventually the station won't be musically compelling. That's the problem many Alternative-leaning stations are facing today."

As for her future, don't look for her to pack her bags anytime soon. While Stevens has received numerous job offers, she's very happy with Nassau. "Earlier in my career I was driven by a desire to be in larger markets. But as time went by, I recognized I was in a great situation. I like the environment. For me there's a price tag on happiness and stability. I've grown with the company, and they've given back to me as well. I don't want to move around every two years. I like knowing where I'm going to sleep every night."

CHR Asst. Editor Paul Colbert contributed to this column.

WPST/Trenton Sample Hour

Here's what you'd hear on a typical WPST midday hour:

NO DOUBT Spiderwebs
GIN BLOSSOMS Found Out About You
DONNA LEWIS I Love You Always Forever
BLUES TRAVELER Run-Around
PEARL JAM Who You Are Stopset
OASIS Don't Look Back In Anger
JESUS JONES Right Here, Right Now
ERIC CLAPTON Change The World
DOG'S EYE VIEW Everything Falls Apart
Stopset
GARBAGE Stupid Girl
DAVE MATTHEWS BAND Ants Marching
ALANIS MORISSETTE Head Over Feet
HOOTIE & THE BLOWFISH Only Wanna Be With You



CHR/POP TOP 50

AUGUST 23, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	2	1	1	DONNA LEWIS I Love You Always Forever (Atlantic) 6233 6061 5657 5198 125/0					
1	1	2	2	ALANIS MORISSETTE You Learn (Maverick/Reprise) 5653 5990 6091 6257 122/0					
6	4	4	3	ERIC CLAPTON Change The World (Reprise) 4733 4439 4354 4127 119/0					
3	3	3	4	JEWEL Who Will Save Your Soul (Atlantic) 4725 4845 4879 4764 115/0					
12	10	8	5	TONI BRAXTON You're Makin' Me High (LaFace/Arista) 3820 3632 3499 3181 101/1					
10	9	7	6	DISHWALLA Counting Blue Cars (A&M) 3782 3689 3512 3349 116/0					
8	6	6	7	MARIAH CAREY Forever (Columbia) 3471 3735 3805 3573 101/0					
4	5	5	8	TRACY CHAPMAN Give Me One Reason (Elektra/EEG) 3312 3748 4266 4451 103/1					
19	15	12	9	PRIMITIVE RADIO GODS Standing Outside... (Ergo/Columbia) 3296 3069 2673 2286 116/0					
11	11	10	10	LOS DEL RIO/BAYSIDE BOYS MIX Macarena (RCA) 3164 3279 3331 3308 93/0					
7	8	9	11	NATALIE MERCHANT Jealousy (Elektra/EEG) 3149 3502 3752 3956 98/0					
16	14	14	12	HOOTIE & THE BLOWFISH Tucker's Town (Atlantic) 3033 3029 2887 2519 112/2					
23	19	17	13	NO MERCY Where Do You Go (Arista) 2915 2500 2218 1989 105/8					
13	12	13	14	JANN ARDEN Insensitive (A&M) 2854 3054 3107 3050 83/1					
5	7	11	15	FUGEES Killing Me Softly (Ruffhouse/Columbia) 2626 3175 3793 4218 84/0					
9	13	15	16	LA BOUCHE Sweet Dreams (RCA) 2423 2675 2934 3498 81/0					
15	16	16	17	MAXI PRIEST /SHAGGY That Girl (Virgin) 2386 2567 2671 2620 89/2					
25	23	20	18	QUAD CITY DJ'S C'mon 'N Ride It... (Quadra Sound/Big Beat/Arista) 2307 2169 2022 1887 97/5					
14	17	19	19	COLOR ME BADD The Earth, The Sun, The Rain (Giant/WB) 2254 2307 2630 2987 74/1					
21	18	18	20	BADLEES Angeline Is Coming Home (Polydor/A&M) 2165 2399 2346 2167 81/1					
BREAKER			21	CRANBERRIES Free To Decide (Island) 2114 1997 1759 1586 104/5					
33	28	26	22	MELISSA ETHERIDGE Nowhere To Go (Island) 1983 1846 1606 1364 97/0					
27	25	23	23	TONY RICH PROJECT Like A Woman (LaFace/Arista) 1975 1996 1861 1749 82/0					
—	40	30	24	JOHN MELLENCAMP Key West Intermezzo (I Saw...) (Mercury) 1943 1627 1029 183 95/6					
—	47	38	25	CELINE DION It's All Coming Back To Me Now (550 Music) 1878 1388 794 60 99/9					
39	36	34	26	NO DOUBT Spiderwebs (Trauma/Interscope) 1797 1542 1213 1014 93/11					
31	29	28	27	BLUES TRAVELER But Anyway (A&M) 1791 1746 1565 1387 88/3					
36	33	29	28	TOM PETTY & THE HEARTBREAKERS Walls (Warner Bros.) 1790 1699 1453 1249 96/1					
37	35	33	29	R. KELLY I Can't Sleep Baby (If I) (Jive) 1734 1562 1387 1225 77/8					
34	31	31	30	GARBAGE Stupid Girl (Almo Sounds/Geffen) 1731 1600 1510 1362 99/5					
20	21	21	31	BONE THUGS-N-HARMONY Tha Crossroads (Ruthless/Relativity) 1687 2130 2185 2180 73/0					
17	20	25	32	CELINE DION Because You Loved Me (550 Music) 1669 1873 2186 2516 68/1					
32	32	32	33	DAVE MATTHEWS BAND So Much To Say (RCA) 1666 1596 1504 1383 87/2					
46	38	39	34	KEITH SWEAT Twisted (Elektra/EEG) 1633 1336 1137 856 70/10					
22	22	24	35	BLESSID UNION OF SOULS All Along (EMI) 1477 1928 2150 2116 60/0					
43	37	40	36	GIN BLOSSOMS As Long As It Matters (A&M) 1381 1288 1158 963 73/2					
18	24	27	37	OASIS Champagne Supernova (Epic) 1299 1792 1958 2306 54/0					
24	27	36	38	MARIAH CAREY Always Be My Baby (Columbia) 1255 1519 1646 1888 57/0					
—	—	46	39	BRYAN ADAMS Let's Make A Night To Remember (A&M) 1233 828 80 31 79/9					
29	34	37	40	DOG'S EYE VIEW Everything Falls Apart (Columbia) 1223 1449 1431 1566 55/1					
—	49	41	41	OASIS Don't Look Back In Anger (Epic) 1082 980 743 556 73/5					
48	48	42	42	BUTTHOLE SURFERS Pepper (Capitol) 949 901 776 758 64/3					
—	—	47	43	GHOST TOWN DJ'S My Boo (So So Def/Columbia) 882 781 474 391 44/5					
—	—	50	44	WALLFLOWERS 6th Avenue Heartache (Interscope) 872 679 510 358 61/8					
45	44	43	45	NEW EDITION Hit Me Off (MCA) 783 876 881 869 55/0					
DEBUT			46	PATTI ROTHBERG Inside (EMI) 775 675 402 178 64/12					
30	39	44	47	ROBERT MILES Children (Arista) 758 865 1060 1463 38/2					
42	45	48	48	NIXONS Sister (MCA) 672 747 848 969 30/0					
44	43	45	49	SMASHING PUMPKINS Tonight, Tonight (Virgin) 655 856 899 923 38/2					
DEBUT			50	NADA SURF Popular (Elektra/EEG) 642 523 288 176 56/4					

This chart reflects airplay from August 12-18. Songs ranked by total plays. Highlighted songs indicate Breaker. 130 CHR/Pop reporters. 126 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1996, R&R Inc.

BREAKERS®

CRANBERRIES
Free To Decide (Island)

TOTAL PLAYS/INCREASE: 2114/117
TOTAL STATIONS/ADDS: 104/5
CHART: 21

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
AMANDA MARSHALL Birmingham (Epic)	47
WILD ORCHID At Night I Pray (RCA)	42
TRACY CHAPMAN New Beginning (Elektra/EEG)	33
MERRIL BAINBRIDGE Mouth (Universal)	28
MAXWELL Ascension (Don't Ever Wonder) (Columbia)	16
PATTI ROTHBERG Inside (EMI)	12
NO DOUBT Spiderwebs (Trauma/Interscope)	11
KEITH SWEAT Twisted (Elektra/EEG)	10
BRYAN ADAMS Let's Make A Night To Remember (A&M)	9
CELINE DION It's All Coming Back To Me Now (550 Music)	9

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CELINE DION It's All Coming Back To Me Now (550 Music)	+490
MERRIL BAINBRIDGE Mouth (Universal)	+437
NO MERCY Where Do You Go (Arista)	+415
BRYAN ADAMS Let's Make A Night To Remember (A&M)	+405
JOHN MELLENCAMP Key West Intermezzo... (Mercury)	+316
KEITH SWEAT Twisted (Elektra/EEG)	+297
ERIC CLAPTON Change The World (Reprise)	+294
NO DOUBT Spiderwebs (Trauma/Interscope)	+255
BRANDY/TAMIA/KNIGHT/KHAN Missing You (EastWest/EEG)	+230
PRIMITIVE RADIO GODS Standing... (Ergo/Columbia)	+227

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ALANIS MORISSETTE Ironic (Maverick/Reprise)	+490
TONY RICH PROJECT Nobody Knows (LaFace/Arista)	+437
EVERYTHING BUT THE GIRL Missing (Atlantic)	+415
LA BOUCHE Be My Lover (RCA)	+405
BRANDY Sittin' Up In My Room (Arista)	+316
GIN BLOSSOMS Follow You Down (A&M)	+297
SMASHING PUMPKINS 1979 (Virgin)	+294
COLLECTIVE SOUL The World I Know (Atlantic)	+255
NATALIE MERCHANT Wonder (Elektra/EEG)	+230
GOO GOO DOLLS Name (Metal Blade/WB)	+227

Breakers: Songs registering 2000 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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EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES AUGUST 23, 1996

CALLOUT AMERICA® song selection is based on the top titles from the R&R CHR/Pop chart for the airplay week of July 29-August 4.

CHR/POP

ARTIST TITLE LABEL(S)	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL% FAMILIARITY	TOTAL% BURN
	TW	LW	2W	3W		
ALANIS MORISSETTE You Learn (<i>Maverick/Reprise</i>)	3.99	3.99	4.00	4.01	92.5%	30.3%
NO DOUBT Spiderwebs (<i>Trauma/Interscope</i>)	3.96	3.93	4.00	4.06	42.0%	7.8%
FUGEES Killing Me Softly (<i>Ruffhouse/Columbia</i>)	3.90	3.85	3.91	3.97	96.3%	31.8%
KEITH SWEAT Twisted (<i>Elektra/EEG</i>)	3.84	3.86	—	—	39.3%	6.3%
BONE THUGS-N-HARMONY Tha Crossroads (<i>Ruthless/Relativity</i>)	3.81	3.93	3.96	3.96	64.0%	21.8%
R. KELLY I Can't Sleep Baby (If I) (<i>Jive</i>)	3.79	3.94	3.90	3.88	53.0%	11.8%
DONNA LEWIS I Love You Always Forever (<i>Atlantic</i>)	3.78	3.79	3.95	3.70	70.0%	13.8%
ERIC CLAPTON Change The World (<i>Reprise</i>)	3.78	3.61	3.73	3.69	62.0%	15.0%
JEWEL Who Will Save Your Soul (<i>Atlantic</i>)	3.68	3.73	3.84	3.87	81.0%	25.0%
LOS DEL RIO/BAYSIDE BOYS MIX Macarena (<i>RCA</i>)	3.61	3.53	3.75	3.58	91.3%	38.5%
OASIS Champagne Supernova (<i>Epic</i>)	3.61	3.62	3.76	3.82	70.8%	22.0%
PRIMITIVE RADIO GODS Standing Outside... (<i>Ergo/Columbia</i>)	3.61	3.62	3.68	3.73	58.8%	12.8%
COLOR ME BADD The Earth, The Sun, The Rain (<i>Giant</i>)	3.57	3.62	3.74	3.61	59.5%	17.8%
TONI BRAXTON You're Makin' Me High (<i>LaFace/Arista</i>)	3.57	3.65	3.59	3.66	69.5%	18.8%
MARIAH CAREY Forever (<i>Columbia</i>)	3.52	3.64	3.49	3.56	80.8%	26.8%
BUTTHOLE SURFERS Pepper (<i>Capitol</i>)	3.51	3.71	—	—	49.5%	10.5%
DISHWALLA Counting Blue Cars (<i>A&M</i>)	3.48	3.52	3.71	3.58	71.0%	20.8%
QUAD CITY DJ'S C'mon 'N Ride It... (<i>Quadra Sound/Big Beat/Atlantic</i>)	3.47	3.73	3.72	3.63	57.8%	20.0%
TONY RICH PROJECT Like A Woman (<i>LaFace/Arista</i>)	3.43	3.33	—	—	25.8%	5.5%
CRANBERRIES Free To Decide (<i>Island</i>)	3.42	3.51	—	—	48.5%	13.0%
NATALIE MERCHANT Jealousy (<i>Elektra/EEG</i>)	3.42	3.49	3.39	3.62	70.8%	23.3%
BLUES TRAVELER But Anyway (<i>A&M</i>)	3.35	—	—	—	30.8%	8.5%
MAXI PRIEST F/SHAGGY That Girl (<i>Virgin</i>)	3.34	3.38	3.44	3.34	64.0%	16.8%
BLESSID UNION OF SOULS All Along (<i>EMI</i>)	3.30	3.27	3.30	3.22	50.3%	13.0%
LA BOUCHE Sweet Dreams (<i>RCA</i>)	3.28	3.21	3.41	3.43	86.0%	35.0%
HOOTIE & THE BLOWFISH Tucker's Town (<i>Atlantic</i>)	3.25	3.20	3.27	3.34	76.3%	30.5%
NO MERCY Where Do You Go (<i>Arista</i>)	3.25	3.16	3.32	3.42	49.5%	13.8%
MELISSA ETHERIDGE Nowhere To Go (<i>Island</i>)	3.17	—	—	—	25.8%	4.5%
BADLEES Angeline Is Coming Home (<i>Polydor/A&M</i>)	2.89	3.05	3.30	3.53	22.0%	7.0%

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, Washington. **SOUTH:** Atlanta, Charlotte, Dallas, Houston, Miami, New Orleans, Norfolk, Orlando, Tampa. **MIDWEST:** Cincinnati, Cleveland, Columbus, Indianapolis, Kansas City, Minneapolis, St. Louis. **WEST:** Denver, Los Angeles, Phoenix, Portland, Salt Lake City, San Diego. Songs are removed from Callout America after 20 weeks of testing. © 1996, R&R Inc.

CALLOUT AMERICA® Hot Scores

By Kevin McCabe

It's no coincidence that the top-testing songs in Callout America come from America's top-selling albums. Alanis Morissette, No Doubt, Fugees, Keith Sweat, Bone Thugs-N-Harmony, and more are top-ranked both in national sales and on Callout America — the industry's only national survey of radio listeners' tastes.

Opinions often vary about callout research methodology and interpretation. From the outset of Callout America 18 months ago, we have observed that radio and record company executives utilize the data differently. One point often reiterated is the need for sufficient familiarity before making final judgment on a song's performance. An overall familiarity of 60% or higher is the absolute minimum recommended. Additionally, it's imperative not to judge songs based on one or two weeks of data. Callout, like other forms of research, requires a multiple consecutive-week trend.

"Spiderwebs" by No Doubt (*Trauma/Interscope*) shows continued growth as a Callout America Hit Potential extra. It ranks No. 2 overall with a 3.96 average favorability estimate. "Spiderwebs" is No. 6 in airplay at WHYZ/New York, No. 8 at WDCG/Raleigh, and No. 13 at WXXL/Orlando.

"Change The World" by Eric Clapton (*Reprise*) ranks No. 8 with a 3.78 average favorability estimate. It scores a 3.90 among women 18-24 and also performs nicely in the Midwest region with a 3.86. "Change" is in power rotation at WSTR/Atlanta (55 plays) and WPRO/Providence (59 plays).

If you'd more detailed Callout America information — including regional and demographic breakdowns, please call (310) 788-1695 or (310) 788-1648.

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POP/ALTERNATIVE TOP 20

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
1	1	ALANIS MORISSETTE You Learn (Maverick/Reprise)	6032	6401	142/0
2	2	PRIMITIVE RADIO GODS Standing... (Ergo/Columbia)	5759	5706	196/1
3	3	JEWEL Who Will Save Your Soul (Atlantic)	5222	5422	142/0
4	4	DISHWALLA Counting Blue Cars (A&M)	4772	4634	161/0
5	5	GARBAGE Stupid Girl (Almo Sounds/Geffen)	4038	4058	176/5
7	6	CRANBERRIES Free To Decide (Island)	3678	3765	177/5
9	7	NO DOUBT Spiderwebs (Trauma/Interscope)	3538	3462	155/11
6	8	TRACY CHAPMAN Give Me One Reason (Elektra/EEG)	3444	3863	110/1
10	9	BUTTHOLE SURFERS Pepper (Capitol)	3285	3395	143/3
8	10	NATALIE MERCHANT Jealousy (Elektra/EEG)	3268	3531	105/0
11	11	BLUES TRAVELER But Anyway (A&M)	3251	3156	153/3
12	12	DAVE MATTHEWS BAND So Much To Say (RCA)	3112	3099	154/2
13	13	BECK Where It's At (DGC/Geffen)	2708	2756	109/4
14	14	PEARL JAM Who You Are (Epic)	2688	2722	96/0
19	15	311 Down (Capricorn/Mercury)	2382	2322	95/0
17	16	NADA SURF Popular (Elektra/EEG)	2354	2386	141/4
—	17	WALLFLOWERS 6th Avenue Heartache (Interscope)	2330	1998	137/15
20	18	SOUNDGARDEN Burden In My Hand (A&M)	2302	2270	81/0
15	19	SMASHING PUMPKINS Tonight, Tonight (Virgin)	2254	2682	98/2
16	20	OASIS Don't Look Back In Anger (Epic)	2207	2402	120/5

This chart reflects airplay from August 12-18. Songs ranked by total plays. 130 CHR/Pop reporters and 91 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.



BRINGING HOME THE GOLD — The WFLZ/Tampa morning crew was treated to a visit by Gold Medal-winning swimmer Brooke Bennett (second from right), who lives in nearby Plant City. Boisterous but less buoyant are (l-r) WFLZ's Jason, M.J., and B.J.



PASSES O' PLENTY — KMXV/Kansas City morning show producer Just Plain Dave (l) compared backstage passes with 1976 Gold Medalist Bruce Jenner during the station's Olympics broadcast.

NEW & ACTIVE

AMBER This Is Your Night (Tommy Boy) Total Plays: 637, Total Stations: 26, Adds: 2	BECK Where It's At (DGC/Geffen) Total Plays: 385, Total Stations: 25, Adds: 4
BRANDY, TAMIA, KNIGHT, KHAN Missing You (EastWest/EEG) Total Plays: 620, Total Stations: 45, Adds: 3	VOICE OF THE BEEHIVE So Hard (Discovery) Total Plays: 351, Total Stations: 29, Adds: 1
MERRIL BAINBRIDGE Mouth (Universal) Total Plays: 614, Total Stations: 65, Adds: 28	KATALINA DJ Girl (Thump) Total Plays: 272, Total Stations: 13, Adds: 1
WHITNEY HOUSTON Why Does It Hurt So Bad (Arista) Total Plays: 574, Total Stations: 53, Adds: 2	DOG'S EYE VIEW Small Wonders (Columbia) Total Plays: 266, Total Stations: 30, Adds: 6
GROOVE THEORY Baby Luv (Epic) Total Plays: 568, Total Stations: 31, Adds: 1	MAGNAPOP Open The Door (Priority) Total Plays: 241, Total Stations: 21, Adds: 0
FUGEES No Woman, No Cry (Ruffhouse/Columbia) Total Plays: 554, Total Stations: 17, Adds: 2	L.L. COOL J Loungin' (Def Jam/RAL/Mercury) Total Plays: 212, Total Stations: 24, Adds: 8
CRUSH Jellyhead (Robbins) Total Plays: 523, Total Stations: 20, Adds: 1	WHIGFIELD Close To You (Curb) Total Plays: 212, Total Stations: 17, Adds: 1
ALANIS MORISSETTE Head Over Feet (Maverick/Reprise) Total Plays: 463, Total Stations: 21, Adds: 6	GABRIELLE Give Me A Little More Time (Go!Discs/London) Total Plays: 212, Total Stations: 25, Adds: 7
GLORIA ESTEFAN You'll Be Mine (Party Time) (Epic) Total Plays: 438, Total Stations: 28, Adds: 1	GINUWINE Pony (550 Music) Total Plays: 161, Total Stations: 6, Adds: 0
ACE OF BASE Never Gonna Say I'm Sorry (Arista) Total Plays: 393, Total Stations: 14, Adds: 0	NATHAN MORRIS Wishes (Perspective/A&M) Total Plays: 159, Total Stations: 7, Adds: 0

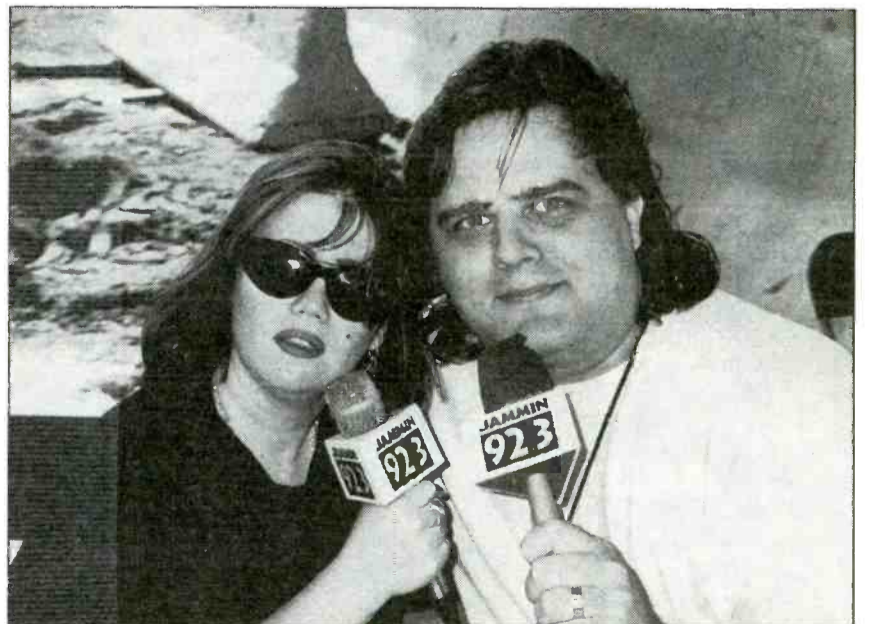
Songs ranked by total plays

SELECTED NEW RELEASES

Here are a few hot releases for the next couple of weeks. Some release dates are subject to change.

ADDS AUGUST 27

Color Me Badd	"Sexual Capacity" (Giant)
Sheryl Crow	"If It Makes You Happy" (A&M)
Salt-N-Pepa	"Champagne" (MCA)



HAPPY 200TH — Jann Arden (l) performed at WZJM (Jammin 92.3)/Cleveland's party for the city's Bicentennial, then spent a few moments with the station's MD Big Dave Eubanks.

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

Market #41: Kiss95.7 WKXS/Hartford (860) 524-7819 Jones/Vayda. Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE.

Market #44: The River 107.5 FM WRVW/Nashville (615) 664-2400 Quinn/Scooter. Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE.

Market #45: 98.7 WPKY WPKY/Rochester, NY (716) 454-2600 Ingram/Rice. Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE.

Market #49: 98.7 WDJX Today's BEST Music! WDJX/Louisville (502) 589-4800 Matthews/Rite. Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE.

Market #50: G 95 WDCG/Raleigh (919) 361-1051 Taylor. Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE.

Market #51: 910 KJYO/Oklahoma City (405) 840-5271 McCoy/Barreda. Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE.

Market #52: Z-93 WGTZ/Dayton (513) 294-5858 Kaplan/Corbett. Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE.

Market #53: WAVE-FM 95.1 WAVE/Jacksonville (904) 642-1055 Thomas/Mann. Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE.

Market #54: 96.7 KHFI KHFI/Austin (512) 474-9233 Roberts/Ventura. Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE.

Market #55: Mix 97.5 WMXO/Birmingham (205) 945-4646 Tyson/O'Brien. Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE.

Market #56: Q94 WRVQ/Richmond (804) 576-3200 McKay/Surf. Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE.

Market #57: FLY 92 WFLY/Albany, NY (518) 456-1146 Morgan/Williams. Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE.

Market #59: B 93.7 WFGC/Greenville, SC (864) 271-9200 Wagman/Harrison. Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE.

Market #60: All About K-HITS 106.9 FM KHHT/Tulsa (918) 492-2020 Rush. Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE.

Market #61: HOT 97.3 WBHT/Wilkes-Barre (717) 824-9000 Kelly/Ocean. Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE.



CHR/RHYTHMIC TOP 50

AUGUST 23, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	1 KEITH SWEAT Twisted (Elektra/EEG)	2206	2126	2057	2075	38/0
4	2	2	2	2 GHOST TOWN DJ'S My Boo (So So Def/Columbia)	1961	1879	1846	1762	37/0
3	3	3	3	TONI BRAXTON You're Makin' Me High (LaFace/Arista)	1766	1790	1823	1849	33/0
2	4	4	4	R. KELLY I Can't Sleep Baby (If I) (Jive)	1661	1783	1812	1865	35/0
11	7	5	5	5 L.L. COOL J Loungin (Def Jam/RAL/Mercury)	1309	1268	1183	995	34/0
21	14	10	6	6 DONNA LEWIS I Love You Always Forever (Atlantic)	1213	977	782	607	28/2
5	5	6	7	BONE THUGS-N-HARMONY Tha Crossroads (Ruthless/Relativity)	1131	1229	1374	1437	27/0
6	6	7	8	QUAD CITY DJ'S C'mon 'N Ride It... (Quadra Sound/Big Beat/Atlantic)	1049	1156	1204	1224	27/0
7	8	8	9	TOTAL Kissin' You (Bad Boy/Arista)	989	1045	1175	1173	26/0
9	11	11	10	10 MONICA Why I Love You So Much (Rowdy/Arista)	985	969	958	1004	23/0
12	10	12	11	NAS If I Ruled The World (Columbia)	952	963	962	912	31/2
13	13	13	12	GROOVE THEORY Baby Luv (Epic)	875	898	879	880	23/0
8	9	9	13	CASE /FOXXY BROWN Touch Me Tease Me (Def Jam/RAL/Mercury)	831	986	1081	1100	20/0
24	21	17	14	14 NO MERCY Where Do You Go (Arista)	760	672	581	550	21/1
10	12	14	15	NEW EDITION Hit Me Off (MCA)	746	850	954	1003	26/0
17	15	15	16	LOS DEL RIO/BAYSIDE BOYS MIX Macarena (RCA)	733	806	758	681	18/0
16	16	16	17	MONTELL JORDAN I Like (Def Jam/RAL/Mercury)	719	711	751	681	19/0
26	22	19	18	18 JOCELYN ENRIQUEZ Do You Miss Me (Classified)	658	657	555	510	18/3
33	31	21	19	19 SHADES Tell Me (I'll Be Around) (Motown)	634	574	421	367	23/2
14	19	22	20	20 FUGEES Killing Me Softly (Ruffhouse/Columbia)	597	565	641	810	18/1
—	45	26	21	21 AALIYAH If Your Girl Only Knew (BlackGround/Atlantic)	594	523	236	101	21/2
18	17	18	22	MARIAH CAREY Forever (Columbia)	588	668	689	661	21/1
BREAKER			23	23 AZ YET Last Night (LaFace/Arista)	583	477	255	126	25/6
30	28	24	24	AMBER This Is Your Night (Tommy Boy)	544	552	480	429	16/0
29	27	23	25	LINA SANTIAGO Just Because I Love You (Groove Nation/Universal)	502	559	487	453	18/1
15	18	20	26	MAXI PRIEST I/SHAGGY That Girl (Virgin)	499	576	669	734	17/0
32	32	30	27	27 112 Only You (Bad Boy/Arista)	465	426	373	395	13/3
40	33	31	28	28 GINUWINE Pony (550 Music)	462	425	357	274	17/1
22	24	28	29	SWV You're The One (RCA)	402	475	531	577	11/0
28	30	32	30	2PAC How Do U Want It (Death Row/Interscope)	381	422	440	467	14/0
23	20	29	31	TONY RICH PROJECT Like A Woman (LaFace/Arista)	372	443	605	562	15/0
48	—	43	32	32 SWV Use Your Heart (RCA)	336	272	214	210	17/0
20	23	33	33	CELINE DION Because You Loved Me (550 Music)	335	420	542	632	10/0
25	26	35	34	COLOR ME BADD The Earth, The Sun, The Rain (Giant/WB)	315	328	511	549	8/0
—	—	47	35	35 WARREN G What's Love Got To Do With It (Interscope)	314	254	134	3	19/3
—	39	37	36	RICKY MARTIN Maria (Sony Latin)	295	297	276	186	7/0
—	—	46	37	37 BRANDY, TAMIA, KNIGHT, KHAN Missing You (EastWest/EEG)	286	260	175	35	23/3
DEBUT			38	38 MCSC Dream Girl (CME)	271	198	140	85	11/0
DEBUT			39	39 2 LIVE CREW Shake A Lil' Something (Lil' Joe)	271	157	139	84	10/3
43	44	36	40	MISTA Blackberry Molasses (EastWest/EEG)	270	299	245	265	14/0
49	—	44	41	41 BAYSIDE BOYS Caliente (Lava/Atlantic)	270	269	223	197	13/0
35	37	38	42	ALANIS MORISSETTE Ironic (Maverick/Reprise)	265	290	278	360	7/0
—	—	48	43	43 SIR MIX-A-LOT Jump On It (American/Reprise)	264	229	148	142	14/0
44	38	42	44	WHITNEY HOUSTON Why Does It Hurt So Bad (Arista)	261	272	277	260	17/1
50	49	—	45	45 GINA THOMPSON The Things That You Do (Mercury)	255	189	230	188	14/3
27	29	34	46	JODECI Get On Up (Uptown/MCA)	254	333	458	494	8/0
DEBUT			47	47 OUTKAST Elevators (LaFace/Arista)	251	178	184	184	12/3
46	36	39	48	3T Why (MJJ/550 Music)	250	288	302	222	13/0
41	41	41	49	ALANIS MORISSETTE You Learn (Maverick/Reprise)	245	273	266	268	5/0
DEBUT			50	50 DRU HILL Tell Me (Island)	237	187	86	27	18/2

This chart reflects airplay from August 12-18. Songs ranked by total plays. Highlighted songs indicate Breaker.

39 CHR/Rhythmic reporters. 37 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1996, R&R Inc.

BREAKERS®

AZ YET

Last Night (LaFace/Arista)

TOTAL PLAYS/INCREASE
583/106

TOTAL STATIONS/ADDS
25/6

CHART
23

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
BLACKSTREET No Diggity (Interscope)	8
WILD ORCHID At Night I Pray (RCA)	8
702 Steelo (Motown)	7
ORGANIZED NOIZE Set It Off (EastWest/EEG)	7
AZ YET Last Night (LaFace/Arista)	6
ROBERT MILES One And One (Arista)	4
BRANDY/TAMIA/KNIGHT/KHAN Missing You (EastWest/EEG)	3
JOCELYN ENRIQUEZ Do You Miss Me (Classified)	3
WARREN G What's Love Got To Do With It (Interscope)	3
GABRIELLE Give Me A Little More... (Go!Discs/London/Island)	3
112 Only You (Bad Boy/Arista)	3
OUTKAST Elevators (LaFace/Arista)	3
GINA THOMPSON The Things That You Do (Mercury)	3
2 LIVE CREW Shake A Lil' Something (Lil' Joe)	3
LUTHER VANDROSS Your Secret Love (LV/Epic)	3
YOUNG M.C. Get Your Boogie On (Local)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DONNA LEWIS I Love You Always Forever (Atlantic)	+236
2 LIVE CREW Shake A Lil' Something (Lil' Joe)	+114
AZ YET Last Night (LaFace/Arista)	+106
NO MERCY Where Do You Go (Arista)	+88
GHOST TOWN DJ'S My Boo (So So Def/Columbia)	+82
KEITH SWEAT Twisted (Elektra/EEG)	+80
CHARM FARM Superstar (PRA)	+74
MCSC Dream Girl (CME)	+73
OUTKAST Elevators (LaFace/Arista)	+73
AALIYAH If Your Girl Only Knew (BlackGround/Atlantic)	+71

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
MARIAH CAREY Always Be My Baby (Columbia)
BRANDY Sittin' Up In My Room (Arista)
EVERYTHING BUT THE GIRL Missing (Atlantic)
MARY J. BLIGE Not Gon' Cry (Arista)
TONY RICH PROJECT Nobody Knows (LaFace/Arista)
MARIAH CAREY Fantasy (Columbia)
COOLIO 1,2,3,4 (Sumpin' New) (Tommy Boy)
LA BOUCHE Sweet Dreams (RCA)
GROOVE THEORY Tell Me (Epic)
2PAC I/DR. DRE California Love (Death Row/Interscope)

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.

Michael Martin is FLIPping!



WORK

HIP HOP TOP 20

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
2	1	L.L. COOL J Loungin (Def Jam/RAL/Mercury)	2920	2797	107/2
3	2	NAS If I Ruled The World (Columbia)	2746	2758	105/2
1	3	CASE F/FOXXY BROWN Touch Me... (Def Jam/RAL/Mercury)	2515	3186	74/0
4	4	MONTELL JORDAN I Like (Def Jam/RAL/Mercury)	2029	2669	72/0
5	5	BONE THUGS-N-HARMONY Tha Crossroads (Ruthless/Relativity)	1545	1744	48/0
6	6	OUTKAST Elevators (LaFace/Arista)	1483	1367	77/3
7	7	QUAD CITY DJ'S C'mon... (Quadra Sound/Big Beat/Atlantic)	1222	1347	37/1
10	8	A+ All I See (Kedar/Universal)	1115	1027	75/2
9	9	MC LYTE Everyday (EastWest/EEG)	1047	1042	77/0
8	10	2PAC How Do U Want It (Death Row/Interscope)	978	1236	45/0
12	11	WARREN G What's Love Got To Do With It (Interscope)	960	743	81/4
11	12	FUGEES Killing Me Softly (Ruffhouse/Columbia)	942	980	39/1
—	13	DO OR DIE Po' Pimp (Rap-A-Lot)	696	382	58/8
16	14	LOST BOYZ Music Makes Me High (Universal)	661	629	59/3
14	15	RAPPIN' 4-TAY A Lil' Some'em Some'em (Rag Top/EMI)	621	643	51/1
19	16	JAY-Z W/MARY J. BLIGE Can't Knock... (Roc-A-Fella/Priority)	581	523	52/3
15	17	CRUCIAL CONFLICT Hay (Pallas/Universal)	558	630	32/0
20	18	GETO BOYS Geto Fantasy (Rap-A-Lot/Noo Trybe)	510	512	46/0
18	19	FUGEES Ready Or Not (Ruffhouse/Columbia)	479	532	26/3
—	20	SIR MIX-A-LOT Jump On It (American/Reprise)	478	404	43/3

This chart reflects airplay from August 12-18. Songs ranked by total plays. 39 CHR/Rhythmic reporters and 82 Urban reporters combine from the Custom Chart function on R&R ONLINE. Rap titles are manually extrapolated. For complete reporter lists refer to Rhythmic and Urban sections. © 1996, R&R Inc.

NEW & ACTIVE

MAXWELL Ascension (Don't Ever Wonder) (Columbia)
Total Plays: 203, Total Stations: 14, Adds: 0

T-BOZ Touch Myself (Rowdy/Arista)
Total Plays: 199, Total Stations: 11, Adds: 1

BLACKSTREET No Diggity (Interscope)
Total Plays: 186, Total Stations: 14, Adds: 8

CECE PENISTON Movin' On (A&M)
Total Plays: 174, Total Stations: 12, Adds: 1

CHARM FARM Superstar (PRA/Mercury)
Total Plays: 161, Total Stations: 8, Adds: 2

QUAD CITY DJ'S Summer Jam (Quadra Sound/Big Beat/Atlantic)
Total Plays: 152, Total Stations: 4, Adds: 0

GLORIA ESTEFAN You'll Be Mine (Party Time) (Epic)
Total Plays: 129, Total Stations: 8, Adds: 2

LOST BOYZ Music Makes Me High (Universal)
Total Plays: 125, Total Stations: 6, Adds: 0

ERIC CLAPTON Change The World (Reprise)
Total Plays: 108, Total Stations: 2, Adds: 0

CELINE DION It's All Coming Back To Me Now (550 Music)
Total Plays: 105, Total Stations: 7, Adds: 2

DELINQUENT HABITS Lower Eastside (Loud/RCA)
Total Plays: 103, Total Stations: 5, Adds: 0

ACE OF BASE Never Gonna Say I'm Sorry (Arista)
Total Plays: 103, Total Stations: 4, Adds: 0

JAY-Z W/MARY J. BLIGE Can't Knock The Hustle (Roc-A-Fella/Priority)
Total Plays: 102, Total Stations: 3, Adds: 0

A+ All I See (Kedar/Universal)
Total Plays: 96, Total Stations: 6, Adds: 0

DRU DOWN Can You Feel Me (Relativity)
Total Plays: 96, Total Stations: 5, Adds: 0

702 Steelo (Motown)
Total Plays: 91, Total Stations: 9, Adds: 7

ARMAND VAN HELDEN Funk Phenomena (Import)
Total Plays: 88, Total Stations: 2, Adds: 0

LUTHER VANDROSS Your Secret Love (LV/Epic)
Total Plays: 85, Total Stations: 9, Adds: 3

DO OR DIE Po' Pimp (Rap-A-Lot)
Total Plays: 80, Total Stations: 4, Adds: 2

GABRIELLE Give Me A Little More Time (Go!Discs/London)
Total Plays: 76, Total Stations: 8, Adds: 3

Songs ranked by total plays

SELECTED NEW RELEASES

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

ADDS AUGUST 27

Color Me Badd "Sexual Capacity" (Giant)

D.B.A. Flip "It's Friday Night" (Work)

Shawnie Ranks "Goody Good Luv" (Select)

Salt-N-Pepa "Champagne" (MCA)

GABRIELLE
"Give me a little more time"
New At:
KZHT, KNNZ, WOCQ, KDGS
Already On:
KUBE 37x, KQMQ 15x,
WWKX 9x, WKTU 8x,
KDGS 5x

CHR/RHYTHMIC REPORTERS

Stations and their adds listed alphabetically by market

<p>KKSS/Albuquerque, NM Interim PD: Randy Savage MD: Jacques James GINA THOMPSON "Things" BRANDY TAMIA... "Missing" WILD ORCHID "Night" AZ YET "Last"</p>	<p>KJMN/Denver, CO PD: Mark Feather APD: Michael Hayes MD: John Diabassan DONNA LEWIS "Always" GINA THOMPSON "Things" BLACKSTREET "Diggity"</p>	<p>KQMQ/Honolulu, HI PD: Jamie Hyatt MD: Marc Fratley 29 STEVIE B "Celebratio" 10 CHARM FARM "Superstar" 9 ELISSA "Show" 9 SOUTHSYDE B.O.I.Z. "Ready" 6 NO MERCY "Where"</p>	<p>KPWR/Los Angeles, CA PD: Michelle Mercer APD/MD: Bruce St. James BONE THUGS-N-HARMONY "Days"</p>	<p>WQHT/New York, NY PD: Steve Smith APD/MD: Tracy Cioherly 23 OUTKAST "Elevators" 17 T-BOZ "Touch" 16 RZA & METHOD MAN "Wu-Wear"</p>	<p>WJJS/Roanoke, VA PD: David Lee Michaels MD: Melissa Morgan BLACKSTREET "Diggity" WHITNEY HOUSTON "Hurt" AZ YET "Last" JOCELYN ENRIQUEZ "Miss"</p>	<p>XHTZ/San Diego, CA MD/MD: Lisa Vazquez APD/MD: Jeff Nelson 16 2 LIVE CREW "Shaka" 7 WHO RIDAS "Shot" 5 ISLEY BROTHERS "Floatin" 3 BLACKSTREET "Diggity" 702 "Steelo"</p>	<p>KWIN/Stockton, CA PD: Steve Wall MD: C.K. 19 SHADES "Tell" 16 ROBERT MILES "One" 12 FOR REAL "Like" 11 BLACKSTREET "Diggity" 8 ORGANIZED NOIZE "Set" 8 WILD ORCHID "Night" 8 CHARM FARM "Superstar" 7 LUTHER VANDROSS "Secret" GLORIA ESTEFAN "Mine"</p>
<p>KIOX/Bakersfield, CA PD: Chris Squires MD: Tony Ribbons JOCELYN ENRIQUEZ "Miss" LINA SANTIAGO "Because"</p>	<p>KQKS/Denver, CO PD: Cindy Rose APD: Ricky D. No Adds</p>	<p>KBXX/Houston, TX PD: Rob Scarpio MD: Greg Head 7 DRU HILL "Tell"</p>	<p>WPOW/Miami, FL PD: Kid Curry Interim MD: Phil Jones 15 GINUWINE "Pony" 13 MIGHTY DUB KATS "Magic" 13 NATHAN MORRIS "Wishes"</p>	<p>KCAQ/Denver, CO PD: Dan Garcia APD: Keith McKay 7 SOUL FOR REAL "Felt" 7 702 "Steelo" 5 WILD ORCHID "Night" 2 JOCELYN ENRIQUEZ "Miss" 2 ORGANIZED NOIZE "Set"</p>	<p>KSFM/Sacramento, CA PD: Bob West MD: Treja LUTHER VANDROSS "Secret" MARIAH CAREY "Forever"</p>	<p>KMEL/San Francisco, CA PD: Michelle Santoso MD: Joey Arbogay 44 2 LIVE CREW "Shaka" 21 112 "Only" 19 WESTSIDE CONNECTION "Bow" 16 OUTKAST "Elevators" 10 NEW EDITION "Shit" ORGANIZED NOIZE "Set"</p>	<p>WPGC/Washington, DC PD: Jay Stevens MD: G-Sharp 35 AALIYAH "Knew" 15 LUTHER VANDROSS "Secret"</p>
<p>WERQ/Baltimore, MD PD: Tom Caleocci MD: Camille Cashorell 23 AZ YET "Last" 5 DO OR DIE "Pimp"</p>	<p>KPRR/El Paso, TX PD: John Candelaria 18 KATALINA "Girl" ROBERT MILES "One" 112 "Only" AALIYAH "Knew" D.J. LAZ "Morena"</p>	<p>WHHH/Indianapolis, IN PD: Scott Wheeler MD: Carl Frye WILD ORCHID "Night" GINA THOMPSON "Things" ORGANIZED NOIZE "Set" BLACKSTREET "Diggity"</p>	<p>KHTM/Modesto, CA PD: Pete Jones MD: Mark Medina BLACKSTREET "Diggity" 702 "Steelo" OUTKAST "Elevators" YOUNG M.C. "Boogie" GLORIA ESTEFAN "Mine" ORGANIZED NOIZE "Set"</p>	<p>WWWK/Providence, RI PD: Joe Dawson MD: B.B. Good 12 BLACKSTREET "Diggity" 9 702 "Steelo" SKINDEEP "Everybody" CECE PENISTON "Movin" WILD ORCHID "Night" ROBERT MILES "One" ISLEY BROTHERS "Floatin"</p>	<p>KFSM/Sacramento, CA PD: Bob West MD: Treja LUTHER VANDROSS "Secret" MARIAH CAREY "Forever"</p>	<p>KMEL/San Francisco, CA PD: Michelle Santoso MD: Joey Arbogay 44 2 LIVE CREW "Shaka" 21 112 "Only" 19 WESTSIDE CONNECTION "Bow" 16 OUTKAST "Elevators" 10 NEW EDITION "Shit" ORGANIZED NOIZE "Set"</p>	<p>WPGC/Washington, DC PD: Jay Stevens MD: G-Sharp 35 AALIYAH "Knew" 15 LUTHER VANDROSS "Secret"</p>
<p>WJMN/Boston, MA PD: Cedille Jack McCartney APD/MD: Cat Collins No Adds</p>	<p>KBOS/Fresno, CA PD/MD: Mark Adams 11 NAS "Ruled" BRANDY TAMIA... "Missing" WILD ORCHID "Night"</p>	<p>WJBT/Jacksonville, FL PD: Pace Lopez Music Coord.: Jeff Lee WARREN G. "What's" DRU HILL "Tell"</p>	<p>KDON/Monterey, CA PD: Michael Newman APD/MD: Jennifer Wilde 47 2 LIVE CREW "Shaka" ORGANIZED NOIZE "Set" WARREN G. "What's" ANGELINA "Nose" WILD ORCHID "Night"</p>	<p>KWNZ/Reno, NV PD: Jeff Davis APD: Bill Shakespeare GABRIELLE "Give" YOUNG M.C. "Boogie"</p>	<p>KZHT/Salt Lake City, UT PD: Chet Buchanan MD: Dr. Deeg GABRIELLE "Give" CELINE DION "Coming" AZ YET "Last"</p>	<p>KYLD/San Francisco, CA PD: Michael Martin MD: Jesse Klein 20 112 "Only" 6 BONE THUGS-N-HARMONY "Days" BLACKSTREET "Diggity"</p>	<p>39 Total Reporters 39 Current Reporters 37 Current Playlists</p>
<p>WBBM/Chicago, IL PD: Todd Carvash MD: Erik Bradley 21 FUGEES "Sotly"</p>	<p>WJMH/Greensboro, NC PD: Brian Douglas MD: Mary Kay 47 702 "Steelo" 46 DO OR DIE "Pimp" 15 TRIGGER THA GAMBLER "Crew"</p>	<p>KLUC/Las Vegas, NV PD: Jerry Deas MD: Cat Thomas 23 YOUNG M.C. "Boogie" SHADES "Tell"</p>	<p>WKTU/New York, NY PD: Frankie Blue MD: Andy Shano No Adds</p>	<p>KGGI/Riverside, CA PD/MD: Bob Lewis JOHNNY Z "Latin" NAS "Ruled" 702 "Steelo" BRANDY TAMIA... "Missing"</p>	<p>KTFM/San Antonio, TX PD: Cliff Tredway MD: Charlie Hoero 28 ROBERT MILES "One" FUGEES "Ready"</p>	<p>KYLD/San Francisco, CA PD: Michael Martin MD: Jesse Klein 20 112 "Only" 6 BONE THUGS-N-HARMONY "Days" BLACKSTREET "Diggity"</p>	<p>Reported Frozen Playlist (1): KZZU/Spokane, WA</p>
<p>KZFM/Corpus Christi, TX PD: Charlie Miazzi MD: Tony Minors CELINE DION "Coming" WARREN G. "What's"</p>	<p>KYLD/San Francisco, CA PD: Michael Martin MD: Jesse Klein 20 112 "Only" 6 BONE THUGS-N-HARMONY "Days" BLACKSTREET "Diggity"</p>	<p>KYLD/San Francisco, CA PD: Michael Martin MD: Jesse Klein 20 112 "Only" 6 BONE THUGS-N-HARMONY "Days" BLACKSTREET "Diggity"</p>	<p>KYLD/San Francisco, CA PD: Michael Martin MD: Jesse Klein 20 112 "Only" 6 BONE THUGS-N-HARMONY "Days" BLACKSTREET "Diggity"</p>	<p>KYLD/San Francisco, CA PD: Michael Martin MD: Jesse Klein 20 112 "Only" 6 BONE THUGS-N-HARMONY "Days" BLACKSTREET "Diggity"</p>	<p>KYLD/San Francisco, CA PD: Michael Martin MD: Jesse Klein 20 112 "Only" 6 BONE THUGS-N-HARMONY "Days" BLACKSTREET "Diggity"</p>	<p>KYLD/San Francisco, CA PD: Michael Martin MD: Jesse Klein 20 112 "Only" 6 BONE THUGS-N-HARMONY "Days" BLACKSTREET "Diggity"</p>	<p>Did Not Report, Playlist Frozen (1): KHK/Honolulu, HI</p>

CHR/RHYTHMIC PLAYLISTS

August 23, 1996 R&R • 41

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

MARKET #1				
WKTU/New York (201) 420-3700 Blue/Shane				
PLAYS	ARTIST/TITLE			
3W	2W	1W	TW	
42	51	57	56	AMBER/This Is Your Night
55	50	46	55	BILLIE RAY MARTIN/Your Loving Arms
30	35	45	54	NO MERCY/Where Do You Go
42	59	47	48	LA BOUCHE/Be My Lover
32	29	43	47	LIVIN' JOY/Dreamer
31	35	42	42	ROBERT MILES/Children
24	25	31	40	FUN FACTORY/Close To You
21	22	35	40	OUTHERE BROTHERS/Boom Boom Boom
28	40	38	38	MARIAH CAREY/Forever
43	47	34	36	LA BOUCHE/Sweet Dreams
43	48	37	32	TONY RICH PROJECT/Nobody Knows
41	46	39	30	LOS DEL RIO/BAYSIDE/Macarena
23	25	36	27	SCATMAN JOHN/Scatman
12	14	23	25	ORIGINAL/I Love You Baby
18	18	18	23	BAD YARD CLUB/In The Ghetto
19	19	5	22	DONNA LEWIS/I Love You Always...
16	15	21	22	QUAD CITY DJ'S/C'mon 'N Ride It...
20	24	19	20	COLLAGE/It's Be Loving You
8	12	14	20	TONI BRAXTON/You're Makin' Me...
40	45	18	19	GROOVE THEORY/Tell Me
19	23	17	18	EVERYTHING BUT.../Missing
6	10	13	18	R. KELLY/I Can't Sleep...
28	45	37	16	FUGEES/Killing Me Softly
11	12	13	15	GINA G/Ooh Ah, Just A...
6	14	16	15	JOCELYN ENRIQUEZ/Do You Miss Me
17	14	14	15	MARIAH CAREY/Always Be My Baby
50	60	26	13	CELINE DION/Because You Loved Me
11	10	13	12	LA BOUCHE/Tonight Is The Night
5	10	12	12	BLACKOUT ALLSTARS/I Like It
9	9	7	8	KEITH SWEAT/Twisted
9	9	7	8	GHOST TOWN DJ'S/My Boo
9	9	7	8	PLAYA HITTY/The Summer Is Magic
9	9	7	8	GABRIELLE/Give Me A Little...
9	11	10	7	MAXI PRIEST F/SHAGGY/That Girl
5	5	8	7	CELINE DION/It's All Coming...

MARKET #1				
WQHT/New York (212) 840-0097 Smith/Coherty				
PLAYS	ARTIST/TITLE			
3W	2W	1W	TW	
42	57	39	42	GINA THOMPSON/The Things That...
42	56	42	41	112/Only You
40	57	42	39	NAS/If I Ruled The World
33	46	42	38	BUSTA RHYMES/It's A Party
41	56	42	39	TONI BRAXTON/You're Makin' Me...
25	40	38	37	LOST BOYZ/Music Makes Me High
41	55	42	36	L.L. COOL J/Loungin
23	25	35	36	AZ YET/Last Night
14	18	20	32	SWW/Use Your Heart
38	38	37	35	KEITH SWEAT/Twisted
22	33	30	34	MONICA F/NAUGHTY.../Ain't Nobody
12	12	32	32	MISTA/Blackberry Molasses
32	34	29	28	FUGEES/No Woman, No Cry
43	55	41	26	MONIFAH/You
31	33	35	26	TOTAL/Kissin' You
41	53	28	26	MONICA/Why I Love You So...
22	19	15	23	OUTKAST/Elevators
22	19	15	20	HORACE BROWN/Things We Do For...
37	49	16	20	MONTELL JORDAN/I Like
37	49	16	20	BLACKSTREET/No Diggity
29	37	32	19	JAY-Z/MARY J. BLIGE/Can't Knock...
16	21	19	19	ORGANIZED NOIZE/Set It Off
26	25	18	18	AALIYAH/If Your Girl Only...
23	24	17	17	GROOVE THEORY/Baby Luv
17	15	15	15	T-BOZ/Touch Myself
17	15	16	15	RZA F/METHOD MAN.../Wu-Wear
17	15	16	15	NAS/Affirmative Action
17	15	16	11	FUGEES/Family Business
33	32	20	11	A TRIBE CALLED QUEST/Ince Again
30	13	11	7	JAY-Z/Brooklyn's Finest

MARKET #2				
KPWR/Los Angeles (818) 953-4200 Mercer/St. James				
PLAYS	ARTIST/TITLE			
3W	2W	1W	TW	
25	44	65	68	L.L. COOL J/Loungin
62	68	64	66	JAY-Z W/FOXXY BROWN/Ain't No Nigga
66	70	69	65	TOO SHORT/Gettin' It
64	64	64	65	NAS/If I Ruled The World
58	58	58	58	DJ FUNK/Work The Funk
50	33	45	48	BONE THUGS-N-HARMONY/The Crossroads
9	30	40	46	GHOST TOWN DJ'S/My Boo
40	48	45	42	2PAC/How Do U Want It
30	42	25	40	CHARM FARM/Superstar
55	70	19	40	ENERGY/Take Me Higher
12	12	12	12	112/Only You
27	24	24	24	DELINQUENT HABITS/Lower Eastside
27	24	24	24	WESTSIDE CONNECTION/Bow Down
65	66	47	19	EURYTHMICS/Sweet Dreams '96
15	13	15	18	ARTIE THE 1 MAN.../Esa Nena Linda
45	27	15	17	S'AIN'T JOHN/Agua
16	17	16	16	DELINQUENT HABITS/Tres Delinquents
15	12	17	15	PLANET SOUL/Feel The Music
45	20	15	12	2PAC F/SNOOP.../2 Of America's...
45	20	9	8	EL PRESIDENTE/Cafe Con Leche
15	20	8	8	FUGEES/Killing Me Softly
15	20	8	8	BONE THUGS-N-HARMONY/Days Of Our Lives

MARKET #3				
WBBM/Chicago (312) 944-6000 Cavanah/Bradley				
PLAYS	ARTIST/TITLE			
3W	2W	1W	TW	
64	61	70	72	NO MERCY/Where Do You Go
46	52	70	70	JOCELYN ENRIQUEZ/Do You Miss Me
40	67	59	59	LOS DEL RIO/BAYSIDE/Macarena
42	69	68	65	QUAD CITY DJ'S/C'mon 'N Ride It...
56	55	63	50	BONE THUGS-N-HARMONY/The Crossroads
33	42	61	49	CULTURE BEAT/Inside Out
19	31	40	49	DONNA LEWIS/I Love You Always...
45	41	41	48	AMBER/This Is Your Night
64	50	34	36	R. KELLY/I Can't Sleep...
48	47	36	39	CULTURE BEAT/Crying In The Rain
26	43	16	27	FUGEES/Ready Or Not
12	17	23	27	GHOST TOWN DJ'S/My Boo
19	31	28	26	ALANIS MORISSETTE/You Learn
46	50	34	36	ROBERT MILES/One And One
6	13	23	23	CELINE DION/It's All Coming...
23	24	24	20	CHARM FARM/Superstar
12	6	13	13	FUGEES/Fu-gee-la
12	6	13	13	KEITH SWEAT/Twisted
12	6	13	13	CRUSH/Jellyhead
12	6	13	13	GINA G/Ooh Ah, Just A...
13	18	10	5	TONY RICH PROJECT/Like A Woman
13	18	10	5	MCSC/Dream Girl
10	10	5	5	MAXWELL/Ascension (Don't...)
10	10	5	5	T-BOZ/Touch Myself

MARKET #4				
KMEL/San Francisco (415) 391-1061 Santos/Arbagey				
PLAYS	ARTIST/TITLE			
3W	2W	1W	TW	
69	64	69	69	TONI BRAXTON/You're Makin' Me...
73	73	64	66	L.L. COOL J/Loungin
67	67	49	46	KEITH SWEAT/Twisted
50	50	48	45	CASE F/FOXXY BROWN/Touch Me Tease Me
44	44	44	44	2 LIVE CREW/Shake A Li'
38	38	47	44	R. KELLY/I Can't Sleep...
24	24	48	42	2PAC/How Do U Want It
34	34	47	42	MONICA/Why I Love You So...
27	27	45	41	AZ YET/Last Night
50	50	47	39	NAS/If I Ruled The World
50	50	43	33	FUGEES/Ready Or Not
21	21	32	30	DRU DOWN/Can You Feel Me
40	40	27	30	TOTAL/Kissin' You
33	33	44	28	CRUCIAL CONFLICT/Hay
12	12	22	26	SWW/Use Your Heart
21	21	25	25	MAXWELL/Ascension (Don't...)
21	21	25	25	ARMAND VAN HELDEN/Funk Phenomena
21	21	25	25	112/Only You
21	21	25	25	A TRIBE CALLED QUEST/Stressed Out
21	21	25	25	WESTSIDE CONNECTION/Bow Down
21	21	25	25	GROOVE THEORY/Baby Luv
33	33	30	18	NEW EDITION/Hi Me Oh
10	10	17	17	BRANDY, TAMIA.../Missing You
24	24	26	17	DEBORAH COX/Where Do We Go
27	27	24	16	OUTKAST/Elevators
27	27	24	16	2PAC F/SNOOP.../2 Of America's...
21	21	25	15	SHADES/Tell Me (I'll...)
10	10	10	10	NEW EDITION/Still In Love
34	34	23	5	CELLY CEL/It's Goin' Down
5	5	5	5	MISTA/Blackberry Molasses
5	5	5	5	ORGANIZED NOIZE/Set It Off

MARKET #4				
WILD 107.7 KYLD/San Francisco (415) 391-1077 Martin/Mein				
PLAYS	ARTIST/TITLE			
3W	2W	1W	TW	
55	70	87	67	L.L. COOL J/Loungin
15	39	47	67	ARMAND VAN HELDEN/Funk Phenomena
72	77	69	64	GHOST TOWN DJ'S/My Boo
60	76	68	64	CASE F/FOXXY BROWN/Touch Me Tease Me
72	68	68	61	JAY-Z W/FOXXY BROWN/Ain't No Nigga
70	70	68	61	KEITH SWEAT/Twisted
60	54	52	56	NAS/If I Ruled The World
62	78	81	56	2 LIVE CREW/Shake A Li'
5	32	41	50	RHYTHMICCENTRIC/You Don't Have To...
72	67	71	48	QUAD CITY DJ'S/C'mon 'N Ride It...
12	12	12	12	DONNA LEWIS/I Love You Always...
42	54	57	40	LOS DEL RIO/BAYSIDE/Macarena
40	40	40	40	CHARM FARM/Superstar
48	40	35	39	M.O.B.B./Summertime
39	50	43	38	JOCELYN ENRIQUEZ/Do You Miss Me
44	46	35	37	2PAC/How Do U Want It
28	40	31	31	WESTSIDE CONNECTION/Bow Down
28	40	31	31	DELINQUENT HABITS/Lower Eastside
43	47	25	29	ANGELINA/Don't Need Your...
47	40	25	21	DRU DOWN/Can You Feel Me
47	40	25	21	FUGEES/Ready Or Not
7	7	21	21	AZ YET/Last Night
7	7	21	21	112/Only You
7	7	21	21	OUTKAST/Elevators
32	39	32	15	BORIS DLOGOSCH/Keep Pushin' On
7	7	21	21	R. KELLY/I Can't Sleep...
7	7	21	21	GLORIA ESTEFAN/You'll Be Mine
53	33	24	10	TOTAL/Kissin' You
7	7	21	21	SHADES/Tell Me (I'll...)
7	7	21	21	MAXWELL/Ascension (Don't...)
7	7	21	21	NO MERCY/Where Do You Go
7	7	21	21	BONE THUGS-N-HARMONY/Days Of Our Lives
7	7	21	21	BLACKSTREET/No Diggity

MARKET #8				
WPGC/Washington (301) 441-3500 Stevens/G-Sharp				
PLAYS	ARTIST/TITLE			
3W	2W	1W	TW	
31	46	46	62	MONIFAH/You
69	70	70	59	TOTAL/Kissin' You
66	41	41	53	MONICA/Why I Love You So...
54	68	68	51	TONI BRAXTON/You're Makin' Me...
60	70	51	8	R. KELLY/I Can't Sleep...
63	63	60	50	KEITH SWEAT/Twisted
6	28	28	48	GINA THOMPSON/The Things That...
38	40	40	37	SWW/Use Your Heart
18	36	36	31	112/Only You
7	28	28	30	AALIYAH/If Your Girl Only...
64	38	38	29	GHOST TOWN DJ'S/My Boo
32	12	12	28	NEW EDITION/Hi Me Oh
6	6	6	25	BRANDY, TAMIA.../Missing You
26	28	28	25	OUTKAST/Elevators
28	23	23	18	JOHNNY GILL/Lets Get The Mood...
28	23	23	18	CRUCIAL CONFLICT/Hay
21	21	21	17	RARE ESSENCE/Body Snatchers
34	17	17	17	QUAD CITY DJ'S/C'mon 'N Ride It...
46	49	16	16	CASE F/FOXXY BROWN/Touch Me Tease Me
45	28	28	9	LUTHER VANDROSS/Your Secret Love
26	16	16	15	JODECI/Get On Up
45	28	28	9	702/Steelo
25	13	13	9	NAS/If I Ruled The World

MARKET #9				
92.9 FM THE BOX KBXX/Houston (713) 623-2108 Scorpio/Head				
PLAYS	ARTIST/TITLE			
3W	2W	1W	TW	
66	66	63	70	KEITH SWEAT/Twisted
52	62	63	61	R. KELLY/I Can't Sleep...
66	66	68	60	2PAC/How Do U Want It
49	49	58	57	QUAD CITY DJ'S/C'mon 'N Ride It...
60	60	53	54	MONICA/Why I Love You So...
24	24	24	51	NAS/If I Ruled The World
31	31	54	51	112/Only You
64	64	43	50	GHOST TOWN DJ'S/My Boo
48	48	49	50	AALIYAH/If Your Girl Only...
68	68	59	49	TONI BRAXTON/You're Makin' Me...
26	26	47	47	AZ YET/Last Night
26	26	47	47	MINT CONDITION/What Kind Of Man...
26	26	47	47	FOR REAL/Like I Do
54	54	51	44	SHADES/Tell Me (I'll...)
43	43	46	39	CASE F/FOXXY BROWN/Touch Me Tease Me
39	39	29	30	BONE THUGS-N-HARMONY/The Crossroads
24	24	22	29	FUGEES/Killing Me Softly
28	28	24	28	TONI BRAXTON/I Don't Want To
41	41	41	47	CRUCIAL CONFLICT/Hay
23	23	26	23	T-BOZ/Touch Myself
50	50	33	32	MC LY/E/Everyday
51	51	25	21	DO OR DIE/PO Pimp
17	17	17	20	MR. MIKE/Where Is Ya Love
29	29	11	13	OUTKAST/Elevators
24	24	18	7	JAY-Z W/FOXXY BROWN/Ain't No Nigga
24	24	18	7	DRU HILL/Tell Me

MARKET #10				
JAMN 94.5 WJMN/Boston (617) 290-0009 McCartney/Collins				
PLAYS	ARTIST/TITLE			
3W	2W	1W	TW	
63	62	63	66	TONI BRAXTON/You're Makin' Me...
61	63	64	65	GROOVE THEORY/Baby Luv
35	46	63	63	KEITH SWEAT/Twisted
56	56	59	58	FUGEES/No Woman, No Cry
39	42	57	58	L.L. COOL J/Loungin
58	58	57	57	DEBORAH COX/Who Do U Love
30	31	41	46	112/Only You
49	49	59	45	CASE F/FOXXY BROWN/Touch Me Tease Me
54	43	41	44	BONE THUGS-N-HARMONY/The Crossroads
63	64	56	42	R. KELLY/I Can't Sleep...
64	64	39	42	L.L. COOL J/Do'In It
22	20	26	27	DONNA LEWIS/I Love You Always...
28	26	26	26	GHOST TOWN DJ'S/My Boo
7	6	12	25	MONTELL JORDAN/I Like
7	6	11	24	AMBER/This Is Your Night
7	6	11	24	MAXWELL/Ascension (Don't...)
7	6	11	24	MARIAH CAREY/Forever



WALT LOVE

This Beat Is Strong And Steady

□ L.A.'s KKBT scores with a solid game plan and team effort

Evergreen's KKBT/Los Angeles is on a roll. The station is enjoying its best-ever ratings, having jumped 4.2-5.0 in the Spring '96 Arbitron to move into third place 12+. The mainstream UC easily outdistanced the market's other Urban-oriented stations: Urban AC KJLH-FM has a 1.1 share, while Urban Oldies KACE-FM has a 1.0.

To PD Harold Austin, the station's ratings gains are the payoff for years of planning and effort. "It's good to see that this station has fully come into its own and has blossomed. The basis of the success was a solid foundation. When



Harold Austin

Keith Naftaly — who's now at Arista Records — was PD, KME L/S a n Francisco PD Michelle Santoso was APD, and I was MD, a lot of ground-work was done in terms of reshaping the station's image and building a sound. If there's one thing I've learned about the L.A. market, it's that things take a while. It's not uncommon in our industry to see right away that something is either going to work out or not. But L.A. is different.

"I think what has happened is that all the pieces of the puzzle have finally come together. The station as a whole has grown — from a promotional standpoint and from a programming standpoint, including the disc jockeys. Our musical sound is very tight. Overall we offer a product that is unique and very viable for Southern California. It was just a matter of continuing to hammer everything so the audience finally got the message.

"I've always thought this station had the potential to get a five share, and I really think it has the potential to be even higher than a five."

Serving The Core

The station is higher than a five in its primary target demo of 18-34s: it's up over a seven share in that group. And the station has improved its showing 25-54, climbing into third place in that demo. According to Austin, the latter is a direct result of the former. "From a sales standpoint, any department will always want the 25-54 numbers," he admits. "Programming-wise, this demo has been a secondary goal.

"I've always told my GM and the sales department that our main goal is listeners 18-34, and that's what we are going to concentrate on. And if by super-serving the 18-34 audience, it's going to spill over into the younger end and older end, even better. That's what happened this time. Even though the station is focused 18-34 and is very hip, it has a lot of appeal — through its music and personalities — for a lot of older people. I think we're a station that a grandmother and a granddaughter can listen to at the same time. One of them is going to enjoy Brandy and Ice Cube; the other is going to have memories listening to Marvin Gaye or the Isley Brothers."

Team Effort

Austin, who calls himself "a music lover by nature," is quick to point out that shaping the musical direction of the station is not a job for just one or two people. "Our music is first and foremost because — let's face it — we are a music station. I'm really blessed with the team I have here. I have people I can count on to not only get the job done, but I know the job will be a top-of-the-line effort and a positive result. My No. 1 right-arm person is APD Maurice DeVoe. In our music department, there's MD Mariana Snider and DJ Jam, who is our Music Coordinator.

"It's easier for Maurice and I to

have a group of people who are totally on top of their game when it comes to the music. They're constantly telling us, 'This is a piece of music that we should be on' and, 'This piece of music is not something we need' and other things like that. Because of their musical knowledge, it kind of takes something off our backs knowing that the music can always be handled.

"There has been great product from the record companies for us to play and for our audience to enjoy. Strong product for the format is very important to any music station's success, so all of our mix shows and all of our specialty syndicated shows have all contributed to our overall success. I feel very comfortable with the way we sound — 99% of the time I am very, very happy with the way this radio station sounds musically. I'm going to be more inclined to tweak image elements, whether it's production or the kinds of things the jocks are talking about. Basically, I'm concentrating on those things that happen between the records."

Austin's concerns with image go beyond what is being heard on the air — he wants the entire station to stand out as being something special. "We have great radio personalities. By that, I don't necessarily mean announcers. All of us — together as a team — have decided to take risks and take chances from time to time. We push the envelope; I'll be the first to admit to that. In a market like L.A., it is necessary to set yourself apart because you're competing against 83 or 85 signals. You have to do something that is going to set you apart. The personalities of the radio station have def-



JAM KICKS OFF — KKBT (The Beat)/L.A. held a kick-off press conference at Planet Hollywood in Beverly Hills prior to its third annual "92.3 The Beat's Summer Jam '96." Passing the word are (l-r) KKBT Dir./Marketing & Promotions Dianna Obermeyer, Challengers Boys & Girls Club's Corey Dantzer, KKBT "House Party"'s Shirley Strawberry and John London, station PD Harold Austin, Party's Ben Kelly, artist W.C., 'KBT APD Maurice DeVoe, and Party's Errin Brown; kneeling (l-r) So. Central Youth & Community Services' Leon Gullette, House Party's P-Funk, Minority AIDS Project's Victor McKennick, and South Central's Charles Rachal.

initely been a major factor in our growth."

Multicultural Magnet

What has been most gratifying to Austin about the Beat's success? "I think the biggest reward has been the station becoming a driving force all over the Southland. By design and by nature, we are a black radio station. The beauty of it all is that over 30% of our audience is Latino, and we also have a decent percentage of Caucasians and other racial groups in our listening audience. This station has become home for a lot of different listeners from different racial backgrounds.

"One of the things I've always been extremely proud of is our commitment to the community. We actually have an entire Community Action Department, headed by Dominique DiPrima, which is solely devoted to handling the issues and needs of the community. Whether it has to do with AIDS, political action, affirmative action, or something dealing with morale issues, we're involved. I think that was crucial in helping the station grow, because you have to practice what you preach on the air. If you're going to talk the

talk, you better walk the walk — that's the old saying, and I believe that's true. We get out there and help in any way we can. People have be-

I've always told my GM and the sales department that our main goal is listeners 18-34. Even though the station is focused 18-34 and is very hip, it has a lot of appeal for a lot of older people.

come aware of our many positive efforts in the community.

"In everything that has happened here, I can never emphasize enough that this has been an absolute total team effort! Everyone in every department has participated in the success of this radio station. We're proof that if you work hard as a team and everybody's on the same page, success will come to you."



TAKING PART — Enjoying the time together are (l-r) R&R's Walt Love, Columbia recording artist Kenny Lattimore, HITS' Jerry Boulding, Columbia Regional Rep Herb Jones, and KKBT APD Maurice DeVoe.



AND THE BEAT GOES ON — Ready for the Summer Jam are (l-r) KKBT/L.A. "House Party"'s Dennis Cruz, Minority AIDS Project's Victor McKennick, Challengers Boys & Girls Club's Corey Dantzer, Party's Shirley Strawberry, John London, Ben Kelly, and Errin Brown, recording artists W.C. and I-Man of Tha Mexakinz; kneeling Sinful Of Tha Mexakinz (I) and the station's P-Funk.

BREAKER

BREAKER at 38 on the Urban Mainstream Chart

Most Increased Play!

DEBUT at 26 on the Urban Adult Chart

Most Added & Increased Play!



LARRY

JEFFREY



RICKY



KERI

STOKLEY



O'DELL

"WHAT KIND OF MAN WOULD I BE" from the new release **DEFINITION OF A BAND**



Produced and Arranged by Mint Condition for Mint Factory Productions

Executive Producers: Jimmy Jam & Terry Lewis and Mint Condition

Management: Larkin Arnold, Esq.

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- OVER 750 BDS SPINS
- OVER 8.4 MILLION LISTENERS



NOW, WHAT KIND OF BAND WOULD THAT BE?

Brandy, Tamia,

MISSING YOU

Gladys Knight & Chaka Khan

The premiere single and video from the original soundtrack to the New Line Cinema Motion Picture

SET IT OFF



•URBAN CHART **31**
 73 URBAN REPORTERS -89%
 •URBAN AC CHART **17**
 MOST ADDED AGAIN!
 23 UAC REPORTERS - 82%

Soundtrack album features music by Brandy, Tamia, Gladys Knight & Chaka Khan; En Vogue; Bone Thugs-N-Harmony; Organized Noize featuring Andrea Martin; Queen Latifah; Goodie Mob; Busta Rhymes; Seal; Ray J and more.

Brandy appears courtesy of Atlantic Records
 Tamia appears courtesy of Qwest Records
 Gladys Knight appears courtesy of MCA Records
 Chaka Khan appears courtesy of Warner Bros. Records

NEW LINE CINEMA PRESENTS A PEAN PRODUCTION A FILM BY F. GARY GRAY JADA PINKETT QUEEN LATIFAH "SET IT OFF" VIVICA A. FOX
 JOHN C. MCHALEY AND BLAIR UNDERWOOD PRODUCED BY ROBERT HUNES CO. STYLIA VEGA VASQUEZ JOHN CARTER BOBB WILSON KING
 MARY PARENT F. GARY GRAY TAKASHI BUFTORD
 MARY PARENT F. GARY GRAY TAKASHI BUFTORD
 TAKASHI BUFTORD AND KATE LANIER DALE POLLOCK AND OREN KOULES F. GARY GRAY NEW LINE CINEMA

Soundtrack album in stores September 24 Film opens September 25

Produced by Barry J. Eastmond for East Bay Music, Inc.

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URBAN TOP 50

AUGUST 23, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
			1	NEW EDITION Hit Me Off (MCA)	3154	2925	2545	2198	81/0
			2	D'ANGELO Me And Those Dreamin' Eyes of Mine (EMI)	2593	2479	2248	2103	81/0
			3	GHOST TOWN DJ'S My Boo (So So Def/Columbia)	2564	2402	2285	2107	80/2
			4	112 Only You (Bad Boy/Arista)	2448	2959	3001	2968	75/0
			5	MISTA Blackberry Molasses (EastWest/EEG)	2423	2306	2181	2004	80/0
			6	SWV Use Your Heart (RCA)	2246	1996	1659	1257	81/1
			7	KEITH SWEAT Twisted (Elektra/EEG)	1892	2337	2781	3046	62/0
			8	WHITNEY HOUSTON Why Does It Hurt So Bad (Arista)	1838	1682	1514	1293	75/0
			9	MAXWELL Ascension (Don't Ever Wonder) (Columbia)	1808	1582	1425	1307	68/1
			10	NAS If I Ruled The World (Columbia)	1794	1811	1713	1537	74/0
			11	TONI BRAXTON You're Makin' Me High (LaFace/Arista)	1708	1789	1917	2238	56/0
			12	CASE /FOXXY BROWN Touch Me Tease Me (Def Jam/RAL/Mercury)	1684	2200	2414	2759	54/0
			13	CECE PENISTON Movin' On (A&M)	1672	1585	1288	1020	75/2
			14	GINA THOMPSON The Things That You Do (Mercury)	1667	1537	1314	1154	77/1
			15	GROOVE THEORY Baby Luv (Epic)	1642	1627	1557	1480	68/0
			16	L.L. COOL J Loungin (Def Jam/RAL/Mercury)	1629	1547	1532	1462	74/2
			17	BRAXTONS So Many Ways (Atlantic)	1583	1607	1465	1318	70/0
			18	SOMETHIN' FOR THE PEOPLE With You (Warner Bros.)	1580	1648	1657	1642	60/0
			19	DRU HILL Tell Me (Island)	1563	1322	1184	991	75/5
			20	MAXI PRIEST /SHAGGY That Girl (Virgin)	1489	1412	1317	1211	70/1
			21	JOHNNY GILL Let's Get The Mood Right (Motown)	1460	1202	749	11	80/0
			22	R. KELLY I Can't Sleep Baby (If I) (Jive)	1451	1611	1783	1833	45/0
			23	LUTHER VANDROSS Your Secret Love (LV/Epic)	1443	739	20	—	79/3
			24	AZ YET Last Night (LaFace/Arista)	1430	1168	964	774	74/2
			25	SHADES Tell Me (I'll Be Around) (Motown)	1417	1288	1177	1076	65/3
			26	AALIYAH If Your Girl Only Knew (BlackGround/Atlantic)	1375	1017	460	32	76/3
			27	ISLEY BROTHERS Floatin' On Your Love (T-Neck/Island)	1335	1213	1002	858	69/3
			28	MONTELL JORDAN I Like (Def Jam/RAL/Mercury)	1310	1958	2360	2425	53/0
			29	HORACE BROWN Things We Do For Love (Motown)	1266	1291	1288	1218	61/0
			30	OUTKAST Elevators (LaFace/Arista)	1232	1189	1112	1005	65/0
			31	BRANDY, TAMIA, KNIGHT, KHAN Missing You (EastWest/EEG)	1190	1011	798	332	73/0
			32	ERIC BENET Let's Stay Together (Jac-Mac/WB)	1148	1293	1308	1259	58/1
			33	NNEKA Say It Again (Island)	1073	1034	980	927	60/0
			34	BLACKSTREET No Diggity (Interscope)	1039	322	135	11	74/57
			35	A+ All I See (Kedar/Universal)	1019	919	809	694	69/2
			36	MONICA F/NAUGHTY BY NATURE Ain't Nobody (Rowdy/Arista)	1015	964	835	710	62/3
			37	MC LYTE Everyday (EastWest/EEG)	963	913	837	674	70/0
			38	MINT CONDITION What Kind Of Man Would I Be (Perspective/A&M)	886	393	28	—	69/11
			39	FAITH EVANS Come Over (Bad Boy/Arista)	856	800	611	200	63/2
			40	T-BOZ Touch Myself (Rowdy/Arista)	826	853	939	987	47/1
			41	GINUWINE Pony (550 Music/Epic)	811	601	399	166	65/8
			42	TINA TURNER Something Beautiful Remains (Virgin)	774	578	227	—	59/4
			43	IMMATURE Lover's Groove (MCA)	710	610	413	205	54/2
			44	MONIFAH You (Uptown/Universal)	692	849	1407	2089	28/0
			45	GEORGE BENSON Holdin' On (GRP)	674	677	600	575	47/1
			46	ART N' SOUL All My Luv (Big Beat/Atlantic)	668	893	903	826	47/0
			47	TERRI & MONICA Sexuality (If You Take Your Love) (Epic)	655	619	586	413	54/0
			48	WARREN G What's Love Got To Do With It (Interscope)	646	489	221	—	62/1
			49	K-CI HAILEY Wildflower (LaFace/Arista)	641	490	162	11	55/1
			50	DO OR DIE Po' Pimp (Rap-A-Lot)	616	348	91	43	54/6

This chart reflects airplay from August 12-18. Songs ranked by total plays. Highlighted songs indicate Breaker. 81 Urban reporters. 79 current playlists. Songs that are down in plays for three consecutive weeks and below No. 25 are moved to recurrent. © 1996, R&R Inc.

NEW & ACTIVE

SMOOTH Love And Happiness (Perspective/A&M)
Total Plays: 586, Total Stations: 46, Adds: 1

RAPPIN' 4-TAY A.L.I. Some'em Some'em (Rag Top/EMI)
Total Plays: 547, Total Stations: 46, Adds: 1

LOST BOYZ Music Makes Me High (Universal)
Total Plays: 545, Total Stations: 54, Adds: 3

KINO WATSON Game Recognize Game... (Columbia)
Total Plays: 536, Total Stations: 49, Adds: 3

GETO BOYS Geto Fantasy (Rap-A-Lot/Noo Trybe)
Total Plays: 517, Total Stations: 47, Adds: 0

CHARISSE ARRINGTON Down With This (MCA)
Total Plays: 506, Total Stations: 48, Adds: 5

JAY-Z w/MARY J. BLIGE Can't Knock The Hustle (Roc-A-Fella/Priority)
Total Plays: 479, Total Stations: 49, Adds: 3

3T Why (MJJ/550 Music/Epic)
Total Plays: 478, Total Stations: 45, Adds: 0

WHODINI Keep Running Back (So So Def/Columbia)
Total Plays: 444, Total Stations: 46, Adds: 0

FOR REAL Like I Do (Rowdy/Arista)
Total Plays: 425, Total Stations: 55, Adds: 8

SKINDEEP Everybody (Loose Cannon/Island)
Total Plays: 417, Total Stations: 42, Adds: 3

ASSORTED PHLAVERS Patience (Fame/Epic)
Total Plays: 394, Total Stations: 43, Adds: 1

ME'SHELL NDEGECELLO Who Is He And What Is He To You (Maverick/Reprise)
Total Plays: 378, Total Stations: 43, Adds: 7

JOHNNIE TAYLOR Good Love (Malaco)
Total Plays: 286, Total Stations: 15, Adds: 0

FUGEES Ready Or Not (Ruffhouse/Columbia)
Total Plays: 265, Total Stations: 15, Adds: 2

Songs ranked by total plays.

BREAKERS®

LUTHER VANDROSS

Your Secret Love (LV/Epic)

TOTAL PLAYS/INCREASE: 1443/704
TOTAL STATIONS/ADDS: 79/3
CHART: 23

BLACKSTREET

No Diggity (Interscope)

TOTAL PLAYS/INCREASE: 1039/717
TOTAL STATIONS/ADDS: 74/57
CHART: 34

MINT CONDITION

What Kind Of Man Would I Be (Perspective/A&M)

TOTAL PLAYS/INCREASE: 886/493
TOTAL STATIONS/ADDS: 69/11
CHART: 38

GINUWINE

Pony (550 Music/Epic)

TOTAL PLAYS/INCREASE: 811/210
TOTAL STATIONS/ADDS: 65/8
CHART: 41

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
BLACKSTREET No Diggity (Interscope)	57
ALFONZO HUNTER Just The Way The Playas Play (EMI)	55
TEVIN CAMPBELL I Got It Bad (Qwest/WB)	53
CHANGING FACES I Got Somebody Else (Atlantic)	52
ORGANIZED NOIZE Set It Off (EastWest/EEG)	45
702 Steelo (Motown)	41
QUINDON Dream About You (Virgin)	35
ZAKIYA Love Like Mine (DV8/A&M)	26
SWEET SABLE I'll Never Go Back (Street Life/All American)	18
DRAMATICS Try Love Again (Bellmark)	16

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BLACKSTREET No Diggity (Interscope)	+717
LUTHER VANDROSS Your Secret Love (LV/Epic)	+704
MINT CONDITION What Kind Of Man... (Perspective/A&M)	+493
AALIYAH If Your Girl Only Knew (BlackGround/Atlantic)	+358
FOR REAL Like I Do (Rowdy/Arista)	+297
ME'SHELL NDEGECELLO Who Is He... (Maverick/Reprise)	+279
DO OR DIE Po' Pimp (Rap-A-Lot)	+268
AZ YET Last Night (LaFace/Arista)	+262
JOHNNY GILL Let's Get The Mood Right (Motown)	+258

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
TOTAL Kissin' You (Bad Boy/Arista)
MONICA Why I Love You So Much (Rowdy/Arista)
JODECI Get On Up (Uptown/MCA)
JESSE POWELL Gloria (Silas/MCA)
BONE THUGS-N-HARMONY Tha Crossroads (Ruthless/Relativity)
FUGEES Killing Me Softly (Ruffhouse/Columbia)
4U Home (Rip-It)
MEN OF VIZION House Keeper (MJJ/550 Music/Epic)
SWV You're The One (RCA)
JOE All The Things (Your Man Won't Do) (Island)

Breakers: Songs registering 800 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.



TINA TURNER "Something Beautiful Remains"

Over 90 Stations Between
Urban Mainstream & Urban AC
— THIS HIT REMAINS!

TOTAL PLAYS: 1149!
URBAN CHART DEBUT 42



URBAN PLAYLISTS

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

MARKET #2
THE BEAT
KKB7/Los Angeles
(213) 466-9566
Austin/Snyder

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
53	55	55	55	55	TONI BRAXTON/You're Makin' Me...
47	53	53	53	53	NAS/If I Ruled The World
51	51	51	51	51	2PAC/How Do U Want It
16	16	16	16	16	KEITH SWEAT/Twisted
55	47	47	47	47	CASE F/FOXXY BROWN/Touch Me Tease Me
45	45	45	45	45	L.L. COOL J/Loungin
20	33	33	33	33	D'ANGELO/Me And Those...
22	19	19	19	19	FUGEES/Ready Or Not
43	43	43	43	43	MONIEF/You
29	30	30	30	30	NEW EDITION/Hit Me Off
21	28	28	28	28	AZ YET/Last Night
23	26	26	26	26	GHOST TOWN DJ'S/My Boo
17	17	17	17	17	WESTSIDE CONNECTION/Bow Down
7	7	7	7	7	SW/Use Your Heart
30	35	35	35	35	MONTELL JORDAN/Like
49	49	49	49	49	TOO SHORT/Gettin' It
23	23	23	23	23	BLACKSTREET/No Diggity
28	23	23	23	23	ERIC BENET/Let's Stay Together
24	21	21	21	21	112/Only You
16	16	16	16	16	T-BOZ/Touch Myself
12	12	12	12	12	MISTA/Blackberry Molasses
11	11	11	11	11	MAXWELL/Ascension (Don't...)
10	10	10	10	10	TRUTH/Red Lights
9	9	9	9	9	OUTKAST/Elevators
8	8	8	8	8	GINA THOMPSON/The Things That...
8	8	8	8	8	DRU HILL/Tell Me
7	7	7	7	7	3T/W/Use Your Heart
5	5	5	5	5	LUTHER VANDROSS/Your Secret Love
5	5	5	5	5	JOHNNY GILL/Let's Get The Mood...
14	14	14	14	14	BRAXTONS/So Many Ways

MARKET #3
105
WEJM/Chicago
(708) 895-1400
Starr/Alan

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
49	49	49	49	49	OUTKAST/Elevators
36	36	36	36	36	FUGEES/Ready Or Not
44	44	44	44	44	L.L. COOL J/Loungin
22	22	22	22	22	QUINDON/Dream About You
45	45	45	45	45	NAS/If I Ruled The World
30	43	43	43	43	NEW EDITION/Hit Me Off
27	28	28	28	28	D'ANGELO/Me And Those...
19	29	29	29	29	IMMATURE/Lover's Groove
27	28	28	28	28	WHODUN/Keep Running Back
31	28	28	28	28	SMOOTH/Love And Happiness
32	34	34	34	34	WARREN G./What's Love Got To...
30	30	30	30	30	MISTA/Blackberry Molasses
29	30	30	30	30	JAY-Z/MARY J. BLIGE/Can't Knock...
29	30	30	30	30	ORGANIZED NOIZE/Set It Off
29	30	30	30	30	AALIYAH/If Your Girl Only...
29	30	30	30	30	GETO BOYS/Geto Fantasy
28	31	31	31	31	RAPPIN' 4-TAYVA/Lit' Some'em...
7	7	7	7	7	AZ YET/Last Night
30	30	30	30	30	MC LYTE/Everyday
33	30	30	30	30	HORACE BROWN/Things We Do For...
25	25	25	25	25	BLACKSTREET/No Diggity
27	24	24	24	24	GHOST TOWN DJ'S/My Boo
15	25	25	25	25	SHADES/Tell Me (I'll...)
19	23	23	23	23	CECE PENISTON/Movin' On
15	15	15	15	15	MONICA/F/NAUGHTY.../Ain't Nobody
10	15	15	15	15	A TRIBE CALLED QUEST/Stressed Out
10	10	10	10	10	ALFONZO HUNTER/Just The Way...
10	10	10	10	10	DO OR DIE/PO Pimp
13	9	9	9	9	LUTHER VANDROSS/Your Secret Love
10	10	10	10	10	JOHNNY GILL/Let's Get The Mood...
7	8	8	8	8	SW/Use Your Heart

MARKET #4
WGCI
WGCI/Chicago
(312) 427-4800
Smith/Cologne

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
66	69	67	63	63	R. KELLY/Can't Sleep...
42	47	43	44	44	TONI BRAXTON/You're Makin' Me...
32	28	35	38	38	NEW EDITION/Hit Me Off
41	32	39	36	36	CASE F/FOXXY BROWN/Touch Me Tease Me
32	33	31	34	34	KEITH SWEAT/Twisted
39	38	34	33	33	MONICA/Why I Love You So...
28	26	29	33	33	MAXWELL/Ascension (Don't...)
29	30	33	32	32	ORU HILL/Tell Me
11	19	25	31	31	JOHNNY GILL/Let's Get The Mood...
27	26	23	23	23	CHANTAY SAVAGE/Callin'
14	29	29	29	29	AALIYAH/If Your Girl Only...
42	38	34	29	29	112/Only You
30	31	30	28	28	MONTELL JORDAN/Like
21	23	25	27	27	ANN NESBY/If I Still Wearing...
13	18	21	24	24	QUINCY JONES/Moody's Mood For...
25	27	22	24	24	SOMETHIN' FOR.../With You
10	10	10	10	10	BLACKSTREET/No Diggity
18	21	22	23	23	GHOST TOWN DJ'S/My Boo
6	18	20	22	22	D'ANGELO/Me And Those...
31	28	29	22	22	GROOVE THEORY/Baby Lov
39	25	29	21	21	BONE THUGS-N-HARMONY/The Crossroads
20	28	21	20	20	SW/Use Your Heart
9	20	20	20	20	LUTHER VANDROSS/Your Secret Love
17	21	19	17	17	KENNY LATTIMORE/Never Too Busy
10	16	17	17	17	RANDY CRAWFORD/Cajun Moon
23	21	17	16	16	D'ANGELO/Lady
13	13	17	16	16	BRIAN MCKINIGHT/Still In Love
13	13	17	16	16	MISTA/Blackberry Molasses
10	11	10	10	10	TINA TURNER/Something...
12	10	11	10	10	DONELL JONES/In The Hood

MARKET #5
POWER 99
WUSL/Philadelphia
(215) 483-8900
Young/Cooper

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
36	36	30	39	39	DRU HILL/Tell Me
34	39	41	36	36	NAS/If I Ruled The World
32	32	31	36	36	SW/Use Your Heart
37	34	39	35	35	TOTAL/Kissin' You
36	35	34	34	34	R. KELLY/Can't Sleep...
21	33	32	31	31	L.L. COOL J/Loungin
18	23	30	30	30	A/All I See
37	25	29	30	30	GINA THOMPSON/The Things That...
31	22	30	30	30	NEW EDITION/Hit Me Off
37	33	36	28	28	MONICA/Why I Love You So...
31	34	26	28	28	MISTA/Blackberry Molasses
25	28	27	27	27	CASE F/FOXXY BROWN/Touch Me Tease Me
16	27	26	26	26	SW/Use Your Heart
17	22	22	22	22	JOHNNY GILL/Let's Get The Mood...
31	31	25	25	25	112/Only You
18	26	17	24	24	LUTHER VANDROSS/Your Secret Love
18	26	17	24	24	JOE/All The Things...
28	34	31	23	23	AALIYAH/If Your Girl Only...
16	19	19	19	19	KEITH SWEAT/Twisted
25	14	19	17	17	D'ANGELO/Lady
25	14	19	17	17	JODECI/Love U 4 Life
14	17	16	16	16	BLACKSTREET/No Diggity
24	18	15	15	15	MARIAH CAREY/Always Be My Baby
30	25	15	15	15	DO OR DIE/PO Pimp
10	11	8	8	8	MONICA/Before You Walk...
14	16	8	8	8	JESSE POWELL/Gloria
9	11	14	14	14	FAITH EVANS/Soon As I Get Home
8	21	14	14	14	OUTKAST/Elevators

MARKET #6
WJLB
WJLB/Detroit
(313) 965-2000
Saunders/Darcell

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
43	40	37	44	44	CASE F/FOXXY BROWN/Touch Me Tease Me
33	30	41	41	41	MONICA/Why I Love You So...
36	36	39	38	38	TONI BRAXTON/You're Makin' Me...
27	25	36	36	36	R. KELLY/Can't Sleep...
35	35	34	34	34	MONIEF/You
24	31	35	33	33	ERIC BENET/Let's Stay Together
34	30	34	33	33	BONE THUGS-N-HARMONY/The Crossroads
11	23	31	31	31	JODECI/Get On Up
28	31	31	31	31	2PAC/How Do U Want It
35	39	36	31	31	BRIAN MCKINIGHT/Still In Love
25	29	30	29	29	DRU HILL/Tell Me
25	29	29	29	29	NEW EDITION/Hit Me Off
19	19	29	29	29	MARIAH CAREY/Always Be My Baby
22	23	26	26	26	112/Only You
27	27	25	25	25	MC LYTE/FXSCAPE/Keep On Keepin' On
7	13	20	20	20	GHOST TOWN DJ'S/My Boo
16	21	21	21	21	KEITH SWEAT/Twisted
13	13	20	20	20	AZ YET/Last Night
10	18	19	19	19	LUTHER VANDROSS/Your Secret Love
25	20	19	19	19	AALIYAH/If Your Girl Only...
25	20	19	19	19	FUGEES/Killing Me Softly
16	18	21	21	21	BLACKSTREET/No Diggity
13	17	18	18	18	SW/Use Your Heart
13	17	18	18	18	FAITH EVANS/Soon As I Get Home
18	18	17	17	17	MONICA/F/NAUGHTY.../Ain't Nobody
7	15	15	15	15	CECE PENISTON/Movin' On
14	14	14	14	14	JOHNNY GILL/Let's Get The Mood...
5	7	14	14	14	MARIAH CAREY/Molasses
10	15	14	14	14	MARIAH CAREY/One Sweet Day

MARKET #7
KKDA
KKDA/Dallas
(214) 263-9911
Cheathan

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
56	46	60	62	62	NEW EDITION/Hit Me Off
32	55	56	56	56	112/Only You
52	53	56	56	56	R. KELLY/Can't Sleep...
33	33	55	55	55	SW/Use Your Heart
52	42	52	52	52	MAXWELL/Ascension (Don't...)
35	46	29	53	53	KEITH SWEAT/Twisted
54	52	50	50	50	NAS/If I Ruled The World
51	38	50	50	50	OUTKAST/Elevators
50	50	50	50	50	D'ANGELO/Me And Those...
52	34	45	45	45	DRU HILL/Tell Me
34	24	45	45	45	MONIEF/You
25	15	26	45	45	GHOST TOWN DJ'S/My Boo
14	42	54	44	44	BRAXTONS/So Many Ways
45	51	46	44	44	TONI BRAXTON/You're Makin' Me...
45	51	46	44	44	DONELL JONES/In The Hood
17	13	40	40	40	DO OR DIE/PO Pimp
40	27	40	38	38	L.L. COOL J/Loungin
12	18	21	32	32	MC LYTE/Everyday
25	28	27	31	31	MONICA/Why I Love You So...
25	43	35	28	28	CASE F/FOXXY BROWN/Touch Me Tease Me
40	58	28	28	28	MEN OF VIZION/House Keeper
5	5	24	24	24	AALIYAH/If Your Girl Only...
5	5	24	24	24	BLACKSTREET/No Diggity
44	25	33	33	33	MONTELL JORDAN/Like
36	20	20	16	16	MISTA/Blackberry Molasses
5	5	27	10	10	GINA THOMPSON/The Things That...
18	12	10	10	10	BRANDY, TAMIA.../Missing You
5	5	10	10	10	WHODUN/Keep Running Back
13	10	10	10	10	2PAC/How Do U Want It

MARKET #8
WKYS
WKYS/Washington
(202) 686-9300
Hegwood/Fox

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
24	36	56	62	62	NEW EDITION/Hit Me Off
45	51	52	61	61	NAS/If I Ruled The World
48	54	52	58	58	CASE F/FOXXY BROWN/Touch Me Tease Me
45	58	54	54	54	112/Only You
52	50	55	51	51	JODECI/Get On Up
48	48	52	46	46	R. KELLY/Can't Sleep...
38	52	49	45	45	TOTAL/Kissin' You
48	53	52	45	45	TONI BRAXTON/You're Makin' Me...
12	30	45	45	45	D'ANGELO/Me And Those...
51	54	41	41	41	SW/Use Your Heart
25	31	41	41	41	702/Steelo
25	31	41	41	41	GINA THOMPSON/The Things That...
20	18	36	36	36	L.L. COOL J/Loungin
24	28	36	36	36	BLACKSTREET/No Diggity
11	10	18	30	30	OUTKAST/Elevators
41	29	26	30	30	MC LYTE/FXSCAPE/Keep On Keepin' On
41	29	26	30	30	BONE THUGS-N-HARMONY/The Crossroads
30	33	41	26	26	GHOST TOWN DJ'S/My Boo
25	25	25	25	25	MONICA/Why I Love You So...
17	19	27	21	21	MEN OF VIZION/House Keeper
21	21	25	25	25	JODECI/Get On Up
9	10	13	20	20	KEITH SWEAT/Twisted
18	20	17	20	20	JUNIOR M.A.F.A./Gettin' Money
16	18	20	17	17	FUGEES/Ready Or Not
10	14	15	15	15	FUGEES/Killing Me Softly
10	8	11	14	14	CRUCIAL CONFLICT/Hay
8	8	14	14	14	RARE ESSENCE/Body Snatchers
9	13	15	13	13	A TRIBE CALLED QUEST/Stressed Out
9	13	15	13	13	T-BOZ/Touch Myself

MARKET #11
WEDR-FM 99 JAMZ
WEDR/Miami
(305) 362-7711
Thomas

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
12	7	27	30	30	GHOST TOWN DJ'S/My Boo
7	21	29	29	29	BR

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

96.1 FM Adult Satisfaction! MARKET #34 KSJL/San Antonio (210) 271-9600 Andrews/Olivarez

WTLN/Indianapolis (317) 923-1456 Buchanan/Buchanon

RHYTHM 102.3 KJLH MARKET #2 KJLH/Los Angeles (310) 330-5550 Winston

V100 MARKET #3 WVAZ/Chicago (312) 360-9000 Myrick/Muhammad

KDIA MARKET #4 KDIA/San Francisco (510) 251-1400 Warren/Jones

WPEG/Charlotte (704) 333-0131 Carson/Quick

Q93.7 MARKET #38 WQUE/New Orleans (504) 827-6000 Stevens

WDAS 105.3 FM 1490 AM MARKET #5 WDAS/Philadelphia (215) 878-2000 Tamburro/Davis

V100 MARKET #7 KRBB/Dallas (214) 630-3011 Bacote/Solis

WMMJ MARKET #8 WMMJ/Washington DC (202) 686-9300 Gilmore

WJHM/Orlando (407) 333-0072 Lindsey/Hollywood

POWER 97 MARKET #42 WQMG/Greensboro (910) 275-1657 Brown

MAJIC 102 MARKET #9 KMJQ/Houston (713) 623-2108 Conner/Boatner

WILD AM 1090 Stereo MARKET #10 WILD/Boston (617) 427-2222 Johnson

HOT 102.5 MARKET #11 WHQI/Miami (305) 759-4311 Kidd/Michaels

KJMS/Memphis (901) 323-0101 Base/St. James

WHRK/Memphis (901) 529-4397 O'Jay

MAJIC 95.9 The Best Variety of Hits & Oldies MARKET #18 WWIN/Baltimore (410) 332-6200 Brown

POWER 15.0 MARKET #23 KDKO/Denver (303) 295-122 Walker

WJZA MARKET #32 WJZA/Columbus, OH (614) 238-0887 Davy/Terry

REPORTERS

Stations and their adds listed alphabetically by market

URBAN

<p>KBCE/Alexandria, LA PD/MD: Donnie Taylor</p> <p>ORGANIZED NOIZE "Set" 2 LIVE CREW "Shake" BARKAYS "Everybody" GIMMINE "Pony" CHANGING FACES "Somebody" ALONZO HUNTER "Way" TEVIN CAMPBELL "Bad" BLACKSTREET "Doggly" 702 "Shake"</p> <p>WHTA/Atlanta, GA PD: Steve Hegwood MD: Chaka Zulu</p> <p>11 MR. MORE "Where" MONICA FAUGHTY "Nobody" ALONZO HUNTER "Way" MASTER P "Teas"</p> <p>WVEE/Atlanta, GA PD: Tony Brown MD: Rajeyah Shabazz</p> <p>14 BLACKSTREET "Doggly" CECE PENITON "Now" ISLEY BROTHERS "Teas" DRU HILL "Tea"</p> <p>WFXA/Augusta, GA PD: James Alexander MD: Derrick Jonzun</p> <p>7 BLACKSTREET "Doggly" 6 CHANGING FACES "Somebody" LOST BOYZ "Music" MINT CONDITION "Man" QUINON "Dream" ALONZO HUNTER "Way" TEVIN CAMPBELL "Bad"</p> <p>WXYV/Baltimore, MD PD: Steve Crumbley MD: Lorenzo Thomas</p> <p>10 BORN IN AUGUST "April" 9 TINA TURNER "Something" 9 CHANGING FACES "Somebody" 9 TEVIN CAMPBELL "Bad" 5 CHARISSE ARRINGTON "Down" 5 AZ YET "Last" ALONZO HUNTER "Way"</p> <p>KQXL/Baton Rouge, LA PD: Chris Clay</p> <p>No Adds</p> <p>WJZD/Biloxi, MS PD/MD: Rob Neal</p> <p>20 BLACKSTREET "Doggly" 15 ORGANIZED NOIZE "Set" 5 702 "Shake" 5 WILD ORCHID "Night" 5 QUINON "Dream" 5 ALONZO HUNTER "Way" 5 GEORGE CLINTON "Swim" 5 COVER GIRLS "Woman" 5 TEVIN CAMPBELL "Bad" 5 DRAMATICS "Try" 5 ZAKIYA "Mine" 5 CHANGING FACES "Somebody"</p> <p>WENN/Birmingham, AL PD: Dave Donnell MD: Mychal Starr</p> <p>20 SOLO "Blowin" 19 QUINON "Dream" 17 ORGANIZED NOIZE "Set" 12 MONA "Bad" 8 SWEET SABLE "Never" ME SHELL NOGEOCELLO "Who" BORN IN AUGUST "April" FOR REAL "Tea" TEVIN CAMPBELL "Bad" CHANGING FACES "Somebody" ALONZO HUNTER "Way"</p> <p>KHRN/Bryan, TX PD: Lester Pace MD: Plura Marshall Jr.</p> <p>13 QUINON "Dream" 10 BLACKSTREET "Doggly" 6 SKINDEEP "Everybody" 6 TEVIN CAMPBELL "Bad" 5 ORGANIZED NOIZE "Set" 2 LIVE CREW "Shake" 702 "Shake" ALONZO HUNTER "Way" CHANGING FACES "Somebody" DRAWN "Up" MI "X" "Kiss"</p> <p>WPAL/Charleston, SC PD: Jae Jackson</p> <p>14 702 "Shake" 12 ORGANIZED NOIZE "Set" 12 TEVIN CAMPBELL "Bad" 6 GEORGE CLINTON "Swim" 5 ALONZO HUNTER "Way" 5 COVER GIRLS "Woman" 5 QUINON "Dream" 5 CHANGING FACES "Somebody" 5 ZAKIYA "Mine" 5 BLACKSTREET "Doggly"</p> <p>WWWZ/Charleston, SC PD: Brian Wallace MD: Cliff Fletcher</p> <p>20 BLACKSTREET "Doggly" 5 FOR REAL "Tea" 5 CHANGING FACES "Somebody" 5 ORGANIZED NOIZE "Set"</p> <p>WPEG/Charlotte, NC PD: Andre Carson MD: Nate Quick</p> <p>20 BLACKSTREET "Doggly" 17 702 "Shake" 17 GIMMINE "Pony" CHANGING FACES "Somebody" ORGANIZED NOIZE "Set" ALONZO HUNTER "Way" TEVIN CAMPBELL "Bad" ZAKIYA "Mine"</p> <p>WJTT/Chattanooga, TN PD: Keith Landecker</p> <p>20 BLACKSTREET "Doggly" 15 ME SHELL NOGEOCELLO "Who" 5 ORGANIZED NOIZE "Set" TEVIN CAMPBELL "Bad" 702 "Shake" SWEET SABLE "Never" ZAKIYA "Mine" ALONZO HUNTER "Way" BARKAYS "Everybody"</p> <p>WJEM/Chicago, IL PD: Monica Starr MD: Jay Allan</p> <p>30 ORGANIZED NOIZE "Set" 30 BLACKSTREET "Doggly" 15 MONICA FAUGHTY "Nobody" 10 ALONZO HUNTER "Way" 5 LUTHER VANDROSS "Secret" 5 SOUL FOR REAL "Tea"</p> <p>WGCI/Chicago, IL PD: Erroy Smith APD/MD: Don E. Cologne</p> <p>12 TOTAL "Bliss" 8 RANDY CRAWFORD "One" 7 AZ YET "Last" 5 FAITH EVANS "Over"</p> <p>WIZF/Cincinnati, OH PD: Bill Bailey MD: Tony Rankin</p> <p>5 K-11 HALEY "Whisper" 5 DO OR DIE "Pimp" ZAKIYA "Mine" ORGANIZED NOIZE "Set" SKINDEEP "Everybody" CHANGING FACES "Somebody" BORN IN AUGUST "April" TEVIN CAMPBELL "Bad" QUINON "Dream" 702 "Shake" ALONZO HUNTER "Way" BLACKSTREET "Doggly"</p> <p>WZAK/Cleveland, OH PD: Bobby Rush MD: Langford Stephens</p> <p>15 BLACKSTREET "Doggly" 10 ISLEY BROTHERS "Teas" 10 MINT CONDITION "Man" 10 ALONZO HUNTER "Way" 10 ZAKIYA "Mine" 10 DRAMATICS "Try"</p> <p>WFXE/Columbus, GA PD: Phil D. March MD: Art Thomason</p> <p>44 LUTHER VANDROSS "Secret" 29 MINT CONDITION "Man" 17 BLACKSTREET "Doggly" 10 DO OR DIE "Pimp" 13 CHARISSE ARRINGTON "Down" FOR REAL "Tea" ALONZO HUNTER "Way" JAY-Z/MARY J. BLIGE "Hustle" CHANGING FACES "Somebody"</p> <p>WCXK/Columbus, OH PD/MD: Frank Kelly</p> <p>BLACKSTREET "Doggly" ALONZO HUNTER "Way" QUINON "Dream" CHANGING FACES "Somebody" ORGANIZED NOIZE "Set" COVER GIRLS "Woman" SWEET SABLE "Never" TEVIN CAMPBELL "Bad" 702 "Shake" CHANTAY SAVAGE "Callin" ZAKIYA "Mine"</p> <p>KKDA/Dallas, TX PD/MD: Skip Cheatham</p> <p>21 BLACKSTREET "Doggly" 5 SIR MIX-A-LOT "Jump" 14 MAYWELL "Ascension" 12 MINT CONDITION "Man" 12 IMMATURE "Love" 7 TEVIN CAMPBELL "Bad" 6 WARREN G. "What" 6 BLACKSTREET "Doggly" 702 "Shake" CHANGING FACES "Somebody"</p> <p>WJLB/Detroit, MI PD: Michael Saunders MD: Frankie Darcell</p> <p>5 MINT CONDITION "Man" 5 A "Set" 5 IMMATURE "Love" 5 GIMMINE "Pony" 5 RAPPIN' 4 TAY "Some'em" 5 ALONZO HUNTER "Way"</p> <p>WJIN/Dothan, AL PD: Regina Dawkins MD: Tony Black</p> <p>12 GIMMINE "Pony" 5 SWEET SABLE "Never" 5 ME SHELL NOGEOCELLO "Who" 5 TEVIN CAMPBELL "Bad" 5 SOLO "Blowin" 5 CHANGING FACES "Somebody" 5 CHINO AL "Keep" 5 ORGANIZED NOIZE "Set" 5 ALONZO HUNTER "Way"</p> <p>WDZZ/Flint, MI PD: Ross Holland MD: Eugene Brown</p> <p>SHADES "Tea" ME SHELL NOGEOCELLO "Who" MINT CONDITION "Man" ISLEY BROTHERS "Teas" DRAMATICS "Try"</p> <p>WYNN/Florence, SC PD: Fred Brown Jr. MD: Parish Brown</p> <p>15 BLACKSTREET "Doggly" 9 TEVIN CAMPBELL "Bad" 7 702 "Shake" 6 2 LIVE CREW "Shake" 5 QUINON "Dream" 5 GEORGE CLINTON "Swim" CHANGING FACES "Somebody" ALONZO HUNTER "Way" COVER GIRLS "Woman" ORGANIZED NOIZE "Set" DRAMATICS "Try" ZAKIYA "Mine" PASSION "From"</p> <p>WFLM/Fl. Pierce, FL PD/MD: Michael James</p> <p>No Adds</p> <p>WTMG/Gainesville, FL PD/MD: Don Cody</p> <p>10 CHARISSE ARRINGTON "Down" TEVIN CAMPBELL "Bad" 5 ALONZO HUNTER "Way" 5 CHANGING FACES "Somebody" 5 "PHASE" MINTED "Supreme" 5 BLACKSTREET "Doggly"</p> <p>WQMG/Greensboro, NC PD/MD: Jackson Brown</p> <p>40 BLACKSTREET "Doggly" 8 CHANGING FACES "Somebody" 8 TEVIN CAMPBELL "Bad" 5 ORGANIZED NOIZE "Set" 5 QUINON "Dream" 5 ALONZO HUNTER "Way" 5 SWEET SABLE "Never" 5 ZAKIYA "Mine" 5 DRAMATICS "Try"</p> <p>WJMJ/Greenville, SC PD: Marvin Hankston MD: Kelly Berry</p> <p>13 GHOST TOWN DJS "Boo" 12 MINT CONDITION "Man" 9 BLACKSTREET "Doggly" GIMMINE "Pony"</p> <p>WEUP/Huntsville, AL PD: Steve Murray MD: Dwight Stone</p> <p>5 GIMMINE "Pony" 5 ORGANIZED NOIZE "Set" 5 BARKAYS "Everybody" 5 TINA TURNER "Something" 5 TEVIN CAMPBELL "Bad" 5 TEVIN CAMPBELL "Bad" 5 DRAMATICS "Try" 5 ZAKIYA "Mine" 5 CHANGING FACES "Somebody"</p> <p>WFXE/Columbus, GA PD: Phil D. March MD: Art Thomason</p> <p>44 LUTHER VANDROSS "Secret" 29 MINT CONDITION "Man" 17 BLACKSTREET "Doggly" 10 DO OR DIE "Pimp" 13 CHARISSE ARRINGTON "Down" FOR REAL "Tea" ALONZO HUNTER "Way" JAY-Z/MARY J. BLIGE "Hustle" CHANGING FACES "Somebody"</p> <p>WJMI/Jackson, MS PD/MD: Steve Poston</p> <p>LOST BOYZ "Music"</p> <p>WXQL/Jacksonville, FL PD: Roger Moore MD: Steve Carrington</p> <p>14 ORGANIZED NOIZE "Set" 8 DO OR DIE "Pimp" 7 BLACKSTREET "Doggly" 5 CHANGING FACES "Somebody" 5 ALONZO HUNTER "Way" TEVIN CAMPBELL "Bad" 702 "Shake" DRAMATICS "Try"</p> <p>KPRS/Kansas City, MO PD: Sam Weaver MD: Myron Fears</p> <p>FOR REAL "Tea" TEVIN CAMPBELL "Bad" ALONZO HUNTER "Way" ORGANIZED NOIZE "Set" ZAKIYA "Mine"</p> <p>KIIZ/Killeen, TX PD: Michael McGuire MD: Babyteller</p> <p>14 BLACKSTREET "Doggly" 11 CHANGING FACES "Somebody" 9 GIMMINE "Pony" 5 TEVIN CAMPBELL "Bad" 5 702 "Shake" 5 ALONZO HUNTER "Way" 5 SIR MIX-A-LOT "Jump" QUINON "Dream" PASSION "From"</p> <p>WQGN/Knoxville, TN PD/MD: Wayne Swann</p> <p>32 GHOST TOWN DJS "Boo" 9 ZAKIYA "Mine" 8 TEVIN CAMPBELL "Bad" 5 CHANGING FACES "Somebody" 5 BLACKSTREET "Doggly" 5 ORGANIZED NOIZE "Set" 5 GROOVE COLLECTIVE "Lit" 5 QUINON "Dream" 702 "Shake" 5 RAW SEED "Cure" 5 ALONZO HUNTER "Way"</p> <p>KNEK/Lafayette, LA PD: Tyrone Davis APD: Demetrius Lloyd</p> <p>30 BLACKSTREET "Doggly" 11 SWEET SABLE "Never" 8 ALONZO HUNTER "Way" ZAKIYA "Mine" TEVIN CAMPBELL "Bad" CHANGING FACES "Somebody" QUINON "Dream" ORGANIZED NOIZE "Set" WILD ORCHID "Night" 702 "Shake"</p> <p>KRR/Lafayette, LA PD/MD: Frank Tray</p> <p>6 TEVIN CAMPBELL "Bad" 6 CHANGING FACES "Somebody" 6 ALONZO HUNTER "Way" 6 SWEET SABLE "Never" PASSION "From" SIR MIX-A-LOT "Jump" ZAKIYA "Mine" ORGANIZED NOIZE "Set" 702 "Shake" 2 LIVE CREW "Shake" GEORGE CLINTON "Swim" BLACKSTREET "Doggly"</p> <p>KZWA/Lake Charles, LA PD: Randolph Walker MD: James Williams</p> <p>SWEET SABLE "Never" TEVIN CAMPBELL "Bad" CHANGING FACES "Somebody" BLACKSTREET "Doggly" 702 "Shake" 5 ZAKIYA "Mine" 5 DRAMATICS "Try" T.802 "Touch" GEORGE CLINTON "Swim" ALONZO HUNTER "Way" ORGANIZED NOIZE "Set" QUINON "Dream" DO OR DIE "Pimp"</p> <p>WQHH/Lansing, MI PD/MD: Brant Johnson</p> <p>15 BLACKSTREET "Doggly" 15 A "Set" ZAKIYA "Mine" DRAMATICS "Try" ORGANIZED NOIZE "Set" ALONZO HUNTER "Way" QUINON "Dream" CHANGING FACES "Somebody" TEVIN CAMPBELL "Bad" MEN OF VISION "Things"</p> <p>WJXX/Laurel, MS PD: J.J. Hughes MD: J. Mac</p> <p>5 TEVIN CAMPBELL "Bad" 5 BLACKSTREET "Doggly" 5 CHANGING FACES "Somebody" 5 702 "Shake" 5 ALONZO HUNTER "Way"</p> <p>WJMG/Laurel, MS PD: LaDonna Jones</p> <p>CHANGING FACES "Somebody" WILD ORCHID "Night" ORGANIZED NOIZE "Set" TEVIN CAMPBELL "Bad" BLACKSTREET "Doggly" CHARISSE ARRINGTON "Down"</p> <p>WTKL/Lexington, KY PD: Lee Cruise MD: DJ Gold</p> <p>CHANGING FACES "Somebody" 702 "Shake" AALIYAH "New" BLACKSTREET "Doggly" CECE PENITON "Now" MINT CONDITION "Man" LUTHER VANDROSS "Secret" ALONZO HUNTER "Way" QUINON "Dream" TEVIN CAMPBELL "Bad" ORGANIZED NOIZE "Set"</p> <p>KIPR/Little Rock, AR PD: Joe Booker MD: Tony Terrell</p> <p>22 BLACKSTREET "Doggly" 15 CHANGING FACES "Somebody" ALONZO HUNTER "Way" ZAKIYA "Mine" 702 "Shake" TEVIN CAMPBELL "Bad" CHANGING FACES "Somebody" SWEET SABLE "Never" QUINON "Dream"</p> <p>KKB/Los Angeles, CA PD: Harold Austin MD: Marianna Snider</p> <p>23 BLACKSTREET "Doggly" 8 ME SHELL NOGEOCELLO "Who" MINT CONDITION "Man"</p> <p>WGZB/Louisville, KY VP Programming/PD: Tony Field APD: Paul Strong MD: Tim Jherard</p> <p>45 JUDECI "Up" 23 ERIC BENET "Together" 13 OLIVIA OLIVIA "Tea" 7 BLACKSTREET "Doggly" 5 KIMO WATSON "Game" 5 MAXI PRESTI "SHAGGY" "That" ZAKIYA "Mine" ORGANIZED NOIZE "Set" SKINDEEP "Everybody" CHANGING FACES "Somebody" BORN IN AUGUST "April" TEVIN CAMPBELL "Bad" QUINON "Dream" ALONZO HUNTER "Way"</p> <p>WBB/Macon, GA PD/MD: Kevin Fox</p> <p>5 TEVIN CAMPBELL "Bad" 5 GEORGE CLINTON "Swim" 5 ORGANIZED NOIZE "Set" 5 CHANGING FACES "Somebody" 5 QUINON "Dream" 5 ALONZO HUNTER "Way" 5 CHINO AL "Keep" 5 ME SHELL NOGEOCELLO "Who" 5 QUINON "Dream" 5 SWEET SABLE "Never" 5 ZAKIYA "Mine" 5 BLACKSTREET "Doggly"</p> <p>KJMS/Memphis, TN PD: Terry Base MD: Toni St. James</p> <p>TEVIN CAMPBELL "Bad" ALONZO HUNTER "Way" ALONZO HUNTER "Way" CHANGING FACES "Somebody" CHARISSE ARRINGTON "Down" ORGANIZED NOIZE "Set" KIMO WATSON "Game" RAW SEED "Cure" 702 "Shake" ZAKIYA "Mine"</p> <p>WHRK/Memphis, TN PD: Bobby D'Jay MD: Stan Bell</p> <p>13 TEVIN CAMPBELL "Bad" 11 CHANGING FACES "Somebody" 6 702 "Shake" 6 SWEET SABLE "Never" 6 ALONZO HUNTER "Way" 5 2 LIVE CREW "Shake" 5 QUINON "Dream" 5 ORGANIZED NOIZE "Set"</p> <p>WEDR/Miami, FL PD/MD: James Thomas</p> <p>No Adds</p> <p>WKKV/Milwaukee, WI PD: Nate Bell MD: Kevin Hart</p> <p>5 BLACKSTREET "Doggly" QUINON "Dream" TEVIN CAMPBELL "Bad" ALONZO HUNTER "Way" MEN OF VISION "Things"</p> <p>WNDV/Milwaukee, WI PD/MD: Sandra Robinson</p> <p>8 BLACKSTREET "Doggly" GEORGE CLINTON "Swim" TEVIN CAMPBELL "Bad" QUINON "Dream" 702 "Shake" ALONZO HUNTER "Way" ORGANIZED NOIZE "Set" DRAMATICS "Try" CHANGING FACES "Somebody"</p> <p>WBLX/Mobile, AL PD: Nicoy Davis APD: Jimmy Mack</p> <p>30 BLACKSTREET "Doggly" 6 TEVIN CAMPBELL "Bad" DRAMATICS "Try" FOR REAL "Tea" JAY-Z/MARY J. BLIGE "Hustle"</p> <p>KYEA/Monroe, LA PD: Rocky Love</p> <p>28 BLACKSTREET "Doggly" 21 CHANGING FACES "Somebody" 18 SOUL FOR REAL "Tea" 15 TEVIN CAMPBELL "Bad" 10 GEORGE BENSON "Heaven" DRAMATICS "Try" ORGANIZED NOIZE "Set"</p> <p>WZHT/Montgomery, AL PD/MD: Michael Long</p> <p>28 BLACKSTREET "Doggly" 21 CHANGING FACES "Somebody" 18 SOUL FOR REAL "Tea" 15 TEVIN CAMPBELL "Bad" 10 GEORGE BENSON "Heaven" DRAMATICS "Try" ORGANIZED NOIZE "Set"</p> <p>WQQK/Nashville, TN PD/MD: Tony Wright</p> <p>16 BLACKSTREET "Doggly" 15 CHANGING FACES "Somebody" 14 702 "Shake" 9 LOST BOYZ "Music" 7 SWEET SABLE "Never" 7 PASSION "From" QUINON "Dream" ZAKIYA "Mine" TEVIN CAMPBELL "Bad" ORGANIZED NOIZE "Set" ALONZO HUNTER "Way" ALONZO HUNTER "Way" DRAMATICS "Try" DIDD MAN "Doodle"</p> <p>WQUE/New Orleans, LA PD/MD: Gerard Stevens</p> <p>41 CHANGING FACES "Somebody" BLACKSTREET "Doggly" 702 "Shake" ZAKIYA "Mine" SOUTHSIDE BOIZ "Ready" TEVIN CAMPBELL "Bad" WILD ORCHID "Night" 702 "Shake" ZAKIYA "Mine" TEVIN CAMPBELL "Bad" FLUGES "Ready" KENNY LATTIMORE "Just" CHANGING FACES "Somebody" ALONZO HUNTER "Way"</p> <p>WDDW/Norfolk, VA PD: Hurricane Dave MD: Michael Mauzone</p> <p>17 702 "Shake" 11 SOLO "Blowin" 10 CHANGING FACES "Somebody" ALONZO HUNTER "Way" ZAKIYA "Mine" SWEET SABLE "Never" QUINON "Dream" ORGANIZED NOIZE "Set"</p> <p>KVSP/Oklahoma City, OK PD: Terry Monday MD: Maurice Prince</p> <p>10 BLACKSTREET "Doggly" 7 CHANGING FACES "Somebody" ORGANIZED NOIZE "Set" QUINON "Dream" SWEET SABLE "Never" 702 "Shake" PASSION "From" ALONZO HUNTER "Way" ZAKIYA "Mine" TEVIN CAMPBELL "Bad"</p> <p>WJHM/Orlando, FL PD: Du' Lindsey MD: Cedric Hollywood</p> <p>5 ORGANIZED NOIZE "Set" 5 SWEET SABLE "Never" 5 DRU HILL "Tea"</p> <p>WUSL/Philadelphia, PA PD: Gary Young MD: Glenn Cooper</p> <p>32 KEITH SWEAT "Nobody" 8 IMMATURE "Phase" 5 AALIYAH "New" 5 ALONZO HUNTER "Way" 5 AFTER 7 "Night"</p> <p>WAMO/Pittsburgh, PA PD: Ron Atkins MD: Kris Kelley</p> <p>7 BLACKSTREET "Doggly" 5 SAM THE BEAST "Knock" 5 DO OR DIE "Pimp" 5 QUINON "Dream" 5 CHANGING FACES "Somebody" 5 ALONZO HUNTER "Way" 5 TEVIN CAMPBELL "Bad" 5 DRU HILL "Tea"</p> <p>WQOK/Raleigh, NC PD: Hossie Mack MD: Jerry Jam</p> <p>19 BLACKSTREET "Doggly" 18 SHADES "Tea" 12 SMOOTH "Happiness"</p> <p>WCDX/Richmond, VA PD: Aaron Maxwell MD: Eric Lee</p> <p>17 ORGANIZED NOIZE "Set" 13 702 "Shake" 12 CHANGING FACES "Somebody" TEVIN CAMPBELL "Bad" FOR REAL "Tea" QUINON "Dream" RENAISSANCE "Intimate" BLACKSTREET "Doggly"</p> <p>WPLZ/Richmond, VA PD: Phil Daniels</p> <p>30 ORGANIZED NOIZE "Set" 18 SOLO "Blowin" 17 CHANGING FACES "Somebody" TEVIN CAMPBELL "Bad" FOR REAL "Tea"</p> <p>WTLZ/Saginaw, MI PD: Kemitt Crockett MD: Tony Lamptey</p> <p>10 ALONZO HUNTER "Way" 10 BLACKSTREET "Doggly" 5 CHANGING FACES "Somebody" 5 TEVIN CAMPBELL "Bad" ORGANIZED NOIZE "Set" SWEET SABLE "Never" DRAMATICS "Try" ZAKIYA "Mine" GROOVE COLLECTIVE "Lit" QUINON "Dream"</p> <p>WTUG/Tuscaloosa, AL PD/MD: Steve Sloan</p> <p>No Adds</p> <p>WKYS/Washington, DC PD: Steve Hegwood APD/MD: Mike Fox</p> <p>13 A TRIBE CALLED QUEST "Stressed" 5 DO OR DIE "Pimp" 5 JAY-Z/MARY J. BLIGE "Hustle" 5 GROOVE COLLECTIVE "Lit" ALONZO HUNTER "Way"</p> <p>WNNX/Wilmington, NC PD/MD: Rod Cruise</p> <p>DRU HILL "Tea" BLACKSTREET "Doggly" TINA TURNER "Something" AALIYAH "New"</p> <p>82 Total Reporters 81 Current Reporters 79 Current Playlists</p> <p>Did Not Report, Playlist Frozen (2): WJFZ/Fayetteville, NC WJFX/FL Wayne, IN</p> <p>Did Not Report For Two Consecutive Weeks; Data Not Used (1): WBLK/Bufalo, NY</p>	<p>WEAS/Savannah, GA MD: Don Wilson MD: Vic Thomas</p> <p>17 BLACKSTREET "Doggly" 15 ABOVE THE LAW "Skoops" 5 ORGANIZED NOIZE "Set" QUINON "Dream" 702 "Shake" ZAKIYA "Mine" TEVIN CAMPBELL "Bad" FLUGES "Ready" KENNY LATTIMORE "Just" CHANGING FACES "Somebody" ALONZO HUNTER "Way"</p> <p>KKKS/Shreveport, LA PD/MD: Sharon Flournoy</p> <p>20 BLACKSTREET "Doggly" 15 TEVIN CAMPBELL "Bad" 10 SOUL FOR REAL "Tea" 7 CHANGING FACES "Somebody" 5 2 LIVE CREW "Shake" 5 702 "Shake" ALONZO HUNTER "Way" QUINON "Dream" GROOVE COLLECTIVE "Lit" ORGANIZED NOIZE "Set" COVER GIRLS "Woman" DRAMATICS "Try"</p> <p>KMJJ/Shreveport, LA PD: John Wilson MD: Candy Marshall</p> <p>5 702 "Shake" 5 BLACKSTREET "Doggly" 5 ORGANIZED NOIZE "Set" 5 DRAWN "Up" 5 QUINON "Dream" 5 TEVIN CAMPBELL "Bad" 5 DRAMATICS "Try" 5 ALONZO HUNTER "Way" 5 CHANGING FACES "Somebody" 5 TOP SECRET "Ones" 5 SWEET SABLE "Never"</p> <p>KMJM/SL. Louis, MO DM/PD: Chuck Atkins</p> <p>8 JUDECI "Up" 8 IMMATURE "Phase" 5 GINA THOMPSON "Things" 5 ALONZO HUNTER "Way" 5 "702" "Shake" ORGANIZED NOIZE "Set" SWI "Use" PASSION "From"</p> <p>KJMM/Tulsa, OK PD: Terry Monday MD: Maurice Prince</p> <p>10 BLACKSTREET "Doggly" 10 TEVIN CAMPBELL "Bad" 7 CHANGING FACES "Somebody" ORGANIZED NOIZE "Set" QUINON "Dream" SWEET SABLE "Never" 702 "Shake" PASSION "From" ALONZO HUNTER "Way" ZAKIYA "Mine"</p> <p>WACR/Tupelo, MS PD/MD: Jerold Jackson</p> <p>2 LIVE CREW "Shake" 702 "Shake" ALONZO HUNTER "Way" CHANGING FACES "Somebody" COVER GIRLS "Woman" ORGANIZED NOIZE "Set" QUINON "Dream" RENAISSANCE "Intimate" BLACKSTREET "Doggly"</p> <p>WESE/Tupelo, MS PD/MD: Stan Allen</p> <p>15 2 LIVE CREW "Shake" 10 ALONZO HUNTER "Way" 10 CHANGING FACES "Somebody" 10 BLACKSTREET "Doggly" 10 ORGANIZED NOIZE "Set" 10 TEVIN CAMPBELL "Bad" 5 COVER GIRLS "Woman" 5 RENAISSANCE "Intimate"</p> <p>WTUG/Tuscaloosa, AL PD/MD: Steve Sloan</p> <p>No Adds</p> <p>WKYS/Washington, DC PD: Steve Hegwood APD/MD: Mike Fox</p> <p>13 A TRIBE CALLED QUEST "Stressed" 5 DO OR DIE "Pimp" 5 JAY-Z/MARY J. BLIGE "Hustle" 5 GROOVE COLLECTIVE "Lit" ALONZO HUNTER "Way"</p> <p>WNNX/Wilmington, NC PD/MD: Rod Cruise</p> <p>DRU HILL "Tea" BLACKSTREET "Doggly" TINA TURNER "Something" AALIYAH "New"</p>
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URBAN AC

<p>WAEG/Augusta, GA DM/PD: James Alexander MD: Ron Thomas</p> <p>24 DRAMATICS "Try" 16 BRANDY TARA "Messin" 5 GROOVE COLLECTIVE "Lit"</p> <p>WWIN/Baltimore, MD PD: Kathy Brown</p> <p>No Adds</p> <p>WILD/Boston MA PD: Ken Johnson</p> <p>17 TEVIN CAMPBELL "Bad" 10 SWI "Use" 9 2PAC "How" 7 702 "Shake" 7 TINA TURNER "Something" 6 MONICA FAUGHTY "Nobody" 5 SWI "Use" KENNY LATTIMORE "Just" ALONZO HUNTER "Way" GROOVE COLLECTIVE "Lit"</p> <p>WPAL-AM/Charleston, SC PD/MD: Jae Jackson</p> <p>16 DRAMATICS "Try" 14 CHANGING FACES "Somebody" 14 GROOVE COLLECTIVE "Lit" 12 ALONZO HUNTER "Way" 8 QUINON "Dream"</p> <p>WVWZ/Chicago, IL PD: Maxx Myrick MD: Jamillah Muhammad</p> <p>15 TEVIN CAMPBELL "Bad"</p> <p>WJZA/Columbus, OH PD: Phil Davis MD: Theresa Terry</p> <p>16 BLACKSTREET "Doggly" CHANGING FACES "Somebody" TONI BRAXTON "I'm"</p> <p>WVKO/Columbus, OH PD: Sam Nelson MD: Mike Anderson</p> <p>MARIAH CAREY "Underneath" MINT CONDITION "Man" GROOVE COLLECTIVE "Lit" ISLEY BROTHERS "Teas" QUINCY JONES "Moody's"</p> <p>KRBV/Dallas, TX PD: Thomas Bacote MD: Keith Solis</p> <p>5 BRATONS "Ways"</p> <p>KDKO/Denver, CO PD/MD: Rick Walker</p> <p>15 GHOST TOWN DJS "Boo" 13 702 "Shake" 10 CHANGING FACES "Somebody" 10 SHIRO "Talk" 10 MAXI PRESTI "SHAGGY" "That" 5 KENNY LATTIMORE "Just" 5 TEVIN CAMPBELL "Bad" 5 ZAKIYA "Mine" 5 CHANTAY SAVAGE "Callin" 5 SWEET SABLE "Never" 5 LATVORE "Whoop"</p> <p>WNFO/Gainesville, FL PD/MD: Paul Dancer</p> <p>30 MINT CONDITION "Man" 15 SWEET SABLE "Never" NEWTRONS "Teas" DRAMATICS "Try" ALONZO HUNTER "Way" QUINON "Dream" GROOVE COLLECTIVE "Lit"</p> <p>KMJQ/Houston, TX PD: Carl Conner MD: Carla Boatner</p> <p>12 SOLO "Blowin" 5 ANGIE A BOBELL "Mobb" TEVIN CAMPBELL "Bad" GROOVE COLLECTIVE "Lit"</p> <p>WKXI/Jackson, MS PD/MD: Stan Branson</p> <p>5 SWI "Use"</p> <p>KJLH/Los Angeles, CA PD/MD: Cliff Winston</p> <p>MINT CONDITION "Man"</p> <p>WHQT/Miami, FL PD: Tony Kidd MD: Phil Michaels</p> <p>8 TINA TURNER "Something" 6 ME SHELL NOGEOCELLO "Who" 7 112 "Only"</p> <p>WDLT/Mobile, AL PD/MD: Mark Dylan</p> <p>9 SWEET SABLE "Never" 7 GROOVE COLLECTIVE "Lit" JOHNNY WALKER "Head" DRAMATICS "Try"</p> <p>WNHC/New Haven, CT PD: Lamonda Williams MD: Doc Martin</p> <p>7 TEVIN CAMPBELL "Bad" 7 KENNY LATTIMORE "Just" 6 CHANGING FACES "Somebody" 6 GROOVE COLLECTIVE "Lit" 6 TEVIN CAMPBELL "Bad" 6 CHANTAY SAVAGE "Callin" 5 ORGANIZED NOIZE "Set"</p> <p>WYLD/New Orleans, LA PD/MD: LeBron Joseph</p> <p>7 MINT CONDITION "Man" 7 BRATONS "Ways"</p> <p>WDFJ/Philadelphia, PA PD: Joe Tamburo MD: Daisy Davis</p> <p>No Adds</p> <p>WFXC/Raleigh, NC PD/MD: Chris Connors</p> <p>No Adds</p> <p>WSOJ/Richmond, VA PD/MD: Kevin Kofax</p> <p>37 VANESSA WILLIAMS "Ease" 12 SOLO "Blowin" 7 TEVIN CAMPBELL "Bad" 7 KENNY LATTIMORE "Just" 7 BARKAYS "Everybody" 7 GROOVE COLLECTIVE "Lit" 7 BONEY JAMES "Sax" 7 RENAISSANCE "Intimate"</p> <p>KDIA/San Francisco, CA PD: John Warren Co-PD/MD: Bob Jones</p> <p>13 CECE PENITON "Now" BRANDY TARA "Messin" GROOVE COLLECTIVE "Lit" TEVIN CAMPBELL "Bad" MINT CONDITION "Man" WHITNEY HOUSTON "Hurt" JAMES BROWN "Real" 2 T.Y.M.C. "Swing"</p> <p>WMMJ/Washington, DC PD: Doug Gilmore</p> <p>No Adds</p> <p>28 Total Reporters 28 Current Reporters 22 Current Playlists</p> <p>Reported Frozen Playlist (4): WKS/Greenville, NC WMCS/Milwaukee, WI WTMP/Tampa, FL WMTX/Toledo, OH</p> <p>Did Not Report, Playlist Frozen (2): KJMK/Phoenix, AZ KXOK/SL. Louis, MO</p> <p>No Longer a Reporter (2): WMY/Norfolk, VA KSOL/San Francisco, CA</p>	<p>WAEG/Augusta, GA DM/PD: James Alexander MD: Ron Thomas</p> <p>24 DRAMATICS "Try" 16 BRANDY TARA "Messin" 5 GROOVE COLLECTIVE "Lit"</p> <p>WWIN/Baltimore, MD PD: Kathy Brown</p> <p>No Adds</p> <p>WILD/Boston MA PD: Ken Johnson</p> <p>17 TEVIN CAMPBELL "Bad" 10 SWI "Use" 9 2PAC "How" 7 702 "Shake" 7 TINA TURNER "Something" 6 MONICA FAUGHTY "Nobody" 5 SWI "Use" KENNY LATTIMORE "Just" ALONZO HUNTER "Way" GROOVE COLLECTIVE "Lit"</p> <p>WPAL-AM/Charleston, SC PD/MD: Jae Jackson</p> <p>16 DRAMATICS "Try" 14 CHANGING FACES "Somebody" 14 GROOVE COLLECTIVE "Lit" 12 ALONZO HUNTER "Way" 8 QUINON "Dream"</p> <p>WVWZ/Chicago, IL PD: Maxx Myrick MD: Jamillah Muhammad</p> <p>15 TEVIN CAMPBELL "Bad"</p> <p>WJZA/Columbus, OH PD: Phil Davis MD: Theresa Terry</p> <p>16 BLACKSTREET "Doggly" CHANGING FACES "Somebody" TONI BRAXTON "I'm"</p> <p>WVKO/Columbus, OH PD: Sam Nelson MD: Mike Anderson</p> <p>MARIAH CAREY "Underneath" MINT CONDITION "Man" GROOVE COLLECTIVE "Lit" ISLEY BROTHERS "Teas" QUINCY JONES "Moody's"</p> <p>KRBV/Dallas, TX PD: Thomas Bacote MD: Keith Solis</p> <p>5 BRATONS "Ways"</p> <p>KDKO/Denver, CO PD/MD: Rick Walker</p> <p>15 GHOST TOWN DJS "Boo" 13 702 "Shake" 10 CHANGING FACES "Somebody" 10 SHIRO "Talk" 10 MAXI PRESTI "SHAGGY" "That" 5 KENNY LATTIMORE "Just" 5 TEVIN CAMPBELL "Bad" 5 ZAKIYA "Mine" 5 CHANTAY SAVAGE "Callin" 5 SWEET SABLE "Never" 5 LATVORE "Whoop"</p> <p>WNFO/Gainesville, FL PD/MD: Paul Dancer</p> <p>30 MINT CONDITION "Man" 15 SWEET SABLE "Never" NEWTRONS "Teas" DRAMATICS "Try" ALONZO HUNTER "Way" QUINON "Dream" GROOVE COLLECTIVE "Lit"</p> <p>KMJQ/Houston, TX PD: Carl Conner MD: Carla Boatner</p> <p>12 SOLO "Blowin" 5 ANGIE A BOBELL "Mobb" TEVIN CAMPBELL "Bad" GROOVE COLLECTIVE "Lit"</p> <p>WKXI/Jackson, MS PD/MD: Stan Branson</p> <p>5 SWI "Use"</p> <p>KJLH/Los Angeles, CA PD/MD: Cliff Winston</p> <p>MINT CONDITION "Man"</p> <p>WHQT/Miami, FL PD: Tony Kidd MD: Phil Michaels</p> <p>8 TINA TURNER "Something" 6 ME SHELL NOGEOCELLO "Who" 7 112 "Only"</p> <p>WDLT/Mobile, AL PD/MD: Mark Dylan</p> <p>9 SWEET SABLE "Never" 7 GROOVE COLLECTIVE "Lit" JOHNNY WALKER "Head" DRAMATICS "Try"</p> <p>WNHC/New Haven, CT PD: Lamonda Williams MD: Doc Martin</p> <p>7 TEVIN CAMPBELL "Bad" 7 KENNY LATTIMORE "Just" 6 CHANGING FACES "Somebody" 6 GROOVE COLLECTIVE "Lit" 6 TEVIN CAMPBELL "Bad" 6 CHANTAY SAVAGE "Callin" 5 ORGANIZED NOIZE "Set"</p> <p>WYLD/New Orleans, LA PD/MD: LeBron Joseph</p> <p>7 MINT CONDITION "Man" 7 BRATONS "Ways"</p> <p>WDFJ/Philadelphia, PA PD: Joe Tamburo MD: Daisy Davis</p> <p>No Adds</p> <p>WFXC/Raleigh, NC PD/MD: Chris Connors</p>
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URBAN AC TOP 30

AUGUST 23, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
3	2	1	1	MAXWELL Ascension (Don't Ever Wonder) (Columbia) 783	789	708	679	28/0	
1	1	2	2	TONI BRAXTON You're Makin' Me High (LaFace/Arista) 692	740	829	850	26/0	
5	4	3	3	ANN NESBY I'll Do Anything For You (Perspective/A&M) 631	696	667	612	26/0	
—	—	12	4	LUTHER VANDROSS Your Secret Love (LV/Epic) 537	397	54	—	25/0	
2	3	4	5	R. KELLY I Can't Sleep Baby (If I) (Jive) 502	600	685	710	22/0	
—	16	7	6	JOHNNY GILL Let's Get The Mood Right (Motown) 466	435	300	38	28/0	
4	5	5	7	KEITH SWEAT Twisted (Elektra/EEG) 450	505	613	636	20/0	
14	13	9	8	NEW EDITION Hit Me Off (MCA) 436	407	376	338	17/0	
10	7	6	9	WHITNEY HOUSTON Why Does It Hurt So Bad (Arista) 427	495	412	380	24/1	
11	10	8	10	BRAXTONS So Many Ways (Atlantic) 425	412	391	351	22/2	
21	14	11	11	SWV Use Your Heart (RCA) 412	401	353	255	22/2	
12	12	10	12	ISLEY BROTHERS Floatin' On Your Love (T-Neck/Island) 402	403	384	350	19/0	
18	18	14	13	GEORGE BENSON Holdin' On (GRP) 388	374	295	279	22/0	
—	29	16	14	TINA TURNER Something Beautiful Remains (Virgin) 355	342	234	123	23/2	
6	8	15	15	KENNY LATTIMORE Never Too Busy (Columbia) 327	361	401	538	14/0	
8	6	13	16	D'ANGELO Me And Those Dreamin' Eyes Of Mine (EMI) 325	384	426	410	16/0	
—	25	18	17	BRANDY, TAMIA, KNIGHT, KHAN Missing You (EastWest/EEG) 312	306	240	122	23/2	
23	17	21	18	JOHNNIE TAYLOR Good Love (Malaco) 304	276	296	242	12/0	
27	24	22	19	QUINCY JONES Moody's Mood For Love (Qwest/WB) 293	268	246	207	18/2	
—	22	19	20	CECE PENISTON Movin' On (A&M) 292	305	256	158	19/1	
9	11	17	21	ERIC BENET Let's Stay Together (Jac-Mac/WB) 279	331	388	386	17/0	
25	—	27	22	MAXI PRIEST I/SHAGGY That Girl (Virgin) 254	231	218	214	14/1	
19	19	20	23	GROOVE THEORY Baby Luv (Epic) 245	293	294	276	12/0	
17	30	26	24	JESSE POWELL Gloria (Silas/MCA) 230	237	227	280	11/0	
15	15	24	25	MONICA Why I Love You So Much (Rowdy/Arista) 223	264	304	319	10/0	
DEBUT			26	MINT CONDITION What Kind Of Man Would I Be (Perspective/A&M) 217	130	10	—	17/5	
7	9	25	27	TEVIN CAMPBELL Back To The World (Qwest/WB) 199	255	394	531	11/0	
29	—	—	28	ART N' SOUL All My Luv (Big Beat/Atlantic) 189	190	194	197	12/0	
20	27	29	29	4U Home (Rip-It) 185	208	236	273	9/0	
DEBUT			30	DRU HILL Tell Me (Island) 181	167	145	125	11/0	

This chart reflects airplay from August 12-18. Songs ranked by total plays. Highlighted songs indicate Breaker.

28 Urban AC reporters. 22 current playlists. Songs that are down in plays for three consecutive weeks and below No. 15 are moved to recurrent.

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NEW & ACTIVE

NNEKA Say It Again (Island)

Total Plays: 164, Total Stations: 8, Adds: 0

HORACE BROWN Things We Do For Love (Motown)

Total Plays: 161, Total Stations: 8, Adds: 0

AALIYAH If Your Girl Only Knew (BlackGround/Atlanta)

Total Plays: 140, Total Stations: 8, Adds: 0

3T Why (MJJ/550 Music/Epic)

Total Plays: 139, Total Stations: 9, Adds: 0

112 Only You (Bad Boy/Arista)

Total Plays: 120, Total Stations: 7, Adds: 1

TRACY CHAPMAN Give Me One Reason (Elektra/EEG)

Total Plays: 116, Total Stations: 6, Adds: 0

GHOST TOWN DJ'S My Boo (So So Def/Columbia)

Total Plays: 93, Total Stations: 3, Adds: 1

L.L. COOL J Loungin (Def Jam/RAL/Mercury)

Total Plays: 93, Total Stations: 4, Adds: 0

AZ YET Last Night (LaFace/Arista)

Total Plays: 81, Total Stations: 4, Adds: 0

DRAMATICS Try Love Again (Bellmark)

Total Plays: 81, Total Stations: 7, Adds: 5

Songs ranked by total plays.

BREAKERS®

No Songs Qualified For Breaker Status This Week

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
GROOVE COLLECTIVE Lift Off (Giant Step/GRP)	10
TEVIN CAMPBELL I Got It Bad (Qwest/WB)	7
DRAMATICS Try Love Again (Bellmark)	5
MINT CONDITION What Kind Of Man... (Perspective/A&M)	5
CHANGING FACES I Got Somebody Else (Atlantic)	4
ALFONZO HUNTER Just The Way The Playas Play (EMI)	3
KENNY LATTIMORE Just What It Takes (Columbia)	3
SWEET SABLE I'll Never Go Back (Street Life/All American)	3
BRANDY/TAMIA/KNIGHT/KHAN Missing You (EastWest/EEG)	2
BRAXTONS So Many Ways (Atlantic)	2
QUINCY JONES Moody's Mood For Love (Qwest/WB)	2
SWV Use Your Heart (RCA)	2
TINA TURNER Something Beautiful Remains (Virgin)	2

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
LUTHER VANDROSS Your Secret Love (LV/Epic)	+140
MINT CONDITION What Kind Of Man... (Perspective/A&M)	+87
TEVIN CAMPBELL I Got It Bad (Qwest/WB)	+51
ME'SHELL NDEGECELLO Who Is He... (Maverick/Reprise)	+44
GROOVE COLLECTIVE Lift Off (Giant Step/GRP)	+39
VANESSA WILLIAMS Erase (Mercury)	+37
DRAMATICS Try Love Again (Bellmark)	+36
CHANGING FACES I Got Somebody Else (Atlantic)	+35
BARKAYS Everybody Wants That Love (Curb)	+34
702 Steelo (Motown)	+32

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
JODECI Get On Up (Uptown/MCA)
WHITNEY HOUSTON & CECE WINANS Count On Me (Arista)
MEN OF VIZION House Keeper (MJJ/550 Music/Epic)
DEBORAH COX Where Do We Go From Here (Arista)
MARIAH CAREY Always Be My Baby (Columbia)
NATHAN MORRIS Wishes (Perspective/A&M)
CASE I/FOXXY BROWN Touch Me... (Def Jam/RAL/Mercury)
TOTAL Kissin' You (Bad Boy/Arista)
D'ANGELO Lady (EMI)
ISLEY BROTHERS Let's Lay Together (T-Neck/Island)

Breakers: Songs registering 250 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.



Album Of The Year Nominee for
'NAKED AND TRUE'

RANDY CRAWFORD

'Forget Me Nots'

THE NEW SINGLE

GOING FOR ADDS AUGUST 26 AND 27

BLUEMOON



"AIN'T GOT NOTHIN' ON US"

Adds August 26th



*JOHN MICHAEL
MONTGOMERY*

*One of Today's True
Country Superstars*



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From the long-awaited album
"WHAT I DO THE BEST"

Street Date September 24th

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S U Z Y B O G G U S S

THE NEW SINGLE FROM

B O G G U S S

GIVE ME SOME WHEELS

ADD DATE: AUGUST 30

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Nominees In For 1996 CMA Awards

□ Gill leads with seven nods; Strait, Brooks & Dunn follow with five apiece

Nashville's armchair industry analysts worked overtime following last week's announcement of the 1996 CMA award nominees. While the nominations may shed some light on the opinions of CMA members in 38 countries, the October 2 awards show will tell if any real upsets occur.

LeAnn Rimes, the 13-year-old Texas sensation, has already made history as the youngest artist ever nominated for a CMA trophy. In addition to Rimes, other first-time nominees include Junior Brown, Bryan White, Terri Clark, and Wade Hayes.

Vince Gill, who has more CMA awards than any artist, got another seven nominations, including Entertainer of the Year. While that's the most nominations by a single artist in recent years, Country Music Hall of Fame member Merle Haggard still holds the record for the nine nominations he garnered in 1970.

In terms of total nominations for 1996, George Strait and Brooks & Dunn follow Gill with five nods each.

Reba McEntire received one nomination — Vocal Event — for "On My Own," her collaboration with Trisha Yearwood, Martina McBride, and Linda Davis. It's the first time in a decade that McEntire is not up for Entertainer of the Year. This time, it's an all-male field with Gill, Brooks & Dunn, Garth Brooks, Strait, and reigning Entertainer of the Year Alan Jackson.

It's also the first time since 1983 that McEntire was not nominated for Female Vocalist. This year's nominees are McBride, Faith Hill, Patty Loveless, Shania Twain, and Pam Tillis. Missing from that list is last year's winner, Alison Krauss, who did not release a new album during the CMA's eligibility period.

With the strength of Gill and Strait, the MCA/Nashville roster led the label pack in with 16 nominations. And although the Song of the Year award goes to the songwriters, Tracy Byrd's MCA single "Keeper Of The Stars" netted a nomination for Dickey Lee, Karen Staley, and Danny Mayo.

Marty Stuart and Lorrie Morgan announced the nominees during a press conference. When Stuart

learned that Morgan had not made the Female Vocalist finalists, he told her there was just one name missing from that particular list. After Morgan thanked him for the comment, Stuart jokingly retorted with the stinger, "Kitty Wells."

Unger commented, "Wynonna is one of the most talented and important artists in contemporary popular music. I will continue to cherish my friendship with her, and I look forward to both our futures with confidence and happiness."

Unger had practiced business and entertainment law in Nashville before he began managing Wynonna in April 1994, shortly after she and mother Naomi Judd left longtime Judds manager Ken Stilts. Larry Strickland, who currently manages Naomi and Curb artists Michael English and Jonathan Pierce, will serve as interim manager through Wynonna Inc.

Bits 'N' Pieces

Speaking of the Judds, Naomi plans to host a syndicated television show produced by Quincy Jones and David Saltzman. Regular guests are expected to include her daughters, Wynonna and Ashley. The show's title, appropriately enough, will be "Naomi."

• Don't you just hate it when a stranger wants to sit at your breakfast table? Diamond Rio's Marty Roe, Dana Williams, and Dan Truman and their wives were preparing for a leisurely meal at an Atlanta hotel's restaurant when a woman began to sit down at their table. Realizing that her entourage was seated elsewhere, she apologized and began to walk away. The stranger, as it turned out, was actress Jamie Lee Curtis.

• Former CMA Female Vocalists of the Year Pam Tillis, Kathy Mattea, and K.T. Oslin are slated to headline the fourth annual "Music City CARES" concert, scheduled for October 6 at Nashville's War Memorial Auditorium. The past three concerts have raised more than \$300,000 for Nashville CARES, a non-profit organization that provides AIDS services and education programs in the Middle Tennessee area.

• After a major rainstorm forced the cancellation of Mary Chapin Carpenter's recent outdoor concert at Michigan State University in East Lansing, MI, she went to the nearby Munn Arena to spend several hours signing autographs and visiting with fans.

• Recent visitors to a Nashville park must have thought they were seeing a mirage when BlackHawk was riding camels during one of the hottest days of Nashville's summer. The trio was actually posing for a photo, which will be used on their 1996 Christmas card.

• Steve Wariner has been working with fellow Grand Ole Opry star Bill Anderson. The two co-wrote "Christmas In Your Arms" for Alabama's new RCA Christmas album, and Wariner goes to the studio in October to produce Anderson's upcoming Warner Bros. album.

• Tammy Wynette has filed suit against the Star and the National Enquirer. Alleging libel and invasion of privacy, she claims the newspapers paid to secure private medical records that were taken from a Pittsburgh hospital.

— Calvin Gilbert

COUNTRY FLASHBACK

1 YEAR AGO

• No. 1: "She Ain't Your Ordinary Girl" - Alabama

5 YEARS AGO

• No. 1: "Brand New Man" - Brooks & Dunn

10 YEARS AGO

• No. 1: "In Love" - Ronnie Milsap

15 YEARS AGO

• No. 1: "(There's) No Gettin' Over Me" - Ronnie Milsap (second week)

20 YEARS AGO

• No. 1: "(I'm A) Stand By My Woman Man" - Ronnie Milsap

Wynonna, Manager Split
Wynonna and manager John Unger have parted company, but both say it's an amicable split. In making the August 14 announcement, Wynonna said, "I will miss John. He has been both a strong career advocate and a caring friend throughout almost three years of personal and professional challenges for me. I'm grateful for the friendship that will endure."

Unger commented, "Wynonna is one of the most talented and impor-



DIGGING THE GOLD — No, it's not an old photo. Because "Music For All Occasions," the Mavericks' third MCA/Nashville album, was released in a limited-edition vinyl version, the band got its gold certification the old-fashioned way. There was enough metal to go around, but those attending the gold party wondered what the band would do with the single commemorative plate presented by the Nashville Chamber of Commerce. At the party hosted by MCA and BMI are (front row, l-r) Mavericks Raul Malo, Paul Deakin, Nick Kane, Robert Reynolds, and Jerry Dale McFadden; (back row, l-r) MCA/Nashville Chairman Bruce Hinton, producer Don Cook, manager Frank Callari, MCA/Nashville President Tony Brown, and BMI Director/Writer Relations Clay Bradley.

Thrasher Shiver

NEW ARTIST FACT FILE

Current Single: "Goin' Goin' Gone"

Current Album, Label: "Thrasher Shiver," Asylum (September 10 release)

Influences: Harmony groups and lots of country, gospel, and rock 'n' roll

Management: Bob Doyle & Associates

Background

Growing up in the Birmingham area, Neil Thrasher's father, Joe, was a member of the Thrasher Brothers, a popular gospel act. Savannah, TN native Kelly Shiver was 13 when he and a friend established their first band. Shiver was excited about the band's first show, which paid \$250 to open for a one-hit rock group. "I thought, 'Dad-gum, you can make money at this!' The second gig came several years later."

Music was always a big part of the Thrasher household. "From the day I was born 'til the day I knew better, it's all I ever knew," Thrasher says. "All my friends' dads were salesmen or had their own companies. My dad was big in gospel music." The younger Thrasher was on the road with the family vocal group at the age of 18.

Nashville Connections

In the late '80s, Thrasher was a member of Nashville-based country vocal group Indian River. In 1989, he made two significant friends during the group's appearance at a Beaumont, TX benefit for disabled children. The show's headliner, Garth Brooks, and his manager, Bob Doyle, heard Indian River's soundcheck and made it a point to see their show that night.

Returning to Nashville, Brooks invited Thrasher to sing background vocals on "Wolves," a track from his groundbreaking album "No Fences." The session added to Thrasher's reputation and resulted in his receipt of two platinum plaques. "The one I have on my wall is the one Garth gave me," Thrasher says. "That's the one that mattered."

What also mattered was Thrasher's publishing deal with Doyle's Major Bob Music. Shiver signed to Major Bob three years ago and made daily trips to Nashville to write and sing demos while playing in County Line, a club band in his hometown. Shiver's work as a demo singer stemmed from performing his own demos at Major Bob.

He's lost count of how many demos he's done. "It's just like a job," he explains. "You love to do it, and you're fortunate to be able to do what you love. But you're so busy learning the next one, you don't think about how many you've done."

Resisting Fate

Thrasher and Shiver met four years ago at a writers' meeting at Major Bob. Shiver recalls, "I played a couple of songs; Neil played one. Afterwards, we started talking and found we had a lot of things in common, like hunting, fishing, and golf. We started writing together, and it kept snowballing into more writing and more singing together."

"There was a certain sound there," Thrasher continues. "We realized it when we first started, but we were pursuing solo careers. We were both headstrong. We had some great things going."

Instead of jumping at the opportunity of forming a duo, Shiver says, "We tried to ignore it at first." Thrasher agrees: "People would ask, 'Have you ever thought about doing a duo? You sound different and unique.' We finally



put ourselves together. There's nothing about this that's contrived."

The Deal

Although they had decided to become a duo, their deal with Asylum Records came about almost accidentally. Asylum co-President Kyle Lehning was visiting Major Bob's office during a song search for Bryan White. He heard Thrasher and Shiver's individual voices on song demos and asked Doyle who was singing.

With that initial interest, Thrasher and Shiver provided a tape of their work together. Lehning talked to Doyle, and the duo was soon singing live at the Asylum office.

Given the okay to record an album, Lehning told Thrasher and Shiver to find an independent producer to co-produce the project. They finally decided on Justin Niebank, Marty Stuart's producer, who has engineered sessions for Eric Clapton, Bob Seger, Neil Diamond, Lee Roy Parnell, and Pam Tillis.

The Music

On their self-titled debut album, Thrasher Shiver's vocal approach is slightly different from other duos. "We're not structured like lead singer/harmony singer/backup singer," Thrasher says.

Shiver continues, "We wanted to do something different that didn't sound like anyone else. It's hard to do that and stay within country music."

The duo's introduction to Country radio comes with "Goin' Goin' Gone," co-written by Thrasher and Michael Delany. Thrasher credits Delany with the initial concept for a song discussing America's changing landscape. "We put the story together, and it took about five hours to write it," he says. Usually, songs like that don't take that long to write if you have some good subject matter. "Everybody who comes from that [rural or smalltown] background ... it kills them to see places where you used to go hunting gone. There's a mall there."

The Future

With "Goin' Goin' Gone" still in its early stages at radio, the followup single hasn't been determined. Thrasher Shiver's booking agent is still working on tour plans, but it looks as though their road work will concentrate on opening for major acts, as opposed to club work.

They've already visited approximately 115 stations on their continuing radio tour. Shiver remarks, "Now that we're getting adds, it's interesting to remember our visits and put the faces with the names."

Stations and their adds listed alphabetically by market

WOMX/Akron, OH PD: Kevin Mason MD: Bill Shel 18 DIAMOND RIO 18 TRISHA YEARWOOD 18 TRAVIS TRITT	WHWK/Binghamton, NY PD/MD: John Davison 13 MARTINA MCBRIDE 13 PAUL BRANDT	KRYS/Carpus Christi, TX PD/MD: Danny McWilliams 10 SAWYER BROWN 10 PATTY LOVELESS 5 MARTY STUART 5 MARTINA MCBRIDE	KMAX/Fresno, CA PD: Larry Santiago MD: Scott Stevens 9 JOE DUFFIE 9 TRACE ADKINS 9 DIAMOND RIO	WMTZ/Johnstown, PA PD/MD: Brian Cleary MD: Scott Stevens 11 RICOCHET 10 PATTY LOVELESS 6 DIAMOND RIO 6 BILLY RAY CYRUS 6 MARTINA MCBRIDE 6 TRACE ADKINS	WWQM/Madison, WI PD/MD: Tom Oakes MD: Mel McKenzie 19 DAVID LEE MURPHY 19 DEANA CARTER 19 TRAVIS TRITT 19 RICOCHET 19 PATTY LOVELESS	WDW/Omaha, NE PD: Ken Brooks MD: Tom Scott 9 CLINT BLACK 9 DEANA CARTER 9 DIAMOND RIO	WYYD/Roanoke, VA PD/MD: Robynn Jaymes MD: Tom Scott 16 JOE DUFFIE 16 DAVID LEE MURPHY 16 KENNY CHESNEY	KNFR/Spokane, WA PD/MD: Jay Daniels 14 TRACE ADKINS 14 JEFF CARSON 14 DIAMOND RIO 14 PATTY LOVELESS 14 MARTINA MCBRIDE 14 RICOCHET 7 THRASHER SHIVER 7 CHARLIE MAJOR	KNUE/Tyler, TX PD: Amy Austin MD: Chuck McKinley 5 TRACE ADKINS 5 DIAMOND RIO
WGNA/Aibany, NY OM: Fred Horton MD: Bill Earley 13 TRACE ADKINS 13 KENNY CHESNEY 13 DIAMOND RIO 13 TY ENGLAND 13 WYNONNA 13 SAWYER BROWN 13 WESTERN FLYER	WZZK/Birmingham, AL PD: Jim Ties MD: Scott Stewart 16 CLINT BLACK	KPLX/Dallas, TX PD: Smokey Rivers MD: Teresa Whitney 20 PATTY LOVELESS 15 ALABAMA 7 TRACE ADKINS 7 CLINT BLACK	KSKS/Fresno, CA PD: Ken Coates MD: Chris Bosen 7 LEANN RIMES 7 MARTINA MCBRIDE 7 TRACE ADKINS	KBEQ/Kansas City, MO PD: Mike Kennedy MD: T.J. McEntire 18 CLINT BLACK 18 WYNONNA 10 DIAMOND RIO	KTEX/McAllen, TX PD/MD: Jim Paczkowski MD: Jennifer Wood 9 RICOCHET	WVKA/Orlando, FL PD: Mike Moore MD: Shadow Stevens 17 JOHN BERRY 17 RICOCHET 5 SHANIA TWAIN	WBEE/Rochester, NY PD: Bob Barnett MD: Coyote Collins 5 DAVID LEE MURPHY 5 SAMMY KERSHAW 5 BILLY RAY CYRUS 5 JOHN BERRY 5 MILA MASON 5 PAUL BRANDT	WFMB/Springfield, IL PD: Bob Grayson MD: John Spaulding 16 TY ENGLAND 15 PATTY LOVELESS 15 TRACE ADKINS 15 BILLY RAY CYRUS 15 LORRIE MORGAN 14 DIAMOND RIO 14 MANDY BARNETT 14 GEORGE JONES	WFRG/Hot Springs, AR PD/MD: Chris Atkins 7 CLINT BLACK 7 PATTY LOVELESS 7 RICOCHET 7 TRACE ADKINS
KRST/Albuquerque, NM PD: Jim Patrick MD: Chaz Malibu 12 KENNY CHESNEY 12 TRAVIS TRITT 12 DIAMOND RIO 12 CLINT BLACK 5 LORRIE MORGAN 5 PATTY LOVELESS	WKLK/Boston, MA PD: Harry Nelson MD: Ginny Rogers 15 LEANN RIMES 5 PATTY LOVELESS 5 RICOCHET	KSCS/Dallas, TX PD: Dean James MD: Linde O'Brian 14 VINCE GILL 14 JOE MESSINA	WBCT/Grand Rapids, MI PD: Doug Montgomery MD: Kelly Iris 25 CLINT BLACK 25 RICOCHET 18 DIAMOND RIO 18 SAWYER BROWN 5 BILLY RAY CYRUS 5 TY ENGLAND	KFKF/Kansas City, MO PD: Dale Carter MD: Tony Stevens 15 CLINT BLACK 8 WYNONNA 8 DIAMOND RIO 8 K.T. OSLIN 8 WESTERN FLYER	WGKX/Memphis, TN Interim PD: Mark Billingsley 10 TRAVIS TRITT 10 PATTY LOVELESS 10 SHANIA TWAIN 10 RICOCHET 10 MICHELLE WRIGHT	KHAY/Oxnard, CA PD/MD: Mark Hill 9 GEORGE JONES 9 WYNONNA 9 GARY ALLAN 8 GREAT PLAINS 7 MILA MASON	KNCI/Sacramento, CA PD: Mark Evans MD: Jennifer Wood 15 CLINT BLACK 6 K.T. OSLIN 6 RICOCHET 6 MANDY BARNETT	WPKX/Springfield, MA PD: Jim Andrews MD: Kevin Wright 21 PATTY LOVELESS 14 PAUL BRANDT 14 DEANA CARTER 14 MARTY STUART 14 TY ENGLAND 14 MARTINA MCBRIDE 14 RICOCHET	WACO/Waco, TX AP/MD: Zack Owen AP/MD: Glenn Michaels 12 MILA MASON 12 SAWYER BROWN 12 TRACE ADKINS 12 DIAMOND RIO 12 PATTY LOVELESS
KRRV/Alexandria, LA PD: Lon Harris MD: Michael Bailey 12 MARTINA MCBRIDE 12 JOHN BERRY 12 TRACE ADKINS 12 RICOCHET	WYRK/Butte, MT PD: Ken Johnson MD: Pat O'Brien 12 CLINT BLACK 12 ALABAMA 12 JOHN M. MONTGOMERY 12 TRACE LAWRENCE 12 COLLIN RAYE	WTQR/Greensboro, NC PD: Paul Franklin MD: Danny Hall 5 LORRIE MORGAN 5 SHANIA TWAIN	WRNS/Greenville, NC PD: Wayne Carlisle MD: Dale Knippers 25 K.T. OSLIN 24 DIAMOND RIO 11 SHANIA TWAIN 10 MANDY BARNETT 10 JOE NICHOLS 10 MARTINA MCBRIDE	WKIS/Miami, FL PD: Bob McKay MD: Darlene Evans 14 PATTY LOVELESS 14 MILA MASON	WKIS/Miami, FL PD: Bob McKay MD: Darlene Evans 14 PATTY LOVELESS 14 MILA MASON	WXFL/Palm Springs, CA PD: Lynn West MD: Bruce Clark 15 PATTY LOVELESS	WVVC/Saginaw, MI PD/MD: Rick Walker 8 JOE DUFFIE	WVLC/Salt Lake City, UT PD: Don Crist MD: Jim Mickelson 10 DIAMOND RIO 10 TY ENGLAND 10 PATTY LOVELESS 10 MILA MASON	WDEZ/Wasau, WI PD: Bob Jung MD: Lou Stewart 12 CLINT BLACK 12 MARTINA MCBRIDE 12 TRACE ADKINS 12 RICOCHET
WYRK/Butte, MT PD: Ken Johnson MD: Pat O'Brien 12 CLINT BLACK 12 ALABAMA 12 JOHN M. MONTGOMERY 12 TRACE LAWRENCE 12 COLLIN RAYE	WYRG/Daytona Beach, FL PD: John Rivers 11 DEANA CARTER 9 4RUNNER	WVVC/Saginaw, MI PD/MD: Rick Walker 8 JOE DUFFIE	WVVC/Saginaw, MI PD/MD: Rick Walker 8 JOE DUFFIE	WVVC/Saginaw, MI PD/MD: Rick Walker 8 JOE DUFFIE	WVVC/Saginaw, MI PD/MD: Rick Walker 8 JOE DUFFIE	WVVC/Saginaw, MI PD/MD: Rick Walker 8 JOE DUFFIE	WVVC/Saginaw, MI PD/MD: Rick Walker 8 JOE DUFFIE	WVVC/Saginaw, MI PD/MD: Rick Walker 8 JOE DUFFIE	WVVC/Saginaw, MI PD/MD: Rick Walker 8 JOE DUFFIE
WYRK/Butte, MT PD: Ken Johnson MD: Pat O'Brien 12 CLINT BLACK 12 ALABAMA 12 JOHN M. MONTGOMERY 12 TRACE LAWRENCE 12 COLLIN RAYE	WYRG/Daytona Beach, FL PD: John Rivers 11 DEANA CARTER 9 4RUNNER	WVVC/Saginaw, MI PD/MD: Rick Walker 8 JOE DUFFIE	WVVC/Saginaw, MI PD/MD: Rick Walker 8 JOE DUFFIE	WVVC/Saginaw, MI PD/MD: Rick Walker 8 JOE DUFFIE	WVVC/Saginaw, MI PD/MD: Rick Walker 8 JOE DUFFIE	WVVC/Saginaw, MI PD/MD: Rick Walker 8 JOE DUFFIE	WVVC/Saginaw, MI PD/MD: Rick Walker 8 JOE DUFFIE	WVVC/Saginaw, MI PD/MD: Rick Walker 8 JOE DUFFIE	WVVC/Saginaw, MI PD/MD: Rick Walker 8 JOE DUFFIE

182 Total Reporters
182 Current Reporters
178 Current Playlists

Reported Frozen Playlist (2):
WPOR/Portland, ME
KWJJ/Portland, OR

Did Not Report, Playlist Frozen (2):
WVCN/Columbus, GA
WLVW/Montgomery, AL

COUNTRY PLAYLISTS

August 23, 1996 R&R • 57

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

94.3 KIKF FM MARKET #2
KIKF/Los Angeles (714) 634-9494 Dunne

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
20	20	30	30	30	BRYAN WHITE/So Much For...
20	30	30	30	30	GARTH BROOKS/It's Midnight...
20	20	30	30	30	RICK TREVINNO/Learning As You Go
20	20	30	30	30	MINDY MCCREADY/Guys Do It All...
20	20	30	30	30	TIM MCGRAW/She Never Lets It...
20	20	30	30	30	BROOKS & DUNN/Am That Man
20	20	30	30	30	JAMES BONAMY/Don't Think I Will
20	20	30	30	30	LONESTAR/Runnin' Away With...
20	20	30	30	30	BLACKHAWK/Big Guitar
20	20	30	30	30	PAM TILLIS/It's Lonesome Out...
10	10	20	20	20	PAUL BRANDT/Do
10	10	20	20	20	FAITH HILL/You Can't Lose Me
10	10	20	20	20	TRISHA YEARWOOD/Believe Me Baby...
10	10	20	20	20	TRACY LAWRENCE/Stars Over Texas
10	10	20	20	20	DAVID LEE MURPHY/The Road You...
20	20	20	20	20	VINCE GILL/Worlds Apart
10	10	20	20	20	COLLIN RAYE/Love Remains
20	20	20	20	20	MARK WILLIS/Jacob's Ladder
20	20	20	20	20	BILLY DEAN/That Girl's Been...
10	10	20	20	20	SHANIA TWAIN/Home Ain't Where...
10	10	20	20	20	SAMMY KERSHAW/Vidalia
20	20	20	20	20	TY HERNDON/Living In A Moment
20	20	20	20	20	TRACY BYRD/4 To 1 In Atlanta
10	10	20	20	20	JOE DUFFIE/Whole Lotta Gone
10	10	20	20	20	TERRI CLARK/Suddenly Single
10	10	20	20	20	TOBY KEITH/A Woman's Touch
10	10	20	20	20	JO DEE MESSINA/You're Not In...
10	10	20	20	20	ALABAMA/The Maker Said...
10	10	20	20	20	LEANN RIMES/Hurt Me
10	10	20	20	20	TRAVIS TRITT/More Than You'll...
10	10	20	20	20	TY ENGLAND/Resistible You
10	10	20	20	20	SHANIA TWAIN/Home Ain't Where...
10	10	20	20	20	LORRIE MORGAN/Don't Worry Baby
10	10	20	20	20	MILA MASON/That's Enough Of...
10	10	20	20	20	JOHN BERRY/Change My Mind
10	10	20	20	20	SAWYER BROWN/She's Gettin' There
10	10	20	20	20	RICOCHET/Love Is Stronger...
10	10	20	20	20	KENNY CHESNEY/Me And You
10	10	20	20	20	PATTY LOVELESS/Lonely Too Long
10	10	20	20	20	MARTINA MCBRIDE/Swingin' Doors
10	10	20	20	20	MARTY STUART/Thanks To You

93.9 KZLA MARKET #2
KZLA/Los Angeles (818) 246-0939 Sebastian/Fink

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
24	34	34	34	34	GEORGE STRAIT/Carried Away
24	34	34	34	34	RICK TREVINNO/Learning As You Go
24	34	34	34	34	JAMES BONAMY/Don't Think I Will
24	34	34	34	34	BROOKS & DUNN/Am That Man
24	34	34	34	34	TIM MCGRAW/She Never Lets It...
19	24	34	34	34	GARTH BROOKS/It's Midnight...
19	24	34	34	34	TY HERNDON/Living In A Moment
7	19	24	34	34	TRACY LAWRENCE/Stars Over Texas
7	19	24	34	34	PAM TILLIS/It's Lonesome Out...
7	19	24	34	34	PAUL BRANDT/Do
19	24	34	34	34	BLACKHAWK/Big Guitar
19	24	34	34	34	PAM TILLIS/It's Lonesome Out...
19	24	34	34	34	COLLIN RAYE/Love Remains
24	24	24	24	24	BILLY DEAN/That Girl's Been...
7	19	24	34	34	FAITH HILL/You Can't Lose Me
19	19	19	19	19	SAMMY KERSHAW/Vidalia
19	19	19	19	19	LONESTAR/Runnin' Away With...
7	19	19	19	19	VINCE GILL/Worlds Apart
7	19	19	19	19	COLLIN RAYE/Love Remains
7	19	19	19	19	MARK WILLIS/Jacob's Ladder
7	19	19	19	19	BILLY DEAN/That Girl's Been...
7	19	19	19	19	SHANIA TWAIN/Home Ain't Where...
7	19	19	19	19	SAMMY KERSHAW/Vidalia
20	20	20	20	20	TY HERNDON/Living In A Moment
20	20	20	20	20	TRACY BYRD/4 To 1 In Atlanta
10	10	10	10	10	JOE DUFFIE/Whole Lotta Gone
10	10	10	10	10	TERRI CLARK/Suddenly Single
10	10	10	10	10	TOBY KEITH/A Woman's Touch
10	10	10	10	10	JO DEE MESSINA/You're Not In...
10	10	10	10	10	ALABAMA/The Maker Said...
10	10	10	10	10	LEANN RIMES/Hurt Me
10	10	10	10	10	TRAVIS TRITT/More Than You'll...
10	10	10	10	10	TY ENGLAND/Resistible You
10	10	10	10	10	SHANIA TWAIN/Home Ain't Where...
10	10	10	10	10	LORRIE MORGAN/Don't Worry Baby
10	10	10	10	10	MILA MASON/That's Enough Of...
10	10	10	10	10	JOHN BERRY/Change My Mind
10	10	10	10	10	SAWYER BROWN/She's Gettin' There
10	10	10	10	10	RICOCHET/Love Is Stronger...
10	10	10	10	10	KENNY CHESNEY/Me And You
10	10	10	10	10	PATTY LOVELESS/Lonely Too Long
10	10	10	10	10	MARTINA MCBRIDE/Swingin' Doors
10	10	10	10	10	MARTY STUART/Thanks To You

94.7 KICKS COUNTRY MARKET #3
WKKX/Chicago (312) 984-5425 Stecker/McCann

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
35	35	35	35	35	CLAY WALKER/Only On Days That...
35	35	35	35	35	GEORGE STRAIT/Carried Away
20	35	35	35	35	JAMES BONAMY/Don't Think I Will
20	35	35	35	35	BROOKS & DUNN/Am That Man
20	35	35	35	35	TIM MCGRAW/She Never Lets It...
20	35	35	35	35	RICK TREVINNO/Learning As You Go
20	35	35	35	35	GARTH BROOKS/It's Midnight...
20	20	35	35	35	LONESTAR/Runnin' Away With...
20	20	35	35	35	MINDY MCCREADY/Guys Do It All...
20	20	35	35	35	LEE ROY PARNELL/Givin' Water To...
20	20	35	35	35	BLACKHAWK/Big Guitar
20	20	35	35	35	PAM TILLIS/It's Lonesome Out...
20	20	35	35	35	BRYAN WHITE/So Much For...
20	20	35	35	35	BILLY DEAN/That Girl's Been...
20	20	35	35	35	SHANIA TWAIN/Home Ain't Where...
20	20	35	35	35	SAMMY KERSHAW/Vidalia
20	20	35	35	35	TY HERNDON/Living In A Moment
20	20	35	35	35	MARK WILLIS/Jacob's Ladder
20	20	35	35	35	TRACY BYRD/4 To 1 In Atlanta
20	20	35	35	35	NEAL MCCOY/Then You Can Tell...
20	20	35	35	35	WADE HAYES/On A Good Night
20	20	35	35	35	TOBY KEITH/A Woman's Touch
20	20	35	35	35	RICK TREVINNO/Learning As You Go
20	20	35	35	35	TRISHA YEARWOOD/Believe Me Baby...
20	20	35	35	35	TY HERNDON/Living In A Moment
20	20	35	35	35	VINCE GILL/Worlds Apart
20	20	35	35	35	COLLIN RAYE/Love Remains
20	20	35	35	35	MARK WILLIS/Jacob's Ladder
20	20	35	35	35	BILLY DEAN/That Girl's Been...
20	20	35	35	35	SHANIA TWAIN/Home Ain't Where...
20	20	35	35	35	SAMMY KERSHAW/Vidalia
20	20	35	35	35	TY HERNDON/Living In A Moment
20	20	35	35	35	TRACY BYRD/4 To 1 In Atlanta
10	10	10	10	10	JOE DUFFIE/Whole Lotta Gone
10	10	10	10	10	TERRI CLARK/Suddenly Single
10	10	10	10	10	TOBY KEITH/A Woman's Touch
10	10	10	10	10	JO DEE MESSINA/You're Not In...
10	10	10	10	10	ALABAMA/The Maker Said...
10	10	10	10	10	LEANN RIMES/Hurt Me
10	10	10	10	10	TRAVIS TRITT/More Than You'll...
10	10	10	10	10	TY ENGLAND/Resistible You
10	10	10	10	10	SHANIA TWAIN/Home Ain't Where...
10	10	10	10	10	LORRIE MORGAN/Don't Worry Baby
10	10	10	10	10	MILA MASON/That's Enough Of...
10	10	10	10	10	JOHN BERRY/Change My Mind
10	10	10	10	10	SAWYER BROWN/She's Gettin' There
10	10	10	10	10	RICOCHET/Love Is Stronger...
10	10	10	10	10	KENNY CHESNEY/Me And You
10	10	10	10	10	PATTY LOVELESS/Lonely Too Long
10	10	10	10	10	MARTINA MCBRIDE/Swingin' Doors
10	10	10	10	10	MARTY STUART/Thanks To You

94.9 WUSN Chicago MARKET #3
WUSN/Chicago (312) 649-0099 McNeil/Blundo

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
21	21	37	37	37	MINDY MCCREADY/Guys Do It All...
21	21	37	37	37	TIM MCGRAW/She Never Lets It...
21	21	37	37	37	BROOKS & DUNN/Am That Man
21	21	37	37	37	GEORGE STRAIT/Carried Away
21	21	37	37	37	JAMES BONAMY/Don't Think I Will
21	21	37	37	37	GARTH BROOKS/It's Midnight...
21	21	37	37	37	BRYAN WHITE/So Much For...
21	21	37	37	37	BILLY DEAN/That Girl's Been...
21	21	37	37	37	RICK TREVINNO/Learning As You Go
17	21	37	37	37	VINCE GILL/Worlds Apart
17	21	37	37	37	BLACKHAWK/Big Guitar
17	21	37	37	37	MARK WILLIS/Jacob's Ladder
17	21	37	37	37	FAITH HILL/You Can't Lose Me
17	21	37	37	37	TOBY KEITH/A Woman's Touch
17	21	37	37	37	TRISHA YEARWOOD/Believe Me Baby...
17	21	37	37	37	TY HERNDON/Living In A Moment
21	21	37	37	37	LONESTAR/Runnin' Away With...
21	21	37	37	37	MARK WILLIS/Jacob's Ladder
21	21	37	37	37	TRACY BYRD/4 To 1 In Atlanta
21	21	37	37	37	NEAL MCCOY/Then You Can Tell...
17	17	17	17	17	WADE HAYES/On A Good Night
17	17	17	17	17	TOBY KEITH/A Woman's Touch
17	17	17	17	17	RICK TREVINNO/Learning As You Go
17	17	17	17	17	TRISHA YEARWOOD/Believe Me Baby...
17	17	17	17	17	TY HERNDON/Living In A Moment
17	17	17	17	17	VINCE GILL/Worlds Apart
17	17	17	17	17	COLLIN RAYE/Love Remains
17	17	17	17	17	MARK WILLIS/Jacob's Ladder
17	17	17	17	17	BILLY DEAN/That Girl's Been...
17	17	17	17	17	SHANIA TWAIN/Home Ain't Where...
17	17	17	17	17	SAMMY KERSHAW/Vidalia
17	17	17	17	17	TY HERNDON/Living In A Moment
17	17	17	17	17	TRACY BYRD/4 To 1 In Atlanta
10	10	10	10	10	JOE DUFFIE/Whole Lotta Gone
10	10	10	10	10	TERRI CLARK/Suddenly Single
10	10	10	10	10	TOBY KEITH/A Woman's Touch
10	10	10	10	10	JO DEE MESSINA/You're Not In...
10	10	10	10	10	ALABAMA/The Maker Said...
10	10	10	10	10	LEANN RIMES/Hurt Me
10	10	10	10	10	TRAVIS TRITT/More Than You'll...
10	10	10	10	10	TY ENGLAND/Resistible You
10	10	10	10	10	SHANIA TWAIN/Home Ain't Where...
10	10	10	10	10	LORRIE MORGAN/Don't Worry Baby
10	10	10	10	10	MILA MASON/That's Enough Of...
10	10	10	10	10	JOHN BERRY/Change My Mind
10	10	10	10	10	SAWYER BROWN/She's Gettin' There
10	10	10	10	10	RICOCHET/Love Is Stronger...
10	10	10	10	10	KENNY CHESNEY/Me And You
10	10	10	10	10	PATTY LOVELESS/Lonely Too Long
10	10	10	10	10	MARTINA MCBRIDE/Swingin' Doors
10	10	10	10	10	MARTY STUART/Thanks To You

94.2 KSAN FM MARKET #4
KSAN/San Francisco (415) 291-0202 Roberts/Ryan

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
26	26	45	45	45	JAMES BONAMY/Don't Think I Will
45	45	45	45	45	GARTH BROOKS/It's Midnight...
45	45	45	45	45	BROOKS & DUNN/Am That Man
26	45	45	45	45	VINCE GILL/Worlds Apart
26	45	45	45	45	FAITH HILL/You Can't Lose Me
45	45	45	45	45	MINDY MCCREADY/Guys Do It All...
26	45	45	45	45	TIM MCGRAW/She Never Lets It...
26	45	45	45	45	ALABAMA/The Maker Said...
26	45	45	45	45	CLINT BLACK/Like The Rain
26	45	45	45	45	PAUL BRANDT/Do
15	26	45	45	45	BILLY DEAN/That Girl's Been...
15	26	45	45	45	TY HERNDON/Living In A Moment
26	26	45	45	45	SAMMY KERSHAW/Vidalia
26	26	45	45	45	TRACY LAWRENCE/Stars Over Texas
26	26	45	45	45	JOE DUFFIE/Whole Lotta Gone
26	26	45	45	45	COLLIN RAYE/Love Remains
26	26	45	45	45	RICK TREVINNO/Learning As You Go
5	26	45	45	45	BRYAN WHITE/So Much For...
45	26	45	45	45	MARK WILLIS/Jacob's Ladder
15	15	15	15	15	KENNY CHESNEY/Me And You
15	15	15	15	15	PATTY LOVELESS/Lonely Too Long
15	15	15	15	15	RICOCHET/Love Is Stronger...
15	15	15	15	15	LEANN RIMES/Hurt Me
15	15				

COUNTRY PLAYLISTS

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

Country 96.9
Boston's Country Station
MARKET #10
WBOS/Boston
(617) 542-0241
Nelson/Rogers

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
40	40	40	40	40	RICOCHE/Daddy's Money
40	40	40	40	40	NEAL MCCOY/Then You Can Tell...
40	40	40	40	40	WADE HAYES/On A Good Night
40	40	40	40	40	CLAY WALKER/Only On Days That...
40	40	40	40	40	GEORGE STRAIT/Carried Away
40	40	40	40	40	BROOKS & DUNN/Am That Man
40	40	40	40	40	JAMES BONAMY/Don't Think I Will
20	20	40	40	40	TIM MCGRAW/She Never Lets It...
20	20	40	40	40	GARTH BROOKS/It's Midnight...
20	20	40	40	40	LONESTAR/Runnin' Away With...
20	20	40	40	40	MINDY MCCREADY/Guys Do It All...
20	20	40	40	40	PAM TILLIS/It's Lonely Out...
20	20	40	40	40	BLACKHAWK/Big Guitar
20	20	40	40	40	TY HERNDON/Living In A Moment
20	20	40	40	40	RANDY TRAVIS/Are We In Trouble...
20	20	40	40	40	BILLY DEAN/That Girl's Been...
20	20	40	40	40	RICK TREVINNO/Learning As You Go
20	20	40	40	40	TOBY KEITH/You Can't Lose Me
20	20	40	40	40	JO DEE MESSINA/You're Not In...
12	20	40	40	40	JOE DUFFIE/Whole Lotta Gone
12	20	40	40	40	TRISHA YEARWOOD/Believe Me Baby...
12	20	40	40	40	LEANN RIMES/Hurt Me
12	20	40	40	40	STEVE AZARI/Never Stopped
12	20	40	40	40	DAVID LEE MURPHY/The Road You...
12	20	40	40	40	ALABAMA/The Maker Said...
12	20	40	40	40	JOE DUFFIE/Whole Lotta Gone
12	20	40	40	40	K.T. OSLIN/Silver Tongue And...
12	20	40	40	40	COLLIN RAYE/Love Remains
12	20	40	40	40	TOBY KEITH/You Can't Lose Me
12	20	40	40	40	LORRIE MORGAN/Just Might Be
-	12	20	40	40	BRYAN WHITE/So Much For...
-	12	20	40	40	DIAMOND RIO/That's What I Get...
-	12	20	40	40	GREAT PLAINS/Healin' Hands
-	12	20	40	40	VINCE GILL/Worlds Apart
-	12	20	40	40	COLLIN RAYE/Love Remains
-	12	20	40	40	PATTY LOVELESS/Lonely Too Long
-	12	20	40	40	SHANIA TWAIN/No One Needs To Know
40	40	40	40	40	RHETT AKINS/Don't Get Me Started
5	5	5	5	5	TRACY BYRD/4 To 1 In Atlanta
5	5	5	5	5	MICHELLE WRIGHT/Nobody's Girl
5	5	5	5	5	LARRY STEWART/Why Can't You
-	5	5	5	5	MARK WILLS/Jacob's Ladder

WKLB 105.7
BOSTON'S COUNTRY CLUB
MARKET #10
WKLB/Boston
(617) 375-2100
Nelson/Rogers

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
40	40	40	40	40	RHETT AKINS/Don't Get Me Started
25	25	40	40	40	GARTH BROOKS/It's Midnight
25	25	40	40	40	BROOKS & DUNN/Am That Man
25	25	40	40	40	WADE HAYES/On A Good Night
25	25	40	40	40	NEAL MCCOY/Then You Can Tell...
25	25	40	40	40	TIM MCGRAW/She Never Lets It...
40	40	40	40	40	RICOCHE/Daddy's Money
40	40	40	40	40	GEORGE STRAIT/Carried Away
40	40	40	40	40	CLAY WALKER/Only On Days That...
25	25	40	40	40	BLACKHAWK/Big Guitar
25	25	40	40	40	JAMES BONAMY/Don't Think I Will
15	25	40	40	40	BILLY DEAN/That Girl's Been...
15	25	40	40	40	TY HERNDON/Living In A Moment
15	25	40	40	40	FAITH HILL/You Can't Lose Me
25	25	40	40	40	LONESTAR/Runnin' Away With...
25	25	40	40	40	MINDY MCCREADY/Guys Do It All...
25	25	40	40	40	LEE ROY PARNELL/Givin' Water To...
15	25	40	40	40	PAM TILLIS/It's Lonely Out...
25	25	40	40	40	RANDY TRAVIS/Are We In Trouble...
25	25	40	40	40	RICK TREVINNO/Learning As You Go
15	25	40	40	40	TRISHA YEARWOOD/Believe Me Baby...
5	25	40	40	40	JOHN BERRY/Change My Mind
15	25	40	40	40	JOE DUFFIE/Whole Lotta Gone
15	25	40	40	40	SAMMY KERSHAW/Vidalia
5	25	40	40	40	JO DEE MESSINA/You're Not In...
-	15	25	40	40	K.T. OSLIN/Silver Tongue And...
5	25	40	40	40	COLLIN RAYE/Love Remains
5	25	40	40	40	BRYAN WHITE/So Much For...
5	25	40	40	40	MILA MASON/That's Enough Of...
-	15	25	40	40	LEANN RIMES/Hurt Me
40	40	40	40	40	DIAMOND RIO/That's What I Get...
15	25	40	40	40	LEANN RIMES/Blue
-	40	40	40	40	DAVID LEE MURPHY/Every Time I Get...
40	40	40	40	40	SHANIA TWAIN/No One Needs To Know
40	40	40	40	40	TRACY LAWRENCE/Time Marches On
40	40	40	40	40	SAMMY KERSHAW/Meant To Be
5	25	40	40	40	STEPHANIE BENTLEY/Once I Was...
5	25	40	40	40	STEVE AZARI/Never Stopped
5	25	40	40	40	TRACY BYRD/4 To 1 In Atlanta

98.9 KISS FM
TODAY'S COUNTRY
MARKET #11
WKIS/Miami
(954) 431-6200
McKay/Evans

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
36	36	36	36	36	JAMES BONAMY/Don't Think I Will
36	36	36	36	36	GARTH BROOKS/It's Midnight
24	24	36	36	36	TY HERNDON/Living In A Moment
24	24	36	36	36	LONESTAR/Runnin' Away With...
36	36	36	36	36	TIM MCGRAW/She Never Lets It...
14	24	36	36	36	MINDY MCCREADY/Guys Do It All...
24	24	21	36	36	PAM TILLIS/It's Lonely Out...
24	24	36	36	36	RICK TREVINNO/Learning As You Go
24	24	36	36	36	BRYAN WHITE/So Much For...
14	14	14	22	36	JOHN BERRY/Change My Mind
24	24	21	36	36	TRACY BYRD/4 To 1 In Atlanta
24	24	21	36	36	BILLY DEAN/That Girl's Been...
14	14	21	36	36	JOE DUFFIE/Whole Lotta Gone
14	14	21	36	36	VINCE GILL/Worlds Apart
24	24	21	36	36	FAITH HILL/You Can't Lose Me
24	24	21	36	36	TOBY KEITH/You Can't Lose Me
14	14	14	21	36	SAMMY KERSHAW/Vidalia
14	14	21	36	36	JO DEE MESSINA/You're Not In...
14	14	21	36	36	COLLIN RAYE/Love Remains
24	24	21	36	36	MARK WILLS/Jacob's Ladder
24	24	21	36	36	TRISHA YEARWOOD/Believe Me Baby...
14	14	14	14	36	4RUNNER/That Was Him...
14	14	14	14	36	ALABAMA/The Maker Said...
-	14	14	14	36	PAUL BRANDT/Do
14	14	14	14	36	TERRI CLARK/Suddenly Single
-	14	14	14	36	DEANA CARTER/Strawberry Wine
-	14	14	14	36	PATTY LOVELESS/Lonely Too Long
14	14	14	14	36	TRACY LAWRENCE/Stars Over Texas
-	14	14	14	36	MILA MASON/That's Enough Of...
14	14	14	14	36	DAVID LEE MURPHY/The Road You...
-	14	14	14	36	RICOCHE/Love Is Stronger...
-	14	14	14	36	SHANIA TWAIN/No One Needs To Know
-	14	14	14	36	TONY TOLIVER/Bettin' Forever...
14	14	14	14	36	SHANIA TWAIN/Home Ain't Where...
-	10	10	10	36	MICHELLE WRIGHT/Nobody's Girl
-	10	10	10	36	DIAMOND RIO/That's What I Get...
10	10	10	10	36	BROOKS & DUNN/My Maria
-	10	10	10	36	FAITH HILL/Someone Else's Dream
10	10	10	10	36	ALAN JACKSON/Home
10	10	10	10	36	TOBY KEITH/Does That Blue...
10	10	10	10	36	SAMMY KERSHAW/Meant To Be

Kicks 101.5 FM
MARKET #12
WKHX/Atlanta
(770) 955-0101
McKinley/Gray

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
38	38	38	38	38	GEORGE STRAIT/Carried Away
38	38	38	38	38	BROOKS & DUNN/Am That Man
28	38	38	38	38	MINDY MCCREADY/Guys Do It All...
28	38	38	38	38	JAMES BONAMY/Don't Think I Will
28	38	38	38	38	RICK TREVINNO/Learning As You Go
28	38	38	38	38	GARTH BROOKS/It's Midnight...
28	38	38	38	38	TIM MCGRAW/She Never Lets It...
18	28	38	38	38	LONESTAR/Runnin' Away With...
18	28	38	38	38	TY HERNDON/Living In A Moment
18	28	38	38	38	BRYAN WHITE/So Much For...
18	28	38	38	38	BILLY DEAN/That Girl's Been...
18	28	38	38	38	PAM TILLIS/It's Lonely Out...
18	28	38	38	38	MARK WILLS/Jacob's Ladder
-	18	28	38	38	FAITH HILL/You Can't Lose Me
-	18	28	38	38	VINCE GILL/Worlds Apart
-	18	28	38	38	TRISHA YEARWOOD/Believe Me Baby...
-	18	28	38	38	COLLIN RAYE/Love Remains
-	18	28	38	38	TOBY KEITH/You Can't Lose Me
-	18	28	38	38	TRACY BYRD/4 To 1 In Atlanta
-	18	28	38	38	JO DEE MESSINA/You're Not In...
-	18	28	38	38	STEPHANIE BENTLEY/Once I Was...
-	18	28	38	38	COLLIN RAYE/Love Remains
-	18	28	38	38	JOHN BERRY/Change My Mind
-	18	28	38	38	PAUL BRANDT/Do
-	18	28	38	38	JOHN BERRY/Change My Mind
38	38	16	16	38	DIAMOND RIO/That's What I Get...
38	38	16	16	38	NEAL MCCOY/Then You Can Tell...
38	38	16	16	38	GEORGE STRAIT/Carried Away
16	16	16	16	38	WADE HAYES/On A Good Night
16	16	16	16	38	SAMMY KERSHAW/Meant To Be
16	16	16	16	38	LEANN RIMES/Hurt Me
28	28	16	16	38	LEE ROY PARNELL/Givin' Water To...
38	38	16	16	38	SAWYER BROWN/Treat Her Right
28	28	16	16	38	CLAY WALKER/Only On Days That...
38	38	16	16	38	RHETT AKINS/Don't Get Me Started

Y106.7
TODAY'S HIT COUNTRY
MARKET #12
WYAT/Atlanta
(770) 955-0106
McKinley/Gray

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
42	42	42	42	42	BROOKS & DUNN/Am That Man
32	42	42	42	42	MINDY MCCREADY/Guys Do It All...
42	42	42	42	42	JAMES BONAMY/Don't Think I Will
32	42	42	42	42	BRYAN WHITE/So Much For...
32	42	42	42	42	TY HERNDON/Living In A Moment
32	42	42	42	42	LONESTAR/Runnin' Away With...
32	42	42	42	42	RICK TREVINNO/Learning As You Go
42	42	42	42	42	GEORGE STRAIT/Carried Away
42	42	42	42	42	TIM MCGRAW/She Never Lets It...
42	42	42	42	42	GARTH BROOKS/It's Midnight...
42	42	42	42	42	BILLY DEAN/That Girl's Been...
18	32	42	42	42	MARK WILLS/Jacob's Ladder
32	32	42	42	42	PAM TILLIS/It's Lonely Out...
32	32	42	42	42	FAITH HILL/You Can't Lose Me
18	32	42	42	42	VINCE GILL/Worlds Apart
18	32	42	42	42	TRISHA YEARWOOD/Believe Me Baby...
18	32	42	42	42	COLLIN RAYE/Love Remains
18	32	42	42	42	TOBY KEITH/You Can't Lose Me
18	32	42	42	42	JO DEE MESSINA/You're Not In...
18	32	42	42	42	STEPHANIE BENTLEY/Once I Was...
18	32	42	42	42	TRACY BYRD/4 To 1 In Atlanta
18	32	42	42	42	COLLIN RAYE/Love Remains
18	32	42	42	42	JOHN BERRY/Change My Mind
18	32	42	42	42	PAUL BRANDT/Do
18	32	42	42	42	TRAVIS TRITTMORE/More Than You'll...
18	32	42	42	42	KENNY CHESNEY/Me And You
18	32	42	42	42	SAMMY KERSHAW/Vidalia
18	32	42	42	42	SHANIA TWAIN/Home Ain't Where...
18	32	42	42	42	LEANN RIMES/Hurt Me
18	32	42	42	42	LARRY STEWART/Why Can't You
18	32	42	42	42	DAVID LEE MURPHY/The Road You...
-	18	32	42	42	RICOCHE/Love Is Stronger...
-	18	32	42	42	TY ENGLAND/Irresistible You
-	18	32	42	42	MILA MASON/That's Enough Of...
-	18	32	42	42	SAWYER BROWN/She's Gettin' There
-	18	32	42	42	PATTY LOVELESS/Lonely Too Long
-	18	32	42	42	MANDY BARNETT/A Simple I Love You
-	18	32	42	42	WESTERN FLYER/What Will You Do...
-	18	32	42	42	DEANA CARTER/Strawberry Wine
42	42	16	16	42	RHETT AKINS/Don't Get Me Started

94.1 WYMPSE
MARKET #13
KMPS/Seattle
(206) 443-9400
Sledge/Thomas

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
28	28	41	41	41	GARTH BROOKS/It's Midnight...
28	28	41	41	41	TY HERNDON/Living In A Moment
28	28	41	41	41	MINDY MCCREADY/Guys Do It All...
28	28	41	41	41	BLACKHAWK/Big Guitar
41	41	41	41	41	BROOKS & DUNN/Am That Man
41	41	41	41	41	RICK TREVINNO/Learning As You Go
41	41	41	41	41	LEE ROY PARNELL/Givin' Water To...
41	41	41	41	41	GARTH BROOKS/It

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WQYK MARKET #21
WQYK/Tampa
(813) 576-6055
Martin/Roberts

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
32	32	32	32	32	JAMES BONAMY/Don't Think I Will
18	32	32	32	32	GARTH BROOKS/It's Midnight...
32	32	32	32	32	BROOKS & DUNN/Am That Man
32	32	32	32	32	NEAL MCCOY/Then You Can Tell
18	32	32	32	32	MINDY MCCREADY/Guys Do It All
32	32	32	32	32	TIM MCGRAW/She Never Lets It...
32	32	32	32	32	GEORGE STRAIT/Carried Away
18	32	32	32	32	RICK TREVIÑO/Learning As You Go
18	32	32	32	32	BRYAN WHITE/So Much For
32	32	32	32	32	WADE HAYES/On A Good Night
18	32	32	32	32	BLACKHAWK/Big Guitar
18	32	32	32	32	TRACY BYRD/4 To 1 In Atlanta
18	32	32	32	32	BILLY DEAN/That Girl's Been...
18	32	32	32	32	VINCE GILL/Worlds Apart
18	32	32	32	32	TY HERNDON/Living In A Moment
18	32	32	32	32	FAITH HILL/You Can't Lose Me
18	32	32	32	32	TOBY KEITH/A Woman's Touch
18	32	32	32	32	LONESTAR/Runnin' Away With...
18	32	32	32	32	JO DEE MESSINA/You're Not In...
18	32	32	32	32	COLLIN RAYE/Love Remains
18	32	32	32	32	LEANN RIMES/Hurt Me
18	32	32	32	32	PAM TILLIS/It's Lonely Out...
18	32	32	32	32	TRAVIS TRITT/More Than You'll...
18	32	32	32	32	MARK WILLIS/Jacob's Ladder
18	32	32	32	32	TRISHA YEARWOOD/Believe Me Baby...
32	32	32	32	32	RHETT AKINS/Don't Get Me Started
20	32	32	32	32	PAUL BRANDT/My Heart Has A...
32	32	32	32	32	DIAMOND RIO/That's What I Get...
32	32	32	32	32	ALAN JACKSON/When I...
12	32	32	32	32	TOBY KEITH/Does That Blue...
12	32	32	32	32	TRACY LAWRENCE/Time Marches On
12	32	32	32	32	MINDY MCCREADY/Ten Thousand Angels
12	32	32	32	32	DAVID LEE MURPHY/Every Time I Get...
12	32	32	32	32	COLLIN RAYE/Think About You
12	32	32	32	32	RICOCHET/Daddy's Money
12	32	32	32	32	LEANN RIMES/Blue
12	32	32	32	32	SAWYER BROWN/Treat Her Right
12	32	32	32	32	SHANIA TWAIN/No One Needs To Know
32	32	32	32	32	CLAY WALKER/Only On Days That...
10	32	32	32	32	ALABAMA/The Maker Said...

Q103 MARKET #21
WRBQ/Tampa
(813) 287-1047
Lane

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
25	45	45	45	45	JAMES BONAMY/Don't Think I Will
25	45	45	45	45	GARTH BROOKS/It's Midnight...
25	45	45	45	45	BILLY DEAN/That Girl's Been...
45	45	45	45	45	NEAL MCCOY/Then You Can Tell
45	45	45	45	45	MINDY MCCREADY/Guys Do It All...
25	45	45	45	45	TIM MCGRAW/She Never Lets It...
45	45	45	45	45	RICOCHET/Daddy's Money
25	45	45	45	45	RICK TREVIÑO/Learning As You Go
28	45	45	45	45	BRYAN WHITE/So Much For
25	45	45	45	45	MARK WILLIS/Jacob's Ladder
25	45	45	45	45	BROOKS & DUNN/Am That Man
45	45	45	45	45	GEORGE STRAIT/Carried Away
28	28	28	28	28	VINCE GILL/Worlds Apart
28	28	28	28	28	LONESTAR/Runnin' Away With...
28	28	28	28	28	COLLIN RAYE/Love Remains
28	28	28	28	28	MICHELLE WRIGHT/Nobody's Girl
18	28	28	28	28	TRISHA YEARWOOD/Believe Me Baby...
18	28	28	28	28	TERRI CLARK/Suddenly Single
18	28	28	28	28	TY HERNDON/Living In A Moment
25	25	25	25	25	FAITH HILL/You Can't Lose Me
25	25	25	25	25	TOBY KEITH/A Woman's Touch
18	28	28	28	28	SAMMY KERSHAW/Vidalia
25	25	25	25	25	JO DEE MESSINA/You're Not In...
18	28	28	28	28	LEE ROY PARNELL/Givin' Water To...
18	28	28	28	28	4RUNNER/That Was Him...
25	25	25	25	25	PAM TILLIS/It's Lonely Out...
25	25	25	25	25	TERRI CLARK/It I Were You
25	25	25	25	25	DIAMOND RIO/That's What I Get...
45	45	45	45	45	SAWYER BROWN/Treat Her Right
45	45	45	45	45	RHETT AKINS/Don't Get Me Started
25	25	25	25	25	PAUL BRANDT/My Heart Has A...
45	45	45	45	45	DAVID LEE MURPHY/The Road You...
45	45	45	45	45	WADE HAYES/On A Good Night
25	25	25	25	25	FAITH HILL/You Can't Lose Me
25	25	25	25	25	MINDY MCCREADY/Ten Thousand Angels
45	45	45	45	45	ALAN JACKSON/When I...
7	7	7	7	7	ALABAMA/The Maker Said...
18	18	18	18	18	JOHN BERRY/Change My Mind
7	7	7	7	7	TRACY BYRD/4 To 1 In Atlanta

WGAR MARKET #22
WGAR/Cleveland
(216) 328-9950
Nugent/Collier

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
25	33	36	36	36	JAMES BONAMY/Don't Think I Will
25	33	36	36	36	BROOKS & DUNN/Am That Man
25	33	36	36	36	GARTH BROOKS/It's Midnight...
25	33	36	36	36	MINDY MCCREADY/Guys Do It All...
33	36	36	36	36	TIM MCGRAW/She Never Lets It...
36	36	36	36	36	GEORGE STRAIT/Carried Away
25	36	36	36	36	RICK TREVIÑO/Learning As You Go
25	36	36	36	36	CLAY WALKER/Only On Days That...
23	25	25	25	25	TRACY BYRD/4 To 1 In Atlanta
13	18	25	25	25	ALABAMA/The Maker Said...
18	18	18	18	18	CLINT BLACK/Like The Rain
18	18	18	18	18	BILLY DEAN/That Girl's Been...
25	25	25	25	25	BILLY DEAN/That Girl's Been...
18	18	18	18	18	JOE DIFFIE/Whole Lotta Gone
25	25	25	25	25	VINCE GILL/Worlds Apart
18	18	18	18	18	TY HERNDON/Living In A Moment
23	25	25	25	25	FAITH HILL/You Can't Lose Me
13	18	25	25	25	SAMMY KERSHAW/Vidalia
25	25	25	25	25	TRACY LAWRENCE/Stars Over Texas
25	25	25	25	25	LONESTAR/Runnin' Away With...
18	18	25	25	25	JO DEE MESSINA/You're Not In...
25	25	25	25	25	TOBY KEITH/A Woman's Touch
25	25	25	25	25	SAMMY KERSHAW/Vidalia
25	25	25	25	25	JOHN M. MCINTYRE/Ain't Got Nothing...
25	25	25	25	25	PAM TILLIS/It's Lonely Out...
25	25	25	25	25	BRYAN WHITE/So Much For...
18	25	25	25	25	MARK WILLIS/Jacob's Ladder
25	25	25	25	25	TRISHA YEARWOOD/Believe Me Baby...
18	18	18	18	18	JOHN BERRY/Change My Mind
18	18	18	18	18	TERRI CLARK/Suddenly Single
18	18	18	18	18	WYNNONA/My Angel Is Here
18	18	18	18	18	PATTY LOVELESS/Lonely Too Long
18	18	18	18	18	DAVID LEE MURPHY/The Road You...
18	18	18	18	18	RICOCHET/Love Is Stronger...
18	18	18	18	18	SHANIA TWAIN/No One Needs To Know
18	18	18	18	18	RHETT AKINS/Don't Get Me Started
21	15	15	15	15	PAUL BRANDT/My Heart Has A...
21	15	15	15	15	ALAN JACKSON/When I...
21	15	15	15	15	SAMMY KERSHAW/Meant To Be

KYGO MARKET #23
KYGO/Denver
(303) 321-0950
St. John/Page

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
30	30	30	30	30	JAMES BONAMY/Don't Think I Will
30	30	30	30	30	TRADE ADKINS/There's A Girl In
30	30	30	30	30	TIM MCGRAW/She Never Lets It...
22	22	30	30	30	RICK TREVIÑO/Learning As You Go
30	30	30	30	30	LONESTAR/Runnin' Away With...
30	30	30	30	30	GEORGE STRAIT/Carried Away
30	30	30	30	30	JOE DIFFIE/Whole Lotta Gone
22	22	30	30	30	TOBY KEITH/A Woman's Touch
30	30	30	30	30	MARK WILLIS/Jacob's Ladder
30	30	30	30	30	BROOKS & DUNN/Am That Man
13	13	22	30	30	ALABAMA/The Maker Said...
22	22	22	22	22	4RUNNER/That Was Him...
13	22	22	22	22	KENNY CHESNEY/Me And You
22	22	22	22	22	BLACKHAWK/Big Guitar
13	22	22	22	22	PAM TILLIS/It's Lonely Out...
22	22	22	22	22	TRACY BYRD/4 To 1 In Atlanta
13	22	22	22	22	MINDY MCCREADY/Guys Do It All...
13	22	22	22	22	TRISHA YEARWOOD/Believe Me Baby...
22	22	22	22	22	BILLY DEAN/That Girl's Been...
22	22	22	22	22	GARTH BROOKS/It's Midnight...
22	22	22	22	22	BRYAN WHITE/So Much For...
13	13	22	22	22	WESTERN FLYER/What Will You Do...
22	22	22	22	22	TY HERNDON/Living In A Moment
22	22	22	22	22	FAITH HILL/You Can't Lose Me
13	13	22	22	22	SAMMY KERSHAW/Vidalia
5	13	22	22	22	VINCE GILL/Worlds Apart
13	13	22	22	22	COLLIN RAYE/Love Remains
13	13	22	22	22	JO DEE MESSINA/You're Not In...
13	13	22	22	22	TERRI CLARK/Suddenly Single
13	13	22	22	22	WYNNONA/My Angel Is Here
13	13	22	22	22	DAVID KERSH/Goodnight Sweetheart
13	13	22	22	22	DAVID LEE MURPHY/The Road You...
5	5	5	5	5	PAUL BRANDT/My Heart Has A...
13	13	22	22	22	SHANIA TWAIN/No One Needs To Know
13	13	22	22	22	RICOCHET/Love Is Stronger...
5	5	13	22	22	JOHN BERRY/Change My Mind
5	5	13	22	22	CLINT BLACK/Like The Rain
5	5	5	5	5	TRADE ADKINS/Every Light In...
5	5	5	5	5	STEVE AZARI/Never Stopped...

KUPL MARKET #24
KUPL/Portland, OR
(503) 223-0300
Rogers/Taylor

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
36	36	36	36	36	GEORGE STRAIT/Blue Clear Sky
25	25	36	36	36	WADE HAYES/On A Good Night
36	36	36	36	36	MARK CHESNUTT/Wrong Place, Wrong...
25	25	36	36	36	TIM MCGRAW/She Never Lets It...
36	36	36	36	36	GEORGE STRAIT/Carried Away
36	36	36	36	36	BROOKS & DUNN/Am That Man
25	25	36	36	36	GARTH BROOKS/It's Midnight...
36	36	36	36	36	TRACY BYRD/4 To 1 In Atlanta
25	25	36	36	36	JAMES BONAMY/Don't Think I Will
25	25	36	36	36	PAM TILLIS/It's Lonely Out...
12	12	25	36	36	RICK TREVIÑO/Learning As You Go
25	25	25	36	36	BILLY DEAN/That Girl's Been...
12	12	25	36	36	BRYAN WHITE/So Much For...
12	12	25	36	36	STEVE AZARI/Never Stopped...
25	25	25	36	36	BLACKHAWK/Big Guitar
7	7	12	25	36	TOBY KEITH/A Woman's Touch
12	12	25	36	36	ALABAMA/The Maker Said...
25	25	25	36	36	JO DEE MESSINA/You're Not In...
12	12	25	36	36	VINCE GILL/Worlds Apart
12	12	25	36	36	JOHNNY MARR/Change My Mind
25	25	25	36	36	MINDY MCCREADY/Guys Do It All...
12	12	12	25	36	FAITH HILL/You Can't Lose Me
12	12	12	25	36	TRISHA YEARWOOD/Believe Me Baby...
7	7	7	12	25	MARK WILLIS/Jacob's Ladder
12	12	12	25	36	SHANIA TWAIN/No One Needs To Know
12	12	12	25	36	TY HERNDON/Living In A Moment
12	12	12	25	36	TERRI CLARK/Suddenly Single
12	12	12	25	36	DAVID LEE MURPHY/The Road You...
12	12	12	25	36	COLLIN RAYE/Love Remains
12	12	12	25	36	DEANA CARTER/Strawberry Wine
12	12	12	25	36	SAMMY KERSHAW/Vidalia
12	12	12	25	36	TRACY LAWRENCE/Stars Over Texas
12	12	12	25	36	NEAL MCCOY/Then You Can Tell...
7	7	7	7	7	PAUL BRANDT/My Heart Has A...
7	7	7	7	7	MARK WILLIS/Jacob's Ladder

WUBE MARKET #25
WUBE/Cincinnati
(513) 721-1050
Closson/Hamilton

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
35	35	35	35	35	GEORGE STRAIT/Carried Away
18	25	35	35	35	SAMMY KERSHAW/Vidalia
35	35	35	35	35	BROOKS & DUNN/Am That Man
18	25	35	35	35	BRYAN WHITE/So Much For...
35	35	35	35	35	GARTH BROOKS/It's Midnight...
25	35	35	35	35	JAMES BONAMY/Don't Think I Will
25	35	35	35	35	TIM MCGRAW/She Never Lets It...
25	35	35	35	35	NEAL MCCOY/Then You Can Tell...
35	35	35	35	35	MINDY MCCREADY/Guys Do It All...
18	25	35	35	35	BILLY DEAN/That Girl's Been...
18	25	35	35	35	PAUL BRANDT/My Heart Has A...
18	25	35	35	35	TRISHA YEARWOOD/Believe Me Baby...
35	35	35	35	35	SAWYER BROWN/Treat Her Right
18	25	35	35	35	MARK WILLIS/Jacob's Ladder
25	25	35	35	35	TRAVIS TRITT/More Than You'll...
25	25	35	35	35	JO DEE MESSINA/You're Not In...
18	25	35	35	35	CLINT BLACK/Like The Rain
18	25	35	35	35	RICK TREVIÑO/Learning As You Go
25	25	35	35	35	FAITH HILL/You Can't Lose Me
5	18	25	35	35	TY HERNDON/Living In A Moment
18	25	35	35	35	TERRI CLARK/Suddenly Single

COUNTRY SONG INDEX

A

TRACE ADKINS Every Light In The House (*Capitol 7087*)
Prod: Scott Hendricks Wr: Kent Robbins Pub: Irving Music, Inc. (BMI)/Colter Bay Music (BMI) Mgr: Borman Entertainment

ALABAMA The Maker Said Take Her (*RCA 07863*)
Prod: Emory Gordy, Jr., Alabama Wr: Ronnie Rogers, Mark Wright Pub: Maypop Music (a div. of Wildcountry, Inc.)/Route Six Music (adm. by Maypop Music)/EMI Blackwood Music (BMI) Mgr: Dale Morris & Associates

GARY ALLAN Her Man (*Decca 55227*)
Prod: Mark Wright, Byron Hill Wr: Kent M. Robbins Pub: Irving Music, Inc./Colter Bay Music (BMI) Mgr:

STEVE AZAR I Never Stopped Lovin' You (*River North 51416*)
Prod: Joe Thomas Wr: Steve Azar, Jason Blume Pub: Murrah Music Corp./Top Of The Levy Music (adm. by Murrah Music Corp.)/Zomba Songs, Inc. (BMI) Mgr: Gold Mountain Entertainment

B

BAKER & MYERS A Little Bit Of Honey (*MCG/Curb 1255*)
Prod: Nelson Larkin, Michael Hollandsworth Wr: Gary Baker, Frank J. Myers Pub: Zomba Enterprises Inc. (ASCAP)/Dixie Stars Music (ASCAP) Mgr: Hallmark Direction Company

DAVID BALL Hangin' In And Hangin' On (*Warner Bros. 46244*)
Prod: Ed Seay, Steve Buckingham Wr: Billy Thomas, Terry McBride, Ray Herndon and Gary Nicholson Pub: High Seas Music/Mangrove Music/Songs of Polygram Int'l., Inc./Songs of McBride/Songs of Rayman (BMI)/Sony/ATV Tunes LLC dba Cross Keys Publishing Co., Inc. (ASCAP) Mgr: Dan Goodman Management

MANDY BARNETT A Simple I Love You (*Asylum/EEG 9612*)
Prod: Bill Schnee, Kyle Lehning Wr: Randy Sharp, Karen Brooks Pub: Warner-Tamerlane Pub. Corp. (admin. by Warner-Tamerlane Pub. Corp. (BMI) Mgr: Dan Cleary Management Associates

JOHN BERRY Change My Mind (*Capitol 10349*)
Prod: Chuck Howard Wr: Jason Blume, A.J. Masters Pub: Zomba Enterprises Inc. (ASCAP)/Bull's Creek Publishing, Inc. (BMI) Mgr: Corlew-O'Grady Management

CLINT BLACK Like The Rain (*RCA*)
Prod: James Stroud, Clint Black Wr: Clint Black, Hayden Nicholas Pub: Blackened Music (adm. by Irving Music, Inc.) (BMI) Mgr: Left Bank Organization

BLACKHAWK Big Guitar (*Arista 3017*)
Prod: Mark Bright, Mike Clute, Tim DuBois Wr: Henry Paul, Henry Cross Pub: EMI Blackwood Music Inc./Gator Tale Music Publishing/Half Mine Music (BMI) Mgr: Rick Alter Management, Inc.

JAMES BONAMY I Don't Think I Will (*Epic 78298*)
Prod: Doug Johnson Wr: Doug Johnson Pub: Sydney Erin Music (BMI) Mgr: Hallmark Direction

PAUL BRANDT I Do (*Reprise 8276*)
Prod: Josh Leo Wr: Paul Brandt Pub: Warner-Tamerlane Pub. Corp./Pollywog Music SOCAN/BMI Mgr: Creative Trust

GARTH BROOKS It's Midnight Cinderella (*Capitol 7087*)
Prod: Allen Reynolds Wr: Kim Williams, Kent Blazy, Garth Brooks Pub: Sony Cross Keys Publishing Co., Inc. (ASCAP)/Kim Williams Music (ASCAP)/Careers-BMG Music Publishing, Inc. (BMI)/A Hard Day's Write Music (BMI)/Major Bob Music Co., Inc. (ASCAP)/No-Fences Music (Admin. by Major Bob Music Co., Inc.) (ASCAP) Mgr: GB Management, Inc.

BROOKS & DUNN I Am That Man (*Arista 07822*)
Prod: Don Cook, Kix Brooks, Ronnie Dunn Wr: Terry McBride, Monty Powell Pub: Warner-Tamerlane Publishing Corp./Constant Pressure Music (All rights o/b/o Constant Pressure Music adm. by Warner-Tamerlane Publishing Corp.)/Acuff Rose Music, Inc. (BMI) Mgr: Titley & Associates

TRACY BYRD 4 To 1 In Atlanta (*MCA 55201*)
Prod: Tony Brown Wr: Bill Kenner, L. Russel Brown Pub: Tom Collins Music Corp./Brown Music, Inc. (BMI) Mgr: Ritter Carter Management

C

JEFF CARSON That Last Mile (*MCG/Curb 1269*)
Prod: Chuck Howard Wr: Larry Boone, Will Robinson Pub: Sony Cross Keys Publishing Co., Inc. (ASCAP)/Seven Summits Music/Will Robinsons (adm. by Seven Summits Music) (BMI) Mgr: Marv Dennis & Associates

DEANA CARTER Strawberry Wine (*Capitol 10367*)
Prod: Chris Farren Wr: Matraca Berg, Gary Hamson Pub: Longitude Music Co. (BMI)/August Wind Music (BMI)/GreatBroad Music (BMI)/Georgian Hill (BMI) Mgr: Left Bank Management

KENNY CHESNEY Me And You (*BNA 66908*)
Prod: Barry Beckett Wr: Skip Ewing, Ray Herndon Pub: BMG Music/Acuft-Rose Music, Inc. (BMI) and Songs of Raymon (Admin. by CMI) (BMI) Mgr: IMS Management

TERRI CLARK Suddenly Single (*Mercury 119*)
Prod: Keith Stegall, Chris Waters Wr: Tom Shapiro, Terri Clark, Chris Waters Pub: Great Cumberland Music/Diamond Struck Music/Tom Shapiro Music/Sony Tree Pub., Co., Inc. (BMI) Mgr: Woody Bowles Company

BILLY RAY CYRUS Trail Of Tears (*Mercury 122*)
Prod: Terry Sheiton, Billy Ray Cyrus Wr: Billy Ray Cyrus Pub: Songs of Polygram Int'l, Inc./Sty Dog Pub. Co. (BMI) Mgr: McFadden Artists Corp.

D

BILLY DEAN That Girl's Been Spyin' On Me (*Capitol 30525*)
Prod: Tom Shapiro Wr: Max T. Barnes, Tom Shapiro Pub: Island Bound Music (adm. by Famous Music Corporation d/b/a Island Bound Music and itself) (ASCAP)/Famous Music Corporation (ASCAP)/Diamond Struck Music (BMI)/Hamstein Cumberland Music (BMI) Mgr: Starstruck Entertainment

DIAMOND RIO It's All In Your Head (*Arista 3019*)
Prod: Michael D. Clute, Tim Dubois and Diamond Rio Wr: Tony Martin, Van Stephenson and Reese Wilson Pub: Mamstein Cumberland Music/Bobby Mae Music/Give Reese A Chance Music (BMI) Mgr: International Artist Management

JOE DIFFIE Whole Lotta Gone (*Epic 78333*)
Prod: Johnny Slate and Joe Diffie Wr: Mark James Oliverius and Bryan Keith Burns Pub: Golf Club Music (ASCAP) admin. by Affiliated Publishers Inc. (ASCAP)/Oliverius Music (ASCAP)/Diffiun (BMI) admin. by Affiliated Publishers Inc. (BMI)/Cut-Write Publishing (BMI)/C.S.A. Music Group (BMI) Mgr: Image Management Group

E

TY ENGLAND Irresistible You (*RCA 08763*)
Prod: James Stroud, Byron Gallimore Wr: Billy Lawson Pub: Sony/ATV Tunes LLC. (all rights adm. by Sony/Music Publishing Mgr: Bob Doyle & Associates

F

4 RUNNER That Was Him (This Is Now) (*A&M 102*)
Prod: Buddy Cannon, Larry Shell Wr: Vemon Rust, Keith Urban Pub: What About Vern Music/First Stars Music (Div. of Bugle Pub. Group) (ASCAP)/Coburn Music, Inc. (BMI) Mgr: Starstruck Entertainment

G

VINCE GILL Worlds Apart (*MCA 55213*)
Prod: Tony Brown Wr: Vince Gill, Bob DiPiero Pub: Benefit Music/Little Big Town/American Made Music (BMI) Mgr: Fitzgerald Hartley Company

H

WADE HAYES On A Good Night (*DKC/Columbia 78312*)
Prod: Don Cook Wr: Paul Nelson, Don Cook, Larry Boone Pub: Sony/ATV Songs LLC dba Tree Publishing Co. (BMI)
Terilee Music (BMI) Don Cook Music (BMI), Sony/ATV Tunes LLC dba Cross Keys Publishing Co. (ASCAP) Mgr: Mike Robertson Management

TY HERNDON Living In A Moment (*Epic 78334*)
Prod: Doug Johnson Wr: Pat Bunch, Doug Johnson Pub: Pat Price Music (BMI)/Sydney Erin Music (BMI) Mgr: Image Management Group

FAITH HILL You Can't Lose Me (*Warner Bros. 8234*)
Prod: Scott Hendricks, Faith Hill Wr: Trey Bruce, Thom McHugh Pub: Big Tractor Music (adm. by WB Music Corp.)/WB Music Corp. (ASCAP)/Kicking Bird Music, Inc./Thomahawk Music (adm. by Kicking Bird Music, Inc.) (BMI) Mgr: Borman Entertainment

J

GEORGE JONES Honky Tonk Song (*MCA 11478*)
Prod: Buddy Cannon, Norro Wilson Wr: Frank J. Meyers, Billy Yates Pub: Dixie Stars Music (ASCAP)/Sixteen Stars Music (BMI) Mgr: George Jones Enterprises

K

TOBY KEITH A Woman's Touch (*A&M 105*)
Prod: Nelson Larkin, Toby Keith Wr: Toby Keith, Wayne Pery Pub: Songs of Polygram Int'l, Inc./Tokeco Tunes (BMI)/Zomba Enterprises Inc. (ASCAP) Mgr: TKO Artist Management

DAVID KERSH Goodnight Sweetheart (*Curb 1262*)
Prod: Pat McMakin Wr: Kim Williams, L. David Lewis, Randy Boudreaux Pub: Sony/ATV Tunes LLC dba Cross Keys Publishing Co. (ASCAP)/Sony/ATV Songs LLC dba Tree Publishing Co./Thanxamillion Music (BMI) Mgr: Mark Hybner

SAMMY KERSHAW Vidalia (*Mercury 118*)
Prod: Keith Stegall Wr: Tim Nichols, Mark D. Sanders Pub: EMI Blackwood Music Inc./Ty Land Music (BMI)/Starstruck Writers Group, Inc./Mark D. Music (ASCAP) Mgr: Lucks Management Group

L

TRACY LAWRENCE Stars Over Texas (*Atlantic 6781*)
Prod: Tracy Lawrence, Flip Anderson Wr: Larry Boone, Paul Nelson, Tracy Lawrence Pub: Sony Cross Keys Publishing Co., Inc./SLL Music, ASCAP/Sony Tree Publishing Co., Inc./Terilee Music, BMI Mgr: TLE Management, Inc.

LONESTAR Runnin' Away With My Heart (*BNA 64549*)
Prod: Don Cook, Wally Wilson Wr: Michael Britt, Sam Hogin, Mark D. Sanders Pub: Sony/ATV Songs LLC dba Tree Publishing Co., Inc./Katy's Rainbow (BMI) (Admin. by Sony/ATV Music Publishing) Starstruck Writers Group, Inc. Mark D. Music (ASCAP) Mgr: William N. Carter Career Management

PATTY LOVELESS Lonely Too Long (*Epic 67269*)
Prod: Emory Gordy, Jr. Wr: Mike Lawler, Bill Rice and Sharon Rice Pub: Bash Music (ASCAP)/Cootiem Music (ASCAP) (adm. by Bluewater Music Corp.)/BMG Songs, Inc. (ASCAP) Mgr: The Fitzgerald Hartley Co

LYLE LOVETT Don't Touch My Hat (*MCA 3772*)
Prod: Lyle Lovett, Billy Williams Wr: Lyle Lovett Pub: Michael H. Goldsen, Inc./Lyle Lovett (ASCAP) Mgr: Gold Mountain

M

MILA MASON That's Enough Of That (*Atlantic 6825*)
Prod: Blake Mevis Wr: Mark D. Sanders, Randy Albright, Lisa Silver Pub: MCA Music Publishing, A Division of MCA, Inc./Amsong Music Publishing/Sweet Silver Music (ASCAP) Mgr: Lapis Artist Management

MARTINA McBRIDE Swingin' Doors (*RCA 07863*)
Prod: Martina McBride, Paul Woolery and Ed Seay Wr: Chapin Hartford, Bobby Boyd and Jim Foster Pub: Sony Tree Pub. Co., Inc./Careers-BMG Music Pub., Inc./Electric Mule Music Pub., Inc. (BMI) Mgr: Bruce Allen Talent

NEAL McCLOY Then You Can Tell Me Goodbye (*Atlantic 6729*)
Prod: Barry Beckett Wr: John D. Loudermilk Pub: Acuff/Rose Music, Inc. (BMI) Mgr: Management Associates of Dallas

MINDY McCREADY Guys Do It All The Time (*BNA 64575*)
Prod: David Malloy, Norro Wilson Wr: Bobby Whiteside, Kim Tribble Pub: QMP Music (ASCAP)/Teapot Music (ASCAP)/Wildawn Music (a division of Balmur, Inc.) (ASCAP)/Brian's Dream Publishing (ASCAP) Mgr: Stan Mores

TIM MCGRAW She Never Lets It Go To Her Heart (*Curb 1258*)
Prod: James Stroud, Byron Gallimore Wr: Tom Shapiro, Chris Waters Pub: Great Cumberland Music (BMI)/Tom Shapiro Music (BMI)/Diamond Struck Music (BMI)/Mike Curb Music (BMI) Mgr: TMR II

JO DEE MESSINA You're Not In Kansas Anymore (*Curb 1253*)
Prod: Byron Gallimore, Tim McGraw Wr: Zack Turner, Tim Nichols Pub: Coburn Music, Inc. (BMI)/Bro 'N Sis Music Music Inc. (BMI) Mgr:

LORRIE MORGAN I Just Might Be (*BNA 07863*)
Prod: James Stroud Wr: John Moffat Pub: Jerry Taylor Music (BMI) Mgr: Susan Nadler Management

JOHN MICHAEL MONTGOMERY Ain't Got Nothin' On Us (*Atlantic 6874*)
Prod: Csaba Petocz Wr: Wendell Mobley, Jim Robinson Pub: Warner-Tamerlane Publishing Corp./New Works Music Co., (BMI)/WB Music Corp./J.E. Robinsons (ASCAP) Mgr: Hallmark Direction Company

DAVID LEE MURPHY The Road You Leave Behind (*MCA 55205*)
Prod: Tony Brown Wr: David Lee Murphy Pub: Old Desperados/N2D Publishing Company, Inc. (ASCAP) Mgr: D. Management Company

N

JOE NICHOLS Six Of One Half A Dozen (Of The Other) (*Intersound 9197*)
Prod: Todd Wilkes, Randy Edwards and Lee Ogle Wr: Keith Fossil, Doug DeJoa Pub: Horn-Pro Music/Career-BMG Music (BMI) Mgr: E & O Productions

O

K.T. OSLIN Silver Tongue And Gold Plated Lies (*BNA 07863*)
Prod: K.T. Oslin, Rick Will Wr: John D. Hutchison Pub: Jimmie Skinner Music (BMI) Mgr: Mores Nanas Entertainment

P

LEE ROY PARNELL Givin' Water To A Drowning Man (*Career 0503*)
Prod: Scott Hendricks, Lee Roy Parnell Wr: Gary Nicholson, Lee Roy Parnell Pub: Sony/ATV Tunes LLC dba Cross Keys Publishing Co., Inc. Four Songs Music (ASCAP)/Songs of Polygram International, Inc. Lee Roy Parnell Music (BMI) Mgr: Mike Robertson Management

R

COLLIN RAYE Love Remains (*Epic 67033*)
Prod: John Hobbs, Ed Seay, Paul Worley Wr: Tom Douglas, Jim Daddario Pub: Sony/ATV Songs LLC dba Tree Publishing Co. (BMI) Mgr: Scott-Dean Management

RICOCHET Love Is Stronger Than Pride (*Columbia 67223*)
Prod: Ron Chancey, Ed Seay Wr: Rick Bowles, Doug Johnson Pub: Maypop Music (a div. of Wildcountry, Inc.)/Makin' Chevy's Music (adm. by Maypop Music)/Sydney Erin Music (BMI) Mgr: William Morris

LEANN RIMES Hurt Me (*MCG/Curb 1272*)
Prod: Wilbur C. Rimes Wr: Deborah Allen, Rafe VanHoy, Bobby Braddock Pub: Mike Curb Music (BMI)/Diamond Strom Music (BMI)/Posey Publishing Company (BMI)/Rockin' R Music (ASCAP)/Sony/ATV Songs LLC dba Tree Publishing Co. (BMI) Mgr: Wilbur C. Rimes

S

SAWYER BROWN She's Gettin' There (*Curb 1283*)
Prod: Mark A. Miller, Mac McAnally Wr: Mark A. Miller, Scott Emerick, MC Potts and John Northrup Pub: Travelin' Zoo Music (ASCAP)/Club Zoo Music (BMI)/Lee Greenwood Music, Inc./Bambi Smithers Songs (BMI)/Telly Larc, Inc./John & Justin Music (ASCAP) Mgr: TKO Artist Management

LARRY STEWART Why Can't You (*Columbia 78307*)
Prod: Emory Gordy, Jr. Wr: Larry Stewart, R.C. Bannon Pub: EMI Blackwood Music Inc. (BMI)/B Rit B Rock Music (adm. by EMI Blackwood Music Inc.) (BMI) Nic Kim R Music (BMI) Mgr: The Fitzgerald-Hartley Company

MARTY STUART Thanks To You (*MCA 55226*)
Prod: Tony Brown, Justin Niebank Wr: Marty Stuart, Gary Nicholson Pub: Warner-Tamerlane Publishing Corp./Marty Party Music (BMI)/Sony/ATV Tunes LLC./Four Sons Music (ASCAP) Mgr: Rothbaum & Gamer

GEORGE STRAIT Carried Away (*MCA 55204*)
Prod: Tony Brown, George Strait Wr: Steve Bogard, Jeff Stevens Pub: Warner-Tamerlane Publishing Corp. (BMI)/Rancho Belita Music (BMI)/Jeff Stevens Music (BMI) Mgr: Erv Woolsey Company

T

THRASHER SHIVER Goin' Goin' Gone (*Asylum/EEG 61929*)
Prod: Justin Niebank, Neil Thrasher, Kelly Shiver Wr: Neil Thrasher, Michael Delany Pub: Rio Bravo Music, Inc./Gila Monster Music, Inc. (BMI) Mgr: Bob Doyle & Associates

PAM TILLIS It's Lonely Out There (*Arista 0505*)
Prod: Pam Tillis, Mike Poole Wr: Bob DiPiero, Pam Tillis Pub: Little Big Town Music, American made Music/Sony Tree Publishing Co., Inc. Ben's Future Music (BMI) Mgr: Mike Robertson Management

TONY TOLIVER Bettin' Forever On You (*Curb/Rising Tide 1000*)
Prod: James Stroud, Kevin Beamish Wr: Paul Nelson, Tom Shapiro Pub: Curb Music Company Mgr: Bardine, Inc.

RANDY TRAVIS Are We In Trouble Now (*WB 8266*)
Prod: Kyle Lehning Wr: Mark Knopfler Pub: Almo Music Corp. (ASCAP) Mgr: The Lib Hatcher Agency

RICK TREVINO Learning As You Go (*Columbia 78329*)
Prod: Steve Buckingham and Doug Johnson Wr: Larry Boone and Billy Lawson Pub: Sony/ATV Tunes LLC dba Cross Keys Publishing Co. (ASCAP) Mgr: Dan Goodman Management

TRAVIS TRITT More Than You'll Ever Know (*Warner Bros. 8304*)
Prod: Don Was, Travis Tritt Wr: Travis Tritt Pub: Post Oak Publishing (BMI) Mgr: Kragen & Company in association with Falcon Management

SHANIA TWAIN Home Ain't Where His Heart Is (*Any more*) (*Mercury 123*)
Prod: Robert John "Mutt" Lange Wr: Twain, Lange Pub: Loon Echo Inc. (BMI); Zomba Enterprises Inc. (ASCAP) Mgr: Mary Bailey Management

W

CLAY WALKER Only On Days That End In Y (*Giant 8195*)
Prod: James Stroud Wr: Richard Fagan Pub: OF Music Mgr: Erv Woolsey Company

CHRIS WARD Fall Reaching (*Giant 8319*)
Prod: James Stroud, Dann Huff Wr: Robert Ellis Orrall, Josh Leo Pub: EMI April Music, Inc./Kids Music (all rights for Kids Music adm. by EMI April Music, Inc.) (ASCAP)/Warner-Tamerlane Publishing Corp./Hellmayen Music (all rights for Hellmayen Music adm. by Warner-Tamerlane Publishing Corp.) (BMI) Mgr: Corlew-O'Grady Management

WESTERN FLYER What Will You Do With M-E (*SOR 507*)
Prod: Ray Pennington, Western Flyer Wr: Craig Martin, Rick Tiger Pub: Cro-Jo Music, BMI, Dennis Morgan Music (A Div. of Morgan Music Group, Inc.) (BMI) Mgr: The Hallmark Direction Company

BRYAN WHITE So Much For Pretending (*Asylum/EEG 9583*)
Prod: Billy Joe Walker, Jr. and Kyle Lehning Wr: Bryan White, Derek George, John Tirro Pub: Seventh Son Music, Inc. Admin. by Glen Campbell Music Group (ASCAP)/New Court Music, Admin. by Hayes Street Music, Inc. (BMI) Mgr: G.C. Management

MARK WILLS Jacob's Ladder (*Mercury 117*)
Prod: Carson Chamberlain and Keith Stegall Wr: Tony Martin, Cal Sweat and Brenda Sweat Pub: Hamstein Cumberland Music, Admin. by Hamstein Cumberland Music, Co-Hart Music (BMI) Mgr:

MICHELLE WRIGHT Nobody's Girl (*Arista 3023*)
Prod: Jim Scherer, Tim DuBois Wr: Gretchen Peters Pub: Sony/ATV Tunes, LLC Purple Crayon Music (ASCAP) Mgr: Savannah Music

WYNONNA My Angel Is Here (*Curb/MCA 55252*)
Prod: Tony Brown Wr: Lulu, Billy Lawrie and Mark Stephen Cawley Pub: Sony Songs Inc./Sony Music Publishing UK Ltd./Longitude Music Co. on behalf of Windswept Pacific Music Ltd. (BMI) Mgr: The Judd House

Y

TRISHA YEARWOOD Believe Me Baby (I Lied) (*MCA 55211*)
Prod: Garth Funderb Wr: Kim Richey, Angelo, Larry Gottlieb Pub: Mighty Nice Music/Wait No More Music (Admin. by Bluewater Music Corporation (BMI), Polygram International, Inc., Julann Music (ASCAP) Mgr: Kragen & Company

AC PLAYLISTS

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

KBIG
104
MARKET #2
KBIG/Los Angeles
(213) 874-7700
Ervin/Verdery

PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
27	28	28	28	ERIC CLAPTON/Change The World
28	28	28	28	TRACY CHAPMAN/Give Me One Reason
28	28	28	28	CELINE DION/Because You Loved Me
27	27	27	27	DONNA LEWIS/I Love You Always...
27	27	27	27	GIN BLOSSOMS/Follow You Down
27	27	27	27	MARIAH CAREY/Always Be My Baby
26	26	26	26	MARIAH CAREY/Forever
26	26	26	26	SEAL/Don't Cry
26	26	26	26	ALANIS MORISSETTE/Ironic
26	26	26	26	GIN BLOSSOMS/It's All Coming...
22	22	23	23	ALANIS MORISSETTE/You Learn
23	23	23	23	JANN ARDEN/Innocentive
23	23	23	23	JEWEL/Who Will Save...
23	23	23	23	NATALIE MERCHANT/Jalousy
23	23	22	22	TINA TURNER/Missing You
26	22	22	22	HOOTIE & BLOWFISH/Time
26	22	22	22	DEEP BLUE SOMETHING/Breakfast At...
26	22	22	22	SOPHIE B. HAWKINS/As I Lay Me Down
14	14	14	14	NATALIE MERCHANT/Monder
14	14	14	14	GOD GOD DOLLS/Name
26	23	14	14	HOOTIE & BLOWFISH/Only Wanna Be...

KOST
103.5 FM
MARKET #2
KOST/Los Angeles
(213) 427-1035
Kaye/Chiang

PLAYS	ARTIST/TITLE						
3W	2W	LW	TW				
28	28	28	28	TINA TURNER/Missing You			
28	28	28	28	GLORIA ESTEFAN/Reach			
28	28	28	28	GIN BLOSSOMS/Follow You Down			
28	28	28	28	TONY RICH PROJECT/Nobody Knows			
28	28	28	28	MARIAH CAREY/Always Be My Baby			
28	28	28	28	CELINE DION/Because You Loved Me			
28	28	28	28	EVERYTHING BUT...Missing			
18	18	18	18	MARIAH CAREY/One Sweet Day			
18	18	18	18	JANET JACKSON/Runaway			
18	18	18	18	HOOTIE & BLOWFISH/Only Wanna Be...			
-	-	-	-	18	18	18	GIN BLOSSOMS/It's All Coming...
-	-	-	-	18	18	18	WHITNEY HOUSTON/Exhale (Shoop Shoop)
28	28	7	7	TRACY CHAPMAN/Give Me One Reason			
28	28	7	7	ERIC CLAPTON/Change The World			
8	8	7	7	MARIAH CAREY/Forever			

lit 93.9
MARKET #3
WLIT/Chicago
(312) 329-9002
Edwards

PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
17	17	17	17	BEACH BOYS/TROCCOLI/ Can Hear Music
17	19	19	19	MARIAH CAREY/Forever
19	19	19	19	ERIC CLAPTON/Change The World
17	19	19	19	CELINE DION/It's All Coming...
19	19	19	19	VANESSA WILLIAMS/Where Do We Go...
19	19	17	17	ALL-4-ONE/Someday
19	19	17	17	MICHAEL ENGLISH/Your Love Amazes Me
17	17	17	17	WHITNEY HOUSTON/Why Does It Hurt...
17	17	17	17	REO SPEEDWAGON/Building The Bridge
17	17	17	17	LIONEL RICHIE/Ordinary Girl
11	15	11	11	JIM BRICKMAN/Hero's Dream
11	11	11	11	HARRY CONNICK JR./Hear Me In...
11	10	11	11	BETTE MIDLER/God Help
5	10	10	10	LIVINGSTON TAYLOR/I Believe
-	10	10	10	TINA TURNER/Missing You
-	10	10	10	LUTHER VANDROSS/Your Secret Love
8	8	8	8	CELINE DION/Because You Loved Me
8	8	8	8	GLORIA ESTEFAN/Reach
8	8	8	8	EVERYTHING BUT...Missing
8	8	8	8	JANN ARDEN/Innocentive
8	8	8	8	LIONEL RICHIE/Don't Wanna Lose You
10	10	5	5	STEVIE WONDER/Kiss Lonely Goodbye

B-101.1
MARKET #5
WBEB/Philadelphia
(610) 667-8400
Ryan

PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
32	30	27	27	CELINE DION/Because You Loved Me
32	30	27	27	MARIAH CAREY/Always Be My Baby
30	30	27	27	ERIC CLAPTON/Change The World
30	30	27	27	GLORIA ESTEFAN/Reach
20	27	27	27	MARIAH CAREY/Forever
20	27	17	17	TRACY CHAPMAN/Give Me One Reason
20	20	17	17	WHITNEY HOUSTON/Why Does It Hurt...
13	20	17	17	TONY RICH PROJECT/Nobody Knows
13	13	13	13	JANN ARDEN/Innocentive
13	13	13	13	CELINE DION/It's All Coming...
-	13	13	13	DONNA LEWIS/I Love You Always...
-	13	13	13	BRYAN ADAMS/Let's Make A...
20	10	10	10	HOOTIE & BLOWFISH/Only Wanna Be...
20	10	10	10	MADONNA/You'll See
20	10	10	10	TAKE THAT/Back For Good
10	10	10	10	M. CHAPIN CARPENTER/Grow Old With Me
10	10	10	10	MARIAH CAREY/One Sweet Day
7	7	9	9	HARRY CONNICK JR./Hear Me In...

KVIL
103.7 FM
MARKET #7
KVIL/Dallas
(214) 691-1037
Curtis/O'Neal

PLAYS	ARTIST/TITLE					
3W	2W	LW	TW			
25	25	25	25	CELINE DION/Because You Loved Me		
10	25	25	25	PETER CETERA/One Clear Voice		
24	24	24	24	JIM BRICKMAN/Angel Eyes		
24	24	24	24	MICHAEL BOLTUNOVA/Love So Beautiful		
24	24	24	24	PETER CETERA/Forever Tonight		
24	24	24	24	SARAH MCLACHLAN/Will Remember You		
23	24	23	23	TAKE THAT/Back For Good		
15	15	15	15	ERIC CLAPTON/Change The World		
-	15	15	15	MARIAH CAREY/Forever		
15	14	14	14	VANESSA WILLIAMS/Where Do We Go...		
-	14	14	14	MICHAEL ENGLISH/Your Love Amazes Me		
10	13	13	13	WHITNEY HOUSTON/Why Does It Hurt...		
13	13	13	13	JIM BRICKMAN/Hero's Dream		
13	13	13	13	TONY RICH PROJECT/Nobody Knows		
10	10	10	10	BLESSID UNION OF.../All Along		
10	10	10	10	LIONEL RICHIE/Ordinary Girl		
-	-	-	-	10	10	CELINE DION/It's All Coming...
-	-	-	-	10	10	TONY RICH PROJECT/Like A Woman
8	8	8	8	LYLE LOVETT/Private Conversation		
8	8	8	8	BEACH BOYS/TROCCOLI/ Can Hear Music		
5	5	5	5	SEAL/Kiss From A Rose		
5	5	5	5	JIM BRICKMAN/I Believe		
13	5	5	5	SELENIA/ Could Fall In Love		
25	5	5	5	ELTON JOHN/Blessed		
5	5	5	5	ROD STEWART/So Far Away		

Soft Rock 97.1
WASH-R
MARKET #8
WASH/Washington
(202) 895-5000
Streit/Martin

PLAYS	ARTIST/TITLE					
3W	2W	LW	TW			
35	35	35	35	CELINE DION/Because You Loved Me		
35	35	35	35	ELTON JOHN/Blessed		
5	21	21	21	HOUSTON & WINANS/Count On Me		
21	28	28	28	JANN ARDEN/Innocentive		
28	28	28	28	GLORIA ESTEFAN/Reach		
28	28	28	28	ERIC CLAPTON/Change The World		
28	28	28	28	MARIAH CAREY/Forever		
28	28	28	28	VANESSA WILLIAMS/Where Do We Go...		
-	28	28	28	CELINE DION/It's All Coming...		
28	28	28	28	DONNA LEWIS/I Love You Always...		
28	28	28	28	WHITNEY HOUSTON/Why Does It Hurt...		
21	21	21	21	NATALIE MERCHANT/Jalousy		
21	21	21	21	TRACY CHAPMAN/Give Me One Reason		
21	21	21	21	CHE/One By One		
-	21	21	21	GLORIA ESTEFAN/You'll Be Mine...		
-	-	-	-	21	21	ALANIS MORISSETTE/You Learn
-	-	-	-	16	16	LOS DEL RIO/BAYSIDE/Macarena
-	-	-	-	14	14	GIN BLOSSOMS/Follow You Down
-	-	-	-	7	7	TONY RICH PROJECT/Nobody Knows
-	-	-	-	7	7	PETER CETERA/Forever Tonight
-	-	-	-	7	7	ROD STEWART/So Far Away
-	-	-	-	7	7	NATALIE MERCHANT/Carnival
-	-	-	-	7	7	GIN BLOSSOMS/It's All Coming...

MAGIC
106.7
MARKET #10
WMLX/Boston
(617) 542-0241
Kelley/Laurence

PLAYS	ARTIST/TITLE					
3W	2W	LW	TW			
26	26	27	26	ERIC CLAPTON/Change The World		
26	26	26	26	CELINE DION/Because You Loved Me		
26	26	25	25	EVERYTHING BUT...Missing		
26	26	26	26	VANESSA WILLIAMS/Where Do We Go...		
12	12	14	25	MARIAH CAREY/Forever		
6	6	8	25	M. CHAPIN CARPENTER/Grow Old With Me		
26	26	26	25	TONY RICH PROJECT/Nobody Knows		
5	5	15	15	BEACH BOYS/TROCCOLI/ Can Hear Music		
22	22	25	13	MARIAH CAREY/Always Be My Baby		
-	-	-	-	13	13	WHITNEY HOUSTON/Why Does It Hurt...
13	13	12	12	SARAH MCLACHLAN/ Will Remember You		
13	13	12	12	MADONNA/You'll See		
12	12	11	12	SEAL/Kiss From A Rose		
13	13	11	12	SELENIA/ Could Fall In Love		
12	12	12	12	ROD STEWART/So Far Away		
14	14	13	12	TAKE THAT/Back For Good		
12	12	15	11	JANN ARDEN/Innocentive		
-	-	-	-	5	10	CELINE DION/It's All Coming...
10	10	12	10	ELTON JOHN/Blessed		
2	2	2	2	LIVINGSTON TAYLOR/I Believe		
1	1	1	1	TRACY CHAPMAN/Give Me One Reason		
1	1	1	1	HARRY CONNICK JR./Hear Me In...		

COAST
97.3 FM
MARKET #11
WFLC/Miami
(305) 759-4311
Landy/Bennett

PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
31	31	31	31	BODEANS/Closer To Free
-	31	31	31	ERIC CLAPTON/Change The World
31	31	31	31	COLLECTIVE SOUL/The World I Know
31	31	31	31	CELINE DION/Because You Loved Me
31	31	31	31	GLORIA ESTEFAN/Reach
31	31	31	31	GIN BLOSSOMS/Follow You Down
-	31	31	31	ALANIS MORISSETTE/You Learn
31	31	31	31	SEAL/Don't Cry
31	16	31	31	MARIAH CAREY/Always Be My Baby
31	16	31	31	HOOTIE & BLOWFISH/Old Man & Me
-	16	16	16	HOOTIE & BLOWFISH/Tucker's Town
31	10	10	10	ALANIS MORISSETTE/Ironic
31	10	10	10	DEEP BLUE SOMETHING/Breakfast At...
10	10	10	10	ELTON JOHN/Blessed
10	10	10	10	GIN BLOSSOMS/It's All Coming...
10	10	10	10	MELISSA ETHERIDGE/ Want To Come Over

WALK 97.5
MARKET #14
WALK/Long Island
(516) 475-5200
Michaels/Lombardo

PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
29	29	28	30	DONNA LEWIS/I Love You Always...
28	29	28	28	ERIC CLAPTON/Change The World
10	9	28	29	MARIAH CAREY/Forever
25	27	27	27	TRACY CHAPMAN/Give Me One Reason
28	26	27	27	TONI BRAXTON/Let It Flow
25	25	25	25	CELINE DION/Because You Loved Me
28	26	28	24	CHE/One By One
-	3	9	12	CELINE DION/It's All Coming...
7	9	9	9	GEORGE MICHAEL/Fastlove
10	9	9	10	LOS DEL RIO/BAYSIDE/Macarena
6	10	8	10	HOUSTON & WINANS/Count On Me
6	10	8	10	DEEP BLUE SOMETHING/Breakfast At...
-	10	7	10	HOOTIE & BLOWFISH/Only Wanna Be...
6	10	7	10	BLUES TRAVELER/Run-Around
25	25	6	10	MARIAH CAREY/Always Be My Baby
-	-	9	10	JOHN MELLENCAMP/Why West...
-	-	9	10	BRYAN ADAMS/Let's Make A...
7	9	9	9	ROBERT MILES/Children
10	9	9	9	WHITNEY HOUSTON/Why Does It Hurt...
6	9	8	8	ANNIE LENOX/No More "I Love...
-	9	9	9	HOOTIE & BLOWFISH/Tucker's Town
6	8	7	8	EVERYTHING BUT...Missing
6	8	7	8	TAKE THAT/Back For Good
6	8	7	8	MARTIN PAGES/In The House...
6	8	7	8	GIN BLOSSOMS/It's All Coming...
6	8	7	8	MARIAH CAREY/One Sweet Day
6	8	7	8	DEL AMITRI/Roll To Me
6	8	7	8	REMBRANDTS/It'll Be There For...
6	8	7	8	NICKI FRENCH/Total Eclipse Of...

103 FM
WLTE
MARKET #16
WLTE/Minneapolis
(612) 339-1029
Nolan

PLAYS	ARTIST/TITLE					
3W	2W	LW	TW			
18	18	18	18	VANESSA WILLIAMS/Where Do We Go...		
18	18	18	18	ERIC CLAPTON/Change The World		
5	5	5	5	BEACH BOYS/TROCCOLI/ Can Hear Music		
13	13	13	13	MARIAH CAREY/Forever		
13	13	13	13	PETER CETERA/One Clear Voice		
13	18	13	13	MICHAEL ENGLISH/Your Love Amazes Me		
13	13	13	13	ALL-4-ONE/Someday		
13	13	13	13	DAN HILL/Wrapped Around...		
13	13	13	13	JORDAN HILL/For The Love Of You		
13	13	13	13	WHITNEY HOUSTON/Why Does It Hurt...		
13	13	13	13	HARRY CONNICK JR./Hear Me In...		
9	12	12	12	JIM BRICKMAN/Hero's Dream		
5	5	5	5	LIONEL RICHIE/Ordinary Girl		
-	-	-	-	13	13	LIONEL RICHIE/Don't Wanna Lose You
-	-	-	-	13	13	HOUSTON & WINANS/Count On Me
13	13	13	13	GLORIA ESTEFAN/Reach		
13	13	13	13	TONY RICH PROJECT/Nobody Knows		
13	13	13	13	CELINE DION/Because You Loved Me		
8	8	8	8	DEBORAH COX/Where Do We Go...		
8	8	8	8	BLESSID UNION OF.../All Along		
-	-	-	-	8	8	BRANDY TAMIA.../Missing You
7	7	7	7	BETTE MIDLER/God Help		
5	5	5	5	CELINE DION/It's All Coming...		
-	5	5	5	TINA TURNER/Missing You		
-	-	-	-	5	5	TONY RICH PROJECT/Like A Woman
-	-	-	-	5	5	GEORGE BENSON/Holdin' On
-	-	-	-	5	5	WILD ORCHID/At Night I Pray

KEZK 102.5
Soft Rock
MARKET #17
KEZK/St. Louis
(314) 727-2160
McMahon

PLAYS	ARTIST/TITLE					
3W	2W	LW	TW			
17	17	15	17	JIM BRICKMAN/Hero's Dream		
18	18	18	18	CELINE DION/Because You Loved Me		
21	21	18	18	ERIC CLAPTON/Change The World		
-	-	-	-	8	16	ALL-4-ONE/Someday
16	16	17	15	MARIAH CAREY/Forever		
19	19	15	15	TONI BRAXTON/Let It Flow		
14	14	17	14	CELINE DION/It's All Coming...		
20	18	14	14	JANN ARDEN/Innocentive		
19	18	14	14	MARIAH CAREY/Always Be My Baby		
10	18	14	14	VANESSA WILLIAMS/Where Do We Go...		
18	17	13	13	WHITNEY HOUSTON/Why Does It Hurt...		
7	7	6	10	SOPHIE B. HAWKINS/As I Lay Me Down		
10	10	10	8	MICHAEL ENGLISH/Your Love Amazes Me		
-	-	-	-	7	8	ROD STEWART/So Far Away
-	-</					



MIKE KINOSHIAN

ADULT CONTEMPORARY

Neil Guides Cox Into New Frontiers (& NewCity)

Continued from Page 1

years, I mentioned to them that if they would ever be interested in doing something, we'd be happy to sit down and talk. Dick flew to Atlanta in early March, met with [Cox Broadcasting President] Nick Trigony and me, and proposed the idea. They'd talked with us and one other company. Things picked up momentum, and we announced the sale in early May. Nick and I were obviously very excited about making the deal.

R&R: Had you imagined two years ago that Cox would increase its station count so dramatically, expanding into 12 different cities?

BN: I don't think there's any way anyone could've imagined anything like this happening — particularly those of us who remember the old "seven/seven" and [other pre-duopoly] ownership rules.

R&R: How often do you plan visiting each market?

BN: I travel just about every week. My background is programming, and I like being in stations because that's where things happen. It's important for me to get out as much as possible. I'd rather be at the stations than in our corporate headquarters building.

R&R: The only Top 20 markets you're in are Los Angeles, Miami, and Atlanta. How do you view the markets in your portfolio?

BN: A number of the markets we're in are real sunbelt growth areas. Orlando, Birmingham, San Antonio, and Tulsa are great places in which to own radio stations. The platforms NewCity had already built in those markets were extremely strong franchises. They were tailored for future acquisitions to [extend] those markets.

R&R: Cox and NewCity have both owned highly successful ACs. In general, what are your thoughts about the format today?

BN: It might be the most difficult format to program right now because the music is in flux. There are a lot of new kinds of music, and ACs have to decide whether or not the music fits what they're doing. There's much more competition in most markets. Every format that gets oversaturated has stations that eventually leave.

R&R: Let's look at your AC roster. KOST/Los Angeles is at the top of the list, but in a very uncustomed role of not being the market's leading AC.

BN: KOST has been consistent throughout its entire history. Like every other station, it's subject to Arbitron's ups and downs. [Crosstown Bonneville Bright AC] KBIG

tied us once 12+, but over the past 52 books or so, we've been L.A.'s No. 1 AC.

R&R: How much disappointment was there with this spring's KOST book?

BN: Not much, really. KOST had been on a two-book uptrend prior to the spring book. We didn't change anything or do things differently, and there were no market format changes. I tend to get pretty philosophical

My background is programming, and I like being in stations because that's where things happen. I'd rather be at the stations than in our corporate headquarters building.

about Arbitron and about numbers going up and down. As a whole, [Los Angeles] ACs didn't do particularly well this spring. When you're bunched so closely, a few diaries here and there can make a big difference. Cox, Bonneville, and Viacom do AC in that market — there aren't any slouches in that group.

R&R: How do you view Viacom Hot AC KYSR/Los Angeles, and what did you think of its spring numbers?

BN: You can call it what you like, but we really don't consider it an AC. Anyone who listens to them realizes it's a rock and roll station, and certainly not in the same arena as KOST, KBIG, or [Viacom Soft AC] KXER. It wasn't a big book for KYSR. Their gains were really very slight. When you look at how everyone is bunched together and Arbitron's margin of error, it's difficult to tell who is really where at any given time.

R&R: Across the country, Cox has another "Coast," WFLC/Miami. How are things going there?

BN: Of our ACs the past three years, WFLC has been the most consistent of the bunch. It's been within a half-point of a five share [25-54] for the last several years. It's well-programmed and typically ranks Top 3 among Miami's Anglo stations.

R&R: What's the latest with Atlanta's two-way AC battle between Cox's WSB-FM and WPCH?

BN: WSB-FM was the No. 1 AC this spring, pretty handily beating-

WPCH. As you say, it's a pretty intense battle between those two that always seems to go back and forth. It's also complicated by the fact that [crosstown]WSTR is a pop-leaning CHR. It all makes for a pretty competitive situation.

R&R: Tampa was recently the scene of some pretty wild format changes. PD/morning man Mason Dixon left Hot AC WMTX to join crosstown WUSA and transformed the AC into a direct 'MTX competitor. After everything shakes out, what will it all mean for your Soft AC, WWRM?

BN: It should bode well for us. "Warm" is a traditional Soft AC that does best among 35-54s. It's actually pretty contemporary, and we think it's well-positioned for the market's needs.

R&R: Two ACs acquired from NewCity — Hot AC WYYY/Syracuse and WEZN/Bridgeport, CT — should fit right in. WYYY, which you once programmed, had a somewhat soft winter sweep but is again a solid No. 1 25-54. WEZN is second 25-54, but AC rival WEBE had an awesome spring book. How familiar are you with Cox's newest ACs?

BN: I started in Syracuse a long time ago and know the market as well as anybody. Morning man Big Mike has been with WYYY for about 15 years. With that kind of longevity and WYYY's promotional activity, it will continue to be a top performer for a long time.

Bridgeport rating tell one story, but when you look at what's happening in satellite markets like New Haven, they tell a somewhat different story. WEZN views WEBE as a very good competitor, but it's premature for me to speculate one way or the other on what happened in Bridgeport.

R&R: For years, Cox was widely known for its AC and Talk stations. As we look at some non-AC properties, Atlanta Braves flagship WSB-AM had another fine book.

BN: For the last four ratings books,

Neil Notes

Prior to becoming Cox's Exec. VP/Radio, Bob Neil's past programming and management credits include:

- OM at WSYR-AM & WYYY-FM/Syracuse
- OM for WYAY/Atlanta
- PD at WFLA-AM & FM/Tampa
- Station Manager for WSB-AM & FM/Atlanta
- VP/GM at WWRM/Tampa
- VP/GM for WSB-AM & FM/Atlanta

Growing Family

Here's how Cox stations performed among 25-54s in their respective spring Arbitron surveys.

Market #2 Los Angeles

49 Rated Signals

KFI-AM (Talk)	#7
KOST-FM (AC)	#7
KACE-FM (Urban/Oldies)	#24

Market #11 Miami

37 Rated Signals

WHQT-FM (Urban AC)	#4
WFLC-FM (AC)	#7
WIOD-AM# (News/Talk)	#15

Market #12 Atlanta

24 Rated Signals

WSB-AM (Talk)	#1
WSB-FM (AC)	#4
WJZF-FM\$ (NAC)	#13
WCNN-AM* (Sports)	#18

Market #21 Tampa

33 Rated Signals

WCOF-FM ('70s)	#8
WWRM-FM (AC)	#11
WSUN-AM (Sports)	#16
WFNS-AM^ (Sports)	#20

Market #34 Orlando

26 Rated Signals

WWKA-FM\$ (Country)	#3
WHTQ-FM& (Classic Rock)	#6
WMMO-FM& (Rock AC)	#7
WCFB-FM\$ (JAC)	#8
WDBO-AM\$ (Talk)	#12
WHOO-AM\$ (Nostalgia)	#19
WZKD-AM\$ (Radio Aahs)	—

Market #39 San Antonio

32 Rated Signals

KCYF-FM (Country)	#3
KCJZ-FM (NAC)	#12
KKYX-AM (Country)	#19

Market #49 Louisville

22 Rated Signals

WRKA-FM (Oldies)	#8
WXNU-FM (Alternative)	#13
WRVI-FM (AC)	#15

Market #52 Dayton

26 Rated Signals

WHKO-FM (Country)	#1
WHIO-AM (News/Talk)	#11

Market #55 Birmingham

26 Rated Signals

WZZK-FM\$ (Country)	#1
WODL-FM\$ (Oldies)	#5
WZZK-AM\$ (Country)	#25

Market #60 Tulsa

26 Rated Signals

KWEN-FM\$ (Country)	#1
KJSR-FM\$ ('70s)	#3
KRMG-AM\$ (News/Talk)	#4

Market #68 Syracuse

31 Rated Signals

WYYY-FM\$ (Hot AC)	#1
WBBS-FM\$ (Country)	#3
WSYR-AM\$ (News/Talk)	#7
WHEN-AM (Sports)	#11
WHEN-FM1 (CHR)	#9

Market #112 Bridgeport, CT

40 Rated Signals

WEZN-FM\$ (AC)	#2
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\$ — Acquired from NewCity Communications
 & — Acquired from Infinity Broadcasting
 ^ — Operated under a JSA
 * — Operated under an LMA
 # — Sale pending to Paxson Communications
 1 — Now WWHT-FM

WSB-AM has been on a march throughout the South. It culminated this spring with WSB being No. 1 12+ and 25-54, and I can't begin to describe how awesome that is. The WSB calls are pretty special, and we have the local personalities that people in Atlanta want to hear. Our air-staff has jelled in the last two years. We don't have Rush [Limbaugh], and we're No. 1 in mornings and middays and No. 2 in afternoon drive. It's not just the Braves that are powering our success. It's a pretty special experience to beat a tough competitor four books in a row, but we don't outspend [crosstown Jacor N/T WGST-AM & FM] in marketing.

R&R: In a somewhat opposite situation, Talk KFI/Los Angeles does carry Limbaugh and doesn't have a baseball franchise. You must be tremendously pleased with KFI's progress.

BN: It might be the 1990s' biggest AM rebirth story. KFI was dead. In 1990, it was in 32nd place with a 1.8. To bring back an AM in a market the size of Los Angeles is a tribute to our management team there.

R&R: KACE/Los Angeles is a good example of how Cox has grown into other formats. Why are you doing Urban/Oldies on KACE?

BN: We haven't been afraid to get outside the box and take some chances. I don't let my own musi-

cal tastes determine which formats we program — we're very listener-driven. KACE happens to be one of my favorite stations in our entire chain. It's very specialized in terms of music and is just a fun station. But KACE is a Class A [licensed to Inglewood] and, if we're lucky, it covers 50% of the metro.

R&R: What's your evaluation of '70s Oldies format pioneer WCOF/Tampa?

BN: It's turned out almost exactly as the research said it would. Our hunch was that when the format was introduced, it would explode because the music wasn't featured anywhere else. WCOF peaked in its second book somewhere in the nines. For the last year or so, it's been very consistently in the mid-fives. Our original share projection for it was somewhere around a six.

R&R: Any thoughts on what else we'll be seeing in our industry's future?

BN: Some of the biggest pieces may have already been done, but there will be even more consolidation. [Jacor President/Co-CEO] Randy Michaels once said, "Everything is set in jello." You have to be flexible and improvise as you go along. The thought of managing 100 radio stations is mind-boggling. At Cox, we've been big believers in decentralized operations. We empower our local managers to make the calls and do what's needed to put together winning stations.

Dave Koz

“Going in a new direction isn’t always the easiest or safest thing to do, but it’s most definitely exciting. This is more than just music to me, it’s about experimentation and adventure. I’ve stripped it all down so that the sax is in its full glory.

The sound is very real, intimate and immediate.”



Fastest Growing
NAC Record in History!

AC Impact Date August 26!

9/2 Good Morning America
9/9 The Rosie O'Donnell Show
9/12 Politically Incorrect

Dave Koz has sold over one million records, performed over three hundred shows and has had hundreds of television appearances.

“Don’t Look Back”
is on your desk now.

From the soon to be released *Off The Beaten Path* enhanced CD and cassette. Produced by Thom Panunzio, Jeff Koz and Dave Koz.

Career Direction: Shelly Heber and Leanne Meyers for Vision Management <http://hollywoodandvine.com> Visit the Dave Koz website at: <http://www.davekoz.com> ©1996 Capito Records, Inc.



3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL
					TW	LW	2W	3W	STATIONS/ADDS
1	1	1	1	ERIC CLAPTON Change The World (<i>Reprise</i>)	2472	2467	2503	2475	101/0
2	2	2	2	MARIAH CAREY Forever (<i>Columbia</i>)	2297	2295	2239	2125	100/0
3	3	3	3	VANESSA WILLIAMS Where Do We Go From Here (<i>Mercury</i>)	2032	2066	2106	2052	93/0
6	4	4	4	WHITNEY HOUSTON Why Does It Hurt So Bad (<i>Arista</i>)	1997	1859	1837	1705	96/1
8	7	5	5	MICHAEL ENGLISH Your Love Amazes Me (<i>Curb</i>)	1577	1637	1579	1563	82/0
4	5	6	6	CELINE DION Because You Loved Me (<i>550 Music</i>)	1545	1621	1763	1911	86/0
5	6	7	7	TRACY CHAPMAN Give Me One Reason (<i>Elektra/EEG</i>)	1461	1548	1712	1824	71/0
25	18	13	8	CELINE DION It's All Coming Back To Me Now (<i>550 Music</i>)	1439	1050	717	370	89/15
10	9	8	9	ALL-4-ONE Someday (<i>Hollywood</i>)	1322	1346	1368	1282	78/1
17	15	11	10	LIONEL RICHIE Ordinary Girl (<i>Mercury</i>)	1231	1130	955	732	80/4
23	20	17	11	DONNA LEWIS I Love You Always Forever (<i>Atlantic</i>)	1150	869	612	468	63/15
14	13	12	12	PETER CETERA One Clear Voice (<i>River North</i>)	1117	1070	1020	1021	73/3
13	11	10	13	JIM BRICKMAN Hero's Dream (<i>Renegade</i>)	1079	1212	1171	1027	66/0
7	8	9	14	GLORIA ESTEFAN Reach (<i>Epic</i>)	1032	1218	1395	1589	62/0
11	12	14	15	JANN ARDEN Insensitive (<i>A&M</i>)	993	1006	1035	1121	60/1
12	14	16	16	TONY RICH PROJECT Nobody Knows (<i>LaFace/Arista</i>)	877	873	982	1068	62/1
BREAKER	17			BEACH BOYS (KATHY TROCCOLI) I Can Hear Music (<i>River North</i>)	831	683	518	305	59/6
18	17	19	18	BLESSID UNION OF SOULS All Along (<i>EMI</i>)	715	740	738	727	50/0
9	10	15	19	CHER One By One (<i>Reprise</i>)	646	928	1207	1365	44/0
21	21	22	20	HARRY CONNICK JR. Hear Me In The Harmony (<i>Columbia</i>)	640	632	579	513	52/3
19	19	20	21	NATALIE MERCHANT Jealousy (<i>Elektra/EEG</i>)	570	693	713	707	32/1
26	26	24	22	BETTE MIDLER God Help The Outcasts (<i>Walt Disney</i>)	503	439	417	345	45/1
-	-	28	23	BRYAN ADAMS Let's Make A Night To Remember (<i>A&M</i>)	465	310	148	25	39/12
-	-	25	24	TONY RICH PROJECT Like A Woman (<i>LaFace/Arista</i>)	446	410	317	244	46/4
22	25	23	25	DAN HILL Wrapped Around Your Finger (<i>Spontaneous</i>)	406	450	500	489	31/0
DEBUT	26			JOHN MELLENCAMP Key West Intermezzo (I Saw...) (<i>Mercury</i>)	359	255	174	131	25/5
DEBUT	27			TINA TURNER Missing You (<i>Virgin</i>)	351	234	121	10	33/8
30	29	26	28	RED SPEEDWAGON Building The Bridge (<i>Castle</i>)	327	333	302	276	30/1
-	-	27	29	HOOTIE & THE BLOWFISH Tucker's Town (<i>Atlantic</i>)	321	313	259	207	18/2
DEBUT	30			BRANDY, TAMIA, KNIGHT, KHAN Missing You (<i>EastWest/EEG</i>)	279	224	125	-	35/6

This chart reflects airplay from August 19-25. Songs ranked by total plays. Highlighted songs indicate Breaker. 101 AC reporters. 93 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1996, R&R Inc.

NEW & ACTIVE

MELISSA ETHERIDGE Nowhere To Go (*Island*)
Total Stations: 20, Adds: 1, Plays: 277, WMAS 14 (14), WLEV 18 (18), WMJQ 28 (28), WJLK 14, WLZW 7 (7), WKTK 14 (14), WSLQ 13 (13), WOOF 15 (15), WAHR 10 (10), WTFM 23 (18), KHLA 5 (5), WLTS 10 (10), KMXR 17 (17), KQXT 7 (7), KTYL 21 (9), WFMK 10 (10), WGLM 7 (7), KCIX 28 (28), KRUZ 7 (7), KISC 9 (9).

ANNE MURRAY What Would It Take (*EMI*)
Total Stations: 17, Adds: 2, Plays: 150, WCOD 5, WRCH 12 (12), WWLI 15 (7), WYJB 10 (5), WAFY 19 (19), WTVR 5 (5), WEAT 6 (6), WDEF 10 (10), WOOF 8 (8), WAHR 10 (10), KQXT 5 (5), WOOD 3, WGLM 7 (7), WMT 7 (7), WQLR 7 (7), KELO 8 (8), KCLI 13 (13).

GLORIA ESTEFAN You'll Be Mine (Party Time) (*Epic*)
Total Stations: 14, Adds: 3, Plays: 150, WHYN 10 (10), WXKC 7 (7), WAFY 12 (12), WASH 21 (21), WKWK 5 (5), WTCB 7 (7), WAHR 5, KQXT 7 (7), WGMN 17 (17), WKBN 11, WMT 7, KWAV 20 (20), KKCW 14 (13), KRUZ 7 (7).

GEORGE BENSON Holdin' On (*GRP*)
Total Stations: 17, Adds: 16, Plays: 120, WRCH 7, WWLI 7, WLIF 8, WAFY 12, WTVR 5, WEAT 5, WDEF 5, KQXT 5, WLQT 7, WOOD 5, WFMK 10 (10), WGLM 7, WMT 7, WLTE 5, KELO 8, KWAV 10, KISC 7.

JACKSON BROWNE I'm The Cat (*Elektra/EEG*)
Total Stations: 14, Adds: 0, Plays: 116, WCOD 5 (5), WHYN 10 (10), WMAS 5 (5), WAFY 19 (12), WTVR 5 (5), WEAT 6 (6), WAHR 10 (10), KHLA 5 (5), KMXR 5 (5), WDOK 10 (9), WLQT 10 (10), KELO 8 (8), KCLI 13 (13), KWAV 5 (5).

LYLE LOVETT Private Conversation (*Curb/MCA*)
Total Stations: 11, Adds: 0, Plays: 83, WCOD 5 (5), WWLI 10 (10), WDEF 5 (5), KMXR 5 (5), KVIL 8 (8), KQXT 5 (5), WFMK 10 (10), WGLM 7 (7), WQLR 8 (8), KWAV 5 (5), KKCW 15 (13).

SORAYA Stay Awhile (*Island*)
Total Stations: 10, Adds: 10, Plays: 79, WRCH 7, WLEV 5, WLIF 8, WAFY 12, WDEF 5, KQXT 7, WTPJ 8, WFMK 10, WGLM 7, KKCW 10.

Songs ranked by total plays.
Station call letters followed by number of plays.

BREAKERS®

BEACH BOYS (KATHY TROCCOLI) I Can Hear Music (*River North*)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
831/148	59/6	17

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
GEORGE BENSON Holdin' On (<i>GRP</i>)	16
CELINE DION It's All Coming Back To Me Now (<i>550 Music</i>)	15
DONNA LEWIS I Love You Always Forever (<i>Atlantic</i>)	15
BRYAN ADAMS Let's Make A Night To Remember (<i>A&M</i>)	12
SORAYA Stay Awhile (<i>Island</i>)	10
TRACY CHAPMAN New Beginning (<i>Elektra/EEG</i>)	9
TINA TURNER Missing You (<i>Virgin</i>)	8
BEACH BOYS (KATHY TROCCOLI) I Can Hear... (<i>River North</i>)	6
BRANDY/TAMIA/KNIGHT/KHAN Missing You (<i>EastWest/EEG</i>)	6
WILD ORCHID At Night I Pray (<i>RCA</i>)	6

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CELINE DION It's All Coming Back To Me Now (<i>550 Music</i>)	+389
DONNA LEWIS I Love You Always Forever (<i>Atlantic</i>)	+281
BRYAN ADAMS Let's Make A Night To Remember (<i>A&M</i>)	+155
BEACH BOYS (KATHY TROCCOLI) I Can Hear... (<i>River North</i>)	+148
WHITNEY HOUSTON Why Does It Hurt So Bad (<i>Arista</i>)	+138
TINA TURNER Missing You (<i>Virgin</i>)	+117
GEORGE BENSON Holdin' On (<i>GRP</i>)	+110
JOHN MELLENCAMP Key West Intermezzo... (<i>Mercury</i>)	+104
LIONEL RICHIE Ordinary Girl (<i>Mercury</i>)	+101
TRACY CHAPMAN New Beginning (<i>Elektra/EEG</i>)	+98

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
MARIAH CAREY Always Be My Baby (<i>Columbia</i>)
EVERYTHING BUT THE GIRL Missing (<i>Atlantic</i>)
SEAL Don't Cry (<i>ZTT/WB</i>)
ROD STEWART So Far Away (<i>Lava/Atlantic</i>)
ELTON JOHN Blessed (<i>Rocket/Island</i>)
TONI BRAXTON Let It Flow (<i>Arista</i>)
WHITNEY HOUSTON & CECE WINANS Count On Me (<i>Arista</i>)
GIN BLOSSOMS Follow You Down (<i>A&M</i>)
LIONEL RICHIE Don't Wanna Lose You (<i>Mercury</i>)
TAKE THAT Back For Good (<i>Arista</i>)

Breakers: Songs registering 800 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.

"Missing You" Featuring... "The Diva Summit"

Brandy: With a double platinum debut album, top ranking smashes at R&B, Pop, and Crossover radio, she is undoubtedly one of today's most promising young artists, not to mention 4 top 10 hits on the Hot 100.

Chaka: This Grammy Award winning singer/songwriter has left her mark with multi-format chart toppers, staple album sales, and an incomparable sense of style.

Gladys: A multi-format success, she was recently inducted into the Rock 'n' Roll Hall of Fame. With over 2 decades of solid musical credibility, she returns to the spotlight once again. Already having 9 Grammy's to her credit, this classic hit may score her #10.

Tamia: As one of today's hottest newcomers, she is the most recent addition to a long list of Quincy Jones proteges. With a string of vocal collaborations to their credit, as well as her own acclaimed debut album, she promises to be one of tomorrow's brightest stars.

Together: AC Chart Debut #30!

New This Week At: WLTE, KOSI, KMGL, KISC, WVEZ, WKWK



Stations and their adds listed alphabetically by market

AC

WYJB/Albany, NY OMPD: Buzz Brindle MD: Pat Ryan 10 LIONEL RICHIE "Ordinary" 5 DONNA LEWIS "Always" 5 CELINE DION "Send"	WLT/Chicago, IL PD/M: Mark Edwards No Adds	WXKC/Erie, PA PD: Ron Arlen MD: Paul Davies 7 DONNA LEWIS "Always"	WGLM/Lafayette, IN PD/M: Dan McKay 10 BETTE MIDLER "Outcasts" 9 JAE CIE "Reason" 7 WILD ORCHID "Night" 7 SORAYA "Awhile" 7 GEORGE BENSON "Holdin" 7 STING "Happy" 7 TRACY CHAPMAN "Beginning"	KWAV/Monterey, CA PD/M: Bernie Moody 20 DONNA LEWIS "Always" 7 BRYAN ADAMS "Lets" 5 WILD ORCHID "Night" 5 VOICES FOR CARE "Power"	KISC/Spokane, WA PD: Rob Harter MD: Dawn Marcel 7 BRYAN ADAMS "Lets" 7 BRANDY TAMIA "Missing" 7 GEORGE BENSON "Holdin"
WLEV/Allentown, PA OMPD: John Lodge 12 CELINE DION "Coming" 5 SORAYA "Awhile" 5 HARRY CONNICK JR. "Hear"	WRRM/Cincinnati, OH PD/M: T.J. Holland No Adds	WKY/Dayton, OH PD/M: Mark Bator 5 DONNA LEWIS "Always"	KTDY/Lafayette, LA OMPD: Michael W. Kay MD: Ed Perkins 5 BRYAN ADAMS "Lets"	WLAC/Nashville, TN PD: Billy Shearin MD: Bryan Sargent 8 TINA TURNER "Missing" 7 LOS DEL RIO/BAYSIDE "Macarena"	WHYN/Springfield, MA PD: Gary James MD: Michele Allen 15 BRYAN ADAMS "Lets" 10 HOOTIE & BLOWFISH "Town"
WFPG/Atlantic City, NJ OMPD: Dick Ferronsey MD: Marlene Aquila 14 CELINE DION "Coming"	WWNK/Cincinnati, OH PD: Dave Misson APD/M: Bobbi Maxwell 5 BRYAN ADAMS "Lets"	KEZA/Fayetteville, AR OMPD: Chip Arieledge APD/M: Rich Kelly 12 CELINE DION "Coming"	WLTJ/New Orleans, LA PD: Steve Suter MD: Jim Harzo 10 NEVILLE & ROBERTSON "Crazy" 10 BRYAN ADAMS "Lets"	WMAS/Springfield, MA PD: Paul Cannon MD: Keith Stephens 14 BRYAN ADAMS "Lets"	WRVF/Toledo, OH PD: Steve Kendall MD: Geni Cooper 1 DONNA LEWIS "Always" 1 HARRY CONNICK JR. "Hear"
WBBQ/Augusta, GA MD: Nolan Cruise No Adds	WOOK/Cleveland, OH PD: Sue Wilson MD: Scott Miller 9 HARRY CONNICK JR. "Hear"	WCRZ/Ft. Pierce, FL OMPD: Jay Patrick MD: George McIntyre 8 DONNA LEWIS "Always"	WFMK/Lansing, MI PD/M: Ray Marshall 10 CELINE DION "Coming" 10 SORAYA "Awhile" 10 BRYAN ADAMS "Lets"	WMXG/Baltimore, MD PD: Todd Fisher MD: Steve Cooper 20 JOHN MELLENCAMP "Key" 20 ALANIS MORISSETTE "Head"	WRRS/Erie, PA PD: Ron Kings MD: Shane Taylor No Adds
WLIF/Baltimore, MD OMPD: Gary Balaban MD: Mark Thoner 8 GEORGE BENSON "Holdin" 8 WILD ORCHID "Night" 8 SORAYA "Awhile"	WTLF/Cleveland, OH PD: Steve LaBeau MD: Jay Hudson No Adds	WAJF/Ft. Wayne, IN OM: Lee Tobin PD: Barb Richards 5 BRYAN ADAMS "Lets" 5 DONNA LEWIS "Always"	KSNE/Las Vegas, NV PD: Tom Chase MD: John Berry 5 BEACH BOYS/TROCCOLI "Music"	WMMX/Baltimore, MD PD: Kurt Galchist MD: Robert X. Brown 10 CORRS "Forgiven" 10 WILD ORCHID "Night" 10 TRACY CHAPMAN "Beginning" 10 STING "Happy"	WRTS/Erie, PA PD: Ron Kings MD: Shane Taylor No Adds
WMJJ/Birmingham, AL OM: John Jenkins PD/M: John Stuart 7 CELINE DION "Coming" 7 BRYAN ADAMS "Lets"	KKLI/Colorado Springs, CO PD: Steve Larson MD: Sharon Green 13 JOHN MELLENCAMP "Key"	WAFY/Frederick, MD PD: John Fessler MD: Norman Henry Schmidt 12 STING "Happy" 12 SORAYA "Awhile" 12 GEORGE BENSON "Holdin"	WBEI/Philadelphia, PA PD/M: Jim Ryan No Adds	WBMX/Boston, MA VP/Prog: Greg Strassell APD/M: Tim Richards 18 CRANBERRIES "Decade" 15 PRIMITIVE RADIO GOODS "Standing" 10 GIN BLOSSOMS "Matters" 10 AMANDA MARSHALL "Birmingham" 10 STING "Happy"	WVNY/Greenville, SC PD: Mark Politt MD: Eric Rogers No Adds
KCIX/Boise, ID Interim PD/M: Russ Novak 28 CELINE DION "Coming"	WGSY/Columbus, GA PD/M: David Nolin 17 JOHN MELLENCAMP "Key" 15 BEACH BOYS/TROCCOLI "Music" 13 ALL-4-ONE "Somebody" 11 PETER DETERA "Voice" 8 TONY RICH PROJECT "Woman" 8 RED SPEEDWAGON "Building"	WLHT/Grand Rapids, MI PD/M: Steve Dirksen 17 TONY RICH PROJECT "Woman"	KBIG/Los Angeles, CA PD: Dave Ervin APD/M: Dave Verdery 23 JANN ARDEN "Insensib"	WHBC/Canton, OH PD: Terry Simmons MD: Bruce Lewis 18 BRYAN ADAMS "Lets" 18 MELISSA ETHERIDGE "Nowhere"	WVWV/Charleston, WV OM: Rick Johnson PD: Kat Simons 11 TOM PETTY & HB "Walls" 11 HOOTIE & BLOWFISH "Town"
WMJX/Boston, MA PD: Don Kelley MD: Mark Laurence 13 WHITNEY HOUSTON "Hurt"	WSNY/Columbus, OH PD: Chuck Knight MD: Bob Nunally No Adds	WMAJ/Richmond, VA PD: Tom Holt MD: Bob Boisvert 7 CELINE DION "Coming" 7 GEORGE BENSON "Holdin" 7 BONNIE HAYES "Things" 7 ORLEANS "Side"	WBLI/Providence, RI PD: Tom Holt MD: Bob Boisvert 7 CELINE DION "Coming" 7 GEORGE BENSON "Holdin" 7 BONNIE HAYES "Things" 7 ORLEANS "Side"	WVAF/Charleston, WV OM: Rick Johnson PD: Kat Simons 11 TOM PETTY & HB "Walls" 11 HOOTIE & BLOWFISH "Town"	
WEZN/Bridgeport, CT PD/M: Steve Marcus 21 DONNA LEWIS "Always"	KMXR/Corpus Christi, TX PD/M: Jessa DeLeon 17 DONNA LEWIS "Always" 5 STING "Happy" 5 TRACY CHAPMAN "Beginning" 5 JAE CIE "Reason"	WVEZ/Louisville, KY PD: Bob Bronson APD: Joe Fedele 5 TINA TURNER "Missing" 5 BRANDY TAMIA "Missing"	WVTV/Richmond, VA PD/M: Scott O'Brien 5 NEIL DIAMOND "Anybody" 5 GEORGE BENSON "Holdin"	WWSN/Charlotte, NC OM: Tom Jackson PD/M: Ken Payne 21 BRYAN ADAMS "Lets" 21 MERRILL BAINBRIDGE "Mouth"	
WMJQ/Buttalo, NY PD: Rob Lucas MD: Roger Christian 28 TRACY CHAPMAN "Beginning" 14 TINA TURNER "Missing"	KVIL/Dallas, TX PD: Bill Curtis MD: Alex O'Neal No Adds	WVTV/Richmond, VA PD/M: Scott O'Brien 5 NEIL DIAMOND "Anybody" 5 GEORGE BENSON "Holdin"	WVTV/Richmond, VA PD/M: Scott O'Brien 5 NEIL DIAMOND "Anybody" 5 GEORGE BENSON "Holdin"	WWSN/Charlotte, NC OM: Tom Jackson PD/M: Ken Payne 21 BRYAN ADAMS "Lets" 21 MERRILL BAINBRIDGE "Mouth"	
WEZF/Burlington, VT PD/M: Dave Simmons 10 CELINE DION "Coming"	WLQT/Dayton, OH PD/M: Mary Fleener 10 CELINE DION "Coming" 7 GEORGE BENSON "Holdin" 7 HERB ALPERT "Fanningo" 7 SORAYA "Awhile"	WRCH/Hartford, CT PD: Allan Camp MD: Joe Hann 7 GEORGE BENSON "Holdin" 7 ORLEANS "Side" 7 HERB ALPERT "Fanningo" 7 SORAYA "Awhile"	WVTV/Richmond, VA PD/M: Scott O'Brien 5 NEIL DIAMOND "Anybody" 5 GEORGE BENSON "Holdin"	WWSN/Charlotte, NC OM: Tom Jackson PD/M: Ken Payne 21 BRYAN ADAMS "Lets" 21 MERRILL BAINBRIDGE "Mouth"	
WCOB/Cape Cod, MA PD/M: Chris Boles 5 ANNE MURRAY "Take"	KOSI/Denver, CO OM: Scott Taylor PD: Steve Hamilton 10 DONNA LEWIS "Always" 5 NEVILLE & ROBERTSON "Crazy" 3 BRANDY TAMIA "Missing"	WRCH/Hartford, CT PD: Allan Camp MD: Joe Hann 7 GEORGE BENSON "Holdin" 7 ORLEANS "Side" 7 HERB ALPERT "Fanningo" 7 SORAYA "Awhile"	WVTV/Richmond, VA PD/M: Scott O'Brien 5 NEIL DIAMOND "Anybody" 5 GEORGE BENSON "Holdin"	WWSN/Charlotte, NC OM: Tom Jackson PD/M: Ken Payne 21 BRYAN ADAMS "Lets" 21 MERRILL BAINBRIDGE "Mouth"	
WMT/Cedar Rapids, IA OM: Rick Sellers PD/M: Randy Lee 7 GEORGE BENSON "Holdin" 7 TONY RICH PROJECT "Woman" 7 GLORIA ESTEFAN "Mine"	WOOF/Dothan, AL OMPD: Leigh Simpson OM/M: Mike Holderfield 15 BEACH BOYS/TROCCOLI "Music" 8 JOHN MELLENCAMP "Key" 8 TRACY CHAPMAN "Beginning" 8 BENNY MARDONES "Man"	WVTV/Richmond, VA PD/M: Scott O'Brien 5 NEIL DIAMOND "Anybody" 5 GEORGE BENSON "Holdin"	WVTV/Richmond, VA PD/M: Scott O'Brien 5 NEIL DIAMOND "Anybody" 5 GEORGE BENSON "Holdin"	WWSN/Charlotte, NC OM: Tom Jackson PD/M: Ken Payne 21 BRYAN ADAMS "Lets" 21 MERRILL BAINBRIDGE "Mouth"	
WDEF/Chattanooga, TN PD/M: Danny Howard 10 TINA TURNER "Missing" 10 LUTHER VANDROSS "Secret" 5 SORAYA "Awhile" 5 GEORGE BENSON "Holdin"	WTFM/Johnson City, TN PD/M: Mark E. McKinney 10 CRANBERRIES "Decade"	WVTV/Richmond, VA PD/M: Scott O'Brien 5 NEIL DIAMOND "Anybody" 5 GEORGE BENSON "Holdin"	WVTV/Richmond, VA PD/M: Scott O'Brien 5 NEIL DIAMOND "Anybody" 5 GEORGE BENSON "Holdin"	WWSN/Charlotte, NC OM: Tom Jackson PD/M: Ken Payne 21 BRYAN ADAMS "Lets" 21 MERRILL BAINBRIDGE "Mouth"	
101 Total Reporters 101 Current Reporters 93 Current Playlists	WVTV/Richmond, VA PD/M: Scott O'Brien 5 NEIL DIAMOND "Anybody" 5 GEORGE BENSON "Holdin"	WVTV/Richmond, VA PD/M: Scott O'Brien 5 NEIL DIAMOND "Anybody" 5 GEORGE BENSON "Holdin"	WVTV/Richmond, VA PD/M: Scott O'Brien 5 NEIL DIAMOND "Anybody" 5 GEORGE BENSON "Holdin"	WWSN/Charlotte, NC OM: Tom Jackson PD/M: Ken Payne 21 BRYAN ADAMS "Lets" 21 MERRILL BAINBRIDGE "Mouth"	

HOT AC

KMXS/Anchorage, AK PD: Mark Carlson MD: Rick Sparks 30 AMANDA MARSHALL "Birmingham" 16 BADLEES "Angeline"	KSTZ/Des Moines, IA PD: Jim Schaefer MD: John Weas 8 CELINE DION "Coming" 8 HOOTIE & BLOWFISH "Town"	WMC/Memphis, TN OMPD: Chuck Morgan MD: Frank Brasley 5 WILD ORCHID "Night" 5 TRACY CHAPMAN "Beginning" 5 BEACH BOYS/TROCCOLI "Music"	KMXG/Quad Cities, IA-IL PD/M: Willie Williams MD: Art Monroe 21 DISHWALLA "Cars"
WKOD/Akron, OH PD/M: Chuck Collins 19 BRYAN ADAMS "Lets"	WKQI/Detroit, MI PD: Tom O'Brien MD: Fred Buchalter 20 JANN ARDEN "Insensib" 14 NO MERCY "Where" 10 DISHWALLA "Cars"	WTKI/Milwaukee, WI PD: Danny Clayton MD: Leonard Peace 24 WILD ORCHID "Night" 24 VOICE OF THE BEEHIVE "Hard" 24 AMANDA MARSHALL "Birmingham"	KNEV/Reno, NV PD/M: Rusty Keys 12 DISHWALLA "Cars" 12 HOOTIE & BLOWFISH "Town"
WROE/Appleton, WI PD/M: J. Davis 7 TRACY CHAPMAN "Beginning" 7 WILD ORCHID "Night" 7 BEACH BOYS/TROCCOLI "Music" 5 GEORGE BENSON "Holdin" 5 ELVIS COSTELLO "Bowed" 5 NEVILLE & ROBERTSON "Crazy"	KATF/Dubuque, IA PD: Tim Dillon MD: Jackie Livingston 5 BRYAN ADAMS "Lets"	KSTP/Minneapolis, MN Interim PD/M: Leighton Peck 21 CRANBERRIES "Decade"	WMXB/Richmond, VA OMPD/M: Jack Alb 7 MERRILL BAINBRIDGE "Mouth"
WVWX/Baltimore, MD PD: Todd Fisher MD: Steve Cooper 20 JOHN MELLENCAMP "Key" 20 ALANIS MORISSETTE "Head"	KSII/El Paso, TX PD: Courtney Nelson MD: Mike Martinez No Adds	WMXC/Mobile, AL PD: Bill Black MD: Rich Freeman 7 NEVILLE & ROBERTSON "Crazy" 7 GIN BLOSSOMS "Matters" 7 STING "Happy"	KBYE/Salt Lake City, UT OMPD: Steve Kelly APD/M: Sami Michaels 13 HARRY CONNICK JR. "Hear" 13 CRANBERRIES "Decade" 13 PRIMITIVE RADIO GOODS "Standing" 12 WHITNEY HOUSTON "Hurt"
KKMY/Beaumont, TX PD: Kurt Galchist MD: Robert X. Brown 10 CORRS "Forgiven" 10 WILD ORCHID "Night" 10 TRACY CHAPMAN "Beginning" 10 STING "Happy"	WQSM/Fayetteville, NC PD/M: Dave Stone 10 WHITNEY HOUSTON "Hurt" 10 TRACY CHAPMAN "Beginning" 7 GARBAGE "Stupid"	KOSO/Modesto, CA PD: Max Miller MD: Donna Miller 5 MARAH CAREY "Forever" 5 JOHN MELLENCAMP "Key" 5 HOOTIE & BLOWFISH "Town"	KSMG/San Antonio, TX PD: Pat Evans MD: Darle Thomas No Adds
WBMX/Boston, MA VP/Prog: Greg Strassell APD/M: Tim Richards 18 CRANBERRIES "Decade" 15 PRIMITIVE RADIO GOODS "Standing" 10 GIN BLOSSOMS "Matters" 10 AMANDA MARSHALL "Birmingham" 10 STING "Happy"	WKZL/Greensboro, NC PD: Doug McKnight MD: Doug McKnight 5 TOM PETTY & HB "Walls"	WJRV/Monmouth-Ocean, NJ OMPD: Lance DeBock MD: Sharon Zarnowski 14 BRYAN ADAMS "Lets"	KFMB/San Diego, CA PD: Tracy Johnson MD: Greg Simms 9 AMANDA MARSHALL "Birmingham" 8 NEWSBOYS "Really" 7 STING "Happy" 6 OASIS "Angel"
WHBC/Canton, OH PD: Terry Simmons MD: Bruce Lewis 18 BRYAN ADAMS "Lets" 18 MELISSA ETHERIDGE "Nowhere"	WVNY/Greenville, SC PD: Mark Politt MD: Eric Rogers No Adds	WVNY/Greenville, SC PD: Mark Politt MD: Eric Rogers No Adds	KMGQ/Santa Barbara, CA PD: Abby Bunnell APD/M: Steve Bauer 7 SHERYL CROW "Happy" 7 TRACY CHAPMAN "Beginning"
WASH/Washington, DC PD: Steve Stret MD: Randi Martin 21 NATALIE MERCHANT "Jealousy" 21 ALANIS MORISSETTE "Head" 16 LOS DEL RIO/BAYSIDE "Macarena" 14 GIN BLOSSOMS "Matters"	WVNY/Greenville, SC PD: Mark Politt MD: Eric Rogers No Adds	WVNY/Greenville, SC PD: Mark Politt MD: Eric Rogers No Adds	WVNY/Greenville, SC PD: Mark Politt MD: Eric Rogers No Adds
WVNY/Greenville, SC PD: Mark Politt MD: Eric Rogers No Adds	WVNY/Greenville, SC PD: Mark Politt MD: Eric Rogers No Adds	WVNY/Greenville, SC PD: Mark Politt MD: Eric Rogers No Adds	WVNY/Greenville, SC PD: Mark Politt MD: Eric Rogers No Adds

70 Total Reporters
69 Current Reporters
64 Current PlaylistsReported Frozen Playlist (3):
WBL/Long Island, NY
KIO/San Francisco, CA
WNSN/South Bend, INDid Not Report, Playlist Frozen (2):
WMS/Montgomery, AL
WRAL/Raleigh, NCDid Not Report A New Playlist For Two
Consecutive Weeks; Data Not Used (1):
WSNE/Providence, RI

bumper stickers mouse pads hats balloons magnets mugs pens t-shirts key tags

Results MARKETING

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AUGUST 23, 1996

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	1	1	1	ERIC CLAPTON Change The World (<i>Reprise</i>)	2660	2650	2555	2462	69/0
5	3	3	2	DONNA LEWIS I Love You Always Forever (<i>Atlantic</i>)	2311	2148	2058	1869	66/1
4	4	4	3	ALANIS MORISSETTE You Learn (<i>Maverick/Reprise</i>)	2098	2110	2056	1947	59/0
1	2	2	4	TRACY CHAPMAN Give Me One Reason (<i>Elektra/EEG</i>)	2065	2195	2293	2491	65/0
6	6	5	5	NATALIE MERCHANT Jealousy (<i>Elektra/EEG</i>)	1801	1832	1719	1701	61/0
9	7	6	6	JEWEL Who Will Save Your Soul (<i>Atlantic</i>)	1628	1570	1461	1340	56/0
3	5	7	7	CELINE DION Because You Loved Me (<i>550 Music</i>)	1460	1551	1806	1966	55/0
7	8	8	8	JANN ARDEN Insensitive (<i>A&M</i>)	1351	1345	1427	1481	49/1
11	10	9	9	MARIAH CAREY Forever (<i>Columbia</i>)	1313	1330	1271	1275	48/1
14	13	10	10	MELISSA ETHERIDGE Nowhere To Go (<i>Island</i>)	1297	1196	1122	981	58/4
—	21	16	11	CELINE DION It's All Coming Back To Me Now (<i>550 Music</i>)	1246	1036	727	356	57/4
17	15	12	12	HOOTIE & THE BLOWFISH Tucker's Town (<i>Atlantic</i>)	1238	1143	1025	917	55/5
18	16	14	13	DISHWALLA Counting Blue Cars (<i>A&M</i>)	1237	1076	969	824	52/8
26	18	15	14	JOHN MELLENCAMP Key West Intermezzo (I Saw...) (<i>Mercury</i>)	1183	1068	877	545	55/3
12	11	13	15	NATALIE MERCHANT Wonder (<i>Elektra/EEG</i>)	1078	1077	1206	1265	38/0
8	9	11	16	GIN BLOSSOMS Follow You Down (<i>A&M</i>)	1039	1159	1305	1478	38/0
10	12	17	17	TONY RICH PROJECT Nobody Knows (<i>LaFace/Arista</i>)	962	1015	1128	1299	39/1
22	20	19	18	TOM PETTY & THE HEARTBREAKERS Walls (<i>Warner Bros.</i>)	916	862	820	687	45/3
13	14	18	19	ALANIS MORISSETTE Ironic (<i>Maverick/Reprise</i>)	777	927	1039	1028	33/0
—	29	24	20	BRYAN ADAMS Let's Make A Night To Remember (<i>A&M</i>)	742	541	370	76	41/7
—	27	25	21	PRIMITIVE RADIO GODS Standing Outside (<i>Ergo/Columbia</i>)	603	523	399	310	28/4
24	22	22	22	BADLEES Angeline Is Coming Home (<i>Polydor/A&M</i>)	569	624	659	617	29/2
27	24	23	23	LOS DEL RIO/BAYSIDE BOYS MIX Macarena (<i>RCA</i>)	566	565	554	517	27/1
—	26	26	24	CRANBERRIES Free To Decide (<i>Island</i>)	512	438	403	354	27/4
—	—	30	25	WHITNEY HOUSTON Why Does It Hurt So Bad (<i>Arista</i>)	465	378	288	250	20/3
30	28	27	26	HOOTIE & THE BLOWFISH I Go Blind (<i>Reprise</i>)	392	391	389	379	12/1
DEBUT			27	HARRY CONNICK JR. Hear Me In The Harmony (<i>Columbia</i>)	378	348	344	310	22/2
DEBUT			28	MERRIL BAINBRIDGE Mouth (<i>Universal</i>)	320	143	67	62	16/8
DEBUT			29	GIN BLOSSOMS As Long As It Matters (<i>A&M</i>)	302	258	216	192	17/2
DEBUT			30	TONI BRAXTON You're Makin' Me High (<i>LaFace/Arista</i>)	238	184	157	142	7/2

This chart reflects airplay from August 19-25. Songs ranked by total plays. Highlighted songs indicate Breaker. 70 Hot AC reporters. 64 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1996, R&R Inc.

NEW & ACTIVE

SMASHING PUMPKINS 1979 (*Virgin*)

Total Stations: 9, Adds: 0, Plays: 207, WDAQ 31, WVIC 36 (37), WRTS 10 (9), WJDX 22 (21), KMXG 28 (28), KALC 45 (45), KISN 7 (10), KOSO 5 (5), KFMB 23 (22).

ONCE BLUE Save Me (*EMI*)

Total Stations: 9, Adds: 0, Plays: 159, WDAQ 11 (12), WRTS 34 (34), WJRZ 12 (12), WMC 12 (12), KKMY 18 (18), WAZY 19 (16), KMXG 21 (21), KMAJ 9 (5), KFMB 23 (26).

LIONEL RICHIE Ordinary Girl (*Mercury*)

Total Stations: 8, Adds: 0, Plays: 155, WVAF 42 (42), WHUD 18 (15), WMYI 6 (5), WKYE 13 (10), WXIL 29 (29), WJDX 21 (21), WMXL 17 (14), KMAJ 9 (14).

AMANDA MARSHALL Birmingham (*Epic*)

Total Stations: 9, Adds: 6, Plays: 155, WBMX 10, WVIC 10 (10), WKEE 24 (24), KDMX 20 (16), KHMV 7, WKTI 24, KMXS 30, KFMB 9, KPLZ 21.

BLESSID UNION OF SOULS All Along (*EMI*)

Total Stations: 10, Adds: 0, Plays: 151, WVAF 11 (11), WHUD 9 (12), WMXV 21 (21), WYYY 15 (5), WQSM 12 (12), WKYE 17 (24), WMXS 25 (25), KKMY 18 (18), WNSN 9 (9), KMAJ 14 (9).

GLORIA ESTEFAN You'll Be Mine (Party Time) (*Epic*)

Total Stations: 9, Adds: 1, Plays: 141, WQAZ 34 (33), WMXB 10 (10), WMTX 8 (13), WMXC 5 (5), KSII 20 (21), WQAL 6 (6), WAZY 8, WKTI 26 (24), KSSK 24 (10).

TONY RICH PROJECT Like A Woman (*LaFace/Arista*)

Total Stations: 9, Adds: 2, Plays: 127, WVAF 5 (5), WRTS 15 (15), WYYY 5, WWSN 16 (14), WKYE 13 (13), WMXL 17, WMC 14 (8), KSII 25 (15), WKDD 17 (17).

MICHAEL ENGLISH Your Love Amazes Me (*Curb*)

Total Stations: 7, Adds: 1, Plays: 101, WVAF 21 (21), WHUD 10 (10), WMYI 6 (17), WKYE 10 (10), WMXL 6 (6), KURB 23, WMXS 25 (25).

TINA TURNER Missing You (*Virgin*)

Total Stations: 7, Adds: 1, Plays: 97, WHUD 6, WQSM 7 (7), WMYI 27 (21), WKYE 7 (7), WJDX 22 (21), WROE 14 (14), KMAJ 14 (9).

STING I'm So Happy I Can't Stop Crying (*A&M*)

Total Stations: 7, Adds: 6, Plays: 90, WBMX 10, WMXL 17, WMXC 7, KKMY 10, KMAJ 14, KALC 25 (20), KFMB 7.

TRACY CHAPMAN New Beginning (*Elektra/EEG*)

Total Stations: 8, Adds: 6, Plays: 78, WRTS 15 (15), WQSM 10, WMC 5, KKMY 10, WROE 7, KMAJ 14, KALC 10 (10), KMGQ 7.

BRANDY, TAMIA, GLADYS KNIGHT, & CHAKA KHAN Missing You (*EastWest/EEG*)

Total Stations: 8, Adds: 1, Plays: 75, WJRZ 12 (10), WHUD 5, WMYI 6 (7), WKYE 5 (5), KKMY 10 (10), KSII 18 (22), WROE 14 (14), KIOI 5 (5).

BEACH BOYS I/KATHY TROCCOLI I Can Hear Music (*River North*)

Total Stations: 7, Adds: 3, Plays: 75, WRTS 15 (15), WHUD 12 (9), WKYE 10, WMC 5, WKDD 17 (18), WROE 7, KMAJ 9 (5).

Songs ranked by total plays.
Station call letters followed by number of plays.

BREAKERS®

No Songs Qualified For
Breaker Status This Week

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
MERRIL BAINBRIDGE Mouth (<i>Universal</i>)	8
DISHWALLA Counting Blue Cars (<i>A&M</i>)	8
BRYAN ADAMS Let's Make A Night To Remember (<i>A&M</i>)	7
TRACY CHAPMAN New Beginning (<i>Elektra/EEG</i>)	6
AMANDA MARSHALL Birmingham (<i>Epic</i>)	6
STING I'm So Happy I Can't Stop Crying (<i>A&M</i>)	6
WILD ORCHID At Night I Pray (<i>RCA</i>)	6
HOOTIE & THE BLOWFISH Tucker's Town (<i>Atlantic</i>)	5
CRANBERRIES Free To Decide (<i>Island</i>)	4
CELINE DION It's All Coming Back To Me Now (<i>550 Music</i>)	4
MELISSA ETHERIDGE Nowhere To Go (<i>Island</i>)	4
PRIMITIVE RADIO GODS Standing... (<i>Ergo/Columbia</i>)	4

MOST INCREASED
PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CELINE DION It's All Coming Back To Me Now (<i>550 Music</i>)	+210
BRYAN ADAMS Let's Make A Night To Remember (<i>A&M</i>)	+201
MERRIL BAINBRIDGE Mouth (<i>Universal</i>)	+177
DONNA LEWIS I Love You Always Forever (<i>Atlantic</i>)	+163
DISHWALLA Counting Blue Cars (<i>A&M</i>)	+161
JOHN MELLENCAMP Key West Intermezzo... (<i>Mercury</i>)	+115
AMANDA MARSHALL Birmingham (<i>Epic</i>)	+105
MELISSA ETHERIDGE Nowhere To Go (<i>Island</i>)	+101
HOOTIE & THE BLOWFISH Tucker's Town (<i>Atlantic</i>)	+95
WHITNEY HOUSTON Why Does It Hurt So Bad (<i>Arista</i>)	+87

HOTTEST
RECURRENTS

ARTIST TITLE LABEL(S)
MARIAH CAREY Always Be My Baby (<i>Columbia</i>)
ROBERT MILES Children (<i>Arista</i>)
GOO GOO DOLLS Name (<i>Metal Blade/WB</i>)
DOG'S EYE VIEW Everything Falls Apart (<i>Columbia</i>)
COLLECTIVE SOUL The World I Know (<i>Atlantic</i>)
HOOTIE & THE BLOWFISH Old Man & Me (<i>Atlantic</i>)
EVERTHING BUT THE GIRL Missing (<i>Atlantic</i>)
BLUES TRAVELER Run-Around (<i>A&M</i>)
BODEANS Closer To Free (<i>Slash/Reprise</i>)
STING You Still Touch Me (<i>A&M</i>)

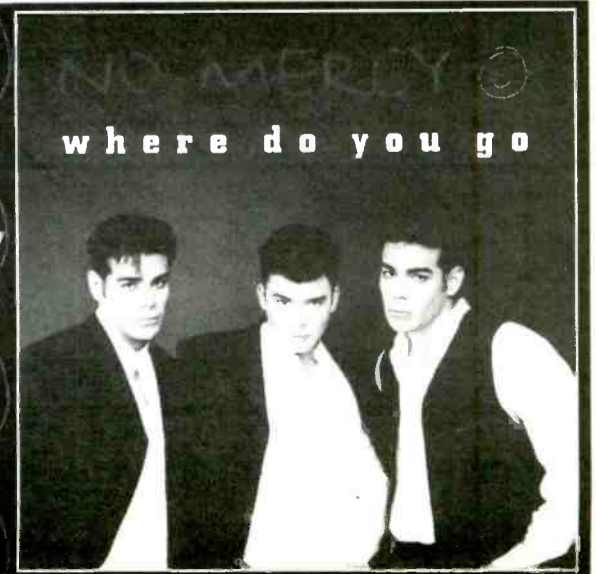
Breakers: Songs registering 800 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

NO MERCY
"where do you go"

on your desk now! - report day - monday 8/26

the summer record of the year - now ready for hot ac radio!

ARISTA



HOT AC PLAYLISTS

August 23, 1996 R&R • 67

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

MARKET #1	
WVKV/New York (212) 704-1051 Weed/Silver	
PLAYS	ARTIST/TITLE
3W 2W 1W	3W 2W 1W
40 40 40	ALANIS MORISSETTE/You Learn
40 40 40	JEWEL/Who Will Save
28 40 40	ERIC CLAPTON/Change The World
28 40 40	DONNA LEWIS/Love You Always
40 28 28	TRACY CHAPMAN/Give Me One Reason
40 28 28	GOD GOO DOLLS/Name
28 28 28	NATALIE MERCHANT/Jealousy
28 28 28	ROBERT MILES/Children
28 28 28	TONY RICH PROJECT/Nobody Knows
21 28 28	BAOLES/Close To Free
28 28 28	DISHWALL/Counting Blue Cars
21 28 28	MELISSA ETHERIDGE/Where To Go
28 28 28	HOOTIE & BLOWFISH/Tucker's Town
21 28 28	TOM PETTY & HB/Walls
12 28 28	JOHN McLENNAN/Key West...
12 21 21	SARAH McLACHLAN/Will Remember You
14 21 21	CRANBERRIES/Free To Decide
21 21 21	LISA LOEB/Waiting For...
21 21 21	GIN BLOSSOMS/As Long As It...
5 21 21	CELINE DION/It's All Coming...
-	BRYAN ADAMS/Let's Make A...
-	MARIAH CAREY/Always Be My Baby
-	CELINE DION/Because You Loved Me
-	ALANIS MORISSETTE/Ironic
10 10 10	BODEANS/Close To Free

MARKET #1	
95.5 WPLJ NEW YORK	
PLAYS	ARTIST/TITLE
3W 2W 1W	3W 2W 1W
42 43 43	DONNA LEWIS/Love You Always
30 28 30	GOD GOO DOLLS/Name
43 43 43	GIN BLOSSOMS/As Long As It...
24 28 30	HOOTIE & BLOWFISH/Tucker's Town
31 29 42	ERIC CLAPTON/Change The World
43 42 37	ALANIS MORISSETTE/You Learn
40 40 42	JANN ARDEN/Insensitiv
44 42 43	JEWEL/Who Will Save
32 30 31	ROBERT MILES/Children
31 25 29	BODEANS/Close To Free
40 40 32	NATALIE MERCHANT/Jealousy
29 27 29	NATALIE MERCHANT/Jealousy
28 29 29	HOOTIE & BLOWFISH/Tucker's Town
28 29 30	LOS DEL RIO/BAYSIDE/Macarona
-	CELINE DION/It's All Coming...
28 28 27	MELISSA ETHERIDGE/Where To Go
23 27 28	JOHN McLENNAN/Key West...
43 28 26	CELINE DION/Because You Loved Me
-	BRYAN ADAMS/Let's Make A...
25 23 25	HOOTIE & BLOWFISH/Time
-	ALANIS MORISSETTE/Head Over Feet
14 40 37	ALANIS MORISSETTE/Ironic
-	HOOTIE & BLOWFISH/Go Blind
13 15 13	DEL AMITRI/Roll To Me
10 15 10	COLLECTIVE SOUL/The World I Know
10 13 10	BLUES TRAVELER/Run-Around
26 26 22	DISHWALL/Counting Blue Cars
10 13 11	GLORIA ESTEFAN/Turn The Beat Around
10 10	GIN BLOSSOMS/TH I Hear It...
10 10	TLC/Waterfalls

MARKET #2	
KYSR/Los Angeles (818) 955-7000 Beasing/Perelli	
PLAYS	ARTIST/TITLE
3W 2W 1W	3W 2W 1W
42 42 42	TRACY CHAPMAN/Give Me One Reason
42 42 42	ALANIS MORISSETTE/You Learn
42 42 42	DISHWALL/Counting Blue Cars
35 42 42	DONNA LEWIS/Love You Always
35 35 35	NATALIE MERCHANT/Jealousy
35 36 35	STING/You Still Touch Me
35 36 35	ERIC CLAPTON/Change The World
33 35 35	SPECIALS/A Little Bit Me...
30 35 35	CRANBERRIES/Free To Decide
35 35 35	JARS OF CLAY/Flood
35 35 35	JANN ARDEN/Insensitiv
25 30 32	JEWEL/Who Will Save
20 28 31	HOOTIE & BLOWFISH/Tucker's Town
20 20 30	WALLFLOWERS/6th Avenue Heartache
20 28 28	MELISSA ETHERIDGE/Where To Go
40 36 36	OASIS/Champagne Supernova
-	TOM PETTY & HB/Walls
33 33 33	BADLIES/Angeline Is...
30 32 32	GARBAGE/Stupid Girl
-	DAVE MATTHEWS BAND/So Much To Say
23 20 20	LENNY KRAVITZ/Can't Get You Off
-	ALANIS MORISSETTE/Head Over Feet
20 20 20	RADIOHEAD/High & Dry
13 13 13	COLLECTIVE SOUL/The World I Know
13 13 13	NATALIE MERCHANT/Jealousy
13 12 11	ALANIS MORISSETTE/Ironic

MARKET #3	
101.9 FM TODAY'S ROCK MIX	
PLAYS	ARTIST/TITLE
3W 2W 1W	3W 2W 1W
34 30 35	COLLECTIVE SOUL/The World I Know
32 32 35	ERIC CLAPTON/Change The World
33 33 37	TRACY CHAPMAN/Give Me One Reason
21 20 34	MELISSA ETHERIDGE/Where To Go
29 34 34	JOHN McLENNAN/Key West...
5 5 35	NATALIE MERCHANT/Jealousy
21 20 21	JEWEL/Who Will Save
21 20 21	LISA LOEB/Waiting For...
21 21 21	TOM PETTY & HB/Walls
19 21 21	BAOLES/Close To Free
-	DONNA LEWIS/Love You Always
20 20 22	FOO FIGHTERS/Big Me
34 34 18	GIN BLOSSOMS/As Long As It...
11 12 11	EVERYTHING BUT.../Missing
11 12 13	TOAD THE WET.../Good Intentions
11 10 11	GOD GOO DOLLS/Name
11 12 12	BLUES TRAVELER/Run-Around
11 12 12	DEEP BLUE SOMETHING/Breakfast At...
12 13 11	JOAN OSBORNE/One Of Us
11 12 12	SEAL/Don't Cry
12 12 12	COLLECTIVE SOUL/December
11 12 11	BODEANS/Close To Free
7 6 5	GARBAGE/Stupid Girl
7 6 6	OASIS/Champagne Supernova
-	PRIMITIVE RADIO GODS/Standing Outside...
5 6 6	CRANBERRIES/Free To Decide
-	DISHWALL/Counting Blue Cars
34 33 5	NATALIE MERCHANT/Jealousy
10 9 12	ALANIS MORISSETTE/You Learn
5 6 6	MELISSA ETHERIDGE/Want To Come Over

MARKET #5	
STAR 104.5 PHILADELPHIA	
PLAYS	ARTIST/TITLE
3W 2W 1W	3W 2W 1W
57 56 58	CELINE DION/Because You Loved Me
36 56 55	LDS DEL RIO/BAYSIDE/Macarona
36 56 55	ALANIS MORISSETTE/You Learn
55 55 55	HOOTIE & BLOWFISH/Only Wanna Be...
55 55 55	ALANIS MORISSETTE/Ironic
37 - -	TONY RICH PROJECT/Nobody Knows
27 37 38	TRACY CHAPMAN/Give Me One Reason
- - -	HOOTIE & BLOWFISH/Time
56 34 -	BLUES TRAVELER/Run-Around
- - -	LA BOUCHE/Be My Love
26 25 36	NATALIE MERCHANT/Jealousy
55 35 37	MELISSA ETHERIDGE/Want To Come Over
- - -	CELINE DION/It's All Coming...
23 29 28	DONNA LEWIS/Love You Always
27 27 27	JANN ARDEN/Insensitiv
- - -	TOM BRAXTON/You're Makin' Me...
- - -	GINA G/Oh Ah, Just A
- - -	JEWEL/Who Will Save
- - -	AMBER/This Is Your Night
16 26 26	FUGEES/No Woman, No Cry
22 22 28	DEE DEE/Dancing Queen
37 57 38	MARIAH CAREY/Always Be My Baby
22 22 18	2 UNLIMITED/Get Ready For This
34 35 37	DEL AMITRI/Roll To Me
22 22 16	EVERYTHING BUT.../Missing
21 21 15	REAL MCCOY/Another Night
19 19 15	TLC/Waterfalls
22 22 14	SEAL/Kiss From A Rose
15 26 10	MELISSA ETHERIDGE/Where To Go
18 18 13	REAL MCCOY/Com'nd Get Your...

MARKET #6	
Q95 FM	
PLAYS	ARTIST/TITLE
3W 2W 1W	3W 2W 1W
50 50 50	LA BOUCHE/Be My Love
51 51 51	TRACY CHAPMAN/Give Me One Reason
34 37 50	ALANIS MORISSETTE/You Learn
35 37 47	ERIC CLAPTON/Change The World
52 22 34	REAL MCCOY/Another Night
34 34 34	NATALIE MERCHANT/Jealousy
21 21 33	DONNA LEWIS/Love You Always
27 24 24	ROBERT MILES/Children
- - -	SARAH McLACHLAN/Will Remember You
50 50 31	LDS DEL RIO/BAYSIDE/Macarona
26 33 31	TONY RICH PROJECT/Nobody Knows
32 48 40	FUGEES/Killing Me Softly
26 36 28	HOOTIE & BLOWFISH/Tucker's Town
36 38 20	CELINE DION/Because You Loved Me
24 24 24	COLLECTIVE SOUL/The World I Know
12 17 23	JEWEL/Who Will Save
22 33 33	GIN BLOSSOMS/As Long As It...
20 20 20	TLC/Waterfalls
- - -	JANN ARDEN/Insensitiv
24 20 18	MARIAH CAREY/Always Be My Baby
22 18 18	MARIAH CAREY/Forever
20 19 18	EVERYTHING BUT.../Missing
19 19 16	NATALIE MERCHANT/Jealousy
16 16 16	MELISSA ETHERIDGE/Where To Go
- - -	NO MERCY/Where Do You Go
12 12 12	LA BOUCHE/Sweet Dreams
- - -	DISHWALL/Counting Blue Cars
10 10 10	TOM PETTY & HB/Walls

MARKET #7	
MIX 102.9	
PLAYS	ARTIST/TITLE
3W 2W 1W	3W 2W 1W
40 28 31	GOD GOO DOLLS/Name
45 30 31	TRACY CHAPMAN/Give Me One Reason
29 23 26	DONNA LEWIS/Love You Always
30 22 31	ERIC CLAPTON/Change The World
30 27 24	ALANIS MORISSETTE/Ironic
36 27 29	HOOTIE & BLOWFISH/Go Blind
29 20 22	ALANIS MORISSETTE/You Learn
11 11 15	DISHWALL/Counting Blue Cars
25 21 26	JEWEL/Who Will Save
27 26 25	NATALIE MERCHANT/Jealousy
24 20 25	DONNA LEWIS/Love You Always
29 20 24	COLLECTIVE SOUL/The World I Know
42 30 29	GIN BLOSSOMS/As Long As It...
39 26 24	NATALIE MERCHANT/Jealousy
- - -	MELISSA ETHERIDGE/Want To Come Over
25 19 15	MELISSA ETHERIDGE/Where To Go
32 27 22	CELINE DION/Because You Loved Me
- - -	AMANDA MARSHAL/Birmingham
12 14 17	HOOTIE & BLOWFISH/Tucker's Town
25 17 16	STING/You Still Touch Me
20 12 14	CELINE DION/It's All Coming...
- - -	CORRS/Forgiven, Not
9 8 -	SEAL/Kiss From A Rose
- - -	MERRIL BAINEBRIDGE/Mouth
- - -	PRIMITIVE RADIO GODS/Standing Outside...
9 8 -	CRANBERRIES/Free To Decide
10 7 -	JANN ARDEN/Insensitiv
- - -	JOHN McLENNAN/Key West...
- - -	ROBERT MILES/Children
39 30 -	BLUES TRAVELER/Run-Around
- - -	BRYAN ADAMS/Have You Ever...

MARKET #8	
MIX 107.3 FM Washington's Best Music Mix	
PLAYS	ARTIST/TITLE
3W 2W 1W	3W 2W 1W
36 40 42	ALANIS MORISSETTE/You Learn
36 40 42	ERIC CLAPTON/Change The World
24 40 42	TRACY CHAPMAN/Give Me One Reason
24 40 42	DONNA LEWIS/Love You Always
18 40 42	CELINE DION/It's All Coming...
24 27 29	HOOTIE & BLOWFISH/Tucker's Town
36 27 29	NATALIE MERCHANT/Jealousy
36 27 29	TONY RICH PROJECT/Nobody Knows
36 27 29	COLLECTIVE SOUL/The World I Know
24 27 29	CELINE DION/Because You Loved Me
24 27 29	NATALIE MERCHANT/Jealousy
24 27 29	DONNA LEWIS/Love You Always
24 27 29	GOD GOO DOLLS/Name
18 27 29	MELISSA ETHERIDGE/Where To Go
36 40 29	NATALIE MERCHANT/Jealousy
24 14 14	JEWEL/Who Will Save
15 14 14	DISHWALL/Counting Blue Cars
7 10 10	PRIMITIVE RADIO GODS/Standing Outside...
24 14 14	TOM PETTY & HB/Walls
10 14 14	GARBAGE/Stupid Girl
18 14 14	JOHN McLENNAN/Key West...
- - -	CRANBERRIES/Free To Decide
- - -	MERRIL BAINEBRIDGE/Mouth
7 7 7	HARRY CONNICK JR./Heard Me In...
- - -	BRYAN ADAMS/Let's Make A...

MARKET #9	
MIX 102.2 Best Mix Of The 70s, 80s And 90s	
PLAYS	ARTIST/TITLE
3W 2W 1W	3W 2W 1W
42 42 33	DONNA LEWIS/Love You Always
41 39 23	JEWEL/Who Will Save
34 32 41	STING/You Still Touch Me
33 42 42	ERIC CLAPTON/Change The World
42 42 42	TRACY CHAPMAN/Give Me One Reason
31 41 32	ALANIS MORISSETTE/You Learn
23 33 33	ROBERT MILES/Children
41 39 23	GOD GOO DOLLS/Name
42 39 23	CORRS/One By One
42 39 23	DONNA LEWIS/Love You Always
29 33 32	DISHWALL/Counting Blue Cars
25 26 19	MELISSA ETHERIDGE/Where To Go
27 31 32	COLLECTIVE SOUL/The World I Know
- - -	FUGEES/Killing Me Softly
18 26 27	JOHN McLENNAN/Key West...
- - -	BRYAN ADAMS/Let's Make A...
22 26 22	CELINE DION/It's All Coming...
- - -	MERRIL BAINEBRIDGE/Mouth
26 25 23	HOOTIE & BLOWFISH/Tucker's Town
15 19 15	TOM PETTY & HB/Walls
18 19 15	CRANBERRIES/Free To Decide
15 15 15	GIN BLOSSOMS/As Long As It...
12 17 15	PRIMITIVE RADIO GODS/Standing Outside...
- - -	NATALIE MERCHANT/Jealousy
13 - -	BLUES TRAVELER/Run-Around
40 30 21	CELINE DION/Because You Loved Me
13 12 10	SEAL/Kiss From A Rose
12 12 11	ALANIS MORISSETTE/Ironic
40 31 23	HOOTIE & BLOWFISH/Old Man & Me

MARKET #10	
Mix 98.5 The Best Of The 70s, 80s And 90s	
PLAYS	ARTIST/TITLE
3W 2W 1W	3W 2W 1W
37 37 37	GIN BLOSSOMS/TH I Hear It
39 39 37	ERIC CLAPTON/Change The World
36 36 34	NATALIE MERCHANT/Jealousy
38 36 37	JANN ARDEN/Insensitiv
36 34 34	SEAL/Don't Cry
29 29 33	MELISSA ETHERIDGE/Want To Come Over
36 36 37	CELINE DION/Because You Loved Me
26 26 36	HOOTIE & BLOWFISH/Go Blind
37 37 27	TRACY CHAPMAN/Give Me One Reason
28 28 28	EVERYTHING BUT.../Missing
28 28 28	ALANIS MORISSETTE/You Learn
7 7 18	MARIAH CAREY/Forever
15 15 28	NATALIE MERCHANT/Jealousy
27 27 27	TONY RICH PROJECT/Nobody Knows
28 28 33	BODEANS/Close To Free
27 27 28	FOO FIGHTERS/Big Me
28 28 27	GIN BLOSSOMS/As Long As It...
6 6 14	HOOTIE & BLOWFISH/Tucker's Town
- - -	DEL AMITRI/Roll To Me
21 21 21	DONNA LEWIS/Love You Always
- - -	MELISSA ETHERIDGE/In The Only One
22 22 22	COLLECTIVE SOUL/December
22 22 21	GOD GOO DOLLS/Name
- - -	SEAL/Kiss From A Rose
5 5 20	JOHN McLENNAN/Key West...
17 17 20	JEWEL/Who Will Save
- - -	CRANBERRIES/Free To Decide
15 15 17	DISHWALL/Counting Blue Cars
5 5 17	CELINE DION/It's All Coming...
- - -	PRIMITIVE RADIO GODS/Standing Outside...

MARKET #13	
STAR 101.5	
PLAYS	ARTIST/TITLE
3W 2W 1W	3W 2W 1W
41 41 41	ERIC CLAPTON/Change The World
41 41 41	GIN BLOSSOMS/As Long As It...
31 31 17	GIN BLOSSOMS/TH I Hear It
41 41 41	HOOTIE & BLOWFISH/Time
21 31 41	DONNA LEWIS/Love You Always
41 41 41	SARAH McLACHLAN/Will Remember You
31 41 41	NATALIE MERCHANT/Jealousy
31 31 41	ALANIS MORISSETTE/You Learn
31 31 31	JANN ARDEN/Insensitiv
41 41 31	BLUES TRAVELER/Run-Around
41 41 31	BODEANS/Close To Free
41 41 31	TRACY CHAPMAN/Give Me One Reason
31 31 31	COLLECTIVE SOUL/December
31 31 31	DEL AMITRI/Roll To Me
21 31 31	DISHWALL/Counting Blue Cars
31 31 31	DONNA LEWIS/Love You Always
31 31 31	GOD GOO DOLLS/Name
31 31 31	MELISSA ETHERIDGE/Where To Go
31 31 31	HOOTIE & BLOWFISH/Old Man & Me
31 31 31	JEWEL/Who Will Save
31 31 31	NATALIE MERCHANT/Jealousy
- - -	BRYAN ADAMS/Let's Make A...
- - -	MERRIL BAINEBRIDGE/Mouth
- - -	TONY BRAXTON/You're Makin' Me...
- - -	CELINE DION/It's All Coming...
- - -	AMANDA MARSHAL/Birmingham
21 21 21	JOHN McLENNAN/Key West...
21 21 21	TOM PETTY & HB/Walls
31 17 17	SDPHE & HAWKINS/As I Lay Me Down
31 31 17	DEEP BLUE SOMETHING/Breakfast At...

MARKET #15	
STAR 107.7	
PLAYS	ARTIST/TITLE
3W 2W 1W	3W 2W 1W
62 62 64	MERRIL BAINEBRIDGE/Mouth
61 61 61	ERIC CLAPTON/Change The World
46 46 59	DISHWALL/Counting Blue Cars
61 61 60	PRIMITIVE RADIO GODS/Standing Outside...
46 46 51	NO DOUBT/Spiderwebs
37 47 49	CURE/Mint Car
41 41 45	ALANIS MORISSETTE/Right Through You
25 25 43	NATALIE MERCHANT/Jealousy
25 25 44	STING/You Still Touch Me
25 25 37	GARBAGE/Stupid Girl
36 36 36	CRANBERRIES/Free To Decide
37 37 31	GIN BLOSSOMS/As Long As It...
- - -	HARRY CONNICK JR./Heard Me In...
60 26 28	DONNA LEWIS/Love You Always
68 26 25	GOD GOO DOLLS/Name
- - -	CELINE DION/It's All Coming...
- - -	DONNA LEWIS/Love You Always
20 20 26	DONNA LEWIS/Love You Always
31 31 23	TRACY CHAPMAN/Give Me One Reason
26 26 22	SMASHING PUMPKINS/1979
26 26 21	ALANIS MORISSETTE/You Learn
- - -	BECK/Where It's At
20 20 17	DEL AMITRI/Roll To Me
- - -	BRYAN FERRY/Dance With Life...
- - -	BUTTHOLE SURFERS/Pepper
13 13 16	HOOTIE & BLOWFISH/Old Man & Me
- - -	AMANDA MARSHAL/Birmingham
- - -	NEWSBOYS/Reality
- - -	STING/You Still Touch Me
- - -	DONNA LEWIS/Love You Always
6 6 -	BLUES TRAVELER/Run-Around

MARKET #16	
K99.5 FM	
PLAYS	ARTIST/TITLE
3W 2W 1W	3W 2W 1W
21 46 52	ALANIS MORISSETTE/You Learn
53 53 52	CELINE DION/Because You Loved Me
27 29 49	DONNA LEWIS/Love You Always
64 27 46	ALANIS MORISSETTE/Ironic
52 53 54	JANN ARDEN/Insensitiv
47 53 52	ERIC CLAPTON/Change The World
54 53 55	TRACY CHAPMAN/Give Me One Reason
28 29 29	PRIMITIVE RADIO GODS/Standing Outside...
25 24 28	DISHWALL/Counting Blue Cars
25 24	



CAROL ARCHER

The Passion Factor

□ Programmers who generate the highest audience loyalty tell how they do it

Let's assume, as Arbitron does, that people listen to their favorite radio station more than any other and that they report more quarter hours for that station over others in their diaries. The audience-research firm's recently released study, "First Preference Listeners," reveals that NAC stations overall generate P1s 25-54 very efficiently. Some stations can claim nearly half of their cume as P1 listeners. Moreover, in the case of nearly every NAC station, the percentage of 35-64 cume consisting of P1s was even higher than that for 25-54.

What are PDs with the highest percentage of P1s doing that separates their stations from the rest of the pack? Are these extremely high passion scores the province of heritage NAC stations that have grown, nurtured, and educated their audiences over the past

stage, 'If you enjoy what you hear tonight, tune into Smooth Jazz 96.7 where you can always hear this wonderful, exciting music 24 hours a day,' creating another opportunity to sell the station.

"Programming will never be an

lies. Our community involvement is probably greater than any radio station in this market. We are also closely tied in with the arts in general. There's not much chatter on KTNT. We play as much music as we can. We're not a Broadcast Architecture station. Although we respect them and track what they do, we're a little more foreground than that. All in all, NAC is *the* place to be in the Oklahoma City market."

Simple, But Mysterious

KKJZ/Portland PD Shaun Yu says listeners love his station for un-complicated reasons: "A primary factor in our success is that we play long sets of music. Our clocks are designed, as are other NAC stations', with 40-minute sets, and it has certainly paid off. According to our research, in unaided recall people mention that long sets are one reason they enjoy listening to us so

much because they can listen so long without hearing a commercial. In fact, in a recent focus group one woman was under the impression that we have no advertising. If lots of music is the first impression listeners have of the station, I'll take it!

"Another primary reason is that we keep things very simple on the air. You're not going to hear bells and whistles on KKJZ. What you will hear is lots of music and announcers who keep things brief, fun, and informative. But like a good waiter, they serve up the music and get out of the way."

To KYOT/Phoenix PD Nick Francis, the answer is a bit less tangible. "We do all the things every programmer tries to do: good product, great airstaff, and marketing. We work in the community, try to get a jazz culture going in the market, and try to be the ones that people rely on. But there's something beyond analysis. You could do the same thing in two different markets and not get the same result. A lot of it is chemistry. This market was right for embracing this format."

Cume-Building Challenge

WSJT/Tampa PD Ross Block says the high percentage of P1s for his station actually reflects a lack of P3s. "We don't have a huge cume yet, and building a broad-based 25-54 cume is one of the biggest remaining challenges, especially compared to other FMs in the market. We aren't getting that fringe lis-

ter, so it's impossible to point to one element that converts listeners to P1s. But it's a mixture of all the different variables: Careful selection of music; keeping all the undesirable elements off the air, whether it's [improper] music or an intrusive spot; getting out to meet listeners; being human on-air; and touching people in an emotional way. The music gets the majority of credit, but everything around the music takes a station to the next level."

'The Place To Be'

KTNT/Oklahoma City PD Steve English says there are myriad reasons for his listeners' high loyalty: "We try to do a very good job servicing our P1s. One reason we get so close to our listeners is we bring an NAC artist into the market every six weeks or so. We are also upgrading our urban vocals a little bit. Five frequencies in the market are Alternative. That makes us even more unique in the marketplace, a phenomenon that may benefit NACs in other markets facing a similar situation. We've been here for six years, so our longevity helps. We haven't had much of a marketing plan, although we will with our new owners, Caribou Communications.

"In a sad way, the Oklahoma City bombing helped us gain a lot of listeners [because we provided a safe haven] at that time. Afterward, when the healing began, we gained again by our 'Spirit Of Jazz' concert to benefit the victims and their fami-



Mike Vasquez



Steve English



Shaun Yu



Nick Francis



Ross Block

decade? Not necessarily: Just consider the P1 conversion rate demonstrated by relative format newcomers KYOT/Phoenix, KKJZ/Portland, WSJT/Tampa, and WFSJ/Jacksonville. Is their P1 success simply a case of playing music which is, in great measure, market-exclusive? What other elements contribute to the passion factor? Marketing? Community involvement? I asked some of the big winners to comment on how they became the favorite of so many listeners.

Getting It Right

The only station to score 50% or higher in both 25-54 and 35-64 is KEZL/Fresno. PD Mike Vasquez comments, "It begins with a great product. If listeners are cuming your station and are intrigued by what they hear, they'll stick around or come back to you. On-air talent must be able to convey passionately that this is the best music around. I've heard airchecks of other NACs where the jocks sound like Easy Listening announcers. We're not screamers, but we should sound like we're having fun playing this great music.

"We try to stay as visible as possible throughout the city, whether it's a fundraising event or a smooth-jazz concert. Our summer series attracts about 1200 people for each show. There will always be people in the audience — guests of station loyalists — who are new to this music. We don't just introduce the artist. We make a point of saying from the

And The Winners Are...

Station	25-54 Cume (00)			35-64 Cume (00)		
	Total	P1	%	Total	P1	%
KRZN/Albuquerque	154	57	37.0	157	48	30.6
WJZF/Atlanta	2092	576	27.5	1565	437	27.9
KAJZ/Austin	513	200	39.0	390	150	38.5
WOAZ/Boston	1586	573	36.1	1335	514	38.5
WSJZ/Buffalo	613	212	34.6	555	207	37.3
WNUA/Chicago	4603	1611	35.0	4108	1445	35.2
WVAE/Cincinnati	1154	448	38.8	953	418	43.9
WNWV/Cleveland	1091	434	39.8	1087	453	41.7
WZJZ/Columbus	529	172	32.5	449	179	39.9
KOAI/Dallas	2410	871	36.1	1950	710	36.4
KHIH/Denver	1420	581	40.9	1321	602	45.6
WJJZ/Detroit	2076	705	34.0	1778	625	35.2
WVMV/Detroit	2174	624	28.7	1566	481	30.7
KEZL/Fresno	338	181	53.6	247	139	56.3
KUCD/Honolulu	346	94	27.2	309	90	29.1
WFSJ/Jacksonville	504	213	42.3	380	164	43.2
KCIY/Kansas City	1042	318	30.5	871	296	34.0
KTWV/Los Angeles	6229	2552	41.0	5298	2345	44.3
WLVE/Miami	1819	711	39.1	1516	658	43.4
KMJZ/Minneapolis	1334	325	24.4	1227	335	27.3
KXDC/Monterey	193	66	34.2	185	71	38.4
KLJZ/New Orleans	661	231	34.9	554	219	39.5
WQCD/New York	10014	3434	34.3	8369	2821	33.7
WJCD/Norfolk	934	377	40.4	668	303	46.1
KTNT/Oklahoma City	551	251	45.6	424	212	50.0
WLOQ/Orlando	832	317	38.1	707	294	41.6
WJJZ/Philadelphia	2925	964	33.0	2475	934	37.7
KYOT/Phoenix	1353	623	46.0	1181	551	46.7
KKJZ/Portland	884	398	45.0	828	387	46.7
KQBR/Sacramento	367	129	35.1	288	107	37.2
KSSJ/Sacramento	610	229	37.5	586	238	40.6
KBZN/Salt Lake City	552	219	39.7	476	197	41.4
KCJZ/San Antonio	819	257	31.4	690	253	36.7
KIFM/San Diego	1473	461	31.3	1158	371	32.0
KBLX/San Francisco	2943	1031	35.0	2242	852	38.0
KKSF/San Francisco	3426	1300	37.9	2867	1224	42.7
KWJZ/Seattle	1223	416	34.0	1087	342	31.5
WSJT/Tampa	1070	446	41.7	900	397	44.1
WJZE/Toledo	136	39	28.7	122	42	34.4
KOAS/Tulsa	400	144	36.0	344	137	39.8
WJZW/Washington	2304	732	31.8	1980	667	33.7

tening. Those P2s and especially P3s drop your TSL down and therefore account for the conversion. We've got the core jazz listeners and some other folks, but haven't reached the tertiary listeners.

"In terms of total cume ratings, 11% or 12% of the 25-54 audience is cuming our station. While we have a good signal, we do have some handicaps. This market has a very low percentage of black population, although our black audience is more loyal to this station, and gives us more time spent listening and a higher conversion rate than our anglo audience. But an 8% black population hurts the cume potential of the station. Also, this is not a particularly sophisticated market. It doesn't have a tremendously high education and affluence level. People come here to escape high taxation up north and for great weather, but it's not where you'd expect to find the NAC lifegroup in abundance. It may be simply a factor of time and being patient as more people find the station. All of our marketing efforts are really just attempts to duplicate word-of-mouth.

"Some of the factors that may have contributed to our conversion rate are the fact that there was an NAC station, WHVE, in the market before. It helps that the format went away and then came back be-

cause the audience understands how fragile the relationship is and that they need to support the station. This is a tight-listed, carefully constructed station meant to be as mass-appeal as can be. Some people think if you play more songs and have less repetition, you'll get more time spent listening. Our list is always changing, but it's always small. That gets listeners who aren't hardcore jazz fans familiar with the music and creates a comfort zone for them that they might not get if they listened for days at a time without repetition.

"At the same time we play hits — and that does increase time spent listening without question — you increase listeners' passion because they aren't listening as much as we are. If you really look at it, 10 or 11 hours of TSL is only a couple of hours a day, so they aren't hearing the repetition. As we've tightened the list, we've also created a very friendly, comfortable, real-people atmosphere. We've got the identical airstaff we had when we signed on a year ago, including parttimers. Listeners hear the same voices, who they feel are like friends. And they like coming back to visit as they would any good friend. Having that consistency on the air is really important, too."



NAC TOP 30 TRACKS

AUGUST 23, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	1 NORMAN BROWN Better Days Ahead (MoJAZZ/Motown) 765 706 673 618 52/0					
4	3	2	2	2 BRYAN SAVAGE Cat Food (Elation) 692 660 613 587 51/0					
3	2	3	3	3 RAMSEY LEWIS Les Fleur (GRP) 645 639 622 592 47/0					
10	8	8	4	4 BILL EVANS The Sunday After (Escapade) 599 443 426 415 44/0					
—	—	14	5	5 DAVE KOZ Let Me Count The Ways (Capitol) 567 370 36 — 49/2					
19	9	6	6	6 PETER WHITE Caravan Of Dreams (Columbia/CRG) 547 497 422 351 53/0					
2	4	4	7	JOE SAMPLE Hippies On A Corner (Warner Bros.) 545 601 589 603 42/0					
9	7	7	8	8 JOE MCBRIDE Highland Park (Heads Up) 513 488 456 477 47/0					
18	11	10	9	9 JEFF LORBER State Of Grace (Verve) 436 415 384 357 42/1					
28	24	17	10	10 DOC POWELL Laid Back (Discovery) 409 354 287 258 44/4					
5	5	5	11	BONEY JAMES Lights Down Low (Warner Bros.) 404 510 503 539 36/0					
24	14	11	12	GEORGE BENSON Summer Love (GRP) 376 382 359 300 42/0					
14	15	13	13	BRIAN CULBERTSON Close To You (Mesa/Bluemoon) 365 371 354 372 38/0					
15	13	16	14	14 VANESSA WILLIAMS Erase (Mercury) 358 354 362 370 43/0					
17	12	12	15	ERIC CLAPTON Change The World (Reprise) 357 376 377 359 42/0					
6	6	9	16	HERBIE HANCOCK Thieves In The Temple (Verve) 352 443 475 522 39/0					
23	17	15	17	AARON NEVILLE I Can't Imagine (A&M) 347 356 340 310 42/0					
27	23	20	18	18 COUNT BASIC On The Move (Instinct) 343 312 294 270 38/2					
12	18	19	19	MARILYN SCOTT I'm Calling You (Warner Bros.) 317 335 334 375 41/1					
22	26	24	20	AVENUE BLUE Naked City (Mesa/Bluemoon) 313 291 261 310 37/0					
25	22	22	21	21 CHRIS CAMOZZI Ring Of Gold (Higher Octave) 310 304 307 281 40/2					
BREAKER	22	22	22	22 CHIELI MINUCCI Anything And Everything (JVC) 286 265 247 233 40/1					
11	19	21	23	GEORGE JINDA Just My Imagination (Shanachie) 277 306 328 380 31/0					
29	27	29	24	24 EVERYTHING BUT THE GIRL The Heart Remains A Child (Atlantic) 256 245 249 256 32/0					
8	10	18	25	ED HAMILTON Gray Day (Telarc) 255 341 421 508 31/0					
DEBUT	26	26	26	26 ART PORTER Lake Shore Drive (Verve) 251 35 — — 46/9					
—	—	30	27	27 RIPPINGTONS First Time I Saw Her (GRP) 247 221 193 186 38/2					
DEBUT	28	28	28	28 HARVEY MASON It's You (Atlantic) 229 206 196 179 33/0					
DEBUT	29	29	29	29 LIONEL RICHIE Ordinary Girl (Mercury) 226 207 172 75 29/2					
21	25	28	30	DOUG CAMERON Rendezvous (Higher Octave) 219 245 267 314 34/0					

This chart reflects airplay from August 7-13. Songs ranked by total plays. Highlighted songs indicate Breaker.
53 NAC reporters. 48 current playlists. © 1996, R&R Inc.

BREAKERS®

CHIELI MINUCCI
Anything And Everything (JVC)

TOTAL PLAYS/INCREASE 286/21 TOTAL STATIONS/ADDS 40/1 CHART 22

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
LUTHER VANDROSS Your Secret Love (LV/Epic)	22
EARL KLUGH Sunset Island (Warner Bros.)	12
ART PORTER Lake Shore Drive (Verve)	9
ANDY SNITZER My Dream Come True (Warner Bros.)	8
RONNY JORDAN Closer Than Close (Island)	6
CHUCK LOEB The Music Inside (Shanachie)	6
RICHARD ELLIOT City Speak (Blue Note)	5
GLORIA ESTEFAN I'm Not Giving You Up (Epic)	5
PAUL HARDCASTLE Bird Island (JVC)	5

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ART PORTER Lake Shore Drive (Verve)	+216
DAVE KOZ Let Me Count The Ways (Capitol)	+197
BILL EVANS The Sunday After (Escapade)	+156
RICHARD ELLIOT City Speak (Blue Note)	+108
CHUCK LOEB The Music Inside (Shanachie)	+101
LUTHER VANDROSS Your Secret Love (LV/Epic)	+89
ANDY SNITZER My Dream Come True (Warner Bros.)	+77
HERB ALPERT Flamingo (Almo Sounds/Geffen)	+68
NORMAN BROWN Better Days Ahead (MoJAZZ/Motown)	+59
DOC POWELL Laid Back (Discovery)	+55

Breakers: Songs registering 275 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.

NEW & ACTIVE

RICHARD ELLIOT City Speak (Blue Note)
Total Plays: 218, Total Stations: 30, Adds: 5

HERB ALPERT Flamingo (Almo Sounds/Geffen)
Total Plays: 210, Total Stations: 26, Adds: 4

TOM SCOTT Tom Cat (GRP)
Total Plays: 208, Total Stations: 25, Adds: 0

TONI BRAXTON How Could An Angel Break... (LaFace/Arista)
Total Plays: 206, Total Stations: 25, Adds: 0

CHUCK LOEB The Music Inside (Shanachie)
Total Plays: 193, Total Stations: 30, Adds: 6

PAUL JACKSON JR. Da Boardwalk (Blue Note)
Total Plays: 188, Total Stations: 27, Adds: 1

GLORIA ESTEFAN I'm Not Giving You Up (Epic)
Total Plays: 183, Total Stations: 30, Adds: 5

SPYRO GYRA Heart Of The Night (GRP)
Total Plays: 174, Total Stations: 28, Adds: 0

GEORGE BENSON That's Right (GRP)
Total Plays: 173, Total Stations: 22, Adds: 1

APOSTLES Mercy Mercy Me (The Ecology) (Acid Jazz/Hollywood)
Total Plays: 161, Total Stations: 19, Adds: 0

ANDY SNITZER My Dream Come True (Warner Bros.)
Total Plays: 144, Total Stations: 32, Adds: 8

GEORGE MICHAEL Move On (DreamWorks/Geffen)
Total Plays: 141, Total Stations: 19, Adds: 2

TOM SCOTT Only You (GRP)
Total Plays: 116, Total Stations: 19, Adds: 1

SPYRO GYRA Westwood Moon (GRP)
Total Plays: 112, Total Stations: 12, Adds: 0

BRIAN CULBERTSON After Hours (Mesa/Bluemoon)
Total Plays: 106, Total Stations: 11, Adds: 0

EARL KLUGH Sunset Island (Warner Bros.)
Total Plays: 96, Total Stations: 20, Adds: 12

LUTHER VANDROSS Your Secret Love (LV/Epic)
Total Plays: 94, Total Stations: 29, Adds: 22

HIROSHIMA Koto Blues (Qwest/WB)
Total Plays: 92, Total Stations: 17, Adds: 2

SHAHIN & SEPEHR Return To Jakarta (Higher Octave)
Total Plays: 88, Total Stations: 14, Adds: 1

PHIL UPCHURCH Bee's Blues (Gojazz/Bean Bag)
Total Plays: 86, Total Stations: 14, Adds: 3

DAVE KOZ Don't Look Back (Capitol)
Total Plays: 76, Total Stations: 9, Adds: 2

Songs ranked by total plays



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AUGUST 23, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS	± PLAYS	EMPHASIS TRACKS (PLAYS)
2	1	1	1	1 NORMAN BROWN Better Days Ahead (MoJAZZ/Motown)	873	+58	"Days" (765) "Time" (50) "Callin'" (15)
4	3	3	2	2 JEFF LORBER State Of Grace (Verve)	786	+33	"State" (436) "Katherine" (150) "Spaces" (85)
3	2	2	3	3 RAMSEY LEWIS Between The Keys (GRP)	783	+4	"Fleur" (645) "Goddess" (49) "Between" (32)
5	5	4	4	4 BRYAN SAVAGE Cat Food (Elation)	734	+25	"Cat" (692) "Enchantment" (21) "Paris" (16)
24	11	8	5	5 PETER WHITE Caravan Of Dreams (Columbia/CRG)	732	+64	"Caravan" (547) "Just" (66) "Together" (25)
14	7	6	6	6 GEORGE BENSON That's Right (GRP)	699	+4	"Summer" (376) "Right" (173) "Johnnie" (48)
6	6	7	7	7 JOE MCBRIDE Keys To Your Heart (Heads Up)	696	+26	"Highland" (513) "Sunset" (104) "Chit-Chat" (29)
1	4	5	8	8 DOC POWELL Laid Back (Discovery)	671	-32	"Laid" (409) "Sunday" (189) "Dance" (36)
—	—	21	9	9 DAVE KOZ Off The Beaten Path (Capitol)	643	+205	"Count" (567) "Look" (76)
17	16	15	10	10 BILL EVANS Escape (Escapade)	636	+159	"Sunday" (599) "Escape" (24) "Easilee" (11)
8	8	9	11	11 JOE SAMPLE Old Places Old Faces (Warner Bros.)	579	-56	"Hippies" (545) "Places" (14) "Black" (11)
11	12	10	12	12 BRIAN CULBERTSON After Hours (Mesa/Bluemoon)	565	-28	"Close" (365) "After" (106) "Take" (55)
19	17	14	13	13 CHIELI MINUCCI Renaissance (JVC)	529	+37	"Anything" (286) "Come" (74) "Cause" (45)
7	9	13	14	14 RICHARD ELLIOT City Speak (Blue Note)	487	-11	"City" (218) "Make" (152) "Lights" (42)
10	10	11	15	15 BONEY JAMES Seduction (Warner Bros.)	474	-107	"Lights" (404) "Sunshine" (17) "Doubt" (16)
25	23	17	16	16 HERB ALPERT Second Wind (Almo Sounds/Geffen)	473	+28	"Flamingo" (210) "Second" (108) "Valentine" (75)
—	25	22	17	17 TOM SCOTT Bluestreak (GRP)	444	+9	"Tom" (208) "Only" (116) "Bluestreak" (35)
22	20	20	18	18 CHRIS CAMOZZI Windows Of My Soul (Higher Octave)	433	-7	"Ring" (310) "Walk" (42) "Young" (32)
12	18	19	19	19 RIPPINGTONS Brave New World (GRP)	431	-10	"First" (247) "Hideaway" (143) "Brave" (20)
23	24	25	20	20 COUNT BASIC Movin' In The Right Direction (Instinct)	403	+12	"Move" (343) "Got" (34) "Joy" (26)
13	14	12	21	21 EARL KLUGH Sudden Burst Of Energy (Warner Bros.)	400	-101	"Maybe" (182) "Sunset" (96) "Happy" (51)
18	19	23	22	22 MARILYN SCOTT Take Me With You (Warner Bros.)	392	-29	"Calling" (317) "Beauty" (42) "Close" (16)
21	28	27	23	23 AVENUE BLUE Naked City (Mesa/Bluemoon)	387	+7	"Naked" (313) "Conversation" (37) "Baby" (18)
27	22	24	24	24 SOUNDTRACK Phenomenon (Reprise)	384	-25	"Change" (357) "Crazy" (20) "Dance" (7)
28	26	29	25	25 SOUNDTRACK Eraser (Mercury)	371	+6	"Erase" (358) "Where" (13)
9	13	16	26	26 ED HAMILTON Planet Jazz (Telarc)	360	-89	"Gray" (255) "Better" (48) "Planet" (39)
15	15	18	27	27 HERBIE HANCOCK The New Standard (Verve)	353	-91	"Thieves" (352) "Norwegian" (1)
—	29	30	28	28 SOUNDTRACK The Truth About Cats & Dogs (A&M)	347	-9	"Imagine" (347)
16	21	26	29	29 GEORGE JINDA Between Dreams (Shanachie)	347	-38	"Just" (277) "Dreams" (65) "Foreign" (5)
DEBUT	—	—	30	30 HARVEY MASON Ratamacue (Atlantic)	340	+22	"You" (229) "Take" (70) "Tee" (22)

This chart reflects airplay from August 7-13. Albums ranked by total plays, with plays from all cuts from an album combined.

53 NAC reporters. 48 current playlists. © 1996, R&R Inc.

NAC NOTES By Carol Archer

It's the dog days of summer and the NAC charts are so hot you could fry an egg on them! **Boney James's** "Seduction" (Warner Bros.) is in its 50th week on the album chart and the track "Sara Smile," which should extend the album's longevity into its second year, is probably in your hands by now. **Norman Brown's** "Better Days Ahead" (MoJAZZ/Motown) is steady in the top slot on both Tracks and Albums, while **Jeff Lorber's** elegant "State Of Grace" album (Verve) is at No. 2 and poised for a possible takeover. And **Bill Evans's** "Escape" (Escapade) slides easily 15-10*, while his album "The

Summer After" moved 8-4*, proving conclusively that slow and steady will win the race every time.

But it's two sax players who comprise the very hottest part of this week's combustible airplay picture. **Dave Koz's** "Let Me Count The Ways" (Capitol) went ballistic, rocketing 14-5* on Tracks with +197 plays, and his CD "Off The Beaten Path" hurtled 21-9! This track is already in heavy current rotation after only three weeks in release: **WJJZ/Philadelphia** (33 plays), **WVAE/Cincinnati** (27), **WJZW/Washington** (28), and **KHHH/Denver** (23).

Art Porter dazzled this week as "Lake Shore Drive" (Verve) debuted at 26* with an impressive +216 plays. Nine new adds this week include those at **WQCD/NY**, **WNUA/Chicago**, and **SW Networks Smooth FM**. **Luther Vandross's** "Your Secret Love" (Epic) is Most Added with 22 new reports, including **WNUA**, **KBLX/SF** (with nine plays), **KKJZ/Portland**, and **WLOQ/Portland**. **Earl Klugh's** back with "Sunset Island" (Warner Bros.), which garnered airplay at 12 reporters, making it second Most Added. And watch for **David Sanborn's** sultry, witty reading of "Spooky" on **Elektra** (yes, it's a cover of the **Classics IV** hit).

CHIELI MINUCCI

— 40 Stations Emphasizing —

"Anything And Everything"

R&R NAC TOP TRACKS | R&R NAC TOP ALBUM

BREAKER 22

286 PLAYS

14 - 13

529 PLAYS

Gavin Smooth Jazz & Vocals 13-12*

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CHIELI MINUCCI
RENAISSANCE

NAC REPORTERS

Stations and their adds by track listed alphabetically by market

<p>KRZN/Albuquerque, NM PD/MD: Mark McGuire CHUCK LOEB "Music" BILLY MANN "Start" SOUNDSCAPE "Morning" ERIC JOHNSON "Manhattan" RANDY ROOS "Dance"</p>	<p>WVMV/Detroit, MI PD/MD: Tom Sleecker EARL KLUGH "Sunset" PAUL JACKSON JR. "Boardwalk" RICHARD ELLIOT "City"</p>	<p>KLJZ/New Orleans, LA PD/MD: Michael Grayson SAM RINEY "Reminds" LUTHER VANDROSS "Secret" EARL KLUGH "Sunset" GLORIA ESTEFAN "Giving"</p>	<p>KBZN/Salt Lake City, UT PD: Rob Riesen No Adds</p>
<p>KNIK/Anchorage, AK PD/MD: Dean Williams BOBBY BLUE BLAND "Secret" LUTHER VANDROSS "Secret" MAXWELL "Ascension" RONNY JORDAN "Closer" SHAHIN & SEPEHR "Jakarta"</p>	<p>WGUF/Ft. Myers, FL PD: Michael Bode MD: Greg Hammonds EARL KLUGH "Sunset"</p>	<p>SW/New York, NY RIPPINGTONS "Hideaway" RIPPINGTONS "First" DAVE KOZ "Look" RONNY JORDAN "Closer" GLORIA ESTEFAN "Giving" ART PORTER "Lake"</p>	<p>KCJZ/San Antonio, TX PD/MD: Norm Miller EARL KLUGH "Sunset" LUTHER VANDROSS "Secret"</p>
<p>WJZF/Atlanta, GA PD/MD: Mark Edwards HEAVY SHIFT "Nights" PAUL HARDCASTLE "Island" RONNY JORDAN "Closer" LIONEL HAMPTON "Gossamer"</p>	<p>KEZL/Fresno, CA PD/MD: Mike Vasquez RICHARD ELLIOT "City" LUTHER VANDROSS "Secret"</p>	<p>WQCD/New York, NY APD/MD: Steve Williams JOE MCBRIDE "Steppin" MISHA "Rain" HARVEY MASON "Take" ART PORTER "Lake" PHIL UPCHURCH "Blues"</p>	<p>KIFM/San Diego, CA PD: Mike Shepard APD/MD: Kelly Cole PHIL UPCHURCH "Blues" EXODUS QUARTET "Red" EXODUS QUARTET "Summer" PHIL UPCHURCH "Midnight" SHAHIN & SEPEHR "Eyes" RONNY JORDAN "Closer" ART PORTER "Flight" ART PORTER "Wishful"</p>
<p>WOAZ/Boston, MA PD/MD: Bill George LUTHER VANDROSS "Secret" DOC POWELL "Laid" EARL KLUGH "Sunset"</p>	<p>KUCO/Honolulu, HI PD: Mahlon Moore LUTHER VANDROSS "Secret" CHRIS CAMOZZI "Ring" DAVE CAMP "Torrid" EARL KLUGH "Sunset"</p>	<p>WJCD/Norfolk, VA PD: Maxine Todd MD: Larry Hollowell GLORIA ESTEFAN "Giving" GEORGE MICHAEL "Move" ART PORTER "Lake" LUTHER VANDROSS "Secret"</p>	<p>KBLX/San Francisco, CA PD: Kevin Brown MD: Ron Cadet MARILYN SCOTT "Calling" LUTHER VANDROSS "Secret" RONNY JORDAN "Laidback" SOUNDSCAPE "Morning"</p>
<p>WSJZ/Buffalo, NY PD: Steve Wiersman MD: Chris Wittingham CHUCK LOEB "Music" EARL KLUGH "Sunset" PAUL HARDCASTLE "Island"</p>	<p>WFSJ/Jacksonville, FL PD: Hank Dole MD: Craig Williams ART PORTER "Lake" RIPPINGTONS "First"</p>	<p>KTNT/Oklahoma City, OK MD: Stephanie Stewart HIROSHIMA "Koto"</p>	<p>KKSF/San Francisco, CA PD: Steve Feinstein MD: Blake Lawrence DAVE KOZ "Look" EXODUS QUARTET "Trance" SERGIO MENDES "Triihos" SERGIO MENDES "Dourados" SERGIO MENDES "Anjo"</p>
<p>WNUA/Chicago, IL PD: Lee Hansen APD/MD: Tom Miller ANDY SNITZER "Dream" ART PORTER "Lake" VANESSA WILLIAMS "Where" LUTHER VANDROSS "Secret" CHIELI MINUCCI "Anything"</p>	<p>KCIY/Kansas City, MO PD: Bret Michael MD: Michelle Chase LUTHER VANDROSS "Secret" ANDY SNITZER "Dream" JEFF LORBER "Katherine" PAUL HARDCASTLE "Island"</p>	<p>WLOQ/Orlando, FL PD: Steve Huntington MD: Bob Church BRYAN FERRY "Dance" RONNY JORDAN "Closer" LUTHER VANDROSS "Secret" EQUATOR "Flahda" JAIME VALLE "Linda"</p>	<p>KJZY/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton FREDDIE RAVEL "Erotika" FREDDIE RAVEL "Sailaway" CHUCK LOEB "Music" DAVE KOZ "Count" ANDY SNITZER "Road" RAY CHEW "BRC"</p>
<p>WNWV/Cleveland, OH PD/MD: Bernie Kimble EARL KLUGH "Sunset" LUTHER VANDROSS "Secret"</p>	<p>KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart BONEY JAMES "Washington" HERB ALPERT "Flamingo"</p>	<p>WJWJ/Philadelphia, PA PD: Ann Gress MD: Michael Tozzi ANDY SNITZER "Dream"</p>	<p>KYOT/Phoenix, AZ PD/MD: Nick Francis No Adds</p>
<p>WVAE/Cincinnati, OH PD: Rich McMillan LUTHER VANDROSS "Secret" EARL KLUGH "Sunset" GEORGE BENSON "Right"</p>	<p>WALJ/Macon, GA OM/PD/MD: Bob Davis ANDY SNITZER "Dream"</p>	<p>KKJZ/Portland, OR PD: Shaun Yu MD: Hal Murray PAUL HARDCASTLE "Island" LUTHER VANDROSS "Secret"</p>	<p>KWJZ/Seattle, WA PD: Carol Handley LUTHER VANDROSS "Secret" HIROSHIMA "Koto" EARL KLUGH "Sunset" SOUNDSCAPE "Morning"</p>
<p>WZJZ/Columbus, OH PD: Bill Harman PETER WHITE/FBASIA "Just" DARYLE CHINN "Summer"</p>	<p>WLVE/Miami, FL PD: Shirley Maldonado MD: Geoff Fischer EARL KLUGH "Sunset" HEAVY SHIFT "Nights"</p>	<p>WTCD/Raleigh, NC PD: Don Brookshire MD: John Horan ART PORTER "Lake" COUNT BASIC "Move" HERB ALPERT "Flamingo"</p>	<p>WSJT/Tampa, FL PD/MD: Ross Block No Adds</p>
<p>KHH/Denver, CO PD: Chris Conley MD: Becky Taylor LUTHER VANDROSS "Secret"</p>	<p>WJZI/Milwaukee, WI PD: Fred Heller MD: Kathryn Vaughn CHUCK LOEB "Music" GLORIA ESTEFAN "Giving" DAVE CAMP "Torrid"</p>	<p>KQBR/Sacramento, CA PD: Lawrence Tanter LUTHER VANDROSS "Secret" ANDY SNITZER "Dream" CRAIG T. COOPER "Never"</p>	<p>KOAS/Tulsa, OK PD: Steve Fernandez DOC POWELL "Laid" RICHARD ELLIOT "City" ZIAD "Over" CHUCK LOEB "Music" ART PORTER "Lake"</p>
<p>WJZZ/Detroit, MI PD: O'Neal Stevens MD: Rosetta Hines CRAIG T. COOPER "Sookie" JEFF LORBER "Spaces" GEORGE MICHAEL "Move" JAMES TAYLOR QUARTET "Island" HERB ALPERT "Flamingo" CRAIG T. COOPER "Sensitiv." CRAIG T. COOPER "Never" CRAIG T. COOPER "Pick" JEFF LORBER "State" JEFF LORBER "Paws" JEFF LORBER "Hearts" DOC POWELL "Alone" CRAIG T. COOPER "Somebody" CRAIG T. COOPER "Fountain" CRAIG T. COOPER "Flowers" JEFF LORBER "Bring" CHRIS CAMOZZI "Ring" JEFF LORBER "Moontrac" CHRIS CAMOZZI "Marin" ANDY SNITZER "Road" ANDY SNITZER "Dream" BRIAN SIMPSON "Motion" BRIAN SIMPSON "Closer" JASON MILES "Memphis" STING "Moonlight"</p>	<p>KMJZ/Minneapolis, MN LUTHER VANDROSS "Secret" OAVE KOZ "Count" LIONEL RICHIE "Ordinary" LOUIE SHELTON "Fly" SAM RINEY "Reminds" TOM SCOTT "Gotta" FREDDIE RAVEL "Erotika" LORIE LINE "Moments"</p>	<p>KSSJ/Sacramento, CA PD/MD: Don Langford HERB ALPERT "Flamingo" LIONEL RICHIE "Ordinary" BOBBY CALDWELL "Love" ANDY SNITZER "Dream" RICHARD ELLIOT "City" LUTHER VANDROSS "Secret" PAUL JACKSON JR. "End" ART PORTER "Lake" TOM SCOTT "Only" DOC POWELL "Laid" EARL KLUGH "Sunset" PAUL HARDCASTLE "Island"</p>	<p>WJZW/Washington, DC PD/MD: Steve Kosbau RICHARD ELLIOT "City" DOC POWELL "Laid" LUTHER VANDROSS "Secret" ART PORTER "Lake" CHUCK LOEB "Music"</p>
<p>KSBR/Mission Viejo, CA PD/MD: Terry Wedel HERB ALPERT "Flirtation" RONNY JORDAN "Closer" SAM RINEY "Giverny"</p>	<p>KRVR/Modesto, CA PD: Jim Bryan MD: Doug Wulff LUTHER VANDROSS "Secret" ANDY SNITZER "Road" ANDY SNITZER "Dream" GLORIA ESTEFAN "Giving" LATITUDE "Ida"</p>	<p>KCLC/St. Charles, MO PD: Rich Reighard MD: Scott Nenninger COUNT BASIC "Move" SAM RINEY "Here" LUTHER VANDROSS "Secret" COLORS IN MOTION "Highway" LOUIE SHELTON "Reflection" EDISON WEST "Spirit" KIM WATERS "Story" PHIL UPCHURCH "Blues" NESTOR TORRES "Patricia" SOUNDSCAPE "Morning" RONNY JORDAN "Homage" DOTSERO "Quiet"</p>	<p>53 Total Reporters 53 Current Reporters 48 Current Playlists</p> <p>Reported Frozen Playlist (3): KAJZ/Austin, TX WEZV/Lafayette, IN WEBZ/Panama City, FL</p> <p>Did Not Report, Playlist Frozen (2): KOAM/Dallas, TX WJZE/Toledo, OH</p>

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NAC PLAYLISTS

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MARKET #1
WQCD/New York
(212) 210-2769
Williams

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
12	13	11	13	13	JOE SAMPLE/Hippies On A Corner
12	13	10	12	12	RIPPINGTONS/Hideaway
12	13	12	12	12	GLORIA ESTEFANI/Not Giving...
13	15	10	12	12	TONI BRAXTON/Un-Break My Heart
13	15	12	12	12	BRIAN CULBERTSON/Close To You
13	15	12	12	12	DOC POWELL/Laid Back
14	12	11	11	11	BILL EVANS/The Sunday After
10	15	9	11	11	SPYRO GYRA/Westwood Moon
12	13	10	11	11	TOM SCOTT/Tom Cat
10	13	11	11	11	RAMSEY LEWIS/Les Fleur
-	-	-	-	-	LIONEL RICHIE/Ordinary Girl
11	13	12	11	11	GEORGE BENSON/Summer Love
9	14	11	11	11	PETER WHITE/Caravan Of Dreams
-	-	-	-	-	AARON NEVILLE/Can't Imagine
13	12	12	12	12	LUTHER VANDROSS/Your Secret Love
13	12	12	12	12	TONI BRAXTON/How Could An...
12	9	7	7	7	GEORGE JINDA/Just My Imagination
3	13	9	9	9	GEORGE BENSON/Holdin' On
9	11	9	9	9	GEORGE MICHAEL/Move On
6	4	8	8	8	JOE MCBRIDE/High Steppin'
-	-	-	-	-	DAVE KOZ/Let Me Count...
-	-	-	-	-	TINA TURNER/Something...
3	4	3	3	3	MAXWELL/Ascension (Don't...)
12	11	10	10	10	PAMELA WILLIAMS/Casine
6	6	6	6	6	WHITNEY HOUSTON/Why Does It Hurt...
-	-	-	-	-	JEFF LORBER/PCH (Pacific...)
-	-	-	-	-	HARVEY MASON/It's You
-	-	-	-	-	PIECES OF A DREAM/The Cool Side
12	10	8	7	7	RICHARD ELLIOT/City Speak




MARKET #2
KTWW/Los Angeles
(312) 466-9283
Brodie/Stewart

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
11	10	10	11	11	HERBIE HANCOCK/Thieves In...
9	11	9	11	11	BLUE KNIGHTS/Missing You
10	11	11	11	11	BRYAN SAVAGE/Cat Food
9	9	6	11	11	BRIAN CULBERTSON/After Hours
10	9	10	11	11	COUNT BASIC/On The Move
10	9	10	10	10	PETE ESCOVADO/All This Love
10	7	9	10	10	JOHN TESH PROJECT/Aggie
10	11	10	10	10	JOE SAMPLE/Hippies On A Corner
8	8	10	10	10	JEFF LORBER/State Of Grace
9	8	10	10	10	TONI BRAXTON/How Could An...
-	-	-	-	-	DAVE KOZ/Let Me Count...
-	-	-	-	-	DAVE KOZ/Let Me Count...
10	10	9	9	9	RICK BRAUN/Marty's Party
10	10	10	10	10	GEORGE JINDA/Just My Imagination
11	9	10	9	9	RICHARD ELLIOT/When The Lights...
9	10	10	10	10	HERB ALPERT/My Funny Valentine
9	9	10	9	9	AARON NEVILLE/Can't Imagine
7	8	7	7	7	NORMAN BROWN/Better Days Ahead
8	8	11	9	9	ERIC CLAPTON/Change The World
9	8	9	9	9	GEORGE BENSON/Summer Love
-	-	-	-	-	PETER WHITE/F/ASIA/Just Another Day
7	10	11	8	8	BONEY JAMES/Am'n No Sunshine
7	9	8	8	8	FREDDIE RAVEL/Sailaway...
8	6	9	8	8	J MICHAEL VERTA/Night Of Orion
8	8	8	8	8	JOE MCBRIDE/Highland Park
7	9	8	8	8	RAMSEY LEWIS/Les Fleur
8	10	7	7	7	VANESSA WILLIAMS/Erise
5	5	6	6	6	TOM SCOTT/Only You
9	9	6	6	6	DOC POWELL/Laid Back
8	9	7	7	7	LIONEL RICHIE/Ordinary Girl
-	-	-	-	-	PAUL JACKSON JR./Da Boardwalk




MARKET #3
WNUA/Chicago
(312) 645-9550
Hansen/Miller

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
9	9	9	11	11	PETER WHITE/Caravan Of Dreams
11	9	9	11	11	SPYRO GYRA/Heart Of The Night
11	9	9	11	11	BONEY JAMES/Without A Doubt
9	9	9	11	11	COUNT BASIC/On The Move
10	9	9	11	11	JOSEPH VINELLI/Friendly Advice
10	10	10	10	10	J MICHAEL VERTA/Time Line
10	10	10	10	10	BRYAN SAVAGE/Cat Food
9	7	10	10	10	JOE SAMPLE/Hippies On A Corner
10	9	9	10	10	JOE MCBRIDE/Highland Park
-	-	-	-	-	DAVE KOZ/Let Me Count...
2	10	10	10	10	EARL KLUGH/Sunset Island
9	10	10	10	10	PAUL JACKSON JR./Da Boardwalk
11	10	10	10	10	BILL EVANS/The Sunday After
10	11	11	10	10	PETE ESCOVADO/All This Love
8	12	12	12	12	BRIAN CULBERTSON/Close To You
10	10	10	10	10	DAVE CAMP/Torrid Rain
10	10	10	10	10	AVENUE BLUE/Naked City
10	10	9	9	9	TOM SCOTT/In Your Eyes
9	9	9	9	9	MARILYN SCOTT/Calling You
-	-	-	-	-	LIONEL RICHIE/Ordinary Girl
10	11	11	11	11	FREDDIE RAVEL/Sailaway...
11	10	10	10	10	DOC POWELL/Let's Dance
3	8	9	8	8	AARON NEVILLE/Can't Imagine
0	9	9	9	9	JEFF LORBER/State Of Grace
9	10	9	9	9	RAMSEY LEWIS/Les Fleur
9	9	9	9	9	WHITNEY HOUSTON/Why Does It Hurt...
10	10	9	9	9	KENNY G/The Champions Theme
-	-	-	-	-	RICHARD ELLIOT/City Speak
3	5	0	9	9	CHRIS CAMOZZI/Ring Of Gold
9	9	9	9	9	TONI BRAXTON/How Could An...




MARKET #4
KBLX/San Francisco
(415) 284-1029
Brown/Cadet

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
14	13	14	14	14	DOC POWELL/Laid Back
14	14	14	14	14	ERIC CLAPTON/Change The World
13	13	12	12	12	DOC POWELL/Tropical Love
12	12	12	12	12	RICHARD ELLIOT/Unspoken Words
-	-	-	-	-	MARILYN SCOTT/Calling You
-	-	-	-	-	MAXWELL/Ascension (Don't...)
12	12	12	12	12	BRIAN CULBERTSON/Close To You
12	12	12	12	12	JOE SAMPLE/Hippies On A Corner
9	9	11	11	11	BRYAN SAVAGE/Cat Food
9	11	11	11	11	JOE MCBRIDE/Highland Park
8	10	11	11	11	PHAREZ WHITTED/A Different Kind...
9	10	10	10	10	PAUL JACKSON JR./Da Boardwalk
7	9	10	10	10	JEFF LORBER/Katherine
8	9	9	9	9	RAMSEY LEWIS/Between The Keys
8	9	9	9	9	NORMAN BROWN/Better Days Ahead
6	9	9	9	9	NORMAN BROWN/Your Body's Callin'
12	9	9	9	9	AVENUE BLUE/Baby I'm Yours
5	8	9	9	9	TONI BRAXTON/How Could An...
-	-	-	-	-	LUTHER VANDROSS/Your Secret Love
7	7	8	8	8	RAMSEY LEWIS/Les Fleur
6	6	6	6	6	CHELLI MINUCCI/Cause We've Ended...
7	7	7	7	7	SOLAR SYSTEMS/Me 4 Prez
5	7	7	7	7	GEORGE BENSON/Holdin' On
5	7	7	7	7	GEORGE BENSON/That's Right
12	12	7	7	7	PAMELA WILLIAMS/Angets Among Us
11	10	7	7	7	PAMELA WILLIAMS/Slow Burn
7	7	7	7	7	PAUL JACKSON JR./End To A Perfect Day
5	6	6	6	6	ESQUE/Sky View
-	-	-	-	-	CHUCK LOEB/The Music Inside
6	6	6	6	6	LIONEL RICHIE/Ordinary Girl




MARKET #4
KKSF/San Francisco
(415) 975-5555
Feinstein/Lawrence

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
10	10	10	10	10	BRIAN CULBERTSON/Dance Your Time
10	10	10	10	10	EVERYTHING BUT.../The Heart Remains...
10	10	10	10	10	JOE SAMPLE/Hippies On A Corner
8	8	8	8	8	RICHARD ELLIOT/Unspoken Words
8	8	8	8	8	HERBIE HANCOCK/Thieves In...
7	7	7	7	7	RAMSEY LEWIS/Les Fleur
7	7	7	7	7	JEFF LORBER/State Of Grace
8	8	8	8	8	GEORGE MICHAEL/Move On
8	8	8	8	8	TOM SCOTT/Tom Cat
8	8	8	8	8	STING/My One And Only Love
8	8	8	8	8	PHIL UPCHURCH/Bee's Blues
8	8	8	8	8	PETER WHITE/F/ASIA/Just Another Day
8	8	8	8	8	ERIC CLAPTON/Change The World
7	7	7	7	7	DOUG CAMERON/Rendezvous
7	7	7	7	7	DOUG CAMERON/On The Town
7	7	7	7	7	COUNT BASIC/Boy And Pan
7	7	7	7	7	NORMAN BROWN/Better Days Ahead
7	7	7	7	7	NORMAN BROWN/This Time Around
7	7	7	7	7	RICHARD ELLIOT/When The Lights...
7	7	7	7	7	BRIAN HUGHES/Pamela
7	7	7	7	7	BRIAN CULBERTSON/Soul Fruit
-	-	-	-	-	DAVE KOZ/Let Me Count...
-	-	-	-	-	JEFF LORBER/Katherine
7	7	7	7	7	JOE MCBRIDE/High Steppin'
7	7	7	7	7	CHELLI MINUCCI/Cause We've Ended...
7	7	7	7	7	PAUL JACKSON JR./End To A Perfect Day
7	7	7	7	7	DOC POWELL/Let's Dance
7	7	7	7	7	PETER WHITE/City Of Lights
7	7	7	7	7	BRYAN FERRY/Dance With Life




MARKET #5
WJZZ/Philadelphia
(610) 667-3939
Gress/Tozzi

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
19	32	33	33	33	JOE SAMPLE/Hippies On A Corner
-	1	14	13	13	DAVE KOZ/Let Me Count...
18	30	30	30	30	NORMAN BROWN/Better Days Ahead
14	21	32	31	31	RIPPINGTONS/Hideaway
13	21	31	31	31	BRIAN CULBERTSON/After Hours
34	32	31	31	31	BRYAN SAVAGE/Cat Food
6	6	13	13	13	PETER WHITE/Caravan Of Dreams
-	-	-	-	-	HERB ALPERT/Framingo
9	13	14	14	14	ED HAMILTON/Gray Day
18	32	25	14	14	JOHN TESH PROJECT/Fragile
23	12	11	11	11	RICHARD ELLIOT/II Make Love To...
14	12	13	13	13	CHELLI MINUCCI/Anything And...
-	2	6	6	6	DOC POWELL/Laid Back
13	12	12	12	12	JOE MCBRIDE/Highland Park
32	25	13	13	13	EARL KLUGH/Maybe Tonight
4	5	13	12	12	JEFF LORBER/Wide Open Spaces
23	14	12	12	12	BONEY JAMES/Lights Down Low
32	23	12	12	12	RAMSEY LEWIS/Les Fleur
16	12	12	12	12	GEORGE JINDA/Just My Imagination
17	12	11	11	11	GEORGE BENSON/Summer Love
11	12	8	8	8	VANESSA WILLIAMS/Erise
9	10	9	9	9	AARON NEVILLE/Can't Imagine
7	8	8	8	8	REGINA BELLE/Just Don't Want...
11	13	7	7	7	ERIC CLAPTON/Change The World
6	6	8	8	8	CHRIS CAMOZZI/Ring Of Gold
7	9	9	9	9	HARVEY MASON/It's You
7	6	9	9	9	J MICHAEL VERTA/Time Line
-	-	-	-	-	CHUCK LOEB/The Music Inside
-	-	-	-	-	TONI BRAXTON/How Could An...
4	5	7	7	7	AVENUE BLUE/Conversation



MARKET #6
WJZZ/Detroit
(313) 871-0590
Stevens/Hines

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
10	10	9	9	9	APOSTLES/Super Strut
8	8	9	9	9	CHRIS CAMOZZI/Go West Young Man
12	9	10	10	10	DAVE CAMP/Torrid Rain
8	7	7	7	7	APOSTLES/Mercy Mercy Me
7	7	7	7	7	GEORGE BENSON/Marvin Said
7	7	8	8	8	GEORGE BENSON/Summer Love
10	8	9	9	9	NORMAN BROWN/Third World
9	9	9	9	9	BRIAN CULBERTSON/Inside Pocket
6	7	8	8	8	RYO KAWASAKI/Promise
4	5	8	8	8	CHUCK LOEB/The Music Inside
9	8	8	8	8	CHELLI MINUCCI/Leilani
8	9	8	8	8	TOM SCOTT/Gotta Give It Up
8	9	9	9	9	NATIVE VIBE/Y.S.T.
3	8	9	9	9	PETER WHITE/Loud Ride Home
8	7	8	8	8	ACOUSTIC ALCHEMY/Columbia
11	8	7	7	7	ACOUSTIC ALCHEMY/Lazeez
8	7	7	7	7	GEORGE BENSON/That's Right
6	6	6	6	6	GEORGE BENSON/True Blue
12	11	9	9	9	TIM BOWMAN/It's The End
7	7	7	7	7	NORMAN BROWN/Better Days Ahead
8	8	7	7	7	NORMAN BROWN/This Time Around
9	8	8	8	8	NICK COLONNE/Hurry Up This Way...
10	7	7	7	7	HERBIE HANCOCK/Thieves In...
9	7	7	7	7	BONEY JAMES/Camouflage
10	8	7	7	7	GEORGE JINDA/Just My Imagination
8	8	8	8	8	EARL KLUGH/Happy Song
8	8	7	7	7	EARL KLUGH/The Wiggle
12	9	8	8	8	BLUE KNIGHTS/Highway Of Passion
10	8	8	8	8	HARVEY MASON/Take Five
7	7	7	7	7	CHELLI MINUCCI/Shine



MARKET #6
WVMV/Detroit
(810) 855-5100
Sleeker

PLAYS</

ACTIVE ROCK PLAYLISTS

August 23, 1996 R&R • 73

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KLOS 95.5 MARKET #2
KLOS/Los Angeles (310) 840-4836
Curelop/Wilde

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
21	28	29	26	26	SOUNDGARDEN/Burden In My Hand
31	29	29	23	29	STONE TEMPLE PILOTS/Trippin' On A Hole..
20	26	29	22	22	TOM PETTY & HB/Walls
25	30	29	20	20	METALLICA/Until It Sleeps
8	18	20	18	18	GREEN DAY/Walking...
19	21	19	17	17	WALLFLOWERS/6th Avenue Heartache
-	19	23	16	16	DAVE MATTHEWS BAND/So Much To Say
14	18	19	16	16	BETTER THAN EZRA/King Of New Orleans
16	16	16	16	16	ALICE IN CHAINS/Over Now
22	22	20	14	14	PEARL JAM/Who You Are
14	16	13	13	13	DISHWALLA/Haze
17	15	17	13	13	HUNGER/Vanishing Cream
12	12	12	12	12	SMASHING PUMPKINS/1979
-	-	-	-	-	ERIC JOHNSON/Pavilion
15	14	16	11	11	BLACK CROWES/Under A Mountain
-	-	-	-	-	R.E.M./E-Bow The Letter
23	20	20	9	9	BLACK CROWES/Good Friday
-	9	12	9	9	CHALK FARM/Lie On Lie
23	13	11	9	9	GOD GOOD DOLLS/Long Way Down
11	16	17	8	8	TONIC/Open Up Your Eyes
-	7	14	8	8	TOM PETTY & HB/Grew Up Fast
10	11	12	8	8	DAVE MATTHEWS BAND/Too Much
7	9	11	8	8	ALICE IN CHAINS/Again
11	8	9	8	8	BUSH/Machinehead
7	10	9	8	8	SCREAMING TREES/All I Know
-	-	-	-	-	PEARL JAM/Smile
28	13	15	7	7	DISHWALLA/Counting Blue Cars
9	9	9	7	7	STONE TEMPLE PILOTS/Big Bang Baby
26	15	13	7	7	JARS OF FLAY/Flood
8	9	9	7	7	SMASHING PUMPKINS/Tonight, Tonight

ROCK 103.5 MARKET #3
WRXC/Chicago (312) 861-8100
Richards/Robinson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
-	-	-	-	-	RUSH/Test For Echo
26	34	41	44	44	HUNGER/Vanishing Cream
43	42	37	42	42	STONE TEMPLE PILOTS/Trippin' On A Hole..
17	19	29	41	41	SOUNDGARDEN/Burden In My Hand
35	41	37	38	38	ALICE IN CHAINS/Over Now
16	17	32	37	37	METALLICA/Ain't My Bitch
19	23	24	27	27	STABBING WESTWARD/Shame
38	29	24	26	26	GRAVITY KILLS/Guilty
12	15	20	23	23	REACHAROUND/Big Chair
24	20	23	23	23	SEVEN MARY THREE/My My
22	21	20	21	21	TONIC/Open Up Your Eyes
41	41	35	19	19	SOUNDGARDEN/Pretty Noose
7	5	17	17	17	METALLICA/Hero Of The Day
16	16	15	17	17	SEVEN MARY THREE/My My
-	-	-	-	-	ALICE IN CHAINS/Would?
24	16	16	16	16	BLACK CROWES/Good Friday
16	19	14	16	16	COLLECTIVE SOUL/Where The River...
16	15	13	16	16	STABBING WESTWARD/What Do I Have To...
11	15	13	15	15	TOM PETTY & HB/Walls
20	19	17	15	15	SPACEHOG/In The Meantime
-	-	-	-	-	SMASHING PUMPKINS/1979
18	17	14	14	14	FLYTR/Hey Man, Nice Shot
17	16	14	14	14	GREEN DAY/Brain Stew
11	13	14	13	13	I MOTHER EARTH/One More Astronaut
15	15	13	13	13	BUSH/Machinehead
16	16	14	13	13	SMASHING PUMPKINS/Zero
-	-	-	-	-	CRACKER/Sweet Thistle Pie
5	7	13	12	12	LOCAL H/Bound For The Floor
-	-	-	-	-	NEUROTIC OUTSIDERS/Jerk
6	10	13	12	12	FLYTR/Jurassitol

94WYSP MARKET #4
WYSP/Philadelphia (610) 668-9460
Sabean/Thompson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
33	31	34	31	31	STONE TEMPLE PILOTS/Trippin' On A Hole..
26	22	31	31	31	ALICE IN CHAINS/Over Now
33	33	30	30	30	METALLICA/Until It Sleeps
28	33	29	29	29	SOUNDGARDEN/Burden In My Hand
7	2	22	28	28	STABBING WESTWARD/Shame
21	25	23	27	27	PEARL JAM/Who You Are
24	23	22	26	26	TONIC/Open Up Your Eyes
26	31	25	25	25	HUNGER/Vanishing Cream
23	20	25	25	25	SPONGE/Wax Ecstatic (To...)
7	21	21	24	24	TOM PETTY & HB/Walls
3	11	18	21	21	SOUNDGARDEN/Pretty Noose
15	21	21	21	21	BUSH/Testosterone
24	22	19	21	21	ALICE IN CHAINS/Again
1	2	12	12	12	METALLICA/Ain't My Bitch
11	10	12	12	12	GREEN DAY/Brain Stew
13	13	13	12	12	SPACEHOG/In The Meantime
24	14	13	11	11	DISHWALLA/Counting Blue Cars
12	11	11	11	11	EVERCLEAR/Santa Monica...
11	12	11	11	11	TOADIES/Possom Kingdom
12	11	13	11	11	SEVEN MARY THREE/Cumbersome
9	10	12	11	11	SMASHING PUMPKINS/1979
22	22	22	9	9	BLACK CROWES/Good Friday
-	7	8	9	9	SMASHING PUMPKINS/Bullet With...
10	10	9	9	9	BUSH/Machinehead
5	6	8	9	9	BUSH/My My
5	3	4	11	11	SMASHING PUMPKINS/All I Know
10	8	9	8	8	WHITE ZOMBIE/More Human Than...
3	2	4	7	7	FLYTR/Jurassitol
4	6	5	7	7	LOCAL H/Bound For The Floor
4	6	5	7	7	EELS/Novocaine For...

102.7 WQZR MARKET #5
WQZR/Detroit (810) 589-7900
Bevilacqua

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
29	30	31	32	32	SOUNDGARDEN/Burden In My Hand
29	30	31	32	32	METALLICA/Ain't My Bitch
17	14	23	32	32	ALICE IN CHAINS/Over Now
30	32	31	31	31	HUNGER/Vanishing Cream
27	28	30	31	31	STONE TEMPLE PILOTS/Trippin' On A Hole..
15	27	29	28	28	WHITE ZOMBIE/In Your Boogie Man
27	28	28	28	28	SPONGE/Wax Ecstatic (To...)
22	28	27	28	28	PEARL JAM/Who You Are
12	12	13	13	13	ZAKK WYLDE/Sold My Soul
18	16	16	16	16	KICKING HAROLD/Kill You
13	15	15	15	15	311/Down
30	30	31	18	18	BUTTHOLE SURFERS/Pepper
16	16	15	16	16	REFRESHMENTS/Bandits
19	15	13	16	16	CLUTCH/Big News
19	16	16	16	16	TONIC/Open Up Your Eyes
13	15	14	15	15	LOCAL H/Bound For The Floor
17	15	16	15	15	NIXONS/Sister
19	17	15	15	15	GOD GOOD DOLLS/Long Way Down
18	16	15	15	15	VERVE PIPE/Cup Of Tea
19	16	15	15	15	I MOTHER EARTH/One More Astronaut
27	28	26	14	14	ALICE IN CHAINS/Again
15	14	13	14	14	STABBING WESTWARD/Shame
24	15	15	14	14	VAN HALEN/Humans Being
5	8	12	13	13	CLUTCH/Escapist From...
11	13	13	13	13	REFRESHMENTS/Down Together
15	15	15	15	15	TYPE O NEGATIVE/My Girlfriend...
19	16	11	11	11	METALLICA/Until It Sleeps
18	15	13	13	13	PANTERA/Suicide Note Pt. 1
13	11	12	12	12	GRAVITY KILLS/Blame
-	-	-	-	-	SEVEN MARY THREE/My My

101WRIF MARKET #6
WRIF/Detroit (810) 547-0101
Podell/Wellington

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
32	32	33	32	32	HUNGER/Vanishing Cream
35	34	31	31	31	STONE TEMPLE PILOTS/Trippin' On A Hole
30	29	29	30	30	METALLICA/Until It Sleeps
23	17	21	29	29	SOUNDGARDEN/Burden In My Hand
33	33	29	29	29	VAN HALEN/Humans Being
7	3	22	25	25	OZZY OSBOURNE/Just What You
24	25	22	22	22	TONIC/Open Up Your Eyes
4	7	8	23	23	GOD GOOD DOLLS/Long Way Down
7	19	19	22	22	BUSH/Testosterone
21	20	18	21	21	METALLICA/Ain't My Bitch
11	11	19	21	21	BLACK CROWES/Good Friday
32	34	32	17	17	SOUNDGARDEN/Pretty Noose
18	13	15	15	15	ALICE IN CHAINS/Again
5	15	15	15	15	PEARL JAM/Who You Are
8	6	9	13	13	STABBING WESTWARD/Shame
11	9	13	13	13	COLLECTIVE SOUL/Where The River...
12	13	12	12	12	ALICE IN CHAINS/Over Now
8	14	13	12	12	SEVEN MARY THREE/My My
9	8	11	11	11	TOADIES/Possom Kingdom
7	10	10	10	10	STABBING WESTWARD/What Do I Have To...
8	6	7	10	10	KISS/Rock And Roll All...
6	6	9	9	9	NIXONS/All Over You
6	5	4	8	8	LIVONS/Wire
4	7	8	8	8	BUSH/Little Things
-	-	-	-	-	311/Down
6	7	7	7	7	KICKING HAROLD/Kill You
-	-	-	-	-	WHITE ZOMBIE/In Your Boogie Man
-	-	-	-	-	I MOTHER EARTH/One More Astronaut
2	4	5	7	7	SCREAMING TREES/All I Know
7	-	-	-	-	STONE TEMPLE PILOTS/Big Bang Baby

97.1 PURE ROCK MARKET #7
KEGL/Dallas (214) 869-9700
Doherty/Scull

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
35	37	35	36	36	TADIES/Tyler
37	37	37	36	36	TRIPPING DAISY/Trip Along
38	35	37	36	36	STONE TEMPLE PILOTS/Trippin' On A Hole..
22	24	36	35	35	REACHAROUND/Big Chair
26	36	35	35	35	SOUNDGARDEN/Burden In My Hand
12	16	16	32	32	ALICE IN CHAINS/Over Now
16	23	21	32	32	SPONGE/Wax Ecstatic (To...)
12	14	26	25	25	311/Down
-	-	-	-	-	NEUROTIC OUTSIDERS/Jerk
15	17	16	22	22	TONIC/Open Up Your Eyes
23	21	22	22	22	STABBING WESTWARD/Shame
34	36	23	22	22	METALLICA/Ain't My Bitch
7	14	21	21	21	PEARL JAM/Who You Are
24	22	21	21	21	SCREAMING TREES/All I Know
-	-	-	-	-	VERVE PIPE/Cup Of Tea
-	-	-	-	-	BETTER THAN EZRA/King Of New Orleans
18	22	17	17	17	BLACK CROWES/Good Friday
17	15	16	17	17	SEVEN MARY THREE/My My
14	15	16	16	16	SEVEN MARY THREE/My Boogie Man
11	15	16	16	16	I MOTHER EARTH/One More Astronaut
-	-	-	-	-	TRACY BONHAM/The One
11	14	15	15	15	D GENERATION/No Way Out
-	-	-	-	-	TYPE O NEGATIVE/My Girlfriend...
-	-	-	-	-	LOCAL H/Bound For The Floor
9	6	14	14	14	TOM PETTY & HB/Walls
16	18	13	13	13	GRAVITY KILLS/Blame
16	14	13	13	13	NADA SURF/Popular
10	12	13	9	9	DOG EAT DOG/ISMS
-	-	-	-	-	RUSH/Test For Echo
-	-	-	-	-	SMASHING PUMPKINS/Muzzle

Q102 MARKET #7
KTXX/Dallas (214) 528-5500
Lockridge/Rebeard

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
26	38	42	38	38	SOUNDGARDEN/Burden In My Hand
24	24	36	38	38	311/Down
43	42	42	36	36	PRIMITIVE RADIO GODS/Standing Outside...
43	42	42	36	36	METALLICA/Ain't My Bitch
41	42	42	36	36	TOADIES/Paper Dress
41	42	39	27	27	GARBAGE/Stupid Girl
42	41	37	26	26	SPONGE/Wax Ecstatic (To...)
26	24	25	25	25	NIXONS/Wire
-	-	-	-	-	TOM PETTY & HB/Climb That Hill
3	21	26	25	25	DAVE MATTHEWS BAND/Drive In Drive Out
16	17	12	25	25	ALICE IN CHAINS/Over Now
25	24	26	24	24	TOM PETTY & HB/Walls
10	15	13	24	24	I MOTHER EARTH/One More Astronaut
17	17	14	23	23	REACHAROUND/Big Chair
40	42	37	22	22	BLACK CROWES/Good Friday
17	15	11	22	22	TONIC/Open Up Your Eyes
27	25	28	20	20	SCREAMING TREES/All I Know
27	27	29	16	16	HUNGER/Vanishing Cream
-	-	-	-	-	R.E.M./E-Bow The Letter
43	28	26	14	14	DAVE MATTHEWS BAND/So Much To Say
-	-	-	-	-	REPUBLIC/Ready To Go
-	-	-	-	-	ERIC JOHNSON/Pavilion
14	15	13	13	13	VERVE PIPE/Cup Of Tea
14	15	13	12	12	METALLICA/Hero Of The Day
6	12	11	12	12	HOLE/Gold Dust Woman
4	16	11	12	12	WALLFLOWERS/6th Avenue Heartache
-	-	-	-	-	EELS/Novocaine For...
-	-	-	-	-	PEARL JAM/Habit
17	15	12	11	11	STABBING WESTWARD/Shame
-	-	-	-	-	COWBOY MOUTH/Jenny Says

ROCK 101 KLOL MARKET #9
KLOL/Houston (713) 526-6855
Beaubien/Bennett

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
7	25	31	30	30	VAN HALEN/Humans Being
36	30	28	30	30	SOUNDGARDEN/Pretty Noose
36	30	27	28	28	METALLICA/Until It Sleeps
5	25	30	30	30	ALICE IN CHAINS/Again
15	16	22	22	22	STABBING WESTWARD/Shame
22	23	22	22	22	TOM PETTY & HB/Walls
22	22	22	22	22	METALLICA/Ain't My Bitch
36	22	22	22	22	BLACK CROWES/Good Friday
8	17	18	22	22	TOM PETTY & HB/Climb That Hill
8	18	18	22	22	STONE TEMPLE PILOTS/Trippin' On A Hole
1	18	18	21	21	AC/DC/Hard As A Rock
23	21	21	21	21	SOUNDGARDEN/Burden In My Hand
11	17	17	19	19	EVERCLEAR/Santa Monica...
-					



CYNDEE MAXWELL

These New Sounds Of Rock Are 'Where It's At'

□ A fun-filled trip to the Active Rock galleria

The very nature of Active Rock allows the format to continually offer maximum exposure to breaking acts. A cursory glance down this week's chart reveals that plenty of great new sounds are getting some significant airplay.

When specific tracking is employed on some of those titles, a handful of the mainstream Rock stations can be seen playing them as well. What are the fresh, new sounds of Rock? Let's begin by looking in the arts & crafts store, where we've picked out some nice **Jars Of Clay**.



John Butler

Thanks to its breakthrough single, "Flood," the band is well on its way to platinum status. About 850,000 units have sold, and **Silvertone's John Butler** credits Rock with driving the last 500,000 units through the doors. Did the format have any initial objections to Jars Of Clay?

Flooding Rock

Says Butler, "We went to Adult Alternative first and then followed it to Alternative. When we took it to Rock there were some programmers who felt it was too Alternative, which is funny because some of the Alternative programmers first thought it was too Adult Alternative! There were no objections regarding the religious aspect of the record; although we had built a nice sales story — which certainly helped — there was concern that it didn't rock enough."

"['Flood' producer] **Adrian Blew** went back to the studio and created a rock remix that added heavier guitars. Without a doubt, the

rock remix version proved to be the key for the Active Rock and Rock stations that wanted to crunch a little more. When **KLOS/Los Angeles, KEGL/Dallas, WZTA/Miami, and KQRC/Kansas City** all stepped out on the remix, we knew it would fly with the majority of other stations. Most programmers already liked the record, and the remix version helped turn the corner."

Research has shown that "Flood"'s popularity cuts across all Rock demos. Butler remarks, "It's still being rotated as a recurrent, which puts the icing on the cake and kicks the second- and third-level consumer into buying the record. It's a testament that Rock can play lots of different records and hang out long enough as an artist develops. I've seen stations on 'Flood' for 30 weeks because it works and doesn't burn."

Garbage In

While **Geffen's Warren Christensen** believes the mainstream sound of **Garbage**, combined with press adulation of the band's **Butch Vig**, has helped pave the way for the **Almo Sounds** act, he says in spite of that, "Rock radio overall has been resistant to playing Garbage. It's not been until 'Stupid Girl' that we've



Warren Christenson

Without a doubt, the rock remix version [of Jars Of Clay's 'Flood'] proved to be the key for the Active Rock and Rock stations that wanted to crunch a little more.

— John Butler

made some headway. Getting adds on each of the four tracks [released to radio] has been hand-to-hand combat.

"But what's refreshing is that once it goes on a station, it works and they end up really supporting the record. Rock guys, to a certain extent, are more open-minded about putting on records these days, whether it's the **Primitive Radio Gods** or the **Eels**. But they're not giving those shots easily — PDs have to be sure the song is going to be a hit, as in the case of the **Butt-hole Surfers**. It all goes back to it being harder to get [Rock PDs] to embrace some alternative records. It's strange, but it goes both ways."

"The key for Rock is that while they embrace records such as **Metallica, Tom Petty, the Black Crowes, and Van Halen**, they must realize there's not enough of those records to totally drive a station. Therefore, the best alternative records can be a supplement. I see a lot of programmers doing that — instead of just trying to fill slots, they're picking the very best hit records to call their own even though they may share them with the Alternative across the street."

Christensen believes that whether a band is perceived as Rock or Alternative depends largely on which format it broke out of first, regardless of where it's selling. "Garbage was a Top 25 seller on the mass-merchant charts at **Soundscan** [the week of August 5] — people are buying it at Wal-Mart and Kmart. It's not alternative but gets classified that way. Sometimes bands get branded unfairly."

"Sometimes bands want to be labeled alternative. But that can work against us at Rock and sometimes we're willing to give those bands up. I think Rock stations have to go out of their way to find bands they believe in and truly embrace them. By the time programmers wait until a record sells gold or platinum, it is the Alternative station's band. They

Surfin' Summer's Soundwave

These tracks are some of the new sounds of Rock that are earning airplay this summer. After the title, the number of Active Rock and Rock stations playing the song are listed, according to August 16 R&R chart information.

Butt-hole Surfers Pepper — 61 Active, 24 Rock
Primitive Radio Gods Standing Outside... — 39 Active, 36 Rock
Gravity Kills Blame — 33 Active, 7 Rock
Nada Surf Popular — 31 Active, 12 Rock
Garbage Stupid Girl — 28 Active, 15 Rock
Beck Where It's At — 15 Active, 2 Rock
311 Down — 60 Active, 16 Rock
Poe Angry Johnny — 13 Active, 3 Rock

need to get on board a little earlier, giving them a larger genre of records to pick from instead of picking mediocre records from established, straight-ahead rock bands."

The 411 On 311

Capricorn's Jeff Cook remarks that, in many cases, what's initially alien to Rock winds up becoming commonplace in the not-too-distant future. "When I was at **Elektra**, the first **Metallica** single we worked got a grand total of eight stations in the U.S. Most people said they'd never play that kind of stuff. As the audience grew for the band — and this is true with **311**, too — the band created an undeniable fan base throughout the country, and radio reacted to it."



Jeff Cook

"A lot of times, bands come out without having done a lot of touring, so they haven't laid that kind of a base for themselves. When a record goes on the radio and nothing happens, there's a reason — the band hasn't interacted with the audience. **311** has been very proactive about being on the road and playing cities two, three, and four times in the course of a year or two."

Cook has noticed fewer objections from radio on **311's** recent project. "Each time we've come back to radio we've had a larger story, whether it was sales, more visibility at **MTV**, or higher chart positions at other formats. There's a certain point when you hit a chart position at an-

other format that people take notice. That's when the floodgates open at Active Rock and Rock."

"In the major markets, programmers are mostly convinced that **311** works because the band has played there and sold out venues of 10,000-12,000 seats. The real battle for 'Down' is going to be waged at the secondary and tertiary levels because their perception is that this kind of music isn't accepted in those market sizes. In the bigger markets, programmers assume people have a much greater exposure to it."

"**311** has created a blend of music that is challenging, but at the same time it's working. They're at the cutting edge alongside **Rage**

Against The Machine and the other ground breaking bands in that genre. The sales picture is fantastic; they've sold over 855,000 units and they'll be platinum soon."

Next week: *R&R* examines how radio views Rock's double faces — traditional rock and new rock — and how programmers mix the **Primitive Radio Gods** and **Beck** with **Soundgarden** and **Tom Petty & The Heartbreakers**.

TALK BACK TO R&R!

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

Call me at (310) 788-1668 or e-mail: max@rronline.com



CAPITOL BUTTS — Butthole Surfers frontman Gibby Haynes shows that Capitol is No. 1 in his book. Hangin' 10 are (l-r) Surfer King Coffey, Haynes, Capitol VP/A&R Kim Buie, VP/Rock Promotion Dave Ross, National Dir./Rock Promotion Tommy Daley, and Surfer Paul Leary.



POSITIVELY NEGATIVE — Type O Negative frontman/bassist Peter Steele recently stopped by Club R&R to show off his fangs and perform his new single, "My Girlfriend's Girlfriend." Loungin' around are (l-r) Roadrunner's Billy Cox and Lida Galka, R&R's Kristy Reeves, Sky Daniels, and Cyndee Maxwell, Steele, and R&R's Frank Correia.

"E-BOW THE LETTER"

R.E.M.
WITH PATTI SMITH

THE FIRST TRACK FROM
NEW ADVENTURES IN HI-FI

R&R ACTIVE ROCK DEBUT **32**
MOST ADDED!

R&R ROCK DEBUT **29**
MOST ADDED!

BILLBOARD ROCK MONITOR DEBUT **31***
628 SPINS

#1 AIRPLAY GAINER OF THE WEEK!!

KLOS	KTXQ	WZTA	WIYY
WXTB	KISS	WJRR	WKDF
WTUE	KLBJ	KZRR	WNEW
WKLS	WBAB	WRCN	KCAL
WHJY	WCCC	WHCN	WCMF

BILLBOARD MODERN ROCK MONITOR DEBUT **11***
AIRPOWER 1388 SPINS!

R&R ALTERNATIVE CHART DEBUT **17**
#1 MOST ADDED

R&R ADULT ALTERNATIVE INCREDIBLE DEBUT **13**
#1 MOST ADDED

THANK YOU TO EVERY STATION FOR ADDING
"E-BOW THE LETTER"!

ALBUM IN STORES SEPTEMBER 10



HEAVY ROTATION!

PRODUCED BY SCOTT LITT & R.E.M.



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PATTI SMITH APPEARS COURTESY OF ARISTA RECORDS.



AUGUST 23, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
			1	SOUNDGARDEN Burden In My Hand (A&M) 2204 2126 2014 1841 74/0	2204	2126	2014	1841	74/0
			2	STONE TEMPLE PILOTS Trippin' On A Hole In... (Atlantic) 1807 1886 2002 2133 65/0	1807	1886	2002	2133	65/0
			3	ALICE IN CHAINS Over Now (Columbia) 1750 1552 1373 1135 73/0	1750	1552	1373	1135	73/0
			4	PEARL JAM Who You Are (Epic) 1674 1727 1701 966 67/0	1674	1727	1701	966	67/0
			5	TONIC Open Up Your Eyes (Polydor/A&M) 1652 1582 1466 1429 73/0	1652	1582	1466	1429	73/0
			6	SCREAMING TREES All I Know (Epic) 1324 1331 1314 1237 66/0	1324	1331	1314	1237	66/0
			7	METALLICA Until It Sleeps (Elektra/EEG) 1324 1438 1539 1774 56/0	1324	1438	1539	1774	56/0
			8	BLACK CROWES Good Friday (American/Reprise) 1242 1481 1444 1462 57/0	1242	1481	1444	1462	57/0
			9	STABBING WESTWARD Shame (Columbia) 1183 1117 996 938 69/1	1183	1117	996	938	69/1
			10	SPONGE Wax Ecstatic (To Sell Angelina) (Columbia) 1174 1296 1397 1393 57/0	1174	1296	1397	1393	57/0
			11	HUNGER Vanishing Cream (Universal) 1165 1417 1506 1592 51/0	1165	1417	1506	1592	51/0
			12	METALLICA Ain't My Bitch (Elektra/EEG) 1116 1145 1172 1080 61/0	1116	1145	1172	1080	61/0
			13	SMASHING PUMPKINS Tonight, Tonight (Virgin) 1110 1345 1660 1838 53/0	1110	1345	1660	1838	53/0
			14	BETTER THAN EZRA King Of New Orleans (Swell/Elektra/EEG) 1081 1002 880 788 59/1	1081	1002	880	788	59/1
			15	I MOTHER EARTH One More Astronaut (Capitol) 1026 977 935 874 68/0	1026	977	935	874	68/0
			16	TOM PETTY & THE HEARTBREAKERS Walls (Warner Bros.) 1006 1058 1025 884 49/0	1006	1058	1025	884	49/0
			17	BUTTHOLE SURFERS Pepper (Capitol) 890 1132 1232 1320 54/0	890	1132	1232	1320	54/0
			18	NIXONS Wire (MCA) 886 907 991 926 56/1	886	907	991	926	56/1
			19	311 Down (Capricorn/Mercury) 866 757 605 492 60/1	866	757	605	492	60/1
			20	SEVEN MARY THREE My My (Mammoth/Atlantic) 832 781 709 638 59/4	832	781	709	638	59/4
			21	REACHAROUND Big Chair (Trauma/Interscope) 824 845 789 725 56/2	824	845	789	725	56/2
			22	WALLFLOWERS 6th Avenue Heartache (Interscope) 812 838 843 835 46/0	812	838	843	835	46/0
			23	PRIMITIVE RADIO GODS Standing Outside... (Ergo/Columbia) 684 813 834 899 33/1	684	813	834	899	33/1
			24	BLUES TRAVELER But Anyway (A&M) 638 643 642 603 36/1	638	643	642	603	36/1
			25	VERVE PIPE Cup Of Tea (RCA) 594 519 470 341 46/2	594	519	470	341	46/2
			26	DAVE MATTHEWS BAND So Much To Say (RCA) 586 597 566 539 32/0	586	597	566	539	32/0
			27	SOUNDGARDEN Pretty Noose (A&M) 581 745 893 1063 37/0	581	745	893	1063	37/0
			28	FILTER Jurassitol (Hollywood) 569 530 486 437 51/1	569	530	486	437	51/1
			29	NEUROTIC OUTSIDERS Jerk (Maverick/WB) 554 339 77 — 52/4	554	339	77	—	52/4
			30	SEMISONIC If I Run (MCA) 551 504 480 401 39/1	551	504	480	401	39/1
			31	GARBAGE Stupid Girl (Almo Sounds/Geffen) 547 556 523 514 28/1	547	556	523	514	28/1
			32	R.E.M. E-Bow The Letter (Warner Bros.) 540 — — — 46/46	540	—	—	—	46/46
			33	WHITE ZOMBIE I'm Your Boogie Man (Hollywood/Geffen) 532 494 406 232 51/7	532	494	406	232	51/7
			34	TRACY BONHAM The One (Island) 519 364 254 70 35/2	519	364	254	70	35/2
			35	ALICE IN CHAINS Again (Columbia) 511 561 588 638 27/0	511	561	588	638	27/0
			36	GOO GOO DOLLS Long Way Down (Metal Blade/WB) 505 709 949 1177 30/0	505	709	949	1177	30/0
			37	LOCAL H Bound For The Floor (Island) 496 392 282 155 45/5	496	392	282	155	45/5
			38	HAZIES Skin & Bones (EMI) 477 761 1009 1143 33/0	477	761	1009	1143	33/0
			39	JOHN MELLENCAMP Key West Intermezzo (I Saw...) (Mercury) 404 374 270 119 20/0	404	374	270	119	20/0
			40	NADA SURF Popular (Elektra/EEG) 399 384 416 348 30/0	399	384	416	348	30/0
			41	EXPANDING MAN Download (I Will) (Work/Columbia) 351 249 53 40 38/10	351	249	53	40	38/10
			42	GRAVITY KILLS Blame (Lava/Atlantic/TVT) 331 316 291 234 34/1	331	316	291	234	34/1
			43	REFRESHMENTS Down Together (Mercury) 301 230 64 35 22/3	301	230	64	35	22/3
			44	ZAKK WYLDE Between Heaven And Hell (DGC/Geffen) 296 485 495 532 21/0	296	485	495	532	21/0
			45	GRAVITY KILLS Guilty (TVT) 291 300 354 371 18/0	291	300	354	371	18/0
			46	EVERCLEAR You Make Me Feel Like A Whore (Capitol) 280 261 191 185 26/3	280	261	191	185	26/3
			47	EELS Novocaine For The Soul (DreamWorks/Geffen) 274 236 171 95 22/2	274	236	171	95	22/2
			48	TYPE O NEGATIVE My Girlfriend's Girlfriend (Roadrunner) 273 186 78 — 31/2	273	186	78	—	31/2
			49	ERIC JOHNSON Pavilion (Capitol) 271 211 53 — 21/3	271	211	53	—	21/3
			50	WHY STORE Lack Of Water (Way Cool Music/MCA) 259 360 392 442 19/0	259	360	392	442	19/0

This chart reflects airplay from August 12-18. Songs ranked by total plays. Highlighted songs indicate Breaker. 74 Active Rock reporters. 74 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1996, R&R Inc.

BREAKERS®

No Songs Qualified For Breaker Status This Week

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
RUSH Test For Echo (Atlantic) 52	52
R.E.M. E-Bow The Letter (Warner Bros.) 46	46
PEARL JAM Hail, Hail (Epic) 23	23
PEARL JAM Red Mosquito (Epic) 15	15
CHALK FARM Lie On Lie (Columbia) 12	12
SMASHING PUMPKINS Muzzle (Virgin) 12	12
PEARL JAM Smile (Epic) 11	11
EXPANDING MAN Download (I Will) (Work/Columbia) 10	10
PEARL JAM Habit (Epic) 8	8
PEARL JAM In My Tree (Epic) 7	7
WHITE ZOMBIE I'm Your Boogie Man (Hollywood/Geffen) 7	7



MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
R.E.M. E-Bow The Letter (Warner Bros.) +540	+540
NEUROTIC OUTSIDERS Jerk (Maverick/WB) +215	+215
ALICE IN CHAINS Over Now (Columbia) +198	+198
TRACY BONHAM The One (Island) +155	+155
RUSH Test For Echo (Atlantic) +138	+138
SMASHING PUMPKINS Muzzle (Virgin) +125	+125
IMPERIAL DRAG Spyder (Work) +110	+110
311 Down (Capricorn/Mercury) +109	+109
LIFTER Headshot (Interscope) +108	+108
SHERYL CROW If It Makes You Happy (A&M) +104	+104
LOCAL H Bound For The Floor (Island) +104	+104

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
DISHWALLA Counting Blue Cars (A&M)
BUSH Machinehead (Trauma/Interscope)
COLLECTIVE SOUL Where The River Flows (Atlantic)
EVERCLEAR Santa Monica (Watch The World Die) (Capitol)
SEVEN MARY THREE Cumbersome (Mammoth/Atlantic)
SPACEHOG In The Meantime (HiFi/Sire/EEG)
STABBING WESTWARD What Do I Have To Do? (Columbia)
GREEN DAY Brain Stew (Reprise)
NIXONS Sister (MCA)
VAN HALEN Humans Being (Warner Sunset/WB)

Breakers: Songs registering 600 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.

Songs ranked by total plays.

NEW & ACTIVE

SUGARPOON Like Shine (MCA)
Total Plays: 257, Total Stations: 19, Adds: 2

POE Angry Johnny (Modern/Atlantic)
Total Plays: 249, Total Stations: 16, Adds: 3

BECK Where It's At (DGC/Geffen)
Total Plays: 243, Total Stations: 14, Adds: 0

PEARL JAM Habit (Epic)
Total Plays: 212, Total Stations: 20, Adds: 8

NO DDUBT Spiderwebs (Trauma/Interscope)
Total Plays: 209, Total Stations: 11, Adds: 2

IMPERIAL DRAG Spyder (Work)
Total Plays: 199, Total Stations: 20, Adds: 2

LIFTER Headshot (Interscope)
Total Plays: 172, Total Stations: 24, Adds: 5

NICKELBAG Love Song (Iguana)
Total Plays: 154, Total Stations: 12, Adds: 1

SMASHING PUMPKINS Muzzle (Virgin)
Total Plays: 141, Total Stations: 21, Adds: 12

RUSH Test For Echo (Atlantic)
Total Plays: 138, Total Stations: 52, Adds: 52

THE CONNELLS

The new album *Weird Food & Devastation*
The new single "Fifth Fret"

US tour beginning in September.

Contact: Sudi Gaasche • Phone: 212-979-6410 • Fax: 212-979-8375 sudi@tvrecords.com

NEW THIS WEEK:

WZAT WBXQ WHMH WKZQ
KEYJ WDRE WROX WRAX

ALREADY ON:

KZBB WQKK WCPR WSTZ
WSFM KFMX WTFX WZRH
WHTG WBRU WJSE WDST
WRXQ WEQX KACV WOXY



Stations and their adds listed alphabetically by market

ACTIVE ROCK

Table listing radio stations and their active rock programming details across various markets including Albany, Albuquerque, Allentown, Ann Arbor, Austin, Bakersfield, Baltimore, Boston, Buffalo, Charlotte, Chicago, Cincinnati, Cleveland, Columbia, Dallas, Denver, Detroit, Evansville, Fayetteville, Fort Myers, Fresno, Gainesville, Grand Rapids, Greensboro, Harrisburg, Houston, Indianapolis, Jacksonville, Kansas City, Knoxville, Lansing, Lincoln, Little Rock, Louisville, Madison, Miami, Milwaukee, Minneapolis, Modesto, Nashville, Newburgh, New Haven, New Orleans, New York, Norfolk, Oklahoma City, Omaha, Orlando, Panama City, Peoria, Phoenix, Portland, Raleigh, Richmond, Rochester, Sacramento, St. Louis, Springfield, Tampa, Toledo, Tulsa, Wichita, and Youngstown.

ROCK

Table listing radio stations and their rock programming details across various markets including Albany, Albuquerque, Allentown, Ann Arbor, Austin, Bakersfield, Baltimore, Boston, Buffalo, Charlotte, Chicago, Cincinnati, Cleveland, Columbia, Dallas, Denver, Detroit, Evansville, Fayetteville, Fort Myers, Fresno, Gainesville, Grand Rapids, Greensboro, Harrisburg, Houston, Indianapolis, Jacksonville, Kansas City, Knoxville, Lansing, Lincoln, Little Rock, Louisville, Madison, Miami, Milwaukee, Minneapolis, Modesto, Nashville, Newburgh, New Haven, New Orleans, New York, Norfolk, Oklahoma City, Omaha, Orlando, Panama City, Peoria, Phoenix, Portland, Raleigh, Richmond, Rochester, Sacramento, St. Louis, Springfield, Tampa, Toledo, Tulsa, Wichita, and Youngstown.

74 Total Reporters
74 Current Reporters
74 Current Playlists

85 Total Reporters
85 Current Reporters
84 Current Playlists
Did Not Report, Playlist Frozen (1):
WFYV/Jacksonville, FL

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	①	BLACK CROWES Good Friday (<i>American/Reprise</i>)	1828	1799	1846	1708	81/0
2	2	2	②	TOM PETTY & THE HEARTBREAKERS Walls (<i>Warner Bros.</i>)	1791	1763	1660	1470	79/0
24	8	7	③	JOHN MELLENCAMP Key West Intermezzo (I Saw...) (<i>Mercury</i>)	1417	1283	1173	549	75/0
17	7	6	④	PEARL JAM Who You Are (<i>Epic</i>)	1342	1295	1236	747	71/1
8	10	9	⑤	SOUNDGARDEN Burden In My Hand (<i>A&M</i>)	1321	1209	1076	1044	75/0
3	5	3	⑥	STONE TEMPLE PILOTS Trippin' On A Hole In... (<i>Atlantic</i>)	1299	1404	1396	1461	68/0
4	3	4	⑦	METALLICA Until It Sleeps (<i>Elektra/EEG</i>)	1298	1371	1492	1461	70/0
5	4	5	⑧	WALLFLOWERS 6th Avenue Heartache (<i>Interscope</i>)	1290	1336	1413	1361	72/1
6	6	8	⑨	SMASHING PUMPKINS Tonight, Tonight (<i>Virgin</i>)	1165	1266	1344	1320	64/0
20	15	12	⑩	TONIC Open Up Your Eyes (<i>Polydor/A&M</i>)	1025	968	876	705	76/0
19	19	14	⑪	DAVE MATTHEWS BAND So Much To Say (<i>RCA</i>)	1021	915	800	729	65/3
21	17	16	⑫	ALICE IN CHAINS Over Now (<i>Columbia</i>)	949	874	808	630	71/2
10	13	11	⑬	BLUES TRAVELER But Anyway (<i>A&M</i>)	913	977	909	954	63/0
7	9	10	⑭	DISHWALLA Counting Blue Cars (<i>A&M</i>)	867	983	1116	1270	66/0
9	11	15	⑮	WHY STORE Lack Of Water (<i>Way Cool Music/MCA</i>)	820	897	942	1005	60/0
12	12	13	⑯	HAZIES Skin & Bones (<i>EMI</i>)	788	929	916	894	57/0
36	28	22	⑰	BETTER THAN EZRA King Of New Orleans (<i>Swell/Elektra/EEG</i>)	756	599	470	343	65/3
16	16	17	⑱	ZAKK WYLDE Between Heaven And Hell (<i>DGC/Geffen</i>)	740	797	865	812	54/0
28	24	20	⑲	SCREAMING TREES All I Know (<i>Epic</i>)	702	636	544	491	58/4
11	14	19	20	GOO GOO DOLLS Long Way Down (<i>Metal Blade/WB</i>)	527	739	893	948	43/0
32	27	23	21	PRIMITIVE RADIO GODS Standing Outside... (<i>Ergo/Columbia</i>)	523	524	479	386	34/2
14	18	22	22	NEIL YOUNG & CRAZY HORSE Big Time (<i>Reprise</i>)	517	761	808	833	43/0
25	25	24	23	HUNGER Vanishing Cream (<i>Universal</i>)	509	522	517	500	40/0
15	20	21	24	HOOTIE & THE BLOWFISH Tucker's Town (<i>Atlantic</i>)	503	631	736	814	36/1
22	22	25	25	SPONGE Wax Ecstatic (To Sell Angelina) (<i>Columbia</i>)	454	521	596	577	40/1
38	34	29	26	SEVEN MARY THREE My My (<i>Mammoth/Atlantic</i>)	428	392	355	309	43/3
18	23	26	27	REFRESHMENTS Banditos (<i>Mercury</i>)	413	493	585	743	33/0
—	—	41	28	ERIC JOHNSON Pavilion (<i>Capitol</i>)	398	288	48	—	43/8
DEBUT	—	—	29	R.E.M. E-Bow The Letter (<i>Warner Bros.</i>)	368	—	—	—	59/59
42	40	39	30	DEEP PURPLE Vavoom: Ted The Mechanic (<i>CMC International</i>)	360	299	298	284	26/0
39	36	32	31	METALLICA Ain't My Bitch (<i>Elektra/EEG</i>)	355	363	338	299	48/0
44	41	40	32	BUTTHOLE SURFERS Pepper (<i>Capitol</i>)	341	299	283	269	24/0
30	31	35	33	BUSH Machinehead (<i>Trauma/Interscope</i>)	340	322	388	458	34/0
45	39	33	34	MELISSA ETHERIDGE Nowhere To Go (<i>Island</i>)	338	345	308	243	30/1
43	38	38	35	STABBING WESTWARD Shame (<i>Columbia</i>)	336	301	310	272	38/2
13	21	27	36	KENNY WAYNE SHEPHERD Aberdeen (<i>Revolution</i>)	330	453	698	852	28/0
23	26	28	37	SOUNDGARDEN Pretty Noose (<i>A&M</i>)	324	411	503	561	24/0
35	35	37	38	NIXONS Wire (<i>MCA</i>)	312	314	346	364	34/0
—	45	42	39	STORYVILLE Good Day For The Blues (<i>Code Blue/Atlantic</i>)	305	260	234	183	30/2
29	32	36	40	VAN HALEN Humans Being (<i>Warner Sunset/WB</i>)	301	320	378	478	34/0
26	29	31	41	ERIC CLAPTON Change The World (<i>Reprise</i>)	294	375	459	499	22/0
31	33	34	42	JARS OF CLAY Flood (<i>Silvertone</i>)	291	334	375	448	25/0
—	47	45	43	I MOTHER EARTH One More Astronaut (<i>Capitol</i>)	259	234	219	177	34/4
33	37	43	44	DAVE MATTHEWS BAND Too Much (<i>RCA</i>)	240	257	313	385	30/0
40	42	46	45	OASIS Champagne Supernova (<i>Epic</i>)	240	219	269	289	26/0
—	—	49	46	COREY STEVENS Blue Drops Of Rain (<i>Eureka/Discovery</i>)	239	191	130	67	26/4
49	44	44	47	DEF LEPPARD All I Want Is Everything (<i>Mercury</i>)	238	255	248	205	20/0
DEBUT	—	—	48	SHERYL CROW If It Makes You Happy (<i>A&M</i>)	230	7	—	—	27/8
—	48	47	49	VERVE PIPE Cup Of Tea (<i>RCA</i>)	226	208	218	171	29/4
DEBUT	—	—	50	SEMISONIC If I Run (<i>MCA</i>)	203	179	151	118	25/1

This chart reflects airplay from August 12-18. Songs ranked by total plays. Highlighted songs indicate Breaker. 85 Rock reporters. 84 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1996, R&R Inc.

NEW & ACTIVE

JEWEL Who Will Save Your Soul (*Atlantic*)
Total Plays: 181, Total Stations: 10, Adds: 0

ODDIE BROTHERS Slow Burn (*Legacy*)
Total Plays: 179, Total Stations: 15, Adds: 1

311 Down (*Capricorn/Mercury*)
Total Plays: 155, Total Stations: 17, Adds: 1

GARBAGE Stupid Girl (*Almo Sounds/Geffen*)
Total Plays: 142, Total Stations: 15, Adds: 0

RUSH Test For Echo (*Atlantic*)
Total Plays: 134, Total Stations: 72, Adds: 72

EXPANDING MAN Download (I Will) (*Work/Columbia*)
Total Plays: 132, Total Stations: 21, Adds: 8

GATHERING FIELD Lost In America (*Atlantic*)
Total Plays: 118, Total Stations: 14, Adds: 1

FILTER Jurassitol (*Hollywood*)
Total Plays: 112, Total Stations: 17, Adds: 2

METALLICA King Nothing (*Elektra/EEG*)
Total Plays: 108, Total Stations: 7, Adds: 0

REFRESHMENTS Down Together (*Mercury*)
Total Plays: 107, Total Stations: 19, Adds: 5

Songs ranked by total plays.

BREAKERS®

No Songs Qualified For Breaker Status This Week

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
RUSH Test For Echo (<i>Atlantic</i>)	72
R.E.M. E-Bow The Letter (<i>Warner Bros.</i>)	59
CHALK FARM Lie On Lie (<i>Columbia</i>)	22
PEARL JAM Red Mosquito (<i>Epic</i>)	13
PEARL JAM Hail, Hail (<i>Epic</i>)	12
PEARL JAM Smile (<i>Epic</i>)	9
SHERYL CROW If It Makes You Happy (<i>A&M</i>)	8
EXPANDING MAN Download (I Will) (<i>Work/Columbia</i>)	8
ERIC JOHNSON Pavilion (<i>Capitol</i>)	8
PEARL JAM Mankind (<i>Epic</i>)	5
REFRESHMENTS Down Together (<i>Mercury</i>)	5
WHITE ZOMBIE I'm Your Boogie Man (<i>Hollywood/Geffen</i>)	5

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
R.E.M. E-Bow The Letter (<i>Warner Bros.</i>)	+368
SHERYL CROW If It Makes You Happy (<i>A&M</i>)	+223
BETTER THAN EZRA King Of New Orleans (<i>Swell/Elektra/EEG</i>)	+157
JOHN MELLENCAMP Key West Intermezzo... (<i>Mercury</i>)	+134
RUSH Test For Echo (<i>Atlantic</i>)	+134
SOUNDGARDEN Burden In My Hand (<i>A&M</i>)	+112
ERIC JOHNSON Pavilion (<i>Capitol</i>)	+110
DAVE MATTHEWS BAND So Much To Say (<i>RCA</i>)	+106
EXPANDING MAN Download (I Will) (<i>Work/Columbia</i>)	+87
ALICE IN CHAINS Over Now (<i>Columbia</i>)	+75

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
SPACEHOG In The Meantime (<i>HiFi/Sire/EEG</i>)
EVERCLEAR Santa Monica (Watch The World Die) (<i>Capitol</i>)
COLLECTIVE SOUL Where The River Flows (<i>Atlantic</i>)
NIXONS Sister (<i>MCA</i>)
SEVEN MARY THREE Cumbersome (<i>Mammoth/Atlantic</i>)
COLLECTIVE SOUL The World I Know (<i>Atlantic</i>)
ALICE IN CHAINS Heaven Beside You (<i>Columbia</i>)
GOO GOO DOLLS Name (<i>Metal Blade/WB</i>)
BADLEES Angeline Is Coming Home (<i>Polydor/A&M</i>)
STONE TEMPLE PILOTS Big Bang Baby (<i>Atlantic</i>)

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.

chalk farm



"Lie On Lie"

#3 Most Added at Rock
#5 Most Added at Active Rock

COLUMBIA

chalk farm

After first week, on over 80 rock and alternative stations including:

KQRZ	DC101	KILO	KLOS	KSJO	WBZX
WNEW	KSHE	KYYS	WBAB	KQRS	WDVE
WHFS	WLUM	Y107	X107	KDKB	KLBJ

ROCK PLAYLISTS

August 23, 1996 R&R • 79

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

MARKET #1
WNEW/New York
(212) 489-1027
Young/Winstow

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
27	26	27	28	29	BLACK CROWES/Good Friday
20	22	27	28	29	PEARL JAM/Who You Are
-	-	27	28	29	R.E.M./E-Bow The Letter
23	25	29	27	28	WALL FLOWERS/6th Avenue Heartache
25	28	26	27	28	DAVE MATTHEWS BAND/So Much To Say
24	25	26	27	28	NEIL YOUNG.../Big Time
25	27	27	28	29	TOM PETTY & HB/Walls
13	20	27	28	29	JOHN MELLENCAMP/Key West...
17	17	17	17	17	WHY STORE/Lack Of Water
16	17	17	17	17	GOO GOO DOLLS/Long Way Down
16	17	17	17	17	ALICE IN CHAINS/Over Now
17	17	17	17	17	DISHWALL/Counting Blue Cars
16	17	17	17	17	PETE DROGE/Find A Door
16	17	17	17	17	KENNY WAYNE SHEPHERD/Aberdeen
14	17	17	17	17	ZACK WYLD/Between Heaven...
15	17	17	17	17	SMASHING PUMPKINS/Tonight... Tonight
8	13	12	11	10	MELISSA ETHERIDGE/Nowhere To Go
11	12	11	10	9	METALLICA/Until It Sleeps
11	12	11	10	9	SOUNDGARDEN/Burden In My Hand
13	11	10	9	8	BRIAN SETZER ORCH./Rumble In Brighton
-	-	-	-	-	HAZIES/Skin & Bones
-	-	-	-	-	TRACYP/Chapman/Give Me One Reason
-	-	-	-	-	HAZIES/Skin & Bones
-	-	-	-	-	JOHN MELLENCAMP/Key West...
-	-	-	-	-	SHERRY CROW/It Makes You...
-	-	-	-	-	PEARL JAM/Hail, Hail
-	-	-	-	-	STONE TEMPLE PILOTS/Triffin' On A Hole...
-	-	-	-	-	RUSH/Test For Echo
-	-	-	-	-	CHALK FARM/Lie On Lie
-	-	-	-	-	I MOTHER EARTH/One More Astronaut
-	-	-	-	-	SMASHING PUMPKINS/Tonight... Tonight
-	-	-	-	-	TOM PETTY & HB/Change The Locks

MARKET #12
WKLS/Atlanta
(404) 325-0960
Hughes/Keppie

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
24	30	30	34	34	METALLICA/Until It Sleeps
20	17	17	17	17	SOUNDGARDEN/Burden In My Hand
28	28	28	31	31	STONE TEMPLE PILOTS/Triffin' On A Hole...
27	28	28	28	28	NIXONS/Sister
29	27	27	27	27	COLLECTIVE SOUL/Where The River...
15	19	19	19	19	HAZIES/Skin & Bones
18	16	16	16	16	SCREAMING TREES/All I Know
15	16	16	16	16	REFRESHMENTS/Banditos
28	29	29	29	29	BLACK CROWES/Good Friday
-	-	-	-	-	PEARL JAM/Who You Are
13	14	14	14	14	BUSH/Machinehead
-	-	-	-	-	TONIC/Open Up Your Eyes
12	13	13	13	13	ALICE IN CHAINS/Over Now
14	12	12	12	12	TOM PETTY & HB/Walls
-	-	-	-	-	R.E.M./E-Bow The Letter
-	-	-	-	-	HUNGER/Vanishing Cream
8	8	8	8	8	JAMES HALL/Wings
10	9	9	9	9	SEVEN MARY THREE/My My
4	2	2	2	2	METALLICA/King Nothing
6	9	9	9	9	SPONGE/Wax Ecstatic (To...)
13	15	15	15	15	WALL FLOWERS/6th Avenue Heartache
5	4	4	4	4	METALLICA/Ain't My Bitch
8	6	6	6	6	DEF LEPPARD/Work It Out
-	-	-	-	-	PEARL JAM/Red Mosquito
-	-	-	-	-	PEARL JAM/Hail, Hail
-	-	-	-	-	STABBING WESTWARD/Shame
5	6	6	6	6	SMASHING PUMPKINS/Tonight... Tonight
8	9	9	9	9	SEVEN MARY THREE/Devil Boy
-	-	-	-	-	JOHN MELLENCAMP/Key West...
8	8	8	8	8	NEIL YOUNG.../Big Time

MARKET #14
WBAB/Long Island
(516) 587-1023
Levine/Tortora

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
24	19	19	24	24	JOHN MELLENCAMP/Key West...
25	26	26	26	26	DISHWALL/Counting Blue Cars
20	25	25	25	25	HOOIE & BLOWFISH/Tucker's Town
15	17	17	17	17	TOM PETTY & HB/Walls
25	24	24	24	24	ERIC JOHNSON/Pavilion
17	20	20	20	20	WALL FLOWERS/6th Avenue Heartache
11	12	12	12	12	JARS OF CLAY/Flood
21	20	21	21	21	BLACK CROWES/Good Friday
5	-	-	-	-	WHY STORE/Lack Of Water
14	14	14	14	14	NEIL YOUNG.../Big Time
12	10	10	10	10	METALLICA/Until It Sleeps
13	8	10	13	13	BLUES TRAVELER/But Anyway
-	-	-	-	-	ALANIS MORISSETTE/Head Over Feet
-	-	-	-	-	R.E.M./E-Bow The Letter
18	27	23	11	11	NATALIE MERCHANT/Jalousy
19	17	17	17	17	PEARL JAM/Who You Are
28	27	20	10	10	ALANIS MORISSETTE/You Learn
19	17	17	17	17	BADLEES/Angeline Is...
13	7	7	10	10	SOUNDGARDEN/Burden In My Hand
6	6	5	7	7	STORYVILLE/Good Day For...
29	5	8	7	7	KENNY WAYNE SHEPHERD/Born With A Broken...
-	-	-	-	-	KENNY WAYNE SHEPHERD/Aberdeen
-	-	-	-	-	TOM PETTY & HB/Change That Hill
5	5	5	5	5	DEF LEPPARD/All I Want Is...
6	5	5	5	5	MELISSA ETHERIDGE/Nowhere To Go
-	-	-	-	-	PETER WOLF/Romeo Is Dead
-	-	-	-	-	TOM PETTY & HB/Hope You Never
-	-	-	-	-	CHALK FARM/Lie On Lie
-	-	-	-	-	SEVEN MARY THREE/My My
-	-	-	-	-	PEARL JAM/Mankind
-	-	-	-	-	RUSH/Test For Echo

MARKET #14
WRON/Long Island
(516) 423-6740
Thompson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
21	19	20	29	29	SOUNDGARDEN/Burden In My Hand
28	29	29	29	29	STONE TEMPLE PILOTS/Triffin' On A Hole
20	27	29	29	29	TOM PETTY & HB/Walls
18	18	25	28	28	ZACK WYLD/Between Heaven
20	18	18	26	26	ALICE IN CHAINS/Over Now
22	20	22	22	22	BLACK CROWES/Good Friday
-	-	-	-	-	BETTER THAN EZRA/King Of New Orleans
11	19	22	21	21	HAZIES/Skin & Bones
18	19	20	20	20	WALL FLOWERS/6th Avenue Heartache
19	19	20	20	20	DEF LEPPARD/All I Want Is...
-	-	-	-	-	ERIC JOHNSON/Pavilion
-	-	-	-	-	JOHN MELLENCAMP/Key West...
-	-	-	-	-	EXPANDING MAN/Download (I Will)
-	-	-	-	-	BLUES TRAVELER/But Anyway
10	11	20	19	19	TONIC/Open Up Your Eyes
-	-	-	-	-	SMASHING PUMPKINS/Tonight... Tonight
19	19	19	19	19	SMASHING PUMPKINS/Tonight... Tonight
19	19	19	19	19	PEARL JAM/Who You Are
-	-	-	-	-	DAVE MATTHEWS BAND/So Much To Say
-	-	-	-	-	R.E.M./E-Bow The Letter
-	-	-	-	-	SPONGE/Wax Ecstatic (To...)
10	13	15	14	14	METALLICA/Until It Sleeps
25	30	28	14	14	METALLICA/Ain't My Bitch
11	11	11	12	12	HUNGER/Vanishing Cream
-	-	-	-	-	SUGARPOON/Like Shine
26	8	11	11	11	JARS OF CLAY/Flood
-	-	-	-	-	COREY STEVENS/Blue Drops Of Rain
10	11	10	10	10	METALLICA/Ain't My Bitch
19	20	11	10	10	SEVEN MARY THREE/My My
-	-	-	-	-	STABBING WESTWARD/Shame
9	9	8	10	10	SEVEN MARY THREE/Cumbersome

MARKET #19
WDVE/Pittsburgh
(412) 937-1441
Romano/Winter

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
25	17	25	27	27	DISHWALL/Counting Blue Cars
25	16	21	23	23	REFRESHMENTS/Banditos
13	8	18	23	23	WALL FLOWERS/6th Avenue Heartache
26	14	22	22	22	WHY STORE/Lack Of Water
26	21	25	22	22	KENNY WAYNE SHEPHERD/Born With A Broken...
26	21	25	22	22	JARS OF CLAY/Flood
21	14	20	21	21	ZACK WYLD/Between Heaven
19	15	18	21	21	BLACK CROWES/Good Friday
18	23	23	20	20	TOM PETTY & HB/Walls
19	23	20	20	20	CLARKS/Caroline
26	17	23	20	20	BADLEES/Angeline Is...
-	-	-	-	-	TOM PETTY & HB/Climb Thar Hill
6	5	10	17	17	GOO GOO DOLLS/Long Way Down
6	6	10	16	16	DAVE MATTHEWS BAND/So Much To Say
17	11	16	13	13	NIXONS/Sister
7	5	10	13	13	JOHN MELLENCAMP/Key West...
13	5	-	-	-	GOO GOO DOLLS/Flat Top
11	7	8	11	11	OZZY OSBOURNE/Just Want You
11	8	9	9	9	HAZIES/Skin & Bones
-	-	-	-	-	GATHERING FIELDS/Are You An Angel
8	5	7	8	8	HOOIE & BLOWFISH/Tucker's Town
6	4	7	8	8	CHALK FARM/Lie On Lie
9	5	6	6	6	METALLICA/Until It Sleeps
7	2	6	6	6	KENNY WAYNE SHEPHERD/Daja Voodoo
6	5	6	6	6	EVERCLEAR/Santa Monica
10	-	-	-	-	COLLECTIVE SOUL/The World I Know
6	5	6	6	6	NEOPONY/Where The Water Is...
5	2	5	6	6	GATHERING FIELDS/Lost In America
-	-	-	-	-	BLUES TRAVELER/Hook
-	-	-	-	-	ALICE IN CHAINS/Heaven Beside You

MARKET #20
KDKB/Phoenix
(602) 897-9300
Maranville/Peterson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
31	32	29	33	33	BLACK CROWES/Good Friday
30	31	30	32	32	HAZIES/Skin & Bones
10	29	33	33	33	JOHN MELLENCAMP/Key West...
6	12	25	31	31	WALL FLOWERS/6th Avenue Heartache
10	21	21	25	25	BETTER THAN EZRA/King Of New Orleans
9	20	21	25	25	REFRESHMENTS/Banditos
1	7	14	25	25	STORYVILLE/Good Day For...
-	-	-	-	-	JEWEL/Who Will Save...
19	25	31	23	23	TRACY CHAPMAN/Give Me One Reason
31	31	29	22	22	TOM PETTY & HB/Walls
7	17	18	19	19	TRAGICALLY HIP/Gift Shop
19	20	17	17	17	ALANIS MORISSETTE/Not The Doctor
3	7	12	12	12	BADLEES/Angeline Is...
8	9	8	8	8	JOHN MELLENCAMP/Key West...
7	10	8	8	8	SPACEDOG/In The Meantime
-	-	-	-	-	PETER GABRIEL/Have The Touch
6	6	8	7	7	DEEP PURPLE/Vavoom! Ted...
-	-	-	-	-	ERIC JOHNSON/Pavilion
-	-	-	-	-	J.J. CALE/Guitar Man
-	-	-	-	-	PRIMITIVE RADIO GODS/Standing Outside...
8	6	7	7	7	REFRESHMENTS/Down Together
3	10	6	7	7	STING/ Hung My Head
6	7	8	7	7	WHY STORE/Lack Of Water
5	19	13	7	7	NEIL YOUNG.../Big Time
8	7	8	7	7	ALANIS MORISSETTE/You Learn
8	8	7	7	7	COLLECTIVE SOUL/The World I Know
14	8	7	7	7	DAVE MATTHEWS BAND/Too Much
9	8	7	7	7	DISHWALL/Counting Blue Cars
7	9	7	7	7	DOG'S EYE VIEW/Everything Falls...
9	8	9	7	7	EVERCLEAR/Santa Monica

MARKET #25
WBBN/Cincinnati
(513) 621-9326
Hardin/Reinhart

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
25	37	40	40	40	ALICE IN CHAINS/Again
25	37	38	38	38	SOUNDGARDEN/Burden In My Hand
25	28	33	33	33	METALLICA/King Nothing
26	20	39	32	32	METALLICA/Until It Sleeps
23	30	19	27	27	SOUNDGARDEN/Blow Up...
19	22	24	24	24	SCREAMING TREES/All I Know
18	22	22	24	24	SPONGE/Wax Ecstatic (To...)
16	23	22	24	24	HUNGER/Vanishing Cream
16	22	21	23	23	TONIC/Open Up Your Eyes
7	16	23	23	23	REFRESHMENTS/Banditos
14	14	15	19	19	SEVEN MARY THREE/Devil Boy
12	19	12	17	17	METALLICA/Hero Of The Day
17	14	8	15	15	STONE TEMPLE PILOTS/Adhesive
15	14	15	15	15	PEARL JAM/Who You Are
15	15	17	15	15	SEVEN MARY THREE/My My
16	10	17	15	15	ALICE IN CHAINS/Over Now
-	-	-	-	-	SMASHING PUMPKINS/Tonight... Tonight
16	14	14	14	14	STONE TEMPLE PILOTS/Triffin' On A Hole...
2	8	6	12	12	STABBING WESTWARD/Shame
10	9	7	10	10	PANTERA/Suicide Note Pt. 1
-	-	-	-	-	BUSH/Testosterone
6	8	10	9	9	I MOTHER EARTH/One More Astronaut
8	8	8	8	8	DAVE MATTHEWS BAND/So Much To Say
6	8	8	8	8	VERVE PIPE/Cup Of Tea
-	-	-	-	-	EXPANDING MAN/Download (I Will)
-	-	-	-	-	WHITE ZOMBIE/I'm Your Boogie Man
-	-	-	-	-	NEUROTIK OUTSIDERS/Jerk
-	-	-	-	-	GRAVITY KILLS/Blame
-	-	-	-	-	METALLICA/Ain't My Bitch
6	5	5	5	5	FILTER/Jurassito!

MARKET #27
KCAL/Riverside
(909) 793-3554
Shaw/Matthews

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
22	21	22	22	22	VAN HALEN/Humans Being
21	21	21	21	21	STONE TEMPLE PILOTS/Triffin' On A Hole...
8	9	21	21	21	OZZY OSBOURNE/Just Want You
22	20	24	21	21	SCORPIONS/Wild Child
23	23	22	21	21	METALLICA/Until It Sleeps
10	8	17	20	20	AC/DC/Boogie Man
13	13	17	17	17	TOM PETTY & HB/Walls
9	14	14	14	14	PEARL JAM/Who You Are
12	12	11	11	11	SMASHING PUMPKINS/Tonight... Tonight
5	9	13	13	13	SEVEN MARY THREE/My My
11	15	12	13	13	GREAT WHITE/My World
14	21	15	12	12	GRAY HONEY/Wipe Out
-	-	-	-	-	ERIC JOHNSON/Pavilion
8	9	10	10	10	SOUNDGARDEN/Bur



SKY DANIELS

Music Directors: The Ultimate Promo People

□ During the music meeting, MDs become real 'closers'

Every week, in music meetings across the country, a "short stack" of releases have their relative merits espoused by music directors. It is the responsibility of the MD to call on his or her instincts, absorb as much supportive information as possible, and then articulate each record's place in the context of the station. The MD has to *sell* the value of the record to the PD, making the MD a de facto promotion person of sorts. In fact, whether they realize it or not, MDs become the ultimate *closers* in promoting a record's acceptance at their station.

Defining Stations 'Pure Sound'

KROQ/Los Angeles MD Lisa Worden comes to her position with bona fide promotional expertise, having worked in promotion at RCA prior to joining KROQ a year and a half ago. In that time she has felt her consciousness shift. "The record side of my mentality is taking a back seat to the programming side," she admits. "A lot of record reps appeal to my experience as a promotion person, looking for sympathy. I am empathetic to their position, but know I have to be ultimately responsible to the station's success. I now work on isolating a record for its pure sound. First and foremost, I listen for hit sounds, taking a record out of the context of label promotion, sales figures, and any other swaying information."

who knows us is aware that we like to 'discover' music at KROQ. There is a fine art to timing setup. Generally, coming in three months ahead isn't too early, although we can be *notorious* for changing gears. Overall, the earlier the better, though.

Lisa Worden

"Sometimes, if we're not sure, we'll spike a record. The problem is, with our profile, there's a good news/bad news scenario that develops — we may spike a record, the label hears it and starts to spread the news. If once we hear it on-air we don't like it, then the bad news is we end up *not* adding it."

Watch The 'Groundswell'

KROQ's monumental profile is a subject that Worden is ambivalent about. "I love the potential KROQ has in helping start a record to success. It's thrilling to watch us go on something like *Portishead* and then see a groundswell. I take that responsibility seriously. I have to work at not letting the notion of 'KROQ' fill my head. I want to keep my honest fan's enthusiasm alive and not become a jaded industry cynic."

"My personal tastes aren't always aligned with KROQ's anyway; I tend to gravitate toward the left. I love Brit pop, I get crazy for *Blur*. I also love club music. My finest personal hour at KROQ was our rave at Big Bear. Does that mean I come in and jam Kevin on *Meat Beat Manifesto*? No, but it does mean I keep my eye on those scenes to see what might develop and how we should use it."

Worden does admit to being capable of "jamming" Weatherly when necessary. She laughs, "I'm capable of holding my ground, shall we say. When we approach the meeting, I do it with a lot of zeal. I'm lucky, I work for someone with amazing ears. I also work with [APD] *Gene Sandbloom*, who I really respect. Sometimes, if I know Gene loves a record that I don't hear, I support him on it. I find myself most acting like a promotion person when there's a record that I don't essentially hear, but know has substantial facts to support it. I end up sell-

ing the record in the meeting, even though my gut instincts aren't there. That's when I feel like I'm back in promotion!"

Art Of 'Reasonable Reinforcement'

Mary Shuminas spends practically every waking hour gathering "information." As APD/MD at WKQX/Chicago, she starts each day "gathering the facts." "I dig deep into all kinds of information — be it Soundscan, charts, or research," she says. "There are a lot of ways to interpret the facts, so you have to really digest them to see what's there. I pull together a reasonable stack of records, and [PD] *Bill [Gamble]* and I review the stack casually at the end of each week."

Shuminas recognizes a potential for information overload. "We are given so much info from labels that we have to discern what's real. Recognizing 'real' records from good promotion jobs requires looking deeper at the facts. A record may have 15 sets of call letters and no real attendant action. There are some stations that we regard as having credible backgrounds in research and also have been known to be able to sell records. I pay a lot of attention to the results they produce. I draw the correlation between spins and sales. That's why I don't just review this information once, I look at it often to reinterpret it."

Recognizing 'real' records from good promotion jobs requires looking deeper at the facts.

—Mary Shuminas

Shuminas, though thorough with info, is still capable of letting her gut be her guide. "We know we can help a record by committing early to it. If a slot is open and we like a record, then we'll give it a shot. Some people are afraid to put an unknown entity on the air. How much does playing one record that stiffs kill you? If we do it too often, then yeah, we're in trouble. There are times when we put a record on for a certain reason and don't expect it to be a full-fledged national hit. Certain image-enhancing records aren't going to be mainstream hits. Sometimes you add a record for image and it surprises you. "*Geggy Tah* was a record I heard and it registered that way. *Bill* agreed, and we put it on as a shot. Well, in three weeks it went from No. 14 to No. 6 to No. 1 in requests!" Shuminas feels records like that are



LOVELINE 'JERKS' AROUND — As part of a national promotional swing, Maverick recording artists *Neurotic Outsiders'* *Duff McKagan* and *John Taylor* dispensed their advice on KROQ/L.A.-based "*Loveline*." Shown recovering from the phones are (l-r) *McKagan*, *Taylor*, and *Loveline's* *Adam Corolla* and *Dr. Drew Pinsky*.

essential to keep Q101, and Alternative radio, ahead of the curve. Finding the right records is always a process of trial and error anyway.

With that in mind, does Shuminas ever feel like she's "on trial" when in the music meeting? "Bill and I have a natural bond toward music. It's my job to fire his enthusiasm. I spend more time studying the music, though he constantly is throwing notions at me that he has detected on his own. I built a case for *311* that way. I kept updating *Bill* on their progress until

one day we knew it was time to add 'Down.' It's now selling phenomenally in this market.

"I don't feel I have to really promote or lobby *Bill* on records," she says. "We're usually timely and reasonable on most records, so I rarely feel a sense of frustration in getting the things I believe in on the air. The promotion people know where I stand, too. I believe you have to be up front so there are no misunderstandings later. I tell them my position — 'I'm actively supporting it; I'm neutral in the meeting and won't stand in its way; or I'll support the story you've built.' What I don't do is make hollow commitments; that only leads to undue pressure and frustration."

The Music's Cheerleader

Before *WHYT/Detroit* MD *Alex Tear* can begin to represent the music in a meeting, the label reps have to understand the station's musical needs. He relates, "I lay the groundwork with each rep, defining what our frame of interest is. Like any business the question becomes 'What do you want to stack the shelves with?' I become more efficient in doing my job by making them more specifically aware of our needs. [PD] *Garett Michaels* has a stated vision of what this station represents. I convey his vision to the label community. Once the parameters are established, it's my job to

sort through the potential records."

Tear feels that he is seeing a new, more relatable, less hard-sell approach in promotion these days. "Having come from Top 40, I can tell you the Alternative reps are more relatable, less hype-driven than Top 40 reps. Pop reps come off like some promotional machine; here the Alternative reps try to be authentic."

As Tear heads into the music meeting, he feels a strong responsibility to maintain his own credibility with Michaels. "I can't hype *Garett* on something to do a label rep a favor. If I'm wrong on a call and lose *Garett's* trust, then how can he distinguish when I'm just crying wolf? I constantly know the line of authen-

When I walk in that music meeting I become the cheerleader for records. I want them to win.

—Alex Tear

ticity when I approach *Garett* with the records. He trusts me, for that reason, when I do stake a claim on a record. He believed me when I told him we had to add the *Wallflowers*, and now it's coming home. That trust is monumental."

Tear is more disappointed when a record is added and doesn't come home than when a record isn't added at all. "Nothing is more deflating than really believing in a record and it never materializes. I thought *Jeff Buckley's* 'Last Goodbye' was going to be huge, and it never made it. Watching a record fail to establish that growth level is disheartening. I know the label reps get frustrated, too. I try to tell them not to take the 'slot game' personally. We don't add records based solely on the people behind them. I've worked in Michigan for 10 years, I have a deep-seated commitment to the locals. I take their jobs and needs very seriously. When I walk in that music meeting I become the cheerleader for records. I want them to win."

Stations and their adds listed alphabetically by market

WEQX/Albany, NY PD: Ian Harrison APD/MD: Marc Alghini 14 R.E.M. "Letter" MAINC STREET "Design" CURE "Strange" LOCAL H "Bound" PLUTO "Happy"	KQXR/Boise, ID PD: Dan McColly MD: Tim Johnstone 47 R.E.M. "Letter" CATHERINE WHEEL "Head" MUZZLE "Bore"	KTCL/Denver, CO PD: John Hayes 12 PRIMITIVE RADIO GOOS "Standing" 5 ASH "Goldfinger" 5 CAROIGANS "Lovetrot" 5 OCEAN COLOUR SCENE "Bad" 5 R.E.M. "Letter" 5 SCHLEPROCK "Suburba"	WVOX/Lansing, MI PD: Mike Childs MD: Chris Brunt 38 SOUNDGARDEN "Pretty" 18 R.E.M. "Letter" 5 PEARL JAM "Hail" 5 R.E.M. "Letter" 5 PEARL JAM "Mosquito" 5 SMASHING PUMPKINS "Muzzle" 2 SUBLIME "What"	WRLG/Nashville, TN OM: John Lenac PD: Julie Forman MD: Kevin Kline 43 R.E.M. "Letter" BECK "Devis" SUPER DELUXE "Famous" GEGGY TAH "Whoever" SCHLEPROCK "Suburba"	WBRU/Providence, RI PD: Tim Schiavelli MD: Matt Maloney 35 R.E.M. "Letter" 1 WHITE ZOMBIE "Boogie" 3 MUZZLE "Bore" MANIC STREET "Design"	KJEE/Santa Barbara, CA GM/MD: Eddie Gutierrez MD: Deanne Saffron 13 NEFF HERDER "Van" 10 R.E.M. "Letter" 9 RAGE AGAINST "People" 2 ASH "Goldfinger"
WQBK/Albany, NY DM/MD: Dan Binder MD: Kelly McNamara 10 R.E.M. "Letter" PEARL JAM "Smile" GOLDFINGER "Mable" FUN LOVIN' CRIMINALS "	WEDG/Bufalo, NY MD: Rich Wall 18 R.E.M. "Letter" 5 PEARL JAM "Hail" 5 PEARL JAM "Sometimes" TRACY BONHAM "One" VERVE PIPE "Tea" EELS "Novocaine" MOE "Sends"	KKDM/Des Moines, IA PD: J. Michael McKay MD: Sophia John 17 R.E.M. "Letter" ALANIS MORISSETTE "Head" FUN LOVIN' CRIMINALS " HEADCRASH "Satanhouse" LEAH ANDREONE "Alright" REFRESHMENTS "Together"	KEDG/Las Vegas, NV PD: John Griffin MD: Freddy Snakeskin 18 R.E.M. "Letter" WALLFLOWERS "Heartache"	WZRH/New Orleans, LA PD: Jack Snyder MD: Darren Gauthier 17 ALICE IN CHAINS "Over" SHERYL CROW "Happy" TONIC "Eyes" MANIC STREET "Design" SMASHING PUMPKINS "Muzzle"	WOGO/Providence, RI PD/MD: Brent Peterson 19 R.E.M. "Letter" 3 PEARL JAM "Hail" 3 PEARL JAM "Smile" 2 PEARL JAM "Smile" TRACY BONHAM "One"	KNOO/Seattle, WA PD: Rick Lambert MD: Marco Collins 28 SMASHING PUMPKINS "Muzzle" 21 R.E.M. "Letter" 18 NEUROTIC OUTSIDERS "Jerk" 14 STABBING WESTWARD "Shame" 13 SHERYL CROW "Happy"
KTEG/Albuquerque, NM PD: Sandy Horowitz MD: Mark Copeland 49 R.E.M. "Letter" SMASHING PUMPKINS "Muzzle" STABBING WESTWARD "Shame" SUPER 8 "Natural" FILTER "Jurassitol"	WPGU/Champaign, IL PD: Ben Ponzio MD: Jacent Jackson 29 R.E.M. "Letter" EVERCLEAR "Who're" VERVE PIPE "Tea"	CIMX/Detroit, MI Program Mgr: Murray Brookshaw PD/MD: Vince Cannova 10 R.E.M. "Letter" 8 SHERYL CROW "Happy" 5 SANOBOX "Carpus" 2 EELS "Novocaine"	KXTE/Las Vegas, NV MD: Chris Ripley 4 FILTER "Jurassitol" 1 R.E.M. "Letter" PEARL JAM "Hail" PEARL JAM "Mosquito"	WXRK/New York, NY APD/MD: Alexa Tobin 12 PEARL JAM "Hail" 12 PEARL JAM "Smile" 6 R.E.M. "Letter" REPUBLICA "Ready" SHERYL CROW "Happy" SOCIAL DISTORTION "Wrong"	KORR/Quad Cities, IA PD: Steve Gummer WILD COLONIALS "Charm" SEBADOH "Ocean" R.E.M. "Letter" SHERYL CROW "Happy"	WHMP/Springfield, MA PD: Adam Wright MD: Nick Danjer 11 R.E.M. "Letter" PEARL JAM "Hail" SHERYL CROW "Happy" NEUROTIC OUTSIDERS "Jerk" WALLFLOWERS "Heartache"
WNNX/Atlanta, GA PD: Brian Phillips APD: Leslie Fram MD: Sean Demery 29 R.E.M. "Letter" 14 LOCAL H "Bound" 13 RAGE AGAINST "Famous" 12 SHERYL CROW "Happy" GOLDFINGER "Mable" REFRESHMENTS "Together"	WEND/Charlotte, NC PD: Jack Daniel MD: Kim Monroe 20 R.E.M. "Letter" 5 HOLE "Gold" WALLFLOWERS "Heartache" CHALK FARM "Lie" PEARL JAM "Mosquito" PEARL JAM "Hail" PEARL JAM "Mankind"	WHYT/Detroit, MI PD: Garrett Michaels MD: Alex Teat 26 R.E.M. "Letter" ALANIS MORISSETTE "Head"	WXXZ/Lexington, KY MD: Dennis Dillon MD: Tony Dodin 34 R.E.M. "Letter" 18 SHERYL CROW "Happy" 12 HOOIE & BLOWFISH "Town" 14 HOLE "Gold" TORI AMOS "Jupiter" GRAVITY KILLS "Blame"	WROX/Norfolk, VA PD: Perry Stone APD/MD: Al Mitchell 9 R.E.M. "Letter" SEBADOH "Ocean" CONNELLS "Fret" YUM YUM "Aparay" WHITE ZOMBIE "Boogie" JANIS JOPLIN "Comfreak" FUN LOVIN' CRIMINALS "Scooby"	WBZU/Richmond, VA PD: J.J. Quest MD: Mike Scott 17 R.E.M. "Letter" 10 BECK "Devis" 1 PEARL JAM "Smile" 1 PEARL JAM "Mosquito" 1 SEBADOH "Ocean"	KTOZ/Springfield, MO MD: Julie Bahre 6 R.E.M. "Letter" MANIC STREET "Design"
WJSE/Atlantic City, NJ DM/MD: Dave King OCEAN COLOUR SCENE "Bad" R.E.M. "Letter" LEAH ANDREONE "Alright" ALANIS MORISSETTE "Head" MEAT BEAT MANIFESTO "Asbestos" SEBADOH "Ocean" HOODOO GURUS "Dear"	WKQX/Chicago, IL PD: Bill Gamble APD/MD: Mary Shuminas 24 R.E.M. "Letter" PEARL JAM "Hail" GARBARGE "Vow"	KFRF/Fresno, CA PD: Don O'Neal 12 R.E.M. "Letter" EELS "Novocaine"	WXXZ/Lexington, KY MD: Dennis Dillon MD: Tony Dodin 34 R.E.M. "Letter" 18 SHERYL CROW "Happy" 12 HOOIE & BLOWFISH "Town" 14 HOLE "Gold" TORI AMOS "Jupiter" GRAVITY KILLS "Blame"	WGDE/Omaha, NE PD: Lynn Barstow MD: John Stewart 19 R.E.M. "Letter" 13 PEARL JAM "Hail" SEVEN MARY THREE "My"	WBZU/Richmond, VA PD: J.J. Quest MD: Mike Scott 17 R.E.M. "Letter" 10 BECK "Devis" 1 PEARL JAM "Smile" 1 PEARL JAM "Mosquito" 1 SEBADOH "Ocean"	WKRL/Syracuse, NY MD: Mimi Griscow R.E.M. "Letter" TRAGICAL HIP "Gift"
WCHZ/Augusta, GA DM/MD: Eric Hall MD: Todd Haller R.E.M. "Letter" HOWLIN' MAGGIE "Slut" MAINC STREET "Design"	WAQZ/Cincinnati, OH PD/MD: Matthew Harris APD: Sterling Schiessler 35 R.E.M. "Letter" 9 SHERYL CROW "Happy" MEAT BEAT MANIFESTO "Asbestos"	KFRR/Fresno, CA PD: Don O'Neal 12 R.E.M. "Letter" EELS "Novocaine"	WXXZ/Lexington, KY MD: Dennis Dillon MD: Tony Dodin 34 R.E.M. "Letter" 18 SHERYL CROW "Happy" 12 HOOIE & BLOWFISH "Town" 14 HOLE "Gold" TORI AMOS "Jupiter" GRAVITY KILLS "Blame"	WOWW/Pensacola, FL DM/MD: Joel Sampson MD: Alexander 15 R.E.M. "Letter" 8 WHITE ZOMBIE "Boogie" 7 SHERYL CROW "Happy" SUPER DELUXE "Famous" ALICE IN CHAINS "Over" OCEAN COLOUR SCENE "Bad" MANIC STREET "Design" TRACY CHAPMAN "Beginning"	WVNE/Rochester, NY PD/MD: Erick Anderson 5 R.E.M. "Letter"	WWSR/Tallahassee, FL PD: Rick Schmidt APD: Evan Delaney MD: Chaz 43 R.E.M. "Letter" 8 ALANIS MORISSETTE "Head" 4 TONIC "Eyes"
KNNC/Austin, TX APD: Kim Soliz MD: Andy Meadors 13 R.E.M. "Letter" 11 CURE "Strange" 3 MUZZLE "Bore" HOWLIN' MAGGIE "Slut" CAKE "Distance" FILTER "Jurassitol"	WOXY/Cincinnati, OH PD: Dave Tellmann MD: Dorsie Fyffe 15 OVER THE RHINE "Gospel" 8 WALLFLOWERS "Heartache" 4 JACKOPIERCE "Trials" 3 R.E.M. "Letter" 3 ROBYN HITCHCOCK "Right" 2 WHITE ZOMBIE "Boogie" 2 GEGGY TAH "Whoever" 2 OCEAN COLOUR SCENE "Bad" 2 SOUNDHIMM "Satter" 2 WOODSHAKE "Craves" 2 REVEREND HORTON HEAT "Pray" 1 THROWING MUSES "Ruthies" 1 SUZANNE VEGA "Tina"	WEJE/Ft. Wayne, IN PD: Sean Smyth MD: Weasel 31 R.E.M. "Letter" PEARL JAM "Hail" PEARL JAM "Mosquito" TONIC "Eyes"	WWRQ/Memphis, TN MD: Tony Williams MD: Dianna Gee 10 R.E.M. "Letter" 3 RAGE AGAINST "People" OCEAN COLOUR SCENE "Bad" FUN LOVIN' CRIMINALS " JACKOPIERCE "Trials"	WZDR/Philadelphia, PA OM: Jim McGuinn 34 R.E.M. "Letter" PEARL JAM "Hail" PEARL JAM "Smile" PEARL JAM "Habit" CONNELLS "Fret" SOUL COUGHING "Soundtrack"	WVNE/Rochester, NY PD/MD: Erick Anderson 5 R.E.M. "Letter"	KFMA/Tucson, AZ PD: Suzie Dunn 10 R.E.M. "Letter"
KROX/Austin, TX PD: Sara Trexler APD/MD: Lloyd Houtt 14 SEBADOH "Ocean" 13 SHERYL CROW "Happy" 11 NEUROTIC OUTSIDERS "Jerk" 7 R.E.M. "Letter" 7 SUBLIME "What" 4 JACKOPIERCE "Trials" 4 SUPER DELUXE "Famous"	WENZ/Cleveland, OH PD: Bob Neumann MD: Sean Robertson 18 R.E.M. "Letter" TRACY BONHAM "One" WALLFLOWERS "Heartache" SEBADOH "Ocean" EVERCLEAR "Who're"	WMAD/Madison, WI PD: Pat Frawley APD/MD: Trevor Scott 35 R.E.M. "Letter" 9 SEBADOH "Ocean"	WZDR/Philadelphia, PA OM: Jim McGuinn 34 R.E.M. "Letter" PEARL JAM "Hail" PEARL JAM "Smile" PEARL JAM "Habit" CONNELLS "Fret" SOUL COUGHING "Soundtrack"	WZRH/New Orleans, LA PD: Jack Snyder MD: Darren Gauthier 17 ALICE IN CHAINS "Over" SHERYL CROW "Happy" TONIC "Eyes" MANIC STREET "Design" SMASHING PUMPKINS "Muzzle"	WVNE/Rochester, NY PD/MD: Erick Anderson 5 R.E.M. "Letter"	KMYZ/Tulsa, OK MD: Paul Krieger MD: Jane Shassner 22 R.E.M. "Letter" CHALK FARM "Lie" TONIC "Eyes"
WRAX/Birmingham, AL PD: Dave Rossi MD: Hurricane Shane 23 TRACY BONHAM "One" 7 R.E.M. "Letter" 5 SCARCE "Sideways" GRAVITY KILLS "Blame" PEARL JAM "Smile" PEARL JAM "Mosquito" WHITE ZOMBIE "Boogie" CONNELLS "Fret"	WMMS/Cleveland, OH R.E.M. "Letter" 11 NEUROTIC OUTSIDERS "Jerk" 7 SUBLIME "What" 4 JACKOPIERCE "Trials" 4 SUPER DELUXE "Famous"	WMD/Madison, WI PD: Pat Frawley APD/MD: Trevor Scott 35 R.E.M. "Letter" 9 SEBADOH "Ocean"	WZDR/Philadelphia, PA OM: Jim McGuinn 34 R.E.M. "Letter" PEARL JAM "Hail" PEARL JAM "Smile" PEARL JAM "Habit" CONNELLS "Fret" SOUL COUGHING "Soundtrack"	WZRH/New Orleans, LA PD: Jack Snyder MD: Darren Gauthier 17 ALICE IN CHAINS "Over" SHERYL CROW "Happy" TONIC "Eyes" MANIC STREET "Design" SMASHING PUMPKINS "Muzzle"	WVNE/Rochester, NY PD/MD: Erick Anderson 5 R.E.M. "Letter"	WHFS/Washington, DC PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise LOCAL H "Bound" R.E.M. "Letter"
WBCN/Boston, MA VP/Programming: Dedipus MD: Carter Alan APD: Steven Strick 31 STONE TEMPLE PILOTS "Tripper" 7 R.E.M. "Letter" 10 EVERCLEAR "Who're" 7 REFRESHMENTS "Together" 7 SHERYL CROW "Happy"	WWCD/Columbus, OH PD: Jane Purcell MD: Andy Davis 28 R.E.M. "Letter" SEMISONIC "Run" CHALK FARM "Lie" PEARL JAM "OH" PEARL JAM "Mosquito"	WRXQ/Indianapolis, IN PD: Scott Jameson MD: Michael Young 12 R.E.M. "Letter" WHY STORE "Father" FILTER "Jurassitol" PEARL JAM "Mosquito" PEARL JAM "Habit" PEARL JAM "Hail"	WZDR/Philadelphia, PA OM: Jim McGuinn 34 R.E.M. "Letter" PEARL JAM "Hail" PEARL JAM "Smile" PEARL JAM "Habit" CONNELLS "Fret" SOUL COUGHING "Soundtrack"	WZRH/New Orleans, LA PD: Jack Snyder MD: Darren Gauthier 17 ALICE IN CHAINS "Over" SHERYL CROW "Happy" TONIC "Eyes" MANIC STREET "Design" SMASHING PUMPKINS "Muzzle"	WVNE/Rochester, NY PD/MD: Erick Anderson 5 R.E.M. "Letter"	KITZ/San Francisco, CA VP/Programming: Richard Sands MD: Roland West 14 BECK "Devis" REACH AROUND "Char" CURE "Strange" CARDIGANS "Lovetrot" PEARL JAM "Hail" THROWING MUSES "Ruthies" LOCAL H "Bound"
WFHX/Boston, MA PD: Bill Glasser APD: Todd Wilkinson MD: Laurie Gail 35 R.E.M. "Letter" 8 SOUL COUGHING "Super" POE "Angry" SHERYL CROW "Happy" WILD COLONIALS "Charm" MAINC STREET "Design" OCEAN COLOUR SCENE "Bad"	WXEG/Dayton, OH PD: Jeff Stevens MD: Allen Rants 20 R.E.M. "Letter" PEARL JAM "Smile" PEARL JAM "Hail" 2 SUPER 8 "Natural" RAGE AGAINST "People" SEBADOH "Ocean"	WRXQ/Indianapolis, IN PD: Scott Jameson MD: Michael Young 12 R.E.M. "Letter" WHY STORE "Father" FILTER "Jurassitol" PEARL JAM "Mosquito" PEARL JAM "Habit" PEARL JAM "Hail"	WZDR/Philadelphia, PA OM: Jim McGuinn 34 R.E.M. "Letter" PEARL JAM "Hail" PEARL JAM "Smile" PEARL JAM "Habit" CONNELLS "Fret" SOUL COUGHING "Soundtrack"	WZRH/New Orleans, LA PD: Jack Snyder MD: Darren Gauthier 17 ALICE IN CHAINS "Over" SHERYL CROW "Happy" TONIC "Eyes" MANIC STREET "Design" SMASHING PUMPKINS "Muzzle"	WVNE/Rochester, NY PD/MD: Erick Anderson 5 R.E.M. "Letter"	WQXA/Harrisburg, PA No Longer A Reporter (1): KBBT/Portland OR
WFKX/Boston, MA PD: Bill Glasser APD: Todd Wilkinson MD: Laurie Gail 35 R.E.M. "Letter" 8 SOUL COUGHING "Super" POE "Angry" SHERYL CROW "Happy" WILD COLONIALS "Charm" MAINC STREET "Design" OCEAN COLOUR SCENE "Bad"	WKRO/Daytona Beach, FL PD: Taff Moore MD: Delia Rae 28 R.E.M. "Letter" 11 SLEEPER "Sabb" 5 WHITE ZOMBIE "Boogie" 2 PEARL JAM "Hail" 2 PEARL JAM "Smile" 2 PEARL JAM "Mosquito" 2 NEUROTIC OUTSIDERS "Jerk" 2 CURE "Strange"	WZDR/Philadelphia, PA OM: Jim McGuinn 34 R.E.M. "Letter" PEARL JAM "Hail" PEARL JAM "Smile" PEARL JAM "Habit" CONNELLS "Fret" SOUL COUGHING "Soundtrack"	WZRH/New Orleans, LA PD: Jack Snyder MD: Darren Gauthier 17 ALICE IN CHAINS "Over" SHERYL CROW "Happy" TONIC "Eyes" MANIC STREET "Design" SMASHING PUMPKINS "Muzzle"	WZRH/New Orleans, LA PD: Jack Snyder MD: Darren Gauthier 17 ALICE IN CHAINS "Over" SHERYL CROW "Happy" TONIC "Eyes" MANIC STREET "Design" SMASHING PUMPKINS "Muzzle"	WVNE/Rochester, NY PD/MD: Erick Anderson 5 R.E.M. "Letter"	WQXA/Harrisburg, PA No Longer A Reporter (1): KBBT/Portland OR

NEW & ACTIVE

- SMASHING PUMPKINS Muzzle (Virgin)**
Total Plays: 491, Total Stations: 32, Adds: 10
- FILTER Jurassitol (Hollywood)**
Total Plays: 488, Total Stations: 55, Adds: 7
- GRAVITY KILLS Blame (Lava/Atlantic/TVT)**
Total Plays: 451, Total Stations: 46, Adds: 3
- WHITE ZOMBIE I'm Your Boogie Man (Hollywood/Geffen)**
Total Plays: 335, Total Stations: 32, Adds: 7
- CAKE The Distance (Capricorn/Mercury)**
Total Plays: 334, Total Stations: 22, Adds: 2
- SUPER DELUXE Famous (Tim Kerr/Revolution)**
Total Plays: 271, Total Stations: 21, Adds: 4
- I MOTHER EARTH One More Astronaut (Capitol)**
Total Plays: 253, Total Stations: 19, Adds: 1

- NEUROTIC OUTSIDERS Jerk (Maverick/WB)**
Total Plays: 251, Total Stations: 28, Adds: 5
- CURE Strange Attraction (Fiction/EEG)**
Total Plays: 246, Total Stations: 21, Adds: 5
- BECK Devils Haircut (DGC/Geffen)**
Total Plays: 246, Total Stations: 18, Adds: 5
- ALANIS MORISSETTE Head Over Feet (Maverick/Reprise)**
Total Plays: 240, Total Stations: 16, Adds: 5
- HOWLIN' MAGGIE I'm A Slut (Columbia)**
Total Plays: 225, Total Stations: 20, Adds: 2
- TONIC Open Up Your Eyes (Polydor/A&M)**
Total Plays: 210, Total Stations: 18, Adds: 5
- YUM YUM Apiary (Tag)**
Total Plays: 204, Total Stations: 14, Adds: 1

- NO DOUBT Happy Now? (Trauma/Interscope)**
Total Plays: 197, Total Stations: 9, Adds: 0
- SEVEN MARY THREE My My (Mammoth/Atlantic)**
Total Plays: 186, Total Stations: 15, Adds: 1
- WILD COLONIALS Charm (DGC/Geffen)**
Total Plays: 171, Total Stations: 17, Adds: 3
- SCARCE All Sideways (A&M)**
Total Plays: 168, Total Stations: 18, Adds: 1
- JACKOPIERCE Trials (A&M)**
Total Plays: 134, Total Stations: 15, Adds: 4
- CHALK FARM Lie On Lie (Columbia)**
Total Plays: 130, Total Stations: 12, Adds: 3

Songs ranked by total plays.

EARLY ADD KKDM

"Brendan Benson is all I've been listening to for the past month in my car! The simplest things in this world are the things that really matter most-and this is a simple formula that works. 'Sittin' Pretty' sounds like a smash pop hit from what could be the album of the year. Sometimes it's the little things in life we don't appreciate, and with music we're so busy trying to keep up with the big guys, we might miss out on something special. Brendan Benson is an artist you shouldn't overlook or miss out on!"

-SOPHIA JOHN, KKDM

BRENDAN BENSON "SITTIN' PRETTY"

From the debut album ONE MISSISSIPPI
Produced by Ethan Johns and B.B.
East End Management

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TOURING NOW

- 9/4 Boston
- 9/5 Providence
- 9/6 New York City
- 9/7 Hoboken
- 9/9 Philadelphia
- 9/11 Athens
- 9/12 Atlanta
- 9/13 Chapel Hill
- 9/14 D.C.
- 9/16 New London
- 9/17 New York City



AUGUST 23, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
15	5	2	1	PEARL JAM Who You Are (Epic)	2570	2576	2498	1701	89/0
1	1	1	2	PRIMITIVE RADIO GODS Standing Outside... (Ergo/Columbia)	2463	2681	2860	2971	80/1
2	3	3	3	BUTTHOLE SURFERS Pepper (Capitol)	2336	2526	2623	2829	79/0
4	4	5	4	BECK Where It's At (DGC/Geffen)	2323	2496	2566	2650	84/0
3	2	4	5	GARBAGE Stupid Girl (Almo Sounds/Geffen)	2307	2508	2750	2791	77/0
10	7	6	6	SOUNDGARDEN Burden In My Hand (A&M)	2289	2256	2181	2034	80/0
13	10	8	7	311 Down (Capricorn/Mercury)	2250	2224	2028	1785	84/0
5	6	7	8	STONE TEMPLE PILOTS Trippin' On A Hole In... (Atlantic)	2045	2230	2424	2633	74/1
19	15	13	9	BETTER THAN EZRA King Of New Orleans (Swell/Elektra/EEG)	1852	1758	1640	1410	85/0
7	9	9	10	NO DOUBT Spiderwebs (Trauma/Interscope)	1741	1951	2124	2221	62/0
11	13	10	11	NADA SURF Popular (Elektra/EEG)	1712	1876	1932	2003	85/0
23	19	16	12	POE Angry Johnny (Modern/Atlantic)	1633	1531	1425	1265	73/1
38	28	22	13	EELS Novocaine For The Soul (DreamWorks/Geffen)	1610	1318	1070	747	85/4
6	8	11	14	SMASHING PUMPKINS Tonight, Tonight (Virgin)	1599	1874	2167	2353	60/0
8	11	12	15	CRANBERRIES Free To Decide (Island)	1564	1834	1961	2065	73/0
9	12	14	16	SCREAMING TREES All I Know (Epic)	1509	1739	1958	2064	67/0
BREAKER			17	R.E.M. E-Bow The Letter (Warner Bros.)	1496	—	—	—	88/86
20	18	19	18	BLUES TRAVELER But Anyway (A&M)	1460	1460	1436	1339	65/0
28	23	21	19	WALLFLOWERS 6th Avenue Heartache (Interscope)	1458	1365	1211	1065	76/7
18	17	17	20	DAVE MATTHEWS BAND So Much To Say (RCA)	1446	1513	1532	1472	67/0
24	22	18	21	REPUBLICA Ready To Go (RCA)	1427	1463	1331	1255	74/3
17	16	15	22	SUPERDRAG Sucked Out (Elektra/EEG)	1372	1558	1568	1513	68/0
42	33	26	23	TRACY BONHAM The One (Island)	1234	1157	920	693	74/5
41	30	25	24	ALICE IN CHAINS Over Now (Columbia)	1208	1180	1001	702	61/3
27	27	24	25	REACHAROUND Big Chair (Trauma/Interscope)	1164	1199	1096	1078	68/1
12	14	20	26	OASIS Don't Look Back In Anger (Epic)	1125	1445	1737	1942	47/0
33	32	28	27	STABBING WESTWARD Shame (Columbia)	1070	1050	929	873	69/4
26	24	27	28	HOLE Gold Dust Woman (Hollywood)	1054	1074	1119	1174	63/2
21	26	30	29	DISHWALLA Counting Blue Cars (A&M)	990	1003	1105	1278	45/0
16	20	23	30	SPONGE Wax Ecstatic (To Sell Angelina) (Columbia)	985	1202	1397	1585	50/0
DEBUT			31	SHERYL CROW If It Makes You Happy (A&M)	965	186	—	—	64/20
32	31	31	32	WHY STORE Lack Of Water (Way Cool Music/MCA)	957	979	960	904	49/0
14	21	29	33	PORNO FOR PYROS Tahitian Moon (Warner Bros.)	949	1044	1397	1768	46/0
—	44	33	34	SUBLIME What I Got (Gasoline Alley/MCA)	921	804	559	328	52/5
—	46	37	35	SOUL COUGHING Soundtrack To Mary (Slash/WB)	813	676	532	342	47/1
40	37	34	36	ASH Goldfinger (Reprise)	775	771	716	708	52/3
—	—	41	37	GEGGY TAH Whoever You Are (Luaka Bop/WB)	762	553	328	163	45/4
—	49	40	38	FUN LOVIN' CRIMINALS Scooby Snacks (EMI)	746	617	471	276	51/6
39	35	35	39	IMPERIAL TEEN You're One (London/Island)	704	757	737	720	46/0
DEBUT			40	SEBADOH Ocean (Sub Pop)	684	273	28	—	57/13
43	40	38	41	SEMISONIC If I Run (MCA)	679	644	636	636	43/1
25	29	32	42	PATTI ROTHBERG Inside (EMI)	652	863	1023	1197	36/0
—	—	48	43	LOCAL H Bound For The Floor (Island)	604	489	427	355	43/5
DEBUT			44	EVERCLEAR You Make Me Feel Like A Whore (Capitol)	561	432	295	225	41/3
DEBUT			45	REFRESHMENTS Down Together (Mercury)	557	457	384	159	39/6
22	25	36	46	GOO GOO DOLLS Long Way Down (Metal Blade/WB)	547	721	1109	1271	26/0
—	—	50	47	GOLDFINGER Mable (Mojo/Universal)	532	458	421	372	40/4
—	47	42	48	VERVE PIPE Cup Of Tea (RCA)	531	527	483	372	41/3
—	—	44	49	RAGE AGAINST THE MACHINE People Of The Sun (Epic)	502	503	427	324	53/5
34	36	39	50	JEWEL Who Will Save Your Soul (Atlantic)	497	631	737	827	27/0

This chart reflects airplay from August 12-18. Songs ranked by total plays. Highlighted songs indicate Breaker.

91 Alternative reporters. 88 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1996, R&R Inc.

BREAKERS®

R.E.M.
E-Bow The Letter (Warner Bros.)

TOTAL PLAYS/INCREASE 1496/1496 TOTAL STATIONS/ADDS 88/86 CHART 17

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
R.E.M. E-Bow The Letter (Warner Bros.)	86
SHERYL CROW If It Makes You Happy (A&M)	20
PEARL JAM Hail, Hail (Epic)	17
PEARL JAM Red Mosquito (Epic)	13
SEBADOH Ocean (Sub Pop)	13
OCEAN COLOUR SCENE You've Got It Bad (MCA)	10
SMASHING PUMPKINS Muzzle (Virgin)	10
PEARL JAM Smile (Epic)	9
FILTER Jurassitol (Hollywood)	7
MANIC STREET PREACHERS A Design For Life (Columbia)	7
WALLFLOWERS 6th Avenue Heartache (Interscope)	7
WHITE ZOMBIE I'm Your Boogie Man (Hollywood/Geffen)	7

Tracy Bonham
"THE ONE"

ALT. CHART 26 - 23

KROQ	LIVE 105	XHRM	KDGE	MUSIC TELEVISION
WXRK	KEGE	WDRE	X96	STRESS
WBCN	KPNT	KISF	WXDX	ISLAND
KNDD	KEDJ	WMMS	WFNX	
KOME	KTZ	WBRU	91X	
WHFS	WZRH	KTCL	WENZ	

...AND MORE

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
R.E.M. E-Bow The Letter (Warner Bros.)	+1496
SHERYL CROW If It Makes You Happy (A&M)	+779
SEBADOH Ocean (Sub Pop)	+411
EELS Novocaine For The Soul (DreamWorks/Geffen)	+292
GEGGY TAH Whoever You Are (Luaka Bop/WB)	+209
SMASHING PUMPKINS Muzzle (Virgin)	+138
SOUL COUGHING Soundtrack To Mary (Slash/WB)	+137
NEUROTIC OUTSIDERS Jerk (Maverick/WB)	+134
EVERCLEAR You Make Me Feel Like A Whore (Capitol)	+129
FUN LOVIN' CRIMINALS Scooby Snacks (EMI)	+129
WILD COLONIALS Charm (DGC/Geffen)	+128

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
REFRESHMENTS Banditos (Mercury)
BUSH Machinehead (Trauma/Interscope)
ALANIS MORISSETTE You Learn (Maverick/Reprise)
SOUNDGARDEN Pretty Noose (A&M)
GOLDFINGER Here In Your Bedroom (Mojo/Universal)
SPACEHOG In The Meantime (HiFi/Sire/EEG)
TRACY BONHAM Mother Mother (Island)
EVERCLEAR Santa Monica (Watch...) (Capitol)
NO DOUBT Just A Girl (Trauma/Interscope)
JARS OF CLAY Flood (Silvertone)

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.

PLUTO

WHEN SHE WAS HAPPY

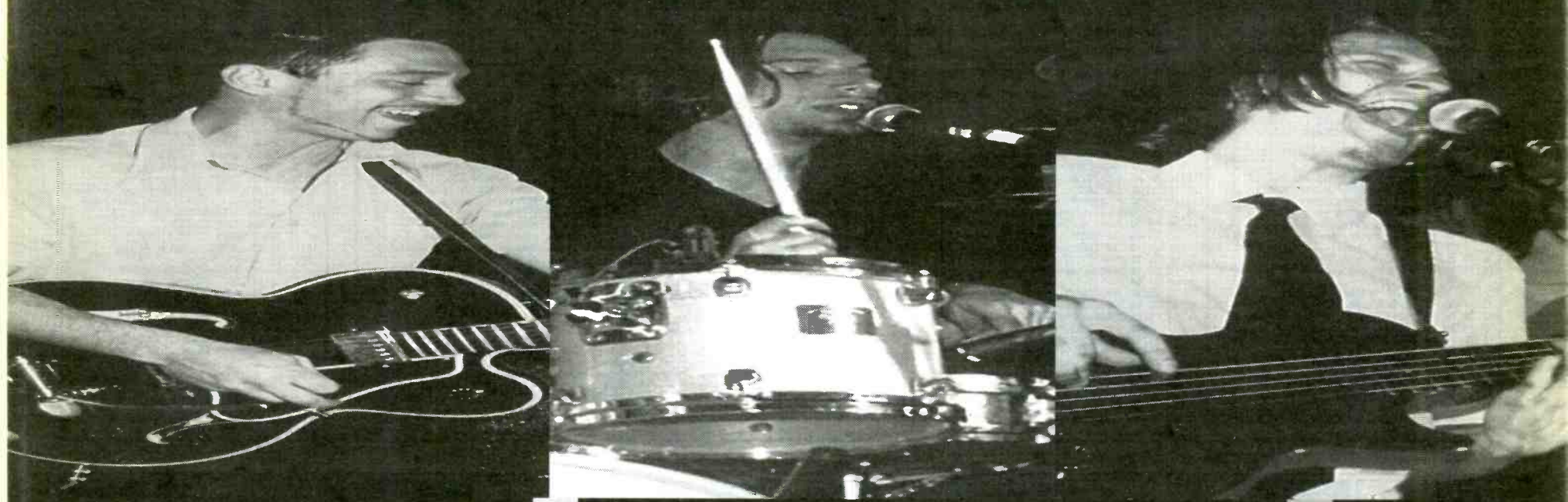
Early Adds At: LIVE 105, 91X, CIMX, WEQX, WDOX, and too many more for this ad!

from the debut album *Pluto*
Produced by Neill King & Pluto
Mixed by The Butcher Brothers
Direction: Bill Graham Management
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FUN LOVIN' CRIMINALS



scooby snacks

The first single from their debut album **come find yourself**

OVER 625 BDS SPINS

38 R&R ALTERNATIVE

NEW THIS WEEK:

KEGE WQBK
WROX KKDM
KRZQ WXNU

KNDD 44x
WBRU 23x
WMMS 20x

KNRK38x
WEQX 23x
KBBT 20x

WFNX 28x
WOWW 23X
KTCL 19X

KROQ
99X
XHRM
WEND

WDRE
WBCN
KLZR

LIVE 105
KDGE
WAQZ

KOME
91X
WDGE

...AND MANY MORE!

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ALTERNATIVE PLAYLISTS

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

MARKET #1
WXRK/New York
(212) 750-0550
Milkman/Tobin

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
41	40	38	38	38	SOUNDGARDEN/Burden In My Hand
38	40	38	38	31	11/Down
27	37	35	37	37	GRAVITY KILLS/Guilty
33	38	39	34	34	ALICE IN CHAINS/Again
28	29	37	32	32	PEARL JAM/Who You Are
29	39	36	31	31	STONE TEMPLE PILOTS/Trippin' On A Hole...
43	38	39	31	31	SMASHING PUMPKINS/Muzzle
36	38	37	30	30	PORNO FOR PYROS/Tahitian Moon
36	38	37	30	30	METALLICA/Until It Sleeps
35	26	28	28	28	BUTTHOLE SURFERS/Pepper
33	29	25	27	27	BECK/Where It's At
17	25	26	26	26	SMASHING PUMPKINS/Tonight, Tonight
16	14	20	26	26	SPONGE/Wax Ecstatic (To...)
24	24	25	26	26	RAGE AGAINST.../Bulls On Parade
20	23	29	24	24	WALLFLOWERS/6th Avenue Heartache
-	-	-	-	-	EELS/Novocaine For...
21	24	21	22	22	SOUNDGARDEN/Pretty Noose
15	21	22	21	21	BETTER THAN EZRA/King Of New Orleans
23	24	23	23	23	SMASHING PUMPKINS/Zero
20	20	19	17	17	NADA SURF/Popular
21	16	17	14	14	LOCAL H/Bound For The Floor
2	19	26	14	14	STABBING WESTWARD/Shame
-	-	-	-	-	EVERCLEAR/You Make Me Feel...
7	12	12	12	12	POE/Novocaine For...
-	-	-	-	-	PEARL JAM/Hail
-	-	-	-	-	PEARL JAM/Smile
24	22	23	12	12	NO DOUBT/Spiderwebs
-	-	-	-	-	SUBLIME/What I Got
-	-	-	-	-	FUN LOVIN' CRIMINALS/Scooby Snacks
14	6	7	9	9	SUPERDRAG/Sucked Out

MARKET #2
KROQ/Los Angeles
(818) 567-1067
Weatherly/Sandblom/Worden

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
41	39	27	36	31	11/Down
28	29	20	36	36	GRAVITY KILLS/Guilty
31	38	17	33	33	PORNO FOR PYROS/Tahitian Moon
35	33	17	33	33	POE/Novocaine For...
20	23	13	33	33	SOUNDGARDEN/Burden In My Hand
-	-	-	-	-	SMASHING PUMPKINS/Muzzle
41	36	13	29	29	BECK/Where It's At
34	26	27	27	27	LUSH/Ladykillers
34	26	27	27	27	CURE/Mint Car
34	22	26	26	26	BUTTHOLE SURFERS/Pepper
28	25	12	26	26	NO DOUBT/Happy Now?
20	23	19	25	25	SUBLIME/What I Got
32	27	25	25	25	STONE TEMPLE PILOTS/Trippin' On A Hole...
6	18	16	24	24	ALANIS MORISSETTE/Head Over Feet
14	10	5	22	22	CURE/Mint Car
9	12	7	21	21	EELS/Novocaine For...
-	8	5	20	20	FUN LOVIN' CRIMINALS/Scooby Snacks
33	21	7	19	19	PEARL JAM/Who You Are
-	-	-	-	-	PEARL JAM/Smile
20	15	10	18	18	WALLFLOWERS/6th Avenue Heartache
28	23	17	17	17	GARBAGE/Stupid Girl
-	-	-	-	-	R.E.M./E-Bow The Letter
-	-	-	-	-	EGGY TA/Whoever You Are
18	12	10	15	15	CRANBERRIES/Free To Decide
18	16	5	14	14	NADA SURF/Popular
-	-	-	-	-	BETTER THAN EZRA/King Of New Orleans
-	-	-	-	-	SOCIAL DISTORTION/What's Wrong
15	11	5	11	11	LOCAL H/Bound For The Floor
-	-	-	-	-	YUM YUM/Apiary
-	-	-	-	-	STABBING WESTWARD/Shame
8	8	5	9	9	BLUES TRAVELER/But Anyway

MARKET #3
WKQX/Chicago
(312) 527-8348
Gamble/Shuminas

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
27	27	54	59	59	BUTTHOLE SURFERS/Pepper
27	31	33	45	45	GRAVITY KILLS/Guilty
11	12	54	44	44	PRIMITIVE RADIO GODS/Standing Outside...
19	24	28	35	35	EGGY TA/Whoever You Are
32	58	36	35	31	11/Down
21	27	30	31	31	STONE TEMPLE PILOTS/Trippin' On A Hole...
24	29	30	30	30	STABBING WESTWARD/Shame
-	-	-	-	-	CURE/Strange Attraction
11	11	16	28	28	ALANIS MORISSETTE/Head Over Feet
22	30	31	28	28	SOUNDGARDEN/Burden In My Hand
24	32	28	28	28	POE/Novocaine For...
12	25	27	27	27	PORNO FOR PYROS/Tahitian Moon
21	58	32	27	27	ALANIS MORISSETTE/Head Over Feet
15	16	23	26	26	NADA SURF/Popular
-	-	-	-	-	R.E.M./E-Bow The Letter
28	29	28	28	28	DISHWALLA/Counting Blue Cars
19	30	26	23	23	SUBLIME/What I Got
15	8	18	23	23	NO DOUBT/Happy Now?
-	-	-	-	-	JEWEL/Who Will Save...
-	-	-	-	-	DAVE MATTHEWS BAND/So Much To Say
24	30	27	20	20	SUPERDRAG/Sucked Out
10	10	20	20	20	GOLDFINGER/Mable
20	29	29	18	18	PEARL JAM/Who You Are
22	12	15	18	18	CRANBERRIES/Free To Decide
15	20	18	18	18	WHY STORE/Lack Of Water
-	-	-	-	-	ALICE IN CHAINS/Would?
8	16	18	15	15	LOCAL H/Bound For The Floor
-	-	-	-	-	YUM YUM/Apiary
23	23	12	12	12	BECK/Where It's At
20	24	12	12	12	BETTER THAN EZRA/King Of New Orleans

MARKET #4
KITS/San Francisco
(415) 512-1053
Sands/West/Axelsen

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
28	22	29	31	31	BUTTHOLE SURFERS/Pepper
30	31	30	29	29	GARBAGE/Stupid Girl
25	24	30	28	28	PRIMITIVE RADIO GODS/Standing Outside...
17	18	19	29	29	POE/Novocaine For...
9	13	25	25	25	11/Down
17	17	30	24	24	REPUBLICA/Ready To Go
-	-	-	-	-	SHERYL CROW/It Makes You...
-	-	-	-	-	SUBLIME/What I Got
-	-	-	-	-	SEBADOH/Ocean
29	30	29	21	21	DISHWALLA/Counting Blue Cars
-	-	-	-	-	R.E.M./E-Bow The Letter
20	26	25	17	17	EELS/Novocaine For...
29	31	18	17	17	IMPERIAL TEEN/You're One
-	-	-	-	-	EGGY TA/Whoever You Are
18	17	16	16	16	FUN LOVIN' CRIMINALS/Scooby Snacks
14	17	18	15	15	BOTH AND THE BAD.../I Believe
9	8	17	15	15	STONE TEMPLE PILOTS/Trippin' On A Hole...
-	-	-	-	-	CAKE/The Distance
-	-	-	-	-	BECK/Devi's Haircut
12	29	29	13	13	PEARL JAM/Who You Are
26	21	17	13	13	EVERCLEAR/You Make Me Feel...
17	16	9	13	13	SCREAMING TREES/All I Know
17	16	17	12	12	ASH/Goldfinger
11	10	17	12	12	PORNO FOR PYROS/Tahitian Moon
16	11	12	12	12	BECK/Where It's At
16	17	17	11	11	TRACY BONHAM/The One
16	11	14	11	11	SPECIAL/S/Little Bit Me...
11	13	11	11	11	NADA SURF/Popular
5	5	11	11	11	CHEMICAL BROTHERS/Life Is Sweet
17	18	17	10	10	GOLDFINGER/Mable

MARKET #5
WDRE/Philadelphia
(215) 884-9400
McGuinn

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
40	40	37	40	40	PRIMITIVE RADIO GODS/Standing Outside...
40	40	39	40	40	BECK/Where It's At
38	38	39	39	39	BUTTHOLE SURFERS/Pepper
26	40	39	39	39	SOUNDGARDEN/Burden In My Hand
28	28	29	39	39	BLUES TRAVELER/But Anyway
40	40	37	39	39	GARBAGE/Stupid Girl
25	25	39	36	36	PEARL JAM/Who You Are
-	-	-	-	-	R.E.M./E-Bow The Letter
27	31	31	31	31	NADA SURF/Popular
26	26	30	30	30	WALLFLOWERS/6th Avenue Heartache
27	27	30	30	30	SCREAMING TREES/All I Know
28	28	29	27	27	SPONGE/Wax Ecstatic (To...)
27	27	27	27	27	PATTI ROTBERG/Inside
-	-	-	-	-	SHERYL CROW/It Makes You...
26	26	25	25	25	STONE TEMPLE PILOTS/Trippin' On A Hole...
27	27	28	28	28	IMPERIAL TEEN/You're One
21	21	23	24	24	CRANBERRIES/Free To Decide
23	23	22	22	22	OASIS/Don't Look Back...
17	17	18	21	21	REACHAROUND/Big Chair
15	15	21	20	20	STABBING WESTWARD/Shame
18	18	19	19	19	BETTER THAN EZRA/King Of New Orleans
18	18	19	18	18	SEMISONIC/I Run
9	9	16	16	16	EELS/Novocaine For...
-	-	-	-	-	POE/Novocaine For...
19	19	19	18	18	SUPERDRAG/Sucked Out
15	15	17	17	17	ALICE IN CHAINS/Over Now
16	16	18	18	18	MAGNAPOP/Over The Door
10	10	19	17	17	DEV/Head Like A Hole
18	17	17	17	17	ASH/Goldfinger

MARKET #6
CIMX/Detroit
(313) 961-9811
Brookshaw/Cannova

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
49	52	50	52	52	STONE TEMPLE PILOTS/Trippin' On A Hole...
41	39	38	42	42	BECK/Where It's At
30	48	47	47	47	PEARL JAM/Who You Are
50	48	47	47	47	BUTTHOLE SURFERS/Pepper
51	52	47	47	47	11/Down
50	47	46	46	46	NO DOUBT/Spiderwebs
52	49	47	47	47	SPONGE/Wax Ecstatic (To...)
30	37	37	37	37	SMASHING PUMPKINS/Tonight, Tonight
36	37	37	37	37	SOUNDGARDEN/Burden In My Hand
16	40	38	37	37	STABBING WESTWARD/Shame
-	-	-	-	-	SUBLIME/What I Got
-	-	-	-	-	DISHWALLA/Counting Blue Cars
-	-	-	-	-	RAGE AGAINST.../People Of The Sun
-	-	-	-	-	POE/Novocaine For...
38	40	36	30	30	LOCAL H/Bound For The Floor
26	24	24	28	28	SOUL COUGHING/Soundtrack To Mary
-	-	-	-	-	PORNO FOR PYROS/Tahitian Moon
28	27	26	27	27	GARBAGE/Stupid Girl
32	26	25	27	27	PRIMITIVE RADIO GODS/Standing Outside...
5	21	25	26	26	SCREAMING TREES/All I Know
26	27	22	22	22	ALANIS MORISSETTE/Head Over Feet
-	-	-	-	-	HAYDEN/Bad As They Seem
14	18	26	23	23	YUM YUM/Apiary
25	24	21	21	21	CRANBERRIES/Free To Decide
16	25	20	20	20	STARBUCKS/Get Up
29	21	18	18	18	SMASHING PUMPKINS/Muzzle
12	15	14	10	10	HOLE/Gold Dust Woman
-	-	-	-	-	SEBADOH/Ocean

MARKET #6
WHYY/Detroit
(313) 871-3030
Michaels/Tear

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
31	38	46	45	45	NO DOUBT/Spiderwebs
37	39	36	44	44	DISHWALLA/Counting Blue Cars
34	31	30	41	41	REFRESHMENTS/Down Together
44	45	44	41	41	ALANIS MORISSETTE/You Learn
39	39	41	38	38	JEWEL/Who Will Save...
44	41	39	37	37	TRACY BONHAM/Who You Are
-	-	-	-	-	NATALIE MERCHANT/Jelousy
18	26	40	32	32	DAVE MATTHEWS BAND/Too Much
30	33	32	32	32	CURE/Mint Car
28	33	32	32	32	PRIMITIVE RADIO GODS/Standing Outside...
44	45	44	32	32	LENNY KRAVITZ/Can't Get You Off...
34	29	31	30	30	SMASHING PUMPKINS/Tonight, Tonight
23	21	27	30	30	BARENAKED LADIES/The Old Apartment
15	26	27	30	30	WHY STORE/Lack Of Water
18	19	20	29	29	PATTI ROTBERG/Inside
27	28	21	29	29	OASIS/Don't Look Back...
29	29	28	28	28	VERVE PIPE/Photograph
26	29	21	28	28	BUTTHOLE SURFERS/Pepper
14	19	17	26	26	DONNA LEWIS/I Love You Always...
-	-	-	-	-	R.E.M./E-Bow The Letter
42	30	28	26	26	CRANBERRIES/Free To Decide
-	-	-	-	-	SHERYL CROW/It Makes You...
39	33	28	23	23	BUSH/Machinehead
11	21	23	22	22	WALLFLOWERS/6th Avenue Heartache
21	18	17	22	22	GOD DOLLS/Long Way Down
36	25	23	19	19	DOG'S EYE VIEW/Everything Falls...
30	27	26	18	18	NIXONS/Sister
14	14	15	18	18	SUPERDRAG/Sucked Out
11	15	15	18	18	PEARL JAM/Who You Are

MARKET #7
KDGE/Dallas
(214) 776-7777
Folger/Smith/Peer

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
27	33	44	42	42	11/Down
44	47	38	38	38	TOADIES/Tyler
45	45	38	38	38	BUTTHOLE SURFERS/Pepper
23	43	37	37	37	NO DOUBT/Spiderwebs
45	43	37	37	37	PRIMITIVE RADIO GODS/Standing Outside...
23	25	26	36	36	OASIS/Don't Look Back...
29	24	27	32	32	SOUNDGARDEN/Burden In My Hand
-	-	-	-	-	EGGY TA/Whoever You Are
24	22	33	27	27	EELS/Novoc

NEW MUSIC SPECIALTY SHOWS

'Ocean' Flows, Muses Throw

Lou, Lou, he's our man. Sebadoh tops the R&R panel once again, scoring support from WNNX/Atlanta, KPNT/St. Louis, and KDGE/Dallas. Throwing Muses knocks and WBRU/Providence, KITS/SF, and WHFS/Washington are among those answering. Newcomers generating buzz include songwriter extraordinaire Kevin Salem, Pluto (a real tastemaker's fave), and Schleprock's brand of street sweets. The comeback corner is populated this week by the Church, with play coming at WLIR/Long Island, WDST/Poughkeepsie, and more.

SIGNIFICANT ACTION

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

- SEBADOH (Sub Pop)
- THROWING MUSSES (Rykodisc)
- PROLAPSE (Jetset/Big Cat)
- CARDIGANS (Mercury)
- CHURCH (Mushroom)
- SOUL COUGHING (Slash/WB)
- SLEEPER (Arista)
- CAKE (Capricorn/Mercury)
- CONNELLS (TVT)
- CATHERINE WHEEL (Mercury)

GAINING MOMENTUM

- PLUTO (Virgin)
 - Airplay Includes: KROX, WBRU, XHRM
- KEVIN SALEM (Roadrunner)
 - Airplay Includes: KUKQ, WNNX, WOXY
- SCHLEPROCK (Wamer Bros.)
 - Airplay Includes: KJEE, KXRK, WZRH
- CHIMERA (Grass)
 - Airplay Includes: KTBZ, WFNX, WHFS
- MEAT BEAT MANIFESTO (Nothing/Interscope)
 - Airplay Includes: WAQZ, WOWW, WROX
- REVEREND HORTON HEAT (Interscope)
 - Airplay Includes: KPNT, WNNX, WOXY
- BLUETONES (A&M)
 - Airplay Includes: KPNT, WLUM, WQXA
- KRISTEN BARRY (Virgin)
 - Airplay Includes: KTBZ, WEJE, WWDX
- SINCOLA (Caroline)
 - Airplay Includes: KROX, WDST, WLUM
- JAWBOX (Tag)
 - Airplay Includes: KREV, KXRK, WROX

WROX/Norfolk
Nocturnal Transmissions
Monday, August 12



CONNELLS Fifth Fret (TVT)

DEVO Head Like A Hole (Interscope)

JAWBOX Cornflake Girl (Tag)

SEBADOH Ocean (Sub Pop)

THROWING MUSSES Ruthie's Knocking (Rykodisc)

HOODOO GURUS Big Deal (Zoo)

JESUS LIZARD Mailman (Capitol)

TYPE O NEGATIVE My Girlfriend's Girlfriend (Roadrunner)

MEAT BEAT MANIFESTO Asbestos... (Nothing/Interscope)

PSYCHOTICA Ice Plant Hell (Ventruer/American)

WHITE ZOMBIE B Phantasma & The Chicken Run... (Geffen)

ORANGE 9MM Fire In The Hole (Atlantic)

NEW MUSIC SCENE



- Artist: Geggy Tah
- Track: "Whoever You Are"
- LP: "Sacred Cow"
- Producer: Susan Rogers/Tommy Jordan/Greg Kurstin
- Label: Luaka Bop/Wamer Bros.

• Essentials: When Exec. Producer David Byrne originally signed Geggy Tah to his world music label Luaka Bop, he qualified the signing by joking, 'Geggy Tah comes from a strange foreign country: Los Angeles.' On their latest LP, Tah has expanded to a trio with original members Greg Kurstin (keyboards/guitars) and Tommy Jordan (vocals/bass) joined by Daren Hahn (drums). The band's loopy consciousness remains intact, with its try-anything-be-everybody sound grooving along.

fine itself against format cannibals, this sound sends a distinct signal of street savvy that will give Rock competitors momentary pause. Take the lead; go Geggy!

- Influences: Charles Mingus, Thelonious Monk
- Artist POV: Says Jordan, "This album is the destroyer milking the creator and putting it in the refrigerator (the preserver). If music is milk, we're milkmen." Well, ahem, got milk?

—Sky Daniels

As Alternative seeks to de-

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

SPECIALTY SHOW REPORTERS

Shows and their Top 5 songs listed alphabetically by market

<p>WNNX/Atlanta, GA Planet Jill Weeknights 11-midnight Jill Melancon</p> <ul style="list-style-type: none"> Alice In Chains "Over Now" Hoodoo Gurus "Mine" Aunt Bettys "Jesus" Dig "Whose Side You On" Throwing Muses "Ruthie's Knocking" 	<p>WOXY/Cincinnati, OH Gridloxx Sunday 11pm-1am Rob Ervin & Dan Cromer</p> <ul style="list-style-type: none"> Frogs "God Is Gay" Ween "Pretty Girl" Rev. Horton Heat "Cowboy Love" Delta 72 "Rich Girls Like ..." Ida "Little Things" 	<p>KROQ/Los Angeles, CA Rodney On The Roo Sunday 10pm-1am Rodney Bingenheimer</p> <ul style="list-style-type: none"> Me Me Me "Hangin' Around" Save Ferris "The World Is New" Boo Radleys "What's In The Box" Paul Waller "Peacock Suit" Frosted "Hope" 	<p>WROX/Norfolk, VA Nocturnal Transmissions Monday 11pm-2am Al Mitchell</p> <ul style="list-style-type: none"> Ween "Piss Up A Rope" Orbital "The Box" Cake "The Distance" Sebadoh "Ocean" Fiona Apple "Shadowboxer" 	<p>KCXX/Riverside, CA X103.9 Sunday Night Music Meeting Sunday 10pm-midnight Dwight Arnold</p> <ul style="list-style-type: none"> Poe "Hello" Better Than Ezra "Normal Town" Cure "Strange Attraction" Nerf Herder "Van Halen" Boo Radleys "What's In The Box?" Reel Big Fish "Join The Club" 	<p>KITS/San Francisco, CA Transmitter Adjustment Sunday 10pm-midnight Aaron, Rick and Steve</p> <ul style="list-style-type: none"> Orbital "The Box" Kula Shaker "Tattva" Nerf Herder "Van Halen" Boo Radleys "What's In The Box?" Suede "Trash"
<p>KROX/Austin, TX Radio Free Austin Sunday 6-9pm Andy Langer</p> <ul style="list-style-type: none"> Cowboy Mouth "Jenny Says" Soul Coughing "Super Bon Bon" Atghan Whigs "Creep" Fastball "Make Your Momma Proud" Ugly Americans "Vulcan Death Grip" 	<p>KDGE/Dallas, TX The Adventure Club Sunday 7-10pm Josh & Kevin</p> <ul style="list-style-type: none"> Suede "The Beautiful Ones" Mr. Quark "Requiem For Mr. Quark" Olivia Tremor Control "No Growing" Me Me Me "Hanging Around" American Analog Set "On My Way" 	<p>WLUM/Milwaukee, WI Sunday Night Music Revolution Sunday 7-11pm Terry Havel</p> <ul style="list-style-type: none"> Reel Big Fish "Sell Out" Parade Of Losers "Tattooed Girl" Strange "Gss Me Blind" Bluetones "Slight Return" Placebo "36 Degrees" 	<p>WOWW/Pensacola, FL Ground Zero Monday 10-11pm Larry Mac</p> <ul style="list-style-type: none"> Church "Comedown" Ari D'Franco "Outta Me, Onto You" Throwing Muses "Ruthie's Knocking" Meat Beat Manifesto "Lead Asbestos Asbestos" Hoodoo Gurus "Big Deal" 	<p>KPNT/St. Louis, MO New Music Sunday Sunday 7-9:30pm Les Aaron</p> <ul style="list-style-type: none"> Charlatans "One To Another" Kula Shaker "Tattva" Suicide Machines "No Face" Good Riddance "Steps" Sebadoh "Ocean" 	<p>KOME/San Jose, CA Nocturnal Noise Friday Midnight-1am Jim & Jeanette</p> <ul style="list-style-type: none"> Kula Shaker "Tattva" Crumb "Shoegazer" Cardigans "Lovefool" Land Of The Loops "Growing Concern" Cake "The Distance"
<p>WFBX/Boston, MA Moods For Moderns Sunday 8-10pm Jason Steeves</p> <ul style="list-style-type: none"> Chimera "2 Sunny" Nearly God "Children's Story" Kula Shaker "Tattva" Land Of The Loops "Crushing For ..." Buffalo Daughter "Cold Summer" 	<p>KTBS/Houston, TX Lunar Rotation Sunday 7-9:30pm David Sadof</p> <ul style="list-style-type: none"> Catherine Wheel "Backwards Guitar" Church "Comedown" Church "Welcome" PJ Harvey "Naked Cousin" Sebadoh "Ocean" 	<p>KREV & WREV/Minneapolis, MN Counter Revolution Wednesday 10-11pm Christine Kass</p> <ul style="list-style-type: none"> Olivia Tremor Control "Define A Transparent Dream" Beck "The New Pollution" Jawbox "Cornflake Girl" Land Of The Loops "Growing Concern" Siren Six "One Sided" 	<p>KUKQ/Phoenix, AZ Generation U Sunday 7-9pm Larry Mac</p> <ul style="list-style-type: none"> Satchel "Criminal Justice" Lou Reed "Sex With Your Parents" Type O Negative "Girlfriend's Girlfriend" No Knife "If I Could Float" Prolapse "TCR 45" 	<p>KXRK/Salt Lake City, UT Now Hear This Sunday 9-10pm, Tuesday 10-11am Sean Ziebarth</p> <ul style="list-style-type: none"> Underworld "Born Slippy" Battery Acid "The Break" Fireside "Klinton" Dubstar "Elevator Song" Squirrel Nut Zippers "Put A Lid On It" 	<p>KNDD/Seattle, WA Loudspeaker Sunday 10-11pm Bill Reid or Marco Collins</p> <ul style="list-style-type: none"> 6 Finger Satellite "Do The Suicide" Crabs "Prom Night" Cows "4 Things" Buffalo Daughter "Silver Turkey" Squirrel Nut Zippers "Put A Lid On It"
<p>WAQZ/Cincinnati, OH Before The Revolution Weeknights midnight-1am Cake</p> <ul style="list-style-type: none"> "The Distance" Elephant Ride "Wash Me" Fiona Apple "Shadowboxer" Meat Beat Manifesto "Asbestos Lead Asbestos" Trashcan Philosophers "Fifth Star" 	<p>WLIR/Long Island, NY Left Of Center Sunday 9-11pm Lazlow</p> <ul style="list-style-type: none"> Soul Coughing "Super Bon Bon" Church "Comedown" Cake "The Distance" Suzanne Vega "No Cheap Thrill" Eleanor McEvoy "Precious Little" 	<p>WZRH/New Orleans, LA Beyond The Charts Sunday 8-11pm Trey Blossman</p> <ul style="list-style-type: none"> Popsicle "Nastassja" Patti Smith "Gone Again" Sleeper "Lie Detector" Half Hour To Go "Theater In The Round" Placebo "Teenage Angst" 	<p>WDST/Poughkeepsie, NY Indie Flux Thursday 10pm Nic Harcourt</p> <ul style="list-style-type: none"> Sebadoh "Ocean" Prolapse "TCR" Bandits "Letters" Throwing Muses "Ruthie's Knocking" Brenda Kahn "Faith Salons" 	<p>XHRM/San Diego, CA The Flash Zone Saturday 9pm-2am Greg Pearson</p> <ul style="list-style-type: none"> OMD "Walking On The Milky Way" Meat Beat Manifesto "Asbestos Lead Asbestos" Suicide Machines "No Face" Republica "Drop Dead Gorgeous" Cardigans "Lovefool" 	<p>WHFS/Washington, DC Now Hear This Sunday 8-10:30pm Dave Marsh</p> <ul style="list-style-type: none"> Heavenly "Trophy Girlfriend" Versus "Yeah, You" Pflow "Yelvesta" Helikopter "Starbag Gazer" Frodus "Formula"

"novocaine for the soul"

ALTERNATIVE CHART: **22 - 13 !!**

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ON TOUR NOW!

The View From The Top

Label presidents offer their perspectives on the Adult Alternative format

By Sky Daniels

In true "the buck stops here" fashion (or, in this case, starts), I decided to go straight to the top of label hierarchies to find out how Adult Alternative was viewed as a format.

Is the format delivering on the promise its renaissance offered five years ago? Are labels utilizing and servicing the format properly? Most importantly, at least from the label perspective, is the format capable of *selling records*?

By And For Music Lovers

Reprise Records President **Howie Klein** can be described as one of the industry's true music fans. His mark on the Bay Area's music scene was felt in the early '80s (most notably with his label **415 Records**), and his vision pre-



Howie Klein

saged that of what would come to be known as Alternative. Klein remains intensely dedicated to his musical ideology, making him an ideal President to offer a perspective on this format.

Klein felt something was imminent, even prior to the formalization of the format's structure on a broad basis. He remembers, "Even before this became a recognized format, per se, I began to follow some of the early standard bearers: **WXRT/Chicago**, **KBCO/Denver**, and **KFOG/SF**. I knew that the people running these stations were music people first, and less likely to put forth the musical constraints that existed at the other, tightly structured formats.

"Artists [who otherwise] might fall between the cracks with other approaches had an opportunity to get exposed. At the time I worked with **Jeff Gold** [now Exec. VP/GM at **Warner Bros.**], and he and I felt we had to pay

heed to what we felt could become something. I remember talking to **Harry Levy**, who worked at **Capitol** in Alternative at the time, telling him this might really represent his own tastes. The notion began to take hold and really took off in the early '90s."

Klein feels that labels and Adult Alternative are still developing their skills in marketing to adults. "A lot has happened at the format, but I feel its best days lie ahead. We are seeing a sizable portion of the American populace mature into a demographic between 25-44. These people don't retain pop perspectives, their tastes and involvement with music become more mature — but they still care for it. Unlike earli-



This format is a discovery club for discerning adults. The adult buyer doesn't rush right out on first listen to buy a record.
—**Nick Gatfield**

er generations, this generation is more active. They want a station to be challenging and hip, not just play familiar favorites from their adolescence. Adult Alternative can provide them with newer artists who are palatable to their tastes. We know this format helps find that discerning adult. I'm not always thrilled with the format's rotations, though. They probably play too many artists and don't play them enough for average listeners to really become familiar."

Working To Coexist

Klein realizes that labels and the format continue to evolve in their coexistence by adding, "Labels are sometimes faced with a 'want it now' problem. The label culture is geared to the quicker reaction and acceptance of teen consumers. We have managers, artists, and label personnel who are attuned to that immediate gratification. Taking a dedicated, longer-term view requires different thinking. But so many recent breakthroughs have proven that patience is necessary.

"We have a perfect example in **k.d. lang**. Her first few records did not find a format or an audience overnight. **Carl Scott** and **Craig Kostich** helped create artist development strategies that allowed her to become the superstar that she is. Adult Alternative was part of that. I've just watched **Atlantic** show a similar commitment to **Jewel**. Long after many labels might have moved on, they were implementing tactics to increase her base. You have to be prepared to grow steadily, using touring as a means of garnering acceptance."

Klein feels confident in the format, as long as programmers retain their own commitment to artist development. He notes, "I've been able to infuse my own enthusiasm in one of our new artists, **Holly Palmer**, to the format. The PDs want to know about potential real artists. We know that we have to allow all of the right elements—press, touring, and Adult Alternative airplay—to steadily forge a story around **Holly**. It'll be a long dig-in, but that's how I view Adult Alternative. It's the start of long-range development."

The Artist, Not The Track

Polydor Records President **Nick Gatfield** has seen Adult Alternative be very kind recently to the **Badlees** and is now hopeful it will do the same with another artist, **Sovory**. Gatfield, himself a former recording artist with **Dexy's Midnight Runners**, appreciates the format's commitment to artists. "This format is all about dedicating depth to an artist. It supports the artist, not just a track. It's the way they utilize the artist in many means, be it live broadcasts and interviews, retail tie-ins, or playing more than one cut from an LP.



Nick Gatfield

Labels are sometimes faced with a 'want it now' problem. The label culture is geared to the quicker reaction and acceptance of teen consumers. We have managers, artists, and label personnel who are attuned to that immediate gratification.

—**Howie Klein**

"The format created a platform for the **Badlees** that way, and we've since developed it from there to rock and pop. Most labels have a problem with the numbers the format produces: the number of spins, the number of sales. Left to only its lesser rotations, the format won't produce the impact needed to break the artist. You have to totally involve the format in other ways."

Gatfield cites **KSCA/L.A.**'s commitment to **Sovory** as an example of total cooperation by saying, "Sovory is an artist, like **Seal**, who on paper doesn't have a home. **KSCA** has done more than spin one track. [PD] **Mike Morrison** has taken the artist under his wing, showcasing him on-air in various ways. He's performed live acoustically in their 'Music Hall.' He's done live electric shows at station events. He's cut IDs and is the beneficiary of multitrack play.

That's the biggest area of concern about the format for labels. The rotations are far too low to drive home a record. You really do have to be prepared to offer the artist in other ways to the station to make the impact. That means tour support and patience."

Gatfield echoes Klein in his belief that label strategies are shifting to accommodate adult consumers. "This format is a discovery club for discerning adults. The adult buyer doesn't rush right out on first listen to buy a record. We sign acts now for the long haul, not just at Adult Alternative, but every format. Whatever format you go to now, you can't bank on immediate reaction. Regarding Adult Alternative, we, as labels, have to avoid losing their confidence. They have a reticence to commit to artists early, fearing that they'll be shafted politically once other formats come aboard. We try to reward the stations that have helped **Sovory**, like **KSCA**, **CIDR/Detroit**, or the **River [WVRV]** in **St. Louis**, by giving them carte blanche in putting him to work. Within reason, we do everything we can to provide the

artist's involvement early so that we can build upon that station's success later."

Early Quality Check

Geffen Records President **Bill Bennett** views the importance of Adult Alternative not in substantive terms, but for its ability to assign a certain credibility to artistic notions. "It's the age-old adage, quality versus quantity. We don't approach Adult Alternative expecting huge numbers, not in rotations nor attendant sales.



Bill Bennett

What we do look for are signposts that indicate we do have a certain credibility attained by the artist. Here at **Geffen**, we were exercising the notion of 'patience' before it became commonplace, so we accept the terms of a long-haul approach."

To **Bennett**, that means dedicating dollars in an aggressive, though judicious, fashion. "When you approach this format, you exercise certain judgments about how much return you'll see with immediacy. We find that the format has not become cost-prohibitive, that used properly it can establish a vibe on an artist that is meaningful. We are seeing progress on our **Wild Colonial** record there. The **Cowboy Junkies** have done a more than respectable job with the format's support.

"Sales versus spins cannot be applied as stringently to this format as it is at others. This format provides us an early quality check that verifies our belief in the artistry of a project. You have to be intuitive to interpret the results. As complex a format as it is, you can't go there looking with the same clinical expectations of more research-driven approaches. Go to Adult Alternative to see if what you perceive to be credible is recognized by discerning adults, then build from there."

Sales versus spins cannot be applied as stringently to this format as it is at others. This format provides us an early quality check that verifies our belief in the artistry of a project.

—**Bill Bennett**



'WATER' SPORTS — *Way Cool Music/MCA* recording artists *Why Store* recently celebrated a #1 track with "Lack Of Water" by playing the famed *Club R&R*. Shown backstage with the band are *R&R's Sky Daniels*, *Way Cool Music's Karen Holmes* and *R&R's Cyndee Maxwell*.

AUGUST 23, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
14	7	4	1	JOHN MELLENCAMP Key West Intermezzo... (Mercury)	698	640	550	283	36/1
2	2	2	2	DAVE MATTHEWS BAND So Much To Say (RCA)	685	690	657	670	36/0
1	1	1	3	PRIMITIVE RADIO GODS Standing Outside... (Ergo/Columbia)	677	702	707	698	35/2
4	4	3	4	TOM PETTY & THE HEARTBREAKERS Walls (Warner Bros.)	674	648	623	601	35/1
3	3	5	5	WALLFLOWERS 6th Avenue Heartache (Interscope)	652	632	642	621	33/0
5	5	6	6	CRANBERRIES Free To Decide (Island)	532	553	562	571	31/0
12	11	10	7	DUNCAN SHEIK Barely Breathing (Atlantic)	514	434	355	301	37/1
6	8	7	8	ERIC CLAPTON Change The World (Reprise)	422	487	522	557	23/0
8	9	9	9	HOOTIE & THE BLOWFISH Tucker's Town (Atlantic)	410	453	449	528	24/0
BREAKER			10	SHERYL CROW If It Makes You Happy (A&M)	391	86	—	—	34/3
7	6	8	11	BLUES TRAVELER But Anyway (A&M)	384	478	556	551	23/0
18	12	11	12	BLACK CROWES Good Friday (American/Reprise)	381	365	331	276	26/0
BREAKER			13	R.E.M. E-Bow The Letter (Warner Bros.)	302	—	—	—	35/35
30	23	18	14	MELISSA ETHERIDGE Nowhere To Go (Island)	285	271	221	160	25/3
—	15	13	15	PEARL JAM Who You Are (Epic)	280	288	261	103	26/1
21	16	14	16	JACKOPIERCE Trials (A&M)	264	280	259	257	24/2
26	21	19	17	UGLY AMERICANS Vulcan Death Grip (Capricorn/Mercury)	260	256	233	207	28/2
11	18	16	18	LYLE LOVETT Private Conversation (Curb/MCA)	250	273	254	334	24/0
BREAKER			19	TRACY CHAPMAN New Beginning (Elektra/EEG)	250	208	186	150	22/4
9	10	12	20	WHY STORE Lack Of Water (Way Cool Music/MCA)	244	349	408	489	19/0
16	17	20	21	KEB' MO' That's Not Love (Okeh/Epic)	241	255	258	281	26/1
10	13	17	22	DISHWALLA Counting Blue Cars (A&M)	216	273	303	367	16/1
—	—	26	23	MARSHALL CRENSHAW Starless... (Razor & Tie Music)	215	165	129	63	22/1
19	14	15	24	SMASHING PUMPKINS Tonight, Tonight (Virgin)	212	278	283	270	13/1
15	20	21	25	NEIL YOUNG & CRAZY HORSE Big Time (Reprise)	199	242	236	281	21/0
—	—	28	26	ELEANOR MCEVOY Precious Little (Columbia)	190	152	123	62	21/2
—	30	23	27	FINN BROTHERS Only Talking Sense (Discovery)	186	179	158	149	21/1
28	25	25	28	GARBAGE Stupid Girl (Almo Sounds/Geffen)	179	166	189	185	12/1
—	—	29	29	STORYVILLE Good Day For The Blues. (Code Blue/Atlantic)	158	151	139	131	16/0
DEBUT			30	CHALK FARM Lie On Lie (Columbia)	142	131	113	83	16/4

This chart reflects airplay from August 12-18. Songs ranked by total plays. Highlighted songs indicate Breaker.
41 Adult Alternative reporters. 41 current playlists. © 1996, R&R Inc.

NEW & ACTIVE

SAMPLES The Lost Children (A Slow...) (MCA)

Total Plays: 142, Total Stations: 14, Adds: 0

ALANIS MORISSETTE You Learn (Maverick/Reprise)

Total Plays: 125, Total Stations: 8, Adds: 1

LEAH ANDREONE It's Alright, It's O.K. (RCA)

Total Plays: 125, Total Stations: 20, Adds: 4

WALLFLOWERS One Headlight (Interscope)

Total Plays: 123, Total Stations: 10, Adds: 0

COWBOY JUNKIES Speaking Confidentially (Geffen)

Total Plays: 121, Total Stations: 13, Adds: 2

SUZANNE VEGA No Cheap Thrill (A&M)

Total Plays: 121, Total Stations: 19, Adds: 5

DOG'S EYE VIEW Small Wonders (Columbia)

Total Plays: 109, Total Stations: 15, Adds: 2

FIONA APPLE Shadowboxer (Work)

Total Plays: 101, Total Stations: 10, Adds: 1

PETER GABRIEL I Have The Touch (Reprise)

Total Plays: 93, Total Stations: 10, Adds: 1

STEVE EARLE Hard-Core Troubador (Warner Bros.)

Total Plays: 78, Total Stations: 7, Adds: 1

Songs ranked by total plays.

BREAKERS

SHERYL CROW

If It Makes You Happy (A&M)

TOTAL PLAYS/INCREASE

391/305

TOTAL STATIONS/ADDS

34/3

CHART

10

R.E.M.

E-Bow The Letter (Warner Bros.)

TOTAL PLAYS/INCREASE

302/302

TOTAL STATIONS/ADDS

35/35

CHART

13

TRACY CHAPMAN

New Beginning (Elektra/EEG)

TOTAL PLAYS/INCREASE

250/42

TOTAL STATIONS/ADDS

22/4

CHART

19

MOST ADDED

ARTIST TITLE LABEL(S)

ADDS

R.E.M.	E-Bow The Letter (Warner Bros.)	35
SUZANNE VEGA	No Cheap Thrill (A&M)	5
LEAH ANDREONE	It's Alright, It's O.K. (RCA)	4
CHALK FARM	Lie On Lie (Columbia)	4
TRACY CHAPMAN	New Beginning (Elektra/EEG)	4
JASON FALKNER	I Live (Elektra/EEG)	4
WHY STORE	Father (Way Cool Music/MCA)	4
BORROWERS	Beautiful Struggle (Guardian)	3
SHERYL CROW	If It Makes You Happy (A&M)	3
MELISSA ETHERIDGE	Nowhere To Go (Island)	3
ROBYN HITCHCOCK	Alright, Yeah (Warner Bros.)	3
SAM PHILLIPS	Power World (Virgin)	3
BONNIE RAITT	Pride And Joy (Epic)	3
PATTI SMITH	Gone Again (Arista)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)

TOTAL PLAY INCREASE

SHERYL CROW	If It Makes You Happy (A&M)	+305
R.E.M.	E-Bow The Letter (Warner Bros.)	+302
DUNCAN SHEIK	Barely Breathing (Atlantic)	+80
SUZANNE VEGA	No Cheap Thrill (A&M)	+80
JOHN MELLENCAMP	Key West Intermezzo... (Mercury)	+58
TOM PETTY & THE HEARTBREAKERS	Climb... (Warner Bros.)	+56
MARSHALL CRENSHAW	Starless... (Razor & Tie Music)	+50
DOG'S EYE VIEW	Small Wonders (Columbia)	+47
TRACY CHAPMAN	New Beginning (Elektra/EEG)	+42
RUGBURNS	Better Be Careful (Priority)	+41
ELEANOR MCEVOY	Precious Little (Columbia)	+38

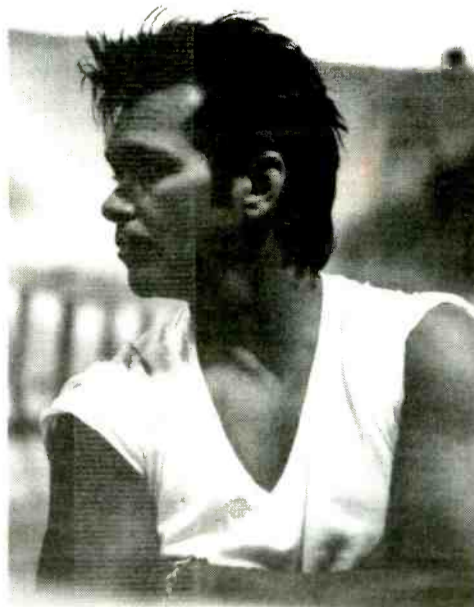
Breakers: Songs registering 250 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

John Mellencamp

**Key West Intermezzo
(I Saw You First)**

The First Single and Video from the new album

Mr. Happy Go Lucky



Number **1**
In 4 Weeks!

*Don't Miss Him
In Boulder
Friday Night
8/23!*



© 1996 John Mellencamp

GET OUT OF THIS HOUSE

The First Song From the New ALBUM

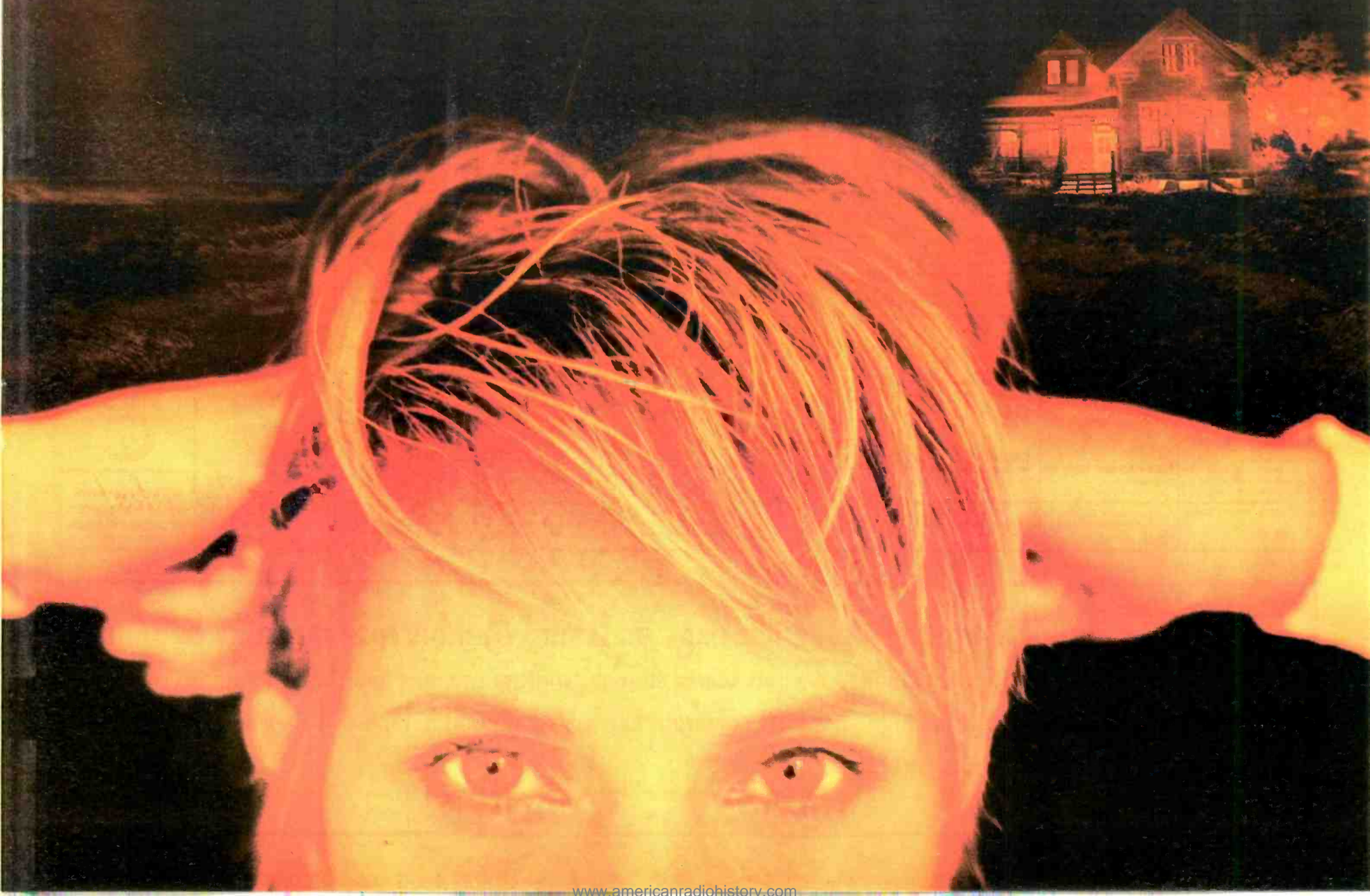
a few small repairs

SHAWN COLVIN

ON TOUR WITH JACKSON BROWNE

PRODUCED BY JOHN LEVENTHAL, MANAGEMENT: RON FIERSTEIN, AGF ENTERTAINMENT LTD., NYC
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ADULT ALTERNATIVE TOP 30 ALBUMS

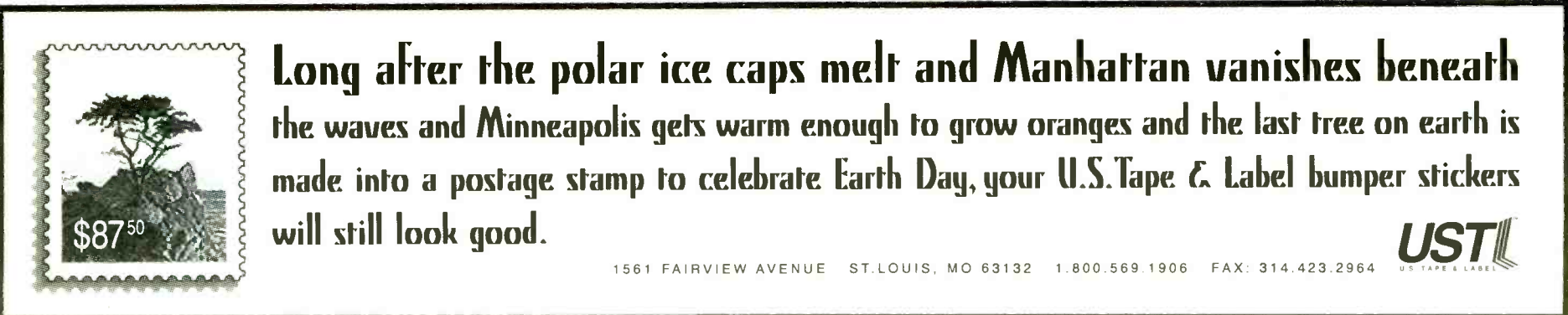
AUGUST 23, 1996

3W	2W	LW	TW	ARTIST	TITLE	LABEL(S)	TOTAL STATIONS/ADDS	TOTAL PLAYS	+/- PLAYS	EMPHASIS TRACKS (PLAYS)
7	5	4	1	TOM PETTY & THE HEARTBREAKERS	She's...	(Warner Bros.)	37/1	835	+98	"Walls" (674) "Hill" (75) "Never" (25)
1	1	1	2	DAVE MATTHEWS BAND	Crash	(RCA)	38/0	800	-16	"Say" (685) "Crash" (36) "Tripping" (22)
3	3	3	3	WALLFLOWERS	Bringing Down The Horse	(Interscope)	38/0	792	+51	"Heartache" (652) "Headlight" (123) "Marleans" (10)
25	9	6	4	JOHN MELLENCAMP	Mr. Happy Go Lucky	(Mercury)	36/1	698	+58	"Key" (698)
4	4	5	5	PRIMITIVE RADIO GODS	Rocket	(Ergo/Columbia)	35/2	677	-25	"Standing" (677)
2	2	2	6	SOUNDTRACK	Phenomenon	(Reprise)	33/0	642	-103	"Change" (422) "Dance" (127) "Touch" (93)
6	6	8	7	CRANBERRIES	To The Faithful Departed	(Island)	31/0	572	-13	"Decide" (532) "Still" (13) "Skies" (13)
5	7	7	8	HOOTIE & THE BLOWFISH	Fairweather Johnson	(Atlantic)	30/0	522	-66	"Town" (410) "Sad" (41) "Old" (39)
19	12	10	9	DUNCAN SHEIK	Duncan Sheik	(Atlantic)	38/0	518	+73	"Barely" (514) "Runs" (4)
24	15	13	10	BLACK CROWES	Three Snakes And One Charm	(American/Reprise)	28/0	424	+26	"Friday" (381) "Blackberry" (37) "Bring" (6)
11	11	12	11	LYLE LOVETT	The Road To Ensenada	(Curb/MCA)	26/0	404	-6	"Private" (250) "Right" (47) "Mistake" (31)
8	8	9	12	BLUES TRAVELER	Live From The Fall	(A&M)	24/0	403	-88	"But" (384) "Run" (13) "Years" (6)
DEBUT			13	SHERYL CROW	Sheryl Crow	(A&M)	34/3	391	+305	"Happy" (391)
15	16	16	14	TRACY CHAPMAN	New Beginning	(Elektra/EEG)	29/4	339	+14	"Beginning" (250) "Reason" (77) "Smoke" (7)
9	10	11	15	WHY STORE	Why Store	(Way Cool Music/MCA)	27/2	338	-99	"Water" (244) "Father" (62) "Sad" (12)
13	14	14	16	KEB' MO'	Just Like You	(Okeh/Epic)	27/1	328	-20	"That's" (241) "Action" (18) "Just" (17)
—	26	18	17	MELISSA ETHERIDGE	Your Little Secret	(Island)	26/3	311	+13	"Nowhere" (285) "Come" (13) "Heaven" (5)
—	21	21	18	PEARL JAM	No Code	(Epic)	26/1	309	+21	"Who" (280) "Bend" (8) "Tree" (7)
DEBUT			19	R.E.M.	New Adventures In Hi-Fi	(Warner Bros.)	35/35	302	+302	"Letter" (302)
—	22	22	20	BRIAN SETZER ORCHESTRA	Guitar Slinger	(Interscope)	24/1	300	+17	"Brighton" (140) "Voodoo" (106) "Rockin'" (19)
27	20	20	21	JACKOPIERCE	Finest Hour	(A&M)	26/2	282	-9	"Trials" (264) "Finest" (11) "Vineyard" (7)
10	13	15	22	STING	Mercury Falling	(A&M)	21/0	269	-69	"Touch" (98) "Hung" (59) "Happy" (44)
14	19	19	23	NEIL YOUNG & CRAZY HORSE	Broken Arrow	(Reprise)	25/0	261	-36	"Big" (199) "Arcade" (43) "Highways" (13)
—	30	24	24	UGLY AMERICANS	Stereophonic Spanish Fly	(Capricorn/Mercury)	28/2	260	+4	"Vulcan" (260)
28	29	25	25	COWBOY JUNKIES	Lay It Down	(Geffen)	21/1	250	+6	"Speaking" (121) "Angel" (76) "Calling" (22)
26	18	17	26	SMASHING PUMPKINS	Mellon Collie And...	(Virgin)	15/1	242	-58	"Tonight" (212) "1979" (12) "Thirty" (10)
DEBUT			27	MARSHALL CRENSHAW	Miracle Of Science	(Razor & Tie Music)	22/1	231	+51	"Starless" (215) "Dream" (14) "Train" (2)
DEBUT			28	FINN BROTHERS	The Finn Brothers	(Discovery)	24/1	226	+16	"Talking" (186) "Suffer" (26) "Eyes" (14)
17	24	26	29	MARK KNOPFLER	Golden Heart	(Warner Bros.)	17/0	217	-13	"Darling" (63) "Get" (48) "Do" (34)
12	17	23	30	DISHWALLA	Pet Your Friends	(A&M)	16/1	216	-57	"Cars" (216)

This chart reflects airplay from August 12-18. Albums ranked by total plays, with plays from all cuts from an album combined. 41 Adult Alternative reporters. 41 current playlists. © 1996, R&R Inc.

REPORTERS		Stations and their adds by track listed alphabetically by market																														
WXLE/Albany, NY PD: Cliff West 12 GARBAGE "Stupid" 9 R.E.M. "Letter" 7 JACKOPIERCE "Trials" SHERYL CROW "Happy" ALANIS MORISSETTE "Head"	WXRV/Boston, MA PD: Joanne Gandy MD: Mike Mullane 12 R.E.M. "Letter" 5 MELISSA ETHERIDGE "Nowhere" 4 BONNIE RAITT "Pride" 3 NO DOUBT "Spiderwebs" 3 TRACY CHAPMAN "Smoke" 2 PATTI SMITH "Gone" 2 INDIGO GIRLS "Blood" 2 LUKE BLOOM "Bury" 2 TOAD THE WET "Crazy" 1 ENTRAIN "Anyway" 1 HOLLY PALMER "Ladies" BRIAN SETZER ORCH. "Rockin'"	WXRT/Chicago, IL VP/Programming: Norm Winer MD: Patty Martin 15 R.E.M. "Letter" 5 STEVE EARLE "Hard-Core" SAM PHILLIPS "Power" ROBYN HITCHCOCK "Right"	KLRF/Eugene, OR PD: Patric Miller MD: Tom Krumm SUZANNE VEGA "Thrill" LEAH ANDREONE "Alright" GLEN BURTNIK "Learning"	WJAX/Ft. Myers, FL PD: Chad Chumly 17 R.E.M. "Letter" CHALK FARM "Lie" CARDIGANS "Lovefool"	WTTT/Indianapolis, IN PD/MD: Rich Antea 10 R.E.M. "Letter" 1 ELEANOR MCEVOY "Precious" TOM PETTY & HB "California" GIN BLOSSOMS "Matters"	WXPT/Las Vegas, NV PD: Richard Reed MD: J.D. Davis 13 R.E.M. "Letter"	KSCA/Los Angeles, CA PD: Michael Morrison MD: Marilee Kelly R.E.M. "Letter" UGLY AMERICANS "Vulcan"	WMMM/Madison, WI PD: Pat Gallagher MD: Tom Teuber 10 R.E.M. "Letter" PETER GABRIEL "Touch" MARSHALL CRENSHAW "Starless" DOG'S EYE VIEW "Small" ELEANOR MCEVOY "Precious" HOLLY PALMER "Ladies"	WRLT/Nashville, TN PD: Jon Peterson APD: David Hall 5 DR. JOHN "Cold" SAM PHILLIPS "Power" R.E.M. "Letter" JIM LAUDERDALE "Numbers"	WPLP/Miami, FL PD: Dave Stewart 11 R.E.M. "Letter" NO DOUBT "Spiderwebs" MAXI PRIEST F/SHAGGY "That" GIN BLOSSOMS "Matters" MERRIL BAINBRIDGE "Mouth"	KTCZ/Minneapolis, MN PD: Lauren MacLeash APD/MD: Jane Fredericksen 5 R.E.M. "Letter"	KMBY/Monterey, CA PD: Rich Berlin 15 SUBLINE "What" 9 SUZANNE VEGA "Thrill" 6 R.E.M. "Letter" 5 WHY STORE "Father" 3 CAKE "Distance"	KPIG/Monterey, CA PD/MD: Laura Hopper 5 DAVE ALVIN "California" 3 JIMMY BUFFETT "Overhill" 2 J.J. CALE "Guitar" 2 CHUCK BROSKY "Nice" 2 PARLOR JAMES "Lost" 2 GILLIAN WELCH "Dollar"	KTHX/Reno, NV PD: Bruce Van Dyke MD: Ken Allen 6 R.E.M. "Letter" 5 BONNIE RAITT "Pride" 3 FIJI MARINERS "Met" 2 TOM PETTY & HB "Hill" 1 FIONA APPLE "Shadowboxe" DOG'S EYE VIEW "Small" HOLLY PALMER "Likeish" JACKSON BROWNE "Cal" JUNIOR BROWN "Hung" MELISSA ETHERIDGE "Nowhere" WHY STORE "Father" ROBYN HITCHCOCK "Right" COWBOY JUNKIES "Speaking"	WXP/Philadelphia, PA PD: Kim Alexander MD: Bruce Warren 6 MICKY HART "Where" 5 LOS STRAIGHTJACKETS "Swampfire" 3 R.E.M. "Letter" 3 ERNEST RANGLIN "Congo" 3 ERNEST RANGLIN "Bourbon" 3 ERNEST RANGLIN "King" 3 ERNEST RANGLIN "Sata" 3 ERNEST RANGLIN "Surfin'" 2 ERNEST RANGLIN "54-46" 2 ERNEST RANGLIN "Base" 2 ERNEST RANGLIN "Disciples" ROBYN HITCHCOCK "Right" JASON FALKNER "Live" FIONA APPLE "Criminal" NIL LARA "Bleeding" NIL LARA "How" DAVE MATTHEWS BAND "Two" JIM LAUDERDALE "That's"	KINK/Portland, OR PD: Carl Widing APD: Anita Garlock PRIMITIVE RADIO GODS "Standing" DISHWALLA "Cars"	KTHX/Reno, NV PD: Bruce Van Dyke MD: Ken Allen 6 R.E.M. "Letter" 5 BONNIE RAITT "Pride" 3 FIJI MARINERS "Met" 2 TOM PETTY & HB "Hill" 1 FIONA APPLE "Shadowboxe" DOG'S EYE VIEW "Small" HOLLY PALMER "Likeish" JACKSON BROWNE "Cal" JUNIOR BROWN "Hung" MELISSA ETHERIDGE "Nowhere" WHY STORE "Father" ROBYN HITCHCOCK "Right" COWBOY JUNKIES "Speaking"	WMAX/Rochester, NY CO-PD: Jennifer Vanderveer CO-PD: Tom Sheridan 11 R.E.M. "Letter" UGLY AMERICANS "Vulcan" LEAH ANDREONE "Alright"	KQPT/Sacramento, CA MD/MD: Jim Trapp APD/MD: Carrie Owens R.E.M. "Letter" BETTER THAN EZRA "Normal"	WVRV/St. Louis, MO PD: Scott Strong MD: Mike Richter 8 R.E.M. "Letter"	KENZ/Salt Lake City, UT PD: Bruce Jones MD: Dom Casual R.E.M. "Letter" JACKOPIERCE "Trials" TRACY CHAPMAN "Beginning" SAMPLES "Look"	KUMT/Salt Lake City, UT PD: Zeb Norris APD/MD: Kelly Monson 23 R.E.M. "Letter" 5 SMASHING PUMPKINS "1979" 2 ALANIS MORISSETTE "Learn" 2 SMASHING PUMPKINS "Tonight" 2 ALANIS MORISSETTE "Ironic" SPIN DOCTORS "Mine"	KUPR/San Diego, CA PD: Mike Halloran MD: Clark Novak 7 PEARL JAM "Tree" 7 PEARL JAM "Oh" 6 PEARL JAM "Mosquito"	KUPR/San Diego, CA (cont.) 6 PEARL JAM "Bend" WHY STORE "Father" COMMON SENSE "Never" R.E.M. "Letter" ALICE IN CHAINS "Angry" ALICE IN CHAINS "Down" ALICE IN CHAINS "Excuses" ALICE IN CHAINS "Heaven"	KFOG/San Francisco, CA PD: Paul Marzalek MD: Bill Evans 15 R.E.M. "Letter" ERIC JOHNSON "S.R.V." FIONA APPLE "Criminal"	KTMN/Santa Fe, NM PD/MD: Rich Robinson CHALK FARM "Lie" NIL LARA "Baby" MICKY HART "Sandman" R.E.M. "Letter" HOODOO GURUS "Deal" JASON FALKNER "Live"	KRSH/Santa Rosa, CA PD: Zee Zee MD: Bill Bowler PRIMITIVE RADIO GODS "Standing" WILD COLONIALS "Miser" R.E.M. "Letter"	KMTT/Seattle, WA PD: Chris Mays MD: Deas Carlson 7 BRIAN SETZER ORCH. "Legend" R.E.M. "Letter" SUZANNE VEGA "Thrill" SATCHEL "Time" CRANBERRIES "Shit" LYLE LOVETT "Mistake"	KAEP/Spokane, WA PD: Scott Sowards 19 R.E.M. "Letter" 2 GEGGY TAH "Whoever" 1 CHALK FARM "Lie" MELISSA ETHERIDGE "Nowhere"	WRNX/Springfield, MA MD: Bruce Stebbins 14 TRACY CHAPMAN "Beginning" 7 DUNCAN SHEIK "Barely" 7 JASON FALKNER "Live"	WHPT/Tampa, FL PD: Chuck Beck APD/MD: Chris Taylor 16 R.E.M. "Letter" 7 SHERYL CROW "Happy" 1 PEARL JAM "Who" GEGGY TAH "Whoever"	WXKR/Toledo, OH PD: Dusty Scott MD: Mike McIntyre 11 R.E.M. "Letter" 2 PEARL JAM "Bend" 1 FINN BROTHERS "Talking" 1 PEARL JAM "Smile" TRACY CHAPMAN "Beginning" LEAH ANDREONE "Alright"

41 Total Reporters
41 Current Reporters
41 Current Playlists



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fm101.9
KSCA/Los Angeles
(213) 845-1600
Morrison/Kelly

MARKET #2

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
15	22	24	24	24	JOHN MELLENCAMP/Key West...
22	24	23	23	23	WALLFLOWERS/6th Avenue Heartache
23	23	23	23	23	ERIC CLAPTON/Change The World
23	23	23	23	23	PRIMITIVE RADIO GODS/Standing Outside...
23	23	23	23	23	TOM PETTY & HB/Walls
25	23	23	22	22	BLUES TRAVELER/But Anyway
22	20	21	20	20	CRANBERRIES/Free To Decide
-	-	-	-	-	SHERYL CROW/It Makes You...
-	-	-	-	-	BLACK CROWES/Good Friday
15	17	17	17	17	SOUTHERN CULTURE /Camel Walk
12	11	12	13	13	FIONA APPLE/Shadowboxer
10	11	12	13	13	STING/I Was Brought To
12	11	12	13	13	SAMPLES/The Lost Children...
13	12	12	12	12	SQUEEZE/This Summer
10	8	11	12	12	OASIS/Don't Look Back...
-	-	-	-	-	WILD COLONIALS/This Misery
9	12	11	11	11	FLEMING & JOHNLIN Love Songs
10	9	10	11	11	PETER WOLF/Long Line
-	-	-	-	-	PETER GABRIEL/Have The Touch
11	10	9	11	11	HNN BROTHERS/Only Talking Sense
12	11	11	11	11	SMASHING PUMPKINS/Tonight, Tonight
10	11	14	14	14	NIL LARAI/Fighting For You...
10	9	10	10	10	SOVORY/Did You Mean What...
10	9	10	10	10	JACKOPIERCE/Traits
11	8	9	10	10	ELEPHANT RIDGE/Wash Me
12	13	10	11	11	PATTI ROEBERG/Inside
-	-	-	-	-	ELEANOR MCEVOY/Precious Little
13	12	10	11	11	NEIL YOUNG.../Big Time
11	15	14	14	14	BRIAN SETZER ORCH./Rumble In Brighton
11	10	11	10	10	DAVE MATTHEWS BAND/So Much To Say

93.1
RADIO CHICAGO
WXRT/Chicago
(312) 777-1700
Winer/Martin

MARKET #3

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
11	14	14	15	15	R.E.M./Bow The Letter
-	-	-	-	-	JOHN MELLENCAMP/Key West...
-	-	-	-	-	SHERYL CROW/It Makes You...
13	16	11	13	13	PEARL JAM/Who You Are
9	10	9	12	12	CRANBERRIES/Free To Decide
11	11	10	12	12	ELVIS COSTELLO/You Bowed Down
11	9	9	11	11	NEIL YOUNG.../Big Time
13	10	10	11	11	LOS LOBOS/Revolution
10	12	10	11	11	PRIMITIVE RADIO GODS/Standing Outside...
8	8	8	10	10	WALLFLOWERS/6th Avenue Heartache
10	8	10	9	9	PAUL WESTERBERG/Change The World
8	9	9	9	9	PAUL WESTERBERG/Change The World
9	10	11	11	11	PATTI SMITH/Gone Century
12	7	7	8	8	TOM PETTY & HB/Walls
7	7	7	7	7	ELVIS COSTELLO/Squeezed Shadows
9	8	8	8	8	GIN BLOSSOMS/Day Job
10	9	10	8	8	DAVE MATTHEWS BAND/So Much To Say
11	10	10	8	8	R.E.M./Sponge
9	8	8	8	8	PATTI SMITH/Summer Cannibals
4	9	5	7	7	DUNCAN SHEIK/Barely Breathing
8	10	8	7	7	LOS LOBOS/Cant Stop The Rain
-	-	-	-	-	TOM PETTY & HB/Climb That Hill
8	8	7	7	7	NIL LARAI/Money Makes
7	8	7	7	7	LYLE LOVETT/Private Conversation
8	9	7	7	7	KEB' MO'/That's Not Love
7	6	6	6	6	CRANBERRIES/Free To Decide
7	7	5	5	5	JOLENE/Birdland
6	6	6	6	6	HOOTIE & BLOWFISH/Earth Stopped...
10	9	12	6	6	MYSTERIES OF LIFE/Going Through...
7	6	5	6	6	BLACK CROWES/Good Friday

KFOG
104.5 97.7
KFOG/San Francisco
(415) 543-1000
Marszalek/Evans

MARKET #4

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
8	19	19	20	20	JOHN MELLENCAMP/Key West...
7	16	18	20	20	SAMPLES/The Lost Children...
18	18	18	19	19	ERIC CLAPTON/Change The World
18	18	18	19	19	PETER GABRIEL/Have The Touch
-	-	-	-	-	SUZANNE VEGA/No Cheap Thrill
6	7	14	19	19	TRACY CHAPMAN/New Beginning
-	-	-	-	-	PRIMITIVE RADIO GODS/Standing Outside...
16	18	18	18	18	TOM PETTY & HB/Walls
18	17	17	17	17	COWBOY JUNKIES/Come Calling (H.s.)
19	17	17	17	17	DAVE MATTHEWS BAND/So Much To Say
6	17	17	17	17	KEB' MO'/That's Not Love
17	18	17	17	17	WHY STORE/Lack Of Water
-	-	-	-	-	R.E.M./E-Bow The Letter
19	12	12	12	12	BRIAN SETZER ORCH./Hoodoo Voodoo Doll
8	12	10	10	10	ELVIS COSTELLO/Legend Of Johnny...
19	20	10	10	10	SQUEEZE/Electric Trains
-	-	-	-	-	LINDA PERRY/Full Me Up
6	7	6	6	6	LYLE LOVETT/Private Conversation
7	5	7	7	7	PETE DROEGE/Doesn't Have...
-	-	-	-	-	SHERYL CROW/It Makes You...
7	6	6	6	6	BLACK CROWES/Good Friday
6	5	6	6	6	HNN BROTHERS/Only Talking Sense
7	6	7	7	7	J.J. CALGUITAR/Man
7	6	7	7	7	TOM PETTY & HB/Climb That Hill
7	7	7	7	7	UGLY AMERICANS/Vulcan Death Grip
6	6	6	6	6	CRANBERRIES/Free To Decide
-	-	-	-	-	HOOTIE & BLOWFISH/Tucker's Town
7	7	7	7	7	JACKOPIERCE/Traits
5	7	8	6	6	NIL LARAI/Will Be Free
9	16	8	6	6	STING/I Hung My Head

WXP
88.5 FM
WXP/Philadelphia
(215) 898-6677
Alexander/Warren

MARKET #5

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
-	-	-	-	-	ELLIS PAUL/Deliver Me
-	-	-	-	-	SHERYL CROW/It Makes You...
6	10	9	9	9	DUNCAN SHEIK/Barely Breathing
11	5	7	8	8	PATTY GRIFFIN/Mad Mission
7	8	8	8	8	SQUEEZE/This Summer
6	8	8	8	8	PEARL JAM/Who You Are
-	-	-	-	-	STEVE EARLE/Hard-Core Truadour
6	6	6	6	6	KEB' MO'/That's Not Love
8	7	8	8	8	EVERYTHING BUT.../The Heart Remains...
-	-	-	-	-	BOOTH AND THE BAD.../I Believe
7	9	8	8	8	WALLFLOWERS/6th Avenue Heartache
6	8	8	8	8	ELVIS COSTELLO/You Bowed Down
4	6	8	8	8	LYLE LOVETT/Fiona
-	-	-	-	-	TOM PETTY & HB/Angel Dream (No. 4)
8	8	7	8	8	CURE/Mint Car
8	6	5	8	8	BECK/Where It's At
9	8	8	8	8	TOM PETTY & HB/Walls
-	-	-	-	-	SUZANNE VEGA/No Cheap Thrill
9	9	9	9	9	CRANBERRIES/Free To Decide
-	-	-	-	-	BECK/Sissyneck
5	4	7	7	7	FIONA APPLE/Shadowboxer
5	4	6	7	7	EVERYTHING BUT.../Mirrorball
6	6	5	7	7	WALLFLOWERS/6th Avenue Heartache
6	5	6	7	7	JIMMIE DALE GILMORE/Headed For A Fall
4	5	7	7	7	KRIS KNOX/Save It For Later
-	-	-	-	-	CRANBERRIES/Free To Decide
-	-	-	-	-	JOHN GORKA/Lighting's Blues
2	10	6	7	7	JOHN MELLENCAMP/Key West...
6	5	6	6	6	HARRY CONNICK JR./Rear Me In...
-	-	-	-	-	JIMMIE DALE GILMORE/Braver Newer World

THE RIVER
93.9 FM
CIDR/Detroit
(519) 258-8888
Brookshaw/Delisi

MARKET #6

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
25	30	32	31	31	CRANBERRIES/Free To Decide
-	-	-	-	-	JOHN MELLENCAMP/Key West...
24	25	31	31	31	DAVE MATTHEWS BAND/So Much To Say
24	25	31	31	31	BLACK CROWES/Good Friday
32	31	32	32	32	ERIC CLAPTON/Change The World
31	30	30	30	30	BLUES TRAVELER/But Anyway
-	-	-	-	-	STEVE EARLE/Hard-Core Truadour
31	30	25	25	25	PRIMITIVE RADIO GODS/Standing Outside...
-	-	-	-	-	SHERYL CROW/It Makes You...
31	22	23	23	23	LOS LOBOS/Cant Stop The Rain
26	23	20	20	20	PETE DROEGE/Mr. Jode
27	23	23	23	23	KEB' MO'/That's Not Love
25	23	22	22	22	EVERYTHING BUT.../A Wrong
31	22	24	23	23	ELVIS COSTELLO/You Bowed Down
-	-	-	-	-	TOM PETTY & HB/Climb That Hill
-	-	-	-	-	PEARL JAM/Who You Are
25	23	22	22	22	LYLE LOVETT/Private Conversation
10	11	17	17	17	DUNCAN SHEIK/Barely Breathing
11	16	21	21	21	BARENKAT LADIES/The Old Apartment
20	18	20	20	20	WILD STRAWBERRIES/I Don't Want To...
20	17	20	20	20	COWBOY JUNKIES/Who You Are
17	18	19	19	19	TRAGICALLY HIP/Head By A Century
22	18	19	19	19	NEIL YOUNG.../Big Time
19	17	18	18	18	SOUL ATORNS/These Are The Days
24	24	23	23	23	COOTIE & BLOWFISH/Tucker's Town
26	24	24	24	24	BRIAN SETZER ORCH./Hoodoo Voodoo Doll
19	17	18	18	18	ALANIS MORISSETTE/You Learn
-	-	-	-	-	R.E.M./E-Bow The Letter
26	23	24	24	24	WALLFLOWERS/6th Avenue Heartache
-	-	-	-	-	LEAH ANDREONE/It's Alright...

WBOS
92.9 FM
WBOS/Boston
(617) 254-9267
Herron

MARKET #10

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
24	24	24	24	24	CRANBERRIES/Free To Decide
33	33	33	33	33	ERIC CLAPTON/Change The World
33	33	33	33	33	PRIMITIVE RADIO GODS/Standing Outside...
33	33	33	33	33	BLUES TRAVELER/But Anyway
24	33	33	33	33	TOM PETTY & HB/Walls
24	33	33	33	33	WHY STORE/Lack Of Water
12	24	24	24	24	WALLFLOWERS/6th Avenue Heartache
3	24	24	24	24	BLACK CROWES/Good Friday
8	24	24	24	24	SMASHING PUMPKINS/Tonight, Tonight
24	24	24	24	24	JOHN MELLENCAMP/Key West...
24	24	24	24	24	DAVE MATTHEWS BAND/So Much To Say
24	24	24	24	24	MELISSA ETHERIDGE/Nowhere To Go
-	-	-	-	-	ALANIS MORISSETTE/Head Over Feet
-	-	-	-	-	TOM PETTY & HB/Change The Locks
-	-	-	-	-	PETER GABRIEL/Have The Touch
-	-	-	-	-	GIN BLOSSOMS/As Long As It...
33	12	12	12	12	COLLECTIVE SOUL/When The Water Falls
12	12	12	12	12	NATALIE MERCHANT/Jealousy
-	-	-	-	-	OASIS/Don't Look Back...
8	8	8	8	8	DUNCAN SHEIK/Barely Breathing
8	8	8	8	8	PEARL JAM/Who You Are
8	8	8	8	8	CHALK FARM/Lie On Lie
8	8	8	8	8	SCREAMING TREES/All I Know
8	8	8	8	8	GARBAGE/Stupid Girl
-	-	-	-	-	EELS/Novocaine For...
-	-	-	-	-	DOG'S EYE VIEW/Small Wonders
-	-	-	-	-	LEAH ANDREONE/It's Alright...
-	-	-	-	-	STORVILLE/Good Day For...
-	-	-	-	-	WILD COLONIALS/This Misery
-	-	-	-	-	SOUL COUGHING/Soundtrack To Mary

THE RIVER
92.5 FM
WXRV/Boston
(617) 374-4733
Doody/Mullaney

MARKET #10

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
10	19	23	20	20	JOHN MELLENCAMP/Key West
22	20	20	18	18	BLACK CROWES/Good Friday
23	16	18	18	18	LYLE LOVETT/Private Conversation
13	12	18	18	18	TOM PETTY & HB/Walls
20	17	19	19	19	PRIMITIVE RADIO GODS/Standing Outside...
17	16	17	17	17	BLUES TRAVELER/But Anyway
21	20	23	23	23	DISHWALLA/Counting Blue Cars
24	17	17	17	17	NEIL YOUNG.../Big Time
-	-	-	-	-	SHERYL CROW/It Makes You...
22	19	21	21	21	ERIC CLAPTON/Change The World
21	15	20	14	14	BRYAN FERRY/Dance With Life...
-	-	-	-	-	WHY STORE/Father
22	17	21	21	21	FIONA APPLE/Shadowboxer
8	13	12	12	12	ELEANOR MCEVOY/Precious Little
-	-	-	-	-	R.E.M./E-Bow The Letter
21	16	21	21	21	HNN BROTHERS/Only Talking Sense
7	6	9	12	12	NIL LARAI/Bleeding
10	14	14	11	11	NO DOUBT/Don't Speak
10	20	21	11	11	WALLFLOWERS/6th Avenue Heartache
11	13	17	11	11	JASON FALKNER/Live
8	13	13	13	13	MARSHALL CRENSHAW/Starless Summer Sky
12	12	12	10	10	ELECTRONIC/Fordien City
7	13	13	10	10	DAVID GRAY/Late Night Radio
3	3	8	10	10	HOOTIE & BLOWFISH/Sad Caper
15	13	13	10	10	HOOTIE & BLOWFISH/Tucker's Town
14	13	10	10	10	DUNCAN SHEIK/Barely Breathing
9	9	14	10	10	MIDGE URE/Breathes
-	-	-	-	-	SUZANNE VEGA/No Cheap Thrill
-	-	-	-	-	DAVE MATTHEWS BAND/Crash Into Me
7	7	8	9	9	KENNY WAYNE SHEPHERD/Deja Voodoo

103.5
The point
WPLL/Miami
(305) 587-1035
Stewart

MARKET #11

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
42	43	42	45	45	ERIC CLAPTON/Change The World
43	44	42	45	45	ALANIS MORISSETTE/You Learn
25	26	41	44	44	OASIS/Champagne Supernova
25	43	44	44	44	DONNA LEWIS/I Love You Always...
41	44	44	44	44	JARS OF GLASS/Flood
14	22	43	44		

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EAST

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Oldies KOOL 96.7 Middays needed today! 60s music - 90s audience. Rush T&R: Personnel, Commodore Media, 100 Prospect St, Stamford, CT 06901. EOE (8/23)

WBXQ/Altoona wants more production voices on our Active Rocker. Demo & rates to Mike Thomas, WBXQ, 4000 5th Ave, Altoona, PA 16802 or call (814) 944-9320. EOE (8/23)

Experienced, polished News Anchor/gatherer to join our News/Talk team now! T&R: Personnel, WPRO-FM, 1502 Wampanoag Trail, E Providence, RI 02915. EOE (8/23)

Lite 96.7 Utica, NY "Station of the Year" has lost our 6-year Mid-day hostess to market #68. MD experience a plus. T&R: Randy Jay, Clark Mills Rd, Whitesboro, NY 13492. EOE (8/23)

The 7-Midnight AT position at WHLY is still open. T&R to WHLY, 115 Eastern Ave, East Providence, RI 02914. EOE (8/23)

Morning Sidekick needed, writing and productions skills important. Send T&R to Chris Shebel, WPRO-FM, 1502 Wampanoag Trail, E Providence, RI 02915. EOE (8/23)

LUC T&R: WRKE, Tony Q, Rt 1 Box 24, Ocean View, DE 19970. EOE (8/23)

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Albany Metro AC seeks future fulltime AM/PM Drive AT. T&R: WJKE, Ken McGrail, 21 Malta Commons, Malta, NY 12020. No Calls. EOE (8/23)

Today's Country 92 WXTU, Philadelphia, is accepting tapes and resumes for parttime positions. Females and minorities encouraged to apply. Mike Brophay, WXTU, 555 City Line Avenue, Bala Cynwyd, PA 19004. No calls please. Beasley Broadcasting is an EOE.



Wilkes-Barre/Scranton, PA's #1 Country Station has an immediate opening for experienced morning assistant/news person to interact with current talent. Must be personable, topical, able to produce/assist plus structure and deliver news. State-of-the-art facility and great benefits! Rush T&R to: Gary Hoffmann, WGGY, 305 Highway 315 Pittston, PA 18640. EOE

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<http://www.proline.com>

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OPPORTUNITY KNOCKS
in the pages of R&R
every Friday
CALL: 310-553-4330

PROGRAM DIRECTOR WBLI-FM

Chancellor Broadcasting, under its Long Island LMA, is looking for an experienced Hot AC-Adult CHR program director/on-air personality for WBLI. If you've got a proven track record in ratings, talent development, and promotions ... and you do a great airshift yourself ... we want to hear from you! Give me (on paper please!) specific examples of what YOU'D do with Long Island's most powerful radio station. Rush your tape, resume, and programming philosophies to: Gene Michaels Free, VP/Programming, Chancellor/Long Island, 66 Colonial Drive, Long Island, New York, 11772. EOE M/F

SOUTH

Top-rated Lake Charles, LA Rocker looking for PD with strong leadership skills. Also morning talent. Tape and resume to KKGB, PO Box 2418, Sulphur, LA 70664. EOE (8/23)

Immediate openings for all air shifts. Send T&R to WHOD, PO Box 518, Jackson, AL 36454. (334) 246-4431. EOE (8/23)

Sunny 107 wants dynamic talent. 3 years on-air, digital production. T&R: Bob Walker, WSNJ, 3360 Capital Circle NE, Suite D, Tallahassee, FL 32308. EOE (8/23)



World class on-air performer needed at Viacom's Smooth Jazz 105.9, Washington, DC! One of ours went to sister Q104.3, NYC. To be serious candidate, you MUST communicate effectively with adults, do exceptional production, great appearances, and have a terrific attitude. NAC experience helpful, but not required. Rush tape and resume to: Steve Kosbau, WJZW-FM, 510 King St., Suite 315, Alexandria, VA 22314. Minorities and females strongly encouraged. EOE

Immediate opening: Morning personality and PD for Classic Rock powerhouse. At least 3 years' experience on-air. Great company and benefits. Send T&R: KBRQ, 510 North Valley Mills, Suite 504, Waco, Texas 76710. EOE, M/F.

MORNING SHOW

Hot AC station in top 75 south-eastern market. Looking for individual or team to dominate mornings. Are you creative? Can you be local? Must be passionate about the business. New ownership, stable company with a winning attitude. Excellent benefit package. Send your package ASAP to: Radio & Records, 10100 Santa Monica Bl., #110, 5th Floor, Los Angeles, CA 90067. EOE

Southeast small market, big-sounding, top-rated country seeks morning jock with personality & production skills. Great company. T&R to: Operations Manager, P.O. Box 1076, Columbus, MS 39703

Major market smooth jazz seeks entertaining morning personality to complement great music mix. Solid company, stimulating environment, great benefits, attractive weather. T&R to: Radio & Records, 10100 Santa Monica Bl., #121, 5th Floor, Los Angeles, CA 90067. EOE

OPENINGS

American Radio Systems WIRK, West Palm Beach is looking for an energetic, fun Morning Show co-host. T&Rs only to: Lee Strasser, WIRK, 4763 10th Avenue North, West Palm Beach, Florida 33463. EOE

Florida East Coast Country music FM needs morning personality to take us to the next level. Professional/team player/3-5 years morning show experience. Digital production skills preferred. Send tape/resume now! Radio & Records, 10100 Santa Monica Bl., #138, 5th Floor, Los Angeles, CA 90067. EOE

ENGINEER

Flexible hours, competitive wages for FT person who can help maintain radio broadcast equipment and computers. Must have electronics, electrical, and RF knowledge, along with minor building maintenance skills. Radio experience an advantage. Call Signal Media at (214) 664-9410 or fax (214) 664-5871 today. EOE

NEW JACOR STATION NEEDS MORNING HOST

For Hot AC WXML in beautiful Lexington, KY. Must have ability to entertain and relate to target female audience. Tapes and resumes ASAP to: Bob Hogan, 3549 Russell Cave Rd., Lexington, KY 40511 EOE

92.5 KZPS The Classic Rock Station

92.5/KZPS The Classic Rock Station Dallas seeks parttime On-Air talent. Minimum three years in Classic Rock format required. Please call for application. Mary Young, Director/Human Resources, 214-770-7777. An Equal Opportunity Employer.

7-midnight. If you want to work in all-new, state-of-the-art digital studios, do great production, personal appearances, work the phones, know alternative music and have MD experience, then send tape, resume, photo to: Kurt Kruzer, PD K-106, 2825 I-10 E., Beaumont, TX 77702. EOE

COUNTRY/CHR PROGRAMMER WANTED

Multiple station opportunity in coastal Carolina. Looking for pros with a minimum of 3 years' Country programming experience. Selector and Scott Studios experience a definite plus. If you have the ability to take a 50,000-watt country station to the next level and handle a second station as well, send resume and programming philosophy to Keith Mitchell, Operations Director, Atlantic Broadcasting, 181 E. Evans Street, Suite 311, P.O. Box 103000, Florence, SC, 29501-3000. EOE

Immediate Openings middays. At least 3 years' experience required on-air plus great production a must. Top-rated Country station, great company, and benefits! Send T&R to: Zack Owen, WACO-FM, P.O. Box 21088, Waco, TX 76702. EOE M/F

OPENINGS

GET WITH THE 90s!

A RECORD WEEK as more of those we represent are flying to interviews than ever before. We make things happen for jocks, news, PD's - thanks to those who believe AND have talent! Decision makers nationwide have hired personnel from us at all levels. Looking for jobs like they did in the 60s and 70s? Good luck. If you're serious about your job search, get free information by calling us today.

STATIONS - INSTANT AIRCHECKS

NETWORK

(407) 679 8090



RARE EVENING OPENING!

The sparkling city by the sea is in need of a dynamo evening personality. Must give good phones! Need a listener-intensive, high-energy, set 'em up and knock 'em down jock who's not afraid to win! T&R to KOUL, Dave Collins, P.O. Box 898, Corpus Christi, TX 78403. Females and Minorities encouraged. EOE.

STATION PRODUCER/WRITER

Top-10 MARKET MODERN AC looking for the person who'll make the station shine! Creative writing skills a MUST!! You'll write and produce all promos and stagers. MUST have knowledge of DSE, DGS, and DCI... Send tape and resume immediately to: Radio & Records, 10100 Santa Monica Bl., #135, 5th Floor, Los Angeles, CA 90067. EOE

R&R: Radio and Racin' AFFILIATE SERVICE DIR.

Regional network seeks person with programming &/or sales background to solicit stations for motorsports programming. Good telemarketing skills, goal-oriented, and service-minded are most important. Send resume to Human Resources, Capitol Broadcasting Company, 711 Hillsborough St., Raleigh, NC 27603. EOE

Looking for energetic CHR/Hot AC air talent and production whiz to be a part of a successful sports talk morning show on one of America's great Talk radio stations. KLIF/Dallas. Must know solid radio basics with the creativity and talent to utilize production elements to enhance the on-air sound of the show. Must be the consummate team player who understands the importance of contributing to, and totally supporting the host of the show.

Send tape and resume to
John Shomby, Program Director:
KLIF Radio
3500 Maple Avenue
Suite 1600
Dallas, Texas 75219
KLIF RADIO IS AN EQUAL
OPPORTUNITY EMPLOYER

OPPORTUNITY KNOCKS

in the pages of R&R every Friday

CALL 310-553-4330

OPENINGS



NIGHTS

Stem in the morning and YOU at night! Ya gotta be an in-your-face rocker who wants to own nights in this town. Minimum 3 yrs. on-air experience required.

PROMOTIONS COORDINATOR

No station's on the streets of Memphis more...& we need a fulltime promotions coordinator to keep it that way! Weekend airshift & loads of creative promotional suggestions required! 3 yrs. minimum radio experience. Send T&R to: Jim Fox PD, WMFS, 1632 Sycamore View, Memphis, TN 38134. EOE.

96X... Hampton Road's Modern Rock... has an opening for a high energy personality to slam at night!!!

If your able to entertain, take calls while letting the music be the star... Here's your chance!!!

You must be a team player on and off the air... If you're going to be a pain in the ass, DON'T APPLY!!!

Send tape and resume to:
Perry Stone
WROX 500 Dominion Tower
999 Waterside Drive
Norfolk, Virginia 23510

Women and minorities encouraged to apply... EOE



News & Informational Services Director South's leading CHR morning show looking for news & views personality with attitude!! Must be fun, versatile, hard working and a team player. Knowledge of computer and Internet a plus! Send T&R to: WDCG, 1000 Park Forty Plaza, Suite 120, Raleigh-Durham, NC 27713 EOE

SHANE MEDIA

Leader in NewsTalk consulting searching for AM/PM communicators who understand information-based format and how people use news-oriented radio.



T&R to:
SHANE MEDIA Shane Media
2450 Fondren Road Ste. 112
Houston, TX 77063
M/F EOE

MORNING SHOW

Top 10 MARKET. Looking for individual or team who can connect and entertain. ENERGY, CREATIVITY, TOP-NOTCH SKILLS AND THE ABILITY TO BREAK THROUGH THE CLUTTER... If these qualities are representative of you, send tape and resume to: Radio & Records, 10100 Santa Monica Bl., #134, 5th Floor, Los Angeles, CA 90067. EOE

OPENINGS

MIDWEST

KXEO-KWRR has an opening: news reporter/anchor. Degree preferred. T&R: Gary Fox, KXEO, 1705 E Liberty, Mexico, MO 65265 or call (800) 264-5997. EOE (8/23)

Sales Position, established NW Oklahoma powerhouse. Experienced, or will train aggressive go-getter. Call Anne Coleman, (505) 256-4101. EOE (8/23)

50,000-watt AC in SW Michigan seeking PT AT. T&F: Dan Mason, WHFB-FM, 2100 Fairplain, Benton Harbor, MI 49022. EOE (8/23)

KWTX-FM has an opening for a 7-mid AT. Must have great phones. T&R to Tom Martens, KWTX-FM, Box 2636, Waco, TX 76702. No phone calls, please. EOE (8/23)

Fox Valley Newstalk needs aggressive anchor/reporter. If you fit the bill, send T&R to Eric Spencer, WOSH, PO Box 1039, Oshkosh, WI 54902. EOE (8/23)

Hit Country looking for high energy night jock, great phones. T&R: Brad, KCKI, 4590 E 29th St, Tulsa, OK 74114. EOE (8/23)

Promotions/Marketing Director for multiple radio stations in Waco, TX. Send resumes to Michael Oppenheimer, KCKR, 4949 Franklin Ave, Waco, TX 76710. EOE (8/23)

Lansing's AC WFMK has openings for all-nights and for PT weekend. Send your best stuff to Ray Marshall, WFMK, Box 991, East Lansing, MI 48826. EOE (8/23)

WIBW-FM/97 Country needs night personality (7-midnight). Lots of phones and appearances. Send info to WIBW-FM Personnel Director, 5600 SW 6th, Topeka, KS 66606. EOE (8/23)

Jacor's Cincinnati Classic Rocker needs night jock with strong production skills. Send T&R: Jim Richards, WOFX, 1111 St Gregory St, Cincinnati, OH 45202. EOE (8/23)



Legendary WHB, Kansas City, KALO & KMZU has a Chief Engineer position open immediately. New studios. Call Mike Carter at 816-542-0404.

New modern AC in midwest needs staff moderns. PM drive. Night production. Promotions driven. 4 years experience. Radio & Records, 10100 Santa Monica Bl., #127, 5th Floor, Los Angeles, CA 90067. EOE



WONE-FM, Akron has a rare fulltime opening in a major daypart! Selector experience desirable. Send all tapes and resumes to Jeff Daniels, 1735 South Hawkins Ave., Akron, OH 44320. No Calls Please. Females and Minorities encouraged. EOE M/F

WKLT, NW Michigan's Killer Heritage Rock looking for a fresh, fun morning talent/team. Get out of the political stresses and enjoy life. Rush tape & resume to Terri Ray, WKLT, 745 S. Garfield, Traverse City, MI 49686-3427. Fax: 616-947-7002. EOE M/F

98 Rock All Classic Rock

PROGRAM DIRECTOR

Seeking Experienced Rock & Roll Programmer for Des Moines' host new classic rocker, KRKQ-FM (98 Rock). Class B FM already out of the gate with strong Spring ratings. Ready to grow to next level. Must be strategic-minded guerilla marketer with exemplary air skills. Soon to be acquired by **BARNSTABLE BROADCASTING**. Rush T&R to: Jim Lobaito, VP/GM, KRKQ-FM, 5161 Maple Drive, Pleasant Hill, IA 50317. EOE

OPPORTUNITIES

OPENINGS

Air Talent

- 2-3 years' minimum morning show experience
 - must be quick-witted
 - can deliver lifestyle newscast
 - loves show prep
 - resumes must be received by September 5th for consideration.
- T&R: Radio & Records, 10100 Santa Monica Blvd., #131, 5th Floor, Los Angeles, CA 90067. EOE

Production pro needed for Sioux City's hottest multiple radio station group. Strong writing and producing talents a must. Possible on-air swing shift. No beginners please. Send tape & resume to Mark Hahn, P.O. Box 1737, Sioux City, Iowa. Equal Opportunity Employer.

Morning Show Search

Competitive Top 100 Midwest Market. Comfortable ownership/management & hip format. Adult entertainer(s) to challenge some BIG fish. GMs, PDs, Consultants: want a great AM show out of your market? Drop us a line. T&Rs to: Radio & Records, 10100 Santa Monica Blvd., #130, 5th Floor, Los Angeles, CA 90067. EOE

JACOR OWNED TOLEDO STATION SEEKS NEWS DIRECTOR

who can provide direction, enthusiasm, and motivation. Must be a storyteller and be able to interact with the programming department. Prior news experience required. Tape and resume to Andi Roman, PD, WSPD, 1370 S. Superior St., Toledo, OH 43602. EOE

We've just promoted our night personality to afternoons, now we need to find America's best up and coming night talent!!! If you're a charismatic, outgoing, female friendly personality who can work the phones, do excellent production, and would like to become our next music director ... we'd like to hear from you today. In return, you'll be provided with an excellent working atmosphere, a new digital on-air and production facility, good salary, nice benefits, and we always attempt to promote from within the company at our top-rated P-2 CHR. T/R & picture: 3070 Kabobel Dr., Saginaw, MI 48604. EOE

WEST

PD needed now! KAAK/XXGF, Great Falls, MT. Call Randy Robbins at (407) 626-8211, fax (406) 727-7218. EOE (8/23)

Wanted: News Director to lead and produce! T&R to Russ Baldwin, KVAY, Box 1176, Lamar, CO 81052. EOE (8/23)

Leading Morning Show adding third person. Light news/cohost. T&R's: Crash Davis, KIGN-FM, 1912 Capitol, Suite 300, Cheyenne, WY 82001. EOE (8/23)

OPENINGS

AT needed immediately for evening gig at NW New Mexico's top-rated Country station. Team player. T&R to KTRA, PO Box 478, Farmington, NM 87499. EOE (8/23)

Central CA AC looking for communicators. Stable position, good benefits. T&R to KLLY, Russ Davison, 3651 Pegasus Dr, #107, Bakersfield, CA 93308. EOE (8/23)

Mornings, Smooth Jazz - Seattle. Experienced communicator with strong conversational style. T&R: KWZJ, 2518-4th Ave, Suite 150, Seattle, WA 98121. EOE (8/23)

Wanted: Experienced AT. Send tape, resume & salary requirements to Rob Siems, KLAD, 4500 S 8th, #201, Klamath Falls, OR 97603. EOE (8/23)

Morning Drive on California's Central Coast top ranked heritage Country station. Must get out in community. C&R: KSNL, 2215 Skyway Dr, Santa Maria, CA 93455. EOE (8/23)

Brand new NAC in Phoenix needs production person (includes airshift and/or voicetrades). Also accepting T&R for positions in every department. Send to: Angie Handa, KOAZ, 5555 N. 7th Avenue, Phoenix, AZ 85013 EOE

GREAT OPPORTUNITY

PD/AT needed for our market leader. Rush tape, resume, and salary history to: Box 1259, Twin Falls, ID 83303 Attn: TT. No Calls. EOE

HUNGER FOR RADIO

Do you have the hunger to progress in Radio? Are you a MD with an airshift and you don't mind the long hours? Are you a leader on your staff by your performance and passion, yet you check your ego at the door? Do you desire to perform creative 90s radio in a CHR delivery, where forward momentum and a tight board are your main concerns? Do you dig people, oldies? Are you topical, local and contemporary in style and presentation? Ahh, but do you really know the music? "Clock punchers" need not apply! Be a leader with a major-market leader, with one of radio's leaders. Strict confidence. T&R to: Radio & Records, 10100 Santa Monica Bl., #129, 5th Floor, Los Angeles, CA 90067. EOE

West coast Country station in metro market seeks Program Director. T&R: Radio & Records, 10100 Santa Monica Bl., #136, 5th Floor, Los Angeles, CA 90067. EOE



105.7 The Peak, a Rock Alternative station, is looking for 1) PM DRIVE with possible MD; or 2) AM DRIVE. For PM DRIVE/MD: format experience extremely helpful, Selector experience a plus. For AM DRIVE: adult personality with ability to still play lots of music is mandatory. Attitude without immaturity a necessity. Great Company (Citadel Broadcasting), Great City, Terrible Pay, Tyrannical Boss. Send T&R to: 105.7 The Peak, Attn: Scott Souhrada, P.O. Box 30013, Spokane, WA 99223. No calls. EOE

OPENINGS



Denver's newest Rhythmic CHR, Jam'n 92.1, is combing the nation for talent. Now, accepting applications for morning drive. Teams, solo acts, whatever! Just be topical, relatable to 18-34 year-old females, and make us laugh! Also, looking for night dominator. You must give great phone, live and exude the party lifestyle, and be totally plugged in to the 12-24 set. Applicants for either position need to be ready to do battle in one of the nation's most competitive radio markets. Currently: four CHRs and counting! If you're the winner(s) we're looking for, and want to live, work, and play in America's most beautiful city, overnight T&Rs yesterday to: Mark Feather - Program Director, KJMN Radio, 5660 Greenwood Plaza Boulevard, Suite #400, Englewood, CO 80111 - No calls please EOE



California State University, Northridge is seeking a General Manager to plan, direct, and supervise the operations of its classical music and news public radio station. Leads station's development activities; maintains extensive liaison with University, community groups and corporations, state and federal governments, CPB and NPR. Overall responsibility for station budget and personnel. Requires BS/BA, or equivalent; masters in related discipline preferred. Minimum of 3 yrs. exp. in radio station management required; public radio exp. in medium to large market preferred. Appropriate FCC license required. Knowledge of public radio operation, personnel and fiscal management, marketing and fundraising. Management position with excellent salary and benefits. Submit letter of application and current resume including the names, addresses and phone numbers of three professional references and 5-yr. salary history. Review of applications begins Sept. 16, 1996; continues until filled. Submit to: General Manager Search, Office of the Dean; College of Arts, Media and Communication; California State University, Northridge; 18111 Nordhoff Street, Northridge, CA 91330-8236. An EEO/AA, Title IX, Sections 503 & 504 Employer.

NIGHTS IN ALBUQUERQUE!

Hot AC Star 105 FM has an immediate opening for a dynamic night personality to light up the nights in the southwest's most livable city! Females and minorities strongly encouraged. Overnight T&R to: Star 105 FM, c/o Dave Dart, 8009 Marble N.E., Albuquerque, New Mexico 87110.

OPENINGS

OLDIES MIDDAY TALENT

Oldies 101.1, KEYF-AM/FM in Spokane, WA is looking for an experienced midday talent. Candidate must have 5 years on-air, production, telephone, and live appearance skills. Amateurs and beginners need not apply. NO CALLS! EOE.

Send tape and resume to:
KEYF-AM/FM
ATTN: Program Director
6019 S. Crestline
Spokane, WA 99223

WE'RE CALIFORNIA'S FUN OLDIES 100.1

Are you topical, fun, relatable? Have passion for '60s music? We have afternoons! Production & Selector skills a plus. T&R to Arthur Morrison, KQOD, 1120 N. San Joaquin St., Stockton, CA 95202. EOE

Live in the Pacific NW. KFFM/Yakima's Hot CHR seeks morning show personality/cohost. Women and minorities encouraged to apply. T&R to: Michael Jack Kirby, 215 North 4th Street, Yakima, WA 98901. EOE



CREATIVE SERVICES/IMAGE COORDINATOR

America's Finest City
In Your Face Imaging! If you have a Rock & Roll approach to Sports ... YOU GET IT!!!! Experienced Producers only. No Beginners. Samples & Resumes to: XTRA, Howard Freedman, 4891 Pacific Hwy., San Diego, CA 92110 no calls EOE

PERSONALITY AFTERNOONS



Once-in-a-career opportunity to make numbers and headlines in LA. Last show was coming on strong. Are you good enough between-the-records to keep the daypart growing? Great liner delivery isn't the answer. You're topical, real, fun, relate to young female target. T&R: Dave Beasing, KYSR-FM, Box 3925, Glendale, CA 91221-0925 No phone calls. Viacom is an EOE

Are you the one? Do you get it? Do listeners love you and hate you at the same time? Do you get passionate and emotional? Do you want a great opportunity? Then send us your stuff because we've got a great on-air position for you. Tapes and resumes to Rick Scott & Associates, 2509 152nd Avenue NE, Suite D, Redmond, WA 98052. EOE/M-F, minorities and females encouraged.

NEED A JOB? NEED A JOCK?

Put it in Opportunities.... and get results!
Call (310) 553-4330

<http://www.proline.com>

OPENINGS

S.F. BAY AREA ON-AIR PRODUCTION DIRECTOR

Growing company seeks a do-it-all type to run the dept. and do airshift on-air sound as important as V.O. work.

Must be upbeat with AC, Hot AC, or CHR sound. Rush T&R and samples of writing no later than 9/5/96. We need you, now come join a great team in a fantastic place to live. Send all info to: 660 Echo Lake Way, Santa Rosa, CA 95401. Attn: PD.

AFTERNOONS IN THE GREATLAND!

100.5 The Fox, Anchorage's Classic Rock station seeks afternoon driver. We're one of the few Classic Rockers to always outperform our Arrow competition and will continue to do so. Qualified applicants must: Have Classic Rock knowledge/both music & lifestyle. If you think Cream is something for your coffee, don't bother. Above average production skills and imaging experience. Disciplined team player. No calls please.

Tape & resume to:
Jon McGann/Program Director
100.5 The Fox
800 E. Dimond Blvd., Ste. 3-320
Anchorage, AK 99515
C.P.B.C. is an equal opportunity employer.



AC MORNINGS IN NORTHERN CALIFORNIA

American Radio Systems' KYMX is looking for the next great Sacramento morning show. Terrific company, station and people. Rush T&R to: Bryan Jackson, 2225 19th Street, Sacramento, CA 95818 EOE

POSITIONS SOUGHT

Tired of musical chairs? Need proven morning talent & numbers? Morning personality-entertainer seeks career move, not short-term job. Phones-fun-humor-ratings-commitment! AC/Hot AC/Country/Oldies/CHR
JOHN: (219) 255-6390

Ambitious young male ready for radio ... Air Personality with a scent for humor. Top 10 market experience "KFRC, KMEL, KHTT" ... willing to relocate ... For a humorous time call
AARON (707) 792-2791

POSITIONS SOUGHT

Award winning Production Director/AT. 14 years Top 60. Digital, copywriting, voices, comedy. Seeking warm climate Top 50. Mark (914) 895-5141. (8/23)

Morning Man, #1 ratings. Phones-fun-humor/large market experience. Great references. Seeking mornings: John (219) 255-6390. (8/23)

Funny Guy Talk Monster! I will raise your ratings or your money back! Call The Rockman (407) 843-5486 or (813) 845-0097. (8/23)

Mornings Mornings Mornings — 1.3 to 5.2 and now 7.0. Fun, creative and dedicated. Looking for a new challenge. Caine (800) 535-7956. (8/23)

Ed Weigle, voiceover talent/producer, formerly with Tour Design, Inc. Call (317) 598-0161. (8/23)

Help! I'm in radio hell! 10-year AT/MD/PD needs medium/large market gig. Message: (618) 632-3086. (8/23)

I ain't got no direction! Gimme some! 6 years AC/Country AT, former PD/MD. Wanna rock! Steve (406) 778-3582. (8/23)

Roger Carey, afternoons WQSR/Baltimore available for mornings/afternoons. Previously mornings/evenings, KYA/San Francisco. Spring '96 ARB, WQSR afternoons #1 adults 25-54, 35-54, 35-64. No kidding! (410) 515-1967.

I'll beat Stern ... Hand me a stick. I'll do the rest with my funny, street-active, publicity-generating morning show. Matthew (408) 356-5230. (8/23)

Sioux City's Top-rated afternoon wants larger market. PD, MD, promotions, Ccountry, CHR, 70's experience. Energy, great phones. John: (712) 255-6105. (8/23)

My brain is a terrible thing to taste ... promotional Einstein willing to trade my Pepsi points for a real promotions position on the west coast. (800) 246-3787. (8/23)

Help! Let me help you win. Experience programming Country/CHR and on-air CHR/Country/HAC. Digital experience. Chad (314) 456-2383. (8/23)

Country authority looking for PD/on-air position. Midwest preferred. Keepin' it country. Call or fax Dave (219) 287-8182. (8/23)

Siskel & Ebert? No, hear Larry Kahn of Westwood One critique our show. Diamond in the rough? You decide. Brent & The Outlaw (800) 268-0196. (8/23)

Looking for small market on-air around Fort Worth/Dallas. PD experience. (817) 281-8528. e-mail donn.sartain@juno.com. (8/23)

20 year production pro will make your signal sizzle. See www.netcom.com/~kconnors/resume.html or call Kevin at (615) 355-5442. (8/23)

POSITIONS SOUGHT

Great voice, production. Looking to be team player with room to advance. High energy, good public relations, versatile. Chris: (214) 528-1064. (8/23)

I refuse to lose! 9 years PD/APD/MD/all shifts! Looking for next challenge in OH or IN. Anthony (407) 255-9306. (8/23)

SoCal/18 year pro. Winner in all markets and formats. Also strong news and production background. Will travel. Jack: (818) 359-3215. (8/23)

Finance guy; CPA with 8 years broadcast accounting experience including acquisition/analysis/consolidation and system conversion. Lee: (847) 835-9440. (8/23)

Florida AT. Experienced pro. CHR/HAC/AC/Oldies/Classics/Country. Will relocate. Jay: (407) 770-4749. (8/23)

Mister Production, Doctor Splice, Senior Edit, Master of the Spec Spot. Your next production chief? Chester: (800) 528-1596 code 44. (8/23)

Currently doing PM drive in small market. 20-years experience seeking Eastern medium AC/Oldies/Classic Rock. Mark (302) 994-3934. (8/23)

NAC/Smooth Jazz can work for small/medium market stations. 25 years overall experience. Norm: (414) 321-1332. (8/23)

Morning team with balls AND brains. Available for the right Top-50 Mkt. gig. Track record, great attitude and neatly trimmed bikini areas. (704) 588-6359

Stop me before I un-
pack! 6 years as Top 25/
Top 10 morning part-
ner/news satirist.
Clearance sale!
(800) 713-0414

MORNING SHOW SUCCESS

#1 18-34/18-49/25-54
20 yr. pro. Seeks high profile
personality morning show.
AC, Hot AC, Country, Oldies,
Classic Hits, Talk. Phones-
Fun-Humor. Great references
& track record. John Dial
(219) 255-6390

POSITIONS SOUGHT

Still looking for work after returning from vacation. Former Sunny 102 FM weekender seeks news/sports/music in Northern California. Frank: (510) 223-1534. (8/23)

Sports Director seeks new challenge. Call me, I'm waiting. Mike: (910) 835-4996. (8/23)

Veteran AT seeking Oldies position. Great pipes and team spirit. Keith: (561) 664-2009. (8/23)

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 (PDT)**, 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 word 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

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RADIO & RECORDS

10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

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MARKETPLACE

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AUDIO & VIDEO AIRCHECKS

CURRENT #196, WPLJ/Rocky Allen, KFMB-FM/Mark Jagger, KIMN/Giff, WIOQ/Cho, WNNX/Barnes, Leslie & Jimmy, WPOW/Joe Nasty, WRVW, KALC, \$7.50
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 PROFILES #S-325, DETROIT/1 CHR WKQI, AC WLTJ, WNIC, AOR WRIF, WCSX WHYI, CIMX, City WWWV, WYCD, Gold WDMC, WYST, UC WJLB, WMOX \$7.50
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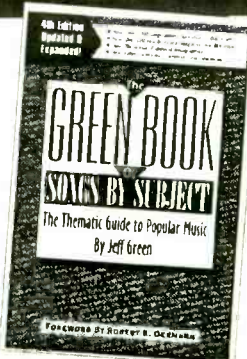
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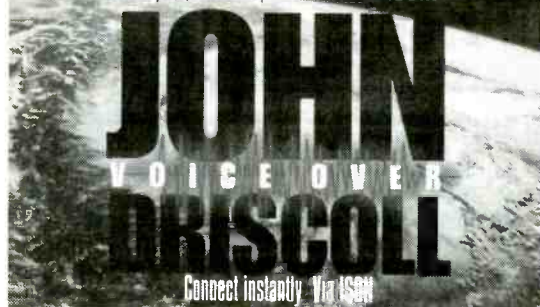
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CHR/POP

LW	TW	
1	1	DONNA LEWIS I Love You Always Forever (Atlantic)
2	2	ALANIS MORISSETTE You Learn (Maverick/Reprise)
4	3	ERIC CLAPTON Change The World (Reprise)
3	4	JEWEL Who Will Save Your Soul (Atlantic)
8	5	TONI BRAXTON You're Makin' Me High (LaFace/Arista)
7	6	DISHWALLA Counting Blue Cars (A&M)
6	7	MARIAH CAREY Forever (Columbia)
5	8	TRACY CHAPMAN Give Me One Reason (Elektra/EEG)
12	9	PRIMITIVE RADIO GODS Standing Outside... (Ergo/Columbia)
10	10	LOS DEL RIO/BAYSIDE BOYS MIX Macarena (RCA)
9	11	NATALIE MERCHANT Jealousy (Elektra/EEG)
14	12	HOOTIE & THE BLOWFISH Tucker's Town (Atlantic)
17	13	NO MERCY Where Do You Go (Arista)
13	14	JANN AROEN Insensitive (A&M)
11	15	FUGEES Killing Me Softly (Ruffhouse/Columbia)
15	16	LA BOUCHE Sweet Dreams (RCA)
16	17	MAXI PRIEST I/SHAGGY That Girl (Virgin)
20	18	QUAD CITY DJ'S C'mon 'N Ride It... (Quadra Sound/Big Beat/Atlantic)
19	19	COLOR ME BADD The Earth, The Sun, The Rain (Giant)
18	20	BADLEES Angeline Is Coming Home (Polydor/A&M)
22	21	CRANBERRIES Free To Decide (Island)
26	22	MELISSA ETHERIDGE Nowhere To Go (Island)
23	23	TONY RICH PROJECT Like A Woman (LaFace/Arista)
30	24	JOHN MELLENCAMP Key West Intermezzo (I Saw...) (Mercury)
38	25	CELINE DION It's All Coming Back To Me Now (550 Music)
34	26	NO DOUBT Spiderwebs (Trauma/Interscope)
28	27	BLUES TRAVELER But Anyway (A&M)
29	28	TOM PETTY & THE HEARTBREAKERS Walls (Warner Bros.)
33	29	R. KELLY I Can't Sleep Baby (If I) (Jive)
31	30	GARBAGE Stupid Girl (Almo Sounds/Geffen)

CHR begins on Page 30.

CHR/RHYTHMIC

LW	TW	
1	1	KEITH SWEAT Twisted (Elektra/EEG)
2	2	GHOST TOWN DJ'S My Boo (So So Def/Columbia)
3	3	TONI BRAXTON You're Makin' Me High (LaFace/Arista)
4	4	R. KELLY I Can't Sleep Baby (If I) (Jive)
5	5	L.L. COOL J Loungin (Def Jam/RAL/Mercury)
10	6	DONNA LEWIS I Love You Always Forever (Atlantic)
6	7	BONE THUGS-N-HARMONY Tha Crossroads (Ruthless/Relativity)
7	8	QUAD CITY DJ'S C'mon 'N Ride It... (Quadra Sound/Big Beat/Atlantic)
8	9	TOTAL Kissin' You (Bad Boy/Arista)
11	10	MONICA Why I Love You So Much (Rowdy/Arista)
12	11	NAS If I Ruled The World (Columbia)
13	12	GROOVE THEORY Baby Luv (Epic)
9	13	CASE/FOXXY BROWN Touch Me Tease Me (Def. Jam/RAL/Mercury)
17	14	NO MERCY Where Do You Go (Arista)
14	15	NEW EDITION Hit Me Off (MCA)
15	16	LOS DEL RIO/BAYSIDE BOYS MIX Macarena (RCA)
16	17	MONTELL JORDAN I Like (Def. Jam/RAL/Mercury)
19	18	JOCELYN ENRIQUEZ Do You Miss Me (Classified)
21	19	SHADES Tell Me (I'll Be Around) (Motown)
22	20	FUGEES Killing Me Softly (Ruffhouse/Columbia)
26	21	AALIYAH If Your Girl Only Knew (BlackGround/Atlantic)
18	22	MARIAH CAREY Forever (Columbia)
27	23	AZ YET Last Night (LaFace/Arista)
24	24	AMBER This Is Your Night (Tommy Boy)
23	25	LINA SANTIAGO Just Because I Love You (Groove Nation/Universal)
20	26	MAXI PRIEST I/SHAGGY That Girl (Virgin)
30	27	112 Only You (Bad Boy/Arista)
31	28	GINUWINE Pony (550 Music)
28	29	SWV You're The One (RCA)
32	30	2PAC How Do U Want It (Death Row/Interscope)

CHR begins on Page 30.

URBAN

LW	TW	
2	1	NEW EDITION Hit Me Off (MCA)
3	2	D'ANGELO Me And Those Dreamin' Eyes... (EMI)
4	3	GHOST TOWN DJ'S My Boo (So So Def/Columbia)
1	4	112 Only You (Bad Boy/Arista)
6	5	MISTA Blackberry Molasses (EastWest/EEG)
8	6	SWV Use Your Heart (RCA)
5	7	KEITH SWEAT Twisted (Elektra/EEG)
12	8	WHITNEY HOUSTON Why Does It Hurt So Bad (Arista)
18	9	MAXWELL Ascension (Don't Ever Wonder) (Columbia)
10	10	NAS If I Ruled The World (Columbia)
11	11	TONI BRAXTON You're Makin' Me High (LaFace/Arista)
7	12	CASE/FOXXY BROWN Touch Me Tease Me (Def. Jam/RAL/Mercury)
17	13	CECE PENISTON Movin' On (A&M)
20	14	GINA THOMPSON The Things That You Do (Mercury)
14	15	GROOVE THEORY Baby Luv (Epic)
19	16	L.L. COOL J Loungin (Def. Jam/RAL/Mercury)
16	17	BRAXTONS So Many Ways (Atlantic)
13	18	SOMETHIN' FOR THE PEOPLE With You (Warner Bros.)
22	19	DRU HILL Tell Me (Island)
21	20	MAXI PRIEST F/SHAGGY That Girl (Virgin)
27	21	JOHNNY GILL Let's Get The Mood Right (Motown)
15	22	R. KELLY I Can't Sleep Baby (If I) (Jive)
44	23	LUTHER VANDROSS Your Secret Love (LV/Epic)
29	24	AZ YET Last Night (LaFace/Arista)
25	25	SHADES Tell Me (I'll Be Around) (Motown)
33	26	AALIYAH If Your Girl Only Knew (BlackGround/Atlantic)
26	27	ISLEY BROTHERS Floatin' On Your Love (T-Neck/Island)
9	28	MONTELL JORDAN I Like (Def. Jam/RAL/Mercury)
24	29	HORACE BROWN Things We Do For Love (Motown)
28	30	OUTKAST Elevators (LaFace/Arista)
—	34	BLACKSTREET No Diggity (Interscope)
—	38	MINT CONDITION What Kind Of Man Would I Be (Perspective/A&M)
49	41	GINUWINE Pony (550 Music)

URBAN begins on Page 42.

HOT AC

LW	TW	
1	1	ERIC CLAPTON Change The World (Reprise)
3	2	DONNA LEWIS I Love You Always Forever (Atlantic)
4	3	ALANIS MORISSETTE You Learn (Maverick/Reprise)
2	4	TRACY CHAPMAN Give Me One Reason (Elektra/EEG)
5	5	NATALIE MERCHANT Jealousy (Elektra/EEG)
6	6	JEWEL Who Will Save Your Soul (Atlantic)
7	7	CELINE DION Because You Loved Me (550 Music)
8	8	JANN AROEN Insensitive (A&M)
9	9	MARIAH CAREY Forever (Columbia)
10	10	MELISSA ETHERIDGE Nowhere To Go (Island)
16	11	CELINE DION It's All Coming Back To Me Now (550 Music)
12	12	HOOTIE & THE BLOWFISH Tucker's Town (Atlantic)
14	13	DISHWALLA Counting Blue Cars (A&M)
15	14	JOHN MELLENCAMP Key West Intermezzo (I Saw...) (Mercury)
13	15	NATALIE MERCHANT Wonder (Elektra/EEG)
11	16	GIN BLOSSOMS Follow You Down (A&M)
17	17	TONY RICH PROJECT Nobody Knows (LaFace/Arista)
19	18	TOM PETTY & THE HEARTBREAKERS Walls (Warner Bros.)
18	19	ALANIS MORISSETTE Ironic (Maverick/Reprise)
24	20	BRYAN ADAMS Let's Make A Night To Remember (A&M)
25	21	PRIMITIVE RADIO GODS Standing Outside... (Ergo/Columbia)
22	22	BADLEES Angeline Is Coming Home (Polydor/A&M)
23	23	LOS DEL RIO/BAYSIDE BOYS MIX Macarena (RCA)
26	24	CRANBERRIES Free To Decide (Island)
30	25	WHITNEY HOUSTON Why Does It Hurt So Bad (Arista)
27	26	HOOTIE & THE BLOWFISH I Go Blind (Reprise)
—	27	HARRY CONNICK JR. Hear Me In The Harmony (Columbia)
—	28	MERRIL BAINBRIDGE Mouth (Universal)
—	29	GIN BLOSSOMS As Long As It Matters (A&M)
—	30	TONI BRAXTON You're Makin' Me High (LaFace/Arista)

No Songs Qualified For Breaker Status This Week

AC begins on Page 61.

AC

LW	TW	
1	1	ERIC CLAPTON Change The World (Reprise)
2	2	MARIAH CAREY Forever (Columbia)
3	3	VANESSA WILLIAMS Where Do We Go From Here (Mercury)
4	4	WHITNEY HOUSTON Why Does It Hurt So Bad (Arista)
5	5	MICHAEL ENGLISH Your Love Amazes Me (Curb)
6	6	CELINE DION Because You Loved Me (550 Music)
7	7	TRACY CHAPMAN Give Me One Reason (Elektra/EEG)
13	8	CELINE DION It's All Coming Back To Me Now (550 Music)
8	9	ALL-4-ONE Someday (Hollywood)
11	10	LIONEL RICHIE Ordinary Girl (Mercury)
17	11	DONNA LEWIS I Love You Always Forever (Atlantic)
12	12	PETER CETERA One Clear Voice (River North)
10	13	JIM BRICKMAN Hero's Dream (Renegade)
9	14	GLORIA ESTEFAN Reach (Epic)
14	15	JANN AROEN Insensitive (A&M)
16	16	TONY RICH PROJECT Nobody Knows (LaFace/Arista)
21	17	BEACH BOYS I/KATHY TROCCOLI I Can Hear Music (River North)
19	18	BLESSIO UNION OF SOULS All Along (EMI)
15	19	CHER One By One (Reprise)
22	20	HARRY CONNICK JR. Hear Me In The Harmony (Columbia)
20	21	NATALIE MERCHANT Jealousy (Elektra/EEG)
24	22	BETTE MIDLER God Help The Outcasts (Walt Disney)
28	23	BRYAN ADAMS Let's Make A Night To Remember (A&M)
25	24	TONY RICH PROJECT Like A Woman (LaFace/Arista)
23	25	DAN HILL Wrapped Around Your Finger (Spontaneous)
—	26	JOHN MELLENCAMP Key West Intermezzo (I Saw...) (Mercury)
—	27	TINA TURNER Missing You (Virgin)
26	28	REO SPEEDWAGON Building The Bridge (Castle)
27	29	HOOTIE & THE BLOWFISH Tucker's Town (Atlantic)
—	30	BRANDY, TAMIA, KNIGHT, KHAN Missing You (EastWest/EEG)

AC begins on Page 61.

ACTIVE ROCK

LW	TW	
1	1	SOUNDGARDEN Burden In My Hand (A&M)
2	2	STONE TEMPLE PILOTS Trippin' On A Hole In... (Atlantic)
5	3	ALICE IN CHAINS Over Now (Columbia)
3	4	PEARL JAM Who You Are (Epic)
4	5	TONIC Open Up Your Eyes (Polydor/A&M)
10	6	SCREAMING TREES All I Know (Epic)
7	7	METALLICA Until It Sleeps (Elektra/EEG)
6	8	BLACK CROWES Good Friday (American/Reprise)
14	9	STABBING WESTWARD Shame (Columbia)
11	10	SPONGE Wax Ecstatic (To Sell...) (Columbia)
8	11	HUNGER Vanishing Cream (Universal)
12	12	METALLICA Ain't My Bitch (Elektra/EEG)
9	13	SMASHING PUMPKINS Tonight, Tonight (Virgin)
16	14	BETTER THAN EZRA King Of New Orleans (Swell/Elektra/EEG)
17	15	I MOTHER EARTH One More Astronaut (Capitol)
15	16	TOM PETTY & THE HEARTBREAKERS Walls (Warner Bros.)
13	17	BUTTHOLE SURFERS Pepper (Capitol)
18	18	NIXONS Wire (MCA)
24	19	311 Down (Capricorn/Mercury)
22	20	SEVEN MARY THREE My My (Mammoth/Atlantic)
19	21	REACHAROUND Big Chair (Trauma/Interscope)
20	22	WALLFLOWERS 6th Avenue Heartache (Interscope)
21	23	PRIMITIVE RADIO GODS Standing Outside... (Ergo/Columbia)
27	24	BLUES TRAVELER But Anyway (A&M)
32	25	VERVE PIPE Cup Of Tea (RCA)
28	26	DAVE MATTHEWS BAND So Much To Say (RCA)
25	27	SOUNDGARDEN Pretty Noose (A&M)
31	28	FILTER Jurassitol (Hollywood)
41	29	NEUROTIC OUTSIDERS Jerk (Maverick/WB)
33	30	SEMISONIC If I Run (MCA)

No Songs Qualified For Breaker Status This Week

ROCK begins on Page 73.



AC DEBUT

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TINA TURNER
"MISSING YOU"



THE BACK PAGES.

NATIONAL AIRPLAY OVERVIEW AUGUST 23, 1996

Breakers in Blue

URBAN AC

LW	TW	
1	1	MAXWELL Ascension (Don't Ever...) (Columbia)
2	2	TONI BRAXTON You're Makin' Me High (LaFace/Arista)
3	3	ANN NESBY I'll Do Anything For You (Perspective/A&M)
12	4	LUTHER VANDROSS Your Secret Love (LV/Epic)
4	5	R. KELLY I Can't Sleep Baby (If I) (Jive)
7	6	JOHNNY GILL Let's Get The Mood Right (Motown)
5	7	KEITH SWEAT Twisted (Elektra/EEG)
9	8	NEW EDITION Hit Me Off (MCA)
6	9	WHITNEY HOUSTON Why Does It Hurt So Bad (Arista)
8	10	BRAXTONS So Many Ways (Atlantic)
11	11	SWV Use Your Heart (RCA)
10	12	ISLEY BROTHERS Floatin' On Your Love (T-Neck/Island)
14	13	GEORGE BENSON Holdin' On (GRP)
16	14	TINA TURNER Something Beautiful Remains (Virgin)
15	15	KENNY LATTIMORE Never Too Busy (Columbia)
13	16	D'ANGELO Me And Those Dreamin' Eyes... (EMI)
18	17	BRANDY, TAMIA, KNIGHT, KHAN Missing You (EastWest/EEG)
21	18	JOHNNIE TAYLOR Good Love (Malaco)
22	19	QUINCY JONES Moody's Mood For Love (Qwest/WB)
19	20	CECE PENISTON Movin' On (A&M)
17	21	ERIC BENET Let's Stay Together (Jac-Mac/WB)
27	22	MAXI PRIEST I/SHAGGY That Girl (Virgin)
20	23	GROOVE THEORY Baby Luv (Epic)
26	24	JESSE POWELL Gloria (Silas/MCA)
24	25	MONICA Why I Love You So Much (Rowdy/Arista)
—	26	MINT CONDITION What Kind Of Man Would I Be (Perspective/A&M)
25	27	TEVIN CAMPBELL Back To The World (Qwest/WB)
—	28	ART N' SOUL All My Luv (Big Beat/Atlantic)
29	29	4U Home (Rip-It)
—	30	DRU HILL Tell Me (Island)

No Songs Qualified For Breaker Status This Week

URBAN begins on Page 42.

ROCK

LW	TW	
1	1	BLACK CROWES Good Friday (American/Reprise)
2	2	TOM PETTY & THE HEARTBREAKERS Walls (Warner Bros.)
7	3	JOHN MELLENCAMP Key West Intermezzo (I Saw...) (Mercury)
6	4	PEARL JAM Who You Are (Epic)
9	5	SOUNDGARDEN Burden In My Hand (A&M)
3	6	STONE TEMPLE PILOTS Trippin' On A Hole In... (Atlantic)
4	7	METALLICA Until It Sleeps (Elektra/EEG)
5	8	WALLFLOWERS 6th Avenue Heartache (Interscope)
8	9	SMASHING PUMPKINS Tonight, Tonight (Virgin)
12	10	TONIC Open Up Your Eyes (Polydor/A&M)
14	11	DAVE MATTHEWS BAND So Much To Say (RCA)
16	12	ALICE IN CHAINS Over Now (Columbia)
11	13	BLUES TRAVELER But Anyway (A&M)
10	14	DISHWALLA Counting Blue Cars (A&M)
15	15	WHY STORE Lack Of Water (Way Cool Music/MCA)
13	16	HAZIES Skin & Bones (EMI)
22	17	BETTER THAN EZRA King Of New Orleans (Swell/Elektra/EEG)
17	18	ZAKK WYLDE Between Heaven And Hell (DGC/Geffen)
20	19	SCREAMING TREES All I Know (Epic)
19	20	GOO GOO DOLLS Long Way Down (Metal Blade/WB)
23	21	PRIMITIVE RADIO GODS Standing Outside... (Ergo/Columbia)
18	22	NEIL YOUNG & CRAZY HORSE Big Time (Reprise)
24	23	HUNGER Vanishing Cream (Universal)
21	24	HOOTIE & THE BLOWFISH Tucker's Town (Atlantic)
25	25	SPONGE Wax Ecstatic (To Sell...) (Columbia)
29	26	SEVEN MARY THREE My My (Mammoth/Atlantic)
26	27	REFRESHMENTS Banditos (Mercury)
41	28	ERIC JOHNSON Pavilion (Capitol)
—	29	R.E.M. E-Bow The Letter (Warner Bros.)
39	30	DEEP PURPLE Vavoom: Ted The Mechanic (CMC International)

No Songs Qualified For Breaker Status This Week

ROCK begins on Page 73.

COUNTRY

LW	TW	
2	1	TIM MCGRAW She Never Lets It Go To Her... (Curb)
3	2	JAMES BONAMY I Don't Think I Will (Epic)
4	3	GARTH BROOKS It's Midnight Cinderella (Capitol)
6	4	RICK TREVINO Learning As You Go (Columbia)
1	5	BROOKS & DUNN I Am That Man (Arista)
7	6	MINDY MCCREADY Guys Do It All The Time (BNA)
9	7	LONESTAR Runnin' Away With My Heart (BNA)
10	8	BRYAN WHITE So Much For Pretending (Asylum/EEG)
11	9	TY HERNDON Living In A Moment (Epic)
5	10	GEORGE STRAIT Carried Away (MCA)
15	11	MARK WILLS Jacob's Ladder (Mercury)
12	12	PAM TILLIS It's Lonely Out There (Arista)
13	13	BILLY DEAN That Girl's Been Spyin' On Me (Capitol)
16	14	FAITH HILL You Can't Lose Me (Warner Bros.)
19	15	VINCE GILL Worlds Apart (MCA)
20	16	TRISHA YEARWOOD Believe Me Baby (I Lied) (MCA)
21	17	TOBY KEITH A Woman's Touch (A&M)
24	18	JO DEE MESSINA You're Not In Kansas Anymore (Curb)
23	19	COLLIN RAYE Love Remains (Epic)
22	20	TRACY BYRD 4 To 1 In Atlanta (MCA)
26	21	TRACY LAWRENCE Stars Over Texas (Atlantic)
29	22	PAUL BRANDT I Do (Reprise)
28	23	SAMMY KERSHAW Vidalia (Mercury)
8	24	NEAL MCCOY Then You Can Tell Me Goodbye (Atlantic)
31	25	ALABAMA The Maker Said Take Her (RCA)
27	26	JOE DIFFIE Whole Lotta Gone (Epic)
33	27	DAVID LEE MURPHY The Road You Leave Behind (MCA)
32	28	TERRI CLARK Suddenly Single (Mercury)
34	29	JOHN BERRY Change My Mind (Capitol)
14	30	WADE HAYES On A Good Night (DKC/Columbia)

47	36	PATTY LOVELESS Lonely Too Long (Epic)
44	37	RIICOCHET Love Is Stronger Than Pride (Columbia)

COUNTRY begins on Page 50.

ALTERNATIVE

LW	TW	
2	1	PEARL JAM Who You Are (Epic)
1	2	PRIMITIVE RADIO GODS Standing Outside... (Ergo/Columbia)
3	3	BUTTHOLE SURFERS Pepper (Capitol)
5	4	BECK Where It's At (DGC/Geffen)
4	5	GARBAGE Stupid Girl (Almo Sounds/Geffen)
6	6	SOUNDGARDEN Burden In My Hand (A&M)
8	7	311 Down (Capricorn/Mercury)
7	8	STONE TEMPLE PILOTS Trippin' On A Hole In... (Atlantic)
13	9	BETTER THAN EZRA King Of New Orleans (Swell/Elektra/EEG)
9	10	NO DOUBT Spiderwebs (Trauma/Interscope)
10	11	NADA SURF Popular (Elektra/EEG)
16	12	POE Angry Johnny (Modern/Atlantic)
22	13	EELS Novocaine For The Soul (DreamWorks/Geffen)
11	14	SMASHING PUMPKINS Tonight, Tonight (Virgin)
12	15	CRANBERRIES Free To Decide (Island)
14	16	SCREAMING TREES All I Know (Epic)
—	17	R.E.M. E-Bow The Letter (Warner Bros.)
19	18	BLUES TRAVELER But Anyway (A&M)
21	19	WALLFLOWERS 6th Avenue Heartache (Interscope)
17	20	DAVE MATTHEWS BAND So Much To Say (RCA)
18	21	REPUBLICA Ready To Go (RCA)
15	22	SUPERDRAG Sucked Out (Elektra/EEG)
26	23	TRACY BONHAM The One (Island)
25	24	ALICE IN CHAINS Over Now (Columbia)
24	25	REACHAROUND Big Chair (Trauma/Interscope)
20	26	OASIS Don't Look Back In Anger (Epic)
28	27	STABBING WESTWARD Shame (Columbia)
27	28	HOLE Gold Dust Woman (Hollywood)
30	29	DISHWALLA Counting Blue Cars (A&M)
23	30	SPONGE Wax Ecstatic (To Sell...) (Columbia)

ALTERNATIVE begins on Page 80.

NAC

LW	TW	
1	1	NORMAN BROWN Better Days... (MoJAZZ/Motown)
2	2	BRYAN SAVAGE Cat Food (Elation)
3	3	RAMSEY LEWIS Les Fleur (GRP)
8	4	BILL EVANS The Sunday After (Escapade)
14	5	DAVE KOZ Let Me Count The Ways (Capitol)
6	6	PETER WHITE Caravan Of Dreams (Columbia/CRG)
4	7	JOE SAMPLE Hippies On A Corner (Warner Bros.)
7	8	JOE MCBRIDE Highland Park (Heads Up)
10	9	JEFF LORBER State Of Grace (Verve)
17	10	DOC POWELL Laid Back (Discovery)
5	11	BONEY JAMES Lights Down Low (Warner Bros.)
11	12	GEORGE BENSON Summer Love (GRP)
13	13	BRIAN CULBERTSON Close To You (Mesa/Bluemoon)
16	14	VANESSA WILLIAMS Erase (Mercury)
12	15	ERIC CLAPTON Change The World (Reprise)
9	16	HERBIE HANCOCK Thieves In The Temple (Verve)
15	17	AARON NEVILLE I Can't Imagine (A&M)
20	18	COUNT BASIC On The Move (Instinct)
19	19	MARILYN SCOTT I'm Calling You (Warner Bros.)
24	20	AVENUE BLUE Naked City (Mesa/Bluemoon)
22	21	CHRIS CAMOZZI Ring Of Gold (Higher Octave)
27	22	CHIELI MINUCCI Anything And Everything (JVC)
21	23	GEORGE JINDA Just My Imagination (Shanachie)
29	23	EVERYTHING BUT THE GIRL The Heart Remains A Child (Atlantic)
18	25	ED HAMILTON Gray Day (Telarc)
—	26	ART PORTER Lake Shore Drive (Verve)
30	27	RIPPINGTONS First Time I Saw Her (GRP)
—	28	HARVEY MASON It's You (Atlantic)
—	29	LIONEL RICHIE Ordinary Girl (Mercury)
28	30	DOUG CAMERON Rendezvous (Higher Octave)

NAC begins on Page 68.

ADULT ALTERNATIVE

LW	TW	
4	1	JOHN MELLENCAMP Key West Intermezzo... (Mercury)
2	2	DAVE MATTHEWS BAND So Much To Say (RCA)
1	3	PRIMITIVE RADIO GODS Standing Outside... (Ergo/Columbia)
3	4	TOM PETTY & THE HEARTBREAKERS Walls (Warner Bros.)
5	5	WALLFLOWERS 6th Avenue Heartache (Interscope)
6	6	CRANBERRIES Free To Decide (Island)
10	7	DUNCAN SHEIK Barely Breathing (Atlantic)
7	8	ERIC CLAPTON Change The World (Reprise)
9	9	HOOTIE & THE BLOWFISH Tucker's Town (Atlantic)
—	10	SHERYL CROW If It Makes You Happy (A&M)
8	11	BLUES TRAVELER But Anyway (A&M)
11	12	BLACK CROWES Good Friday (American/Reprise)
—	13	R.E.M. E-Bow The Letter (Warner Bros.)
13	14	MELISSA ETHERIDGE Nowhere To Go (Island)
13	15	PEARL JAM Who You Are (Epic)
14	16	JACKOPIERCE Trials (A&M)
19	17	UGLY AMERICANS Vulcan Death Grip (Capricorn/Mercury)
16	18	LYLE LOVETT Private Conversation (Curb/MCA)
22	19	TRACY CHAPMAN New Beginning (Elektra/EEG)
12	20	WHY STORE Lack Of Water (Way Cool Music/MCA)
20	21	KEB' MO' That's Not Love (Okeh/Epic)
17	22	DISHWALLA Counting Blue Cars (A&M)
26	23	MARSHALL CRENSHAW Starless... (Razor & Tie Music Corporation)
15	24	SMASHING PUMPKINS Tonight, Tonight (Virgin)
21	25	NEIL YOUNG & CRAZY HORSE Big Time (Reprise)
28	26	ELEANOR MCEVOY Precious Little (Columbia)
23	27	FINN BROTHERS Only Talking Sense (Discovery)
25	28	GARBAGE Stupid Girl (Almo Sounds/Geffen)
29	29	STORYVILLE Good Day For The Blues (Code Blue/Atlantic)
—	30	CHALK FARM Lie On Lie (Columbia)

ADULT ALTERNATIVE begins on Page 87.

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