

R&R SALES SPECTACULAR!

Going beyond the numbers to sell Adult Alternative, driving NAC non-spot sales to create extra cash, and selling Rock in smaller markets. These are just some of the topics R&R's format editors address in this special, sales-themed issue. Begins Page 32

WHO DOES WHAT AT LABELS?

Most PDs know a label's local promo rep and the head of the department. But relationships with all branches of the corporate tree can benefit your station. Page 86

NEW MANAGEMENT, SALES, MARKETING & PROMOTION PAGES MAKE THEIR DEBUT!

- **Arbitron GM Pierre Bouvard** sneaks a peek at the new ratings book.
- **Eagle Group VP Jim Ashbery** surveys the differences between radio and ad agency concerns.
- **Ted Bolton** teaches 10 lessons radio can learn from the Web.
- **PROMAX International** begins an ongoing promotional forum as three new R&R feature pages debut. Pages 18, 20, 23

PEOPLE IN THE NEWS

- **Dave Stewart** named PD for WSHE/Miami
- **Haz Montana** becomes PD at WRMA-FM/Miami; **Keith Isley** to be Programming Consultant at WRMA-FM & WXDJ-FM
- **Steve Crumbley** named Ops Dir. at WCAO-AM & WXYV-FM/Baltimore
- **Boyz II Men** and **Sony Music** form **Stonecreek Recordings**

Page 3

THIS #1 WEEK

CHR/POP

- **EVERYTHING BUT THE GIRL** Missing (Atlantic)

CHR/RHYTHMIC

- **BRANDY** Sittin' Up In My Room (Arista)

URBAN

- **MARY J. BLIGE** Not Gon' Cry (Arista)

URBAN AC

- **MARY J. BLIGE** Not Gon' Cry (Arista)

COUNTRY

- **COLLIN RAYE** Not That Different (Epic)

NAC

- **SPECIAL EFX** Seduction (JVC)

HOT AC

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

AC

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

ACTIVE ROCK

- **SMASHING PUMPKINS** 1979 (Virgin)

ROCK

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

ALTERNATIVE

- **SMASHING PUMPKINS** 1979 (Virgin)

ADULT ALTERNATIVE

- **GIN BLOSSOMS** Follow You Down (A&M)

NEWSSTAND PRICE \$6.50



Let The Deals Begin!

■ **Jacor, SFX are among first to pounce on new telecom rules and to exceed 50-station mark**

By ROY FURCHGOTT
R&R WASHINGTON BUREAU

With ownership limits officially lifted, it's buy, sell — or get out of the way.

On the buy side, **Jacor Communications** and **SFX Broadcasting** have moved aggressively to consolidate their positions. This week, **Jacor** announced the purchase of **Citicasters** for between \$775 million and \$800 million — its second purchase in as many weeks — and **SFX** has bought **Prism Radio Partners** for \$105 million.

SFX Exec. Chairman **Robert Sillerman** announced that its 51 total stations (see chart, Page 12) "means we will own more radio stations in more markets than any

other owner/operator." Soon after, **Jacor** announced its deal, which brings it up to 54 stations.

And, just last week, **Jacor** announced it was buying **Noble Broadcast Group's** 12 stations for \$152 million.

The **Jacor-Citicasters** deal is being made through a stock purchase. The company will pay \$29.50 per share and issue warrants for the 19 radio and two TV properties.

The exact value of the purchase is subject to vagaries of the stock price.

The two TV stations account for almost half of **Citicasters'** cash flow. **Jacor** President and co-**COO** **Randy Michaels** said his company was excited by "the opportu-

DEALS/See Page 12

Who Owns What?

List of **Jacor's, SFX's** current and proposed holdings: Page 12

It's Dance For WKTU (Again)

By TONY NOVIA
R&R CHIEF EDITOR

A week after its splashy Big Apple debut with its new dance format, a staff alignment at **Evergreen's** **WKTU/New York** is taking shape:

- **John Basanelli**, GSM from co-owned **KIOI/San Francisco**, has been named Director/Sales.

- **WFAN/NY** Sales Manager **Scott Elberg** crosses over as GSM for 'KTU.

- **Frankie Blue**, Dir./Music Programming for **The Box**, has resigned and is expected to be named **WKTU's** PD next week.



Evergreen President/COO Jim de Castro with company Chairman/CEO Scott Ginsberg

- The first confirmed personality to join the station is eight-year **WHTZ (Z100/NY)** personality **Jo Jo Morales**.

Following **WYNY's** departure from Country — which marks the first time in 25 years that New York has been without a Country station —

WKTU/See Page 34

MORE WYNY/WKTU:

- **TONY NOVIA** talks exclusively with **Evergreen** President/COO **Jim de Castro** about the **WKTU** evolution (Page 37).
- **LON HELTON** explores the sales consequences over the loss of a NY Country station (Page 56).
- Experts tell **STEVE WONSIEWICZ** that music was not to blame for **WYNY's** departure from Country (Page 30).

Mason Seeks 'Mom & Pop' Spirit At CBS

■ **Former programmer says Group W merger will be multiyear effort**

By RON RODRIGUES
R&R MANAGING EDITOR

Dan Mason might as well have grown up with a transistor radio glued to his ear. As a child in the '50s and '60s, Mason spent countless nights at his home in Louisville listening to a lot of great radio from all corners of the country. He turned that passion into a profession, and by the mid-'70s, his career as a major-market programmer was under way — first at **WZGC/Atlanta** and then at **WPGC/Washington**. In 1979, his decision to enter the management ranks raised many eyebrows — primarily because his career as a PD had been impeccable — but it was a decision he doesn't regret, and he hasn't looked back.



Mason

Today, as the head of the industry's largest group of radio stations (at least as of this week), Mason has the monumental task of merging the personnel and cultures of **Group W** and **CBS** — both were radio pioneers that blossomed into major media conglomerates — into something he hopes will be as flexible and spirited as the new radio groups that dominate today's business.

We caught up with him during

his recent "road show," where he introduced himself to the staffs of each of the CBS stations.

Q Now that you run one of the biggest groups, is there a philosophical identity by which you want your company to be known?

A I would love to be the biggest "mom and pop" company in America. **CBS** is a big corporation, but if we can capture an entrepreneurial spirit in the company, we can break the sound barrier!

Q Even if you wanted to do that, is that real-

MASON/See Page 35

R&R Talk Seminar Takes Shape As Format Summit

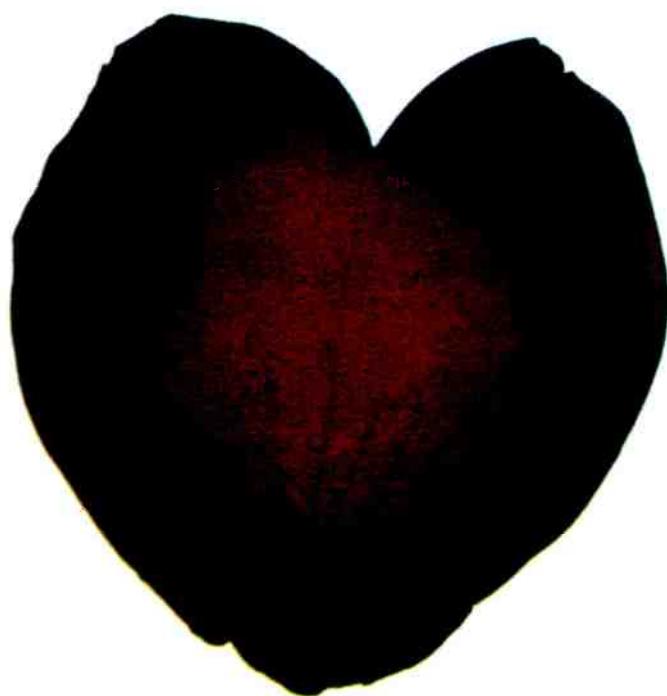
As the **R&R Talk Radio Seminar** draws near, the event continues to attract high-caliber experts and impressive attendees from **News/Talk** stations across the country — and around the world. The event kicks off next Thursday night (2/22) at Washington, DC's Grand Hyatt Hotel and runs through Saturday (2/25).

The latest additions to the lineup of presenters are **USA Today's** **Frank Barnako**, consultant **Lorna Gladstone**, "Don & Mike Show" producer **Diana Silman**, and **NAB** Sr. VP/Radio **John David**.

Barnako is a former radio broadcaster who helped launch **USA Today's** wildly popular Internet web site, which currently attracts some 120,000 users per day. He will join **Intervox** President **Peggy Miles** for a workshop entitled "Interactive Media: The Good, The Bad, And The Ugly."

SEMINAR/See Page 34

real



real love from the beatles anthology 2

Produced by Jeff Lynne, John Lennon, Paul McCartney, George Harrison, Ringo Starr



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Stewart Segues To WSHE/Miami As PD

Former WARQ/Columbia, SC PD Dave Stewart has been tapped for similar duties at TK Communications Adult Alternative WSHE/Miami, effective February 19. He'll succeed Bill Pugh.

"Dave's vast knowledge of the Rock Alternative [approach] will make WSHE a major player in South Florida radio," said WSHE GM Mark Krieger.

Stewart added, "We had a great run at WARQ; Radio Equity was a wonderful company to work for. I look forward to joining a legendary station like WSHE. I'm also looking forward to consulting Jimmy Johnson on creating a dynasty with the Dolphins."

Prior to his stint at WARQ, Stewart served as PD at WHFX/Brunswick, GA.

Montana Moves To WRMA/Miami As PD

■ Isley will consult

Former KIMN-FM/Denver PD Haz Montana (aka Haz Alwattar) has been named PD of Spanish AC WRMA-FM (Romance 106.7)/



Montana

Isley

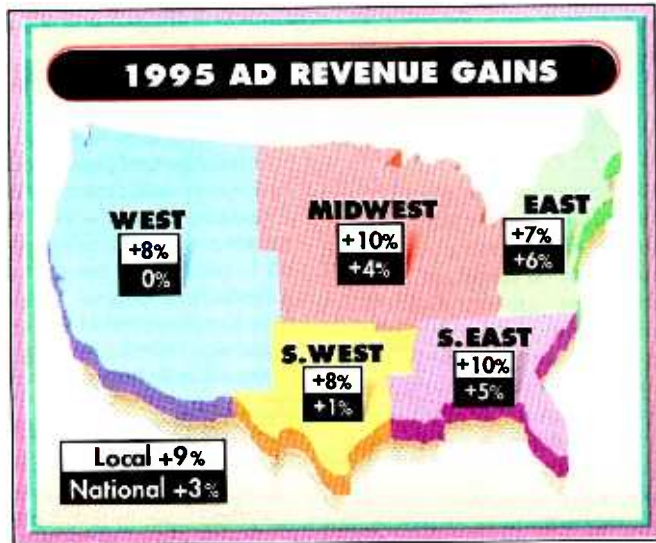
Miami. The job had been filled on an interim basis by Keith Isley, who remains as Programming Consultant/Adviser for WRMA and Tropical Spanish sister WXDJ-FM (El Zol 95).

"It's a fantastic opportunity to be working in a market-leading station like this," Montana told R&R. "And the benefit of working with Keith, who has evolved with the early stages of this project, [is something I'm looking forward to]. It's a great op

WRMA/See Page 34

R&R Observes Presidents Day

In observance of the Presidents Day holiday, R&R's Los Angeles, Nashville, and Washington, DC offices will be closed Monday, February 19.



Source: RAB

Radio Biz Up 8% In 1995

Radio ad revenues rang in at an estimated \$11.47 billion in 1995, up from \$10.65 billion the previous year, according to RAB estimates. The 8% overall gain was fueled by a 9% increase in local advertising business, a 3% rise in national business, and 4% higher network radio revenues.

For the month of December, sluggish retail sales were evident in ad expenditures: Local revenues were up only 3% over the previous holiday month, and national spot revenues were down 11% compared to a red-hot December '94.

Revenues for 1995 break out as follows: local — \$9.12 billion, national — \$1.92 billion, network — \$426 million.

Sony, Boyz II Men Form Stonecreek

Boyz II Men have pactured with Sony Music Entertainment to form Stonecreek Recordings, a Philadelphia-based label through which the Motown act will produce new artists.

"For me, this is one of the most exciting artist development projects I've been privileged to be involved with," said Sony Music Entertainment President/COO Thomas Mottola. "Over the course of just two studio albums, Boyz II Men have established new standards of excellence for vocal groups from all walks of music."

Stonecreek product will be marketed and promoted through Sony Music's Columbia Records Group, Epic Records Group, and associated labels, depending upon the direction of each release. The label's artist and executive rosters were not revealed.

This production deal does not affect Boyz II Men's contract to record exclusively for Motown, though the group has publicly expressed its dissatisfaction with the label. Motown could not be reached for comment.



Crumbley Now WCAO & WXYV Ops. Dir.

Consultant/veteran programmer Steve Crumbley is re-entering the on-site radio trenches to take the Operations Director post at Gospel/Urban combo WCAO-AM & WXYV-FM/Baltimore. Crumbley, who replaces exiting OM/PD Roy Sampson, will continue to operate his consulting firm, Crumbley & Associates.

"Steve and I worked together for seven years when he and I were at U.S. Radio, and we've been very successful as a team," combo VP/GM Bob Woodward told R&R. "This new opportunity to take V103 and Heaven 600 to new heights and regain the position they used to enjoy is exciting for both of us, so Steve is obviously a very welcome addition to the Operations Department of these radio stations."

Crumbley added, "I'm very happy to be on board with Granum Communications, especially back working with Bob Woodward. The relationship we developed and the things we learned from each other were really

CRUMBLEY/See Page 34

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Zut Suits EMI



Tom Zutaut and conclave are shown officially launching his new EMI-distributed label, The Enclave. Zutaut — a former A&R executive who signed such acts as Guns N' Roses, Motley Crue, and Elastica — says the name of his new label will reflect its nurturing approach toward artists. Pictured (l-r) are Virgin Music Group Chairman/CEO Ken Berry, Enclave President/CEO Zutaut, and EMI-Capitol Music Group North America Chairman/CEO Charles Koppelman and Exec. VP/GM Terri Santisi.

Touting Thomas



Actor/former air talent Jay Thomas recently stopped by SW's Classic FM Studios to chat about his role in the movie "Mr. Holland's Opus." Doing the hang thing are (l-r) Thomas, SW Networks' VP/Classical Programming Tony Rudel, and Classic FM personality Dennis Elsas.

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FCC To Streamline EEO Rules

□ Broadcasters complain agency's rules are difficult, costly

The FCC wants to streamline its Equal Employment Opportunity rules and establish a schedule of penalties for violations. Toward that end, the agency is requesting broadcasters' input on the best way to do that.

The agency's decision to address the issue is based on complaints by broadcasters that its EEO policies don't follow what was laid out by the Supreme Court: that minority hiring programs must be narrowly tailored to rectify the identifiable damage done by past discrimination. Broadcasters contend that the FCC's EEO rules, which require detailed records of attempts to hire minorities, fail that test.

They charge it is difficult and costly to adhere to those rules. Some stations that have hired a number of minorities have still been hit with heavy fines for flawed record-keeping. Others have argued that the FCC rules are unnecessary because the Department of Labor's EEO rules

apply to broadcasting the same as with any industry.

'Undue Burden'

The FCC is seeking comment on several issues. First, what categories of stations should be exempt from record-keeping or subject to reduced record-keeping? The FCC is considering exemptions based on staff size, market size, and size of a market's minority work force. The agency is also looking for a fair way to measure availability of minorities in a work force other than the current method of examining the labor force in a Metropolitan Statistical Area.

Not all of the commissioners agree on how the streamlining should be

handled. "Some have focused their criticism of the Commission's EEO rules on the alleged undue administrative burden on licensees," said Commissioner **Andrew Barrett**. "However, I am not convinced the burden is necessarily 'undue.'"

Barrett went on to stress the important entry-level role that small stations and markets present to young broadcasters. He also said he was not likely to support a quota system "that seeks to alleviate a licensee's obligation to recruit minorities and women in the event that it consistently meets a specific employment profile."

For The Record

Media Venture Partners was listed in the Broker Scorecard (R&R 2/2) as having brokered \$345.2 million in deals in 1995. The correct amount is \$462.7 million. Media Venture Partners remains in third place for the year, however.

EARNINGS

A Shiny Quarter For WW1, Evergreen

Fourth-quarter earnings are rolling in, and several radio-related companies are reporting overall improved results.

Westwood One (Nasdaq: WONE) posted fourth-quarter earnings of \$3.8 million (11 cents per share) on revenue of \$44.7 million, rising from last year's earnings of \$845,000 (two cents) on revenue of \$43.7 million. The company attributes the increase to higher ad rates and discontinued unprofitable programs that had sapped earnings.

Westwood One owns the NBC Radio Networks, Mutual Broadcasting System, Westwood One Entertainment, and Westwood One Radio Networks.

Evergreen Media Corp. (Nasdaq: EVGM) released fourth-quarter earnings showing increased revenue and cash flow, but a net loss to common shareholders. Results factored in station purchases and sales, but not the purchase of **Pyramid Communications**.

The company reported a loss of \$2.2 million (12 cents per share) on net revenue of \$47.7 million, compared to a loss of \$6.4 million (74 cents) on net

revenue of \$29.7 million for the same period the prior year.

The company registered the highest quarterly broadcast cash flow in its history: \$47.8 million, compared to \$29.7 for the previous year.

Clear Channel Communications (NYSE: CCU) announced earnings of \$12 million (34 cents per share) on revenue of \$84.2 million, a slight decline from last year's earnings of \$8.4 million (24 cents) on revenue of \$66.1 million.

The company also reported increased after-tax cash flow of \$25.1 million, compared to \$15.8 million for the same period last year.

Clear Channel operates 36 radio stations and 10 TV stations in 21 markets. The company said the passage of ownership deregulation coupled with its low level of leverage would result in acquisitions in key markets.

EZ Communications (Nasdaq: EZCIA) declared fourth-quarter earnings of \$294,000 (three cents per share) on revenue of

\$26.7 million, a jump from last year's loss of \$319,000 (three cents) on revenue of \$22.3 million. **EZ President/CEO Alan Box** said the results reflected unexpected improvements from acquisitions in Philadelphia and Seattle, as well as improvements in stations where format changes were made in late 1994 and early 1995.

Jacor Communications (Nasdaq: JCOR) reported fourth-quarter earnings of \$3.1 million (16 cents per share) on revenue of \$35.4 million, a slight increase from the previous year's earnings of \$3 million (14 cents) on revenue of \$32 million.

Jacor President/co-CEO **Randy Michaels** said that revenue was depressed because of the baseball strike, which affected ad sales on those broadcasts. He also said the company made "significant investment spending" in 1995. The company has announced two purchases in just over one week: \$152 million **Noble Broadcast Group** and publicly held **Citicasters** for \$775 million.

BUSINESS BRIEFS

Simon Says No Radio Spectrum Auction

Even as **Larry Pressler** (R-SD), Chairman of the Senate Committee on Commerce, makes good on his promise to hold hearings on spectrum management (read: auctions), a White House figure key to telecom issues says radio broadcasters shouldn't worry.

Gregory Simon — Vice President **Al Gore's** chief domestic policy advisor and the man called most responsible for the telecommunications bill — said, "I can't see any" circumstance under which radio could be subjected to a spectrum auction. The **NAB** and some industry observers have suggested that if TV broadcasters are forced to pay for spectrum for digital high definition TV, it would only be a matter of time before the **FCC** would ask radio broadcasters to pay for their spectrum.

FCC To Broadcasters: What's Your Beef?

The FCC is soliciting suggestions on how to improve service in various areas. Among other issues, the Commission seeks comment on:

- Which procedures or functions can be eliminated?
- How can the Commission reduce paperwork?
- What functions can be turned over to private industry?
- Where are processing delays occurring and how can they be solved?

MMR's Ferrel Re-Ups For Five Years

Multi-Market Radio President/CEO Michael Ferrel has entered into a new five-year contract with the company. He will also be designated as the sole CEO, according to **MMR Chairman and former co-CEO Bruce Morrow**.

"In light of the pending **Liberty** acquisition, I feel it is particularly important to recognize the role that Mike has played in our exceptional growth," Morrow said, adding that he won't be reducing his personal role in the company.

Hutchison Joins Senate Subcommittee

The second session of the 104th Congress is upon us, and the Senate Communications Subcommittee sports a new face: **Kay Bailey Hutchison** (R-TX). The only woman on the committee, Hutchison fills the seat held by **Bob Packwood** (R-OR), who exited last year for well-publicized reasons. The rest of the committee membership remains unchanged.

Commission Rescinds EEO Fine

Realizing that it shouldn't blame the child for the sins of the parent, the **FCC** has rescinded a \$25,000 fine levied against **Dennis Elam**, trustee in bankruptcy for **Bakcor Broadcasting Inc.** Bakcor is the former licensee of **KMND-AM & KNFM-FM/Midland, TX**. The Commission found EEO violations at the stations and fined Elam, but later removed the fine because all of the violations occurred while Bakcor was the licensee.

In another EEO case, the FCC reduced a fine against **KISN-AM & FM/Salt Lake City** from \$18,750 to \$8,000. The **NAACP** had originally contested KISN's license renewal because it said the station's minority recruitment policies were below par. KISN licensee **Sun Mountain Broadcasting**, in a joint settlement with the NAACP, agreed to pay the group's litigation fees in exchange for the petition's dismissal. In turn, the FCC reduced the fine.

Americom Refinances

Americom has secured a \$5.25 million term loan to refinance its radio holdings and the purchase of **KTHH-FM/Fresno & KRZQ-FM/Reno**. The financing was provided by **AT&T Capital Corp.**

More Deals Finalized

More major deals closed last week: **SFX Broadcasting** completed its \$23.5 million purchase of **Trumper Communications Inc.'s WLYT-FM & WTDR-FM/Charlotte, NC**.

• **Osborn Communications** wrapped up two deals totaling \$15 million. It sold **WNDR-AM & WNTQ-FM/Syracuse** to **Pilot Communications** and **WWRD-FM/Jacksonville** to **Renda Broadcasting**.

• **Triathlon Broadcasting** closed its purchase of **Pourtales Radio's KTGL-FM & KZKX-FM/Lincoln, NE** for \$9.65 million. **Star Media** brokered the Trumper and Pourtales transactions.

• **Connoisseur Communications'** acquisition of **WROK-AM & WZOK-FM/Rockford, IL** (\$5 million) and **WFRL-AM & WXXQ-FM/Freeport, IL** (\$2.3 million) from **Nolte Communications** and **Steline Broadcasting**, respectively, also closed. **Media Venture Partners** brokered both deals.



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WBEB-FM, Philadelphia



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*Fall 1995 Arbitron. AQH share, M-F, 10A-3P.

DEAL OF THE WEEK

- **Citicasters Inc. \$430 million (est.)**
 - **KOPA-AM & KSLX-FM/Phoenix**
 - **KRXQ-FM & KSEG-FM/Sacramento**
 - **WTBT-FM & WXTB-FM/Tampa**
 - **WKLS-FM/Atlanta**
 - **WDAF-AM & KYYS-FM/Kansas City**
 - **WKRQ-FM & WWNK-FM/Cincinnati**
 - **WLOH-AM, WTVN-AM, WHOK-FM, WLLD-FM & WLQV-FM/Columbus, OH**
 - **KEX-AM, KKCW-FM & KKRZ-FM/Portland**

Jacor's post-telecom bill expansion shifts into overdrive. As an encore to its 12-station Noble acquisition, it picks up 19 more stations from Citicasters as part of a \$775 million multimedia deal.

1996 DEALS TO DATE

Dollars To Date: \$1,037,558,949
(Last Year: \$452,478,770)

This Week's Action: \$618,138,000
(Last Year: \$30,393,000)

Stations Traded This Year: 246
(Last Year: 115)

Stations Traded This Week: 62
(Last Year: 15)

TRANSACTIONS AT A GLANCE

- Prism Radio Partners \$105.25 million
 - **KCEE-AM, KNST-AM, KRQQ-FM & KWFM-FM/Tucson**
 - **WPDQ-AM, WOKV-AM, WIVY-FM & WKQL-FM/Jacksonville**
 - **KNSS-AM, KKRD-FM & KRZZ-FM/Wichita**
 - **WWKY-AM, WTFX-FM & WVEZ-FM/Louisville**
 - **WDCG-FM & WZZU-FM/Raleigh**
- Southern Skies Stations \$24.5 million
 - **KSSN-FM & KMVK-FM/Little Rock**
 - **KZSN-AM & FM/Wichita**
- **KFAR-AM & KWLF-FM/Fairbanks, AK \$300,000 for 66%**
- **KOLL-FM/Little Rock \$4 million**
- **WCCQ-FM/Crest Hill, IL \$2.7 million**
- **WLRO-FM/Richmond, KY \$2 million**
- **WIDE-AM/Biddeford, ME \$80,000**
- **WVIC-AM & FM/East Lansing, MI \$2 million**
- **KLTF-AM & KFML-FM/Little Falls, MN \$625,000**
- **WZRZ-AM & WSTZ-FM/Jackson, MS \$3.5 million**
- **KGEZ-AM/Kalispell, MT \$198,000 for 66 2/3%**
- **KVEG-AM/Las Vegas \$1.8 million**
- **WEMJ-AM/Laconia, NH \$160,000**
- **KMYZ-AM/Pryor, OK \$40,000**
- **WROQ-FM/Anderson, SC \$14 million**
- **WDPC-AM/Dallas \$85,000**
- **WRAD-AM & WRIQ-FM/Radford, VA \$550,000**
- **WHEO-AM/Stuart, VA \$125,000**
- **WDCM (FM CP)/Cruz Bay, VI \$225,000**
- **KYCW-FM/Seattle \$26 million**

* This figure will be rounded off to the nearest dollar for use in weekly and year-to-date totals.

TRANSACTIONS

Jacor Grabs Citicasters Stations For \$430 Million

□ **Sillerman strikes again and again**

Deal Of The Week

Citicasters Inc.
PRICE: \$430 million (estimated)
TERMS: Duopoly deal; cash for stock at \$29.50 per share and warrants to purchase Jacor stock at \$28 per share
BUYER: Jacor Communications Inc., headed by President Randy Michaels. It owns 23 other stations, including stations in Atlanta, Cincinnati, and Tampa, and has an agreement to purchase an additional 12 from Noble Broadcasting.
SELLER: Citicasters Inc., headed by

CEO John Zanotti
BROKER: Salomon Brothers Inc.
COMMENT: The estimated price of \$430 million applies to the radio properties only. Including two television stations, the total value of the merger is approximately \$775 million.

KOPA-AM & KSLX-FM/Phoenix
FREQUENCY: 1440 kHz; 100.7 MHz
POWER: 5kw day/52 watts night; 100kw at 1841 feet
FORMAT: News/Talk; Classic Rock

KRXQ-FM & KSEG-FM/Sacramento
FREQUENCY: 93.7 MHz; 96.9 MHz
POWER: 25kw at 325 feet; 50kw at 499 feet
FORMAT: Rock; Classic Rock

WTBT-FM & WXTB-FM/Tampa
FREQUENCY: 105.5 MHz; 97.9 MHz
POWER: 6kw at 285 feet; 100kw at 1345 feet
FORMAT: Classic Rock; Rock

WKLS-FM/Atlanta
FREQUENCY: 96.1 MHz

POWER: 99kw at 984 feet
FORMAT: Rock

WDAF-AM & KYYS-FM/Kansas City
FREQUENCY: 610 kHz; 102.1 MHz
POWER: 5kw; 100kw at 1001 feet
FORMAT: Country; Rock

WKRQ-FM & WWNK-FM/Cincinnati
FREQUENCY: 101.9 MHz; 94.1 MHz
POWER: 16kw at 876 feet; 32kw at 600 feet
FORMAT: CHR/Pop; AC

WLOH-AM, WTVN-AM, WHOK-FM, WLLD-FM & WLQV-FM/Columbus, OH
FREQUENCY: 1320 kHz; 610 kHz; 95.5 MHz; 98.9 MHz; 96.3 MHz
POWER: 1kw day/28 watts night; 5kw; 21kw at 761 feet; 580 watts at 755 feet; 18kw at 751 feet
FORMAT: AC; News/Talk; Country; Country; Rock

KEX-AM, KKCW-FM & KKRZ-FM/Portland

FREQUENCY: 1190 kHz; 103.3 MHz; 100.3 MHz
POWER: 50kw; 100kw at 1654 feet; 95kw at 1434 feet
FORMAT: Full Service; AC; CHR

Group Deals

Prism Radio Partners
PRICE: \$105.25 million
TERMS: Duopoly deal; cash
BUYER: SFX Broadcasting Inc., headed by President Steve Hicks. It owns or has agreed to buy 35 other stations.
SELLER: Prism Radio Partners, headed by President/CEO Bill Phalen
BROKER: J.P. Morgan and Radio Consultants Inc.

KCEE-AM, KNST-AM, KRQQ-FM & KWFM-FM/Tucson
FREQUENCY: 940 kHz; 790 kHz; 93.7 MHz; 92.9 MHz

Continued on Page 8



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TRANSACTIONS

Continued from Page 6

POWER: 1kw day/250 watts night; 5kw day/50 watts night; 91kw at 2031 feet; 90kw at 2038 feet
FORMAT: Nostalgia; News/Talk; CHR; Oldies

WPDQ-AM, WOKV-AM, WIVY-FM & WKQL-FM/Jacksonville
FREQUENCY: 600 kHz; 690 kHz; 102.9 MHz; 96.9 MHz
POWER: 5kw; 50kw day/10kw night; 98kw at 1014 feet; 100kw at 1014 feet
FORMAT: Nostalgia; News/Talk; AC; Oldies

KNSS-AM, KKRK-FM & KRZZ-FM/Wichita
FREQUENCY: 1240 kHz; 107.3 MHz; 96.3 MHz
POWER: 637 watts; 95kw at 860 feet; 50kw at 492 feet
FORMAT: News/Talk; CHR; Rock

WWKY-AM, WTFX-FM & WVEZ-FM/Louisville
FREQUENCY: 790 kHz; 100.5 MHz; 106.9 MHz
POWER: 5kw day/1kw night; 37kw at 554 feet; 24.5kw at 669 feet
FORMAT: News/Talk; Rock; AC

WDCG-FM & WZZU-FM/Raleigh
FREQUENCY: 105.1 MHz; 93.9 MHz
POWER: 100kw at 1040 feet; 100kw at 1263 feet
FORMAT: CHR; Classic Rock

Southern Skies Stations
PRICE: \$24.5 million
TERMS: Duopoly deal for cash and stock
BUYER: Triathlon Broadcasting Co., headed by President **Norm Feuer**. It owns six other stations, including **KFH-AM, KQAM-AM, KRBB-FM & KXLK-FM/Wichita**, and has agreements to acquire an additional 15.
SELLER: Southern Skies Corp., headed by President/CEO **Jerry Atchley**
COMMENT: Atchley will become Regional Manager for Triathlon.
BROKER: Star Media Group

KSSN-FM & KMKV-FM/Little Rock
FREQUENCY: 95.7 MHz; 106.7 MHz
POWER: 92kw at 1663 feet; 16kw at 866 feet
FORMAT: Country; Country

KZSN-AM & FM/Wichita
FREQUENCY: 1480 kHz; 102.1 MHz
POWER: 5kw day/1kw night; 98kw at 1034 feet
FORMAT: Country; Country

Alaska

KFAR-AM & KWLF-FM/Fairbanks
PRICE: \$300,000 for 66%
TERMS: Stock sale
BUYER: Frank Delong, acquiring a

66% interest in **Borealis Broadcasting Inc.** Phone: (907) 451-5910
SELLER: Estate of Edward A. Merdes and Estate of Bill Walley. Phone: (907) 451-5910
FREQUENCY: 660 kHz; 98.1 MHz
POWER: 10kw; 28kw at -7 feet
FORMAT: News/Talk; AC

Arkansas

KOLL-FM/Little Rock
PRICE: \$4 million
TERMS: Duopoly deal; cash
BUYER: Triathlon Broadcasting Co. (see group deal at left)
SELLER: Multi-Market Radio Inc., headed by Chairman **Bruce Morrow**. It owns 15 other stations.
FREQUENCY: 94.9 MHz
POWER: 96kw at 1844 feet
FORMAT: Oldies

Illinois

WCCQ-FM/Crest Hill (Chicago)
PRICE: \$2.7 million
TERMS: Cash
BUYER: TKO Broadcasting L.L.C., headed by President **Scott Krusinski**
SELLER: CHB Venture, headed by President **Bob Channick**
FREQUENCY: 98.3 MHz
POWER: 3kw at 300 feet
FORMAT: Country
BROKER: **George Otwell** and **Charles Giddens** of Media Venture Partners

Kentucky

WLRO-FM/Richmond
PRICE: \$2 million
TERMS: Duopoly deal; asset sale for \$1.4 million cash and a five-year, \$600,000 promissory note at 8.5% interest
BUYER: Clark Broadcasting Co., headed by President **Michael Douglas**. It owns 10 other stations, including **WLTO-FM/Nicholasville, KY**. Phone: (301) 657-7180
SELLER: WCBR Radio Inc., headed by President **George Robbins**. It also owns **WCBR-AM/Richmond, KY**. Phone: (606) 623-1235
FREQUENCY: 101.5 MHz
POWER: 7.2kw at 541 feet
FORMAT: Rock

Maine

WIDE-AM/Biddeford
PRICE: \$80,000
TERMS: Asset sale for \$20,000 cash and a 10-year, \$60,000 promissory note at 10% interest
BUYER: Saco Bay Communications Group, headed by President **Barry Hobbins**. Phone: (207) 284-9600
SELLER: Witham-Rhodes Communications Inc. Phone: (207) 282-5121
FREQUENCY: 1400 kHz
POWER: 1kw
FORMAT: News/Talk

Michigan

WVIC-AM & FM/East Lansing (Lansing)
PRICE: \$2 million
TERMS: Cash
BUYER: Jencom Broadcasting, headed by President **James Jensen**. It also owns **WJIM-AM & FM/Lansing**.
SELLER: MSP Communications Inc., headed by President **Jackson Smart**
FREQUENCY: 730 kHz; 94.9 MHz
POWER: 500 watts day/50 watts night; 50kw at 492 feet
FORMAT: Sports; Rock
BROKER: **Dick Blackburn** of Blackburn & Co.

Minnesota

KLTF-AM & KFML-FM/Little Falls
PRICE: \$625,000
TERMS: Duopoly deal. Stock sale for \$100,000 cash; a 12-year, \$120,000 promissory note; and a \$405,000 non-compete agreement.
BUYER: **Jack and Merry Jo Hansen**, acquiring a 67% interest in **Little Falls Broadcasting Co. Inc.**, and **Steve and Heidel Van Slooten**, acquiring a 33% interest. They also own **WYRQ-FM/Little Falls**. Phone: (612) 632-2992
SELLER: **John Lemme**, selling his 72.885% interest in **Little Falls Broadcasting**; **Jean Lemme**, selling her 10.43% interest; and **Mark Lemme**, selling his 16.685% interest. Phone: (612) 632-5414
FREQUENCY: 960 kHz; 94.1 MHz
POWER: 5kw; 3kw at 328 feet
FORMAT: AC; AC

Mississippi

WZRZ-AM & WSTZ-FM/Jackson
PRICE: \$3.5 million
TERMS: Duopoly deal; cash
BUYER: Multi-Market Radio Inc., headed by Chairman **Bruce Morrow**. It owns 15 other stations.
SELLER: Lewis Broadcasting Corp., headed by President **J.C. Lewis Jr.**
FREQUENCY: 1590 kHz; 106.7 MHz
POWER: 5kw; 100kw at 1060 feet
FORMAT: Gospel; Rock
COMMENT: These stations are being traded to **SFX Broadcasting Inc.** in a tax-free swap that is part of the **Liberity Broadcasting** deal.

Montana

KGEZ-AM/Kalispell
PRICE: \$198,000 for 66 2/3%
TERMS: Stock sale for \$66,000 cash and a \$132,000 promissory note at 8.5% interest
BUYER: **Charles Lee**, acquiring a 22.33% interest in **Skyline Broadcasters Inc.**; **Dallas Herron**, acquiring a 22.33% interest; **Michael Stocklin**, acquiring a 12% interest; and **Stephen Breeze**, acquiring a 10% interest
SELLER: **C.M. Anzjon**, selling his 33 1/3% interest in **Skyline Broadcasters**, and **M.A. Himsl**, selling his 33 1/3%

interest. Phone: (406) 752-2600
FREQUENCY: 600 kHz
POWER: 5kw day/1kw night
FORMAT: Oldies

Nevada

KVEG-AM/Las Vegas
PRICE: \$1.8 million
TERMS: Cash
BUYER: Crescent Communications L.L.C., headed by President/CEO **Allen Shaw**. It owns eight other stations, including **KFBI-FM & KMZQ-FM/Las Vegas**.
SELLER: **K-G Communications Inc.**, headed by President **Jerry Kutner**
FREQUENCY: 840 kHz
POWER: 50kw
FORMAT: Sports/Talk
BROKER: **Force Communications and Consultants and Broadcasting Asset Management Corp.** of Chicago

New Hampshire

WEMJ-AM/Laconia
PRICE: \$160,000
TERMS: Duopoly deal; asset sale for cash
BUYER: **WLNH Radio Inc.**, headed by President **William McLean**. It owns **WLNH-FM/Laconia, NH** and **WBHG-FM/Meredith, NH**. Phone: (703) 356-6000
SELLER: **Tole Broadcast Associates Inc.**, owned by **Robert & Margaret Tole**. Phone: (603) 645-6829
FREQUENCY: 1490 kHz
POWER: 1kw
FORMAT: Talk
BROKER: **Dick Kozacko** of **Kozacko Media Services**

Oklahoma

KMYZ-AM/Pryor
PRICE: \$40,000
TERMS: Duopoly deal; asset sale for cash
BUYER: **Oklahoma Sports Properties Inc.**, headed by President/Director **Fred Weinberg**. It also owns **KTRT-AM/Claremore, OK**. Phone: (918) 341-6600
SELLER: **Shamrock Communications Inc.** It owns seven other stations. Phone: (717) 348-9103
FREQUENCY: 1570 kHz
POWER: 1kw
FORMAT: Alternative

South Carolina

WROQ-FM/Anderson (Greenville-Spartanburg)
PRICE: \$14 million
TERMS: Cash
BUYER: **Multi-Market Radio Inc.**, headed by President **Mike Ferrel**. It owns 12 other stations.
SELLER: **ABS Greenville Partners L.P.**, headed by President **Kenneth Brown**. It also owns **WKHK-FM & WBZU-FM/Richmond**.
FREQUENCY: 101.1 MHz
POWER: 100kw at 988 feet
FORMAT: Classic Rock
BROKER: **Tony Rizzo** of **Blackburn & Co.**

Texas

WDPC-AM/Dallas
PRICE: \$85,000
TERMS: Asset sale for cash
BUYER: **Word Christian Broadcasting Inc.**, headed by President **Kenneth Johns**. Phone: (770) 920-1520
SELLER: **Worthy Communications Inc.**, headed by President **Harry Worthy**. Phone: (770) 445-8813
FREQUENCY: 1500 kHz
POWER: 1kw
FORMAT: This station is dark.

Virginia

WRAD-AM & WRIQ-FM/Radford
PRICE: \$550,000
TERMS: Duopoly deal; asset sale for cash
BUYER: **Travis Broadcasting L.L.C.**, headed by President **Karen Travis**. It also owns **WFNR-AM/Blacksburg, VA** and **WNRV-AM/Narrows, VA**. Phone: (540) 382-6106
SELLER: **WRAD Broadcasting Co.**, headed by President **Charles Dix II**. Phone: (540) 639-2461
FREQUENCY: 1460 kHz; 101.7 MHz
POWER: 5kw day/500 watts night; 5.8kw at 66 feet
FORMAT: Country; Country

WHEO-AM/Stuart
PRICE: \$125,000
TERMS: Stock sale for \$50,000 cash and a 10-year, \$75,000 promissory note at 8.5% interest.
BUYER: **Bennie Weaver et al.**, buying **Mountain View Communications Inc.** Phone: (703) 694-3114
SELLER: **Samuel Massie**
FREQUENCY: 1270 kHz
POWER: 5kw
FORMAT: Country

Virgin Islands

WDCM (FM CP)/Cruz Bay
PRICE: \$225,000
TERMS: Asset sale for cash
BUYER: **Knight VI Radio Corp.**, headed by President **Randolph Knight**. Phone: (809) 690-6230
SELLER: **Jersey Shore Broadcasting Corp.**, headed by President **Joseph Knox Jr.** It owns **WJRZ-FM/Manahawkin, NJ**. Phone: (609) 597-1000

Washington

KYCW-FM/Seattle
PRICE: \$26 million
TERMS: Duopoly deal; cash
BUYER: **EZ Communications Inc.**, headed by Chairman/CEO **Alan Box**. It owns 21 other stations, including **KMPS-AM & FM & KZOK-FM/Seattle**.
SELLER: **Infinity Broadcasting**, headed by President/CEO **Mel Karmazin**. It owns 33 other stations.
FREQUENCY: 96.5 MHz
POWER: 100kw at 1224 feet
FORMAT: Country



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#1	25-54	KFRG, Riverside	#2	25-54	WUSN, Chicago
#1	18-34	KSFM, Sacramento	#1	12+	WLW, Cincinnati
#1	25-54	WFBQ, Indianapolis	#1	18-34	WEBN, Cincinnati
#1	25-54	WZZK, Birmingham	#2	25-54	KFKF, Kansas City
#1	25-54	WWKA, Orlando	#1	25-54	WPCH, Atlanta (Women)
#1	25-54	KKCS, Colorado Springs	#1	25-54	KEZK, St. Louis (Women)
#1	12+	KSSN, Little Rock	#2	12+	WGN, Chicago
#1	25-54	WSSL, Greenville, SC	#2	25-54	KOA, Denver
#1	25-54	WYYD, Roanoke	#3	25-54	KRFX, Denver
#1	25-54	KDRK, Spokane	#2	25-54	WQIK, Jacksonville
#1	25-54	KWEN, Tulsa	#3	25-54	WWYZ, Hartford
#1	25-54	KZSN, Wichita	#2	25-54	KCYY, San Antonio
#1	18-34	WFLZ, Tampa	#3	25-54	WMIL, Milwaukee
#1	25-54	WEZL, Charleston, SC	#1	25-54	WKHK, Richmond
#1	25-54	WDVE, Pittsburgh	#1	25-54	WYYY, Syracuse

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Candullo Hired As Metro VP/GM, NY

Metro Networks has tapped **Steve Candullo** as VP/GM, New York Region. He most recently served as President/GM of Country WYNY/New York, which has switched to CHR/Rhythmic WKTU (see Page 1).



Candullo

"Steve brings the talent and experience necessary to maintain our high standards of excellence in the broadcasting field," said Metro Networks Exec. VP **Chuck Bortnick**. "We are eager to see the results of his efforts in Metro's New York region."

Prior to WYNY, the 18-year broadcast industry veteran served as President/GM of **WKQI/Detroit**. He also has worked in New York as **WPLJ's** Station Manager and as both GM and GSM at **WRKS**.

Landy Lands Island Black Promo Post

Morace Landy has been elevated to National Director/Promotion for **Island Records' Black Music Division**. Based at the label's NYC headquarters, Landy most recently served as Northeast Regional Manager.

"Morace has consistently displayed the energy level and leadership qualities necessary to manage this promotion team," said Island VP/Black Music Promotion **Ronnie Johnson**. "He is a valued addition to the national staff."

Prior to joining Island, Landy was a regional manager for **Reprise Records**. He has also held a variety of positions at **Profile Records**.



Landy

Ostrow Will Head Trauma Radio Promo

Danny Ostrow has joined **Trauma Records** as VP/Radio Promotion. He previously was VP/Pop Promotion at **American Recordings**.

"We've been searching for a head of promotion for about five months," Trauma co-President **Rob Kahane** told R&R. "We wanted somebody who had an overview of all the formats of radio and who would interface effectively with **Interscope's** staff. My partner [**Paul Palmer**] and I came to the conclusion that Danny would be the most effective person for that position."

Prior to joining American in 1994, Danny spent three years as Director/Promotion at **PLG**. He also served five years as Radio Editor at **Hits Magazine**. An American staffer says Ostrow's vacancy will not be filled.



Ostrow

EXECUTIVE ACTION

DiMatteo Assumes WKXK/Chicago GSM Duties

Former **WVCM-AM, WRXK-FM & WXKB-FM/Ft. Myers** Regional GM **Frank DiMatteo** has been named GSM for recent Country convert **WKXK-FM/Chicago**.

"I think it's terrific we have such a vibrant and enthusiastic player joining us," said **WKXK** President/GM **Gregg Lindahl**. "Frank has demonstrated he is a forward thinker and an intelligent leader. We look forward to having him on the 'Kicks' team."

Prior to heading south, the Windy City native worked in the market as VP/GM for **WBIG-AM & WYSY-FM** and **LSM** for **WLS-AM**.

Thorn Now Station Mgr./GSM At WLYT & WTDR

WLYT-FM & WTDR-FM/Charlotte GSM **Reta Thorn** has been promoted to Station Manager/GSM for the AC-Country combo. VP/GM **Pat Reedy** left a few weeks ago to manage the **Trumper** stations in Salt Lake City.

Thorn told R&R, "I'm very excited about **SFX's** new ownership of the station and the opportunity we all have. What a wonderful time to be in Charlotte radio!"

An 18-year market veteran, Thorn has served as GSM at **WBT-AM & WWSN-FM** and GM at **WMXC** (now **WSSS**). Thorn joined **WLYT** as GSM three years ago and became the combo's GSM a year later.

Friedman Appointed KTAR/Phoenix's ND

Ten-year radio veteran **Andy Friedman** — formerly all-Talk **KFI/Los Angeles's** Asst. News Director/**O.J.** reporter — has segued to News/Talk **KTAR-AM/Phoenix** as News Director. He replaces **Jeff Scott**, who moved to **KSAZ-TV/Phoenix**.

"I'm going to focus on the strengths here and continue to emphasize live coverage," Friedman told R&R. "I also want to get a little bit innovative ... to inject more creativity in our approach to the news. The way I see it, I got my bachelor's degree [from KFI] and now I'm going for my master's."

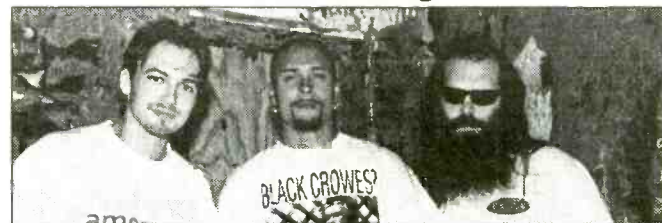
After six and a half years at KFI, Friedman spent a year as a **KFBK/Sacramento** reporter. He also has worked at **KUIC-FM/Vacaville** (San Francisco) and **KALF-FM/Red Bluff, CA**.

Rhino Not Kidding



Kid Rhino, the children's division of **Rhino Records**, has agreed to develop and market audio-related products based on the live-action programs and characters of **Capital Cities/ABC** company **DIC Entertainment L.P.** Finalizing the venture are (l-r) Rhino Exec. VP **Bob Emmer**, DIC consultant **Artie Ripp**, Kid Rhino Sr. Dir. **Torrie Dorrell**, Rhino President **Richard Foos**, and DIC Entertainment President **Andy Heyward**.

Chino Surfing



On a break from readying the debut album by hip-hop artist **Chino XL**, **American Recordings** President **Rick Rubin** poses among the remains of the fire-gutted L.A. house where he once recorded with the **Red Hot Chili Peppers**. Trouncing through the ashes are (l-r) **American Dir./Hip-Hop A&R Dan Charnas**, **Chino XL**, and **Rubin**.

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This is the perfect way for your station to increase its community involvement and gain positive personality exposure. You can interview local police and spokespersons, announce hotline numbers and give away station promotion items supporting the event!

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| Escanaba, MI | Saginaw, MI |
| Fargo | Shreveport |
| Flagstaff | Tulsa |
| Mitchell, SC | Tyler, TX |
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Briner To National Promo At Magnatone

Former Giant/Nashville North-east promo rep **George Briner** has



Briner

been named Director/National Promotion for **Magnatone**. He succeeds **Joe O'Donnell**, who was elevated from a regional post last August and will be reassigned to another position within the department.

The appointment reunites Briner with newly appointed Sr. VP/Promotion & Marketing **Chuck Rhodes**, who formerly was Giant's Director/National Promotion (R&R 2/9). Rhodes said, "George is one of the best promotion guys I've ever been associated with. His motivation and enthusiasm will help us reinvent the wheel here at Magnatone."

Briner has spent almost nine years in the record business—the last 18 months with Giant/Nashville and the rest of the time with **WB/Nashville**. His background also includes retail as well as a promotions stint at **KZLA/Los Angeles**.

Big Groups Get Bigger

Here's what the two biggest groups (for now) will look like after all their pending deals are complete:

Jacor Communications Inc.

- WGST-AM & FM, WKLS-FM & WPCF-FM/Atlanta
- WCKY-AM, WLW-AM, WEBN-FM, WKRQ-FM, WOFX-FM & WWNK-FM/Cincinnati
- WLOH-AM, WTVN-AM, WHOK-FM, WLLD-FM & WLWQ-FM/Columbus, OH
- KHOW-AM, KOA-AM, KTLK-AM, KBCO-AM & FM, KBPI-FM, KHHI-FM & KRFX-FM/Denver
- WJGR-AM, WZAZ-AM, WJBT-FM, WQIK-FM & WSOL-FM/Jacksonville
- WDAF-AM & KYYS-FM/Kansas City
- KOPA-AM & KSLX-FM/Phoenix
- KEX-AM, KKCW-FM & KKRZ-FM/Portland
- KRXQ-FM & KSEG-FM/Sacramento
- KATZ-AM, KMJM-FM & KNJZ-FM/St. Louis
- XTRA-AM & FM & KHTS-FM/San Diego
- WBRD-AM/Sarasota
- WFLA-AM, WDUV-FM, WFLZ-FM, WTBT-FM & WXTB-FM/Tampa
- WSPD-AM, WRVF-FM & WVKS-FM/Toledo

SFX Broadcasting Inc.

- WLYT-FM & WTDR-FM/Charlotte
- KRLD-AM & KTCK-AM/Dallas
- WQSI-AM & WXVR-FM/Frederick, MD
- WMFR-AM, WWWB-AM & WMAG-FM/Greensboro-Winston Salem
- WGVF-AM, WMYI-FM, WROQ-FM & WSSL-FM/Greenville-Spartanburg
- KNUZ-AM, KODA-FM & KQUE-FM/Houston
- WJDS-AM, WZRZ-AM, WKTF-FM, WMSI-FM & WSTZ-FM/Jackson, MS
- WOKV-AM, WPDQ-AM, WIVY-FM & WKQL-FM/Jacksonville
- WWKY-AM, WTFX-FM & WVEZ-FM/Louisville
- WSIX-FM & WYHY-FM/Nashville
- WGBB-AM, WBAB-FM, WBLI-FM & WHFM-FM/Nassau-Suffolk
- WDCG-FM, WRDU-FM, WTRG-FM & WZZU-FM/Raleigh-Durham
- KMKX-FM & KYXY-FM/San Diego
- KCEE-AM, KNST-AM, KRQQ-FM & KWFM-FM/Tucson
- WQSI-AM, WHFS-FM, WXTR-FM & WXVR-FM/Washington
- KNSS-AM, KKRD-FM & KRZZ-FM/Wichita

UPDATE

Connoisseur Selects Rozynek As Corporate VP

Connoisseur Communications has named **Gary Rozynek** to its newly created Corporate VP post. He most recently was GSM at **American Radio Systems Hot AC WBMX-FM/Boston**.

"With acquisitions taking on more of my time ... Gary was the perfect addition to the company," Connoisseur President **Jeffrey Warshaw** told R&R. "He brings a lot to the table."

Before joining WBMX in 1990, Rozynek spent five years as GSM for Christian/Talk **WAVA-FM/Washington**. He was also the first AE for **Emmis Broadcasting**.



Rozynek

Deals

Continued from Page 1

nity to shamelessly cross-promote," estimating potential savings of \$800,000 a year. But he did not rule out a sale of the TV stations: "At the same time, we recognize there is a ton of [cash] in those stations."

Price Barrier

Michaels said the purchase would give Jacor market dominance in Atlanta, Tampa, and Cincinnati and a major presence in Columbus, OH; Portland, OR; and Sacramento. "The price barrier kept us out of the largest markets," said Michaels. "We almost backed into a strategy that is

more powerful." His company plans to dominate large markets but steer clear of the top 10 "unless we can buy **Infinity [Broadcasting]** at seven times cash flow."

Michaels said Jacor would not be looking for more group buys, but would seek to fill in its current markets. He said purchases in San Diego would be announced shortly.

SFX President/CEO **Steven Hicks** said the Prism purchase "is totally complementary to our operating strategy." The purchase gives the company four stations in Raleigh, creates duopolies in Jacksonville and Tucson, and adds three stations in Louisville and Wichita.

KCBQ/San Diego Switches To 'Sets-FM'

Compass Radio Group Classic Rocker **KCBQ-FM/San Diego** last week picked up the "Sets-FM" programming concept developed by consultant **Bob Henabery**. The format plays two, three, or four '70s, '80s, and '90s songs in a row by the same artist.

KCBQ will have new calls when Compass's acquisition of Rock **KIOZ-FM** is completed. Sets-FM (105.3) will then trade dial positions with KIOZ (102.1). KCBQ now identifies itself only as "Sets-FM, 105.3."

According to Compass President **Bob Hughes**, "This format is designed to give our station a clear, obvious, and memorable difference. Even if [listeners] never hear the call letters or any positioning statement, [they'll] realize there's something fundamentally different about what we're doing."

Representative artists of the 25-44-targeted format include **Eric Clapton**, **Phil Collins**, **Sheryl Crow**, **Hootie & The Blowfish**, **Billy Joel**, **Elton John**, **Annie Lennox**, **Tom Petty**, **Bonnie Raitt**, **Steely Dan**, and **U2**.

Among 39 rated signals in this fall's **Arbitron**, KCBQ-FM ranked 22nd 12+ (1.3).

Telecom

Continued from Page 1

Few of the new regulations affect radio, and because most of those that do affect the medium are carefully spelled out in the Telecommunications Act, they will be enacted as written in the law. Among these are the new eight-year license period and the relaxed ownership limits.

The FCC said its radio ownership regulations will mirror those of the Telecommunications Act by March. Those new regulations will allow ownership of:

- Eight stations, no more than five in a band, in markets with 45 or more stations

- Seven stations, no more than four in a band, in markets with 30 to 44 stations

- Six stations, no more than four in a band, in markets with 15 to 29 stations

- Five stations, no more than three in a band, in markets with 14 or fewer stations.

The FCC says a provision of the new law that allows the agency to waive ownership limits if such a waiver is in the interest of a community won't be implemented until the end of this year.

License Renewals

The FCC will take up the issue of streamlining license renewals some-

time in the second quarter of this year. Under the new law, licenses are renewed without allowing for a challenge if a station has met its basic license requirements.

However, this tentative schedule could be derailed if the government shuts down again. Because Congress has not agreed on a budget, there is a chance the FCC may have to close again when its temporary funding runs out in March. The agency was shuttered for a month in the last budget showdown.

Asked what effect a closure would have on deadlines, **Hundt** replied, "The truly horrible is best not to speculate about."

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Fox television analyst **Matt Millen**, NBA Hall-of-Famer, **Bill "Big Red" Walton**, point guard of the two time defending champion Houston Rockets, **Kenny Smith** and NHL Hall-of-Famer **Denny Potvin** are in your station right now covering the plays and providing insightful commentary for Prime Sports Radio.

We're there so why not turn us on and try us out? Hear for yourself why Prime Sports Radio has the best up-to-the-minute sports news and information, in-depth interviews, expert analysts and intriguing sports features, 24 hours a day, seven days a week.



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Seminar Registration

Information

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

You Can Mail This Form To:

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

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

Mailing Address

Name _____
Title _____
Call Letters/Company Name _____
Street _____
City _____
State _____ Zip _____
Telephone # _____ Fax # _____

Seminar Fees

Before January 19, 1996
After January 19, 1996

\$300 **EXTENDED!**
~~\$375~~

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

Method of Payment: Seminar

Amount Enclosed: _____

Visa MasterCard American Express Check Make Payable to R&R

Account Number _____

Expiration Date _____

Month _____ Year _____ Signature _____

Print Name Here _____

Hotel Registration

Hotel Information

The Grand Hyatt at Washington Center

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



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

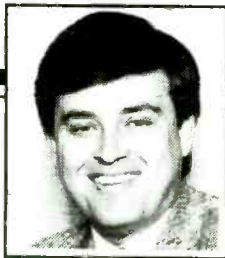
Reservations requested after February 1, 1996 or after the room block has been filled are subject to availability and may not be available at the convention rate. Check in time is 3:00 pm, Check out time is 12 noon. **Note: If paying by check, make a check out to The Grand Hyatt for your hotel reservation,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

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

* Regency Club Rates Available

Reservation Request

Date of Arrival _____
Time of Arrival _____
Date of Departure _____
Name _____
Company _____
Address _____
City _____ State _____ Zip _____
Telephone # _____
Sharing Room with _____
Amount \$ _____
 American Express Visa MasterCard Discover Diners/Carte Blanche Check
Account Number _____
Expiration Date: Month _____ Year _____
Signature _____
Print Name Here _____
Gold Passport # _____
Non-Smoking Room Requested



LON HELTON

REPRINT

Playing Cupid Means Cash And Cume For WUSN/Chicago

□ US99 nets \$300,000 from listeners looking for love

For Chicago singles who like country music, "What's your sign?" has been replaced by WUSN's "Dateline" as the way to meet new people. For the station, it's meant fun, promotional opportunities, and big bucks.

WUSN VP/GM Steve Ennen says demographic trends make Dateline a natural for radio. "Demographers say 40% of the population is currently single, with that percentage growing to 50% by 2005. Interep's



Ennen

survey of singles says 7% of them use an outside dating service."

But Country's recent surge among young demos, he adds, makes it a real winner for the format. "We realized we have all these 25-34 women — many of whom are single — who came to Country in the last few years. We spend a lot of time on the air talking about family and kids, but weren't doing much to promote and market to these young women. Dateline helps us satisfy a huge need among our listeners."

“

We spend a lot of time on the air talking about family and kids, but weren't doing much to promote and market to [single] young women. Dateline helps us satisfy a huge need among our listeners.

”

Ennen feels Dateline works particularly well for Country stations because of the format's broad appeal. "To be successful, Dateline needs a lot of participants so members get a steady flow of 'matches.' We appeal to the younger demos who are single and to the 35-44s, a large percentage of whom are divorced and running out of acceptable options on how to meet people. This works for Country so well because, as a format, it crosses so many demos.

"And we can feel it working — listeners are coming up to us at events and thanking us for starting it. The early response was so great, it al-

leviated any concerns we had about the negatives attached to dating services."

No Cost, Huge Reward

As if playing Cupid and making listeners happy wasn't enough to give GMs a warm, tingly feeling inside, Ennen points out there's literally no cash outlay for the station — but there's the potential for huge profits. "Our commitment is the same as any other promotional commitment. All WUSN does is run promos. There's

no capital expense — the computers are located at Northwestern University, and everything else is done by the company."

WUSN airs one promo in each daypart and plugs Dateline once an hour during the nighttime "Cryin', Lovin', and Laughin'" show.

In the 10 months since Dateline started, WUSN has enrolled almost 15,000 members who generate "a couple thousand calls a day," according to Ennen. He adds they're hitting almost the entire database on a weekly basis.

The revenues generated by the \$1.95-a-minute 900 number (see "How Dateline Works") are truly amazing. Ennen says WUSN's share of those profits — about 30-35 cents per minute of usage — has added up to over \$300,000 since last December. Ennen emphasized, "That's money that falls right to the bottom line. That's like a \$900,000 radio account, because it falls right into other profit. Plus the phone company does collections for you."

Database Building

Ennen says Dateline is also an excellent way to build a database from scratch or add names to the existing list, since stations keep all the names of those who sign up. Each Dateline client has its own database, and each receives an updated data disk every month.

While Dateline users become part of the station's "Loyal Listener Club" and other event marketing strategies, the service itself is used to reach them as well. When members call the 800 number to check their voice mailbox

for their daily list of matches, they also hear messages from a station personality. (These are automatically downloaded to every voice mailbox.) WUSN has told Dateline users about a morning show remote from Nashville, upcoming live remotes, and other activities.

WUSN has also used Dateline in conjunction with new artist showcases. Invitations are left in everybody's voice mailbox, and they RSVP to the station to get on the guest list. That, of course, also becomes a value-added membership benefit.

Win-Win Situation

Dateline is even a win-win situa-



tion for sales and programming, says Ennen. "PDs like it because with a simple promo, they can dish off to Dateline some of the sales-related promotions they might consider on-air clutter."

For example, WUSN has tied in with area gambling riverboats to help them fill the casinos on off nights. Ennen explains, "We issue invitations on the phone system — something PDs don't often like to put on the radio — and leave a number for people to RSVP and be put on a VIP list for free admission. The client's happy, sales is happy, programming is happy."

As you might imagine, the number and types of promotions that can be done are endless. Ennen especially likes using music-related events as Dateline promotions: "We

keep it format-friendly by tying the promotions to the music and our product. In fact, this is another area especially beneficial to Country. People tell us they love Dateline because they want to meet somebody who likes country music, country concerts and clubs, and line danc-

How Dateline Works

Here's how the "Dateline" system works and sounds to listeners.

Station Dateline promos include a toll-free 800 phone number that people use to sign up (in Chicago, it's a local number). A station personality walks callers through a sign-up process that takes about 10 minutes.

New members answer 18 personal questions — how tall a date should be, whether they'd be willing to date a smoker, how old a date should be, etc. — to create their profile and a profile of their "perfect companion." Individuals can also record an outgoing message that will be placed in the voice mailboxes of any companion matches.

During the initial call, they're also assigned a personal identification number they use to access messages from potential dates, as well as hear messages from the radio station. Each day after 5pm, members can call the toll-free line to hear how many matches and messages there are in their voice mailbox. (Because it's illegal for profanity to be used on 800 access numbers, every voice message is screened by the company. Also prohibited in messages left on the 800 number are last names, addresses, and phone numbers.)

After hearing those messages, the Dateline user can choose to call a 900 number and, using their PIN number, hear personal messages left specifically for them by their matches. People can use the 900 number to set dates, exchange information, or carry on "conversations" — all at a cost of \$1.95 a minute.

ing. That's a big consideration for people who love country music. They run into a lot of people who put it down — and they're tired of it."

One recent Dateline-exclusive

promotion involved a pair of tickets to a recent Windy City appearance by Trisha Yearwood and Lee Roy Parnell. WUSN had both artists enter their "dream date" data into the system, and the man and woman who proved to be Trisha and Lee Roy's closest matches got the tickets, a limo

ride to the show, and a chance to meet the stars.

Sales Satisfaction

A Dateline promotion even generated a new client for the station. WUSN hooked up with a Lake Michigan cruise company for the "US99 Singles Dateline Cruise," and Ennen says, "We took over the boat on one of their slower nights and sold 200 tickets for dinner and dancing through the phone system. They were amazed.

"The cruise company had been

each area was the site of a no-host after-work party on a Friday. By targeting members' voice mailboxes geographically, the station invited them to the party in their area, and each club paid \$2500 for a sponsorship of the Dateline message. Each club was packed, and the station made \$10,000 without airing a single spot.

Now There Are Three

Until recently, WUSN was the only Country outlet in the nation using Dateline. Just over a month ago, WMIL/Milwaukee debuted the service and enrolled 2000 people in its first 30 days. It now averages 50 new members a day. Last week, WYNY/New York joined the fun.

It should be fascinating to see how 'YNY does with Dateline. A Big Apple Urban station had 5000 people sign up for Dateline in its first three weeks and is currently getting 900-number phone usage of 7000-9500 minutes per day. By comparison, a Chicago Urban station enrolled 30,000 people in its first 10 months.

Carol Schlosser, Marketing Director at DMI — Dateline's marketing and service arm — works with a number of different stations and formats and compiles an affiliate newsletter in which stations share promotion ideas, liners, and copy. She notes that Country users are dif-

ferent from those of other formats. "They're more serious, more intense," she says. "They also spend more time in the system than other format users. As Steve says, 'Country listeners have a sensitive

BS meter — but they're believers when they go in. They believe it's going to work for them.' They're looking for Mr. or Ms. Right — they're looking for love."

And as far as WUSN is concerned, they're looking in all the right places. If you're looking for Dateline, call Schlosser at (312) 266-3636.

“Finally something General Managers, Program Directors and Sales Managers can all agree on!”

“ The quality of the MATCH-LINK system is fantastic. It’s the technology that really makes it work. MATCH-LINK has been a real competitive advantage for WRKS, something the other stations don’t offer.”

- Judy Ellis, Senior Vice-President / General Manager WRKS in New York

“ We had no idea it would be this successful. We’ve had over 10,000 members in six months and ten times that amount in good will. ”

- Lee Zapis, President / General Manager WZAK in Cleveland

“ When we put together new business proposals we’re always looking for something different to enhance the clients impact. MATCH-LINK is a definite plus. ”

*- Scott Savage, Vice President / General Manager
KYNG “Young Country” in Dallas*

“ One advantage of MATCH-LINK we’ve sold to our advertisers is the ability to really target that single audience. ”

- Julie Reyburn, General Sales Manager WFMS in Indianapolis

“It was only after hearing from our listeners did I realize how important MATCH-LINK has been for them. Its been a great way for WKQX to connect with our audience on a whole new level. ”

- Bill Gamble, Program Director WKQX in Chicago

“ I wasn’t sure at first, but once our listeners embraced this thing just took off. The response and the revenues have surpassed my expectations. ”

- Andre Gardner, Program Director WXRK in New York



By D.M.I.

**For more information call Mark Bohn,
Director of Sales at 312-266-3636.**

Radio

• **PHILIP CATLETT** has been named Regional Manager/Midwest of Patterson Broadcasting. He will continue to serve as GM of Patterson-owned WGRD-AM & FM & WLHT-FM/Grand Rapids.

• **JOHN DEW** is the new GM at and WAIR-FM & WIAR-FM & WKLT-FM & WKLZ-FM/Traverse City, MI. He was previously VP/GM of WILS-AM & FM & WHZZ-FM/Lansing, MI.

• **WUBE-FM & WYGY-FM/Cincinnati** have relocated to the Baldwin Center. The Country combo's new address is 625 Eden Park Dr., Suite 1050, Cincinnati, OH 45202-6006. Phone (513) 721-1050; fax (513) 562-3030.

Records



Kopf

• **LAUREN KOPF** has been appointed VP/Financial Operations for Elektra Entertainment Group. She was most recently the label's Director/Financial Operations.

• **JEFF GRANT, PAM JONES, KIRKLAND BURKE, and JANICE BLACK** have become Regional Promotion Managers/Black Music for Warner Bros. Records. They will serve the

PROS ON THE LOOSE

Texx Center — Nights
KZDG/Denver (303) 750-2586

Jim (Stewart) Kennedy —
GM/GSM WLYC-AM & WILQ-FM/
Williamsport, PA (717) 326-7847

Chip Ramsey — AMD/Operations
WNTC/Evansville, IN
(812) 473-5848

Sean "Hollywood" Scott —
MD/afternoons WFLY/Albany
(518) 393-9431

Northeast, Ohio Valley, Midwest, and Southeast U.S., respectively.



Briggs

• **GARY BRIGGS** has been promoted to VP/Artist Development from Director/Artist Development at Reprise Records.

• **HARVEY SCHWARTZ** has been elevated to National Director/A&R at Capricorn Records. He had been Director/College Promotion in the Nashville-based label's New York office.

• **BRENDA WALKER, ERIC THRASHER, and CINDY GREER** have been named Director/A&R, Sr.



Walker



Thrasher

Director/R&B Field Operations, and Director/Publicity, West Coast, respectively, for Virgin Records. Walker was most recently Director/Product Management for the label, Thrasher was previously VP/Black Music for Reprise, and Greer last served as Marketing Director at WFOX/Atlanta.

• **MATT VOSS and BRIAN LONG** have been named VP/Marketing & Promotion and Sr. Director/A&R/Label Operations, respectively, for Caroline Records. Voss was formerly VP for the label; Long was a Product Manager/A&R Representative at Caroline.

• **ANE ROSEBOROUGH** has been promoted to Director/Marketing, Black

Music, from Manager/Marketing, Black Music, at Island Records.

• **STEVE KARAS** is elevated from National Director/Publicity, East Coast to Sr. Director/Publicity, East Coast, at A&M Records.

• **GARY BADDELEY** has been appointed VP/GM at Robbins Entertainment, a newly formed label. He was most recently an entertainment law attorney for Phillips Nizer Benjamin Krim & Ballou.

National Radio

• **RHONDA KINOSIAN** has been appointed Dir./Affiliate Marketing for Premiere Radio Networks. She was previously Manager/National Affiliate Relations for Westwood One Radio Networks. In related Premiere news, the network has agreed to distribute its 10 comedy networks via Digital Courier International. Furthermore, Premiere has teamed with Vital Options TeleSupport™ Cancer Network to present "The Group Room," a two-hour cancer support talk show airing Sundays via the WOR network; (818) 508-5657.

• **CINDY GROGAN** has been promoted to VP/Affiliate Relations & Marketing for After MidNite Entertainment (AME). She was most recently Director/Affiliate Relations for the company. In related news, American Network Radio will be the agency of record for AME's record industry dealings.

• **COURT TV** has expanded its agreement to provide audio programming and additional features to ABC Radio. Included are "Court TV Legal Minute," a 60-second daily report; regular one-on-one interviews with Court TV anchors about the day's legal news; live courtroom audio; and anchored radio coverage of major trials when appropriate. The two are also developing a children's radio feature designed to tie in with Court TV Kids, the network's new programming block; (214) 448-3342.

• **USA RADIO NETWORKS** presents a new feature, "The Busy Woman's Time Saving Tips," hosted by Dinah Monahan; (800) 829-8111.

Industry

• **YVONNE HARMON** has become VP/Training for the Radio Advertising Bureau. She was previously President of *Radio Ink* magazine.

• **SIMON POTTS** has been chosen to head Island Entertainment Music. He was most recently Sr. VP/A&R Worldwide at Capitol Records.

• **JOHN TITTA** has been elevated to Sr. VP/New York at Warner/Chappell Music. He was formerly the company's VP/New York.

• Former Heftel Broadcasting and TK Communications executive **STEVEN HUMPHRIES** has reopened his con-

CHRONICLE

CONDOLENCES

WVRK/Columbus, GA PD Brian Waters's father, Donald Hutton, February 12.

sulting business, Humphries Communications Inc. (HCI). HCI was folded in September 1994 after Humphries and his staff joined Heftel.

• **ITEX Media** has hired **JOE DeNIRO** and **JOE MANCUSO** to help promote its expanded audio product line. The company now offers station imaging, liners, sweepers, station IDs, and custom voice work for half-cash, half-trade; (503) 244-4673 ext. 232.

NATIONAL RADIO FORMATS

ADDED THIS WEEK

ABC RADIO NETWORKS

Robert Hall • (214) 991-9200

StarStation — Peter Stewart
SEAL/Don't Cry

Hot AC — Robin Jones

SOPHIE B. HAWKINS/Only Love

Classic Rock — Chris Miller

TOM PETTY/You Get Me High
ROLLING STONES/I'm Free
STING/Let Your Soul Be Your Pilot
ZZ TOP/She's Just Killing Me

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

CHR

GIN BLOSSOMS/Follow You Down
GOD GOD DOLLS/Naked
SON VOLT/Drown
STING/Let Your Soul Be Your Pilot

Lite AC

EVERYTHING BUT THE GIRL/Missing
AMY GRANT/The Things We Do For Love
ROD STEWART/So Far Away

UC

MARY J. BLIGE/Not Gon' Cry
DEBORAH COX/Who Do U Love?
ISLAND INSPIRATIONAL ALL STARS/Don't Give Up

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

Digital AC — J.J. Cook

DIANA ROSS/Voice Of The Heart

Digital Soft AC — Mike Bettell

DIANA ROSS/Voice Of The Heart

AC Mix — J.J. Cook

BEATLES/Real Love

Digital Hot AC — J.J. Cook

BLUES TRAVELER/Hook

Modern Rock — J.J. Cook

GARBAGE/Only Happy When It Rains
TOADIES/Away

JONES SATELLITE NETWORKS

Phil Barry • (303) 784-8700

Adult Hit Radio — J.J. McKay

BLUES TRAVELER/Hook
PHIL COLLINS/Somewhere

Soft Hits — Rick Brady

AMY GRANT/The Things We Do For Love

WESTWOOD ONE NETWORKS

Bob McNeill • (805) 294-9000

Bright AC — Bill Michaels

HOOTIE & THE BLDWFISH/Time

Soft AC — Andy Fuller

PHIL COLLINS/Somewhere

Adult Rock & Roll — Diana Laird

JACKSON BROWNE/Some Bridges
DON HENLEY/You Don't Know Me At All

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





**KRG DIMENSIONS SALESPEOPLE
ARE TRAINED TO RECOGNIZE OPPORTUNITIES
THAT OTHER REPS JUST DON'T SEE.**

Some sales opportunities are no brainers. Others, however, are a little more difficult to see. That's one of the reasons we created our Dimensions sales division—to find real new business opportunities for our client stations and to develop

integrated marketing and media plans that can help advertisers and stations alike. The Katz Radio Group—KRG Dimensions, Banner Radio, Christal Radio, Eastman Radio, Katz Radio, Katz Hispanic Media and Sentry Radio.



The Katz Radio Group
SUPERIOR PERFORMANCE MAKES US THE BEST

Inside Arbitron's Redesigned Radio Market Report

By Pierre Bouvard

It's coming at last! Our long awaited, hotly debated redesign of the Arbitron Radio Market Report. Beginning in April, you'll be seeing it in radio station offices and agency buying cubicles across the country.

It certainly didn't happen overnight. And Arbitron didn't refashion the report alone. The ratings book's new format reflects input from the Arbitron Radio Advisory Council, plus the many radio stations and ad agencies with whom we've been consulting during the past few years.

What's New & Different?

To begin with, the book's new layout is more attractive and easier to understand. Take the improved Metro Market Profile section, for example. We've upgraded the graphics and layout so a station can insert pages from this section directly into its sales presen-

tation. We're also including pages from the Media Targeting 2000 study highlighting the value of radio for advertisers.

The improved Station Information section contains details that are new to the market report. We'll now include the address, the phone and fax numbers, and the format of every station listed in the report. There's no longer any reason to turn to another reference to find basic station information. Everything a user needs to contact the sales department, fax a buy sheet, or learn the station's format is right there in one compact, current directory.

More Averages, More Demos

For the first time, we're reporting four-book or two-book averages in markets measured four times a year and twice a year, respectively. Programmers and sales executives now can compare how they're currently doing against a highly reliable, long-term benchmark based on a large sample size.

Not to be overlooked — more demographics in the audience trend section. Now a station can see at a glance how it has performed over time for 20 key demographics. Is the audience consistent, or is it trending up or down? The answer will be there in a single, easier-to-read section.

Showing off one of radio's strengths is one reason we're including Time Spent Listening trends in the redesigned report. For programmers tracking their performance — and for sales executives looking for a new advantage to highlight — our new section details station TSL estimates for 10 key demographics, including five survey trends, and a four-book TSL average. Now you won't have to calculate your station's TSL by hand.

Other changes include: consolidating TSA measures into a single section (spring & fall measurement only), and deleting hour-by-hour estimates from the printed report. (Look for hour-by-hour in Arbitron's computer-based services.)

Still The Same

Not every part of the Radio Market Report required a thorough revamping. Sections for Exclusive Audience, Audience and Ethnic Composition, Overnight Listening, Listening Locations, Cume Duplication, and DMA Target Listeners will continue to be published in the redesigned report.

	Monday-Sunday 6AM-MID				Monday-Friday 6AM-10AM			
	AQH (00)	CUME (00)	AQH RTG	AQH SHR	AQH (00)	CUME (00)	AQH RTG	AQH SHR
WAAA-AM								
FA '95	118	1731	1.9	9.9	167	1118	2.6	10.8
SU '95	123	1980	1.9	10.1	155	908	2.4	9.6
SP '95	101	2120	1.6	9.0	110	1110	1.7	7.2
WI '95	115	2238	1.8	9.3	144	1233	2.2	9.3
4-Book	116	2149	1.8	9.7	145	1131	2.2	9.3
FA '94	126	2259	2.0	10.5	172	1272	2.7	11.1
WAAA-AM								
FA '95	118	1731	1.9	9.9	167	1118	2.6	10.8
SU '95	123	1980	1.9	10.1	155	908	2.4	9.6
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WI '95	115	2238	1.8	9.3	144	1233	2.2	9.3
4-Book	116	2149	1.8	9.7	145	1131	2.2	9.3
FA '94	126	2259	2.0	10.5	172	1272	2.7	11.1

Four-book averages and five-book trends are two of the major new features for Arbitron's redesigned ratings book.

Also, in 59 Scarborough markets (and coming soon in our 38 RetailDirect markets), the report will continue to include top-line consumer profile reports as well as cume station audiences by income, occupation, and presence of children.

Although Reach & Frequency tables were discussed as a potential section of the redesigned Radio Market Report, they are not a feature of the new design.

What's Next?

The Arbitron-printed, local market report has been the centerpiece of our measurement service to radio stations and ad agencies since 1965. Now that computer applications to process the ratings are common among our station and agency customers, the question arises, is there a future for the printed book?

I certainly believe so. Given a computer's ability to slice and dice our ratings any number of ways for any number of users, many of our station customers believe that at least one common set of estimates should be available to all users in a standard "benchmark" form. That's what the printed report provides.

Ad agencies still see the need for a printed report. In our meetings

with them, we've learned that many still rely on the printed report to buy radio. What's more, those agencies have told us that the changes we're introducing will make buying radio advertising easier and much more effective.

If we were to do a chart on the new, redesigned report, these would be the top three "cool" things you should look for when you crack open the Winter 1996 book:

- Five-book trends for more demographics
- Four-book averages right in the report
- Time Spent Listening.

For our stations in one- and two-book markets, the new redesigned report will be coming your way in Spring 1996. In the meantime, Arbitron will be mailing several handy guides to the new report.

Pierre Bouvard is the General Manager of Arbitron Radio. He can be reached at (212) 887-1300.



DATELINE

• **February 14-16** — Broadcast Cable Credit Association "Light The Credit Torch" Seminar. J.W. Marriott at Lenox, Atlanta; (708) 296-0200.

• **February 15-18** — RAB '96 Mktg. Leadership Conference & Exec. Symposium. Loews Anatole, Dallas; (212) 387-2100.

• **February 22-25** — R&R Talk Radio Seminar. Grand Hyatt Washington, Washington; (310) 553-4330.

• **February 28** — '96 Grammy Awards. Shrine Auditorium, Los Angeles.

• **February 28-March 2** — 27th Country Radio Seminar. Opryland, Nashville; (615) 327-4487.

• **February 28-March 2** — Pollock's New Media & Music Conference. Westwood Marquis Hotel, Los Angeles; (310) 459-8556.

• **March 8** — NABOB 12th Annual Communications Awards Dinner. Sheraton Washington Hotel, Washington, DC; (202) 463-8970.

• **March 13-17** — South By Southwest Conference. Convention Center, Austin; (512) 467-7979.

• **March 21-22** — First Annual Sports Radio Conference. Marriott Suites, Scottsdale, AZ; (206) 867-9397.

• **March 22-25** — 38th Annual NARM Convention. Sheraton Washington Hotel, Washington, DC; (609) 596-2221.

• **April 2** — Sixth Annual The Business of Entertainment: The Big Picture Conference. Pierre Hotel, New York City; (212) 492-6082.

• **April 15-18** — 74th Annual NAB Convention. Convention Center, Las Vegas; (800) 342-2460.

• **April 24** — Academy of Country Music Awards. Universal Amphitheatre, Los Angeles.

• **May 1-3** — Radio Only Management Conference. 5/Star/5 Diamond Camelback Inn, Scottsdale, AZ; (609) 424-6800.

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More Than Research—Answers.

Radio, Ad Agencies Don't Share Same Concerns

By Jim Ashbery

Here's where the radio sales game begins: The stations have the consumers. The advertising agencies have the ad dollars. But during the course of conducting a recent national radio sales survey, Cox Broadcasting's Denver-based Eagle Group research firm found many instances where the stations and the agencies aren't playing by the same rules!

The problems between the agencies and the stations came to light when the Eagle Group began to compare the sales concerns of GMs and GSMs with the concerns of agency buyers. While the stations and agencies have much in common, an analysis of their differences reveals much more helpful information.

What Agencies Want

When we asked agencies to rate some different factors that may come up when they purchase radio ads, the agencies' most important concern was that "stations run a schedule as ordered."

Most of the broadcasters we surveyed didn't see this as much of an issue. So why was this at the top of the agencies' lists?

Obviously, the agencies perceive there's a problem here, and radio needs to take some steps to remedy this. Your AEs need to communicate clearly to the agency; AEs always should tell buyers if the spots are pre-emptible. Considering the weight that agencies put on this matter, you may want to rethink whether the traffic manager, the AE, or the sales manager has the final say on moving over-sold inventory. This may be the old trick: Move the spot, we'll deal with it later. Well, the agencies are saying, later is here!

What's Good Service?

The second most important issue among agency buyers was "good service." Again, stations didn't rate this item high on their list. The agencies indicated they wanted more effort put into servicing them after the sale. We received many comments to the effect that AEs are hard to get a hold of or they don't return phone calls.

Similarly, agencies said they needed better follow-up from stations. They also want station sales reps to be problem-solvers who can provide creative ideas and resourceful "added value" plans. They like AEs to supply service that's sincere and friendly. Agencies appreciate sales reps who

show a real interest in the account and who can balance the station needs with those of the buyer and client.

Still, each agency or buyer defines service differently. What one considers service could be considered overbearing or annoying to another. There are no easy answers here. Your sales force will need to work harder to determine what each agency wants, and give it to them.

The agencies' third-greatest concern was the need for stations to "deal with them in rates." Agencies like to negotiate; they want to feel they've received the lowest possible rate for their client's schedule. The station rep needs to help an agency more aggressively with buys. Agencies are asking for stations to go the extra mile and be more creative in pricing. Some buyers said that stations need to understand that not every client has megabucks and stations should make room for advertisers with smaller budgets.

Salespeople On The Move

• Katz Radio Group has created KRG Hispanic Dimensions, a division that will search for new business in the Hispanic radio sector. Laura Hagen — most recently VP/Sales Mgr. for Katz Hispanic Media — will direct the new outfit. Katz reps 59 Spanish-language stations across the nation.

• Katz also appointed Lydia Clark VP, Dir./KRG Urban Dimensions, a new business development unit for all Katz Urban- and Black-formatted stations. Clark had been a marketing and finance specialist for several major banks.

• Terry Schoppmann becomes Dir./Sales at WHTZ/NY. Schoppmann was most recently Sales Mgr. at crosstown WQHT (Hot 97).

• Deborah Lang has been appointed Sales Mgr./Southeast & Southwest Regionals for Westwood One Radio Networks. She was previously Regional Mgr./Sales Dir. for the Torbet Radio Group.

Stations that "have knowledgeable account executives" rated fourth among agencies. While buyers place a great value on experienced radio AEs who exhibit professionalism, they define the characteristics of a sales professional in many ways. A knowledgeable and professional AE is always accessible and responds to agency requests in a timely manner. The top-rated AEs have strong organizational abilities and pay attention to detail. They also possess good communication skills, have an adept knowledge of the market, and submit well-written proposals.

Cost Per Point Clash

When we asked agencies how important it is for stations to meet their Cost Per Point (CPP) goals, buyers rated this issue fifth most important. However, broadcasters felt CPP was their biggest problem with the agencies.

Station managers are looking for ways to go beyond the ratings and get away from CPP. They strongly feel there's more to a radio station than Arbitron numbers; they say agencies aren't putting enough weight on other station selling points. Broadcasters are trying to build a partnership with agencies to solve clients' marketing needs instead of the adversarial attitude they sense between the selling and buying sides. Stations also want more emphasis placed on reach and frequency, value-added plans, and qualitative audience data.

The radio industry's sales difficulties stem from the reality that we live in a numbers-driven, computerized world. However, the original mission of radio's sales professionals was to get customers in the advertiser's door and to ring the cash register. The agency and radio communities need to merge their marketing skills and focus on the advertiser's need to sell products or services to real people rather than faceless numbers crunched by a computer somewhere in Maryland. One GM voiced his frustrations with the CPP situation, saying, "The FM jukebox stations continue to win CPP, but a well-run AM 'community treasure' has a better quality audience."

The agencies gave their lowest score to the statement that a sta-

Do You Have A Sales Story To Tell?

The challenges facing a radio sales department are growing more difficult each day.

- How are you staying ahead of the game?
- In what new ways are you compensating and motivating your sales staff?
- Is your department using computer technology? How?
- Are you exploiting all possible new business sources?
- Is radio's slice of the advertising pie in your market growing?

R&R invites you to share your story about any of the above topics — or any other sales-related issues — with our readers. Your comments will contribute to an ongoing forum designed to raise the profile of radio sales in the advertising community.

Send your thoughts to Managing Editor Ron Rodrigues in any of the following ways:

Mail: 10100 Santa Monica Blvd., 5th Floor,
Los Angeles, CA 90067-4004
Phone: (310) 788-1646 Fax: (310) 203-9763
E-mail: ronr@ronline.com

tion should "maintain a strong relationship with clients themselves." The thought of station sales reps going directly to clients always has bothered agency people, and agencies continue to be uncomfortable with stations trying to build any kind of a relationship with the agencies' clients. Regardless of this firm agency directive, there are numerous success stories where a station stepped on the agency's ego and saved a buy by dealing directly with the client.

What Radio Wants

A couple of other issues were deemed far more important by the broadcasters than by the agencies. For example, station management's second most important concern was the image of radio as an advertising medium.

Broadcasters feel that radio's share of many media budgets is too small, and they're looking for ways to get a bigger portion of an advertiser's marketing money. In many markets, radio stations have formed local sales organizations that pitch radio's overall strengths compared with TV, print, and other media. Their objective is to persuade agencies to develop media plans that allocate more dollars to radio advertising, and to show buyers that radio has matured beyond switch-pitch infighting.

Some new effort is being put into the creative side of radio ads as well. Stations are putting increased emphasis on the use of sound, music, and writing to develop more compelling and more persuasive sales messages for their clients' radio spots. A few trend-setting stations are using research

to help advertisers identify their current customers' attitudes and needs as well as to recognize potential new customers.

While the "relationship between the station and the agency" was the third most important issue among GMs and GSMs, the agencies ranked the issue eighth. This classic example of a personality conflict occurs because an analytical, task-oriented person (the agency buyer) is trying to deal with an emotional, relationship-driven person (the station sales rep). The agency just wants to see the numbers; the station wants to bond with the buyer. Knowledge is power. The best agency and station relationships are those in which there is empathy between the two parties.

OK, so we found many differences between agencies and broadcasters. Now the radio industry needs to focus on these perceived differences. Clear communications between stations and agencies may be the key. Of course, these findings represent national tendencies that may or may not be present on a local level. To maximize your station's potential, you should address these issues in your market.

Jim Ashbery is Vice President of the Eagle Group. He can be reached at (303) 980-1888.



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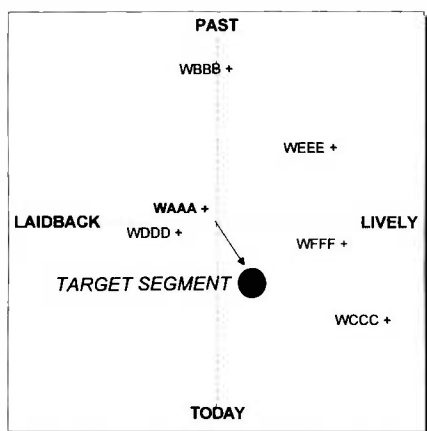
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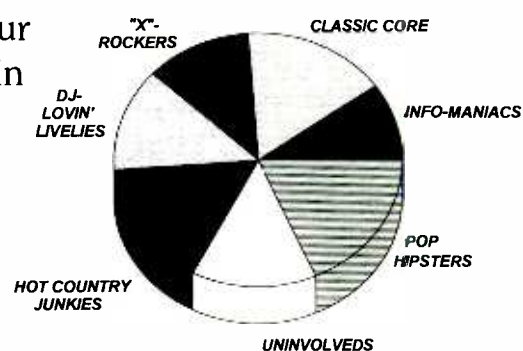
into easy-to-understand, actionable strategies. Mark Kassof is uniquely qualified to apply powerful Multi-Variate Analysis tools to radio. He has solid research credentials – an M.B.A. in Marketing and years of experience applying it. And he has more – over ten years at stations as a programmer, researcher and air talent. Radio isn't an "academic exercise" to him...he's been there.

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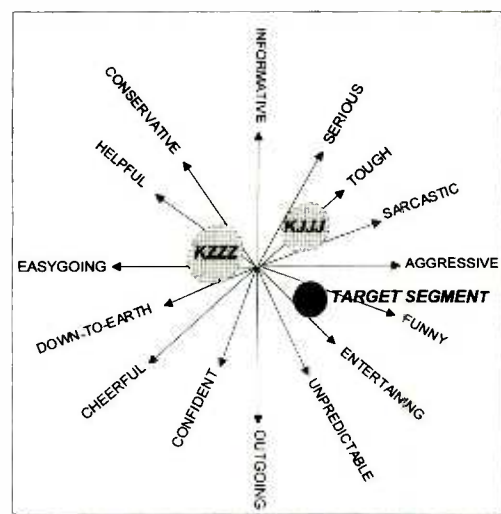
✓ It means we *work with you* to turn research into a decisive "plan of action" customized to your station and focused on your market situation.

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Most importantly, this combination of powerful research and personal service WORKS for our clients' success! In fact, Mark Kassof & Co. has applied advanced research and has helped develop winning strategies for some of the biggest successes in North American radio.



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

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

KABC - Los Angeles
KNBR - San Francisco
KYLD - San Francisco
WMZQ - Washington
WJMN - Boston
KHYS - Houston
KUBE - Seattle
Q106 - San Diego
WIL FM - St. Louis
WZPT - Pittsburgh
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WMAG - Greensboro
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Ten Lessons Radio Can Learn From The Web

By Ted Bolton

The World Wide Web is setting new standards in marketing. Not only is the web touching an exposed nerve within the soul of the user, it's also teaching users new ways to interact and explore a new product or service.

Fortunately, this gigantic mass of online interactivity can teach us how to do our jobs better. In a recent issue of *Advertising Age*, a web site called "HotWired" listed the 20 lessons it had learned about interactivity. The list was a virtual users' guide on how to do radio better, and how the web will influence your listeners in the years to come.

Here's an abbreviated — and translated — version of the list that moves it from the realm of high-tech to radio tech.

The 'How-To' List

1 Decide what you want to do. Radio and web sites cannot be all things to all people. Whether you are developing a web site or running a radio station, the first thing you need to do is decide what you want to do with your facility. Make a decision if you need to

build brand, extend usage, capture an opportunity, or sell a new service. Your answer to this question will affect everything that you do from that point forward.

2 Forget about broadcasting. The web is not mass media. Neither is great radio — it is one-to-one marketing. The measure of efficiency in radio isn't cost per thousand. The only valid measure

is cost per diarykeeper. In the case of the web, it's the cost per response.

3 It's a process. A good web site is never finished. Change is good. A radio station in today's world should live by the same standards. Evolve or become Jurassic.

4 It's not a monologue, it's a multilogue. Web interactivity isn't about beaming a message to a passive couch potato. Instead, it's about engaging an active seeker in an interactive discussion. Effective radio involves a different kind of interactivity, but that interactivity is still the key to success. Smart web sites understand that their service isn't a monologue but a multilogue — a discussion among the community of users (insert the word "listeners" for "users") and your radio station.

5 Test, learn, change. Setting up a users' loop with your audience creates the most cost-effective market research in the world. Keep asking them what they like and what they dislike until you get it right.

Pro:Motion

• Rick Marshall has been named Dir./Mktg. & Promotions for KLTH-FM & KCMO-FM/KC. He'll retain his weekend airshift at KCMO, too. Marshall replaces Jane Graber, who becomes Dir./Mktg. & Promotions for Bonneville sister outlets KCMO-AM & KMBZ-AM.

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.

6 Don't just link in, link out.

Web sites are about association and connections. So is radio. Find ways to associate and connect with other media and associated vehicles. Reciprocal marketing is what's happening in the next decade so you need to get on board.

7 Response techniques work.

People respond to response opportunities. Create them on your radio station just like they're created on the web. Keep the ones that work and toss the rest. If you aren't truly providing an ongoing opportunity for listener response, then you aren't actively targeting diarykeepers.

8 Psychographics count.

Web sites vary by lifestyle. Radio stations vary by lifestyle. Be sure you have accurate lifestyle data about your listeners so you can make informed product and marketing decisions.

9 Don't test the waters, jump in.

Nielsen reports there are already 24 million Americans on the web. This medium isn't going away, and every single day your listeners are being shaped by this new form of entertainment. More importantly, they are expecting new levels of interactivity with

their favorite radio station. Treat your radio station like a web site and meet these new expectations.

10 The laws of media haven't been repealed. At the end of the day, a web site is either entertaining or boring. The same holds true for your radio station. If radio is to compete for consumer time, then it really has to be uniquely entertaining and satisfying or else they will go elsewhere.

There's a new kid on the block that's competing for that attention and it's setting new standards. Pay attention to what the web is all about because everyday of the week thousands of your listeners are doing exactly the same thing.

Ted Bolton is President of **Bolton Research Corporation**, a full-service audience research and strategic planning company. He can be reached by phone at (610) 649-8100 or by fax at (610) 642-7770.



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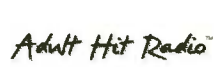
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Meeting Growing Expectations: Promotion & Marketing Today

By Scott Slaven

For years, the perception in the radio industry has been that a promotion person's job was to hang a few banners and drive the van to local mall openings. How times have changed.

Today, marketing and promotion people are expected to contend with constantly evolving resources and issues: web sites, direct mail campaigns, value-added promotions. In effect, promotion people are required to contribute to all aspects of radio operation — from ratings to advertiser tie-ins to brand awareness — all focusing on that ever more important bottom line.

With this column, **PROMAX International** — the world's foremost association of promotion and marketing executives in the electronic media — will be working with the editors of **R&R** to discuss how promotion people are meeting the growing expectations of their positions.

- What emerging new technologies are marketers using to make an impression on an increasingly fragmented public?
- How can advertisers be induced to sponsor web sites?
- What company cuts the best deal on T-shirts and baseball caps?

These are some of the topics that will be covered, along with up-to-the-minute promotion news, descriptions of exceptional campaigns, and unique idea-starters. We look forward to your participation.

Because no matter how complex the demands of the medium may grow, the bottom line for promotion people lies in their ability to create a message that'll be heard loud and clear above the din of the competition.



CYBERSPACE

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

Net Chats

Microsoft Network's celebration of Black History Month continues with nightly online chats featuring (all times 9pm ET/6pm PT): **Toni Braxton** (Friday 2/16), **Tony Rich** and **Sonja Marie** (Monday 2/19), **Organized Noise** (Tuesday 2/20), **TLC** (Wednesday 2/21), and **M.C. Hammer** (Thursday 2/22). GO: Black History. (MSN is available to Windows 95 users.)

Ministry's **Paul Barker** is the guest on America Online's Cyber-Talk (keyword: WARNER) Monday night (2/19) at 9:30pm ET/6:30pm PT. (Jump: chat)

Grammy Awards telecast producer **Pierre Cossette** talks about this month's show on Prodigy Monday night (2/19) at 10pm ET/7pm PT. (Jump: chat)

Jefferson Airplane/Jefferson Starship founder **Paul Kantner** chats on Prodigy Wednesday (2/21) at 10pm ET/7pm PT.

Former **Elvis Presley** guitarist **Scotty Moore** visits on CompuServe Sunday afternoon (2/18) at 3pm ET/noon PT (GO: Convention).

MUSIC & MOVIES

CURRENT

- **MR. HOLLAND'S OPUS** (Polydor)
Single: Visions Of A Sunset/Shawn Stockman (Polydor/A&M)
Other Featured Artists: Stevie Wonder, Jackson Browne
 - **DEAD MAN WALKING** (Columbia/CRG)
Featured Artists: Bruce Springsteen, Mary Chapin Carpenter
 - **BEAUTIFUL GIRLS** (Elektra/EEG)
Featured Artists: Afghan Whigs, Chris Isaak, Ween
 - **BED OF ROSES** (Millar/BMG)
Single: Independent Love Song/Scarlett
Other Featured Artists: Borrowers, Sarah McLachlan
 - **FROM DUSK TILL DAWN** (Epic Soundtrax)
Single: She's Just Killing Me/ZZ Top (Los Hooligans/Epic ST)
Featured Artists: Mavericks, Blasters
 - **WAITING TO EXHALE** (Arista)
Singles: Exhale (Shoop Shoop)/Whitney Houston
Why Does It Hurt So Bad/Whitney Houston
Sittin' Up In My Room/Brandy
Not Gon' Cry/Mary J. Blige
Let It Flow/Toni Braxton
Other Featured Artists: Aretha Franklin, For Real, TLC
 - **DON'T BE A MENACE ...** (Island)
Singles: All The Things (Your Man Won't Do)/Joe
Don't Give Up/Island Inspirational All Stars
Can't Be Wasting My Time/Mona Lisa f/Lost Boyz
Renee/Lost Boyz
Other Featured Artists: Jodeci, Mobb Deep, R. Kelly
 - **TWO IF BY SEA**
Single: You Love Who You Love/Alannah Myles (TVT)
- COMING**
- **MR. WRONG** (Hollywood)
Single: The Things We Do For Love/Amy Grant
Other Featured Artists: Joan Osborne, Chris Isaak, Ben Folds Five
 - **UP CLOSE & PERSONAL**
Single: Because You Loved Me/Celine Dion (550)

MUSIC DATEBOOK

MONDAY, FEBRUARY 26

1985/**Lionel Richie**'s "Can't Slow Down" wins a Best Album Grammy, **Cyndi Lauper** is named Best New Artist, and **Tina Turner** wins Best Record and Best Song for "What's Love Got To Do With It."

Born: **Fats Domino** 1928, **Johnny Cash** 1932, **Mitch Ryder** 1944

TUESDAY, FEBRUARY 27

1980/The **Doobie Brothers**' "What A Fool Believes" wins Grammys for Best Record and Best Song, **Billy Joel**'s "52nd Street" takes Best Album, and **Rickie Lee Jones** is named Best New Artist.

1990/*Time* magazine quotes **Milli Vanilli**'s **Rob Pilatus**: "Musically we're more talented than any **Bob Dylan** or **Paul McCartney**. **Mick Jagger** can't produce a sound. I'm the new **Elvis**."

Born: **Neal Schon** (Journey, **Bad English**) 1955, **Paul Humphries** (OMD) 1960

WEDNESDAY, FEBRUARY 28

1966/**Liverpool**'s Cavern Club closes.
1976/**Paul Simon**'s "Still Crazy After All These Years" wins a Best Album Grammy, the **Captain & Tennille**'s "Love Will Keep Us Together" wins Best Record, and **Natalie Cole** takes Best New Artist.

1984/**Michael Jackson** takes home a record eight Grammys including Best Album ("Thriller") and Best Record ("Beat It"). **Sting**'s "Every Breath You Take" wins Best Song. **Culture Club** win Best New Artist.

1986/**George Michael** announces **Wham!** have broken up.
Born: The late **Brian Jones** (Rolling Stones) 1942

THURSDAY, FEBRUARY 29

1968/The **Beatles**' "Sgt. Pepper's Lonely Hearts Club Band" wins the Best Album Grammy, becoming the first rock album to do so. **Fifth Dimension**'s "Up, Up & Away" takes Best Record and Best Song, and **Bobbie Gentry** is named Best New Artist.

1992/**Motley Crue** fires lead singer **Vince Neil**.
Also ... singer **Joey Belladonna** quits **Anthrax**.

FRIDAY, MARCH 1



R.E.M.'s **Bill Berry**—mindblowing show.

1957/**Muddy Waters** releases "I Got My Mojo Working."

1969/**Doors** frontman **Jim Morrison** is arrested for allegedly exposing himself to a Miami audience.

1975/**Stevie Wonder** wins five Grammys, including Best Album for "Fulfillingness First Finale." **Ollivia Newton-John**'s "I Honestly Love You" wins Best Record, and **Marvin Hamlisch** takes Best New Artist.

1990/**Janet Jackson** begins her first solo tour in Miami.

1994/**Whitney Houston**'s "I Will Always Love You" wins a Best Record Grammy, "The Bodyguard" soundtrack wins Best Album, and **Toni Braxton** is named Best New Artist.

1995/**Bruce Springsteen** wins four Grammys, including Best Song for "Streets Of Philadelphia." **Tony Bennett**'s "MTV Unplugged" wins Best Album. **Sheryl Crow**'s "All I Wanna Do" takes the Best Record award and she wins Best New Artist, too.

Also ... **R.E.M.** drummer **Bill Berry** has to leave the stage at the band's Switzerland concert due to his having had a brain aneurysm.

Born: **Harry Belafonte** 1927, **Roger Daltrey** 1944, **Bill Leen** (Gin Blossoms) 1962

SUNDAY, MARCH 2

1964/The **Beatles** begin filming "A Hard Day's Night."

1967/The **Beatles**' "Michelle" wins a Best Song Grammy; **Frank Sinatra** wins Best Song for "Strangers In The Night" and Best Album for "Sinatra: A Man & His Music."

1974/**Stevie Wonder**'s wins five Grammys, including Best Album for "Innervisions." **Roberta Flack**'s "Killing Me Softly With His Song" wins Best Record, and **Bette Midler** is Best New Artist.

1988/**U2**'s "The Joshua Tree" wins a Best Album Grammy, **Paul Simon**'s "Graceland" wins Best Record, and **Jody Watley** is named Best New Artist.

Born: **Lou Reed** 1944, **Larry Carlton** 1948, **Eddie Money** 1949, the late **Karen Carpenter** 1950, **Jon Bon Jovi** 1962

— Paul Colbert

'ZINE SCENE

Lovestyles Of The Rich & Famous!

Michael Jackson sent estranged wife **Lisa Marie Presley** a \$250,000 necklace — dripping with one-carat diamonds — for her birthday, because he fears she'll talk to the police about what a sham their marriage was and his involvement with young boys (*National Enquirer*).

Meanwhile, the *Star* reports that **Lisa Marie** and her ex-hubby, **Danny Keough**, celebrated her 28th birthday in the same bed in which they spent their 1988 honeymoon.

Speaking of birthdays, **Whitney Houston** shocked partygoers at hubby **Bobby Brown**'s birthday bash when she was spotted smooching with another — unidentified — man (*Star*).

Onetime TV talk show host **Bertice Berry** now claims she's the illegitimate daughter of the late **Otis Redding**; the Big O's widow disputes this (*People*).

"When couples are getting it on, they're usually at their most vulnerable, and the choice of music in that situation is extremely important. In a perverse way, I guess they're allowing me into their sex lives" — **Seal** on his music being the soundtrack to people's private moments (*Entertainment Weekly*).

Alanis Morissette is getting heat from two fronts over her romance with **Christian Lane** — whose band, **Loud Lucy**, is Morissette's current opening act. Lesbians are furious that Morissette falsely presented herself as being gay, and fans of **Veruca Salt** vocalist **Louise Post** are angry that Morissette stole Post's boyfriend — **Lane** — away from her (*Globe*).

"I haven't really been successful in relationships with men or women. The men think I'm a big dyke, and the women think I'm a fake lesbian, so no one comes up to me except little kids with braces" — **Jill Sobule** sings the bisexual blues (*Advocate*).

And ... **Madonna** and **Rosie O'Donnell** have set up a love nest in **Madonna**'s Miami mansion for their male and female chihuahuas, hoping the little doggies will get along (*National Enquirer*).

Everyone's A Critic

"White people who don't watch videos and stuff are, like, 'I don't know who he is, but he's a very talented guy.' They drop money in my cup not knowing who I am. That's the greatest feeling in the world. Not to be known" — *Vibe* cover star **R. Kelly** explains his love for impromptu piano bar performances.

"They think it's brilliant — not to mention [the money from] the publishing rights" — **Epic VP/**

A&R David Massey speaks for **Oasis**'s reaction to the **Mike Flowers Pops**' version of "Wonderwall" (*Entertainment Weekly*).



David Massey 4-One member **Dellous**,

whose group has scored pop hits with "I Swear" and "I Can Love You Like That," both of which were country chartbusters for **Montgomery** (*Entertainment Weekly*).

"It was very bizarre. Because of the distance of his [father **John Lennon**]'s voice and the sound quality, he felt like — I hate to say it — a ghost. It upset me to a degree that as soon as **Paul**'s voice came in, it was loud as hell" — **Julian Lennon**'s reaction to "Free As A Bird" (*Entertainment Weekly*).

"I do sound like the Little Mermaid on acid" — **Tori Amos** agrees with her critics (*Newsweek*).

I Love My Job

"I'm sort of a gay success story, a very inspirational one. What happened to me is exactly the opposite of what closeted people fear. They think they'll lose everything if they come out. This did not happen to me at all. In fact, everything came back tenfold" — *Advocate* cover girl **Melissa Etheridge**'s reaction to being named the magazine's "person of the year."

"I'm an Asian on a black station in the No. 1 drive slot, but the support I've gotten has been staggering" — **KKBT/L.A.** air talent **Theo** assesses his career to date (*Vibe*).

New York finally gets around to reporting on **WXRK/NY**'s format switch from Classic Rock to Alternative, noting that longtime local air talents such as **Dave Herman** had to re-audition for their jobs.

"When I made 'Fantastic Voyage,' I said, 'It really don't matter if you're white or black.' I believe that — to a certain degree. I believe that it don't matter in music. But I think people thought I meant something else, and they gave me a real warm reception because of that. That one line might be the most important line I've ever written. Without it, I wouldn't have had the opportunity to travel the world and find out what it meant. Because it's true — outside of America" — *Details* cover star **Coolio** marks the turning point of his career.

"I'll be on the road until they put rhinestones on my walker" — **Wynonna** envisions a loooong career (*People*).

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.



59.4 million households
Patti Galluzzi,
VP/Music Programming

ADDS

- R. KELLY/Down Low (Nobody...) (Jive)
- STING/Let Your Soul Be Your Pilot (A&M)
- TOTAL/No One Else (Bad Boy/Arista)
- LENNY KRAVITZ/Can't Get You Off My Mind (Virgin)
- STABBING WESTWARD/What Do I Have To Do? (Columbia/CRG)

EXCLUSIVE

ALICE IN CHAINS/Heaven Beside You (Columbia/CRG)

HEAVY

- BLUES TRAVELER/Hook (A&M)
- BRANDY/Sittin' Up In My Room (Arista)
- BUSH/Glycerine (Trauma/Interscope)
- COLLECTIVE SOUL/The World I Know (Atlantic)
- FOO FIGHTERS/Big Me (Capitol)
- GREEN DAY/Brain Stew (Reprise)
- ALANIS MORISSETTE/Ironic (Maverick/Reprise)
- OASIS/Wonderwall (Epic)
- NO DOUBT/Just A Girl (Trauma/Interscope)
- PRESIDENTS OF THE UNITED.../Peaches (Columbia/CRG)
- RED HOT CHILI PEPPERS/Aeroplane (WB)
- SEVEN MARY THREE/Cumbersome (Mammoth/Atlantic)
- SMASHING PUMPKINS/1979 (Virgin)
- TONY RICH PROJECT/Nobody Knows (LaFace/Arista)
- 2PAC V.D.R. DRE/California (Death Row/Interscope)

JAM OF THE WEEK

MARY J. BLIGE/Not Gon' Cry (Arista)

STRESS

- COOLIO/1,2,3,4 (Sumpin' New) (Tommy Boy)
- DOG'S EYE VIEW/Everything Falls Apart (Columbia/CRG)
- PETE DROGE/Beautiful Girl (Elektra/EEG)
- EVERCLEAR/Santa Monica... (Capitol)
- GIN BLOSSOMS/Follow You Down (A&M)
- GOO GOO DOLLS/Naked (Metal Blade/WB)
- W. HOUSTON & C. WINANS/Count On Me (Arista)
- L.L. COOL J/Hey Lover (Def Jam/Island)
- GEORGE MICHAEL/Jesus To A Child (DreamWorks/Geffen)
- MONICA/Before You Walk Out Of My Life (Rowdy/Arista)
- SEAL/Don't Cry (ZTT/WB)
- BRUCE SPRINGSTEEN/Dead Man Walkin' (Columbia/CRG)
- JT/Anything (MJU/550 Music)

ACTIVE

- TORI AMOS/Caught A Lite Sneeze (Atlantic)
- D'ANGELO/Lady (EM)
- DOGG POUND/New York, New York (Death Row/Interscope)
- MELISSA ETHERIDGE/I Want To Come Over (Island)
- GARBAGE/Only Happy When It Rains (Almo Sounds/Geffen)
- IMMATURE/We Got It (MCA)
- JUNIOR M.A.F.I.A./Get Money (Big Beat/Atlantic)
- R. KELLY/Down Low (Nobody...) (Jive)
- KRIS KROSS/Tonite's The Nite (Ruffhouse/Columbia/CRG)
- LA BOUCHE/Be My Lover (Logic/RCA)
- PHARCYDE/Runnin' (Capitol)
- RADNOHEAD/High & Dry (Capitol)
- SILVERCHAIR/Israel's Son (Epic)
- SPACEHOG/In The Meantime (Sire/EEG)
- STING/Let Your Soul Be Your Pilot (A&M)
- SHAWN STOCKMAN/Visions Of A Sunset (Polydor/A&M)
- TOTAL/No One Else (Bad Boy/Arista)
- WHITE ZOMBIE/Super-Charger Heaven (Geffen)

ON

- AC/DC/Cover You In Oil (EastWest/EEG)
- KORN/Shoots & Ladders (Immortal/Epic)
- LENNY KRAVITZ/Can't Get You Off My Mind (Virgin)
- RUBY/Tiny Meat (Creation/World/CRG)
- SALT/Bluster (Island)
- SON VOLT/Drown (WB)
- STABBING WESTWARD/What Do I Have To Do? (Columbia/CRG)

Video airplay from February 19-25.



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

ADDS

- STING/Let Your Soul Be Your Pilot (A&M)
- JOAN OSBORNE/Right Hand Man (Blue Gorilla/Mercury)
- JACKSON BROWNE/Some Bridges (Elektra/EEG)
- TRACY CHAPMAN/Give Me One Reason (Elektra/EEG)
- DOG EYE'S VIEW/Everything Falls Apart (Columbia/CRG)
- D'ANGELO/Lady (EM)
- BEL CANTO/Rumour (Atlantic)
- JT/Anything (MJU/550 Music)

XL

- MARIAH CAREY/One Sweet Day (Columbia/CRG)
- MELISSA ETHERIDGE/I Want To Come Over (Island)
- HOOTIE & THE BLOWFISH/Time (Atlantic)
- WHITNEY HOUSTON/Exhale (Shoop Shoop) (Arista)
- JOAN OSBORNE/One Of Us (Blue Gorilla/Mercury)

LARGE

- BLUES TRAVELER/Hook (A&M)
- COLLECTIVE SOUL/The World I Know (Atlantic)
- DEEP BLUE SOMETHING/Breakfast... (Rain/Maverick/Interscope)
- MADONNA/You'll See (Maverick/WB)
- NATALIE MERCHANT/Wonder (Elektra/EEG)
- GEORGE MICHAEL/Jesus To A Child (DreamWorks/Geffen)
- SEAL/Don't Cry (ZTT/WB)
- SON VOLT/Drown (WB)

MEDIUM

- CELINE DION/Because You Loved Me (550 Music)
- EVERYTHING BUT THE GIRL/Missing (Atlantic)
- GIN BLOSSOMS/Follow You Down (A&M)
- SOPHIE B. HAWKINS/Only Love (The Ballad...) (Columbia/CRG)
- W. HOUSTON & C. WINANS/Count On Me (Arista)
- OASIS/Wonderwall (Epic)
- ROD STEWART/So Far Away (WB)
- STING/Let Your Soul Be Your Pilot (A&M)
- TONY RICH PROJECT/Nobody Knows (Arista)

CUSTOM

- TORI AMOS/Caught A Lite Sneeze (Atlantic)
- BEL CANTO/Rumour (Atlantic)
- MARY J. BLIGE/Not Gon' Cry (Arista)
- BRANDY/Sittin' Up In My Room (Arista)
- JACKSON BROWNE/Some Bridges (Elektra/EEG)
- TRACY CHAPMAN/Give Me One Reason (Elektra/EEG)
- D'ANGELO/Lady (EM)
- DAVE MATTHEWS BAND/Satellite (RCA)
- DOG EYE'S VIEW/Everything Falls Apart (Columbia/CRG)
- ENYA/Anywhere Is (Reprise)
- AMY GRANT/The Things We Do For Love (Hollywood)
- CHRIS ISAAC/Graduation Day (Reprise/Elektra/EEG)
- JEWEL/You Were Meant For Me (Atlantic)
- QUINCY JONES/YMCA (You Put A Move On My Heart) (Qwest/WB)
- LENNY KRAVITZ/Can't Get You Off My Mind (Virgin)
- ALANIS MORISSETTE/Ironic (Maverick/Reprise)
- MIKE OLDFIELD/Let There Be Light (Reprise)
- JOAN OSBORNE/Right Hand Man (Blue Gorilla/Mercury)
- BONNIE RAITT/Burning Down The House (Capitol)
- SOUL/Where Do U Want Me To Put It (Perspective/A&M)
- SOUL ASYLUM/Promises Broken (Columbia/CRG)
- BRUCE SPRINGSTEEN/Dead Man Walkin' (Columbia/CRG)
- SHAWN STOCKMAN/Visions Of A Sunset (Polydor/A&M)
- JT/Anything (MJU/550 Music)
- DAN ZANES/Rough Spot (Private)

Video airplay from February 19-25.

36 million households
Lydia Cole,
VP/Music Programming

Video Soul Top 10

- KRIS KROSS/Tonite's The Nite (Ruffhouse/Columbia/CRG)
- IMMATURE/We Got It (MCA)
- MARY J. BLIGE/Not Gon' Cry (Arista)
- SOUL/Where Do U Want Me To Put It (Perspective/A&M)
- TOTAL/No One Else (Bad Boy/Arista)
- BRANDY/Sittin' Up In My Room (Arista)
- 2PAC V.D.R. DRE/California Love (Death Row/Interscope)
- JANET JACKSON/Twenty Foreplay (A&M)
- TONY RICH PROJECT/Nobody Knows (LaFace/Arista)
- MONICA/Before You Walk Out Of My Life (Rowdy/Arista)

Information for week ending February 16.

Rap City Top 10

- PHARCYDE/Drop (Capitol)
- REDMAN/Funkorama (Death Row/Interscope)
- KRIS KROSS/Tonite's The Nite (Ruffhouse/Columbia/CRG)
- 2PAC V.D.R. DRE/California Love (Death Row/Interscope)
- FUGEES/Fu-Gee-La (Ruffhouse/Columbia/CRG)
- JUNIOR M.A.F.I.A./Get Money (Big Beat/Atlantic)
- ERICK SERIMON/Welcomes (RAL/Island)
- L.L. COOL J/I Shot Ya (Remix) (Def Jam/Island)
- REAL LIVE/DEF & LARRY O/Real Live (Atlantic)
- BUSTA RHYMES/Woo-Hah! I Got Ya In Check (EastWest/EEG)

Information for week ending February 17.

TELEVISION

TOP TEN SHOWS FEBRUARY 5-11

Total Audience
(95.9 million households)

- 1 **ER**
- 2 **Seinfeld**
- 3 **Friends**
- 4 **Movie (Monday)**
("Gulliver's Travels," Pt. 2)
- 5 **The Single Guy**
- 6 **Home Improvement**
- 7 **Frasier**
- 8 **60 Minutes**
- 9 **Movie (Sunday)**
("The Thorn Birds: The Missing Years," Pt. 1)
- 10 **Law And Order**
(tie) **Walker, Texas Ranger**

Adults 18-49

- 1 **ER**
- 2 **Seinfeld**
- 3 **Friends**
- 4 **The Single Guy**
- 5 **Home Improvement**
- 6 **Movie (Monday)**
("Gulliver's Travels," Pt. 2)
- 7 **Frasier**
- 8 **Melrose Place**
- 9 **Lols & Clark**
(tie) **NYPD Blue**

Source: Nielsen Media Research

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

COMING NEXT WEEK

Friday, 2/16

- Rhonda Vincent, "Prime Time Country" (TNN, 9pm EST/6pm PST).
- k.d. lang, "The Tonight Show With Jay Leno."
- Temptations and Barry White, "ABC In Concert" (check local listings).

Saturday, 2/17

- PBS's "Austin City Limits" showcases **Lee Roy Parnell** and **A.J. Croce** (check local listings).
- **Lee Greenwood** performs on TNN's "Grand Ole Opry Live" (8:30pm EST/5:30pm PST).



• 2Pac, "Saturday Night Live."

Monday, 2/19

- Brandy, "Jay Leno."

Tuesday, 2/20

- Jeff Carson, Perfect Stranger, and former Monkees member Davy Jones, "Prime Time Country."
- Alan Jackson guest-stars on ABC's "Home Improvement" (9pm).
- Willie Nelson, "Jay Leno."
- James Brown, "Late Show With David Letterman."
- Lisa Loeb, "Late Night With Conan O'Brien."

Wednesday, 2/21

- Jodeci guest-star on Fox's "Moesha" (8pm).
- Jeff Foxworthy, John Michael Montgomery, and Tanya Tucker are profiled on "The Road" (TNN, 8pm EST/5pm PST).
- Bryan White, "Prime Time Country."
- Wynonna, "David Letterman."
- Pam Tillis, "Conan O'Brien."

Thursday, 2/22

- Roberta Flack performs on Fox's "New York Undercover" (9pm).
- Green Day, "Jay Leno."
- Lou Reed, "David Letterman."
- Sting, "Conan O'Brien."

FILMS

WEEKEND BOX OFFICE FEBRUARY 9-11

- 1 **Broken Arrow** \$15.58
(Fox)*
- 2 **Mr. Holland's Opus** \$6.75
(Buena Vista)
- 3 **Black Sheep** \$6.48
(Paramount)
- 4 **The Juror** \$4.41
(Columbia)
- 5 **Leaving Las Vegas** \$3.25
(MGM/UA)
- 6 **Dead Man Walking** \$2.88
(Gramercy)
- 7 **Beautiful Girls** \$2.76
(Miramax)*
- 8 **Bed Of Roses** \$2.69
(New Line)
- 9 **Sense And Sensibility** \$2.40
(Columbia)
- 10 **White Squall** \$2.35
(Buena Vista)

All figures in millions

* First week in release

Source: Entertainment Data Inc.

COMING ATTRACTIONS: This week's openers include "Mr. Wrong," starring Ellen DeGeneres and Bill Pullman. The film's Hollywood soundtrack sports Amy Grant's current single (her 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 Colonialists. New songs by Joan Osborne, Shawn Colvin, Faith Hill, Ben Folds Five, and Once Blue — along with Queen's "Crazy Little Thing Called Love" and Arturo Sandoval's "Suavito" — complete the album.

"Muppet Treasure Island," starring Tim Curry, also opens this week. The film's Angel soundtrack features Ziggy Marley & The Melody Makers and a duet by John Berry and Helen Darling.

Rounding out this week's openers is "Happy Gilmore," starring Adam Sandler in the title role and showcasing music by former Devo frontman Mark Mothersbaugh.

VIDEO

NEW THIS WEEK

• THE RUTLES — ALL YOU NEED IS CASH (Rhino)

Unavailable on home video for more than five years, this documentary returns to the market with an additional six minutes of never-before-seen footage. With such musical selections as "Hold My Hand," "Ouch!" "I Must Be In Love," "Piggy In The Middle," and "Get Up And Go," the film also guest-stars Mick Jagger, Ron Wood, Paul Simon, and George Harrison.

• TO WONG FOO, THANKS FOR EVERYTHING, JULIE NEWMAN (MCA/Universal)

Starring Patrick Swayze, Wesley Snipes, and John Leguizamo — in drag — this feature film spawned an MCA soundtrack with the reunited LaBelle's "Turn It Out" and a solo Patti LaBelle's cover of "Somewhere Over The Rainbow." Cyndi Lauper's "Hey Now" (a re-mixed version of her "Girls Just Want To Have Fun") and cuts by Salt-N-Pepa, Monifah, Crystal Waters, Chaka Khan, the Commodores, Tom Jones, Charisse Arrington, and Rachel Portman complete the LP.

21 million households
Les Garland,
Exec. VP/Programming
Frankie Blue,
Director/Music Programming

National Top 20

- MARY J. BLIGE/Not Gon' Cry (Arista)
- 2PAC V.D.R. DRE/California Love (Pt. 2) (Death Row/Interscope)
- JUNIOR M.A.F.I.A./Get Money (Big Beat/Atlantic)
- D'ANGELO/Lady (EM)
- J'SON/Take A Look (Hollywood)
- DOMINO/Physical Funk (Outburst/RAL/Island)
- BRANDY/Sittin' Up In My Room (Arista)
- TOTAL/No One Else (Bad Boy/Arista)
- RAPPIN' 4-TAY/Ain't No Playa Like... (EM)
- MONICA/Before You Walk Out Of My Life (Rowdy/Arista)
- L.B.C. CREW/Beware Of My Crew (Jag-Mac/WB)
- LUNKE/Scarred (Island)
- TONY RICH PROJECT/Nobody Knows (LaFace/Arista)
- FROST/La Familia (Ruthless/Relativity)
- PURE SOUL/Stairway To Heaven (Stepsun/Interscope)
- XSCAPE/Do You Want To (So So Def/Columbia/CRG)
- DOGG POUND/New York, New York (Death Row/Interscope)
- MONA LISA ILOST BOYZ/Can't Be Wasting My Time (Island)
- MACK 10/VICE CUBE.../Westside Slaughterhouse (Priority)
- FAB 5/Lefaur Lafaah Eshkoshika (Duck Down/Priority)

Most requested for week ending February 9.

CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	R.E.M.	\$519.9
2	REBA McENTIRE	\$351.0
3	PHISH	\$249.2
4	JODECI/MARY J. BLIGE	\$221.7
5	BROOKS & DUNN	\$210.2
6	OZZY OSBOURNE	\$195.8
7	ALAN JACKSON	\$195.0
8	"YOUNG MESSIAH TOUR"	\$171.2
9	TIM MCGRAW	\$149.7
10	BRUCE SPRINGSTEEN	\$142.4
11	JOHN MICHAEL MONTGOMERY	\$137.4
12	WHITE ZOMBIE	\$109.3
13	GREEN DAY	\$109.2
14	BOB DYLAN	\$99.3
15	BLUES TRAVELER	\$91.5

Among this week's new tours:

- DEL AMITRI
- EVERYTHING BUT THE GIRL
- ARETHA FRANKLIN
- LISA LOEB & NINE STORIES
- NILS LOFGREN
- LOVE & ROCKETS
- STEVE MILLER BAND

The CONCERT PULSE is courtesy of Pollstar, a publication of Promoters' On-Line Listings, (800) 344-7383; California (209) 224-2631.

SPACEHOG "IN THE MEANTIME"

**FOR ANYONE WHO HAS EVER
ROCKED!**

Rock Radio

R&R Active 7-6

R&R Rock 16

Monitor *12-10*

Major Spins

KTXQ 46x

WAXQ 37x

WZAT 34x

KDKB 33x

KUPD 27x

Retail:

10,195 scanned

this week

100* on Billboard

Top 200

Alternative

R&R 9-7

Monitor 10*-7*

Major Spins

WNFZ 46x

KNNC 43x

WRXS 38x

WXEG 40x

KWOD 40x

WKRO 39x

WHYT 44x

Pop Radio

Impacts 2/19

Already on:

Z-100 New York

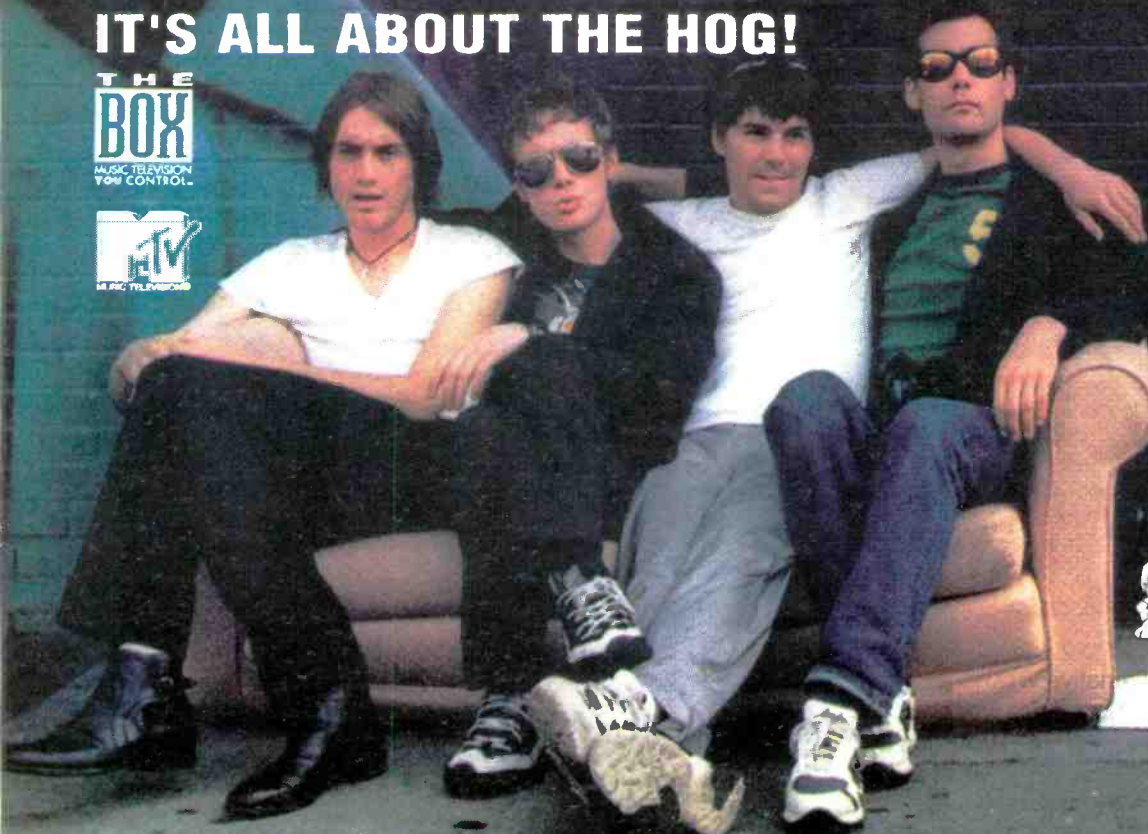
WPST Trenton

Q99 Salt Lake

IT'S ALL ABOUT THE HOG!

THE
BOX
MUSIC TELEVISION
YOUR CONTROL

M
TV
MUSIC TELEVISION



The premiere single and video
from the debut album
Resident Alien.

Produced by Spacehog and Bryce Goggin
Management: DAS Communication, Ltd.

On tour now.

Touring with the Red Hot Chili Peppers in March.

On Site compact discs and more information.
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RADIO RECORDS STREET TALK®

Denver, Dallas Radio Rumors Roundup!

Country **KZDG/Denver** — once known as the "Big Dog" — heads to the pound for good when it begins a two-week simulcast with Classical **KVOD** this Sunday (2/18). But on March 4 at 6:50pm — right in the middle of a client party — the **Tribune**-owned **KVOD** will flip to another format on 99.5, a signal that's currently being beefed up.

KZDG, located at 92.5, will become **KVOD**. New owner **Chancellor** gets the Classical staff, the calls, the format, the library — even present **KVOD GM Pam Kenny**. So what will **Tribune** — which owns crosstown Nostalgia **KEZW-AM** and **AC KOSI-FM** — do with 99.5?

The two strongest rumors are Hot AC and Country. **ST** even got a fax from someone proclaiming he'd just been hired to do an airshift for **Tribune's** "new Hot Country" station. Is that part of a smokescreen? **Kenny** told **ST** she has no idea what the format will be. One **Denver** radio insider says **Tribune** has hired a **CHR** and an **Oldies** jock from **Mile High** stations and two **AC** jocks from **Colorado Springs**. Stay tuned ...

Meanwhile, **Dallas** radio speculation about why former **KTRH/Houston PD Peter Gardiner** is putting together a crew of newpeople is running wild. (The new hires all signed confidentiality agreements — and are stickin' to 'em.) **ST** keeps hearing that either **CBS Classic Rock KRRW-FM** or **Infinity Country KSNM-FM** are poised to go all-News or News/Talk.

However, **CBS Radio Prez Dan Mason** flatly denies that such a move is in the works. And there are indications that **KSNM** intends to keep its current sound.

One of the latest additions to **Gardiner's** crew is ex-**Texas AP Network** staffer **Amanda Barnett**, who exited **AP's** Washington, DC office this week.

Rumors

- Has **KMXV & KUDL/KC OM Tom Land** offered ex-**KTHT/Fresno OMPD Jon Zellner** the open **KMXV PD** gig?

- Will **KVRY/Phoenix PD Steve Elliot** exit? Will the **KZZP** calls — and a new **CHR** format — resurface in the market soon? And ... will crosstown **KBZR** — under the guidance of new part-owner **Jerry Clifton** — have segued to **CHR/Rhythmic** by the time you finish reading this sentence?

- Will former **Maverick GM Abbey Konowitch** resurface at **MCA Records**? Will **MCA's Universal** label elevate Exec. VP/GM **Daniel Glass** to President shortly? And ... will **RCA Records VP/Pop Promo Skip Bishop** segue to a promo slot at **MCA Records**?

- Will ex-**Giant Prez/Black Music Cassandra Mills** become a **Motown VP**?

KIIS/L.A. Prez/GM Roy Laughlin says **Gannett Nat'l & KIIS/L.A. PD Steve Perun** did not resign his post at the **CHR/Pop** outlet. In a staff memo, **Laughlin** said **Perun** "will remain PD of **KIIS** for as long as he wishes. **Steve** assured me he is not interested in programming any [other] station in **L.A.** [or the **U.S.**]."

Laughlin said rumors of **Perun's** departure revolve around knowledge that his contract will be up for renewal. But he added, "If in the future **Steve** decides to return to running his own radio consulting business [which **KIIS** and **Gannett** convinced him to give up in 1994], **KIIS** will have a long-term consulting agreement with him."

Meanwhile, **KIIS** re-signs morning man **Rick Dees** to a new multiyear contract though the year 2000. **Dees's** previous deal was worth about \$2 million per year; his new contract is said to be even more lucrative. **Dees** told **ST**, "It feels so wonderful to have all the negotiations behind me and all the money in front of me."

In the wake of **The Box Dir./Music Programming Frankie Blue's** exit for the **WKTU/NY PD** slot (See Page 1), Exec. VP **Les Garland** will oversee all of the **Box's** senior programming decisions.

PolyGram is restructuring its **Nashville** labels, **Mercury/Nashville** and **Polydor/Nashville**, so that its heads no longer report directly to **PolyGram Prez/CEO Alain Levy**. **Mercury/Nashville Prez Luke Lewis** instead will report to **Mercury Records Prez Danny Goldberg**. **Polydor/Nashville** will be renamed **A&M/Nashville**, with label Prez **Harold Shedd** reporting directly to **A&M Records Prez/CEO Al Cafaro**.

Joe Isgro's payola case — in which the indie record promoter was indicted in 1989 on more than 50 felony counts — is set for May 9. On March 25, the judge will consider a defense motion to dismiss the case due to the government's violation of the speedy trial act.

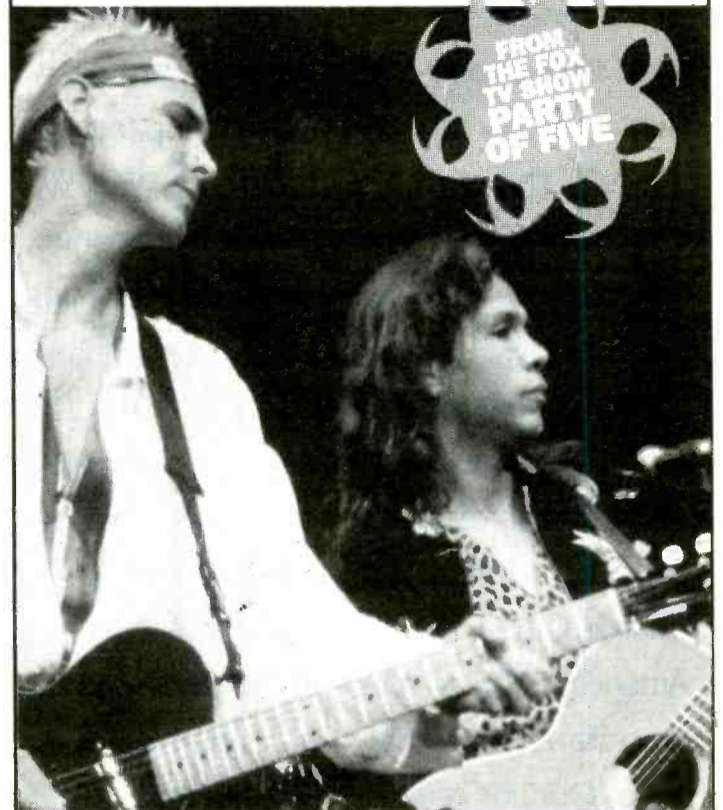
Citing the need to "de-stress and become normal again," Alternative **WLUM/Milwaukee PD Ron Bunce** resigned this week. **Bunce** will remain at **WLUM** as interim Production Dir. **Tommy Wilde** has been named interim PD.

AC WMJJ/Birmingham PD/MD/afternoon driver Joe Madison is now officially listed as a missing person. **Madison** (real name: **Joseph Huffstetler**) was last seen at his **Alabaster, AL** residence on January 13. Anyone who has

Continued on Page 28

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STREET TALK®

Continued from Page 27

seen or been in contact with him since then should contact Alabaster Police Dept. Investigator **Mike Wilder** at (205) 663-7401.

Consultant **Jeff Pollack's** annual convention will be held in L.A. (2/29-3/2). In addition to the sessions, **Joan Osborne**, the **Gin Blossoms**, **Jewel**, **Edwin McCain**, **Cracker**, and **Dog's Eye View**, among others, will perform.

WRCX/Chicago morning manatee **Mancow Muller** helped save a woman's life last Thursday (2/8). Depressed about her husband's having cheated on her, the woman called Mancow on-air and admitted to having taken an overdose. Mancow spent an hour consoling her and trying to keep her awake while producer **Angie Congione** phoned 911. Police traced the call and broke down the woman's door in time to save her life.

Kiddos 'n' superlatives to **KLOL/Houston** APD/midday maven and recent (1/19) **R&R** cover girl **Dayna Steele** (and hubby **Charlie Justiz**), who gave birth to **Charles William** last Tuesday (2/6).

ST loves the baby's nickname —

Rumbles

- **WKCI/New Haven** PD **Steve Wilson** exits. Does consultant **Scott Shannon** already have his eyes on a replacement?
- Ex-**WHTZ/NY** morning zookeeper **John Lander** succeeds longtime Boston personality **Joe Martelle** in morning drive at Hot AC **WBMX/Boston**.
- After a bout with Guillian-Barre Syndrome, NAC **WOTB/Providence** PD **Bill Gray** returns to the station and his airshift.
- As first whispered on these very pages, **Westwood One's** Saturday **Bob Grant** show is going away; last broadcast is set for March 16.
- As **Heritage Media** assumes ownership of **WWST & WMYU/Knoxville** from **Jacor**, OM **Jim Richards** and PD **Todd Shannon** are out. (Both will continue with **Jacor** in as-yet-unnamed capacities.)
- **KMEL/SF** new morning drive team consists of night slammer **Sway**, midday maven **Lisa Foxx**, and former crosstown **KOFY-AM** morning driver **Victor Zaragoza**.
- **WBLX/Mobile** PD/morning co-host **J.B. Louis** exits for APD/afternoons at **WVEE/Atlanta**. Look for MD **Niecy Davis** to become **WBLX's** PD late next week.
- **WVAZ/Chicago** ups AMD **Jamilah Muhammad** to MD.
- New owners **Palm Broadcasting** flipped **WXWX (103X)/Greenville, SC** from Alternative to Oldies and the "Oldies 103" moniker last Friday (2/9). 103X PD **Rick Schmidt** has already accepted a position at **WXSR/Tallahassee**.
- **CKEY/Buffalo** adopts a new format for 3pm-5am — a techno-dance stance. It will remain Alternative from 5am-3pm.
- **Jim Scott** — who has been a part of Cincinnati radio for more than 25 years — is now doing wake-ups at **AC WWNK/Cincy**.
- **Westwood One** satellite-delivered "Hot Country" and "Mainstream Country" formats PD **Steve Penny** exits.

RADIO RECORDS



1

- **Jerry Blair** boosted to **Columbia Records** Sr. VP/Promo.
- **Matt Bisbee** promoted to **WLUP/Chicago** Dir./Programming & Production.
- **Jeff Levine** is upped to **WBAB/Long Island** Dir./Programming & Mktg.
- **Gary Moss** picked as **KIKK-AM & FM/Houston** PD.
- **Ron Atkins** becomes **WAMO/Pittsburgh** PD.

5

- **Davitt Sigerson** named **Polydor Records** President.
- **Bob Moore** becomes Exec. VP/**Westwood One** Radio Stations.
- **WFLZ/Tampa** ups **Marc Chase** to OM and **B.J. Harris** to PD.
- **Randy Michaels** purchases 100% of **Critical Mass Media** from **Jacor**; remains Exec. VP/COO of **Jacor**.

10

- **Rob Edwards** named **Bonneville International** Divisional Program Coordinator.
- **Ellen Hulleberg** elected **McGavren-Guild Radio** President.
- **Jeff Wyatt** appointed **KPWR (Power 106)/L.A.** PD.
- **Tommy Edwards** becomes **WKQX/Chicago** PD.
- **Tony Gray** promoted to **WUSL/Philly** PD.

15

- New **KILT/Houston** PDs: **Beau Weaver** for the AM, **Rick Candea** for the FM.
- **Dick Edwards** upped to **KMJM/St. Louis** PD.
- **Ken Kohl** appointed **KOMO/Seattle** Program Mgr.
- **Dave Anthony** named **KZZP/Phoenix** PD.
- **Howard Stern** joins **WWDC-FM/Washington** as morning man.

20

- **Scott Shannon** joins **Casablanca Records** as VP/Promo & Media.
- **Ron Lowry** promoted to **WHOK-FM/Dayton** PD.

"Dack," an acronym for "Dayna And Charlie's Kid" — coined by one of Charlie's **NASA** co-workers. Steele has taken an extended leave of absence to enjoy motherhood, leaving PD **Andy Beaubien** with a primo midday slot to fill.

Records

- **Island Artist & Field Manager Lori Rischer** becomes the label's Boston local promo rep. She replaces **Paul Langton**, who's upped to **Island Assoc. Dir./Alternative** Promo.
- The **Atlas** imprint is no more. From now on it'll be known as **Polydor/A&M**.
- **Motown** laid off approximately 18 administrative personnel last week as the company moved its headquarters from L.A. to NYC.

THIS YEAR THE KID



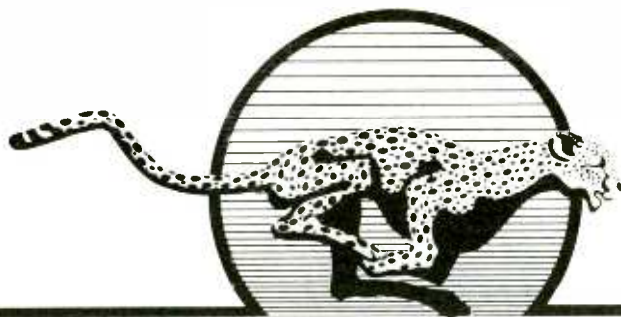
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STEVE WONSIEWICZ

Why New York City Has No Country

□ Experts claim music not to blame for New York's loss of WYNY

Evergreen-owned WYNY/New York deserted its format on February 5, leaving America's largest market without a Country outlet ... but don't blame the music.

The Country radio and record communities say the music is still viable, although opinions vary as to why the station could not pull in strong enough ratings to justify Evergreen's investment.

Some on the programming side say the music changed too often, leaving listeners confused. Others say the presentation style wasn't hot and hip enough to compete with stations such as CHR/Rhythmic WQHT, CHR/Pop WHZT (Z100), and Hot AC WPLJ.

Yet the execs polled uniformly agree that mainstream country music remains the way to draw the most Country listeners. Play anything else, they warn, and you risk alienating the core audience.

A New York Sound?

Comments Country WXTU/Philadelphia PD Kevin O'Neal:



Kevin O'Neal

"In a major market where a lot of people are not country music PIs, you have to put formatics together that are not normally associated with a Country station. Your presentation style must be 100% mass appeal where entertainment value is as large as musical-content value.

"Philadelphia is very similar to New York, and we've found that you have to play familiar artists and records. You have to play some new stuff, but only the records that fit within those guidelines. You don't need to be aggressive and play every new act and record immediately. But when you run across a great new record and you feel like you've heard it before, then jump on it.

"Successful New York stations such as Z100 and 'PLJ have made a major impact because they're hip, hot, and very well-produced. They sound like New York. Over the last several years we have yet to have a Country station like that in New York. They all sound like a 'Country' station.

Musically, 'YNY was about "80% on target — the rest is programmer's opinion," says O'Neal. "Music isn't the issue. Mainstream country will work.

"If I were in New York, I would have a tempo-driven station, yet still play the big-name, core artists like Reba McEntire, Brooks & Dunn, and Clint Black. I would make sure the audience was very familiar with the music. What I would play on the

fringe would be what tested the best, yet still is familiar with the audience. Based on what's strong in Philadelphia, that would be the BlackHawks of the world and maybe Mary Chapin Carpenter and the Mavericks."

O'Neal also would avoid leaning too heavily to the rockier side of country. "You don't necessarily have to play Dwight Yoakam and the Mavericks all day long. You use those records to salt and pepper your station."

Better Music Today

Westwood One Radio Networks President/Formats Ed Salamon, who programmed 'YNY predecessor WHN-AM from 1975-81 — when that station hit the four share (12+) mark — agrees it's a mainstream music game. While the music has changed dramatically since those days, the strategy hasn't. "We programmed a mainstream Country station with broad appeal in order to attract the largest amount of country listeners we could. That's still true today.

"But these days the music is so much better. Country artists in the '70s, even the crossover artists, were not selling multiplatinum like they are today. As a result, Country stations have a better advantage than we did."

Salamon says a Country station in New York can take chances musically, but only if the other puzzle pieces are in place. "We were fortunate to have great personalities and research, so we were able to take chances with songs that might only be hits locally and break a lot of records. We could have the same kind of enthusiasm for those records that you have with a station like [Alternative] KROQ [Los Angeles]. But we were still mainstream at the end of the day."

'Can't Lay Back'

Joel Raab Associates President



Joel Raab

Joel Raab — also an alum of WHN during its four-share days — says those ratings are still there for the taking, but by another station at another frequency. "If you look at the history of Country ra-

dio in the market, stations had their best ratings when they played mainstream music. When the music went overly gold or super current, ratings went down."

For Music Row, the mainstream mantra coming from the program-



Joe Galante

ming community is music to their collective ears. Comments RCA Records Label Group Chairman Joe Galante, "The music in New York doesn't need to be edgier than anywhere else. You don't need to be like [WMMU/Nashville]. But you do need to have a station that has a very contemporary feel; that kind of walks an edge. It has to have a personality that can go up against a Z100 or 'PLJ. You can't lay back. You have to attack in that marketplace.

"Country has to be more exciting as a format in the city and on top of what is happening with the music. I don't know what the proper balance is. But maybe it's mainstream music combined with some of the edgier stuff and album cuts."

While 'YNY's exit is only a temporary setback for country, Galante says TV and cable will help prop up the industry's profile. "New York is still driven to a certain degree by what happens with CMT. You also have network TV, whether it's David Letterman or "Good Morning America." Artists will be seen there. And you still have concerts and print media.

"I don't believe the country base is going to evaporate or dwindle significantly, because there are stations that spill into the outer areas of the city that will service those listeners."

'Bigger Issue'

Warner/Reprise Nashville Sr. VP/Promotion Bill Mayne says,

"There was not a tragic programming flaw at 'YNY that caused it to change formats. It was more an issue of corporate economics than the music or anything else.

"The bigger issue now is that there is a big hole in the number one market in the country. Media-wise, people turn to New York and Los Angeles — and even the Country station in that market is going through some upheaval after having probably the worst book in a long, long time.



Bill Mayne

Numbers Conspire Against Country In The Big Apple

Viacom President/Radio Division and country vet Bill Figenshu believes the numbers are stacked against Country radio in New York from the get-go. His experience is rooted in Viacom's failed attempt over a decade ago with WKHK, before it flipped to AC WLTW.

"Country is very near and dear to me and I love it as a format, but it's very difficult to operate a station like that in New York at the required expense base. Country makes a wonderful duopoly partner as long as you expense it right. But if it's your only station in New York, which ours and Evergreen's was, it's very, very difficult to run the station on a daily basis and make it pay for itself.

"That's where I believe duopoly contributes to listener choice. In New York, one false move and you're belly-up if you only have one station. If you have two or three stations, you can take a chance with one. And if it doesn't work, you haven't lost your entire investment."



Bill Figenshu

Figenshu, who programmed KIKK/Houston and put WMZQ/Washington on the air 22 years ago, says WYNY "did as good a job as anybody with the music. Plus they marketed all over town. They did what they had to do. "With 'KHK, we went both hot and soft with the music. And we also spent a lot of money on marketing. Those are not the issues. It all comes down to the math."

'Big In New Jersey'

"Country is not necessarily big in Manhattan, but it's very big in New Jersey," adds Figenshu. "The problem is the country audience is way out in Jersey. So you run out of two things: signal and diaries. There's a huge country audience out there, but there are just not enough diaries against what they put in the boroughs. "Another thing is that you are not going to convince Vinny from Brooklyn, who grew up listening to rap and hip hop or rock, to come over. So you're not going to convert.

"Again, it's the math. Not only in terms of operating a radio station but also with the diaries. And because you can't build a huge base, you're not a 'must buy.' And because you're not a 'must buy' you can't charge a huge rate. It's a vicious circle.

"We have a similar problem facing us in Washington, DC. But we have the benefits of duopoly. WMZQ doesn't do well in and immediately around the city. So outside the city we have to do twice as well in order to get high enough ratings for the overall market. We depend on that suburban circle.

"We spend most our time selling country music in DC because if we don't care, listeners go away. They have too many choices and are not married to the format like they are in Dallas or Houston. You have to put on a damn good radio station first; one that is as competitive with a [Hot AC] WPLJ or [CHR/Rhythmic WQHT] Hot 97."

Figenshu agrees with pundits that it could be a year or two before another operator tries Country in the Big Apple again. "The first person to take a couple of suburban stations and strap them together to create one big Country outlet could make a run at it. If I had a decent signal on Long Island, I'd be Country in a minute. The world is not waiting for another AC station, contrary to the way I feel about them."

"Unfortunately, that's going to send a signal to some people even though it's not a projectable reflection of what's going on in the format. In the rest of the country the format is alive and well, and many stations are enjoying strong ratings."

Mayne says he isn't worried about a big dropoff in country music on the air or in country record sales. "For the residents of the greater metro area, there is going to be a flattening of country interest because they won't be serviced with the music regularly. But that's not where the bulk of sales probably come from anyway. In the outlying areas consumers are probably already being serviced by other stations or had that option already. There's also CMT."

To native New Yorker Steve Schnur, who recently segued from Arista VP/Rock Promotion to VP/

Artist Development in Nashville, "it's back to Marketing 101. We have to put out our records with the assumption that they may never get played on the radio. But judging by the business of the venues and clubs, the fan base is still very active.

"In New York the dollars associated with radio go to the flavor of the moment. And New Yorkers pride themselves on being first with everything that's hip. So it's not surprising that there are now four stations catering to the alternative market.

"Now it goes back to touring, press, and local appearances. Interestingly, that's what the entire alternative format used to be based on."



Steve Schnur

RR LAUNCHING PAD

Epic Hoping Ammonia Cleans Up At Alternative, Rock

Epic — home of **Silverchair** — is hoping Aussie lightning strikes twice when it goes for adds February 27 at Alternative, Active Rock, and Rock with Perth-based trio **Ammonia**. The band's first U.S. single is "Drugs," taken from their U.S. debut "Mint 400" (named after an auto race described in

to focus on independent retail and college radio first," says Bergen, "because with a band like this it's very important to have that kind of underground support in order to sustain their longevity. They are a very credible band and we want to build that base first before moving on."

Ammonia has already performed shows in Los Angeles (2/7), Atlanta (2/10) and New York (2/13). The album hits retail March 19.

Mona Lisa Paints Smile On Island

Add **Island's Mona Lisa** to the growing list of artists whose career received a shot in the arm by having a single featured in a hit movie. Thanks to the box office success of the **Miramax Films/Island Pictures** comedy "Don't Be A Menace" and the correspondingly strong retail sales of the soundtrack, Mona Lisa's "Can't Be Wasting My Time," featuring the **Lost Boyz**, has taken off at radio.

Since officially going for adds three weeks ago, the song has charted at 31 at Urban.

According to **Island VP/Black Music Promotion Ronnie Johnson**, "Don't Be Wasting My Time" was one of several tracks from the soundtrack included on an EP serviced to clubs and mix shows. "This was the track that kept coming back. We were going to eventually release it as a single, but the mixes and clubs were vibin' on the record so much we moved things around to get it out quicker."

Another big plus, says Johnson, was the strong box office showing of the movie. "The opening-week numbers got even more people talking about the music. With the movie going strong and the clubs and mixes excited about the record, we really had a story to tell radio."

Look for the debut album from **Mona Lisa** — the first artist signed directly to **Island's Black Music** division under the leadership of Sr. VP/GM **Hiriam Hicks** (who also executive-produced the "Don't Be A Menace" soundtrack) — to

drop at retail around mid-May. Meanwhile, Johnson says the label will have the artist perform some showcases, select conventions, and as part of the **Island Black Music** tour. More comprehensive tour plans are still being worked out.

Capricorn

'Unwind's Shoveljerk

Capricorn Records didn't let the box office disappointment of the movie "National Lampoon's Senior Trip" kill its excitement about the potential for Idaho foursome **Shoveljerk**. The band's current single "Unwind" (the second track from their **Capricorn** debut album "Swarm") is currently being played by 10 Alternative stations and 22 Active Rock stations. "Swarm" dropped at retail February 13.

To help introduce the band to radio, **Capricorn** set the group's single "Killing My Buzz" as the lead track from the "Senior Trip" soundtrack. That song, on which the label went



Shoveljerk

for adds on September 5, picked up airplay at Alternative stations such as **KNDD/Seattle**, **KITS/San Francisco**, and **KEGE/Minneapolis**, and Active Rock outlets **KISW/Seattle** and **KTXQ/Dallas**. Says Sr. VP/Promotion & Marketing **Jeff Cook**, "While the band had a fan base when it was known as **Black Happy**, we wanted that track to be more like a calling card."

After "Killing My Buzz" had run its course, **Capricorn** sent out a three-track sampler from "Swarm" to radio before Christmas "to get the band out in front of radio again," says Cook. "This time around people are being much quicker to respond to 'Unwind.' We're getting simultaneous airplay at Alternative and Active Rock, which is exactly what we want. You want that mass appeal exposure to break an act."

The band, which recently signed with **Variety Artists** for booking, is working to line up a tour.



Ammonia

gonzo journalist **Hunter S. Thompson's** book "Fear And Loathing In Las Vegas"). Enough of a buzz has already been generated Down Under that Alternative stations **WBCN/Boston** and **WNNX/Atlanta** have jumped on the single.

Interestingly, **Ammonia** was originally signed to **Murmur Records** in Australia, the same imprint which brought the world **Silverchair**. "Mint 400" was also produced by **Kevin "Caveman" Shirley**, who helmed **Silverchair's** breakthrough multiplatinum debut "Frogstomp." "Mint 400" entered the Australian charts at No. 16 when it was released in Australia last year.

The similarities end there, however. "Ammonia's sound is very different from **Silverchair** and people who have listened to the record understand that," says **Epic VP/Alternative Promotion Stu Bergen**.

To get the ball rolling for "Drugs" — a song that guitarist/vocalist **Dave Johnstone** says is "about apathy toward drugs" and which some Australian stations refused to play because of its title — **Epic** initially serviced the single to the college radio market. "We wanted



Mona Lisa

MUSIC NEWS & VIEWS

Sen Dog Exits Cypress Hill Tour

Cypress Hill member **Sen Dog** has bowed out from the **Columbia/CRG** rap trio's current tour. The band will regroup after the tour, at which time **Sen Dog** will decide if he wants to remain with the band. Longtime crew member **Shag** assumes **Sen Dog's** rap duties for the remainder of the tour. **Sen Dog** cited his desire to work more on his funk rock band **Dogwood** as a key reason for his decision to leave the tour.



Cypress Hill

Speculation is building that a third **Beatles** "reunion" song is in the works. Rumored working titles: "Now And Then" and "Miss You." Meantime, the release date for the second anthology has been delayed until March 19 because **Paul McCartney** reset the running order of the 45-track album.

Blind Melon Looks For Singer

Word also from the **Capitol** camp is that **Blind Melon** may regroup. The band recently placed an ad in **New York's** newspaper the **Village Voice** looking for a new vocalist to replace **Shannon Hoon**, who died last year of a drug overdose. Also, an album of previously unreleased material featuring **Hoon** and recorded in hotel rooms and tour buses is said to be near release.



Blind Melon

Meat Loaf has filed suit against **Sony Music**, claiming the record company and its predecessor, **CBS Records**, failed to pay royalties owed to the singer. **Meat Loaf** is seeking \$14 million and the rights to master recordings. The singer says **Sony** allegedly earned over \$100 million from his recordings. The suit comes five months after **Cleveland International**, the label to which **Meat Loaf** was originally signed, also filed suit against **Sony**.



Meat Loaf

Studio Talk; Release Updates

In the studio: **Ivan Neville** is putting the finishing touches on his second album for **Iguana Records**, on which **Keith Richards** is lending a hand. Street date is April 30. Also, look for the new **Neville Brothers (A&M)** "Billy Mann" on April 1. Meantime, labelmates **Soundgarden** are looking for a May 21 release date for their new album.

Elvis Costello's new **Warner Bros.** album is expected around April 1 ... The **Melvins'** new album on **Atlantic** is slated for March 26 (untitled) ... Look for a new single from the **Spin Doctors (Epic)** called "She Used To Be Mine" on March 4. No word yet on when the new album drops ... **EMI** will release the follow-up to **Joi's** platinum debut album sometime in April. The set is called "The Amoeba Cleansing Syndrome" ... Soul balladeer **Kenny Lattimore's** debut **Columbia/CRG** album is slated for an April 30 release ... **Maria McKee's** new **Geffen** album, "Life Is Sweet," is slated to be released March 25 ... The **Cocteau Twins'** new **Capitol** album "Mike & Kisses" hits April 30. The lead-off single, "Tishbite," goes to Alternative, Active Rock, and Adult Alternative in early May.

Jazz legend **Louis Armstrong's** three-story home in Queens, NY will become a museum dedicated to the famed trumpeter. The home, which is already a national landmark, will be operated by **Queens College** and house the **Armstrong** archives.

The estate of **Grateful Dead** founding member **Jerry Garcia** has enlisted the **William Morris Agency** for representation. **WMA** will handle internationally all book, TV, interactive, and fashion deals for the estate.

Here's a recap of the **Oscar** nominations for best original song: **Bruce Springsteen's** "Dead Man Walking" from the movie of the same name, **Sting's** "Moonlight" from "Sabrina," **Vanessa Williams's** "Colors Of The Wind" from "Pocahontas," **Bryan Adams's** "Have You Ever Really Loved A Woman" from "Don Juan DeMarco," and **Lyle Lovett & Randy Newman's** "You've Got A Friend In Me" from "Toy Story."

And over at the **Blockbuster Entertainment Awards**, look for **Coolio**, **Celine Dion**, and **Shania Twain** to perform. **Brandy** and **Vanessa Williams** will be among the presenters at the show to be broadcast live March 6 on **UPN-TV**.



RANDALL BLOOMQUIST

What Your Programming Staff Should Know About Sales

Over the years, this page has carried more than a few pleas for understanding of the challenges faced by Talk personalities and programmers. But they aren't the only people in the format with a tough row to hoe. As consultant **Lorna Gladstone** points out, life isn't always a beach for sales reps and managers.



Lorna Gladstone

In the interest of fostering the increasingly important sales programming synergies discussed in a recent column (*R&R* 8/25/95), Gladstone offers this primer on sales realities for programming staffers. Keep this in the back of your mind (or on top of your desk) and refer to it the next time you're tempted to throttle a junior AE — or the GSM.

You Oughta Know

• **More than half of the people buying radio have never listened to your station and probably never will.**

As anyone in sales will tell you, many agency buys are controlled by twentysomething women who hardly know AM exists, think Talk radio is a bore, and hate sports. They might listen to the occasional FM personality, but music accounts for most of their time spent listening.

The idea that these influential decision-makers might actually listen and learn about the stations they're buying is a pipe dream. They are overworked, and their main goal is

to get through the reams of paper on their desks as fast as possible. They could care less how wonderful your programming is.

• Sales sells ratings, not shares.

Programming is quick to criticize sales for not selling shares when they go up. What they sometimes don't realize, however, is that sales doesn't sell shares; it sells ratings.

When the *Arbitron* book comes out, programmers fixate on the left side of the (soon-to-be-outdated) hour-by-hour pages, while sales is looking at the right side for ratings.

High TSL may create a good story for a small retailer about listener loyalty, but if it is accompanied by low cume, the sales staff is going to have trouble with the agencies.

• **Clients think their promotional ideas are great; they could care less about yours.**

Don't get mad at the AE when he brings in the 100th bad sales promotion of the day. He's just the messenger. Programming people can help stamp out bad promotions by learning to sell good ideas. That means:

- Find out what your clients' needs are.
- Give the sales people multiple options or ideas.
- Don't tell, sell.

• Make the client think it's their idea.

• Build client relationships in which you participate proactively in the development of promotional ideas.

Taking Responsibility

• **Programming's responsibility for spots extends beyond hitting the next cart.**

Every talent, producer, board op, news person, and human being who enters a studio or control room ought to know the basics about



Can your programming people tell the difference between a 'top of the rate card' spot on a short run and a 'cheapie'? Do you have an airline crash policy book in the control room?

reading a log and handling spots during crises.

Can your programming people tell the difference between a "top of the rate card" spot on a short run and a "cheapie"? Do you have an airline crash policy book in the control room? Do people know what and where it is?

TALK RADIO SEMINAR UPDATE

Secrets Of The Old Lions

How does a Talk host survive for three or four decades in this notoriously competitive and fickle format? You'll find out when four of Talk radio's most venerable personalities hold forth at the *R&R* Talk Radio Seminar, February 22-25 at Washington, DC's Grand Hyatt Hotel. Come listen and learn from *WRKO/Boston's* Jerry Williams, *WABC/New York's* Bob Grant, *KABC/Los Angeles's* Michael Jackson, and *WOR/New York's* Barry Gray.

For more information about the seminar, call (202) 783-3822.

• **Mess with Arbitron, and sales will suffer.**

If you choose to break Arbitron's rules by talking about or promoting diary entries, you may very well end up screwing your sales department. If Arbitron delists your station or puts it at the bottom of the page, the station becomes an easy target for the buying community, which may challenge the reliability of all your numbers. This defeats the ultimate goal of generating good ratings, which is to sell advertising.

• **Numbers can be good, yet not very salable.**

In each market, there are dominant demos that form the basis for most key buying decisions. Typically, adults 24-54 and women 25-54 are especially attractive. If your fall book was strong in men 18-34, programming might rejoice, but sales may still find it difficult to sell the station.

• **Competition can mean different things to different departments.**

A Full Service programmer might think his competition is the all-Sports station. The sales department might be worried about a completely different competitor. If, for example, the buys have been coming in with a female skew, sales may be much more concerned about competition from the Soft AC. Both departments may be right.

Show Some Respect

• **Fooling with live copy is dangerous.**

Your talent may be right when they say playing with copy brings attention and awareness to a spot. But if the advertiser doesn't like the attention, the awareness is irrelevant.

At one time, *WGN/Chicago's* traffic department would put "DFA" on certain pieces of live copy. Advertisers whose copy carried the "Don't Fuck Around" label were considered especially sensitive to anything but a straight read. Joking, banter, and editorial comments during or following the read were off-limits — cancellation of the order could result.

And finally, don't ever forget:

• **It's a cold, cruel world out there.**

Think of the number of times you've heard someone in programming say derisively, "Even I could sell that!"

The fact is, they probably couldn't. After the third time the client refused their call, they'd give up. Programming staffers seldom understand the inflexibility, dismissiveness, abuse, and plain stupidity salespeople face on a daily basis.

Sure, there are lazy, no-good salespeople just as there are lazy, no-good programming people. But most AEs work very hard. They knock on closed doors, yell in deaf ears, and get beaten up pretty regularly.

Show a little empathy.

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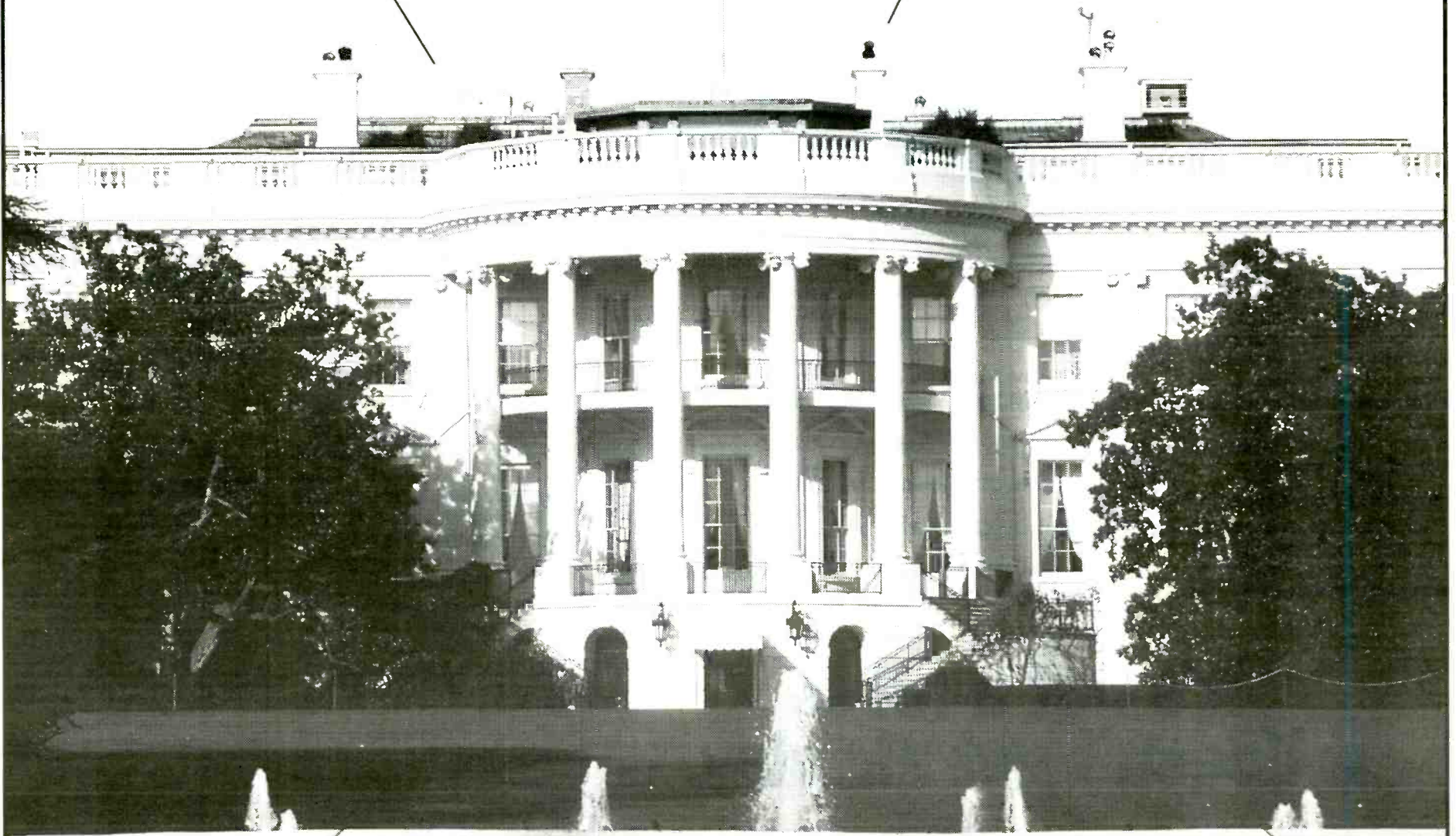
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Both programs via Satcom C5, Transponder 23, Channel 54. For the full story please call Lee Vanden-Handel at 212-338-1406 or Catherine Beronilla at 212-338-1405.

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Seminar

Continued from Page 1

Miles believes Barnako will bring a fresh and unique perspective to the question of how Talk radio can best employ interactive media. "What better place to see the possibilities of the Internet develop than from behind the masthead of one of the top 10 web sites?" Miles asked.

Gladstone, who programmed WGN/Chicago for several years before opening her consultancy, will take part in the session designed to help stations select and effectively use consultants. As a newly minted consultant, she will offer a both-sides-now view that managers may find useful as they deal with outside experts.

Silman will be a co-presenter in the "Creating Strong Producers" session, where she will share what she has learned in her years of producing a fast-paced, freewheeling, two-host show.

David will offer attendees an overview of the numerous hot issues currently facing radio, including implementation of the new Telecommunications Act, DAB, and EEO.

From The Four Corners

Registration for the seminar continues to grow, with a steady stream of programmers, managers, consultants, and network executives signing up in



Tommy LiPuma recently announced the signing of pianist Danilo Perez. His debut, produced by LiPuma, is slated for release in May.

Acting On Impulse

recent weeks. Among the new additions:

- WHAM/Rochester PD **Jeff Howlett**
- WABC/New York ND **Bob Buccia**
- WIP/Philadelphia Station Manager **Tom Bigby**
- WWTN/Nashville PD **Kyle Cantrell**
- WSTC/Stamford, CT PD **Brooke Daniels**
- WNIR/Kent, OH GM/PD **Bill Klaus**
- KSDO/San Diego PD **Cliff Albert**
- CJAD/Montreal's **Rob Braide**

and **Melanie King**

- WTKS/Orlando PD **Jay Clark**
- WCTC/New Brunswick, NJ OM **Dan Flatt**
- Radio 2UE/Sydney, Australia's **John Brennan**
- Consultant **Michael Packer**
- WCBM/Baltimore's **Rob Pettit**
- KOGO/San Diego PD **Jack Merker**
- WTAG/Worcester, MA PD **Skot Pare**

Registration for the R&R Talk Radio Seminar is \$300. For more information, call (202) 783-3822.

WKTU

Continued from Page 1

the countdown to the new WKTU began last week with simulcasts of Evergreen's WRCX/Chicago, KKBT/Los Angeles, WLUP/Chicago, KIOI/San Francisco, and WXKS/Boston.



Bassanelli

The company used the occasion to parade much of Evergreen's array of talent in front of Wall Street. By last Friday evening (2/9), the station broadcast only the sound of a heartbeat, adding musical riffs on Saturday. WKTU's new format was born at noon on Saturday (2/11).

The WKTU call letters made headlines back in the fall of 1978, when the station's all-disco sound during the height of that dance craze propelled the station to an 11.3 Arbitron debut. The calls were eventually retired in 1985.

The station is currently jockless, but is airing listener drops and commercials. Evergreen President/COO **Jim de Castro** is serving as GM, while **Steve Rivers** is handling day-to-day programming duties until a PD and MD are officially named.

The station is setting up remotes at HMV, Tower Records, and other locations where listeners — excited to have dance music back on the air — were taped.

The station has also set up toll-free lines inviting listeners to call in and vote for their favorite all-time dance hits. WKTU will play them back a "Top 500 Countdown" on Monday (2/19).

Crumbley

Continued from Page 3

great. The opportunity to join together again and direct that force into another winning situation is one of the things that made me excited to do this. And also being allowed to continue working with my consulting company, it was just the perfect opportunity. Bob made me an offer I couldn't refuse."

Crumbley's numerous programming credits include the OM position at U.S. Radio's WRAP-AM & WOWI-FM/Norfolk, National PD duties at Willis Broadcasting, and PD stints at WMYK/Norfolk, WILD/Boston, and WQKS/Williamsburg, VA.

NewsTips



Want to share an opinion or a hot tip? Call R&R's News-Tips line: (310) 788-1699 or e-mail us at mailroom@ronline.com

WRMA

Continued from Page 3

portunity to be working in an area that people are intimidated by. We're just looking forward to doing great basic radio ... [owner] Russ [Oasis] has really done a lot for Spanish radio here."

Isley commented, "Haz has a good solid background in both the radio and research ends. Very few of us in radio management [at WRMA] have a Spanish-language background — it's the basics of radio that work for us."

Prior to becoming KIMN PD, Montana worked at Critical Mass Media and held PD posts at both WSNX/Grand Rapids and WVIC/Lansing, MI.



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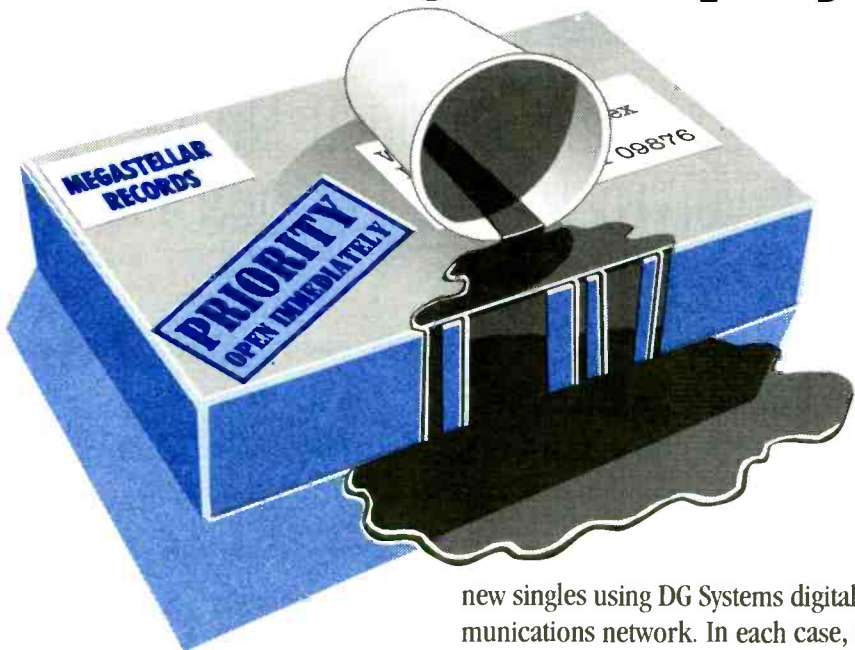
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Mason Seeks 'Mom & Pop' Spirit At CBS

Continued from Page 1

ly possible under Westinghouse's huge umbrella?

A I see capturing and fostering that entrepreneurial spirit as the most important part of my job.

Q What kind of pressure does the debt that Westinghouse took on in order to finance the CBS purchase place on the CBS Radio Group?

A All that has to happen is for the CBS stations to be able to achieve the same goals the Group W stations have achieved over the last three years. Is it going to be a tough job? Heck yeah, it'll be a tough job. Is it impossible? No! Is it probable that it will happen? Yes.

Q When would you like to have the merger complete and settled down, and what stage are you in right now?

A I would be thrilled if I could get the CBS and Group W e-mail systems talking to each other! Management information systems is the biggest challenge right now. We've got two big computers talking different languages, so we have to get that together. But it's definitely a three-to-four-year task. It's not going to come easy.

But it has to be done this way — on the road with the stations. Companies have such great windows of opportunities for change within the first 90-120 days, but you need relationships to make that happen. So I'm on the road trying to make relationships the best I can, spelling out the vision for the future and yet trying to support them through the tasks ahead.

Q Is there an acquisition strategy that you've identified in these early stages of the merger?

A We'd like to fulfill our portfolio in News in the Top 10 markets. To do that, we would need News properties in Washington, Dallas, and Houston.

Q Are you looking for existing News properties, or are you willing to grow them from scratch? You have experience doing both.

“

I would love to be the biggest 'mom and pop' company in America. If we can capture an entrepreneurial spirit in the company, we can break the sound barrier!

”

A We would much prefer to buy solid, cash-flowing properties already doing News, assuming they become for sale.

Q Will there be any formula by which your stations will be managed? In some cases, you have one GM overseeing an entire market, while in other situations several GMs are in the picture.

A Everything will be reviewed by market, but we have no cookie-cutter way that we're going to do business. We may see one GM over two stations, but in St. Louis and Detroit, for example, we've made it clear that we're going to split the two CBS stations. In those markets, there's more opportunity for revenue, and we need more people involved in the sales process than we currently have.

Q What about in the markets such as New York and L.A., where you have two News stations? Do you still expect those stations to be operated by separate GMs?

A Yes. They're two separate products with two separate sales staffs, and they're going to continue to have two separate managers.

Q You've been asked this ad infinitum about your dual News markets — and you've stated several times that you intend to continue with their formats — but do you expect to add any non-news product to either station, such as talk shows?

A If the opportunity presented itself. But no decisions have been made as yet.

Q Do you intend to increase synergies between those stations and the CBS station in the market?

A Yes, but not to confuse the listeners or advertisers. For example, in San Francisco, we have a strong identity between KPIX television and KPIX radio.

And to immediately begin focusing on synergies between KPIX-TV and KCBS-AM could jeopardize and confuse listeners. The same thing applies to WCBS-TV/New York and WINS. We're very cautious about how we'll approach that. The opportunities are clearer between WCBS-AM and WCBS-TV. There's a risk when you mix these radio and TV call letters, and we're meticulously researching to avoid any problems.

Q What do you think of Talk programming, and how it would fit into your News programming?

“

Whether it's a small market, medium market, or big market, anybody who has the privilege of working in a radio station should be thankful.

”

A Perfectly. I see them in one arena.

Q Both the Group W and CBS stations, with a couple of exceptions, are adult-oriented ... yet your background at Cook Inlet included the operation of several successful youth stations (KUBE/Seattle and WPGC, among them). Might we see any more youth-oriented stations in your chain down the road?

A Not likely. I won't say for sure based on your question, since it's all market-driven. I have no philosophy about capturing a youth market nationwide. It's 'How can we make the most money in each individual market?' And in most cases, you do that with a 25-54 advertiser base. I'm really not interested in getting into a philosophy, such as in the '70s when companies — like Cook Inlet — would specialize in a youth market. I don't think that's the place for us to be. But [CHR/Rhythmic] WBBM-FM/Chicago is very successful, and we have no intention of changing that. So it's very market-driven and not driven by corporate philosophy.

Q You just switched the Group W FM in Detroit to NAC. What are your thoughts about the format?

A The faith we have in NAC came from the fabulous results that KTWV/Los Angeles [PD] Chris Brodie has been able to achieve. Also, I think there's a vote of confidence for what [consultant] Frank Cody has been able to do with the format. With both Chris's and Frank's help, I think our chances for success are enormous.

Q Any chance of Country expanding within the group?

A Not at the present; not that I can see today. But we're very proud of KIKK and KILT in Houston.

Q What's the future of the 'Arrow' stations in the group?

A It does its best when there's no Classic Rock format in the market. CBS

MASON/See Page 36

R&R PROGRAM SUPPLIER GUIDE
 Syndicated Radio Programs
 Radio Networks & Fulltime Formats
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Mason

Continued from Page 35

has had great success with Arrow in Los Angeles. **Tommy Edwards** is a great program director. I've said this before: Any 25-54 format is a friend of mine!

Q You're one of the few radio people with a programming background who rose through the management ranks. There are a lot of other people with no sales background who would like to follow in your footsteps. How did you get where you are?

A When I was 27, I was the PD of WPGC, and I had a great contract. But I wanted to be a general manager so badly. When the opportunity came at KTSB-AM & KTFM-FM/San Antonio, I had to take a pay cut and give up the security of WPGC, which was a well-run station — and even better in 1996, by the way. It was hard to break myself of the complacency mold. We were very successful, and it was risky to move, but I was willing to take the risk because I wanted to be a general manager. The station was hot during that year; I had an opportunity with San Antonio, and I took it.

My advice to anyone who wants to be a GM: You have to be prepared to take risks, and it's best to take those risks when you're hot or when you have a string of good books. Remember — no one will hire you when you're cold. So you have to leverage that and move to the next level. Be willing to give up one kind of success and start all over again. When I went to San Antonio, those people didn't know who I was and could care less.

Q If they didn't know you that well, how did you convince them to hire you?

A Fortunately for me, a gentleman by the name of **Bernie Waterman** loved hiring pro-

gram directors. He hired **Ken Dowe**, and Ken did a tremendous job before he went into ownership. **Bernie** had a successful string, and I happened to follow Ken.

Q Then you took on the job of group head, which carries a different set of responsibilities — much of them involved with finance. Did you handle this challenge as you did the transition from PD to GM?

A I've never had any formal training for the situations I've been in, but I fought my way through it. I knew little of finance, but when I got to Cook Inlet I had to learn the ropes really quickly. Fortunately, I had a lot of great support, and it worked. I think I learned more through adversity than through formal training.

Q By virtue of your programming background, do you feel you have a vested interest in the way your stations sound, perhaps more than a typical group head?

A I have relationships with all of our program directors, but I'm careful not to jump in their way. And for the winning radio stations, I don't go near them ... they don't need me! But I listen to the stations constantly, all day long, on our listen lines — even on the weekends.

Q Do you envision setting up a single rep firm for all of your stations?

A We have **CBS Radio Representatives and Group W Radio Sales**, which is under contract with **Interrep**, but the idea of combining them is not a priority today. Our contract with **Interrep** goes through the end of '96, and we're going to honor that. We need more time to determine how **WINS** and **WCBS-AM**, for example, can maximize their revenue from their ratings. I'm not sold on the idea that one team can do that.

Knight Crowned With 1996 Golden Mike Broadcast Award

Industry veteran **Norman Knight** and his **Knight Quality Stations** will be awarded the 1996 Golden Mike Award by the **Broadcasters' Foundation** at New York's Plaza Hotel on April 10.

"We could think of no other broadcaster more deserving of this honor," said **Broadcasters' Foundation** President **Gordon Hastings**. "Not only are the Knight Stations held in the highest esteem by industry peers, **Norman Knight**, as an individual, represents the commitment to community that is the very foundation of the broadcasting industry."

Joining in the industry salute are legendary Boston Celtics coach **Red Auerbach**, Republican presidential candidate and longtime friend **Pat Buchanan**, sportscasters **Curt Gowdy** and **Will McDonough**, and **NBC-TV's** "Tonight Show" host **Jay Leno**.

The Golden Mike Award was established in 1942 as an annual fundraising event of the **Broadcasters' Foundation**, with proceeds benefiting a benevolence fund for broadcast colleagues in acute financial need. For ticket information, call (203) 862-8577.



Knight

The CBS Radio Networks have not expanded into other services, such as 24-hour formats and syndicated radio programs, as ambitiously as some of their competitors. Are there plans to expand CBS's offerings, and what can we expect?

A We like the radio network business and look forward to investing our efforts to improve the network.

Q What fascinates you about radio these days?

A I have to answer that by starting at the beginning. I've known I wanted to be in radio since I was 10 years old, living in Louisville and winning contests all the time. I once won a trip to see the **Beatles** at **Crosley Field** in '64 or '65, but it got rained out. But I was lucky — I won a trip to **Coney Island** the same weekend from the competition! I've done everything there is to do in a radio station except sell. Whether it's a small market, medium market, or big market, anybody who has the privilege of working in a radio station should be thankful.

Changes

AC: **KACD & KBCD/Santa Monica-L.A.** drops its '70s, '80s, and '90s blocks for traditional Hot AC ... Former **WHTZ/New York** zookeeper **John Lander** is the new morning man at **WBMX/Boston**. At crosstown **WMJX**, **John Kosian** takes afternoons ... **Jim Scott** joins **WWNK/Cincinnati** for wake-ups ... **Jim Allen** segues to afternoons at **Rock AC WRVW/Harrisburg** ... At **WJBR/Wilmington**, **Paul Lewis** moves to middays, **Pat Boone** shifts to nights, and **Joe Vietri** assumes overnights.

CHR: Therapist **Carolyn Bushong** joins nighttimer **Rick O'Bryan** for "Passion Phones" at **KWMX/Denver** ... **Danny Oakes** is the new Promotions Asst./middayer at **KQXY/Beaumont, TX** ... **Debra Miles** is the new ND at **WNDU/South Bend, IN** ... **Hot Shot Hamilton** joins as night slammer at **WMGI/Terre Haute, IN** ... **Mike Young** is the new news personality/morning sidekick at **WAFL/Milford, DE**.

Country: **Steve Jordan** is now weekends/swing at **KYCY/San Fran-**

cisco ... **Richard Hudson** joins new Hot Country **KVOD-FM/Denver** as Asst. Production Director/middays ... **KNAX/Fresno** adds **Ruth Michaels** as morning news anchor and **Jimmy Hoppa** for evenings. At crosstown **KRBT**, **Don Weaver** and **Jodi Nye** join for mornings ... **KRMD/Shreveport, LA's Julie Ryan** moves to middays. **Gary Walker** joins for afternoons ... **Christina Kelley** is new to middays at **WKSF/Asheville, NC**.

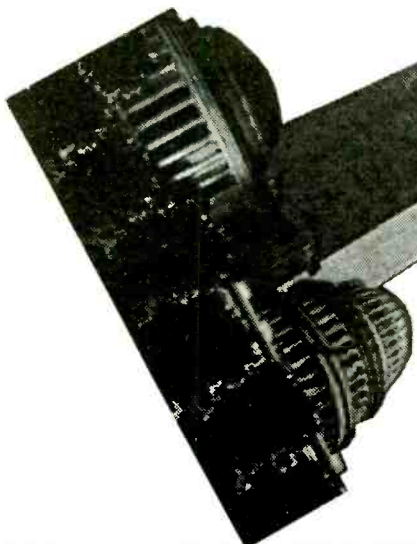
NAC: **WJZW/Washington** adds **Lee Hamilton** for middays.

News/Talk: **WOR/New York** adds Talk veteran **Joey Reynolds** for overnights ... **CHOG (Talk 640)/Toronto** welcomes **Marc Weisblott** to Saturday nights.

Rock: **WRCX/Chicago** taps in-tern **Jim Gregg** as producer of "The Lou Brutus Show" ... **Bart Taylor** joins **WCKW/New Orleans** as Production Director ... **Sherriemania** is named night slammer at **WFYV/Jacksonville** ... **KICT/Wichita** afternoon **Rick Regan** departs ... **KRAB/Bakersfield** names **Robin Pechota** Promotions Director. Also, the station moves to 106.1 MHz ... **KSTR/Grand Junction, CO** flips from Classic Rock to Rock. PD/MD **Ken Pilling** can be reached at (970) 242-5787; fax (970) 245-6585 ... **WBXQ/Altoona, PA** taps **Adam "AnE" Erykson** and **Larry "Purple" Hayze** for mornings ... **CKIT/Regina, Saskatchewan** flips to "Adult Rock" as **The Wolf**, with new calls **CFWF** and **Dwane Ford** as PD. The station's new address is 1922 Park St., Regina, SK, S4N 7M4, Canada. Phone (306) 569-6200; fax (306) 936-8329 ... Here's the new address for **KRZR/Fresno:** 1066 E. Shaw Ave., Fresno, CA 93170. Phone (209) 243-4300; fax (209) 243-4301 ... For the record: **Dave Sheppard** joins **WIXV/Savannah, GA** as Promotion Director.

Urban: **WVEE/Atlanta** hires **Larry Tinsley** as Sunday morning gospel host and **Si-Man** for "The Old School Family Reunion" on Sunday afternoons.

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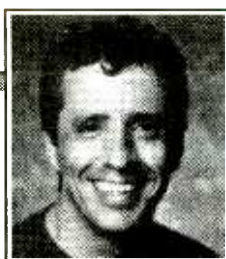
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TONY NOVIA

CONTEMPORARY HIT RADIO

A New CHR In New York!

□ Evergreen's de Castro outlines the WYNY-to-WKTU evolution

Evergreen Media Chairman/CEO Scott Ginsburg and President/COO Jimmy de Castro know radio and how to shake up an industry. In seven and a half years they've established Evergreen Media as one of America's premier radio broadcast companies. In revenue, where it counts on Wall Street, Evergreen is ranked third and has assembled an unrivaled stable of top talent and programmers.

Ginsburg and de Castro are also masterful salesmen who know how to get attention. Not since the launch of KQLZ (Pirate Radio)/Los Angeles with Scott Shannon and the infamous WFLZ (Power Pig) vs. WRBQ (Q105)/Tampa battle has a new station stimulated an air of anticipation in the industry like last week's format flip at WYNY/New York. For months there has been speculation that 'YNY would flip to CHR/Rhythmic, Classic Rock, '70s Pop, or just about any other format — or even remain Country.

CHR believers were hopeful that a move to any type of CHR in Amer-



ica's largest radio market would help revive a format that has been suffering declining market shares and loss of stations over the past five years. The most positive sign would be the effect a large and respected company like Evergreen would have by putting its stamp of approval on CHR by putting one on in a competitive market such as New York.

Will this send a signal to other major groups that with the right music, marketing, and morning show, CHR can be very profitable — especially with the available holes throughout the nation?

Upon hearing that Evergreen would flip the WYNY calls to WKTU, utilizing one of New York's most legendary and popular call letters, and program a CHR/Rhythm format, I interviewed de Castro. Here's the real story on the inner-workings of Evergreen and WYNY's format flip.

To Change Or Not To Change

One of the most asked questions about the 'YNY flip was why Country wasn't making it in New York. Was it poor programming, or was the Country audience too small to make it a financial success?

The story began when Evergreen bought Broadcast Partners Inc., the former owners of WYNY. BPI spent a great deal of time and millions of dollars researching and marketing the Country format.

Through its many stages and research projects 'YNY moved from mainstream Country to Hot Country and back again. In the Fall 1994 Arbitron ratings, WYNY had a 1.8 share, 12+. It jumped to a 2.7 in the Winter '95 book after an immense marketing campaign. But without the marketing push, the station was off a half-point to a 2.2 in the spring, rose to 2.4 in summer, and ended 1995 with a 1.9 share.

Given all the format shifts, did the potential New York country audi-

ence become fragmented? De Castro explains, "What we found by the time we took over in May '95 was the listening audience and advertising base did not support Country. So we questioned whether Country was correct for New York and commissioned Strategic Radio Research to conduct a market study.

"When we got the study back, it said the largest hole was for a rhythm-based CHR. Estimates said it could do upwards of a five share, cross several demos, and wouldn't be too young or ethnic. In this study, Country was the fourth or fifth format choice. We also checked Oldies, '70s Pop, News on FM, Arrow, and All-Personality as potential choices.

"While it looked like a there was a clear hole for CHR, the timing wasn't right. [Former WYNY GM] Steve Candullo convinced us to stay Country, and Scott and I also didn't want to change at the time. We had several other changes and projects on our on radar screen — we were making changes at WLUP-FM (The Loop)/Chicago and sister WMVP-AM, so the timing wasn't good. That's when all the rumors started flying."

Plan B

Without a duopoly in New York City, Ginsburg and de Castro knew they had to develop another game plan for 'YNY. De Castro adds, "We know how to make money, and we were also looking for something exciting and challenging. Evergreen is not satisfied with being on page seven in New York or any market. We want to be on page one! We respect the job that WPLJ and companies like Infinity and Emmis have done in New York and are anxious to deliver the same kind of caliber radio.

"We did another market research study, this time with the Nova Marketing Group. They put together probably the most intensive study ever done in New York. Results came back in early January with some very specific information. Then I talked to Steve Rivers and Guy Zapoleon. Everyone agreed there was a huge hole for a rhythmic CHR. I started talking with other New York



Evergreen VP/Programming Steve Rivers (l) and President/COO Jimmy de Castro announce WKTU's launch at Friday's (2/9) press conference.

GMs and PDs and everyone independently was telling me the same thing. The research confirmed it.

"I've had secret 'Man From U.N.C.L.E.'-type board meetings with Ginsburg, Rivers, John Madison, Bev Tilden, Zapoleon, several other industry heavies, and Evergreen PDs to help with strategies on this project. We've assembled the greatest brain trust of the best programmers and geniuses in the world on this format. We're going to develop a morning show. We'll work hard and deliver the product that New York is asking for."

After deciding on a format, the next focus was on the music. De Castro adds, "We did massive auditorium music tests conducted by Broadcast Architecture, another company we're buying. That information is being evaluated now and will help fine-tune the station's musical position."

Hook The Audience

To make maximum audience impact, de Castro says, "The music will be very tight in the beginning and widen somewhat with time. WKTU's audience goals will be women 21-40. We'll be top three 18-34, top five 25-34, and top 10 25-54. We're going to carefully craft our demo pre-

sentation to be wide enough and have enough depth and breadth to deliver the 34- or 36-year-old who grew up with this music.

From a rhythmic standpoint [competitor] W Q H T (Hot 97) has most of the

young African-American audience, and WRKS (Kiss) has the older African-American audience tied up. We don't want to compete with that."

"Pop mass-appeal rhythm" is how de Castro describes the new WKTU: "There's a lot of monster hit product that's not being played here. We want to be New York's Top 40. The new WKTU is 'New York's Mass Appeal Hit Music Radio Station.' The full positioning statement reads like this: 'There's no radio station in New York play-

ing music that appeals to the widest group of people possible. In other words, there's no mass appeal hit music station for New York. New York is a melting pot of different types of people. In an effort to serve one group, New York's radio stations play to the extremes. Pop and mass-appeal rhythm are the most popular music styles in New York." De Castro cites Janet Jackson, TLC, Real McCoy, Mariah Carey, Whitney Houston, Boyz II Men, Prince, Madonna, and Donna Summer as core artists for the new WKTU.

De Castro notes, "WKTU will play pure hit music. You really can't get this mass-appeal music from any other radio station in New York. Some stations only offer it in small doses, but it comes with a more extreme music type. As a matter of fact, if you monitor the percentages of the other stations, Pop and Pop-Dance are only 3% of WHTZ (Z100)'s playlist, 6% of WPLJ's, 11% of WRKS's, 13% of Hot 97's and 14% of [Urban] WBLB's."

The Countdown

During the week of February 4, WYNY simulcasted Evergreen stations WRCX/Chicago, KKBT/Los Angeles, WLUP/Chicago, KIOI/S.F., and WXKS/Boston — along with some of Evergreen's best talent—to attract New York's attention, including the ears of the big hitters on Wall Street. From Friday evening (2/9) until noon Saturday, only a heartbeat with musical riffs was heard. The new WKTU was launched at noon on Saturday (2/10).

In order to plug in immediately with New York listeners, de Castro says, "KTU will be setting up remote locations such as HMV and Tower Records, where listeners will get an opportunity to be on the air. People can talk about where dance music has been, how excited they are to have this station back, and request songs.

"Through our toll-free 800 line we're also inviting listeners to call in and vote for their favorite all-time dance hits. We'll tally those hits and play them back in a 'Top 500 Countdown' on Presidents' Day. That's our gift to New York. That goes until Tuesday morning and then the real new WKTU format kicks off."

Next Week: More exclusive behind-the-scenes info from de Castro and Rivers.



Evergreen's neon, retro invite for WKTU's launch.

The First Hours

Here's what New York heard at noon on Saturday (2/10), when the new WKTU signed on the air:

Noon

- C + C MUSIC FACTORY *Gonna Make You Sweat*
- MARIAH CAREY *Fantasy*
- SNAP *Rhythm Is A Dancer*
- MADONNA *Open Your Heart*
- REAL MCCOY *Run Away*
- CECE PENISTON *Finally*
- LINA SANTIAGO *Feel So Good (Show Me Your Love)*
- PRINCE *I Would Die 4 U*
- K.W.S. *Please Don't Go*
- CYNTHIA *Change On Me*
- TLC *Diggin' On You*
- JANET JACKSON *Runaway*
- HADDAWAY *What Is Love*
- EMOTIONS *Best Of My Love*

1PM

- SALT-N-PEPA */EN VOGUE*
- Whatta Man
- WHITNEY HOUSTON *Exhale (Shoop Shoop)*
- DONNA SUMMER *Hot Stuff*
- SEAL *Kiss From A Rose*
- MARKY MARK & THE FUNKY BUNCH *Good Vibrations*
- EVERYTHING BUT THE GIRL *Missing*
- CRYSTAL WATERS *Gypsy Woman (She's Homeless)*
- BLACK BOX *Everybody Everybody*
- TLC *Waterfalls*
- A TASTE OF HONEY *Boogie Oogie Oogie*
- LA BOUCHE *Be My Lover*
- MARVIN GAYE *Sexual Healing*
- TERROR FABULOUS *Action*
- ROZALLA *Everybody's Free*

CALLOUT AMERICA song selection is based on the top titles from the R&R CHR/Pop chart for the week of January 22-28.

ARTIST TITLE LABEL(S)	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL% FAMILIARITY	TOTAL% BURN
	TW	LW	2W	3W		
GOO GOO DOLLS Name (<i>Metal Blade/WB</i>)	3.95	3.85	3.78	3.81	78.0%	17.3%
DEEP BLUE SOMETHING Breakfast At... (<i>RainMaker/Interscope</i>)	3.90	3.85	3.97	3.85	88.6%	24.4%
SMASHING PUMPKINS 1979 (<i>Virgin</i>)	3.88	—	—	—	42.7%	8.9%
COLLECTIVE SOUL The World I Know (<i>Atlantic</i>)	3.85	3.72	3.74	3.61	64.4%	11.1%
MARIAH CAREY One Sweet Day (<i>Columbia/CRG</i>)	3.85	3.83	3.87	3.93	88.9%	33.1%
OASIS Wonderwall (<i>Epic</i>)	3.76	3.80	—	—	58.0%	12.3%
DEL AMITRI Roll To Me (<i>A&M</i>)	3.75	3.64	3.69	3.65	80.2%	22.7%
BODEANS Closer To Free (<i>Slash/Reprise</i>)	3.71	—	—	—	51.9%	7.9%
BLUES TRAVELER Hook (<i>A&M</i>)	3.69	3.79	3.79	3.72	60.2%	15.8%
ALANIS MORISSETTE Hand In My Pocket (<i>Maverick/Reprise</i>)	3.68	3.67	3.77	3.77	85.2%	28.6%
JOAN OSBORNE One Of Us (<i>Blue Gorilla/Mercury</i>)	3.66	3.73	3.64	3.77	85.7%	27.7%
SOPHIE B. HAWKINS As I Lay Me Down (<i>Columbia/CRG</i>)	3.65	3.72	3.62	3.64	89.9%	27.7%
NATALIE MERCHANT Carnival (<i>Elektra/EEG</i>)	3.61	3.58	3.60	3.56	74.8%	21.2%
MARIAH CAREY Fantasy (<i>Columbia/CRG</i>)	3.55	3.54	3.48	3.60	85.9%	37.3%
TOAD THE WET SPROCKET Good Intentions (<i>Columbia/CRG</i>)	3.55	3.49	3.45	3.63	52.8%	10.9%
GROOVE THEORY Tell Me (<i>Epic</i>)	3.53	3.51	3.45	3.50	52.8%	12.6%
NATALIE MERCHANT Wonder (<i>Elektra/EEG</i>)	3.53	3.47	3.48	3.46	59.0%	11.4%
HOOTIE & THE BLOWFISH Time (<i>Atlantic</i>)	3.52	3.53	3.73	3.55	82.5%	28.6%
TONY RICH PROJECT Nobody Knows (<i>LaFace/Arista</i>)	3.48	3.79	3.77	3.32	41.0%	10.4%
SOUL ASYLUM Promises Broken (<i>Columbia/CRG</i>)	3.46	3.43	3.62	—	17.3%	2.7%
TLC Diggin' On You (<i>LaFace/Arista</i>)	3.44	3.51	3.55	3.62	71.1%	24.7%
SEAL Don't Cry (<i>ZTT/WB</i>)	3.34	3.30	3.32	3.27	56.3%	14.6%
WHITNEY HOUSTON Exhale (Shoop Shoop) (<i>Arista</i>)	3.32	3.44	3.51	3.43	82.7%	31.1%
LA BOUCHE Be My Lover (<i>Logic/RCA</i>)	3.31	3.37	3.16	3.21	53.3%	17.8%
BLESSID UNION OF SOULS Oh Virginia (<i>EMI</i>)	3.30	—	—	—	25.9%	3.2%
MADONNA You'll See (<i>Maverick/WB</i>)	3.29	3.26	3.42	3.39	84.4%	27.4%
EVERYTHING BUT THE GIRL Missing (<i>Atlantic</i>)	3.27	3.32	3.38	3.32	60.0%	22.2%
BIG MOUNTAIN Get Together (<i>Giant/WB</i>)	3.18	3.31	3.15	3.25	71.1%	17.8%
MELISSA ETHERIDGE I Want To Come Over (<i>Island</i>)	2.99	3.15	—	—	51.1%	17.8%
GEORGE MICHAEL Jesus To A Child (<i>DreamWorks/Geffen</i>)	2.68	2.97	2.66	—	32.1%	11.9%

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

Callout America. HotScores

By TONY NOVIA

Two songs debut on Callout America this week with solid favorability scores across the board.

Smashing Pumpkins' "1979" (Virgin) ranks third in total favorability with a 3.88. "1979" leads the pack among women 18-24 with a 3.88 and in the West region (4.10).

"Closer To Free" by the BoDeans (Slash/Reprise), from the fast-rising Fox TV series "Party Of Five," debuts at No. 8 with a 3.71 total favorability score.

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

- Women 12-17 — Deep Blue Something and Collective Soul (tie), Goo Goo Dolls, Joan Osborne, Mariah Carey "Sweet," Oasis, Alanis Morissette, Smashing Pumpkins, BoDeans, and Del Amitri.

- Women 18-24 — Smashing Pumpkins, Mariah Carey "Sweet," Deep Blue Something and Goo Goo Dolls (tie), Oasis, Natalie Merchant "Carnival," Collective Soul, Natalie Merchant "Wonder," and a tie between BoDeans and Alanis Morissette.

- Women 25-34 — Goo Goo Dolls, Hootie & The Blowfish, Del Amitri, Smashing Pumpkins, Collective Soul, BoDeans, Deep Blue Something, Blues Traveler and Sophie B. Hawkins (tie), and Seal.

The best-testing songs in Callout America's four regions this week are:

- East — Mariah Carey "Sweet," Collective Soul, Deep Blue Something and Goo Goo Dolls (tie), Smashing Pumpkins, Mariah Carey "Fantasy," Groove Theory, Sophie B. Hawkins, BoDeans, and TLC.

- South — Oasis, Collective Soul, Goo Goo Dolls, Deep Blue Something and Smashing Pumpkins (tie), Soul Asylum, Del Amitri, Mariah Carey "Sweet," Blues Traveler, and Joan Osborne.

- Midwest — Goo Goo Dolls, Deep Blue Something, Del Amitri, Alanis Morissette, Mariah Carey "Sweet," BoDeans, Oasis, Smashing Pumpkins, Mariah Carey "Fantasy," and Collective Soul.

- West — Smashing Pumpkins, Goo Goo Dolls, Collective Soul, Deep Blue Something, Oasis, Alanis Morissette, Blues Traveler, BoDeans, Toad The Wet Sprocket, and Mariah Carey "Sweet."

To request a detailed copy of Callout America with demo and region information, call (310) 788-1648 or 788-1695.

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FEBRUARY 16, 1996

Table with columns: 3W, 2W, LW, TW, ARTIST TITLE LABEL(S), TOTAL PLAYS (TW, LW, 2W, 3W), TOTAL STATIONS/ADDS. Lists songs like 'EVERYTHING BUT THE GIRL Missing' and 'GIN BLOSSOMS Follow You Down'.

This chart reflects airplay from February 5-11. Songs ranked by total plays. Highlighted songs indicate Breaker. 130 CHR/Pop reporters. 129 current playlists. © 1996, R&R Inc.

BREAKERS®

GIN BLOSSOMS

Follow You Down (A&M)

Table with columns: TOTAL PLAYS/INCREASE, TOTAL STATIONS/ADDS, CHART. Values: 2200/396, 110/10, 17

BLESSID UNION OF SOULS

Oh Virginia (EMI)

Table with columns: TOTAL PLAYS/INCREASE, TOTAL STATIONS/ADDS, CHART. Values: 2091/213, 99/5, 18

SMASHING PUMPKINS

1979 (Virgin)

Table with columns: TOTAL PLAYS/INCREASE, TOTAL STATIONS/ADDS, CHART. Values: 2016/283, 105/7, 19

MOST ADDED®

Table with columns: ARTIST TITLE LABEL(S), ADDS. Lists artists like CELINE DION, ALANIS MORISSETTE, etc.

MOST INCREASED PLAYS

Table with columns: ARTIST TITLE LABEL(S), TOTAL PLAY INCREASE. Lists artists like ACE OF BASE, ALANIS MORISSETTE, etc.

HOTTEST RECURRENTS

Table with columns: ARTIST TITLE LABEL(S). Lists artists like SEAL, TLC, COLLECTIVE SOUL, etc.

Breakers: Songs registering 2000 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week.



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POP/ALTERNATIVE TOP 20

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
1	1	JOAN OSBORNE One Of Us (<i>Blue Gorilla/Mercury</i>)	5460	5622	153/0
3	2	OASIS Wonderwall (<i>Epic</i>)	5336	5295	195/1
2	3	GOO GOO DOLLS Name (<i>Metal Blade/WB</i>)	4901	5333	139/0
4	4	COLLECTIVE SOUL The World I Know (<i>Atlantic</i>)	4768	4775	176/1
6	5	SMASHING PUMPKINS 1979 (<i>Virgin</i>)	4676	4492	192/7
5	6	HOOTIE & THE BLOWFISH Time (<i>Atlantic</i>)	4505	4651	114/0
7	7	NATALIE MERCHANT Wonder (<i>Elektra/EEG</i>)	4310	4204	144/1
9	8	GIN BLOSSOMS Follow You Down (<i>A&M</i>)	4194	3734	191/10
12	9	ALANIS MORISSETTE Ironic (<i>Maverick/Reprise</i>)	3826	3044	184/40
10	10	BLUES TRAVELER Hook (<i>A&M</i>)	3681	3485	118/2
8	11	DEEP BLUE SOMETHING Breakfast At... (<i>RainMaker/Interscope</i>)	3545	3999	108/0
11	12	BUSH Glycerine (<i>Trauma/Interscope</i>)	3093	3376	150/6
13	13	GREEN DAY Brain Stew (<i>Reprise</i>)	2622	2625	93/0
18	14	EVERCLEAR Santa Monica (Watch...) (<i>Capitol</i>)	2604	2294	106/9
—	15	PRESIDENTS OF THE UNITED... Peaches (<i>Columbia/CRG</i>)	2414	1970	139/27
14	16	FOLK IMPLOSION Natural One (<i>London/Island</i>)	2403	2599	123/0
19	17	NO DOUBT Just A Girl (<i>Trauma/Interscope</i>)	2386	2277	116/11
16	18	GOO GOO DOLLS Naked (<i>Metal Blade/WB</i>)	2379	2345	100/1
—	19	ALICE IN CHAINS Heaven Beside You (<i>Columbia/CRG</i>)	2347	2182	86/3
20	20	SPACEHOG In The Meantime (<i>Sire/EEG</i>)	2331	2209	90/1

This chart reflects airplay from February 5-11. Songs ranked by total plays. 130 CHR/Pop reporters and 89 Alternative reporters combine from the custom chart function on R&R ONLINE. Alternative titles are manually extrapolated. For complete reporter lists refer to Pop and Alternative sections. © 1996, R&R Inc.



HANGIN' WITH "THE SINGLE GUY" — Columbia's Ray Vaughn (l), Lee Leipsner (r) and his brother Jonathan Silverman, star of NBC-TV's "The Single Guy," pose for a shot at Super Bowl XXX in Tempe, AZ.



ALL DOLLED UP IN BUFFALO — Goo Goo Dolls members Johnny Rzenik (second from left) and Robbie Takac had nothing but a good time hanging out backstage with the folks at WKSE/ Buffalo. Enjoying the schmoozing are (l) WKSE MD Dave Universal, PD Sue O'Neil (second from right), and WB rep Jeff Cryden.

NEW & ACTIVE

JANN ARDEN Inensitive (<i>A&M</i>) Total Plays: 734, Total Stations: 61, Adds: 4	DIANA KING Ain't Nobody (<i>Work/CRG</i>) Total Plays: 444, Total Stations: 33, Adds: 8
2PAC F/DR. DRE California Love (<i>Death Row/Interscope</i>) Total Plays: 726, Total Stations: 41, Adds: 4	LINA SANTIAGO Feels So Good... (<i>Groove Nation/Universal</i>) Total Plays: 433, Total Stations: 26, Adds: 12
L.L. COOL J Hey Lover (<i>Def Jam/Island</i>) Total Plays: 707, Total Stations: 40, Adds: 1	EVERCLEAR Santa Monica (Watch The World Die) (<i>Capitol</i>) Total Plays: 349, Total Stations: 30, Adds: 9
PRESIDENTS OF THE UNITED STATES Peaches (<i>Columbia/CRG</i>) Total Plays: 568, Total Stations: 56, Adds: 24	HOOTIE & THE BLOWFISH I Go Blind (<i>Reprise</i>) Total Plays: 317, Total Stations: 11, Adds: 1
LISA LOEB & NINE STORIES Taffy (<i>Geffen</i>) Total Plays: 532, Total Stations: 41, Adds: 1	CORRS The Right Time (<i>143/Lava/Atlantic</i>) Total Plays: 307, Total Stations: 35, Adds: 9
MARIAH CAREY Always Be My Baby (<i>Columbia/CRG</i>) Total Plays: 530, Total Stations: 22, Adds: 7	GOO GOO DOLLS Naked (<i>Metal Blade/WB</i>) Total Plays: 300, Total Stations: 15, Adds: 1
MEAT LOAF Not A Dry Eye In The House (<i>MCA</i>) Total Plays: 488, Total Stations: 44, Adds: 0	ENYA Anywhere Is (<i>Reprise</i>) Total Plays: 298, Total Stations: 26, Adds: 3
J'SON Take A Look (<i>Hollywood</i>) Total Plays: 477, Total Stations: 37, Adds: 5	N-TRANCE Stayin' Alive (<i>Radikal/Critique</i>) Total Plays: 293, Total Stations: 17, Adds: 1
NO DOUBT Just A Girl (<i>Trauma/Interscope</i>) Total Plays: 465, Total Stations: 39, Adds: 10	L.A.D. Ridin' Low (<i>Hollywood</i>) Total Plays: 250, Total Stations: 10, Adds: 0
D: REAM Shoot Me With Your Love (<i>Sire/EEG</i>) Total Plays: 447, Total Stations: 33, Adds: 0	MARY J. BLIGE Not Gon' Cry (<i>Arista</i>) Total Plays: 242, Total Stations: 23, Adds: 14

Songs ranked by total plays

SELECTED NEW RELEASES

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

ADDS FEBRUARY 20

Beatles	"Real Love" (Apple/Capitol)
Del Amitri	"Tell Her This" (A&M)
Dog's Eye View	"Everything Falls Apart" (Columbia/CRG)
Francis Dunnery	"Too Much Saturn" (Atlantic)
Foo Fighters	"Big Me" (Capitol)
K.D. Lang	"Sexuality" (WB)
Edwin McCain	"Sorry To A Friend" (Lava/Atlantic)
Spacehog	"In The Meantime" (Elektra/EEG)
Poe	"Trigger Happy Jack" (Modern/Atlantic)
Xavier	"Saturday's Song" (Interscope)



A BLESSID CAUSE — Blessid Union Of Souls recently helped WKRQ (Q102)/Cincinnati AMers Linda Welby and Terry Boyd raise over \$44,000 for a local child's double lung transplant. Presenting the check at the Mayor's office are (back, l-r) group members Tony Clark, Jeff Pence, Elliot Sloan and Eddie Hedges; (front, l-r) Welby, Cincinnati Mayor Roxanne Qualls, the child's mother Pam Koch, and Boyd.

Stations and their adds listed alphabetically by market

Table listing radio stations across various markets (e.g., Albany, NY; Boise, ID; Denver, CO) with their respective Program Directors and current/previous playlist items.

130 Total Reporters
129 Current Reporters
129 Current Playlists
Did Not Report For Two Consecutive Weeks, Not Used In This Week's Data(1):
WNTQ/Syracuse, NY

CHR/POP PLAYLISTS

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

MARKET #1 WHZZ/2300 Kingston/Shane. Playlist for 700 New York with columns for plays, time slots, and artist/title.

MARKET #2 KISFM 102.7 Los Angeles. Playlist for KISFM 102.7 with columns for plays, time slots, and artist/title.

MARKET #5 WIOQ/Philadelphia. Playlist for WIOQ 102 with columns for plays, time slots, and artist/title.

MARKET #7 KHKS/Dallas. Playlist for 106.1 KISS FM with columns for plays, time slots, and artist/title.

MARKET #9 KRBE/Houston. Playlist for 104 KRBE with columns for plays, time slots, and artist/title.

MARKET #10 WXKS/Boston. Playlist for Kiss 108 FM with columns for plays, time slots, and artist/title.

MARKET #11 WHYI/Miami. Playlist for 100 FM with columns for plays, time slots, and artist/title.

MARKET #12 WSTR/Atlanta. Playlist for STAR 94 FM with columns for plays, time slots, and artist/title.

MARKET #15 KKLO/San Diego. Playlist for Q106 with columns for plays, time slots, and artist/title.

MARKET #16 KDWB/Minneapolis. Playlist for KDWB 101.3 with columns for plays, time slots, and artist/title.

MARKET #17 WKQB/St. Louis. Playlist for Q104 with columns for plays, time slots, and artist/title.

MARKET #19 WBZZ/Pittsburgh. Playlist for 94 with columns for plays, time slots, and artist/title.

MARKET #20 KKFR/Phoenix. Playlist for Power 92 FM with columns for plays, time slots, and artist/title.

MARKET #21 WFLZ/Tampa. Playlist for 93.1 FLZ with columns for plays, time slots, and artist/title.

MARKET #22 WJMK/Cleveland. Playlist for JAMMIN 92.3 with columns for plays, time slots, and artist/title.


CHR/POP PLAYLISTS

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

MIX 107.5 FM
Denver's Best Music Mix
MARKET #23
KWMX/Denver
(303) 321-0950
Peake/Douglas/Cagle

PLAYS

3W	ZW	LW	TW	ARTIST/TITLE
62	63	67	66	HOOTIE & BLOWFISH/Time
47	46	48	48	TOAD THE WET.../Good Intentions
61	60	60	60	MARIAH CAREY/One Sweet Day
59	54	56	59	BLUES TRAVELER/Run-Around
65	65	65	65	DEEP BLUE SOMETHING/Breakfast At...
47	44	41	54	SEAL/Don't Cry
61	52	41	52	GOD GOO DOLLS/Name
48	54	64	49	MADONNA/You'll See
45	52	59	48	NATALIE MERCHANT/Wonder
28	34	47	43	EVERYTHING BUT.../Missing
44	43	43	43	GREEN DAY/When I Come Around
48	46	43	41	MELISSA ETHERIDGE/I Want To...
47	43	41	41	LIVE/Lighting Crashes
32	39	40	41	COLLECTIVE SOUL/The World I Know
41	38	42	40	DAVE MATTHEWS BAND/Ants Marching
40	40	34	38	NATALIE MERCHANT/Carnival
63	49	37	36	SOPIE B. HAWKINS/As I Lay Me Down
31	27	26	26	TONY RICH PROJECT/Nobody Knows
17	26	32	32	BLUES TRAVELER/Hook
12	25	28	28	GIN BLOSSOMS/Follow You Down
19	23	23	23	SMASHING PUMPKINS/1979
23	14	23	23	DAVE MATTHEWS BAND/Satellite
22	24	24	24	TLC/Waterfalls
24	23	23	23	JANET JACKSON/Runaway
26	24	25	25	DEE REE/Yo Gotta Be
21	22	22	22	BLESSID UNION OF.../I Believe
11	21	21	21	SOPIE B. HAWKINS/Only Love...
12	22	21	21	ALANIS MORISSETTE/Ironic
24	22	21	21	ALL-4-ONE/Can Love You...
14	19	19	19	FOLK IMPLOSION/Natural One
13	14	15	17	BUSH/Glycerine
8	17	15	15	OASIS/Wonderwall
14	14	14	14	JANN ARDEN/Insensitive
20	12	9	13	SOUL ASYLUM/Promises Broken
10	14	13	12	WHITNEY HOUSTON/Exhale (Shoop...)
5	5	8	ENYA/Anywhere Is	
8	11	6	4	GEORGE MICHAEL/Jesus To A Child

**KRKR/Portland, OR**
(503) 226-0100
Benson/Buchanan


PLAYS

3W	ZW	LW	TW	ARTIST/TITLE
32	48	62	61	DEEP BLUE SOMETHING/Breakfast At...
16	24	58	60	GOD GOO DOLLS/Name
42	43	45	29	TONY RICH PROJECT/Nobody Knows
50	59	51	58	MONICA/Don't Take It...
43	33	47	56	NATALIE MERCHANT/Carnival
20	39	42	47	BLUES TRAVELER/Hook
56	38	62	45	MARIAH CAREY/One Sweet Day
65	61	45	45	EVERYTHING BUT.../Missing
44	47	43	45	JAN OSBORNE/One Of Us
23	27	44	44	LOS DEL RIO/BAYSIDE/Macarena
45	46	47	44	GROOVE THEORY/Tell Me
9	28	49	49	HOOTIE & BLOWFISH/Time
54	33	35	40	WHITNEY HOUSTON/Exhale (Shoop...)
46	51	28	40	MARIAH CAREY/Always Be My Baby
46	51	28	40	SCPIE B. HAWKINS/As I Lay Me Down
25	33	28	28	FUN FACTORY/Wanna B With U
20	20	28	26	BRANDY/Sittin' Up In My...
28	27	24	25	HOOTIE & BLOWFISH/Only Wanna Be...
28	27	24	25	COOLIO/Gangsta's Paradise
10	17	17	17	3T/Anything
11	20	21	21	OASIS/Wonderwall
61	60	43	25	BLESSID UNION OF.../Let Me Be The One
25	31	30	24	LA BOUCHE/Be My Lover
28	30	28	24	DEBORAH COX/Who Do U Love
42	42	23	23	DEL AMITRI/Roll To Me
8	11	23	23	SEAL/Don't Cry
10	19	18	18	PLANET SOUL/Set U Free
64	45	16	16	MADONNA/You'll See
21	18	15	15	XSCAPE/Who Can I Run To
16	23	21	13	ALANIS MORISSETTE/You Oughta Know
16	46	12	12	TLC/Diggin' On You
6	11	6	11	SMASHING PUMPKINS/1979
5	5	5	7	NATALIE MERCHANT/Wonder
15	27	8	8	GEORGE MICHAEL/Jesus To A Child
5	5	5	5	DAVE MATTHEWS BAND/Satellite

**WKRQ/Cincinnati**
(513) 763-5500
Steal/Douglas

PLAYS

3W	ZW	LW	TW	ARTIST/TITLE
34	65	66	66	DEEP BLUE SOMETHING/Breakfast At...
64	65	66	65	COLLECTIVE SOUL/December
49	38	66	65	EVERYTHING BUT.../Missing
54	66	66	65	GOD GOO DOLLS/Name
53	63	64	64	WHITNEY HOUSTON/Exhale (Shoop...)
33	65	64	62	ALANIS MORISSETTE/Hand In My Pocket
36	66	61	61	JOAN OSBORNE/One Of Us
65	38	41	40	EDWIN MCCAIN/Solitude
38	36	39	38	ACE OF BASE/Beautiful Life
27	32	32	37	BODEANS/Closer To Free
45	38	37	36	BLUES TRAVELER/Hook
42	31	37	35	JANET JACKSON/Runaway
28	30	29	34	NATALIE MERCHANT/Wonder
11	28	33	33	TONY RICH PROJECT/Nobody Knows
25	25	32	28	DEBORAH COX/Who Do U Love
31	30	31	31	BLESSID UNION OF.../Let Me Be The One
13	20	25	29	ACE OF BASE/Lucky Love
25	29	30	29	SEAL/Don't Cry
13	20	26	29	COLLECTIVE SOUL/The World I Know
20	33	20	20	MADONNA/You'll See
66	32	28	28	SOPIE B. HAWKINS/As I Lay Me Down
25	25	25	28	TLC/Diggin' On You
41	36	35	28	MARIAH CAREY/Fantasy
8	27	28	26	BRANDY/Sittin' Up In My...
47	33	28	26	GIN BLOSSOMS/TI I Hear It...
16	17	14	18	LA BOUCHE/Be My Lover
26	33	33	24	"AFKAP"/Gold
4	4	24	24	OASIS/Wonderwall
4	13	23	23	SMASHING PUMPKINS/1979
23	20	23	23	NATALIE MERCHANT/Carnival
27	27	23	23	GIN BLOSSOMS/Follow You Down
63	62	5	21	ALL-4-ONE/Can Love You...
16	17	14	18	MARIAH CAREY/One Sweet Day
16	17	14	18	ELTON JOHN/Blessed
24	24	26	17	PRESIDENTS OF.../Lump
12	15	12	17	BLESSID UNION OF.../Oh Virginia
27	8	7	16	BIG MOUNTAIN/Get Together
5	5	10	7	SOUL ASYLUM/Promises Broken
22	18	12	5	GEORGE MICHAEL/Jesus To A Child

**KMXX/Kansas City**
(816) 753-0933
Land

PLAYS

3W	ZW	LW	TW	ARTIST/TITLE
72	73	69	72	HOOTIE & BLOWFISH/Time
26	24	39	72	SOPIE B. HAWKINS/As I Lay Me Down
16	27	50	72	BLUES TRAVELER/Hook
72	72	70	70	GOD GOO DOLLS/Name
31	67	69	72	NATALIE MERCHANT/Wonder
17	41	71	71	GIN BLOSSOMS/TI I Hear It...
71	71	71	71	WHITNEY HOUSTON/Exhale (Shoop...)
27	51	71	71	JOAN OSBORNE/One Of Us
13	25	35	35	LA BOUCHE/Be My Lover
29	29	34	34	TOAD THE WET.../Good Intentions
19	29	33	32	TONY RICH PROJECT/Nobody Knows
31	31	31	31	ACE OF BASE/Lucky Love
20	24	33	30	BIG MOUNTAIN/Get Together
71	72	55	29	DEEP BLUE SOMETHING/Breakfast At...
72	48	30	29	MARIAH CAREY/One Sweet Day
10	20	24	26	SEAL/Don't Cry
22	11	17	24	MADONNA/You'll See
11	21	23	23	HOOTIE & BLOWFISH/Only Wanna Be...
16	21	21	21	BLUES TRAVELER/Run-Around
17	17	17	17	SMASHING PUMPKINS/1979
19	18	18	18	MONICA/Before You Walk...
19	22	18	18	CORRS/The Right Time
16	22	18	18	BLESSID UNION OF.../Oh Virginia
16	17	12	16	EDDIE MCDONNELL/Take It From Me
16	22	17	16	MEN WITHOUT HATS/The Safety Dance
9	19	19	16	SOUL ASYLUM/Promises Broken
19	24	27	16	SIMPLY RED/Fairground
35	29	28	15	TLC/Diggin' On You
11	17	14	14	3T/Anything
18	13	14	14	HOOTIE & BLOWFISH/Go Blind
19	10	13	13	BODEANS/Closer To Free
11	17	13	13	JANN ARDEN/Insensitive
9	17	16	13	DENISE W/COLLAGE/All Cried Out
11	19	13	13	SOPIE B. HAWKINS/Only Love...
9	16	12	12	OASIS/Wonderwall
12	12	12	12	ALANIS MORISSETTE/Ironic
11	11	11	11	BUSH/Glycerine
11	11	11	11	CELINE DION/Because You Loved Me
11	11	11	11	ALANIS MORISSETTE/You Oughta Know
25	23	11	12	MARIAH CAREY/Fantasy

**WPRO/Providence**
(401) 433-4200
Shebel/Mascaro

PLAYS

3W	ZW	LW	TW	ARTIST/TITLE
39	42	42	85	JOAN OSBORNE/One Of Us
62	63	63	63	GROOVE THEORY/Tell Me
38	40	42	63	EVERYTHING BUT.../Missing
36	62	61	61	DEF LEPPARD/When Love & Hate...
62	61	62	60	BLESSID UNION OF.../Let Me Be The One
36	65	60	58	WHITNEY HOUSTON/Exhale (Shoop...)
63	64	63	58	HOOTIE & BLOWFISH/Time
20	40	39	42	BODEANS/Closer To Free
30	33	43	42	BLUES TRAVELER/Hook
30	34	47	47	MELISSA ETHERIDGE/I Want To...
36	37	35	41	COLLECTIVE SOUL/The World I Know
37	44	40	41	LA BOUCHE/Be My Lover
40	38	40	40	TLC/Diggin' On You
65	60	64	39	SELENA/Dreaming Of You
38	36	39	39	GOD GOO DOLLS/Name
67	63	60	38	MARIAH CAREY/One Sweet Day
29	32	28	28	SOPIE B. HAWKINS/Only Love...
27	28	28	28	SEAL/Don't Cry
29	32	30	28	NATALIE MERCHANT/Wonder
29	32	30	28	TONY RICH PROJECT/Nobody Knows
22	22	22	22	MONICA/Before You Walk...
22	22	22	22	CELINE DION/Because You Loved Me
20	15	18	18	ALANIS MORISSETTE/Ironic
18	17	17	18	MEN WITHOUT HATS/The Safety Dance
18	17	18	18	SOUL ASYLUM/Promises Broken
18	15	17	17	BLUES TRAVELER/Run-Around
16	13	17	17	COLLECTIVE SOUL/December
16	19	14	16	FUN FACTORY/Wanna B With U
22	16	15	16	TLC/Waterfalls
20	18	19	18	CORONA/The Rhythm Of...
20	18	19	18	ALANIS MORISSETTE/Ironic
20	16	19	15	MARIAH CAREY/Fantasy
20	16	19	15	DIONNE FARRIS/ Know
20	20	21	15	GREEN DAY/When I Come Around
14	15	16	14	O' REAM/SHOOL Like With...
16	14	14	14	HOOTIE & BLOWFISH/Only Wanna Be...
16	12	14	13	BLESSID UNION OF.../Oh Virginia
16	12	14	13	TAKE THAT/Back For Good
25	23	11	9	GEORGE MICHAEL/Jesus To A Child

**WNCI/Columbus, OH**
(614) 224-9624
Dumick/Bowen

PLAYS

3W	ZW	LW	TW	ARTIST/TITLE
59	57	55	55	DEEP BLUE SOMETHING/Breakfast At...
55	55	48	55	GOD GOO DOLLS/Name
48	50	51	51	HOOTIE & BLOWFISH/Time
58	54	47	50	MARIAH CAREY/One Sweet Day
50	53	49	53	GIN BLOSSOMS/TI I Hear It...
46	50	45	47	JOAN OSBORNE/One Of Us
47	43	45	45	SOPIE B. HAWKINS/As I Lay Me Down
58	54	45	45	ACE OF BASE/Beautiful Life
15	45	44	44	GROOVE THEORY/Tell Me
17	15	43	43	NATALIE MERCHANT/Wonder
52	36	55	43	TOAD THE WET.../Good Intentions
18	10	13	42	MADONNA/You'll See
19	16	14	41	SEAL/Don't Cry
49	51	43	40	JANET JACKSON/Runaway
40	12	18	36	ALANIS MORISSETTE/Hand In My Pocket
14	20	10	35	BLESSID UNION OF.../Oh Virginia
47	38	12	28	MARIAH CAREY/Fantasy
45	45	28	28	NATALIE MERCHANT/Carnival
26	23	26	26	EVERYTHING BUT.../Missing
6	16	29	25	TONY RICH PROJECT/Nobody Knows
19	16	17	25	BLUES TRAVELER/Hook
8	29	31	21	LA BOUCHE/Be My Lover
6	14	15	23	MELISSA ETHERIDGE/I Want To...
14	17	16	20	COLLECTIVE SOUL/The World I Know
12	19	18	19	OASIS/Wonderwall
20	17	18	18	GEORGE MICHAEL/Jesus To A Child
20	17	18	18	SELENA/Dreaming Of You
36	35	17	17	3T/Anything
10	13	12	12	EDWIN MCCAIN/Solitude
13	15	16	12	SOUL ASYLUM/Promises Broken
10	13	16	12	MEAT LOAF/Not A Dry Eye In...
18	22	47	9	DEF LEPPARD/When Love & Hate...
46	43	44	7	DEL AMITRI/Roll To Me
45	42	47	5	BLESSID UNION OF.../Let Me Be The One
19	23	6	5	WHITNEY HOUSTON/Exhale (Shoop...)
45	47	53	5	TAKE THAT/Back For Good
15	15	15	15	SMASHING PUMPKINS/1979
15	15	15	15	SOPIE B. HAWKINS/Only Love...

**WVVZ/Morristown**
(804) 497-2000
London/Sellers

PLAYS

3W	ZW	LW	TW	ARTIST/TITLE
49	66	72	76	PLANET SOUL/Set U Free
58	52	55	69	WHITNEY HOUSTON/Exhale (Shoop...)
67	74	57	67	MARIAH CAREY/One Sweet Day
54	48	46	67	MARY J. BLIGE/Not Gon' Cry
63	54	58	66	TONI BRAXTON/Let It Flow
38	56	66	64	HOOTIE & BLOWFISH/Time
70	69	53	59	JON B./Pretty Girl
29	44	55	52	SIMPLY RED/Fairground
67	69	47	49	3T/Anything
27	43	47	49	BRANDY/Sittin' Up In My...
42	41	55	48	LA BOUCHE/Be My Lover
43	45	43	47	TONY RICH PROJECT/Nobody Knows
44	45	47	45	MAX-A-MILLION/Sexual Healing
63	53	46	44	MONICA/Before You Walk...
15	25	35	43	DEBORAH COX/Who Do U Love
24	34	39	38	SHAWN STOCKMAN/Visions Of A Sunset
10	23	32	37	EVERYTHING BUT.../Missing
17	18	18	32	L.L. COOL J/Hey

CHR/POP PLAYLISTS

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

MARKET #44 WYHY/Nashville (615) 664-2400 Quinn/Peace. PLAYLIST with columns 3W, 2W, LW, TW and rows of artist titles and play counts.

MARKET #45 WXPY/Rochester, NY (716) 454-2600 Ingram/Rice. PLAYLIST with columns 3W, 2W, LW, TW and rows of artist titles and play counts.

MARKET #49 WDJX/Louisville (502) 589-1800 Matthews/Meyer. PLAYLIST with columns 3W, 2W, LW, TW and rows of artist titles and play counts.

MARKET #50 WDCG/Raleigh (919) 361-1051 Burns/Taylor. PLAYLIST with columns 3W, 2W, LW, TW and rows of artist titles and play counts.

MARKET #51 KJYO/Oklahoma City (405) 840-5271 McCoy/Barreda. PLAYLIST with columns 3W, 2W, LW, TW and rows of artist titles and play counts.

MARKET #52 WGTZ/Dayton (513) 294-5858 Kaplan/Corbett. PLAYLIST with columns 3W, 2W, LW, TW and rows of artist titles and play counts.

MARKET #53 WAPE/Jacksonville (904) 642-1055 Thomas. PLAYLIST with columns 3W, 2W, LW, TW and rows of artist titles and play counts.

MARKET #54 KHFI/Austin (512) 474-9233 Roberts/Ventura. PLAYLIST with columns 3W, 2W, LW, TW and rows of artist titles and play counts.

MARKET #55 WMXO/Birmingham (205) 933-9274 Tyson/O'Brien. PLAYLIST with columns 3W, 2W, LW, TW and rows of artist titles and play counts.

MARKET #56 WVVQ/Richmond (804) 576-3200 McKay/Surt. PLAYLIST with columns 3W, 2W, LW, TW and rows of artist titles and play counts.

MARKET #57 WFLY/Albany, NY (518) 456-1146 Morgan/Scott. PLAYLIST with columns 3W, 2W, LW, TW and rows of artist titles and play counts.

MARKET #58 KONO/Honolulu (808) 591-9369 Hyatt/Frehley. PLAYLIST with columns 3W, 2W, LW, TW and rows of artist titles and play counts.

MARKET #59 WFBC/Greenville, SC (803) 271-9200 Wagman/Harrison. PLAYLIST with columns 3W, 2W, LW, TW and rows of artist titles and play counts.

MARKET #60 KHHT/Tulsa (918) 492-2020 Rush. PLAYLIST with columns 3W, 2W, LW, TW and rows of artist titles and play counts.

MARKET #61 WKRZ/Wilkes-Barre (717) 883-9850 Medek/Padden. PLAYLIST with columns 3W, 2W, LW, TW and rows of artist titles and play counts.



CHR/RHYTHMIC TOP 50

FEBRUARY 16, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
			1	BRANDY Sittin' Up In My Room (Arista)	1642	1580	1384	1228	33/0
			2	TONY RICH PROJECT Nobody Knows (LaFace/Arista)	1564	1582	1441	1465	28/0
			3	L.L. COOL J Hey Lover (Def Jam/Island)	1336	1405	1370	1509	31/0
			4	2PAC F/DR. DRE California Love (Death Row/Interscope)	1335	1328	1209	1039	33/1
			5	MARY J. BLIGE Not Gon' Cry (Arista)	1283	1006	901	793	30/4
			6	MARIAH CAREY One Sweet Day (Columbia/CRG)	1248	1428	1594	1889	28/0
			7	MONICA Before You Walk Out Of My Life (Rowdy/Arista)	1223	1214	1219	1328	28/0
			8	3T Anything (MJJ/550 Music)	1060	1052	996	994	25/1
			9	LA BOUCHE Be My Lover (Logic/RCA)	1034	1049	1017	1121	21/0
			10	WHITNEY HOUSTON Exhale (Shoop Shoop) (Arista)	1018	1115	1154	1336	26/0
			11	EVERYTHING BUT THE GIRL Missing (Atlantic)	948	788	724	620	22/2
			12	MARIAH CAREY Always Be My Baby (Columbia/CRG)	922	637	337	345	22/4
			13	LINA SANTIAGO Feels So Good...(Groove Nation/Universal)	798	784	682	628	26/2
				GROOVE THEORY Tell Me (Epic)	760	828	722	959	18/0
			15	DEBORAH COX Who Do U Love (Arista)	697	615	529	509	23/2
			16	IMMATURE We Got It (MCA)	651	637	627	603	23/1
				KRIS KROSS Tonite's The Nite (Ruffhouse/Columbia/CRG)	648	672	687	609	27/1
			18	L.L. COOL J Doin' It (Def Jam/Island)	611	538	434	300	28/4
			19	D'ANGELO Lady (EMI)	554	451	329	277	23/3
				L.A.D. Ridin' Low (Hollywood)	541	577	593	683	16/0
			21	YVETTE MICHELLE Every Day And Every Night (Loud/RCA)	531	445	446	421	17/1
			22	R. KELLY Down Low (Nobody Has To Know) (Jive)	518	477	348	328	18/3
				PLANET SOUL Set U Free (Strictly Rhythm)	496	586	632	745	13/0
				MARIAH CAREY Fantasy (Columbia/CRG)	481	509	629	701	19/0
			25	GROOVE THEORY Keep Tryin' (Epic)	445	377	315	168	21/2
				BARRIO BOYZZ How We Roll (SBK/EMI)	412	459	451	447	12/0
			27	XSCAPE Do You Want To (So So Def/Columbia/CRG)	409	395	365	296	21/2
			28	JOE All The Things (Your Man Won't Do) (Island)	396	342	258	158	21/1
			29	DEVONE' Energy (Aqua Boogie/Mercury)	389	384	382	310	20/1
				TLC Diggin' On You (LaFace/Arista)	385	494	565	708	12/0
			31	TOTAL No One Else (Bad Boy/Arista)	380	336	383	345	11/1
				DENINE W/COLLAGE All Cried Out (Metropolitan)	379	392	351	399	10/0
			33	JON B. Pretty Girl (Yab Yum/550 Music)	365	314	315	328	10/0
				XSCAPE Who Can I Run To (So So Def/Columbia/CRG)	361	643	640	743	10/0
				R. KELLY You Remind Me Of Something (Jive)	338	425	494	622	12/0
				FAITH EVANS Soon As I Get Home (Bad Boy/Arista)	335	400	407	439	10/0
			37	SELENA Dreaming Of You (EMI)	318	292	300	320	9/0
			38	J'SON Take A Look (Hollywood)	316	236	224	220	10/1
				DOGG POUND Let's Play House (Death Row/Interscope)	296	352	380	374	12/0
				FROST La Familia (Ruthless/Relativity)	292	311	273	242	14/1
			41	SHAI Come With Me (Gasoline Alley/MCA)	283	275	268	397	8/1
			42	DIANA KING Ain't Nobody (Work/CRG)	280	261	228	130	17/2
			43	N-TRANCE Stayin' Alive (Radikal/Critique)	277	240	311	319	9/0
				JODECI Love U 4 Life (Uptown/MCA)	272	278	355	482	8/0
			45	CHANTAY SAVAGE I Will Survive (RCA)	267	234	122	—	15/1
				RUFFNECK Everybody Be Somebody (Strictly Rhythm)	260	264	263	316	8/0
				QUINCY JONES Rock With You (Qwest/WB)	250	289	374	507	6/0
			48	ACE OF BASE Lucky Love (Arista)	230	93	36	30	10/3
				COOLIO Too Hot (Tommy Boy)	225	241	250	308	7/0
			50	MARIAH CAREY Open Arms (Columbia/CRG)	220	133	86	95	6/0

This chart reflects airplay from February 5-11. Songs ranked by total plays. Highlighted songs indicate Breaker. 35 CHR/Rhythmic reporters. 33 current playlists. © 1996, R&R Inc.

BREAKERS

D'ANGELO
Lady (EMI)
TOTAL PLAYS/INCREASE: 554/103
TOTAL STATIONS/ADDS: 23/3
CHART: 19

YVETTE MICHELLE
Every Day And Every Night (Loud/RCA)
TOTAL PLAYS/INCREASE: 531/86
TOTAL STATIONS/ADDS: 17/1
CHART: 21

R. KELLY
Down Low (Nobody Has To Know) (Jive)
TOTAL PLAYS/INCREASE: 518/41
TOTAL STATIONS/ADDS: 18/3
CHART: 22

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
WHITNEY HOUSTON & CECE WINANS Count On Me (Arista)	7
MARY J. BLIGE Not Gon' Cry (Arista)	7
MARIAH CAREY Always Be My Baby (Columbia/CRG)	4
L.L. COOL J Doin' It (Def Jam/Island)	4
RAPPIN' 4-TAY Ain't No Playa (Rag Top/EMI)	4
SELENA A Boy Like That (RCA Victor)	4
ACE OF BASE Lucky Love (Arista)	3
JON B. Isn't It Scary (Yab Yum/550 Music)	3
D'ANGELO Lady (EMI)	3
QUAD CITY DJ'S C'mon 'N Ride It (Big Beat/Atlantic)	3
R. KELLY Down Low (Nobody Has To Know) (Jive)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MARIAH CAREY Always Be My Baby (Columbia/CRG)	+285
MARY J. BLIGE Not Gon' Cry (Arista)	+277
EVERYTHING BUT THE GIRL Missing (Atlantic)	+160
ACE OF BASE Lucky Love (Arista)	+137
D'ANGELO Lady (EMI)	+103
JON B. Isn't It Scary (Yab Yum/550 Music)	+96
MARIAH CAREY Open Arms (Columbia/CRG)	+87
YVETTE MICHELLE Every Day And Every Night (Loud/RCA)	+86
DEBORAH COX Who Do U Love (Arista)	+82
J'SON Take A Look (Hollywood)	+80

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	
COOLIO Gangsta's Paradise (MCA)	
JANET JACKSON Runaway (A&M)	
SOUL FOR REAL Every Little Thing I Do (Uptown/MCA)	
SEAL Kiss From A Rose (ZTT/WB)	
MONTELL JORDAN This Is How We Do It (PMP/RAL/Island)	
TLC Waterfalls (LaFace/Arista)	
SHAGGY Boombastic (Virgin)	
BRANDY f/WANYA MORRIS Brokenhearted (Atlantic)	
ADINA HOWARD Freak Like Me (EastWest/EEG)	
MONICA Don't Take It Personal... (Rowdy/Arista)	

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.

diana king

"AIN'T NOBODY"

The follow-up to the gold single "Shy Guy"
from the platinum debut album "Tougher Than Love"

CHR RHYTHMIC: DEBUT 47-42

- WBBM WJBT WJJS
- KUBE KIKI KCAQ
- XHTZ KKSS KHTN
- WWKX KPRR KZFM
- KZHT KDON WOCQ
- WHHH KWIN

URBAN: 42

WORK

HIP HOP TOP 20

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS TW	LW	TOTAL STATIONS/ADDS
1	1	2PAC F/D.R. DRE California Love (Death Row/Interscope)	3525	3294	112/1
2	2	L.L. COOL J Hey Lover (Def Jam/Island)	2574	2859	83/0
3	3	KRIS KROSS Tonight's The Nite (Ruffhouse/Columbia/CRG)	2384	2517	106/1
5	4	JUNIOR M.A.F.I.A. Get Money (Big Beat/Atlantic)	1361	1139	76/2
6	5	FUGEES Fu-gee-la (Ruffhouse/Columbia/CRG)	1032	905	74/3
4	6	DOGG POUND Let's Play House (Death Row/Interscope)	996	1256	53/0
7	7	ERICK SERMON Welcome (RAL/Island)	734	721	64/1
10	8	L.L. COOL J Doin' It (Def Jam/Island)	692	632	31/4
—	9	NONCHALANT 5 O'Clock (MCA)	581	410	55/5
—	10	RAPPIN' 4-TAY Ain't No Playa (Rag Top/EMI)	546	269	58/14
12	11	L.A.D. Ridin' Low (Hollywood)	541	577	16/0
13	12	TWINZ Eastside LB (Def Jam/RAL/Island)	530	524	47/0
9	13	COOLIO Too Hot (Tommy Boy)	527	645	27/0
8	14	M.C. HAMMER Goin' Up Yonder (Giant/WB)	516	651	26/0
—	15	DOMINO Physical Funk (Out Burst/RAL/Island)	472	206	55/13
16	16	DAS EFX F/MOBB DEEP Microphone Master (EastWest/EEG)	425	354	42/2
14	17	L.B.C. CREW Beware Of My Crew (Jac-Mac/WB)	406	503	28/1
11	18	L.V. Throw Your Hands Up (Tommy Boy)	369	586	18/1
18	19	FROST La Familia (Ruthless/Relativity)	292	311	14/1
20	20	COOLIO Gangsta's Paradise (MCA)	271	279	14/0

This chart reflects airplay from February 5-11. Songs ranked by total plays. 35 CHR/Rhythmic reporters and 81 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.

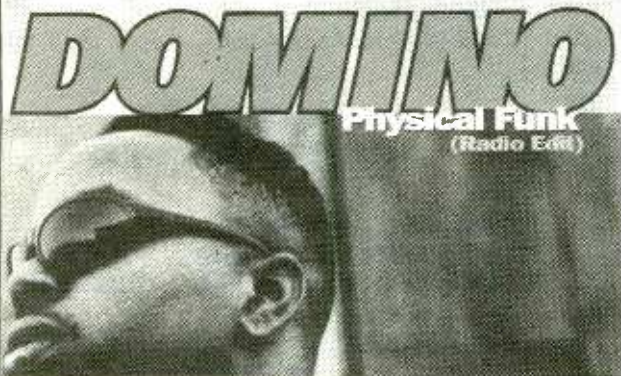
NEW & ACTIVE

RAPPIN' 4-TAY Ain't No Playa (Rag Top/EMI) Total Plays: 198, Total Stations: 13, Adds: 4	JON B. Isn't It Scary (Yab Yum/550 Music) Total Plays: 154, Total Stations: 13, Adds: 3
FUGEES Fu-gee-la (Ruffhouse/Columbia/CRG) Total Plays: 191, Total Stations: 9, Adds: 1	JUNIOR M.A.F.I.A. Get Money (Big Beat/Atlantic) Total Plays: 150, Total Stations: 7, Adds: 0
SA-DELICE Don't Waste My Time (Mecca Don/EastWest/EEG) Total Plays: 189, Total Stations: 11, Adds: 1	WHITNEY HOUSTON Why Does It Hurt So Bad (Arista) Total Plays: 149, Total Stations: 4, Adds: 0
4 HERO Mr. Kirk (Sm./e/Profile) Total Plays: 184, Total Stations: 6, Adds: 0	SLOW PAIN Money Maid (Thump) Total Plays: 139, Total Stations: 6, Adds: 1
MONIFAH I Miss You (Come Back Home) (Uptown/Universal) Total Plays: 179, Total Stations: 6, Adds: 0	SOLO Where Do U Want Me To Put It (Perspective/A&M) Total Plays: 128, Total Stations: 7, Adds: 1
L.B.C. CREW Beware Of My Crew (Jac-Mac/WB) Total Plays: 176, Total Stations: 9, Adds: 1	MC LYTE F/XSCAPE Keep On Keepin' On (Flavor Unit/EastWest/EEG) Total Plays: 111, Total Stations: 5, Adds: 2
MONA LISA F/LOST BOYZ Can't Be Wasting My Time (Island) Total Plays: 176, Total Stations: 8, Adds: 0	QUAD CITY DJ'S C'mon 'N Ride It (Big Beat/Atlantic) Total Plays: 105, Total Stations: 12, Adds: 3
TONI BRAXTON Let It Flow (Arista) Total Plays: 166, Total Stations: 5, Adds: 0	ME & MY COUSIN Smooth (Priority) Total Plays: 94, Total Stations: 9, Adds: 2
TLC Kick Your Game (LaFace/Arista) Total Plays: 165, Total Stations: 3, Adds: 0	ART N' SOUL Ever Since You Went Away (Big Beat/Atlantic) Total Plays: 87, Total Stations: 4, Adds: 2
MAX-A-MILLION Everybody's Groovin' (S.O.S./Zoo) Total Plays: 155, Total Stations: 9, Adds: 2	LOST BOYZ Renee (Island) Total Plays: 83, Total Stations: 2, Adds: 0

Songs ranked by total plays

Rhythm Radio Impact Date 2/19

Early Adds: KBXX 28x, WWKX 12x, Z90 9x, KYLD



DOMINO "PHYSICAL FUNK"

Most Added At Urban Radio Including:
KKBT
WXYV
WJLB
WGCI & more



SELECTED NEW RELEASES

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

ADDS FEBRUARY 20

Art N' Soul	"Ever Since You Went Away" (Big Beat/Atlantic)
Bass Is Base	"I Cry" (Island)
Cypress Hill	"Illusions" (Ruffhouse/Columbia/CRG)
H-Town	"Thin Line Between Love And Hate" (Jac-Mac/WB)
Gerald & Eddie Levert	"Wind Beneath My Wings" (EastWest/EEG)
L.V.	"I Am L.V." (Tommy Boy)
Mad Skillz	"Move Ya Body" (Big Beat/Atlantic)
MC Lyte f/Xscape	"Keep On Keepin' On" (Flavor Unit/Elektra/EEG)

CHR/RHYTHMIC REPORTERS

Stations and their adds listed alphabetically by market

KKSS/Albuquerque, NM PD: Roy Jaynes MD: Jacque James 42 EVERYTHING BUT... "Missing" 40 IMMATURE "Got" SELENA "Boy" MAX-A-MILLION "Groovin" QUAD CITY DJ'S "Ride" RAPPIN' 4-TAY "Playa"	KZFM/Corpus Christi, TX PD: Charlie Maxx MD: Dino Hernandez XSCAPE "Want" MARY J. BLIGE "Not"	WJMH/Greensboro, NC PD: Brian Douglas MD: Mary Kay 40 R. KELLY "Freak" 33 GROOVE THEORY "Tryin" 27 95 SOUTH "Heiney" 15 FUGEES "Fu-gee-la"	KLUC/Las Vegas, NV PD: Jerry Dean MD: Cal Thomas 43 SHAI "Come" 12 YOUNG M.C. "Rollin" R. KELLY "Low" JOE "Things"	WQHT/New York, NY PD: Steve Smith APD/MD: Tracy Cloverly 15 MARIAH CAREY "Always"	KSFM/Sacramento, CA PD: Rick Thomas MD: Trejo No Adds	XHTZ/San Diego, CA DM/MD: Lisa Vazquez APD/MD: Jeff Nelson 30 SLOW PAIN "Money" 13 TOTAL "Else" 12 L.B.C. CREW "Crew" H-TOWN "Thin" HOUSTON & WINANS "Count"	KWIN/Stockton, CA PD: Steve Wall MD: Mark Medina SA-DELICE "Waste" HOUSTON & WINANS "Count" MC LYTE F/XSCAPE "Keep" J'SON "Taku" QUAD CITY DJ'S "Ride"
KIOX/Bakersfield, CA PD: Chris Squires MD: Tony Manes ACE OF BASE "Lucky" LINA SANTIAGO "Feel" WHISTLE "Chance"	KQKS/Denver, CO PD: Mark Feather APD: Michael Hayes MD: John Dickinson 27 MARIAH CAREY "Always" R. KELLY "Low" XSCAPE "Want"	KIKI/Honolulu, HI PD: Alan Oda MD: James Coles 6 JON B. "Scary" 5 L.L. COOL J "Doin'"	KJMV/Las Vegas, NV PD: Mike Marino APD MD: C. Scappy MD: Kid Stevanz D'ANGELO "Lady" LINA SANTIAGO "Feel"	KCAQ/Oxnard, CA PD: Rooster Rhodes MD: Lucy B. No Adds	WOCQ/Salisbury, MD PD: Wookie MD: Marliou ART N' SOUL "Away" SELENA "Boy" ME & MY COUSIN "Smooth" RAPPIN' 4-TAY "Playa"	KMEL/San Francisco, CA PD: Michelle Santuosso MD: Joey Arbagey 19 MC LYTE F/XSCAPE "Keep" 14 ANGELINA "Release" 12 ART N' SOUL "Away" 5 D'ANGELO "Lady" COOLIO "Sumpin'"	WPGC/Washington, DC PD: Jay Stevens MD: Albie D. 43 SOLO "Where" 36 HOUSTON & WINANS "Count" 38 PURE SOUL "Stairway" 34 FUGEES "Softy"
WERO/Baltimore, MD Interim PD: Camille Cashwell No Adds	KPRR/EI Paso, TX PD: John Candelaria 16 DJ DERO "Campana" 12 SELENA "Getting" DEVONE "Energy" COOLIO "Sumpin" GROOVE THEORY "Tryin'"	KBXX/Houston, TX PD: Rob Scorpio MD: Greg Head 24 FUGEES "Softy" 15 DEBORAH COX "Who"	KHNT/Modesto, CA PD/MD: Pete Jones HOUSTON & WINANS "Count" H-TOWN "Thin" ACE OF BASE "Lucky"	WWKX/Providence, RI PD/MD: Joe Dawson 12 SELENA "Boy" 6 JON B. "Scary" INTRIGUE "Dance"	KZHT/Salt Lake City, UT DM: Brian DeGaus PD/MD: Geronimo MARY J. BLIGE "Not" MARIAH CAREY "Always" RAPPIN' 4-TAY "Playa" CHANTAY SAVAGE "Survive"	KYLD/San Francisco, CA PD/MD: Michael Martin 22 ANGELINA "Release" 14 DOGG POUND "New" 5 D'ANGELO "Lady" DOMINO "Physical" HOUSTON & WINANS "Count" 2PAC "How"	35 Total Reporters 35 Current Reporters 33 Current Playlists
WJMN/Boston, MA PD: Cadillac Jack McCartney MD: Cat Collins 50 MARY J. BLIGE "Not"	KBOS/Fresno, CA PD/MD: Mark Adams 35 ACE OF BASE "Lucky" 29 DEBORAH COX "Who" 26 JON B. "Scary" 15 2PAC F/D.R. DRE "California" YVETTE MICHELLE "Every" MAX-A-MILLION "Groovin'"	WHHH/Indianapolis, IN PD: Scott Wheeler MD: Carl Frye 5 QUAD CITY DJ'S "Ride" RAPPIN' 4-TAY "Playa" FROST "Familia" HOUSTON & WINANS "Count"	KDON/Monterey, CA PD: Michael Newman APD/MD: Jennifer Wilde 78 MARIAH CAREY "Always" DIANA KING "Nobody" EVERYTHING BUT... "Missing" KRIS KROSS "Nite"	KGGI/Riverside, CA PD/MD: Bob Lewis 15 ME & MY COUSIN "Smooth" 6 L.L. COOL J "Doin'" 5 MARY J. BLIGE "Not"	KTFM/San Antonio, TX PD: Cliff Tredway APD/MD: Charles Chavez 23 SELENA "Boy" R. KELLY "Low"	KYLD/San Francisco, CA PD/MD: Michael Martin 22 ANGELINA "Release" 14 DOGG POUND "New" 5 D'ANGELO "Lady" DOMINO "Physical" HOUSTON & WINANS "Count" 2PAC "How"	Did Not Report, Playlist Frozen (2): WJBT/Jacksonville, FL WPOW/Miami, FL

CHR/RHYTHMIC PLAYLISTS

February 16, 1996 R&R • 47

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

HOT 97.3 MARKET #1
WQHT/New York (212) 840-0097
Smith/Cloerby

PLAYS
3W 2W 1W TW ARTIST/TITLE

43	44	46	44	MONIFAH/ Miss You (Come...)
37	40	42	44	MARY J. BLIGE/Not Gon' Cry
43	43	43	43	TOTAL/No One Else
42	43	42	43	JUNIOR M.A.F.I.A./Get Money
41	42	45	42	FUGEES/Fu-gee-lah
36	39	42	42	BRANDY/Sittin' Up In My...
-	20	33	42	MONA LISA/LOST BOYZ/Can't Be Wasting...
46	43	42	41	MONICA/Before You Walk...
26	39	40	41	L.L. COOL J/Do'In It
-	-	31	40	JOE/All The Things...
35	37	38	37	YVETTE MICHELLE/Every Day And...
36	35	36	36	R. KELLY/(You To Be) Be Happy
40	-	40	36	R. KELLY/Down Low (Nobody...)
15	23	38	35	L.L. COOL J/Shot Ya
44	42	39	35	FAITH EVANS/Ain't Nobody
44	42	40	33	L.L. COOL J/Hey Lover
27	40	40	33	FAB 5/Leftau
-	-	10	27	D'ANGELO/Lady
28	26	24	25	TLC/This Is How It Works
-	16	17	25	GHOSTFACE/Winter War
-	18	24	25	GROOVE THEORY/Keep Tryin'
36	27	24	23	IMMATURE/We Got It
26	21	21	23	KRIS KROSS/Tonite's The Nite
22	21	21	22	BOUNCY KILLER/Suicide Murder
-	-	11	21	CAMP LO/Cooley High
10	17	17	15	REAL LIVE/Real Live Sh'1
-	-	-	15	MARIAH CAREY/Always Be My Baby
16	15	15	14	SMOOTH THE HUSTLER/Broken Language
-	-	10	14	J-Z/Dead Presidents
-	-	10	14	REDMAN/Funk-O-Rama

POWER 106.5 FM MARKET #2
KPWR/Los Angeles (818) 953-4200
Mercer/St. James

PLAYS
3W 2W 1W TW ARTIST/TITLE

69	70	68	49	2PAC F/DR. DRE/California Love
68	71	67	49	LINA SANTIAGO/Feel So Good (Show.)
50	68	71	47	L.L. COOL J/Hey Lover
68	70	69	45	L.A.D./Ridin' Low
66	49	45	39	GROOVE THEORY/Tell Me
32	47	45	35	FROST/La Familia
20	44	34	34	L.B.C. CREW/Beware Of My Crew
67	69	64	32	PLANET SOUL/Set U Free
46	36	31	30	DOGG POUND/Let's Play House
28	31	28	29	SLOW PAIN/Money Maid
42	46	49	26	MARIAH CAREY/One Sweet Day
28	27	31	22	RUFFNECK/Everybody Be...
19	23	28	22	KRIS KROSS/Tonite's The Nite
45	47	48	17	L.V./Throw Your Hands Up
28	30	24	17	RAPPIN' 4-TAY/Ain't No Playa
-	-	-	15	B-CODE/Feels Good
19	22	23	12	ME & MY COUSIN/Smooth
18	18	19	12	DOVE SHACK/Summerme In...
17	18	17	12	BONE THUGS-N-HARMONY/1st Of Tha...
47	34	18	11	DEVONE/Energy
25	30	-	11	L.L. COOL J/Do'In It
15	15	17	10	MARIAH CAREY/Fantasy
13	13	17	9	MIGHTY DUB KATS/Magic Carpet Ride
28	19	16	9	FROST/East Side Rendezvous
24	21	22	6	DOGG POUND/New York, New York

99.6 CHICAGO MARKET #3
WBMM/Chicago (312) 944-6000
Cavanaugh/Bradley

PLAYS
3W 2W 1W TW ARTIST/TITLE

66	68	68	65	BIG SISTER/Round We Go
69	57	52	65	EVERYTHING BUT...Missing
39	49	62	61	GROOVE THEORY/Tell Me
47	47	32	56	TLC/Diggin' On You
23	29	41	50	ACE OF BASE/Lucky Love
66	67	61	49	LA BOUCHE/Be My Lover
12	5	26	47	L.L. COOL J/Hey Lover
18	19	29	45	R. KELLY/You Remind Me Of...
36	33	31	39	ACE OF BASE/Beautiful Life
31	53	55	36	BUFFY/Give Me A Reason
20	23	29	33	RUFFNECK/Everybody Be...
21	18	25	30	2PAC F/DR. DRE/California Love
63	64	49	29	WHITNEY HOUSTON/Exhale (Shoop Shoop)
-	17	22	28	LINA SANTIAGO/Feel So Good (Show.)
4	20	23	27	BRANDY/Sittin' Up In My...
62	55	30	25	MARIAH CAREY/One Sweet Day
26	30	32	24	DEVONE/Energy
26	22	23	24	MARIAH CAREY/Fantasy
58	35	21	23	PLANET SOUL/Set U Free
20	15	16	22	MARIAH CAREY/Open Arms
20	29	32	18	MARIAH CAREY/Always Be My Baby
23	24	21	15	COOLIO/Gangsta's Paradise
15	13	13	15	JANET JACKSON/Runaway
21	28	29	15	FUN FACTORY/Celebration
13	-	12	13	REAL MCCOY/Another Night
28	-	12	13	LOS DEL RIO/BAYSIDE/Macarena
13	12	14	13	LE CLICK/Tonight Is The Night
12	10	10	13	HOOTIE & BLOWFISH/Only Wanna Be...
-	6	12	12	KRIS KROSS/Tonite's The Nite
28	20	15	12	SELENA/Dreaming Of You
11	11	-	11	FUN FACTORY/Close To You
16	-	14	11	TLC/Waterfalls
-	-	-	10	L.L. COOL J/Do'In It
-	-	-	10	CAUSE & EFFECT/You Think You Know...
10	-	-	10	LA BOUCHE/Sweet Dreams
11	-	-	10	DM/D/If You Leave
-	-	-	9	3T/Anything
-	5	5	6	DIANA KING/Ain't Nobody
10	15	15	6	MONICA/Before You Walk...
-	21	37	3	GOD GOOD DOLLS/Name

KMEL 106.1 MARKET #4
KMEL/San Francisco (415) 391-1061
Santosuosso/Arbajey

PLAYS
3W 2W 1W TW ARTIST/TITLE

65	49	75	72	BRANDY/Sittin' Up In My...
27	42	59	76	2PAC F/DR. DRE/California Love
68	56	67	53	MARY J. BLIGE/Not Gon' Cry
30	37	60	50	MARIAH CAREY/Always Be My Baby
40	39	45	49	SHAI/Come With Me
28	32	37	46	JODECI/Love U 4 Life
36	47	66	42	4 HERO/Mr. Kirk
-	32	36	41	SANDY AND PAPO/El Mambro
-	19	40	40	TERRY ELLIS/Where Ever You Are
15	23	36	34	FAITH EVANS/Soon As I Get Home
-	20	37	32	RAPPIN' 4-TAY/Ain't No Playa
-	-	20	32	TOTAL/No One Else
-	18	23	31	EVERYTHING BUT...Missing
25	29	28	25	KRIS KROSS/Tonite's The Nite
40	38	33	24	L.L. COOL J/Do'In It
-	5	25	24	CHANTAY SAVAGE/I Will Survive
33	40	45	22	SHAWN STOCKMAN/Visions Of A Sunset
-	-	-	19	MC LYTE F/XSCAPE/Keep On Keepin' On
27	32	28	18	SLOW PAIN/Money Maid
18	38	36	17	FROST/La Familia
15	21	21	17	SF SPANISH FLY/Believe In Me
7	3	21	17	LINA SANTIAGO/Feel So Good (Show.)
-	-	10	15	JOE/All The Things...
23	21	19	14	L.L. COOL J/Do'In It
-	-	-	14	ANGELINA/Release Me
5	16	10	13	IMMATURE/We Got It
-	-	-	12	ART N' SOUL/Ever Since You...
-	-	-	5	D'ANGELO/Lady
-	-	-	5	JON B/Isn't It Scary
5	5	5	5	SOLO/Where Do U Want...
-	-	-	-	CDOLIO/1.2.3.4 (Sumpin'...)

WILD 107.7 MARKET #4
KYLD/San Francisco (415) 391-1077
Martin

PLAYS
3W 2W 1W TW ARTIST/TITLE

79	75	78	78	2PAC F/DR. DRE/California Love
27	42	59	76	RAPPIN' 4-TAY/Ain't No Playa
75	79	78	74	LINA SANTIAGO/Feel So Good (Show.)
-	32	64	73	EVERYTHING BUT...Missing
24	34	57	72	MARY J. BLIGE/Not Gon' Cry
59	41	57	72	L.L. COOL J/Do'In It
56	72	60	68	DOGG POUND/Let's Play House
26	50	55	59	FROST/La Familia
72	70	54	55	CLICK/Scandalous
71	69	63	53	FROST/La Familia
23	37	42	52	BRANDY/Sittin' Up In My...
74	74	71	51	TONY RICH PROJECT/Nobody Knows
39	43	54	50	4 HERO/Mr. Kirk
-	-	35	41	MARIAH CAREY/Always Be My Baby
38	44	59	40	SANDY AND PAPO/La Hora De Bañar
41	40	41	39	L.L. COOL J/Hey Lover
-	-	-	32	TOTAL/No One Else
12	10	25	31	KRIS KROSS/Tonite's The Nite
42	37	37	31	SLOW PAIN/Money Maid
57	64	42	22	L.V./Throw Your Hands Up
-	-	-	22	ANGELINA/Release Me
42	40	29	18	MONICA/Before You Walk...
-	-	-	14	DOGG POUND/New York, New York
57	22	22	14	RUFFNECK/Everybody Be...
40	36	36	13	L.A.D./Ridin' Low
-	-	-	11	FUGEES/Fu-gee-lah
20	15	14	10	MARIAH CAREY/One Sweet Day
-	-	-	8	GROOVE THEORY/Keep Tryin'
17	10	10	6	3T/Anything
5	5	10	5	XSCAPE/Do You Want I...
-	-	-	5	L.B.C. CREW/Beware Of My Crew
17	27	12	5	D'ANGELO/Lady
-	-	-	-	DOMINO/Physical Funk
-	-	-	-	HOUSTON & WINANS/Count On Me
-	-	-	-	2PAC/How Do You Want It?

WPGC 92.5 FM MARKET #8
WPGC/Washington (301) 441-3500
Stevens/Albie D

PLAYS
3W 2W 1W TW ARTIST/TITLE

23	38	51	61	MARIAH CAREY/Always Be My Baby
55	41	54	58	D'ANGELO/Lady
42	53	52	56	WHITNEY HOUSTON/Why Does It Hurt...
23	40	40	53	BRANDY/Sittin' Up In My...
46	49	58	50	TONI BRAXTON/Let It Flow
46	44	48	47	MONICA/Before You Walk...
51	56	51	47	2PAC F/DR. DRE/California Love
25	34	40	45	KRIS KROSS/Tonite's The Nite
56	43	29	45	MARY J. BLIGE/Not Gon' Cry
-	-	43	43	SOLO/Where Do U Want...
-	-	37	43	SONIA MARIE/And I Gave My...
41	43	59	40	FAITH EVANS/Kissing You
36	45	43	40	XSCAPE/Do You Want To
-	23	26	36	JOE/All The Things...
-	-	-	36	HOUSTON & WINANS/Count On Me
-	-	-	36	PURE SOUL/Stairway To Heaven
16	7	15	35	GERALD/DEODIE LEVERT/Wind Beneath...
-	-	-	34	FUGEES/Killing Me Sotly
18	13	18	33	FUGEES/Fu-gee-lah
23	11	39	32	R. KELLY/Down Low (Nobody...)
37	38	36	26	WHITNEY HOUSTON/Exhale (Shoop Shoop)
52	55	36	24	FAITH EVANS/Soon As I Get Home
16	7	15	19	DEBORAH COX/Who Do U Love
-	-	-	15	BUSTA RHYMES/Woo-hah! Got You...
24	23	25	13	HUCKLE BUCKS/Do Bud
14	12	13	13	LOST BOYZ/Jeeps...Beems...
-	15	13	13	L.L. COOL J/Do'In It
6	13	13	13	NONCHALANT'S D'Clock
19	24	16	10	IMMATURE/We Got It
7	36	27	7	GROOVE THEORY/Keep Tryin'
23	24	24	7	TONY RICH PROJECT/Nobody Knows

97.9 THE BOX MARKET #9
KBXX/Houston (713) 623-2108
Scorpio/Head

PLAYS
3W 2W 1W TW ARTIST/TITLE

71	82	84	80	2PAC F/DR. DRE/California Love
47	60	77	73	BRANDY/Sittin' Up In My...
68	70	67	70	MARY J. BLIGE/Not Gon' Cry
63	70	67	70	MARIAH CAREY/Always Be My Baby
45	31	60	69	R. KELLY/Down Low (Nobody...)
70	70	67	68	PLANET SOUL/Set U Free
46	55	52	60	JODECI/Love U 4 Life
-	18	47	56	L.L. COOL J/Do'In It
44	49	42	54	H-TOWN/A Thin Line...
-	16	44	52	ART N' SOUL/Ever Since You...
70	58	60	52	L.L. COOL J/Hey Lover
36	58	50	46	A FEW GOOD MEN/Have I Never
41	37	42	38	B BALL & M.J.G./Space Age Pimpin'
56	60	40	37	TOTAL/No One Else
29	34	36	35	XSCAPE/Do You Want To
-	-	-	35	IMMATURE/We Got It
47	32	36	34	FAITH EVANS/Soon As I Get Home
55	56	44	32	WHITNEY HOUSTON/Why Does It Hurt...
-	17	38	31	SA-DEUCE/Don't Waste My Time
-	20	37	31	DOMINO/Physical Funk
-	-	12	29	QUAD CITY DJ'S/C'mon N Ride It
63	66	47	28	MARIAH CAREY/One Sweet Day
62	61	50	26	WHITNEY HOUSTON/Exhale (Shoop Shoop)
-	9	26	26	MC LYTE F/XSCAPE/Keep On Keepin' On
42	45	45	26	KRIS KROSS/Tonite's The Nite
-	-	-	24	FUGEES/Killing Me Sotly
-	-	-	15	DEBORAH COX/Who Do U Love

JAMN 94.5 MARKET #10
WJMN/Boston (617) 290-0009
McCartney/Collins

PLAYS
3W 2W 1W TW ARTIST/TITLE

63	63	63	64	L.L. COOL J/Hey Lover
57	42	47	64	3T/Anything
47	60	47	63	TONY RICH PROJECT/Nobody Knows
60	60	60	62	GROOVE THEORY/Tell Me
59	58	59	59	BRANDY/Sittin' Up In My...
46	58	46	58	MONICA/Before You Walk...
57	46	53	56	MARIAH CAREY/One Sweet Day
-	-	-	50	MARY J. BLIGE/Not Gon' Cry
41	36	27	45	JODECI/Love U 4 Life
30	39	40	42	MAX-A-MILLION/Sexual Healing
61	60	58	42	TLC/Diggin' On You
43	46	58	42	AFTER 7/7/11 You Do Me Right
58	40	42	41	SELENA/Dreaming Of You
-	-	26	39	MARIAH CAREY/Always Be My Baby
50	63	56	38	XSCAPE/Who Can I Run To
-	-	29	38	WHITNEY HOUSTON/Exhale (Shoop Shoop)
32	36	42	37	OUTHERE BROTHERS/Boom Boom
-	-	32	37	SHAI/Come With Me
32	35	34	33	IMMATURE/We Got It
40	41	30	28	YVETTE MICHELLE/Every Day And...
13	29	21	28	CDOLIO/Too Hot
32	13	21	27	SHAGGY/Boombastic
13	16	17	21	COOLIO/Gangsta's Paradise
8	31	33	20	SALT-N-PEPA/Ain't Nuttin' But...
12	12	14	20	MONTELL JORDAN/This Is How We Do It
20	-	-	19	JON B/Pretty Girl
8	14	14	18	2PAC F/DR. DRE/California Love
34	16	20	18	MARIAH CAREY/Fantasy
-	-	-	12	SALT-N-PEPA/Shoop
15	16	15	11	DIANA KING/Shy Guy
11	12	11	10	SOUL FOR REAL/Every Little Thing...
12	15	12	10	TLC/Waterfalls
12	15	12	10	NAUGHTY BY NATURE/Feel Me Flow
11	12	11	10	MONICA/Don't Take It...
15	19	17	7	L.L. COOL J/Do'In It
-	-	6	6	XSCAPE/Do You Want To
-	5	5	5	KRIS KROSS/Tonite's The Nite

POWER 95.1 MARKET #11
WPWO/Miami (305) 653-6796
Jones

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WALT LOVE

Passion For The Product

□ **KSOL/SF GM Shepherd says belief in your station is a powerful sales tool**

It's easier to sell a product when you believe in it, and when it comes to selling Urban radio to advertising agencies, retailers, and other clients, only those who are strong-willed need apply. Because even though the format and its music are as popular now as they've ever been, it seems that Urban radio still has to work harder to earn the share of market revenues its ratings would warrant.

Selling Diversity

For Urban AC KSOL/San Francisco GM Ali Shepherd, this means building a station tailor-made to a diverse city and creating a product her whole staff can believe in. "I've sold a number of different formats, and to me, Urban radio is like when MOR came on the scene as a format. It was really a hybrid, and it dictated itself to the marketplaces. When I first got into the format, Urban was a real educational process. Nationally, it's defined as a Black format. "One of the greatest challenges — but also one of the passions that I've had here — is defining Urban for this market as 'music that really fits the marketplace.' And because of the extreme diversity here — gays, Asians, blacks, Hispanics, and whites — Urban really does define our marketplace. To me, Urban is great R&B music with a lot of soul ... [a format] that really appeals to people who love this kind of music.



Ali Shepherd

"It's not really necessarily a black thing. We're more geared toward our marketplace, San Francisco. Because it only has a 10% black population, it's programmed differently

to fit our marketplace and our needs. This kind of music evokes passion, emotion, feeling. I don't care what color you are — especially in this market, because it's very sophisticated and this type of music is full of passion ... it's full of emotion."

Pushing Passion

So how does Shepherd make that passion pay? "One of the greatest benefits we've had is that most of the advertisers in the buying com-



I try to hire people who love this music. That is a passion, and that comes across in selling. I have to love what I'm selling, and this happens to be the best format I've ever sold because it's a very passionate format.



munity love the station and its sound. So because they're here, they have already turned us on and set us on their radio dials. And to target 25-49-year-olds, most of the buyers



One of our biggest selling strengths here is that we are exclusive to this format. No one else is doing a true Urban AC. That's a real benefit to an advertiser.



have already bought the radio station."

That fits perfectly with KSOL's target demo, which Shepherd describes as "25-49, leaning a little toward women. Because of where our music is targeted, I have to say that I really relate to it emotionally. It evokes a lot of memories of when I was back in the '70s and '80s, and when you relate to something like that, it's a very easy thing to embrace.

"I try to hire people who love this music. That is a passion, and that comes across in selling. I have to love what I'm selling, and this happens to be the best format I've ever sold because it's a very passionate format. So we seek people who really have a passion for this music, because that's half of the battle. And whether they're Asian, black, whatever ... our staff just happens to look like the United Nations. When I'm looking for people to sell, or even work here, I look for people who have passion for this music and what it stands for rather than race. You can really see the diversity of the music represented in the makeup of the staff."



KSOL fed more than 9000 area families over the holiday season in conjunction with Glide Memorial Church.



Listeners turned out in full force for the station's second annual New Year's Eve party.

Team Effort

Speaking of the staff, KSOL's veteran airstaff does its part to help out with the sales effort as well. "We are very fortunate to have a seasoned staff," Shepherd says. "We have some people like Leslie Stovall, Clifford Brown, and Doug Lee who have been in this market 10+ years. We do a lot of remotes, and the response has been phenomenal. We do listener parties and everything — we did a listener party for New Year's Eve, we've done listener parties at the Bay Meadow Race Track [for crowds] in excess of 2000. And where we have been, we draw a tremendous response for advertisers."

Although the San Francisco radio market is one of the country's most crowded, Shepherd says she makes it work to her advantage. "I think one of the benefits of this marketplace is that there are in excess of 70 radio stations. One of our biggest selling strengths here is that we are exclusive to this format. No one else is doing a true Urban AC. There are various ACs in the marketplace, but this station format really stands out. This is an exclusive format in this market with a very passionate following. These people are music-intensive, and they stay with the station. We have a very high TSL. That's a real benefit to an advertiser."



One of the greatest challenges — but also one of the passions that I've had here — is defining Urban for this market as 'music that really fits the marketplace.' And because of the extreme diversity here, Urban really does define our marketplace.



THE ORIGINAL BIG PAPA — During a recent show at WJMJ/Greenville, James Brown (r) received a proclamation from the city. Doing the honors were (l-r) WJMJ morning team Chuck Hamilton and Stanley Toole and City Councilman Ray Martin.



FLYING SOLO IN ST. LOUIS — KMJM/St. Louis PM driver Eric Mychaels (c) is flanked by Perspective's quartet Solo during a recent visit.

URBAN PLAYLISTS

February 16, 1996 R&R • 49

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

MARKET #2: THE BEAT 93.3, KKBT/Los Angeles (213) 466-9566 Austin/Snider

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like MARY J. BLIGE/Not Gon' Cry and MONIEHAN/Miss You (Come...) with play counts.

MARKET #3: WJMJ/Chicago (708) 895-1400 Starr/Allan

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like D'ANGELO/Lady and BRANDY/Sittin' Up In My...

MARKET #3: WGCI/Chicago (312) 427-4800 Smith/Cologne

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like FAITH EVANS/Soon As I Get Home and BRANDY/Sittin' Up In My...

MARKET #5: WUSL/Philadelphia (215) 483-8900 Young/McGhee

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like 2PAC F/D.R. DRE/California Love and MONIEHAN/Miss You (Come...)

MARKET #6: WJLB/Detroit (313) 965-2000 Saunders/Darcel

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like MARY J. BLIGE/Not Gon' Cry and MONIEHAN/Miss You (Come...)

MARKET #7: KKDA/Dallas (214) 263-9911 Cheatham

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like R. KELLY/Down Low (Nobody...) and JOE/All The Things...

MARKET #8: WKYS/Washington (202) 686-9300 Lopez

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like MONIEHAN/Miss You (Come...) and BRANDY/Sittin' Up In My...

MARKET #11: WEDR-FM 99-JANZ Miami Ft. Lauderdale

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like BRANDY/Sittin' Up In My... and TONY RICH PROJECT/Nobody Knows

MARKET #12: WHTA/Atlanta (404) 765-9750 Hegwood/Zulu

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like IMMATURE/We Got It and MONIEHAN/Miss You (Come...)

MARKET #12: WVEE/Atlanta (404) 898-8900 Brown/Shabazz

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like FAITH EVANS/Soon As I Get Home and XSCAPE/Do You Want To...

MARKET #17: MAJIC 108 FM KJMJ/St. Louis (314) 592-5108 Wynter

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like JOE/All The Things... and MARY J. BLIGE/Everyday It Rains

MARKET #18: WXYV/Baltimore (410) 653-2200 Crumley/Johnson

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like 2PAC F/D.R. DRE/California Love and JOE/All The Things...

MARKET #19: WAMO/Pittsburgh (412) 471-2181 Atkins/Kelley

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like MARY J. BLIGE/Not Gon' Cry and JOE/All The Things...

MARKET #22: WZAK/Cleveland (216) 621-9300 Rush/Stephens

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like MARY J. BLIGE/Not Gon' Cry and WHITNEY HOUSTON/Exhale (Shoop Shoop)

MARKET #25: WIZF/Cincinnati (513) 351-5900 Bailey/Rankin

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like MARY J. BLIGE/Not Gon' Cry and R. KELLY/Down Low (Nobody...)

MARKET #26: HOT 105 JANZ! KPRS/Kansas City (816) 763-2040 Weavers/Fears

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like R. KELLY/Down Low (Nobody...) and D'ANGELO/Lady

MARKET #28: WKKV/Milwaukee (414) 321-1007 Fields/Hart

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like MONIEHAN/Miss You (Come...) and R. KELLY/Down Low (Nobody...)

MARKET #28: WNOV/Milwaukee (414) 449-9668 Robinson

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like R. KELLY/Down Low (Nobody...) and MARY J. BLIGE/Not Gon' Cry

MARKET #32: WCCO/Columbus, OH (614) 464-0020 Kelly

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like R. KELLY/Down Low (Nobody...) and MARY J. BLIGE/Not Gon' Cry

MARKET #33: WDW/Norfolk (804) 466-0009 Daves/Mauzone

Table with columns: PLAYS, 3W, 2W, LW, TW, ARTIST/TITLE. Lists tracks like JONET JACKSON/Twenty Foreplay and SOLO/Where Do U Want...

FEBRUARY 16, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	MARY J. BLIGE Not Gon' Cry (Arista)	3166	3222	3205	3165	81/0
4	2	2	2	R. KELLY Down Low (Nobody Has To Know) (Jive)	3112	3016	2861	2687	81/0
3	3	3	3	BRANDY Sittin' Up In My Room (Arista)	3055	2966	2830	2689	81/1
9	5	5	4	SOLO Where Do U Want Me To Put It (Perspective/A&M)	2417	2324	2283	2139	76/0
14	9	8	5	XSCAPE Do You Want To (So So Def/Columbia/CRG)	2393	2195	2051	1686	80/1
17	12	7	6	D'ANGELO Lady (EMI)	2371	2206	1927	1474	81/0
8	6	6	7	IMMATURE We Got It (MCA)	2284	2294	2248	2203	78/0
18	14	12	8	2PAC F/DR. DRE California Love (Death Row/Interscope)	2190	1966	1755	1452	79/0
11	11	9	9	TOTAL No One Else (Bad Boy/Arista)	2161	2062	1963	1821	76/3
2	4	4	10	MONICA Before You Walk Out Of My Life (Rowdy/Arista)	2159	2480	2801	3018	69/0
34	23	15	11	JOE All The Things (Your Man Won't Do) (Island)	1965	1630	1353	890	78/3
13	13	13	12	KRIS KROSS Tonight's The Nite (Ruffhouse/Columbia/CRG)	1736	1845	1819	1763	79/0
5	8	11	13	FAITH EVANS Soon As I Get Home (Bad Boy/Arista)	1693	1993	2230	2540	61/0
28	24	18	14	DEBORAH COX Who Do U Love (Arista)	1683	1528	1351	1155	75/0
44	29	21	15	CHANTAY SAVAGE I Will Survive (RCA)	1643	1429	1116	659	76/2
21	18	19	16	TONY RICH PROJECT Nobody Knows (LaFace/Arista)	1628	1497	1418	1356	68/1
19	17	17	17	SOMETHIN' FOR THE PEOPLE You Want This Party... (WB)	1600	1564	1492	1440	68/2
6	7	10	18	JODECI Love U 4 Life (Uptown/MCA)	1550	1994	2243	2351	60/0
24	21	22	19	SHAWN STOCKMAN Visions Of A Sunset (Polydor/A&M)	1489	1428	1390	1265	69/1
30	26	24	20	GERALD & EDDIE LEVERT SR. Wind... (EastWest/EEG)	1397	1269	1197	1051	73/0
33	28	25	21	GROOVE THEORY Keep Tryin' (Epic)	1387	1259	1142	948	70/1
22	19	23	22	ISLAND INSPIRATIONAL ALL STARS Don't Give... (Island)	1364	1412	1404	1308	56/1
29	27	27	23	YVETTE MICHELLE Every Day And Every Night (Loud/RCA)	1283	1199	1166	1106	61/1
7	10	14	24	MARIAH CAREY One Sweet Day (Columbia/CRG)	1267	1632	1967	2239	52/1
10	16	20	25	L.L. COOL J Hey Lover (Def Jam/Island)	1238	1454	1664	1984	52/0
16	15	16	26	JANET JACKSON Twenty Foreplay (A&M)	1223	1585	1702	1614	56/0
50	34	29	27	JUNIOR M.A.F.I.A. Get Money (Big Beat/Atlantic)	1211	1018	870	508	69/2
—	—	32	28	PURE SOUL Stairway To Heaven (Stepsun/Interscope)	1169	849	349	22	76/2
—	46	35	29	SA-DEUCE Don't Waste My Time (Mecca Don/EastWest/EEG)	1013	829	530	157	69/6
20	22	26	30	BRIAN MCKNIGHT Still In Love (Mercury)	952	1237	1381	1402	52/1
BREAKER	31	31	31	MONA LISA F/LOST BOYZ Can't Be Wasting My... (Island)	920	662	300	45	69/4
12	20	28	32	WHITNEY HOUSTON Exhale (Shoop Shoop) (Arista)	907	1146	1402	1790	40/1
BREAKER	33	33	33	H-TOWN A Thin Line Between Love & Hate (Jac-Mac/WB)	906	121	27	—	68/58
BREAKER	34	34	34	JESSE POWELL All I Need (Silas/MCA)	888	742	502	175	62/6
BREAKER	35	35	35	ART N' SOUL Ever Since You Went Away (Big Beat/Atlantic)	879	616	185	—	60/4
BREAKER	36	36	36	OLETA ADAMS Never Knew Love (Fontana/Mercury)	878	732	617	455	60/2
BREAKER	37	37	37	FUGEES Fu-gee-la (Ruffhouse/Columbia/CRG)	841	724	580	509	65/2
BREAKER	38	38	38	RANDY CRAWFORD Give Me The Night (Bluemoon/Atlantic)	811	764	584	420	49/0
—	—	47	39	A FEW GOOD MEN Have I Never (LaFace/Arista)	796	578	186	6	64/1
DEBUT	40	—	40	SILK Don't Rush (Elektra/EEG)	778	348	32	—	67/15
40	35	33	41	SPEECH Like Marvin Gaye Said... (EMI)	773	845	801	748	42/0
—	49	45	42	DIANA KING Ain't Nobody (Work/CRG)	727	610	407	130	52/2
46	39	41	43	ERICK SERMON Welcome (RAL/Island)	715	704	673	583	62/1
—	—	49	44	JON B. Isn't It Scary (Yab Yum/550 Music)	704	474	185	—	60/2
31	30	31	45	DOGG POUND Let's Play House (Death Row/Interscope)	700	904	1018	1048	41/0
—	—	50	46	JESSE Baby, Baby, Baby (Underworld/Capitol)	581	441	133	—	50/1
DEBUT	47	—	47	NONCHALANT 5 O'Clock (MCA)	562	374	118	53	53/5
DEBUT	48	—	48	KENNETH MANGRAM What's Yo Name? (Qwest/WB)	530	406	305	125	43/1
—	50	48	49	TWINZ Eastside LB (Def Jam/RAL/Island)	511	485	389	166	45/0
DEBUT	50	—	50	TONI BRAXTON Let It Flow (Arista)	496	438	345	238	24/1

This chart reflects airplay from February 5-11. Songs ranked by total plays. Highlighted songs indicate Breaker.
81 Urban reporters. 81 current playlists. © 1996, R&R Inc.

NEW & ACTIVE

TERRY ELLIS What Did I Do To You? (EastWest/EEG)
Total Plays: 440, Total Stations: 57, Adds: 50

DAS EFX F/MOBB DEEP Microphone Master (EastWest/EEG)
Total Plays: 425, Total Stations: 42, Adds: 2

DOMINO Physical Funk (OutBurst/RAL/Island)
Total Plays: 421, Total Stations: 51, Adds: 12

JERALD DAEMYON Summer Madness (GRP)
Total Plays: 390, Total Stations: 26, Adds: 0

WHITNEY HOUSTON & CECE WINANS Count On Me (Arista)
Total Plays: 381, Total Stations: 70, Adds: 70

INTRO Feels Like The First Time (Atlantic)
Total Plays: 374, Total Stations: 56, Adds: 47

RAPPIN' 4-TAY Ain't No Playa (Rag Top/EMI)
Total Plays: 348, Total Stations: 45, Adds: 10

REGINA BELLE You Make Me Feel Brand New (Columbia/CRG)
Total Plays: 341, Total Stations: 23, Adds: 1

MAYSA Sexy (Blue Thumb)
Total Plays: 285, Total Stations: 25, Adds: 6

PATRA W/AARON HALL Scent Of Attraction (550 Music/Epic)
Total Plays: 271, Total Stations: 51, Adds: 48

ILL BISKETS God Bless Your Life (Atlantic)
Total Plays: 242, Total Stations: 28, Adds: 0

DAZZ BAND Under The Street Lights (Lucky)
Total Plays: 180, Total Stations: 19, Adds: 4

CONSCIOUS DAUGHTERS Gamers (Priority)
Total Plays: 115, Total Stations: 23, Adds: 23

KAWZ Ain't No Love And Happiness (Bust It)
Total Plays: 102, Total Stations: 21, Adds: 20

INTRIGUE Dance With Me (Universal)
Total Plays: 27, Total Stations: 16, Adds: 16

Songs ranked by total plays.

BREAKERS®

MONA LISA F/LOST BOYZ

Can't Be Wasting My Time (Island)

TOTAL PLAYS/INCREASE: 920/258 TOTAL STATIONS/ADDS: 69/4 CHART: 31

H-TOWN

A Thin Line Between Love & Hate (Jac-Mac/WB)

TOTAL PLAYS/INCREASE: 906/785 TOTAL STATIONS/ADDS: 68/58 CHART: 33

JESSE POWELL

All I Need (Silas/MCA)

TOTAL PLAYS/INCREASE: 888/146 TOTAL STATIONS/ADDS: 62/6 CHART: 34

ART N' SOUL

Ever Since You Went Away (Big Beat/Atlantic)

TOTAL PLAYS/INCREASE: 879/263 TOTAL STATIONS/ADDS: 60/4 CHART: 35

OLETA ADAMS

Never Knew Love (Fontana/Mercury)

TOTAL PLAYS/INCREASE: 878/146 TOTAL STATIONS/ADDS: 60/2 CHART: 36

FUGEES

Fu-gee-la (Ruffhouse/Columbia/CRG)

TOTAL PLAYS/INCREASE: 841/117 TOTAL STATIONS/ADDS: 65/2 CHART: 37

RANDY CRAWFORD

Give Me The Night (Bluemoon/Atlantic)

TOTAL PLAYS/INCREASE: 811/47 TOTAL STATIONS/ADDS: 49/0 CHART: 38

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
WHITNEY HOUSTON & CECE WINANS Count On Me (Arista)	70
H-TOWN A Thin Line Between Love & Hate (Jac-Mac/WB)	58
TERRY ELLIS What Did I Do To You? (EastWest/EEG)	50
PATRA W/AARON HALL Scent Of Attraction (550 Music/Epic)	48
INTRO Feels Like The First Time (Atlantic)	47
CONSCIOUS DAUGHTERS Gamers (Priority)	23
KAWZ Ain't No Love And Happiness (Bust It)	20
INTRIGUE Dance With Me (Universal)	16
SILK Don't Rush (Elektra/EEG)	15
DOMINO Physical Funk (OutBurst/RAL/Island)	12

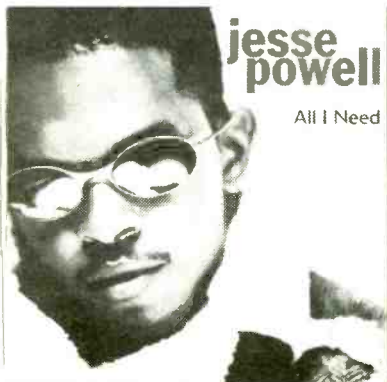
MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
H-TOWN A Thin Line Between Love & Hate (Jac-Mac/WB)	+785
SILK Don't Rush (Elektra/EEG)	+430
WHITNEY HOUSTON & CECE WINANS Count On Me (Arista)	+381
JOE All The Things (Your Man Won't Do) (Island)	+335
TERRY ELLIS What Did I Do To You? (EastWest/EEG)	+327
PURE SOUL Stairway To Heaven (Stepsun/Interscope)	+320
INTRO Feels Like The First Time (Atlantic)	+319
ART N' SOUL Ever Since You Went Away (Big Beat/Atlantic)	+263
DOMINO Physical Funk (OutBurst/RAL/Island)	+261
MONA LISA F/LOST BOYZ Can't Be Wasting My... (Island)	+258

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
XSCAPE Who Can I Run To (So So Def/Columbia/CRG)	
GROOVE THEORY Tell Me (Epic)	
TLC Digg'in' On You (LaFace/Arista)	
EARTH GYRLZ Love Of Mine (Capitol)	
COOLIO Too Hot (Tommy Boy)	
SILK Hooked On You (Elektra/EEG)	
R. KELLY You Remind Me Of... (Jive)	
L.V. Throw Your Hands Up (Tommy Boy)	
L.B.C. CREW Beware Of My Crew (Jac-Mac/WB)	
BARRIO BOZZ How We Roll (SBK/EMI)	

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.



jesse powell
All I Need

jesse powell

“All I Need”

Over 900 plays
Reaching over 5,000,000
From debut self-titled album

37 - 34 URBAN BREAKER!

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WOO-HAH!! Got You All In Check. WOO-HAH!! Got You All In Check. WOO-HAH!! Got You All In Check. WOO-HAH!! Got You All In Check. WOO-HAH!! Got You All In Check. **Got You All In Check.**

*The first single and video from his highly-anticipated solo debut.
Album coming this March.*

Produced by Rashad Smith of Tumblin Dice Productions Inc.

*Management: Duquan Brown for Flipmode Entertainment
and Chris Lighty for Violator Management.*



On Flipmode compact discs and cassette cassettes.
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FLIPMODE



URBAN PLAYLISTS

URBAN AC PLAYLISTS

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

96.1

MARKET #34
KSJS/San Antonio
 (210) 271-9600
 Andrews/Oliverdez

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
17	15	16	30		BRANDY/Sittin' Up In My...
20	16	25			MARY J. BLIGE/Not Gon' Cry
6	14	16	24		SOMETHIN' FOR.../You Want This...
16	14	23			IMMATURE/We Got It
16	14	23			R. KELLY/Down Low (Nobody...)
6	7	8			D'ANGELO/Lady
19	13	16	28		SHAWN STOCKMAN/Visions Of A Sunset
18	17	20			GERALD/EDDIE LEVERT/Wind Beneath My...
14	19	15			SOLO/Where Do U Want...
12	10	17			XSCAPE/Do You Want To
6	18	18			JOE/All The Things...
6	15	18			MAREE/So Sensative
-	-	-	-	-	SILK/Don't Rush
-	-	-	-	-	DIANA KING/Ain't Nobody
6	6	6			YVETTE MICHELLE/Every Day And...
-	-	-	-	-	JON B./Isn't It Scary
7	7	10			TOTAL/No One Else
-	-	-	-	-	MONA LISA/LOST BOYZ/Can't Be Wasting...
6	7	6			GROOVE THEORY/Keep Tryin'
-	-	-	-	-	JESSE/Baby, Baby, Baby
-	-	-	-	-	A FEW GOOD MEAN/Have I Never
8	8	8			2PAC F/R/DRE/California Love
-	-	-	-	-	PURE SOUL/Stairway To Heaven
10	5	6			ISLAND.../Don't Give Up
-	-	-	-	-	CHANTAY SAVAGE/Will Survive
-	-	-	-	-	DOMINO/Physical Funk
-	-	-	-	-	FUGEES/Fu-gee-la
7	7	7			ERICK SERMON/WelCome
7	7	7			KRIS KROSS/Tonite's The Nite
7	7	7			JUNIOR M.A.F.A./Get Money

96.1

MARKET #35
WTLC/Indianapolis
 (317) 923-1456
 Buchanan/Buchanon

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
34	35	39	39		R. KELLY/Down Low (Nobody...)
41	44	39	39		MARY J. BLIGE/Not Gon' Cry
34	35	38			2PAC F/R/DRE/California Love
33	32	36	30		TOTAL/No One Else
31	34	36	30		BRANDY/Sittin' Up In My...
28	32	36	30		SOLO/Where Do U Want...
26	38	35	35		JODECI/Love U 4 Life
24	27	31	31		KRIS KROSS/Tonite's The Nite
25	31	30			JANET JACKSON/Twenty Foreplay
25	31	30			XSCAPE/Do You Want To
24	25	27			SHAWN STOCKMAN/Visions Of A Sunset
24	25	27			GROOVE THEORY/Keep Tryin'
28	31	26	26		L.L. COOL J/Hey Lover
26	26	26			IMMATURE/We Got It
24	28	25			BRIAN MCKNIGHT/Still In Love
26	24	24			ISLAND.../Don't Give Up
18	22	24			DEBORAH COX/Who Do U Love
18	22	24			INTRO/Funny How Time Flies
36	32	33	23		MONICA/Before You Walk...
25	26	23	23		TONY RICH PROJECT/Nobody Knows
28	23	23	23		QUINCY JONES F/TAMIA/You Put A Move On...
23	26	22	22		EARTH SOUL/Stairway To Heaven
21	19	22			GROOVE THEORY/Keep Tryin'
18	21	21			L.V./Throw Your Hands Up
17	19	20			CLICK/Hurricane
17	15	20			GERALD/EDDIE LEVERT/Wind Beneath My...
33	27	20			SILK/Hooked On You
21	19	20			PURE SOUL/Where Do U Want...
25	-	-	-	-	FAITH EVANS/SOON AS I GET HOME
18	16	19			BRANDY F.W. MORRIS/Brokenhearted

RHYTHM

MARKET #2
KJLH/Los Angeles
 (310) 330-5550
 Winston

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
17	44	44	44		R. KELLY/Down Low (Nobody...)
43	44	43	44		WHITNEY HOUSTON/Exhale (Shoop Shoop)
41	45	44	42		MARIAH CAREY/One Sweet Day
44	42	44	42		MARY J. BLIGE/Not Gon' Cry
44	44	44	41		QUINCY JONES F/TAMIA/You Put A Move On...
16	16	28			BRANDY/Sittin' Up In My...
44	42	42	21		MONICA/Before You Walk...
18	18	18			RANDY CRAWFORD/Give Me The Night
17	18	18			D'ANGELO/Lady
-	-	-	-	-	JOE/All The Things...
14	15	16			SOLO/Where Do U Want...
-	-	-	-	-	CHANTAY SAVAGE/Will Survive
9	25	15			FAITH EVANS/SOON AS I GET HOME
5	5	5			GERALD/EDDIE LEVERT/Wind Beneath My...
-	-	-	-	-	SHAWN STOCKMAN/VISIONS OF A SUNSET
14	15	7			ISLAND.../DON'T GIVE UP
27	16	13			XSCAPE/WHO CAN I RUN TO
-	-	-	-	-	JESSE/BABY, BABY, BABY
-	-	-	-	-	MARIAH CAREY/ALWAYS BE MY BABY
-	-	-	-	-	H-TOWN/WA/Thin Line...

103

MARKET #3
WVAZ/Chicago
 (312) 360-9000
 Myrick/Muhammad

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
39	29	27	33		QUINCY JONES F/TAMIA/You Put A Move On...
20	20	23	32		WILL DOWNING/Sorry, I
36	29	30			MARY J. BLIGE/Not Gon' Cry
36	26	29			ASANTE/Look What You've...
35	35	29			GERALD/EDDIE LEVERT/Already Missing You
-	-	-	-	-	D'ANGELO/Lady
17	17	13			JOE/All The Things...
-	-	-	-	-	TERRY ELLIS/Where Ever You Are
-	-	-	-	-	RANDY CRAWFORD/Give Me The Night
-	-	-	-	-	DEBORAH COX/Sentimental
18	18	8			GERALD/EDDIE LEVERT/Wind Beneath My...
15	10	7			SOLO/Where Do U Want...
5	5	5			WILLIAM BECTON/Be Encouraged
5	5	5			PHYLLIS HYMAN/Refuse To Be...
5	5	5			JANET JACKSON/Twenty Foreplay
-	-	-	-	-	SILK/DON'T RUSH
5	5	5			BRIAN MCKNIGHT/Still In Love

KSOL 98.9

MARKET #4
KSOL/San Francisco
 (415) 989-5765
 Allen/Silva

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
30	33	31	30		JOE/All The Things...
6	31	30			CHANTAY SAVAGE/Will Survive
29	33	30			DEBORAH COX/Who Do U Love
30	33	30			XSCAPE/Do You Want To
31	31	30			R. KELLY/Down Low (Nobody...)
29	32	29			SHAWN STOCKMAN/VISIONS OF A SUNSET
31	32	31			FAITH EVANS/SOON AS I GET HOME
24	28	28			MARY J. BLIGE/Not Gon' Cry
24	20	25			TONI BRAXTON/Let It Flow
26	31	26			TONY RICH PROJECT/Nobody Knows
11	10	9			MONICA/Before You Walk...
31	9	9			MARIAH CAREY/One Sweet Day
-	-	-	-	-	OLETA ADAMS/NEVER KNEW LOVE
-	-	-	-	-	A FEW GOOD MEAN/HAVE I NEVER
-	-	-	-	-	ART N' SOUL/EVER SINCE YOU...
12	14	14			REGINA BELLE/You Make Me Feel...
-	-	-	-	-	GERALD/EDDIE LEVERT/Wind Beneath My...
9	14	14			FTER 7/THI YOU DO ME RIGHT
11	10	11			PHYLLIS HYMAN/Refuse To Be...
30	9	11			TERRY ELLIS/Where Ever You Are
12	10	10			BRIAN MCKNIGHT/Still In Love
8	9	7			JANET JACKSON/Twenty Foreplay
12	9	7			BRANDY/Sittin' Up In My...
12	9	6			D'ANGELO/Lady
-	-	-	-	-	SOLO/Where Do U Want...
-	-	-	-	-	GROOVE THEORY/Keep Tryin'
-	-	-	-	-	HOUSTON & WINANS/Count On Me
-	-	-	-	-	DIANA ROSS/You're Not...

WPEG 98.5FM

MARKET #37
WPEG/Charlotte
 (704) 333-0131
 Carson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
23	20	30	43		D'ANGELO/Lady
30	39	39	41		BRANDY/Sittin' Up In My...
40	42	44	39		MARY J. BLIGE/Not Gon' Cry
24	24	20			XSCAPE/Do You Want To
42	42	39			R. KELLY/Down Low (Nobody...)
43	44	42			FAITH EVANS/SOON AS I GET HOME
41	40	41			MONICA/Before You Walk...
30	41	31			KRIS KROSS/Tonite's The Nite
-	-	-	-	-	H-TOWN/WA/Thin Line...
10	9	19			JUNIOR M.A.F.A./Get Money
27	36	32			MONIFAH/MISS YOU (Come...)
26	25	32			IMMATURE/We Got It
14	16	20			TONY RICH PROJECT/Nobody Knows
20	20	20			2PAC F/R/DRE/California Love
16	20	22			SOMETHIN' FOR.../You Want This...
21	28	27			JODECI/Love U 4 Life
19	22	23			SHAWN STOCKMAN/VISIONS OF A SUNSET
36	42	24			TERRY ELLIS/Where Ever You Are
16	19	24			JOE/All The Things...
19	20	22			GROOVE THEORY/Keep Tryin'
13	10	15			FUGEES/Fu-gee-la
18	23	20			YVETTE MICHELLE/Every Day And...
25	22	24			TOTAL/No One Else
17	18	28			GROOVE THEORY/Keep Tryin'
21	21	24			SOLO/Where Do U Want...
5	15	18			SA-DEUCE/DON'T WASTE MY TIME
21	21	22			BRIAN MCKNIGHT/Still In Love
-	-	-	-	-	MONA LISA/LOST BOYZ/CAN'T BE WASTING...
11	13	16			JESSE POWELL/AI I Need
24	23	29			XSCAPE/Who Can I Run To

93.5

MARKET #38
WQUE/New Orleans
 (504) 827-6000
 Stevens

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
44	47	48			BRANDY/Sittin' Up In My...
50	49	49			IMMATURE/We Got It
28	38	48			R. KELLY/Down Low (Nobody...)
50	50	48			MARY J. BLIGE/Not Gon' Cry
-	-	-	-	-	SA-DEUCE/DON'T WASTE MY TIME
33	38	34			TOTAL/No One Else
38	39	38			SOLO/Where Do U Want...
48	50	49			MONICA/Before You Walk...
-	-	-	-	-	JESSE POWELL/AI I Need
29	41	36			XSCAPE/Do You Want To
48	47	47			FAITH EVANS/SOON AS I GET HOME
28	29	24			TONY RICH PROJECT/Nobody Knows
24	22	21			2PAC F/R/DRE/California Love
28	28	27			PURE SOUL/Stairway To Heaven
30	26	24			D'ANGELO/Lady
26	23	20			JANET JACKSON/Twenty Foreplay
28	43	32			SOMETHIN' FOR.../You Want This...
20	26	20			SHAWN STOCKMAN/VISIONS OF A SUNSET
31	39	37			ISLAND.../DON'T GIVE UP
19	20	23			KRIS KROSS/Tonite's The Nite
14	23	23			JUNIOR M.A.F.A./Get Money
24	27	23			GROOVE THEORY/Keep Tryin'
39	25	21			CHANTAY SAVAGE/Will Survive
49	40	30			CDLID/Too Hot
36	39	22			GERALD/EDDIE LEVERT/Wind Beneath My...
-	-	-	-	-	MONA LISA/LOST BOYZ/CAN'T BE WASTING...
15	13	14			DEBORAH COX/Who Do U Love
17	11	17			D.D.C./Return Of Da...
-	-	-	-	-	CONSCIOUS DAUGHTERS/Gamers
7	10	15			BLACK 9/Back Down Memory...

WDAS

MARKET #5
WDAS/Philadelphia
 (215) 878-2000
 Tamburro/Davis

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
17	17	27			XSCAPE/Who Can I Run To
31	27	26			WHITNEY HOUSTON/Exhale (Shoop Shoop)
10	10	26			MARY J. BLIGE/Not Gon' Cry
26	26	27			ANITA BAKER/I Apologize
26	26	17			PHYLLIS HYMAN/Refuse To Be...
14	14	16			FTER 7/THI YOU DO ME RIGHT
16	16	16			II MEN/WATER RUNS Dry
16	17	15			BRANDY F.W. MORRIS/Brokenhearted
13	13	14			MONICA/Before You Walk...
23	10	13			MARIAH CAREY/One Sweet Day
10	10	10			TONY RICH PROJECT/Nobody Knows
10	10	10			SOLO/Where Do U Want...
-	-	-	-	-	GERALD/EDDIE LEVERT/Wind Beneath My...
-	-	-	-	-	JOE/All The Things...
-	-	-	-	-	CHANTAY SAVAGE/Will Survive
-	-	-	-	-	JESSE/BABY, BABY, BABY
5	5	5			SHAWN STOCKMAN/VISIONS OF A SUNSET
-	-	-	-	-	PURE SOUL/Stairway To Heaven
10	10	10			ISLAND.../DON'T GIVE UP
6	5	5			R. KELLY/Down Low (Nobody...)
5	5	5			AL GREENE/Your Heart's In...
5	5	5			BRANDY/Sittin' Up In My...
5	5	5			GROOVE THEORY/Keep Tryin'
5	5	5			XSCAPE/Do You Want To
5	5	5			GERALD/EDDIE LEVERT/Wind Beneath My...
-	-	-	-	-	MAYSA/Sexy
-	-	-	-	-	REGINA BELLE/You Make Me Feel...
-	-	-	-	-	D'ANGELO/Lady
-	-	-	-	-	RANDY CRAWFORD/Give Me The Night
-	-	-	-	-	OLETA ADAMS/NEVER KNEW LOVE

Stations and their adds listed alphabetically by market

URBAN

<p>WJIZ/Albany, GA PD: Desair Downs MD: Connie Dobbins TERRY ELLIS "Dad" HOUSTON & WINANS "Count" TONY RICH PROJECT "Knows" H-TOWN "Thn" JESSE POWELL "Need" MICHAEL JACKSON "Care"</p>	<p>WPAL/Charleston, SC PD: Joe Jackson 19 H-TOWN "Thn" 16 HOUSTON & WINANS "Count" 15 PATRA WAAARON HALL "Scnt" 15 KAWZ "Ant" 14 INTRO "Feels" 12 TERRY ELLIS "Dad" 8 QUAD CITY DJS "Ride" 5 MAYSA "Sexy" 5 CONSCIOUS DAUGHTERS "Games"</p>	<p>WROU/Dayton, OH PD: Stan Boston MD: Marco Simmonds 9 SLAVE "Lunatic" 10 SILK "Rush" 12 JESSE POWELL "Need" TERRY ELLIS "Dad" PATRA WAAARON HALL "Scnt" RAPPIY 4-TAY "Playa" 5 HOUSTON & WINANS "Count"</p>	<p>KPRS/Kansas City, MO MD: Paton Fears 5 PATRA WAAARON HALL "Scnt" 5 H-TOWN "Thn" 5 SILK "Rush" 5 DOMINO "Physical" 5 INTRO "Feels" 5 DAS EXF FMOBB DEEP "Microphone" HOUSTON & WINANS "Count" TERRY ELLIS "Dad"</p>	<p>WBB/Macon, GA PD: Kevin Fox YVETTE MICHELLE "Every" HOUSTON & WINANS "Count" MAYSA "Sexy" INTRO "Feels" H-TOWN "Thn" TERRY ELLIS "Dad" QUAD CITY DJS "Ride"</p>	<p>KVSP/Oklahoma City, OK PD: Terry Monday MD: Maurice Prince 10 DOMINO "Physical" 10 SILK "Rush" 10 RAPPIN 4-TAY "Playa" 8 H-TOWN "Thn" 8 CONSCIOUS DAUGHTERS "Games" 8 PATRA WAAARON HALL "Scnt" HOUSTON & WINANS "Count" INTRO "Feels" REV RUN "Sanctified" FAB 5 "Lifta" DAZZ BAND "Street"</p>	<p>KDKS/Shreveport, LA PD: Cary Clark MD: Sharon Flourmoy 15 HOUSTON & WINANS "Count" 10 H-TOWN "Thn" 7 PATRA WAAARON HALL "Scnt" 7 TERRY ELLIS "Dad" 7 KAWZ "Ant" 7 INTRO "Feels" 7 KILD "White" INTRO "Feels" INTRIGUE "Dance"</p>
<p>KBCE/Alexandria, LA PD/MD: Donnie Taylor 5 H-TOWN "Thn" OLETA ADAMS "Never" PATRA WAAARON HALL "Scnt" TERRY ELLIS "Dad" INTRO "Feels" HOUSTON & WINANS "Count"</p>	<p>WWWV/Charleston, SC PD/MD: Cliff Fletcher 4 CONSCIOUS DAUGHTERS "Games" 5 SILK "Rush" 5 ART N SOUL "Away" HOUSTON & WINANS "Count" PATRA WAAARON HALL "Scnt" H-TOWN "Thn" 5 MAYSA "Sexy" 5 INTRO "Feels"</p>	<p>WJLB/Detroit, MI PD: Michael Saunders MD: Frankie Darcil 5 HOUSTON & WINANS "Count"</p>	<p>KIIZ/Killeen, TX PD: Michael McGuire MD: Rico Starr 12 PATRA WAAARON HALL "Scnt" 11 TERRY ELLIS "Dad" 11 HOUSTON & WINANS "Count" 10 H-TOWN "Thn" 5 CONSCIOUS DAUGHTERS "Games" INTRIGUE "Dance" KAWZ "Ant"</p>	<p>KJMS/Memphis, TN PD: Terry Base MD: Toni St. James PATRA WAAARON HALL "Scnt" H-TOWN "Thn" TERRY ELLIS "Dad" HOUSTON & WINANS "Count"</p>	<p>WJHM/Orlando, FL PD: Duff Lindsay MD: Cedric Hollywood 5 H-TOWN "Thn" 5 SOMETHIN' FOR... "Party"</p>	<p>KMJJ/Shreveport, LA PD: John Wilson MD: Candy Marshall 30 H-TOWN "Thn" 10 CONSCIOUS DAUGHTERS "Games" 10 TERRY ELLIS "Dad" 10 HOUSTON & WINANS "Count" 10 REV RUN "Sanctified" 10 PATRA WAAARON HALL "Scnt" 10 INTRO "Feels" 10 BAHAMADIA "Unknown" 10 MAYSA "Sexy" 10 KAWZ "Ant"</p>
<p>WHTA/Atlanta, GA PD: Steve Hegwood MD: Chaka Zulu 13 MARIAH CAREY "Always" 5 QUAD CITY DJS "Ride" SILK "Rush" SA-DELICE "Waste"</p>	<p>WPEG/Charlotte, NC PD: Andre Carson 30 H-TOWN "Thn" 9 HOUSTON & WINANS "Count" 5 MC LYTE F/SCAPE "Keep" PATRA WAAARON HALL "Scnt"</p>	<p>WZFX/Fayetteville, NC PD: Bobby Jay MD: D. Cherie 12 QUINCY JONES "Slow" 7 NONCHALANT "O'Clock" 5 RAPPIN 4-TAY "Playa" 5 HOUSTON & WINANS "Count" 5 DOMINO "Physical"</p>	<p>KFZZ/Lafayette, LA PD/MD: Frank Tray 5 H-TOWN "Thn" 5 HOUSTON & WINANS "Count" 5 INTRO "Feels" 5 TERRY ELLIS "Dad" KAWZ "Ant" 5 REV RUN "Sanctified" INTRIGUE "Dance" JUANITA ANTONETTE "Choices"</p>	<p>WHRK/Memphis, TN PD: Bobby D'Jay MD: Stan Bell 13 H-TOWN "Thn" 13 INTRO "Feels" 10 PATRA WAAARON HALL "Scnt" HOUSTON & WINANS "Count" 8 HOUSTON & WINANS "Count" 7 MC LYTE F/SCAPE "Keep" RAPPIN 4-TAY "Playa" 5 KAWZ "Ant" 5 TERRY ELLIS "Dad"</p>	<p>WUSL/Philadelphia, PA PD: Gary Young MD: Mariah "Coca" McGhee 24 MARIAH CAREY "Always" 11 MONA LISALOST BOYZ "Wasting" 9 GROOVE THEORY "Tryn" 8 TERRY ELLIS "Dad" 5 HOUSTON & WINANS "Count" 5 CHAKA KHAN "Valentine"</p>	<p>KMJM/St. Louis, MO PD/MD: Dave Wynter 8 INTRO "Time" 8 MONIFAH "Miss" 7 3T "Anything" 7 XSCAPE "Run" 6 R KELLY "Remind" 5 MARIAH CAREY "Sweet" 5 WHITNEY HOUSTON "Exhale" 5 THE SPAG "Bad" 5 MC LYTE F/SCAPE "Wasting" 5 GERALD JORDAN "Wasting" 5 ART N SOUL "Away" TERRY ELLIS "Dad" RAPPIN 4-TAY "Playa" H-TOWN "Thn" HOUSTON & WINANS "Count"</p>
<p>WVEE/Atlanta, GA PD: Tony Brown MD: Raheyyah Shabazz 21 BRANDY "Satin" 5 JUNIOR M.A.F.I.A. "Money"</p>	<p>WJTT/Chattanooga, TN PD: Keith Landecker 10 SILK "Rush" TERRY ELLIS "Dad" PATRA WAAARON HALL "Scnt" H-TOWN "Thn" CONSCIOUS DAUGHTERS "Games" ART N SOUL "Away"</p>	<p>WZZZ/Flint, MI PD: Ross Holland MD: Eugene Brown 5 COOLIO "Sam'n" DOMINO "Physical" MONA LISALOST BOYZ "Wasting"</p>	<p>KNEK/Lafayette, LA PD: Tyrone Davis APD: Demetrius Lloyd 19 TERRY ELLIS "Dad" 10 H-TOWN "Thn" 10 INTRO "Feels" 7 HOUSTON & WINANS "Count" 5 KAWZ "Ant" 5 DARRILL JONES "Wrapped" 5 CONSCIOUS DAUGHTERS "Games" INTRIGUE "Dance" JUANITA ANTONETTE "Choices"</p>	<p>WEDR/Miami, FL PD/MD: James Thomas HOUSTON & WINANS "Count" TERRY ELLIS "Dad" RAPPIN 4-TAY "Playa" H-TOWN "Thn" QUAD CITY DJS "Ride" KILD "White" PATRA WAAARON HALL "Scnt"</p>	<p>WAMO/Pittsburgh, PA PD: Ron Atkins MD: Kris Kelley 5 RAPPIN 4-TAY "Playa" 5 TERRY ELLIS "Dad" 5 BALL & M.J.G. "Space" 5 JESSE POWELL "Need" 5 SA-DELICE "Waste" 5 YOUNG ZEE (NO.) "Everybody" 5 CONSCIOUS DAUGHTERS "Games" 5 NONCHALANT "O'Clock" 5 PATRA WAAARON HALL "Scnt" 5 LL COOL J "Shot" 5 INTRO "Feels" 5 HOUSTON & WINANS "Count"</p>	<p>KJMM/Tulsa, OK PD: Terry Monday MD: Maurice Prince 12 SILK "Rush" 12 LV "Thn" 10 DOMINO "Physical" 10 RAPPIN 4-TAY "Playa" 10 H-TOWN "Thn" 10 INTRO "Feels" 10 HOUSTON & WINANS "Count" 10 CONSCIOUS DAUGHTERS "Games" 10 PATRA WAAARON HALL "Scnt" 10 REV RUN "Sanctified" 10 FAB 5 "Lifta" 10 DAZZ BAND "Street"</p>
<p>WAEG/Augusta, GA PD/MD: Reggie Rouse 6 HOUSTON & WINANS "Count" JESSE "Baby" INTRO "Feels" TERRY ELLIS "Dad" PATRA WAAARON HALL "Scnt"</p>	<p>WGGC/Chicago, IL PD: Eroy Smith MD: Don E. Cologne 11 TERRY ELLIS "Dad" 8 QUINCY JONES "Rock" 5 TOTAL "Ese"</p>	<p>WYNN/Florence, SC PD: Fred Brown Jr. MD: Parish Brown 15 H-TOWN "Thn" 12 TERRY ELLIS "Dad" 12 PATRA WAAARON HALL "Scnt" 10 INTRO "Feels" 8 SILK "Rush" 5 HOUSTON & WINANS "Count" 5 SOUNDS OF BLACKNESS "Word" BAHAMADIA "Unknown" KAWZ "Ant" INTRIGUE "Dance"</p>	<p>KZWA/Lake Charles, LA PD/MD: Randolph Walker 10 HOUSTON & WINANS "Count" 10 INTRO "Feels" 10 H-TOWN "Thn" 10 PATRA WAAARON HALL "Scnt" 10 TERRY ELLIS "Dad" 7 CONSCIOUS DAUGHTERS "Games" 7 REV RUN "Sanctified" 7 KAWZ "Ant" 5 JUANITA ANTONETTE "Choices" 5 INTRIGUE "Dance"</p>	<p>WNOV/Milwaukee, WI PD: Tony Fields MD: Kevin Hart 21 H-TOWN "Thn" 10 INTRO "Feels" DOMINO "Physical" TERRY ELLIS "Dad" CONSCIOUS DAUGHTERS "Games" PATRA WAAARON HALL "Scnt" HOUSTON & WINANS "Count"</p>	<p>WQOK/Raleigh, NC MD: Jerry Jam 5 REV RUN "Sanctified" H-TOWN "Thn" HOUSTON & WINANS "Count" DOMINO "Physical"</p>	<p>WACR/Tupelo, MS PD/MD: Jerome Jackson 14 KAWZ "Ant" H-TOWN "Thn" INTRIGUE "Dance" PATRA WAAARON HALL "Scnt" HOUSTON & WINANS "Count" QUAD CITY DJS "Ride"</p>
<p>WFXA/Augusta, GA PD: James Alexander MD: Robert Taylor 24 H-TOWN "Thn" 16 HOUSTON & WINANS "Count"</p>	<p>WEJM/Chicago, IL PD: Monica Starr MD: Jay Allan 36 H-TOWN "Thn" 25 NONCHALANT "O'Clock" 23 PATRA WAAARON HALL "Scnt" 12 CONSCIOUS DAUGHTERS "Games" 5 JOE "Things" 5 MONA LISALOST BOYZ "Wasting" 5 DOMINO "Physical"</p>	<p>WFLM/Ft. Pierce, FL PD/MD: Michael James FUGEES "Fuge-It" HOUSTON & WINANS "Count" H-TOWN "Thn" TERRY ELLIS "Dad" INTRO "Feels"</p>	<p>WQHH/Lansing, MI MD: Brand Johnson 27 ISLAND "Give" 22 OLETA ADAMS "Never" 18 ASANTE "Look" 5 DOMINO "Physical" 5 CONSCIOUS DAUGHTERS "Games" 5 FAB 5 "Lifta" 5 INTRO "Feels" 5 HOUSTON & WINANS "Count" 5 PATRA WAAARON HALL "Scnt" 5 DALE "Meaning"</p>	<p>WNLX/Mobile, AL PD: J.B. Lewis APD: Jimmy Mack 21 H-TOWN "Thn" 19 MARIAH CAREY "Always" HOUSTON & WINANS "Count" PATRA WAAARON HALL "Scnt"</p>	<p>WCDX/Richmond, VA PD: Aaron Maxwell MD: Eric Lee 43 INTRO "Feels" 42 PATRA WAAARON HALL "Scnt" 17 H-TOWN "Thn" 14 TERRY ELLIS "Dad" RAPPIN 4-TAY "Playa" HOUSTON & WINANS "Count"</p>	<p>WESE/Tupelo, MS PD/MD: Stan Allen 10 HOUSTON & WINANS "Count" 10 TERRY ELLIS "Dad" 8 INTRO "Feels" 5 H-TOWN "Thn" KAWZ "Ant" QUAD CITY DJS "Ride" PATRA WAAARON HALL "Scnt" INTRIGUE "Dance" REV RUN "Sanctified"</p>
<p>WXVY/Baltimore, MD PD/MD: Steve Crumbley MD: Lorenzo Thomas 21 FUGEES "Somy" 12 SEAL "Don't" 12 WILLIAM BECTION "End" 11 H-TOWN "Thn" 9 KENNETH MAMGRAM "Name" 8 TERRY ELLIS "Dad" 7 HOUSTON & WINANS "Count" 5 INTRO "Feels" 5 REGINA BELLE "New" 5 PATRA WAAARON HALL "Scnt"</p>	<p>WIZF/Cincinnati, OH PD: Bill Bailey MD: Tony Rankin 19 PURE SOUL "Starvin' HOUSTON & WINANS "Count" 11 SILK "Rush" 5 TERRY ELLIS "Dad" JESSE POWELL "Need"</p>	<p>WJWJ/Ft. Wayne, IN PD/MD: Ange Canessa 7 H-TOWN "Thn" 7 KAWZ "Ant" TERRY ELLIS "Dad" PATRA WAAARON HALL "Scnt" FUGEES "Fuge-It" HOUSTON & WINANS "Count"</p>	<p>KZWA/Lake Charles, LA PD/MD: Randolph Walker 10 HOUSTON & WINANS "Count" 10 INTRO "Feels" 10 H-TOWN "Thn" 10 PATRA WAAARON HALL "Scnt" 10 TERRY ELLIS "Dad" 7 CONSCIOUS DAUGHTERS "Games" 7 REV RUN "Sanctified" 7 KAWZ "Ant" 5 JUANITA ANTONETTE "Choices" 5 INTRIGUE "Dance"</p>	<p>WNOV/Milwaukee, WI PD/MD: Sandra Robinson 8 H-TOWN "Thn" 5 CONSCIOUS DAUGHTERS "Games" HOUSTON & WINANS "Count" INTRO "Feels" TERRY ELLIS "Dad" KAWZ "Ant" INTRIGUE "Dance"</p>	<p>WCDX/Richmond, VA PD: Aaron Maxwell MD: Eric Lee 43 INTRO "Feels" 42 PATRA WAAARON HALL "Scnt" 17 H-TOWN "Thn" 14 TERRY ELLIS "Dad" RAPPIN 4-TAY "Playa" HOUSTON & WINANS "Count"</p>	<p>WPLZ/Richmond, VA PD: Phil Daniels 28 H-TOWN "Thn" 16 HOUSTON & WINANS "Count" 15 TERRY ELLIS "Dad" 5 PATRA WAAARON HALL "Scnt" 5 SHAGGY "Bad" 5 FAB 5 "Lifta" 5 INTRO "Feels" MC LYTE F/SCAPE "Keep" 30 "Georgy" DOMINO "Physical"</p>
<p>WXVY/Baltimore, MD PD/MD: Steve Crumbley MD: Lorenzo Thomas 21 FUGEES "Somy" 12 SEAL "Don't" 12 WILLIAM BECTION "End" 11 H-TOWN "Thn" 9 KENNETH MAMGRAM "Name" 8 TERRY ELLIS "Dad" 7 HOUSTON & WINANS "Count" 5 INTRO "Feels" 5 REGINA BELLE "New" 5 PATRA WAAARON HALL "Scnt"</p>	<p>WIZF/Cincinnati, OH PD: Bill Bailey MD: Tony Rankin 19 PURE SOUL "Starvin' HOUSTON & WINANS "Count" 11 SILK "Rush" 5 TERRY ELLIS "Dad" JESSE POWELL "Need"</p>	<p>WJWJ/Ft. Wayne, IN PD/MD: Ange Canessa 7 H-TOWN "Thn" 7 KAWZ "Ant" TERRY ELLIS "Dad" PATRA WAAARON HALL "Scnt" FUGEES "Fuge-It" HOUSTON & WINANS "Count"</p>	<p>KZWA/Lake Charles, LA PD/MD: Randolph Walker 10 HOUSTON & WINANS "Count" 10 INTRO "Feels" 10 H-TOWN "Thn" 10 PATRA WAAARON HALL "Scnt" 10 TERRY ELLIS "Dad" 7 CONSCIOUS DAUGHTERS "Games" 7 REV RUN "Sanctified" 7 KAWZ "Ant" 5 JUANITA ANTONETTE "Choices" 5 INTRIGUE "Dance"</p>	<p>WNOV/Milwaukee, WI PD/MD: Sandra Robinson 8 H-TOWN "Thn" 5 CONSCIOUS DAUGHTERS "Games" HOUSTON & WINANS "Count" INTRO "Feels" TERRY ELLIS "Dad" KAWZ "Ant" INTRIGUE "Dance"</p>	<p>WCDX/Richmond, VA PD: Aaron Maxwell MD: Eric Lee 43 INTRO "Feels" 42 PATRA WAAARON HALL "Scnt" 17 H-TOWN "Thn" 14 TERRY ELLIS "Dad" RAPPIN 4-TAY "Playa" HOUSTON & WINANS "Count"</p>	<p>WPLZ/Richmond, VA PD: Phil Daniels 28 H-TOWN "Thn" 16 HOUSTON & WINANS "Count" 15 TERRY ELLIS "Dad" 5 PATRA WAAARON HALL "Scnt" 5 SHAGGY "Bad" 5 FAB 5 "Lifta" 5 INTRO "Feels" MC LYTE F/SCAPE "Keep" 30 "Georgy" DOMINO "Physical"</p>

81 Total Reporters
 81 Current Reporters
 81 Current Playlists

URBAN AC

<p>WWIN/Baltimore, MD Interim PD: Denise Edwards 22 WHITNEY HOUSTON "Exhale" 7 CHAKA KHAN "Valentine" 6 PHYLLIS HYMAN "Wasting" 6 JON B. "Scary" 6 JEAN CARINE "Don't" 6 SOLO "Change" QUINCY JONES "Slow"</p>	<p>WNQQ/Chattanooga, TN PD: Robert Sharp 10 BRUCE FISHER "Dreams" DAZZ BAND "Street" TERRY ELLIS "Dad" OLETA ADAMS "Never" REGINA BELLE "New"</p>	<p>WMXD/Detroit, MI PD: Skip Dillard 11 WILLIAM BECTION "Encouraged" 6 CHAKA KHAN "Valentine"</p>	<p>KMJQ/Houston, TX PD: Carl Conner MD: Carla Boahner 16 TERRY ELLIS "Dad" 5 LAMONT VAN HOOK "911" 5 INTRO "Feels"</p>	<p>WNHC/New Haven, CT PD: Bentley Clarke MD: Doc Martin 8 GROOVE THEORY "Tryn" 7 TERRY ELLIS "Dad" 7 H-TOWN "Thn" 7 INTRO "Feels" 6 MONA LISALOST BOYZ "Wasting" 5 SA-DELICE "Waste"</p>	<p>WFXC/Raleigh, NC PD/MD: Chris Connors 11 GERALD JORDAN "Wasting" 5 HOUSTON & WINANS "Count"</p>	<p>WTMP/Tampa, FL PD: Yolanda Anderson 14 MARIAH CAREY "Always" 13 PATRA WAAARON HALL "Scnt" 5 INTRIGUE "Dance" 5 TERRY ELLIS "Dad" 5 FUGEES "Fuge-It" 5 INTRO "Feels" 5 5 CENT "Favor"</p>
<p>WILD/Boston, MA PD: Ken Johnson MD: Dana Hall 5 PATRA WAAARON HALL "Scnt" 5 PURE SOUL "Starvin' MAYSA "Sexy" MMATURE "Got"</p>	<p>WVAZ/Chicago, IL PD: Maxx Myrick MD: Jamillah Muhammad No Adds</p>	<p>WNFQ/Gainesville, FL PD/MD: Paul Dancer TERRY ELLIS "Dad" H-TOWN "Thn" PATRA WAAARON HALL "Scnt" DAZZ BAND "Street" INTRIGUE "Dance" KAWZ "Ant" CONSCIOUS DAUGHTERS "Games"</p>	<p>KJHL/Los Angeles, CA PD/MD: Cliff Winston MARIAH CAREY "Always" H-TOWN "Thn"</p>	<p>WYLO/New Orleans, LA PD/MD: LeBron Joseph 7 JON B. "Scary"</p>	<p>KSOL/San Francisco, CA PD: Russ Allen MD: Jason Silva HOUSTON & WINANS "Count" DIANA ROSS "Gonna"</p>	<p>WMMJ/Washington, DC PD: Doug Gilmore No Adds</p>
<p>WBLK/Bufalo, NY PD: Eric Faison MD: Debbie Sims 9 SEAL "Don't" 5 BAHAMADIA "Unknown" 5 MC LYTE F/SCAPE "Keep" HOUSTON & WINANS "Count" INTRO "Feels" PATRA WAAARON HALL "Scnt" DAS EXF FMOBB DEEP "Microphone"</p>	<p>WKDA/Dallas, TX PD/MD: Skip Cheatham 70 H-TOWN "Thn" 28 XSCAPE "Want" 25 CHARNY SAVAGE "Sunrise" 18 SA-DELICE "Waste" 16 CYPRESS HILL "Throw" 10 KAWZ "Ant" HOUSTON & WINANS "Count"</p>	<p>WJMJ/Jackson, MS PD/MD: Steve Poston HOUSTON & WINANS "Count" MARIAH CAREY "Always" JOE "Things" SA-DELICE "Waste" SILK "Rush"</p>	<p>WHQT/Miami, FL PD: Phil Kidd MD: Tony Michaels No Adds</p>	<p>WQWI/Norfolk, VA PD: Hurricane Dave MD: Michael Mazzone INTRO "Feels" HOUSTON & WINANS "Count" TERRY ELLIS "Dad" RAPPIN 4-TAY "Playa" PATRA WAAARON HALL "Scnt" 5 CENT "Favor" DAZZ BAND "Street"</p>	<p>WWSA/Savannah, GA PD/MD: Floyd Blackwell 10 BRIAN MCKENIGHT "Sm" H-TOWN "Thn" PATRA WAAARON HALL "Scnt" HOUSTON & WINANS "Count" DAZZ BAND "Street" DOMINO "Physical" SILK "Rush" TERRY ELLIS "Dad" CONSCIOUS DAUGHTERS "Games" TOP SECRET "Lap" CAMP LO "Cooly"</p>	<p>WXOK/St. Louis, MO PD: Mike Love MD: Ronn Scott 28 QUINCY JONES "Heavens" 25 TONI BRAXTON "Flow" 8 HOUSTON & WINANS "Count" 6 3D "Georgy" 5 REGINA BELLE "New" 5 DAZZ BAND "Street"</p>

23 Total Reporters
 23 Current Reporters
 23 Current Playlists

FEBRUARY 16, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
4	1	1	①	MARY J. BLIGE Not Gon' Cry (Arista)	631	606	538	474	21/0
6	3	2	2	R. KELLY Down Low (Nobody Has To Know) (Jive)	495	513	497	439	19/0
1	2	4	3	MARIAH CAREY One Sweet Day (Columbia/CRG)	470	510	513	562	19/0
2	4	3	4	WHITNEY HOUSTON Exhale (Shoop Shoop) (Arista)	460	510	493	547	18/1
8	7	5	⑤	SOLO Where Do U Want Me To Put It (Perspective/A&M)	452	447	414	395	21/0
10	9	7	⑥	BRANDY Sittin' Up In My Room (Arista)	408	400	355	321	16/0
3	5	8	7	QUINCY JONES F/TAMIA You Put A Move On My Heart (Qwest/WB)	384	397	471	509	16/0
7	6	6	8	FAITH EVANS Soon As I Get Home (Bad Boy/Arista)	350	423	449	405	14/0
18	11	10	⑨	GERALD & EDDIE LEVERT SR. Wind Beneath... (EastWest/EEG)	343	297	258	205	19/1
17	14	12	⑩	D'ANGELO Lady (EMI)	340	265	245	210	17/0
25	18	13	⑪	JOE All The Things (Your Man Won't Do) (Island)	333	263	216	145	17/0
—	25	18	⑫	CHANTAY SAVAGE I Will Survive (RCA)	270	214	161	83	16/0
5	8	9	13	TERRY ELLIS Where Ever You Are (EastWest/EEG)	256	332	403	464	15/0
14	12	14	⑬	BRIAN MCKNIGHT Still In Love (Mercury)	243	241	254	239	13/0
BREAKER			⑮	RANDY CRAWFORD Give Me The Night (Bluemoon/Atlantic)	242	197	155	118	16/1
BREAKER			⑯	TONI BRAXTON Let It Flow (Arista)	211	154	154	121	11/1
9	10	11	17	GERALD & EDDIE LEVERT SR. Already Missing You (EastWest/EEG)	210	274	326	326	10/0
22	21	21	18	TONY RICH PROJECT Nobody Knows (LaFace/Arista)	197	200	194	175	11/0
15	15	16	19	JANET JACKSON Twenty Foreplay (A&M)	196	222	242	230	10/0
—	29	24	⑳	SHAWN STOCKMAN Visions Of A Sunset (Polydor/A&M)	184	168	137	118	13/1
19	19	19	21	ISLAND INSPIRATIONAL ALL STARS Don't Give Up (Island)	181	212	214	190	11/0
12	16	15	22	WILL DOWNING Sorry, I (Mercury)	181	226	231	256	7/0
—	24	23	⑳	XSCAPE Do You Want To (So So Def/Columbia/CRG)	180	172	167	117	10/0
23	23	26	㉑	JERALD DAEMYON Summer Madness (GRP)	166	164	171	149	9/0
11	13	17	25	XSCAPE Who Can I Run To (So So Def/Columbia/CRG)	165	215	251	267	10/0
16	20	20	26	MONICA Before You Walk Out Of My Life (Rowdy/Arista)	164	211	210	221	8/0
—	—	29	㉒	REGINA BELLE You Make Me Feel Brand New (Columbia/CRG)	151	125	103	84	13/3
DEBUT			㉓	PURE SOUL Stairway To Heaven (Stepsun/Interscope)	147	114	66	12	10/1
DEBUT			㉔	MAYSA Sexy (Blue Thumb)	140	95	83	62	12/1
13	17	28	㉕	PHYLLIS HYMAN I Refuse To Be Lonely (Philly/Zoo)	135	134	224	248	8/0

This chart reflects airplay from February 5-11. Songs ranked by total plays. Highlighted songs indicate Breaker.
23 Urban AC reporters. 23 current playlists. © 1996, R&R Inc.

NEW & ACTIVE

GROOVE THEORY Keep Tryin' (Epic)
Total Plays: 133, Total Stations: 10, Adds: 2

OLETA ADAMS Never Knew Love (Fontana/Mercury)
Total Plays: 132, Total Stations: 13, Adds: 3

DEBORAH COX Who Do U Love (Arista)
Total Plays: 122, Total Stations: 8, Adds: 0

ART N' SOUL Ever Since You Went Away (Big Beat/Atlantic)
Total Plays: 100, Total Stations: 8, Adds: 1

JESSE POWELL All I Need (Silas/MCA)
Total Plays: 77, Total Stations: 4, Adds: 0

JESSE Baby, Baby, Baby (Underworld/Capitol)
Total Plays: 69, Total Stations: 8, Adds: 1

TERRY ELLIS What Did I Do To You? (EastWest/EEG)
Total Plays: 69, Total Stations: 8, Adds: 7

JON B. Isn't It Scary (Yab Yum/550 Music)
Total Plays: 69, Total Stations: 6, Adds: 2

H-TOWN A Thin Line Between Love... (Jac-Mac/WB)
Total Plays: 66, Total Stations: 8, Adds: 5

SILK Don't Rush (Elektra/EEG)
Total Plays: 63, Total Stations: 7, Adds: 1

Songs ranked by total plays.

BREAKERS

RANDY CRAWFORD

Give Me The Night (Bluemoon/Atlantic)

TOTAL PLAYS/INCREASE 242/45 TOTAL STATIONS/ADDS 16/1 CHART 15

TONI BRAXTON

Let It Flow (Arista)

TOTAL PLAYS/INCREASE 211/57 TOTAL STATIONS/ADDS 11/1 CHART 16

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
WHITNEY HOUSTON & CECE WINANS Count On Me (Arista)	8
INTRO Feels Like The First Time (Atlantic)	8
TERRY ELLIS What Did I Do To You? (EastWest/EEG)	7
H-TOWN A Thin Line Between Love & Hate (Jac-Mac/WB)	5
DAZZ BAND Under The Street Lights (Lucky)	4
PATRA W/AARON HALL Scent Of Attraction (550 Music/Epic)	4
OLETA ADAMS Never Knew Love (Fontana/Mercury)	3
REGINA BELLE You Make Me Feel... (Columbia/CRG)	3
INTRIGUE Dance With Me (Universal)	3
GROOVE THEORY Keep Tryin' (Epic)	2

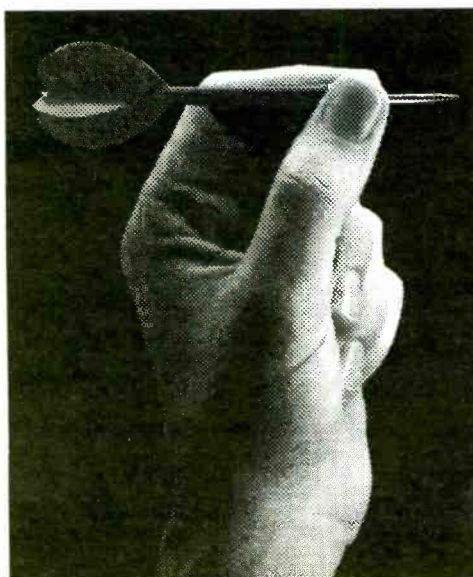
MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
D'ANGELO Lady (EMI)	+75
JOE All The Things (Your Man Won't Do) (Island)	+70
TONI BRAXTON Let It Flow (Arista)	+57
CHANTAY SAVAGE I Will Survive (RCA)	+56
GERALD & EDDIE LEVERT SR. Wind Beneath... (EastWest/EEG)	+46
JON B. Isn't It Scary (Yab Yum/550 Music)	+45
RANDY CRAWFORD Give Me... (Bluemoon/Atlantic)	+45
MAYSA Sexy (Blue Thumb)	+45
TERRY ELLIS What Did I Do To You? (EastWest/EEG)	+41
INTRO Feels Like The First Time (Atlantic)	+37

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
TLC Diggin' On You (LaFace/Arista)
AFTER 7 'Til You Do Me Right (Virgin)
MICHAEL JACKSON This Time Around (Epic)
D'ANGELO Cruisin' (EMI)
FOURPLAY The Closer I Get To You (WB)
BOBBY CALDWELL Don't Ask My... (Sin-Drome)
JON B. & BABYFACE Someone... (Yab Yum/550 Music)
BRANDY f/WANYA MORRIS Brokenhearted (Atlantic)
SILK Hooked On You (Elektra/EEG)
ANITA BAKER I Apologize (Elektra/EEG)

Breakers: Songs registering 200 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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TURNING POINT

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Country Thrives, Weather Or Not

Artists, labels, and fans rise to the occasion during winter's hard chill

While country's detractors keep predicting the decline of the music's mainstream popularity, Alan Jackson and Garth Brooks aren't having any problems filling seats at the nation's arenas ... even amid sub-freezing weather.

Between the two of them, Jackson and Brooks already have at least 13 sold-out shows, and Brooks hasn't even logged the first mile on his tour buses.

Cold Temperatures, Hot Tickets

Brooks, of course, is the guy who attracted more than 190,000 fans to three Dallas shows at Texas Stadium in 1993.

He set another record by selling 80,000 tickets to his five shows at the Omni in Atlanta. All tickets were sold after two and a half hours, breaking the arena's previous record set by Elvis Presley. Brooks kicks off his three-year world tour there on March 13.

"My hat's off to the people who braved the temperatures," Brooks said, referring to the sub-freezing weather in Atlanta on February 4. "Now it's up to us to make these shows worth the time and effort the people gave in line."

Jackson began his '96 tour with a sold-out January 19 show in Champaign, IL. With opening acts Wade Hayes and Emilio, Jackson's stage production—which includes a backdrop of 50 video cubes—is being seen by SRO crowds in Ohio, Massachusetts, Maryland, Michigan, Indiana, and South Carolina.

Difficult Delivery

Ty England's new single, "Red-neck Son," should have been delivered to Country radio on RCA's February 5 target date. Who would have thought a snow and ice storm in the deep South nearly prevented that from happening?

The problem came in Tuscaloosa, AL, where the CD singles were packed in plenty of time for air shipment from the JVC manufacturing plant. The weather problems eventually got so bad that RCA VP Tommy Daniel facetiously remarked that the

COUNTRY FLASHBACK

1 YEAR AGO

• No. 1: "Old Enough To Know Better" - Wade Hayes

5 YEARS AGO

• No. 1: "If You Want Me To" - Joe Diffie

10 YEARS AGO

• No. 1: "What's A Memory Like You ..." - John Schneider

15 YEARS AGO

• No. 1: "Are You Happy Baby?" - Dottie West

20 YEARS AGO

• No. 1: "Good Hearted Woman" - Waylon Jennings & Willie Nelson (second week)

discs be "helicoptered, snow-mobiled, or taken by ambulance" to Mobile. Little did he know his casual suggestion would be implemented.

Here's a brief synopsis of what transpired:

• Friday, February 2: With England's CD single ready to ship by truck to Airborne Express in Mobile, the Alabama Highway Patrol closed all roads surrounding Tuscaloosa. A local air-freight courier was enlisted to fly the discs to Mobile, but the helicopter couldn't land at the JVC plant.

• Saturday, February 3: RCA made arrangements for two different planes to fly from Atlanta to Tuscaloosa, but heavy winds and snow made landing impossible. A helicopter finally managed to land, delivering the 400-plus packages to

Mobile at 3:15pm. By 4pm, Airborne Express personnel had processed the shipment and placed it on a truck for delivery to New Orleans.

• Sunday, February 4: The discs left the Big Easy on a 7am flight to Airborne's hub in Wilmington, OH.

All discs were scheduled to arrive at radio the following day. However, some of the singles fell out of the helicopter in Tuscaloosa. If you got one with a cracked jewel box, consider it a souvenir of what turned into an expensive and time-consuming proposition for a lot of people.

Sacrif-Ice

Icy roads didn't prevent Alabama from sliding into Fairfax, VA to raise \$10,000 for the St. Jude Children's Research Hospital in Memphis. WMZQ/Washington sponsored the February 2 concert, which featured a special ticket that included dessert and coffee with the band during a post-show reception.

The storm was so serious that an Alabama crew member stayed up all night holding an electric heater to the bus windshield to prevent a heavy build-up of sleet.

In other vital tour bus windshield news, Lee Roy Parnell and his band, the Hot Links, were startled by a loud thud during recent travels to Minnesota and South Dakota. A large bird flew into the path of the bus, breaking the windshield. Nobody in Parnell's entourage was injured, but the bird didn't fare quite as well.

Stars Abroad

Travis Tritt, Confederate Railroad, Victoria Shaw, and Charlie Daniels are set to perform in six European countries during an upcoming 10-day tour.

The four acts will be doing separate April concerts at Euro-Disney in Paris. The tour also takes them to England, Holland, Ireland, and Switzerland. All acts meet up in Stuttgart, Germany for an April 20 show with Highway 101.

The tour, produced by Nashville-based Trisha Walker International, marks the first European performances by Tritt, Shaw, and the Railroad.

Bits 'N' Pieces

Beaumont, TX native Tracy Byrd is a finalist in the News Maker of the Year award, an annual award presented by the Press Club of Southeast Texas. Byrd's fishing tournament and concert in October raised more than \$115,000 for the March of Dimes.

• Singer-songwriter Robert Ellis Orrall will moderate ASCAP's 16th annual Country Songwriters Workshop on April 2 in Nashville.

• TNN GM Kevin Hale is leaving Nashville to become GM at KSTW-TV/Seattle. Gaylord Entertainment owns both properties.

• Songwriter Mike Reid is branching out from country and pop with "Different Fields," an opera that opened February 7 in New York City. Initial reviews are very positive.

—Calvin Gilbert



CAPITOL SIGNING — Louisiana native Trace Adkins recently became the first artist signed to Capitol Nashville under the leadership of label President/CEO Scott Hendricks. Adkins's first album, produced by Hendricks, will be released this spring. Adkins (r) is seated with Hendricks. Witnessing the signing are (l-r) VP/Business Affairs Ansel Davis, manager Gary Borman, attorney Steven Gladstone, and Exec. VP/GM Walt Wilson.

Mandy Barnett

NEW ARTIST FACT FILE

Current Single: "Now That's All Right With Me"
Current Album/Label: "Mandy Barnett"/Asylum (release date February 27)
Influences: Patsy Cline, Jim Reeves, Webb Pierce, Brenda Lee

Background

Born 20 years ago in the small town of Crossville, TN, Mandy Barnett first performed in church at age 5. In high school, she was secretary of the Future Farmers of America chapter as well as prom queen.

"I really don't know how the prom queen thing happened," she laughs. "I think they had a bunch of jars with our names on it, and whoever got the most money got to be the prom queen."

Along the way, Barnett was performing at VFW halls and churches, singing gospel music and Patsy Cline songs.

Nashville Visits

Her professional career began at age 10 with a performance at the Dollywood theme park. Barnett and her mother, Betty, then began making regular treks to visit music executives in Nashville. "She never pushed me," the younger Barnett says. "All she ever did was make contacts for me and drive me places."

Before long, Barnett was meeting Dottie West and other country stars backstage at the Grand Ole Opry. "I got to sing for Roy Acuff a few times," she recalls.

Through Opry member Justin Tubbs, Barnett was making semi-regular appearances on the "Midnight Jamboree," a Saturday night broadcast on WSM-AM/Nashville.

First Recordings

At age 12, she was recording with producer Jimmy Bowen during his tenure as head of Universal Records, an MCA subsidiary. "When Bowen moved to Capitol, I went with him," she says. "We did four master sessions, but we did a lot of demos."

"At the time, I really wasn't focused. He wanted me to find myself. I did a number of different kinds of music to experiment."

'Always ... Patsy'

No records were released from the Bowen sessions, but Barnett's experience in Nashville led to "Always ... Patsy," a stage production that ran during the summers of 1994 and 1995 at the Ryman Auditorium.

Barnett jumped at the chance to portray the late country legend. "I'd been dropped by a record company, and I needed to do something," she admits. "I was working at a halfway house, taking care of six mentally handicapped women. I was



making \$6 an hour, working 80 hours one week, and then off the next."

Barnett kept the job during the first season at the Ryman. "I kept working there because these people were kind of dependent on me. I had grown to love them. And I needed more money. I was having to go hock things all the times, just to pay my bills."

Joining Asylum

Last year, Barnett divided her time between the stage production and recording her self-titled debut album for Asylum Records. She had caught the attention of several labels and producers, but Asylum head Kyle Lehning had the vision to allow Barnett to establish her own identity.

"I didn't want to be pegged," Barnett says. "How do you keep from sounding similar to Patsy Cline when you listened to her all your life? It's kind of like Trisha Yearwood listening to Linda Ronstadt all her life. I'm not a dead-ringer for Patsy."

"We took our time with the album. We didn't want to hurry. We wanted to find songs that fit. I was looking for songs that had passion, great lyrics, and great melody."

Lehning co-produced the album with L.A.-based producer Bill Schnee, whose credits include Whitney Houston, Barbra Streisand, and Natalie Cole. "Kyle wanted me to meet with Bill," she says. "He's got a great set of ears."

The album includes songs written by Jim Lauderdale, Rodney Crowell, Jamie O'Hara, and Willie Nelson. The first single, "Now That's All Right With Me," was co-written by Kostas and Tony Perez.

The Future

After the Country Radio Seminar, Barnett will continue her radio tour. She plans to begin concert-touring in July, mixing club work with opening shows for established headliners. "I've sung in honky-tonks," she says. "There's something about honky-tonks that is really warm. The people are very appreciative."



MARKETING COUNTRY — The Country Music Association and Advertising Age magazine will be educating corporate advertisers on the power of Nashville's music during the "Marketing With Country Music" seminar on May 8-10 at the Opryland Hotel. On hand for the announcement are (l-r) Warner-Avalon's Andria D. Town, Interep Radio Store's Melony Hand, CMA Exec. Director Ed Benson, Group W Satellite Communications's Tori Stricker, Wynonna, Advertising Age's Kristi Harris, TNN/CMT's C. Paul Corbin, and Aristo Media's Jeff Walker.



LON HELTON

Will New York's Loss Hurt Your Bottom Line?

□ The effect of WYNY's format exit on revenues nationwide

Memories of the early '80s *New York Times* headline proclaiming "Country Is Dead" still sends shivers down the spines of folks in the country industry. Among the fears is that media buyers will equate the music's failure there with an ensuing demise across the rest of America.

You know — it's the old "nothing exists west of the Hudson River" mentality displayed by many Manhattanites, in particular.

In years past, there has always been a concern that Country radio revenues across the nation suffer if there's not a strong Country radio flagship in the city from which, according to **Katz Radio Group** Sr. VP/Director Research **Gerry Boehme**, over 32% of all national radio buys are generated.

If the format's image — and revenues — suffered from a poor New York showing, some could only imagine the horrors if there were *no* Country outlet. **WYNY's**



Gerry Boehme

From a national revenue standpoint, we don't think a New York media buyer not having a Coun-



Bob Lobdell



Mike Oatman



Steve Ennen

try station to listen to is a big deal."

Boehme also assures callers that the stereotype of a media buyer who only buys what he listens to is a thing of the past. "Country's growth and popularity have erased that."

Boehme polled 25 people in various sales divisions within his company who deal with all formats and buyers. He says they all said WYNY's disappearance wouldn't make any difference in the way buyers look at other markets. Some of their thoughts, as relayed by Boehme:

>New York wasn't a strong factor for buyers because they already had the impression that Country and the lifegroup were different in other markets anyway. No one in NY felt the format was strong in NY, so it doesn't make a difference that they're not hearing it there. Boehme adds that some of the people he talked with are Country fans, had an affinity for the format, and are disappointed it's gone.

>Anybody biased against Country was biased against it already, so the fact that there's no Country station isn't going to make them feel any different than they did already.

>Country stations in certain regions — primarily the Northeast and West Coast — and other selected Top 5-10 markets, plus any new Country stations, must market themselves very strongly and do a good sales job on themselves to agencies. They should demonstrate the format's continued viability in their areas. Stations in markets that carry some negative baggage need to explain their mar-

kets and Country's position in detail to media buyers.

CMA Efforts Pay Off

Bob Lobdell, Director of the **Cold Spring Harbor Group**, has conducted hundreds of presentations to agencies all over the country on behalf of the CMA. He says

that in the last eight years he's been in every major agency at least once and in most of the minor agencies. His impressive, graphics-intensive presentation offers a comprehensive and very positive profile

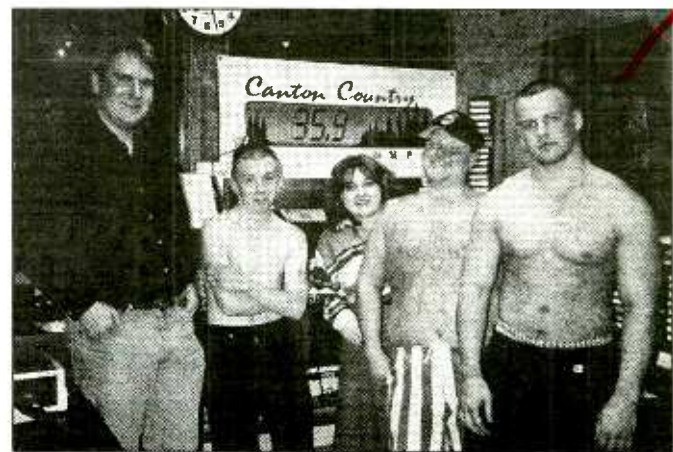
of country consumers. The goal is to knock down any and all negative stereotypes advertisers, account execs, or buyers may have about the format.

Like Boehme, Lobdell doesn't think WYNY's exit will have much impact. "Because of what the CMA has been doing, the entire [ad] community has a better understanding of Country now than ever before. We show them who listens, what products they buy, and help them with promotional activity. Because they're more educated, they more than ever judge buying other locations by the particular performance of the station. If the book is good, the station stands a good chance of getting the bulk of the buy."

Lobdell says it's a good thing the CMA got its program under way when it did. "The constant turnover of people in the ad business makes it important for these efforts to be ongoing. We've been able to catch a lot of people in their formative stages as they've moved

Because of what the CMA has been doing, the entire [ad] community has a better understanding of Country now than ever before.

—Bob Lobdell



THE NAME GAME — WNPQ/Canton, OH came up with one of the more ingenious contests I've ever heard of to give away anything. The station threw a birthday party for Brooks on February 7 (Garth's 34th), and one listener got the present — two tickets to see *The Man in Cleveland* on March 21. The winner was the person with the most "Garth 95.9" phrases written on his or her body. The contest only ran from 5:30-7pm on the "Cruise Thru Rush Hours" show with Ed Rush and Alicia Cruize. Pictured (l-r) are Rush, the second place winner (932 times), Cruize, the third place winner (631 times), and Numero Uno, who found enough space on his bod for 1846 phrases.

“

It might have had an impact seven or eight years ago when we were all struggling. But Country's too strong today.

—Steve Ennen

”

from media buyer to AE, so they can carry all this positive information about Country packed in their heads."

Certainly, the implication is that taking Country's story to the decision-makers helps mitigate the potential fallout from a situation like the one occurring in New York.

Windy City Stays Strong

Steve Ennen, VP/GM at **WUSN/Chicago**, the nation's highest-billing Country station, doesn't believe WYNY's exodus will affect his or any other Country station. "It might have had an impact seven or eight years ago when we were all struggling; an event like this would have confirmed to them that Country wasn't happening. But Country's too strong today. New York buyers looking at almost any city in the nation will see a Country station in the top three in adult demos.

"It's too bad when buyers can't hear, firsthand, what the music and stars sound like. But with TNN, CMT, and other outlets airing country videos, a certain amount of exposure is still there. When they see country artists hosting their own [network] TV shows, it points out this is not a niche anymore. It's mainstream music. No matter where buyers are or what they think or listen to, the qualitative data on today's Country audience is so incredible, they can't not buy the format."

A CEO's View

Mike Oatman is GM/CEO for **Great Empire**, owners of Country stations in Omaha, Shreveport, Tulsa, Wichita, and Springfield, MO. He also believes Country revenues won't be affected, especially in the short term — though he is concerned about the future. "If we go too long without a station flipping to Country [in New York], it could get like the old days. And the perception could change into 'it must be over.'

"The perception [among buyers] is this format is still very strong. A little of the bloom may be off the rose, but we'll be fine with what we have. I doubt there's the potential for any agency looking for adults to think that Country's no longer important. I don't think we'll be returning to a time when Country is restricted from buys. Even though there's a great track record for dumbness, I can't believe they'll be that dumb."

“

If we go too long without a station flipping to Country [in New York], it could get like the old days.

—Mike Oatman

”

We can all be thankful that the strides we've made as a format and an industry will serve us in good stead as we move forward without a Country station in the nation's largest market. One can only hope we don't have to wait too long before another company picks up the mantle. Because, while Country is far from dead and may not suffer for lack of a New York Country outlet, the format is certainly much stronger when we have a successful outlet in Gotham.

From a national revenue standpoint, we don't think a New York media buyer not having a Country station to listen to is a big deal.

—Gerry Boehme

departure from the format (2/5/96) marks the first time in almost 25 years that the Big Apple has been without a Country station.

What does that mean to Country radio's bottom line? Thankfully, the great news from a variety of experts is "not much."

Katz: 'Not A Big Deal'

Boehme says he's received a lot of calls from general and national sales managers asking what impact WYNY's demise might have on their revenues. "We tell the sales managers that every station has to be positioned [to media buyers] within its own marketplace.

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FEBRUARY 16, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL STATIONS/ADDS	PLAY RANK	TOTAL PLAYS	+/- PLAYS	TOTAL POINTS	+/- POINTS
8	5	2	①	COLLIN RAYE Not That Different (Epic)	185/0	1	6646	+76	36340	+398
13	10	4	②	ALAN JACKSON I'll Try (Arista)	185/0	2	6606	+391	36208	+2327
10	8	3	③	WADE HAYES What I Meant To Say (DKC/Columbia/CRG)	185/0	3	6481	+38	35425	+241
11	9	5	④	MARTINA MCBRIDE Wild Angels (RCA)	185/0	4	6427	+289	35004	+1698
14	12	7	⑤	GARTH BROOKS The Beaches Of Cheyenne (Capitol)	184/0	5	6237	+562	34019	+3223
12	11	8	⑥	GEORGE STRAIT I Know She Still Loves Me (MCA)	184/0	6	6067	+414	33057	+2419
20	16	10	⑦	PATTY LOVELESS You Can Feel Bad (Epic)	185/0	8	5527	+640	30301	+3467
16	15	9	⑧	TRACY LAWRENCE If You Loved Me (Atlantic)	185/0	7	5583	+528	30183	+2884
15	14	11	⑨	DAVID LEE MURPHY Out With A Bang (MCA)	183/0	9	5154	+284	27719	+1397
6	3	1	10	JOE DIFFIE Bigger Than The Beatles (Epic)	161/0	10	5045	-1549	27664	-8408
18	17	13	⑪	WYNONNA To Be Loved By You (Curb/MCA)	185/0	11	4971	+333	27019	+1685
22	19	15	⑫	DIAMOND RIO Walkin' Away (Arista)	185/1	12	4856	+433	26291	+2373
25	23	17	⑬	CLAY WALKER Hypnotize The Moon (Giant)	184/0	13	4740	+387	25619	+2094
24	22	20	⑭	RHETT AKINS She Said Yes (Decca)	178/2	14	4487	+364	24551	+2100
23	21	18	⑮	LINDA DAVIS Some Things Are Meant To Be (Arista)	181/0	15	4462	+321	24388	+1891
27	25	22	⑯	DARYLE SINGLETARY Too Much Fun (Giant)	183/7	16	4307	+578	23542	+3114
28	24	21	⑰	NEAL McCOY You Gotta Love That (Atlantic)	184/2	17	4233	+361	22819	+2193
29	28	24	⑱	MARK CHESNUTT It Wouldn't Hurt To Have... (Decca)	182/6	18	3989	+542	21476	+3010
32	31	27	⑲	LONESTAR No News (BNA)	177/5	19	3894	+621	20881	+3394
30	29	25	⑳	ALABAMA It Works (RCA)	178/3	20	3703	+408	19970	+2002
31	30	26	㉑	RICOCHET What Do I Know (Columbia/CRG)	180/3	21	3657	+302	19604	+1725
34	32	28	㉒	LEE ROY PARNELL Heart's Desire (Career)	179/5	22	3589	+592	19497	+3233
26	26	23	㉓	JOHN ANDERSON Paradise (BNA)	160/0	23	3411	-137	17856	-632
33	33	30	㉔	LARI WHITE Ready, Willing And Able (RCA)	163/5	26	2857	+312	15195	+1643
40	36	32	㉕	PAM TILLIS The River And The Highway (Arista)	163/8	28	2774	+495	14814	+2596
41	37	34	㉖	AARON TIPPIN Without Your Love (RCA)	168/14	27	2783	+580	14809	+3343
35	34	33	㉗	LORRIE MORGAN Standing Tall (BNA)	147/4	30	2560	+205	13338	+1125
—	45	37	㉘	TRACY BYRD Heaven In My Woman's Eyes (MCA)	159/22	31	2478	+634	13166	+3600
47	40	38	㉙	BILLY DEAN It's What I Do (Capitol)	162/17	32	2349	+567	12341	+2876
36	35	35	⑳	JAMES BONAMY She's Got A Mind Of Her Own (Epic)	158/10	33	2276	+243	11785	+1274
39	39	36	㉑	MAVERICKS All You Ever Do Is Bring... (MCA)	146/16	34	2243	+358	11764	+1947
5	4	16	㉒	BLACKHAWK Like There Ain't No Yesterday (Arista)	92/1	35	2100	-2250	11639	-11994
BREAKER			㉓	SHANIA TWAIN You Win My Love (Mercury)	139/121	36	2038	+1743	11158	+9515
7	7	6	34	REBA MCENTIRE Ring On Her Finger, Time On... (MCA)	94/0	37	2016	-3958	10903	-21695
BREAKER			㉔	JO DEE MESSINA Heads Carolina, Tails California (Curb)	121/28	38	1719	+542	9202	+2859
37	38	39	36	LITTLE TEXAS Country Crazy (WB)	109/1	39	1698	-89	8835	-442
BREAKER			㉕	JOHN BERRY Every Time My Heart Calls... (Capitol)	123/49	40	1594	+617	8299	+3181
BREAKER			㉖	EMILIO Even If I Tried (Capitol)	116/7	42	1585	+195	8243	+1033
BREAKER			㉗	KEITH STEGALL 1969 (Mercury)	112/10	44	1389	+280	7423	+1466
44	43	43	⑳	MANDY BARNETT Now That's All Right... (Asylum/EEG)	101/14	46	1338	+198	6849	+996
21	20	31	41	KENNY CHESNEY Grandpa Told Me So (BNA)	49/0	50	1104	-1259	6244	-6294
—	—	47	⑳	STEPHANIE BENTLEY Who's That Girl (Epic)	94/20	49	1147	+322	5528	+1478
19	18	19	43	SAWYER BROWN 'Round Here (Curb)	49/0	51	1074	-3090	5506	-16968
DEBUT			㉙	BLACKHAWK Almost A Memory Now (Arista)	85/71	55	1036	+876	5454	+4539
43	44	44	㉚	SMOKIN' ARMADILLOS Let Your Heart Lead... (MCG/Curb)	89/1	52	1074	0	5411	+40
—	49	48	㉛	DWIGHT YOAKAM Gone (That'll Be Me) (Reprise)	79/11	57	963	+150	4783	+811
45	46	46	47	TRAVIS TRITT Only You (And You Alone) (WB)	63/0	60	810	-228	4027	-1085
—	—	50	㉜	RICH MCCREADY Hangin' On (Magnatone)	69/7	59	814	+131	3756	+651
DEBUT			㉝	MINDY MCCREADY Ten Thousand Angels (BNA)	66/15	62	682	+193	3625	+1005
DEBUT			㉞	FAITH HILL Someone Else's Dream (WB)	46/42	64	641	+578	3564	+3272

This chart reflects airplay from February 12-18. Songs ranked by total points. Highlighted songs indicate Breaker.
185 Country reporters. 180 current playlists. © 1996, R&R Inc.

BREAKERS®

SHANIA TWAIN
You Win My Love (Mercury)
75% of our reporters on it (139 stations)
121 Adds • Debut At 33

JOHN BERRY
Every Time My Heart Calls Your Name (Capitol)
66% of our reporters on it (123 stations)
49 Adds • Moves 45 - 37

JO DEE MESSINA
Heads Carolina, Tails California (Curb)
65% of our reporters on it (121 stations)
28 Adds • Moves 41 - 35

EMILIO
Even If I Tried (Capitol)
62% of our reporters on it (116 stations)
7 Adds • Moves 40 - 38

KEITH STEGALL
1969 (Mercury)
60% of our reporters on it (112 stations)
10 Adds • Moves 42 - 39

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
SHANIA TWAIN You Win My Love (Mercury)	121
BLACKHAWK Almost A Memory Now (Arista)	71
JOHN BERRY Every Time My Heart... (Capitol)	49
FAITH HILL Someone Else's Dream (WB)	42
TY ENGLAND Redneck Son (RCA)	38
JO DEE MESSINA Heads Carolina, Tails California (Curb)	28
BOBBIE CRYNER You'd Think He'd Know... (MCA)	26
TRACY BYRD Heaven In My Woman's Eyes (MCA)	22
STEPHANIE BENTLEY Who's That Girl (Epic)	20
PERFECT STRANGER Remember The Ride (Curb)	20

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SHANIA TWAIN You Win My Love (Mercury)	+1743
BLACKHAWK Almost A Memory Now (Arista)	+876
PATTY LOVELESS You Can Feel Bad (Epic)	+640
TRACY BYRD Heaven In My Woman's Eyes (MCA)	+634
LONESTAR No News (BNA)	+621
JOHN BERRY Every Time My Heart... (Capitol)	+617
LEE ROY PARNELL Heart's Desire (Career)	+592
AARON TIPPIN Without Your Love (RCA)	+580
FAITH HILL Someone Else's Dream (WB)	+578
DARYLE SINGLETARY Too Much Fun (Giant)	+578

MOST INCREASED POINTS

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
SHANIA TWAIN You Win My Love (Mercury)	+9515
BLACKHAWK Almost A Memory Now (Arista)	+4539
TRACY BYRD Heaven In My Woman's Eyes (MCA)	+3600
PATTY LOVELESS You Can Feel Bad (Epic)	+3467
LONESTAR No News (BNA)	+3394
AARON TIPPIN Without Your Love (RCA)	+3343
FAITH HILL Someone Else's Dream (WB)	+3272
LEE ROY PARNELL Heart's Desire (Career)	+3233
GARTH BROOKS The Beaches Of Cheyenne (Capitol)	+3223
JOHN BERRY Every Time My Heart... (Capitol)	+3181

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	
SHANIA TWAIN (If...) I'm Outta Here (Mercury)	
DOUG SUPERNAW Not Enough Hours In The Night (Giant)	
FAITH HILL It Matters To Me (WB)	
TIM MCGRAW Can't Be Really Gone (Curb)	
JOHN MICHAEL MONTGOMERY Cowboy Love (Atlantic)	
TERRI CLARK When Boy Meets Girl (Mercury)	
BRYAN WHITE Rebecca Lynn (Asylum/EEG)	
GEORGE STRAIT Check Yes Or No (MCA)	
ALAN JACKSON Tall, Tall Trees (Arista)	
AARON TIPPIN That's As Close As I'll Get (RCA)	

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

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FEBRUARY 26

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3RD ANNUAL

"Where the Fans '96 Meet the Stars!"

SONGWRITERS CONTEST!

WINNING SONG AIRED
NATIONALLY ON THE ROAD
RADIO NETWORK

**GRAND PRIZE WINNER WILL
APPEAR ON TNN: THE NASHVILLE NETWORK'S PRIMETIME
COUNTRY, WIN \$2000 AND A GIBSON GUITAR!**

For each song you submit, send a completed entry form, lyrics typed or printed legibly in English, an audio cassette recording of each song on a separate cassette (only one song per tape) and a check, money order, VISA, MasterCard or AMEX payment authorization for the \$20 per entry fee. Make sure your name, full address and song title appear on each item submitted. See the following official rules for details.

1. Send the following with each entry:

- Completed entry form (or photocopy), all signatures must be original.
- Each submission requires only one song per audio cassette including your name and

full address on cassette label.

- Lyrics typed or printed legibly in English.
- Check or money order made payable to Starfest, Inc. Songwriting Contest, or credit card approval for \$20 (U.S.) for each entry submitted.
- Contestant's name, full address and song title must appear on each item along with any co-author's names (if applicable). If entrant is under 18, signature of parent or guardian is required.

**2. Mail entries to: R & R 3rd Annual Starfest Songwriting Contest
10100 Santa Monica Blvd., 5th Floor
Los Angeles, CA 90067-4004**

Entries must be received no later than April

1, 1996.

3. Each song submitted must be contestant's original work: Songs can be no longer than 5 minutes. Contestants may enter as many times as he or she wishes, but each song must have its own entry form and be recorded with only one song on a separate cassette accompanied by typed or printed lyric sheet.

4. Prizes and estimated maximum retail value:

1 GRAND PRIZE- Winner will have song produced and aired nationally on "THE ROAD" RADIO NETWORK, receive a special guest appearance on PRIME TIME COUNTRY as seen nightly on TNN (the Nashville Network), \$2,000 cash, publishing contract for winning song and a GIBSON J-200 guitar with case (value \$3000).

2 FIRST PRIZES- \$1000 cash, publishing contract for winning song and a beautiful Peavey acoustic guitar.

3 SECOND PRIZES- \$500 cash and a beautiful Peavey acoustic guitar.

4 THIRD PRIZES- A beautiful Peavey acoustic guitar.

250 HONORABLE MENTIONS- Certificates of Achievement to writers judged among the best.

I certify that I have read and understand the R & R Starfest Songwriting Contest Official rules and I accept the terms and conditions of participation in this contest as stated in the Official rules (If entrant is under 18 years old, the signature of a parent or guardian is required).

SIGNATURE of parent or guardian if under 18 _____

Name: _____

Address: _____

City/State: _____ Zip: _____

Phone: (____) _____ Age: _____

Check or money order for \$20 per song should be made payable to:

STARFEST INC. SONGWRITING CONTEST

Song Title: _____

We will add your name to our mailing list for song contest information and music/entertainment industry opportunities. If you DO NOT want to receive this material, check here: _____

**MAIL YOUR ENTRY TO: R & R 3rd Annual Starfest Songwriting Contest
10100 Santa Monica Blvd.
5th Floor
Los Angeles, CA 90067-4004**

Be sure to sign this form after carefully reading the official rules. This entry form may be photo-copied for additional entries as needed. We thank our sponsors for their participation in this contest.



Employee's of Starfest, Inc., R&R, Gibson, Music City News Magazine, American Songwriter Magazine, Country Wave Magazine, After Midnight, Idea Promotions, The Road Radio Network, and their families, subsidiaries, affiliates, advertising, public relations and promotion agencies are not eligible.

NEW & ACTIVE

FRAZIER RIVER She Got What She Deserves (Decca)

Total Stations: 58, Total Points: 3177, Total Adds: 6, Including: KUGN 14, KYGO 13, WOW 9, KSKS 7, WUSW 5, WXTA 5
Plays Include: WKSI 28 (27), KTST 22 (22), WWQQ 22 (22), WWYZ 19 (10), WJCL 18 (18), WRBQ 18 (18), WRNS 18 (18), WUBE 18 (18), WWZD 18 (18), KJUG 15 (15), WDEN 15 (15), WFMB 15 (15), WKDQ 15 (15), WQBE 15 (15), WXBQ 15 (15), KHSL 14 (13)

BAKER & MYERS Years From Here (MCG/Curb)

Total Stations: 52, Total Points: 2901, Total Adds: 12, Including: WIL 20, WXTA 15, KUGN 14, WCMS 11, KNAX 9, WXBM 9, KYKR 8, KTEX 7, WDSY 7, WAMZ 6, KTCS 5, WUSW 5
Plays Include: WDEN 25 (15), KXKC 23 (24), WRNS 18 (18), KFMS 17 (17), WMZQ 17 (17), WTQR 17 (17), WBCS 15 (15), WFRG 15 (15), WSM-15 (15), KDRK 14 (14), WPKX 14 (14)

CHELY WRIGHT The Love That We Lost (Polydor)

Total Stations: 57, Total Points: 2876, Total Adds: 8, Including: WTNT 8, WSOC 7, KASH 6, KTCS 5, KXDD 5, WIRK 5, WKSF 5, WROO 5
Plays Include: KBEQ 24 (10), KPLX 20 (10), WFMB 20 (20), WWZD 18 (18), KFMS 17 (17), WACO 16 (16), WYD 16 (16), KJUG 15 (15), KKIX 15 (7), KPLM 14 (14), KUGN 14 (14), KML 13 (13), WIVK 13 (13), WKML 13 (13), WSIX 13 (12), KZSN 12 (12), WKNN 12 (12)

TIM MCGRAW All I Want Is A Life (Curb)

Total Stations: 25, Total Points: 2640, Total Adds: 10, Including: WWZD 30, KNAX 16, WIRK 16, WXBM 15, WTDR 14, WIVK 13, KTEX 12, KHAY 10, KHEY 9, WKSI 7
Plays Include: WBCT 37 (37), KEEY 26 (26), WKDQ 25 (15), WQBE 25 (15), WXBQ 25 (15), WBOB 23 (23), KYNG 20 (20), WUBE 18 (18), KFMS 17 (17), WESC 15 (15), WKIX 14 (15), WWW 14 (14), WKXC 11 (11)

TY ENGLAND Redneck Son (RCA)

Total Stations: 42, Total Points: 2016, Total Adds: 38, Including: KTST 22, WJCL 18, WWKA 17, WZZK 16, KJUG 15, KYKR 15, KPLM 14, KRYS 14, WGH 14, WKML 13, KCY 12, WLWI 12, WSIX 11, KIKF 10, WFRG 10, WTCM 10, WTVY 10, KATM 9, KVOO 9, WOW 9, WRKZ 9, KTOM 8, WGTY 8, KSOP 7, WVCN 7, WMSI 7

PERFECT STRANGER Remember The Ride (Curb)

Total Stations: 29, Total Points: 1676, Total Adds: 20, Including: KBEQ 18, WRNS 18, WUBE 18, KJUG 15, KKIX 15, WGN 13, WSIX 11, WTCR 11, WACO 10, WTVY 10, WRKZ 9, WXBM 9, KSKS 7, KTEX 7, WDRM 6, KFDI 5, KNFM 5, KXDD 5, WBCT 5, WDEN 5
Plays Include: KASE 21 (5), KYGO 13 (13), WIVK 13 (13), WKDQ 7 (7), WQBE 7 (7), WSM- 7 (7), WXBQ 7 (5)

RICKY SKAGGS Back Where We Belong (Atlantic)

Total Stations: 32, Total Points: 1402, Total Adds: 7, Including: WJCL 18, WCKT 14, KRRV 12, WTCM 10, WIBW 7, KWNR 5, WWZD 5
Plays Include: KXKC 23 (24), KGNC 22 (22), WRNS 18 (18), KJUG 15 (15), KKIX 15 (15), WFRG 15 (15), WPKX 14 (14), WWYZ 10 (10), KVOO 9 (5), KSOP 7 (7), WFMB 7 (7), WVCN 7 (7), WRBQ 7 (7), WTVY 7 (7), KASH 6 (6), WTHI 6 (6), KFDI 5 (5), KMPS 5 (5), KNFM 5 (5), KTCS 5 (5), KTTS 5 (5), WDEN 5 (5), WQYK 5 (5), WSIX 5 (5)

JOHN M. MONTGOMERY Long As I Live (Atlantic)

Total Stations: 15, Total Points: 1384, Total Adds: 14, Including: KBEQ 18, WKX 18, WQMX 18, WIRK 16, WESC 15, WTDR 14, WWW 14, WYCD 13, WYRK 12, KIKF 10, KXDD 10, WQXK 7, WVLK 5, WWYZ 5
Plays Include: KEEY 40 (40)

BOBBIE CRYNER You'd Think He'd Know Better (MCA)

Total Stations: 30, Total Points: 1315, Total Adds: 26, Including: WRNS 18, KNAX 16, WPOC 16, WCKT 14, WKML 13, KWNR 10, WTCM 10, KHAY 9, KVOO 9, WTNT 8, KJUG 7, KRYS 7, KSKS 7, WTVY 7, WFMS 6, WKSI 6, KFDI 5, KTTS 5, WDEN 5, WKSF 5, WRKZ 5, WROO 5, WSIX 5, WTCR 5, WUSW 5, WWQQ 5

MARK COLLIE Love To Burn (Columbia/CRG)

Total Stations: 21, Total Points: 1091, Total Adds: 2, Including: WYYD 16, WTCR 5
Plays Include: KBEQ 18 (18), WRNS 18 (18), KHSL 14 (14), WPKX 14 (14), WSIX 13 (13), WTVY 10 (10), WWYZ 10 (10), KVOO 9 (5), KTOM 8 (8), WGTY 8 (10), WXTU 8 (6), KKIX 7 (7), WDSY 7 (7), KFDI 5 (5), KTTS 5 (5), KYGO 5 (5), WDEN 5 (5), WKLB 5 (5), WRKZ 5 (5)

JEFF CARSON Holdin' Onto Something (MCG/Curb)

Total Stations: 12, Total Points: 1024, Total Adds: 11, Including: WGAR 26, WPOC 16, KNCL 13, WYCD 13, WKXC 11, KEEY 9, WKSJ 8, KSKS 7, WDSY 7, WSM- 7, KMPS 5

SHENANDOAH All Over But The Shoutin' (Capitol)

Total Stations: 11, Total Points: 821, Total Adds: 11, Including: KTTS 34, KLL 21, KWJ 18, WCKT 14, WIVK 13, WTNT 13, KIKF 10, WDAF 10, KATM 9, WTHI 6, WWYZ 5

JUNIOR BROWN My Wife Thinks You're Dead (Curb)

Total Stations: 10, Total Points: 562, Total Adds: 1, Including: WDAF 10
Plays Include: WPOC 20 (16), WGTY 14 (13), WCMS 11 (11), KVOO 9 (5), KXKC 8 (7), KFDI 5 (5), KTTS 5 (5), WDEN 5 (5), WRKZ 5 (5)

CURTIS BROWN The Truth Is Hard... (Asylum/EEG)

Total Stations: 13, Total Points: 522, Total Adds: 2, Including: WYRK 12, KAYO 7
Plays Include: WKSF 18 (18), KJUG 15 (15), WTCR 11 (11), KXDD 10 (10), KVOO 9 (15), WTVY 7 (7), KFDI 5 (5), WTTTS 5 (5), WDEN 5 (5), WRKZ 5 (5), WWYZ 5 (10).

Songs Ranked By Total Points

NATIONAL RADIO FORMATS

ABC RADIO NETWORKS

Mark Edwards • (214) 991-9200

Coast-To-Coast

Adds:
JOHN BERRY/Every Time My Heart Calls Your Name
JAMES BONAMY/She's Got A Mind Of Her Own
KEITH STEGALL/1969
SHANIA TWAIN/You Win My Love

Hottest:
PATTY LOVELESS/You Can Feel Bad
CLAY WALKER/Hypnotize The Moon
ALABAMA/It Works
LONESTAR/No News
NEAL MCCOY/You Gotta Love That

Real Country

Dave Nicholson • (602) 966-6236

Adds:
BILLY DEAN/It's What I Do
RICH MCCREADY/Hangin On
JO DEE MESSINA/Heads Carolina, Tails California
RICKY SKAGGS/Back Where We Belong

Hottest:
GEORGE STRAIT/I Know She Still Loves Me
PATTY LOVELESS/You Can Feel Bad
ALAN JACKSON/If I'll Try
GARTH BROOKS/The Beaches Of Cheyenne
RHETT AKINS/She Said Yes

AFTER MIDNITE ENTERTAINMENT

Craig Scott • (901) 755-9753

Adds:
MINDY MCCREADY/Ten Thousand Angels
SHENANDOAH/All Over But The Shoutin'
SHANIA TWAIN/You Win My Love

Hottest:
COLLIN RAYE/Not That Different
WADE HAYES/What I Meant To Say
MARTINA McBRIDE/Wild Angels
ALAN JACKSON/If I'll Try
GARTH BROOKS/The Beaches Of Cheyenne

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

Adds:
None
Hottest:
SHANIA TWAIN/(If You're ...) I'm Outta Here!
JOE DIFFIE/Bigger Than The Beatles
REBAMA ENTERTAINING/On Her Finger, Time On Her Hands
DAVID LEE MURPHY/Out With A Bang
MARTINA McBRIDE/Wild Angels

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

Super Country/Pure Country — Ken Moultrie

Adds:
TIM MCGRAW/All I Want Is A Life
Hottest:
LEE ROY PARNELL/Heart's Desire
SHANIA TWAIN/(If You're ...) I'm Outta Here!
JOE DIFFIE/Bigger Than The Beatles
WADE HAYES/What I Meant To Say
FAITH HILL/It Matters To Me

Digital Country — L.J. Smith

Adds:
None

BROADCAST PROGRAMMING CONTINUED

Hottest:
TERRI CLARK/When Boy Meets Girl
JOE DIFFIE/Bigger Than The Beatles
FAITH HILL/It Matters To Me
SHANIA TWAIN/(If You're ...) I'm Outta Here!
COLLIN RAYE/Not That Different

Digital New Country — Ken Moultrie

Adds:
None
Hottest:
JOHN MICHAEL MONTGOMERY/Cowboy Love
SHANIA TWAIN/(If You're ...) I'm Outta Here!
FAITH HILL/It Matters To Me
TERRI CLARK/When Boy Meets Girl
COLLIN RAYE/Not That Different

JONES SATELLITE NETWORK

Phil Barry • (303) 784-8700

U.S. Country — Jim Murphy

Adds:
JOHN BERRY/Every Time Your Heart Calls My Name
BLACKHAWK/Almost A Memory Now
FAITH HILL/Someone Else's Dream
TIM MCGRAW/All I Want Is A Life
Hottest:
WADE HAYES/What I Meant To Say
TRACY LAWRENCE/If You Loved Me
MARTINA McBRIDE/Wild Angels
COLLIN RAYE/Not That Different
GEORGE STRAIT/I Know She Still Loves Me

CD Country — John Hendricks

Adds:
ASLEEP AT THE WHEEL/Lay Down Sally
TERRI CLARK/If I Were You
TY ENGLAND/Redneck Son
BRYAN WHITE/I'm Not Supposed To Love You ...
Hottest:
MARK CHESNUTT/It Wouldn't Hurt To Have Wings
LINDA DAVIS/Some Things Are Meant To Be
DIAMOND RIO/Walkin' Away
PATTY LOVELESS/You Can Feel Bad
DAVID LEE MURPHY/Out With A Bang

WESTWOOD ONE RADIO NETWORKS

Bob McNeill • (805) 294-9000

Hot Country

Adds:
TRACY BYRD/Heaven In My Woman's Eyes
LINDA DAVIS/Some Things Are Meant To Be
DARYLE SINGLETARY/Too Much Fun
AARON TIPPIN/Without Your Love
Hottest:
WADE HAYES/What I Meant To Say
MARTINA McBRIDE/Wild Angels
ALAN JACKSON/If I'll Try
PATTY LOVELESS/You Can Feel Bad
GARTH BROOKS/The Beaches Of Cheyenne

Mainstream Country

Adds:
ALABAMA/It Works
LINDA DAVIS/Some Things Are Meant To Be
Hottest:
COLLIN RAYE/Not That Different
MARTINA McBRIDE/Wild Angels
GARTH BROOKS/The Beaches Of Cheyenne
WADE HAYES/What I Meant To Say
ALAN JACKSON/If I'll Try

DTNN

THE NASHVILLE NETWORK •
60.2 million households
Traci Todd,
Manager/Video Programming

ADDS

STEVE AZAR/Someday (River North)
JOEL NAVA/Do (Arista)
SHANIA TWAIN/You Win My Love (Mercury)

HEAVY

ALABAMA/It Works (RCA)
LINDA DAVIS/Some Things Are Meant To Be (Arista)
DIAMOND RIO/Walkin' Away (Arista)
JOE DIFFIE/Bigger Than The Beatles (Epic)
TRACY LAWRENCE/If You Loved Me (Atlantic)
LONESTAR/No News (BNA)
MAVERICKS/All You Ever Do Is Bring Me Down (MCA)
MARTINA McBRIDE/Wild Angels (RCA)
JOHN MICHAEL MONTGOMERY/Cowboy Love (Atlantic)
LORRIE MORGAN/Standing Tall (BNA)
COLLIN RAYE/Not That Different (Epic)
SAWYER BROWN/Round Here (Curb)
DARYLE SINGLETARY/Too Much Fun (Giant)
PAM TILLIS/The River And The Highway (Arista)
SHANIA TWAIN/(If You're ...) I'm Outta Here! (Mercury)
SHANIA TWAIN/You Win My Love (Mercury)
CLAY WALKER/Hypnotize The Moon (Giant)

Information current as of February 14.



30.8 million households
Tracy Rogers, Director/Programming
Paul Hastaba, VP/GM

ADDS

DWIGHT YOAKAM/Gone (That'll Be Me) (Reprise)

TOP 10

LINDA DAVIS/Some Things Are Meant To Be (Arista)
DIAMOND RIO/Walkin' Away (Arista)
JOE DIFFIE/Bigger Than The Beatles (Epic)
WADE HAYES/What I Meant To Say (DKC/Columbia/CRG)
TRACY LAWRENCE/If You Loved Me (Atlantic)
MAVERICKS/All You Ever Do Is Bring Me Down (MCA)
MARTINA McBRIDE/Wild Angels (RCA)
JOHN MICHAEL MONTGOMERY/Cowboy Love (Atlantic)
COLLIN RAYE/Not That Different (Epic)
SAWYER BROWN/Round Here (Curb)

HEAVY

LINDA DAVIS/Some Things Are Meant To Be (Arista)
DIAMOND RIO/Walkin' Away (Arista)
JOE DIFFIE/Bigger Than The Beatles (Epic)
TRACY LAWRENCE/If You Loved Me (Atlantic)
LONESTAR/No News (BNA)
MAVERICKS/All You Ever Do Is Bring Me Down (MCA)
MARTINA McBRIDE/Wild Angels (RCA)
JOHN MICHAEL MONTGOMERY/Cowboy Love (Atlantic)
COLLIN RAYE/Not That Different (Epic)
SAWYER BROWN/Round Here (Curb)
DARYLE SINGLETARY/Too Much Fun (Giant)
CLAY WALKER/Hypnotize The Moon (Giant)

HOT SHOTS

STEVE AZAR/Someday (River North)
BELLAMY BROTHERS/Old Hippie (Bellamy Brothers)
STEPHANIE BENTLEY/Who's That Girl (Magnatone)
TERRI CLARK/If I Were You (Mercury)
BOBBIE CRYNER/You'd Think He'd Know Me Better (MCA)
BILLY DEAN/It's What I Do (Capitol)
N. DIAMOND & W. JENNINGS/One Good Love (Columbia/CRG)
NANCY GRIFFITH & THE CRICKETS/Well ... All Right (Decca)
MINDY MCCREADY/Ten Thousand Angels (BNA)
DAN SEALS/I'd Really Love To See ... (Intersound)
PAM TILLIS/The River And The Highway (Arista)
SHANIA TWAIN/You Win My Love (Mercury)

Heavy rotation songs receive five plays per day. Hot Shots receive four plays per day. Breakout Videos and Picks (Pick Hits of the Week) receive an extra play above heavy rotation per day. All Top 10 videos also receive heavy rotation.

Information current as of February 16.

COUNTRY REPORTERS

Stations and their adds listed alphabetically by market

<p>WQMX/Akron, OH PD: Kevin Mason MD: Bill Shiel 18 JOHN M. MONTGOMERY 18 JAMES BONAMY 18 FAITH HILL 18 BILLY DEAN</p>	<p>WKNN/Blois, MS PD: Rick Miller MD: Angle Thompson 12 BLACKHAWK 12 JAMES BONAMY 12 FAITH HILL 12 MINDY MCCREARY 7 ALABAMA</p>	<p>WCOL/Columbus, OH PD: Michael Cruise MD: John Chrenshaw 19 LARI WHITE 19 SHANIA TWAIN 19 SHANIA TWAIN 19 SHANIA TWAIN 19 SHANIA TWAIN</p>	<p>WCKT/Ft. Myers, FL PD: Ron Ellis MD: Chris Craoz 14 BOBBIE CRYNER 14 RICKY SKAGGS 14 SHENANDOAH 5 BLACKHAWK 5 JOHN BERRY 5 PAUL BRANOT</p>	<p>WFMS/Indianapolis, IN PD: David Wood MD: J.D. Cannon 12 MAVERICKS 12 JASON TIPPIN 12 SHANIA TWAIN 6 BOBBIE CRYNER</p>	<p>KLL/Lubbock, TX PD: Jay Richards MD: Heather Harris 30 FAITH HILL 21 SHANIA TWAIN 21 DARYLE SINGLETARY 21 TRACY BYRD 21 SHENANDOAH</p>	<p>WGH/Norfolk, VA PD: Randy Brooks MD: Marc Carmody 14 TY ENGLAND 14 JOHN BERRY 14 SHANIA TWAIN 14 MINDY MCCREARY</p>	<p>WCTK/Providence, RI PD: Rick Everett MD: Tiffany Hill 17 SHANIA TWAIN 10 BLACKHAWK 10 BILLY DEAN 5 MANDY BARNETT</p>	<p>KYCY/San Francisco, CA PD: Eric Logan 10 BLACKHAWK 10 LITTLE TEXAS 5 JAMES BONAMY 5 TRACY BYRD 5 JOHN BERRY 5 TY ENGLAND</p>	<p>KWEN/Tulsa, OK PD: Dave Block MD: Tim Howard 18 LONESTAR 18 JO DEE MESSINA 18 JOHN BERRY</p>
<p>WGNA/Albany, NY DM: Fred Horton MD: Bill Carley 13 STEPHANIE BENTLEY 13 BLACKHAWK 13 PERFECT STRANGER 13 KEITH STEGALL 13 SHANIA TWAIN</p>	<p>WRWK/Binghamton, NY PD: John Davison 13 JOHN BERRY 13 JO DEE MESSINA 13 SHANIA TWAIN</p>	<p>WHOK/Columbus, OH PD: Max Raines MD: Mark Clark 15 JOHN BERRY 15 BILLY DEAN 15 JO DEE MESSINA 15 KEITH STEGALL 15 STEPHANIE BENTLEY</p>	<p>KTCS/Ft. Smith, AR DM/MD: Mark Harper 18 JOHN BERRY 18 BLACKHAWK 5 DWIGHT YOAKAM 5 BAKER & MYERS 5 SHANIA TWAIN 5 CHELY WRIGHT</p>	<p>WMSI/Jackson, MS DM/MD: Buddy Van Arsdale AP/MD: Rick Adams 7 JOHN BERRY 7 BLACKHAWK 7 TY ENGLAND 7 SHANIA TWAIN</p>	<p>WDEF/Macon, GA PD: Gerry Marshall MD: Starling 15 SHANIA TWAIN 15 FAITH HILL 5 PERFECT STRANGER 5 RHONDA VINCENT 5 BOBBIE CRYNER 5 TY ENGLAND</p>	<p>WTCM/NW Michigan PD: Mark Stacey MD: Ryan Dohy 10 BOBBIE CRYNER 10 RICKY SKAGGS 10 BLACKHAWK 10 TY ENGLAND</p>	<p>WLLR/Quad Cities, IA-IL PD: Jim D'Hara MD: Ron Evans 10 JOHN BERRY 10 JO DEE MESSINA 10 JAMES BONAMY 10 SHANIA TWAIN</p>	<p>KRTY/San Jose, CA PD: Julie Stevens MD: Tony Michaels 14 ALABAMA 14 JAMES BONAMY 14 FAITH HILL 14 AARON TIPPIN 7 EMILIO</p>	<p>WWZD/Tupelo, MS PD: T.J. McKay MD: Mark Sumner 30 T.M. MCGRAW 30 FAITH HILL 9 JOHN BERRY 5 RICKY SKAGGS</p>
<p>KASY/Albuquerque, NM PD: Jim West MD: Coyote McGee 20 PAM TILLIS 20 LARI WHITE 20 MARK CHESNUTT</p>	<p>WZZK/Birmingham, AL PD: Jim Tico MD: Scott Stewart 16 PAM TILLIS 16 JOHN BERRY 16 TY ENGLAND 16 BLACKHAWK</p>	<p>KRYS/Corpus Christi, TX PD/MD: Danny McWilliams 23 SHANIA TWAIN 14 STEPHANIE BENTLEY 14 TY ENGLAND 14 JOHN BERRY 7 DWIGHT YOAKAM 7 BOBBIE CRYNER</p>	<p>WQHK/Ft. Wayne, IN PD: Jeff Davis MD: Kevin Kelly 13 SHANIA TWAIN 13 AARON TIPPIN 13 PAM TILLIS 13 JAMES BONAMY</p>	<p>WROO/Jacksonville, FL PD: John Richards MD: Buzz Jackson 6 BLACKHAWK 5 JOHN BERRY 5 SHANIA TWAIN 5 BOBBIE CRYNER 5 CHELY WRIGHT</p>	<p>WWQM/Madison, WI DM/MD: Tom Dokes MD: Mel McKenzie 19 JO DEE MESSINA 19 SHANIA TWAIN 19 JOHN BERRY 5 BLACKHAWK 5 MANDY BARNETT</p>	<p>KNFM/Odessa-Midland, TX PD/MD: Woody Roberts 21 SHANIA TWAIN 5 BLACKHAWK 5 TY ENGLAND 5 PERFECT STRANGER</p>	<p>WKXX/Raleigh, NC PD/MD: Dave Anthony 27 TRACY LAWRENCE 14 SHANIA TWAIN 14 TERRI CLARK</p>	<p>WJCL/Savannah, GA PD: Neal Raleigh MD: Jay Morgan 18 TY ENGLAND 18 JO DEE MESSINA 18 RICKY SKAGGS</p>	<p>WRFG/Utica-Rome, NY PD/MD: Chris Atkins 10 BLACKHAWK 10 TY ENGLAND 10 SHANIA TWAIN</p>
<p>KRRV/Alexandria, LA PD: Ron Knighton AP/MD: Michael Bailey 12 DWIGHT YOAKAM 12 RICKY SKAGGS 12 TRACY BYRD 12 BILLY DEAN</p>	<p>WBCS/Boston, MA PD: Harry Nelson MD: Ginny Rogers 25 SHANIA TWAIN 15 FAITH HILL 15 JOHN BERRY</p>	<p>KPLX/Dallas, TX PD: Smokey Rivers MD: Teresa Whitney 10 SHANIA TWAIN 10 EMILIO 10 MANDY BARNETT</p>	<p>KNAX/Fresno, CA PD: Larry Santiago MD: Scott Stevens 16 JOHN BERRY 16 BOBBIE CRYNER 9 BAKER & MYERS</p>	<p>WQBQ/Jacksonville, FL PD: Bill Hagy MD: Reggie Noel 25 BLACKHAWK 15 SHANIA TWAIN 15 VINCE GILL</p>	<p>KTEX/McAllen, TX PD: Bruce Clark 12 T.M. MCGRAW 7 JOHN BERRY 7 SHANIA TWAIN 7 PERFECT STRANGER 7 BAKER & MYERS</p>	<p>WKXX/Reno, NV PD: Rusty Hayes MD: Dave Collins 6 SHANIA TWAIN 5 BLACKHAWK</p>	<p>KBUL/Reno, NV PD: Rusty Hayes MD: Dave Collins 6 SHANIA TWAIN 5 BLACKHAWK</p>	<p>WKHK/Richmond, VA PD: Mark Richards MD: Rick Campbell 15 BLACKHAWK 15 SHANIA TWAIN 15 FAITH HILL</p>	<p>KJUG/Visalia, CA PD: John Katz 22 FAITH HILL 22 SHANIA TWAIN 15 STEPHANIE BENTLEY 15 BLACKHAWK 15 TY ENGLAND 15 PERFECT STRANGER 7 BOBBIE CRYNER</p>
<p>KGNC/Amarillo, TX PD: Tim Butler MD: Patrick Clark 31 BLACKHAWK 31 SHANIA TWAIN 10 JO DEE MESSINA</p>	<p>WKLB/Boston, MA PD: Loren Owens MD: David Williams No Adds</p>	<p>KSCS/Dallas, TX PD: Dean James MD: Linda D'Brian 20 TRACY BYRD 14 MAVERICKS 14 NEAL MCCOY</p>	<p>KSJS/Fresno, CA PD: Ken Bosson MD: John M. Montgomery 7 BOBBIE CRYNER 7 FRAZIER RIVER 7 JEFF CARSON 7 PERFECT STRANGER</p>	<p>KBEO/Kansas City, MO PD: Mike Kennedy MD: T.J. McEntire 18 BLACKHAWK 18 JOHN M. MONTGOMERY 18 PERFECT STRANGER 18 SHANIA TWAIN</p>	<p>WQJX/Memphis, TN PD: Ray Edwards MD: Mark Billingsley 10 MAVERICKS 10 SHANIA TWAIN 10 JO DEE MESSINA</p>	<p>KOOY/Oklahoma City, OK PD: Charlie Harrigan MD: Bill Reed 20 JO DEE MESSINA 20 MARK CHESNUTT 20 PAM TILLIS 20 TRACY BYRD 20 JAMES BONAMY</p>	<p>KFRG/Riverside, CA PD: Lee Logan MD: Don Jeffrey 12 AARON TIPPIN 12 TRACY BYRD 12 LORRIE MORGAN</p>	<p>WTTN/Washington, DC PD: Mac Daniels 17 TRACY BYRD 17 FAITH HILL 17 SHANIA TWAIN 17 DWIGHT YOAKAM</p>	<p>WACD/Waco, TX AP/MD: Zack Owen MD/MD: Glenn Michaels 10 DWIGHT YOAKAM 10 FAITH HILL 10 PERFECT STRANGER</p>
<p>KASH/Anchorage, AK PD: Dennis Carter MD: Eddie Maxwell 12 SHANIA TWAIN 6 MINDY MCCREARY 6 CHELY WRIGHT 6 TY ENGLAND</p>	<p>WYRK/Buffalo, NY PD: Ken Johnson MD: Pat D'Brien 12 RHETT AKINS 12 SHANIA TWAIN 12 LONESTAR 12 FAITH HILL 12 JOHN M. MONTGOMERY 12 CURTIS DAY</p>	<p>KYNG/Dallas, TX PD/MD: Dan Pearson MD: Gary Griffin 20 SHANIA TWAIN 10 GARTH BROOKS</p>	<p>WBCY/Grand Rapids, MI PD: Doug Montgomery MD: Kelly Irie 25 BLACKHAWK 5 MARCUS HUMMOND 5 PERFECT STRANGER 5 TY ENGLAND</p>	<p>WDAF/Kansas City, MO PD: Dale Carter MD: Tom Stevens 8 BLACKHAWK 8 FAITH HILL 8 SHANIA TWAIN</p>	<p>WGXX/Memphis, TN PD: Ray Edwards MD: Mark Billingsley 10 MAVERICKS 10 SHANIA TWAIN 10 JO DEE MESSINA</p>	<p>WVWV/Memphis, TN PD: Polly Wogg MD: Hopalong Cassidy 20 TRACY BYRD 20 SHANIA TWAIN 7 BILLY DEAN</p>	<p>WYLD/Washington, DC PD: Rick Stephenson MD: Scott Hawk 10 TRACY BYRD 10 AARON TIPPIN</p>	<p>KDRK/Spokane, WA AP/MD: T.C. Patrick 14 SHANIA TWAIN 7 BILLY DEAN 7 BLACKHAWK 7 JO DEE MESSINA 7 STEPHANIE BENTLEY</p>	<p>WFMB/Springfield, IL PD: Bob Grayson MD: John Spaulding No Adds</p>
<p>WUSW/Appleton, WI PD: Mark Lewis MD: Kelly Mercer 10 JOHN BERRY 10 SHANIA TWAIN 5 BLACKHAWK 5 BOBBIE CRYNER 5 TY ENGLAND 5 BAKER & MYERS 5 FRAZIER RIVER 5 MINDY MCCREARY</p>	<p>WBUB/Charleston, SC PD: Charlie Lindsay MD: John Dixon 12 TRACY BYRD 12 BILLY DEAN 12 SHANIA TWAIN</p>	<p>WGNV/Daytona Beach, FL PD: Jim King MD: Ron P. Jones 11 MAVERICKS 11 SHANIA TWAIN 11 JOHN BERRY</p>	<p>WKSJ/Greensboro, NC PD/MD: Chuck Finley 12 SHANIA TWAIN 8 RICH MCCREARY 7 T.M. MCGRAW 7 FAITH HILL 6 BOBBIE CRYNER</p>	<p>WDAF/Kansas City, MO PD: Ted Cramer MD: Dave Bryan 10 JUNIOR BROWN 10 SHENANDOAH 10 MINDY MCCREARY</p>	<p>WWIL/Milwaukee, WI PD: Kerry Wolfe MD: Mitch Morgan 14 JO DEE MESSINA 14 SHANIA TWAIN 14 BLACKHAWK 5 MANDY BARNETT 5 JOHN BERRY</p>	<p>KKEY/Minneapolis, MN PD: Gregg Swedberg MD: Mark Bauer 25 SHANIA TWAIN 18 FAITH HILL 18 JOE DUFFIE 9 BRYAN WHITE 9 JEFF CARSON 9 STEPHANIE BENTLEY 5 MANDY BARNETT 5 MARK CHESNUTT 5 KEITH STEGALL</p>	<p>WKCC/Saginaw, MI PD/MD: Rick Walker 15 SHANIA TWAIN 7 BLACKHAWK 7 JO DEE MESSINA</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WFRR/Wichita, KS PD: John Speer MD: Gary Hightower 5 JERRY REED 5 BOBBIE CRYNER 5 PERFECT STRANGER 5 TY ENGLAND 5 DIAMOND & JENNINGS 5 BLACKHAWK 5 SHANIA TWAIN 5 HIGHWAY 101</p>
<p>WKSJ/Asheville, NC PD: Dale Mitchell MD: Nikki Thomas 18 EMILIO 18 SHANIA TWAIN 5 CHELY WRIGHT 5 BOBBIE CRYNER</p>	<p>WQBE/Charleston, WV PD/MD: R.G. Jones 25 BLACKHAWK 15 SHANIA TWAIN 15 VINCE GILL</p>	<p>KJJD/Des Moines, IA PD: Beverly Reiter MD: Eddie Hatfield 21 DARYLE SINGLETARY 21 BLACKHAWK 11 SHANIA TWAIN</p>	<p>WRNS/Greenville, NC PD: Wayne Carlisle MD: Dale Knippers 18 DWIGHT YOAKAM 18 STEPHANIE BENTLEY 18 BOBBIE CRYNER 18 PERFECT STRANGER</p>	<p>WDAF/Kansas City, MO PD: Tom Stevens 8 BLACKHAWK 8 FAITH HILL 8 SHANIA TWAIN</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>KFSB/Wichita, KS PD: Dan Holaday 12 BLACKHAWK 12 DWIGHT YOAKAM 12 SHANIA TWAIN</p>
<p>WKKX/Atlanta, GA PD: Neil McKinley MD: Johnny Gray 18 DARYLE SINGLETARY 18 MARK CHESNUTT 18 RICCOCHET 18 LONESTAR 18 LEE ROY PARNELL 18 AARON TIPPIN</p>	<p>WSOC/Charlotte, NC PD: Paul Johnson MD: Rick McCracken 7 TRACY BYRD 7 STEVE AZAR</p>	<p>WWWW/Detroit, MI PD/MD: Mark Hamlin 14 SHANIA TWAIN 14 JOHN M. MONTGOMERY 7 JAMES BONAMY 7 LARI WHITE</p>	<p>WESC/Greenville, SC PD: Jeff Garrison MD: John Landrum 15 JOHN M. MONTGOMERY 15 NEAL MCCOY 7 MARK CHESNUTT 7 MAVERICKS 7 DARYLE SINGLETARY</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>
<p>WYAY/Atlanta, GA PD: Neil McKinley MD: Johnny Gray 18 TRACY BYRD 18 JOHN BERRY 18 STEPHANIE BENTLEY</p>	<p>WTDR/Charlotte, NC PD: Loyd Ford MD: Allison West 14 T.M. MCGRAW 14 FAITH HILL 14 JOHN M. MONTGOMERY 6 JAMES BONAMY 6 DARYLE SINGLETARY 6 EMILIO 6 KEITH STEGALL</p>	<p>WYCD/Detroit, MI Acting PD/MD: Eddie Heald 13 JEFF CARSON 13 JOHN M. MONTGOMERY 13 KEITH STEGALL 13 SHANIA TWAIN 5 JOHN BERRY 5 DARYLE SINGLETARY</p>	<p>WSSS/Greenville, SC PD: Buddy Scott MD: Ric Larson 7 JOHN BERRY 7 MAVERICKS</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>
<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>
<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>
<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>
<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD: Tony Cooper 11 FAITH HILL 11 LARI WHITE 11 PAM TILLIS 11 JEFF CARSON</p>	<p>WVTV/Vicksburg, MS PD: Tommie Gentry MD:</p>					

COUNTRY PLAYLISTS

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

98.9 KISS FM
MARKET #11
WVIS/Miami
(954) 431-6200
McKay/Evans

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
17	24	36	34		GARTH BROOKS/The Beaches Of...
17	36	36	34		WADE HAYES/What I Meant To Say
17	22	36	34		ALAN JACKSON/It's Try
17	18	17	34		TRACY LAWRENCE/If You Loved Me
17	18	36	34		PATTY LOVELESS/You Can Feel Bad
17	36	36	34		MARTINA MCBRIDE/Wide Angels
36	36	36	34		COLLIN RAYE/Not That Different
17	36	36	34		GEORGE STRAIT/ Know She Still...
17	22	24			WYNNONNA/To Be Loved By You
17	22	19			DAVID LEE MURPHY/Out With A Bang
17	17	17			RHETT AKINS/She Said Yes
17	18	17			ALABAMA/It Works
17	18	17			MARK CHESNUTT/It Wouldn't Hurt...
17	18	17			LINDA DAVIS/Some Things Are...
17	18	17			BILLY DEAN/It's What I Do
17	18	17			MAVERICKS/All You Ever Do...
17	18	17			NEAL MCCOY/You Gotta Love That
17	18	17			DIAMOND RIO/Walkin' Away
17	18	17			DARYLE SINGLETARY/Too Much Fun
17	18	17			CLAY WALKER/Hypnotize The Moon
10	10	10			ALABAMA/It Works
10	10	10			JEFF CARSON/The Car
10	10	10			KENNY CHESNEY/I Need To Know
10	10	10			TERRI CLARK/Better Things To Do
10	10	10			VINCE GILL/Go Rest High...
10	10	10			ALAN JACKSON/Tail, Tail Trees
10	10	10			LONESTAR/Tequila Talkin'
10	10	10			JOHN M. MONTGOMERY/No Man's Land
10	10	10			DAVID LEE MURPHY/Dust On The Bottle
10	10	10			DARYLE SINGLETARY/ Let Her Lie
10	10	10			GEORGE STRAIT/Check Yes Or No
10	10	10			PERFECT STRANGER/You Have The Right...
10	10	10			LITTLE TEXAS/Life Goes On
10	10	10			AARON TIPPIN/That's As Close...

101.5 FM Kicks
MARKET #12
WKHX/Atlanta
(404) 955-0101
McGinley/Gray

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
38	38	38			COLLIN RAYE/Not That Different
28	28	38			GARTH BROOKS/The Beaches Of...
28	28	38			ALAN JACKSON/It's Try
28	28	38			WADE HAYES/What I Meant To Say
28	28	38			GEORGE STRAIT/ Know She Still...
28	28	38			TRACY LAWRENCE/If You Loved Me
28	28	38			MARTINA MCBRIDE/Wide Angels
38	38	38			JOE DIFFIE/Bigger Than...
18	18	28			PATTY LOVELESS/You Can Feel Bad
18	18	28			WYNNONNA/To Be Loved By You
28	28	28			DAVID LEE MURPHY/Out With A Bang
18	18	28			DIAMOND RIO/Walkin' Away
18	18	28			CLAY WALKER/Hypnotize The Moon
18	18	28			LINDA DAVIS/Some Things Are...
18	18	28			NEAL MCCOY/You Gotta Love That
18	18	28			ALABAMA/It Works
18	18	28			RHETT AKINS/She Said Yes
18	18	28			PAM TILLIS/The River And...
18	18	28			DARYLE SINGLETARY/Too Much Fun
18	18	28			MARK CHESNUTT/It Wouldn't Hurt...
18	18	28			RICOCHET/What Do I Know
18	18	28			LONESTAR/No News
18	18	28			LEE ROY PARSELL/Heart's Desire
18	18	28			AARON TIPPIN/Without Your Love
38	38	38			BLACK HAWK/Like There Ain't...
38	38	38			TERRI CLARK/When Boy Meets Girl
38	38	38			FAITH HILL/It Matters To Me
16	16	16			DOUG STONE/Born In The Dark
38	38	38			DOUG SUPERMAN/Not Enough Hours...
16	16	16			PAM TILLIS/Deep Down
38	38	38			SHANIA TWAIN/It's I'm Outta...
16	16	16			DWIGHT YOAKAM/Nothing

Y106.7
ATLANTA'S YOUNG COUNTRY
MARKET #12
WYAY/Atlanta
(404) 955-0106
McGinley/Gray

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
42	42	42			COLLIN RAYE/Not That Different
32	32	42			GARTH BROOKS/The Beaches Of...
32	32	42			ALAN JACKSON/It's Try
32	32	42			MARTINA MCBRIDE/Wide Angels
42	42	42			WADE HAYES/What I Meant To Say
32	32	42			TRACY LAWRENCE/If You Loved Me
32	32	42			WYNNONNA/To Be Loved By You
42	42	42			JOE DIFFIE/Bigger Than...
32	32	42			GEORGE STRAIT/ Know She Still...
42	42	42			DAVID LEE MURPHY/Out With A Bang
18	32	32			PATTY LOVELESS/You Can Feel Bad
18	32	32			CLAY WALKER/Hypnotize The Moon
18	32	32			LONESTAR/No News
18	32	32			DIAMOND RIO/Walkin' Away
18	32	32			LEE ROY PARSELL/Heart's Desire
18	32	32			NEAL MCCOY/You Gotta Love That
18	32	32			DARYLE SINGLETARY/Too Much Fun
18	32	32			RICOCHET/What Do I Know
18	32	32			LINDA DAVIS/Some Things Are...
18	32	32			MARK CHESNUTT/It Wouldn't Hurt...
18	32	32			ALABAMA/It Works
18	32	32			LEE ROY PARSELL/Heart's Desire
18	32	32			AARON TIPPIN/Without Your Love
18	32	32			BLACK HAWK/Like There Ain't...
18	32	32			TERRI CLARK/When Boy Meets Girl
18	32	32			FAITH HILL/It Matters To Me
18	32	32			DOUG STONE/Born In The Dark
18	32	32			DOUG SUPERMAN/Not Enough Hours...
18	32	32			PAM TILLIS/Deep Down
18	32	32			SHANIA TWAIN/It's I'm Outta...
18	32	32			DWIGHT YOAKAM/Nothing
42	42	42			BLACK HAWK/Like There Ain't...

KCIN
MARKET #13
KCIN/Seattle
(206) 649-0106
Randal/Knight

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
22	39	39			JOE DIFFIE/Bigger Than...
22	39	39			BLACK HAWK/Like There Ain't...
22	39	39			PATTY LOVELESS/You Can Feel Bad
39	39	39			ALAN JACKSON/It's Try
39	39	39			GARTH BROOKS/The Beaches Of...
39	39	39			RICKY SKAGGS/Cats In The Hat
22	39	39			MARTINA MCBRIDE/Wide Angels
22	39	39			SHENANDOAH/Always Have...
39	39	39			COLLIN RAYE/Not That Different
16	22	22			LEE ROY PARSELL/Heart's Desire
16	22	22			PATTY LOVELESS/You Can Feel Bad
22	22	22			ALABAMA/It Works
16	22	22			PAM TILLIS/The River And...
16	22	22			CLAY WALKER/Hypnotize The Moon
22	22	22			GEORGE STRAIT/ Know She Still...
22	22	22			TRACY LAWRENCE/If You Loved Me
22	22	22			WYNNONNA/To Be Loved By You
22	22	22			DIAMOND RIO/Walkin' Away
22	22	22			JOHN ANDERSON/Paradise
16	22	22			DARYLE SINGLETARY/Too Much Fun
16	22	22			DAVID LEE MURPHY/Out With A Bang
16	22	22			WADE HAYES/What I Meant To Say
16	22	22			JO DEE MESSINA/Heads Carolina...
16	22	22			SHANIA TWAIN/You Win My Love
16	22	22			BILLY DEAN/It's What I Do
16	22	22			STEPHANIE BENTLEY/Who's That Girl
16	22	22			NEAL MCCOY/You Gotta Love That
16	22	22			LINDA DAVIS/Some Things Are...
16	22	22			LONESTAR/No News
16	22	22			MARK CHESNUTT/It Wouldn't Hurt...
16	22	22			MANDY BARNETT/Now That's All...
16	22	22			RICOCHET/What Do I Know
16	22	22			FAITH HILL/Someone Else's Dream
39	14	14			FAITH HILL/It Matters To Me
39	14	14			SHANIA TWAIN/It's I'm Outta...
39	14	14			REBA MCCENTRE/Ring On Her...
16	22	22			DOUG SUPERMAN/Not Enough Hours...
14	14	14			TIM MCGRAW/Can't Be Really Gone

94 TRMPSE
MARKET #13
KMP5/Seattle
(206) 443-9400
Brenner/Thomas

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
28	41	41			ALAN JACKSON/It's Try
28	41	41			PATTY LOVELESS/You Can Feel Bad
28	41	41			WADE HAYES/What I Meant To Say
41	41	41			JOE DIFFIE/Bigger Than...
41	41	41			DOUG SUPERMAN/Not Enough Hours...
41	41	41			BLACK HAWK/Like There Ain't...
41	41	41			COLLIN RAYE/Not That Different
41	41	41			MARTINA MCBRIDE/Wide Angels
41	41	41			JOHN M. MONTGOMERY/Cowboy Love
41	41	41			SHANIA TWAIN/It's I'm Outta...
28	28	28			GARTH BROOKS/The Beaches Of...
28	28	28			CLAY WALKER/Hypnotize The Moon
28	28	28			NEAL MCCOY/You Gotta Love That
28	28	28			TRACY LAWRENCE/If You Loved Me
28	28	28			WYNNONNA/To Be Loved By You
28	28	28			DAVID LEE MURPHY/Out With A Bang
28	28	28			GEORGE STRAIT/ Know She Still...
28	28	28			DIAMOND RIO/Walkin' Away
28	28	28			LINDA DAVIS/Some Things Are...
28	28	28			RHETT AKINS/She Said Yes
16	16	16			LONESTAR/No News
41	41	41			FAITH HILL/It Matters To Me
22	22	22			PARTON & GILL/It Was Always...
22	22	22			LONESTAR/Tequila Talkin'
22	22	22			AARON TIPPIN/That's As Close...
22	22	22			ALAN JACKSON/Tail, Tail Trees
22	22	22			TIM MCGRAW/Can't Be Really Gone
22	22	22			BRYAN WHITE/Rebecca Lynn
22	22	22			DARYLE SINGLETARY/ Let Her Lie
22	22	22			COLLIN RAYE/One Boy, One Girl
16	16	16			LONESTAR/No News
5	5	16			TRACY BYRD/Heaven In My...
5	16	16			LEE ROY PARSELL/Heart's Desire
16	16	16			PAM TILLIS/The River And...
16	16	16			ALABAMA/It Works
16	16	16			RICOCHET/What Do I Know
16	16	16			FAITH HILL/Someone Else's Dream
5	5	16			DARYLE SINGLETARY/Too Much Fun
5	5	16			JO DEE MESSINA/Heads Carolina...
10	10	10			VINCE GILL/Go Rest High...

KSON
MARKET #15
KSON/San Diego
(619) 299-1240
Shepard/Upton

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
31	31	31			FAITH HILL/It Matters To Me
31	31	31			TERRI CLARK/When Boy Meets Girl
31	31	31			COLLIN RAYE/Not That Different
31	31	31			ALAN JACKSON/It's Try
21	31	31			JOE DIFFIE/Bigger Than...
21	31	31			JOHN M. MONTGOMERY/Cowboy Love
21	31	31			MARTINA MCBRIDE/Wide Angels
21	31	31			GEORGE STRAIT/ Know She Still...
21	31	31			GARTH BROOKS/The Beaches Of...
21	31	31			LINDA DAVIS/Some Things Are...
21	31	31			RICOCHET/What Do I Know
21	31	31			RHETT AKINS/She Said Yes
21	31	31			PATTY LOVELESS/You Can Feel Bad
21	31	31			TRACY LAWRENCE/If You Loved Me
21	31	31			WYNNONNA/To Be Loved By You
14	21	21			CLAY WALKER/Hypnotize The Moon
14	21	21			ALABAMA/It Works
14	21	21			NEAL MCCOY/You Gotta Love That
6	14	21			DARYLE SINGLETARY/Too Much Fun
14	14	21			DIAMOND RIO/Walkin' Away
14	14	21			LONESTAR/No News
14	14	21			MARK CHESNUTT/It Wouldn't Hurt...
14	14	21			JOHN ANDERSON/Paradise
14	14	21			PAM TILLIS/The River And...
14	14	21			ARUNNER/Ripples
14	14	21			LEE ROY PARSELL/Heart's Desire
14	14	21			BILLY DEAN/It's What I Do
14	14	21			TRACY BYRD/Heaven In My...
6	14	21			AARON TIPPIN/Without Your Love
14	14	21			SHANIA TWAIN/You Win My Love
14	14	21			JOHN BERRY/Every Time My...
14	14	21			BLACK HAWK/Almost A Memory Now
14	14	21			AARON TIPPIN/That's As Close...
14	14	21			LITTLE TEXAS/Life Goes On
14	14	21			TIM MCGRAW/Can't Be Really Gone
14	14	21			JEFF CARSON/The Car
31	31	31			WADE HAYES/What I Meant To Say
14	14	21			GEORGE STRAIT/Check Yes Or No
31	31	31			DOUG SUPERMAN/Not Enough Hours...
14	14	21			BRYAN WHITE/Rebecca Lynn

K102
MARKET #15
KEEY/Minneapolis
(612) 840-4300
Swedberg/Bauer

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
40	40	40			COLLIN RAYE/Not That Different
40	40	40			MARTINA MCBRIDE/Wide Angels
40	40	40			GARTH BROOKS/The Beaches Of...
26	40	40			ALAN JACKSON/It's Try
26	40	40			WADE HAYES/What I Meant To Say
26	40	40			DARYLE SINGLETARY/Too Much Fun
26	40	40			JOHN M. MONTGOMERY/Cowboy Love
26	40	40			PATTY LOVELESS/You Can Feel Bad
26	40	40			DIAMOND RIO/Walkin' Away
26	40	40			TIM MCGRAW/All I Want Is A Life
18	26	40			RICOCHET/What Do I Know
18	26	40			WYNNONNA/To Be Loved By You
18	26	40			DAVID LEE MURPHY/Out With A Bang
18	26	40			NEAL MCCOY/You Gotta Love That
18	26				

COUNTRY PLAYLISTS

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

WGAR
Cleveland's Country
FM 99.5
MARKET #22
WGAR/Cleveland
(216) 328-9950
Nugent/Collier

PLAYS		ARTIST/TITLE		
3W	2W	LW	TW	
36	36	33	33	MARK CHESNUTT/It Wouldn't Hurt...
25	25	26	33	LINDA DAVIS/Some Things Are...
25	25	33	33	JOE DIFFIE/Bigger Than...
25	25	33	33	WADE HAYES/What I Meant To Say
25	25	33	33	ALAN JACKSON/It Try
36	36	33	33	COLLIN RAYE/Not That Different
25	25	26	31	GARTH BROOKS/The Beaches Of...
25	25	26	31	PATTY LOVELESS/You Can Feel Bad
25	25	26	31	NEAL MCCOY/You Gotta Love That
18	18	26	26	RHETT AKINS/She Said Yes
25	25	26	26	ALABAMA/Works
25	25	26	26	JOHN ANDERSON/Paradise
25	25	26	26	JOHN BERRY/Every Time My...
-	-	26	26	JEFF CARSON/Holdin' On...
25	25	26	26	WYNNONNA/To Be Loved By You
25	25	26	26	TRACY LAWRENCE/You Loved Me
25	25	26	26	LITTLE TEXAS/Country Crazy
18	25	26	26	LONESTAR/No News
25	25	26	26	MARTINA MCBRIDE/Wild Angels
25	25	26	26	DAVID LEE MURPHY/Out With A Bang
18	25	26	26	LEE ROY PARNELL/Heart's Desire
25	25	26	26	GEORGE STRAIT/ Know She Still...
-	-	26	26	SHANIA TWAIN/Win My Love
25	25	26	26	CLAY WALKER/Hypnotize The Moon
18	25	26	26	LARI WHITE/Ready, Willing...
18	18	24	24	DIAMOND RIO/Walkin' Away
18	18	24	24	DARYLE SINGLETARY/Too Much Fun
-	-	18	18	TRACY BYRD/Heaven In My...
-	-	18	18	BILLY DEAN/It's What I Do
-	-	18	18	JO DEE MESSINA/Heads Carolina...
-	-	18	18	RICOCHET/What Do I Know
-	-	18	18	PAM TILLIS/The River And...
-	-	18	18	AARON TIPPIN/Without Your Love
13	13	15	15	CLINT BLACK/Life Gets Away
13	13	15	15	TRACY BYRD/Love Lessons
36	36	33	33	TERRI CLARK/When Boy Meets Girl
36	36	33	33	FAITH HILL/It Matters To Me
36	36	33	33	REBA MCKENZIE/Ring On Her...
25	13	15	15	TIM MCGRAW/Can't Be Really Gone
36	36	33	33	JOHN M. MONTGOMERY/Cowboy Love

KYGO
Denver
(303) 321-0950
St. John/Page

MARKET #23

PLAYS		ARTIST/TITLE		
3W	2W	LW	TW	
30	30	30	30	FAITH HILL/It Matters To Me
30	30	30	30	JOHN M. MONTGOMERY/Cowboy Love
30	30	30	30	BLACKHAWK/Like There Ain't...
30	30	30	30	RHETT AKINS/She Said Yes
30	30	30	30	WADE HAYES/What I Meant To Say
30	30	30	30	GARTH BROOKS/The Beaches Of...
30	30	30	30	SHANIA TWAIN/Win My Love
22	30	30	30	COLLIN RAYE/Not That Different
22	30	30	30	GEORGE STRAIT/ Know She Still...
22	30	30	30	ALAN JACKSON/It Try
22	22	22	22	LINDA DAVIS/Some Things Are...
22	22	22	22	DARYLE SINGLETARY/Too Much Fun
22	22	22	22	CLAY WALKER/Hypnotize The Moon
22	22	22	22	MARTINA MCBRIDE/Wild Angels
22	22	22	22	DIAMOND RIO/Walkin' Away
22	22	22	22	LARI WHITE/Ready, Willing...
22	22	22	22	WYNNONNA/To Be Loved By You
22	22	22	22	TRACY LAWRENCE/You Loved Me
13	22	22	22	PATTY LOVELESS/You Can Feel Bad
13	22	22	22	MARK CHESNUTT/It Wouldn't Hurt...
13	22	22	22	RICOCHET/What Do I Know
13	22	22	22	LITTLE TEXAS/Country Crazy
13	13	13	13	KEITH STEGALL/1969
13	13	13	13	LORRIE MORGAN/Back In Your Arms...
13	13	13	13	LONESTAR/No News
13	13	13	13	DAVID LEE MURPHY/Out With A Bang
13	13	13	13	BILLY DEAN/It's What I Do
13	13	13	13	LORRIE MORGAN/Standin' Tall
5	13	13	13	LEE ROY PARNELL/Heart's Desire
5	13	13	13	BAKER & MYERS/Years From Here
5	13	13	13	JO DEE MESSINA/Heads Carolina...
5	5	13	13	AARON TIPPIN/Without Your Love
5	5	13	13	BLACKHAWK/Almost A Memory Now
5	5	13	13	PERFECT STRANGER/Remember The Ride
-	-	5	5	MINDY MCCREARY/Ten Thousand Angels
-	-	5	5	RIZZY RIZZO/When Boy Meets Girl
5	5	5	5	RICH MCCREARY/Hangin' On
5	5	5	5	SMOKIN' ARMANDILLOS/Let Your Heart...
-	5	5	5	MARK COLLIE/Love To Burn

KWJJ
99.5 FM 108.0 AM
BETTER COUNTRY
MARKET #24
KWJJ/Portland, OR
(503) 228-4393
Mitchell/McCrae

PLAYS		ARTIST/TITLE		
3W	2W	LW	TW	
35	35	35	35	TIM MCGRAW/Can't Be Really Gone
35	35	35	35	JOHN M. MONTGOMERY/Cowboy Love
25	25	35	35	CLAY WALKER/Hypnotize The Moon
35	35	35	35	ALAN JACKSON/It Try
35	25	35	35	FAITH HILL/It Matters To Me
18	35	35	35	BLACKHAWK/Like There Ain't...
25	25	35	35	DOUG SUPERMAN/Not Enough Hours...
25	25	35	35	COLLIN RAYE/Not That Different
35	35	35	35	AARON TIPPIN/That's As Close...
25	25	25	25	JOE DIFFIE/Bigger Than...
35	35	25	25	GEORGE STRAIT/Check Yes Or No
18	25	25	25	LEE ROY PARNELL/Heart's Desire
25	25	25	25	GEORGE STRAIT/ Know She Still...
35	35	25	25	SHANIA TWAIN/Win My Love
25	25	25	25	TRACY LAWRENCE/You Loved Me
18	25	25	25	MARK CHESNUTT/It Wouldn't Hurt...
25	25	25	25	BRYAN WHITE/Rebecca Lynn
35	35	25	25	GARTH BROOKS/The Beaches Of...
5	25	25	25	DARYLE SINGLETARY/Too Much Fun
10	25	25	25	WADE HAYES/What I Meant To Say
18	25	25	25	MARTINA MCBRIDE/Wild Angels
18	25	25	25	SHANIA TWAIN/Win My Love
-	25	25	25	LITTLE TEXAS/Country Crazy
-	25	25	25	TRACY BYRD/Heaven In My...
-	25	25	25	LORRIE MORGAN/Back In Your Arms...
25	-	-	-	JOE DIFFIE/Bigger Than...
-	-	-	-	LORRIE MORGAN/Back In Your Arms...
-	-	-	-	JOHN BERRY/Every Time My...
-	-	-	-	JEFF CARSON/Holdin' On...
18	20	18	18	BILLY DEAN/It's What I Do
25	25	18	18	TIM MCGRAW/Maybe We Should...
18	25	18	18	LONESTAR/Tequila Talkin'
5	10	20	18	WYNNONNA/To Be Loved By You
25	20	18	18	TERRI CLARK/When Boy Meets Girl
18	20	18	18	PATTY LOVELESS/You Can Feel Bad
-	-	-	-	DIAMOND RIO/Walkin' Away
5	10	5	10	NEAL MCCOY/You Gotta Love That
-	-	-	-	PERFECT STRANGER/Remember The Ride
-	-	-	-	MINDY MCCREARY/Ten Thousand Angels
-	-	-	-	RIZZY RIZZO/When Boy Meets Girl
-	-	-	-	RICH MCCREARY/Hangin' On
-	-	-	-	SMOKIN' ARMANDILLOS/Let Your Heart...
-	-	-	-	MARK COLLIE/Love To Burn

B105
WOOD BRIDGE
BETTER COUNTRY
MARKET #25
WUBE/Cincinnati
(513) 721-1010
Closson/Hamilton

PLAYS		ARTIST/TITLE		
3W	2W	LW	TW	
35	35	35	35	JOE DIFFIE/Bigger Than...
35	35	35	35	DOUG SUPERMAN/Not Enough Hours...
25	25	35	35	GEORGE STRAIT/ Know She Still...
25	25	35	35	MARTINA MCBRIDE/Wild Angels
25	25	35	35	ALAN JACKSON/It Try
35	35	35	35	PATTY LOVELESS/You Can Feel Bad
35	35	35	35	COLLIN RAYE/Not That Different
35	35	35	35	GARTH BROOKS/The Beaches Of...
35	35	35	35	FAITH HILL/It Matters To Me
25	25	25	25	CLAY WALKER/Hypnotize The Moon
35	35	35	35	JOHN M. MONTGOMERY/Cowboy Love
-	25	25	25	TRACY BYRD/Heaven In My...
-	25	25	25	SHANIA TWAIN/Win My Love
35	25	25	25	BLACKHAWK/Like There Ain't...
25	25	25	25	TRACY LAWRENCE/You Loved Me
18	25	25	25	DIAMOND RIO/Walkin' Away
35	25	25	25	TERRI CLARK/When Boy Meets Girl
25	25	25	25	NEAL MCCOY/You Gotta Love That
18	25	25	25	WADE HAYES/What I Meant To Say
25	25	25	25	WYNNONNA/To Be Loved By You
25	25	25	25	AARON TIPPIN/Without Your Love
18	18	18	18	LITTLE TEXAS/Country Crazy
18	18	18	18	LONESTAR/No News
-	25	25	25	PAM TILLIS/The River And...
-	25	25	25	MARK CHESNUTT/It Wouldn't Hurt...
-	25	25	25	LEE ROY PARNELL/Heart's Desire
18	18	18	18	TIM MCGRAW/It's What I Am
18	18	18	18	RICOCHET/What Do I Know
18	18	18	18	LEE ROY PARNELL/Heart's Desire
5	18	18	18	LONESTAR/No News
-	18	18	18	DARYLE SINGLETARY/Too Much Fun
5	5	18	18	RHETT AKINS/She Said Yes
-	-	-	-	PERFECT STRANGER/Remember The Ride
18	18	18	18	LORRIE MORGAN/Standin' Tall
18	18	18	18	DAVID LEE MURPHY/Out With A Bang
-	-	-	-	FRAZIER RIVER/She Got What She...
-	-	-	-	ALABAMA/Works
13	13	13	13	CLAY WALKER/Who Needs You Baby
35	35	13	13	SHANIA TWAIN/Win My Love
13	13	13	13	LORRIE MORGAN/Back In Your Arms...
13	13	13	13	GARTH BROOKS/She's Every Woman

YOUNG COUNTRY 104
KBEQ/Kansas City
(816) 531-2535
Kennedy/McEntire

MARKET #26

PLAYS		ARTIST/TITLE		
3W	2W	LW	TW	
31	31	37	37	KENNY CHESNEY/Granda Told Me So
31	31	37	37	JOE DIFFIE/Bigger Than...
31	31	37	37	WADE HAYES/What I Meant To Say
31	31	37	37	DAVID LEE MURPHY/Out With A Bang
31	31	37	37	MARTINA MCBRIDE/Wild Angels
31	31	37	37	COLLIN RAYE/Not That Different
31	31	37	37	SWAYER BROWN/Round Here
31	31	37	37	SHENANDOAH/Always Have
37	37	37	37	SHANIA TWAIN/Win My Love
24	24	31	31	ALABAMA/Works
31	31	31	31	JOHN ANDERSON/Paradise
24	31	31	31	JAMES BONAMY/She's Got A Mind...
24	31	31	31	GARTH BROOKS/The Beaches Of...
31	31	31	31	MARK CHESNUTT/It Wouldn't Hurt...
31	31	31	31	PATTY LOVELESS/You Loved Me
31	31	31	31	DIAMOND RIO/Walkin' Away
21	24	31	31	EMILIO/Even If I Tried
24	24	31	31	ALAN JACKSON/It Try
21	24	31	31	BRETT JAMES/Whore The Fall
24	24	31	31	WYNNONNA/To Be Loved By You
24	24	31	31	TRACY LAWRENCE/You Loved Me
24	24	31	31	LITTLE TEXAS/Country Crazy
24	24	31	31	LONESTAR/No News
31	31	31	31	PATTY LOVELESS/You Can Feel Bad
31	31	31	31	NEAL MCCOY/You Gotta Love That
24	31	31	31	LEE ROY PARNELL/Heart's Desire
24	31	31	31	RICOCHET/What Do I Know
31	31	31	31	DARYLE SINGLETARY/Too Much Fun
31	31	31	31	GEORGE STRAIT/ Know She Still...
24	31	31	31	CLAY WALKER/Hypnotize The Moon
31	31	31	31	LARI WHITE/Ready, Willing...
21	24	31	31	MANDY BARNETT/Now That's All...
21	24	31	31	STEPHANIE BENTLEY/Who's That Girl
-	24	31	31	DAVID LEE MURPHY/Out With A Bang
-	24	31	31	JOE DIFFIE/Bigger Than...
-	24	31	31	BILLY DEAN/It's What I Do
-	24	31	31	JO DEE MESSINA/Heads Carolina...
-	24	31	31	PAM TILLIS/The River And...
-	24	31	31	AARON TIPPIN/Without Your Love
-	24	31	31	DAVID LEE MURPHY/Out With A Bang
-	24	31	31	FRAZIER RIVER/She Got What She...
-	24	31	31	ALABAMA/Works
-	24	31	31	CLAY WALKER/Who Needs You Baby
-	24	31	31	SHANIA TWAIN/Win My Love
-	24	31	31	LORRIE MORGAN/Back In Your Arms...
-	24	31	31	BRYAN WHITE/Rebecca Lynn
-	24	31	31	CHELY WRIGHT/The Love That We...

KFKF 94FM
COUNTRY FAVORITES
MARKET #26
KFKF/Kansas City
(816) 753-4000
Carter/Stevens

PLAYS		ARTIST/TITLE		
3W	2W	LW	TW	
25	25	25	35	PATTY LOVELESS/You Can Feel Bad
35	35	35	35	WADE HAYES/What I Meant To Say
35	35	35	35	COLLIN RAYE/Not That Different
35	35	35	35	GARTH BROOKS/The Beaches Of...
25	25	35	35	MARTINA MCBRIDE/Wild Angels
25	25	35	35	DARYLE SINGLETARY/Too Much Fun
25	25	35	35	TRACY LAWRENCE/You Loved Me
25	25	35	35	GEORGE STRAIT/ Know She Still...
25	25	35	35	ALAN JACKSON/It Try
35	35	35	35	SAWAYER BROWN/Round Here
15	15	15	25	CLAY WALKER/Hypnotize The Moon
15	15	15	25	MARK CHESNUTT/It Wouldn't Hurt...
25	25	25	25	RICOCHET/What Do I Know
8	15	25	25	JOE DIFFIE/Bigger Than...
35	35	25	25	JAMES BONAMY/She's Got A Mind...
35	35	25	25	FAITH HILL/It Matters To Me
8	15	25	25	SHANIA TWAIN/Win My Love
25	25	25	25	JO DEE MESSINA/Heads Carolina...
25	25	25	25	DAVID LEE MURPHY/Out With A Bang
15	15	25	25	LARI WHITE/Ready, Willing...
25	25	25	25	LINDA DAVIS/Some Things Are...
25	25	25	25	DIAMOND RIO/Walkin' Away
25	25	25	25	HERNDON & BENTLEY/Heart Half Empty
25	25	25	25	LONESTAR/No News
25	25	25	25	WYNNONNA/To Be Loved By You
15	15	25	25	ALABAMA/Works
15	15	25	25	RHETT AKINS/She Said Yes
15	15	25	25	LEE ROY PARNELL/Heart's Desire
15	15	25	25	NEAL MCCOY/You Gotta Love That
-	15	15	25	REBA MCKENZIE/Ring On Her...
-	15	15	25	AARON TIPPIN/Without Your Love
8	15	15	15	BILLY DEAN/It's What I Do
8	15	15	15	STEPHANIE BENTLEY/Who's That Girl
8	15	15	15	PAM TILLIS/The River And...
-	15	15	15	MINDY MCCREARY/Ten Thousand Angels
25	25	25	25	JOHN ANDERSON/Paradise
-	8	8	8	CHELY WRIGHT/The Love That We...
-	8	8	8	JOHN BERRY/Every Time My...
-	8	8	8	BLACKHAWK/Almost A Memory Now

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A

RHETT AKINS She Said Yes (*Decca 55085*)
 Prod: Mark Wright **Wr:** Joe Doyle, Rhett Akins **Pub:** BMG-Songs Inc., Tree Publishing Company Inc., Mike Curb, (ASCAP/BMI) **Mgr:** Starstruck Entertainment

ALABAMA It Works (*RCA 64473-2*)
 Prod: Emory Gordy Jr, Alabama **Wr:** Mickey Cates, Mark Alan Springer **Pub:** Alabama Band Music (a division of Wildcountry Inc., EMI Blackwood Music Inc. (all rights obo Mark Alan Springer Music administered by EMI Blackwood Music Inc.)) (ASCAP/BMI) **Mgr:** IMS

JOHN ANDERSON Paradise (*BNA 64465*)
 Prod: James Stroud, John Anderson **Wr:** Bob McMill, Roger Murrah **Pub:** I(ASCAP/BMI) **Mgr:** Bobby Roberts Company Inc.

B

BAKER & MYERS Years From Here (*MCG/Curb 1191*)
 Prod: Nelson Larkin, Michael Hollandsworth **Wr:** Gary Baker, Frank J. Myers, Jerry Williams **Pub:** Zomba Enterprises Inc., Dixie Stars Music, Zomba Songs Inc., Tuneover Music Inc. (administered by Zomba Songs Inc.) (ASCAP/BMI) **Mgr:** Falcon Management

MANDY BARNETT Now That's All Right With Me (*Asylum/EEG*)
 Prod: Kyle Lehnig, Bill Schnee **Wr:** Kostas, Tony Perez **Pub:** Songs Of Polygram International Inc., SevenAngels Music (administered by Songs Of Polygram International, Inc. (BMI) **Mgr:** Dan Cleary Management Associates

CLINT BLACK Life Gets Away (*RCA 6444-2*)
 Prod: James Stroud, Clint Black **Wr:** Clint Black Hayden Nicholas, Thom Schuyler **Pub:** Blackened Music (administered by Irving Music), EMI Blackwood Music Inc., Bethlehem Music (All Rights for Bethlehem Controlled and Administered by EMI Blackwood Music Inc.) (BMI) **Mgr:** Left Bank Management

BLACKHAWK Like There Ain't No Yesterday (*Arista 2897*)
 Prod: Mark Bright, Mike Clute **Wr:** Walt Aldridge, Mark Namore **Pub:** Rick Hall Music Inc., Watertown Music, Fame Publishing Company Inc. (ASCAP/BMI) **Mgr:** Rick Alter Management

BLACKHAWK Almost A Memory Now (*Arista 2975*)
 Prod: Mark Bright (EMI Nashville), Mike Clute, Tim DuBois **Wr:** Dale Oliver, Dave Robbins, Van Stephenson **Pub:** WB Music Corp. (ASCAP/EMI April Music Inc., Joe David Music (ASCAP/Stroudacaster Music (BMI) **Mgr:** Rick Alter Management

JAMES BONAMY She's Got A Mind Of Her Own (*Epic 78220*)
 Prod: Doug Johnson **Wr:** Billy Livesey, Don Schlitz **Pub:** Irving Music Inc., New Haynes Music, New Don Songs (BMI,ASCAP) **Mgr:** Hallmark Direction Company

LISA BROKOP She Can't Save Him (*Capitol 10303*)
 Prod: Jerry Crutchfield **Wr:** Liz Hengber, Bob Regan **Pub:** Starstruck Writer's Group Inc., AMR Publications Inc (ASCAP) **Mgr:** Mascioli Entertainment

GARTH BROOKS The Beaches Of Cheseyne (*Capitol 10332*)
 Prod: Allen Reynolds **Wr:** Dan Roberts, Bryan Kennedy, Garth Brooks **Pub:** Old Boats Music, EMIApril Music Inc., Rope and Dolly Music, Major Bob Music Company Inc., No Fences Music (administered by Major Bob Music Company Inc.) (ASCAP) **Mgr:** GB Management

JUNIOR BROWN My Wife Thinks You're Dead (*MCG/Curb 1193*)
 Prod: Junior Brown **Wr:** Junior Brown **Pub:** Mike Curb Music/Jamieson Brown Music (BMI) **Mgr:** Frank Callan

TRACY BYRD Love Lessons (*MCA 55102*)
 Prod: Tony Brown **Wr:** Jerry Kilgore, Ted Hewitt, Monty Powell, Sarah Majors **Pub:** Saddle Tan Music, Hewitt Music, Acuff-Rose Music Inc (ASCAP/BMI) **Mgr:** Ritter-Carter Management

C

JEFF CARSON The Car (*MCG/Curb 1171*)
 Prod: Chuck Howard **Wr:** C. Michael Spriggs, Gary Heyde **Pub:** Diamond Storm Music, Inc., EMI-Tower Street Music Inc., (administered by EMI Blackwood Music Inc. (BMI) **Mgr:** Marvin Dennis & Associates

JEFF CARSON Holdin' Onto Something (*MCG/Curb 1214*)
 Prod: Chuck Howard **Wr:** Thom McHugh, Tom Shapiro **Pub:** Kicking Bird Music, Inc./ Thomahawk Music (BMI)/Hamstein Cumberland Music/Diamond Struck Music (Adm. by Mike Curb Music) (BMI) **Mgr:** Marvin Dennis & Associates

KENNY CHESNEY Grandpa Told Me So (*BNA 64352*)
 Prod: Barry Beckett **Wr:** Mark Alan Springer, James Dean Hick **Pub:** Murrah Music Corp., Tom Collins Music Corp. (BMI) **Mgr:** IMS

MARK CHESNUTT It Wouldn't Hurt To Have Wings (*Decca 55164*)
 Prod: Tony Brown **Wr:** Jerry Foster, Roger Lavoie, Johnny Morris **Pub:** Warner-Tamerlane Publishing Corp., Miss Holly Music and Hapsack Music, Great Galen (BMI) **Mgr:** BDM Management

PHILIP CLAYPOOL The Strength Of A Woman (*Curb 1207*)
 Prod: Jerry Crutchfield **Wr:** Philip Kennard Claypool **Pub:** Mike Curb Music (BMI) **Mgr:** Bill Carter Management

ROB CROSBY Lady's Man (*River North 51416*)
 Prod: Jerry Crutchfield **Wr:** Rob Crosby, Gary Cotton **Pub:** Music Corporation of America Inc., Santee River Songs (BMI) **Mgr:** Sharon Eaves Management

BOBBIE CRYNER You'd Think He'd Know Me Better (*MCA 55167*)
 Prod: Barry Beckett, Tony Brown **Wr:** Bobbie Cryner **Pub:** Lonesome Dove Music/Ensign Music Corp. (BMI) **Mgr:** Evelyn Shriver Mgmt.

D

LINDA DAVIS Some Things Are Meant To Be (*Arista 2896*)
 Prod: John Guess **Wr:** Michael Garvin, Gordon Payne **Pub:** Nocturnal Eclipse Music, Michael Garvin Music, Ensign Music Corp. (BMI) **Mgr:** Starstruck Entertainment

CURTIS DAY The Truth Is Hard To Swallow (*Asylum/EEG 9443*)
 Prod: Kevin Beamish, Kyle Lehnig **Wr:** Troy Martin, Philip John Russell **Pub:** Warner-Tamerlane Publishing Corp., BMI **Mgr:** L&P Management/Welch Entertainment Group

BILLY DEAN It's What I Do (*Capitol 58526*)
 Prod: Tom Shapiro **Wr:** Chuck Jones, Tom Shapiro **Pub:** Hamstein Cumberland Music, Tom Shapiro Music, Mike Cur Music, Diamond Struck Music (BMI) **Mgr:** Starstruck Entertainment

DIAMOND RIO Walkin' Away (*Arista 2934*)
 Prod: Mike D. Clute, Tim DuBois, Diamond Rio **Wr:** Annie Roboff, Craig Wiseman **Pub:** Almo Music Corp., Anwa Music, Daddy Rabbit Music (ASCAP) **Mgr:** International Artist Management

D

JOE DIFFIE Bigger Than The Beatles (*Epic 78202*)
 Prod: Johnny Slate, Joe Diffie **Wr:** Jeb Stuart Anderson, Steve Dukes **Pub:** Timbuk One Music (administered by MRBI), Chickasaw Roan Music (administered by MRBI), Emdar Music, Texas Wedge Music (administered by Embar Music) (ASCAP) **Mgr:** Image Management Group

E

EMILIO Even If I Tried (*Capitol 32392*)
 Prod: Barry Beckett **Wr:** Chris Faulk, Nettie Musick, Bob Regan **Pub:** Tom Collins Music Corporation, AMR Publication Inc., Sierra Home Music (BMI,ASCAP) **Mgr:** Refugee Management

TY ENGLAND Redneck Son (*RCA 66522*)
 Prod: Garth Fundis **Wr:** Randy Thomas, Bob Carlisle **Pub:** Jacque Remembers Music (ASCAP) **Mgr:** Bob Doyle & Associates Inc.

F

FRAZIER RIVER She Got What She Deserves (*Decca 55173*)
 Prod: Mark Wright **Wr:** Jenny Yates, Bobby Fischer, Charlie Black **Pub:** Criterion Music Corp., Escodilla Music, Bobby Fischer Music, Songs In Black Ind (administered by (CMI) (ASCAP,SESAC) **Mgr:** Hallmark Direction

4RUNNER Ripples (*Polydor 101*)
 Prod: Buddy Cannon, Larry Shell **Wr:** Tony Haseiden **Pub:** Millhouse Music, AshWords Music (All rights managed worldwide by Songs Of PolyGram Int'l Inc (BMI) **Mgr:** Starstruck Entertainment

H

WADE HAYES What I Meant To Say (*Columbia/CRG 66412*)
 Prod: Don Cook **Wr:** Don Cook, Sam Hogg, Jim McBride **Pub:** Sony Tree Publishing Company Inc., Don Cook Music, Katy's Rainbow, Sony Cross Keys Publishing Company Inc., Mill Village Music (BMI,ASCAP) **Mgr:** Mike Robertson Management

TY HERNDON & STEPHANIE BENTLEY Heart Half Empty (*Epic 78073*)
 Prod: Doug Johnson, Ed Seay **Wr:** Gary Burr, Desmond Child **Pub:** Gary Burr Music Inc., MCAMusic Publishing (a division of MCA Music Inc.), EMIApril Music Inc., Desmobe Music Company Inc. (ASCAP) **Mgr:** Image Management

J

ALAN JACKSON I'll Try (*Arista 2941*)
 Prod: Keith Stegall **Wr:** Alan Jackson **Pub:** WB Music Corp., Yee Haw Music (ASCAP) **Mgr:** Real World Tours Inc.

BRETT JAMES Worth The Fall (*Career 2935*)
 Prod: Steve Bogard, Mike Clute **Wr:** Brett James **Pub:** Longitude Music Company, August Wind Music, Coyote Moon Music, Brett James Music (BMI) **Mgr:** Starstruck Entertainment

L

TRACY LAWRENCE If You Loved Me (*Atlantic 6546*)
 Prod: Don Cook **Wr:** Pual Nelson, Tom Shapiro **Pub:** Sony Tree Publishing Company Inc., Terlee Music, Hamstein Cumberland Music, Tom Shapiro Music (BMI) **Mgr:** T.L.E. Management

LITTLE TEXAS Country Crazy (*WB 7955*)
 Prod: Christy DiNapoli, Doug Grau, Little Texas **Wr:** Porter Howell, Chuck Jones **Pub:** Square West Music Inc., Howlin' Hits Music Inc., Longest Day Music, Great Cumberland Music, Fugue Music (ASCAP/BMI) **Mgr:** Square West Entertainment Company Inc.

LONESTAR No News (*BNA 64472*)
 Prod: Don Cook, Wally Hogg **Wr:** Sam Hogg, Phil Barnhart, Mark D. Sanders **Pub:** Sony Tree Music Publishing Company Inc., Katy's Rainbow, Simply Irresistible Music, Starstruck Writer's Group Inc., Mark D. Music (BMI,ASCAP) **Mgr:** William N. Carter Management

PATTY LOVELESS You Can Feel Bad (*Epic 78209*)
 Prod: Emory Gordy Jr. **Wr:** Matraca Berg, Tim Kregel **Pub:** Longitude Music Company, August Wind Music, Great Broad Music, Mighty Nice Music (administered by Bluewater Music Corporation (BMI) **Mgr:** Fitzgerald-Hartley

M

MAVERICKS All You Ever Do Is Bring Me Down (*MCA 55154*)
 Prod: Don Cook, Raul Malo **Wr:** Raul Malo, Al Anderson **Pub:** Sony Tree Publishing Company, Raul Malo Music, Mighty Nice Music, Al Andersons (all rights obo Raul Malo Music administered by Sony Music Publishing) (BMI) **Mgr:** FCC Management

MARTINA McBRIDE Wild Angels (*RCA 64437*)
 Prod: Martina McBride, Paul Worley, Ed Seay **Wr:** Matraca Berg, Gary Harrison, Harry Stinson **Pub:** Longitude Music Company, August Wind Music, Great Broad Music (administered by Longitude Music Company), Sony Tree Publishing Company Inc., (BMI) **Mgr:** BruceAllen Talent

NEAL McCROY You Gotta Love That (*Atlantic 6565*)
 Prod: Barry Beckett **Wr:** Jess Brown, Brett Jones **Pub:** Almo Music Corp., Bamattuck Music Inc., Irving Music Inc., Kybama Music Inc. (ASCAP/BMI) **Mgr:** Management Associates Of Dallas

RICH McCREADY Hangin' On (*Magnatone 1042*)
 Prod: Brian Dean Maher **Wr:** Rich McCready, Brian Dean Maher, Kevin Hurley, David Ingram **Pub:** Magnatone Music Publishing (ASCAP) **Mgr:** Speer Artist Management

REBA McENTIRE Ring On Her Finger, Time On Her Hands (*MCA 55161*)
 Prod: Tony Brown, Reba McEntire, Michael Omatian **Wr:** Don Goodman, Pam Rose, Mary Ann Kennedy **Pub:** Sony Tree Publishing Company Inc., Egypt Hollow Music, My Choy Music (administered by Copyright Management Inc.) (BMI) **Mgr:** Starstruck Management

TIM MCGRAW Can't Be Really Gone (*Curb 1188*)
 Prod: James Stroud, Byron Gallimore **Wr:** Gary Burr **Pub:** MCA Music Publishing (a division of MCA Inc), Gary Burr Music Inc. (all right controlled and administered by MCA (ASCAP) **Mgr:** Breakfast Table Management

TIM MCGRAW All I Want Is A Life (*Curb*)
 Prod: James Stroud, Byron Gallimore **Wr:** Tony Mullins, Stan Munsey, Don Pfimmer **Pub:** G.I.D. Music (ASCAP), RoyalHaven Music Inc. (BMI) **Mgr:** Breakfast Table Management

JO DEE MESSINA Heads Carolina, Tails California (*Curb 1215*)
 Prod: Byron Gallimore, Tim McGraw **Wr:** Tim Nichols, Mark D. Sanders **Pub:** EMI Blackwood Music Inc., Ty Land Music (all rights for Ty Land Music Controlled and administered by EMI Blackwood Music Inc., Star Struck Writers Group Inc., Mark D. Music (BMI,ASCAP) **Mgr:**

JOHN MICHAEL MONTGOMERY Long As I Live (*Atlantic 6654*)
 Prod: Scott Hendricks **Wr:** Rick Bowles, Wil Robinson **Pub:** Maypop Music (a division of Wildcountry, Inc.)/Makin' Chevys Music (BMI)/Wonderland Music, Inc./Will Robinsons (BMI) **Mgr:** Hallmark Direction

M

LORRIE MORGAN Standing Tall (*BNA 64354*)
 Prod: James Stroud **Wr:** Larry Butler, Ben Peters **Pub:** EMI Blackwoor Music Inc., Ben Peters Music (BMI) **Mgr:** Susan Nadler Management

DAVID LEE MURPHY Out With A Bang (*MCA 55153*)
 Prod: Tony Brown **Wr:** David Lee Murphy, Kim Tribble **Pub:** N2D Publishing, Brian's Dream Publishing **Mgr:** D Management Company

P

LEE ROY PARNELL Heart's Desire (*Career 2952*)
 Prod: Scott Hendricks, Lee Roy Parnell **Wr:** Cns Moore, Lee Roy Parnell **Pub:** Songs of PolyGram International Inc., Barney And Arney Music, Lee Roy Parnell Music (BMI) **Mgr:** Mike Robertson Management

LEE ROY PARNELL When A Woman Loves A Man (*Career 2862*)
 Prod: Scott Hendricks, Lee Roy Parnell **Wr:** Mark Luna, Rafe Van Hoy **Pub:** Major Bob Music Company, Sony Tree Publishing Company Inc., True South Music (ASCAP/BMI) **Mgr:** Mike Robertson Management

PERFECT STRANGER Remember The Ride (*Curb 1216*)
 Prod: Cyde Brooks **Wr:** Kim Williams, Michael Hanel **Pub:** Sony Cross Keys Pub. Co. Inc./Major Bob Music Co. Inc. (ASCAP) **Mgr:** Tony Tutill, K.C. Austin

R

COLLIN RAYE Not That Different (*Epic 078189*)
 Prod: Paul Worley, John Hobbs, Ed Seay **Wr:** Karen Taylor-Good, Joie Scott **Pub:** W.B.M. Music, K.T. Good Music, Spooner Music (administered by Balmur Inc) (SESAC, BMI) **Mgr:** Scott-Dean Management

RICOCHE What Do I Know (*Columbia 78088*)
 Prod: Ron Chancey, Ed Seay **Wr:** Sunny Russ, Cathy Majeski, Stephony Smith **Pub:** StarstruckAngel Music Inc., All Around Town Music, Sony Cross Keys Publishing Company Inc., EMI Blackwood Music (ASCAP/BMI) **Mgr:** Hallmark Direction

S

SAWYER BROWN 'Round Here (*Curb*)
 Prod: Mark A. Miller, Mac McAnelly **Wr:** Mark A. Miller, Scott Emerick, Gregg Hubbard **Pub:** Travelin' Zoo Music, Myrt & Chuck's Boy Music, Club Zoo Music (ASCAP/BMI) **Mgr:** TKO Management

SHENANDOAH All Over But The Shoutin' (*Capitol 10319*)
 Prod: Don Cook **Wr:** Michael Smotherman, Rich Fagan **Pub:** EMI Princeton Street Music (Adm. by EMI April Music Inc.) (ASCAP)/OF Music (ASCAP) **Mgr:** William N. Carter Mgmt.

RICKY SKAGGS Back Where We Belong (*Atlantic 82834*)
 Prod: Ricky Skaggs **Wr:** Jim Rushing, Kim Sewell **Pub:** Magnolia Hill Music LLC/ASCAP (A Subsidiary of McSpadden-Smith Music) and Rushing Water Music/ASCAP and Colonel Rebel Music/ASCAP and Kentucky Thunder Music/ASCAP and Keith Sewell Music/BMI **Mgr:**

SMOKIN' ARMADILLOS Let Your Heart Lead Your Mind (*MCG/Curb 1195*)
 Prod: Chuck Howard **Wr:** Scott Meeks **Pub:** Smokin' Armadillo Music (BMI) **Mgr:** Morress, Nanas, Shea

KEITH STEGALL "1969" (*Mercury 107*)
 Prod: Keith Stegall, John Keltion, Carson Chamberlain **Wr:** Keith Stegall, Gary Hamson, Denny Henson **Pub:** Warner-Tamerlane Publishing Corp., Patrick Joseph Music Inc., WB Music Corp., Denny Henson Publishing Designee (BMI/ASCAP) **Mgr:** Morris, Bliesener & Kates

GEORGE STRAIT I Know She Still Loves Me (*MCA 3620*)
 Prod: Tony Brown, George Strait, **Wr:** Aaron Barker, Monty Holmes **Pub:** O Tex Music, Hit Street Music, Malaco Music (BMI) **Mgr:** Erv Woolsey Company

DOUG STONE Born In The Dark (*Columbia/CRG 78039*)
 Prod: James Stroud, Doug Stone **Wr:** Chet Hinesley **Pub:** House Of Dust Music, First Write Music (BMI) **Mgr:** Management Associates Of Dallas

T

PAM TILLIS Deep Down (*Arista 2878*)
 Prod: Mike Poole, Pam Tillis **Wr:** Walt Aldridge, John Jarrard **Pub:** Rick Hall Music (a division of Wildcountry Inc.), Alabama Band Music Inc., Alabama Band Music (a division of Wildcountry Inc.), Miss Blyss Music (administered by Alabama Band Music) (ASCAP) **Mgr:** Mike Robertson Management

PAM TILLIS The River And The Highway (*Arista 2958*)
 Prod: Pam Tillis, Mike Poole **Wr:** Jerry House, Don Schlitz **Pub:** House Notes Music, New Don Songs, New Haynes Music (BMI,ASCAP) **Mgr:** Mike Robertson Management

AARON TIPPIN Without Your Love (*RCA 64486-2*)
 Prod: Steve Gibson **Wr:** Al Anderson, Craig Wiseman **Pub:** Mighty Nice Music, Al Andersons (administered by Bluewater Music, Almo Music Corp. (BMI,ASCAP) **Mgr:** Tip Top Entertainment

TRAVIS TRITT Only You (And You Alone) (*WB 7966*)
 Prod: Gregg Brown, Travis Tritt **Wr:** Buck Ram, Ande Rand **Pub:** TRO-Hollis Music Inc. (BMI) **Mgr:** Kragen and Co. and Falcon Management

SHANIA TWAIN You Win My Love (*Mercury 110*)
 Prod: Robert John "Mut" Lange **Wr:** R.J. Lange **Pub:** Out of Pocket Productions Ltd. (all rights controlled by Zomba Enterprises Inc.) (ASCAP) **Mgr:** Mary Bailey Management

W

CLAY WALKER Hypnotize The Moon (*Giant 7978*)
 Prod: James Stroud **Wr:** Steve Dorff, Eric Kaz **Pub:** Galewood Songs, Ensign Music Corp., Zena Music (BMI,ASCAP) **Mgr:** Erv Woolsey Management

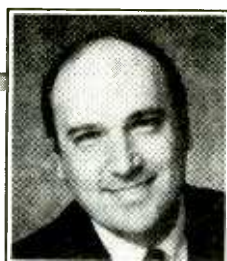
BRYAN WHITE Rebecca Lynn (*Asylum/EEG 9344*)
 Prod: Billy Joe Walker Jr., Kyle Lehnig **Wr:** Don Sampson, Skip Ewing **Pub:** MCA Music, a division of MCA, Inc., Acuff-Rose Music Inc. (ASCAP/BMI) **Mgr:** G.C. Management

LARI WHITE Ready, Willing And Able (*RCA 64455-2*)
 Prod: Josh Leo, Lari White **Wr:** Jess Leary, Jody Alan Sweet **Pub:** Dream Catcher Music Inc., Little Gila Monster, Moon Catcher Music inc., Son of Gila Monster (ASCAP/BMI) **Mgr:** William N. Carter Management

WYNONNA To Be Loved By You (*MCA 55084*)
 Prod: Tony Brown **Wr:** Gary Burr, Mike Reid **Pub:** MCA Music Publishing (a division of MCA Inc.), Gary Burr Music, Almo Music Corp., Bio Blues Music (ASCAP) **Mgr:** The Judd House

Y

DWIGHT YOAKAM Gone (That'll Be Me) (*Reprise 8072*)
 Prod: Pete Anderson **Wr:** Dwight Yoakam **Pub:** Coal Dust West Music (administered by Warner-Tamerlane Publishing Corp. (BMI) **Mgr:** Borman Entertainment



MIKE KINOSHIAN

Getting ACclimated To Format Nuances

Adapting to AC continues to be a learning experience for 18-month **KMXR-FM/Corpus Christi, TX VP/GM Kent Cooper**, who also has been overseeing duopoly sister Country **KRYS-FM** the last seven years.

"Country has a mass audience, allowing us to get out, go crazy, and do a ton of things. This is my first attempt at AC, and I've noticed you really have to be careful with it.



Kent Cooper

"Our Mix 93 sales materials target a different — and a bit more upscale — audience. We're much more particular about how we handle AC. It's tough because we're much more concerned about the look of [Mix's] print pieces, and we want to make sure everything's of the highest quality. You don't want something that will be just a throwaway piece."

Concert-Friendly Country

A clear difference between AC and Country, Cooper maintains, involves availability of talent for station-sponsored concerts. "There are so many new country acts right now that I can get 50 of them for \$1000; you can't do that in AC."

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We're much more particular about how we handle AC. We're much more concerned about the look of [Mix's] print pieces and we want to make sure everything's of the highest quality.

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Wanting to secure a big name for a KMXR concert, Cooper — a former concert promoter — began looking at several retro acts. "[KRYS] does six to eight shows a year. We've become pretty good at it and have featured shows by **Lee Roy Parnell, Trisha Yearwood, and David Ball**. When we bring talent in, we put them in good hotels, give them above-average catering, and make sure the dressing rooms are very nice. By doing so, the bands will want to return.

"[But] **Michael Bolton, Whitney Houston, and Gloria Estefan** aren't going to come to Corpus Christi for the kind of money we would be able to pay — period. So we wind up looking at people like **KC & The**

Sunshine Band. It's a good novelty idea, but doesn't really [accurately] portray KMXR."

Night Of The Iguanas

This past fall's three-day, Junior League-sponsored Bay Fest was perhaps the **McVay Media**-consulted station's greatest success story to date. "It's an outdoor festival of arts and crafts, food, and entertainment. In addition to [supplying] the Saturday night headline concert by New Orleans-based **Iguanas**, we did an official Bay Fest tabloid guide."

When the Bay Fest publication idea was first broached, Cooper admitted that he would've been happy just to recover the \$5000 printing investment. "This is a big civic event and they hadn't previously done a publication. We featured a

little bit of the event's history, a site map, and schedule of events. It was great for the station because we [distributed] 20,000 print pieces that displayed our calls.

"We did well with local car dealers and upscale retailers, but didn't do much on a national or regional [level]. With this type of an item, it's hard to get to decision-makers, so we hit local people very hard. [In the end, we realized] about

☐

We could do okay by just selling spots. Obviously though, we want to do better than okay and look for ways to make us better than the other guys.

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\$30,000 in advertising, which is very strong in this market."

Applying The Pressure

By setting lofty budget goals, Cooper knows the importance of developing creative packages in a market where "Mix 93" is the lone AC. "We could do okay by just selling spots. Obviously though, we want to do better than okay and look for ways to make us better than the other guys. It's fairly easy to sell an AC Monday-Friday, 6am-6pm. When you get beyond [those parameters], it starts getting tougher.

"We're fortunate in not having a direct format competitor. It would be very tough having two ACs in a market this size [No. 128]. We'd really have to be creative, then. In order to achieve the growth we want, we need to come up with these extra things."

Remotes have been a good vehicle. "We just did the sneak preview for 'Bed Of Roses' and had great

response to our [two-hour] remotes. It was no problem giving out 100 tickets at a time."

Mall Boxing

This past Christmas at the city's Padre Staples Mall, KMXR did a "Black Box" variation. Stations typically hang a box from a crane and invite people to guess the box's contents. But, as Cooper points out, "We had no promotion budget to speak of and couldn't afford a crane."

Several station staffers, including Cooper and PD **Jesse DeLeon**, thought the basic theater-of-the-mind concept was solid — with or without crane enhancement. So, Cooper placed a cruise certificate, camera, frequency-related \$93.90 in spending money, mall gift certificate, and a woman's emerald and diamond ring inside a giant holiday-wrapped box. Recalls Cooper, "We were able to make about \$2000 from this promotion."

KEZY & Disney's Mighty Ducks Score Mutual Goals

The "net" result of paring Disney's NHL Mighty Ducks with music-intensive Hot AC **KEZY-FM/Anaheim, CA** has scored satisfaction all around.

"Sales for the games are through the roof," notes KEZY Station Manager **Chris Cox**. "Rather than paying a franchise rights fee, we have a deal with **Disney Sports** that allows us to sell a lot of the inventory ourselves, and we get a certain commission from those sales. This is a real joint effort between Disney/KEZY: Everything Disney touches turns into an entertainment gold mine."



Chris Cox

Cold As Ice

When the Ducks first approached KEZY about a partnership, Cox admits he was reluctant about the idea. "I wondered what hockey play-by-play and Hot AC had to do with each other. The more we thought about it, though, the more it made sense. Any reservations I had about carrying hockey are long gone, [especially since] this organization knows how to promote and market the franchise.

"Unlike any other pro sports owner in this area, Disney decided to make the Ducks an Orange

County team, which perfectly [underscored] our marketing plans. Since we constantly stress that we're an Orange County radio station, it became a perfect match."

Party Time

KEZY slots many Ducks-related promotions off-air. "We recently had a party at the Disneyland Hotel where the Ducks' mascot [Wild Wing] appeared at our party. We structure these parties for road games. Although that night's opponent was the Kings and the game was at [L.A.'s Great Western] Forum, it was close enough to be called a road game.

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Rather than paying a franchise [rights] fee, we have a deal with Disney Sports that allows us to sell a lot of the inventory ourselves and we get a certain commission from those sales.

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☐

Our association with Southern California's hottest pro sports team has greatly helped us. There have been very few negative comments on our Internet web site from people wanting to hear music instead of hockey.

☐

"We invite listeners to come over to the hotel, watch the game on television, and listen to our radio play-by-play. In terms of a listener party, this is typical of what a Hot AC would do — it just happens to involve a hot sports franchise. It's a great way to align yourself with the team."

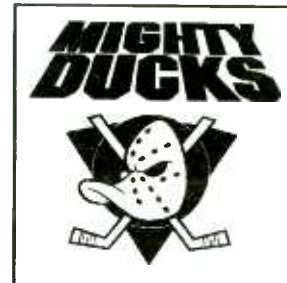
Most hockey games, of course, are carried weeknights. As Cox explains, "People use radio differently then. So from a programming standpoint, we haven't suffered at all. In fact, our association with Southern California's hottest pro sports team has greatly helped us. There have been very few negative comments on our Internet web site from people wanting to hear music instead of hockey."

In addition to play-by-play and pre- and post-game shows, KEZY

also airs a sponsored (local car dealer) wrap-up of the previous night's game in morning drive. "Since the franchise is so hot," Cox contends, "there's no question the games get good results for advertisers. We also have ticket giveaways to Ducks parties, games, and team merchandise."

Family Atmosphere

Another of Cox's initial concerns was that the broadcasts would attract only males. "I thought we'd be flushing out all women. But I was wrong about that, too. Considering the presentation Disney has put together, the Ducks have a very strong family fan base. There's a great atmosphere and it's like watching a game from your own living room. The entertainment aspect that Disney brings is terrific."



3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
			1	MARIAH CAREY One Sweet Day (Columbia/CRG)	2076	2111	2191	2274	86/0
	7	4	2	ROD STEWART So Far Away (Lava/Atlantic)	1918	1735	1646	1510	84/4
	2	2	3	WHITNEY HOUSTON Exhale (Shoop Shoop) (Arista)	1867	1937	2090	2112	85/0
	8	6	4	GEORGE MICHAEL Jesus To A Child (Dreamworks/Geffen)	1747	1656	1523	1345	87/1
	4	3	5	MADONNA You'll See (Maverick/WB)	1685	1788	1832	1951	75/0
	3	5	6	ELTON JOHN Blessed (Rocket/Island)	1571	1715	1838	1876	78/0
13	10	10	7	PHIL COLLINS Somewhere (RCA Victor)	1444	1294	1193	947	77/1
6	6	7	8	SELENA Dreaming Of You (EMI)	1438	1580	1679	1666	72/1
14	14	11	9	SEAL Don't Cry (ZTT/WB)	1353	1149	1059	929	69/4
5	5	8	10	MICHAEL BOLTON A Love So Beautiful (Columbia/CRG)	1273	1574	1686	1667	67/0
8	9	9	11	TAKE THAT Back For Good (Arista)	1212	1325	1404	1455	70/0
BREAKER			12	TONY RICH PROJECT Nobody Knows (LaFace/Arista)	1043	745	478	370	68/15
18	15	14	13	PETER CETERA Faithfully (River North)	1026	913	819	728	64/6
BREAKER			14	MARY CHAPIN CARPENTER Grow Old With Me (Hollywood)	898	797	709	594	60/4
10	11	12	15	SOPHIE B. HAWKINS As I Lay Me Down (Columbia/CRG)	895	1018	1119	1249	54/0
—	26	20	16	JIM BRICKMAN By Heart (Windham Hill)	712	562	364	15	56/5
24	21	19	17	JANN ARDEN Insensitive (A&M)	676	585	504	404	46/5
21	20	18	18	EXPOSE I'll Say Goodbye For The Two Of Us (Arista)	638	604	546	523	47/2
26	24	22	19	HOOTIE & THE BLOWFISH Time (Atlantic)	630	513	445	379	28/3
29	25	23	20	EVERYTHING BUT THE GIRL Missing (Atlantic)	563	499	430	357	29/5
12	12	13	21	CURTIS STIGERS Keep Me From The Cold (Arista)	562	940	1089	1092	35/0
—	—	26	22	AMY GRANT The Things We Do For Love (Hollywood)	512	362	189	—	39/10
DEBUT			23	CELINE DION Because You Loved Me (550 Music)	506	71	—	—	38/34
11	13	17	24	STEVE WINWOOD Reach For The Light (MCA)	431	685	1064	1137	30/0
—	—	27	25	NATALIE MERCHANT Wonder (Elektra/EEG)	412	314	229	203	26/3
—	—	30	26	BOB SEGER I Wonder (Capitol)	322	257	196	91	28/6
—	28	28	27	JAMES INGRAM So This Is Love (Disney)	313	296	252	190	33/0
DEBUT			28	DEEP BLUE SOMETHING Breakfast At... (RainMaker/Interscope)	297	225	242	239	14/2
—	29	29	29	ENYA Anywhere Is (Reprise)	275	276	243	222	25/0
DEBUT			30	SOPHIE B. HAWKINS Only Love (The Ballad Of...) (Columbia/CRG)	255	199	53	—	19/2

This chart reflects airplay from February 12-18. Songs ranked by total plays. Highlighted songs indicate Breaker. 92 AC reporters. 88 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are removed from the chart. © 1996, R&R Inc.

NEW & ACTIVE

MARTIN PAGE Light In Your Heart (Mercury)
Total Stations: 21, Adds: 3, Plays: 249, WRCH 12 (12), WFPG 14 (14), WLIF 9 (7), WMJQ 14, WLZ 7 (7), WKWK 20 (20), WARM 6 (6), WKTK 15 (15), WTVR 5, WDEF 10 (5), WOOB 14 (14), WAHR 10 (10), WRVR 5, KMXR 2 (2), KMGL 10 (7), KQXT 7 (7), WFMK 20 (10), WWWM 12 (12), KELO 16 (16), KOSI 13 (13), KLSY 28 (14).

TRISHA YEARWOOD On A Bus To St. Cloud (MCA)
Total Stations: 21, Adds: 5, Plays: 190, WCOD 5 (5), WRCH 7 (7), WWL 7 (7), WYJB 5 (5), WLIF 9 (7), WAFY 12 (13), WTCB 16 (12), WTVR 5 (5), WDEF 10 (5), WOOB 5 (5), WAHR 5, KQXT 5 (5), WLIT 5, WFMK 10 (10), WWWM 12 (12), WLTE 8 (5), KELO 16 (16), KRNO 7, KYMG 19, KKCW 15 (15), KLSY 7.

MELISSA ETHERIDGE I Want To Come Over (Island)
Total Stations: 11, Adds: 0, Plays: 182, WSRS 8 (8), WLEV 18 (17), WALK 8 (8), WFLC 16 (16), WWDE 7 (7), WOOB 14 (14), KHLA 12 (12), WMMX 40 (40), WENS 25 (25), KCIX 18 (18), KLSY 16 (16).

GOO GOO DOLLS Name (Metal Blade/WB)
Total Stations: 9, Adds: 0, Plays: 169, WHYD 10 (10), WFPG 14 (14), WALK 9 (9), WWDE 28 (28), WAHR 25 (25), KHLA 5 (5), WMMX 20 (20), KCIX 32 (18), KBIG 26 (27).

REMBRANTS Drowning In Your Tears (EastWest/EEG)
Total Stations: 16, Adds: 1, Plays: 158, WCOD 5 (5), WSRS 8 (8), WFPG 7 (7), WMJQ 28 (28), WLZ 7 (7), WTCB 7 (7), WKTK 15 (15), WMJ 7, WOOB 14 (5), WAHR 10 (15), KMXR 5 (5), KQXT 7 (7), WFMK 10 (10), WWWM 12 (12), WMT 7 (7), KISC 9 (9).

JACKSON BROWNE Some Bridges (Elektra/EEG)
Total Stations: 17, Adds: 17, Plays: 144, WCOD 5, WRCH 7, WMAS 7, WLIF 8, WAFY 12, WLZ 10, WTCB 7, WTVR 5, WDEF 5, WOOB 14, KMXR 5, KQXT 7, WFMK 10, WWWM 8, WMT 7, KYMG 20, KKCW 7.

DIANA ROSS Voice Of The Heart (Motown)
Total Stations: 20, Adds: 8, Plays: 130, WCOD 5 (5), WRCH 7, WWL 7, WMAS 7, WLIF 9 (7), WARM 6, WTVR 5 (5), WMJ 7, WDEF 5 (5), WOOB 5 (5), WRVR 7 (5), KMXR 4 (5), KQXT 5 (5), KTYL 7 (7), WWWM 12 (8), WMT 7 (7), KELO 8, KOSI 5 (5), KSNF 5, KRNO 7.

JONATHAN CAIN Little River (Intersound)
Total Stations: 13, Adds: 0, Plays: 130, WCOD 5 (5), WRCH 10 (10), WAFY 32 (32), WKWK 10 (10), WTVR 5 (5), WDEF 5 (5), WAHR 10 (15), WRVR 7 (11), KMXR 5 (5), KQXT 5 (5), WFMK 10 (10), WWWM 12 (8), KLSY 14 (6).

STING Let Your Soul Be Your Pilot (A&M)
Total Stations: 9, Adds: 7, Plays: 129, WAFY 12, WTCB 16, WDEF 5, WTFM 20, KMXR 5, KTYL 21 (21), WMGN 17 (17), WQLR 12, KYMG 21.

OLETA ADAMS Never Knew Love (Fontana/Mercury)
Total Stations: 16, Adds: 0, Plays: 126, WCOD 5 (5), WWL 10 (10), WLIF 9 (7), WAFY 12 (12), WLZ 10 (10), WTCB 7 (7), WTVR 5 (5), WDEF 5 (5), WOOB 5 (5), WJXB 7 (7), KMXR 5 (5), KQXT 7 (7), WTP 12 (10), WFMK 10 (10), WWWM 12 (12), WQLR 5 (5).

CHRISTOPHER CROSS Been There Done That (Rhythm Safari/Priority)
Total Stations: 14, Adds: 1, Plays: 108, WCOD 5 (5), WRCH 7 (7), WWL 5 (5), WAFY 12 (13), WARM 6 (6), WTVR 5 (5), WDEF 10 (10), WOOB 5 (5), KMXR 4 (4), WAJ 5, WFMK 10 (10), WWWM 12 (12), KELO 8 (8), KLSY 14 (14).

SORAYA Suddenly (Island)
Total Stations: 16, Adds: 6, Plays: 106, WCOD 5 (5), WRCH 7, WWL 7, WKWK 10 (10), WTVR 5 (5), WOOB 5 (5), KMXR 2, KLY 8 (8), KQXT 5 (5), WWWM 12 (12), WQLR 5 (5), WLTE 8 (5), KELO 8, KOSI 5, KRNO 7 (7), KISC 7.

Songs ranked by total plays. Station call letters followed by number of plays.

BREAKERS®

TONY RICH PROJECT
Nobody Knows (LaFace/Arista)

TOTAL PLAYS/INCREASE 1043/298 TOTAL STATIONS/ADDS 68/15 CHART 12

MARY CHAPIN CARPENTER
Grow Old With Me (Hollywood)

TOTAL PLAYS/INCREASE 898/101 TOTAL STATIONS/ADDS 60/4 CHART 14

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
CELINE DION Because You Loved Me (550 Music)	34
JACKSON BROWNE Some Bridges (Elektra/EEG)	17
TONY RICH PROJECT Nobody Knows (LaFace/Arista)	15
AMY GRANT The Things We Do For Love (Hollywood)	10
DIANA ROSS Voice Of The Heart (Motown)	8
STING Let Your Soul Be Your Pilot (A&M)	7
PETER CETERA Faithfully (River North)	6
BOB SEGER I Wonder (Capitol)	6
SORAYA Suddenly (Island)	6
JANN ARDEN Insensitive (A&M)	5
JIM BRICKMAN By Heart (Windham Hill)	5
EVERYTHING BUT THE GIRL Missing (Atlantic)	5
TRISHA YEARWOOD On A Bus To St. Cloud (MCA)	5

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CELINE DION Because You Loved Me (550 Music)	+435
TONY RICH PROJECT Nobody Knows (LaFace/Arista)	+298
SEAL Don't Cry (ZTT/WB)	+204
ROD STEWART So Far Away (Lava/Atlantic)	+183
JIM BRICKMAN By Heart (Windham Hill)	+150
PHIL COLLINS Somewhere (RCA Victor)	+150
AMY GRANT The Things We Do For Love (Hollywood)	+150
JACKSON BROWNE Some Bridges (Elektra/EEG)	+144
HOOTIE & THE BLOWFISH Time (Atlantic)	+117
PETER CETERA Faithfully (River North)	+113

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
SEAL Kiss From A Rose (ZTT/WB)
HOOTIE & THE BLOWFISH Only Wanna Be With You (Atlantic)
SARAH McLACHLAN I Will Remember You (Arista)
SELENA I Could Fall In Love (EMI)
P. CETERA w/c. BERNARD Forever Tonight (River North)
JIM BRICKMAN If You Believe (Windham Hill)
ALL-4-ONE I Can Love You Like That (Blizz/Atlantic)
CELINE DION (You Make Me Feel Like) A Natural... (Lava/Atlantic)
VANESSA WILLIAMS Colors Of The Wind (Hollywood)
JANET JACKSON Runaway (A&M)

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.



“I Wonder”
The New Single
From The Album
“It's a Mystery”



Bob Seger
& The Silver Bullet Band

AC CHART **30** - **26**
MOST ADDED
AGAIN!

WBEB WRCH WKBN
WDOK WJLK WTCK
WWLI WTVR KISC
KQXT WLEV WTCB
WTP 12 KVLY WQLR
WWWM and many more!

Currently On Sold-out Tour!



AC PLAYLISTS

February 16, 1996 R&R • 69

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

KBIG 104 MARKET #2 KBIG/Los Angeles (213) 874-7700 Ervin/Verdery	KOST 103.5 FM MARKET #2 KOST/Los Angeles (213) 427-1035 Kaye/Chieng	WLT 93.9 MARKET #3 WLT/Chicago (312) 329-9002 Edwards	B-101.1 MARKET #5 WBEB/Philadelphia (610) 667-8400 Ryan	Soft Rock 97.1 MARKET #8 WASH/Washington (202) 895-5000 Streit/Maitlin
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MAGIC 106.7 MARKET #10 WMLJ/Boston (617) 542-0241 Kelley/Laurence	HOAST 97.3 FM MARKET #11 WFLC/Miami (305) 759-4311 Landay/Bennett	92.5 KLSY MARKET #13 KLSY/Seattle (206) 454-1540 Irwin/Brooks	WALK 97.5 MARKET #14 WALK/Long Island (516) 475-5200 Michaels/Lombardo	WLTE MARKET #16 WLTE/Minneapolis (612) 339-1029 Nolan
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KEZK 102.5 MARKET #17 KEZK/St. Louis (314) 727-2160 Burch/Dempsey	WLIF Life 102 MARKET #18 WLIF/Baltimore (410) 823-1570 Balaban/Thoner	WDOK 102.1 FM MARKET #22 WDOK/Cleveland (216) 696-0123 Wilson/Miller	Life 102.5 MARKET #22 WLTF/Cleveland (216) 696-4444 LaBeau/Hudson	KOST 101 MARKET #23 KOST/Denver (303) 596-1714 Taylor
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K103fm MARKET #24 KKCW/Portland, OR (503) 222-5103 Minckler	WARM 98 MARKET #25 WRRM/Cincinnati (513) 241-9898 Holland	WINK 94.1 MARKET #25 WNNK/Cincinnati (513) 471-9465 Mason/Maxwell	Lite 103.5 FM MARKET #31 WWLV/Providence (401) 433-4200 Holt/Edwards	WSONY 95 MARKET #32 WSONY/Columbus (614) 451-2191 Hal/et/Nunnally
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REPORTERS

Stations and their adds listed alphabetically by market

AC

WYJB/Albany, NY OMP/D: Buzz Brindle MD: Pat Ryan 14 ROD STEWART "Away" 5 AMY GRANT "Love"	WRRM/Cincinnati, OH PD/M/D: T.J. Holland 18 CELINE DION "Because"	KEZA/Fayetteville, AR OMP/D: Chip Arledge APD/M/D: Rich Kelly No Adds	KHLA/Lake Charles, LA OM: Don Rivers MD: Lee Hudson 12 PETER CETERA "Fidelity" 12 JIM BRICKMAN "Heart" 5 SOPHIE B. HAWKINS "Only"	WLTS/New Orleans, LA PD: Steve Suter MD: Jim Harzo 18 CELINE DION "Because" 5 NATALIE MERCHANT "Wonder"	KISC/Spokane, WA PD: Rob Harter MD: Dawn Marcol 7 Lenny Kravitz "Mint" 7 BOB SEGER "Wonder" 7 SORAYA "Suddenly"
WLEV/Allentown, PA PD/M/D: Tony Rogers 5 TONY RICH PROJECT "Knows"	WNNK/Cincinnati, OH PD: Dave Mason MD: Bobbi Maxwell 5 CELINE DION "Because" 5 AMY GRANT "Love"	WCRZ/Ft. Mi, MI OMP/D: Jay Patrick MD: George McIntyre 13 AMY GRANT "Love" 13 CELINE DION "Because"	WFMK/Lansing, MI PD/M/D: Ray Marshall 10 CELINE DION "Because" 10 JACKSON BROWNE "Bridges" 10 K.D. LANG "Sexuality"	WWDE/Norfolk, VA PD: Don London MD: Jeff Morneau 7 JOAN OSBORNE "One" 7 TONY RICH PROJECT "Knows" 7 M. CHAPIN CARPENTER "Grow"	WHYN/Springfield, MA Sta Mgr/PD: Bill Hess MD: Michele Allen 17 JAN ARDEN "Insensitiv" 17 AMY GRANT "Love"
KYMG/Anchorage, AK PD: Devan Mitchell MD: Bobbie Anderson 21 STING "Sou" 20 JACKSON BROWNE "Bridges" 19 TRISHA YEARWOOD "Bus"	WOOK/Cleveland, OH PD: Sue Wilson MD: Scott Miller 21 CELINE DION "Because" 15 AMY GRANT "Love" 11 BOB SEGER "Wonder"	WAJF/Ft. Wayne, IN OM: Lee Tobin PD/M/D: Barb Richards 5 CHRISTOPHER CROSS "Best" 5 TONY RICH PROJECT "Knows"	KSNE/Las Vegas, NV PD: Tom Chase MD: John Berry 5 CELINE DION "Because" 5 DIANA ROSS "Heart"	KMGL/Oklahoma City, OK PD: Steve O'Brien MD: Kathi Yeager No Adds	WMAS/Springfield, MA PD: Brian White MD: Keith Stephens 18 CELINE DION "Because" 7 JACKSON BROWNE "Bridges" 7 DIANA ROSS "Heart"
WFPG/Atlantic City, NJ OMP/D: Dick Fennessy MD: Marlene Azua 14 PETER CETERA "Fidelity"	WLTF/Cleveland, OH PD: Steve LaBeau MD: Jay Hudson 12 SEAL "Don't"	WAFY/Frederick, MD PD: John Fieseler MD: Norman Henry Schmidt 12 GIN BLOSSOMS "Follow" 12 CORRS "Right" 12 CELINE DION "Because" 12 STING "Sou" 12 JACKSON BROWNE "Bridges"	WALM/Long Island, NY PD: Gene Michaels MD: Charlie Lombardo No Adds	WMGF/Orlando, FL PD: John Frost MD: Bob Kelley 7 PETER CETERA "Fidelity"	WRVF/Toledo, OH PD: Steve Kendall MD: Geri Cooper 14 TONY RICH PROJECT "Knows"
WLIF/Baltimore, MD OMP/D: Gary Balaban MD: Mark Thoner 8 JACKSON BROWNE "Bridges" 8 CELINE DION "Because"	WTCB/Columbia, SC OM: Doug Spots PD/M/D: Brent Johnson 16 CELINE DION "Because" 16 STING "Sou" 7 JACKSON BROWNE "Bridges"	WLHT/Grand Rapids, MI PD: Steve Dirksen MD: Michael Sirlanni 11 TONY RICH PROJECT "Knows"	KBIG/Los Angeles, CA PD: Dave Ervin APD/M/D: Dave Verdery 20 DEEP BLUE SOMETHING "Breakast"	WBEB/Philadelphia, PA PD/M/D: Jim Ryan No Adds	WWWM/Toledo, OH PD: Ron Finn MD: Rick Reynolds 8 BLENDERS "Fall" 8 JACKSON BROWNE "Bridges" 8 CELINE DION "Because" 8 ALANNAH MYLES "You"
WMJJ/Birmingham, AL OM: John Jaroline 7 DIANA ROSS "Heart" 7 TONY RICH PROJECT "Knows" 7 AMY GRANT "Love" 7 REMBRANDTS "Drowning"	WGSY/Columbus, GA OMP/D: Paul Hinderth MD: David Nolan 43 HOOTIE & BLOWFISH "Time" 27 CELINE DION "Because" 27 NATALIE MERCHANT "Wonder"	WMAG/Greensboro, NC PD/M/D: Nick Allen No Adds	KOST/Los Angeles, CA Sta Mgr/PD: Jhoni Kaye APD/M/D: Johnny Chiang 8 GEORGE MICHAEL "Jesus"	WMXZ/Tucson, AZ PD/M/D: Bobby Rich 8 CELINE DION "Because"	KMYX/Boston, MA VP/Prog: Greg Strassell APD/M/D: Tim Richards 19 MARAH CAREY "Sweet" 5 SOPHIE B. HAWKINS "Only" 5 MELISSA ETHERIDGE "Come"
KCIX/Boise, ID PD: Don Jennings MD: Jim O'Brien 18 HOOTIE & BLOWFISH "Time"	WSNY/Columbus, OH PD: Don Hallett MD: Bob Nunally 25 SEAL "Don't" 25 SELINA "Dreaming" 10 ROD STEWART "Away"	WRCH/Hartford, CT PD: Allan Camp MD: Joe Hann 7 SORAYA "Suddenly" 7 DIANA ROSS "Heart" 7 CELINE DION "Because" 7 JACKSON BROWNE "Bridges"	WRPE/Macon, GA PD/M/D: Jim Franklin 10 ROD STEWART "Away"	KMYZ/Tucson, AZ PD/M/D: Bobby Rich 8 CELINE DION "Because"	WBMX/Boston, MA VP/Prog: Greg Strassell APD/M/D: Tim Richards 19 MARAH CAREY "Sweet" 5 SOPHIE B. HAWKINS "Only" 5 MELISSA ETHERIDGE "Come"
WMJX/Boston, MA PD: Don Kelley MD: Mark Laurence 1 JAN ARDEN "Insensitiv" 1 JIM BRICKMAN "Heart"	KMXR/Corpus Christi, TX PD/M/D: Jesse DeLeon 11 CELINE DION "Because" 5 STING "Sou" 5 JACKSON BROWNE "Bridges" 2 SORAYA "Suddenly"	WMGN/Madison, WI VP/Prog: Pat O'Neill MD: Kathryn Vaughn 17 EVERYTHING BUT "Missing" 3 M. CHAPIN CARPENTER "Grow"	KRNO/Reno, NV PD: Larry Irons MD: Laurie Adamson 7 TRISHA YEARWOOD "Bus" 7 DIANA ROSS "Heart"	WZZM/Grand Rapids, MI PD: Mike Blakemore MD: Randi West 24 EVERYTHING BUT "Missing" 9 BOBEANS "Coser" 9 MELISSA ETHERIDGE "Come" 9 SOPHIE B. HAWKINS "Only"	WWRV/Memphis, TN OMP/D: Joel Burke MD: Kay Marley 16 CELINE DION "Because" 5 MARTIN PAGE "Light"
WMJQ/Bufalo, NY PD: Rob Lucas MD: Roger Christian 28 CORRS "Right" 14 MARTIN PAGE "Light"	WMMX/Dayton, OH PD: Jeff Ballentine MD: Dean Taylor No Adds	KVLY/McAllen, TX PD: Roger Scott MD: Brenda Lynn 6 CELINE DION "Because"	WTVR/Richmond, VA PD/M/D: Scott O'Brien 5 JACKSON BROWNE "Bridges" 5 MARTIN PAGE "Light"	WRRW/Wichita, KS PD: Dan Parnaghi MD: Gary Miller 27 GIN BLOSSOMS "Follow" 27 JOAN OSBORNE "One" 17 STING "Sou" 17 HOOTIE & BLOWFISH "Time"	WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"
WCOD/Cape Cod, MA PD/M/D: Chris Boles 5 JACKSON BROWNE "Bridges"	WMSI/Indianapolis, IN OMP/D: Greg Dunkin MD: Daria Ceap 30 DEEP BLUE SOMETHING "Breakast" 10 CELINE DION "Because"	WFLC/Miami, FL PD: Tip Lansay MD: Wendy Bennett No Adds	WWSL/Roanoke, VA PD: Don Morrison MD: Dick Daniels 10 JIM BRICKMAN "Heart" 10 PETER CETERA "Fidelity" 3 M. CHAPIN CARPENTER "Grow"	WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"	WMT/Cedar Rapids, IA OM: Rick Sellers PD/M/D: Randy Lee 10 CELINE DION "Because" 7 JACKSON BROWNE "Bridges" 5 EVERYTHING BUT "Missing"
WDEF/Chattanooga, TN PD/M/D: Danny Howard 25 CELINE DION "Because" 5 STING "Sou" 5 TEARS FOR FEARS "Secrets" 5 JACKSON BROWNE "Bridges"	WOSI/Denver, CO OMP/D/M/D: Scott Taylor 13 CELINE DION "Because" 13 AMY GRANT "Love" 5 SORAYA "Suddenly"	WJTK/Jackson, MS GMP/D/M/D: Wayne Scott No Adds	WVLR/Chattanooga, TN OMP/D: John Jackson MD: John McFadden 22 CELINE DION "Because" 21 HOOTIE & BLOWFISH "Time"	WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"	WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"
WLT/Chicago, IL PD/M/D: Mark Edwards 5 JIM BRICKMAN "Heart" 5 TRISHA YEARWOOD "Bus"	WIKY/Evansville, IN PD/M/D: Mark Baker 5 JIM BRICKMAN "Heart" 5 PETER CETERA "Fidelity"	WJLX/Johnson City, TN PD/M/D: Mark E. McKinney 20 STING "Sou" 20 BOB SEGER "Wonder" 9 TONY RICH PROJECT "Knows"	WVLR/Chattanooga, TN OMP/D: John Jackson MD: John McFadden 22 CELINE DION "Because" 21 HOOTIE & BLOWFISH "Time"	WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"	WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"

HOT AC

KMXS/Anchorage, AK PD: Mark Carlson MD: Loren Dixon 28 WHITNEY HOUSTON "Equal"	KSTZ/Des Moines, IA PD: Jim Schaefer MD: John Wale 16 BLESSID UNION OF "Virginia" 20 BLESSID UNION OF "Virginia"	KMXG/Quad Cities, IA-IL OM: David Sands MD: Matt Williams No Adds
WKOO/Akron, OH PD/M/D: Chuck Collins 16 LENNY KRAVITZ "Mint" 16 GIN BLOSSOMS "Follow"	WKQI/Detroit, MI PD: Tom O'Brien MD: Fred Buchalter 16 SOPHIE B. HAWKINS "Only" 18 EVERYTHING BUT "Missing"	KNEV/Reno, NV PD/M/D: Rusty Keys No Adds
WROE/Appleton, WI PD/M/D: J. Davis 14 JACKSON BROWNE "Bridges" 7 ACE OF BASE "Lucky" 7 CELINE DION "Because" 5 OASIS "Wonderwall"	KATF/Dubuque, IA OMP/D: Tommy Allen MD: Jackie Livingston 5 JANN ARDEN "Insensitiv" 5 CELINE DION "Because"	WMXB/Richmond, VA PD: Steve Davis MD: Kat Simons No Adds
KKMY/Beaumont, TX GMP/D: Robert X. Brown MD: Gary D. 12 EDDIE MONEY "Take" 8 BLENDERS "Fall" 8 STING "Sou" 8 JACKSON BROWNE "Bridges"	WQSM/Fayetteville, NC Interim PD/M/D: Dave Stone 7 ACE OF BASE "Lucky" 7 STING "Sou" 7 CELINE DION "Because"	KGBY/Sacramento, CA PD: Bob Laurence MD: Vince Garcia No Adds
WMBX/Boston, MA VP/Prog: Greg Strassell APD/M/D: Tim Richards 19 MARAH CAREY "Sweet" 5 SOPHIE B. HAWKINS "Only" 5 MELISSA ETHERIDGE "Come"	WMEF/Ft. Wayne, IN PD: Jeff Davis MD: Captain Chris Dikier 12 STING "Sou" 5 K.D. LANG "Sexuality"	WIOG/Saginaw, MI PD: Mike MacDonald MD: Kathi Kelly 7 EVERYTHING BUT "Missing"
WEZF/Burlington, VT PD/M/D: Dave Simmons 20 M. CHAPIN CARPENTER "Grow" 10 ACE OF BASE "Lucky"	WKTH/Fresno, CA MD: Mike Alzander 21 ROD STEWART "Away" 21 DEL AMIRTI "Ball"	KYKY/St. Louis, MO PD: Mike Miller MD: Donna Miller 15 STING "Sou" 5 BLESSID UNION OF "Virginia" 5 BOBEANS "Coser"
WHBC/Canton, OH PD: Terry Simmons MD: Bruce Lewis 18 BLESSID UNION OF "Virginia"	WQLH/Green Bay, WI PD: John Thomas MD: Kenry D 19 CELINE DION "Because"	KBEE/Salt Lake City, UT OMP/D: Steve Kelly MD: Brandon Young 10 OASIS "Wonderwall"
WVAF/Charleston, WV OMP/D: Rick Johnson MD: Arnie Nutzer 5 SOUL ASYLUM "Promises"	WKZL/Greensboro, NC PD: Jeff McHugh MD: Doug McKnight 20 ROD STEWART "Away" 9 CELINE DION "Because"	KISM/Salt Lake City, UT PD: Jim Morales MD: Brandon Young No Adds
WWSN/Charlotte, NC OM: Tom Jackson PD/M/D: John McFadden 22 CELINE DION "Because" 21 HOOTIE & BLOWFISH "Time"	WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"	KIDJ/San Francisco, CA PD: Casey Keating MD: Connie Lindell No Adds
WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"	WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"	KMGQ/Santa Barbara, CA PD: Abby Bonell MD: Steve Bauer 7 STING "Sou"
WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"	WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"	WAEV/Savannah, GA PD: Burke Allen MD: Brad Kelly 20 EVERYTHING BUT "Missing"
WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"	WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"	KPLZ/Seattle, WA Interim PD/M/D: Kent Phillips 27 BOBEANS "Coser" 27 SOPHIE B. HAWKINS "Only"
WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"	WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"	WNSN/South Bend, IN Interim PD/M/D: Steve O'Brien 7 NATALIE MERCHANT "Wonder" 7 MELISSA ETHERIDGE "Come"
WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"	WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"	WYXY/Syracuse, NY PD: Jim Radford MD: Jay Macchia 7 ACE OF BASE "Lucky" 5 MARTIN PAGE "Light"
WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"	WVLR/Chattanooga, TN OMP/D: Leigh Simpson MD: Mike Holderfield 14 JACKSON BROWNE "Bridges" 14 CELINE DION "Because" 5 ACE OF BASE "Lucky"	WRDX/Washington, DC PD: Randy James MD: Carol Parker 10 CELINE DION "Because"

92 Total Reporters
92 Current Reporters
88 Current Playlists

Reported Frozen Playlist (4):
WBBQ/Augusta, GA
KKMJ/Austin, TX
KVIL/Dallas, TX
WKTK/Gainesville, FL

63 Total Reporters
63 Current Reporters
59 Current Playlists

Reported Frozen Playlist (2):
WMYV/Greenville, SC
KMAJ/Topeka, KS

Did Not Report, Playlist Frozen (2):
WQAL/Cleveland, OH
WMTX/Tampa, FL

Most Added 3rd Week In A Row!

AC Chart 20-16!
+150 Spins!

Ya Gotta Have Heart!

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by heart
jim brickman
featuring
laura creamer
Edge Management
David Pringle (310)276-4049
WINDHAM HILL



HOT AC TOP 30

FEBRUARY 16, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	MARIAH CAREY One Sweet Day (Columbia/CRG) 1978	2083	2091	2049	57/1	
2	2	2	2	ELTON JOHN Blessed (Rocket/Island) 1697	1870	1872	1849	54/1	
6	3	3	3	GOO GOO DOLLS Name (Metal Blade/WB) 1657	1603	1599	1503	52/0	
7	6	4	4	DEEP BLUE SOMETHING Breakfast At... (RainMaker/Interscope) 1602	1545	1499	1466	55/2	
11	8	5	5	HOOTIE & THE BLOWFISH Time (Atlantic) 1594	1523	1419	1353	51/1	
10	9	7	6	EVERYTHING BUT THE GIRL Missing (Atlantic) 1547	1435	1409	1359	55/4	
5	4	6	7	SOPHIE B. HAWKINS As I Lay Me Down (Columbia/CRG) 1399	1497	1528	1523	49/0	
18	15	14	8	MELISSA ETHERIDGE I Want To Come Over (Island) 1336	1178	1105	1005	52/4	
8	10	9	9	DEL AMITRI Roll To Me (A&M) 1305	1360	1390	1462	50/1	
3	5	8	10	MADONNA You'll See (Maverick/WB) 1270	1401	1511	1627	48/0	
9	11	11	11	TAKE THAT Back For Good (Arista) 1261	1301	1337	1439	45/0	
4	7	10	12	GIN BLOSSOMS Til I Hear It From You (A&M) 1240	1319	1423	1549	45/0	
14	13	12	13	SEAL Don't Cry (ZTT/WB) 1238	1253	1214	1089	54/0	
19	17	16	14	NATALIE MERCHANT Wonder (Elektra/EEG) 1144	1109	983	911	50/1	
13	14	13	15	GEORGE MICHAEL Jesus To A Child (Dreamworks/Geffen) 1099	1186	1178	1122	52/0	
12	12	15	16	WHITNEY HOUSTON Exhale (Shoop Shoop) (Arista) 1068	1150	1235	1342	42/1	
21	20	19	17	JOAN OSBORNE One Of Us (Blue Gorilla/Mercury) 928	845	793	644	42/1	
22	21	20	18	JANN ARDEN Insensitive (A&M) 735	673	634	617	36/3	
—	—	24	19	SOPHIE B. HAWKINS Only Love (The Ballad Of...) (Columbia/CRG) 649	439	179	21	34/9	
27	26	23	20	ROD STEWART So Far Away (Lava/Atlantic) 605	481	396	393	27/2	
26	23	22	21	TONY RICH PROJECT Nobody Knows (LaFace/Arista) 544	511	454	394	28/1	
—	27	25	22	BLESSID UNION OF SOULS Oh Virginia (EMI) 532	400	326	221	31/5	
24	22	21	23	SOUL ASYLUM Promises Broken (Columbia/CRG) 527	542	509	431	28/1	
29	29	26	24	COLLECTIVE SOUL The World I Know (Atlantic) 361	359	249	237	15/0	
—	—	30	25	BODEANS Closer To Free (Slash/Reprise) 318	216	167	123	16/4	
—	28	29	26	BLUES TRAVELER Hook (A&M) 311	272	254	161	14/1	
DEBUT	27		27	GIN BLOSSOMS Follow You Down (A&M) 298	210	150	50	13/4	
DEBUT	28		28	CELINE DION Because You Loved Me (550 Music) 235	46	—	—	14/12	
DEBUT	29		29	PHIL COLLINS Somewhere (RCA Victor) 228	200	186	94	17/0	
DEBUT	30		30	MARTIN PAGE Light In Your Heart (Mercury) 203	152	101	—	15/2	

This chart reflects airplay from February 12-18. Songs ranked by total plays. Highlighted songs indicate Breaker. 63 Hot AC reporters. 59 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are removed from the chart. © 1996, R&R Inc.

NEW & ACTIVE

OASIS

Wonderwall (Epic)
Total Stations: 13, Adds: 4, Plays: 178, WMCX 7, WPLJ 15, WQSM 10 (10), WMTX 8 (8), WMC 5, WKDD 16 (14), WROE 5, WTMX 21 (38), WMEW 24 (24), WKTI 6 (7), KALC 15 (15), KBEE 10, KYSR 36 (37)

MEAT LOAF

Not A Dry Eye In The House (MCA)
Total Stations: 13, Adds: 0, Plays: 176, WJRZ 22 (20), WMCX 18 (18), WQSM 15 (15), WKYE 10 (10), WXIL 31 (29), WMTX 8 (8), WMXL 17 (15), KKMY 8 (8), WKDD 16 (16), WROE 7 (21), WTMX 8 (7), KMAJ 9 (9), KOSO 7 (7)

TOM PETTY

Waiting For Tonight (MCA)
Total Stations: 7, Adds: 0, Plays: 144, WDAO 17 (17), WXIL 53 (53), WMTX 12 (12), KKMY 12 (12), WTMX 22 (21), KSTZ 23 (16), KOSO 5 (7)

SMASHING PUMPKINS

1979 (Virgin)
Total Stations: 7, Adds: 0, Plays: 143, WBLI 11 (11), WPLJ 19 (14), WRDQ 10 (10), WKDD 16 (16), WKTI 10 (8), KALC 38 (39), KYSR 39 (37)

STING

Let Your Soul Be Your Pilot (A&M)
Total Stations: 11, Adds: 11, Plays: 135, WKYE 5, WXIL 29, KKMY 8, KHMV 5, WMEW 12, WKTI 15, KBEE 15, KOSO 15, KMGQ 7

ACE OF BASE

Lucky Love (Arista)
Total Stations: 10, Adds: 8, Plays: 130, WEZF 10, WYYY 7, WQSM 7, WKYE 5, WAEV 16 (18), WMXL 17, KRLB 7, WROE 7, WQLH 46 (46), WKTI 8

BOB SEGER

I Wonder (Capitol)
Total Stations: 9, Adds: 0, Plays: 126, WHUD 10 (8), WMYI 7 (7), WXIL 31 (29), WMTX 7 (7), WMXS 14 (14), KKMY 8 (8), WROE 21 (21), WTMX 6 (7), KGBY 22 (22)

JOHN HIATT

Cry Love (Capitol)
Total Stations: 12, Adds: 0, Plays: 124, WEZF 10 (10), WHUD 10 (14), WRDQ 10 (10), WQSM 15 (10), WKYE 7 (7), WMTX 5 (5), WMXS 14 (10), KKMY 12 (12), KRLB 7 (7), WROE 14 (7), WTMX 6 (22), KMAJ 14 (14)

CORRS

The Right Time (143/Lava/Atlantic)
Total Stations: 6, Adds: 0, Plays: 122, WBMX 6 (5), WQSM 22 (25), WQSM 10 (10), WROE 14 (7), WQLH 45 (11), WKTI 25 (20)

K.D. LANG

Sexuality (WB)
Total Stations: 12, Adds: 2, Plays: 96, WBMX 7 (5), WHUD 7 (4), WQSM 10 (10), WKYE 5 (5), WMXL 17 (15), KKMY 8 (8), WROE 7 (7), WTMX 6, WMEW 5, KMAJ 9 (9), KALC 10 (7), KOSO 5 (5)

MARY CHAPIN CARPENTER

Grow Old With Me (Hollywood)
Total Stations: 8, Adds: 2, Plays: 90, WEZF 20, WHUD 7, WKYE 7 (7), WMTX 11 (11), WMC 5 (5), WMXS 28 (33), KATF 5 (5), KGBY 7 (7)

ENYA

Anywhere Is (Reprise)
Total Stations: 6, Adds: 2, Plays: 57, WWSN 20 (21), WKYE 5, WMBX 7 (7), KKMY 8 (12), WROE 7 (5), KALC 10

JACKSON BROWNE

Some Bridges (Elektra/EEG)
Total Stations: 6, Adds: 6, Plays: 55, WDAQ 7, WJRZ 14, WKYE 5, KKMY 8, KRLB 7, WROE 14

PRETENEERS

Angel Of The Morning (Reprise/WB)
Total Stations: 6, Adds: 1, Plays: 45, WHUD 6 (4), WKYE 7 (7), WMXL 5 (5), KKMY 8 (8), KMAJ 9 (9), KALC 10

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
CELINE DION Because You Loved Me (550 Music)	12
STING Let Your Soul Be Your Pilot (A&M)	11
SOPHIE B. HAWKINS Only Love (The Ballad Of...) (Columbia/CRG)	9
ACE OF BASE Lucky Love (Arista)	8
JACKSON BROWNE Some Bridges (Elektra/EEG)	6
BLESSID UNION OF SOULS Oh Virginia (EMI)	5
BODEANS Closer To Free (Slash/Reprise)	4
MELISSA ETHERIDGE I Want To Come Over (Island)	4
EVERYTHING BUT THE GIRL Missing (Atlantic)	4
GIN BLOSSOMS Follow You Down (A&M)	4
OASIS Wonderwall (Epic)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SOPHIE B. HAWKINS Only Love (The Ballad Of...) (Columbia/CRG)	+210
CELINE DION Because You Loved Me (550 Music)	+189
MELISSA ETHERIDGE I Want To Come Over (Island)	+158
STING Let Your Soul Be Your Pilot (A&M)	+135
BLESSID UNION OF SOULS Oh Virginia (EMI)	+132
ROD STEWART So Far Away (Lava/Atlantic)	+124
EVERYTHING BUT THE GIRL Missing (Atlantic)	+112
BODEANS Closer To Free (Slash/Reprise)	+102
GIN BLOSSOMS Follow You Down (A&M)	+88
JOAN OSBORNE One Of Us (Blue Gorilla/Mercury)	+83

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
HOOTIE & THE BLOWFISH Only Wanna Be With You (Atlantic)
SEAL Kiss From A Rose (ZTT/WB)
BLUES TRAVELER Run-Around (A&M)
NATALIE MERCHANT Carnival (Elektra/EEG)
JANET JACKSON Runaway (A&M)
COLLECTIVE SOUL December (Atlantic)
TOAD THE WET SPROCKET Good Intentions (Reprise/Columbia/CRG)
REMBRANDTS I'll Be There For You (EastWest/EEG)
DIONNE FARRIS I Know (Columbia/CRG)
MARIAH CAREY Fantasy (Columbia/CRG)

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.

Jackson Browne Some Bridges

#2 Most Added AC Record
NEW & ACTIVE

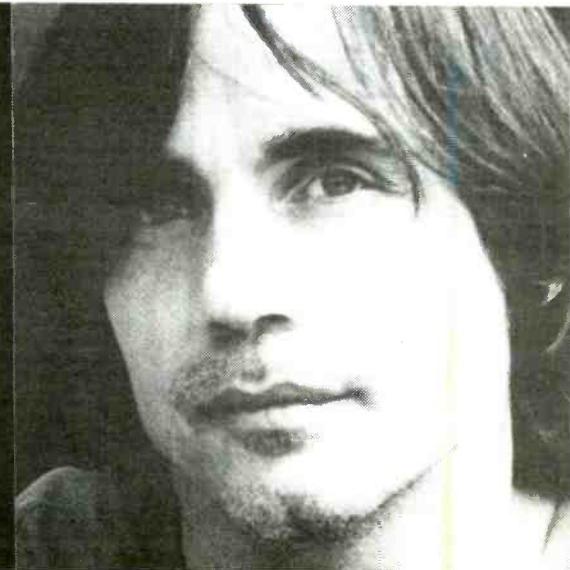
Early Believers:

WLIF	WWWM	WFMK	WOOF
KKCW	WMAS	KMXR	WCOD
KQXT	WTCB	WLZW	WMT
WRCH	WDEF	KYMG	WAFY
WTVR			

Hot AC Most Added
NEW & ACTIVE

Early Believers:

WJRZ	WROE	KRLB
KKMY	WKYE	WDAQ



HOT AC PLAYLISTS

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

MARKET #1
WJKX/New York
(212) 704-1051
Weed/Silver

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
40	40	40	40	40	HOOTIE & BLOWFISH/Time
28	40	40	40	40	MARIAH CAREY/One Sweet Day
32	28	28	28	28	ELTON JOHN/Blessed
36	40	40	40	40	MELISSA ETHERIDGE/I Want To Come Over
38	40	40	40	40	EVERYTHING BUT.../Missing
24	28	28	28	28	SOPHIE B. HAWKINS/As I Lay Me Down
28	28	28	28	28	DEL AMITRI/Roll To Me
28	28	28	28	28	GOO GOO DOLLS/Name
28	28	28	28	28	SARAH MCLACHLAN/Will Remember You
28	28	28	28	28	GIN BLOSSOMS/As I Lay Me Down
28	28	28	28	28	MADONNA/You'll See
28	28	28	28	28	BLUES TRAVELER/Hook
28	28	28	28	28	GOO GOO DOLLS/Name
28	28	28	28	28	JOAN OSBORNE/One Of Us
21	28	28	28	28	NATALIE MERCHANT/Wonder
7	18	18	18	18	SOUL ASYLUM/Promises Broken
7	18	18	18	18	MARTIN PAGE/Light In Your Heart
7	18	18	18	18	MEAT LOAF/Ret A Dry Eye In
7	18	18	18	18	COLLECTIVE SOUL/The World I Know
7	18	18	18	18	BLESSIO UNION OF.../Oh Virginia
21	18	18	18	18	JANN ARDEN/Insentive
40	-	-	-	-	DEEP BLUE SOMETHING/Breakfast At...
-	-	-	-	-	NATALIE MERCHANT/Carnival
-	-	-	-	-	SEAL/Don't Cry
-	-	-	-	-	JOAN OSBORNE/One Of Us
14	10	10	10	10	BLUES TRAVELER/Run-Around
5	5	5	5	5	OASIS/Wonderwall
14	18	7	7	7	GEORGE MICHAEL/Jesus To A Child

MARKET #1
WPLJ/New York
(212) 613-8900
Cuddy/Shannon/Presno

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
38	36	37	38	38	GIN BLOSSOMS/As I Lay Me Down
26	25	27	27	27	MELISSA ETHERIDGE/I Want To Come Over
30	26	33	37	37	HOOTIE & BLOWFISH/Time
29	29	27	36	36	EVERYTHING BUT.../Missing
40	38	37	36	36	DEEP BLUE SOMETHING/Breakfast At...
37	37	37	36	36	MARIAH CAREY/One Sweet Day
28	33	34	34	34	GOO GOO DOLLS/Name
32	27	23	27	27	SOPHIE B. HAWKINS/As I Lay Me Down
36	36	36	28	28	DEL AMITRI/Roll To Me
23	27	27	26	26	BLUES TRAVELER/Hook
27	25	25	26	26	NATALIE MERCHANT/Carnival
39	38	37	25	25	BLUES TRAVELER/Run-Around
14	24	24	24	24	SEAL/Don't Cry
11	25	24	24	24	BLESSIO UNION OF.../Oh Virginia
22	18	22	22	22	HOOTIE & BLOWFISH/Only Wanna Be...
-	15	22	22	22	ALANIS MORISSETTE/Hand In My Pocket
-	14	21	21	21	BODEANS/Closer To Free
28	24	24	21	21	COLLECTIVE SOUL/December
19	21	21	21	21	COLLECTIVE SOUL/The World I Know
17	18	14	19	19	SMASHING PUMPKINS/1979
20	20	18	17	17	NATALIE MERCHANT/Wonder
29	26	21	16	16	JOAN OSBORNE/One Of Us
21	21	21	15	15	GIN BLOSSOMS/As I Lay Me Down
-	21	15	15	15	OASIS/Wonderwall
23	19	20	10	10	TAKE THAT/Back For Good
10	-	-	-	-	PRETENDERS/It Stand By You
15	11	13	10	10	REMBRANDTS/It Be There For...
13	14	16	10	10	JOHN MELLENCAMP/Pow! Right
19	22	23	10	10	SOUL ASYLUM/Promises Broken
-	-	-	10	10	BILLY JOEL/The River Of Dreams

MARKET #2
KYSR/Los Angeles
(818) 955-7000
Beasing/Perelli

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
41	41	42	42	42	HOOTIE & BLOWFISH/Time
40	40	42	42	42	GOO GOO DOLLS/Name
37	40	42	41	41	SEAL/Don't Cry
36	36	36	36	36	BLUES TRAVELER/Hook
34	36	37	39	39	SMASHING PUMPKINS/1979
40	42	42	38	38	NATALIE MERCHANT/Wonder
36	37	37	37	37	ALANIS MORISSETTE/Ironic
25	35	37	37	37	COLLECTIVE SOUL/The World I Know
35	37	37	36	36	OASIS/Wonderwall
30	34	37	38	38	BETTER THAN EZRA/Rosealia
37	36	36	36	36	EVERYTHING BUT.../Missing
37	37	36	36	36	TOAD THE WET.../Good Intentions
30	35	36	36	36	SOUL ASYLUM/Promises Broken
25	32	36	36	36	BODEANS/Closer To Free
43	38	36	35	35	DEL AMITRI/Roll To Me
20	24	30	30	30	MELISSA ETHERIDGE/I Want To Come Over
15	20	23	30	30	GIN BLOSSOMS/As I Lay Me Down
-	20	23	30	30	DOE'S EYE VIEW/Everything Falls...
37	35	35	25	25	GIN BLOSSOMS/As I Lay Me Down
-	28	28	28	28	JANN ARDEN/Insentive
-	20	20	20	20	BLESSIO UNION OF.../Oh Virginia
20	15	19	18	18	JOAN OSBORNE/One Of Us
20	18	19	18	18	DEEP BLUE SOMETHING/Breakfast At...
17	18	15	18	18	BLUES TRAVELER/Run-Around
20	20	15	15	15	NATALIE MERCHANT/Carnival
13	16	15	15	15	COLLECTIVE SOUL/December

MARKET #3
WTTX/Chicago
(312) 946-1019
James/Kartak

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
19	37	37	38	38	HOOTIE & BLOWFISH/Time
38	37	37	38	38	COLLECTIVE SOUL/December
37	39	37	38	38	TOAD THE WET.../Good Intentions
37	38	37	38	38	SOUL ASYLUM/Promises Broken
38	37	38	37	37	NATALIE MERCHANT/Wonder
37	38	37	38	38	GOO GOO DOLLS/Name
5	21	21	21	21	JOAN OSBORNE/One Of Us
22	24	22	23	23	MELISSA ETHERIDGE/I Want To Come Over
18	20	23	23	23	BLESSIO UNION OF.../Oh Virginia
37	21	21	23	23	GIN BLOSSOMS/As I Lay Me Down
23	20	21	22	22	TOM PETTY/Waiting For Tonight
34	38	38	21	21	OASIS/Wonderwall
5	7	6	19	19	EVERYTHING BUT.../Missing
-	7	6	19	19	FOO FIGHTERS/Big Me
16	15	16	16	16	PRETENDERS/It Stand By You
15	15	16	16	16	BLUES TRAVELER/Run-Around
15	16	16	16	16	HOOTIE & BLOWFISH/Only Wanna Be...
16	15	16	16	16	DIONNE FARRIS/I Know
16	16	16	16	16	SEAL/Kiss From A Rose
23	11	15	16	16	MEAT LOAF/I'd Lie For You...
13	15	16	16	16	MELISSA ETHERIDGE/Come To My Window
15	15	15	15	15	DEEP BLUE SOMETHING/Breakfast At...
10	14	15	15	15	K.D. LANG/I Wrote You
23	14	12	12	12	ALANIS MORISSETTE/Hand In My Pocket
17	22	10	10	10	NATALIE MERCHANT/Carnival
5	5	7	7	7	MEAT LOAF/Ret A Dry Eye In...
22	23	22	6	6	JOHN HIATT/Cry Love
6	6	7	6	6	BOB SEGER/Wonder
-	6	7	6	6	K.D. LANG/Sexuality
5	5	7	5	5	GEORGE MICHAEL/Jesus To A Child

MARKET #4
KIOI/San Francisco
(415) 956-5101
Keating/Lindell

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
41	39	39	39	39	MARIAH CAREY/One Sweet Day
36	39	39	39	39	TAKE THAT/Back For Good
39	39	39	39	39	SOPHIE B. HAWKINS/As I Lay Me Down
35	34	34	32	32	HOOTIE & BLOWFISH/Only Wanna Be...
32	27	27	28	28	PRETENDERS/It Stand By You
31	26	25	25	25	DOE'S EYE VIEW/Everything Falls...
28	27	25	25	25	MADONNA/You'll See
31	27	27	25	25	ELTON JOHN/Blessed
25	23	24	25	25	GIN BLOSSOMS/As I Lay Me Down
25	25	25	22	22	JANN ARDEN/Insentive
24	22	22	22	22	CHRIS ISAK/Somebody's Crying
22	22	22	22	22	EVERYTHING BUT.../Missing
-	15	15	15	15	MELISSA ETHERIDGE/I Want To Come Over
24	15	15	18	18	ALL-4-ONE/Can Love You...
30	20	20	18	18	SEAL/Kiss From A Rose
-	-	-	18	18	REMBRANDTS/It Be There For...
16	15	15	15	15	BRYAN ADAMS/Have You Ever...
25	22	22	17	17	TLC/Waterfalls
-	16	16	17	17	SELENA/ Could Fall In Love
18	16	16	16	16	HUEY LEWIS/THE NEWS/But It's Alright
22	22	22	15	15	GEORGE MICHAEL/Jesus To A Child
10	10	10	15	15	WHITNEY HOUSTON/Exhale (Snoop Shoop)

MARKET #5
STAR 104.5 FM
(610) 668-0750
Knight/Proke

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
56	56	56	56	56	WHITNEY HOUSTON/Exhale (Snoop Shoop)
56	56	56	56	56	MARIAH CAREY/One Sweet Day
40	40	40	40	40	JOAN OSBORNE/One Of Us
40	40	40	40	40	TAKE THAT/Back For Good
40	40	40	40	40	MADONNA/You'll See
40	40	40	40	40	CELINE DION/Because You Loved Me
40	40	40	40	40	SOPHIE B. HAWKINS/As I Lay Me Down
40	40	40	40	40	SEAL/Kiss From A Rose
40	40	40	40	40	AFTER 7/It Do Me Right
7	40	40	40	40	TAKE THAT/Back For Good
33	33	33	33	33	JANN ARDEN/Insentive
25	25	25	25	25	DIANA ROSSE/Take Me Higher
7	7	7	7	7	HOUSTON & WINANS/Count On Me
30	30	30	30	30	GEORGE MICHAEL/Jesus To A Child
7	30	30	30	30	SELENA/Ret A Dry Eye In
-	30	30	30	30	ELTON JOHN/Blessed
25	25	25	25	25	EVERYTHING BUT.../Missing
12	12	12	12	12	SELENA/ Could Fall In Love
12	12	12	12	12	VANESSA WILLIAMS/Colors Of The Wind
12	12	12	12	12	MICHAEL JACKSON/You Are Not Alone
12	12	12	12	12	ALL-4-ONE/Can Love You...
12	12	12	12	12	LUTHER VANDROSS/Love The One...
10	10	10	10	10	MARIAH CAREY/Fantasy
35	10	10	10	10	TLC/Waterfalls
7	7	7	7	7	SHAWN STOCKMAN/Visions Of A Sunset
7	7	7	7	7	3T/Anything
7	7	7	7	7	STEVIE N/Dream About You
7	7	7	7	7	TONY RICH PROJECT/Nobody Knows
-	-	-	-	-	PETER CETERA/Forever Tonight

MARKET #6
Q95 FM
(810) 967-3750
O'Brien/Buchalter

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
35	35	35	35	35	HOOTIE & BLOWFISH/Only Wanna Be...
35	35	35	35	35	MARIAH CAREY/One Sweet Day
35	35	34	34	34	MADONNA/You'll See
24	24	24	24	24	TAKE THAT/Back For Good
20	20	24	26	26	DEEP BLUE SOMETHING/Breakfast At...
20	20	22	25	25	GOO GOO DOLLS/Name
24	24	24	24	24	ELTON JOHN/Blessed
24	24	24	24	24	WHITNEY HOUSTON/Exhale (Snoop Shoop)
24	24	24	24	24	JANN ARDEN/Insentive
24	24	24	24	24	GIN BLOSSOMS/As I Lay Me Down
21	21	24	24	24	TLC/Waterfalls
24	24	24	22	22	DEL AMITRI/Roll To Me
21	21	22	22	22	BLESSIO UNION OF.../Let Me Be The One
20	20	22	22	22	HOOTIE & BLOWFISH/Time
22	22	22	22	22	SOPHIE B. HAWKINS/As I Lay Me Down
18	18	20	20	20	MELISSA ETHERIDGE/I Want To Come Over
35	35	33	33	33	SEAL/Kiss From A Rose
21	21	18	18	18	BLUES TRAVELER/Run-Around
18	18	18	18	18	MARIAH CAREY/Fantasy
-	-	-	-	-	SOPHIE B. HAWKINS/Only Love...
-	-	-	-	-	EVERYTHING BUT.../Missing
-	-	-	-	-	MELISSA ETHERIDGE/Ret A Dry Eye In
16	16	16	16	16	REMBRANDTS/It Be There For...
16	16	16	16	16	COLLECTIVE SOUL/December
15	15	15	15	15	DIONNE FARRIS/I Know
21	21	14	14	14	ALL-4-ONE/Can Love You...
16	16	14	14	14	SPIN DOCTORS/Two Princes
12	12	12	12	12	BOYZ II MEN/It Make Love To

MARKET #7
MIX 102.9
(214) 991-1029
Morley/Ashley

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
38	40	39	39	39	EVERYTHING BUT.../Missing
27	23	28	29	29	MELISSA ETHERIDGE/I Want To Come Over
39	40	37	38	38	ELTON JOHN/Blessed
32	23	37	38	38	SEAL/Kiss From A Rose
41	39	37	37	37	DEL AMITRI/Roll To Me
41	38	39	36	36	TAKE THAT/Back For Good
26	38	37	38	38	SEAL/Don't Cry
37	36	34	35	35	HOOTIE & BLOWFISH/Time
32	27	30	33	33	NATALIE MERCHANT/Carnival
30	27	29	30	30	HOOTIE & BLOWFISH/Only Wanna Be...
33	32	30	30	30	BLUES TRAVELER/Run-Around
40	41	39	30	30	DEEP BLUE SOMETHING/Breakfast At...
32	31	29	29	29	NATALIE MERCHANT/Wonder
30	29	23	29	29	GOO GOO DOLLS/Name
33	32	27	29	29	MADONNA/You'll See
33	32	31	27</		



CAROL ARCHER

Non-Spot Sales: 'Money Out Of Nowhere'

□ KIFM and WNUA sales mavens describe successful sales partnerships

Several weeks ago I presented the first in a two-part look at non-traditional revenue streams (R&R 12/1/95). This week, two specialists in non-spot sales programs outline their approaches to this creative area of station sales.

Creating Hoopla

Before she joined WNUA/Chicago three years ago, AE **Vaunita Battle-Maze** developed vendor co-op programs at a number of other radio outlets — experience that has helped her aggressively invigorate WNUA's revenues. One of the first partnerships she orchestrated was with Coca-Cola Foods, which was then launching a marketing campaign to introduce its

packaged Minute Maid Premium Choice orange juice to the market. "We cross-promoted Premium Choice with the Metra, a [regional commuter railway] that is the main way suburbanites get into the city. We were on site at Metra train stops each week for five consecutive weeks. From 5:30-8:30am — the height of rush hour — we'd distribute small sample cartons of orange juice and discount coupons for the purchase of a regular size carton. Initially, we were going to tie in with a local retailer. But we decided to make the coupons redeemable anywhere.

"We promoted the event on-air, using 10- and 20-second announcements, plus Minute Maid ran their own 60-second spots. We teased it each week by naming the specific station stops where samples would be given away: Metra was kind

enough to give us the traffic population at each station, so we were able to target the most potential customers. We had huge Minute Maid signage, as well as signage for WNUA. The booths were swarming with people. And if the commuters were late for work, we'd end up tossing the cartons onto the train. We also played WNUA's music and the overall effect created lots of hoopla. It was great!"

Battle-Maze says the campaign



We created a totally non-spot vendor program that created money out of nowhere for us and got samples of the product to countless people on the client's behalf.
—Vaunita Battle-Maze

was effective for its advertiser. "Afterward, we did a recap and the regional manager told us they saw good results in terms of getting customers into stores to use the coupons. Another coup for us was that a WNUA AE, one who handles the Metra account, was able to capitalize on the success of the Minute Maid vendor program and its added value for Metra, which put us in a

good light with their agency."

WNUA was also able to spin off the Minute Maid program and generate more new business through a tie-in with its series of summer concerts. "Another Coca-Cola Foods product is Bacardi Tropical Breezers," Battle-Maze explains. "We had Tropical Breezer booths at our Lamb's Farm festival the following summer. We created a totally non-spot vendor program that created money out of nowhere for us and got samples of the product to countless people on the client's behalf."

On The Cutting Edge

KIFM/San Diego VP/Sales & Marketing **Scotty Morache** has dedicated herself almost exclusively to developing non-spot, value-added revenue — whether in the form of the station's newsletter, sponsorships for events like the station's fabled Anniversary Party or JazzTrax's Catalina Festival, or individualized programs that fit a marketer's needs. "There are days when I believe [non-spot programs] are the only way to go in radio. Other days, I'm not so sure." The biggest challenge, she insists, is raising advertisers' consciousness: "I keep finding clients that just don't get it."

A program Morache has been developing for well over a year involves the introduction of a new American-made luxury car — a Chrysler convertible called XJ-6. After enlightening the client on the



Scotty Morache



SHOW US YOUR KNEES, PLEASE — The fashion motto of JazzTrax's Catalina Festival could have been "All knees, all the time." Displaying theirs here are (l-r) JazzTrax's Erin Edwards, GRP Sr. Director/Promotion Beth Lewis, Paradise Concerts VP/Promotion Tony Schondel, JVC's Larry Hollins, and R&R NAC Editor Carol Archer.

NAC audience's ideal qualitative aspects, she pitched the idea of becoming a partner in the "Champagne Jazz" series of 19 concerts at Thornton Winery, a venue well-known for successful, upscale NAC music events. San Diego will be the test market; after that, the client plans to take the event to other Top 20 markets.

"Domestic auto retailers want to go head to head with Lexus, BMW, and baby Benzes," Morache explains. "Their thinking is that if they can only communicate with potential buyers, they can talk them out of imports. The client wants to get their product in front of the right audience. That's KIFM's 35-44-year-old core, many of whom have previously bought an imported car.

"And while Thornton Winery doesn't have the tonnage as far as bodies are concerned [the venue accommodates about 500-600 people], it provides the perfect demographic. They intend to not only display the car at the venue, but provide test-drive opportunities as well. And the client will get the Thornton mailing list and contact series attendees

about a test-drive event off-premises at a dealership after the event."

Upholding the concept that a win-win outcome is always the most desirable, Morache points out how every party involved receives maximum benefit from such a partnership: "The client wins because they get into the minds and hearts of an audience that otherwise might not walk into a domestic car showroom, an audience they could never gather themselves. KIFM wins because the client is going to pay us a ton of money for the sponsorship. And I'm not giving up any airtime because we would have promoted the series anyway, whether or not a domestic auto was involved. And Thornton Winery also saves money because they no longer have to buy ads to support their series."



The client wins because they get into the minds and hearts of an audience that otherwise might never walk into a domestic car showroom. KIFM wins because the client is going to pay us a ton of money for the sponsorship.
—Scotty Morache



moted the series anyway, whether or not a domestic auto was involved. And Thornton Winery also saves money because they no longer have to buy ads to support their series."

TALK BACK TO R&R!

Do you have questions, comments, or feedback regarding this column or other issues?
Call me at (310) 783-1665 or e-mail: archer@rronline.com



'WAVING' A LA CARTE — Mesa/Bluemoon artists Jeff Golub and Rick Braun rocked the house during KTWW/L.A.'s three-day music and food event, L.A. a La Carte. Enjoying the festivities are (l-r) Golub, the station's APD/MD Ralph Stewart, Production Director Michael Sheehy, Braun, and (front) air personality Jamie Worlds.



LORBER IN SYNC WITH QUIET STORM — Verve artist Jeff Lorber (second from right) recently played for an appreciative audience of KBLX/S.F. listeners. Lorber and his band are flanked by KBLX MD Ron Cadet (l) and PD Kevin Brown.

FEBRUARY 16, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	SPECIAL EFX Seduction (JVC)	532	541	495	482	50/0
2	4	3	2	RANDY CRAWFORD Give Me The Night (Bluemoon/Atlantic)	467	459	392	392	52/0
3	2	2	3	BONEY JAMES Camouflage (WB)	466	485	416	391	47/0
5	5	4	4	PAUL TAYLOR 'Til We Meet Again (Countdown/Unity)	460	443	379	360	47/1
4	3	5	5	BOB MAMET Greenstreet (Atlantic)	422	436	396	390	41/0
8	6	7	6	JAZZMASTERS Slomotion (JVC)	394	414	372	344	39/0
6	8	6	7	PHILLIPE SAISSE Masques (Verve Forecast)	393	416	360	348	42/0
10	11	11	8	QUINCY JONES Do Nothin' Till You Hear... (Qwest/WB)	391	359	323	330	47/2
12	10	12	9	RICARDO SILVEIRA Francesa (Kokopelli)	383	358	337	322	43/0
11	7	8	10	OLETA ADAMS Slow Motion (Fontana/Mercury)	379	399	362	328	45/1
7	9	9	11	SIMPLY RED Never Never Love (EastWest/EEG)	364	377	348	346	45/0
9	12	10	12	DAVE KOZ & JASON MILES Cara's Theme (Lightyear)	349	361	311	334	39/0
13	13	13	13	BOBBY CALDWELL Don't Ask My Neighbor (Sin-Drome)	348	351	291	279	42/1
—	—	26	14	COUNT BASIC Joy And Pain (Instinct)	314	234	47	—	40/5
22	15	14	15	STEVE LAURY Gloria Ann (CTI)	309	293	273	227	43/0
18	21	18	16	BONEY JAMES Ain't No Sunshine (WB)	308	283	252	248	43/2
20	16	15	17	RICK BRAUN Groovis (Mesa/Bluemoon)	290	292	272	240	29/0
14	14	16	18	JONATHAN CAIN Elegance On The Catwalk (Higher Octave)	282	288	284	260	41/0
27	27	21	19	TONI BRAXTON Let It Flow (Arista)	282	268	215	207	33/1
26	23	17	20	BRIAN KRINEK Love For A Lifetime (Positive)	281	285	235	212	31/0
21	19	20	21	NAJEE As (EMI)	274	276	254	231	37/0
16	18	19	22	MARC ANTOINE Sand Castle (NYC)	271	283	262	255	31/0
BREAKER	23			GEORGE MICHAEL Jesus To A Child (DreamWorks/Geffen)	268	223	185	137	45/13
15	20	22	24	GEORGE BENSON The Long And Winding Road (GRP)	266	259	253	258	33/1
—	—	25	25	VIBRAPHONIC Can't Get Enough (Hollywood)	263	241	183	118	43/5
23	24	23	26	DENNY JIOSA Evening Drive (Blue Orchid)	255	251	226	226	37/0
25	26	27	27	WHITNEY HOUSTON Exhale (Shoop Shoop) (Arista)	247	231	216	225	28/0
19	22	24	28	ALEX BUGNON Okra (RCA)	239	249	246	248	35/1
—	30	—	29	BRIAN CULBERTSON Come To Me (Mesa/Bluemoon)	229	201	185	170	24/1
28	28	30	30	CHAKA KHAN Love Me Still (MCA)	224	213	212	196	34/1

This chart reflects airplay from February 1-7. Songs ranked by total plays. Highlighted songs indicate Breaker.
55 NAC reporters. 50 current playlists. © 1996, R&R Inc.

BREAKERS®

GEORGE MICHAEL
Jesus To A Child (DreamWorks/Geffen)
TOTAL PLAYS/INCREASE: 268/45 TOTAL STATIONS/ADDS: 45/13 CHART: 23

STRANGE CARGO
El Ninjo (Discovery)
TOTAL PLAYS/INCREASE: 169/103 TOTAL STATIONS/ADDS: 36/5 CHART: —

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
GEORGE HOWARD Our Love (GRP)	15
GEORGE MICHAEL Jesus... (DreamWorks/Geffen)	13
MCDONALD/INGRAM/PACK Maria (RCA Victor)	10
AVENUE BLUE Conversation (Mesa/Bluemoon)	5
COUNT BASIC Joy And Pain (Instinct)	5
PETE ESCOVEDO All This Love (Concord)	5
THOM ROTELLA Talk 2 Me (Positive)	5
STRANGE CARGO El Ninjo (Discovery)	5
VIBRAPHONIC Can't Get Enough (Hollywood)	5

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
STRANGE CARGO El Ninjo (Discovery)	+103
AVENUE BLUE Conversation (Mesa/Bluemoon)	+97
COUNT BASIC Joy And Pain (Instinct)	+80
GEORGE MICHAEL Jesus... (DreamWorks/Geffen)	+45
THOM ROTELLA Talk 2 Me (Positive)	+40
GEORGE HOWARD Our Love (GRP)	+32
QUINCY JONES Do Nothin' Till... (Qwest/WB)	+32
BRIAN CULBERTSON Come To Me (Mesa/Bluemoon)	+28
AVENUE BLUE Naked City (Mesa/Bluemoon)	+27
BONEY JAMES Ain't No Sunshine (WB)	+25
RICARDO SILVEIRA Francesa (Kokopelli)	+25

Breakers: Song has achieved airplay at 65% of our reporters 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

NAJEE I Wish (EMI)
Total Plays: 208, Total Stations: 23, Adds: 1

TORCUATO MARIANO Ocean Way (Windham Hill)
Total Plays: 181, Total Stations: 31, Adds: 2

STRANGE CARGO El Ninjo (Discovery)
Total Plays: 169, Total Stations: 36, Adds: 5

BOBBY MCFERRIN Friends (Blue Note)
Total Plays: 165, Total Stations: 24, Adds: 2

SPYRO GYRA In My Life (GRP)
Total Plays: 162, Total Stations: 30, Adds: 2

DAVID BENOIT Searching For June (GRP)
Total Plays: 161, Total Stations: 27, Adds: 0

THOM ROTELLA Talk 2 Me (Positive)
Total Plays: 161, Total Stations: 31, Adds: 5

JAZZMASTERS Inner Changes (JVC)
Total Plays: 140, Total Stations: 27, Adds: 1

MARIAH CAREY Open Arms (Columbia/CRG)
Total Plays: 140, Total Stations: 17, Adds: 0

AVENUE BLUE Conversation (Mesa/Bluemoon)
Total Plays: 135, Total Stations: 30, Adds: 5

BOB MAMET Morningside (Atlantic)
Total Plays: 127, Total Stations: 24, Adds: 1

AVENUE BLUE Naked City (Mesa/Bluemoon)
Total Plays: 117, Total Stations: 17, Adds: 3

RICARDO SILVEIRA The Puzzle (Kokopelli)
Total Plays: 112, Total Stations: 15, Adds: 2

MARION MEADOWS South Beach (RCA)
Total Plays: 108, Total Stations: 14, Adds: 0

GREGG KARUKAS Welcome Home (Fahrenheit)
Total Plays: 108, Total Stations: 18, Adds: 0

BROOKLYN FUNK ESSENTIALS Take... (To Brooklyn) (Groovetown/RCA)
Total Plays: 105, Total Stations: 16, Adds: 1

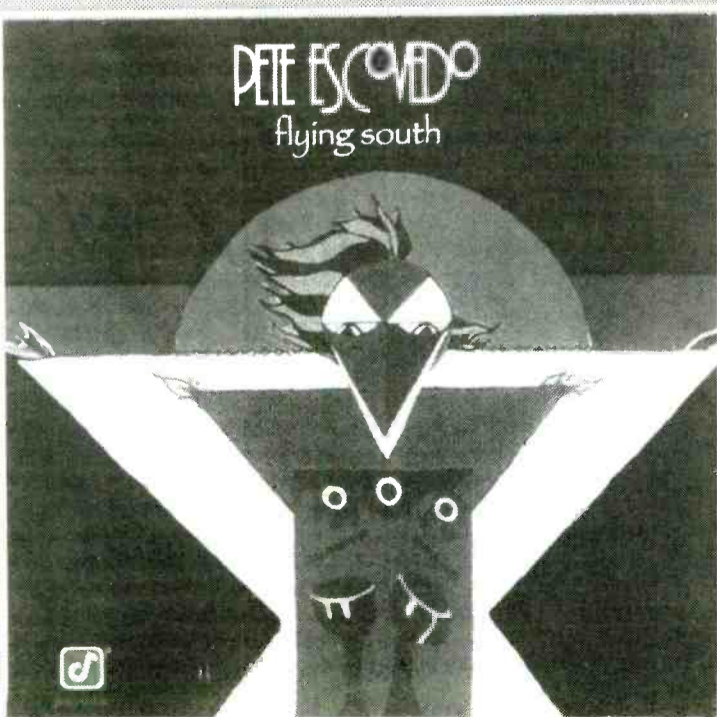
ALEX BUGNON Harlem On My Mind (RCA)
Total Plays: 101, Total Stations: 14, Adds: 1

TORCUATO MARIANO Last Look (Windham Hill)
Total Plays: 96, Total Stations: 13, Adds: 0

RICK BRAUN Cadillac Slim (Mesa/Bluemoon)
Total Plays: 75, Total Stations: 10, Adds: 1

QUINCY JONES F/TAMIA You Put A Move On My Heart (Qwest/WB)
Total Plays: 70, Total Stations: 7, Adds: 0

Songs ranked by total plays



PETE ESCOVEDO

"ALL THIS LOVE"

FROM THE ALBUM FLYING SOUTH
WITH SPECIAL GUESTS GERALD ALBRIGHT, GEORGE DUKE,
NAJEE, LALAH HATHAWAY, SHEILA E. AND MANY OTHERS

ALREADY ON:
KBLX, WLVE, WJZZ, KQBR, WNND, KSBR,
WGVE, KPRS, KRVR, WNIJ AND OTHERS



FEBRUARY 16, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- OVER LAST WEEK	EMPHASIS TRACKS (PLAYS)		
1	1	1	1	BONEY JAMES Seduction (WB)	892	-23	"Camouflage" (466)	"Sunshine" (308)	"Lights" (39)
2	2	2	2	SPECIAL EFX Body Language (JVC)	709	-13	"Seduction" (532)	"Sunset" (68)	"Rhythm" (40)
6	4	3	3	BOB MAMET Day Into Night (Atlantic)	695	+19	"Greenstreet" (422)	"Morningside" (127)	"Calabay" (60)
4	3	4	4	JAZZMASTERS Jazzmasters II (JVC)	613	-10	"Stomotion" (394)	"Inner" (140)	"Freedom" (51)
7	6	6	5	SOUNDTRACK Waiting To Exhale (Arista)	609	+38	"Flow" (282)	"Exhale" (247)	"Wey" (44)
3	5	5	6	VARIOUS ARTISTS (I...) Modern Jazz (GRP)	594	+5	"Winding" (266)	"Life" (162)	"Fool" (74)
11	7	8	7	NAJEE Songs From The Key Of Life (EMI)	581	+26	"As" (274)	"Wish" (208)	"Feet" (53)
8	9	7	8	RANDY CRAWFORD Naked And True (Bluemoon/Atlantic)	549	-15	"Give" (467)	"Cajun" (53)	"Around" (10)
14	12	11	9	PAUL TAYLOR On The Horn (Countdown/Unity)	542	+39	"Meet" (460)	"Exotica" (53)	"Free" (24)
9	11	12	10	RICARDO SILVEIRA Storyteller (Kokopelli)	532	+41	"Francesca" (383)	"Puzzle" (112)	"After" (11)
5	8	9	11	SIMPLY RED Life (EastWest/EEG)	522	-19	"Never" (364)	"People" (105)	"Beautiful" (24)
12	13	14	12	QUINCY JONES Q's Jook Joint (Qwest/WB)	499	+36	"Nothin'" (391)	"Put" (70)	"Moody's" (32)
10	10	10	13	OLETA ADAMS Moving On (Fontana/Mercury)	486	-19	"Motion" (379)	"Never" (68)	"Meet" (21)
18	20	15	14	BOBBY CALDWELL Soul Survivor (Sin-Drome)	464	+14	"Neighbor" (348)	"Walk" (64)	"Give" (17)
15	14	13	15	PHILLIPE SAISSE Masques (Verve Forecast)	449	-32	"Masques" (393)	"Feelin'" (23)	"Madison" (21)
21	16	16	16	RICK BRAUN Beat Street (Mesa/Bluemoon)	440	+10	"Groovis" (290)	"Cadillac" (75)	"Harlem" (45)
17	17	20	17	ALEX BUGNON Tales From The Bright Side (RCA)	423	+19	"Okra" (239)	"Harlem" (101)	"Sunrise" (66)
24	21	21	18	STEVE LAURY Vineland Dreams (CTI)	414	+22	"Gloria" (309)	"Angel" (31)	"Street" (20)
19	15	19	19	JONATHAN CAIN Piano With A View (Higher Octave)	412	-2	"Elegance" (282)	"Heart" (57)	"Lady" (38)
20	22	17	20	VARIOUS ARTISTS People Soundtrack (Lightyear)	405	-16	"Cara's" (349)	"Playing" (45)	"Reunion" (8)
13	18	18	21	MARC ANTOINE Urban Gypsy (NYC)	392	-27	"Sand" (271)	"Quarter" (52)	"Matador" (41)
22	23	22	22	DENNY JIOSA Moving Pictures (Blue Orchid)	369	-1	"Evening" (255)	"Amore" (28)	"Greta" (24)
—	—	27	23	VIBRAPHONIC Vibraphonic 2 (Hollywood)	345	+47	"Enough" (263)	"Vibes" (35)	"System" (20)
DEBUT	24	24	24	AVENUE BLUE Naked City (Mesa/Bluemoon)	343	+153	"Conversation" (135)	"Naked" (117)	"Baby" (51)
16	19	23	25	FOURPLAY Elixir (WB)	329	-37	"Play" (139)	"Licorice" (72)	"Dream" (37)
25	24	24	26	TOM GRANT Instinct (Shanachie/Cachet)	324	+4	"Voyage" (165)	"Fantasy" (125)	"S.O.S." (15)
23	25	29	27	TORCUATO MARIANO Last Look (Windham Hill)	315	+28	"Ocean" (181)	"Last" (96)	"Rhythm" (18)
DEBUT	28	28	28	COUNT BASIC Movin' In The Right Direction (Instinct)	314	+72	"Joy" (314)		
26	27	26	29	DAVID BENOIT Best Of David Benoit (GRP)	311	-2	"June" (161)	"Drive" (150)	
—	28	25	30	BRIAN KRINEK Flying High (Positive)	309	-7	"Lifetime" (281)	"Close" (13)	"Zuma" (7)

This chart reflects airplay from February 1-7. Albums ranked by total plays, with plays from all cuts from an album combined.
55 NAC reporters. 50 current playlists. © 1996, R&R Inc.

NAC NOTES By Carol Archer

Although there are numerous superstar releases expected within the next few months (watch for **Herbie Hancock**, **Dave Koz**, **The Rippingtons**, **Richard Elliott**, and **Tom Scott** projects, to name just a few), some artists with very strong appeal for listeners are happening right now.

One of the hottest is **Count Basic's** "Joy And Pain" (**Instinct**) which hurtled 26-14* on the chart and is third Most Increased at +80. In only its third week on **WJJZ/Philadelphia**, plays have grown from seven-12. Similarly at **WJZW/Washington**, it moved five to 11 plays. **WJZF/Atlanta** PD **Mark Edwards** thinks the track is

so valuable, he's giving it 15 plays. It has top rotation also at **WNUA/Chicago** (10 plays), both **V98.7/Detroit** and crosstown **WJZZ** (11 and 10 plays, respectively), **KBZN/Salt Lake City** (two-10 plays) and Sacramento's **KSSJ** and **KQBR** (14 and 13 plays, also respectively). As the call letters reflect, this one transcends format fragmentation and is acceptable to all manner of NAC stations.

Strange Cargo's "El Ninjo" (**Discovery**) demonstrated impressive growth, too, and was an off-chart Breaker. Leading Most Increased at +103, Cargo henchman **William Orbit's** latest musical odyssey is getting good play at **KKSF/S.F.** with seven plays and **KIFM/**

San Diego (from three to six plays), among others. It also picked up adds at **WOAZ/Boston**, **WLVE/Miami**, **WFSJ/Jacksonville**, and **KMJZ/Minneapolis**.

George Howard's newest, "Our Love" (**GRP**), was embraced out of the box by **KBLX/S.F.**, **KIFM**, **WNWV/Cleveland**, **SW's** Smooth FM, **WJZZ**, and **WJZW**, among many others and earned top Most Added honors.

George Michael's "Jesus To A Child" (**DreamWorks/Geffen**) debuted as a Breaker at 23* this week. Michael received 25 plays from **SW Smooth FM PD Mike Fischer**. This track is on 82% of our reporters and is growing fast.



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Stations and their adds by track listed alphabetically by market

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KRZN/Albuquerque, NM
PD/MD: Mark McGuire
RICK BRAUN "Cadillac"
JAZZMASTERS "Inner"
AVENUE BLUE "Baby"
COUNT BASIC "Joy"
RAY CHARLES "Woman"
AVENUE BLUE "Conversation"

KNIK/Anchorage, AK
PD/MD: Dean Williams
QUINCY JONES "Nothin"
GEORGE HOWARD "Love"

KAJZ/Austin, TX
PD: Doc Burns
MD: Jay Kendal
OLETA ADAMS "Motion"
AVENUE BLUE "Conversation"
HIROKO "Hilch"
MAYSA "Rain"
NATIVE VIBE "Y.S.T."
KYLE TURNER "North"

WLBI/Birmingham, AL
PD: Dave Edmunds
MD: Don Alias
HIROKO "Moment"
STRANGE CARGO "Ninjo"

WOAZ/Boston, MA
PD/MD: Bill George
STRANGE CARGO "Ninjo"
GEORGE MICHAEL "Jesus"

WSJZ/Buffalo, NY
PD: Steve Wiersman
MD: Chris Wittingham
GEORGE HOWARD "Love"
MCDONALD/INGRAM/PACK "Maria"

WNUA/Chicago, IL
PD: Lee Hansen
APD/MD: Tom Miller
AVENUE BLUE "Conversation"
ED CALLE "Jones"
THOM ROTELLA "Worry"

WNWV/Cleveland, OH
PD/MD: Bernie Kimble
No Adds

WVAE/Cincinnati, OH
PD: Rich McMillan
COUNT BASIC "Joy"
GEORGE HOWARD "Love"
ZAPPACOSTA "Orlanda"

WZJZ/Columbus, OH
PD: Bill Harman
MCDONALD/INGRAM/PACK "Maria"
GEORGE HOWARD "Love"
GEORGE MICHAEL "Jesus"

KOAI/Dallas, TX
PD: Jim Teeson
MD: Bret Michael
BONEY JAMES "Seduction"

KHIH/Denver, CO
MD: Becky Taylor
GEORGE MICHAEL "Jesus"
VIBRAPHONIC "Enough"

WJZZ/Detroit, MI
PD: O'Neal Stevens
MD: Rosetta Hines
PETE ESCOVEDO "Love"
BRIAN MCKNIGHT "Still"

V98.7/Detroit, MI
GM/PD: Jeff "Ozzie" Sattler
No Adds

WGUF/Ft. Myers, FL
PD: Michael Bode
MD: Greg Hammonds
GEORGE HOWARD "Love"
GEORGE MICHAEL "Jesus"
MCDONALD/INGRAM/PACK "Maria"

KEZL/Fresno, CA
PD/MD: Mike Vasquez
GEORGE MICHAEL "Jesus"
SPECIAL EFX "Sunset"
BOB MAMET "Morningside"

KUCD/Honolulu, HI
PD: Mahlon Moore
MCDONALD/INGRAM/PACK "Maria"
GEORGE MICHAEL "Jesus"
GEORGE HOWARD "Love"
BOBBY MCFERRIN "Friends"

WFSJ/Jacksonville, FL
PD/MD: Hank Dole
AVENUE BLUE "Conversation"
COUNT BASIC "Joy"
STRANGE CARGO "Ninjo"

KCIY/Kansas City, MO
PD: Doug Gondek
MD: Michelle Chase
MCDONALD/INGRAM/PACK "Maria"
GEORGE HOWARD "Last"

KTWV/Los Angeles, CA
PD: Shirley Maldonado
APD/MD: Ralph Stewart
No Adds

WLVE/Miami, FL
PD: Shirley Maldonado
MD: Geoff Fischer
AVENUE BLUE "Conversation"
STRANGE CARGO "Ninjo"
GEORGE HOWARD "Love"
PETE ESCOVEDO "Love"

KCFE/Minneapolis, MN
PD: Rob Moore
No Adds

KMJZ/Minneapolis, MN
PD/MD: Tom Slesker
NAJEE "Wish"
STRANGE CARGO "Ninjo"

KSBR/Mission Viejo, CA
PD/MD: Terry Wedel
PETE ESCOVEDO "Tiemblas"
DENNY JIOSA "Greta"
SPRAWL! "Moderately"

KRVJ/Modesto, CA
PD: Jim Bryan
MD: Doug Wuiff
GEORGE BENSON "Winding"
DENNY JIOSA "Greta"
KEVIN TONEY "Years"
BOBBY CALDWELL "Walk"
SPYRO GYRA "Life"
PAUL TAYLOR "Free"
BROOKLYN FUNK... "Train"
TONI BRAXTON "Flow"
PHIL COLLINS "Somewhere"
JERALD DAEMYON "Peace"
JERALD DAEMYON "Thinking"
PETE ESCOVEDO "Love"
GEORGE HOWARD "Love"
CHAKA KHAN "Still"
CAROLINE LAVELLE "Case"
BOBBY MCFERRIN "Friends"
NATIVE VIBE "Affair"
NATIVE VIBE "Warmth"
NATIVE VIBE "Y.S.T."
THOM ROTELLA "Heart"
THOM ROTELLA "Talk"
DOUG SMITH "Nights"
VIBRAPHONIC "Enough"
VIBRAPHONIC "Strolling"
WINDBORNE "Sunrise"
WINDBORNE "Feels"
WINDBORNE "Seabreeze"

KXDC/Monterey, CA
PD/MD: Scott O'Brien
No Adds

KLJZ/New Orleans, LA
PD/MD: Michael Grayson
GEORGE HOWARD "Love"
GEORGE MICHAEL "Jesus"
MCDONALD/INGRAM/PACK "Maria"

Smooth FM/New York, NY
PD: Mike Fischer
APD/MD: Haneen Hunter
No Adds

WQCD/New York, NY
PD: Fleetwood Gruver
APD/MD: Steve Williams
AVENUE BLUE "Naked"
FOURPLAY "Elisir"
HIROKO "Capri"
VIBRAPHONIC "Enough"

WJCD/Norfolk, VA
PD: Maxine Todd
MD: Larry Hollowell
SPECIAL EFX "Sunset"
COUNT BASIC "Joy"

WLOQ/Orlando, FL
PD: Steve Huntington
MD: Bob Church
STING "Soul"
TOLEDO "Bahia"
DON HENLEY "Shine"
ED CALLE "Jones"

WEBZ/Panama City, FL
PD: John Schuster
MD: Joel Pummil
QUINCY JONES "Nothin"
STEVE LAURY "There"
BOBBY CALDWELL "Meet"
PAUL TAYLOR "Neighbor"
VIBRAPHONIC "Enough"
YULARA "Dreamtime"
CAROLINE LAVELLE "Case"
ALEX BUGNON "Harlem"
DENNY JIOSA "Amore"
GEORGE MICHAEL "Jesus"

WJJZ/Philadelphia, PA
PD: Anne Gress
MD: Michael Tozzi
SPYRO GYRA "Life"
GEORGE MICHAEL "Jesus"

KYOT/Phoenix, AZ
PD/MD: Nick Francis
No Adds

KKJZ/Portland, OR
PD/MD: Shaun Yu
BONEY JAMES "Sunshine"
PHIL COLLINS "Somewhere"
K.D. LANG "Maybe"

WOTB/Providence, RI
PD/MD: Bill Gray
AUSTIN/WARREN... "Cool"
AVENUE BLUE "Naked"
GEORGE HOWARD "Love"
GEORGE HOWARD "Last"
ROGER SMITH "Because"
THOM ROTELLA "Hopscotch"
THOM ROTELLA "Talk"
ZAPPACOSTA "Sorana"
ZAPPACOSTA "Give"
ZAPPACOSTA "Orlanda"

WNND/Raleigh, NC
PD: Bob Linden
MD: John Horan
VIBRAPHONIC "Enough"
BOBBY CALDWELL "Last"
MICHAEL TOMLINSON "Why"
ED CALLE "Motown"
MICHAEL TOMLINSON "Breathe"
TOM GRANT "Voyage"
TOM GRANT "Shimmering"
TOM GRANT "More"
THUS SPOKE Z "Nightshade"
PETE ESCOVEDO "Love"
JAMIROQUAI "Halt"
PETE ESCOVEDO "Leyte"
THEM JAZZBEARDS "Swank"
ARTIE TRAUM "Allora"
TEODROSS AVERY... "Any"
UNDER THE LAKE "Up"
UNDER THE LAKE "Natalie"
YULARA "Dreamtime"
BOB ALBERTI TRIO "Sang"
MICHAEL TOMLINSON "Alive"

KQBR/Sacramento, CA
PD: Lawrence Tanter
PETE ESCOVEDO "Flying"
PETE ESCOVEDO "Love"
AVENUE BLUE "Baby"
ROGER SMITH "Because"

KSSJ/Sacramento, CA
PD/MD: David Anderson
GEORGE HOWARD "Love"
MCDONALD/INGRAM/PACK "Maria"
PHIL COLLINS "Somewhere"

KCLC/St. Charles, MO
PD: Rich Reighard
MD: Scott Nenninger
SPRAWL! "Midnight"
DAVE VALENTIN "Keep"

KBZN/Salt Lake City, UT
BRIAN CULBERTSON "Come"
TORCUATO MARIANO "Ocean"
SPECIAL EFX "Sunset"
GEORGE MICHAEL "Jesus"
ALEX BUGNON "Okra"
GEORGE HOWARD "Love"

KCJZ/San Antonio, TX
MD: Diane Travis
THOM ROTELLA "Talk"
GEORGE MICHAEL "Jesus"
MCDONALD/INGRAM/PACK "Maria"

KIFM/San Diego, CA
PD: Bob O'Connor
MD: Kelly Cole
GEORGE HOWARD "Love"

KKSF/San Francisco, CA
PD: Steve Feinstein
MD: Dore Steinberg
No Adds

KJZY/Santa Rosa, CA
PD: Gordon Zlot
MD: Rob Slinger
AVENUE BLUE "Naked"
BONEY JAMES "Sunshine"
THOM ROTELLA "Talk"
AVENUE BLUE "Baby"
ZAPPACOSTA "Sorana"
ZAPPACOSTA "Orlanda"

KWJZ/Seattle, WA
PD: Dave McKay
MD: Michael Eads
No Adds

WSJT/Tampa, FL
PD/MD: Ross Puzik
RICARDO SILVEIRA "Puzzle"
COUNT BASIC "Joy"
GEORGE HOWARD "Love"

WJZ/Toledo, OH
PD/MD: Brad Garret
BOBBY CALDWELL "Walk"
TOM GRANT "Voyage"
NAJEE "feet"
RICARDO SILVEIRA "Puzzle"
VIBRAPHONIC "Vibes"
GERALD ALBRIGHT "You're"
RAY CHARLES "Wants"
VAN MORRISON "Moondance"
THOM ROTELLA "Shuffle"
THOM ROTELLA "Talk"
3RD FORCE "Force"
ALEX BUGNON "Sunrise"
JONATHAN CAIN "Heart"
PAUL HOWARDS "Island"
BOB MAMET "Calabao"
TORCUATO MARIANO "Ocean"
VIBRAPHONIC "True"
ED CALLE "Motown"
RAY CHARLES "Child"
RAY CHARLES "Waste"
RAY CHARLES "Fever"

KOAS/Tulsa, OK
PD/MD: Rick Alan West
GEORGE MICHAEL "Jesus"
MCDONALD/INGRAM/PACK "Maria"
GEORGE HOWARD "Love"

WJZW/Washington, DC
PD: Steve Kosbau
MCDONALD/INGRAM/PACK "Maria"
GEORGE MICHAEL "Jesus"

55 Total Reporters
55 Current Reporters
50 Current Playlists

Reported Frozen Playlist (4):
WFAE/Charlotte, NC
WEZV/Lafayette, IN
KTNT/Oklahoma City, OK
KBLX/San Francisco, CA

Did Not Report
Playlist Frozen (1):
WJZF/Atlanta, GA

NAC PLAYLISTS

February 16, 1996 R&R • 77

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

Smooth Jazz CD 101.9 MARKET #1 WQCC/New York (212) 210-2769 Gruver/Williams

THE WAVE 94.7 KTWW MARKET #2 KTWV/Los Angeles (213) 466-9283 Brodie/Stewart

WNAA 95.5 MARKET #3 WNAA/Chicago (312) 645-9550 Hansen/Miller

KKSF 103.7 FM Smooth Jazz MARKET #4 KKSF/San Francisco (415) 975-5555 Feinstein/Steinberg

WJZZ 106.1 FM MARKET #5 WJZZ/Philadelphia (610) 667-3839 Gress/Tozzi

WJZZ MARKET #6 WJZZ/Detroit (313) 871-0590 Stevens/Hines

98.7 FM MARKET #6 V98.7FM/Detroit (810) 855-5100 Sattler

ASIS 107.5 MARKET #7 KOAI/Dallas (214) 630-3011 Teason/Michael

WJZW 105.9 FM MARKET #8 WJZW/Washington (703) 683-3000 Kosbau/Kosbau

ASIS 99.5 MARKET #10 WQAZ/Boston (617) 254-9267 George

Love 93.7 FM MARKET #11 WLVE/Miami (305) 654-8494 Maldonado/Fischer

99.1 FM MARKET #13 KWJZ/Seattle (206) 441-3699 McKay/Eads

JAZZ FM98 MARKET #15 KIFM/San Diego (619) 587-9800 O'Connor/Cole

cofe 105.7 MARKET #16 KCFE/Minneapolis (612) 949-1057 Moore

104.1 MARKET #16 KMJZ/Minneapolis (612) 941-5774 Sleaker

KYOT 95.5 FM MARKET #20 KYOT/Phoenix (602) 258-8181 Francis

94.1 MARKET #21 WSJT/Tampa (813) 577-7131 Block

THE WAVE 103.3 MARKET #22 WNWV/Cleveland (216) 292-1073 Kimble

KHII 95.7 MARKET #24 KHII/Denver (303) 694-6300 Taylor

kkjz MARKET #24 KKJZ/Portland (503) 223-0300 Yu



CYNDEE MAXWELL

Sales And The Smaller Markets

□ **Overcoming false perceptions + positive sales/programming relationships = revenue**

While the case can be made that "sales is sales," selling radio in smaller markets can present unique challenges. **KXFX/Santa Rosa, CA Regional Sales Manager Lisa Amador** gives an update on the state of local sales in smaller cities and offers suggestions that can work for all market ranks.

Negative Rock Image

The age-old image problem is still a factor at Rock today. Citing the conservative nature of smaller markets, Amador says, "Advertisers perceive the rock 'n' roll audience as primarily a younger demo, younger than they truly are. They don't perceive that 21-34-year-olds are people they really want to target. They don't realize that demo is in the prime time of starting to build brand loyalties. They're having babies, going grocery shopping, and are often first-time home buyers. They have a lot of disposable income."

"Another incorrect image of the Rock listener is of someone who drives a truck, is either a grungy contractor or unemployed with no money to spend, and has a down-



Lisa Amador

scale image. All this in spite of the fact that rock 'n' roll has been around for a long time." It's hard to believe clients and buyers would harbor such old notions about Rock, but sales deals with it constantly. Amador says it's because most buyers compare their customers to themselves. "Advertisers perceive their customers to be people like them. If they're in their 40s and are listening to AC, then they think that's who their customer is and they don't reach out beyond that. The **Smashing Pumpkins** or **Stone Temple Pilots** are new rock to them; it's obscure to their hearing. It's not what they're accustomed to — [such as] classic **Stones** or **Clapton** — so they relate it to a listener who isn't mature enough to be in their store, even if it's a grocery store.

"So we're constantly training clients about the Rock format. We do that by taking pictures of the people who show up at every single remote or promotion. Another common rock 'n' roll misnomer is the image of 'rock dogs' riding Harley Davidson motorcycles. But a Harley Davidson store recently opened

in Santa Rosa, and the people who showed up for the grand opening were lawyers, doctors, and upscale businessmen in the community who listen to rock 'n' roll. Thousands of people were there, so we

☞ **One way programming can really work with sales is actually to go on calls with the salespeople. A DJ who has been in the market for a long time is somewhat of a celebrity in a small market and can sometimes help close a sale.**

used pictures from that event to show that these are affluent people with money to spend. Naturally, not every single person is affluent, but they're not the grungy crowd some people assume."

'Dangerous Information'

Does **Arbitron** work for or against local sales? Amador admits, "Clients love those numbers, but they don't understand their meaning. A little bit of ratings is a lot of dangerous information when it comes right down to it."

"We talk about results when we're selling. On a local basis, we don't want to have anything to do with the numbers. Great adult 25-54 numbers obviously are what people are looking for, but you can still be ranked third in the market and really be targeting your audience and get results for the client. Still, Arbitron does affect what you do because the other stations are running around showing their No. 1 ranker."

"And that's another constant problem in local radio: competitors who don't sell their stations and instead bash other stations just to get in on a buy. They go around saying we're a head-banging rock 'n' roll station — which is not the case. And even with clients with whom we've established a good relationship, we still have to keep in very close contact with them and keep tabs on the results of key campaigns."

"At those times, clients might say, 'The AC station told me



THINGS ARE GETTING GOO-EY — Warner Bros.'s *Goo Goo Dolls* made a special appearance at KLOS/Los Angeles. Here are the "Names" of those caught in this photo op: (l-r) Goo's John Rzeznik, WB's Dave Lombardi, KLOS's Laurie Nickoloff and PD Carey Curelop, and the band's Robby Takac.

you're a head-banging rock 'n' roll station and you've changed format and you lost your morning guy,' or whatever. Our response is to tell them to simply look at the results they got from our station and remind them that what we're trying to do is solve our customers' problems and bring them results. We're consultant salespeople solving customer problems, bringing *them* customers and results."

Camaraderie Essential

Amador explains how a good relationship between programming and sales can actually benefit the station's revenue. "The relationship between sales and programming, including promotions, is extremely important. The camaraderie between these departments creates excitement, energy, confidence, and ability among the sales staff to go out and sell the product every day."

"One way programming can really work with sales is actually to go on calls with the salespeople. A DJ who has been in the market for a long time is somewhat of a celebrity in a small market and can sometimes help close a sale. If the client knows who the personality is — or that person can bring an extra piece of information about the station to your client — then it can help close the call. Further, if it's the PD who is the personality — and he can also explain the research, explain why the station plays the type of music, and show how many people are listening — it lends even more credibility and, again, helps close the call."

Not all programming and sales departments operate free of animosity. Does Amador have any sugges-

tions to help programming understand the sales side? "In a word — pressure. The pressure salespeople are under to make sales is entirely different than the pressure the programming department faces. It causes salespeople to be more aggressive internally than they should be. In other words, 'Whatever I'm doing is the most important thing that should be done right now.' I catch myself doing that constantly, and I have to hold myself back, wait, and be patient. Sales training just provokes you to want everything now — it's part of the job."

"Whenever things get tense, the best way to resolve it is through communication. It's basically each

☞ **Advertisers perceive their customers to be people like them. If they're in their 40s and are listening to AC, then they think that's who their customer is and they don't reach out beyond that.**

individual's responsibility to communicate and work together. But ultimately the managers have to manage it to make sure cat fights aren't started and that we all really are communicating with each other."

☞ **Clients love [the] numbers, but they don't understand their meaning. A little bit of ratings is a lot of dangerous information when it comes right down to it.**



DON'T BELIEVE THEIR STRAIGHT FACES — They really had a great time! *Giant/Reprise's* Kenny Wayne Shepherd played a low dough show for WRXK/Ft. Myers raising funds for United Cerebral Palsy. Seen here are (l-r) WRXK PD Greg Gillispie, the band's vocalist Corey Sterling, WRXK's Allyn Black, Shepherd, and the station's Rick Blade.



HOWARD DANGLES IN DALLAS — Howard Stern's charitable nature is exemplified in rear-view mirror "danglers" of himself in drag (a la his book, *Miss America*), which Howard only permits to be sold to benefit homeless shelters. Affiliate KEGL/Dallas — where Howard is ranked No. 1 in the Fall Arbitron — raised \$2000 for the Family Place Homeless Shelter. Presenting the check are (l-r) KEGL middayer Russ Martin, the Family Place's Michelle Ramsey, and KEGL APD/MD Cindy Scull.

into another



T.A.I.L.

from the album *Seemless* **add date 2/20**



produced and mixed by rick parashar

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COULDN'T WAIT
TO "MUTATE"
TO "T.A.I.L."

OVER 20 STATIONS
ALREADY ON INCLUDING:
KISW, KNRX, WZRH, WJSE, WTFX

FEBRUARY 16, 1996

Table with columns: 3W, 2W, LW, TW, ARTIST TITLE LABEL(S), TOTAL PLAYS (TW, LW, 2W, 3W), TOTAL STATIONS/ADDS. Lists top 50 songs including Smashing Pumpkins, Everclear, Alice in Chains, Pearl Jam, Oasis, Spacehog, Green Day, Bush, Goo Goo Dolls, Nixons, Folk Implosion, Ozzy Osbourne, Red Hot Chili Peppers, Seven Mary Three, Collective Soul, Gin Blossoms, Stabbing Westward, Toadies, Dog's Eye View, Presidents of the United States of America, AC/DC, Victor, Foo Fighters, Son Volt, Seven Mary Three, ZZ Top, Rancid, Bush, Rust, Toadies, Brother Cane, Smashing Pumpkins, Alanis Morissette, Soul Asylum, Goo Goo Dolls, White Zombie, Silverchair, Red Hot Chili Peppers, Silverchair, Melissa Etheridge, Kenny Wayne Shepherd, Self, Tom Petty, Gren, Smashing Pumpkins, Bottle Rockets, Limblifter, Loud Lucy, Silverchair, Bush.

This chart reflects airplay from February 5-11. Songs ranked by total plays. Highlighted songs indicate Breaker. 75 Active Rock reporters. 73 current playlists. © 1996, R&R Inc.

NEW & ACTIVE

SALT Bluster (Island)

Total Plays: 284, Total Stations: 27, Adds: 5

SCHTUM Skydiver (Work/CRG)

Total Plays: 275, Total Stations: 31, Adds: 6

COLLECTIVE SOUL Where The River Flows (Atlantic)

Total Plays: 269, Total Stations: 17, Adds: 2

GOD LIVES UNDERWATER All Wrong (American/Reprise)

Total Plays: 266, Total Stations: 15, Adds: 2

FILTER Under (Reprise)

Total Plays: 243, Total Stations: 29, Adds: 2

BODEANS Closer To Free (Slash/Reprise)

Total Plays: 242, Total Stations: 16, Adds: 1

NATALIE MERCHANT Wonder (Elektra/EEG)

Total Plays: 234, Total Stations: 14, Adds: 1

SKUNK ANANSIE I Can Dream (One Little Indian/Epic)

Total Plays: 230, Total Stations: 22, Adds: 1

3 LB. THRILL Diana (57/550 Music)

Total Plays: 229, Total Stations: 16, Adds: 3

BOB SEGER Hands In The Air (Capitol)

Total Plays: 228, Total Stations: 11, Adds: 1

Songs ranked by total plays.

BREAKERS

DOG'S EYE VIEW

Everything Falls Apart (Columbia/CRG)

Table with columns: TOTAL PLAYS/INCREASE, TOTAL STATIONS/ADDS, CHART. Values: 772/187, 47/5, 19

PRESIDENTS OF THE UNITED STATES OF AMERICA

Peaches (Columbia/CRG)

Table with columns: TOTAL PLAYS/INCREASE, TOTAL STATIONS/ADDS, CHART. Values: 623/169, 51/10, 20

MOST ADDED

Table with columns: ARTIST TITLE LABEL(S), ADDS. Lists songs like HOG Get A Job (Geffen) 23, FIG DISH Bury Me (Atlas/A&M) 17, AFGHAN WHIGS Honky's Ladder (Elektra/EEG) 14, PEARL JAM Leaving Here (Epic) 14, BUSH Machine Head (Trauma/Interscope) 13, FOO FIGHTERS Big Me (Capitol) 12, PRESIDENTS OF THE... Peaches (Columbia/CRG) 10, RUST Not Today (Atlantic) 10, BAD RELIGION A Walk (Atlantic) 9, SMASHING PUMPKINS Zero (Virgin) 8, SON VOLT Drown (WB) 8

God Lives Underwater

KLOS Add



WAAF 37 Spins!

MOST INCREASED PLAYS

Table with columns: ARTIST TITLE LABEL(S), TOTAL PLAY INCREASE. Lists songs like ZZ TOP She's Just Killing Me (Los Hooligans/Epic ST) +229, BUSH Machine Head (Trauma/Interscope) +214, SILVERCHAIR Israel's Son (Epic) +201, DOG'S EYE VIEW Everything Falls... (Columbia/CRG) +187, PRESIDENTS OF THE... Peaches (Columbia/CRG)+169, RED HOT CHILI PEPPERS Aeroplane (WB) +146, FOO FIGHTERS Big Me (Capitol) +140, STABBING WESTWARD What Do... (Columbia/CRG) +136, RUST Not Today (Atlantic) +130, LIMBLIFTER Screwed It Up (Mercury) +125

HOTTEST RECURRENTS

Table with columns: ARTIST TITLE LABEL(S). Lists songs like BROTHER CANE And Fools Shine On (Virgin), FOO FIGHTERS I'll Stick Around (Capitol), ALICE IN CHAINS Grind (Columbia/CRG), CANDLEBOX Understanding (Maverick/WB), WHITE ZOMBIE More Human Than Human (Geffen), LIVE All Over You (Radioactive), RUTH RUTH Uninvited (Ventrue/American/WB), BETTER THAN EZRA In The Blood (Swell/Elektra/EEG), AC/DC Hard As A Rock (EastWest/EEG), PRESIDENTS OF THE UNITED... Lump (Columbia/CRG)

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.

GRAVITY KILLS "GUILTY"

JUST CONVICTED:

- WWBR WEJE CKEY
LIVE IQS KMYZ KPDI
WOXY KNOO KKNB
WKRO KLZR

ALREADY SERVING TIME:

- KPNT KOGE KXAK KEDJ
KNNC WMRQ Q101 WZRH
HG0E WRLG WFNX WIBF

THE DEBUT SINGLE
OVER 370 BDS SPINS!
MOST ADDED R & R ALTERNATIVE

ADD IT: 2/19
ARE YOU GUILTY TOO?

TOP PHONES AT:

- KOGE WIBF WRLG
KXAK KEDJ WZRH
KNNC WPLA

EARLY ACTIVE ROCK ADDS:

- WACX KUPD WLZR
WQX KRAL KHOP
KNCN KRAB

ON TOUR WITH SISTER MACHINE GUN

CONTACT SUOI GARSCHÉ AT TVT 212.979.6410
TVT RECORDS, 29 EAST 4TH STREET, NEW YORK
NY 10003 TEL 212.979.6410 FAX 212.979.6489
MANAGEMENT: CLARA BUTLER MANAGEMENT



figgolish

"bury me"

Fd



TOTALLY DUG IN AT:

ACTIVE ROCK

KQRC - Kansas City
KBPI - Denver
KNCN - Corpus Christi
WKLQ - Grand Rapids
KLBJ - Austin
WDBZ - Lansing
KIBZ - Lincoln
KFMX - Lubbock
WHMH - St. Cloud
KEYJ - Abilene
WBXQ - Altoona

ACTIVE ROCK #2 MOST ADDED!

WRRV - Middletown
WDZN - Key West
WKLL - Utica
KUGR - Pallman
EWBR - S.L.O.
WDRK - Ft. Myers
WRUF - Gainesville
WRZK - Tallahassee
KTYD - Santa Barbara

ROCK

WVRK - Columbus, GA
WTFX - Louisville
KMOD - Tulsa
WSTZ - Jackson, MS
KQWB - Fargo
WKQZ - Saginaw
WHCN - Hartford

ALTERNATIVE

WJSE - Atlantic City
WPUP - Athens, GA
WHTG - Ashbury, NJ



ACTIVE ROCK PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ACTIVE ROCK REPORTERS ON R&R ONLINE

MARKET #1
Q104.3
WAXQ/New York
(212) 575-1043
Valeri/Marino

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
36	37	35	39		ALICE IN CHAINS/Heaven Beside You
36	34	37	37		OZZY OSBOURNE/See You On...
23	37	36			GREEN DAY/Brain Stew
36	38	35			BROTHER CAME/And Fools Shine On
36	38	35			SMASHING PUMPKINS/1979
36	36	37			SPACEHOG/In The Meantime
33	36	34			WHITE ZOMBIE/Super-Charger Heaven
26	25	23			BUSH/Machine Head
14	35	37			GOOD LIVES UNDERWATER/All Wrong
-	-	-	25		PEARL JAM/Leaving Here
24	16	16	24		SEVEN MARY THREE/Cumbersome
-	15	23			PRESIDENTS OF.../Peaches
14	17	19	22		FOLK IMPLOSION/Natural One
22	22	22			SMASHING PUMPKINS/Zero
-	13	21			COLLECTIVE SOUL/The World I Know
19	24	20			OASIS/Wonderwall
19	23	18			FOO FIGHTERS/It's Stick Around
35	36	19			PEARL JAM/ Got It
12	15	17			SONIC YOUTH/The Diamond Sea
-	21	18			DOWN/Stone The Crow
-	-	18			SMASHING PUMPKINS/Zero
36	22	15			EVERCLEAR/Santa Monica...
-	3	11			SALT/Bluster
18	16	12			RED HOT CHILI.../Aeroplane
20	19	14			WEezer/Say It Ain't So
-	-	14			ALICE IN CHAINS/Agan
14	15	-			NIRVANA/The Man Who Sold...
15	14	14			KORN/Shoots & Ladders
-	2	14			TOADIES/Away

MARKET #2
KLOS 95.5
KLOS/Los Angeles
(310) 840-4836
Curetop/Wilde

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
-	30	32	32		SMASHING PUMPKINS/1979
22	29	30	31		BUSH/Machine Head
19	24	29	31		GREEN DAY/Brain Stew
17	19	27			ALICE IN CHAINS/Heaven Beside You
24	32	29	22		PEARL JAM/ Got It
10	18	20			GIN BLOSSOMS/Follow You Down
13	18	21			PRESIDENTS OF.../Peaches
14	18	21			KENNY WAYNE SHEPHERD/Born With A Broken...
17	18	22			JOAN OSBORNE/Right Hand Man
5	14	18			GOOD GOD DOLLS/Naked
8	16	18			RUTH RUTH/Uninvited
18	17	16			RED HOT CHILI.../Aeroplane
-	-	6	16		DISHWALLA/Counting Blue Cars
-	6	16			LIMBLIFTER/Screwed It Up
12	19	17	14		SPACEHOG/In The Meantime
9	13	14			EVERCLEAR/Santa Monica...
12	12	14			BLUES TRAVELER/Run-Around
5	13	15	13		3 L.B. THRILL/Diana
9	13	13			FOO FIGHTERS/It's Stick Around
-	4	13			DOG'S EYE VIEW/Everything Falls...
9	14	15			STABBING WESTWARD/What Do I Have To...
12	12	15			SEVEN MARY THREE/Cumbersome
11	9	11			SMASHING PUMPKINS/Bullet With...
9	9	11			RED HOT CHILI.../My Friends
9	9	11			BLUES TRAVELER/Hook
24	23	10			KENNY WAYNE SHEPHERD/Deja Voodoo
7	11	9			GOOD GOD DOLLS/Name
16	18	13			GREN/She Shines
13	15	11			AC/DC/Cover You In Oil
8	10	10			BUSH/Comedown

MARKET #3
ROCK103.5
WRCK/Chicago
(312) 861-8100
Richards/Robinson

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
38	38	37	40		SEVEN MARY THREE/Cumbersome
20	31	41	39		OZZY OSBOURNE/See You On...
21	18	38	37		GREEN DAY/Brain Stew
21	19	18	35		SPACEHOG/In The Meantime
40	40	40	35		SMASHING PUMPKINS/1979
33	20	18	33		PEARL JAM/ Got It
21	18	28			SMASHING PUMPKINS/Zero
9	9	19	28		RED HOT CHILI.../Aeroplane
20	20	20			EVERCLEAR/Santa Monica...
19	19	20			ALICE IN CHAINS/Heaven Beside You
17	20	21			STABBING WESTWARD/What Do I Have To...
34	21	18	20		GOOD GOD DOLLS/Naked
17	34	33	19		AC/DC/Balbreaker
11	11	11	19		TOADIES/Away
14	15	19			BROTHER CAME/And Fools Shine On
16	18	15	18		COLLECTIVE SOUL/The World I Know
16	19	17	18		TOADIES/Possum Kingdom
11	9	12	17		NIXONS/Sister
9	10	16	17		BUSH/Machine Head
16	13	13	17		LIVE/All Over You
18	13	16	17		FOO FIGHTERS/This Is A Call
15	25	26	16		AC/DC/Cover You In Oil
15	32	21	18		FOO FIGHTERS/It's Stick Around
14	-	16			SILVERCHAIR/Tomorrow
12	14	16			OASIS/Wonderwall
11	-	15			BUSH/Comedown
9	18	14			GIN BLOSSOMS/Follow You Down
16	11	13	14		SILVERCHAIR/Pure Massacre
11	10	11	13		COLLECTIVE SOUL/December
10	8	11	13		FOO FIGHTERS/Big Me

MARKET #4
102.7 WDRZ
WDRZ/Detroit
(810) 589-7900
Bevilacqua

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
28	28	28	29		KICKING HAROLD/Fred's New Dress
17	24	29	28		RED HOT CHILI.../Aeroplane
25	28	28			BUSH/Glycerine
30	27	27	28		OZZY OSBOURNE/See You On...
25	27	26	27		SEVEN MARY THREE/Cumbersome
26	27	27	27		ALICE IN CHAINS/Heaven Beside You
22	27	29	26		SPACEHOG/In The Meantime
30	30	27	28		CANTINI/BLUES/Understandin'
18	22	27	25		PEARL JAM/ Got It
22	20	20			SILVERCHAIR/Pure Massacre
-	6	20			REFRESHMENTS/Banditos
19	19	19			AC/DC/Cover You In Oil
21	21	21			TESLA/Steppin' Over
27	22	21	18		VICTOR/Promise
5	6	7	18		SMASHING PUMPKINS/Zero
20	19	20			LOUD LUCY/Ticking
21	18	18			TOADIES/Away
20	22	21	18		GOOD GOD DOLLS/Naked
10	19	21	18		SEVEN MARY THREE/Water's Edge
-	-	16			EVERCLEAR/Santa Monica...
15	15	15			WHITE ZOMBIE/Super-Charger Heaven
8	9	11	15		STABBING WESTWARD/What Do I Have To...
9	10	12			SKUNK ANANSIE/Can Dream
-	5	15			HOG/Get A Job
10	11	11			KORN/Shoots & Ladders
13	15	12			MARILYN MANSON/Dope Hats
9	9	9			COLLECTIVE SOUL/Gel
-	-	-	10		WHITE ZOMBIE/Thunderiss '65
8	9	-	9		STONE TEMPLE PILOTS/Interstate Love Song
-	-	-	9		BROTHER CAME/Breadmaker

MARKET #5
101 WRIF
WRIF/Detroit
(810) 547-0101
Podell

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
33	33	35	34		SEVEN MARY THREE/Cumbersome
22	27	33	34		OZZY OSBOURNE/See You On...
24	29	34			BUSH/Glycerine
33	33	33			PEARL JAM/ Got It
21	21	21	28		AC/DC/Balbreaker
5	17	27	26		GREEN DAY/Brain Stew
6	8	19	26		SPACEHOG/In The Meantime
23	25	23	25		ALICE IN CHAINS/Heaven Beside You
23	25	24			SMASHING PUMPKINS/1979
-	17	25			BOB SEGER/Hands In The Air
-	17	25			ZZ TOP/She's Just Killing...
3	20	23			COLLECTIVE SOUL/The World I Know
-	9	19			BUSH/Machine Head
16	14	12	17		COLLECTIVE SOUL/Where The River...
12	12	13			STONE TEMPLE PILOTS/Unglued
9	12	13			FILTER/Hey Man, Nice Shot
15	11	11	11		SOUNDGARDEN/My Wave
15	12	11	11		WHITE ZOMBIE/More Human Than...
13	10	9	11		BUSH/Live Things
11	10	10			LIVE/All Over You
16	13	10			TED NUGENT/Tooth, Fang, & Claw
9	11	8			AC/DC/Cover You In Oil
-	6	8			STABBING WESTWARD/What Do I Have To...
7	9	7			PEARL JAM/Comedown
7	11	14			NIXONS/Sister
6	7	9	8		GEEZER BUTLER/The Invisible
13	9	8			AC/DC/Hard As A Rock
6	7	8			EVERCLEAR/Santa Monica...
6	5	6	7		TOADIES/Away
7	7	7	7		VICTOR/Promise

MARKET #7
97.1
KEGL/Dallas
(214) 869-9700
Doherty/Scul

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
-	16	34	37		OASIS/Wonderwall
18	15	19	36		OZZY OSBOURNE/See You On...
20	24	35	36		NIXONS/Sister
16	22	22	36		EVERCLEAR/Santa Monica...
21	22	34	36		ALICE IN CHAINS/Heaven Beside You
36	37	35	35		TOADIES/Away
20	23	21	35		SPACEHOG/In The Meantime
-	15	22			GIN BLOSSOMS/Follow You Down
-	17	22			PRESIDENTS OF.../Peaches
10	12	11	22		STABBING WESTWARD/What Do I Have To...
15	22	21	22		GOOD GOD DOLLS/Naked
-	22	21			BUSH/Machine Head
11	25	22	28		RED HOT CHILI.../Aeroplane
-	14	21			DOG'S EYE VIEW/Everything Falls...
-	19	21			GREEN DAY/Brain Stew
-	8	19			RUST/Not Today
-	16	18			SEVEN MARY THREE/Water's Edge
26	35	38	18		FOLK IMPLOSION/Natural One
-	-	17			AC/DC/Balbreaker
-	15	17			BUTTLE ROCKETS/'I'll Be Comin'...
-	-	18			RANCID/Ruby Soho
-	11	15	14		HIGH/SH/Happiness
-	10	10	13		SILVERCHAIR/Israel's Son
12	7	11	13		WHITE ZOMBIE/Super-Charger Heaven
9	12	11	13		SCHTUM/Skydiver
9	9	9	8		BROTHER CAME/Voice Of Eujena
9	11	8	8		FILTER/Under
-	-	-	8		HOG/Get A Job

MARKET #7
Q102
KTXQ/Dallas
(214) 528-5500
Lockridge/Redbeard

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
41	41	43	44		EVERCLEAR/Santa Monica...
28	33	43	44		SPACEHOG/In The Meantime
42	42	44	43		OASIS/Wonderwall
9	27	41	42		GOOD GOD DOLLS/Naked
42	46	41	41		ALICE IN CHAINS/Heaven Beside You
12	39	43	41		RED HOT CHILI.../Aeroplane
30	38	42	41		OZZY OSBOURNE/See You On...
21	48	44	32		GIN BLOSSOMS/Follow You Down
41	41	43	27		SMASHING PUMPKINS/1979
11	14	13	27		VICTOR/Promise
28	28	29	27		TOADIES/Tyler
10	23	26	25		WHITE ZOMBIE/Super-Charger Heaven
26	27	25	25		OASIS/Wonderwall
7	9	8	24		NIXONS/Sister
7	13	14	23		DOG'S EYE VIEW/Everything Falls...
-	10	11	21		SILVERCHAIR/Israel's Son
-	-	-	28		SMASHING PUMPKINS/Muzzle
42	43	43	18		FOLK IMPLOSION/Natural One
42	43	45	18		BUSH/Glycerine
13	10	13	15		SPOT/Moon, June, Spoon
11	11	13	15		FILTER/Hey Man, Nice Shot
44	41	15	15		SEVEN MARY THREE/Cumbersome
13	11	12	15		JOAN OSBORNE/One Of Us
13	13	14	15		EDWYN COLLINS/A Girl Like You
-	-	12	15		FRANK BLACK/Man In Black
-	-	12	15		STABBING WESTWARD/What Do I Have To...
13	12	14	14		PRESIDENTS OF.../Jump
18	14	14	14		COLLECTIVE SOUL/The World I Know
40	16	13	14		NATALIE MERCHANT/Wonder
13	12	13	14		RANCID/Time Bomb

MARKET #9
ROCK 103.5
KLOL/Houston
(713) 526-8855
Beaubien/Bennett

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
30	34	34	38		ALICE IN CHAINS/Grind
37	37	37	41		SMASHING PUMPKINS/Bullet With...
35	33	33	37		BROTHER CAME/Breadmaker
34	34	34	27		IAN MOORE/Bar Line 99
-	-	19			ZZ TOP/She's Just Killing...
-	8	8	18		ALICE IN CHAINS/Heaven Beside You
19	20	20	18		PEARL JAM/ Got It
21	20	20	18		EVERCLEAR/Santa Monica...
34	34	34	19		AC/DC/Cover You In Oil
20	20	20	19		LENNY KRAVITZ/Circus
10	19	19	18		OZZY OSBOURNE/See You On...
10	10	10	-		GALACTIC COWBOYS/Fear Not
-	-	-	-		STABBING WESTWARD/What Do I Have To...
9	10	10	-		TOADIES/Away
21	19	19	-		VICTOR/Promise
-	-	-	-		SPACEHOG/In The Meantime
23	19	19	-		RED HOT CHILI.../My Friends
-	9	9	-		NIXONS/Sister
-	8	8	-		GOOD GOD DOLLS/Naked
-	7	7	-		SMASHING PUMPKINS/1979
9	7	8	-		FOO FIGHTERS/Caught My Mind
6	7	7	-		SEVEN MARY THREE/Cumbersome
6	6	6	-		AC/DC/Hard As A Rock
-	-	-	-		BROTHER CAME/Voice Of Euj

Stations and their adds listed alphabetically by market

ACTIVE ROCK

KEYJ/Abilene, TX
 OAMP: Randy Jones
 MD: Dave Andrews
 TOAD THE WEEL "Brother"
 BAD RELIGION "Walk"
 FG DISH "Bury"
 HOG "Job"
 ANOTHER SOCIETY "Outside"
 AFGHAN WHIGS "Ladder"

KZRR/Albuquerque, NM
 PD: Frank Jason
 MD: Phil Mahoney
 FOO FIGHTERS "Big"
 PRESIDENTS OF "Peaches"
 BUSH "Machine"

WZZO/Atlanta, GA
 PD: Robin Lee
 MD: Keith Meyer
 11 DOG'S EYE VIEW "Fals"
 4 SCHTUM "Skydiver"
 4 HOG "Job"

WQB/Ann Arbor, MI
 PD: John Vance
 MD: Jerry Mason
 BOOZAMS "Clear"
 FOO FIGHTERS "Big"
 RUST "Today"
 TOAD THE WEEL "Brother"
 STABBING WESTWARD "What"
 SILVERCHAR "Israel"
 BLUR "Charmless"

KLBJ/Austin, TX
 OAI: Jeff Carroll
 MD: Loria Lowe
 BUSH "Machine"
 HOG "Job"
 TOAD THE WEEL "Brother"
 JOE SATIRANI "Flesh"
 KENNY WAYNE SHEPHERD "Broken"
 MELISSA ETHERIDGE "Come"
 FG DISH "Bury"

KRAB/Bakersfield, CA
 PD: Chris Spayne
 MD: Bruce Wayne
 HOG "Job"
 RED HOT CHILLI "Aeroplane"
 6

WGRX/Baltimore, MD
 PD: Brian Baddock
 MD: Lee Geary
 10 ALANIS MORISSETTE "Ironic"
 8 AFGHAN WHIGS "Ladder"
 8 MADALE MERCHANT "Wonder"
 6 SHTUM "Skydiver"
 6 GARBAGE "Happy"
 4 PEARL JAM "Leaving"

WYIY/Baltimore, MD
 PD: Rick Struss
 MD: Rob Heckman
 11 LAUGHING COLORS "Solutions"
 5 SELF "Cannon"
 2 PEARL JAM "Leaving"
 2 TOADES "Away"
 SMASHING PUMPKINS "Zero"
 SILVERCHAR "Israel"
 AFGHAN WHIGS "Ladder"
 DISHWALLA "Cars"

KNRX/Denver, CO
 PD: Bryan Schock
 MD: Malcolm Rhyler
 INTO ANOTHER "TALL"
 PLASTIQUE "Someone"
 4 GIN BLOSSOMS "Numb"
 4 GIN BLOSSOMS "Highwire"
 4 GIN BLOSSOMS "Job"
 2 SALT "Buster"
 2 Z.Z. TOP "She's"

WTGE/Baton Rouge, LA
 OAMP: Larry LaBianc
 MD: Spencer Kane
 DASIS "Champagne"
 SEVEN MARY THREE "Waters"
 LEMMY KRAWITZ "Mind"
 DOG'S EYE VIEW "Fals"
 MARRY ME JANE "TwentyOne"

KJOT/Boise, ID
 OAMP: Bryan Michaels
 MD: Mike Sanders
 DISHWALLA "Cars"
 BEATLES "Real"

WAAF/Boston, MA
 PD: Dave Douglas
 MD: John Ostarling
 23 RUST "Today"
 11 RANCID "Solo"
 11 SHTUM "Skydiver"
 6 PEARL JAM "Leaving"
 PRESIDENTS OF "Peaches"
 STABBING WESTWARD "What"

WKPE/Cape Cod, MA
 OAMP: Vince Merz
 No Adds

WAVF/Charleston, SC
 MD: Hollie Anderson
 GREEN DAY "Brain"
 FOO FIGHTERS "Big"
 JACK LOGAN "Teach"
 GOLDEN SMOG "Glad"

WRCC/Chicago, IL
 PD: Dave Richards
 APM: Joe Robinson
 SEVEN MARY THREE "Waters"
 RANCID "Solo"

**75 Total Reporters
 75 Current Reporters
 73 Current Playlists**

Did Not Report, Playlist Frozen (2):
**WTUE/Dayton, OH
 WXTB/Tampa, FL**

KILO/Colorado Springs, CO
 PD: Rich Hawk
 APD: Dave Miller
 MD: Chopper Harrison
 5 SPOT "Moon"
 2 FRESHWHEELERS "Best"
 PRESIDENTS OF "Peaches"
 SON VOLT "Down"

WARO/Columbia, SC
 MD: Susan Groves
 1 PETE DROGE "Girl"
 BUSH "Machine"
 FOO FIGHTERS "Big"
 SALT "Buster"

WBZX/Columbus, OH
 PD: Hal Fish
 APM: Ronni Hunter
 GIN BLOSSOMS "Follow"
 HOG "Job"

KNCN/Corpus Christi, TX
 PD: Kenny Mann
 APM: Matt Vaughan
 FG DISH "Bury"
 HOG "Job"
 PRESIDENTS OF "Peaches"

KRAD/Corpus Christi, TX
 OAMP: Jay Gleason
 ALANIS MORISSETTE "Ironic"
 FG DISH "Bury"
 3 LB THRILL "Diana"
 HOG "Job"

KEGL/Dallas, TX
 PD: Duane Doherty
 APM: Cindy Scull
 HOG "Job"
 SON VOLT "Down"

KTXQ/Dallas, TX
 PD: Andy Lockridge
 MD: Richard
 4 GIN BLOSSOMS "Numb"
 4 GIN BLOSSOMS "Highwire"
 4 GIN BLOSSOMS "Job"
 2 SALT "Buster"
 2 Z.Z. TOP "She's"

KBPI/Denver, CO
 PD: Bob Richards
 12 SENSER "States"
 FG DISH "Bury"
 NO DOUBT "Girl"
 PRESIDENTS OF "Peaches"

KNRX/Denver, CO
 PD: Bryan Schock
 MD: Malcolm Rhyler
 INTO ANOTHER "TALL"
 PLASTIQUE "Someone"
 4 GIN BLOSSOMS "Numb"
 4 GIN BLOSSOMS "Highwire"
 4 GIN BLOSSOMS "Job"
 2 SALT "Buster"
 2 Z.Z. TOP "She's"

WDZR/Detroit, MI
 PD: Joe Benlikogian
 MD: Steve
 BUSH "Machine"
 3 LB THRILL "Diana"

WRIF/Detroit, MI
 PD: Doug Podell
 HOG "Job"
 GOO GOO DOLLS "Naked"
 RUST "Today"
 PEARL JAM "Leaving"

WGBF/Evansville, IN
 Int. PD: Mike Sanders
 RUST "Today"
 HOG "Job"
 HLM "Pud"

WRCC/Fayetteville, NC
 PD: Max Wolf
 MD: Ann Thomas
 No Adds

WJST/Ft. Myers, FL
 PD: Shark
 ALANIS MORISSETTE "Ironic"

KZBB/Ft. Smith, AR
 OAI: Dennis Snow
 PD: Cindy Wilson
 TOM PETTY "High"
 RUST "Today"
 3 LB THRILL "Diana"
 ENUFF ZNUFF "Strange"

KRZR/Fresno, CA
 OAMP: E. Curtis Johnson
 13 SEVEN MARY THREE "Waters"
 AFGHAN WHIGS "Ladder"

WMFS/Memphis, TN
 PD: Jim Fox
 MD: Zalk Tyler
 PRESIDENTS OF "Peaches"
 SEVEN MARY THREE "Waters"
 RUST "Today"
 HOG "Job"

WZTA/Miami, FL
 PD: Gregg Steale
 MD: Heidi Hess
 GRAVITY KILLS "Guilty"
 SON VOLT "Down"

WRUF/Gainesville, FL
 PD: Harry Guscott
 MD: Doug Taylor
 7 HOG "Job"
 BUSH "Machine"
 FG DISH "Bury"
 PRESIDENTS OF "Peaches"
 SKUNK AWANSE "Dream"

WQLQ/Grand Rapids, MI
 OAI: Tom Marshall
 APM: Dave Wellington
 PRESIDENTS OF "Peaches"
 FOO FIGHTERS "Big"
 SMASHING PUMPKINS "Zero"
 FG DISH "Bury"

WXRA/Greensboro, NC
 PD: Randy Scovill
 MD: Marcia Glen
 HOG "Job"
 MELISSA ETHERIDGE "Come"
 HOG "Job"
 NO DOUBT "Girl"

WSFL/Greenville, NC
 OAMP: Jay Lopez
 FG FIGHTERS "Big"
 RED HOT CHILLI "Aeroplane"
 INTO ANOTHER "TALL"
 SON VOLT "Down"

WTPA/Harrisburg, PA
 PD: Chris James
 APM: Dina Wagner
 RUST "Today"
 SILVERCHAR "Israel"
 Z.Z. TOP "She's"

KLQJ/Houston, TX
 PD: Andy Beaubien
 MD: Cindy Bennett
 19 Z.Z. TOP "She's"
 8 STABBING WESTWARD "What"
 BROTHER CAME "Voice"

WQKK/Johnstown, PA
 PD: Jonas Hunter
 MD: Paul Urban
 TOAD THE WEEL "Brother"
 JACKSON BROWNE "Bridges"
 SMASHING PUMPKINS "Zero"
 RUST "Today"
 PEARL JAM "Leaving"

KQRC/Kansas City, MO
 PD: Doug Sorenson
 MD: Valerie Knight
 14 HOG "Job"
 11 SEVEN MARY THREE "Waters"
 10 GIN BLOSSOMS "Follow"
 10 BROTHER CAME "Voice"
 PEARL JAM "Leaving"
 SOUNDGARDEN "Tye"
 FG DISH "Bury"
 RED HOT CHILLI "Aeroplane"

WDBZ/Lansing, MI
 PD: Darrin Arriens
 DOG'S EYE VIEW "Fals"
 FG DISH "Bury"
 RED HOT CHILLI "Aeroplane"

KIBZ/Lincoln, NE
 PD: Tim Sheridan
 MD: Paul Young
 FG DISH "Bury"
 SILVERCHAR "Israel"
 SMASHING PUMPKINS "Zero"
 ANOTHER SOCIETY "Outside"
 STABBING WESTWARD "What"

KLOS/Los Angeles, CA
 PD: Carey Curelop
 MD: Rita Wilde
 5 SMASHING PUMPKINS "Zero"
 GOD LIVES UNDERWATER "Wrong"

KFMX/Lubbock, TX
 PD: Wes Neumann
 MD: Kid Manning
 HOG "Job"
 FG DISH "Bury"
 AFGHAN WHIGS "Ladder"
 INTO ANOTHER "TALL"
 ENUFF ZNUFF "Strange"

KBOY/Medford, OR
 PD: Bill Meyer
 MD: Jennifer Wilde
 7 PEARL JAM "Leaving"
 JOAN OSBORNE "Man"
 DOG'S EYE VIEW "Fals"
 ROLLING STONES "Horses"

WHMH/St. Cloud, MN
 PD: Scott Klohn
 MD: Dan Peterson
 3 DISHWALLA "Cars"
 COLLECTIVE SOUL "River"
 FG DISH "Bury"
 SEAMED "Magick"
 INTO ANOTHER "TALL"
 SPOT "Moon"
 SOUTHERN CULTURE... "Carnel"

WZTA/Miami, FL
 PD: Gregg Steale
 MD: Heidi Hess
 GRAVITY KILLS "Guilty"
 SON VOLT "Down"

WLZR/Milwaukee, WI
 OAMP: Keith Masters-Hestings
 14 ALICE IN CHAINS "Over"
 10 SOUNDGARDEN "Tye"
 9 PEARL JAM "Leaving"
 9 MYRWANA "Radio"
 9 BUSH "Machine"
 7 ANTHrax "Nothing"
 OBVIOUS "Detached"
 BAD RELIGION "Walk"
 RANCID "Solo"
 UNBLIFTER "Screwed"

KHOP/Modesto, CA
 PD: Dave Taylor
 APM: Chris Lloyd
 BUSH "Machine"
 BAD RELIGION "Walk"
 AFGHAN WHIGS "Ladder"

WKDF/Nashville, TN
 PD: Kidd Reed
 MD: Sherry Sexton
 PEARL JAM "Leaving"
 DISHWALLA "Cars"
 RANCID "Solo"
 6 PEARL JAM "Leaving"
 4 FOLK IMPLOSION "Natural"
 BAD RELIGION "Walk"
 JOE SATIRANI "Flesh"
 FOO FIGHTERS "Big"

WAXQ/New York, NY
 PD: Ron Valeri
 APM: Vinny Marino
 25 PEARL JAM "Leaving"
 14 ALICE IN CHAINS "Again"
 FOO FIGHTERS "Big"
 SON VOLT "Down"

WRRV/Newburgh, NY
 PD: Greg O'Brien
 MD: Andrew Boria
 FG DISH "Bury"
 SEAMED "Magick"
 RADIOHEAD "High"
 SALT "Buster"
 RACKET FROM "Young"
 BUSH "Machine"

KBAT/Odessa, TX
 PD: Bob Gerhard
 MD: Dru Dawson
 SON VOLT "Down"
 FOO FIGHTERS "Big"
 BUSH "Machine"
 WHITE ZOMBIE "Heaven"

WDIZ/Oriando, FL
 MD: Pat Lynch
 BUSH "Machine"
 SMASHING PUMPKINS "Zero"
 RUST "Today"

KCLB/Palm Springs, CA
 OAMP: Ron Stryker
 4 GOD LIVES UNDERWATER "Wrong"
 BAD RELIGION "Walk"
 INTO ANOTHER "TALL"
 SHTUM "Skydiver"
 SALT "Buster"
 SHOVELERK "Unwind"
 HOG "Job"
 BOB SEGER "Hands"
 FOO FIGHTERS "Big"
 MICHAEL MODEROTT "Summer"

WRWK/Panama City, FL
 OAMP: Addison Wakeford
 FG DISH "Bury"
 INTO ANOTHER "TALL"
 JOE SATIRANI "Flesh"
 SPOT "Moon"
 GRAVITY KILLS "Guilty"
 HOG "Job"

KUPD/Phoenix, AZ
 OAI: Tim Maroney
 APM: J.J. Jeffrey
 10 BAD RELIGION "Walk"
 9 CANCERBOX "Friend"
 9 AFGHAN WHIGS "Ladder"
 8 HOG "Job"

KUFO/Portland, OR
 PD: Dave Nuttme
 APM: Al Scott
 9 FOR SQUIRRELS "Mighty"
 FOO FIGHTERS "Big"
 NIXONS "Sister"
 HOG "Job"

KRXQ/Sacramento, CA
 PD: Curtis Johnson
 APM: Pat Martin
 20 COLLECTIVE SOUL "River"
 18 SMASHING PUMPKINS "Zero"
 9 HOG "Job"

KFMW/Waterloo, IA
 OAMP: Mark Alan Hansen
 Z.Z. TOP "She's"

KICT/Wichita, KS
 PD: Ron Eric Taylor
 MD: Sherry McKinnon
 8 PEARL JAM "Leaving"
 RUST "Today"
 J11 "Mood"
 SMASHING PUMPKINS "Zero"
 DASIS "Champagne"

WFSM/Wilmington, NC
 PD: John Stevens
 MD: Jenica Suttler
 21 BLUES TRAVELER "Mountains"
 SALT "Buster"
 SHOVELERK "Unwind"
 HOG "Job"

KISS/San Antonio, TX
 OAMP: Keith Thompson
 APM: Kevin Vargas
 DON HENLEY "Know"
 HOG "Job"
 DOG'S EYE VIEW "Fals"
 JOE SATIRANI "Flesh"

KIOZ/San Diego, CA
 PD: Greg Stevens
 MD: Shannon Leder
 20 BAD RELIGION "Walk"
 3 AC/DC "Ball"
 SON VOLT "Down"
 JOE SATIRANI "Flesh"
 PRINCESS "Searching"
 OBVIOUS "Detached"
 PEARL JAM "Leaving"
 MYRWANA "Radio"
 SOUNDGARDEN "Tye"

KSJD/San Jose, CA
 PD: Dana Jang
 MD: Laura Free
 10 AC/DC "Ball"
 6 PEARL JAM "Leaving"
 4 FOLK IMPLOSION "Natural"
 BAD RELIGION "Walk"
 JOE SATIRANI "Flesh"
 FOO FIGHTERS "Big"

KWRP/San Luis Obispo, CA
 PD: John Mackay
 MD: Joe Andrew
 PEARL JAM "Leaving"
 FG DISH "Bury"
 AFGHAN WHIGS "Ladder"
 BAD RELIGION "Walk"
 FILTER "Under"

KTYD/Santa Barbara, CA
 PD: Jeff Henley
 OAMP: Paul Cavanaugh
 ALANIS MORISSETTE "Ironic"
 HOG "Job"
 AFGHAN WHIGS "Ladder"
 FG DISH "Bury"
 IAN MOORE "Society"

WZAT/Savannah, GA
 PD: Dr. Dave
 APM: Kevin Mitchell
 MD: Tripp West
 15 RADIOHEAD "High"
 ROCKY FROM "Young"
 AFGHAN WHIGS "Ladder"
 ANTHRAX "Nothing"

KISW/Seattle, WA
 PD: Steve Young
 MD: Cathy Faulstich
 PEARL JAM "Leaving"
 SOUNDGARDEN "Tye"
 GREEN DAY "Brain"
 UNBLIFTER "Screwed"

KTUX/Shreveport, LA
 PD: Bobby Cook
 APM: Mike Mason
 23 PRESIDENTS OF "Peaches"
 SILVERCHAR "Israel"
 1 SEVEN MARY THREE "Waters"
 1 BUSH "Machine"
 BAD RELIGION "Walk"
 AFGHAN WHIGS "Ladder"
 GIN BLOSSOMS "Follow"

WQLZ/Springfield, IL
 PD: Jon Perry
 MD: John Carroll
 BLUES TRAVELER "Mountains"
 BUSH "Machine"
 SHTUM "Skydiver"

WBUZ/Toledo, OH
 APD: Dan Bostyk
 MD: Matt Wilbauer
 PRESIDENTS OF "Peaches"
 AFGHAN WHIGS "Ladder"
 GIN BLOSSOMS "Follow"
 LIFE "Pat"

WKLL/Unica & WKRL/Syracuse, NY
 PD: Jeff Gries
 MD: Mimi Gerold
 BISH "Machine"
 HOG "Job"
 FG DISH "Bury"
 AFGHAN WHIGS "Ladder"
 SON VOLT "Down"

KFMF/Chicago, CA
 PD: Mary Grimm
 APM: Mike Kelly
 GOO GOO DOLLS "Naked"
 BLUES TRAVELER "Mountains"
 TOAD THE WEEL "Brother"

WEBN/Cincinnati, OH
 PD: Tim Ducas
 MD: Brad Hardin
 12 AFGHAN WHIGS "Ladder"
 9 COLLECTIVE SOUL "Simple"
 8 SILVERCHAR "Israel"
 3 DASIS "Wardwalf"
 DISHWALLA "Cars"

KFMZ/Columbia, MO
 PD: Paul Maloney
 MD: Rick Bradford
 18 Z.Z. TOP "She's"
 4 MENTHOL "Stress"
 4 DOG'S EYE VIEW "Fals"
 4 BROTHER CAME "Voice"
 3 FOO FIGHTERS "Big"
 2 SHOVELERK "Unwind"
 HOG "Job"
 PRESIDENTS OF "Peaches"
 BAD RELIGION "Walk"

WVRK/Columbus, GA
 PD: Brian Waters
 5 NO DOUBT "Girl"
 2 3 LB THRILL "Diana"
 FOO FIGHTERS "Big"
 INTO ANOTHER "TALL"
 FG DISH "Bury"
 DISHWALLA "Cars"
 DON HENLEY "Know"

ROCK

WPYX/Albany, NY
 OAMP: Fred Horton
 MD: John Cooper
 5 DOG'S EYE VIEW "Fals"
 4 SOUL ASYLUM "Promises"
 DOG'S EYE VIEW "Fals"
 PRESIDENTS OF "Peaches"

WAPL/Appleton, WI
 OAMP: Garrett Hart
 MD: Bob Baron
 6 SOUTHERN CULTURE... "Carnel"
 8 DISHWALLA "Cars"
 5 KENNY WAYNE SHEPHERD "Broken"
 3 CANCERBOX "Friend"
 BEATLES "Real"

WKLS/Atlanta, GA
 MD: Michael Hughes
 MD: Beth Kappala
 2 STING "Solo"
 2 DRYAN HATCH "Umbrella"
 RED HOT CHILLI "Aeroplane"

WZXL/Atlantic City, NJ
 PD: Steve Raymond
 MD: Rich DiStasio
 5 BOTTLE ROCKETS "Around"
 5 STABBING WESTWARD "What"
 3 SILVERCHAR "Israel"

WRXR/Augusta, GA
 PD: Jeff Sanders
 APM: Chuck Williams
 TOM PETTY "High"
 GOO GOO DOLLS "Naked"
 SON VOLT "Down"

WKGB/Binghamton, NY
 OAMP: Jim Free
 BEATLES "Real"
 STABBING WESTWARD "What"
 HOG "Job"

WIZN/Burlington, VT
 PD: Steve Cormier
 MD: Mike Lomas
 10 TOM COCHRANE "War"
 2 BONNIE RAITT "Burnin"
 TOAD THE WEEL "Brother"
 TOADES "Away"
 DOG'S EYE VIEW "Fals"

WPXC/Cape Cod, MA
 PD: Brian Kelly
 MD: John Kelly
 FOO FIGHTERS "Big"
 NIXONS "Sister"
 Z.Z. TOP "She's"

KRNA/Cedar Rapids, IA
 OAMP: Rob Horton
 MD: Jon Huggert
 Z.Z. TOP "She's"
 DISHWALLA "Cars"
 FOO FIGHTERS "Big"
 RUST "Today"
 PEARL JAM "Leaving"

WKLC/Charlottesville, VA
 PD: Tom Bass
 BROTHER CAME "Voice"
 Z.Z. TOP "She's"
 EVERCLEAR "Monica"
 GREEN DAY "Brain"

WCCC/Hartford, CT
 Int. PD: Mike Karoly
 ALANIS MORISSETTE "Ironic"
 TORI AMOS "Sneak"

WHCN/Hartford, CT
 PD: Brian Krysz
 4 DON HENLEY "Know"
 4 Z.Z. TOP "She's"
 3 PEARL JAM "Leaving"
 1 BUSH "Machine"
 FG DISH "Bury"
 BEATLES "Real"

WSTZ/Jackson, MS
 PD: Thana Patterson
 MD: Kevin Keith
 ALANIS MORISSETTE "Ironic"
 PRESIDENTS OF "Peaches"
 HOG "Job"
 FG DISH "Bury"

KFMZ/Columbia, MO
 PD: Paul Maloney
 MD: Rick Bradford
 18 Z.Z. TOP "She's"
 4 MENTHOL "Stress"
 4 DOG'S EYE VIEW "Fals"
 4 BROTHER CAME "Voice"
 3 FOO FIGHTERS "Big"
 2 SHOVELERK "Unwind"
 HOG "Job"
 PRESIDENTS OF "Peaches"
 BAD RELIGION "Walk"

WJXQ/Lansing, MI
 VPP: Mark Stevens
 MD: Bob Olson
 No Adds

WRKI/Danbury, CT
 OAI: Virgil Thompson
 MD: John Cooper
 5 DOG'S EYE VIEW "Fals"
 4 SOUL ASYLUM "Promises"
 DOG'S EYE VIEW "Fals"
 2 COREY STEVENS "Gone"

KQDS/Duluth, MN
 PD: Paul St. Andrew
 APM: Bill Jones
 8 FREDDY JONES BAND "Midnight"
 DOG'S EYE VIEW "Fals"
 2 JOHN HATT "Native"
 BEATLES "Real"
 STING "Solo"
 DISHWALLA "Cars"

KLAQ/El Paso, TX
 OAMP: "Magick" Miles Ramsey
 APM: "Big" Al Justice
 TOM PETTY "High"
 FOLK IMPLOSION "Natural"
 STABBING WESTWARD "What"
 KENNY WAYNE SHEPHERD "Broken"

WRKT/Erie, PA
 VPP: Stephanie Ron Kline
 MD: Tim Stephens
 No Adds

KQWB/Fargo, ND
 PD: David Houery
 MD: Mike Simmons
 BROTHER CAME "Voice"
 DISHWALLA "Cars"
 FG DISH "Bury"

KKEG/Fayetteville, AR
 OAMP: Dave J. Jackson
 PRESIDENTS OF "Peaches"

WRXK/Ft. Myers, FL
 PD: Greg Gillespie
 MD: Mike Lomas
 JOAN OSBORNE "Man"
 KENNY WAYNE SHEPHERD "Broken"

WZZR/Ft. Pierce, FL
 PD: Rich Dickerson
 APM: Christie Banks
 DOG'S EYE VIEW "Fals"
 SON VOLT "Down"

WXKE/Ft. Wayne, IN
 PD: Rick West
 APM: Buzz Maxwell
 AC/DC "Ball"
 JOE SATIRANI "Flesh"
 BOTTLE ROCKETS "Around"
 FILTER "Under"
 AFGHAN WHIGS "Ladder"
 IAN MOORE "Society"

WOCM/Hagerstown, MD
 PD: David Miller
 MD: Wil Kaufman
 4 BLESSID UNION OF "Vagina"
 EVERCLEAR "Monica"

WCCC/Hartford, CT
 Int. PD: Mike Karoly
 ALANIS MORISSETTE "Ironic"
 TORI AMOS "Sneak"

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	COLLECTIVE SOUL The World I Know (Atlantic) 1812 1914 1915 1900 76/0					
3	2	2	2	SEVEN MARY THREE Cumbersome (Mammoth/Atlantic) 1484 1556 1534 1529 76/0					
9	5	4	3	SMASHING PUMPKINS 1979 (Virgin) 1374 1325 1280 1113 73/0					
7	6	6	4	BUSH Glycerine (Trauma/Interscope) 1243 1238 1190 1171 69/0					
8	7	7	5	OZZY OSBOURNE See You On The Other Side (Epic) 1234 1223 1177 1119 74/1					
4	4	5	6	PEARL JAM I Got Id (Epic) 1188 1275 1318 1413 64/0					
—	24	10	7	GIN BLOSSOMS Follow You Down (A&M) 1069 872 583 72 68/7					
12	9	9	8	MELISSA ETHERIDGE I Want To Come Over (Island) 1057 1006 950 797 63/0					
2	3	3	9	TOM PETTY Waiting For Tonight (MCA) 1052 1376 1509 1726 57/0					
—	—	20	10	ZZ TOP She's Just Killing... (Los Hooligans/Epic Soundtrax) 978 690 186 9 64/6					
26	17	11	11	BOB SEGER Hands In The Air (Capitol) 942 869 685 415 62/1					
17	13	14	12	ALICE IN CHAINS Heaven Beside You (Columbia/CRG) 916 806 745 645 66/3					
23	15	13	13	OASIS Wonderwall (Epic) 903 810 701 508 62/3					
22	19	15	14	EVERCLEAR Santa Monica (Watch The World Die) (Capitol) 901 772 658 532 67/3					
5	8	8	15	KENNY WAYNE SHEPHERD Deja Voodoo (Giant/Reprise) 877 1038 1163 1260 57/0					
18	14	16	16	SPACEHOG In The Meantime (Sire/EEG) 846 746 711 623 68/0					
24	26	23	17	GOO GOO DOLLS Naked (Metal Blade/WB) 684 582 570 485 61/5					
BREAKER	18	18	18	DON HENLEY You Don't Know Me At All (Geffen) 645 424 169 80 56/11					
25	27	22	19	NIXONS Sister (MCA) 642 620 536 465 59/2					
16	16	19	20	SOUL ASYLUM Promises Broken (Columbia/CRG) 610 696 697 673 44/1					
19	23	21	21	HOOTIE & THE BLOWFISH Time (Atlantic) 580 627 607 619 34/2					
15	12	18	22	VICTOR Promise (Atlantic) 565 707 751 736 49/0					
27	28	27	23	SON VOLT Drown (WB) 564 545 455 408 49/6					
10	11	12	24	AC/DC Cover You In Oil (EastWest/EEG) 562 819 902 984 49/0					
BREAKER	25	25	25	DOG'S EYE VIEW Everything Falls Apart (Columbia/CRG) 537 430 328 246 60/12					
6	10	17	26	RED HOT CHILI PEPPERS My Friends (WB) 530 714 915 1247 49/1					
BREAKER	27	27	27	BROTHER CANE Voice Of Eujena (Virgin) 505 410 293 229 49/6					
—	40	34	28	RED HOT CHILI PEPPERS Aeroplane (WB) 482 346 238 142 46/6					
14	18	28	29	GOO GOO DOLLS Name (Metal Blade/WB) 451 529 660 755 50/0					
20	22	24	30	DAVE MATTHEWS BAND Satellite (RCA) 434 578 614 609 33/0					
13	20	25	31	BADLEES Fear Of Falling (Atlas/A&M) 430 567 656 790 37/0					
21	25	26	32	JOAN OSBORNE One Of Us (Blue Gorilla/Mercury) 426 546 583 603 32/0					
36	30	32	33	GREEN DAY Brain Stew (Reprise) 406 386 336 286 41/2					
—	39	37	34	BOTTLE ROCKETS I'll Be Comin' Around (TAG) 349 303 243 137 36/4					
29	29	33	35	TOADIES Possum Kingdom (Interscope) 329 367 358 360 27/0					
—	42	39	36	FOLK IMPLOSION Natural One (London/Island) 322 281 232 182 29/1					
—	46	41	37	BLUES TRAVELER The Mountains Win Again (A&M) 306 249 198 178 28/4					
—	48	43	38	JACKSON BROWNE Some Bridges (Elektra/EEG) 306 245 196 47 27/2					
DEBUT	39	39	39	ALANIS MORISSETTE Ironic (Maverick/Reprise) 269 165 141 97 23/5					
41	43	42	40	BODEANS Closer To Free (Slash/Reprise) 260 246 220 235 25/1					
—	45	44	41	TOADIES Away (Interscope) 255 234 205 161 28/1					
30	32	36	42	BLUES TRAVELER Hook (A&M) 239 311 328 359 26/0					
DEBUT	43	43	43	STABBING WESTWARD What Do I Have... (Columbia/CRG) 220 164 128 72 33/7					
32	36	40	44	BUSH Comedown (Trauma/Interscope) 214 259 287 333 25/0					
11	21	35	45	DON HENLEY The Garden Of Allah (Geffen) 212 329 630 925 26/0					
33	33	38	46	SILVERCHAIR Tomorrow (Epic) 200 285 312 327 22/0					
37	41	47	47	AC/DC Hard As A Rock (EastWest/EEG) 190 222 238 277 23/0					
DEBUT	48	48	48	FOO FIGHTERS Big Me (Capitol) 185 84 41 36 29/10					
50	49	50	49	EDWIN MCCAIN Sorry To A Friend (Lava/Atlantic) 185 186 195 183 20/0					
DEBUT	50	50	50	TOM PETTY You Get Me High (MCA) 180 123 100 82 13/2					

This chart reflects airplay from February 5-11. Songs ranked by total plays. Highlighted songs indicate Breaker. 83 Rock reporters. 80 current playlists. © 1996, R&R Inc.

NEW & ACTIVE

NATALIE MERCHANT Wonder (Elektra/EEG)
Total Plays: 150, Total Stations: 10, Adds: 0

KENNY WAYNE SHEPHERD Born With A Broken Heart (Giant/Reprise)
Total Plays: 148, Total Stations: 20, Adds: 9

ROLLING STONES Wild Horses (Virgin)
Total Plays: 131, Total Stations: 13, Adds: 1

BLUES TRAVELER Get Out Of Denver (A&M)
Total Plays: 105, Total Stations: 6, Adds: 1

PRESIDENTS OF THE UNITED STATES OF AMERICA Peaches (Columbia/CRG)
Total Plays: 85, Total Stations: 21, Adds: 12

SEVEN MARY THREE Water's Edge (Mammoth/Atlantic)
Total Plays: 84, Total Stations: 10, Adds: 1

ROLLING STONES I'm Free (Virgin)
Total Plays: 74, Total Stations: 5, Adds: 0

SCHTUM Skydiver (Work/CRG)
Total Plays: 72, Total Stations: 8, Adds: 0

RUST Not Today (Atlantic)
Total Plays: 70, Total Stations: 13, Adds: 4

WHITE ZOMBIE Super-Charger Heaven (Geffen)
Total Plays: 67, Total Stations: 11, Adds: 1

Songs ranked by total plays.

BREAKERS®

DON HENLEY
You Don't Know Me At All (Geffen)
TOTAL PLAYS/INCREASE: 645/221 TOTAL STATIONS/ADDS: 56/11 CHART: 18

DOG'S EYE VIEW
Everything Falls Apart (Columbia/CRG)
TOTAL PLAYS/INCREASE: 537/107 TOTAL STATIONS/ADDS: 60/12 CHART: 25

BROTHER CANE
Voice Of Eujena (Virgin)
TOTAL PLAYS/INCREASE: 505/95 TOTAL STATIONS/ADDS: 49/6 CHART: 27

MOST ADDED®

ARTIST TITLE LABEL(S) ADDS

- BEATLES Real Love (Apple/Capitol) 13
- DOG'S EYE VIEW Everything Falls... (Columbia/CRG) 12
- PRESIDENTS OF THE... Peaches (Columbia/CRG) 12
- DON HENLEY You Don't Know Me At All (Geffen) 11
- FOO FIGHTERS Big Me (Capitol) 10
- KENNY WAYNE SHEPHERD Born... (Giant/Reprise) 9
- FIG DISH Bury Me (Atlas/A&M) 7
- GIN BLOSSOMS Follow You Down (A&M) 7
- STABBING WESTWARD What Do I... (Columbia/CRG) 7

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S) TOTAL PLAY INCREASE

- ZZ TOP She's Just ... (Los Hooligans/Epic ST) +288
- DON HENLEY You Don't Know Me At All (Geffen) +221
- GIN BLOSSOMS Follow You Down (A&M) +197
- RED HOT CHILI PEPPERS Aeroplane (WB) +136
- EVERCLEAR Santa Monica (Watch...) (Capitol) +129
- ALICE IN CHAINS Heaven Beside... (Columbia/CRG) +110
- DOG'S EYE VIEW Everything Falls... (Columbia/CRG) +107
- ALANIS MORISSETTE Ironic (Maverick/Reprise) +104
- GOO GOO DOLLS Naked (Metal Blade/WB) +102
- FOO FIGHTERS Big Me (Capitol) +101

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)

- BROTHER CANE And Fools Shine On (Virgin)
- BOTTLE ROCKETS Radar Gun (TAG)
- COLLECTIVE SOUL December (Atlantic)
- MELISSA ETHERIDGE Your Little Secret (Island)
- SMASHING PUMPKINS Bullet With Butterfly... (Virgin)
- ALANIS MORISSETTE Hand In My... (Maverick/Reprise)
- LIVE Lightning Crashes (Radioactive)
- OZZY OSBOURNE Perry Mason (Epic)
- BOB SEGER Lock And Load (Capitol)
- BLUES TRAVELER Run-Around (A&M)

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

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ROCK PLAYLISTS

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

WMMR MARKET #5
Philadelphia
(215) 238-8000
Bonadonna/Hotberg

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
5	9	12	18		RED HOT CHILI.../Aeroplane
18	14	18			SOUL ASYLUM/Promises Broken
16	14	17			HOOTIE & BLOWFISH/Go Blind
15	15	17			COLLECTIVE SOUL/The World I Know
16	15	17			NATALIE MERCHANT/Wonder
12	11	16			MELISSA ETHERIDGE/I Want To Come Over
16	14	16			FOLK IMPLOSION/Natural One
8	7	7			OASIS/Wonderwall
9	14	17			JACKSON BROWNE/Some Bridges
12	17	15			SON VOLT/Drown
12	14	19			BOTTLE ROCKETS/It'll Be Comin'...
5	15	12			GIN BLOSSOMS/Follow You Down
10	11	13			DON HEMLEY/You Don't Know Me...
8	11	13			ALANIS MORISSETTE/You Learn
8	15	13			BLUES TRAVELER/Get Out Of Denver
10	11	12			PEARL JAM/ Got It
15	10	12			KENNY WAYNE SHEPHERD/Everybody Gets...
8	12	14			SOUTHERN CULTURE.../Camel Walk
5	9	8			AHMEE MANN/Choice In The Matter
15	13	10			SEVEN MARY THREE/Cumbersome
9	11	9			WARREN ZEVON/Things To Do In...
8	11	9			SPACEHOG/In The Meantime
8	15	10			JOAN OSBORNE/Right Hand Man
7	12	10			EVERCLEAR/Santa Monica...
16	17	9			TOM PETTY/Waiting For Tonight
8	8	9			STING/Let Your Soul Be...
8	8	9			BODEANS/Closer To Free
8	8	9			JEWEL/You Were Meant For
9	8	7			MELISSA ETHERIDGE/Really Like You

WBAB MARKET #12
Atlanta
(404) 325-0960
Hughes/Kepple

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
32	32	32			COLLECTIVE SOUL/The World I Know
28	32	28			TOM PETTY/Waiting For Tonight
25	23	28			GIN BLOSSOMS/Follow You Down
2	20	23			MELISSA ETHERIDGE/I Want To Come Over
25	30	29			NATALIE MERCHANT/Wonder
19	27	27			DON HEMLEY/You Don't Know Me...
29	30	29			BLUES TRAVELER/The Mountains Win...
9	9	10			BODEANS/Closer To Free
3	16	16			ZZ TOP/She's Just Killing...
7	11	14			BLESSID UNION OF.../Oh Virginia
9	11	10			SMASHING PUMPKINS/1979
10	11	10			SON VOLT/Drown
12	11	13			SPACEHOG/In The Meantime
12	9	12			DOG'S EYE VIEW/Everything Falls...
3	7	13			DAN BAIRD/Younger Face
7	12	10			BROTHER CANE/Voice Of Eujena
11	4	4			BADLES/Fear Of Falling
9	6	7			EVERCLEAR/Santa Monica...
3	5	6			VICTOR/Promise
2	4	7			3.1.B. THRILL/Diana
13	7	6			PEARL JAM/Long Road
13	7	6			STING/Let Your Soul Be...
20	19	8			DRIVIN'-N-CRYIN'/Underground Umbrella
1	1	1			BOB SEGER/Hands In The Air
1	1	1			RED HOT CHILI.../Aeroplane

WBAB MARKET #14
Long Island
(516) 587-1023
Levine/Tortora

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
26	21	25			COLLECTIVE SOUL/The World I Know
7	15	23			GIN BLOSSOMS/Follow You Down
25	23	25			JOAN OSBORNE/One Of Us
14	13	25			MELISSA ETHERIDGE/I Want To Come Over
17	10	15			SON VOLT/Drown
10	13	20			JACKSON BROWNE/Some Bridges
5	9	10			SMASHING PUMPKINS/1979
9	10	18			ZZ TOP/She's Just Killing...
14	12	14			DOG'S EYE VIEW/Everything Falls...
17	10	20			STING/Let Your Soul Be...
17	10	20			TOM PETTY/Waiting For Tonight
7	7	7			BROTHER CANE/Voice Of Eujena
7	7	7			BOB SEGER/Hands In The Air
20	11	12			BADLES/Fear Of Falling
11	9	11			BLUES TRAVELER/Hook
11	9	11			BUSH/Glycerine
11	8	14			OZZY OSBOURNE/See You On...
10	7	10			SEVEN MARY THREE/Cumbersome
7	5	6			JOAN OSBORNE/Right Hand Man
16	12	8			RED HOT CHILI.../My Friends
20	14	10			BOB SEGER/Lock And Load
16	15	10			GOO GOO DOLLS/Name
26	20	19			SOUL ASYLUM/Promises Broken
6	5	10			DON HEMLEY/You Don't Know Me...
26	20	19			DEEP BLUE SOMETHING/Breakfast At...
10	18	8			TOM PETTY/Cabin Down Below
5	7	7			BODEANS/Closer To Free
14	6	8			DON HEMLEY/The Garden Of Allah
23	13	10			HOOTIE & BLOWFISH/Time
5	7	5			OASIS/Wonderwall

94.3 & 103.9 WRON MARKET #14
Long Island's Best Rock
(516) 423-6740
Sheehan/Thompson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
24	22	21			OZZY OSBOURNE/See You On...
28	25	27			COLLECTIVE SOUL/The World I Know
27	25	25			SEVEN MARY THREE/Cumbersome
21	23	26			MELISSA ETHERIDGE/I Want To Come Over
26	22	24			HOOTIE & BLOWFISH/Time
22	21	21			ZZ TOP/She's Just Killing...
23	21	21			BOB SEGER/Hands In The Air
12	19	20			DON HEMLEY/You Don't Know Me...
21	20	20			KENNY WAYNE SHEPHERD/Deja Voodoo
9	9	10			ALICE IN CHAINS/Heaven Beside You
22	20	19			PEARL JAM/ Got It
20	18	18			AC/DC/Cover You In Oil
20	18	17			SOUL ASYLUM/Promises Broken
18	19	18			VICTOR/Promise
22	15	15			ROLLING STONES/Like A Rolling Stone
10	10	10			SPACEHOG/In The Meantime
10	10	10			DOG'S EYE VIEW/Everything Falls...
8	9	9			ROLLING STONES/Wide Horizons
12	10	9			NIXONS/Sister
12	10	9			SMASHING PUMPKINS/1979
11	10	8			BUSH/Glycerine
7	7	7			GOO GOO DOLLS/Name
6	7	7			HOOTIE & BLOWFISH/Only Wanna Be...
7	7	7			COLLECTIVE SOUL/December
28	12	7			DON HEMLEY/The Garden Of Allah
7	7	7			OZZY OSBOURNE/Perry Mason
8	7	7			AC/DC/Hard As A Rock
27	28	8			TOM PETTY/Waiting For Tonight
5	5	3			BLUES TRAVELER/Run-Around
7	7	7			TOM PETTY/Cabin Down Below

WDVE MARKET #19
Pittsburgh
(412) 937-1441
Romano

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
20	23	22			SON VOLT/Drown
19	19	23			BROTHER CANE/And Fools Shine On
10	18	23			EVERCLEAR/Santa Monica...
20	23	26			SEVEN MARY THREE/Cumbersome
19	22	20			GOO GOO DOLLS/Name
17	21	21			OZZY OSBOURNE/See You On...
19	15	21			BUSH/Glycerine
18	23	19			COLLECTIVE SOUL/The World I Know
16	20	22			BONEPONY/The Water's...
16	18	19			BADLES/Fear Of Falling
10	12	13			NIXONS/Sister
20	23	25			PEARL JAM/ Got It
21	22	17			BLUES TRAVELER/Hook
20	24	19			DAVE MATTHEWS BAND/Ants Marching
17	14	15			TOM PETTY/Waiting For Tonight
17	14	15			BUSH/Comedown
13	11	15			FOO FIGHTERS/Big Me
18	11	15			PEARL JAM/ Got It
15	18	13			ALICE IN CHAINS/Heaven Beside You
15	18	13			WANDERLUST/Walked
8	8	11			GREEN DAY/Brain Stew
11	9	11			SILVERCHAIR/Tomorrow
14	13	9			KENNY WAYNE SHEPHERD/Deja Voodoo
6	7	4			AC/DC/Cover You In Oil
10	8	7			BLACK CROWES/Wiser Time
10	8	7			BOB SEGER/Hands In The Air
3	6	7			KENNY WAYNE SHEPHERD/Born With...
4	3	5			HOOTIE & BLOWFISH/Running From...
4	3	5			BUSH/Everything Zen

KDKB MARKET #20
Phoenix
(602) 897-9300
Maranville/Peterson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
34	31	36			EVERCLEAR/Santa Monica...
15	14	42			GIN BLOSSOMS/Follow You Down
14	30	41			OZZY OSBOURNE/See You On...
34	31	36			SPACEHOG/In The Meantime
16	18	40			ZZ TOP/She's Just Killing...
14	17	17			NATALIE MERCHANT/Wonder
34	1	14			BODEANS/Closer To Free
14	14	16			SON VOLT/Drown
14	14	16			TOADIES/Away
14	14	15			JACKSON BROWNE/Some Bridges
14	14	15			MICHAEL MCDERMOTT/Summer Days
32	31	14			SEVEN MARY THREE/Cumbersome
35	30	14			LENNY KRAVITZ/Can't Get You Off...
14	14	14			MELISSA ETHERIDGE/Really Like You
14	14	14			OASIS/Wonderwall
34	30	13			NIXONS/Sister
33	31	38			REFRESHMENTS/Banditos
15	13	13			BOB SEGER/Hands In The Air
15	13	13			JOAN OSBORNE/Right Hand Man
34	14	9			DOG'S EYE VIEW/Everything Falls...
13	30	13			COLLECTIVE SOUL/The World I Know
3	4	9			GOO GOO DOLLS/Name
5	3	9			HOOTIE & BLOWFISH/Go Blind
17	7	9			ALICE IN CHAINS/Heaven Beside You
5	2	8			TOM PETTY/Waiting For Tonight
5	3	8			ALANIS MORISSETTE/Hand In My Pocket
2	8	8			BLUES TRAVELER/Run-Around
2	8	8			BUSH/Glycerine
2	8	8			JOAN OSBORNE/One Of Us
4	4	8			PEARL JAM/ Got It

WEBN MARKET #25
Cincinnati
(513) 621-9326
Dukes/Hardin

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
33	32	34			SEVEN MARY THREE/Cumbersome
19	27	33			EVERCLEAR/Santa Monica...
21	20	26			TOADIES/Possom Kingdom
32	33	31			COLLECTIVE SOUL/The World I Know
27	23	24			PEARL JAM/ Got It
20	19	21			NIXONS/Sister
19	20	20			KENNY WAYNE SHEPHERD/Deja Voodoo
12	21	18			LIVE/Alone
14	14	17			STABBING WESTWARD/What Do I Have To...
17	16	17			SMASHING PUMPKINS/1979
12	12	17			SPACEHOG/In The Meantime
5	12	16			DOG'S EYE VIEW/Everything Falls...
16	19	20			SEVEN MARY THREE/Water's Edge
14	17	14			BUSH/Machine Head
14	16	14			OZZY OSBOURNE/See You On...
12	12	12			AFGHAN WHISKEY/Honky's Ladder
8	10	12			TOADIES/Sister
8	10	12			GOO GOO DOLLS/Naked
15	12	14			ALICE IN CHAINS/Heaven Beside You
9	8	9			FOO FIGHTERS/It's A Party
14	16	11			ALICE IN CHAINS/Grind
7	10	10			TOADIES/Away
8	7	10			WHITE ZOMBIE/Super-Charger Heaven
8	8	8			FOR SOURBELLS/Mighty K.C.
9	8	8			COLLECTIVE SOUL/Simple
9	8	8			FOO FIGHTERS/Big Me
9	8	8			SOUL ASYLUM/Promises Broken
9	8	8			BOB SEGER/Hands In The Air
2	8	8			SON VOLT/Drown
2	8	8			SILVERCHAIR/Israel's Son

KCAL 96.7 MARKET #27
Riverside
(909) 793-3554
Shaw/Mathews

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
18	18	25			KENNY WAYNE SHEPHERD/Deja Voodoo
27	28	27			TOADIES/Possom Kingdom
25	28	29			COLLECTIVE SOUL/The World I Know
12	9	15			GREEN DAY/Brain Stew
12	10	15			OZZY OSBOURNE/See You On...
8	17	19			GIN BLOSSOMS/Follow You Down
11	11	13			SEVEN MARY THREE/Cumbersome
27	26	25			VAN HALEN/Feel'n
16	16	16			RED HOT CHILI.../Aeroplane
16	16	16			BUSH/Glycerine
16	16	16			AC/DC/Hard As A Rock
9	10	14			SMASHING PUMPKINS/1979
8	11	14			GREN/Sne Shines
16	16	15			SMASHING PUMPKINS/Bullet With...
27	27	13			PEARL JAM/ Got It
15	11	11			MELISSA ETHERIDGE/Your Little Sister
11	10	12			GOO GOO DOLLS/Name
8	9	11			SCHTUM/Skydive
10	8	11			ALICE IN CHAINS/Heaven Beside You
8	9	11			SPACEHOG/In The Meantime
8	9	11			EVERCLEAR/Santa Monica...
9	12	9			GOO GOO DOLLS/Naked
6	7	10			BAD RELIGION/A Walk
10	8	9			ALICE IN CHAINS/Heaven Beside You
10	8	9			DOG'S EYE VIEW/Everything Falls...
5	6	9			RANCID/Ruby Soho
9	8	8			ZZ TOP/She's Just Killing...
5	6	9			STABBING WESTWARD/What Do I Have To...
7	9	9			CANOEBOX/Simple Lessons
9	10	9			BROTHER CANE/And Fools Shine On

93.1 FM MARKET #28
Milwaukee
(414) 276-2040
Spilde

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
39	39	41			RED HOT CHILI.../My Friends
37	37	39			PEARL JAM/ Got It
39	39	38			BUSH/Glycerine
35	35	40			SEVEN MARY THREE/Cumbersome
22	22	26			TOADIES/Possom Kingdom
20	20	24			OFFSPRING/Self Esteem
21	21	20			CANOEBOX/Far Behind
16	22	23			GREEN DAY/When I Come Around
19	21	22			STONE TEMPLE PILOTS/Interstate Love Song
23	23	22			ALANIS MORISSETTE/Hand In My Pocket
15	15	19			



SKY DANIELS

Climbing The Tree

□ It's important knowing the right people in label hierarchies

Typically, most PDs know a label's local promotion rep and maybe the national head of Alternative. In the day-to-day routine, that's probably the extent of involvement between a station and a label.

But programmers who want to dedicate themselves to improving communication with labels and helping to break acts should familiarize themselves with more of a label's field personnel. Get to know the company tree — start at the branches.

At this point, it's important to state that the purpose of this article isn't to suggest ways to milk a record company for dollars. It's to show how having better relationships with record company hierarchies should result in working together strategically to establish acts.

Local Rep The Conduit

A local promotion representative has an incredibly demanding position. He's responsible for promoting his label's releases to radio. In fact, it's not uncommon for a rep to have to cater to the needs of over 50 stations. And a great local rep does even more. He unites the efforts of all those stations with the entire team of sales and marketing people that comprise his label's regional branch. Thus, given the demands on a local's time, an active programmer needs to make the effort to get that local to connect him to all the right people in the region.



Curt Eddy

PGD VP/Field Marketing **Curt Eddy** oversees the company's team of Alternative marketing reps. He recognizes the need for greater involvement with radio to strategically market records. And having been a former branch manager, he knows it's rare for a PD to get to know all the people at a label who can help totally bring home a record.

"Generally, only the truly sharp stations understand, to a degree, the distribution system at a label," Eddy notes. "Those stations do develop communication and interaction with the people at the company, be it the branch manager or regional sales rep. I used to make it a point every six months to run the territory with the local reps. They would introduce me to up-and-coming programmers. In turn, I would involve the people at the branch in supporting promotional efforts with that station. The good local reps know how to bring radio and the branches together."

Is it a programmer's responsibility to make the first move? "People at

□ People at the branches better have a relationship with the successful Alternative stations!

—Curt Eddy

the branches better have a relationship with the successful Alternative outlets! If you're a branch manager or an Alternative marketing rep, and you don't take the steps to familiarize yourself with the marquee Alternative station, then something is wrong. It's getting better as stations become more sophisticated, but I still don't think it's where it needs to be. Station programmers and branch personnel need to reach out and introduce themselves."

The branch manager sits at the top of a label's regional branch system. This person oversees all the efforts for that territory. Next is the branch sales manager, the person responsible for coordinating efforts at retail. Another important member is the individual label's regional sales representative. This person directs a good portion of the marketing dollars that go into a given project. Many of the directives to involve radio in marketing campaigns — be it support in the way of time buys or other promotional commitments — are sent from the national offices to the respective regional personnel.

"Labels want to properly direct their marketing dollars. The regional sales rep will know how and when to tie retail together with a station that has significant activity on a record."

Sometimes, it will be a record retailer who will come forward and suggest involvement in a marketplace. For this reason, an aggressive radio station should build relationships with the record chains in their markets. Eddy notes, "Retailers will come to us with their quarterly media plans. They will have their own advertising account with stations. Generally, though, the directives come from labels."

"A radio station's understanding of how a record company works should ultimately result in a cohesive marketing effort behind a record. It's not rocket science; but there is a little bit of bureaucracy that needs to be understood. This is an article that needs to be written. PDs need to know that if they really want to break

acts, it's more than just asking for time buys. Working with promotion, marketing, and sales will ensure a cooperative total effort."

Eddy adds that understanding how it all works can have another positive effect. "If you take the time to figure out and familiarize yourself with all the functions at a label or, conversely, at a station, you are going to likely help your career path as well. When it goes beyond 'adding a record,' there's an education process that, sadly, many people lack."

Micromarketing A Region

Uni Distribution Sr. Director/Marketing **Abbe Frank** relies on both the national and local promotion reps to help direct the company's field marketing. "The promotion people have to involve our marketing team with radio. They should be dragging our people in to meet the format leaders, if for no other reason than to show how broad our efforts can be in supporting our artists."



Abbe Frank

Once involved, radio needs to do its part to create synergy. "Sometimes Alternative radio can be very hit single-driven. We clearly base our commitment to artists on a longer development timeline than one song. It would help if radio could be patient and allow the pieces to fall together. *Live* is a great example of a band that was given time. Look at the positive results."

It is especially important for radio to know the regional players for another reason, says Frank.

□ We need a rate card that allows us to buy time for developing artists. If stations could work with us in this area, we'd be in a better position to buy time.

—Abbe Frank

"We are in an era of micromarketing our new and developing artists. If a station gets behind a record locally, we will direct that regional team to support that play, even if it isn't a national breakthrough yet.

"If there can be a better coordinated effort on a local basis, we

The Record Company Tree

Ever wonder who all those people at record company functions are? (Even if you work there?) Here's a generalized organizational tree of command:



might paint the picture that activates national interest. Most major chains are becoming sensitive to records that are market-specific. For that reason, the station that follows its own instincts definitely needs to know the branch players."

Frank appreciates the stations that extend themselves to breaking acts, but asks for one realistic consideration. "We need a rate card that allows us to buy time for developing artists. We don't always have a large budget for a new unproven act. If stations could work with us in this area, we'd be in a better position to buy time."

A Virtual Army

Cliff O'Sullivan, VP/Artist Development for CEMA Distribution realizes there's less than total mutual understanding between radio and a distribution system. He also realizes that for the working relationship to improve, it must be orchestrated through a label's promotion department. "It's a question of developing relationships over the long haul. Getting to know the players in a bureaucracy can be confusing. For that reason, a radio person shouldn't dive headlong into a branch and walk around politicking. For things to really work, the promotion person needs to be the point person. Somebody needs to choreograph the interaction."

Using the local promotion person as the conduit, radio should have deeper and broader concerns to discuss, as well. "Too often, the only concern is the 12- or 18-spot time buy. That tends to put everyone on the defensive. Where is the expressed concern for artist development in just that?"

O'Sullivan is relatively new to the distribution side, having worked 17 years within a label structure. As a result, he is also devoting much time to analyzing the hierarchies and how they relate to each other. "The individual labels aren't the only ones doing marketing. The parent distribution companies are also abetting the effort with their own teams: from regional directors to sales managers to marketing directors and their artist development reps.

"The ADRs are really our frontline in working with the developing artist stores. How many radio station

□ Getting to know the players in a bureaucracy can be confusing. A radio person shouldn't dive headlong into a branch. For things to really work, the promotion rep needs to be the point person.

—Cliff O'Sullivan

programmers know these people? They don't realize it, but they feel their work every day. Hopefully, the local promotion person is savvy enough to introduce radio to these people. Radio would probably appreciate the broader perspective."

O'Sullivan heralds the return of grassroots marketing as reason enough to align the forces. "We'd

been working *Everclear* on a grassroots basis *before it came out*. **Phil Costello** [Capitol's SR. VP/Promotion] says it's not unusual for a local Capitol person to take the marketing person on a radio call. Radio senses the commitment, and more people at the label are in sync with the radio play.

"Labels and parent distribution are willing to spend money; let's just do it in a strategic, rather than scatter-shot, manner. If we can create market awareness for *Everclear* aside from just radio play, then it stands to reason it will only compel more play ultimately. Radio won't feel it operates in a vacuum. A lot of this seems so elementary, but too often we don't tie it all together."

This columnist hopes that, as an Alternative programmer, you are dedicated to helping establish new artists. If you want to be successful at it, then there are times when you are going to have to go out on a limb. It wouldn't hurt to know the tree when you do.



ALTERNATIVE TOP 50

FEBRUARY 16, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	2	2	1	SMASHING PUMPKINS 1979 (<i>Virgin</i>)	2660	2759	2839	2859	87/0
1	1	1	2	OASIS Wonderwall (<i>Epic</i>)	2624	2902	2959	3070	82/0
5	3	3	3	GREEN DAY Brain Stew (<i>Reprise</i>)	2406	2380	2382	2324	82/0
12	8	4	4	ALANIS MORISSETTE Ironic (<i>Maverick/Reprise</i>)	2377	2251	2102	1935	84/0
14	11	5	5	ALICE IN CHAINS Heaven Beside You (<i>Columbia/CRG</i>)	2273	2148	2011	1682	83/2
7	5	6	6	EVERCLEAR Santa Monica (Watch The World Die) (<i>Capitol</i>)	2255	2126	2183	2181	76/0
13	9	9	7	SPACEHOG In The Meantime (<i>Sire/EEG</i>)	2171	2068	2054	1881	84/0
10	10	8	8	GOO GOO DOLLS Naked (<i>Metal Blade/WB</i>)	2079	2100	2034	1967	85/0
17	13	10	9	RED HOT CHILI PEPPERS Aeroplane (<i>WB</i>)	2019	2017	1860	1562	87/1
42	16	12	10	GIN BLOSSOMS Follow You Down (<i>A&M</i>)	1994	1930	1625	455	80/0
9	12	11	11	NO DOUBT Just A Girl (<i>Trauma/Interscope</i>)	1921	1967	1989	1985	77/1
27	21	15	12	PRESIDENTS OF THE UNITED... Peaches (<i>Columbia/CRG</i>)	1846	1736	1438	913	83/3
19	18	16	13	TORI AMOS Caught A Lite Sneeze (<i>Atlantic</i>)	1774	1635	1544	1361	84/3
3	4	7	14	BUSH Glycerine (<i>Trauma/Interscope</i>)	1751	2121	2369	2434	67/0
21	23	17	15	FOO FIGHTERS Big Me (<i>Capitol</i>)	1742	1589	1354	1189	81/5
6	7	13	16	COLLECTIVE SOUL The World I Know (<i>Atlantic</i>)	1690	1923	2107	2237	63/0
20	22	18	17	GARBAGE Only Happy When It Rains (<i>Almo Sounds/Geffen</i>)	1678	1582	1406	1236	80/1
4	6	14	18	PEARL JAM I Got Id (<i>Epic</i>)	1591	1893	2151	2392	68/0
11	14	19	19	SEVEN MARY THREE Cumbersome (<i>Mammoth/Atlantic</i>)	1400	1580	1858	1961	60/0
8	15	20	20	FOLK IMPLOSION Natural One (<i>London/Island</i>)	1361	1531	1792	2006	57/0
26	24	24	21	SALT Bluster (<i>Island</i>)	1312	1261	1155	923	74/4
31	25	25	22	STABBING WESTWARD What Do I Have... (<i>Columbia/CRG</i>)	1252	1129	986	821	70/4
16	17	21	23	RANCID Ruby Soho (<i>Epitaph</i>)	1126	1424	1575	1637	55/0
18	20	22	24	RADIOHEAD High & Dry (<i>Capitol</i>)	1080	1383	1441	1468	59/0
15	19	23	25	FOR SQUIRRELS Mighty K.C. (<i>550 Music</i>)	1052	1323	1531	1638	49/0
BREAKER			26	RUBY Tiny Meat (<i>Creation/Work/CRG</i>)	1028	773	655	444	62/6
BREAKER			27	SON VOLT Drown (<i>WB</i>)	1019	977	912	735	50/2
BREAKER			28	TOADIES Away (<i>Interscope</i>)	1015	968	936	805	60/1
25	30	28	29	TOADIES Possum Kingdom (<i>Interscope</i>)	797	794	836	929	43/0
—	—	46	30	BUSH Machine Head (<i>Trauma/Interscope</i>)	723	460	339	228	43/8
46	40	34	31	DOG'S EYE VIEW Everything Falls Apart (<i>Columbia/CRG</i>)	722	636	512	435	41/6
—	—	42	32	SMASHING PUMPKINS Zero (<i>Virgin</i>)	683	527	323	196	43/10
—	—	40	33	JARS OF CLAY Flood (<i>Silvertone</i>)	679	539	334	189	43/9
40	36	35	34	311 All Mixed Up (<i>Capricorn</i>)	664	626	552	486	40/1
30	33	33	35	NATALIE MERCHANT Wonder (<i>Elektra/EEG</i>)	628	670	802	845	27/0
50	44	41	36	DEL AMITRI Tell Her This (<i>A&M</i>)	608	535	441	373	36/0
43	39	37	37	NIXONS Sister (<i>MCA</i>)	600	549	518	451	41/6
—	—	49	38	GRAVITY KILLS Guilty (<i>TVT</i>)	597	421	276	162	51/10
23	31	31	39	JOAN OSBORNE One Of Us (<i>Blue Gorilla/Mercury</i>)	593	720	832	1106	36/0
—	43	39	40	3 LB. THRILL Diana (<i>57/550 Music</i>)	585	541	459	334	39/6
22	26	30	41	DAVE MATTHEWS BAND Satellite (<i>RCA</i>)	582	763	955	1177	30/0
—	—	50	42	OASIS Champagne Supernova (<i>Epic</i>)	573	419	224	111	43/13
24	29	32	43	LOUD LUCY Ticking (<i>DGC/Geffen</i>)	509	705	896	1042	29/1
29	35	43	44	SMASHING PUMPKINS Bullet With Butterfly Wings (<i>Virgin</i>)	504	517	631	845	36/1
DEBUT			45	SILVERCHAIR Israel's Son (<i>Epic</i>)	500	375	195	137	44/5
36	38	45	46	GOO GOO DOLLS Name (<i>Metal Blade/WB</i>)	449	475	550	663	29/0
—	49	48	47	SCHTUM Skydiver (<i>Work/CRG</i>)	446	424	395	352	39/2
DEBUT			48	ERIC MATTHEWS Fanfare (<i>Sub Pop</i>)	440	407	365	270	32/2
28	32	36	49	POE Trigger Happy Jack (<i>Modern/Atlantic</i>)	426	566	802	897	29/0
DEBUT			50	BOTTLE ROCKETS I'll Be Comin' Around (<i>TAG</i>)	418	388	350	308	25/2

This chart reflects airplay from February 5-11. Songs ranked by total plays. Highlighted songs indicate Breaker.
89 Alternative reporters. 82 current playlists. © 1996, R&R Inc.

BREAKERS®

RUBY			TINY MEAT (<i>Creation/Work/CRG</i>)		CHART
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	
1028/255	62/6		1019/42	50/2	26 27
SON VOLT			DROWN (<i>WB</i>)		CHART
1019/42	50/2		1015/47	60/1	28
TOADIES			AWAY (<i>Interscope</i>)		CHART
1015/47	60/1				

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
AFGHAN WHIGS Honky's Ladder (<i>Elektra/EEG</i>)	43
PEARL JAM Leaving Here (<i>Epic</i>)	28
BAD RELIGION A Walk (<i>Atlantic</i>)	20
OASIS Champagne Supernova (<i>Epic</i>)	13
GRAVITY KILLS Guilty (<i>TVT</i>)	10
PULP Common People (<i>Polydor/Island</i>)	10
SMASHING PUMPKINS Zero (<i>Virgin</i>)	10
JARS OF CLAY Flood (<i>Silvertone</i>)	9
BUSH Machine Head (<i>Trauma/Interscope</i>)	8
LOVE AND ROCKETS Sweet... (<i>American/Reprise</i>)	8

Richard, Roland, Aaron, Rick, Marco, Summers, Ziebarth, Alexa, and Stephanie.
What do all these people have in common?

PULP

"Common People" ISLAND

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BUSH Machine Head (<i>Trauma/Interscope</i>)	+263
RUBY Tiny Meat (<i>Creation/Work/CRG</i>)	+255
BAD RELIGION A Walk (<i>Atlantic</i>)	+178
GRAVITY KILLS Guilty (<i>TVT</i>)	+176
SMASHING PUMPKINS Zero (<i>Virgin</i>)	+156
OASIS Champagne Supernova (<i>Epic</i>)	+154
FOO FIGHTERS Big Me (<i>Capitol</i>)	+153
JARS OF CLAY Flood (<i>Silvertone</i>)	+140
TORI AMOS Caught A Lite Sneeze (<i>Atlantic</i>)	+139
AFGHAN WHIGS Honky's Ladder (<i>Elektra/EEG</i>)	+134

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
RED HOT CHILI PEPPERS My Friends (<i>WB</i>)
ALANIS MORISSETTE All I Really... (<i>Maverick/Reprise</i>)
BLUES TRAVELER Hook (<i>A&M</i>)
PRESIDENTS OF THE UNITED... Lump (<i>Columbia/CRG</i>)
BUSH Comedown (<i>Trauma/Interscope</i>)
SILVERCHAIR Tomorrow (<i>Epic</i>)
FOO FIGHTERS I'll Stick Around (<i>Capitol</i>)
TOAD THE WET.. Good Intentions (<i>Columbia/CRG</i>)
LIVE All Over You (<i>Radioactive</i>)
DEEP BLUE... Breakfast At... (<i>RainMaker/Interscope</i>)

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.



the nixons

"SISTER"

MOST ADDED!
R&R ALTERNATIVE **37**
R&R ACTIVE ROCK **10**
342 MODERN ROCK SPINS, 1.4 MILLION AUDIENCE

NEW AIRPLAY:
WENZ WCHZ WLUM WAQZ
CIMX WQXA WEND KNRQ

KLZR #3 Phones
KCXX Top 10 Phones
WXEG Top 10 Phones
WEDG Top 10 Callout

Already On **ON**
Over 45 **TOUR**
Alternative **NOW!**
Stations!



ALTERNATIVE REPORTERS

Stations and their adds listed alphabetically by market

<p>WEQX/Albany, NY PD: Ian Harrison APD/MD: Marc Alghini AFGHAN WHIGS "Ladder" RUBY "Tiny" PETE DROGE "Grit" GRAVITY KILLS "Guilty" BLOOM "Steward" PULP "Common"</p> <p>WQBK/Albany, NY OW/MD: Dan Binder MD: Kelly McManara AFGHAN WHIGS "Ladder" 3 LB. THRILL "Diana"</p> <p>KTEG/Albuquerque, NM PD: Sandy Horowitz MD: Julie Hoyt NO DOUBT "Grit" AFGHAN WHIGS "Ladder" TOADIES "Away" GARBAGE "Happy"</p> <p>WNNX/Atlanta, GA PD: Brian Philips APD: Leslie Fram MD: Sean Demery 18 BAD RELIGION "Walk" 9 ENYA "Anywhere" 8 BOTTLE ROCKETS "Around"</p> <p>WJSE/Atlantic City, NJ OM/MD: Dave King JOAN OSBORNE "Man" PULP "Common" FIG DISH "Bury" ERIC MATTHEWS "Fantare" DOG'S EYE VIEW "Falls" BABYLON ZOO "SpaceMan" SUPERBUCKERS "Mana" PRESIDENTS OF... "Peaches"</p> <p>WCHZ/Augusta, GA DM/MD: Eric Hall MD: Todd Haller DC TALK "Jesus" NIXONS "Sister" AFGHAN WHIGS "Ladder"</p> <p>KNNC/Austin, TX PD/MD: Mike Peer 20 BAD RELIGION "Walk" 12 PEARL JAM "Leaving" AFGHAN WHIGS "Ladder" REPLICANTS "Unknown"</p> <p>KROX/Austin, TX PD: Sara Trexler APD/MD: Lloyd Hocutt 10 TRACY CHAPMAN "Reason" 7 ENYA "Anywhere" FOO FIGHTERS "Big" RENTALS "Waiting" TOO MUCH JOY "Kids"</p> <p>WBCN/Boston, MA VP/Programming: Oedipus MD: Carter Alan APD: Steven Strick 7 PEARL JAM "Leaving" GRAVITY KILLS "Guilty" RUBY "Tiny"</p> <p>WFNX/Boston, MA PD: Troy Smith APD: Todd Wilkinson MD: Laurie Gail 4 FUZZY "Grit" AFGHAN WHIGS "Ladder" BAD RELIGION "Walk" PEARL JAM "Leaving" PRESIDENTS OF... "Confusion" VISION THING "Dream" COURJOURY "Monday" SEAWED "Magic"</p> <p>WEDG/Buffalo, NY PD: Vince Richards MD: Rich Wall 24 PEARL JAM "Leaving" AFGHAN WHIGS "Ladder" WHITE ZOMBIE "Heaven"</p> <p>WUNX/Cape Cod, MA PD: Chris Botes MD: Steve Binder 7 JOAN OSBORNE "Man" 7 COWBOY JUNKIES "Disaster" 6 BAD RELIGION "Walk" RUST "Today" DOG'S EYE VIEW "Falls" FUZZY "Grit" JOSH CLAYTON-FELT "Window" AFGHAN WHIGS "Ladder"</p>	<p>WPGU/Champaign, IL PD: Jay Schulman APD: Naomi Adams MD: Kim Haskell 2 PEARL JAM "Leaving" 1 JOSH CLAYTON-FELT "Window" 3 LB. THRILL "Diana"</p> <p>WEND/Charlotte, NC PD: Jack Daniel MD: Kim Monroe PEARL JAM "Leaving" NIXONS "Sister" OASIS "Champagne" SALT "Bluster" GRAVITY KILLS "Guilty" SILVERCHAIR "Israel's" BUSH "Machine"</p> <p>WKQX/Chicago, IL PD: Bill Gamble APD/MD: Mary Shuminas 15 PEARL JAM "Leaving" 8 MARILYN MANSON "Sweet" 5 MINISTRY "Lay" AFGHAN WHIGS "Ladder" RANCID "Junkie"</p> <p>WAQZ/Cincinnati, OH PD/MD: Matthew Harris APD: Sterling Schiessler 37 AFGHAN WHIGS "Ladder" 26 HOOTIE & BLOWFISH "Blind" 13 BEN FOLDS FIVE "Underground" RUBY "Tiny" COWBOY JUNKIES "Disaster" NIXONS "Sister"</p> <p>WOXY/Cincinnati, OH PD: Dave Tellmann MD: Dorsie Fyffe 3 SWALES "Cradle" 1 AFGHAN WHIGS "Ladder" 1 LUSH "Ladykiller" 1 JOHN WESLEY HARDING "King"</p> <p>WENZ/Cleveland, OH PD: Ric "Rocco" Bennett MD: Sean Robertson AFGHAN WHIGS "Ladder" GRAVITY KILLS "Guilty" LUSH "Ladykiller" NIXONS "Sister"</p> <p>WMMS/Cleveland, OH VP/Dir./Ops.: John Gorman APD/MD: Doug Kubinski SMASHING PUMPKINS "Zero" PEARL JAM "Leaving"</p> <p>KDGE/Dallas, TX PD: Joel Folger MD: Jay Michaels 14 OASIS "Champagne" 14 BUSH "Machine" 14 SILVERCHAIR "Israel's"</p> <p>WXEG/Dayton, OH PD: Mike Stern MD: Jeff Stevens 8 AFGHAN WHIGS "Ladder" BOGMEN "Suddenly" DOG'S EYE VIEW "Falls" PEARL JAM "Leaving"</p> <p>KTCL/Denver, CO PD: John Hayes MD: Mary Moses 4 FUZZY "Grit" 17 FOO FIGHTERS "Big" 8 JARS OF CLAY "Flood" 7 SON VOLT "Drown" 6 TRACY CHAPMAN "Reason"</p> <p>CIMX/Detroit, MI Program Mgr: Murray Brookshaw PD/MD: Vince Canova 16 ALANIS MORISSETTE "Dougha" 12 AFGHAN WHIGS "Ladder" 3 STABBING WESTWARD "What"</p> <p>WHYT/Detroit, MI PD: Garrett Michaels MD: Alex Tear Asst. MD: Caeri Bertrand LOUD LUCY "Ticking" AFGHAN WHIGS "Ladder"</p> <p>KFRF/Fresno, CA PD: Don O'Neal MD: Carla Gonzalez No Adds</p>	<p>WGRD/Grand Rapids, MI PD: Alan Fee MD: Leann Curtis BAD RELIGION "Walk" JOSH CLAYTON-FELT "Window"</p> <p>WQXA/Harrisburg, PA PD: John Moschitta MD: Scott McFadden AFGHAN WHIGS "Ladder" BUSH "Machine" GRAVITY KILLS "Guilty" 3 LB. THRILL "Diana" NIXONS "Sister" JARS OF CLAY "Flood" MINISTRY "Lay" SMASHING PUMPKINS "Zero"</p> <p>WMRQ/Hartford, CT PD: John Knapp MD: Gina Crash 1 BLUES TRAVELER "Hook" BAD RELIGION "Walk" 3 LB. THRILL "Diana"</p> <p>KTBJ/Houston, TX PD: Cruze APD: Steve Robison MD: David Sadof 4 22 BRIDES "Lullaby" 1 TOO MUCH JOY "Kids" OASIS "Champagne"</p> <p>WPLA/Jacksonville, FL PD: Jim Randall APD: Beaner MD: Greg Brady 16 CRUEL SEA "Lawyer" 14 MENTHOL "Stress" 11 GOOPS "Appetites" 11 LIMBLIFTER "Screwed" 11 JESUS & MARY CHAIN "Hate" 5 BEN FOLDS FIVE "Underground"</p> <p>KISF/Kansas City, MO PD: Jon Anthony APD: Ed Parreira MD: Jason Justice AFGHAN WHIGS "Ladder" JARS OF CLAY "Flood"</p> <p>KLZR/Kansas City, MO PD: Roger The Dodger MD: Bob Osburn 8 AFGHAN WHIGS "Ladder" 7 BAD RELIGION "Walk" GIRLS AGAINST BOYS "Super-Fire" OASIS "Champagne" 22 BRIDES "Lullaby" PEARL JAM "Leaving"</p> <p>WWDX/Lansing, MI Acting PD: Mark Copeland Acting APD: Hardy AFGHAN WHIGS "Ladder" AMMONIA "Drugs" BABYLON ZOO "SpaceMan" MR. MIRAINGA "Bag" PEARL JAM "Leaving" PULP "Common"</p> <p>KEDG/Las Vegas, NV OM: Steve Hoffman PD: John Griffin MD: Freddy Snakeskin 13 GRAVITY KILLS "Guilty" 11 PULP "Common" SMASHING PUMPKINS "Zero" BUSH "Machine" LIMBLIFTER "Screwed" ALICE IN CHAINS "Heaven" SILVERCHAIR "Israel's" OASIS "Champagne" RENTALS "Waiting" SALT "Bluster"</p> <p>KKNB/Lincoln, NE PD: Erik Johnson AFGHAN WHIGS "Ladder" LOVE AND ROCKETS "Hangover" MR. MIRAINGA "Bag" JOAN OSBORNE "Man" PULP "Common"</p> <p>WORE/Long Island, NY PD: Ted Taylor 21 BOGMEN "Suddenly" 20 RENTALS "Waiting" 20 JARS OF CLAY "Flood" 15 LIMBLIFTER "Screwed" 15 PETE DROGE "Grit" DOG'S EYE VIEW "Falls" FUZZY "Grit" JOSH CLAYTON-FELT "Window"</p>	<p>KROQ/Los Angeles, CA PD: Kevin Weatherly APD: Gene Sandbloom MD: Lisa Worden AFGHAN WHIGS "Ladder" NOFX "Philly" ERIC MATTHEWS "Fantare"</p> <p>WXNW/Louisville, KY PD: Rick Jamie MD: Dave Abbott SCHTUM "Skydive" MEICES "Wow!" AIMEE MANN "Matter" JARS OF CLAY "Flood"</p> <p>WMAD/Madison, WI PD: Brad Hanson APD/MD: Trevor Scott DOG'S EYE VIEW "Falls" AFGHAN WHIGS "Ladder" MINISTRY "Lay" STABBING WESTWARD "What" GRAVITY KILLS "Guilty"</p> <p>WRXQ/Memphis, TN PD: Tony Williams MD: Diana Gee PEARL JAM "Leaving" AFGHAN WHIGS "Ladder" GRAVITY KILLS "Guilty"</p> <p>WLVN/Milwaukee, WI PD: Tommy Wilde APD: Bryan Erwin MD: Zerrin Bulut 15 SMASHING PUMPKINS "Tonight" 6 RUBY "Tiny" NIXONS "Sister"</p> <p>KEGE/Minneapolis, MN PD: John Lassman MD: Wade Linder 24 BUSH "Machine" 24 SMASHING PUMPKINS "Zero" 6 PEARL JAM "Leaving" 5 AFGHAN WHIGS "Ladder" COWBOY JUNKIES "Disaster"</p> <p>KREV/Minneapolis, MN PD/MD: Kevin Cole APD: Shelley Miller 14 BAD RELIGION "Walk" OASIS "Champagne" PEARL JAM "Leaving" TRACY CHAPMAN "Reason" WHITE ZOMBIE "Heaven" SMALL "Vegas" BALLOON GUY "Incident"</p> <p>KDJK/Modesto, CA PD/MD: Kozman No Adds</p> <p>WHTG/Monmouth-Ocean, NJ 14 SMASHING PUMPKINS "Zero" BABYLON ZOO "SpaceMan" JOAN OSBORNE "Ladder" LUSH "Ladykiller" DOG'S EYE VIEW "Falls" RUST "Today" HUM "Pod"</p> <p>WRLG/Nashville, TN OM: John Lenac PD/MD: Julie Forman SILVERCHAIR "Israel's" SMASHING PUMPKINS "Zero" PEARL JAM "Leaving" AFGHAN WHIGS "Ladder" BAD RELIGION "Walk" SMASHING PUMPKINS "Zero" JARS OF CLAY "Flood"</p> <p>WZRH/New Orleans, LA PD: Jack Snyder MD: Darren Gauthier ROCKET FROM... "Young" AFGHAN WHIGS "Ladder" PULP "Common" LOVE AND ROCKETS "Hangover" LENNY KRAVITZ "Mind" 22 BRIDES "Lullaby" TOO MUCH JOY "Kids" SMASHING PUMPKINS "Zero" OASIS "Champagne" BAD RELIGION "Walk" CUSTOMERS "Bastards"</p> <p>WXRK/New York, NY PD: Andre Gardner 5 GRAVITY KILLS "Guilty"</p>	<p>WKOC/Norfolk, VA PD/MD: Mark Bradley 3 ALANIS MORISSETTE "Learn" 2 GUN BLOSSOMS "Figure" 2 STABBING WESTWARD "What" 2 GUN BLOSSOMS "Job" 2 LOVE AND ROCKETS "Hangover"</p> <p>WROX/Norfolk, VA PD: Perry Stone APD/MD: Al Mitchell 6 MEAT PUPPETS "Taste" AFGHAN WHIGS "Ladder" BAD RELIGION "Walk" LOVE AND ROCKETS "Hangover"</p> <p>KGOE/Omaha, NE PD: Lynn Barstow MD: John Stewart AFGHAN WHIGS "Ladder" PEARL JAM "Leaving" BOTTLE ROCKETS "Around"</p> <p>KRRK/Omaha, NE VP/Programming: Matt Markel DM/MD: Nick Meloy APD: Kevin Calahan 2 OASIS "Champagne" 2 AFGHAN WHIGS "Ladder" 1 TORI AMOS "Sneez" SPARKLE HORSE "Treat"</p> <p>WJRR/Orlando, FL OM/MD: John Frost APD/MD: Steve Robertson 5 JARS OF CLAY "Flood" PRESIDENTS OF... "Peaches"</p> <p>WDWW/Pensacola, FL MD: Lorraine MD: Joel Sampson RENTALS "Waiting" OASIS "Champagne"</p> <p>WIBF/Philadelphia, PA DM: Jim McGuinn PEARL JAM "Leaving" BAD RELIGION "Walk" BUSH "Machine" MEICES "Wow!" BABYLON ZOO "SpaceMan" AFGHAN WHIGS "Ladder" DISHWALLA "Cars"</p> <p>WPLY/Philadelphia, PA MD: Chuck Tisa 5 FOO FIGHTERS "Big"</p> <p>KEOJ/Phoenix, AZ 5 PEARL JAM "Leaving" 3 LB. THRILL "Diana"</p> <p>WNRQ/Pittsburgh, PA PD: Phil Manning MD: Booker No Adds</p> <p>WXOX/Pittsburgh, PA PD: Chris Winter MD: Steve Frankenberg 25 BROTHER CAME "Foods" 18 BUSH "Machine" 18 TORI AMOS "Sneez" SALT "Bluster" SMASHING PUMPKINS "Zero"</p> <p>KBBT/Portland, OR PD: Dave Numme MD: Al Scott 19 AFGHAN WHIGS "Ladder" PEARL JAM "Leaving" RANCID "Lock" BAD RELIGION "Walk" SMASHING PUMPKINS "Zero"</p> <p>KNRK/Portland, OR PD: Mark Hamilton MD: Matt Souther 12 RUBY "Tiny" BAD RELIGION "Walk" PEARL JAM "Leaving" AFGHAN WHIGS "Ladder"</p> <p>WOST/Poughkeepsie, NY PD: Dave Leonard APD: Dave Doud MD: Nic Harcourt COWBOY JUNKIES "Disaster" OASIS "Champagne" AFGHAN WHIGS "Ladder" PULP "Common" NATALIE MERCHANT "Jealousy" RUST "Today" MEICES "Wow!" BJORK "Hyper-Ball" BLUETONES "Puting" 22 BRIDES "Lullaby"</p>	<p>WBRU/Providence, RI PD: Alexa Tobin MD: Stephanie Hindley 16 OASIS "Champagne" 14 BABYLON ZOO "SpaceMan" 11 SILVERCHAIR "Israel's" 2 AFGHAN WHIGS "Ladder" LOVE AND ROCKETS "Hangover" PULP "Common" AMMONIA "Drugs" FRANK BLACK "Men"</p> <p>WOGF/Providence, RI PD/MD: Brent Petersen 23 FOO FIGHTERS "Big" 18 STABBING WESTWARD "What" 18 GOOPS "Appetites" 14 SMASHING PUMPKINS "Butterfly" 13 311 "Messed" 8 MINISTRY "Lay" 4 AMY ARENA "Excuse" 4 OASIS "Cam" SALT "Bluster" GRAVITY KILLS "Guilty" AFGHAN WHIGS "Ladder" NIRVANA "Radio" BUSH "Machine" PEARL JAM "Leaving"</p> <p>KORB/Quad Cities, IA PD: Steve Gunner REVO HOT CHILL... "Aeroplane"</p> <p>KRZQ/Reno, NV PD: Rob "Blaze" Brooks MD: Rip Ewing 8 NO DOUBT "Sonderwebs" 3 BAD RELIGION "Walk" 2 AFGHAN WHIGS "Ladder" 2 PULP "Common"</p> <p>WBZU/Richmond, VA PD: J.J. Quest MD: Mike Scott 11 RUST "Today" SCHTUM "Skydive" PEARL JAM "Leaving" JARS OF CLAY "Flood" WHITE ZOMBIE "Heaven" WHIPPING BOY "Twinkle"</p> <p>WVGO/Richmond, VA PD: Bill Glasser APD: Paul Shugrue MD: Kevin Matthews No Adds</p> <p>KCXX/Riverside, CA PD: Chuck Summers MD: Dwight Arnold PETE DROGE "Grit" CHRIS ISAKA "Graduation" ZEN COWBOYS "Counter" LOVE AND ROCKETS "Fever" LOVE AND ROCKETS "Hangover"</p> <p>WNVE/Rochester, NY PD/MD: Erik Anderson 7 PEARL JAM "Leaving" TORI AMOS "Sneez" RENTALS "Waiting"</p> <p>KWDD/Sacramento, CA PD/MD: Alex Cosper AFGHAN WHIGS "Ladder" PEARL JAM "Leaving"</p> <p>KXRX/Salt Lake City, UT VP/Ops. & Prog. Mike Summers MD: Sean Ziebarth 12 PULP "Common" 10 BAD RELIGION "Walk" 10 LOVE AND ROCKETS "Hangover"</p> <p>XHRM/San Diego, CA DM: Bryan Jones PD: Kelli Cluque MD: Brynn Capella LOVE AND ROCKETS "Hangover" STING "Sou" ALICE IN CHAINS "Heaven" PRESIDENTS OF... "Peaches" COWBOY JUNKIES "Disaster" JARS OF CLAY "Flood" GARBAGE "Tallahassee" SON VOLT "Drown"</p> <p>XTRA/San Diego, CA PD/MD: Mike Halloran APD: Scott Struber OASIS "Champagne" PEARL JAM "Leaving" AFGHAN WHIGS "Ladder"</p>	<p>KITS/San Francisco, CA VP/Programming: Richard Sands MD: Roland West AFGHAN WHIGS "Ladder"</p> <p>KOME/San Jose, CA DM: Ron Nenni PD/MD: Jay Taylor 7 BAD RELIGION "Walk"</p> <p>KJEE/Santa Barbara, CA GM/MD: Eddie Gutierrez MD: Deanne Salfren 15 DISHWALLA "Cars" 10 MINISTRY "Lay" 7 OASIS "Champagne" 7 BAD RELIGION "Walk" 7 AFGHAN WHIGS "Ladder"</p> <p>KNDD/Seattle, WA PD: Rick Lambert MD: Marco Collins 32 EVERCLEAR "Heartspark" 10 GOODNESS "Superwise" PEARL JAM "Leaving" NOFX "Philly" AMMONIA "Drugs" AFGHAN WHIGS "Ladder" RENTALS "Waiting"</p> <p>WHMP/Springfield, MA MD: Adam Wright MD: Nick Danjer 26 FOO FIGHTERS "Big" 3 LIMBLIFTER "Screwed" 3 OASIS "Riff" 3 GOOPS "Appetites" JOSH CLAYTON-FELT "Window" BAD RELIGION "Walk"</p> <p>KTOZ/Springfield, MO PD: Matt Jones MD: Julie Bahre 11 RUBY "Tiny" 4 JOSH CLAYTON-FELT "Window" HUM "Pod" PEARL JAM "Leaving" PHILIPPER KINGS "Charms"</p> <p>KMYZ/Tulsa, OK PD: Paul Krieger MD: Gregg Kocsak 4 AFGHAN WHIGS "Ladder" HEATHER MOVA "Angel" 3 LB. THRILL "Diana"</p> <p>WPBZ/West Palm Beach, FL PD: Amy Doyle MD: Robert English BAD RELIGION "Walk" AFGHAN WHIGS "Ladder" SMASHING PUMPKINS "Zero" PEARL JAM "Leaving"</p>
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89 Total Reporters
89 Current Reporters
82 Current Playlists

Reported Frozen
Playlist (2):
KPOU/Honolulu, HI
WNFZ/Knoxville, TN

Did Not Report,
Playlist Frozen (5):
CKEY/Buffalo, NY
WRXZ/Indianapolis, IN
KNPT/St. Louis, MO
WXSX/Tallahassee, FL
WHFS/Washington, DC

Note: WXWX Greenville,
SC is no longer an
Alternative Reporter.

NEW & ACTIVE

<p>FRANK BLACK Men In Black (American/WB) Total Plays: 408, Total Stations: 28, Adds: 1</p> <p>BEN FOLDS FIVE Underground (Pass/Caroline) Total Plays: 349, Total Stations: 21, Adds: 2</p> <p>GOD LIVES UNDERWATER All Wrong (American/Reprise) Total Plays: 328, Total Stations: 23, Adds: 0</p> <p>LIMBLIFTER Screwed It Up (Mercury) Total Plays: 327, Total Stations: 27, Adds: 4</p> <p>RUST Not Today (Atlantic) Total Plays: 327, Total Stations: 25, Adds: 4</p> <p>RENTALS Waiting (Maverick/Reprise) Total Plays: 310, Total Stations: 30, Adds: 6</p> <p>MENTHOL Stress Is Best (Capitol) Total Plays: 287, Total Stations: 19, Adds: 1</p>	<p>AIMEE MANN Choice In The Matter (DGC/Geffen) Total Plays: 283, Total Stations: 19, Adds: 1</p> <p>SMASHING PUMPKINS Tonight, Tonight (Virgin) Total Plays: 258, Total Stations: 16, Adds: 1</p> <p>TRACY CHAPMAN Give Me One Reason (Elektra/EEG) Total Plays: 257, Total Stations: 25, Adds: 3</p> <p>BOGMEN Suddenly (Arista) Total Plays: 257, Total Stations: 17, Adds: 2</p> <p>GOOPS Vulgar Appetites (Kinetic/Reprise) Total Plays: 246, Total Stations: 23, Adds: 3</p> <p>WHITE ZOMBIE Super-Charger Heaven (Geffen) Total Plays: 240, Total Stations: 27, Adds: 3</p> <p>MINISTRY Lay Lady Lay (WB) Total Plays: 214, Total Stations: 21, Adds: 5</p>	<p>JOAN OSBORNE Ladder (Blue Gorilla/Mercury) Total Plays: 212, Total Stations: 14, Adds: 1</p> <p>BLUR Charmless Man (Virgin) Total Plays: 204, Total Stations: 15, Adds: 0</p> <p>BAD RELIGION A Walk (Atlantic) Total Plays: 203, Total Stations: 29, Adds: 20</p> <p>MR. MIRAINGA Bag Lady (Way Cool Music/MCA) Total Plays: 178, Total Stations: 19, Adds: 2</p> <p>EVERCLEAR Heartspark Dollarsign (Capitol) Total Plays: 172, Total Stations: 6, Adds: 1</p> <p>JONATHA BROOKE & THE STORY Nothing Sacred (Blue Thumb) Total Plays: 145, Total Stations: 10, Adds: 0</p>
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Songs ranked by total plays.

3rd Week Most Added!

Alternative Chart 49-38

Just Convicted:

WXRK WENZ WEND KEDG WQXA
WBCN WDGE WRXQ WEQX WMAD

Contact Gary Jay or John Perrone at:
(212) 979-6410
FAX: (212) 979-6489

ALTERNATIVE PLAYLISTS

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

92.3

MARKET #1

WXRK/New York
(212) 750-0550
Gardner

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
40	41	40			OASIS/Wonderwall
42	36	40			GREEN DAY/Brain Stew
31	28	40			SPACEHOG/In The Meantime
20	26	34			NO DOUBT/Just A Girl
10		20			GOLDFINGER/Here In Your Bedroom
23	27	27			SONIC YOUTH/The Diamond Sea
23	27	27			FOO FIGHTERS/Big Me
28	27	28			SALT/Bluster
20	17	28			EVERCLEAR/Santa Monica...
7	21	28			RANCID/Lock, Step And Gone
27	27	25			FOLK IMPLOSION/Natural One
26	24	24			TOADIES/Possum Kingdom
31	30	24			SEVEN MARY THREE/Cumbersome
15	24	23			ALICE IN CHAINS/Heaven Beside You
17	24	23			COLLECTIVE SOUL/The World I Know
35	24	21			PEARL JAM/ Got It
27	20	21			EVERCLEAR/Santa Monica...
23	24	21			PRESIDENTS OF.../Peaches
26	24	20			ELASTIC/Smutter
8	13	20			STABBING WESTWARD/What Do I Have To...
35	20	19			SMASHING PUMPKINS/1979
12	19	20			BUSH/Machine Head
35	19	19			BUSH/Glycerine
23	18	18			ALANIS MORISSETTE/Ironic
48	18	17			SMASHING PUMPKINS/Bullet With...
18	18	17			RED HOT CHILI.../My Friends
13	21	15			SMASHING PUMPKINS/Zero
16	19	14			RUBY/Tiny Meat
22	14	14			RANCID/Ruby Soho
20	19	14			GARBAGE/Only Happy When...

WORLD CLASS KROQ

MARKET #2

KROQ/Los Angeles
(818) 567-1067
Weatherly/Sandblom/
Worden

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
40	39	40	41		GREEN DAY/Brain Stew
36	37	38			OASIS/Wonderwall
25	38	40			SMASHING PUMPKINS/Zero
17	17	27	37		SONIC YOUTH/The Diamond Sea
39	36	34	35		SMASHING PUMPKINS/1979
20	31	35	30		BUSH/Glycerine
12	26	29			NO DOUBT/Just A Girl
12	18	28			FOO FIGHTERS/Big Me
12	17	20	24		RANCID/Lock, Step And Gone
24	19	21	20		PRESIDENTS OF.../Peaches
18	20	17	19		OASIS/Champagne Supernova
21	15	19	19		COLLECTIVE SOUL/The World I Know
28	19	20	19		FOLK IMPLOSION/Natural One
30	20	28	18		NO DOUBT/Just A Girl
12	16	18	17		GOLDFINGER/Here In Your Bedroom
17	14	14	17		EVERCLEAR/Santa Monica...
21	18	17	17		RED HOT CHILI.../My Friends
21	18	17	17		SEVEN MARY THREE/Cumbersome
24	18	21	16		TOADIES/Possum Kingdom
21	18	15	15		TORI AMOS/Caught A Lite Sneeze
23	11	15	14		GARBAGE/Only Happy When...
11	10	13	14		BUSH/Machine Head
36	24	14	14		ALANIS MORISSETTE/Ironic
17	12	14	14		SALT/Bluster
12	12	14	14		ALICE IN CHAINS/Heaven Beside You
12	14	11	13		RADIOHEAD/High & Dry
21	25	21	21		SPACEHOG/In The Meantime
19	13	13	13		SMASHING PUMPKINS/Bullet With...
16	12	13	13		RUBY/Tiny Meat

Q101

MARKET #3

WKQX/Chicago
(312) 527-8348
Gamble/Shurinas

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
47	45	45	45		SMASHING PUMPKINS/1979
22	44	45			OASIS/Wonderwall
35	44	33	42		BUSH/Machine Head
41	25	40	37		STABBING WESTWARD/What Do I Have To...
46	41	43	37		PEARL JAM/ Got It
44	47	46	37		ALICE IN CHAINS/Heaven Beside You
37	34	32	36		SEVEN MARY THREE/Cumbersome
23	30	33	35		NO DOUBT/Just A Girl
33	35	24	31		OASIS/Champagne Supernova
34	36	32	31		COLLECTIVE SOUL/The World I Know
35	32	32	30		FOLK IMPLOSION/Natural One
47	19	27	23		GOO GOO DOLLS/Naked
17	19	27	23		3 L.B. THRILL/Diana
37	35	31	26		RUBY/Tiny Meat
24	23	22	25		SMASHING PUMPKINS/Zero
41	33	33	23		OASIS/Wonderwall
22	19	22	23		EVERCLEAR/Santa Monica...
33	24	20	20		TOADIES/Away
12	20	19	19		PRESIDENTS OF.../Peaches
21	40	38	19		RED HOT CHILI.../Aeroplane
30	29	23	16		LOUD LUCY/Ticking
32	27	20	15		GARBAGE/Only Happy When...
10	11	18	15		GRAVITY KILLS/Guilty
10	11	18	15		PEARL JAM/Leaving Here
13	13	15	14		SILVERCHAIR/Strafz
11	10	10	10		WHITE ZOMBIE/Charger Heaven
9	10	10	10		FOO FIGHTERS/Big Me
21	22	14	13		KORN/Shoots & Ladders
21	11	13	13		SATCHEL/Suffering

LIVE 105

MARKET #4

KITS/San Francisco
(415) 512-1053
Sands/West

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
13	23	32			EVERCLEAR/Santa Monica...
27	22	21	29		NATALIE MERCHANT/Wonder
27	26	27			CHRIS ISAK/Go Walking Down...
8	16	15	24		SMASHING PUMPKINS/Zero
16	26	24	24		STABBING WESTWARD/What Do I Have To...
29	19	11	23		GREEN DAY/Brain Stew
30	24	23	23		OASIS/Wonderwall
17	14	12	28		SALT/Bluster
20	16	17	20		PRESIDENTS OF.../Peaches
29	27	30			SMASHING PUMPKINS/1979
10	22	21	19		SPACEHOG/In The Meantime
18	17	19			GRAVITY KILLS/Guilty
17	16	19			RUBY/Tiny Meat
17	16	19			BLUR/Charmless Man
17	16	19			ERIC MATTHEWS/Fantare
18	19	18			PULP/Common People
10	17	18			JARS OF CLAY/Flood
32	16	15	17		ALANIS MORISSETTE/Ironic
21	29	27	25		BUSH/Glycerine
26	20	30	15		RADIOHEAD/High & Dry
8	17	20	15		OASIS/Champagne Supernova
15	15	15	15		NOFX/Hot Dog In A Hallway
18	18	18	15		FOO FIGHTERS/Big Me
12	11	18	13		ALICE IN CHAINS/Heaven Beside You
20	19	15	13		GARBAGE/Only Happy When...
16	11	13	13		TORI AMOS/Caught A Lite Sneeze
18	17	16	17		NATALIE MERCHANT/Carival
19	15	12	10		ECHO BELL/Ying Of The Kerb
18	17	10	10		WHIPPING BOY/Twinkle (She's...)
10	17	9	9		BUSH/Machine Head

103.0 FM WDRE

MARKET #5

WBIF/Philadelphia
(215) 884-9400
McGuinn

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
22	20	29	42		SPACEHOG/In The Meantime
19	28	40			GIN BLOSSOMS/Follow You Down
38	37	40			GREEN DAY/Brain Stew
38	42	39			RANCID/Ruby Soho
17	40	39			ALANIS MORISSETTE/Ironic
21	40	36			RED HOT CHILI.../Aeroplane
17	40	36			EVERCLEAR/Santa Monica...
39	42	25	30		OASIS/Wonderwall
27	29	28			POE/Trigger Happy Jack
29	29	28			LOUD LUCY/Ticking
20	28	27			NO DOUBT/Just A Girl
2	15	20			GARBAGE/Only Happy When...
20	20	27			GREASE/She Shines
28	20	26			T11/Don't Stay Home
26	23	26			ALICE IN CHAINS/Heaven Beside You
24	23	25			GOO GOO DOLLS/Naked
26	24	23			FOR SQUIRRELS/Mighty K.C.
18	21	23			FOO FIGHTERS/Big Me
25	25	23			TOADIES/Coming From...
19	23	22			PRESIDENTS OF.../Peache
19	23	22			NIXONS/Sister
10	23	22			GRAVITY KILLS/Guilty
4	19	21			SALT/Bluster
2	18	19			RENTALS/Waiting
19	18	20			GOD LIVES UNDERWATER/All Wrong
17	15	20			RADIOHEAD/High & Dry
13	18	20			TORI AMOS/Caught A Lite Sneeze
14	17	18			T11/Mixed Up
5	16	15			SELF/Canon
18	15	16			JARS OF CLAY/Flood

Y100

MARKET #5

WPLY/Philadelphia
(610) 565-8900
Tisa

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
29	31	31	49		ALANIS MORISSETTE/Ironic
43	44	45	48		BLUES TRAVELER/Hook
46	48	45	46		SMASHING PUMPKINS/1979
47	47	47	47		SMASHING PUMPKINS/Zero
48	42	46	44		EVERYTHING BUT.../Missing
27	39	41	41		BUSH/Glycerine
31	32	30	32		FOLK IMPLOSION/Natural One
31	31	29	31		GOO GOO DOLLS/Naked
31	29	29	31		COLLECTIVE SOUL/The World I Know
31	29	30	31		TOADIES/Possum Kingdom
5	23	30	31		BODEANS/Closer To Free
38	25	43	30		PEARL JAM/ Got It
7	12	15	30		EVERCLEAR/Santa Monica...
5	17	20	30		GIN BLOSSOMS/Follow You Down
20	26	27	29		HOOTIE & BLOWFISH/Time
17	28	29	29		SEVEN MARY THREE/Cumbersome
14	13	17	27		RED HOT CHILI.../My Friends
30	32	42	27		GOO GOO DOLLS/Name
46	34	31	27		WANDERLUST/It's Walked
29	42	32	27		NATALIE MERCHANT/Wonder
24	20	27	27		TOAD THE WET.../Good Intentions
46	45	29	25		BUSH/Comedown
26	40	30	25		LISA LOEB/Do You Sleep?
11	14	25	24		SMASHING PUMPKINS/Bullet With...
18	16	15	15		GREEN DAY/Brain Stew
19	15	14	15		NO DOUBT/Just A Girl
14	16	15	14		PRESIDENTS OF.../Peaches
17	12	14	14		RADIOHEAD/High & Dry
17	15	17	14		RANCID/Ruby Soho

89X

MARKET #6

CIWX/Detroit
(313) 961-9811
Brookshaw/Cannova

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
46	46	45	45		GREEN DAY/Brain Stew
46	47	46	45		EVERCLEAR/Santa Monica...
47	47	45	44		ALICE IN CHAINS/Heaven Beside You
47	47	45	42		MENTAL/It's Best
43	47	43	42		PEARL JAM/ Got It
39	39	39	40		FOLK IMPLOSION/Natural One
30	39	39	40		SEVEN MARY THREE/Cumbersome
42	39	37	37		OASIS/Wonderwall
25	30	38	37		GARBAGE/Only Happy When...
6	23	34	36		SILVERCHAIR/Shade
11	19	48	34		SMASHING PUMPKINS/Zero
38	36	38	31		SALT/Bluster
43	37	35	30		SMASHING PUMPKINS/1979
25	25	27	27		COLLECTIVE SOUL/The World I Know
38	24	27	27		ALANIS MORISSETTE/Ironic
28	28	23	25		GOO GOO DOLLS/Naked
7	26	24	24		FOO FIGHTERS/Big Me
25	18	23	23		IMBREGO/Amelia Earhart
25	18	23	23		GANDARVAS/Drop
26	25	22	22		PRESIDENTS OF.../Peaches
6	23	23	23		RUBY/Tiny Meat
7	23	22	22		WHITE ZOMBIE/Super-Charger Heaven
21	26	24	21		HAYDEN/Bad As They Seem
38	35	23	21		RED HOT CHILI.../Aeroplane
31	26	24	21		RANCID/Ruby Soho
22	21	22	20		LIMBLIFTER/Screwed It Up
26	24	19	19		MYSTERY MACHINE/Brand New Song
29	22	23	19		THRUSH HERMIT/Hated It
48	45	41	18		BUSH/Glycerine

WHTY

MARKET #6

WHY?/Detroit
(313) 871-3030
Michaels/Tear

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
47	53	54	54		EVERYTHING BUT.../Missing
53	48	52	52		EVERCLEAR/Santa Monica...
53	51	52	52		OASIS/Wonderwall
46	49	51	51		ALANIS MORISSETTE/Ironic
51	51	51	51		COLLECTIVE SOUL/The World I Know
50	49	48	48		SMASHING PUMPKINS/1979
12	42	45	45		GIN BLOSSOMS/Follow You Down
42	49	43	43		JOAN OSBORNE/One Of Us
29	36	43	43		HOOTIE & BLOWFISH/Time
14	19	43	43		FOO FIGHTERS/Big Me
28	37	41	41		BUSH/Glycerine
17	20	40	40		SPACEHOG/In The Meantime
5	31	37	37		ALICE IN CHAINS/Heaven Beside You
25	34	31	31		NATALIE MERCHANT/Wonder

ALTERNATIVE PLAYLISTS

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

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

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
26	27	26	29	DASIS/Wonderwall	
26	28	26	27	GREEN DAY/Brain Stew	
27	26	27	26	ALICE IN CHAINS/Heaven Beside You	
27	26	26	26	BUSH/Glycerine	
26	26	26	26	PEARL JAM/Got Id	
28	25	25	25	LIVE/irs	
20	20	22	26	RANCID/Ruby Soho	
27	28	28	28	SMASHING PUMPKINS/1979	
28	27	28	28	EVERCLEAR/Santa Monica	
-	-	-	-	PRESIDENTS OF.../Peaches	
26	25	27	25	FOR SQUIRRELS/Mighty K.C.	
27	25	25	25	SILVERCHAIR/Pure Massacre	
26	25	26	25	GOO GOO DOLLS/Naked	
20	20	20	20	GREN/Sne Shines	
18	24	22	25	NIXONS/Sister	
27	27	27	27	SON VOLT/Drown	
28	26	26	25	COLLECTIVE SOUL/The World I Know	
-	-	-	-	BROTHER CAME/And Fools Shine On	
24	25	24	24	GOO GOO DOLLS/Flat Top	
16	20	24	24	FOO FIGHTERS/Big Me	
-	-	-	-	SHOVELJERK/Unwind	
24	24	24	24	SMASHING PUMPKINS/Tonight, Tonight	
15	19	19	19	TOADIES/Away	
28	26	23	23	SEVEN MARY THREE/Cumbersome	
25	25	23	23	SPACEHOG/In The Meantime	
26	25	24	22	STABBING WESTWARD/What Do I Have To...	
27	27	25	21	CIV/CAN'T Wait One...	
-	-	-	-	RED HOT CHILI.../Aeroplane	
21	20	19	19	CANDLEBOX/Simple Lessons	
-	-	-	-	BUSH/Machine Head	

MARKET #20
KEDJ/Phoenix
(602) 266-1360

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
44	41	-	-	52	GREEN DAY/Brain Stew
41	41	-	-	51	ALANIS MORISSETTE/Ironic
29	39	-	-	51	SMASHING PUMPKINS/1979
28	28	-	-	51	SMASHING PUMPKINS/Bullet With...
27	27	-	-	51	TOADIES/Possum Kingdom
-	-	-	-	50	BUSH/Comedown
30	30	-	-	50	SEVEN MARY THREE/Cumbersome
39	39	-	-	49	BUSH/Glycerine
27	27	-	-	49	SONIC YOUTH/The Diamond Sea
-	-	-	-	28	ELASTICA/Stutter
29	29	-	-	27	EVERCLEAR/Santa Monica
4	4	-	-	27	GARBAGE/Only Happy When...
38	38	-	-	27	NO DOUBT/Just A Girl
29	29	-	-	26	RANCID/Ruby Soho
30	30	-	-	25	SALT/Bluster
3	3	-	-	25	OASIS/Champagne Supernova
28	28	-	-	24	RUBY/Tiny Meat
26	26	-	-	24	SPACEHOG/In The Meantime
-	-	-	-	24	STABBING WESTWARD/What Do I Have To...
29	29	-	-	24	COLLECTIVE SOUL/The World I Know
-	-	-	-	24	FOO FIGHTERS/I'll Stick Around
41	41	-	-	24	FOLK IMPLOSION/Natural One
26	26	-	-	23	PRESIDENTS OF.../Peaches
39	39	-	-	22	PEARL JAM/Got Id
27	27	-	-	22	ALICE IN CHAINS/Heaven Beside You
-	-	-	-	22	ALANIS MORISSETTE/All I Really Want
43	43	-	-	22	OASIS/Wonderwall
-	-	-	-	21	RED HOT CHILI.../My Friends
3	3	-	-	18	BUSH/Machine Head
11	11	-	-	18	SMASHING PUMPKINS/Zero

MARKET #22
107.9 WEND
CLEVELAND'S MODERN ROCK
WENZ/Cleveland
(216) 861-0100
Bennett/Robertson

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
18	41	41	43	ALANIS MORISSETTE/Ironic	
20	19	42	42	SPACEHOG/In The Meantime	
42	46	41	41	NO DOUBT/Just A Girl	
42	46	41	41	FOR SQUIRRELS/Mighty K.C.	
16	44	44	40	ALICE IN CHAINS/Heaven Beside You	
41	42	39	39	EVERCLEAR/Santa Monica	
42	40	40	39	COLLECTIVE SOUL/The World I Know	
38	41	41	39	SMASHING PUMPKINS/1979	
38	42	37	37	GREEN DAY/Brain Stew	
21	18	21	21	LISA LOEB/Tatly	
18	17	17	20	FOO FIGHTERS/Big Me	
16	17	17	20	RADIOHEAD/High & Dry	
17	17	17	20	DEL AMITRI/Tell Her This	
-	-	-	-	RENTALS/Waiting	
-	-	-	-	JARS OF CLAY/Flood	
-	-	-	-	AIMEE MANN/Choice In The Matter	
17	19	19	18	PRESIDENTS OF.../Peaches	
21	21	18	18	DOG'S EYE VIEW/Everything Falls...	
18	21	18	18	GOO GOO DOLLS/Naked	
23	18	18	18	SON VOLT/Drown	
15	15	15	18	TORI AMOS/Caught A Life Sneeze	
19	19	19	17	BEEN FOLDS FIVE/Underground	
15	14	14	17	TOADIES/Away	
23	19	19	17	RUBY/Tiny Meat	
17	18	17	17	LOUD LUCY/Ticking	
-	-	-	-	BLUR/Charismatic Man	
18	18	17	17	MELISSA ETHERIDGE/I Want To Come Over	
-	-	-	-	GIN BLOSSOMS/Follow You Down	
19	19	16	16	3 L.B. THRILL/Diana	
-	-	-	-	MENHOL/Stress Is Best	

MARKET #22
WMMW/Cleveland
(216) 781-9667
Gorman/Kubinski

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
34	34	39	43	EVERCLEAR/Santa Monica	
42	43	43	42	TOADIES/Possum Kingdom	
33	38	40	42	GOO GOO DOLLS/Don't Change	
40	33	39	40	SEVEN MARY THREE/Cumbersome	
43	45	40	39	COLLECTIVE SOUL/The World I Know	
46	40	39	39	PEARL JAM/Got Id	
45	44	41	38	SMASHING PUMPKINS/1979	
39	39	41	38	BUSH/Glycerine	
34	35	34	34	SPACEHOG/In The Meantime	
32	37	37	32	BEN FOLDS FIVE/Underground	
32	41	37	32	OASIS/Wonderwall	
14	16	26	32	NO DOUBT/Just A Girl	
26	31	31	31	STABBING WESTWARD/What Do I Have To...	
23	25	31	30	DAVE MATTHEWS BAND/Satellite	
4	18	30	30	PRESIDENTS OF.../Peaches	
20	22	26	29	GREEN DAY/Brain Stew	
19	19	24	27	ALICE IN CHAINS/Heaven Beside You	
19	19	24	27	DAVE MATTHEWS BAND/Ants Marching	
14	21	21	24	MARILYN MANSON/Sweet Dreams...	
26	29	27	23	GOO GOO DOLLS/Naked	
25	26	25	23	DOG'S EYE VIEW/Everything Falls...	
-	-	-	-	BLUES TRAVELER/The Mountains Win...	
-	-	-	-	RED HOT CHILI.../Aeroplane	
-	-	-	-	FOR SQUIRRELS/Mighty K.C.	
40	27	22	18	BUSH/Comedown	
11	14	17	18	311/All Mixed Up	
-	-	-	-	MENHOL/Stress Is Best	
19	17	18	18	JIM CROW/Empty My Mind	
-	-	-	-	LENNY KRAVITZ/Can't Get You Off...	
17	18	16	16	FOO FIGHTERS/Big Me	

MARKET #23
KTCL/Denver
(303) 571-1232
Hayes/Moses

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
21	29	34	37	DAVE MATTHEWS BAND/Satellite	
16	32	37	37	GIN BLOSSOMS/Follow You Down	
24	34	36	36	HOOTIE & BLOWFISH/Time	
23	28	33	36	NATALIE MERCHANT/Jalousie	
36	32	34	36	COLLECTIVE SOUL/The World I Know	
33	36	38	33	SMASHING PUMPKINS/1979	
33	34	32	33	COLLECTIVE SOUL/The World I Know	
17	29	30	30	CHRIS ISAAK/Go Walking Down...	
27	24	24	24	TORI AMOS/Caught A Life Sneeze	
5	-	-	-	DOG'S EYE VIEW/Everything Falls...	
16	9	27	22	JOAN OSBORNE/Ladder	
21	24	20	21	DEL AMITRI/Tell Her This	
-	-	-	-	BODEANS/Closer To Free	
-	-	-	-	MELISSA ETHERIDGE/I Want To Come Over	
20	20	21	19	SPACEHOG/In The Meantime	
23	13	17	17	RADIOHEAD/High & Dry	
17	23	35	37	RED HOT CHILI.../Aeroplane	
-	-	-	-	FOO FIGHTERS/Big Me	
19	23	18	17	AIMEE MANN/Choice In The Matter	
17	25	15	15	BUSH/Glycerine	
-	-	-	-	ENYA/Anywhere Is	
-	-	-	-	16 HORSEPOWER/Black Soul Choir	
-	-	-	-	JARS OF CLAY/Flood	
-	-	-	-	SON VOLT/Drown	
-	-	-	-	TRACY CHAPMAN/Give Me One Reason	
-	-	-	-	NIXONS/Sister	

MARKET #24
KBBT/Portland, OR
(503) 222-1011
Nurme/Scott

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
38	40	40	46	SMASHING PUMPKINS/1979	
22	16	21	42	GOO GOO DOLLS/Naked	
20	34	40	40	ALANIS MORISSETTE/Ironic	
39	41	39	37	ALICE IN CHAINS/Heaven Beside You	
46	34	42	36	PEARL JAM/Got Id	
38	25	26	35	GREEN DAY/Brain Stew	
27	26	31	31	SPACEHOG/In The Meantime	
38	27	34	31	OASIS/Wonderwall	
-	-	-	-	OASIS/Champagne Supernova	
43	42	43	29	COLLECTIVE SOUL/The World I Know	
21	24	20	28	EVERCLEAR/Santa Monica	
-	-	-	-	JOSH CLAYTON-FELT/Window	
23	19	24	26	TOADIES/Away	
12	23	26	26	RUST/Not Today	
27	22	17	25	ERIC MATTHEWS/Fantare	
-	-	-	-	SON VOLT/Drown	
17	23	23	25	SALT/Bluster	
-	-	-	-	JARS OF CLAY/Flood	
-	-	-	-	OISHWALLA/Counting Blue Cars	
29	27	26	24	RED HOT CHILI.../Aeroplane	
-	-	-	-	OASIS/Sunday Drivers	
24	23	24	23	LIMBLIFTER/Screwed It Up	
-	-	-	-	GIN BLOSSOMS/Follow You Down	
21	25	25	23	3 L.B. THRILL/Diana	
-	-	-	-	BLUR/Charismatic Man	
26	42	29	21	GARBAGE/Only Happy When...	
-	-	-	-	RUBY/Tiny Meat	
24	25	26	20	FRANK BLACK/Men In Black	
24	23	25	20	TORI AMOS/Caught A Life Sneeze	
-	-	-	-	WHIPPING BOY/Winkie (She S...)	

MARKET #24
KNRK/Portland, OR
(503) 223-1441
Hamilton/Souther

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
41	41	37	38	GREEN DAY/Brain Stew	
25	23	38	38	ALANIS MORISSETTE/Ironic	
21	37	38	38	ALICE IN CHAINS/Heaven Beside You	
21	40	38	38	EVERCLEAR/Santa Monica	
14	22	22	38	NO DOUBT/Just A Girl	
24	23	23	36	FOO FIGHTERS/Big Me	
41	21	26	32	SMASHING PUMPKINS/1979	
-	-	-	-	3 L.B. THRILL/Diana	
26	22	23	24	BOTTLE ROCKETS/I'll Be Comin'...	
24	23	28	24	GARBAGE/Only Happy When...	
19	22	22	24	GIN BLOSSOMS/Follow You Down	
-	-	-	-	PETE DROGE/Beautiful Girl	
-	-	-	-	REFRESHMENTS/Banditos	
-	-	-	-	RUST/Not Today	
24	23	22	24	SON VOLT/Drown	
-	-	-	-	OASIS/Champagne Supernova	
24	20	21	23	SALT/Bluster	
43	11	10	22	CHRIS ISAAK/Go Walking Down...	
43	22	19	22	TOADIES/Away	
-	-	-	-	PRESIDENTS OF.../Peaches	
16	17	16	17	STABBING WESTWARD/What Do I Have To...	
25	12	13	15	FOR SQUIRRELS/Mighty K.C.	
12	12	11	14	COLLECTIVE SOUL/The World I Know	
14	10	10	10	GOO GOO DOLLS/Naked	
-	-	-	-	LOU LUCY/Ticking	
-	-	-	-	SMASHING PUMPKINS/Zero	
12	12	13	13	SPACEHOG/In The Meantime	
-	-	-	-	RUBY/Tiny Meat	

MARKET #25
WAQZ/Cincinnati
(513) 621-9326
Harris/Schessler

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
16	24	34	42	DOG'S EYE VIEW/Everything Falls...	
24	28	42	42	CHRIS ISAAK/Go Walking Down...	
48	42	44	41	EVERCLEAR/Santa Monica	
30	45	38	39	FOLK IMPLOSION/Natural One	
43	41	19	37	NATALIE MERCHANT/Wonder	
11	26	29	36	ALANIS MORISSETTE/Ironic	
42	40	35	33	DAVE MATTHEWS BAND/Satellite	
49	40	41	33	SMASHING PUMPKINS/1979	
11	13	27	29	SOUL ASYLUM/Promises Broken	
25	27	29	29	BODEANS/Closer To Free	
26	26	27	28	LISA LOEB/Tatly	
-	-	-	-	HOOTIE & BLOWFISH/Go Blind	
24	23	18	24	COLLECTIVE SOUL/The World I Know	
-	-	-	-	TRACY CHAPMAN/Give Me One Reason	
-	-	-	-	GIN BLOSSOMS/Follow You Down	
19	20	24	23	TORI AMOS/Caught A Life Sneeze	
11	10	20	23	AMY ARENA/Excuse Me	
15	8	20	21	FOR SQUIRRELS/Mighty K.C.	
18	21	28	21	GOO GOO DOLLS/Naked	
-	-	-	-	JEWEL/You Were Meant...	
37	19	12	19	SEVEN MARY THREE/Cumbersome	
-	-	-	-	PRESIDENTS OF.../Peaches	
7	8	13	19	GREEN DAY/Brain Stew	
13	17	14	18	RANCID/Ruby Soho	
13	11	12	19	PEARL JAM/Got Id	
17	20	17	21	NO DOUBT/Just A Girl	
19	23	29	14	ALANIS MORISSETTE/All I Really Want	
16	15	18	14	PEARL JAM/Long Road	
9	10	11	14	POE/Trigger Happy Jack	

MARKET #25
WOXY/Cincinnati
(513) 523-4114
Teilmann/Fytfe

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
1	10	10	20	AIMEE MANN/Choice In The Matter	
10	20	20	20	HANK/Simple	
10	8	20	20	FRANK BLACK/Men In Black	
10	11	20	19	PRESIDENTS OF.../Peaches	
20	10	10	19	BOTTLE ROCKETS/I'll Be Comin'...	
20	10	11	10	OASIS/Sne's Electric	
-	-	-	-	1	FOR SQUIRRELS/8 O'2 PM
11	10	10	10	TOO MUCH JOY/The Kids Don't...	
10	8	10	10	GIORGIO/Fun On Ice	
10	10	10	10	AUPOIED BY VOICES/Game Of Pricks	
1	10	11	10	LOU REED/hookywooky	
-	-	-			

NEW MUSIC SPECIALTY SHOWS

Lush Makes A 'Killing'

Lush (4AD/Reprise) have been climbing steadily for the last three weeks. This week "Ladykillers" tops the panel.

The impact of "Ladykillers" continues to be felt by R&R's exclusive panel of Specialty Show reporters. Each week acceptance has grown, with this week's reporters including WNNX (99X)/Atlanta, KTBZ/Houston, WBCN/Boston, KPNT/St. Louis, and WROX/Norfolk. Impact from play at these outlets bodes well for broader acceptance. Definitely one to watch.

KUPD/Tempe, AZ

Generation U

Sample Hour

February 2 at 7pm



ENGINE 88 Mangos (Caroline)

AMMONIA Drugs (Murmur)

HAGFISH Happiness (London)

HUMPERS Sarcasmatron (Epitaph)

RUTH RUTH Uptight (American)

RUST Not Today (Atlantic)

KISS THE CLOWN Slow In The Sand (Rotten)

SLIDER I Wanna Go (A&M)

GARBAGE Only Happy When It Rains (Almo Sounds/Geffen)

BUCK O NINE Miselou (Taang!)

SIGNIFICANT ACTION

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

LUSH (4AD/Reprise)
RENTALS (Maverick/Reprise)
WRENS (Grass)
JARS OF CLAY (Silvertone)
AFGHAN WHIGS (Elektra)
WHIPPING BOY (Columbia/CRG)
3 LB. THRILL (57/550 Music)
BUCK O NINE (Taang!)
NOISE ADDICT (Grand Royal)
GRAVITY KILLS (TVT)

GAINING MOMENTUM

Babylon Zoo (EMI)
 Airplay Includes: KTBZ, WBCN, KCXX, KROX, KPNT "Spaceman"
Limblifter (Mercury)
 Airplay Includes: WROX, KROX, WEDG, XTRA, KKNB "Screwed"
Ruth Ruth (American)
 Airplay Includes: KKNB, WQXA, XTRA, WROX, KUPD "Uptight"
Pulp (Island)
 Airplay Includes: WBCN, WROX, XTRA, KTBZ, WLUM "Common"
Ruby (Creation/Work/CRG)
 Airplay Includes: KROX, WROX, KCXX, KKNB "Tiny"
Rocket From The Crypt (Interscope)
 Airplay Includes: KROX, WROX, KXKR, XTRA "69", "Young", "Rope"
Refreshments (Mercury)
 Airplay Includes: XTRA, KXKR, WROX, WLUM "Banditos"
Sublime (Skunk)
 Airplay Includes: KGDE, KCXX, KISF, KKNB "Ali", "Ebin", "Fish"

NEW MUSIC SCENE



•**Artist:** Dog's Eye View
 •**Track:** "Everything Falls Apart"
 •**LP:** "Happy Nowhere"
 •**Producer:** Jimbo Barton and Peter Stuart
 •**Label:** Columbia

•**Essentials:** In a name, Peter Stuart. Born in New York, Stuart began performing while attending college in Chicago. Cutting his teeth in various Windy City bands, Stuart knew he had to take on the challenge of going back to New York City — both in a professional and personal sense. New York provided an opportunity to take heretofore uncharted risks with his material.

As his vision deepened (and darkened), he realized the need to expand his landscape to include eventual members, bassist John Abbey, guitarist Oren Bloedow, and drummer Alan Bezosi.

The result is "Happy Nowhere," an LP that took Stuart's intense solo approach and built a fully realized band vision around it. Working night after night live, with little concern for how he was perceived by the industry, Stuart fortuitously

forged a relationship with the Counting Crows following one show together in Detroit. That would ultimately lead to touring the U.S. and Europe with the Crows. That experience, and the education that came with it, prepared Stuart for the making of "Happy Nowhere".

•**Influences:** Bruce Cockburn ("probably more than anyone"), Eric Matthews, Built To Spill

•**Artist POV:** "I always thought that people who made music were born into it or something," he says. "I figured they were different than normal people like me. I found out artists don't sit in some mysterious room making songs magically. They're just people."

Alternative Asst. Editor Kym Reisender contributed to this artist profile.

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

SPECIALTY SHOW REPORTERS

Shows and their Top 5 songs listed alphabetically by market

<p>WNNX/Atlanta, GA Fear Of Music Sunday 10pm-1am Jeff Clark Skinny Puppy "Candle" Pres. "Devil" Man or Astroman "Maximum" Stark Raving Chandler "Folk" Lush "Ladykillers"</p>	<p>WFXN/Boston, MA Moods For Moderns Sunday 8pm-10pm Steve Picard Girls Against Boys "Super" Spinanes "Madding" Silksworm "Tarnished" Noise Addict "Poison" Torch Song "Shine"</p>	<p>WOXA/Harrisburg, PA The Sunday Morning News Sunday 8am-10am Bill Hanson Eric Matthews "Fantasia" Frank Black "Men" Morphine "Mile" Crash Baptists "One" All About Chad "Sleep"</p>	<p>WLUM/Milwaukee, WI Sunday Night Music Revolution Sunday 7pm-11pm Terry Havel Gravity Kills "Guilty" Sleepyhead "Rain" Lou Reed "Hookywooky" Pulp "Common" Cardigans "Sick"</p>	<p>KGDE/Omaha, NE Left Of The Dial Sunday 8pm-10pm John Stewart Lagwagon "Sleep" NOFX "Phit" Wrens "Built" Noise Addict "16" Pavement "Give"</p>	<p>XTRA/San Diego, CA 91X Music Purgatory Sunday 1am-3am Diana D'Amalo Limblifter "Screwed" Sebadoh "Rebound" Silverchair "Israel's" Verve Pipe "Spontiful"</p>
<p>WCHZ/Augusta, GA Renegade Radio Sunday 9pm-10:30pm Steve Bingham Lush "Ladykillers" Swirlies "Sneaky" Starflyer 59 "Housewife" Mustard Plug "Beer" Ballon Guy "Incidentally"</p>	<p>WEDG/Buffalo, NY Over And Beyond Sunday 9pm-10:30pm Rich Wall Gwen Mars "Stick B" Pennywise "Searchin" P "Michael Stipe" Dubstar "Anywhere" Afghan Whigs "Honky's Ladder"</p>	<p>KTBZ/Houston, TX Lunar Rotation Sunday 7pm-9:30pm David Sadof Babylon Zoo "Spaceman" Bad Religion "Walk" Ani DeFranco "Shy" Self "Missed" Wrens "Rest"</p>	<p>KREV & WREX/Minneapolis, MN Counter Revolution Wednesday 10pm-11pm Christine Kass Supersuckers "Marie" Afghan Whigs "Honky's" Small "Vega" Daises "Sunday" BoDeans "Closer"</p>	<p>KCXX/Riverside, CA X103.9 Sunday Night Music Meeting Sunday 10pm-midnight Dwight Arnold Ani DeFranco "Shy" Skeletones "Telephone" Sublime "Ebin" Natasha's Ghost "Sleeping" Buck O Nine "Water"</p>	<p>KNDD/Seattle, WA Loudspeaker Sunday 10pm-11pm Bill Reid or Marco Collins Wrens "Rest" Voodoo Glow Skulls "Fat" Rollerskate Skinny "Cradle" Frank Black "Men" Negativland "Opening"</p>
<p>KROX/Austin, TX Radio Free Austin Sunday 8pm-10pm Ray "Raydog" Seegern Goops "Vulgar" Jack Logan "Neon" Seaweed "Magic" Replicants "Destination" Babylon Zoo "Spaceman"</p>	<p>WOXY/Cincinnati, OH Gridloxx Sunday 11pm-1am Rob Ervin & Dan Cromer Wolverton Brothers "Cold" Eric's Trip "Universe" Noise Addict "Poison" Gas Huffer "You" Mr. Bungle "Desart"</p>	<p>KISF/Kansas City, MO Living Room Sunday 8pm-10pm Stan & Joel Rentals "Waiting" Salt "Bluster" 3lb Thrill "Baby" Walt Mink "Overgrown" Jack Logan "Ladies"</p>	<p>WZRH/New Orleans, LA Beyond The Charts Sunday 8pm - 11pm Troy Blossman Squirtgun "Social" Ash "punk" Chick "Freak" Uncle Joe's Big D! Driver "Chick" Atomic Boy "Time"</p>	<p>KPNT/St. Louis, MO New Music Sunday Sunday 7pm-9:30pm Les Aaron Bluetones "Slight" Babylon Zoo "Spaceman" China Drum "Heights" Dubstar "Manic" Wannadies "Feel"</p>	<p>WPNT/Washington, DC Now Hear This Sunday 8pm-10:30pm Dave Marsh Chesel "Citizens" Boss Hog "Dig" Silksworm "Tarnished" Texas Is The Reason "Here" Johnny Polonsky "Hair"</p>
<p>WBCN/Boston, MA Nocturnal Emissions Sunday 8pm-10pm Oedipus Melies "Wow" Pulp "Common" Nick Cave And The Bad Seeds "Roses" Gravity Kills "Guilty" Spierhose "Someday"</p>	<p>KDGE/Dallas, TX The Adventure Club Sunday 7pm-10pm Josh & Kevin Shed Seven "Getting" Comet Gain "Just" Pavement "Give" Lush "Ladykillers" Wedding Present "Drive"</p>	<p>KKNB/Lincoln, NE Latitudes Sunday 9pm-10pm Junior Pres. "Peaches" Gravity Kills "Guilty" Guelleg "Heroic" 7 Seconds "Punk" Limblifter "Screwed"</p>	<p>WROX/Norfolk, VA Nocturnal Transmissions Monday 11pm-2am Al Mitchell Lush "Last" Rocket From The Crypt "Young" Rust "Not" Dubstar "Anywhere" Afghan Whigs "Honky's"</p>	<p>KPRK/Salt Lake City, UT Now Hear This Sunday 9pm-10pm, Tuesday 10am-11am Sean Ziebarth 1000 Mona Lisas "Girlfriendly" Rust "Toady" Joykiller "17" Hum "Pod" Noise Addict "Poison"</p>	<p>KUPD/Tempe AZ Generation U Sunday 7pm-9pm Larry Mac Engine 88 "Mangos" Ammonia "Drugs" Humpers "Sarcasmatron" Ruth Ruth "Uptight" Rust "Today"</p>



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COUNTER CULTURE



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Early Believers: XHRM, KCXX

Contact Kerry at 310.652.8145

NAVARRE

Selling Beyond The Numbers

□ It's essential for PDs and sales managers to cooperate — particularly in this format

by Sky Daniels

Radio sales is a dog-eat-dog world. So how does the sophisticated approach of Adult Alternative get articulated over the barking?

KMTT (The Mountain)/Seattle GM **Michael Donovan** believes it starts with the team you assemble. "The cooperation between a Sales Manager and PD is critical in this format. Extending that, it is essential that you hire quality account executives, because they have to be able to sell conceptually. If you have a room full of time-peddlers who just know how to schlep spots, they won't cut it in this format. They have to be able to represent the nuances of the station."



Michael Donovan

One ongoing concern for Donovan is the now-standard demand for added value. "It is a given in radio now. Clients expect it — even from the top-rated station in a market. How the added value of an Adult Alternative is offered by an AE is a

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You cannot have a successful station if sales is recklessly driving the decisions of the on-air product.

—Mike Henry

□

primary concern for the station. Salespeople are asked every day to go out and create revenue. If what they bring back to the station isn't sensitive to the PD's concern for a pure product that is listener-driven, then there is a collision. This is why it is so important for the sales and programming teams to fundamentally understand and respect the station's strategy."

Define The Station

This is not something that evolves overnight. One of the great pressures facing Adult Alternative is the time-consuming process to align both the listeners' and the clients' thinking. Donovan recognizes the extra effort required. "We're not a primary format, so we're called upon every day to go out and explain our subtleties over and over. It is demanding of a salesperson. But it's rewarding when a client finally gets it."

"We are seeing that the longer we remain on the air, the better we define the station for both listener and client. I recently had an exhilarating meeting with a client. They asked us to suggest ways for them to talk to our listeners; how to po-

sition their product for our audience. They were willing to defer to our expertise in communicating with an upscale, high-qualitative profile."

Qualitative is a word that gets thrown around a lot, warns Donovan. "We benefit greatly from the various qualitative services such as **Media Audit**, **Scarborough**, or even **AccuRatings**. They all have gotten broad enough that any skilled AE can take even the most down-and-dirty Rock station and declare virtue. We have to go beyond that. One thing we do is let prospective clients view our current client base. When they see banks, airlines, and art galleries, we are able to infer that this is a station that must represent their own psychographic targeting. Clients may not understand the nuances of the music, but they do understand the advertising company that they keep."

Donovan is keen on preserving the sales image of the station. "As we continue to involve ourselves with community events in the art world as well as upscale civic causes, we remain diligent in preserving collateral materials that document our efforts. Paint the 'artistic' picture for the client."

Keeping that picture pure is a challenge. "It takes a while for a higher, common-denominator target to be achieved. Many of the management disciplines that apply to NAC are useful in this format. The successful outlets (the **WXRTs**, **KINKs**, and **KFOGs**) stay true to their music and listener base. There will be times when you make more money by walking away from money. If a client doesn't understand that a certain advertising or promotional slant isn't compatible with our approach, we try to help them align the approach."

No one likes to turn down advertising when there are avails. But if it means in the long run we're better off, we'll do it."

Enviably Listener Profile

Perceptual research remains an invaluable tool for this format. **Paragon Research** Managing Partner **Mike Henry** testifies to the strength of its findings. "From a listener standpoint, this is a target audience that is desirable to advertisers because



Mike Henry

of their qualitative powers: upper-income, well-educated, usually a high level of disposable income. We are watching a continued evolution of acceptance of Adult Alternative by this target as well.

"Five years ago, when we researched fledgling stations in the format, we found people who sought out and listened to stations that respected their musical intelligence and spoke to them in a mature fashion. This created a unique audience, almost like a classical audience, very vocal, very loyal, and responsive to the advertisers that supported the station."

The competitive landscape has changed creating new challenges for management, according to Henry. "As little as four years ago, Adult Alternative owned a singularly unique position in most markets. They were easily differentiated from the classic-based Rock stations and younger Alternative outlets. There has lately been an appropriation of both presentation and music that has forced some Adult Alternatives to a more mainstream position. The last thing they can

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One thing we do is let prospective clients view our current client base. Clients may not understand the nuances of the music, but they do understand the advertising company that they keep.

—Mike Donovan

□

afford is for their spots to start to alienate the discerning listener."

He feels that now, more than ever, a station's sales force has to work hand in hand with programming to create a singular vision. "You cannot have a successful station if sales is recklessly driving the decisions of the on-air product and the off-air promotions. That is in conflict with the pristine musical image the format suggests."

"The GM has to include the Sales Manager in the strategic decisions with programming so everyone is on the same page. There has to be an extraordinary level of cooperation amongst the departments. A lot of the stations that have adopted the format in recent years mistakenly think that if they put a unique music mix on the air, they have captured the essence of Adult Alternative. It is only when programming, marketing, and sales share a vision that you have success."

"As a former account exec [WSB/Atlanta], I can tell you that

□

We butt heads a lot about the compatibility of certain clients. It's important that sales be conscientious in this area. The formatic approach demands it. The listeners demand it.

—Bob Koontz

□

you can't fake selling Adult Alternative. You have to be shoulder to shoulder with programming in understanding the station. The best stations go as far as to create a synergistic physical layout in the office between the two departments. Great sales departments adopt the creativity that goes into the programming, allowing for a cohesive sound."

It is that cohesive sound, in turn, that attracts the desirable listener, he says. "This creates a station that has great TSL; the buy-in is more total. It is a great at-work-listening station. Generally, Adult Alternatives do very well in the midday daypart. There's a lot of money to be made delivering at-work listeners. People regard this as a unique format. In many cases, it is able to reposition some Alternative stations as being 'too narrow.' After a decade of radio training listeners to be 'button-punchers,' this format can create an atypically loyal audi-

ence. Don't blow it with spots that are incompatible."

Subjectivity Spells Sale

KSCA/Los Angeles probably spent more time in the last year under the industry microscope than almost any Adult Alternative station. **GSM Bob Koontz** believes that ultimately provided a sales advantage. "I believe KSCA benefitted from industry observation, driving sampling amongst clients and agencies themselves. We benefit greatly from the personal acceptance of many of the



Bob Koontz

agency buyers. They personally relate to the station and listen as a fan. That provides a subjective inclination toward us. Add to that the strong qualitative research that supports us, and it gives us an ability to sell beyond the numbers. Our target numbers are strong as well."

Koontz suggests that finding account execs who relate to the format is a byproduct of this subjective acceptance. "There are a lot of people in sales in this market who appreciate the stance of the station. My job is to screen those who can in turn relate the overview to the client. Once aboard, our sales staff meets regularly with programming to discuss strategy. PD **Mike Morrison** has really dedicated himself to working with us in sales. Mike has come with me to client parties and sales presentations and done a lot to articulate the stance and philosophy of the station. I think it's extremely important in this format for PDs to get involved on that level."

Is it always such a synergistic experience? "I'd be kidding you if I said yes. We butt heads a lot about the compatibility of certain clients. It's important that sales be conscientious in this area. The formatic approach demands it. The listeners demand it. One of the offshoots of longer time spent listening is a grating spot will really get to the listeners the third or fourth time they hear it. I spend time talking to listeners about spots — you can't blow them off."

"As this format continues to evolve, it's important for the leaders to share their success stories with fledgling operators. I pointed to **WXRT** and **KFOG** in the beginning and the national buyers related. We grew remarkably over a year. Our revenue is up over 100%. Anything I can share with new **GSMs** can only help the format's growth."



AN ANGEL IN THE APPLE —The Work Group's Heather Nova (c) made the rounds of New York recently to promote her latest, "Maybe An Angel." Enjoying her stopover are WNEW PD Ted Edwards and MD Amy Winslow.



ADULT ALTERNATIVE TOP 30 TRACKS

FEBRUARY 16, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
—	4	1	1	GIN BLOSSOMS Follow You Down (A&M)	674	623	487	86	36/0
3	2	3	2	MELISSA ETHERIDGE I Want To Come Over (Island)	533	566	522	484	32/0
1	1	2	3	COLLECTIVE SOUL The World I Know (Atlantic)	528	591	597	604	28/0
7	8	6	4	TORI AMOS Caught A Lite Sneeze (Atlantic)	471	437	394	371	38/0
—	11	9	5	JACKSON BROWNE Some Bridges (Elektra/EEG)	429	399	324	132	33/0
2	3	4	6	TOM PETTY Waiting For Tonight (MCA)	423	472	489	532	28/1
5	6	7	7	TRACY CHAPMAN Give Me One Reason (Elektra/EEG)	418	436	448	470	32/0
4	5	8	8	OASIS Wonderwall (Epic)	414	414	468	476	26/1
12	9	10	9	ALANIS MORISSETTE Ironic (Maverick/Reprise)	401	399	365	276	26/2
6	7	5	10	SMASHING PUMPKINS 1979 (Virgin)	394	463	426	470	26/0
BREAKER	11			STING Let Your Soul Be Your Pilot (A&M)	379	93	—	—	33/4
11	14	13	12	NATALIE MERCHANT Jealousy (Elektra/EEG)	374	326	314	300	26/1
13	16	12	13	DOG'S EYE VIEW Everything Falls Apart (Columbia/CRG)	353	330	289	264	32/0
14	15	11	14	JOAN OSBORNE Ladder (Blue Gorilla/Mercury)	340	333	301	253	28/2
24	20	16	15	JARS OF CLAY Flood (Silvertone)	318	293	227	196	31/1
16	17	17	16	SON VOLT Drown (WB)	292	284	257	242	29/1
—	25	19	17	TOAD THE WET SPROCKET Brother (Columbia/CRG)	285	260	190	148	27/3
9	13	14	18	BADLEES Fear Of Falling (Atlas/A&M)	279	324	314	318	23/0
8	12	15	19	JULIAN COPE Try Try Try (American/Reprise)	274	306	318	337	23/1
—	19	20	20	AIMEE MANN Choice In The Matter (DGC/Geffen)	271	251	229	170	29/1
BREAKER	21			RADIOHEAD High & Dry (Capitol)	258	221	193	191	24/2
BREAKER	22			COWBOY JUNKIES A Common Disaster (Geffen)	253	109	13	—	28/4
—	—	26	23	BLUES TRAVELER The Mountains Win Again (A&M)	215	176	99	53	23/4
10	10	18	24	DAVE MATTHEWS BAND Satellite (RCA)	205	279	353	310	16/1
25	21	21	25	RED HOT CHILI PEPPERS Aeroplane (WB)	203	228	209	195	18/1
—	30	24	26	DEL AMITRI Tell Her This (A&M)	197	179	160	132	16/0
DEBUT	27			SUBDUDES All The Time In The World (High Street)	158	50	—	—	22/3
15	18	23	28	BRUCE SPRINGSTEEN Youngstown (Columbia/CRG)	158	191	239	243	21/0
—	28	—	29	BUSH Glycerine (Trauma/Interscope)	157	152	169	142	8/1
—	29	30	30	SPACEHOG In The Meantime (Sire/EEG)	155	152	166	179	10/0

This chart reflects airplay from February 5-11. Songs ranked by total plays. Highlighted songs indicate Breaker.
43 Adult Alternative reporters. 39 current playlists. © 1996, R&R Inc.

NEW & ACTIVE

ANDERS OSBORNE Favorite Son (Okeh/550 Music)
Total Plays: 150, Total Stations: 17, Adds: 0

BONNIE RAITT Burning Down The House (Capitol)
Total Plays: 147, Total Stations: 20, Adds: 0

EDWIN MCCAIN Sorry To A Friend (Lava/Atlantic)
Total Plays: 132, Total Stations: 14, Adds: 0

FOO FIGHTERS Big Me (Capitol)
Total Plays: 123, Total Stations: 12, Adds: 2

DAVE MATTHEWS BAND Tripping Billies (TAG/Atlantic)
Total Plays: 119, Total Stations: 14, Adds: 2

ONCE BLUE Save Me (EMI)
Total Plays: 115, Total Stations: 14, Adds: 1

DAR WILLIAMS As Cool As I Am (Razor & Tie)
Total Plays: 105, Total Stations: 16, Adds: 0

SMASHING PUMPKINS Tonight, Tonight (Virgin)
Total Plays: 103, Total Stations: 7, Adds: 1

ENYA Anywhere Is (Reprise)
Total Plays: 101, Total Stations: 11, Adds: 2

MICHAEL MCDERMOTT Summer Days (EMI)
Total Plays: 99, Total Stations: 15, Adds: 2

Songs ranked by total plays.

BREAKERS®

STING
Let Your Soul Be Your Pilot (A&M)
TOTAL PLAYS/INCREASE: 379/286
TOTAL STATIONS/ADDS: 33/4
CHART: **11**

RADIOHEAD
High & Dry (Capitol)
TOTAL PLAYS/INCREASE: 258/37
TOTAL STATIONS/ADDS: 24/2
CHART: **21**

COWBOY JUNKIES
A Common Disaster (Geffen)
TOTAL PLAYS/INCREASE: 253/144
TOTAL STATIONS/ADDS: 28/4
CHART: **22**

MOST ADDED®

ARTIST	TITLE LABEL(S)	ADDS
BEATLES	Real Love (Apple/Capitol)	12
PETE DROGE	Beautiful Girl (Elektra/EEG)	8
BAND	Stand Up (Pyramid Rhino)	6
JACKSON BROWNE	Looking East (Elektra/EEG)	6
GIN BLOSSOMS	Not Only Numb (A&M)	5
GIN BLOSSOMS	As Long As It Matters (A&M)	5
BLUES TRAVELER	The Mountains Win Again (A&M)	4
COWBOY JUNKIES	A Common Disaster (Geffen)	4
JOHN WESLEY HARDING	Kiss Me Liberty (Forward/Rhino)	4
STING	Let Your Soul Be Your Pilot (A&M)	4

MOST INCREASED PLAYS

ARTIST	TITLE LABEL(S)	TOTAL PLAY INCREASE
STING	Let Your Soul Be Your Pilot (A&M)	+286
COWBOY JUNKIES	A Common Disaster (Geffen)	+144
SUBDUDES	All The Time In The World (High Street)	+108
PETE DROGE	Beautiful Girl (Elektra/EEG)	+65
GIN BLOSSOMS	Follow You Down (A&M)	+51
HOOTIE & THE BLOWFISH	Time (Atlantic)	+50
NATALIE MERCHANT	Jealousy (Elektra/EEG)	+48
BAND	Stand Up (Pyramid Rhino)	+44
DAR WILLIAMS	As Cool As I Am (Razor & Tie)	+42
BLUES TRAVELER	The Mountains Win Again (A&M)	+39

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.



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FEBRUARY 16, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL STATIONS/ADDS	TOTAL PLAYS	+/- PLAYS	EMPHASIS TRACKS (PLAYS)	
1	1	1	1	MELISSA ETHERIDGE Your Little Secret (Island)	38/0	753	-46	"Come" (533) "Nowhere" (64) "Unusual" (44)	
—	10	4	2	GIN BLOSSOMS Congratulations, I'm Sorry (A&M)	36/0	685	+62	"Follow" (674) "Matters" (5) "Numb" (4)	
7	3	2	3	JOAN OSBORNE Relish (Blue Gorilla/Mercury)	36/2	628	-44	"Ladder" (340) "One" (108) "Man" (81)	
4	6	7	4	NATALIE MERCHANT Tigerlily (Elektra/EEG)	32/0	620	+30	"Jealousy" (374) "Wonder" (108) "Carnival" (66)	
3	4	5	5	TOM PETTY Playback 1973-1993 (MCA)	32/1	575	-46	"Tonight" (423) "Through" (42) "Turning" (33)	
2	2	3	6	COLLECTIVE SOUL Collective Soul (Atlantic)	28/0	573	-62	"World" (528) "Water" (27) "Smashing" (11)	
6	7	8	7	TRACY CHAPMAN New Beginning (Elektra/EEG)	34/0	547	-8	"Reason" (418) "Beginning" (61) "Tell" (29)	
5	5	6	8	SMASHING PUMPKINS Mellon Collie And... (Virgin)	30/0	540	-70	"1979" (394) "Tonight" (103) "Thirty" (13)	
15	13	12	9	TORI AMOS Boys For Pele (Atlantic)	39/1	483	+36	"Sneeze" (471) "Tulula" (5) "Blood" (3)	
8	8	9	10	ALANIS MORISSETTE Jagged Little Pill (Maverick/Reprise)	28/2	482	-1	"Ironic" (401) "Learn" (30) "Really" (25)	
10	11	11	11	OASIS (What's The Story) Morning Glory (Epic)	28/1	455	-1	"Wonderwall" (414) "Champagne" (23) "Shadow" (17)	
—	20	13	12	JACKSON BROWNE Looking East (Elektra/EEG)	34/0	452	+53	"Bridges" (429) "Looking" (18) "Culver" (5)	
19	16	14	13	SON VOLT Trace (WB)	34/1	417	+20	"Drown" (292) "Windfall" (52) "Tear" (33)	
9	9	10	14	JOHN HIATT Walk On (Capitol)	28/0	389	-90	"Native" (126) "Cry" (117) "Wait" (59)	
DEBUT				15	STING Mercury Falling (A&M)	35/4	379	+286	"Soul" (379)
26	22	19	16	DOG'S EYE VIEW Happy Nowhere (Columbia/CRG)	34/0	378	+30	"Falls" (353) "Small" (15) "Haywire" (10)	
12	15	15	17	RED HOT CHILI PEPPERS One Hot Minute (WB)	25/1	364	-21	"Aeroplane" (203) "Friends" (104) "Walkabout" (54)	
18	23	20	18	TOAD THE WET SPROCKET In Light Syrup (Columbia/CRG)	29/3	343	+13	"Brother" (285) "Intentions" (55) "Right" (3)	
11	14	16	19	BONNIE RAITT Road Tested (Capitol)	30/0	339	-28	"Burning" (147) "Kokomo" (36) "Something" (26)	
—	—	23	20	JARS OF CLAY Jars Of Clay (Silvertone)	32/1	334	+29	"Flood" (318) "Sinking" (8) "Liquid" (4)	
—	28	24	21	AIMEE MANN I'm With Stupid (DGC/Geffen)	31/1	315	+36	"Matter" (271) "Just" (12) "Killing" (9)	
23	18	18	22	BADLEES River Songs (Atlas/A&M)	25/0	308	-46	"Fear" (279) "Angeline" (18) "Ore" (8)	
13	12	17	23	DAVE MATTHEWS BAND Under The Table And Dreaming (RCA)	21/1	292	-73	"Satellite" (205) "Typical" (28) "Ants" (25)	
DEBUT				24	COWBOY JUNKIES Lay It Down (Geffen)	30/4	291	+145	"Disaster" (253) "Angel" (10) "Hold" (7)
20	17	21	25	BRUCE SPRINGSTEEN The Ghost Of Tom Joad (Columbia/CRG)	26/0	287	-28	"Youngstown" (158) "Tom" (96) "Border" (15)	
—	—	29	26	HOOTIE & THE BLOWFISH Cracked Rear View (Atlantic)	17/1	281	+42	"Time" (186) "Drowning" (41) "Home" (17)	
22	19	22	27	JULIAN COPE 20 Mothers (American/Reprise)	23/1	280	-29	"Try" (274) "Senile" (3) "Man" (3)	
—	—	30	28	BLUES TRAVELER Four (A&M)	25/3	260	+26	"Mountains" (215) "Hook" (29) "Run" (16)	
DEBUT				29	RADIOHEAD The Bends (Capitol)	25/2	258	+35	"High" (258)
24	26	28	30	EDWIN McCAIN Honor Among Thieves (Lava/Atlantic)	21/0	243	-9	"Sorry" (132) "Solitude" (34) "Alive" (33)	


This chart reflects airplay from February 5-11. Albums ranked by total plays, with plays from all cuts from an album combined. 43 Adult Alternative reporters. 39 current playlists. © 1996, R&R Inc.

REPORTERS			Stations and their adds by track listed alphabetically by market																					
WXLE/Albany, NY PD: Cliff Nash 6 DISHWALLA "Cars" 6 BRUCE SPRINGSTEEN "Tom" 3 NATALIE MERCHANT "Wonder"	WBOS/Boston, MA PD/MD: Jim Heron JOHN WESLEY HARDING "Liberty" TOAD THE WET... "Brother" K.O. LANG "Sexuality" BEATLES "Real" BARENAKED LADIES "Shoe" PETE DROGE "Girl"	KBXR/Columbia, MO DM: Michael Perry PD/MD: Dave "Kestor" Fulgham 6 COWBOY JUNKIES "Disaster" ENYA "Anywhere" DON HENLEY "Know" SMASHING PUMPKINS "Tonight" BEATLES "Real"	KFMG/Des Moines, IA GM/MD: Ross Sorenson PD: Mark Vos 3 JACKSON BROWNE "Looking" 3 PAW "Max" 3 JEWEL "Save" 2 GIN BLOSSOMS "Matters" 2 GIN BLOSSOMS "Numb" 1 STEVIE WONDER "Wish" 1 GIN BLOSSOMS "Still" 1 STEVIE WONDER "Another" BEATLES "Real" BAND "Stand"	WTTs/Indianapolis, IN PD/MD: Rich Anton 1 BEATLES "Real" GIN BLOSSOMS "Matters"	KMBY/Monterey, CA PD: Rich Berlin 12 BLUES TRAVELER "Mountains" 12 BROTHER CANE "Voice" 11 BLUR "Charmless" 10 OASIS "Champagne" 2 LOVE AND ROCKETS "Hangover" DAISIES "Sunday" MARRY ME JANE "TwentyOne"	KZON/Phoenix, AZ PD: Chris Ebbott MD: Erika Smith 14 TOAD THE WET... "Crazy" ALICE IN CHAINS "Heaven" DISHWALLA "Cars" GARBAGE "Happy" JOAN OSBORNE "Ladder" REFRESHMENTS "Banditos" SEVEN MARY THREE "Anything" RED HOT CHILI... "Aeroplane" SATCHEL "Suffering"	WVRV/St. Louis, MO PD: Scott Strong MD: Mike Richter 1 ALANIS MORISSETTE "Ironic" 1 NATALIE MERCHANT "Jealousy" 1 ROLLING STONES "Horses"	KMTT/Seattle, WA PD: Chris Myers MD: Dean Carlson 5 JOAN OSBORNE "Moon" 3 BEATLES "Real" BAND "Stand" PHILOSOPHER KINGS "Chams" JOSH CLAYTON-FELT "Window"	WXRV/Boston, MA PD: Joanne Doody MD: Mike Mullany 3 CAROLINE LAVELLE "Picasso" 3 GINGER "Sold" 2 ALICE IN CHAINS "Heaven" 2 BOGEMEN "Suddery" 2 BUSH "Glycerine"	WWCD/Columbus, OH PD: Jane Purcell APD: Sybil McGuire MD: Andy Davis AFGHAN WHIGS "Ladder" ALANIS MORISSETTE "Learn" NO DOUBT "Girl" OASIS "Champagne" GIN BLOSSOMS "Whitewash"	CIDR/Detroit, MI PD: Murray Brookshaw MD: Ann Deisil 31 DEEP BLUE SOMETHING "Breakfast" 30 RED HOT CHILI... "Friends" 22 GOO GOO DOLLS "Name" 19 OASIS "Wonderwall" 17 ALANIS MORISSETTE "Ironic" 4 STING "Soul" BOB SEGER "Shells"	KXPT/Las Vegas, NV PD: Richard Reed MD: J.D. Davis 5 JACKSON BROWNE "Looking" DAVE MATTHEWS BAND "Satellite" GIN BLOSSOMS "Matters" COWBOY JUNKIES "Disaster" BLUES TRAVELER "Mountains"	KSCA/Los Angeles, CA PD: Michael Morrison MD: Marilee Kelly 10 BEATLES "Real" PETE DROGE "Girl" COWBOY JUNKIES "Disaster" K.O. LANG "Sexuality" JOAN OSBORNE "Man"	KPIG/Monterey, CA PD/MD: Laura Hopper 7 BAND "Stand" 6 VAN MORRISON "Symphony" 5 JOHN HAMMOND "Found" 5 DUKE ROBILLARD "Midnight" 5 MIKE SCOTT "Morning" 4 DAN BAIRD "Bit" 4 DAVID LINDLEY "Lick" GOLDEN SMOG "Coming"	KINK/Portland, OR PD: Carl Widling APD: Anita Garlock SHAWN COLVIN "Notin" VONDA SHEPARD "Maryland" SARAH MCLACHLAN "Ice"	KUPR/San Diego, CA PD: Sherman Cohen MD: Clark Norak TOAD THE WET... "Brother" COWBOY JUNKIES "Disaster" STEVIE RAY VAUGHAN "Wmp"	WRNX/Springfield, MA PD: Jim Asker MD: Bruce Stebbins 14 HOOTIE & BLOWFISH "Time" 14 EVERYTHING BUT... "Missing" 14 ONCE BLUE "Save" 14 BEATLES "Real" 7 PETE DROGE "Girl"	WJBR/Ft. Myers, FL PD/MD: Buczynski SON VOLT "Drown"	WMMM/Madison, WI PD: Pat Callagher MD: Tom Teuber 7 KENNY WAYNE SHEPHERD "Shame" 2 GIN BLOSSOMS "Matters" 1 GIN BLOSSOMS "Numb" 1 BEATLES "Real"	WRLT/Nashville, TN PD: Judy McElitt APD: David Hall MD: Jon Peterson BEATLES "Real" PETE DROGE "Girl" FOO FIGHTERS "Big" ERIC MATTHEWS "Fantare" JACKSON BROWNE "Wars" OASIS "Electric" MARRY ME JANE "Positive" JOHN WESLEY HARDING "Liberty"	KTHX/Reno, NV PD: Bruce Van Dyke MD: Ken Allen 3 BEN HARPER "Burn" 2 BEN HARPER "Oppression" 1 DAN ZANES "Sly" BAND "Stand" JACKSON BROWNE "Barnades" JACKSON BROWNE "Culver" JACKSON BROWNE "One" JACKSON BROWNE "Looking" PAUL CEBAR "Ladder" PENELOPE HOUSTON "Sweetheart" RADIOHEAD "High"	KFOG/San Francisco, CA PD: Paul Marzoulet MD: Bill Evans BEATLES "Real" GIN BLOSSOMS "Numb" STING "Soul" JOHN WESLEY HARDING "Liberty" PETE DROGE "Girl"	KOTR/San Luis Obispo, CA PD: Drew Ross MD: Matthew Lawton Frozen (2): 5 TORI AMOS "Tulula" 4 JACKSON BROWNE "Looking" 4 JOAN OSBORNE "Strenuous" 3 CHRIS ISAAK "Lonesome" 3 JOHN WESLEY HARDING "Liberty" 3 JOHN WESLEY HARDING "May" 2 JOHN WESLEY HARDING "Upstairs"	WHPT/Tampa, FL PD: Chuck Beck APD/MD: Chris Taylor No Adds 43 Total Reporters 42 Current Reporters 39 Current Playlists Reported Frozen Playlist (1): WMAX/Rochester, NY Did Not Report, Playlist Frozen (2): WXRT/Chicago, IL KRSH/Santa Rosa, CA Did Not Report For Two Consecutive Weeks, Not Used In This Week's Data (1): WSHE/Miami, FL



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ADULT ALTERNATIVE PLAYLISTS

February 16, 1996 **R&R** • 95

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

MARKET #1
WNEW/New York
(212) 489-1027
Edwards/Winslow

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
8	10	20	22	22	SMASHING PUMPKINS/Tonight, Tonight
26	18	20	22	22	DON HENLEY/Don't Let Me Disappear
12	18	20	22	22	DAVE MATTHEWS BAND/Satellite
8	12	20	22	22	GIN BLOSSOMS/Follow You Down
-	-	-	-	-	STING/Let Your Soul Be...
8	8	9	20	20	JOAN OSBORNE/Ladder
8	8	15	20	20	TORI AMOS/Caught A Lite Sneeze
22	18	20	22	22	MELISSA ETHERIDGE/Want To Come Over
-	-	-	-	-	TRACY CHAPMAN/Give Me One Reason
10	12	13	13	13	LOU REED/Hookywooly
10	12	13	13	13	BADLEES/Fear Of Falling
10	12	13	13	13	JOHN HATTIAT/Cry Love
-	-	-	-	-	GOLDEN SMOOG/Red Headed Step...
14	10	13	13	13	SON VOLT/Drown
14	11	12	13	13	DEL AMITRI/Tell Her This
11	10	12	13	13	OASIS/Wonderwall
-	-	-	-	-	EDDIE YODER/The Long Road
12	10	12	13	13	JULIAN COPE/Try Try Try
16	12	13	13	13	RADIOHEAD/High & Dry
-	-	-	-	-	PETE DROGE/Beautiful Girl
15	12	13	13	13	FREDDY JONES BAND/Waitress
12	12	13	13	13	EDWIN MCCAIN/Sorry To A Friend
11	12	9	9	9	BOGEMEN/Suddenly
12	12	13	13	13	SOUL ASYLUM/Promises Broken
9	12	13	13	13	ALANIS MORISSETTE/Ironic
15	12	13	13	13	TORI AMOS/Caught A Lite Sneeze
15	12	13	13	13	BLUES TRAVELER/The Mountains Win...
-	-	-	-	-	DOG'S EYE VIEW/Everything Falls...
22	20	23	7	7	JOAN OSBORNE/St. Teresa
11	10	7	7	7	RED HOT CHILI./Aeroplane

MARKET #2
KSCA/Los Angeles
(213) 845-1600
Morrison/Kelly

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
6	18	22	25	25	GIN BLOSSOMS/Follow You Down
6	12	20	22	22	ALANIS MORISSETTE/Ironic
-	-	-	-	-	STING/Let Your Soul Be...
8	14	14	14	14	TORI AMOS/Caught A Lite Sneeze
20	24	21	21	21	COLLECTIVE SOUL/The World I Know
-	-	-	-	-	SOUL ASYLUM/Promises Broken
6	6	13	15	15	BADLEES/Fear Of Falling
-	-	-	-	-	LENNY KRAVITZ/Can't Get You Off...
8	14	15	14	14	DOG'S EYE VIEW/Everything Falls...
11	13	11	14	14	TRACY CHAPMAN/Give Me One Reason
12	12	13	13	13	JOHN HATTIAT/Naive Son
12	12	13	13	13	OASIS/Wonderwall
5	9	13	13	13	ROOMFULL OF BLUES/Turn It On
9	14	9	13	13	JACKSON BROWNE/Some Bridges
9	12	13	13	13	BLUES TRAVELER/The Mountains Win...
4	7	11	13	13	AIMEE MANN/Choice In The Matter
-	-	-	-	-	TOAD THE WET.../Brother
4	4	14	12	12	JULIAN COPE/Try Try Try
-	-	-	-	-	BONNIE RAITT/Burning Down...
14	11	11	11	11	SMASHING PUMPKINS/1979
23	14	11	11	11	DEL AMITRI/Tell Her This
3	4	8	11	11	DOON HENLEY/Come Rain Or Come...
-	-	-	-	-	JACKSON BROWNE/Some Bridges
11	11	12	10	10	SON VOLT/Talking Since
22	22	11	11	11	TORI AMOS/Caught A Lite Sneeze
25	22	11	11	11	PASSENGERS/Miss Sarajovo
20	15	12	10	10	JOAN OSBORNE/One Of Us
-	-	-	-	-	BEATLES/Let It Be
7	12	11	9	9	JOAN OSBORNE/Crazy Baby

MARKET #3
KFOG/San Francisco
(415) 543-1045
Marszalek/Evans

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
20	17	19	18	18	CHRIS ISAAK/Go Walking Down...
-	-	-	-	-	ROOMFULL OF BLUES/Turn It On
17	17	16	17	17	HODDIE & BLOWFISH/Time
8	9	17	17	17	JARIS OF CLAY/Flood
7	6	11	17	17	MELISSA ETHERIDGE/Want To Come Over
7	6	14	16	16	DOON HENLEY/The Garden Of Allah
-	-	-	-	-	GIN BLOSSOMS/Follow You Down
18	17	15	16	16	TOM PETTY/Waiting For Tonight
5	5	5	16	16	TORI AMOS/Caught A Lite Sneeze
8	7	9	15	15	SOUL ASYLUM/Promises Broken
6	7	8	13	13	LOUISE LAMONT/Her This
17	16	10	10	10	JOHN HATTIAT/Naive Son
7	9	8	10	10	PRETENDERS/Choice In My Veins
8	9	6	9	9	AIMEE MANN/Choice In The Matter
-	-	-	-	-	DOG'S EYE VIEW/Everything Falls...
18	21	18	9	9	PRETENDERS/Back On The Chain...
-	-	-	-	-	ROBBER FORD/Running Out On Me
2	2	8	8	8	OOO'S/Satisfied
7	7	5	8	8	ROLLING STONES/Free
8	9	5	7	7	BETTER THAN EZRA/Rosealia
8	10	9	7	7	RAITT & ADAMS/Rock Steady
-	-	-	-	-	COWBOY JUNKIES/A Common Disaster
7	6	7	7	7	HEATHER NOVA/Walk This World
-	-	-	-	-	JACKSON BROWNE/Some Bridges
6	6	6	7	7	JULIAN COPE/Try Try Try
7	5	7	7	7	KENNY WAYNE SHEPHERD/Deja Vooodoo
9	9	9	9	9	RADIOHEAD/High & Dry
-	-	-	-	-	SMASHING PUMPKINS/1979
6	7	6	6	6	BLUES TRAVELER/The Mountains Win...
-	-	-	-	-	JOAN OSBORNE/Ladder

MARKET #4
WOL/Chicago
93.9 FM

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
24	34	39	39	39	COLLECTIVE SOUL/The World I Know
-	-	-	-	-	GIN BLOSSOMS/Follow You Down
-	-	-	-	-	DEEP BLUE SOMETHING/Breakfast At...
36	37	38	31	31	MELISSA ETHERIDGE/Want To Come Over
-	-	-	-	-	RED HOT CHILI./My Friends
26	22	24	29	29	JEWEL/Who Will Save
28	27	29	27	27	DOG'S EYE VIEW/Everything Falls...
36	26	24	27	27	SMASHING PUMPKINS/1979
-	-	-	-	-	COWBOY JUNKIES/A Common Disaster
38	36	39	25	25	TOM PETTY/Waiting For Tonight
26	29	24	24	24	DEL AMITRI/Tell Her This
7	21	24	24	24	SON VOLT/Drown
-	-	-	-	-	BONNIE RAITT/Something To Talk...
29	25	23	23	23	DAVE MATTHEWS BAND/Satellite
25	24	23	23	23	EDWIN MCCAIN/Sorry To A Friend
-	-	-	-	-	BLUES TRAVELER/The Mountains Win...
24	21	21	21	21	JOAN OSBORNE/Ladder
-	-	-	-	-	OOO'S/Satisfied
29	27	28	21	21	BEN HARPER/Gold To Me
23	21	22	21	21	ASHLEY MACISAAC/Sleepy Maggie
24	10	-	-	-	OASIS/Wonderwall
-	-	-	-	-	JANN ARDEN/Insensitive
23	24	21	19	19	BLUES TRAVELER/The Mountains Win...
24	25	24	18	18	TOM COCHRAN/Widest Dreams
24	23	23	18	18	MY BRILLIANT BEAST/First Love
24	24	24	18	18	SUZANNE LITTLE/In My Hands
24	24	24	18	18	K.D. LANG/Who Will Save
24	24	24	18	18	ALANIS MORISSETTE/Ironic
10	17	25	18	18	TORI AMOS/Caught A Lite Sneeze
25	24	22	13	13	BRUCE SPRINGSTEEN/Youngstown

MARKET #10
WBOS/Boston
(617) 254-9267
Herron

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
-	-	-	-	-	STING/Let Your Soul Be...
12	12	21	21	21	OASIS/Wonderwall
-	-	-	-	-	JARS OF CLAY/Flood
-	-	-	-	-	NATALIE MERCHANT/Jealousy
-	-	-	-	-	JACKSON BROWNE/Some Bridges
-	-	-	-	-	GIN BLOSSOMS/Follow You Down
21	21	21	21	21	EDWIN MCCAIN/Sorry To A Friend
21	21	21	21	21	BLESSID UNION OF /Oh Virginia
21	21	21	21	21	SARAH McLACHLAN/Wild My Heart
21	21	21	21	21	BONNIE RAITT/Angel From...
21	21	21	21	21	BLUES TRAVELER/Regardirng Steven
21	21	21	21	21	SMASHING PUMPKINS/1979
21	21	21	21	21	HODDIE & BLOWFISH/Time
21	21	21	21	21	COLLECTIVE SOUL/The World I Know
21	21	21	21	21	REMBRANDTS/Drowning In You...
21	21	21	21	21	LISA LOEB/Do You Sleep?
-	-	-	-	-	BOTTLE ROCKETS/'I'll Be Comin'...
-	-	-	-	-	MICHAEL MCDERMOTT/Summer Days
-	-	-	-	-	MELISSA ETHERIDGE/Want To Come Over
12	12	12	12	12	DOG'S EYE VIEW/Everything Falls...
12	12	12	12	12	ANDERS OSBORNE/Favorite Son
12	12	12	12	12	LENNY KRAVITZ/Can't Get You Off...
12	12	12	12	12	DEL AMITRI/Tell Her This
12	12	12	12	12	LOWEN & NAVARRO/Looks Like Sunshine
12	12	12	12	12	RUSTED ROO/ECstasy
12	12	12	12	12	TOMMY STONEMAN/Heaven's Gate
12	12	12	12	12	JOE SATRIANI/You're My World
12	12	12	12	12	JONATHAN BROOKS/STORY'S This All?
12	12	12	12	12	SUBDUCE/In The Time
12	12	12	12	12	FREDDY JONES BAND/Waitress

MARKET #10
RIVER
92.5 FM
WXRV/Boston
(508) 374-4733
Doody/Mullaney

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
13	14	17	24	24	OASIS/Wonderwall
24	14	22	22	22	JARS OF CLAY/Flood
19	19	25	22	22	TORI AMOS/Caught A Lite Sneeze
12	8	17	22	22	TOAD THE WET.../Brother
20	16	21	22	22	DEL AMITRI/Tell Her This
17	15	22	21	21	GOLDEN SMOOG/'I'
24	22	22	21	21	NATALIE MERCHANT/Wonder
17	17	17	17	17	AIMEE MANN/Choice In The Matter
22	20	20	20	20	OAVIO BROZ/In My Wyoming
1	8	11	17	17	GIN BLOSSOMS/Follow You Down
12	10	12	16	16	AZTEC CAMERA/Sun
-	-	-	-	-	ALANIS MORISSETTE/Ironic
23	20	15	15	15	FOLK IMPLICATION/Natural One
12	12	12	12	12	TERRILE/Piece Of Time
14	14	14	14	14	POI DOG PONDING/Catcamb
13	11	14	14	14	CRACKER/Baby Can I Live...
9	8	10	14	14	FRANCIS DUNNERY/Too Much Satum
14	14	14	14	14	TOM PETTY/Waiting For Tonight
6	8	8	13	13	RED HOT CHILI./Aeroplane
-	-	-	-	-	COWBOY JUNKIES/A Common Disaster
2	6	9	13	13	16 HORSEPOWER/Black Soul Chor
2	8	10	13	13	PETE DROGE/Beautiful Girl
13	13	13	13	13	RADIOHEAD/High & Dry
8	10	10	13	13	ALICE IN CHAINS/Over Now
15	12	12	13	13	COLLECTIVE SOUL/The World I Know
-	-	-	-	-	SEMI-SONIC/Brand New Baby
8	11	10	12	12	JEWEL/Who Will Save
-	-	-	-	-	STING/Let Your Soul Be...
-	-	-	-	-	JACKSON BROWNE/Some Bridges
15	13	12	12	12	MELISSA ETHERIDGE/Want To Come Over

MARKET #13
The Mountain
KMTT/Seattle
(206) 233-1037
Mays/Carlson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
16	18	17	19	19	NATALIE MERCHANT/Jealousy
15	18	17	19	19	TOM PETTY/Waiting For Tonight
16	18	17	19	19	OASIS/Wonderwall
8	8	9	10	10	TORI AMOS/Caught A Lite Sneeze
16	17	18	18	18	TRACY CHAPMAN/Give Me One Reason
14	17	17	18	18	ALANIS MORISSETTE/Ironic
17	18	17	18	18	SMASHING PUMPKINS/1979
6	11	19	17	17	MELISSA ETHERIDGE/Want To Come Over
-	-	-	-	-	STING/Let Your Soul Be...
9	10	9	10	10	SON VOLT/Drown
17	15	10	10	10	K.D. LANG/Who Will Save
5	5	5	5	5	AIMEE MANN/Choice In The Matter
9	9	9	9	9	DOG'S EYE VIEW/Everything Falls...
6	9	9	9	9	GIN BLOSSOMS/Follow You Down
7	10	9	9	9	TOAD THE WET.../Good Intentions
16	17	19	9	9	FOLK IMPLICATION/Natural One
7	9	9	9	9	JACKSON BROWNE/Some Bridges
10	10	8	9	9	COWBOY JUNKIES/A Common Disaster
10	10	8	9	9	GOD GOO DOLLS/Name
10	9	10	8	8	KENNY WAYNE SHEPHERD/Riverside
6	5	5	7	7	JARS OF CLAY/Flood
8	10	8	8	8	CHRIS ISAAK/Graduation Day
5	5	4	7	7	DAVE MATTHEWS BAND/Satellite
5	5	7	7	7	GOLDEN SMOOG/Won't Be Coming Home
-	-	-	-	-	JOE SATRIANI/Cool #9
5	5	6	6	6	CARDLINE LAVELLE/Dream Of Picasso
9	7	10	6	6	TEARS FOR FEARS/Falling Down
-	-	-	-	-	RADIOHEAD/High & Dry
5	8	4	6	6	JOAN OSBORNE/Ladder

MARKET #15
PROGRESSIVE 95.7 KUPR
KUPR/San Diego
(619) 729-5945
Cohen/Novak

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
24	23	26	27	27	ALANIS MORISSETTE/Ironic
16	16	25	26	26	SMASHING PUMPKINS/1979
16	16	25	26	26	SEAL/Don't Cry
16	14	26	26	26	DOON HENLEY/The Garden Of Allah
19	22	26	26	26	BLUES TRAVELER/Imagine
27	26	26	26	26	COLLECTIVE SOUL/The World I Know
27	26	26	26	26	MELISSA ETHERIDGE/Want To Come Over
3	16	25	25	25	GIN BLOSSOMS/Follow You Down
26	27	26	25	25	OASIS/Wonderwall
27	26	25	25	25	TRACY CHAPMAN/Give Me One Reason
27	27	26	25	25	TOM PETTY/Waiting For Tonight
27	27				

OPPORTUNITIES

OPENINGS

OPENINGS

OPENINGS

OPENINGS

NATIONAL

FEMALES-FEMALES-FEMALES!

We just can't seem to fill the constant job orders we receive from radio stations for female talent. NATIONAL, the acknowledged leader in radio personnel placement since 1981, receives an average of three calls per day just for female talent... news... announcers... production. Where are you? We need you. For complete registration information, if you are **seriously** looking call:

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(205) 608-0294

Shadow Broadcast Services, New York's leader in traffic/news/weather/sports looking for producers and on-air reporters. Fulltime/parttime available immediately. Radio & TV. Experienced professionals only. Bilingual (span/eng) encouraged to apply. T&R, references to: Shadow Jobs '96, 201 Route 17, 9th Floor, Rutherford, NJ 07070. No Calls EOE

Strong morning personality with proven rating. Opening Top-50 market Northeast. Good salary. Minorities encouraged to apply. T&R: Box 7625 Gaithersburg, MD 20898-7625

Northern New Jersey. Small market radio station has an immediate opening for an experienced account executive. Must be aggressive, self-motivated. Resume to: Radio & Records, 10100 Santa Monica Bl., #862, 5th Floor, Los Angeles, CA 90067. EOE

Northeast AOR is searching for the next production wiz to lead the market's best production staff. Copywriting, computer skills, digital editing, and airshift a must. Radio & Records, 10100 Santa Monica Bl., #859, 5th Floor, Los Angeles, CA 90067. EOE

PRODUCTION DIRECTOR

Do you have great people skills and a good voice? Are you creative, energetic and organized? Then rush us a T&R. Past experience as a production director preferred. Women and minorities encouraged. Send T&R to: Tom Kallechey, Ops Manager, WZID/WFEA, Saga Communications, 500 Commercial St, Manchester, NH 03101. Please, no calls. EOE

SOUTH

Seeking news anchor for VA Ac/country combo. T&R: WSLQ, PD, 1002 Newman Drive, Salem, VA 24153. (2/16) EOE

Seeking GSM. Must be creative with excellent people skills and minimum 3 years' sales exp. Resume: Reggie Bates, Box 4606, Biloxi, MS 39535-4606 (2/16) EOE

Seeking wake-up pro for Great Desert Southwest. T&R: Bill Tole, 801 N. Oregon, El Paso, TX 79902. (2/16) EOE

7-midnight opening. Love song skills needed. T&R: Box 4059 N. Myrtle Beach, SC, 29582. (2/16) EOE

Classic rocker seeks production pro now! T&R: Jay James, KYGL/KLLI, 4110 McKnight Road, Texarkana, TX 75501. (2/16) EOE

Assistant Production Director. Multi-track and digital experience required. Resume and production samples to: Jay Roberts c/o Regent Broadcasting, 612 4th Ave, Suite 100, Louisville, Kentucky 40202. EOE m/f/v/h

KDMX/Dallas is seeking qualified applicants for fulltime 7p-midnight air personality. Person must be creative, enthusiastic, and care about listeners. We're looking for someone with the ability to get along and work well with others, a willingness to be involved with the community and desire to win. If this sounds like you:

Please send an aircheck and resume to the attention of:
Russ Morley, Program Director
KDMX Radio
14001 N. Dallas Parkway, Suite 1210
Dallas, TX 75240

Application Deadline: March 1, 1996
KDMX/Nationwide Communications Inc. is an equal opportunity employer and we encourage women and minorities to apply.



MORNING PERSONALITY

Need intelligent, adult relatable, phone pro for Hot AC. Strong ownership seeks community-minded person. Rush T&R to: Dann Miller at WQMZ, 501 E. Main Street, Charlottesville, VA 22902. WQMZ is an equal opportunity employer.

Job Opportunities Exist!

- 1) Immediate opening for midday, on-air talent, must have 3 years' on-air experience and vast knowledge of rock, alternative, modern rock genres.
- 2) Do mornings in sunny Florida. Ringmaster experience a plus. Looking for good attitude NOT big ego. Send tape and resume to: Radio & Records, 10100 Santa Monica Bl., #864, 5th Floor, Los Angeles, CA 90067. EOE



AFTERNOON ADULT COMMUNICATOR

Susquehanna's WMGS in Wilkes Barre Scranton is looking for an afternoon communicator. Must have smooth, professional, adult delivery and a minimum 3 years AC or CHR experience. Great company, great benefits, and a winning station are waiting for you! T&R to: Mike Edwards, OM, 600 Baltimore Drive, Wilkes Barre, PA 18702 EOE.

OPERATIONS MANAGER NEEDED

Rock/AC format leader, the River 99.5 WRVE in Albany, NY is looking for an operations manager who knows how to direct on-air staff and evolve stationality. We're looking for a pro who wants to earn a pro's pay... must have stable background as a PD/Ops manager at a successful "Arrow-Like" station. PM Drive air-shift required. Rush resumes, tapes, and salary requirements to:
Michael Whalen, GM
WRVE-FM
One Washington Square
Albany, NY 12205
P.S. Your primary responsibility will be stationality and talent development, not Selector. EOE

Job Tip Sheet



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Please send resume, photo and application letter to: NRJ, Mr. Luc Marot, International Operations Director, 22, Rue Boileau, 75203 Paris Cedex 16, FRANCE

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We're looking for someone that has a "Whatever it takes" attitude!

Moffett Productions, Inc., located in Houston, Texas, is seeking a voice talent/producer who is resourceful, articulate, talented, educated and professional for our new state-of-the-art studios. Experience necessary with both analog and digital formats.

Are you an energetic team player with a winning attitude? Do you have excellent production skills and a successful track record? Do you have the attitude of "whatever it takes"? If so, we want you!

List salary/requirements and references. No calls please.

Please send demos of your best work along with your resume to: Moffett Productions, Inc.
Attn: Layne Belchic
16140 Kuykendahl, Suite #126
Houston, TX 77068

Salary + benefits

EAST

Seeking A/C weekends. Great pay. Seasoned vets only. T&R: Mike Edwards, WMGS, 600 Baltimore Drive, Wilkes-Barre, PA 18702. (2/16) EOE

Resort market seeking on-air personality. T&R: Lori Greene, WLKZ, 21 Production Place, Suite 15, Gifford, NH 03246. (2/16) EOE

Seeking parttimers with ambition. Future fulltime opportunity. T&R: WSBG, 22 South Sixth St. Stroudsburg, PA 18360. (2/16) EOE

Seeking fulltime AT and on-air news director. T&R: Pat McKay, WGNV, Box 2307, Newburgh, NY 12550. (2/16) EOE

Seeking afternoon-drive news anchor. Production, coverage of news events. T&R: News Director, WRNJ, Box 1000, Hackensack, NJ, 07840. (2/16) EOE

One last fulltime on-air position available. Minimum 3 years' exp. required. T&R: Gregg Gillispie, 20125 S. Tamiami Trail, Ft. Meyers, FL 33928. (2/16) EOE

North Jersey station seeks fill-in newscasters. T&R: Richard Roes, Box 316, Pompton Lakes, NJ 07442. (2/16) EOE

Seeking overnight AT. HAC. Min. 1 year exp. T&R: Jack Casey, WSNE, 100 Boyd Ave., E. Providence, RI 02914. No calls. (2/16) EOE

Producer. Big ambition, big skills. T&R: Jack Casey, WSNE, 100 Boyd Ave., E. Providence, RI 02914. No calls. (2/16) EOE

Female newperson/sidekick: Market leader on Cape Cod seeking bright, alert, fun, topical edition to mornings. \$23-28K annual salary, benefits. Rush T&R to: Radio & Records, 10100 Santa Monica Bl., #869, 5th Floor, Los Angeles, CA 90067. EOE

OPENINGS

Florida Panhandle Coastal Radio Station-Adult-oriented seeks Female sidekick for morning show. Radio & Records, 10100 Santa Monica Bl., #774, 5th Floor, Los Angeles, CA 90067. EOE



OPERATIONS MANAGER

Dynamic team player needed for rare opening at legendary news/sports/information powerhouse. Responsible for sports, play-by-play & talk programming; production department; producers/board ops, community affairs, and overall station sound and quality control. Major interaction, coordination and liaison with news, sales, promotion, and engineering departments. We're looking for a positive & creative personality with great people skills, attention to detail & willingness to do whatever it takes to get the job done!

Send resume & programming/management philosophy to:
 Laura Morris VP/GM
 NewsRadio, 740 KTRH
 510 Lovett Blvd, Houston, TX
 77006

No Calls. Evergreen Media is an EOE

MIDWEST

Seeking announcers w/ promotions exp. 3 years' exp req. T&R: Charlie Thomas, 4630 Antelope Creek Road., Lincoln, NE 68506. (2/16) EOE

Seeking next 6-10pm talent. Production/remote/personal appearances. T&R: Tom Oakes, Box 44408, Madison, WI 53744. (2/16) EOE

Seeking experienced news director. At least 3 years' exp in heavy local news. T&R: 685 E 1675 N. Michigan City, IN 46360. (2/16) EOE

News director position, seeking ambitious person to handle duties. T&R: WTCH, 1456 East Green Bay Street. Shawano, WI 54166. (2/16) EOE

Sidekick/newscaster for country morning team. T&R: WBWN, Dan Westhoff, Box 1665, Bloomington, IL 61702. (2/16) EOE

Great songs, great memories. SAM 1400 AM, is looking for its next Program Director/Morning Show Host. If you like to get community involved and love the hits of the '40s, '50s & '60s, then you're the right person. Send T&R ASAP! to: Jim Kramer c/o WSAM 2000 Whittier, Saginaw, MI 48601. MacDonald Broadcasting is an equal opportunity employer.

OPENINGS

Seeking 7pm-midnight air talent. T&R: Mark Hahn, Box 1737, Sioux City, IA, 51102. (2/16) EOE

Seeking 7-midnight. Personality/phones. T&R: Jeff Lynn, 317 Main, Cedar Falls, IA, 50613. (2/16) EOE

Possible future openings. Production a must. T&R: WYNT, Dept. N, Box 316, Upper Sandusky, OH 43351. (2/16) EOE

Expanding! Adding positions in sales, news, on-air. T&R: WIZM, Samantha Strong, Box 99, LaCrosse, WI 54602. (2/16) EOE

PMD/alternative position available. T&R: Ron Eric Taylor, 734 N. Maize, Wichita, KS 67212. (2/16) EOE

Seeking afternoon drive. T&R: Matt Jones, KTOZ, 309 N. Jefferson, Suite 340, Springfield, MO 65806. (2/16) EOE

Seeking 7-midnight talent/music director. Great company, great benefits in America's heartland. T&R: Steve Schug, Box 838, Willmar, MN 56201. (2/16) EOE

Seeking parttime air talent. Interested green Bay/fox Valley area residents. Call Art Oppermann: (414) 468-5445. (2/16) EOE

Evening AT needed for soft AC. Three years' minimum experience. T&R: Mike Wheller, 125 S. Superior, Toledo, OH 43602. No calls. (2/16) EOE

Seeking afternoon drive/assistant for mainstream AC. Please call Kevin Mee: (307) 633-2606. (2/16) EOE

MOUNTAINWEST LEADER

PD/AT needed now for our wining team. T&R to: Radio & Records, 10100 Santa Monica Bl., #867, 5th Floor, Los Angeles, CA 90067. EOE

Lite Rock 105 Top-rated Hot AC preparing for future openings. Middays, nights, APD/MD. If you like to work hard and have fun... send T&R: John Austin, 2501 13th Ave S., Fargo, ND 58103. EOE



Emmis Broadcasting's 93.1 WNAP seeks experienced personalities for mornings, middays, nights, and weekends. We're looking for upbeat, conversational adult talent. Send T&R to Peter Smith, WNAP, 9292 North Meridian, Indianapolis, IN 46260. EOE



LOOKING FOR OLDIES ASST. PD/AIR TALENT FOR SMALL MARKET

Need an organized, take-charge assistant program director who will also handle a midday shift. If you can jock and program a fun, energetic, family-oriented radio station, targeted to a 40+ audience, send an aircheck of your on-air work, a composite aircheck of your station and complete information documenting why you're the right choice, to E. Alvin Davis & Associates, 4777 Red Bank Rd., Suite 16, Cincinnati, Ohio 45227, Attention: Vickie. EOE M/F. Please, No Calls.

OPENINGS



Omaha's top-rated oldies station is looking for a sidekick to join the morning team. Responsibilities include news, bit participation, and short mid-morning airshift. Must be lively, topical, and able to interact well with others. No beginners please. Rush T&R to Bryan Jackson, KGOR, 5010 Underwood Ave., Omaha, NE 68132. Henry Broadcasting Company, EOE



Don't believe the hype! Country's still hot! Nick Anthony & Associates has another client station going country but we need the people who can make it happen:
 Morning Show
 Production Director
 Other Dayparts
 Females and minorities are encouraged to apply. T&R, photo, to: Nick Anthony & Associates 104 1/2 High Street, Suite 201, Wadsworth, OH 44281 EOE

Top-100 Midwest market, looking for morning co-host/news person. Be part of a very successful morning team. If you have the ability to write and deliver lifestyle news, are a team player, and can contribute lots of ideas, you're it! Minimum two years' on-air experience. Females and minorities encouraged to apply. News background not necessary! T&R: Radio & Records, 10100 Santa Monica Bl., #868, 5th Floor, Los Angeles, CA 90067. EOE



One half of our morning show is leaving to be with family. We respect that! Do you have what it takes to get a successful morning show to the next level in Market #59? Teams, leaders, and sidekicks encouraged to send T&R to: Rob Wagman, B93.7, 501 Rutherford Street, Greenville, SC 29609.

OPENINGS



Fulltime and parttime night jock(s)? WHOT-FM Heritage CHR Youngstown
 Send tape/resume (no calls!) to:
 Tom Pappas/WHOT-FM
 4040 Simon Road
 Youngstown, Ohio 44512
 EOE

WANTED:

FUN MORNING SHOW

CBS-owned Oldies 103, KLOU/St. Louis is seeking a person or team who loves to have fun in the morning. This is an opportunity to build a franchise in St. Louis. If life and the city you're in are your show prep, we want to hear from you. Morning show experience a must! All replies will remain strictly confidential! Call or write Dave Dunkin, Program Director, One Memorial Drive, St. Louis, MO 63102, (314) 444-3258. EOE

AM DRIVE

AC format, Midwest college town looking for experienced morning man/communicator. Send tape/resume to: Jim Day, GM, WDKB FM, 2201 N. First St., Suite 95, Dekalb, IL 60115. 815-758-0950. Immediate opening! EOE

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WEST

Seeking morning newsperson/sidekick parttime. Must be able to have fun. T&R: Danny Fox, KDES, Box 2745, Palm Springs, CA 92263. (2/16) EOE

Seeking experienced radio news/traffic anchors now! T&R: John Lawrence, Shadow Broadcast Services, 1775 Hancock St. #120, San Diego, CA 92110 (2/16) EOE

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 Washington, DC 20036-2891

OPPORTUNITIES

OPENINGS

Live and work in the world's greatest city! San Francisco Bay Area FM stations seeks T&Rs for future full and parttime openings. This market leader seeks creative, contemporary, on-air types who have the desire to win! Only positive attitudes with a good track record need apply. Radio & Records, 10100 Santa Monica Bl., #858, 5th Floor, Los Angeles, CA 90067. EOE

Classic Rock 96.7 The Fox

Northern CA Classic Rock station needs morning man. Quick wit, workaholic show prep and team player attitude to team up with fast and funny female sidekick. Min. 5 years' experience. No calls. Tape and Resume to Angela Neal, KVFX-FM, 3600 Sisk Rd., Ste. 2B, Modesto, CA 95356. EOE

HELP WANTED:

A rare opportunity for an experienced professional. The Northwest's leading Country Music outlet has an immediate opening for the position of Promotion Director. Candidates will have a minimum of three years radio promotion experience. Please contact GM, KWJJ Radio, 931 S.W. King Ave., Portland, OR 97205. Phone (503) 228-4393, fax (503) 227-3938, e-mail volz@kwjjradio.com. KWJJ Radio is an equal employment opportunity employer.

KFOG 104.5/97.7 SAN FRANCISCO 1981-2011

KFOG, The San Francisco Bay Area's Rock Station seeks full and parttime airstaff. Candidates should display the ability to intelligently engage and entertain the listener; creatively selling station activities with enthusiasm. Modern Rock background helpful. Openings here are rare. We want the best. Application deadline is February 23, 1996. T&R to Paul Marszalek, KFOG, 55 Hawthorne, 11th Floor, San Francisco, CA 94105. EOE. Absolutely no calls.

LA based Natl. Radio promo boutique seeks person with radio promotions experience. Send resume to: Radio & Records, 10100 Santa Monica Bl., #870, 5th Floor, Los Angeles, CA 90067. EOE

kdon 102.5 FM

Top-rated CHR looking for morning show host... creative team player with a sense of humor. Slackers need not apply. Send T&R to Michael Newman, PD, 55 Plaza Circle, Salinas, CA 93901. No calls please

OPENINGS

Southern California's only fully accredited broadcasting school is looking for PT instructors. If you live in the So. Cal. area and have at least 5 years' on-air experience, Fax your resume to: Karyn Wright (714) 842-1858

IMAGE PRODUCTION DIRECTOR

Creative talent w/3-5 years' commercial & multi-track exp. for 3 major radio stations. Rush T&R to: Par Broadcasting, 5745 Kearny Villa Rd., Ste. M, San Diego, CA 92123, Attn: HR-PD0396. EOE

HotAC seeks Program Director/morning drive air-talent. Must be creative and a leader! Live in a fun small/medium market in the Great Northwest. Send T&R, programming philosophies, and track record to: Radio & Records, 10100 Santa Monica Bl., #866, 5th Floor, Los Angeles, CA 90067. EOE



CITADEL/RENO'S K-BULL, 98FM IS LOOKING FOR A PD!!!

Reno's #1 Station looks to continue winning ways!!! Requires on-air shift, Music Master knowledge & ability to coach talent! Can you answer the challenge??? T&R to: KBUL, 595 E. Plumb Lane, Reno, NV 89502. Attn: Rusty Keys. EOE No Phone Calls

PROGRAM DIRECTOR

One of the Country's hottest radio companies is searching for a program director. We're looking for someone who's willing to roll up their sleeves and engineer the building and day-to-day operation of our new Alternative Rock format. You'll be working with some of the best minds in the business at our facility in the beautiful Rocky Mountain west. If you can create magic by combining the latest technology with research, have a minimum 3-5 years' experience as a PD, Asst. PD or Music Director of a top-50 market station, we'd like to hear from you. You'll be doing an airshift, too, so send along a tape and resume in complete confidence to: Radio & Records, 10100 Santa Monica Bl., #865, 5th Floor, Los Angeles, CA 90067. EOE

Reno's legendary oldies station, KODS Oldies 104, has a rare fulltime opening for an on-air morning sidekick. Must have great sense of humor and production skills. If both your razor blade and wits are quick and sharp, rush T&R to Joel Muller, KODS, 255 West Moana, #208, Reno, NV 89509. Females and minorities encouraged. EOE

OPENINGS

POSITIONS SOUGHT

MORNINGS/OM/PD

"Quick, funny... the best people manager" KVST, KILT, KRBE Houston. Ratings, comedy, talk, news, sales. Strong Prod; All offers welcome. Mike Shiloh (713) 537-6901

Jim's Back! He's already taken the Midwest and South. Where will he hit next? You decide! JIM: (312) 866-2135. (2/16)

Can't read, so don't call with liner card gigs! I can do production though, even if I can't tie my own shoes. DAVE: (813) 265-8212. (2/16)

Multi-talented PD/MD/AT is seeking opportunity to impress you. SHELBY T: (918) 245-3907. (2/16)

Super nice guy currently on-air. Loves dig. Prod. & live appearances. Big clear pipes, any format considered. CARL ANTHONY: (205) 781-9099. (2/16)

Have headphones will travel! AT, MD, production appearances, news and sports, computer exp. NE preferred. LAURA: (518) 943-5635. (2/16)

Central/South Florida. Exp. AT seeking fulltime airshift. All formats. JAY: (407) 997-2131. (2/16)

I gotta "P": personality, production, pro, prep, phones, powerful promotions. Other letters on request. DANGEROUS DAN MCKAY: (601) 831-8212. (2/16)

WILL PUT MONEY WHERE MY MUSIC IS!

'50s, '60s oldies collector (massive library, on-air experience) desires to program small/medium market FM or satellite/cable service. Fresh concept. CAN MAKE CAPITAL INVESTMENT. Ron Stein 713-520-7323

Former Tampa and Charlotte PD in search of HAC, AC CHR or rocker to improve! JON: (813) 784-9196. (2/16)

Faster than 78 RPMs! More powerful than a 50,000w signal! Able to leap ratings in a single bound! JIM: (312) 866-2135. (2/16)

Ratings and revenue builder. WYYY/KFRG/KOOJ, network and consulting background. Need prog. leadership? JIM RADFORD: (315) 492-2764. (2/16)

15-year pro. Great pipes, good attitude, versatile. Seeks on-air gig in Sacramento area. JOHN: (916) 488-1347. (2/16)

Attention Phoenix: veteran on-air talent residing in the Valley seeks weekends/fill-in. All formats. DEREK: (602) 892-7001. (2/16)

Dean Goss mornings, formerly KEARTH, KFRC, KYA & KYCY San Francisco. AKA Goss & Garrett: (415) 508-8348. (2/16)

14-year pro currently working in Chicago. Seeking PD or MD with air shift. Great references. TOM: (708) 760-7591. (2/16)

Major market driver seeks gold, MOR, SoftAC. Production, pipes, team player. RICHARD: (314) 997-4190. (2/16)

Will broadcast for food! But regular paychecks would probably be cheaper for you. Oldies/70's experienced. JIM: (312) 866-2135. (2/16)

10-year female host seeks to relocate on Northeast Coast. Production skills right - no ego to fight - ADRIANA: (302) 684-2521. (2/16)

Snow sucks! Awardwinning production director/AT seeks warm climate top 50. Voices, copywriting, morning comedy, digital exp. MARK: (914) 895-5141. (2/16)

Cutting edge morning team seeks creative talk environment. Entertaining even without callers. Listen now: (301) 774-6300 Box 410. (2/16)

NEED A JOB? NEED A JOCK?

Put it in Opportunities... and get results!

Call (310) 553-4330

OPENINGS

R&R now accepts DISCOVER cards, as well as, VISA, MasterCard & American Express.

R&R Opportunities Free Advertising

Radio & Records provides free (20 words or 3 lines) listings to radio stations and record companies ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727. Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

Online Job Listings

To post your ad on R&R's web site (<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

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads must be submitted by mail, except for credit card orders, which are also accepted by fax: 310-203-8727. Visa, MC, AmEx, Discover accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)** eight days prior to issue date. Address all ads to: R&R Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

RADIO & RECORDS

10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable state sales tax) in the United States or \$695.00 overnight delivery (U.S. funds only), \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two Ratings Report & Directory issues and other special publications. Refunds are prorated based on the actual value of issues received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Nothing may be reproduced in whole or in part without written permission from the Publisher. The terms Back Page, Breakers, Most Added, R&R, Compact Data, and Street Talk are registered trademarks of Radio & Records. © 1996. POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067.

AIRCHECKS



AIRTALENT USA COMPACT DISC DIGITAL AUDIO

There is no easier way to audition multiple air talents than with the instant track selectability of the compact disc.

CHR/OLDIES JOCKS | COUNTRY JOCKS | AC JOCKS

LOOKING FOR A NEW GIG AT A TOP-50 MARKET STATION?

IF YOU'RE SENDING OUT DEMO TAPES, TRY SOMETHING BETTER—GO DIGITAL, GO NATIONAL ABOARD THE AirTalent USA COMPACT DISC.

For less than the cost of a postcard stamp you can now put your audition "tape" into the hands of the program director at each of 1000 radio stations in the Top 50 markets. Invest only \$195 and you'll stand out with a one-minute demo in a slickly-produced, high-profile CD package that will get you noticed.

Programmers get demo tapes daily. They've got boxes of them collecting dust. Imagine how much more likely they are to use the convenience of a compact disc that lets them easily scan airchecks and production samples from a variety of CHR, Oldies, Adult and Country personalities.

Need more than a minute to showcase your skills? Demo lengths of 1½ and 2 minutes are also available. And AirTalent USA lets you include substantial written resume information, too, including your phone numbers, all of which is listed in the booklet accompanying the CD. Of course, you get your own copy of the CD, plus a directory of all 1000 stations on the mailing list.

AirTalent USA is an advertising vehicle for radio personalities and production people who want to get noticed in a much bigger, much easier and much more cost effective way than previously possible. AirTalent USA is not a broker or agent and doesn't charge you or the station any type of commission. It's a great free service for the stations, and when a programmer hears you and wants to talk, he or she calls you directly.

So leave clunky old analog tapes behind—along with the idea of sending out a handful. Go digital and hit a thousand stations at once without making a single dub or stuffing a single envelope. But hurry—AirTalent USA is a fast turnaround production. The deadline for the next edition is March 15th. Release date is March 30th. Space availability is first-come, first-served. Pay by check or use your credit card. Your talent registration form and demo must be received no later than March 15th. Your demo may be on a DAT or a reel, and DATs will be returned. For more info call us, toll-free, at (800) 473-1454.

Immediately upon release, 1,000 complimentary copies of AirTalent USA will go out First Class Mail to the PDs at CHR, Oldies, Adult and Country stations in the following—and only the following—markets:

- New York City • Los Angeles • Chicago • San Francisco • Philadelphia • Detroit • Washington
- Dallas • Boston • Houston • Miami • Atlanta • Seattle • San Diego • Minneapolis • St. Louis • Baltimore
- Pittsburgh • Tampa • Phoenix • Cleveland • Denver • Portland • Milwaukee • Kansas City • Providence
- Sacramento • Cincinnati • Norfolk • Columbus • Buffalo • Tulsa • San Antonio • Indianapolis • Charlotte
- New Orleans • Hartford • Orlando • Memphis • Nashville • Oklahoma City • Jacksonville • Richmond
- Louisville • Albany • Las Vegas • Raleigh • Honolulu • West Palm Beach • Albuquerque.

TALENT REGISTRATION FORM

1. Your name _____

2. Your demo length is: 1 minute (\$195) 1½ minutes (\$285) 2 minutes (\$375)

3. Your demo is for: CHR/Oldies Country AC/NAC/Easy Listening Production Only

4. Your telephone(s) (____) _____ HOME BEEPER (____) _____ WORK PORTABLE (____) _____ HOME BEEPER WORK PORTABLE

5. Your address (for receiving your copy of AirTalent USA) _____

6. Your (up to) 25 words of resume info and/or details of what type of position/geographic area sought: _____

7A. Your method of payment: Check (payable to AirTalent USA) Credit Card (See 7B)

7B. Your credit card is: Visa MasterCard Discover Exp. date: _____

Card number: _____

Name as it appears on card: _____

Send your registration, check and demo to:
AirTalent USA, 2972 Aventura Boulevard,
Suite 305, Miami, Florida 33180

Maximum demo run times: 1 min.: 59.9 secs.,
1½ min.: 89.9 secs., 2 min.: 119.9 secs.

Signature: _____

DEADLINE: MARCH 15, 1996

AirTalent USA is a service of VoiceOver USA, the premier source of voice talent on compact disc.

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AIRCHECKS

AUDIO & VIDEO AIRCHECKS

CURRENT #180, B96/George McFly & Frankie, KKBH/Big Ron O'Brien, WBCS/Addams & Doyle, Z100/Caine, KYSR/Rick Stacy, WCBS-FM/Harry Harrison, KDWB, \$7

CURRENT #189, KIS/Rick Dees, WFBO/Bob & Tom, KIMN/Tina, WJMN/Ralphie Marino, WPLJ/Rocky Allen, KKFR/Supersnake, WPRO-FM/Giovanni, \$7

PERSONALITY PLUS #PP-97, WRGX/Mancow, KSJO/Lamont & Tonelli, WXKS/Matt Siegal, KRTH/Robert W. Morgan, KPLZ/Kent & Alan, \$7

PERSONALITY PLUS #PP-96, WKLB/Loren & Wally, WXRK/GreaseMan, KIOZ/Dave Shelly & Chansaw, WRQX/Jack Diamond & Bert, Cassette \$7

PERSONALITY PLUS #PP-95, KRFX/Lewis & Floorwax, KFRC/Gary Bryan, KDKB/Tim & Mark, KRPM/Chabod Caine, KWMX/Eric, Robbyn & Larry Cassette \$7

ALL COUNTRY #CY-45, WPOG, KIIM, KEEY, KSOP, KRST, KSCS, KNIX, \$7

ALL CHR #CHR-15, WWWW, WBBM-FM, WCKS, KKSS, WKSS, WKCI, \$7

ALL AC #AC-23, WASH, WRQX, KPLZ, WWL1, KSNE, WBBB, \$7

PROFILE #S-312, PHOENIX! CHR KKFR, AC KKL1, KVRV, Ctry KMLE, KNIX AOR KDKB, KUPD, KSLX, Gold KOOL, KHTC, \$7

PROFILE #S-313, HOUSTON! CHR KRBE, KBXX, AC KODA, KHMC, Ctry KIKK, KILT KKBO, AOR KL0L, KKRW, KTBB, UC KMJO, Gold KLDE, \$7

PROMO VAULT #PR-23, promo samples - all formats, all market sizes, Cassette, \$1H.

SWEETPEEL VAULT #SV-9, Sweeper & Legal ID samples, all formats, Cassette, \$10

F-22 (ALL FEMALE), #CHN-22 (CHR NIGHTS), #0-17 (ALL OLDIES), #AOR-12 (ALL AOR), #MR-3 (MODERN ROCK), #T-3 (TALK RADIO), #UC-17 (ALL URBAN), #S-310 (NEW YORK, AM DRIVE) at \$7 each

CLASSIC #C-183, WQXI/Scott Shannon-1975, KLIF/Trv Hamgan-1960, KKUA-1967, WAKY/Gary Burbank-1973, WABC-1971, KHJ/Machinegun Kelly-1975, \$11

VIDEO #60, San Diego's KKBH/Brian Whitman, Boston's WBCS/Addams & Doyle, Balt.'s WIYY/Byrd, Mark & Lopez, WOSR/Roger Cary, DC's WBIG/Cathy Whiteside, 2 Hot hrs., \$20 VHS

VIDEO #61, BEST OF MORNING RADIO Part 4; over 20 of the country's best morning shows, all formats! 2 HOT hrs, VHS \$20!

CALIFORNIA AIRCHECK 
Box 4408 - San Diego, CA 92164 - (619) 460-6104

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"... that last bit crossed the taste threshold... the phones are jammed by pissed-off callers... a ten-spot stopset from Hell is next... then the news weenie with a five-minute snoozer... my coffee cup's empty... my bladder's full... and the trash-for-cash music director has scheduled loser-drek out of the news!! A-I-I-E-E-E!! NOW WHAT??"

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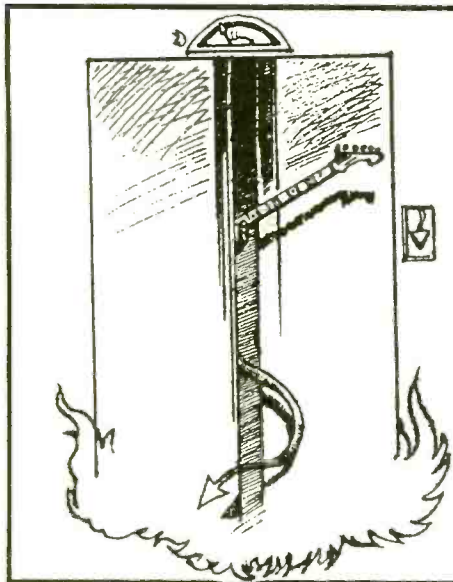


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CHARLESTON, SC 29413 • (803) 971-0448

COMEDY SERVICES



The Elevator From Hell™

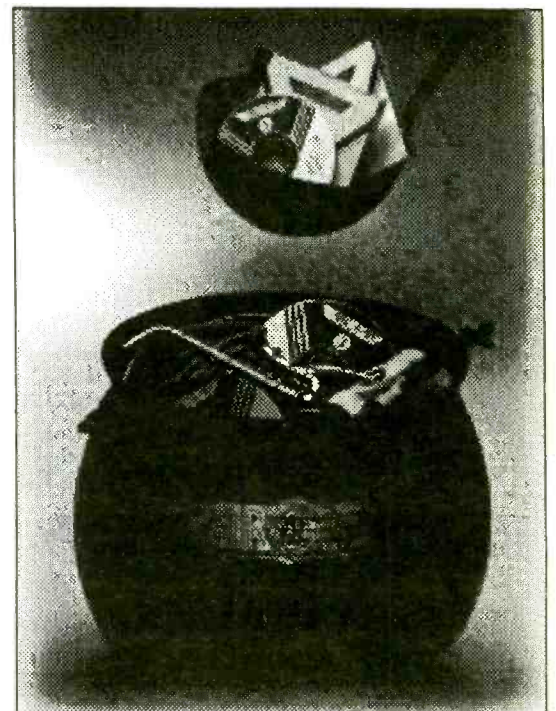
Ridiculous "Elevator Music" versions of Current and Classic Rock Hits.

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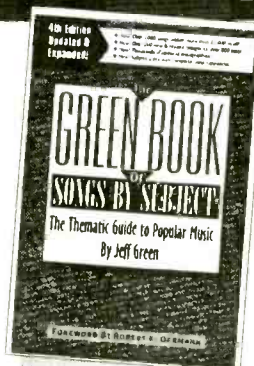
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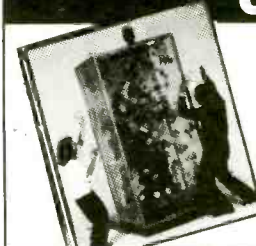
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NATIONAL AIRPLAY OVERVIEW FEBRUARY 16, 1996

Breakers in Blue

CHR/POP

LW	TW	ARTIST	SONG	RECORD LABEL
2	1	EVERYTHING BUT THE GIRL	Missing	<i>(Atlantic)</i>
1	2	MARIAH CAREY	One Sweet Day	<i>(Columbia/CRG)</i>
3	3	JOAN OSBORNE	One Of Us	<i>(Blue Gorilla/Mercury)</i>
4	4	GOO GOO DOLLS	Name	<i>(Metal Blade/WB)</i>
5	5	HOOTIE & THE BLOWFISH	Time	<i>(Atlantic)</i>
8	6	TONY RICH PROJECT	Nobody Knows	<i>(LaFace/Arista)</i>
6	7	WHITNEY HOUSTON	Exhale (Shoop Shoop)	<i>(Arista)</i>
9	8	NATALIE MERCHANT	Wonder	<i>(Elektra/EEG)</i>
10	9	LA BOUCHE	Be My Lover	<i>(Logic/RCA)</i>
7	10	DEEP BLUE SOMETHING	Breakfast At...	<i>(RainMaker/Interscope)</i>
11	11	BLUES TRAVELER	Hook	<i>(A&M)</i>
12	12	SEAL	Don't Cry	<i>(ZTT/WB)</i>
13	13	COLLECTIVE SOUL	The World I Know	<i>(Atlantic)</i>
16	14	OASIS	Wonderwall	<i>(Epic)</i>
15	15	MELISSA ETHERIDGE	I Want To Come Over	<i>(Island)</i>
14	16	TLC	Diggin' On You	<i>(LaFace/Arista)</i>
22	17	GIN BLOSSOMS	Follow You Down	<i>(A&M)</i>
21	18	BLESSID UNION OF SOULS	Oh Virginia	<i>(EMI)</i>
25	19	SMASHING PUMPKINS	1979	<i>(Virgin)</i>
18	20	GEORGE MICHAEL	Jesus To A Child	<i>(DreamWorks/Geffen)</i>
23	21	BODEANS	Closer To Free	<i>(Slash/Reprise)</i>
17	22	ALANIS MORISSETTE	Hand In My Pocket	<i>(Maverick/Reprise)</i>
19	23	MADONNA	You'll See	<i>(Maverick/WB)</i>
20	24	GROOVE THEORY	Tell Me	<i>(Epic)</i>
31	25	3T	Anything	<i>(MJJ/550 Music)</i>
47	26	SOPHIE B. HAWKINS	Only Love (The Ballad...)	<i>(Columbia/CRG)</i>
24	27	SOPHIE B. HAWKINS	As I Lay Me Down	<i>(Columbia/CRG)</i>
26	28	SOUL ASYLUM	Promises Broken	<i>(Columbia/CRG)</i>
38	29	BRANDY	Sittin' Up In My Room	<i>(Arista)</i>
29	30	NATALIE MERCHANT	Carnival	<i>(Elektra/EEG)</i>

CHR begins on Page 37.

HOT AC

LW	TW	ARTIST	SONG	RECORD LABEL
1	1	MARIAH CAREY	One Sweet Day	<i>(Columbia/CRG)</i>
2	2	ELTON JOHN	Blessed	<i>(Rocket/Island)</i>
3	3	GOO GOO DOLLS	Name	<i>(Metal Blade/WB)</i>
4	4	DEEP BLUE SOMETHING	Breakfast At...	<i>(RainMaker/Interscope)</i>
5	5	HOOTIE & THE BLOWFISH	Time	<i>(Atlantic)</i>
7	6	EVERYTHING BUT THE GIRL	Missing	<i>(Atlantic)</i>
6	7	SOPHIE B. HAWKINS	As I Lay Me Down	<i>(Columbia/CRG)</i>
14	8	MELISSA ETHERIDGE	I Want To Come Over	<i>(Island)</i>
9	9	DEL AMITRI	Roll To Me	<i>(A&M)</i>
8	10	MADONNA	You'll See	<i>(Maverick/WB)</i>
11	11	TAKE THAT	Back For Good	<i>(Arista)</i>
10	12	GIN BLOSSOMS	Til I Hear It From You	<i>(A&M)</i>
12	13	SEAL	Don't Cry	<i>(ZTT/WB)</i>
16	14	NATALIE MERCHANT	Wonder	<i>(Elektra/EEG)</i>
13	15	GEORGE MICHAEL	Jesus To A Child	<i>(DreamWorks/Geffen)</i>
15	16	WHITNEY HOUSTON	Exhale (Shoop Shoop)	<i>(Arista)</i>
19	17	JOAN OSBORNE	One Of Us	<i>(Blue Gorilla/Mercury)</i>
20	18	JANN ARDEN	Insensitive	<i>(A&M)</i>
24	19	SOPHIE B. HAWKINS	Only Love (The Ballad...)	<i>(Columbia/CRG)</i>
23	20	ROD STEWART	So Far Away	<i>(Lava/Atlantic)</i>
22	21	TONY RICH PROJECT	Nobody Knows	<i>(LaFace/Arista)</i>
25	22	BLESSID UNION OF SOULS	Oh Virginia	<i>(EMI)</i>
21	23	SOUL ASYLUM	Promises Broken	<i>(Columbia/CRG)</i>
26	24	COLLECTIVE SOUL	The World I Know	<i>(Atlantic)</i>
30	25	BODEANS	Closer To Free	<i>(Slash/Reprise)</i>
29	26	BLUES TRAVELER	Hook	<i>(A&M)</i>
—	27	GIN BLOSSOMS	Follow You Down	<i>(A&M)</i>
—	28	CELINE DION	Because You Loved Me	<i>(550 Music)</i>
—	29	PHIL COLLINS	Somewhere	<i>(RCA Victor)</i>
—	30	MARTIN PAGE	Light In Your Heart	<i>(Mercury)</i>

No Songs Qualified For Breaker Status This Week
AC begins on Page 67.

CHR/RHYTHMIC

LW	TW	ARTIST	SONG	RECORD LABEL
2	1	BRANDY	Sittin' Up In My Room	<i>(Arista)</i>
1	2	TONY RICH PROJECT	Nobody Knows	<i>(LaFace/Arista)</i>
4	3	L.L. COOL J	Hey Lover	<i>(Def Jam/Island)</i>
5	4	2PAC /DR. DRE	California Love	<i>(Death Row/Interscope)</i>
10	5	MARY J. BLIGE	Not Gon' Cry	<i>(Arista)</i>
3	6	MARIAH CAREY	One Sweet Day	<i>(Columbia/CRG)</i>
6	7	MONICA	Before You Walk Out Of My Life	<i>(Rowdy/Arista)</i>
8	8	3T	Anything	<i>(MJJ/550 Music)</i>
9	9	LA BOUCHE	Be My Lover	<i>(Logic/RCA)</i>
7	10	WHITNEY HOUSTON	Exhale (Shoop Shoop)	<i>(Arista)</i>
12	11	EVERYTHING BUT THE GIRL	Missing	<i>(Atlantic)</i>
17	12	MARIAH CAREY	Always Be My Baby	<i>(Columbia/CRG)</i>
13	13	LINA SANTIAGO	Feels So Good...	<i>(Groove Nation/Universal)</i>
11	14	GROOVE THEORY	Tell Me	<i>(Epic)</i>
18	15	DEBORAH COX	Who Do U Love	<i>(Arista)</i>
16	16	IMMATURE	We Got It	<i>(MCA)</i>
14	17	KRIS KROSS	Tonite's The Nite	<i>(Ruffhouse/Columbia/CRG)</i>
21	18	L.L. COOL J	Doin' It	<i>(Def Jam/Island)</i>
26	19	D'ANGELO	Lady	<i>(EMI)</i>
20	20	L.A.D.	Ridin' Low	<i>(Hollywood)</i>
27	21	YVETTE MICHELLE	Every Day And Every Night	<i>(Loud/RCA)</i>
24	22	R. KELLY	Down Low (Nobody Has To Know)	<i>(Jive)</i>
19	23	PLANET SOUL	Set U Free	<i>(Strictly Rhythm)</i>
22	24	MARIAH CAREY	Fantasy	<i>(Columbia/CRG)</i>
33	25	GROOVE THEORY	Keep Tryin'	<i>(Epic)</i>
25	26	BARRIO BOYZZ	How We Roll	<i>(SBK/EMI)</i>
30	27	XSCAPE	Do You Want To (So So Def/Columbia/CRG)	
35	28	JOE	All The Things (Your Man Won't Do)	<i>(Island)</i>
32	29	DEVONE	Energy	<i>(Aqua Boogie/Mercury)</i>
23	30	TLC	Diggin' On You	<i>(LaFace/Arista)</i>

CHR begins on Page 37.

AC

LW	TW	ARTIST	SONG	RECORD LABEL
1	1	MARIAH CAREY	One Sweet Day	<i>(Columbia/CRG)</i>
4	2	ROD STEWART	So Far Away	<i>(Lava/Atlantic)</i>
2	3	WHITNEY HOUSTON	Exhale (Shoop Shoop)	<i>(Arista)</i>
6	4	GEORGE MICHAEL	Jesus To A Child	<i>(DreamWorks/Geffen)</i>
3	5	MADONNA	You'll See	<i>(Maverick/WB)</i>
5	6	ELTON JOHN	Blessed	<i>(Rocket/Island)</i>
10	7	PHIL COLLINS	Somewhere	<i>(RCA Victor)</i>
7	8	SELENA	Dreaming Of You	<i>(EMI)</i>
11	9	SEAL	Don't Cry	<i>(ZTT/WB)</i>
8	10	MICHAEL BOLTON	A Love So Beautiful	<i>(Columbia/CRG)</i>
9	11	TAKE THAT	Back For Good	<i>(Arista)</i>
16	12	TONY RICH PROJECT	Nobody Knows	<i>(LaFace/Arista)</i>
14	13	PETER CETERA	Faithfully	<i>(River North)</i>
15	14	MARY CHAPIN CARPENTER	Grow Old With Me	<i>(Hollywood)</i>
12	15	SOPHIE B. HAWKINS	As I Lay Me Down	<i>(Columbia/CRG)</i>
20	16	JIM BRICKMAN	By Heart	<i>(Windham Hill)</i>
19	17	JANN ARDEN	Insensitive	<i>(A&M)</i>
18	18	EXPOSE	I'll Say Goodbye For The Two Of Us	<i>(Arista)</i>
22	19	HOOTIE & THE BLOWFISH	Time	<i>(Atlantic)</i>
23	20	EVERYTHING BUT THE GIRL	Missing	<i>(Atlantic)</i>
13	21	CURTIS STIGERS	Keep Me From The Cold	<i>(Arista)</i>
26	22	AMY GRANT	The Things We Do For Love	<i>(Hollywood)</i>
—	23	CELINE DION	Because You Loved Me	<i>(550 Music)</i>
17	24	STEVE WINWOOD	Reach For The Light	<i>(MCA)</i>
27	25	NATALIE MERCHANT	Wonder	<i>(Elektra/EEG)</i>
30	26	BOB SEGER	I Wonder	<i>(Capitol)</i>
28	27	JAMES INGRAM	So This Is Love	<i>(Disney)</i>
—	28	DEEP BLUE SOMETHING	Breakfast At...	<i>(RainMaker/Interscope)</i>
29	29	ENYA	Anywhere Is	<i>(Reprise)</i>
—	30	SOPHIE B. HAWKINS	Only Love (The Ballad...)	<i>(Columbia/CRG)</i>

AC begins on Page 67.

URBAN

LW	TW	ARTIST	SONG	RECORD LABEL
1	1	MARY J. BLIGE	Not Gon' Cry	<i>(Arista)</i>
2	2	R. KELLY	Down Low (Nobody Has To Know)	<i>(Jive)</i>
3	3	BRANDY	Sittin' Up In My Room	<i>(Arista)</i>
5	4	SOLO	Where Do U Want Me To Put It	<i>(Perspective/A&M)</i>
8	5	XSCAPE	Do You Want To (So So Def/Columbia/CRG)	
7	6	D'ANGELO	Lady	<i>(EMI)</i>
6	7	IMMATURE	We Got It	<i>(MCA)</i>
12	8	2PAC /DR. DRE	California Love	<i>(Death Row/Interscope)</i>
9	9	TOTAL	No One Else	<i>(Bad Boy/Arista)</i>
4	10	MONICA	Before You Walk Out Of My Life	<i>(Rowdy/Arista)</i>
15	11	JOE	All The Things (Your Man Won't Do)	<i>(Island)</i>
13	12	KRIS KROSS	Tonite's The Nite	<i>(Ruffhouse/Columbia/CRG)</i>
11	13	FAITH EVANS	Soon As I Get Home	<i>(Bad Boy/Arista)</i>
18	14	DEBORAH COX	Who Do U Love	<i>(Arista)</i>
21	15	CHANTAY SAVAGE	I Will Survive	<i>(RCA)</i>
19	16	TONY RICH PROJECT	Nobody Knows	<i>(LaFace/Arista)</i>
17	17	SOMETHIN' FOR THE PEOPLE	You Want This Party Started	<i>(WB)</i>
10	18	JODECI	Love U 4 Life	<i>(Uptown/MCA)</i>
22	19	SHAWN STOCKMAN	Visions Of A Sunset	<i>(Polydor/A&M)</i>
24	20	GERALD & EDDIE LEVERT SR.	Wind Beneath...	<i>(EastWest/EEG)</i>
25	21	GROOVE THEORY	Keep Tryin'	<i>(Epic)</i>
23	22	ISLAND INSPIRATIONAL ALL STARS	Don't Give Up	<i>(Island)</i>
27	23	YVETTE MICHELLE	Every Day And Every Night	<i>(Loud/RCA)</i>
14	24	MARIAH CAREY	One Sweet Day	<i>(Columbia/CRG)</i>
20	25	L.L. COOL J	Hey Lover	<i>(Def Jam/Island)</i>
16	26	JANET JACKSON	Twenty Foreplay	<i>(A&M)</i>
29	27	JUNIOR M.A.F.I.A.	Get Money	<i>(Big Beat/Atlantic)</i>
32	28	PURE SOUL	Stairway To Heaven	<i>(Stepsun/Interscope)</i>
35	29	SA-DEUCE	Don't Waste My Time	<i>(Mecca Don/EastWest/EEG)</i>
26	30	BRIAN MCKNIGHT	Still In Love	<i>(Mercury)</i>

Complete list of Urban Breakers on Page 50
URBAN begins on Page 48.

ACTIVE ROCK

LW	TW	ARTIST	SONG	RECORD LABEL
1	1	SMASHING PUMPKINS	1979	<i>(Virgin)</i>
5	2	EVERCLEAR	Santa Monica (Watch The World Die)	<i>(Capitol)</i>
3	3	ALICE IN CHAINS	Heaven Beside You	<i>(Columbia/CRG)</i>
4	4	PEARL JAM	I Got It	<i>(Epic)</i>
6	5	OASIS	Wonderwall	<i>(Epic)</i>
7	6	SPACEHOG	In The Meantime	<i>(Sire/EEG)</i>
8	7	GREEN DAY	Brain Stew	<i>(Reprise)</i>
2	8	BUSH	Glycerine	<i>(Trauma/Interscope)</i>
10	9	GOO GOO DOLLS	Naked	<i>(Metal Blade/WB)</i>
12	10	NIXONS	Sister	<i>(MCA)</i>
14	11	FOLK IMPLOSION	Natural One	<i>(London/Island)</i>
9	12	OZZY OSBOURNE	See You On The Other Side	<i>(Epic)</i>
15	13	RED HOT CHILI PEPPERS	Aeroplane	<i>(WB)</i>
13	14	SEVEN MARY THREE	Cumbersome	<i>(Mammoth/Atlantic)</i>
11	15	COLLECTIVE SOUL	The World I Know	<i>(Atlantic)</i>
16	16	GIN BLOSSOMS	Follow You Down	<i>(A&M)</i>
19	17	STABBING WESTWARD	What Do I Have To Do?	<i>(Columbia/CRG)</i>
17	18	TOADIES	Away	<i>(Interscope)</i>
21	19	DOG'S EYE VIEW	Everything Falls Apart	<i>(Columbia/CRG)</i>
35	20	PRESIDENTS OF THE UNITED...	Peaches	<i>(Columbia/CRG)</i>
18	21	AC/DC	Cover You In Oil	<i>(EastWest/EEG)</i>
20	22	VICTOR	Promise	<i>(Atlantic)</i>
36	23	FOO FIGHTERS	Big Me	<i>(Capitol)</i>
31	24	SON VOLT	Drown	<i>(WB)</i>
32	25	SEVEN MARY THREE	Water's Edge	<i>(Mammoth/Atlantic)</i>
—	26	ZZ TOP	She's Just Killing Me	<i>(Los Hooligans/Epic ST)</i>
30	27	RANCID	Ruby Soho	<i>(Epitaph)</i>
49	28	BUSH	Machine Head	<i>(Trauma/Interscope)</i>
43	29	RUST	Not Today	<i>(Atlantic)</i>
25	30	TOADIES	Possum Kingdom	<i>(Interscope)</i>

ROCK begins on Page 78.


JACKSON BROWNE "Some Bridges"

the premiere single from his new album "LOOKING EAST"

Breakers In Blue

URBAN AC

LW	TW	ARTIST	SON	Label
1	1	MARY J. BLIGE	Not Gon' Cry	(Arista)
2	2	R. KELLY	Down Low (Nobody Has To Know)	(Jive)
4	3	MARIAH CAREY	One Sweet Day	(Columbia/CRG)
3	4	WHITNEY HOUSTON	Exhale (Shoop Shoop)	(Arista)
5	5	SOLO	Where Do U Want Me To Put It	(Perspective/A&M)
7	6	BRANDY	Sittin' Up In My Room	(Arista)
8	7	QUINCY JONES F/TAMIA	You Put A Move On My...	(Qwest/WB)
6	8	FAITH EVANS	Soon As I Get Home	(Bad Boy/Arista)
10	9	GERALD & EDDIE LEVERT SR.	Wind Beneath...	(EastWest/EEG)
12	10	D'ANGELO	Lady	(EMI)
13	11	JOE	All The Things (Your Man Won't Do)	(Island)
18	12	CHANTAY SAVAGE	I Will Survive	(RCA)
9	13	TERRY ELLIS	Where Ever You Are	(EastWest/EEG)
14	14	BRIAN MCKNIGHT	Still In Love	(Mercury)
22	15	RANDY CRAWFORD	Give Me The Night	(Bluemoon/Atlantic)
27	16	TONI BRAXTON	Let It Flow	(Arista)
11	17	GERALD & EDDIE LEVERT SR.	Already Missing...	(EastWest/EEG)
21	18	TONY RICH PROJECT	Nobody Knows	(LaFace/Arista)
16	19	JANET JACKSON	Twenty Foreplay	(A&M)
24	20	SHAWN STOCKMAN	Visions Of A Sunset	(Polydor/A&M)
19	21	ISLAND INSPIRATIONAL ALL STARS	Don't Give Up	(Island)
15	22	WILL DOWNING	Sorry, I	(Mercury)
23	23	XSCAPE	Do You Want To	(So So Def/Columbia/CRG)
26	24	JERALD DAEMYON	Summer Madness	(GRP)
17	25	XSCAPE	Who Can I Run To	(So So Def/Columbia/CRG)
20	26	MONICA	Before You Walk Out Of My Life	(Rowdy/Arista)
29	27	REGINA BELLE	You Make Me Feel Brand New	(Columbia/CRG)
—	28	PURE SOUL	Stairway To Heaven	(Stepsun/Interscope)
—	29	MAYSA	Sexy	(Blue Thumb)
28	30	PHYLLIS HYMAN	I Refuse To Be Lonely	(Philly/Zoo)

URBAN begins on Page 48.

ROCK

LW	TW	ARTIST	SON	Label
1	1	COLLECTIVE SOUL	The World I Know	(Atlantic)
2	2	SEVEN MARY THREE	Cumbersome	(Mammoth/Atlantic)
4	3	SMASHING PUMPKINS	1979	(Virgin)
6	4	BUSH	Glycerine	(Trauma/Interscope)
7	5	OZZY OSBOURNE	See You On The Other Side	(Epic)
5	6	PEARL JAM	I Got Id	(Epic)
10	7	GIN BLOSSOMS	Follow You Down	(A&M)
9	8	MELISSA ETHERIDGE	I Want To Come Over	(Island)
3	9	TOM PETTY	Waiting For Tonight	(MCA)
20	10	ZZ TOP	She's Just Killing Me	(Los Hooligans/Epic ST)
11	11	BOB SEGER	Hands In The Air	(Capitol)
14	12	ALICE IN CHAINS	Heaven Beside You	(Columbia/CRG)
13	13	OASIS	Wonderwall	(Epic)
15	14	EVERCLEAR	Santa Monica (Watch The World Die)	(Capitol)
8	15	KENNY WAYNE SHEPHERD	Deja Voodoo	(Giant/Reprise)
16	16	SPACEHOG	In The Meantime	(Sire/EEG)
23	17	GOO GOO DOLLS	Naked	(Metal Blade/WB)
30	18	DON HEMLEY	You Don't Know Me At All	(Geffen)
22	19	NIXONS	Sister	(MCA)
19	20	SOUL ASYLUM	Promises Broken	(Columbia/CRG)
21	21	HOOTIE & THE BLOWFISH	Time	(Atlantic)
18	22	VICTOR	Promise	(Atlantic)
27	23	SON VOLT	Drown	(WB)
12	24	AC/DC	Cover You In Oil	(EastWest/EEG)
29	25	DOG'S EYE VIEW	Everything Falls Apart	(Columbia/CRG)
17	26	RED HOT CHILI PEPPERS	My Friends	(WB)
31	27	BROTHER CANE	Voice Of Eujena	(Virgin)
34	28	RED HOT CHILI PEPPERS	Aeroplane	(WB)
28	29	GOD GOO DOLLS	Name	(Metal Blade/WB)
24	30	DAVE MATTHEWS BAND	Satellite	(RCA)

ROCK begins on Page 78.

COUNTRY

LW	TW	ARTIST	SON	Label
2	1	COLLIN RAYE	Not That Different	(Epic)
4	2	ALAN JACKSON	I'll Try	(Arista)
3	3	WADE HAYES	What I Meant To Say	(DKC/Columbia/CRG)
5	4	MARTINA McBRIDE	Wild Angels	(RCA)
7	5	GARTH BROOKS	The Beaches Of Cheyenne	(Capitol)
8	6	GEORGE STRAIT	I Know She Still Loves Me	(MCA)
10	7	PATTY LOVELESS	You Can Feel Bad	(Epic)
9	8	TRACY LAWRENCE	If You Loved Me	(Atlantic)
11	9	DAVID LEE MURPHY	Out With A Bang	(MCA)
1	10	JOE DIFFIE	Bigger Than The Beatles	(Epic)
13	11	WYNONNA	To Be Loved By You	(Curb/MCA)
15	12	DIAMOND RIO	Walkin' Away	(Arista)
17	13	CLAY WALKER	Hypnotize The Moon	(Giant)
20	14	RHETT AKINS	She Said Yes	(Decca)
18	15	LINDA DAVIS	Some Things Are Meant To Be	(Arista)
22	16	DARYLE SINGLETARY	Too Much Fun	(Giant)
21	17	NEAL McCOY	You Gotta Love That	(Atlantic)
24	18	MARK CHESNUTT	It Wouldn't Hurt To Have Wings	(Decca)
27	19	LONESTAR	No News	(BNA)
25	20	ALABAMA	It Works	(RCA)
26	21	RICOCHET	What Do I Know	(Columbia/CRG)
28	22	LEE ROY PARNELL	Hear's Desire	(Career)
23	23	JOHN ANDERSON	Paradise	(BNA)
30	24	LARI WHITE	Ready, Willing And Able	(RCA)
32	25	PAM TILLIS	The River And The Highway	(Arista)
34	26	AARON TIPPIN	Without Your Love	(RCA)
33	27	LORRIE MORGAN	Standing Tall	(BNA)
37	28	TRACY BYRD	Heaven In My Woman's Eyes	(MCA)
38	29	BILLY DEAN	It's What I Do	(Capitol)
35	30	JAMES BDNAMY	She's Got A Mind Of Her Own	(Epic)
—	31	SHANIA TWAIN	You Win My Love	(Mercury)
41	32	JO DEE MESSINA	Heads Carolina, Tails California	(Curb)
45	33	JOHN BERRY	Every Time My Heart Calls Your	(Capitol)
40	34	EMILIO	Even If I Tried	(Capitol)
42	35	KEITH STEGALL	1969	(Mercury)

COUNTRY begins on Page 55.

ALTERNATIVE

LW	TW	ARTIST	SON	Label
2	1	SMASHING PUMPKINS	1979	(Virgin)
1	2	OASIS	Wonderwall	(Epic)
3	3	GREEN DAY	Brain Stew	(Reprise)
4	4	ALANIS MORISSETTE	Ironic	(Maverick/Reprise)
5	5	ALICE IN CHAINS	Heaven Beside You	(Columbia/CRG)
6	6	EVERCLEAR	Santa Monica (Watch The World Die)	(Capitol)
9	7	SPACEHOG	In The Meantime	(Sire/EEG)
8	8	GOO GOO DOLLS	Naked	(Metal Blade/WB)
10	9	RED HOT CHILI PEPPERS	Aeroplane	(WB)
12	10	GIN BLOSSOMS	Follow You Down	(A&M)
11	11	NO DOUBT	Just A Girl	(Trauma/Interscope)
15	12	PRESIDENTS OF THE UNITED...	Peaches	(Columbia/CRG)
16	13	TORI AMOS	Caught A Lite Sneeze	(Atlantic)
7	14	BUSH	Glycerine	(Trauma/Interscope)
17	15	FOO FIGHTERS	Big Me	(Capitol)
13	16	COLLECTIVE SOUL	The World I Know	(Atlantic)
18	17	GARBAGE	Only Happy When It Rains	(Almo Sounds/Geffen)
14	18	PEARL JAM	I Got Id	(Epic)
19	19	SEVEN MARY THREE	Cumbersome	(Mammoth/Atlantic)
20	20	FOLK IMPLOSION	Natural One	(London/Island)
24	21	SALT	Bluster	(Island)
25	22	STABBING WESTWARD	What Do I Have To Do?	(Columbia/CRG)
21	23	RANCID	Ruby Soho	(Epitaph)
22	24	RADIOHEAD	High & Dry	(Capitol)
23	25	FOR SQUIRRELS	Mighty K.C.	(550 Music)
29	26	RUBY	Tiny Meat	(Creation/Work/CRG)
26	27	SON VOLT	Drown	(WB)
27	28	TOADIES	Away	(Interscope)
28	29	TOADIES	Possum Kingdom	(Interscope)
46	30	BUSH	Machine Head	(Trauma/Interscope)

ALTERNATIVE begins on Page 86.

NAC

LW	TW	ARTIST	SON	Label
1	1	SPECIAL EFX	Seduction	(JVC)
3	2	RANOY CRAWFORD	Give Me The Night	(Bluemoon/Atlantic)
2	3	BONEY JAMES	Camouflage	(WB)
4	4	PAUL TAYLOR	'Til We Meet Again	(Countdown/Unity)
5	5	BOB MAMET	Greenstreet	(Atlantic)
7	6	JAZZMASTERS	Slomotion	(JVC)
6	7	PHILLIPE SAISSE	Masques	(Verve Forecast)
11	8	QUINCY JONES	Do Nothin' Till You Hear From Me	(Qwest/WB)
12	9	RICARDO SILVEIRA	Francesca	(Kokopelli)
8	10	OLETA ADAMS	Slow Motion	(Fontana/Mercury)
9	11	SIMPLY RED	Never Never Love	(EastWest/EEG)
10	12	DAVE KOZ & JASON MILES	Cara's Theme	(Lightyear)
13	13	BOBBY CALDWELL	Don't Ask My Neighbor	(Sin-Drome)
26	14	COUNT BASIC	Joy And Pain	(Instinct)
14	15	STEVE LAURY	Gloria Ann	(CTI)
18	16	BONEY JAMES	Ain't No Sunshine	(WB)
15	17	RICK BRAUN	Groovis	(Mesa/Bluemoon)
16	18	JONATHAN CAIN	Elegance On The Catwalk	(Higher Octave)
21	19	TONI BRAXTON	Let It Flow	(Arista)
17	20	BRIAN KRINEK	Love For A Lifetime	(Positive)
20	21	NAJEE	As	(EMI)
19	22	MARC ANTOINE	Sand Castle	(NYC)
28	23	GEORGE MICHAEL	Jesus To A Child	(DreamWorks/Geffen)
22	24	GEORGE BENSON	The Long And Winding Road	(GRP)
25	25	VIBRAPHONIC	Can't Get Enough	(Hollywood)
23	26	DENNY JIOSA	Evening Drive	(Blue Orchid)
27	27	WHITNEY HOUSTON	Exhale (Shoop Shoop)	(Arista)
24	28	ALEX BUGNON	Okra	(RCA)
—	29	BRIAN CULBERTSON	Come To Me	(Mesa/Bluemood)
30	30	CHAKA KHAN	Love Me Still	(MCA)

— N&A STRANGE CARGO El Nino (Discovery)

NAC begins on Page 73.

ADULT ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	GIN BLOSSOMS	Follow You Down	(A&M)
3	2	MELISSA ETHERIDGE	I Want To Come Over	(Island)
2	3	COLLECTIVE SOUL	The World I Know	(Atlantic)
6	4	TORI AMOS	Caught A Lite Sneeze	(Atlantic)
9	5	JACKSON BROWNE	Some Bridges	(Elektra/EEG)
4	6	TOM PETTY	Waiting For Tonight	(MCA)
7	7	TRACY CHAPMAN	Give Me One Reason	(Elektra/EEG)
8	8	DASIS	Wonderwall	(Epic)
10	9	ALANIS MORISSETTE	Ironic	(Maverick/Reprise)
5	10	SMASHING PUMPKINS	1979	(Virgin)
—	11	STING	Let Your Soul Be Your Pilot	(A&M)
13	12	NATALIE MERCHANT	Jealousy	(Elektra/EEG)
12	13	DOG'S EYE VIEW	Everything Falls Apart	(Columbia/CRG)
11	14	JOAN OSBORNE	Ladder	(Blue Gorilla/Mercury)
16	15	JARS OF CLAY	Flood	(Silvertone)
17	16	SON VOLT	Drown	(WB)
19	17	TOAD THE WET SPROCKET	Brother	(Columbia/CRG)
14	18	BADLEES	Fear Of Falling	(Atlas/A&M)
15	19	JULIAN COPE	Try Try Try	(American/Reprise)
20	20	AIMEE MANN	Choice In The Matter	(DGC/Geffen)
22	21	RADIOHEAD	High & Dry	(Capitol)
—	22	COWBOY JUNKIES	A Common Disaster	(Geffen)
26	23	BLUES TRAVELER	The Mountains Win Again	(A&M)
18	24	DAVE MATTHEWS BAND	Satellite	(RCA)
21	25	RED HOT CHILI PEPPERS	Aeroplane	(WB)
24	26	DEL AMITRI	Tell Her This	(A&M)
—	27	SUBDUDES	All The Time In The World	(High Street)
23	28	BRUCE SPRINGSTEEN	Youngstown	(Columbia/CRG)
—	29	BUSH	Glycerine	(Trauma/Interscope)
30	30	SPACEHOG	In The Meantime	(Sire/EEG)

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Adult Alternative Tracks: 9 - 5

Adult Alternative Albums: 13 - 12

MOST ADDED

Rock Tracks: 43 - 38

Adult Contemporary:

#2 Most Added, New & Active

Hot AC:

Most Added, New & Active



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