

NEW YEAR'S RESOLUTIONS FOR STATION MANAGEMENT

Want to improve revenues? Programming quality? Your own management skills next year? Consultant **John Lund** has just the checklist for you.

Page 14

THE YEAR 1996 IN REVIEW

THE LAST 12 MONTHS: TRACING THE TRENDS

R&R's format editors retrace the year gone by, highlighting the principal issues and events. All the major music promotion moves, too.

Begins Page 30

SELLING CONTROVERSY

Battling "no controversial personality" requests requires information — 86% of Americans have never boycotted a product or store — and the power of persuasion.

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PEOPLE IN THE NEWS

- **Harvey Leeds** becomes Epic Sr. VP/Artist Development
- **Todd Little** appointed PD for KPOP & KGB/San Diego
- **Bob West** adds OM duties at KXOA & KQPT/Sacramento
- **Scott Musgrave** upped to Arbitron VP/Sales, Radio Station Services

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THIS #1 WEEK

- CHR/POP**
 - ND DOUBT Don't Speak (Trauma/Interscope)
- CHR/RHYTHMIC**
 - TONI BRAXTON Un-break My Heart (LaFace/Arista)
- URBAN**
 - "AFKAP" Betcha By Golly Wow! (NPG/EMI)
- URBAN AC**
 - "AFKAP" Betcha By Golly Wow! (NPG/EMI)
- COUNTRY**
 - GARTH BROOKS That Ol' Wind (Capitol)
- NAC**
 - CHUCK LOEB The Music Inside (Shanachie)
- HOT AC**
 - JOURNEY When You Love A Woman (Columbia)
- AC**
 - TONI BRAXTON Un-break My Heart (LaFace/Arista)
- ACTIVE ROCK**
 - SOUNDGARDEN Blow Up The Outside World (A&M)
- ROCK**
 - STONE TEMPLE PILOTS Lady Picture Show (Atlantic)
- ALTERNATIVE**
 - BUSH Swallowed (Trauma/Interscope)
- ADULT ALTERNATIVE**
 - WALLFLOWERS One Headlight (Interscope)

NEWSSTAND PRICE \$6.50



Dallas Stations Help Police Save The Lives Of Children

■ 'Abduction alerts' benefit from radio's reach

By RON RODRIGUES
R&R MANAGING EDITOR

Nine-year-old **Amber Hagerman** was riding her bicycle in the parking lot of a vacant shopping center in Arlington, TX when a man in a black pickup truck pulled up to the Girl Scout, forced her into the vehicle, and disappeared.

Although there was a witness to the abduction and the police were notified almost immediately, authorities spent nearly five days searching for Amber before she was found, murdered, eight miles away in a creek.

The homicide was devastating news to the Dallas Metroplex 11 months ago. It drew thousands of sympathetic children and parents to Amber's funeral, and it spurred a concerned citizen to draft a let-

ter to **Jennifer Grimes**, then GM of **KDMX-FM/Dallas**, wisely suggesting that the area's radio stations do something to prevent another such tragedy.

Experts say abducted children who are recovered within 12 hours are likely to be found alive.

And radio — with its massive reach to in-car and out-of-home consumers — has the unique ability to alert the right people at the right time in a child abduction case.

Grimes brought the letter to the attention of the **Dallas Assn. of Radio Managers**, and the GMs enthusiastically agreed to create a system that would assist the local police departments in child abduction cases.

DALLAS/See Page 24

"Radio stations offer what others can't, which is immediacy."
—Carolyn Alvey

From Telecom To Antitrust: A Business Year In Review

By HEATHER VAN SLOOTEN
R&R WASHINGTON BUREAU

According to the Chinese calendar, 1996 is the Year of the Rat. Those born during this year have been described as "prone to spend freely; seldom making lasting friendships."

That may or may not describe the companies and deals created in 1996. We'll let you decide. From the passage of the Telecommunications Act to the Department of Justice's investigations into the fallout of that act, here's R&R's month-by-month roundup of radio's busiest year.

January

The year got off to a rip-roaring ... stall. Budget haggling left the FCC closed for almost eight weeks, leaving the agency with a backlog of more than 100 radio deals.

Once Congress finally got around to settling on a budget, the "Blizzard of '96" closed the Commission again. Several radio stations along the Eastern seaboard were knocked off the air, while staffers at all stations worked 'round the clock.

The telecom bill was also on hold, thanks to congressional infighting.

February

The telecom bill became the Telecommunications Act, and the industry grew up — quickly. Simultaneous House and Senate votes passed the bill 414-6 and 91-5, respectively. Radio station companies could now own eight stations, no more than five on a band, in markets with more than 45 signals.

ROUNDUP/See Page 9

Radio Tickled By Elmo's Fire

"Tickle Me Elmo" ... a phrase that's probably been heard more on radio's airwaves of late than "another 10 in a row!"

KRTH-FM/L.A. morning man **Robert W. Morgan** has been giving away a Tickle Me Elmo doll every morning during the holiday season. Meanwhile, a slew of stations staged auctions for Elmo dolls, with proceeds going to charity. Among them:

- **KIBB/L.A.**'s morning, midday, and afternoon personalities teamed up to net nearly \$3000 for three dolls.
- **WRMF/West Palm Beach's** "Murphy In The Morning" took in \$3000.

• **WAJI/Ft. Wayne's** "Christmas Wish" auction brought \$2000.

• **WROO-FM/Jacksonville's** morning show auctioned off an Elmo doll for \$1000.

• **The KYGO-FM/Denver** wakeup crew sold theirs for \$7100!

• **WPLJ/NY's Rocky Allen** bagged \$7500 for charity.

• And the top price paid for an Elmo doll so far is \$10,001 by a **KIIS/L.A.** listener, who beat her husband's bid by \$1!

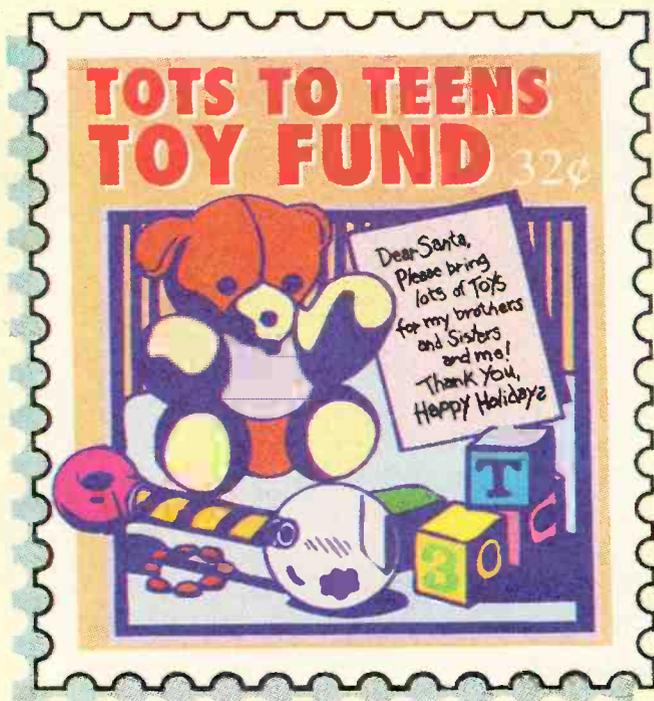
WLTF-FM/Cleveland radio

ELMO/See Page 24



KABC/L.A.'s Toy Drive Is Right On Target

ABC Radio's **KABC/Los Angeles** partnered with the U.S. Postal Service and Target stores for a mega-sized toy drive this holiday season. The station has set up donation bins at 300 area post offices and at 64 Target stores in Southern California. Some of the donated toys will be given to kids found from the thousands of letters the post office receives each year addressed to "Santa Claus." Others will go to patients at the Orthopaedic Hospital of Los Angeles and the Children's Hospital of Orange County.



WTMX/Chicago Ups James To VP/Prog.

■ Williams now VP/Sales

Bonneville has promoted **WTMX/Chicago** PD **Barry James** to VP/Programming of the Hot AC outlet. Concurrently, **GSM Chuck Williams** has advanced to VP/Sales.

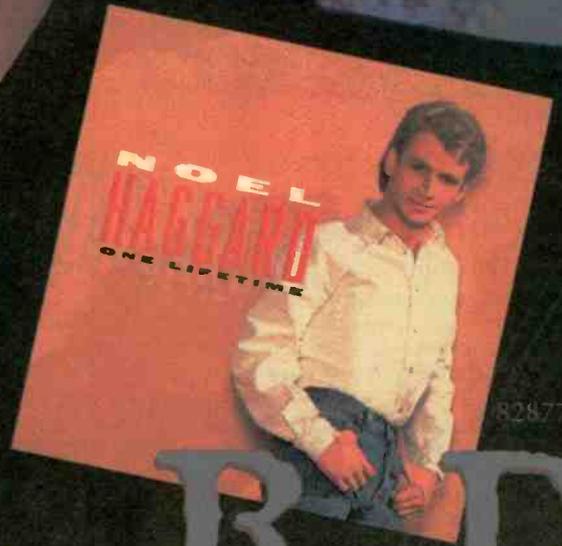
According to VP/GM **Drew Horowitz**, "The synergy both men have created within and between their respective departments [is responsible] for the banner ratings and revenues achieved in 1996. I wanted to recognize the leadership that has built and guided this team."

"In addition to increasing ratings and revenues this year, we also put more to the bottom line than ever before. As we celebrate our 26th year in Chicago for Bonneville, we can be thankful for and proud of the results we've

WTMX/See Page 24

Happy Holidays To All!

INTRODUCING



NOEL HAGGARD

"Once You Learn"

ADD DATE JANUARY 13

COUNTRY MUSIC DOESN'T GET ANY BETTER



Produced by Barry Beckett

TRUST THE MUSIC

Leeds To Lead Epic Artist Development

Epic Records VP/Promotion Harvey Leeds has augmented his duties by becoming Sr. VP of the label's new Artist Development department. Artist Development will encompass the activities of Epic's Metal, Alternative, and Video Promotion Departments.



Leeds

According to label President Richard Griffiths, "Epic's Artist Development department was formed to assure seamless coordination between our Sales, Promotion, and Marketing departments at the very outset of a project."

LEEDS/See Page 24

Little Becomes PD At KPOP & KGB/SD

Todd Little has been named PD of Nostalgia-Classic Rock combo KPOP-AM & KGB-FM/San Diego. He most recently was PD at Classic Rock KSLX/Phoenix.

"I feel fortunate to have found such a bright and creative program director," KGB GM Bruce Blevins told R&R. "He'll add focus and passion to an already great radio station."

"I got the job, thankfully, because I have very compromising pictures of Nationwide employees," Little joked. "It's a great company, and it's a great opportunity for me."

Prior to working for KSLX, Little spent five years with Jacor in Denver, serving as KBPI's Production Director and Asst. PD and also working with KRFX. Before that, he spent six years on-air and in production at WEBN/Cincinnati.

R&R Holiday Schedule

R&R's Los Angeles, Nashville, and Washington, DC offices will adopt the following schedule over the holidays:

- The offices will be closed for Christmas on Wednesday, December 25 and Thursday, December 26.
- R&R will observe New Year's Day on Wednesday, January 1.
- R&R will not publish an issue the week of December 23. The deadline for the following issue, dated January 3, is Monday, December 30.

Look for regular news updates throughout the holidays on R&R ONLINE (<http://www.rronline.com>).

Rodeo & Records



New MCA Nashville signee Big House was in the house at the National Finals Rodeo. Every year the two-week-long cowboy competition draws country's top acts and radio and record pros to Las Vegas. Partying at local hot spot Arizona Charlie's are (back row, l-r) Westwood One VP/Programming Charlie Cook, Schmalz & Associates' Lee Schmalz, band co-manager Robbie Randall, the band's Monty Byrom, Ron Mitchell and Chuck Seaton, MCA Nashville Sr. Dir./National Promotion David Haley; (center row, l-r) the band's Sonny California, David Neuhauser and Tanner Byrom, MCA Nashville Sr. Dir./Southwest Regional Promotion Roger Corkill, Dir./Northeast Regional Promotion Denise Roberts and Dir./Southeast Regional Promotion Louie Newman; (front row, l-r) MCA Nashville Sr. Dir./A&R Larry Willoughby, band manager Al Bunetta, MCA Nashville Dir./Western Regional Promotion Bill Macky and Sr. VP/National Promotion Scott Borchetta, R&R Publisher/CEO Erica Farber, and producer Peter Bunetta.

Musgrave Promoted To Arbitron VP/Sales, Radio Station Services

Scott Musgrave has been promoted to VP/Sales, Radio Station Services at the Arbitron Co. He previously served as Marketing Manager/Radio Station Services.

Musgrave began his broadcasting career as an air talent and PD at various radio stations in Ithaca, NY and Hartford. In 1986, he joined Arbitron's Radio Station Sales Division in Dallas. Two years later, he moved to the company's New York office, where he



Musgrave

worked as an AE until 1990.

He then returned to radio, working for five years at WJJZ-FM & WYXR-FM/Philadelphia as AE, NSM, and GSM. He re-joined Arbitron in October 1995 in his most recent post.

"Scott Musgrave's experience working in radio has been invaluable to our efforts at becoming a customer-driven company,"

noted GM/Radio Pierre Bouvard. "Scott has earned the respect of customers and peers alike."

Arif, Arif, Arif Is On Fire



Legendary producer Arif Mardin recently re-upped his contract with (l-r) Atlantic Records co-Chairmen/co-CEOs Ahmet Ertegun and Val Azzoli to continue as Sr. VP of the label.

DECEMBER 20, 1996

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OM West Adds Duties At ARS/Sacramento

American Radio Systems has expanded the duties of KMJI-AM & KSFM-FM/Sacramento OM Bob West. He has added the responsibility of overseeing operations and programming of Classic Hits KXOA-AM and Adult Alternative KQPT-FM.

According to VP/GM Jerry McKenna, "KXOA & KQPT OM Jim Trapp will continue in his present position as KQPT OM and report to Bob. Jim has done an excellent job of building 'the Zone' to its present level of success. I believe the combination of these two great programming wizards will ensure the Zone's continued rise to the top."

Prior to joining KMJI & KSFM, West had served as PD at KROY/Sacramento and KGGI/Riverside.

Ezra Special



Better Than Ezra poses with Elektra execs following a New York gig. Huddled are (top row, l-r) Sr. Dir./Top 40 Promotion Don Coddington, National Dir./Alternative Promotion Pete Rosenblum, BTE's Kevin Griffin, KROQ/L.A. MD Alexa Tobin, BTE's Travis McNabb, VP/Alternative Promotion Matt Pollack, WLIR/Nassau-Suffolk rep Ted Taylor, WHTG/Monmouth-Ocean rep T.J., WEA New York Branch Rep Mark Snider; (bottom row, l-r) VP/Promotion Bill Pfordresher, WRAT/Monmouth-Ocean rep Carl Craft, and Sr. Dir./National Video Promotion Diane Valenski.

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R&R ONLINE SERVICES:	310-788-1675	310-553-4056	jill@rronline.com	WASHINGTON, DC BUREAU:	202-783-3826	202-783-0260	mailroom@rronline.com
ADVERTISING/SALES:	310-553-4330	310-203-8450	hmowry@rronline.com	NASHVILLE BUREAU:	615-244-8822	615-248-6655	lhelton@rronline.com

Hundt Sets Goals For FCC In 1997

□ Deregulation, alcohol advertising face Commission

FCC Chairman **Reed Hundt** has released his 1997 wish list for the Commission. However, legislators and trade groups have some additional ideas for what the FCC should — and should not — do.

Although he did not mention radio by name, Hundt said the Commission could act in the public interest by increasing political candidates' access to the airwaves and by "responding to the congressional request for an inquiry into liquor advertising on television."

His three broad goals are: Increase competition and decrease monopolies, work to secure the public interest, and "Get rid of all the rules not necessary to reach these other two goals with a red-hot, rule-burning party." He did not, however, specify what those rules might be.

Hundt applauded the Commission's efforts over the past three years to focus "its resources on the policy tasks, not on administration." He also

brought up the never-ending controversy about the FCC's move to new offices at the Portals, a building that has been labeled as inconvenient for commuters.

Meanwhile, House telecom leader **Billy Tauzin** (R-LA) is considering such slash-and-burn proposals for the FCC as decreasing the five-member Commission to one member, privatizing some FCC functions, and handing others to the states. He stressed efforts that would change the "FCC mindset" from regulatory to deregulatory. Tauzin said early next year the subcommittee will hold hearings on revamping the Commission.

Hard-Liquor Hangover

The issue that will not go away quietly, hard liquor advertising, is on

everyone's agenda for the new year. The latest complaints are being heard from the beer industry, which is already flinching at the thought of increased regulatory scrutiny of its product — an advertising staple for most stations.

The brewers' lobbying giant, the **Beer Institute**, is upset at a proposal by the **American Association of Advertising Agencies (4A's)** and the **National Advertising Review Council (NARC)** to create a body that would analyze advertising for all "age-restricted" products: beer, wine, liquor, tobacco, and gambling.

"Such artificial 'age segregation' is unnecessary and ill-conceived," Beer Institute President **Raymond McGrath** said. "There is no common denominator for these products. Each is very different, faces its own unique issues, and should be judged on its own attributes."

This stance does not square with the **Distilled Spirits Council of the United States**, which is arguing that hard liquor companies should be allowed to advertise, in part because their products are no different, serving per serving, than beer or wine.

A 4A's spokesperson said the proposal is "very premature. We have not issued anything yet," she said. "It's all in a concept stage right now."

NARC officials could not be reached for comment. NARC is part of the **Better Business Bureau**.

Hundt wants to issue a "notice of inquiry" on the hard liquor issue, which would allow formal comments from the public. But he would not have the support to do that — Commissioners **Jim Quello** and **Rachelle Chong** have said the issue is outside the FCC's jurisdiction and belongs in the hands of Congress.

But Tauzin said hearings could determine whether regulating the ads would be constitutional, and whether the FCC or the **Federal Trade Commission** would have jurisdiction to do so.

BUSINESS BRIEFS

Generation X: No Nose For News

While more than half of the public believes it's very important to keep up with the news, "young adults (18-29) are far less likely to express this view," according to a just-released report by the **Radio & Television News Directors Foundation (RTNDF)**.

Part of the RTNDF's "News In The Next Century" project, the "Profile Of The American News Consumer" study found that "two critical segments of the news audience of the future are going in different directions." While generational differences in news consumption are not uncommon, comparisons indicate the generation gap is larger today than in the past. The report, based on a random telephone survey of more than 1300 adults, discovered that users of online services and the Internet express a "strong" interest in news but, as a group, young adults are disinterested.

Financial Roundup

Jacor Communications (Nasdaq: JCOR) reported this week that it has a 5.3% investment stake in **Paxson Communications Corp.** (AMEX: PXN). Jacor holds 2 million of Paxson's Class A common shares, which were purchased from December 3-10 for between \$6.75 and \$6.91 per share.

Paxson recently gave its nod to a plan that would extend full-recourse, interest-bearing loans to senior management to help them buy common stock on the open market. The number of shares was not available ... **Triathlon Broadcasting** (Nasdaq: TBCOA) will pay a regular quarterly dividend to preferred shareholders of record as of December 20, 1996. The payment will be \$2.36 per preferred share or \$0.236 per depository share. Payment will be made December 31, 1996.

Sinclair Broadcast Group Inc. (Nasdaq: SBGI) saw the price of its shares increase significantly last Tuesday (12/10) after a **Salomon Brothers** analyst said the company could exceed Wall Street's estimates for the next several quarters. The stock was up as high as \$28.75 before closing at \$23 — an 18.5% gain, with trading volume more than three times Sinclair's average.

KTID Fine Set In Stone

A \$15,000 Notice of Apparent Liability handed to **KTID-AM & FM San Rafael, CA** has become a fine. The FCC said the station licensee, **Marin Broadcasting**, did not respond to the NAL, which was issued in May. The fine is for lackluster EEO records and recruitment efforts.

Chancellor/Omni Deal Moves Forward

Chancellor Broadcasting Co.'s (Nasdaq: CBCA) acquisition of **OmniAmerica's** eight Florida stations has been given the go-ahead by the Department of Justice. The transaction, valued at \$178 million, should close in early 1997, Chancellor said, pending FCC approval.

Continued on Page 9

NAB Prepares For Radio Election

The following is a list of candidates slated for the NAB Radio Board election in odd-numbered districts. Ballots, which will be sent January 9, are due back January 31.

District 1:

WEBE-FM/Bridgeport, CT VP/GM **Vince Cremona**
WXLO-FM/Worcester, MA President **Robin Martin**
WARA-AM/Fairhaven, MA Owner **Michele Merolla**
WKXL-AM & FM/Concord, NH President/GM **Richard Osborne**

District 3:

WTAE-AM & WVTY-FM/Pittsburgh VP/GM **James Carter**
WCOJ-AM/Coatesville, PA GM **George Hall**

District 5:

WRZI-FM/Elizabethtown, KY President/GM **Ross Becker**
WBPA-AM/Pikeville, KY President/Owner **Walter May**

District 7:

WACC-AM/Miami President **Adib Eden Jr.**
Paxson Communications & WINZ-AM/W. Palm Beach Exec. VP/
 Radio **Dean Goodman***
WSTA-AM & FM/St. Thomas, VI President **Athniel Ottley**

Continued on Page 9

Now adult contemporary music
has taken on a new energy...
and, in turn, a new life!

CHOICE AC

Radio One's CHOICE/AC plays the top selling artists of today plus the biggest hits of the 80's and 90's. It's today's AC... with a new modern flavor... the real music of "choice" for professional adults.

And with Radio One's unique TRUE LOCALIZATION techniques, your station can sound seamlessly live and local 24 hours a day. To find out more about a state-of-the-art combination you can bet on... call us today!

RADIO · ONE

NETWORKS

800.746.2141

“The lead dog always has the best view. I’m not following anyone!”

- Spockman, *The Planet 107.8*

“*To win, I had one clear choice to make. Use the old-line thinking of The Research Factory or upgrade to a new way of doing radio.*

I chose to break out front.

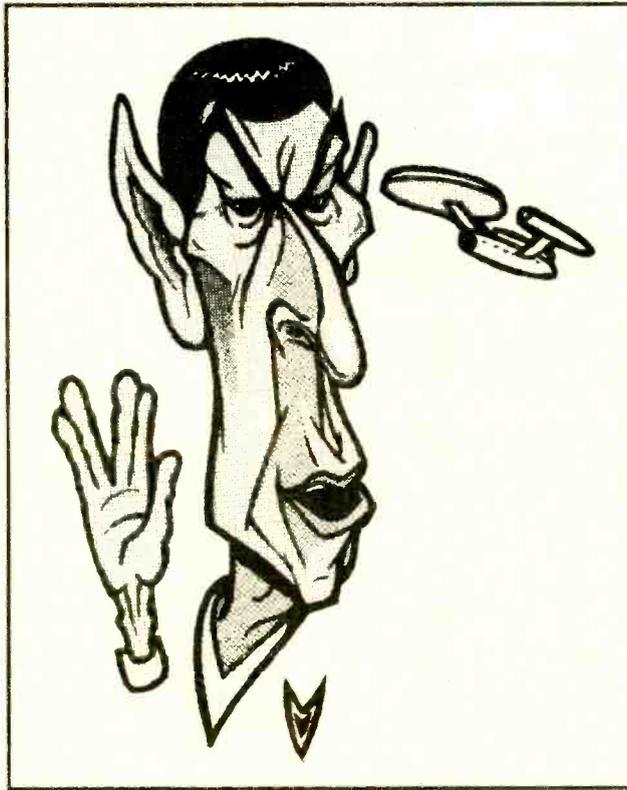
I knew I needed a clear advantage to win in my new multi-opoly world.

So before making a decision I did my homework. I uncovered that what other companies claimed to be revolutionary innovations were actually already behind-the-curve. The QT score, the Magnum program ... okay stuff ... just not cutting edge.

I wanted to upgrade my results.

I wanted to work with radio’s true innovators. The braintrust of people who are going to make sure I stay up front as the lead dog.

That’s why Critical Mass Media is in!”



Your world has changed.
Your rules have changed.
So have the answers
you need to succeed.

To become a market leader
you demonstrated the
difference between success,
“just getting by,” and failure.
This lies in your ability to use
knowledge in revolutionary ways,

to recognize ahead-of-the-pack opportunities for
success and to take decisive action.

To stay a market leader you shunned the old
guard and upgraded to a new way of winning.

You took the lead and stepped out in front of the
pack. You found us there waiting to take you
further with the revolutionary innovations that
help you succeed:

**TrueVariety™ music research,
Mental Weaponry™ perceptual research,
Nest Marketing™ listener cultivation,
and TrueCore™ Targeting.**

New World. New Rules. New Answers!™

CRITICAL MASS MEDIA®

Revolutionary Radio Research • Nest Marketing • Mental Weaponry

To upgrade to Critical Mass Media’s revolutionary services, contact:
John Martin, Abbe Harris, Elizabeth Hamilton, Jennifer Hodlick, Donna Leonard.
(847) 441-9CMM • (847) 441-4FAX • cmm@cmmnet.com

DEAL OF THE WEEK

- **WDRE-FM/Philadelphia**
\$20 million

1996 DEALS TO DATE

Dollars To Date: \$13,799,446,455

(Last Year: \$5,536,240,668)

This Week's Action: \$51,378,978

(Last Year: \$18,020,500)

Stations Traded This Year: 2113

(Last Year: 1362)

Stations Traded This Week: 27

(Last Year: 21)

TRANSACTIONS AT A GLANCE

- Roberts Radio L.L.C. acquisitions \$4 million
 - KRRZ-AM, KIZZ-FM & KZPR-FM/Minot, ND
 - KCAA-AM & KQAA-FM/Aberdeen, SD
- KONZ-FM/Arizona City, AZ \$400,000
- KDAP-AM & FM/Douglas, AZ \$375,000
- KBYB-FM/EI Dorado, AR \$575,000
- KBAI-AM/Morro Bay (San Luis Obispo), CA \$150,000
- KMJI-AM/Sacramento \$1.5 million
- KMXM (FM CP)/Gooding & KIKX (FM CP)/Ketchum, ID \$1,118,378
- WZBN-FM/Carthage, IL \$210,000
- WKYL-FM/Lawrenceburg (Lexington-Fayette), KY \$525,000
- WQMF-FM/Louisville \$13.5 million
- WQWQ-AM/Muskegon, MI \$400,000
- KYLS-FM/Ironton, MO \$70,000
- WWHB-FM/Hampton Bays (Nassau-Suffolk), NY \$4 million
- WHOY-AM/Salinas, PR \$700,000
- WJFC-AM/Jefferson City, TN \$5000
- WXST-FM/Loudon (Knoxville), TN \$550,000
- WSTN-AM/Somerville, TN \$50,000
- KIBL-AM/Beeville, TX \$50,600
- KMPS-AM/Seattle \$2 million
- KEZE-FM/Spokane \$1.2 million

TRANSACTIONS

Radio One Goes After The Philly Sound, Buys WDRE

■ **Clear Channel adds WQMF/Louisville to its Kentucky collection**

Deal Of The Week

WDRE-FM/Jenkintown (Philadelphia) PA
PRICE: \$20 million
BUYER: Radio One Inc., headed by co-Presidents Alfred Liggins and Cathy Hughes. Phone: (202) 686-9300
SELLER: Jarad Broadcasting, headed by President Ron Morey. Phone: (516) 222-1103
FREQUENCY: 103.9 MHz
POWER: 340 watts at 1000 feet
FORMAT: Alternative

SELLER: Phillip Zeni, court-appointed receiver. Phone: (602) 331-8900

KDAP-AM & FM/Douglas

PRICE: \$375,000
BUYER: KASA Radio Hogar Inc., headed by President Moises Herrera. It owns KASA-AM/Phoenix. Phone: (602) 706-9141
SELLER: KDAP Inc., headed by President Howard Henderson. Phone: (520) 364-3484

SELLER: American Radio Systems Corp., headed by President Steve Dodge. Phone: (617) 375-7500

FREQUENCY: 1380 kHz
POWER: 5kw
FORMAT: Sports/Talk
BROKER: Gary Stevens of Gary Stevens & Co.

Idaho

KMXM (FM CP)/Gooding & KIKX (FM CP)/Ketchum

PRICE: \$1,118,378
BUYER: FM Idaho Co., headed by President Wendell Starke. It owns KLVJ-AM & FM/Mountain Home, ID. Phone: (404) 892-2246
SELLER: Idaho Broadcasting Consortium Inc., headed by President Frederick Constant. Phone: (707) 588-0707
BROKER: The Exline Co.

Illinois

WZBN-FM/Carthage

PRICE: \$210,000
BUYER: Bick Broadcasting Co., headed by President James Janes. It owns KHMO-AM/Hannibal, MO; KRRY-FM/Canton, MO; and KICK-FM/Palmyra, MO. Phone: (314) 221-3450
SELLER: Landmark Broadcasting Inc., headed by President John Land. Phone: (319) 524-4183

Kentucky

WKYL-FM/Lawrenceburg (Lexington-Fayette)

PRICE: \$525,000
BUYER: Davenport Broadcasting Inc., headed by President C. Micheal Davenport. Phone: (502) 223-7253
SELLER: Vernon Baldwin Inc., headed by President Vernon Baldwin. Phone: (513) 829-7700
FREQUENCY: 102.1 MHz
POWER: 3kw at 328 feet

Arkansas

KBYB-FM/EI Dorado

PRICE: \$575,000
BUYER: Gulfstar Communications, headed by President John Cullen. It owns KKYR-AM & FM/Texasarkana. Phone: (512) 320-7222
SELLER: KIXK Inc., headed by President Charles Shinn. Phone: (501) 862-9696
BROKER: Bill Whitley of Whitley Media

California

KBAI-AM/Morro Bay (San Luis Obispo)

PRICE: \$150,000
BUYER: Jacor Communications, headed by President Randy Michaels. Phone: (513) 621-1300
SELLER: Sarape Communications Inc., headed by President Andy James Fakas. Phone: (805) 237-6111
FREQUENCY: 1150 kHz
POWER: 5kw
FORMAT: Nostalgia
BROKER: Jim Mergen and Ray Stanfield of Ray Stanfield & Associates

KMJI-AM/Sacramento

PRICE: \$1.5 million
BUYER: Salem Communications Corp., headed by President Edward Atsinger. It owns KFIA-AM/Sacramento. Phone: (805) 987-0400

Group Deal

Roberts Radio L.L.C. acquisitions

PRICE: \$4 million
BUYER: Roberts Radio L.L.C., headed by President Robert Pittman. Phone: (914) 741-1133
SELLER: Community Airwaves Corp. of Minneapolis, headed by President Christopher Dahl. Phone: (612) 338-3300
BROKER: Jerry Dennon of Montcalm Inc.

KRRZ-AM, KIZZ-FM & KZPR-FM/Minot, ND

FREQUENCY: 1390 kHz; 93.7 MHz; 105.3 MHz
POWER: 5kw day/1kw night; 98kw at 571 feet; 100kw at 577 feet
FORMAT: Rock; AC; Country

KCAA-AM & KQAA-FM/Aberdeen, SD

FREQUENCY: 1560 kHz; 94.9 MHz
POWER: 10kw day/5kw night; 100kw at 436 feet
FORMAT: Country; Oldies

Arizona

KONZ-FM/Arizona City

PRICE: \$400,000
BUYER: Brentlinger Broadcasting Inc., headed by President Charles Brentlinger. Phone: (602) 994-9100

FORMAT: Gospel

WQMF-FM/Louisville

PRICE: \$13.5 million
BUYER: Clear Channel Communications, headed by President Lowry Mays. It owns WHAS-AM, WHKW-AM, WWKY-AM, WAMZ-FM & WTFX-FM/Louisville. Phone: (210) 822-2828
SELLER: Otting Broadcasting Inc., headed by President John Otting Sr. Phone: (502) 896-4400
FREQUENCY: 95.7 MHz
POWER: 29.5kw at 633 feet
FORMAT: Rock

Michigan

WQWQ-AM/Muskegon

PRICE: \$400,000
BUYER: WLC Broadcasting Inc., headed by President Nathaniel Wells Jr. Phone: (616) 722-3219
SELLER: Muskegon Lakeshore Broadcasting Inc., headed by President Edward Panyrek. Phone: (616) 726-5669

Missouri

KYLS-FM/Ironton

PRICE: \$70,000
BUYER: Dockins Communications Inc., headed by President Fred Dockins. Phone: (573) 471-6685
SELLER: David E. Smith Communications Inc., headed by President David Smith. Phone: (573) 783-6461

New York

WWHB-FM/Hampton Bays (Nassau-Suffolk)

PRICE: \$4 million
BUYER: Odyssey Communications, headed by President Michael Kakoyiannis. It owns

WRKL-AM & WRGX-FM/Briarcliff Manor, NY. Phone: (914) 592-1071

SELLER: South Fork Communications Inc., headed by President Eddie Simon. Phone: (516) 728-9229

FREQUENCY: 107.1 MHz
POWER: 3kw at 276 feet
FORMAT: Country

Puerto Rico

WHYO-AM/Salinas

PRICE: \$700,000
BUYER: Colon Radio Corp., headed by President Martin Colon Rivera. Phone: (787) 824-3420
SELLER: Island Broadcasting Corp., headed by President Juan Ortiz. Phone: (787) 864-0122

Tennessee

WJFC-AM/Jefferson City

PRICE: \$5000
BUYER: Appalachian Educational Communication Corp., headed by President Kenneth Hill. It owns WKCV-AM/Kingsport, TN & WHCB-FM/Bristol, TN. Phone: (423) 878-6279
SELLER: Upper East Tennessee Broadcasting Inc., headed by general partners Eaton Govan III and Berton Cagle Jr. Phone: (423) 926-3121

WXST-FM/Loudon (Knoxville)

PRICE: \$550,000
BUYER: MetroWest Radio L.L.C., headed by Chief Manager Susan Horne. Phone: (423) 531-6010
SELLER: Tellico Sound Ltd. L.P., headed by President Debbie Greenwood. Phone: (423)

Continued on Page 9

Mark Kassof & Co. delivers the most powerful, advanced research in radio

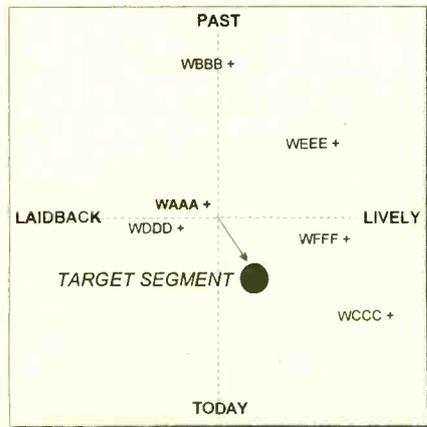
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You know all the standard questions... Which station plays the most music? Which one plays the best music? Which station is your favorite? Every research company uses questions like these. We do, too.

But at Mark Kassof & Co., that's only the beginning...

MARK KASSOF & CO. GOES BEYOND THE BASICS...

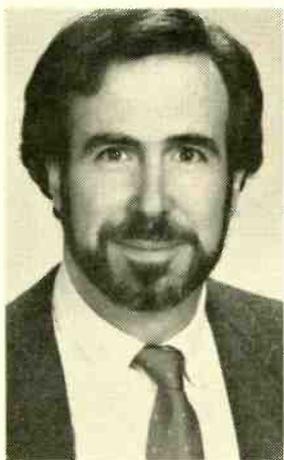
We specialize in the application of powerful, advanced *MULTI-VARIATE ANALYSIS* tools to real-world radio situations like yours. Multi-Variate Analysis looks at the pattern of listeners' responses to many questions – not any one or two – to provide a clearer picture of your station, competitors, listeners. The result? **Focused, actionable** strategies that WIN in today's competitive, fragmented radio markets.



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POWERFUL RESEARCH + PERSONAL SERVICE = SUCCESS STRATEGIES

Statistics alone (no matter how advanced) never helped any station. Success requires the application of research



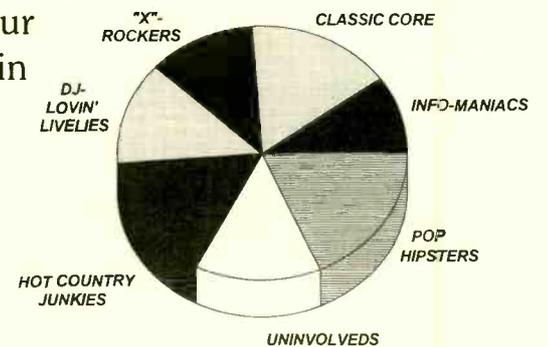
into easy-to-understand, actionable strategies. Mark Kassof is uniquely qualified to apply powerful Multi-Variate Analysis tools to radio. He has solid research credentials – an M.B.A. in Marketing and years of experience applying it. And he has more – over ten years at stations as a programmer, researcher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

Mark Kassof's research and radio expertise means we give your station much more than statistics...

✓ It means we deliver our findings and analysis in a clear, graphic, easy-to-understand way.

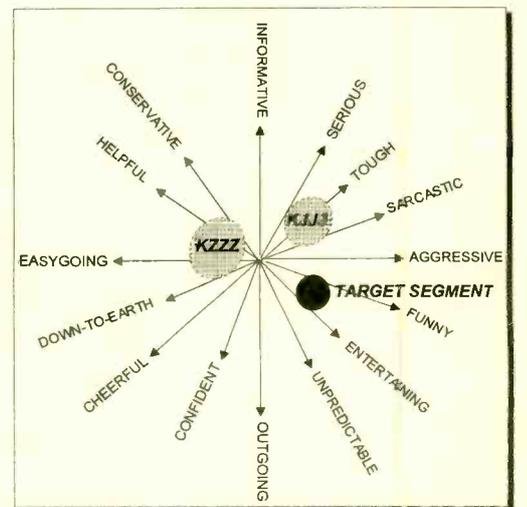
✓ It means we *work with you* to turn research into a decisive "plan of action" customized to your station and focused on your market situation.

✓ It means we are "on your team" *exclusively* in your market for a full year...to answer questions and provide additional input based on the research.



"Cluster Analysis pinpoints meaningful targets for your station"

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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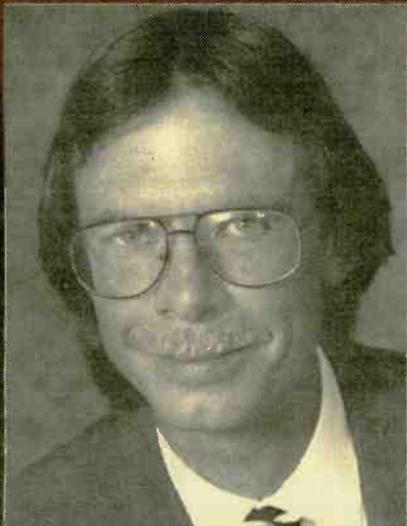
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Roundup

Continued from Page 1

The FCC, meanwhile, faced a transactions workload nearly three times that of the previous year. Before President Clinton had signed the bill, **Jacor Communications** hit the new limit in Denver with its \$152 million purchase of **Noble Broadcast Group; Triathlon Broadcasting** maxed out in Spokane after picking up **Silverado's** stations. One week later, Jacor bought **Citicasters** for an estimated \$430 million.

The Commission also began an inquiry into revamping its EEO guidelines. That process is ongoing.

March

Not all legislators were satisfied with the Telecom Act. Sen. **John McCain** (R-AZ) in particular wanted spectrum auctions, and the FCC Reform Bill — as it was informally called — was born. Had it passed, the bill would have also privatized many FCC functions and downsized the agency.

FCC officials told **R&R** in March that the long-awaited indecency guidelines would be out by late in the month or in April. Some staffers to the commissioners said they hadn't received them; others said the guidelines were forthcoming. One thing is certain: Broadcasters haven't seen anything yet.

Other news:

- **Infinity Broadcasting** bought **Granum Communications'** 12 stations for \$410 million.
- **Clear Channel Communications** bought **U.S. Radio's** 18 stations for \$140 million.
- FCC Commissioner **Andrew Barrett** announced he was leaving to join **Edelman Public Relations Worldwide**.

April

The FCC was busy in April, formalizing the details of telecom and

taking action on a handful of radio rulemakings.

- The AM expanded band allotment plan was revised after the FCC goofed on the first list.

- The Commission began cracking down on dark stations, telling them to get back on the air or forfeit their licenses.

- **SFX Broadcasting and Multi-Market Radio** announced plans to merge.

May

Legislators mulled the idea of giving political candidates free airtime. While the major television networks offered some time, no radio company formed a policy on the issue.

- Digital satellite broadcaster **CD Radio** was chosen to receive a pioneer's preference in a spectrum auction. Subsequent political outcry killed that idea, and a government panel recently voted to disallow any preference in the auction.

- Former SFX President/CEO **Steve Hicks** and his brother, **Tom Hicks of Hicks, Muse, Tate & Furst**, launched **Capstar Broadcasting** with plans to spend \$1 billion on middle-market radio stations.

- Now-retired Sen. **Larry Pressler** (R-SD) proposed a "grand spectrum bill" that would merge the **National Telecommunications Information Administration** with the FCC and give the FCC permanent authority to auction spectrum frequencies.

- **Cox Broadcasting** bought **NewCity Communications** for \$250 million.

- **Commodore Media** issued its initial public offering.

June

Dwarfing every radio deal that came before it, **Westinghouse Electric Corp.** bought **Infinity Broadcasting** for a mere \$4.9 billion. Once the radio industry finished reeling from the news, the aftershocks were

felt: The DOJ and the **Federal Trade Commission** started treating radio like the bigger industries, introducing it to the world of antitrust law.

- Terrestrial digital broadcasters continued to struggle to make in-band, on-channel DAB successful — one of the NAB's dreams.

- By the end of the second quarter, there were more than a dozen of the latest deals — swaps — some of which were valued at more than \$50 million.

July

Even compared to the **Westinghouse/Infinity** bombshell the month before, the deals that shaped July were more than sparklers. **Capstar** bought **Osborn Communications** for \$100 million, and **Hefel Broadcasting** and **Tichenor Media Systems** combined to form a Spanish supergroup.

August

The whirlwind summer ended with, yes, more deals. But the already swamped group heads faced full-force another grueling task: convincing the DOJ to leave it alone. In the midst of it all, Jacor became the first company to agree to divest a station.

- **American Radio Systems'** \$655 million takeover of **EZ Communications** brought it to nearly 100 stations.

- **Chancellor Broadcasting** snapped up 12 **Colfax Communications** stations for \$365 million.

September

Things slowed down quite a bit in the fall. The most notable deal was the 10-station swap in Charlotte between **Evergreen Media, EZ,** and **SFX** valued at \$350 million.

- The House Commerce Committee killed the FCC Reform Bill.

- As lawmakers prepared the 1997 fiscal year budget, Reps. **Thomas Bliley** (R-VA) and **John Dingell** (D-MI) tried to talk the House leadership out of auctioning spectrum, but to no avail.

October

Herb McCord and **Peter Ferrara** formed **Granum Communications Corp.**

- **Cox Radio** and **Metro Networks** completed their initial public offerings.

- The FCC slammed **WBZU-FM/Richmond** with a notice of apparent liability (NAL) of \$10,000 for airing certain **Howard Stern** broadcasts.

- On several occasions in October, the DOJ leaned on broadcasters. But after the two sides met several times in November, it appeared that future deals might get a smoother ride.

November

ARS became the second DOJ casualty, being forced to divest three stations in Rochester, NY. DOJ concerns caused radio stock prices to plummet 30% as analysts tried to calm investors.

- The debate over hard liquor advertising became radio's hottest controversy when **Seagram** began airing its ads on radio and television, and the **Distilled Spirits Council of the U.S.** lifted its decades-old voluntary ban on advertising.

BUSINESS BRIEFS

Continued from Page 4

Moody's Rates Jacor Notes

Moody's has assigned a B2 rating to **Jacor Communications'** (Nasdaq: JCOR) pending \$125 million in senior subordinated notes. It also confirmed its B2 rating of Jacor's existing \$100 million of 10.125% senior subordinated notes; the B2 rating of its \$18 million of 9.75% senior subordinated notes from the acquisition of **Citicasters**; the B2 rating of its \$600 million secured bank facility; and the B3 rating of the \$117 million of liquid yield option notes.

"We continue to believe Jacor has one of the strongest portfolios among its pure radio company peer group, with the highest combined revenue shares in nine of the Top 40 markets," Moody's said. "Moody's also believes the company's properties offer some asset value protection even in markets where its position is weaker, such as Los Angeles and St. Louis, that it might seek to realize if it cannot build stronger positions in those markets."

Jacor has also offered to issue \$170 million of 9.75% senior subordinated notes via lead underwriters **Donaldson, Lufkin & Jenrette** and **Merrill Lynch & Co.** The notes are due 2006. Closing is scheduled for December 17, 1996.

EZ/ARS Merger Sets Early '97 Close

EZ Communications Inc. (Nasdaq: EZCIA) Tuesday (12/17) approved the merger with **American Radio Systems** (Nasdaq: AMRD). EZ President/CEO **Alan Box** said he expects the deal to close in early 1997.

EZ shareholders will receive 0.9 shares of ARS's Class A common stock and \$11.75 in cash per EZ share. The \$655 million merger will put ARS a few notches higher on the radio ladder with almost 100 stations.

Compiled from reports by the **Associated Press, Dow Jones News Service, Reuters, United Press International,** and **R&R staff writers.**

NAB Prepares For Radio Election

Continued from Page 4

District 9:

WRGA-AM & WQTU-FM/Rome, GA President/GM **Michael McDougald***

District 11:

WAKR-AM, WONE-FM & WQMX-FM/Akron VP/Exec. Sales Dir. **Mark Biviano**
WONW-AM, WNDH-FM & WZOM-FM/Napoleon, OH President/CEO **Richard McBroom**
WBLL-AM & WPKO-FM/Bellefontaine, OH President **Louis Vito**

District 13:

WJLB-FM & WMXD-FM/Detroit President/GM **Verna Green***

District 15:

KWYN-AM & FM/Wynne, AR President/CEO **Bobby Caldwell***

District 17:

WHHK-FM/Gaiva, IL President **Roger Coleman***
WNTA-AM, WKMQ-FM & WXRX-FM/Rockford, IL VP/GM **David McAley**

District 19:

KFRO-AM & FM/Longview, TX President **J.R. Curtis***
KMGZ-FM/Lawton, OK President/GM **Chuck Morgan**
KJMM-FM/Tulsa GM **Sam Wallace**

District 21:

KWLM-AM & KQIC-FM/Willmar, MN President **Steven Linder***

District 23:

Community Pacific Broadcasting President/CEO **David Benjamin**
KCDS-FM/Angwin, CA GM **David Shantz**

District 25:

KAGO-AM & FM/Klamath Falls, OR Local SM **George Feola**
KRKT-AM & FM/Albany, OR President **Gary Grossman***
KGY-AM & FM/Olympia, WA GM **Dick Pust**

*incumbent

TRANSACTIONS

Continued from Page 6

584-3210
FREQUENCY: 105.3 MHz
POWER: 6kw at 328 feet
FORMAT: Oldies

WSTN-AM/Somerville

PRICE: \$50,000
BUYER: **Patria Communications Inc.**, headed by President **Pierre Chestang**. Phone: (708) 333-9333
SELLER: **Fayette County Broadcasting**, headed by President **Alfred Roberson III**. Phone: (501) 572-5070

Texas

KIBL-AM/Beeville

PRICE: \$50,600
BUYER: **Paulino Bernal**. Phone: (210) 686-6382
SELLER: **Ysidro Villareal & Alma Moreno**. Phone: (512) 547-6160

Washington

KMPS-AM/Seattle

PRICE: \$2 million
BUYER: **Salem Communications Corp.**, headed by President **Edward Atsinger**. It owns **KGW-AM & KLFE-AM/Seattle**. Phone: (805) 987-0400
SELLER: **EZ Communications**, headed by President **Alan Box**. It owns **KRPM-AM, KMPS-FM, KBKS-FM, KYCW-FM & KZOK-FM**. Phone: (703) 591-1000
FREQUENCY: 1300 kHz
POWER: 35kw day/16kw night
FORMAT: Country
BROKER: **Gary Stevens of Gary Stevens & Co.**

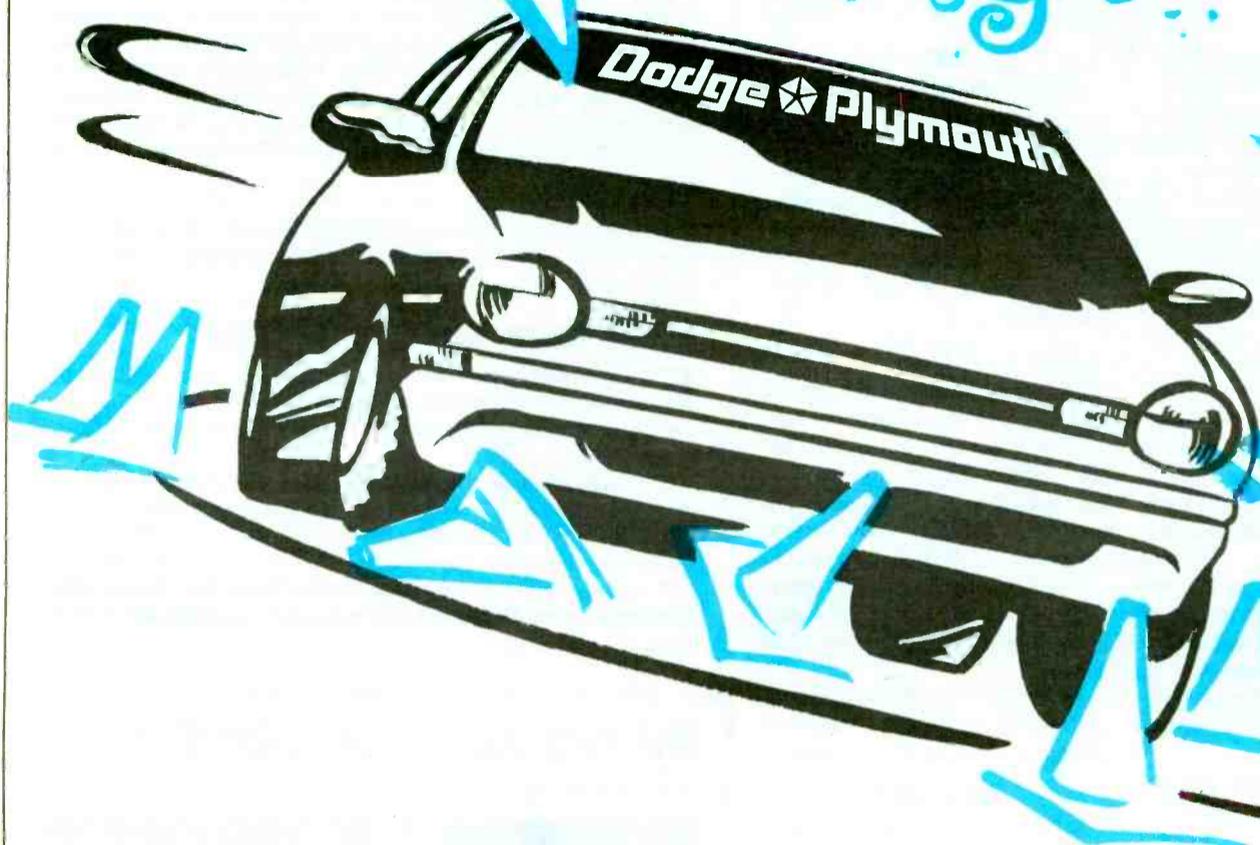
KEZE-FM/Spokane

PRICE: \$1.2 million
BUYER: **KEZE Inc.**, headed by **John Rook**. Phone: (208) 664-4014
SELLER: **Melinda Boucher Read**. Phone: (509) 534-6000
FREQUENCY: 96.9 MHz
POWER: 9.8kw at 532 feet
FORMAT: Rock

neon

Free Promotion!
GREAT COMMUNITY EVENT!!

Drunk Driving Simulator



MADD and Chrysler have teamed up to promote responsible driving and your station can join them!

The Chrysler Drunk Driving Simulator tour features a '97 Dodge/Plymouth Neon with an on-board computer program that delays the car's steering and braking. The car is programmed so your listeners can feel the effects of drunk driving without consuming alcohol.

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!

This free promotion is now available in these markets:

- | | | |
|----------------|------------------|------------------|
| Abilene | Ft. Myers, FL | Oklahoma City |
| Atlanta | Gainesville | Port Huron, MI |
| Augusta, GA | Greensboro | Savannah, GA |
| Austin, TX | Gulfport, MS | Shreveport |
| Baton Rouge | Hannibal, MO | Spartanburg, SC |
| Birmingham, AL | Houston | Springfield, MO |
| Charleston, SC | Jackson, MS | St Petersburg |
| Chattanooga | Kansas City | St Augustine, FL |
| Chicago | Lake Charles, LA | Tallahassee |
| Columbia, SC | Lubbock, TX | Thibodaux, LA |
| Columbus, GA | Melbourne, FL | Waco, TX |
| Detroit | Mobile, AL | West Palm Beach |
| Ft. Worth | Montgomery, AL | Wichita |



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Ferguson Upped To Island Records Sr. VP/A&R

Island Records has elevated VP/A&R **Holly Ferguson** to Sr. VP/A&R. She is based at the label's Miami Beach offices.

"Without Holly — her experience, diplomacy, tact, and sheer common sense — Island Records, the artists, and particularly the A&R team would be quite lost in the indefinable maze of the business we call Artists & Repertoire," said label Exec. VP **Hooman Majd**.

Island Chairman **Chris Blackwell** added, "Holly has been my right hand for over 10 years. I quite simply could not do without her!"

Prior to joining Island in 1984, Ferguson served in various capacities at **Arista Records**, **PolyGram Records**, and **Infinity Records**.

Jacor/Jacksonville Urban Trombo Taps Christian As GM

Ralph Christian has been appointed GM of three Urban **Jacor** stations in Jacksonville. Christian — formerly VP/GM of **American Radio Systems' WECK-AM**, **WJYE-FM** & **WYRK-FM/Bufalo** — will oversee Gospel **WZAZ-AM**, **UC WJBT-FM**, and Urban AC **WSOL-FM**.

Jacor VP/Jacksonville Market Manager **Les Samuels** told **R&R**, "Christian's a very bright guy with a history of being a strong broadcaster. He's got a lot of experience in a variety of different parts of our business."

Christian became VP/GM of the ARS stations when the company bought **WYRK** from **Stoner** in 1994; he had already held that position at **WYRK** since 1991. Prior to that, Christian spent a year as NSM/LSM at **WBNG-TV/Binghamton, NY**.

Apple Of Work's Eye



Cozying up for a photo op at a recent Fiona Apple showcase are (l-r) Work Group Local Promotion Manager Michele Block, WYKS/Gainesville, FL PD Teri Banta, WNNX/Atlanta APD Leslie Fram, WRLT/Nashville PD Jon Peterson, Apple, WSSX/Charleston, SC PD Calvin Hicks, WSTR/Atlanta MD J.R. Ammons, and Work Group Nat'l Director/Promotion Dennis Reese.

Collins Now PD At Rochester's River

Coyote Collins has joined Classic Rock **WQRV (The River)/Rochester, NY** as PD. He exits crosstown Country **WBEE**, where he served as MD/afternoon driver.

"This is a challenge," Collins told **R&R**. "Creative people need to be challenged creatively, all the time. If you're not, then you're just taking up space."

Prior to **WBEE**, Collins was Production Director and evening talent at **WKLY/Rochester**. A 16-year radio veteran, Collins has worked as MD for **WKSS/Hartford** and has spent time on-air at **KIPR/Little Rock**, **WZZU/Raleigh**, and **WXGT/Columbus, OH** (now **WCOL**).

Thomas Promoted To KLUC/Las Vegas PD

Last Saturday (12/14) — during **CHR/Rhythmic KLUC/Las Vegas's** staff Christmas party — GM **Tom Humm** announced that MD/eight-year station vet **Cat Thomas** has been promoted to PD, replacing **Jerry Dean**.

"I feel like I won the World Series!" Thomas told **R&R**. "Becoming a PD is a goal I have worked on my entire career, and I have to thank Tom Humm for giving me the shot. **American Radio Systems** is a great company, and they are giving us all of the tools we need to win in Las Vegas. I look forward to working with our staff, which has been behind me since I took over as interim PD, and our consultant, [ARS/Sacramento's] **Bob West**, who has one of the greatest minds in radio."

Prior to becoming MD at **KLUC**, Thomas was the Promotions Director/Research Director, nighttimer, and overnighiter at **WXXL/Orlando**.

Humm simultaneously announced that Research Director **Melisa Stefas** has added MD stripes. In other **KLUC** news, overnighiter **Bo Jaxon** moves to afternoons; he replaces Thomas, who comes off the air. Parttimer **Rob Banks** moves to overnights, and stand-up comedian **Phil "Danger Boy" Maiorano** joins the morning show as co-host.

EXECUTIVE ACTION

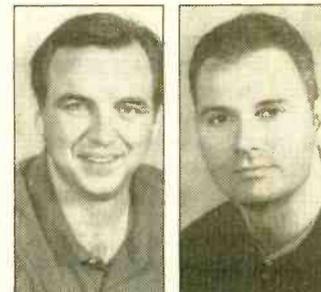
Carolan, Vukovic Hired As 550 Music VPs/A&R

The A&R Department at **550 Music** has expanded with the appointments of two new VPs, **Tom Carolan** and **Mio Vukovic**.

"From day one it has always been 550 Music's goal to have a fully realized A&R department," said label President **Polly Anthony**. "[Sr. VP/A&R] **Michael Caplan** and [Director/A&R] **Ben Goldman** joining 550 was an important first step. With Tom Carolan and Mio Vukovic coming on board, our goal has been achieved."

Carolan most recently served as A&R Representative for **Atlantic Records**, which he joined in 1989.

Vukovic has served in various A&R capacities at **Geffen Records**. Prior to joining that label in 1987, he owned and operated the indie L.A. record company **Vendetta**.



Carolan Vukovic

Rah-Rah Rahsaan



MCA Records recently hosted an L.A. showcase for new signing **Rahsaan Patterson**. Looking fashionable at the Pacific Design Center are (l-r) President/Black Music **Ken Wilson**; VP/Urban Promotion, **Black Music Stanley Winslow**; **Universal Music Group** President **Zach Horowitz**; Sr. Dir./A&R, **Black Music Madeline Randolph**; **Patterson**; VP/Marketing & Public Relations, **Black Music Ashley Fox**; Sr. VP/Marketing & Sales **Jayne Simon**; Exec. VP **Abbey Konowitch**; and **Uni Distribution** Exec. VP/GM **Jim Urie**.

RED Remains Blade Runner



Metal Blade Records recently extended its pact with **RED Distribution** through the year 2000. Pictured at the signing are (l-r) **Metal Blade** President **Michael Faley** and CEO **Brian Slagel**, and **RED** VP/GM **Ken Antonelli** and VP/Product Development **Alan Becker**.

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Radio

• **LYN HINDSMAN** has been upped to President of Paxson Communications' Panama City, FL properties. She previously served as GM of WPAP-FM/Panama City. WPAP PD **CHUCK FRANCIS** adds Group PD duties, while WPAP MD/afternoons **DAN MURRAY** is named OM of WDIZ-AM, WPBH-FM & WSHF-FM. WPAP morning host **NORM JACKSON** becomes MD/afternoons, and former WPBH APD **JENNIFER BOARD** is now PD/MD of WFSY-FM.

Records

• **B.J. LOBERMANN** has been promoted from Director/National Sales to VP/Sales at Virgin. Upon his appointment, Lobermann subsequently elevated **PAUL BABIN** and **BILL GIARDINI** to National Sales Directors and upped **MELANIE LEVY** from National Retail Marketing Manager to National Retail Marketing Director at the label. Babin and Giardini previously held the Southern Regional Sales Director and Midwest Regional Sales Director posts, respectively, at Virgin.



Lobermann

• **MAXINE STOWE** has been elevated from VP/A&R to U.S. President of Island Records' Island Jamaica label in the wake of Jon Baker's exit.

• **JOHN ETTINGER** and **MICHAEL POWERS** have risen to Directors/Regional Promotion for the Midwest and Northeast, respectively, at Mercury/Nashville. Ettinger and Powers previously served as Managers/Regional Promotion for their respective areas.



Ettinger



Powers

National Radio

• **ERIC FAISON** has joined SJS Entertainment as Urban Affiliate Relations Manager. He most recently served as PD of WBLK-FM/Buffalo. In related news, SJS and **THE URBAN NETWORK** have teamed to present recording acts Dru Hill and Mint Condition on "Studio Vybes," a one-hour program available to affiliates between January 6-12, 1997; (212) 679-3200 ext. 224.



Richards

• **TED "THE BEAR" RICHARDS** has joined Jones Satellite Networks' "Good Time Oldies" format for morning drive. Richards, a 13-year air veteran and former APD of CKLW/Detroit, most recently held an airshift at WTRG-FM/Raleigh.

CHRONICLE

BIRTHS

Broadcast Programming Programmer/Consultant **Ken Moultrie**, wife Nancy, daughter Malissa Mischelle, December 10.

WXTR-AM, WWVZ-FM & WWZZ-FM/Washington-Frederick, MD OM Mark Williams, wife Becky, son David Dylan, December 6.

MARRIAGES

WKSI-FM/Greensboro PD/OM **Chuck Finley** to Debbie Scott, December 1.

CONDOLENCES

The Enclave Head/Office Services **Anthony Mercurio**, 35, December 3.

KTUC-AM/Tucson producer **Carole Heatley**, 56, December 1.

• **ABC RADIO NETWORKS** is offering a six-hour, music-intensive Country special, "Christmas In America With Bob Kingsley," for its affiliates. The music-intensive program, which has a broadcast window through December 26 between 6am-midnight, features Christmas songs and interviews from top format performers.

Other holiday programming offered by ABC includes "New Year's Eve Rock & Roll Party" live from Disneyland with Dick Bartley, airing 10pm-3:05am ET; "Jim Casey's Top 75 Of 1996," slated to air on Country radio from 10am-4:40pm ET on January 1; and "The Year-End Z-Rock 50," airing 12/29 from 7-11pm ET; (972) 448-3342.

• **SONY'S SW NETWORKS** presents special Christmas and New Year's editions of "Personal Notes," hosted by Dave Koz. The two-hour NAC program will feature Boney James as co-host of its Christmas program. The year-end special features a year-end music review; (212) 833-5400.

• **WESTWOOD ONE RADIO NETWORKS'** "Adult Standards" continuous format will broadcast live from Disneyland on New Year's Eve. The program, hosted by Chick Watkins and Jeff Rollins, will ring in 1997 for every time zone, including Hawaii. The bash will feature

music from the Glenn Miller Orchestra, the Les Brown Band Of Reknown, and others. In other WW1 news, "Celebrity Connection" will feature the following guest appearances:

- Andy Laurer, Friday, 12/20
- Edie Hand & Donna Presley, Friday, 1/8/97
- Larry Hagman, Thursday, 1/9/97

For further information, call (212) 641-2039.

• **AME RADIO NETWORKS** has announced its 1997 holiday schedule for "After Midnite with Blair Garner":

- "Country's Greatest Lovers," February 14-16
- "Summer Blastoff," May 24-26
- "Country At 200 MPH," July 4-6
- "Country Thanks America," November 27-30
- "The Best Of Country '97," December 27-31

For more information, call (213) 851-7770.

• **NOSTALGIA BROADCASTING** has launched its latest short-form program, "Fastbreak ... with Dick Versace." It's a three-minute feature offering daily insight on the NBA, beginning January 6; (503) 293-2601 ext. 772

• **FINGER LAKES PRODUCTIONS** offers "The Ocean Report," a daily, 90-second feature focusing on oceanic environmental news and reports. Dr.

Sylvia Earle hosts the program. For further information, contact David Olmstead at (607) 275-9400.

• **BUSINESS NEWS NETWORK** will now provide Salem's SRN newscasts on its 24-hour satellite channel, effective January 6, 1997. Concurrently, SRN News — a subsidiary of Salem Communications Corp. — will begin using a new SEDAT delivery system. The partnership provides affiliates of both networks with easier access to programming; (703) 683-8488.

Industry

• **DAVID DZIEDZIC** has been named Sr. VP/Advertising & Services of the National Association of Broadcasters, effective 12/27. He most recently served as VP/Marketing for the Texas Rangers baseball club.

• **BRETT HANSON** has been named President/Chief Executive of MTV Networks Europe, effective January 1. He was formerly President/Creative Director for the company, which encompasses MTV Europe and VH-1 Europe.

• **THE ROCK AND ROLL HALL OF FAME AND MUSEUM** in Cleveland will relocate its Hall of Fame exhibit from its current sixth floor location into the circular west wing of its facility. The move increases the exhibit's size from 1450 to 5480 square feet.

Changes

AC: WW1 '70s parttimer **Zack Taylor** takes similar duties at Rhythmic-leaning **AC KIBB** (B100.3)/Los Angeles.

Alternative: **Sherry Donovan** segues from KROQ/Los Angeles to L.A.-area trimulcast **KLYY, KSYU & KVVY** (Y107) for afternoons ... **Chris Torrick** is the new APD/MD at **WKJN-FM/Baton Rouge** ... **Dalia** shifts from nights to middays at **WKRO/Daytona Beach** while "Aaron With A K" comes aboard for nights ... **Paula Sangaleer** is

new to nights at **WOSC-FM/Salisbury-Ocean City, MD**.

Country: Here's the new lineup at **WKSI/Greensboro**: OM/PD **Chuck Finley** shifts from mornings to the 10am-noon shift. **Dave Oakley** and **Marti Ryan** assume wake-up duties, while **Kevin Tanner** takes afternoons, **Bud Ford** takes evenings, **Dale Richards** nabs nights, and **Lee Tanner** snags overnights ... Former **KCHX PD Clayton Allen** is the new PD/afternoon driver at **KRYS-AM & FM/Corpus Christi, TX**.

Rock: **Kevin Conrad** rises from nights to Production Dir./middays at **WJXQ/Lansing, MI** ... **Johnny Cole** joins **KRNA/Cedar Rapids-Iowa City, IA** as a parttimer ... For the record: **Flynt Stone** has returned to **KTAL/Shreveport, LA** for nights. His name was spelled incorrectly in the 12/6 issue of R&R.

Sports: **David Kelly** joins **WKNR/Cleveland** as the new producer of the "Mike Wolfe Show."

Urban: **Troi Tyler** replaces **Raymond Anthony** as host of **WGCI-FM/Chicago's** "Whispers In The Dark" program.

Records: **Michele Christiana** has been appointed National Marketing Coordinator and **Billye Sluyter** has been appointed National Merchandising Coordinator for Uni Distribution.

National Radio: **Michael Boswell** is now VP/Programming at Media Dynamics. The company also announces that its "Country Flashback" series is now available in one- or two-hour lengths. Call (708) 755-4080 for additional information.

PROS ON THE LOOSE

Jack Lawson — Marketing Dir. **KSD-FM/St. Louis** (314) 645-7545

Pete McRae and **Cara Sabin** — Mornings **WQKK-FM & WQWK-FM/Johnstown-State College, PA** (814) 861-5659

Sherry Toennies — PD **KSDO/San Diego** (619) 578-0705

NATIONAL RADIO FORMATS

ADDED THIS WEEK

ABC RADIO NETWORKS

Robert Hall • (214) 991-9200

Touch — Monica Logan

BLACKSTREET No Diggity
TINA TURNER In Your Wildest Dreams

MR-35 — Cary Pall

MERRIL BAINBRIDGE Mouth
COLLECTIVE SOUL When The Water Falls
ENIGMA Beyond The Invisible
JASON FALKNER I Live
VERVE PIPE The Freshman

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

CHR/Rock

SUSANNA HOFFS All I Want
JEWEL You Were Meant For Me

Mainstream AC

MICHAEL ENGLISH Freedom
GLORIA ESTEFAN I'm Not Giving You Up
R. KELLY I Believe I Can Fly
HUEY LEWIS & THE NEWS 100 Years From Now
TONY RICH PROJECT Leavin'

Lite AC

CELINE DION Send Me A Lover
FINE YOUNG CANNIBALS The Flame
TONY RICH PROJECT Leavin'

UC

SNOOP DOGGY DOGG Snoop's Upside ...
NAS Street Dreams
SHAQUILLE O'NEAL You Can't Stop The Reign

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

Digital Soft AC — Mike Bettelli

KENNY LOGGINS For The First Time

Digital AC Mix — Mike Bettelli

DON HENLEY Through Your Hands

Digital CHR — J.J. Cook

GREASE MEGAMIX Grease Megamix

Digital AC — J.J. Cook

"AFKAP" Betcha By Golly Wow!
DON HENLEY Through Your Hands
KENNY LOGGINS For The First Time

Digital Hot AC — J.J. Cook

GREASE MEGAMIX Grease Megamix
DON HENLEY Through Your Hands

Alternative — Leslie Cohan

BLOODHOUND GANG Fire Water Burn
GRAVITY KILLS Enough
R.E.M. The Wake-Up Bomb

JONES SATELLITE NETWORKS

Phil Barry • (303) 784-8700

Adult Hit Radio — J.J. McKay

"AFKAP" Betcha By Golly Wow!
WHITNEY HOUSTON I Believe In You And Me
JOHN MELLENCAMP Just Another Day

In Loving Memory

Remembering friends lost in 1996

In our look back at 1996, we've reviewed the music, news, and charts. Now R&R remembers those in the radio and record communities whom we lost in the last year and wishes their friends and families a happy, healthy 1997.

January

Producer/label boss/radio announcer/songwriter **Bob Thiele**, 73, January 30.
Commodore Media Inc. Chairman of the Board **Carter Burden**, 54, January 23.
Baritone jazz saxophonist **Gerry Mulligan**, 68, January 20.
Katz Radio VP/Eastern Division **Glenn Cornelieess**, 39, January 17.
Veteran radio research exec **David Wisentaner**, 50, January 12.
WNDU/South Bend, IN News Director **Thom Howell**, 43, January 12.

February

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

March

Gun Club founder/lead singer **Jeffrey Lee Pierce**, 37, March 31.
WVDM-FM/Columbia, SC ND/morning co-host **Brenda Jones**, 39, March 27.

Continued on Page 24

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New Year's Resolutions For Station Management

By John Lund

Make January, 1997 the time to set ambitious goals for more efficient management, improved revenue, and dedicated programming quality. The following provides major topics for your next management or department head meeting. These strategic goals should help improve the first quarter outlook and assist management in setting reasonable and actionable goals for 1997.

For General Managers ...

Whether you manage one or six radio stations, *help each facility achieve its full potential* by developing a mission statement, a strategic plan, and a marketing plan in addition to revenue and ratings goals.

- *Think about your customers.* Make direct sales calls and learn about your clients' marketing needs.
- *Listen to competitive stations* and watch them like a hawk.
- *Talk to core listeners and understand their perceptions and needs.* Research listeners as well as advertisers and prospects.
- *Be involved in all departments* for sales and programming growth. The journey is as rewarding as the destination.

- *Hire people who have a passion for radio and your station(s).* Provide them with direction, creative challenges, stimulation, motivation, and a winning strategic atmosphere.
- *Improve management and people skills.* Your stations are a business that will be judged accordingly.
- *Hire the best people and learn to motivate them.* Continually train and reward them with increased responsibility, leading to the satisfaction of team accomplishment. *Remember:* First-rate managers hire first-rate people; second-rate managers hire third-rate people.

- *Develop a strong sense of mission.* Know where your stations are going and exactly how to get there.
- *Know the principles of management — positioning, marketing warfare, and consultant selling.* Read to improve management and marketing skills.

- *Practice strategic management.* Strive for No. 1. Or — if you manage a duopoly — strive for No. 1, No. 2, No. 3, No. 4, No. 5, and so on. When you're on top, be your own toughest critic and continually perfect your station.

- *Maintain station momentum.* When necessary, take decisive action immediately. Don't let doubt and misgivings hang a cloud of uncertainty over yourself and your staff.

For Sales Managers ...

Whether you manage one or six stations, *the sales effort for an underperforming station should strive to match the sales effort for the top-rated station.* Only one station can be No. 1, but all stations can be top revenue generators.

- *Maximize revenue by selling every available unit at the highest price.* Compete on value, not on price.
- *Be obsessed with sales, account development, higher rates, and*

Is Something Missing?

What are your top management goals for 1997? For the General Manager? For the Sales Manager? For the PD? What "New Year's Resolutions" will make your and your stations more successful? Fax or e-mail **John Lund** for his next "Management Goals" article in R&R.

monthly revenue increases.

- *Sell the benefits of using your station(s) to market a client's product or service.*

- *Sell solutions to marketing questions, not spot schedules.*

- *Acquire an interactive telephone system to benefit clients via off-air sales promotions.*

- *Get success letters and testimonials for use in your sales presentations, web sites, and monthly mailings to prospects and present advertisers.*

- *Practice the principle of supply and demand.* Know when to raise rates. If you're sold out, you're selling too cheaply. Practice yield management like the airlines and hotels do, and adjust your rates accordingly.

- *Review accounts at least every 90 days and reassign dormant ones.*

- *Be an aggressive team leader and coach.* Demand performance, but help it by nurturing each salesperson's strengths and downplaying limitations.

- *Tap the Internet (as well as on-line sales services) for new sales ideas and strategies.* Use the station's web page as a new, powerful medium to make revenue and add value to radio.

- *Use sales promotions to increase listening spans, attract new cume, enhance station image, and bring in revenue.*

- *Develop more joint vendor promotions.* Sales promotions can be tied to vendors and occur off air to avoid clutter.

- *Improve your salespeople.* Today's customer buys a salesperson, not just radio time. The key means of differentiating media today is who sells it.

- *Set specific goals for your team*

and each member of it, including yourself. Have regular updates on how the individual and department stand in relation to objectives.

- *Develop high performers who know their station, their clients' needs, and marketing.* They must be well-trained, intelligent, professional marketing consultants, problem-solvers, and relationship-builders.

- *Invest in qualitative market research.* Know everything about your clients, the market, and the benefits of your station(s).

- *Utilize the traffic system's client and prospect database to keep them informed via a regular newsletter that sells station benefits.*

- *Understand marketing:* "Defining and locating desirable customers and fulfilling their needs at a profit to the station."

- *Provide exceptional client service.* Customer satisfaction is cheaper than finding new clients. Deliver what you promise.

For Program Directors ...

Know the business of radio: "Getting an audience and selling it to the marketplace." Thus, know radio sales and profit.

- *Maximize ratings by increasing cume with outside promotion and expanding Time Spent Listening with better programming.* Exhibit a "ratings myopia" — be obsessed with improving the numbers and rankings.

- *Implement programming research.* Find out what listeners want and give it to them.

- *If you program more than one station, strive to maintain the unique sound and "stationality" for each one.* Treat each staff as a separate unit with its own pride and product.

- *Live your demo, know your market, and understand your listeners.*

- *It's not only what you air but what you keep off the air that counts.* Protect the listener from the dull, the needless, the commonplace, and the unprofessional. Update promos and liners often.

- *Know everything about Arbitron:* how the research is conducted and processed, Maximizer and programming software, and the importance of programming to "first preference" listeners.

- *Have a strong programming position that's easy to explain.* It must be unique, credible, and beneficial. If the listener cannot describe the station, marketing will be a problem.

- *Improve your people.* Develop on-air talents who reflect the station position and improve entertainment value, excitement level, and creativity. Critique for show improvement.

- *Know how to apply technology to our business:* data-base marketing to core listeners; telemarketing; the Internet for show prep, audience research, and station web sites; and Arbitron's Maximizer, MapMaker, and Fingerprint.

DATELINE

1997

- **January 2 (through March 26)** — Winter '97 Arbitron.

- **January 26** — Super Bowl XXXI. New Orleans Superdome.

- **January 27** — American Music Awards. Shrine Auditorium, Los Angeles; (213) 931-8200.

- **February 3** — Deadline for NAB Crystal Radio Award Entries; (202) 775-3510.

- **February 6-9** — RAB '97 Mktg. Leadership Conference & Exec. Symposium. Marriott Marquis, Atlanta; (800) 722-7355.

- **February 21-22** — Dan O'Day's PD Grad School. Summit Hotel Bel-Air, Los Angeles; (310) 476-8111.

- **February 26** — '97 Grammy Awards. Madison Square Garden, New York; (310) 392-3777.

- **February 27-March 2** — R&R Talk Radio Seminar '97. Grand Hyatt Hotel, Washington, DC; (202) 783-3822.

- **March 5-8** — 28th Country Radio Seminar. Opryland Hotel, Nashville; (615) 327-4487.

- **March 8-11** — 39th Annual NARM Convention. Orlando World Center; (609) 596-2221.

- **March 12-16** — South By Southwest Conference. Austin Convention Center; (512) 467-7979.

- **March 27 (through June 18)** — Spring Arbitron.

- **April 4-7** — Broadcast Education Assn. 42nd Annual Convention "Reinventing Electronic Media: Multimedia in the New Millennium." Las Vegas Convention Center; (202) 429-5354.

- **April 5-10** — NAB '97. Las Vegas Convention Center; (202) 775-4970.

- **April 5-10** — NAB Multimedia World. Las Vegas Convention Center; (202) 775-4970.

- **April 23** — Academy of Country Music Awards. Universal Amphitheatre, Los Angeles; (213) 462-2351.

- *Station programming should sound local and relate one-on-one to the target demographic.*

- *Remember that your strategic goal is "profit-oriented programming" that's designed to produce sales and bottom line results.*

- *Adults don't often know what they like, but they like what they know.* Familiarity breeds content, so program the best-tested, most-popular, and most-familiar music, or hottest talk topics or news items.

- *News should reflect the needs of the target demo.* Delivery presentation is extremely important. Many listeners want news to be delivered quickly, concisely, conversationally, and be interesting.

- *Maintain a database of frequent listeners.* Use that core to generate longer listening through direct mail to home and workplace.

- *The longest and most important Arbitron daypart is "workday" (8am-5pm, Monday-Friday).* Aggressively program and promote to gain this captive and ratings-influential listener.

- *Program mornings differently than other dayparts.* In morning drive, many listeners want a diet of news, time checks, weather, locally reliable information, and personality.

- *Outside of mornings, music station listeners prefer to hear their favorite songs and a lot of music with few interruptions.*

- *Remember Pareto's Curve, the 36/72 rule:* About 72% of your quarter-hour comes from 36% of your cume. Take special care of your most frequent listeners.

- *Program for the diarykeeper.* Good ratings require that listeners know exactly what station they listen to — by call letters, dial position, or station name. Constantly promote and advertise to gain trial,

replenish cume, and keep the station name in the public eye to strengthen ratings recall.

- *Believe in aggressive momentum and "flow."* Promote ahead when you have something special coming up on the air. To get larger quarter-hour shares, building Time Spent Listening is easier and less expensive than external advertising.

- *Know as much about your competitors as you know about your own station.* Constantly monitor the competition, calculate their rotations, and second-guess their every move.

- *Get out of the radio station for a day and listen to the market critically.*

- *Start planning your spring.* Develop your programming and marketing strategy from research, and carefully implement the execution.

- *Possess and display a winning attitude.* The race does not always go to the swift nor the battle to the strong, but it's a good way to bet! Be victorious.

John Lund is President of the Lund Consultants to Broadcast Management Inc. and Lund

Media Research, a San Francisco-based full-service radio programming, consulting, and research firm. He may be reached by phone at (415) 692-7777, by fax at (415) 692-7799, and by e-mail at TLC2RADIO@aol.com



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Selling Controversial Personalities

By Kristen Walsh Santoro

We've all seen the words typed across an avail request: *no controversial or blue personalities*. All right, so that eliminates ... who? In some respects, it probably eliminates every successful personality on radio. Controversy, whether liberal or conservative, subtly delivered or unabashedly shouted, is, after all, the stuff that good radio — or even good conversation — is often made of.

So what about those shades of blue? Well, according to the FCC, indecency is defined as "language that describes, in terms patently offensive as measured by contemporary community standards for the broadcast of the medium, sexual or excretory activities or organs." The key phrase in this statement is *contemporary community standards*.

OK, we have a so-called "controversial" personality. And each day, more people in the community choose to listen to this personality over any other personality in the respective market. Is this personality offensive to the community standards?

Radio listening, as with all other media usage, is still a free choice. So there is obviously a significant portion of the population — perhaps even the majority — who want to hear this programming every day.

And at this point, blue begins to take on a slightly different hue.

The Silent Minority

Despite exceptional ratings and proven success in moving product for sponsors, some so-called controversial personalities repeatedly see certain advertisers shy away. Most often, these advertisers are motivated by fear of consumer backlash, rather than by marketing considerations. In the day of the boycott, advertisers fear the publicity and sales repercussions of a product ban.

But did you know that 86% of all adults have never joined an organized boycott against particular products or stores for any reason, according to a national survey conducted by the Roper Organization.

Also, according to a study sponsored by the National Television Association and the NAB, only 1%

How People Really React

What did you do the last time you saw something on TV that you personally found offensive or morally objectionable?

Choice	Percentage
Changed channel	45%
Never saw anything objectionable	19%
Turned off TV	15%
Did nothing	12%
Expressed disapproval	9%
Refused to allow kids to watch	3%
Contacted network/station	1%
Contacted advertiser	1%
Stopped buying product	1%
Other	1%

Note: Total adds up to more than 100% due to multiple responses.

Source: Nat'l Television Assoc. & NAB, 1992

Tips To Help Clients Rethink A 'No-Controversial' Mandate

When presenting the advantages of using top-ranked personalities that are considered controversial by an advertiser, NY-based Allscope Media President Evan Greenberg suggests the following strategies:

- Ask clients to actually listen to a day or a week of the personality (either in their market or on tape) to help them really understand how controversial — or uncontroversial — the personality really is.
- List the client advertisers who have used these personalities to build business and increase sales.
- Show the ability of the personality to deliver a large audience. Add dimension to pure ratings and impressions with strong qualitative profiling.

Greenberg adds that clients relate to facts. The only way to overcome an objection of this nature is to lay out an incontestable story that supports the value and impact that a strong radio personality can have on his or her audience and on consumer sales.

of those polled said that they boycotted a product if it ran in a morally or personally offensive television program. An additional 1% said that they would actually contact the sponsor advertising on the program.

The vast majority (45%) said that they would simply change the channel. Other top responses included turning off the television (15%) and doing nothing (12%). Interestingly, 19% said that they never find anything objectionable!

As WJFK-FM/Washington GSM Alan Leinwand says, "There are 14 important words that I reinforce on an ongoing basis to my staff, to advertisers, and to agencies: *The people who listen, like it. The people who don't like it, don't listen.*"

Leinwand — whose station lineup includes Howard Stern, G. Gordon Liddy, Don & Mike, and the Greaseman — has had a lot of experience tackling the "no-controversial" programming dictate. He adds that "people fail to realize that those people who listen to the programs actually like what they hear. Listeners have a choice as to what program they want to listen to, and those that stay with our station's programming enjoy it on a daily basis."

In fact, sometimes people's reactions in defense of a program or advertiser are so strong, that boycotts actually backfire. One recent example is Clorox. When the Christian Leaders for Responsible Broadcasting boycotted Clorox in an attempt to punish advertisers that sponsored shows such as "Married With Children," the strategy had the reverse effect.

According to published sources, sales of Clorox actually increased during this period. And according to a Roper Poll done at that time, only 1% of the current Clorox users even knew that Clorox was the target of a boycott.

A similar scenario occurred on the other side of the political spectrum, when the National Organization for Women (NOW) proposed a boycott of Florida Orange Juice after Rush Limbaugh was named its spokesman. When the president of NOW led a protest demonstration outside of a convenience store in Tampa, according to the *Wall Street Journal*, "about half a dozen NOW members showed up, versus 200 people claiming allegiance to Rush, who bought 'gallons of juice.'"

Focus On Results

In truth, the bottom line is that advertisers never really know when lightning may strike, and when it does, whether the results will be damaging or beneficial. In light of this, perhaps advertisers need to keep their focus on determining the most efficient and effective media choices, rather than on taking the less controversial way out.

As Infinity Radio Sales AE Joan McNamara puts it, "Some agencies feel that it would be too much of a risk for their clients to advertise on certain programs. But I ask, would you rather risk your client NOT advertising on these programs?"

Infinity Radio Sales Dir./Sales Pat Baker concurs, "It's important for marketers to set aside personal opinions about a personality, and focus on what's best for the client. If a personality has a proven success record for advertisers, then it is in their client's best interest to advertise on these programs."

When Everybody Wins

When advertisers respond to the demands of minority protesters, or react overcautiously to possible consumer backlash by eliminating any possibly objectionable programming from an advertising campaign, all sides are hurt.

• The advertiser misses out on a prime advertising opportunity, overlooking some of the highest-rated, most audience-loyal programming available.

• The media suffers, as it's forced to stifle creativity and set artificial boundaries on acceptable content.

• And, finally, the consumer loses his or her right to choose programming options and to remain free of imposed censorship.

Fighting for the rights of controversial personalities within the advertising community is obviously an important struggle. As Leinwand says, "Be aggressive and never give up." Advice he readily follows, as he has led WJFK to one of the top billing-stations in Washington, DC.



Irwin Pollack

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My name is Irwin Pollack, and I'm sure you've heard of our radio sales and management training. My companies have helped more than 10,000 radio salespeople, 750 radio stations, and countless TV stations increase their billing.

In just one day, I'll identify at least 10 significant opportunities that will increase your billing and drive cash flow through the roof... or my time is free.

My training reflects the lessons I've gathered over the past 15 years visiting, speaking to, and observing this country's best radio stations, along with their managers and salespeople.

Quite frankly, the training I provide is for those who really want to out-perform their revenue shares. Those who want to "shake things up." Even rock the boat. In fact, if we don't help improve things at your station, we simply aren't doing our job... that's why I've put teeth into my guarantee.

Just ask a small sample of our client stations:

- KLSX-FM/KRLA-AM, Los Angeles
- WLEV-FM/West AM-Allentown
- WRKZ-FM, Harrisburg
- WHOT-FM, Youngstown
- KHTQ-FM, Spokane
- WCBW-FM, St. Louis
- WPRO AM/FM, Providence
- WVVE-FM, Mystic

As you can see, if you're in a larger market or a smaller one... right now, at this very moment, your station is capable of exponential improvement in its sales performance. You really don't have to settle for things as they are now. If you're ready, I'm ready.

Stop and think about it. Here's the way it goes — "more of the same" usually gives you more of the same.

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With Every Good Wish
For The New Year*



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*From Your Friends
At R&R*



Seasonal Grab-Bag: Girls, Gifts, Michael, Elmo & More!

By Michael Mango, PROMAX International

WMFS/Memphis went looking for a few good girls — and, boy, did they find 'em. This year's "MFS Girl Contest" turned up some of the Mid-South's finest females for a chance to represent all station activities. Pity the poor judges faced with such a difficult task. Perhaps that's why they canned the tradition of first and second runners-up — there were three lucky winners. Either that or WMFS's demanding promo schedule requires a team of talented spokesmodels.

Memo to Memphis: It's nearly 1997. "Girl contests" are frowned upon — and possibly even illegal in some states.

Why not open the contest to boys, too? Or how about a politically correct "MFS Character Contest"?

Sure, the competition included talent and question 'n' answer portions, but it's still steeped in sexism. Just consider the prize bestowed upon the three lucky ladies: all-expenses paid trips for two to the Mall of America where they can do what girls are expected to do best — shop 'til they drop.

'Tis The Season

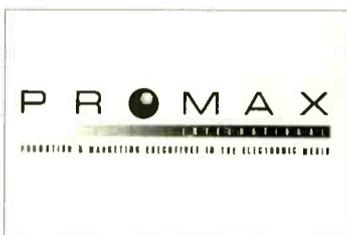
WEJE-FM/Ft. Wayne, NJ is sending listeners to see any show in the United States. Whenever the station's Santa says, "Ho-ho-ho," callers are checked on-air to see who has been naughty or nice via a random stocking drawing that garners either concert tickets — or a lump of coal! One of the "nice" listeners will then be chosen to attend the concert of his or her choice anywhere in the U.S.

Give 'Til It Hurts

WDSY-FM/Pittsburgh made its listeners happy when it gave away two "his and her" Ford Explorers. The contest gave those who entered — and were called on the air — 10 minutes and eight seconds to call in. If the person didn't respond, a new name was announced every 10 minutes until a winner was reached.

The 12 Bikes Of Xmas

Keeping its staff on edge with a full schedule of promotions, **WXEG-FM (The Edge)/Dayton** announced a slew of projects, including the "12 Mountain Bikes Of Christmas." During the 12-day



event, cycling enthusiasts were required to be the 10th caller when they heard the song of the day. The station and its sponsor, **K&G Bike Centers**, gave away one of the bikes (valued at \$350) each day.

WXEG also is sponsoring a "Moonlight Skating" night, a Christmas Canned Food Drive, and a promotion to give away tickets for two to the forthcoming Super Bowl in New Orleans.

Money Honey

In other Dayton news, **WBTT-FM** recently gave away \$10,000 in a "Bribe" contest in which the correct caller identified — in exact order — four designated WBTT songs.

Hours Of Giving

KKDM-FM/Des Moines is thanking its listeners for participating in the just-finished "107 Hours Of Giving," in which callers donated various items that stretched from cars to computers to toys. The station also is throwing its "Second Annual Christmas Listener Appreciation Party" with guest artists **Goldfinger** and **Sister Soleil**. Callers win on-air tickets in the form of a keepsake T-shirt.

Concerted Efforts

KFMB-FM/San Diego's lineup for its "Third Annual Jingle

Bells Concert" includes **Jewel**, **Suzanne Vega**, **D.C. Talk**, and **Merril Bainbridge**. The concert benefits the Make-A-Wish Foundation and sold out in less than seven days.

Meanwhile, **CIOC-FM (The Ocean)/Victoria, BC** found a novel way to entice **Hootie & The Blowfish** to its area to entertain 400 winners and invited guests. Preparations for the event began last summer when the station program manager noticed that the group had a whole day off between gigs in Western Canada.

To hook the Blowfish, the station dangled a day at a resort hotel in exchange for putting on a 90-minute concert. Hootie and the grateful group ended up playing for Ocean listeners for two and a half hours!

Strange Bedfellows?

The trend of combining the strange bedfellows of radio and television seems to be growing. **KKCD-FM/Milwaukee** and local Fox affiliate **KPTM-TV** join the recently announced combination of **WMXP-FM** and **WMBD-TV** in Peoria, IL in linking their respective morning show broadcasts and talent.

In Peoria, Rock-based **AC WMXP-FM** is broadcasting its morning show for two hours on **WMDB-TV**. The show boasts the look, feel, and attitude of radio — complete with irreverent hosts and bits that will reportedly "push the envelope."

In Milwaukee, **KKCD-FM** announced it'll broadcast its morning show from the New York City set of Fox's new morning show, "Fox After Breakfast." **KKCD** listeners will get a taste of the behind-the-scenes action of a network TV broadcast and will experience a "show within a show" that's billed as unscripted and unpredictable.

PAWS For Emphasis

Man's best friend benefitted from the fourth annual "PAWS-

Pro:Motions

• **WARQ/Columbia, SC** welcomes new Promotions Director **Stacy Baker**.

• **Tom Garrett** has been promoted to Group Marketing Dir. for all eight **Connoisseur Communications** properties in Rockford, IL. He had been PD of the company's **WZOK/Rockford, IL**.

walk," sponsored by **KMTT-FM ("The Mountain")/Seattle**. The event raised some \$205,000 for the Progressive Animal Welfare Society (PAWS).

"PAWSwalk '96" has become the largest fundraiser of its kind on the West Coast, and this year engaged the participation of more than 3000 humans and 1500 dogs. The money raised via pledges provides food, shelter, and care for abused and abandoned animals at PAWS until they find new homes.

Live For Free

KORB-FM/Davenport, IA combined two standard promotions with its "Live For Free" license plate contest. Qualifiers competed for the grand prize of having all their December bills (up to \$1500) paid by attaching a KORB sticker to their car windows.

Station staffers roamed the streets looking for stickers in the KORB van and called out license plate numbers. The correct caller copped free concert tickets and qualified to win the grand prize.

Food For Thought

Former Alternative **WRGX-FM/Hawthorne, NY** recently held its third annual food drive, "X-107 Foodstock '96." During the month of November, the station's crew collected canned goods and non-perishable food items throughout New York's suburbs. All those who donated became eligible to win tickets to see **Blues Traveler** at Madison Square Garden on New Year's Eve.

Michael Mania

KSSK-AM & FM/Honolulu is working a serious Michael motif in its December promotion. The station's on-air crew of **Michael T.** and **Michael Perry** are giving away tickets to the premiere of the new film

"Michael," starring the go-back, comeback kid himself, **John Travolta**.

The station also is giving away tickets to the forthcoming, sold-out **Michael Jackson** concert at Aloha Stadium. Kudos to **KSSK's** promotions department for the concept and thematic associations.

Elmo Grease

No kid can resist the charms of Tickle Me Elmo this Christmas, and no parent can find it in stock. Radio to the rescue! Stations across this great nation have hoarded this season's hottest toy and are auctioning them off to benefit various charities.

KIBB/Los Angeles auctioned three dolls and donated the proceeds to Project Cuddle, a non-profit charity for abused, abandoned, and drug-exposed children.

KEX/Portland opened the bids at \$250 for its precious Elmo and wound up bringing in \$1100! That money will go to **Bob Miller's** Needy Kids Fund, a charity that provides vision and hearing care to children in Oregon and Southwestern Washington. **Bob Miller**, incidentally, is **KEX's** morning man.

Is Tickle Me Elmo worth \$1000? That's probably a thousand times its actual value. What's priceless is the service that radio stations are providing.

Who Loves A Parade?

KKLA/Los Angeles loves a parade — especially when it's the only station with the honor of participating in the 1996 Hollywood Christmas Parade. The event took place December 1 and will be broadcast to nearly 150 markets this holiday season. **KKLA's** float was a live nativity scene.

How is it that **KKLA** was the chosen station? Well, its format is Christian Talk. Maybe it has a direct line to the birthday boy Himself.

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"As I was going through this course, I was realizing how many seminars I've been through and yet how little I knew. Scary. Some training companies get you half way through the alphabet. Open the Floodgates gets you all the way from A to Z." Clare Wynne, Infinity, Dallas

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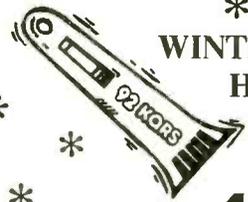
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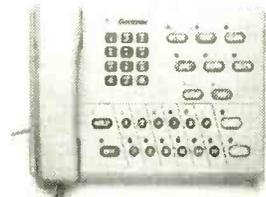


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'ZINE SCENE

Mancow's 'Nudestock' Makes 'Playboy'!

Still from WRCX-FM/Chicago morning dude **Mancow Muller's** "Nudestock" makes *Playboy's* the "year in sex" photo essay.

Cassandra Wilson, the **Fugees**, **Patty Loveless**, **Sublime**, **Ani DiFranco**, **Marcus Roberts**, and **Maxwell** are among *Time's* choices for the "best music of '96."

Meanwhile, *Newsweek's* readers pick **Gloria Estefan**, **LeAnn Rimes**, **Los Del Rio**, **Alanis Morissette**, **Celine Dion**, **Smashing Pumpkins**, **Kiss**, **Toni Braxton**, the **Fugees**, and **Oasis** as the year's Top 10 musical newsmakers.

Love & Happiness

Pamela Anderson has — once again — dumped hubby **Tommy Lee** and moved back in with her parents after smelling alcohol on his breath (*National Enquirer*). Meanwhile, the *Star* says the reason for the brief reconciliation was Anderson taking a home pregnancy test and coming up with a false positive result.

The *Globe* runs an eye-popping shot of **Toni Braxton** sporting a mysterious bruise on her right cheek before that recent Las Vegas awards show.

Judd sisters Wynonna and **Ashley** are feuding over **Michael Bolton** (*Globe*).

Michael Jackson tells confidants that **Liberace** visits him from beyond the grave (*National Enquirer*). And ... chafing under Jackson's leash, new wife **Debbie Rowe** is afraid she's going to lose their baby (*Globe*).

New father **Carlos Leon** is complaining that since the birth of baby **Lourdes**, **Madonna** is treating him more like a houseboy than a lover, cutting back on household staff and expecting him to run errands (*Star*).

Vince Gill and **Amy Grant** are spending a lot of time crying on each other's shoulders about their unhappy marriages (*Star*).

Power Perks

Nissan's pseudo-"Toy Story" TV spot uses **Van Halen's** version of the **Kinks'** "You Really Got Me" as its background music. **Van Halen's** participation was clinched when ad agency **Chiat Day** scored the members limited-edition 1996 Nissan 300 ZXs (*Entertainment Weekly*).

Garth Brooks is flying in dishes of chunky chocolate chip from his favorite Nashville ice cream shop to eat after every performance (*Globe*).

Happy Holidayze

"Well, her daddy [**Bobby Brown**] goes all out, with the Santa suit and everything. And the night before is so fun, because my brother and his kids come over and we send the kids to bed and then we try to figure out those instructions for the toys. It's real hard, because you know there's a bottle of wine or two between **Bobby** and my brother" — **Whitney** describes holidays around the **Houston** house (*Newsweek*).

Hootie Who?

"If they are from South Carolina, I'm sure they are competent" — U.S. Senator **Strom Thurmond**, age 93, assesses the talents of home state homies **Hootie & The Blowfish** (*Rolling Stone*).

"People hate us 'cause we don't write about how much we hate our parents" — **Hootie & The Blowfish** frontman **Darius Rucker** addresses the band's critics (*Rolling Stone*).

U Got The Look

"You sit in front of a mirror for four hours while they do makeup and hair, and by the time you leave, one blemish on your face is, like, such a big deal. It take a couple hours to get out of it and realize, 'Oh ... there's a whole universe of meaningful things out here'" — **Fiona Apple** addresses success (*Details*).

"I love makeup. I love getting my hair done. I'm the furthest thing from a rock chick" — **No Doubt** frontwoman **Gwen Stefani** addresses success (*Rolling Stone*).

Pretentious, Moi?

"I don't have the same problem with Americans that many English people do. You can never generalize about a country, but you can generalize about people and what they do. I think **Milan Kundera** said that — I didn't want to be pretentious and say it myself. You can say that I said it if you want to make me look smart" — **Bush** frontman **Gavin Rossdale** addresses his very Englishness of being (*Details*).

Sound Affects

"I combined a baseball bat hitting a watermelon, a baseball bat on a punching bag, a piece of cow liver hitting a chopping block, and a sword swipe" — "Beavis & Butt-head" creator **Mike Judge** explains the theatre-of-the-mind sound effects behind "frog baseball" when he answers *Playboy's* 20 Questions.

"I want to do a musical movie ... Like 'Evita,' but with good music" — **Elton John** plans his future (*Time*).

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

MUSIC DATEBOOK

MONDAY, DECEMBER 30

1977/The **Sex Pistols** scheduled U.S. debut concert in Pittsburgh is cancelled due to visa problems.

1979/**Emerson, Lake & Palmer** break up.

1991/**Bruce Springsteen** and **Patti Scialfa** become parents to daughter **Jessica Rae**.

1994/The **Beatles'** "Abbey Road" album and **Elvis Presley's** "Heartbreak Hotel" are inducted into the **NARAS** Hall Of Fame.

Born: **Bo Diddley** 1928, the late **Del Shannon** 1939, **Mike Nesmith (Monkees)** 1942, **Davy Jones (Monkees)** 1945, **Patti Smith** 1946, **Jeff Lynne (ex-ELO)** 1947

TUESDAY, DECEMBER 31

1970/The **Beatles** officially break up.

1974/**Lindsey Buckingham** and **Stevie Nicks** join **Fleetwood Mac**.

1976/The **Cars** play their first gig.

1984/**Def Leppard** drummer **Rick Allen** is injured in a car accident and has to have his left arm amputated on January 4.

1985/**Rick Nelson** is killed in a Dallas plane crash.



Barbra Streisand — going through a new stage.

1993/**Barbra Streisand** gives her first concert in 22 years, opening a two-night stand in Las Vegas.

Born: **Andy Summers (ex-Police)** 1942, **John Denver** 1943, **Donna Summer** 1948, **Tom Hamilton (Aerosmith)** 1951,

WEDNESDAY, JANUARY 1

1913/**Louis Armstrong** is sent to a boys home where he learns to play the cornet.

1953/**Hank Williams Sr.**, 29, dies.

1962/The **Beatles** audition for **Decca**, which turns them down in favor of **Brian Poole & The Tremeloes**.

1986/**Billy Joel** and **Christie Brinkley** become parents to daughter **Alena Ray**.

THURSDAY, JANUARY 2

1979/**Sex Pistols** bassist **Sid Vicious's** trial for the murder of girlfriend **Nancy Spungen** begins.

1996/**Madonna** testifies against accused stalker **Robert Hoskins**, who is eventually found guilty.

Born: the late **Roger Miller** 1936

FRIDAY, JANUARY 3

1970/The **Beatles** record their last song together ("I Me Mine").

Also ... **Davy Jones** quits the **Monkees**.

1982/**Bruce Springsteen** begins recording his "Nebraska" album on a four-track tape recorder in his New Jersey home.

1987/**Chaka Khan** makes her acting debut, playing a singer on **NBC-TV's** "Hunter."

Born: **George Martin** 1926, **Stephen Stills** 1945, **John Paul Jones (ex-Led Zeppelin)** 1946

SATURDAY, JANUARY 4

1984/**Van Halen** releases "1984," its last recording with singer **David Lee Roth** until 1996.

1996/**Speech** announces **Arrested Development** has broken up.

Born: **Bernard Sumner (New Order)** 1956, **Michael Stipe (R.E.M.)** 1960

SUNDAY, JANUARY 5

1987/**Elton John** undergoes throat surgery in Sydney, Australia.

1988/**Madonna** files for divorce from actor **Sean Penn**.

1994/**Bruce Springsteen** and **Patti Scialfa** become parents to son **Sam**.

1995/**TLC's** **Lisa "Left Eye" Lopes** receives five years probation after pleading guilty to charges of setting an arson fire at her boyfriend's mansion.

Born: **Chris Stein (ex-Blondie)** 1950, **Grant Young (Soul Asylum)** 1964

MONDAY, JANUARY 6

1958/The **Gibson** company patents the "Flying V" guitar.

1984/**Tina Turner** releases her comeback hit, "Let's Stay Together."

1993/**Bebop** trumpeter **Dizzy Gillespie**, 75, dies of pancreatic cancer.

1996/**James Brown's** wife, **Adrienne**, 47, dies.

Born: **Malcom Young (AC/DC)** 1953

TUESDAY, JANUARY 7

1954/**Muddy Waters** records "Hoochie Coochie Man."

1970/**Max Yasgur** is sued by neighboring farmers for property damage cause by a party he hosted called Woodstock.

1985/**John Fogerty** releases his comeback album, "Centerfield."

Born: **Kenny Loggins** 1948, **Kathy Valentine (Go-Go's)** 1959

WEDNESDAY, JANUARY 8

1974/**Kiss** signs with **Casablanca**.

1988/**Richard Marx** marries actress/dancer **Cynthia Rhodes**.

1991/**Def Leppard** guitarist **Steve Clark**, 30, dies of alcohol poisoning.

Born: The late **Bill Graham** 1931, the late **Elvis Presley** 1935, **Robbie Krieger (Doors)** 1946, **David Bowie** 1947

THURSDAY, JANUARY 9

1992/**Paul Simon's** South African promoter's office is bombed by a political group protesting Simon's forthcoming tour. Simon's shows go on uninterrupted.

Born: **Les Paul** 1916, **Jimmy Page (ex-Led Zeppelin)** 1944, **David Johansen** 1950, **Dave Matthews** 1967

FRIDAY, JANUARY 10

1956/**Elvis Presley** begins his first recording session in Nashville, cutting "I Got A Woman," then "Heartbreak Hotel."

Born: The late **Jim Croce** 1943, **Rod Stewart** 1945, **Donald Fagen (Steely Dan)** 1948, **Pat Benatar** 1952

SATURDAY, JANUARY 11

1980/The **Pretenders** release their debut LP.

1984/**Michael Jackson** receives a record 12 Grammy nominations, all but one for his album "Thriller."



Heavy D. & The Boyz — spot the future president.

1996/**Heavy D** is named President of **Uptown Records**.

Born: **Clarence Clemons (ex-E Street Band)** 1942, **Vicki Peterson (Bangles)** 1958

SUNDAY, JANUARY 12

1979/The **Bee Gees** are awarded a star on the Hollywood Walk Of Fame.

1993/**Ruth Brown**, **Dick Clark**, **Creedence Clearwater Revival**, the **Doors**, **Mitt Gabler**, **Frankie Lymon & The Teenagers**, **Van Morrison**, **Sly & The Family Stone**, and **Dinah Washington** are inducted in to the Rock & Roll Hall Of Fame.

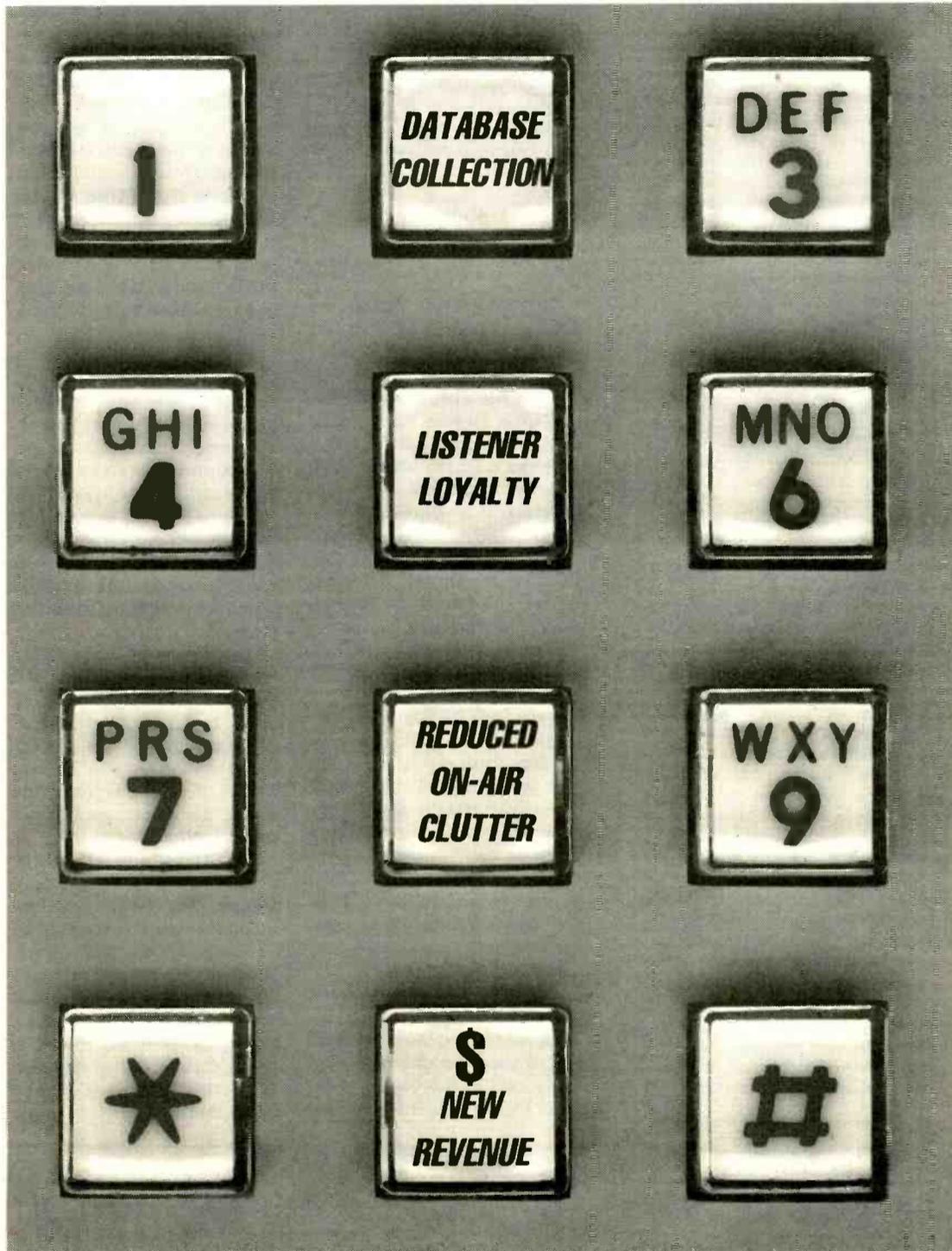
1995/The **Allman Brothers**, **Al Green**, **Janis Joplin**, **Led Zeppelin**, **Martha & The Vandellas**, **Neil Young**, and **Frank Zappa** become Rock & Roll Hall Of Fame inductees.

Born: **Ruth Brown** 1928, **George Duke** 1946

— Paul Colbert

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VP/Music Programming

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- MAKAVELI To Live & Die In L.A. (Death Row/Interscope)
- SPICE GIRLS Wanna Be (Virgin)
- IMMATURE Watch Me Do My Thing (Loud/RCA)
- LIL' KIM Not Time (Undeas/Big Beat/Atlantic)
- ROOTS What They Do (DGC/Geffen)
- NERF HERDER Van Halen (Arista)
- POE Hello (Modern/Atlantic)
- UNSAFE Scrape (Amphetamine Reptile)

HEAVY

- TONI BRAXTON Un-break My Heart (LaFace/Arista)
- BUSH Swallowed (Trauma/Interscope)
- CARDIGANS Lovetool (Mercury)
- L.L. COOL J Ain't Nobody (Geffen)
- COUNTING CROWS A Long December (DGC/Geffen)
- DR. DRE Been There, Done That (Aftermath/Interscope)
- EN VOGUE Don't Let Go (Love) (EastWest/EEG)
- WHITNEY HOUSTON I Believe In You And Me (Arista)
- R. KELLY I Believe I Can Fly (Jive)
- NEW EDITION I'm Still In Love With You (MCA)
- NO DOUBT Don't Speak (Trauma/Interscope)
- RED HOT CHILI PEPPERS Love Rollercoaster (Geffen)
- SMASHING PUMPKINS Thirty-Three (Virgin)
- SNOOP DOGGY... Snoop's Upside Ya Head (Death Row/Interscope)
- SOUNDGARDEN Blow Up The Outside World (A&M)
- STONE TEMPLE PILOTS Lady Picture Show (Atlantic)
- KEITH SWEAT Nobody (Elektra/EEG)
- 311 All Mixed Up (Capricorn/Mercury)

STRESS

- FOXY BROWN Get Me Home (Violator/Def Jam/RAL/Mercury)
- CHEMICAL BROTHERS Setting Sun (Astralwerks/Caroline)
- SHERYL CROW Everyday Is A Winding Road (A&M)
- DAVE MATTHEWS BAND Crash Into Me (RCA)
- GINUWINE Pony (550 Music/Epic)
- JEWEL You Were Meant For Me (Atlantic)
- KULA SHAKER Tatva (Columbia)
- LUSCIOUS JACKSON Naked Eye (Grand Royal/Capitol)
- MAKAVELI To Live & Die In L.A. (Death Row/Interscope)
- JOHN MELLENCAMP Just Another Day (Mercury)
- MONSTARS Hit 'Em High... (Warner Sunset/Atlantic)
- NAS Street Dreams (Columbia)
- PRODIGY Firestarter (Mute/XL Recordings)
- SPICE GIRLS Wanna Be (Virgin)
- WALLFLOWERS One Headlight (Interscope)

BREAKTHROUGH

- TOOL Track #1 (Zoo)

ACTIVE

- "AFKAP" Betcha By Golly Wow! (NPG/EMI)
- BABYFACE Everytime I Close My Eyes (Epic)
- BETTER THAN EZRA Desperately Wanting (Elektra/EEG)
- FAILURE Stuck On You (Warner Bros.)
- FOUNTAINS OF WAYNE Radiation Vibe (Atlantic)
- DRU HILL Tell Me (Island)
- IMMATURE Watch Me Do My Thing (Loud/RCA)
- LIL' KIM No Time (Undeas/Big Beat/Atlantic)
- LOCAL H Bound For The Floor (Island)
- MADONNA You Must Love Me (Warner Bros.)
- MINT CONDITION What Kind Of Man... (Perspective/A&M)
- MO THUGS FAMILY Thug Devotion (Mo Thug/Relativity)
- ROOTS What They Do (DGC/Geffen)
- TONY TONI TONE Let's Get Down (Mercury)
- TRANS SIBERIAN ORCHESTRA Christmas Eve... (Lava/Atlantic)

ON

- BLOODHOUND GANG Fire Water Burn (Republic/Geffen)
- CAKE The Distance (Capricorn/Mercury)
- DESCENDENTS I'm The One (Epitaph)
- FUN LOVIN' CRIMINALS Fun Lovin' Criminal (EMI)
- NERF HERDER Van Halen (Arista)
- ORBITAL The Box (FFRR/London)
- POE Hello (Modern/Atlantic)
- RDD STEWART If We Fall In Love Tonight (Warner Bros.)
- UNSAFE Scrape (Amphetamine Reptile)

Video airplay from December 23-29.



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

XL

- TONI BRAXTON Un-break My Heart (LaFace/Arista)
- SHERYL CROW If It Makes You Happy (A&M)
- JOHN MELLENCAMP Just Another Day (Mercury)
- ALANIS MORISSETTE Head Over Feet (Maverick/Reprise)
- NO DOUBT Don't Speak (Trauma/Interscope)

LARGE

- "AFKAP" Betcha By Golly Wow! (NPG/EMI)
- COUNTING CROWS A Long December (DGC/Geffen)
- EN VOGUE Don't Let Go (Love) (EastWest/EEG)
- WHITNEY HOUSTON I Believe In You And Me (Arista)
- JOURNEY When You Love A Woman (Columbia)
- MADONNA Don't Cry For Me Argentina (Warner Bros.)
- SEAL Fly Like An Eagle (Warner Sunset/Atlantic)
- RDD STEWART If We Fall In Love Tonight (Warner Bros.)
- STREISAND & ADAMS I Finally Found Someone (Columbia)

MEDIUM

- MERRIL BAINBRIDGE Mouth (Universal)
- CARDIGANS Lovetool (Mercury)
- SHERYL CROW Everyday Is A Winding Road (A&M)
- GARBAGE Milk (Almo Sounds/Geffen)
- JEWEL You Were Meant For Me (Atlantic)
- RuPAUL Snapshot (Rhino)
- WALLFLOWERS One Headlight (Interscope)

CUSTOM

- FIONA APPLE Shadowboxer (Work)
- AZ YET Last Night (LaFace/Arista)
- BABYFACE Everytime I Close My Eyes (Epic)
- BORROWERS Beautiful Struggle (Guardian)
- BRANDY/TAMIA/KNIGHT/KHAN Missing You (EastWest/EEG)
- JOHNNY CASH Rusty Cage (American)
- PAULA COLE Where Have All The Cowboys Gone (Imago/WB)
- SHAWN COLVIN Get Out Of This House (Columbia)
- CRANBERRIES When You're Gone (Island)
- DAVE MATTHEWS BAND Crash Into Me (RCA)
- DC TALK Just Between You And Me (Virgin)
- GLORIA ESTEFAN I'm Not Giving You Up (Epic)
- SUSANNA HOFFS All I Want Of Man... (Perspective/A&M)
- ISLEY BROTHERS Tears (T-Neck/Island)
- ELTON JOHN You Make History (Young Again) (MCA)
- R. KELLY I Believe I Can Fly (Jive)
- CHAKA KHAN Never Miss The Water (Reprise)
- NIL LARA How Was I To Know (Metro Blue/Capitol)
- ASHLEY MacISAAC Sleepy Maggie (A&M)
- ELEANOR McEVY Precious Little (Columbia)
- MINT CONDITION What Kind Of Man... (Perspective/A&M)
- ANN NESBY I'm Still Wearing Your Name (Perspective/A&M)
- NEW EDITION I'm Still In Love With You (MCA)
- HOLLY PALMER Different Languages (Reprise)
- DUNCAN SHEIK Barely Breathing (Atlantic)
- BRUCE SPRINGSTEEN Secret Garden (Columbia)
- STONE TEMPLE PILOTS Lady Picture Show (Atlantic)
- KEITH SWEAT Nobody (Elektra/EEG)
- LUTHER VANDROSS Your Secret Love (LV/Epic)
- WHY STORE Father (Way Cool Music/MCA)

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



Video Playlist

- WHITNEY HOUSTON I Believe In You And Me (Arista)
- ERIC BENET Spiritual Thang (Warner Bros.)
- "AFKAP" Betcha By Golly Wow! (NPG/EMI)
- CHAKA KHAN Never Miss The Water (Reprise)
- R. KELLY I Believe I Can Fly (Jive)
- NEW EDITION I'm Still In Love With You (MCA)
- GINUWINE Pony (550 Music)
- TONI BRAXTON Un-break My Heart (LaFace/Arista)
- KEITH SWEAT Nobody (Elektra/EEG)
- EN VOGUE Don't Let Go (Love) (EastWest/EEG)
- DR. DRE Been There Done That (Aftermath/Interscope)
- FOXY BROWN Get Me Home (Violator/Def Jam/RAL/Mercury)

Rap City Top 10

- DR. DRE Been There Done That (Aftermath/Interscope)
- FOXY BROWN Get Me Home (Violator/Def Jam/RAL/Mercury)
- REDMAN That's How It Is (Def Jam/RAL/Mercury)
- LIL' KIM No Time (Undeas/Big Beat/Atlantic)
- SHAQUILLE O'NEAL You Can't... (T/WisM/Trauma/Interscope)
- MACK 10 Nothin' But The... (Buzz Tone)
- NAS Street Dreams (Columbia)
- CAMP LO Luchini (Profile)
- MONSTARS Hit 'Em High (Warner Sunset/Atlantic)
- ROOTS What They Do (DGC/Geffen)

Information for week ending December 20.

FILMS

WEEKEND BOX OFFICE DECEMBER 13-15

- | | |
|--|---------|
| 1 Jerry Maguire (TriStar)* | \$17.08 |
| 2 Mars Attacks! (WB)* | \$9.38 |
| 3 101 Dalmations (Buena Vista) | \$8.93 |
| 4 The Preacher's Wife (Buena Vista)* | \$7.64 |
| 5 Daylight (Universal) | \$4.13 |
| 6 Jingle All The Way (Fox) | \$4.05 |
| 7 Star Trek: First Contact (Paramount) | \$3.43 |
| 8 Ransom (Buena Vista) | \$2.97 |
| 9 Space Jam (WB) | \$2.34 |
| 10 The English Patient (Miramax) | \$1.77 |

All figures in millions

* First week in release

Source: Entertainment Data Inc.

COMING ATTRACTIONS: This week's openers include "Beavis And Butt-head Do America," which sports a Geffen soundtrack with the Red Hot Chili Peppers' cover of Ohio Players' "Love Rollercoaster" and L.L. Cool J's version of Rufus & Chaka Khan's "Ain't Nobody." The LP also features Isaac Hayes performing the movie's theme song, "Two Cool Guys," as well as tunes by Ozzy Osbourne, No Doubt, Butthole Surfers, AC/DC, White Zombie, Rancid w/Stubborn All-Stars, Madd Head, Southern Culture On The Skids, and Engelbert Humperdinck.

"One Fine Day," starring Michelle Pfeiffer and George Clooney, also opens this week. The film's Columbia soundtrack showcases Natalie Merchant's take on the title tune as well as the Chiffons' original. Songs by Kenny Loggins, Shawn Colvin, Tina Arena, Harry Connick Jr., Keb' Mo', Van Morrison, the Ad Libs, the Shirelles, Tony Bennett, and Ella Fitzgerald complete the LP.

Columbia also is set to release the soundtrack to "Ghosts Of Mississippi," starring Alec Baldwin and Whoopi Goldberg. The album contains two versions of "I Wish I Knew How It Would Feel

To Be Free" — one by Nina Simone, the other by Dionne Farris — along with classics by B.B. King, Tony Bennett, Muddy Waters, and Robert Johnson.

"My Fellow Americans," starring Jack Lemmon and James Garner, carries a TVT soundtrack featuring Stevie Wonder, Elvis Presley, Wilson Pickett, Creedence Clearwater Revival, Ella Fitzgerald, and Lipps, Inc., among others.

Rounding out this week's openers is "Scream," starring Neve Campbell and Courteney Cox. Its TVT soundtrack highlights cover tunes by Soho (Icicle Works' "Whisper To A Scream [Birds Fly]") and Gus (Blue Oyster Cult's "Don't Fear The Reaper") as well as material by the Connells, Nick Cave & The Bad Seeds, Sister Machine Gun, Moby, the Flow f/Julee Cruise, and others.

Next Week

Opening next week in limited release is "Evita," starring Maverick/Warner Bros. recording artist Madonna. She contributes "You Must Love Me," "Don't Cry For Me Argentina," and more to the film's WB soundtrack, which also highlights performances by fellow cast members Antonio Banderas, Jonathan Pryce, and Jimmy Nail.

"The People Vs. Larry Flynt," starring Woody Harrelson and Hole frontwoman Courtney Love, also opens next week. The film's Angel soundtrack sports vintage material by Gary Wright, K.C. & The Sunshine Band, the McCoys, Faron Young, and others.

John Travolta stars in "Michael," which completes next week's openers. The film's Revolution soundtrack contains songs by Don Henley, the Mavericks, Bonnie Raitt, Aretha Franklin, Van Morrison, Willie Nelson, Al Green, Norman Greenbaum, Kenny Wayne Shepherd f/ James Cotton, Randy Newman w/Valerie Carter, and co-star Andie MacDowell.

TELEVISION

TOP TEN SHOWS DECEMBER 9-15

Total Audience
(97 million households)

- 1 ER
- 2 Seinfeld
- 3 Suddenly Susan
- 4 Friends
- 5 The Single Guy
- 6 Monday Night Football (Chiefs vs. Raiders)
- 7 NYPD Blue
- 8 20/20
- 9 Home Improvement
- 10 Movie (Monday) ("Lying Eyes")

Source: Nielsen Media Research

COMING NEXT WEEK

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

Friday, 12/20

- Stone Temple Pilots, "The Tonight Show With Jay Leno."
- Darlene Love, "Late Show With David Letterman."
- Barry Manilow, "Late Night With Conan O'Brien."

Sunday, 12/22

- Lyle Lovett performs on VH1's latest installment of "Storytellers" (10am).

Thursday, 12/26

- Emmylou Harris, Lyle Lovett, Kris Kristofferson, and saxophonists David Sanborn, Phil Woods, and Jimmy Heath perform when "The Kennedy Center Honors" Johnny Cash and Benny Carter (CBS, 9pm).

Friday, 12/27

- Blues Traveler, "David Letterman."
- Coolio, "Late Late Show With Tom Snyder."
- Harry Connick Jr. and Charlie Watts, "ABC In Concert" (check local listings).

Saturday, 12/28

- Tony Bennett, Natalie Cole, Sheila E., Herbie Hancock, James Ingram, k.d. lang, Pat Metheny, Tito Puente, Joshua Redman, Jon Secada, and Stevie Wonder, among others, celebrate the Thelonious Monk Institute Of Jazz's 10th anniversary on ABC's "Nissan Presents A Celebration Of America's Music" (10pm).

Monday, 12/30

- Deana Carter, "David Letterman."

Tuesday, 12/31

- Dionne Warwick and Burt Bacharach perform on the first of four "AMC In Concert At The Rainbow Room" specials in 1997 (check local listings).
- Jann Arden, Kiss, the Presidents Of The USA, Tony Rich, and "Weird Al" Yankovic are slated to perform live on "Dick Clark's New Year's Rockin' Eve '97" (ABC, 11:30pm).
- Wynonna and Bryan White perform from Orlando on TNN's "New Year's Eve At Sea World Live" (11pm ET/8pm PT).



21 million households
Liz Kiley,
VP/Programming

National Top 20

- "AFKAP" Betcha By Golly Wow! (NPG/EMI)
- AALIYAH One In A Million (BlackGround/Atlantic)
- KEITH SWEAT Nobody (Elektra/EEG)
- 702 Get It Together (Biv 10/Motown)
- MAKAVELI Toss It Up (Death Row/Interscope)
- R. KELLY I Believe I Can Fly (Jive)
- CRUCIAL CONFLICT Showdown (Universal)
- E-40 Things Will Never Change (Sick Wid' It/Jive)
- LIL' KIM No Time (Undeas/Big Beat/Atlantic)
- MO THUGS FAMILY Thug Devotion (Mo Thug/Relativity)
- MC LYTE Cold Rock A Party (EastWest/EEG)
- KEITH MURRAY The Rhyme (Jive)
- TONI BRAXTON Un-break My Heart (LaFace/Arista)
- BONE THUGS... Days Of Our Lives (EastWest/EEG)
- WESTSIDE CONNECTION Bow Down (Priority)
- DANZIG Sacrifice (Hollywood)
- EN VOGUE Don't Let Go (Love) (EastWest/EEG)
- DR. DRE Been There Done That (Aftermath/Interscope)
- MACK 10 & THA DOGG POUND Nuthin' But... (Interscope)
- GINUWINE Pony (550 Music)

Most requested for week ending December 13.



Pos.	Artist	Avg. Gross (in 000s)
1	GARTH BROOKS	\$678.7
2	WHO	\$655.5
3	NEIL DIAMOND	\$643.2
4	KISS	\$480.3
5	GEORGE STRAIT	\$428.4
6	PEARL JAM	\$400.7
7	REBA McENTIRE	\$390.2
8	ALANIS MORISSETTE	\$351.9
9	RUSH	\$303.5
10	NEIL YOUNG	\$289.9
11	SMASHING PUMPKINS	\$280.9
12	DAVE MATTHEWS BAND	\$272.7
13	PHISH	\$263.8
14	JAMES TAYLOR	\$233.1
15	TRAGICALLY HIP	\$224.9

Among this week's new tours:

- TRACE ADKINS
- DAVE MATTHEWS & TIM REYNOLDS
- TY HERNDON
- IMMATURE
- JARS OF CLAY
- MARTINA MCBRIDE
- PANTERA
- LEANN RIMES
- SEBADOH
- SOCIAL DISTORTION
- AARON TIPPIN
- TRISHA YEARWOOD

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

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Dallas

Continued from Page 1

"Radio stations offer what others can't, which is immediacy," remarked **Carolyn Alvey**, publicist for the managers' association.

'Amber's Plan'

"Virtually every major station in the Dallas-Ft. Worth area agreed to install a phone line and fax machine dedicated to 'Amber's Plan,'" said association President **Skip Schmidt**.

The next time a confirmed child abduction occurs, police will fax the information to two designated radio stations, both of which will phone the police back to confirm the information. The stations will then send a broadcast "abduction alert" fax to the market's other stations.

At each station, an alarm or flashing light — installed in a location that is monitored 24 hours a day — goes off to alert that the 'Amber fax machine' is in play.

An operator then takes that information, which is already shaped into a specific form, and breaks programming. The script offers a description of the child, the abductor, and the

location of the incident, and it instructs witnesses not to take matters into their own hands but to notify authorities.

'Monumental Task'

Schmidt said the most difficult part of the project was getting the area's 30 different police jurisdictions on board. "It was the monumental task we accomplished — getting everyone to understand and agree to it and to put all these mechanisms into place," he said.

Dallas Police Chief **Bennie Click** noted, "This youth protection initiative is a welcome part of our department's Child Abduction Protocol, which is designed to utilize every resource available to our department in locating an abducted child."

Alvey said **Marc Klaas**, father of kidnapping and murder victim **Polly Klaas**, recently gave his enthusiastic endorsement of Amber's Plan.

"Our hope is that it never has to be used in this market," Schmidt said. "But if it does, we hope it serves as a deterrent or saves a life."

The Dallas Assn. of Radio Managers has prepared an information

packet for other area associations interested in establishing a system similar to Amber's Plan. To obtain one, call Carolyn Alvey at (972) 699-8953.

Roundup

Continued from Page 9

two companies: broadcasting and industrial.

December

Dealmaking has been light this month. But where sales lack fervor, the alcohol advertising debate more than compensates. All sides — from the regulators, to the legislators, to past cabinet members — are giving their views.

- The NAB is encouraging the FCC to auction half of the DARS spectrum to other wireless companies as well, in hopes of silencing what it sees as a competitor to radio.

- Westinghouse and Infinity shareholders approved the monster merger, leaving only the FCC's blessing between the marriage of the two.

Leeds

Continued from Page 3

"Most of my competitors are in the horse-racing business," Leeds told R&R. "I look forward to putting music back into the music business. In addition, I expect to integrate all aspects of the company, including promotion, with new technologies. You can no longer rely on traditional media to break artists."

Retaining his three-year VP/Promotion post, Leeds will report to Sr. VP **Craig Lambert** and Sr. VP/Marketing **Dan Beck**.

Leeds began his career at **Sony Music** (then **CBS Records**) in 1973 as a college rep covering Syracuse University. Two years later, he was named Manager/Northeast Regional College Promotion. Leeds joined Epic in 1976 as Northeast Regional Album Promotion Manager, rising two years later to Associate Director/National Album Promotion. He became Epic's first Director/Video Promotion in 1983 and, in 1986, was named VP/Album Promotion.

Elmo

Continued from Page 1

personalities **Corey, Jay & Desiray** created a 1:57-length song, aptly entitled, "Tickle Me, Elmo." You can preview and download a broadcast-quality version of the ditty at <http://www.radioearth.com/elmo.htm>

WTMX

Continued from Page 1

achieved together."

James arrived nearly four years ago after having programmed Hot AC **KYKY/St. Louis**. Williams joined **WTMX** more than three years ago.



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In Loving Memory

Continued from Page 10

Rap pioneer and Tommy Boy recording artist **Harold "Whiz Kid" McGuire**, March 25.

Record producer/songwriter **J.D. Miller**, 73, March 23.
Former tour director and management rep **Ted V. Fezell**, 48, March 17.
Singer-songwriter **Terry Stafford**, 54, March 17.
KSBJ/Humble, TX air talent **Lee Darling**, 59, March 8.
Industry vet Kurt Kelly's mother, **Irene Cronan**, 59, March 8.

April

Longtime Major Market Radio manager **Michael B. Disney**, uncle of WCKG-FM & WYSY-FM/Chicago VP/GM **Michael G. Disney**, April 30.
Barbara Evans, wife of consultant Tom Evans, April 23.
Devon Scott, son of KAYD/Beaumont, TX Production Dir. Dennis Scott, April 23.
Rob Morris Sr., father of KDWB/Minneapolis MD Rob Morris, April 19.
Producer/Chic bassist **Bernard Edwards**, 43, April 18.
Heavyweights Record Pool co-founder and American Recordings promotion intern **James "Squeek" Bell**, 25, April 12.
WMJJ/Birmingham PD **Joe Madison**, April 5.

May

Saxophonist **Barney Wilen**, age 59, May 25.
Skunk Records act Sublime lead singer **Bradley Nowell**, age 28, May 25.
Kaviar and Toy Matinee singer-songwriter **Kevin Gilbert**, age 29, May 18.
XTRA-AM/San Diego talk show host **Chet Forte**, 60, May 18.
Life/Bellmark guitarist **Johnny "Guitar" Watson**, 61, May 17.

June

Former KNX/Los Angeles "Kaleidoscope" host **Fred Anderson**, 59, June 23.
Material Issue lead singer **Jim Ellison**, 31, June 20.
Former WZXL/Atlantic City, NJ air talent **Jim King**, 33, June 14.
Longtime non-commercial KPFK/Los Angeles program host **Mario Casetta**, 75, June 2.

July

Former Animals bassist/Jimi Hendrix Experience manager **Chas Chandler**, 57, July 17.
Styx Co-founder/drummer **John Panozzo**, 47, July 17.
WXBD-AM/Biloxi, MS PD & WXLN-AM/Biloxi MD **Jim Sullivan**, 63, July 17.

August

Former KPPC/Pasadena, CA PD and record producer **Les Carter**, 53, August 26.
WVAQ-FM/Morgantown, WV PD John Anderson's mother, **Julia Anderson**, August 25.
KBXX/Houston evening host Kid Fresh's brother, **Carlton Daniels**, August 23.
WJBT/Jacksonville afternoon host Hitman Hayes's stepfather, **Dan DiGiovanni**, August 22.

KBFX/Anchorage, AK Imaging Director/afternoons **Larry Mondello**, 45, August 19.
WERC-AM/Birmingham morning co-host **Tommy Charles**, 66, August 15.
Former WILM-AM/Wilmington, DE Sports Director **Tom Mees**, 46, August 14.
Former WQSI-AM & WZYQ-FM/Frederick, MD co-owner **Howard Fisher**, 74, August 3.

September

Former WABC/NY air talent **Charlie Greer**, 73, September 30.
KKSF-FM/San Francisco PD **Steve Feinstein**, 40, September 26.
Singer-songwriter **Don Reid**, 85, September 16.
Soul Stirrers Quartet manager **Silas Roy "Senior" Crain**, 85, September 14.
Singer and veteran broadcaster **Anna Hridel**, 82, September 16.
Bluegrass pioneer **Bill Monroe**, 84, September 9.
Boston programming legend **Sunny Joe White**, 42, September 7.

October

Former KIIS/L.A. sales associate **Richard Easthouse**, 35, October 27.
Veteran Chicago radio news announcer **Dick Harley**, 68, October 26.
WGY/Albany weekend morning host/former MD **Paul Cassidy**, October 30.
Lush drummer **Chris Acland**, 30, October 17.
Former KABC/L.A. talk host Dr. **David Viscott**, 58, October 14.
McVay Media President **Mike McVay's** sister **Grace Hoffner**, October 10.
Bellmark Records National Dir./Sales, Club Promotions & Gospel Radio **Donnie Ray Hunter**, October 9.
KKAR/Omaha ND **Gene Taylor**, 68, October 3.

November

Singer **Tiny Tim**, 64, November 30.
Former Exec. Asst. to Blue Note Records President Bruce Lundvall **Diane Nixon**, 49, November 30.
Former WIYY/Baltimore and WKGR/West Palm Beach announcer **Sherrie Gregory**, 34, November 28.
Former Revolution promo exec Ray Carlton's father, **Jerome Carlton**, November 25.
WKGN/Knoxville PD **Wayne Swann's** son **Delvin**, 17, November 24.
Saxophonist **Art Porter**, 35, November 23.
WSOC/Charlotte air talent **Bill Dollar**, 46, November 21.
KSD-FM/St. Louis PD **Steve Brill's** father, Charles F. "Chuck" Brill, November 9.
Jazz saxophonist **Eddie Harris**, 62, November 5.
Alligator Records blues artist **William Clarke**, 45, November 3.
WEJM-FM/Chicago late-night host **Isadore "Rapmaster Pinkhouse" Pink**, 31, November 2.

December

Country singer **Faron Young**, 64, December 10.
Former Waitresses singer and MCA Music Publishing Manager/Creative Services **Patty Donohue**, December 9.
WKHX-FM/Atlanta Promotions Dir. **Andy Guzman**, December 3.
The Enclave Head/Office Services **Anthony Mercurio**, 35, December 3.
Former R&R/Nashville Director/Sales **Vicky Layne**, 45, December 2.
KTUC-AM/Tucson producer **Carole Heatley**, 56, December 1.

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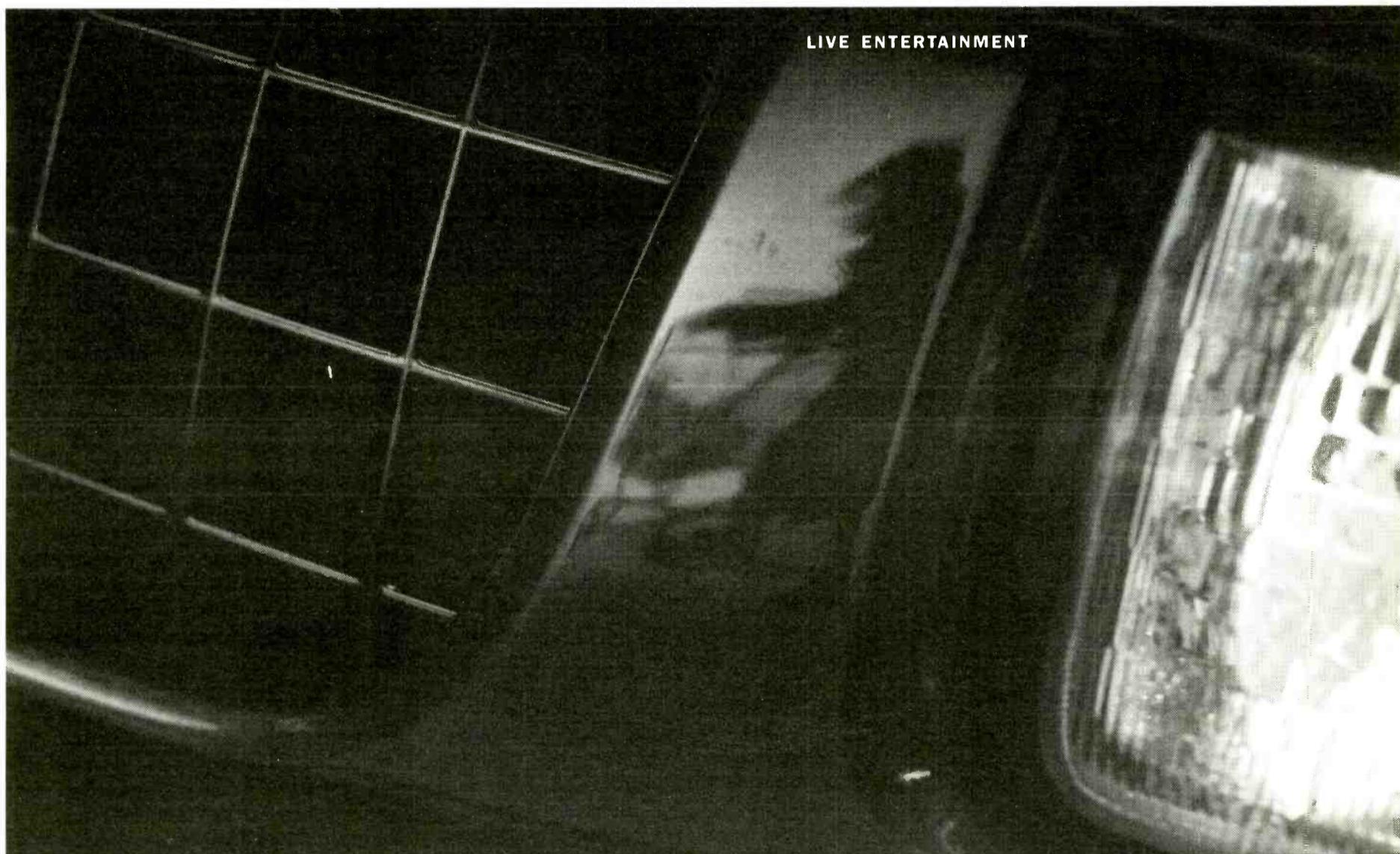
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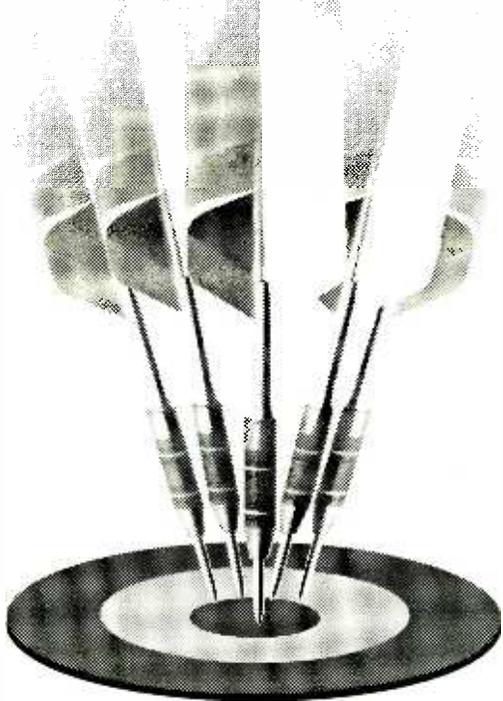


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WDRE/Philly Sold To Radio One!

Jarad Broadcasting announced the sale of WDRE/Philly to Radio One Inc., the self-proclaimed "largest African-American-owned radio group." Station insiders predict a flip from Alternative to Urban either on or before the March takeover date. So where's PD Jim McGuinn likely to land?

Crocker Exits WBLS

Inner City Broadcasting's WBLS/NY opted to not renew PD/MD/afternoon driver **Frankie Crocker's** contract. His final day at the Urban AC — which has been using the "Power 107.5" moniker since Crocker's most recent return to 'BLS in fall 1995 — was Wednesday (12/11). **Ricky Ricardo** segues from swing to afternoons.

WBLS GM **Oliver Sutton** described the parting as amicable ("We just couldn't reach an agreement"), adding that no musical changes were planned.

APD/morning show producer **Reggie Rouse** is now acting PD; longtime air talent **Sergio Dean** takes over Rouse's producer duties. **Michelle Campbell** becomes MD.

Ex-WLUM/Milwaukee PD **Ron Bunce** is set to assume the PD post at **KWOD/Sacramento**, replacing the exiting **Alex Cosper**.

After two years on the J-O-B — and two weeks after **Emmis Broadcasting** took over **WKBQ-AM & FM/St. Louis** from **Zimmer Broadcasting** — PD **Michael St. John** resigns to pursue other broadcast interests. No replacement named.

ST's all-seeing eyes couldn't help but notice **Jacor** buying a 5.3% stake in Florida-based **Paxson Communications** (see Page 4). And what about Jacor's recent purchase of **KBAI/San Luis Obispo, CA** (see Page 6)? Isn't that on the same frequency as **KIIS-AM/L.A.**? *Hmmm ...*

Rumors

- Will **KZZU/Spokane** APD/MD/afternoon driver **Casey Christopher** become PD/mornings at cross-town **KNJY**, which will soon flip to Alternative?
- Is longtime **KKFR/Phoenix** afternoon driver/local TV personality **Supersnake** — who's chosen not to re-up with the station — being courted for mornings at **Jerry Clifton's** crosstown **KBZR**? And will **KBOS/Fresno** MD/night slammer **Mikey Freeman** take the MD/night duties at **KKFR** if 'n' when current MD **Brian Douglas** becomes APD and moves to afternoons?
- Will former **Imprint** VP/Promo **Brad Chambers** resurface at a Pennsylvania radio station shortly?
- Is that voiceover specialist **Sandy Thomas** doing middays at **Chancellor's** **WBAB/Long Island**?

MCI Exits 1-800-MUSIC NOW

After one short year of dabbling in the \$12 billion music retailing business via an 800 number, long-distance phone giant **MCI** will fold its "1-800-MUSIC NOW" business on December 31. It's estimated that MCI spent \$10 million to promote and develop the business.

FM Talk outlet **KLSX/L.A.** becomes the market's first English-language station to accept commercials for **Jagermeister**, an alcoholic liqueur.

Top-rated Spanish **KLVE** was the first L.A. station to air alcohol commercials, in that case for a brandy. **KLSX GM Bob Moore** told the *L.A. Times*, "I agree with those in the liquor industry who think any ban is ridiculous," adding that "the bottom line is that it's not illegal."

Moore also said he got approval from owners **Greater Media** to run the ads and "he rejected ads for two other liquors."

Former Olympic bombing suspect **Richard Jewell** is suing **Rock WKLS/Atlanta** for plastering his face on about 100 local "Freebird" billboards (**R&R** 11/8).

"We put up billboards that celebrated he was no longer considered a suspect, and we get a lawsuit," PD **Michael Hughes** told *AP*. "We're a little disheartened."

Jewell wasn't happy that the station implemented the 'boards after he rejected a \$5000 offer to use his likeness. The lawsuit seeks damages for unauthorized use of his likeness and for implying Jewell was once a jailbird.

Metro NYC phone company **NYNEX** estimates that **WKTU/NY** received more than 300,000 calls every time a pair of tickets was given away for the station's "Three Divas On Broadway" concert that featured **Donna Summer**, **Gloria Estefan**, and **Chaka Khan**.

Hooters Exit Radio

At presstime, the syndicated "Hooters On The Radio" show — which has been airing repeats for the last month because of a rumored fight between hosts **B.L. & Lynne Austin** — was expected to air its last broadcast on Wednesday (12/18).

While investigating a power outage, longtime broadcaster/moderator of *rec.radio.broadcasting* (an Internet newsgroup for radio pros) **Bill Pfeiffer** discovered his rural Springfield, MO home was on fire.

Continued on Page 29

SPICE

GIRLS

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STREET TALK®

Continued from Page 26

After dragging his ailing mother, 82, out of the house and administering CPR, Pfeiffer found volunteer firefighters stymied by a lack of hydrants in the rural area. Once the tank truck ran out of water, the fire raged out of control.

Pfeiffer and his mom — who remains in ICU in fair condition — lost everything but the clothes on their backs. For those interested in donating practically *anything*, here's his address: William Pfeiffer, Box 8746, Springfield, MO 65801.

Hail To The Champions

WRCX-FM/Chicago morning manatee **Mancow Muller** is among *Chicago* magazine's list of the 17 "baddest men — and women — in

Rumbles

• **WQSL/Wilmington** welcomes new PD **Marty Callahan**, formerly middays at sister **WWQQ**. PD **James Gregory** exits.

• Look for **WZEE/Madison, WI** MD **Dana London** to become PD at **WJET/Erie, PA** in the wake of **Neal Sharpe's** exit for the **WNCI/Columbus MD** slot. Meanwhile, **JET APD Jaybo Hannon** gets promoted to Corporate Dir./Production for the station's parent company's TV & radio outlets.

• **KTAL/Shreveport, LA** welcomes new GM **Jim Vidler**, formerly VP/Mktg. at **Brents Music Network**.

• **KGNC-FM/Amarillo, TX** GSM **Dan Gorman** has been upped to Station Mgr.

• **Jeff Hillery** becomes OM for the **Amaturo Group's** recently acquired Santa Rosa, CA stations: News/Talk **KSRO-AM**, Country **KFGY-FM**, Oldies **KMGG-FM**, and Rock **KXFX-FM**. The 21-year radio industry vet has been ND/morning co-host for **ABC Radio's** Hot AC format as well as **KMGC-FM/Dallas's** APD and crosstown **KMJZ-FM's** ND/morning news personality.

• **John Welch & Steve Woods** are the new morning team at **KSAN-FM/SF**, coming from **Chancellor** sister **Urban WJHM-FM/Orlando**. They replace **Glen Boychuk & Jo Thomas**, who will go their separate ways.

• **WASH/Washington** midday maven **Bill Worthington** will team with **Kim Burton** in morning drive. He succeeds **Kevin Gossett**, who'll depart when his contract is up on December 31.

• Look for **Gary McGee** to replace **Westwood One's** syndicated **Doug "Grease" Tracht** in morning drive at **WZGC-FM (Z93)/Atlanta** in mid-January.

• Former **WCHZ (Channel Z)/Augusta, GA** APD **Todd Haller** segues to the same slot at **GMR Broadcasting** start-up **KCHZ/KC**.

• Alternative **WJBX/Ft. Myers** PD **Michelle Buczynski** joins Hot AC **WBMX/Boston** as APD/MD. Also on the Beantown scene, **WADN** has begun airing **Bloomberg** business news, picking up where crosstown **WBNW** left off after it was sold to **Salem** and began airing Christian programming.

• **WKBQ/St. Louis** welcomes former **WKXJ/Chattanooga** APD/MD/afternoon driver **Chad Elliot** for swing.

• **KGCI/Riverside** welcomes night slammer **Ricky Fuentes**, coming from the similar shift at **KKSS/Albuquerque**, beginning January 2.

• **WBHJ/Birmingham** welcomes weekender **Dwight Stone**, coming from MD/mornings at **WKUP/Huntsville, AL**.

• **KDGS/Wichita** AMD **Ricardo Cherry** is upped to APD.

• **KHTQ/Spokane** night slammer **Harrison Wood** segues to crosstown **KZZU** for weekends/fill-ins.

• **KDOT/Reno, NV** ups **Chris Payne** to MD.

• **WZYP/Huntsville, AL** welcomes new night jammer **Chris Callaway**, coming from **Z99/Cayman Islands**.

RADIO RECORDS



1

- **KYW/Philly** VP/GM **Roy Shapiro** adds crosstown **WGMP** duties.
- **Tony Coles** becomes **KXEZ** (now **KIBB**)/L.A. PD.
- **Bob Hamilton** named **KABL & KBGG/SF** PD.
- **Eric Logan** lassoes **KYCY/SF** PD post.
- **Bob Lewis** appointed **KGCI/Riverside** PD.

5

- **Bruce Mittman** named **WAAF/Worcester-Boston** GM.
- **WGAY/Washington** shifts to Soft AC with **John Moke** as PD.
- **Phil Hall** becomes **KODZ/Dallas** PD.
- Money talker **Sonny Bloch** switches from **WABC/NY** to crosstown **WOR**.

10

- **Capitol Industries/EMI** appoints **Joe Smith** Vice Chairman/Chief Executive and **David Berman** President.
- **Bob Kaghan** named **Metroplex** Nat'l PD.
- **Price Communications** sets **Joel Lind** as VP/Programming and VP/OM of **WMTG & WNIC/Detroit**.
- **Tim Kelly** becomes **WCKG/Chicago** PD.

15

- **Rich Fitzgerald** named **Network Records** VP/GM.
- **Mike Horne** tapped as **KQYT/Phoenix** GM.
- **Rick Harris** becomes **WLPX/Milwaukee** PD.
- **Phil Quarataro** appointed **RCA Records** Northeast Regional Promo Mgr.
- **Gail Mitchell** elevated to **R&R** News Editor.

20

- **Kevin McKeown** named **KROQ/L.A.** OM.
- **Dick Bozzi** becomes **CKLW/Detroit** PD.
- **Banana Joe Montione** joins **WOHO/Toledo** as MD/evenings.
- **WNWS/NY** to become Soft Rock **WYNY** on January 1.

the whole damn town." Also on the list — besides Bulls star **Michael Jordan** and Mayor **Richard M. Daley** — noted alternative rock (**Bush, Nirvana, PJ Harvey**) record producer **Steve Albini!**

Speaking of champions, congratulations to **R&R** Assoc. Editor **Julie Gidlow**, who won the Masters Ladies division at the Pacific Coast Sectional Figure Skating Championships in beautiful Bountiful, UT last Saturday (12/14).

Records

- **Asylum/Nashville** VP/Promo **Denny Mosesman** exits.
- **Mercury** VP/Field & Singles Promo **Tony Smith** extends his deal with Mercury.
- **Jive** will elevate **John McMann** from Nat'l Mgr./Mix Show & Street Promo to Nat'l Dir./Crossover Promo on January 1.
- **Roadrunner** Atlanta regional **Howard Petruzzello** becomes the **Enclave's** Southeast Regional rep. Meanwhile, **Roadrunner** Nat'l Dir./Modern Rock/AAA Promo **Sean Knight** exits.

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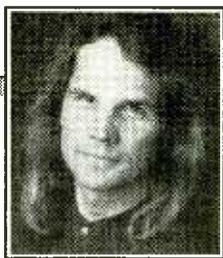
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SOUND DECISIONS

Label Comings And Goings

□ Roundup of personnel changes, restructuring at top record companies

Compared to its predecessor, 1996 was a relatively calm year for shakeups inside the industry's top record companies. But there still were some heavy developments. Here's a condensed sampling...

January

Val Azzoli is promoted to Atlantic co-Chair/co-CEO ... Richard Palmese returns to Arista as Sr. VP/Promotion ... Uptown promotes Heavy D to President ... EMI elevates Dave Rosas to Sr. VP/R&B Promotion ... Epic ups Stu Bergen to VP/Alternative ... Rising Tide/Nashville taps Tim Murphy as VP/Promotion ... Qwest appoints Don Eason VP/Promotion ... Reprise/Giant Nashville bumps Jack Purcell to Sr. Director/Promotion ... Rick Baumgartner is upped to Director/National Promo for Warner Bros./Nashville ... Discovery taps Gary Poole as Director/National Promotion and Rene Magallon as National Director/Adult Alternative & CHR Promotion ... Grass names Shanna Fischer VP/Promotion and Bob Cahill Exec. VP.

February

Al Cafaro ascends to A&M Chairman/CEO ... Atlantic elevates Danny Buch to Sr. VP/Promotion and Andrea Ganis to Exec. VP/Promotion ... Craig Lambert joins Epic as Sr. VP ... MCA Music Entertainment Group taps Paul Cooper as VP ... Arista names Paul Brown VP/Rock Promotion and boosts Lionel Ridenour to VPR&B Promotion ... Mike Bernardo rises to Mercury VP/Urban Promotion ... Danny Ostrow joins Trauma as VP/Promotion ... Caroline taps Matt Voss as VP/Marketing & Promotion ... Magnatone hires Chuck Rhodes as Sr. VP/Promotion & Marketing and George Briner as Director/National Promotion ... Decca bumps John Lytle to VP/National Promotion ... Virgin taps Eric Thrasher as Sr. Director/Field Operations ... EMI boosts Etoile Shapiro to National Director/AC Promotion ... Morace Landy rises to Island National Director/Black Music Promotion ... American Recordings ups Todd Sievers to National Director/Alternative Promotion ... Geffen creates Outpost Recordings ... Discovery names Leigh Armistead National Director/NAC, Jazz, AC Promotion ... Gary Baddeley segues to Robbins Entertainment as VP/GM ... Bob Carlton is named GM of Rykodisc USA ... Boyz II Men form Stonecreek Recordings with Sony Music.

March

Universal launches Daniel Glass as President ... MCA names Abbey Konowitch Exec. VP and acquires 50% of Interscope ... Asylum appoints Joe Mansfield co-President/CEO ... Capitol and EMI unify their music departments ... GRP hires David Steffen as Sr. VP/GM, elevates Doug Wilkins to VP/Urban Promotion ... Darren Higman signs on as Tag VP/

THE YEAR 1996 IN REVIEW

GM ... Giant rebows as Revolution, naming Missy Worth Sr. Creative Executive ... Mercury names David Leach GM ... Epic names Ray Harris Sr. VP/Black Music ... Way Cool Music hires Wendy Naylor as VP/Promotion ... Arista taps Jeff House as Sr. Director/Street Marketing & Promotion ... Ray Gmeiner named VP/Promotion, Doug Ingold Sr. Director/Alternative Promotion at Zoo ... Warner Alliance taps Kevin Killingsworth as Director/National Promotion.

April

Warner/Reprise Nashville ups Eddie Reeves to Exec. VP/GM ... Universal appoints Jean Riggins as President/Black Music ... Virgin/Noo Trybe sets team: Noo Trybe President Eric Brooks adds Virgin Sr. VP duties. Mike Mack becomes Noo Trybe GM, and Dwight Bibbs joins as Noo Trybe/Virgin VP/Promotion ... Roadrunner names Jeb Hart as Sr. VP/GM ... Lea Pisacane ascends to VP/Rock Promotion at Atlantic ... Columbia/Nashville promotes Debi Fleischer to VP/National Country Promotion, Ted Wagner named Director/National Promotion ... Relativity taps Tommy Thompson as VP/Urban Music Promotion ... Rising Tide/Nashville hires Rick Moxley Director/National Promotion ... Atlantic ups Mark Fischer to Director/Rock Promotion ... Nick Bull joins EMI as National Director/Alternative Promotion ... Epic elevates Liz Montalbano to Director/National Crossover Promotion ... Roadrunner recruits Marco Navarra as Sr. Director/Promotion ... Robbins Entertainment nabs Cary Vance as Sr. Director/Promotion.

May

John Ingrassia is upped to Sr. VP/Columbia Records Group and Will Botwin joins as Sr. VP/Columbia Records ... Mercury/Nashville boosts Norbert Nix to VP/National Promotion & Artist Development and Pat Surnegie to VP/West Coast Promotion ... Joey Carvello segues to HOLA as VP/Promotion ... Elektra names Dana Keil as Sr. Director/Promotion. Adult Formats and Tom Maffei as Sr. Director/Crossover Promo-

tion ... Discovery taps Tami Morrissey as Director/Alternative & Rock Promotion ... Warner elevates Valerie Moses to National Director/AC Promotion and Steve Zap rejoins as National Director/Hot AC Promotion ... RCA/Nashville ups Eric Beggs to Director/National Promotion ... Capitol bumps Tommy Daley to National Director/Rock Promotion ... A&M recruits Byron Pitts as National Director/Urban Promotion, taps Jay Hughen as National Director/College Radio Promotion ... Revolution names Gary Poole Head/Album & Rock Promotion and Gary Richards Head/Alternative Promotion ... Kathi Moore joins Critique as National Director/Black Music Promotion ... William Marion signs on as 57 Records National Director/Promotion & Special Projects.

June

MCA reorganizes Black Music, installing Ken Wilson as President/Black Music and Stanley Winslow as VP/Urban Promotion ... Uptown names Charles Warfield Jr. Sr. VP/GM, Lewis Tucker VP ... Perspective taps Eric Thrasher as Sr. VP/Promotion, bumps Rodney Shealy to National Director/Promotion ... EMI ups Fred Williams to Sr. Director/National Urban Promotion, Chris Barry to Director/National Urban Promotion, and Stephanie Lopez-Ajose to National Director/"Quiet Storm" Radio & Urban Catalog ... RCA promotes James Boyce and Taryn Brown to co-Directors/National Urban Promotion ... Rich Holtzman joins 4AD as Label Manager/Head of Promotion ... Curb Records Group (CRG) reorganizes, names Jeff Hackett Director/National Promotion and Gaylen Adams Director/National Promotion, elevates John Curb to VP/Promotion, appoints Carson Schreiber VP of new label Curb/Universal and taps Gerrie McDowell as Curb/Universal VP/Promotion ... Elektra promotes Pete Rosenblum to National Director/College & Alternative Promotion.

July

Geffen/DGC names Bill Bennett President ... Al Teller forms Red Ant Entertainment ... Reprise names Steve Tipp Sr. VP/Promotion ... MCA appoints Skip Bishop as Sr. VP/Promotion ... Sony Music forms Sony Music Independent Labels ... Wayman Jones rejoins Mercury as Sr. VP/Marketing & Urban Promotion ... RCA/Nashville Label Group (RLG) names Dale Turner RLG VP/Promotion ... Arista appoints Joe Hecht as VP/Rhythm-Crossover Promotion ... Imprint/Nashville recruits Anne Weaver VP/Promotion ... Universal taps Michael Horton as Sr. Director/Black Music Promotion ... Roadrunner hires Billy Cox as VP & Head/Promotion ... Capricorn ups Phil Walden Jr. to VP/GM ... JVC/Vertex names Del Costello GM of both la-

Things That Made Us Go 'Hmmm': A Lighthearted Look At The Year In Music

By Jay J. Levy

So much has happened these past 52 weeks, what can one say? Alanis Morissette started '96 with her "Hand In Her Pocket" and ended up with her "Head Over Feet." Donna Lewis stayed at number one for what seemed like "Always, Forever," and Tracy Chapman gave us one really good reason to listen to her once again.

An incredible year for female artists across the board helped make 1996 one of the most dominant years for women. In fact, except for a brief two-week stay by Tony Rich Project in mid-March, the top spot on the Pop chart went exclusively to women every other week of the year!

But that's only part of the story! There were trends, insights, discoveries, and more! There must be a way to put them all into some sort of perspective — Some type of focus to make some sort of sense out of all this chaos we call music! Alright, alright — let's review:

There was an unprecedented number of "Nobodys" on the chart this year. Both Diana King and L.L. Cool J had remakes of "Ain't Nobody" (only for Chaka Khan to have the last word, opening her greatest-hits package with the original version). Tony Rich sang "Nobody Knows" until everybody did, and Keith Sweat proved in '96 that he is definitely not one (a "Nobody," that is).

We "Survived" twice with Chantay Savage and Diana Ross both remaking Gloria Gaynor's DNA (Disco National Anthem) "I Will...". We got somewhat tangled up in the Braids' hip-hop version of "Bohemian Rhapsody," and got knocked out by a slick, souped-up version of "Killing Me Softly." Groovin' to Roberta Flack, who woulda think it?

In '96 we learned the power of abbreviation! We got to know artists like J'son, D'Angelo, Wreckx-N-Effect, and Bone Thugs-N-Harmony. There was Sophie B., Mary J., R. Kelly, and Kenny G — all of whom live in a place called H-Town (No Doubt).

And when mere words failed us we used numbers: We were introduced to bands like 3T, 311, BR-549, 112, K7, 702, Seven Mary Three, Eight-Six-Seven-Five-Three-0-Nine. Oh, wait — sorry, wrong decade. Anyway, all of whom made names (or, um, numbers) for themselves in 1996.

We also became quite spiritual this year. We weren't just a bunch of hedonistic, head-bangin', stimulation freaks. Heck, no! We contemplated God at all opportunities. We wondered if God was "One of Us" thanks to Joan Osborne, found out that God could be a woman in "Counting Blue Cars" and worshipped the almighty Gods of the Primitive Radio-type. Also, quite notably, we saw Christian Music go POP with bands like Jars Of Clay and dc Talk, both shattering the Amy Grant mold of what crossover Christian success could look like.

On a personal note, if I can just shift gears for a moment here, I just have to say — there was so much damn Garbage on the charts this year! Everywhere you looked: Garbage, Garbage, Garbage. It was on CHR, Rock, Alternative, Active Rock ... just shameful! We tried everything to get rid of the Rancid smell — Salt, Ammonia, even a little Tonic (with Lemonheads) — but there was just no Xscape. Listeners had absolutely "Nowhere To Go." There, I've said it and I'm glad. Now, let's move on.

1996 was also quite a political year. Nixon(s), Bush, Kennedy(s), and The Presidents Of The United States Of America all made their voices heard as the musical voters went to the polls. There seems to be a run-off between The Presidents and Bush that will last well into '97, and I'm sure someone out there is keeping strict account of the numbers. No sign of any bands named The Perots as of yet, but we'll keep you posted.

Otherwise, it was a regular Animal Kingdom on the charts this year. We had Phish, Eels, a "Pony," even a couple of Seals. And everywhere you looked, nothing but Crows: Black ones, Crows named Sheryl, entire movie soundtracks dedicated to them, oh — too many for the Counting, really. And where there's animal life, there's bound to be Goo (Goo Dolls), Foo (Fighters) and more Hootie than you could shake a stick at.

Lastly, if you were hungry, there was plenty of grub to go around. Our '96 musical menu started this year with a delicious "Brain Stew" (or salad). Hog was the main course (Space or Regular), there were Cranberries (a perennial favorite), Peppers (Red Hot Chills or ones that Surfed in strange places), and a refreshing Apple for the picking (but, you can call her Fiona). And if you can go "The Distance," we do have Cake for dessert.

Well, I do hope this professional analysis has given you some perspective and serious appreciation for all that has been in the past year. I for one feel much better. Thank you and a very Happy Holiday from R&R!

Continued on next page

The Year In Quotes

Radio and record notables deliver quotables on the top issues of 1996

January

"There are still some people who look at my involvement in **Garbage** rather cynically. Quite frankly, I might do the same thing if I saw some well-known producer forming a group or recording an album" — **Butch Vig**

February

"In the last three years I don't remember doing anything generating this much favorable response"— **Alternative WKQX/Chicago PD Bill Gamble** on the rising popularity of industrial music at Rock radio

March

"As NAC attains more mass appeal with adults, more vocals are going to cross over. Some of it is pre-planned and some just happens in the studio and ends up working for NAC"— **Alt That Jazz Consulting & Marketing owner Cliff Gorov** on the sometimes blurred lines between UAC, AC, and NAC

April

"You will see more old-school bands in the future because it's a sound that takes us back to that place in time in the late '60s and early '70s when the music gave the format its signature sound"— **Urban WAMO/Pittsburgh PD Ron Atkins** on the appeal of '60s and early '70s music

May

"Alternative is where the music is at. If you're not at least looking at this stuff then I don't know how you are filling up your playlist"— **Hot AC KYSR/L.A. PD Dave Beasing** on alternative's growing appeal at the format

"One good thing about Alternative's growth is that it woke up Rock radio. Nobody was listening to the stations anymore because programmers had gotten lazy and the music was getting boring. That's changing. By the end of the year it's going to get so

close musically it will be ridiculous"— **Epic VP/Rock Promotion Laura Curtin**, talking about hard rock's resurgence

June

"When certain programmers go on a record, we're already noticing it's getting added in other cities by stations owned by the same company"— **Work Sr. VP/Promotion Burt Baumgartner** on dereg's impact

July

"The only big mistake Alternative can make is to get gun shy on hit artists when they start turning up, as they inevitably do, on CHR"— **Alternative WNNX/Atlanta PD Brian Phillips** on the crossing over to Pop radio

"In the case of a band coming off a five-million-selling album like **Blues Traveler**, you run the risk of oversaturation; of being too available to a point where the music is taken for granted"— **A&M Sr. VP/Promotion Rick Stone** on alternative music at mainstream radio

"There's no formula like there might have been years ago. It's all about what will work in one market and what might not work in another. You can't let the charts, which [are set up by format], restrain you"— **Columbia Sr. VP/Promotion Jerry Blair** on crossing records over to other formats

August

"If this format is going to continue to survive and grow — and I certainly think it can because there's a lot of great music available — then we have to be open to playing a variety of songs. We shouldn't be afraid to play the **Wallflowers**, for example"— **Alternative WHYT/Detroit PD Garrett Michaels**

September

"The edict has come down to sign and develop artists and begin selling albums. It's very similar to what happened with rap and hip hop years ago.

The record community finally got the picture and started developing rap artists because they saw the huge audience with enough disposable income to buy the albums. We're moving in that direction with dance"— **Island Sr. Director/Crossover Promotion Marthe Reynolds**

October

"There were years in the past where some [record companies] were able to take 30% of the gross to the bottom line. Those days may be gone forever, but there's still a lot of net to be had if you have the hits and the acts that can sell records"— **Arista/Nashville President Tim DuBois**, assesses the state of Country

"Many of the records that are working are mediocre at best, even though a few good ones slide through"— **MCA/Nashville President Tony Brown** on research's effect on Country radio

"Something that's literally cool and hip is going to remain that way, regardless of where it gets played"— **MCA Sr. VP/Promotion Skip Bishop** on the effect of mainstream Pop exposure on alternative imaging

November

"Listeners set up certain boundaries, and as a programmer you have to find that fine line. If you cross it you get your hand slapped. We did. But if you don't play [those alternative songs] you'll never find out"— **Active Rock KEGL/Dallas PD Duane Doherty** on sharing music at Rock radio

December

"Urban artists are the ones putting out the records people want to hear. Look at the sales and requests. My research indicates people prefer this music at this point in time"— **CHR/Pop WFLZ/Tampa PD B.J. Harris**

MUSIC NEWS & VIEWS

Stones Ready To Roll Again

The **Rolling Stones** plan to hit the road again, according to published reports in the UK. Nothing's been made official, but it appears the tour — in support of the band's forthcoming album on **Virgin** — could hit the U.S. by this summer and last as long as eight months. The 127-date Voodoo Lounge tour ended in 1995 and grossed the Stones about \$420 million.

Bowie 50th Bash In NY

David Bowie will celebrate his 50th birthday in style with a concert at New York's Madison Square Garden. The Thin White Duke will perform songs from his forthcoming album "Earthling," as well as older material. Artists scheduled to lend a hand to the festivities include **Lou Reed**, **Sonic Youth**, **Frank Black**, the **Foo Fighters**, the **Cure's Robert Smith**, and opening guest **Placebo**.

Reggae fans can download new versions of **Bob Marley's** classic song "Get Up Stand Up" via the Amnesty International USA-sponsored web site (getupstandup.com). The recordings, available exclusively on the Web, are part of AI's yearly celebration of International Human Rights Day. Artists contributing their talent include **Patti Smith**, **Booker T. Jones**, and the trio of **Maxi Priest**, **Shaggy** and **Rayvon**.



David Bowie

Hollywood Serving Lounge Cocktail

Lounge music fans take notice: **Hollywood** is eyeing a spring re-release for "Lounge-A-Palooza," a compilation album featuring cover versions of cocktail classics. Here's a sample: **Steve Lawrence/Eydie Gorme** doing **Soundgarden's** "Black Hole Sun," **Glen Campbell/Michelle Shocked/Freddy Fender** singing "Wichita Lineman," **Pizzicato Five** warbling to "The Girl From Ipanema," and **P.J. Harvey** covering **Mel Torme's** "Zaz Turned Blue."

In other album release news, **Atlantic** has picked a March 4 re-release for **Collective Soul's** new album, tentatively titled "Disciplined Breakdown" ... **Windham Hill** pianist **Jim Brickman's** third album of original material, the 12-song set "Picture This," goes to retail on January 28 ... **Faith No More's** new disc on **Reprise** is slated for release in the second quarter ... **RCA** has now penciled in February 11 as the street date for the **Wild Orchids'** self-titled debut album ... **Columbia/Nude** alternative act **London Suede's** new set "Coming Up" drops in the U.S. on April 8. The group will tour the U.S. beginning in May ... Trance masters the **Orb** are set to release "Orblivion" on February 10 in the UK.

In the studio: **Bruce Hornsby** is getting ready to begin work on his new album in New Orleans ... **Morrissey** is set to enter a New York studio to start recording the follow-up to '95's "Southpaw Grammar." The new disc could be released as early as April ... **Mercury** alterna-rock bard the **Refreshments** reportedly have been asked to record the theme song to Fox TV's new cartoon comedy "King Of The Hill," which is slated to bow on January 12 ... **Wu-Tang Clan** are in New Jersey recording material for a new album that's scheduled for a March release.

Lastly, here's the Hard Rock Cafe's free New Year's Eve concert lineup: **Goo Goo Dolls** (Honolulu), **Tonic** (Las Vegas), **Geggy Tah** (Los Angeles), **Wallflowers** (Maui), **Junior Brown** (Nashville), **Boxing Gandhis** (Newport Beach, CA), **Chalk Farm** (Phoenix), **Rocket From The Crypt** (San Francisco), and **Emmet Swimming** (Washington, DC). Happy New Year!

Label Comings & Goings (cont)...

bels ... **Dave Kunert** joins JVC as National Promotion Director.

August

A.D. Washington joins Warner as Sr. VP/Marketing & Promotion Black Music; Warner promotes **Dave Dannheisser** to VP/Promotion ... **RCA** elevates **Bonnie Goldner** to VP/National Promotion, recruits **Rick Morrison** as National Director/Alternative Promotion, West Coast ... **Windham Hill/High Street** names **Steve Vining** President ... **Epic/Nashville** ups **Rob Dalton** to VP/National Country Promotion ... **Way Cool Music** appoints **Michael Prince** VP/Promotion, **Roze Braunstein** National Director/Alternative Promotion ... **RCA** taps **Jerry McKenna** as Sr. Director/Crossover Promotion and **Jack Cyphers** as National Director/Crossover Promotion ... **Atlantic** bumps **Kim Stephens** to Sr. Director/Promotion & A&R and **Mark Fritzges** to Sr. Director/National Promotion ... **Island** ups **Marthe Reynolds** to Sr. Director/Crossover Promotion ...

A&M/Nashville names **Randy Cudd** National Director/Radio & Artist Development, **Gene Hughes** Director/National Promotion ... **Mercury** boosts **Maria Aronis** to National Director/Promotion & Marketing ... **Virgin/Noo Trybe** hires **A.J. Savage** as Virgin National Director/Promotion and **Mark Boyd** as Noo Trybe National Director/Promotion ... **Henry Droz** named President and **Jim Urie** Exec. VP/GM of Uni Distribution ... **Zero Hour** names **Randy Hock** VP/Promotion & Marketing ... **Tim Hyde** joins **Walt Disney Records** as Director/Radio & Video Promotion.

September

Relativity ups **Alan Grunblatt** to Sr. VP ... **Virgin** promotes **Jeffrey Naumann** to VP/Field Promotion ... **Universal** appoints **Monte Lipman** as VP/Promotion ... **Ritch Bloom** rejoins Capitol as VP/Promotion ... **Mammoth** elevates **Steve Balcom** to VP/GM ... **BNA/Nashville** bumps **Tom Sgro** to Sr. Director/National Promotion ... **A&M/Nashville** shuts oper-

ations ... **RCA** boosts **Joe Reagoso** to Sr. Director/Pop Promotion ... **RCA** taps **Art Phillips** as National Director/Adult Alternative & College Promotion ... **Discovery** names **Gregg Mariuz** National Director/Field Promotion ... **Zero Hour** hires **Seth Gershman** as Director/Promotion ... **Sean Knight** joins **Roadrunner** as National Director/Alternative & Adult Alternative Promotion ... **Mike Bergin** segues to National VP/Promotion at **Twisted Records**.

October

Epic appoints **John Boulos** as Sr. VP/Promotion ... **Geffen** promotes **Bob Catania** to Head/Promotion ... **Virgin** elevates **Al Moinet** to VP/Promotion, **Dawn Hood** to VP/Alternative Promotion and recruits **Scott Douglas** as Sr. Director/Promotion, Albums ... **Ken Lane** segues to **Arista** as VP/Promotion ... **Priority** names **Marc Benesch** Sr. VP/Promotion & Marketing, **Sean Lynch** VP/Promotion ... **MCA** recruits **Lisa Cristiano** as VP/Alternative Promotion and

Bruce Reiner as VP/Crossover Promotion, and ups **Susan Greenwood** to Sr. Director/Alternative Promotion ... **Arista/Nashville** boosts **Bobby Kraig** to VP/Promotion for **Arista** and **Career** ... **Denise George** rises to VP/Promotion for **Jive/Silvertone** ... **K-tel** International ups **David Weiner** to President ... **Heidi Jo Spiegel** rejoins **Next Plateau Entertainment** as Sr. VP/Promotion ... **Mike Owens** joins as Director/Field Operations for **Arista/Nashville** ... **River North/Nashville** ups **Kevin Herring** to VP/Promotion ... **Next Plateau Entertainment** names **Kenneth Williams** Director/National Promotion ... **Rick Sackheim** joins **Private Music** as National Promotion Director.

November

Alan Oremen segues to **Almo Sounds** as VP/Promotion ... **Virgin** elevates **Bob Frymire** to VP/Promotion Operations, **Patty Morris** to National Field Promotion Director ... **Arista** promotes **Vanessa Barryer** to National Director/Urban Promotion ... **MCA** boosts **Dennis Boerner** to

VP/Video & East Coast Alternative Promotion, **Nick Attaways** to National Director/College Music Strategies ... **Pete Rosenblum** rises to National Director/Alternative Promotion at **Elektra** ... **Universal** welcomes five execs: **Evan Forster** as Sr. Director/Crossover Promotion, **Charlie Foster** as Sr. Director/Top 40 Promotion, **Hoard Leon** and **Kale Wrong** as co-National Directors/Rock Format Promotions, and **Kay McCarthy** as National Director/Field Promotion ... **Lee Durham** becomes Director/Promotion at **Word/Nashville**.

December

Nancy Levin marches to **Red Ant Entertainment** as Sr. VP ... **Suzanne Berg** joins **GRP** as Sr. VP/Promotion ... **Enclave** recruits **Valerie DeLong** as Head/Promotion ... **Magnatone** names **Colin Stewart** President/CEO ... **Geffen** promotes **Warren Christensen** to Head/Rock Promotion ... **Mercury** ups **Dave Einstein** to Sr. Director/Adult Rock Promotion.



JOHN MAINELLI

'It's The End Of The Year As We Know It'

□ In like a lion and out like three lions

Fasten your seatbelts. It was a bumpy year in News/Talk. Here goes ...

January

Never-aging, world-class schmooze **Kato Kaelin** gets the boot (a **Bruno Magli**?) from L.A.'s **KLSX**, the FM Talk station with **Howard Stern** in the morning. Later in the year, Kaelin tells the media that maybe **O.J.** did it after all.

Republican party advisor **Mary Matalin**, wife of Democratic party advisor **James Carville**, starts a network talk show for **CBS Radio** ... **Marty Gill** joins all-News **WWJ/Detroit** as PD/ND ... **Metro Traffic** reporter **Jim Endesley** and a contract pilot are killed when their plane crashes while covering the morning commute in Cleveland.

February

President **Clinton** signs the new Telecom Bill which means, in a nutshell, that everyone can now buy everything.

The **Walt Disney Co.** closes on its \$19 billion purchase of **Capital Cities/ABC** which, later in the year, drops the "Capital Cities" name and, also, quite a few employees ... Longtime **WGN/Chicago** GM **Dan Fabian** leaves owner **Tribune** after three decades.

Lawyers for **WJR/Detroit** and **WWDB/Philadelphia** do battle over the services of **Paul W. Smith**, tapped by **JR** to replace the late **J.P. McCarthy** ... **R&R** hosts its first annual Talk Radio Programming Seminar in Washington, DC.

March

Variety headlines a story: "Will [WABC/New York's] **Bob Grant** Make the Mouse Roar?" The "media watchdog" group "**FAIR**" runs an ad in the *New York Times*: "Is Bigotry a Disney Family Value?" ... ABC Inc.'s **KGO/San Francisco** is called "right-wing radio" by Mayor **Willie Brown** after a "jungle bunny" insult goes un-bleeped.

Former **KMOX/St. Louis** exec **Tim Dorsey** buys crosstown **WIBV** and promptly hires more than a dozen **KMOX** staffers, starting with morning hosts **Bill Wilkerson** and **Wendy Wiese** ... **CBS Radio** picks **Howard David** and **Matt Millen** to replace NFL anchors **Jack Buck** and **Hank Stram**, who did 16 seasons.

The White House reportedly asks **C-SPAN** to kill its planned rerun of the Radio and TV Correspondents Dinner featuring **Don Imus**. **C-SPAN** declines. **Imus** was widely criticized for caustic jokes about the

President, First Lady, and others, but says everyone should have known what they were in for.

Dr. **Laura Schlessinger** finally gets picked up in Chicago, by **WLS** ... **Premiere Radio** takes over syndication of former First Son **Michael Reagan's** network talk show ... **CBS** tests a "60 Minutes" radio simulcast on **KNX/Los Angeles** ... Former **WINS/New York** Exec. Editor **Steve Swenson** gets GM stripes at **WTOP/Washington**.

April

WABC/New York fires longtime top-rated star **Bob Grant** for reasons that have never been explained. The *Daily News* reports that **Jesse Jackson** is also demanding the firing of

PD at **WJR/Detroit** ... **Cross-Motown** at **WXYT**, **Doug Gondek** arrives as PD ... **Diane Cridland** bids adieu to **KDKA/Pittsburgh** to join **WGMP/Philadelphia** (formerly **WCAU**) as PD ... **Bonnie Buck** is named News Director at **News/Sports WMAQ/Chicago**.

May

New ABC Inc. radio chief **Bob Callahan** announces the departures of Group I head and **WABC** GM **Don Bouloukos** and decades-long **KABC/L.A.** GM **George Green**. Group II boss and Atlanta GM **Norm Schruttt** keeps Atlanta but is relieved of his group, except for the Chicago FM. Later in the year, **Schruttt** retires.

Meantime, Callahan tells the Radio Only Management Conference that the firing of **WABC's Bob Grant** was "an easy decision." *Vanity Fair* says it was ABC President **Bob Iger** who ordered the execution ... The **WOR Radio Network** adds Grant to its syndication lineup.

KVI/Seattle suspends, then fires, talk host **Mike Siegel** for airing longstanding rumors, since discounted, that the city's mayor was shot by his wife after she found him in bed with a male deputy mayor ... **WLS/Chicago** PD **Drew Hayes** becomes Exec. Producer of **ESPN Radio** ... ABC Radio "Breakfast Club" host **Don McNeil** dies at 88.

June

Nothing to report this month except for the little-noticed announcement that **Westinghouse/CBS** plans to merge with **Infinity** to create the largest station group in the history of the known universe, headed by **Mel Karmazin**. **Westinghouse** Chairman **Michael Jordan** rewarms radio hearts by telling the media that radio is the growth industry of the decade.

Infinity selects **Howard Stern** for mornings and **Steve Dahl** for afternoons at **WCKG/Chicago** ... The company's syndicated **Don Imus** gets picked up in L.A. on **KLAC** ... **ABC** places portions of Dr. **Laura Schlessinger's** show on **WABC/New York** and **WMAL/Washington** ... **Nick Verbitsky's United Stations** takes control of network talk shows anchored by **Alan Colmes**, **Barry Farber**, and **Victoria Jones**.

Former **WLS/Chicago** GM **Tom Tradup** returns to Dallas to program the new **USA Radio Network** ... **WRKO/Boston** selects **Kevin Straley** as its new PD.



PD **Phil Boyce**, claiming Boyce is responsible for Grant's allegedly racist remarks. Later in the month, Grant returns to the air on crosstown **WOR**.

A judge in Texas warns **Howard Stern** that he'll be arrested for "disorderly conduct" the next time he sets foot on Lone Star soil because of his comments after the death of Tejano singer **Selena** the year before.

Westinghouse/CBS Chairman **Michael Jordan** warms radio hearts everywhere when he says of the medium, "Today, the jewel is brighter and even more valuable" ... Former **WMCA/WABC/WOR** financial talk host **Sonny Bloch**, in jail facing multistate felony charges, is ordered to return \$3.9 million to radio group investors. **Bloch** also pleads guilty to federal tax evasion and perjury.

WWRC/Washington yanks Col. **Oliver North's** syndicated show from afternoon drive and moves it to evenings ... **CBS Radio** says it'll keep airing **Mary Matalin's** show while she works, unpaid, on the **Dole-for-President** campaign.

Mark Mason leaves **ESPN Radio** to become Exec. Editor at **WINS/New York** ... **Al Mayers** departs **WRKO/Boston** to become

The Year In Talk Radio Ratings

Here's a look at Summer '95-Summer '96 Arbitron 12+ shares for major market News/Talk stations:

New York

WINS (n)	3.5-3.7	(7th)
WOR (t)	2.8-3.4	(8th)
WABC (t)	3.6-3.3	(10th)
WCBS (n)	3.3-3.2	(11th)
WFAN (s)	2.3-2.7	(16th)

Los Angeles

KFI (t)	3.9-4.0	(4th)
KABC (t)	3.2-3.3	(9th)
KTNQ (Sp-t)	1.3-2.8	(13th)
KNX (n)	3.0-2.1	(19th)
KFWB (n)	2.4-1.9	(21st)
KLSX (t)	2.3-1.7	(22nd)

Chicago

WGN (t)	6.2-6.8	(1st)
WLS (t)	2.8-4.1	(6th)
WBBM (n)	3.7-3.6	(8th)
WMAQ (n/s)	3.1-2.1	(20th)
WSCR (s)	1.1-2.1	(20th)

San Francisco

KGO (t)	6.7-6.6	(1st)
KCBS (n)	5.1-4.8	(2nd)
KNBR (t/s)	4.1-3.6	(7th)
KSFO (t)	1.1-2.8	(11th)
KPIX-A/F (t)	2.7-1.4	(23rd)

Philadelphia

KYW (n)	7.4-7.3	(1st)
WWDB (t)	4.9-5.1	(6th)
WIP (s)	2.9-2.8	(17th)

Detroit

WJR (t)	7.9-6.2	(2nd)
WWJ (n)	5.2-5.4	(6th)
WXYT (t)	3.8-3.8	(10th)

Dallas

WBAP (t)	4.9-5.4	(3rd)
KRLD (t)	3.8-4.3	(8th)
KLIF (t)	1.9-2.3	(20th)
KTCK (s)	1.1-1.8	(22nd)

Washington, DC

WMAL (t)	4.1-4.0	(11th)
WJFK-FM (t)	4.1-3.7	(13th)
WTOP (n)	3.0-3.0	(15th)
WWRC (t)	2.0-1.3	(19th)

Houston

KTRH (t)	4.4-3.7	(10th)
KPRC (t)	3.9-3.1	(16th)

Boston

WBZ (n)	7.3-7.8	(1st)
WRKO (t)	6.6-6.4	(3rd)
WEEI (s)	4.4-3.7	(11th)

Miami

WIOD (t)	3.3-3.4	(12th)
WQAM (s)	1.8-2.3	(19th)
WINZ (n)	2.4-1.5	(23rd)

Atlanta

WSB (t)	7.1-8.7	(3rd)
WGST-A/F (t)	4.1-4.1	(13th)

Seattle

KIRO (t)	6.3-7.6	(1st)
KVI (t)	4.9-4.7	(5th)
KOMO (t)	2.6-3.1	(16th)
KIRO-FM (t)	2.3-2.1	(20th)
KJR (s)	1.5-1.8	(21st)

San Diego

KFMB (t)	4.2-6.1	(3rd)
KSDO (t)	4.5-4.6	(5th)
KFI (t)	2.4-3.0	(12th)
XTRA (s)	2.6-2.2	(16th)
KOGO (t)	1.9-1.6	(20th)
KNX (n)	1.5-.9	(28th)

Minneapolis

WCCO (t)	11.9-11.4	(2nd)
KSTP (t)	3.8-4.9	(9th)
KFAN (s)	1.5-1.5	(14th)

St. Louis

KMOX (t)	14.2-13.2	(1st)
WIBV (t)	1.2-2.8	(14th)

Baltimore

WBAL (t)	8.7-8.2	(1st)
WCBM (t)	3.1-3.1	(12th)
WJFK (t)	2.0-1.7	(14th)

Pittsburgh

KDKA (t)	12.5-12.7	(1st)
WTAE (t)	4.1-3.9	(9th)

Phoenix

KTAR (t)	8.2-7.1	(2nd)
KFYI (t)	5.7-5.0	(7th)

Tampa/St. Petersburg

WFLA (t)	5.1-6.9	(3rd)
WSUN (s)	2.3-1.3	(17th)

Cleveland

WKRN (s)	4.8-5.6	(8th)
WTAM (t)	3.7-4.0	(12th)

Denver

KOA (t)	9.6-8.9	(1st)
KHOW (t)	2.3-2.8	(14th)
KTLK (t)	3.5-1.9	(19th)
KKFN (s)	.5-1.1	(23rd)

Portland

KXL (t)	6.5-5.9	(5th)
KEX (t)	4.4-3.6	(10th)
KOTK (t)	1.1-2.2	(15th)

Cincinnati

WLW (t)	11.6-9.5	(2nd)
WCKY (t)	4.6-5.6	(6th)

Format denotations: (t) Talk, (s) Sports, (n) All-News, (sp-t) Spanish-Talk.

Continued on Page 34

R&R Talk Radio Seminar '97

**FEBRUARY 27 - MARCH 1, 1997
WASHINGTON D.C.**

*Participate in the most useful,
informative, and comprehensive radio
seminar you've ever attended!*

Continuing to recognize the importance of non-music programming to radio, this second annual seminar is an extension of R&R's commitment to the Talk radio format. The **R&R Talk Radio Seminar '97** offers a tremendous opportunity for general managers, program directors and producers who are interested in the continued growth and success of the Talk radio format. Concurrent sessions and keynote speakers will address a broad spectrum of issues confronting Talk radio today: from managing talent to increasing revenue opportunities, from today's hot topics to tomorrow's technologies. Fill out the forms below and mail or fax to our Los Angeles office. **Register today!**



Seminar Registration

INFORMATION

FAX BACK THIS FORM TO (310)203-8450 OR MAIL 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 registration form. Please include separate forms for each registration. Photocopies are acceptable.

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BEFORE JANUARY 31, 1997 \$350
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There is a \$50.00
cancellation fee.
No refunds after
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METHOD OF PAYMENT: SEMINAR

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TYPE OF ROOM	NO. OF ROOMS	CONVENTION RATES
Single (1 person) *		\$145 / night
Double (2 people) *		\$165 / night
1 Bdrm Suite		\$475-1000 / night

* Regency Club Rates Available

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

'It's The End Of The Year As We Know It'

Continued from Page 32

July

In his first book at WOR, Bob Grant takes afternoons from a 1.8 to a 5.5 ... **Rush Limbaugh** scrubs his national TV show, complaining about late-night clearances ... **MSNBC** announces plans to simulcast Don Imus's radio show ... **Salem Radio Network** gives conservative commentator and presidential candidate **Alan Keyes** a network show...Former NY Governor **Mario Cuomo** resigns his weekend talk show on Sony's SW Networks.

WWNZ/Orlando talk show host **George Crossley** is arrested for allegedly hiring a hitman to rub out the husband of his girlfriend. He's free on \$50,000 bail pending his trial.

Longtime San Francisco talker **Jim Eason** departs KGO for sister **KSFO** and is replaced on KGO by **Gene Burns** ... **Jay Clark** is named PD at **KLSX/Los Angeles** ... Cross-town at **KABC/KMPC**, the new PD is **Dave Cooke** ... ABC Inc. then picks **Mike Elder** to program **WLS/Chicago** ... This column's former editor, **Randall Bloomquist**, becomes a first-time PD at **WBT/Charlotte** ... **Ken Kohl** is the new PD at co-owned **KFBK** and **KSTE** in Sacramento ... **WWWE/Cleveland** drops those famous calls and becomes **WTAM**.

August

One of Ken Kohl's first duties at **KSTE** is the termination of **Jeff Katz** for joking that motorists who run down illegal aliens should get a sombrero bumper sticker ... **Jay Diamond**, another fired **WABC**/New York host, joins competitor **WOR** to do fill-ins ... **WGST/Atlanta's Sean Hannity** and **United Stations' Alan Colmes** partner for a debate-style show on the new **Fox News Channel** ... The main **Fox**

network scrubs plans to air **KROQ/L.A.'s "Loveline."**

ABC gives **WOR** 90-days notice that it plans to move **Paul Harvey** to **WABC**. **WOR** pulls the plug on **Harvey** immediately ... **Mary June Rose** is named PD at **WGN/Chicago** ... **Bill White** joins **KDKA/Pittsburgh**, likewise as PD ... **CBS** AM stations chief **Anna Mae Sokusky** clicks over to the Internet to become VP/Content Development for the brand new **Netcast Communications**.

September

Former **ABC** Group I head and **WABC** GM **Don Bouloukos** is the new co-COO of the ever-expanding **American Radio Systems** ... **KABC/Los Angeles** ousts morning co-host (and ex-**KFI** partner of **Al Lohman**) **Roger Barkley** and pairs **Ken Minyard** with **Peter Tilden**, ex of sister **KMPC's** morning show ... **CBS's KPIX/San Francisco** goes Talk on both AM and FM and picks up **Don Imus** for mornings.

Jacor names **WFLA/Tampa** PD **Gabe Hobbs** to the newly created title of "Sector A" Program Director. **Hobbs** now oversees six stations as well as **WFLA**.

KFWB/Los Angeles Exec. Editor **Greg Tantom** names **Crys Quimby** as News Director ... In Philadelphia, **CBS's** Talk station gets its fourth set of call letters in two years. It was originally **WCAU**, then **WGMP**, then **WPTS**. It's now **WPHT**. Some said "GMP" suggested "gimp." Some said "PTS" suggested "the pits." I hate to bring this up, but "PHT" kind of looks like "phfff" (actual name of a 1954 movie!).

October

After **WVGO/Richmond** gets hit with a \$10,000 **FCC** fine over



KMOX DREW BARRY, MORE — In honor of Dave Barry's recent "Lost In Cyberspace" book tour, **KMOX/St. Louis's Charles Brennan** gathered an ad hoc, all-star band to perform Barry's "Tupperware Blues." Hitting all the right notes are (l-r) the **Buckingham's** **Nick Fortune** and **Carl Giamarese**, **Barry**, former **Uriah Heep** member **Ken Hensley**, **Contemporary Productions** **Steve Shankman**, **Bob Kuban**, **Brennan**, **Dan Rubright**, and **R&B saxman Oliver Sain**; (back row) and **Ted Rubright**.

Howard Stern, **Stern** and his radio show partners joke (?) that it'll only be a matter of time before new owner **Westinghouse/CBS** freaks out and dumps the show ... **WTKS/Orlando** faces heat when a convicted child killer is beaten to death in jail after talk hosts **Russ & Bo** criticize the convict on an anniversary of the murder.

Rocker/bowhunter Ted Nugent announces a morning talk show on **WDZR/Detroit** with a hint of syndication plans ... **KGO/San Francisco** snares **Dr. Laura Schlessinger** from competitor **KPIX** but plans to air just one hour at noon ... **Rush Limbaugh** radio syndicator **Ed McLaughlin** receives the **NAB's** 1996 National Radio Award at its convention in **L.A.**

Dick Cavett signs for a morning drive network show to begin in January ... **WBBM/Chicago** PD **Chris Berry** becomes GM/Operations for **ABC** Radio News ... **Bob Morrison** moves from **Dallas's KVIL** to **KRLD** as News Director ... Former

KABC-based network psychologist **Dr. David Viscott** dies at 58 ... **Boston** radio veteran **Norm Nathan** is dead at 70.

November

Tim Dorsey, who's been trying to take on **KMOX/St. Louis** via the feebly signalled **WIBV**, buys killer-signal **KSD** ... **Infinity's "Loveline"** gets another shot at television, thanks to **MTV**. Later in the month, though, the midnight debut is postponed because of a rights dispute.

Dan Dierdorf of **ABC's "Monday Night Football"** tunes in to **Sportstalk XTRA/San Diego** and hears someone impersonating him as an egomaniacal drunk, claiming booth partner **Al Michaels** has bad breath and wears a girdle. **XTRA** apologizes.

Business News Network announces plans to hire convicted swindler **Barry "Z-Best Carpets" Minkow** to give financial advice ...

Tony Miner is the new PD at **KVI/Seattle** ... **Jacor** ups **Sue Treccase** to PD of **WFLA/Tampa** ... **Lorna Gladstone** returns to **Chicago** as PD of **News/Sports WMAQ** ... Elsewhere in the **Windy City**, **Georgann Herbert** becomes PD/ND of all-News **WBBM**.

December

Infinity's "Loveline" is re-scheduled to debut on **MTV** this month ... Thousands eagerly await the **R&R** Talk Radio Seminar next February (27) in **Washington** and wish Christmas was over with so the seminar would be that much closer.

On an entirely different subject, a chart in the "Mall of America's Talk Shows" column inadvertently listed the request line for the base station of the **Bob & Tom Show**. The correct number for contact **Bob Ridder** is (313) 202-3375.

John Mainelli's e-mail address is JPMain@aol.com.

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Satirical. Adored by tens of
millions. Known to take
listener calls.

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issues, opinions and
advice to callers by
America's favorite M.D.

DR. DEAN EDELL SHOW

MONDAY-FRIDAY 4PM-5PM (ET)

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.



CALVIN GILBERT

Keeping The Old Fresh

Marketing, listeners' changing musical tastes remain chief PD concerns

The musical trends were set three decades ago. But Oldies programmers kept searching for ways to maintain a fresh sound in 1996.

Music research remained a top priority, as listeners who cut their teeth on Top 40 radio continued to encourage downplaying pre-British Invasion hits. And, as one PD explained, it's becoming increasingly difficult to find air talent who truly understand and appreciate the music — and Oldies radio's mission.



Maintaining Excitement

"The format is alive and kicking," KQQL/Minneapolis PD Don Daniels says. "If you go back 10 years when it first came on, everybody said it was going to be a flash in the pan with a couple of good books."

Daniels's concern in 1996 (and the future) is ensuring that boredom

"From a jock's standpoint, we're very much a '90s radio station. We don't use the term 'memories' or 'flashback.' We deal with things happening today; things that concern the life group. It's very important for the jocks to maintain that passion. They should always intro these songs like it's the first time they're being played on the radio. What's between the records is just as important as the music you play. That's the stuff that keeps your station fresh."

WBNS-FM/Columbus PD Steve Bender agrees, saying, "The music is the number one thing, but you have to tie it all together. Our production and presentation are very much Hot AC. You've still got to be clean-cut. The way I position myself to the jocks is very simple: We are the Disneyland of radio. We are family values because that's what the listeners want."

WODL/Birmingham PD Jack Kratoville adds, "Creating a fun atmosphere is crucial to most formats, but particularly in Oldies. Even though the stations are firmly based in today, you have to present it like you're having a good time. It sounds simple and it sounds like a great action plan, but it's very difficult to maintain."

Changing Musical Tastes

Emphasizing the importance of regular music research, KCMO-FM/Kansas City PD Robert John notes, "Even though it's the same music, the popularity within those titles ebbs and flows." The listening tastes in Kansas City have remained fairly constant, but that's not the case in other markets.

Kratoville explains, "The music has moved a little more toward the '60s, and slightly more away from the '50s. It may be moving a little further up the scale, but it's not moving beyond our arbitrary year of '73. The median year for an Oldies station might have been 1965; now it may be '67 or '68."

Daniels says he's seen similar changes in the Minneapolis-St. Paul area. "The emphasis on the '50s here has decreased. We play an occasional song from the '50s for flavor — and it's always killer stuff. But our heavy emphasis is '64-'69. We still play something from the '70s in a half-hour for flavor, but we're still very much a mid- to late-'60s radio station."

The central focus in Columbus is music from 1964-68. Bender says, "Five years ago, I might have said my core artists were the Beatles, Beach Boys, Elvis, and Roy Orbison. Now I'd say the Beatles, Beach Boys, the Four Seasons, and CCR. We play '50s tunes, but only about one every other hour. I look at the sound of the record as opposed to the actual era."

While the historical reference point for the music may be creeping forward, Bender doesn't anticipate visiting the '70s anytime soon. "I hear a lot of Oldies stations in some markets do weird things where they try to be a '60s and '70s station. It just doesn't work."

Flipping Through '96

Here's a look at some of the format changes during 1996:

- Gold-based Country KCRZ-FM/Tucson ended simulcast with sister KCUB-AM to go '70s Oldies.
- '70s Oldies WMXF/Madison, WI returned to AC.
- Alternative WXWX/Greenville, SC flipped to satellite Oldies.
- WZBQ-FM/Tuscaloosa, AL went CHR.
- Country WCDA/Albany, NY became Gold-based Country WPTR-FM.
- Country KEYV/Las Vegas became Oldies KBGO.
- '70s Oldies simulcast WXTR-FM/Washington and WXVR-FM/Frederick, MD flipped to CHR/Pop as "Z104."
- Suburban Washington AC WSMD-FM/Waldorf, MD went all-"Macarena" for 11 hours before filling the '70s void left by WXTR.
- Country WBCS-FM/Boston took on crosstown calls WKLB-FM, while Country WKLB became Oldies WROR-FM.
- Hot AC WWSF-FM/Pensacola-Ft. Walton Beach, FL flipped to Oldies.
- Urban Oldies WGLD-FM/Indianapolis flipped to satellite NAC.
- Country KASY-FM/Albuquerque became Country Gold KTBL.

The format is alive and kicking.
—Don Daniels

doesn't set in. "Not with the listeners, because I don't think that's going to happen," he explains. "but with the internal operations of the radio station. Sometimes — when you keep playing the same music over and over — everybody from the GM and sales manager to the air-staff may get a tad bored instead of keeping the passion for the format alive in the community, in front of your clients, and on the air."

If you don't believe that 'I Want To Hold Your Hand' is a great record, you shouldn't be working here.
—Steve Bender

Marketing Matters

From Daniels's perspective, Oldies radio doesn't usually enjoy the full extent of marketing efforts devoted to other formats. "A lot of owners may think 'Well, we can put it on and it will maintain the numbers.'"

It's crucial to demonstrate high visibility within the community. Daniels says, "You have to be out on the streets, and it's easy to do that with the Oldies format. But you need to spend some marketing dollars, too. Arbitron is very much a recall service. When people are listening to the radio station and they have an Arbitron book, the more you can help the station's recall through marketing and the better chance you have of success."

"In some situations I've seen in other cities, it [Oldies marketing] has actually decreased a little. If you want to be competitive and continue putting up the numbers that Oldies stations have, you have to make sure your brand is at the top of people's minds."

Bender has specific ideas about where those marketing efforts should be aimed. "ACs are really your main competitors in office listenership. That's where you should really focus your attention. We do more of what I call 'submarine marketing,' like telemarketing. Billboards are useless. Television is good. Oldies is a niche format. You're never going to have those mass appeal numbers. You've got to

live off of cume. You're constantly trying to pump people through the doors somehow."

Finding Air Talent

One of Bender's biggest challenges is finding qualified air talent — those who know the music and the history of when it was created. He explains, "You're in a losing battle if you get yourself an 18-year-old jock who doesn't like the music."

WBNS's staff includes a wealth of air personalities who grew up in the '60s and '70s. But Bender says it's often difficult to hire new talent among the younger crop of applicants. "They feel as though they don't have to learn the music. They don't have the respect for it that our listeners do. If you don't believe that 'I Want To Hold Your Hand' is a great record, you shouldn't be working here."

WBNS staff members have to pass a basic music trivia test before they're hired. Bender says, "We're selling a product to the consumer. If you're selling a product, you're expected to know what that product is. I tell them, 'If you can't pass this test consistently, you probably need to find another format.'"

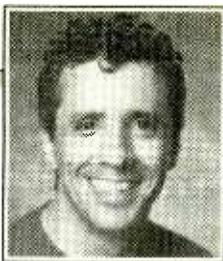
Bender recalls one unsuccessful applicant who could only tell him the names of two Beatles. "If you don't know the No. 1 group in your demo, you might as well forget it. If somebody calls you up and asks you who does 'Surf City,' and you can't say Jan & Dean, there's something wrong."

It's not an insurmountable task for novice Oldies jocks to educate themselves about the music. Bender adds, "I'm only 33, but I love the music. I've done every format, but you've got to immerse yourself in what you're doing. I have parttime openings right now that I could have filled 10 years ago in a heartbeat, paying great wages."

"People make a choice to listen to Oldies. This is their music. You have to respect it."



GOLDEN MOMENT — WXOD/New Hampshire's "Bob & Sean Show" was awarded the 1996 New Hampshire Assoc. of Broadcasters "Golden Mic" for air personality of the year. Glowing in the gold at the award banquet are (l-r) WXOD's Dave "Bob" Packer, NHAB President B. Allan Sprague, and WXOD's Sean Sullivan.



TONY NOVIA

WHEW!

1996: The Format's Year In News

Presidential approval of the Telecommunications Act was by far the most influential radio moment in 1996. One need only look at the massive amount of station transactions and staff consolidations to get a feel for the bill's effects. Here, in capsulized form, are the year's top stories, movers, and shakers.

January

WHTZ/New York hires former WPNT/Chicago morning driver **Steve Cochran** to replace **John Lander**; former WHTZ morning co-host **Ross Brittain** takes WKSS/Hartford mornings ... **WHYI/Miami** PD **Casey Keating** resigns for similar duties at **K101/SF** ... **WSTR/Atlanta** APD/MD **Kevin Peterson** promoted to PD ... **Rob Roberts** returns to **WHYI/Miami** as PD ... **WKSS/Hartford** MD **Tina Simonet**, 28, loses battle with cancer ... Former **Emmis Radio** Dir./Sales, NY **Jeff Dinetz** becomes WHTZ GM ... **WERQ/Baltimore** PD **Russ Allen** named **KSOL/SF** PD ... **KHTN/Modesto** morning driver **Jeff Davis** becomes **KWNZ/Reno** PD ... **Pyramid** CEO **Richie Balsbaugh** exit **WXKS/Boston** ... **WPOW/Miami** PD **Funk E. Frank Walsh** exits ... **Marc Summers** named **WZYP/Huntsville, AL** PD ... **KDUK/Eugene, OR** hires PD **Barry McGuire** ... **WZST/Chattanooga** GSM **Bill McKay** named GM ... Former **KMXV/KC** PD **Steve Wall** named **KWIN/Stockton** PD.

February

WPLY/Philly PD **Garett Michaels** appointed **WHYT/Detroit** PD; former **WMRQ/Hartford** PD **John Knapp** tapped as **WPLY** PD ... **WKTU/NY** flips from Country to Dance, with **Frankie Blue** PD and **WHTZ's Andy Shane** MD ... Former **KTHT/Fresno** PD **Jon Zellner** segues to **KMXV/KC** as PD ... **WYHY/Nashville** flips calls to **WRVW (The River)** ... **KMCK/Fayetteville, AR** morning driver **Win Patton** adds PD stripes ... **WMME/Augusta, ME** PD **Tom Mitchell** named **WNTQ/Syracuse** PD; **Jay Kramer** is promoted to **WMME** PD/MD, while sister **WEBB** APD **Lisa Allen** ascends to PD/MD.



Frankie Blue

March

KPWR/L.A. GSM **Marie Koruder** upped to GM ... **KQKS/Denver** PD **Mark Feather** and entire staff cross the street to start-up **KJMN** ... **WHTZ/NY** VP/Programming **Steve Kingston** named PD of crosstown **WXRK**; **KRBE/Houston** PD **Tom Poleman** and MD **Paul**

THE YEAR 1996 IN REVIEW

"Cubby" **Bryant** named PD and MD, respectively, at **WHTZ** ... **Tom Calococci** named **WERQ/Baltimore** PD ... **WWST/Knoxville** names **Ron Geronimo** PD ... **WKXJ/Chattanooga** appoints afternoon driver **Trent Waters** PD ... **WTIC-FM/Hartford** MD **Tony Bristol** named PD at **WKCI/New Haven**.

April

WXKS/Boston VP/GM **Matt Mills** segues to similar duties at sister **WJMN**, and **Janet "Jake" Karger** joins **WXKS** as VP/GM ... **Bob Callahan** tapped as **Capital Cities** President ... **Gannett Radio** National PD and **KIIS/L.A.** PD **Steve Perun** resigns; **KHKS/Dallas** PD **John Cook** appointed **KIIS** PD ... **KKRZ/Portland** APD **Chet Buchanan** named **KZHT/Salt Lake City** PD.



John Cook

May

KWIN/Stockton GM **Al Grosby** resigns ... **Dave Parsons** elevated to **WWXK/Providence** GM ... **Judy Lakin** promoted to **KHFI/Austin** VP/GM ... **Doc Holliday** tapped as **KHTT/Tulsa** GM ... **Bob West** named **KSFM/Sacramento** OM ... **Rick Thomas** appointed **KBZR/Phoenix** PD ... **Oldies WZBQ/Tuscaloosa, AL** flips to **CHR** ... **New CHR/Rhythmic WJJG/Lexington, KY** signs on ... **Classic Rock KESR/Little Rock** flips to **CHR** under PD **Tom Gallagher** ... **KWMX/Denver** PD **John Peake** appointed **KRBE/Houston** PD.

June

WPLY/Philly APD/MD **Chuck Tisa** promoted to PD ... **KRQR/SF** flips format and call letters to **KLLC (Alice)** ... **WEZB/New Orleans** switches from Talk back to **CHR** ... **Cox's WHEN-FM/Syracuse** goes **CHR** ... **WTCF/Saginaw, MI** MD **Greg Fry** adds PD stripes

... **Rich Bailey** takes the **WWST/Knoxville** PD gig ... **Suburban L.A.** simulcast **KACD-FM & KBCD-FM** flips from **Hot AC** to dance "Groove Radio" ... **KKSS/Albuquerque** PD **Roy Jaynes** exits.

July

WNCI/Columbus APD/MD **Dan Bowen** named **KWMX/Denver** PD ... **Jeff Wyatt** becomes **KACD & KBCD/L.A.** GM ... **WILN & WTBB/Panama City, FL** Dir./Prog. & Ops **Sean Phillips** named **KHTT/Tulsa** Mgr./Prog. & Ops ... **KHKS/Dallas** APD/MD "Mister Ed" **Lambert** promoted to PD ... **WKSS/Hartford** PD **Jay Beau Jones** adds PD duties at sisters **WHCN** and **WMRQ** ... **WNKI/Elmira, NY** APD **Bob Quick** adds PD stripes ... **WPST/Trenton, NJ** PD **Michelle Stevens** promoted to **Nassau Broadcasting** VP/Programming ... **B.J. Stone** joins **KWZV/Peoria, IL** as PD/mid-days ... **WKXJ/Chattanooga** PD **Trent Waters** departs ... **Oldies WXTR/Washington** flips to **CHR/Pop** as **WWZZ (Z104)** ... **Chuck Geiger** named OM of **Gulfstar Communications** ... **ARS's KJMZ/Las Vegas** flips calls to **KMXB** ... **WEZB & WRNO/New Orleans** Dir./Programming **Harry Valentine** exits ... **Paul Walker** named **KGOT/Anchorage, AK** PD/afternoon host ... **Bo Shannon** named **KMCK/Fayetteville** PD.



Michelle Stevens

August

WPLJ/NY VP/Programming **Tom Cuddy** named **Cap Cities** VP/Music Programming ... **WMXL/Lexington** PD/morning driver **Dale O'Brien** named **WWZZ/Washington** PD ... **WPOW/Miami** interim PD **Kid Curry** named PD ... **KWMX/Denver** flips calls to **KHHT** and goes **CHR** ... **Oldies WDOL/Dayton** flips to **CHR/Rhythmic** under PD **Jeff Ballentine** ... **Country KWKH/Shreveport, LA** flips to **CHR KRUF** ... **Viacom's Soft AC WLTI/Detroit** changes to **CHR/Rhythmic WDRQ** ... **WEZB/New Orleans** names **WZEE/Madison, WI's** **Joan Larson** PD ... **WKRZ/Wilkes Barre** PD **Ken Medek** named PD at Chancellor's **WBLI/Long Island**; **WKRZ** OM **Gary Hoffman** exits ... **KCAQ/Oxnard-Ventura, CA** PD



Tom Cuddy



DINNER WITH DISHWALLA — *Dishwalla helped keep KRBE/Houston's ongoing Private Session concert/dinner series going strong. Posing for this shot are (front, l-r) KRBE PD John Peake, group member J.R. Richards, and KRBE MD Jay Michaels; (rear, l-r) Programming Asst. Shana Lowry, Dishwalla's Rodney Browning, session keyboardist "Jim," and group members George Pendergast and Scot Alexander.*

Rooster Rhodes and **MD Lucy B.** exit ... **WDCG/Raleigh** PD **Brian Burns** named OM at sister **WRDU**; **WDCG** APD/MD **Kip Taylor** upped to PD ... **Urban AC WMYK-FM/Norfolk** flips to **CHR/Rhythmic**; "Hurricane Dave" **Smith**, PD of co-owned **WOWI-FM** & **WSVY-FM**, adds **WMYK** PD duties ... **KLZY/Dubuque, IA** PD/afternoon driver **Jeff Andrews** named **KKSS/Albuquerque** PD ... **WJHM/Orlando** PD **Duff Lindsey** resigns.

September

American Radio Systems hires **Don Bouloukos** as co-COO ... **KXEZ/L.A.** flips to **rhythmic-leaning Hot AC KIBB** under PD **Tony Coles** ... **Jacor** launches **CHR KHTS/San Diego** with PD **Todd Shannon** ... **Chancellor** and **Steve Kingston** tangle in lawsuit over his non-compete ... **Boston** programming legend **Sunny Joe White** found dead ... **WGTV/Dayton** PD **Louis Kaplan** named PD at **KLLC/SF** ... **WFME/Baton Rouge** PD **Johnny A** exits after 17 years as calls flip to **WLSS**; OM **Chuck Geiger** adds PD duties ... **W D J B / F t .** **Wayne** PD **Scott Thomas** exits ... **KWTV/Waco, TX** PD **Tom Martens** resigns; **MD Flash Phillips** upped to PD ... **WZJM/Cleveland** PD **Lisa Rodman** named **WDRQ/Detroit** PD ... **Soft AC WLIN/Jackson, MS** switches to **CHR** ... **Mark McGill** named **WTCF/Saginaw** PD ... **CHR KUTQ/Salt Lake City** flips to **Classic Rock** ... **KGGI/Riverside** PD **Bob Lewis** resigns ... **NEWON/Monterey** PD **Michael Newman** named **KBBT/Portland** PD.



Sunny Joe White

October

Jacor trades **WTSP-TV/Tampa** for **Gannett's KIIS-AM & FM/L.A.** and stations in **Tampa** and **San Diego** ... **Westwood One** PD/Adult Rock n' Roll **Diana Laird** named **KGGI/Riverside** PD ... **WMXQ/Birmingham** drops **CHR** for **Soft AC** ... **KLUC/Las Vegas** PD **Jerry Dean** exits ... **WXXL/Orlando** PD **Adam** promoted to OM for **WXXL** and sister **WJHM** ... **WXLK/Roanoke** PD **Sammy Simpson** resigns to become **WWZZ/DC** Marketing Dir.; **WWZZ** morning driver **George McFly** exits ...

WJTB/Ft. Wayne flips from **CHR** to **Hot AC** ... **WAPE/Jacksonville** PD **Cat Thomas** promoted to OM/ PD of **WAPE** and **Oldies WKQL** ... **KDON/Monterey** MD **Jennifer Wilde** upped to PD ... **WSKS/Utica, NY** names **Bill Catcher** PD/afternoon driver ... **Dick O'Neil** becomes PD at **WLIN/Jackson, MS** ... **CHR/Rhythmic WSGF/Savannah, GA** PD **Eric Stevens** exits ... **KKRD/Wichita** PD **Jack Oliver** adds **GM/OM** stripes for **KKRD** and sisters **KRZZ & KNSS** ... **KHTY/Santa Barbara, CA** PD **Damion Young** adds PD duties at sister **KIST** ... **KZFM/Corpus Christi, TX** PD **Charlie Maxx** resigns ... **Tony Banks** named **WKRZ/Wilkes Barre** PD ... **KCHX/Odessa-Midland, TX** PD **Clayton Allen** exits.

November

Steve Kingston starts as **WXRK/NY** PD ... **WPCH/Atlanta** GM **John Hogan** promoted to **Jacor** Sr. VP ... **Mary Franco** named **WGTV/Dayton** PD ... **WIOQ & WUSL/Philly** OM **Dave Allan** named OM/ PD at sister **WYXR** ... **Gary Blake** promoted to **WXLK/Roanoke** PD ... **John Harrison** named **WZEE/Madison** PD ... **Michael Luczak** promoted to OM/ PD for **WING-AM & FM/Dayton** and OM for sister **WGTZ** ... **WABB/Mobile** PD **Brett Dumler** exits ... **WWKX/Providence** co-owner **James Ottmar** killed in a motorcycle accident ... **WABB/Mobile, AL** appoints **Wayne Coy** PD ... **Tom Love** named **WRQK/Canton, OH** VP/GM ... **Dennis Lamme** named GM at **SFX's WKSS, WMRQ, WPOP & WHCN/Hartford** ... **Bonneville's WMXV/New York** flips to **Alternative-leaning Hot AC** and applies for new calls **WDBZ (The Buzz)** ... **WXLK/Roanoke** interim PD **Gary Blake** named PD ... **Chancellor** promotes Exec. VP **George Toulas** to Sr. Exec. VP. ... **Russ Allen** appointed **WJHM/Orlando** PD ... **KZFM/Corpus Christi** appoints **Ed Ocanas** PD.

December

WFLZ/Tampa APD **Jeff Kapugi** promoted to PD ... **WTIC-AM & FM/Hartford** OM **Bill Stairs** exits ... Former **WBBM-FM (B96)/Chicago** morning drivers **Eddie & Jobo** re-sign with station.

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



CHR/POP TOP 50

DECEMBER 20, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
3	1	1	1	NO DOUBT Don't Speak (Trauma/Interscope) 6503 6245 5755 5431 127/1					
7	5	5	2	EN VOGUE Don't Let Go (Love) (EastWest/EEG) 5138 4817 4416 4101 121/1					
12	10	6	3	TONI BRAXTON Un-break My Heart (LaFace/Arista) 4950 4318 3671 3154 120/0					
2	2	2	4	MERRIL BAINBRIDGE Mouth (Universal) 4888 5130 5246 5456 113/0					
5	4	3	5	SHERYL CROW If It Makes You Happy (A&M) 4867 4926 4798 4670 116/0					
1	3	4	6	ALANIS MORISSETTE Head Over Feet (Maverick/Reprise) 4614 4919 5201 5608 110/0					
4	6	7	7	CELINE DION It's All Coming Back To Me Now (550 Music) 3455 3905 4327 4884 97/0					
8	8	8	8	KEITH SWEAT Twisted (Elektra/EEG) 3219 3661 3822 3949 90/0					
9	9	10	9	JOURNEY When You Love A Woman (Columbia) 3196 3492 3696 3842 96/0					
6	7	9	10	DONNA LEWIS I Love You Always Forever (Atlantic) 3148 3553 3939 4498 97/0					
10	11	11	11	SEAL Fly Like An Eagle (Warner Sunset/Atlantic) 3090 3357 3519 3622 95/0					
16	15	15	12	GREASE MEGAMIX Grease Megamix (Polydor/A&M) 2942 2772 2516 2245 96/1					
14	14	13	13	AMBER This Is Your Night (Tommy Boy) 2874 2981 2897 2788 86/0					
BREAKER	14		14	GINA G Ooh Aah...Just A Little Bit (Eternal/WB) 2772 1992 1262 679 114/3					
11	12	12	15	NO MERCY Where Do You Go (Arista) 2750 3082 3202 3586 88/0					
BREAKER	16		16	CARDIGANS Lovefool (Mercury) 2709 1931 1294 932 116/9					
23	17	16	17	"AFKAP" Betcha By Golly Wow! (NPG/EMI) 2672 2564 2181 1710 107/0					
13	13	14	18	DC TALK Just Between You And Me (Virgin) 2623 2845 2930 2967 91/0					
24	21	18	19	JEWEL You Were Meant For Me (Atlantic) 2444 2194 1896 1606 98/3					
21	19	19	20	NEW EDITION I'm Still In Love With You (MCA) 2288 2171 2015 1980 94/3					
BREAKER	21		21	DONNA LEWIS Without Love (Atlantic) 2247 1989 1638 1212 100/1					
BREAKER	22		22	BLACKSTREET No Diggity (Interscope) 2179 1946 1688 1466 98/1					
17	16	17	23	GHOST TOWN DJ'S My Boo (So So Def/Columbia) 2130 2228 2200 2152 73/0					
BREAKER	24		24	R. KELLY I Believe I Can Fly (Jive) 2124 1930 1585 1295 99/5					
40	33	28	25	COUNTING CROWS A Long December (DGC/Geffen) 1914 1574 1275 856 107/11					
28	23	25	26	BARBRA STREISANO & BRYAN ADAMS I Finally... (Columbia) 1828 1820 1700 1478 94/0					
37	30	27	27	RED HOT CHILI PEPPERS Love Rollercoaster (Geffen) 1752 1598 1319 1106 101/1					
32	29	29	28	HOOTIE & THE BLOWFISH I Go Blind (Reprise) 1622 1571 1405 1355 59/1					
38	36	32	29	CRANBERRIES When You're Gone (Island) 1333 1272 1161 991 84/11					
—	50	43	30	KEITH SWEAT Nobody (Elektra/EEG) 1215 834 627 485 70/17					
—	—	39	31	WHITNEY HOUSTON I Believe In You And Me (Arista) 1140 901 623 83 85/4					
22	28	31	32	JOHN MELLENCAMP Key West Intermezzo (I Saw...) (Mercury) 1129 1282 1541 1734 46/0					
—	47	42	33	DUNCAN SHEIK Barely Breathing (Atlantic) 1055 839 721 629 56/4					
31	31	30	34	NO DOUBT Spiderwebs (Trauma/Interscope) 1049 1309 1305 1407 40/0					
—	45	40	35	JOHN MELLENCAMP Just Another Day (Mercury) 1047 896 740 512 68/10					
45	42	38	36	GINUWINE Pony (550 Music) 1046 944 838 770 64/11					
41	40	37	37	BODEANS Hurt By Love (Slash/Reprise) 1035 952 935 840 61/2					
43	41	35	38	AZ YET Last Night (LaFace/Arista) 1024 1013 904 810 51/0					
36	37	34	39	SUSANNA HOFFS All I Want (London/Island) 955 1105 1149 1121 67/2					
35	38	36	40	R. KELLY I Can't Sleep Baby (If I) (Jive) 898 967 1036 1123 30/0					
DEBUT	41		41	BABYFACE Every Time I Close My Eyes (Epic) 882 520 69 42 67/9					
—	—	46	42	BETTER THAN EZRA Desperately Wanting (Swell/Elektra/EEG) 827 656 417 94 72/10					
50	46	44	43	DAVE MATTHEWS BAND Crash Into Me (RCA) 770 723 723 667 56/3					
19	25	33	44	LA BOUCHE Fallin' In Love (RCA) 764 1227 1688 2044 34/0					
46	44	45	45	SUBLIME What I Got (Gasoline Alley/MCA) 685 711 744 750 48/4					
—	—	49	46	TONY TONI TONE Let's Get Down (Mercury) 573 565 531 494 40/2					
42	49	47	47	WALLFLOWERS 6th Avenue Heartache (Interscope) 555 632 687 828 22/0					
DEBUT	48		48	311 All Mixed Up (Capricorn/Mercury) 543 478 441 351 41/3					
DEBUT	49		49	GLORIA ESTEFAN I'm Not Giving You Up (Epic) 514 438 378 256 43/7					
—	—	—	50	CRUSH Jellyhead (Robbins) 473 485 516 456 16/0					

This chart reflects airplay from December 9-15. Songs ranked by total plays. Highlighted songs indicate Breaker. 128 CHR/Pop reporters. 124 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1996, R&R Inc.

BREAKERS®

GINA G		
Ooh Aah...Just A Little Bit (Eternal/WB)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
2772/780	114/3	14
CARDIGANS		
Lovefool (Mercury)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
2709/778	116/9	16
DONNA LEWIS		
Without Love (Atlantic)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
2247/258	100/1	21
BLACKSTREET		
No Diggity (Interscope)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
2179/233	98/1	22
R. KELLY		
I Believe I Can Fly (Jive)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
2124/194	99/5	24

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
MADONNA Don't Cry For Me Argentina (Warner Bros.)	46
GARBAGE #1 Crush (Capitol)	18
KEITH SWEAT Nobody (Elektra/EEG)	17
LUSCIOUS JACKSON Naked Eye (Grand Royal/Capitol)	13
COUNTING CROWS A Long December (DGC/Geffen)	11
CRANBERRIES When You're Gone (Island)	11
GINUWINE Pony (550 Music)	11
BETTER THAN EZRA Desperately Wanting (Swell/Elektra/EEG)	10
JOHN MELLENCAMP Just Another Day (Mercury)	10
SPICE GIRLS Wanna Be (Virgin)	10

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GINA G Ooh Aah...Just A Little Bit (Eternal/WB)	+780
CARDIGANS Lovefool (Mercury)	+778
TONI BRAXTON Un-break My Heart (LaFace/Arista)	+632
KEITH SWEAT Nobody (Elektra/EEG)	+381
BABYFACE Every Time I Close My Eyes (Epic)	+362
COUNTING CROWS A Long December (DGC/Geffen)	+340
EN VOGUE Don't Let Go (Love) (EastWest/EEG)	+321
DONNA LEWIS Without Love (Atlantic)	+258
NO DOUBT Don't Speak (Trauma/Interscope)	+258
JEWEL You Were Meant For Me (Atlantic)	+250

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
TONI BRAXTON You're Makin' Me High (LaFace/Arista)
QUAD CITY DJ'S C'mon 'N Ride... (Quadra Sound/Big Beat/Atlantic)
DISHWALLA Counting Blue Cars (A&M)
ERIC CLAPTON Change The World (Reprise)
ALANIS MORISSETTE You Learn (Maverick/Reprise)
EVERYTHING BUT THE GIRL Missing (Atlantic)
JEWEL Who Will Save Your Soul (Atlantic)
LA BOUCHE Be My Lover (RCA)
LA BOUCHE Sweet Dreams (RCA)
MARIAH CAREY Always Be My Baby (Columbia)

Breakers: Songs registering 2000 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&P ONLINE.

CALL-OUT



Call now for 1997 budgeting. (303) 922-5600.

POP/ALTERNATIVE TOP 20

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
1	①	NO DOUBT Don't Speak (<i>Trauma/Interscope</i>)	9510	9357	215/1
2	2	SHERYL CROW If It Makes You Happy (<i>A&M</i>)	5354	5664	144/0
3	3	ALANIS MORISSETTE Head Over Feet (<i>Maverick/Reprise</i>)	5018	5342	131/0
11	④	CARDIGANS Lovefool (<i>Mercury</i>)	3698	2724	169/14
4	⑤	BUSH Swallowed (<i>Trauma/Interscope</i>)	3653	3561	122/9
8	⑥	COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	3556	2908	189/19
5	⑦	RED HOT CHILI PEPPERS Love Rollercoaster (<i>Geffen</i>)	3448	3311	175/2
7	⑧	GARBAGE #1 Crush (<i>Capitol</i>)	3370	2955	133/19
12	⑨	311 All Mixed Up (<i>Capricorn/Mercury</i>)	2909	2705	130/3
15	⑩	BETTER THAN EZRA Desperately Wanting (<i>Swell/Elektra/EEG</i>)	2844	2477	159/13
6	11	SUBLIME What I Got (<i>Gasoline Alley/MCA</i>)	2839	3081	124/4
9	12	CAKE The Distance (<i>Capricorn/Mercury</i>)	2771	2884	100/1
10	⑬	STONE TEMPLE PILOTS Lady Picture Show (<i>Atlantic</i>)	2746	2730	95/0
17	⑭	JEWEL You Were Meant For Me (<i>Atlantic</i>)	2519	2236	101/4
14	15	LOCAL H Bound For The Floor (<i>Island</i>)	2467	2557	89/0
16	16	SOUNDGARDEN Blow Up The Outside World (<i>A&M</i>)	2452	2454	87/0
18	⑰	SMASHING PUMPKINS Thirty-Three (<i>Virgin</i>)	2367	2113	99/3
—	⑱	DAVE MATTHEWS BAND Crash Into Me (<i>RCA</i>)	2081	1958	130/8
20	19	KULA SHAKER Tattva (<i>Columbia</i>)	1980	2030	89/2
13	20	R.E.M. Bittersweet Me (<i>Warner Bros.</i>)	1923	2632	87/0

This chart reflects airplay from December 9-15. Songs ranked by total plays. 128 CHR/Pop reporters and 97 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.



BABY'S FACE IN L.A. — Babyface (second from right) was all smiles during his visit to KIBB (B100.3)/Los Angeles. Enjoying his presence are (l-r) KIBB MD Carmy Ferreri, Epic's Pamela Newman, and KIBB PD Tony Coles.



WHAT, NO SPRINKLES? — This WNCI/Columbus listener agreed to become a human chocolate and peanut butter-covered Ohio St. Buckeye to win Rose Bowl tickets. She also got a butt tattoo. Morning co-host Kim Zandy (r) calls the action.

NEW & ACTIVE

MINT CONDITION What Kind Of Man... (*Perspective/A&M*)

Total Plays: 401, Total Stations: 41, Adds: 6

CHALK FARM Lie On Lie (*Columbia*)

Total Plays: 374, Total Stations: 31, Adds: 1

QUAD CITY DJ'S Space Jam (*Warner Sunset/Atlantic*)

Total Plays: 335, Total Stations: 22, Adds: 2

BUSH Swallowed (*Trauma/Interscope*)

Total Plays: 331, Total Stations: 30, Adds: 9

L.L. COOL J Loungin' (*Def Jam/RAL/Mercury*)

Total Plays: 319, Total Stations: 14, Adds: 0

GARBAGE #1 Crush (*Capitol*)

Total Plays: 294, Total Stations: 41, Adds: 18

ELEANOR MCEVOY Precious Little (*Columbia*)

Total Plays: 250, Total Stations: 25, Adds: 5

ROCKELL I Fell In Love (*Robbins*)

Total Plays: 249, Total Stations: 11, Adds: 2

LEAH ANDREONE It's Alright, It's OK (*RCA*)

Total Plays: 221, Total Stations: 19, Adds: 1

JOCELYN ENRIQUEZ Do You Miss Me (*Classified*)

Total Plays: 214, Total Stations: 8, Adds: 0

SPICE GIRLS Wanna Be (*Virgin*)

Total Plays: 213, Total Stations: 13, Adds: 10

CAKE The Distance (*Capricorn/Mercury*)

Total Plays: 195, Total Stations: 14, Adds: 1

AMBER Colour Of Love (*Tommy Boy*)

Total Plays: 189, Total Stations: 10, Adds: 2

LUSCIOUS JACKSON Naked Eye (*Grand Royal/Capitol*)

Total Plays: 170, Total Stations: 29, Adds: 13

OUTHERE BROTHERS Boom Boom Boom (*Aureus*)

Total Plays: 169, Total Stations: 8, Adds: 0

STONE TEMPLE PILOTS Lady Picture Show (*Atlantic*)

Total Plays: 168, Total Stations: 8, Adds: 0

DENINE W/COLLAGE Love Of A Lifetime (*Metropolitan*)

Total Plays: 162, Total Stations: 3, Adds: 0

SMASHING PUMPKINS Thirty-Three (*Virgin*)

Total Plays: 147, Total Stations: 12, Adds: 1

SARAH MCLACHLAN Possession (*Nettwerk/Arista*)

Total Plays: 146, Total Stations: 5, Adds: 1

ASHLEY MACISAAC Sleepy Maggie (*A&M*)

Total Plays: 135, Total Stations: 17, Adds: 4

Songs ranked by total plays

NEW RELEASES

ADDS JANUARY 7

Michael English

"Freedom" (*Curb*)

ADDS JANUARY 14

Phil Collins

"It's In Your Eyes" (*Face Value/Atlantic*)

Sheryl Crow

"Everyday Is A Winding Road" (*A&M*)

Monica

"For You I Will" (*Atlantic*)

No Mercy

"Please Don't Go" (*Arista*)

Rare Blend

"Swang" (*Curb*)



ONE SPICY VIRGIN PARTY — Virgin's promotion staff partied with the Spice Girls while preparing for the group's upcoming U.S. assault. Enjoying their English charm are: (l-r) Virgin's Mike Stone, Jim Davenport, B.J. Loberman III, Pam Marcello, Jefferey Naumann, group members Geri and Melanie C., Virgin's Michael Plen, group members Emma and Victoria, Virgin's Jamie Willis, Spice Girls' Melanie B., and Virgin's Fred Meyers, Tommy Delaney, and Bob Frymire.

Stations and their adds listed alphabetically by market

WFLY/Albany, NY PD: Michael Morgan MD: Ron Williams MINT CONDITION "Man" MADONNA "Cry" BUSH "Swallowed"	WKSE/Bufalo, NY PD: Sue O'Neil APD/MD: Dave Universal 23 ADAM SANDLER "Chanukah" 22 MARIAH CAREY "Christmas" NEW EDITION "SBI" AMBER "Colour" ALANIS MORISSETTE "Mary"	WLVY/Elmira, NY PD: Mike Strobel APD/MD: Brian Stoll MADONNA "Cry" GARBAGE "Crush" KEITH SWEAT "Nobody"	WFBC/Greenville, SC PD: Rob Wagman MD: Hawk Harrison WHITNEY HOUSTON "Believe" BABYFACE "Close" CRAVIN' MELON "Undone"	KIIS/Los Angeles, CA PD: John Cook APD/MD: Tracy Austin 18 MADONNA "Cry"	WEZB/New Orleans, LA PD: Joe Larson APD/MD: Joey G. CAROLINA "Lovefool" COUNTING CROWS "December"	WSPK/Poughkeepsie, NY PD: Steve Schantz MD: Scotty Mac BLACKOUT ALLSTARS "Like" LUSCIOUS JACKSON "Naked" BUSH "Swallowed" ASHLEY MACISAAC "Maggie" GARBAGE "Crush"	KRUF/Shreveport, LA PD/MD: Gary Robinson 13 BLACKOUT ALLSTARS "Like" 12 AMBER "Colour" MADONNA "Cry"	WWKZ/Tupelo MS PD/MD: Rick Stevens MADONNA "Cry" LUSCIOUS JACKSON "Naked" GARBAGE "Crush" GINUWINE "Pony"
WAEB/Allentown, PA PD: Brian Check MD: Chuck McGee 1 MADONNA "Cry" 1 CARDIGANS "Lovefool" DUNCAN SHEIK "Barely" BABYFACE "Close"	WRQK/Canton, OH PD/MD: Rick Michaels APD: Todd Downard 14 SUSANNA HOFFS "Want" LUSCIOUS JACKSON "Naked" SMASHING PUMPKINS "Thirty"	WJET/Erie, PA PD: Dana London MD: J.J. Fox SPICE GIRLS "Wanna" KEITH SWEAT "Nobody"	WNNK/Harrisburg, PA PD: John D'Dea MD: Scott Shaw 20 MADONNA "Must" KEITH SWEAT "Nobody" GARBAGE "Crush" ELEANOR MCEVOY "Precious"	WDJX/Louisville, KY PD: C.C. Matthews APD/MD: Karen Rite SPICE GIRLS "Wanna"	WHTZ/New York, NY PD: Tom Poleman MD: Bobby Bryant 25 MADONNA "Cry" 15 CRANBERRIES "Gone" 8 WHITNEY HOUSTON "Believe"	WPRO/Providence, RI PD: Chris Shebel MD: Tony Mascaro BLACKSTREET "Diggly" GARBAGE "Crush"	WNDU/South Bend, IN PD/MD: Bill Mitchell No Adds	KISX/Tyler, TX PD: Michael Storm MD: Mick Feighan No Adds
KQIZ/Amarillo, TX PD/MD: Ted Kelly MADONNA "Cry" ELEANOR MCEVOY "Precious"	WVSR/Charleston, WV PD: Bill Shahan APD: Mike Edwards 4 QUAD CITY DJS "Space" 1 MADONNA "Cry"	KDUK/Eugene, OR PD: Barry McGuire MD: Matt James 2 KEITH SWEAT "Nobody" DUNCAN SHEIK "Barely" MADONNA "Cry" GARBAGE "Crush"	WKSS/Hartford, CT PD: Jay Beau Jones MD: Christine Fox COUNTING CROWS "December" KEITH SWEAT "Nobody" CRANBERRIES "Gone"	KZII/Lubbock, TX PD: Jay Shannon MD: Chris Kelly CARDIGANS "Lovefool" LUSCIOUS JACKSON "Naked" GLORIA ESTEFAN "Giving"	WNVZ/Norfolk, VA PD: Dan London MD: Jay West 21 LIVIN' JOY "Dreamer" 14 MINT CONDITION "Man"	WHTS/Quad Cities, IL-IA OM: Tony Waitekus MD: Brian Scott KEITH SWEAT "Nobody" BODEANS "Hurt" GINUWINE "Pony" TRANS-SIBERIAN ORCH. "Christmas"	KHTQ/Spokane, WA PD: Scott Shannon MD: Tripp Rodgers BLACKOUT ALLSTARS "Like" GARBAGE "Crush" LUSCIOUS JACKSON "Naked"	WSKS/Utica, NY PD: Bill Catcher MD: Diane Chas 7 BETTER THAN EZRA "Wanting" 6 TONI BRAXTON "Man"
KGOT/Anchorage, AK OM: Mark Murphy PD: Paul Walker BABYFACE "Close" BETTER THAN EZRA "Wanting"	WNKS/Charlotte, NC PD: Brian Bridgman MD: Marilee Crescente No Adds	WSTO/Evansville, IN PD: Barry Witherspoon KEITH SWEAT "Nobody"	WZYP/Huntsville, AL PD: Marc Summers 17 WHITNEY HOUSTON "Step" 3 CRANBERRIES "Gone" RED HOT CHILLI... "Love"	WZEE/Madison, WI PD: John Harrison APD/MD: Dana London 6 COUNTING CROWS "December" 5 CRANBERRIES "Gone"	WPKP/NW, Michigan PD: Rob Weaver MD: Jason Young BUSH "Swallowed" KEITH SWEAT "Nobody"	WDCG/Raleigh, NC OM: Brian Burns PD: Kip Taylor No Adds	KZZU/Spokane, WA PD: Ken Hopkins APD: Casey Christopher 40 SPICE GIRLS "Wanna"	KWTX/Waco, TX PD: Flash Phillips JOHN MELLENCAMP "Day" COUNTING CROWS "December" KEITH SWEAT "Nobody" LUSCIOUS JACKSON "Naked" GLORIA ESTEFAN "Giving"
WSTR/Atlanta, GA PD: Kevin Peterson MD: J.R. Annons 15 MADONNA "Cry" JOHN MELLENCAMP "Day"	WZST/Chattanooga, TN PD: Robin Daniels APD/MD: Mike Gibson GLORIA ESTEFAN "Giving" GARBAGE "Crush" MADONNA "Cry"	KMCK/Fayetteville, AR PD: Bo Shannon MD: Mike Chase DAVE MATTHEWS BAND "Crash" MADONNA "Cry" MINT CONDITION "Man"	WZPL/Indianapolis, IN PD: Tom Gjerdrum MD: Dave Decker 18 HOOTIE & BLOWFISH "Blind" BABYFACE "Close"	KBFM/McAllen, TX PD: Billy Santiago MD: Jeff DeWitt MADONNA "Cry" CARDIGANS "Lovefool" GINUWINE "Pony" TONY TONI TONE "Let's" LUSCIOUS JACKSON "Naked" CRANBERRIES "Gone"	WPKP/NW, Michigan PD: Rob Weaver MD: Jason Young BUSH "Swallowed" KEITH SWEAT "Nobody"	WRVQ/Richmond, VA PD: Lisa McKay APD/MD: Billy Surf 8 DJ KOOL "Clear" JEWEL "You" SPICE GIRLS "Wanna"	WDBR/Springfield, IL OM: Bill Klaproth MD: Rik Blade 22 COUNTING CROWS "December" CARDIGANS "Lovefool" WHITNEY HOUSTON "Believe"	WWZZ/Washington, DC PD: Dale O'Brian APD/MD: Ron Ross No Adds
WAYV/Atlantic City, NJ PD: Tommy Frank MD: Paul Kelly 15 GINA G "Ooh" ELEANOR MCEVOY "Precious" JOHN MELLENCAMP "Day"	WKRQ/Cincinnati, OH PD: Jimmy Steal APD: Race Taylor MD: Brian Douglas 21 R KELLY "Fly" 20 MADONNA "Cry" JOHN MELLENCAMP "Day" JEWEL "You"	WWCK/Flint, MI PD/MD: Scott Seipel 5 SUBLIME "What" LUSCIOUS JACKSON "Naked"	WVAPE/Jacksonville, FL PD: Cal Thomas APD/MD: Tony Mann CRANBERRIES "Gone" COUNTING CROWS "December"	WAOA/Melbourne, FL PD: Scott Chase MD: J.T. Daniels BABYFACE "Close" BETTER THAN EZRA "Wanting"	WXXL/Orlando, FL OM: Adam Cook APD/MD: Pete DeGraaf No Adds	WRVQ/Richmond, VA PD: Lisa McKay APD/MD: Billy Surf 8 DJ KOOL "Clear" JEWEL "You" SPICE GIRLS "Wanna"	KHTQ/Springfield, MO PD: Dave Alexander MD: Ray Michaels 13 CHAKA KHAN "Water" BLACKOUT ALLSTARS "Like" MADONNA "Cry"	WIFC/Wausau, WI PD: Rod Phillips 12 GREASE MEGAMIX "Grease" 8 GINUWINE "Pony"
WZNY/Augusta, GA PD: Bruce Stevens 311 "Mixed" MADONNA "Cry" BETTER THAN EZRA "Wanting"	WZJM/Cleveland, OH Interim PD/MD: Dave Eubanks MD: Action Jackson KEITH SWEAT "Nobody" 311 "Mixed"	WJMX/Florence, SC OM: Keith Mitchell MD: Jack Kahan MADONNA "Cry" MINT CONDITION "Man"	WGLU/Johnstown, PA PD: Rich Adams MD: Mitch Edwards GARBAGE "Crush"	WHYI/Miami, FL PD: Rob Roberts MD: Al Chio MADONNA "Cry"	WXXL/Orlando, FL OM: Adam Cook APD/MD: Pete DeGraaf No Adds	KHTQ/Springfield, MO PD: Dave Alexander MD: Ray Michaels 13 CHAKA KHAN "Water" BLACKOUT ALLSTARS "Like" MADONNA "Cry"	WNTQ/Syracuse, NY PD: Tom Mitchell MD: Jimmy Olsen MADONNA "Cry" GARBAGE "Crush" R. KELLY "Fly"	KKRD/Wichita, KS PD: Jack Oliver MD: Craig Hubbard MADONNA "Cry" NEW EDITION "SBI"
WZNY/Augusta, GA PD: Bruce Stevens 311 "Mixed" MADONNA "Cry" BETTER THAN EZRA "Wanting"	WZJM/Cleveland, OH Interim PD/MD: Dave Eubanks MD: Action Jackson KEITH SWEAT "Nobody" 311 "Mixed"	WJMX/Florence, SC OM: Keith Mitchell MD: Jack Kahan MADONNA "Cry" MINT CONDITION "Man"	WGLU/Johnstown, PA PD: Rich Adams MD: Mitch Edwards GARBAGE "Crush"	WHYI/Miami, FL PD: Rob Roberts MD: Al Chio MADONNA "Cry"	WXXL/Orlando, FL OM: Adam Cook APD/MD: Pete DeGraaf No Adds	KHTQ/Springfield, MO PD: Dave Alexander MD: Ray Michaels 13 CHAKA KHAN "Water" BLACKOUT ALLSTARS "Like" MADONNA "Cry"	WNTQ/Syracuse, NY PD: Tom Mitchell MD: Jimmy Olsen MADONNA "Cry" GARBAGE "Crush" R. KELLY "Fly"	KKRD/Wichita, KS PD: Jack Oliver MD: Craig Hubbard MADONNA "Cry" NEW EDITION "SBI"
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CHR/POP PLAYLISTS

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

Market #1: WHTZ/New York (212) 239-2300. Playlist table with columns for plays, artist, and title.

Market #2: KIISFM 102.7 (Los Angeles). Playlist table with columns for plays, artist, and title.

Market #3: Q102 (Philadelphia). Playlist table with columns for plays, artist, and title.

Market #4: WPLJ/Philadelphia (610) 565-8900. Playlist table with columns for plays, artist, and title.

Market #5: 106.1 KISSFM (Dallas). Playlist table with columns for plays, artist, and title.

Market #6: WWZZ/Washington (301) 899-1041. Playlist table with columns for plays, artist, and title.

Market #7: WXXK/Boston (617) 396-1430. Playlist table with columns for plays, artist, and title.

Market #8: WYII/Miami (305) 620-9299. Playlist table with columns for plays, artist, and title.

Market #9: STAR 94.7 Atlanta. Playlist table with columns for plays, artist, and title.

Market #10: KKLQ/San Diego (619) 560-5464. Playlist table with columns for plays, artist, and title.

Market #11: KDWB/Minneapolis (612) 340-9000. Playlist table with columns for plays, artist, and title.

Market #12: WKBO/St. Louis (314) 205-0104. Playlist table with columns for plays, artist, and title.

Market #13: WBZZ/Pittsburgh (412) 920-9400. Playlist table with columns for plays, artist, and title.

Market #14: WFLZ/Tampa (813) 839-9393. Playlist table with columns for plays, artist, and title.

Market #15: WJLM/Cleveland (216) 621-9566. Playlist table with columns for plays, artist, and title.



CHR/RHYTHMIC TOP 50

DECEMBER 20, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	1	1	1	1 TONI BRAXTON Un-break My Heart (LaFace/Arista)	2258	2204	2112	2021	43/0
1	2	2	2	KEITH SWEAT Nobody (Elektra/EEG)	2112	2172	2067	2085	41/1
6	6	4	3	3 EN VOGUE Don't Let Go (Love) (EastWest/EEG)	1939	1773	1448	1443	40/1
3	3	3	4	BLACKSTREET No Diggity (Interscope)	1827	1829	1844	1864	40/0
5	5	5	5	NEW EDITION I'm Still In Love With You (MCA)	1424	1546	1491	1535	33/1
4	4	6	6	GINUWINE Pony (550 Music)	1373	1543	1522	1552	37/2
7	7	7	7	R. KELLY I Believe I Can Fly (Jive)	1329	1378	1300	1328	38/1
11	10	8	8	8 TONY TONI TONE Let's Get Down (Mercury)	1325	1210	1083	1024	36/1
14	12	11	9	9 "AFKAP" Betcha By Golly Wow! (NPG/EMI)	1198	1069	1015	885	36/0
10	11	10	10	10 KEITH SWEAT Twisted (Elektra/EEG)	1135	1085	1024	1115	28/2
9	9	9	11	AZ YET Last Night (LaFace/Arista)	1024	1114	1132	1238	29/1
13	13	13	12	MINT CONDITION What Kind Of Man Would I Be (Perspective/A&M)	968	991	951	965	34/2
8	8	12	13	BABYFACE This Is For The Lover In You (Epic)	937	1050	1197	1244	24/1
29	23	16	14	14 FOXY BROWN Get Me Home (Violator/Def Jam/RAL/Mercury)	868	754	599	509	31/3
12	14	14	15	GHOST TOWN DJ'S My Boo (So So Def/Columbia)	769	849	835	1011	24/0
17	15	15	16	DRU HILL Tell Me (Island)	738	791	807	770	29/2
—	25	22	17	17 WHITNEY HOUSTON I Believe In You And Me (Arista)	674	630	575	189	35/0
46	44	24	18	18 BABYFACE Every Time I Close My Eyes (Epic)	639	528	268	227	31/1
21	19	18	19	CELINE DION It's All Coming Back To Me Now (550 Music)	633	649	669	707	19/1
—	36	26	20	20 AALIYAH One In A Million (BlackGround/Atlantic)	632	523	350	214	21/3
BREAKER			21	21 GINA G Ooh Aah...Just A Little Bit (Eternal/WB)	617	461	398	267	21/0
24	22	25	22	22 MERRIL BAINBRIDGE Mouth (Universal)	603	527	607	609	16/0
23	18	21	23	ROCKELL I Fell In Love (Robbins)	596	632	701	612	21/1
20	16	20	24	MONTELL JORDAN Falling (Def Jam/RAL/Mercury)	589	634	758	736	17/0
15	20	19	25	DONNA LEWIS I Love You Always Forever (Atlantic)	580	643	658	824	15/0
26	24	23	26	SWV It's All About U (RCA)	577	584	588	564	23/2
16	17	17	27	NO MERCY Where Do You Go (Arista)	548	658	707	805	15/0
19	21	27	28	AALIYAH If Your Girl Only Knew (BlackGround/Atlantic)	500	514	607	742	15/0
31	32	30	29	29 NATE DOGG /SNOOP DOGGY DOGG Never... (Death Row/Interscope)	490	453	428	446	16/1
—	—	44	30	30 NO DOUBT Don't Speak (Trauma/Interscope)	487	293	151	29	12/0
—	38	35	31	31 MC LYTE Cold Rock A Party (EastWest/EEG)	470	387	342	207	27/3
—	—	36	32	32 QUAD CITY DJ'S Space Jam (Warner Sunset/Atlantic)	460	377	209	108	23/1
33	37	37	33	33 AMBER This Is Your Night (Tommy Boy)	412	356	349	417	11/0
25	28	28	34	MO THUGS FAMILY Thug Devotion (Mo Thug/Relativity)	400	494	518	580	20/1
—	45	39	35	35 GLORIA ESTEFAN I'm Not Giving You Up (Epic)	386	331	253	144	19/1
32	31	33	36	L.L. COOL J Ain't Nobody (Geffen)	385	404	428	424	17/0
18	26	31	37	BONE THUGS-N-HARMONY Days Of Our Livez (EastWest/EEG)	377	431	547	766	17/0
27	29	32	38	ANGELINA I Don't Need Your Love (Upstairs)	359	422	501	544	13/0
34	35	38	39	39 SEAL Fly Like An Eagle (Warner Sunset/Atlantic)	347	341	371	366	14/1
DEBUT			40	40 IMMATURE Watch Me Do My Thing (Loud/RCA)	322	178	92	14	21/3
41	43	40	41	SNOOP DOGGY DOGG Snoop's Upside Ya... (Death Row/Interscope)	304	309	274	271	13/0
—	46	41	42	NAS Street Dreams (Columbia)	291	305	252	180	15/0
DEBUT			43	43 E-40 Things'll Never Change (Sick Wid' It/Jive)	285	189	45	—	19/1
35	39	43	44	JOCELYN ENRIQUEZ Do You Miss Me (Classified)	273	299	314	353	9/1
—	—	49	45	45 LIL' KIM No Time (Undeas/Big Beat/Atlantic)	268	228	168	145	7/0
36	41	42	46	WESTSIDE CONNECTION Bow Down (Lench Mob/Priority)	266	305	305	334	15/1
45	—	50	47	47 OUTKAST ATLiens (LaFace/Arista)	246	227	176	235	9/2
DEBUT			48	48 MAKAVELI Toss It Up (Death Row/Interscope)	242	214	205	139	6/1
47	—	46	49	2PAC I Ain't Mad At Ya (Death Row/Interscope)	237	257	139	227	6/0
43	48	47	50	LA BOUCHE Fallin' In Love (RCA)	234	250	241	265	9/0

This chart reflects airplay from December 9-15. Songs ranked by total plays. Highlighted songs indicate Breaker.
44 CHR/Rhythmic reporters. 44 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1996, R&R Inc.

BREAKERS®

GINA G

Ooh Aah...Just A Little Bit (Eternal/WB)

TOTAL PLAYS/INCREASE 617/156 TOTAL STATIONS/ADDS 21/0 CHART 21

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
MADONNA Don't Cry For Me Argentina (Warner Bros.)	8
AALIYAH One In A Million (BlackGround/Atlantic)	3
FOXY BROWN Get Me Home (Violator/Def Jam/RAL/Mercury)	3
IMMATURE Watch Me Do My Thing (Loud/RCA)	3
MAXWELL Sumthin' Sumthin' (Columbia)	3
MC LYTE Cold Rock A Party (EastWest/EEG)	3
SPICE GIRLS Wanna Be (Virgin)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NO DOUBT Don't Speak (Trauma/Interscope)	+194
EN VOGUE Don't Let Go (Love) (EastWest/EEG)	+166
GINA G Ooh Aah...Just A Little Bit (Eternal/WB)	+156
IMMATURE Watch Me Do My Thing (Loud/RCA)	+144
SPICE GIRLS Wanna Be (Virgin)	+139
"AFKAP" Betcha By Golly Wow! (NPG/EMI)	+129
TONY TONI TONE Let's Get Down (Mercury)	+115
FOXY BROWN Get Me Home (Violator/Def Jam/RAL/Mercury)	+114
BABYFACE Every Time I Close My Eyes (Epic)	+111
AALIYAH One In A Million (BlackGround/Atlantic)	+109

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
L.L. COOL J Loungin (Def Jam/RAL/Mercury)	
TONI BRAXTON You're Makin' Me High (LaFace/Arista)	
QUAD CITY DJ'S C'mon 'N Ride... (Quadra Sound/Big Beat/Atlantic)	
MARIAH CAREY Always Be My Baby (Columbia)	
ALANIS MORISSETTE Head Over Feet (Maverick/Reprise)	
R. KELLY I Can't Sleep Baby (If I) (Jive)	
MARIAH CAREY Forever (Columbia)	
BRANDY Sittin' Up In My Room (Arista)	
CELINE DION Because You Loved Me (550 Music)	
FUGEES Killing Me Softly (Ruffhouse/Columbia)	

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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HIP HOP TOP 20

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
1	1	FOXY BROWN Get Me Home (Violator/Def Jam/RAL/Mercury)	2681	2486	112/3
5	2	MC LYTE Cold Rock A Party (EastWest/EEG)	1549	1358	99/9
3	3	SNOOP DOGGY DOGG Snoop's... (Death Row/Interscope)	1480	1493	83/1
2	4	MO THUGS FAMILY Thug Devotion (Mo Thug/Relativity)	1474	1763	81/1
6	5	NAS Street Dreams (Columbia)	1430	1339	85/4
8	6	LIL' KIM No Time (Undeas/Big Beat/Atlantic)	1359	1219	70/1
7	7	FLESH & BONE World So Cruel (Def Jam/Mercury)	1350	1288	87/0
4	8	DR. DRE Been There Done That (Aftermath/Interscope)	1323	1442	84/0
9	9	MAKAVELI Toss It Up (Death Row/Interscope)	1043	1201	54/1
11	10	DO OR DIE Playa Like Me And You (Rap-A-Lot)	979	873	68/4
10	11	SHAQUILLE O'NEAL You Can't... (T.W.isM/Trauma/Interscope)	802	1060	53/0
12	12	NATE DOGG F/SNOOP DOGGY DOGG Never... (Death Row/Interscope)	802	865	31/1
13	13	KEITH MURRAY The Rhyme (Jive)	682	710	59/0
15	14	MONSTARS Hit 'Em High (Wamer Sunset/Atlantic)	669	655	61/0
20	15	MACK 10 & DOGG POUND Nothin' But... (Buzztone/Priority)	649	502	67/7
-	16	PUFF DADDY Can't Nobody Hold Me Down (Bad Boy/Arista)	623	215	67/3
16	17	BONE THUGS-N-HARMONY Days Of Our Livz (EastWest/EEG)	600	623	31/0
14	18	ALMIGHTY RSO You Could Be My Boo (Rap-A-Lot/Noo Trybe)	591	693	45/1
17	19	L.L. COOL J Ain't Nobody (Geffen)	574	573	33/1
18	20	L.L. COOL J Loungin (Def Jam/RAL/Mercury)	523	534	17/0

This chart reflects airplay from December 9-15. Songs ranked by total plays. 44 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.



MACARENA R.I.P. — WKTU/New York put the Macarena to rest and gave away \$50,000 to a listener who called when the station played the song for the last time. Weeping at the funeral are (l-r) MD Andy Shane, Promotions Director Jim Furgeson, and PD Frankie Blue.

NEW & ACTIVE

GOODFELLAZ Sugar Honey Ice Tea (Avatar/Polydor/A&M) Total Plays: 221, Total Stations: 12, Adds: 1	DO OR DIE Playa Like Me And You (Rap-A-Lot) Total Plays: 143, Total Stations: 3, Adds: 0
JONNY Z No Senor (Quality) Total Plays: 217, Total Stations: 13, Adds: 0	K5 Passion (Robbins) Total Plays: 134, Total Stations: 6, Adds: 1
FLESH & BONE World So Cruel (Def Jam/Mercury) Total Plays: 210, Total Stations: 14, Adds: 0	JOHNNY GILL It's Your Body (Motown) Total Plays: 131, Total Stations: 12, Adds: 1
AMBER Colour Of Love (Tommy Boy) Total Plays: 204, Total Stations: 8, Adds: 0	GREASE MEGAMIX Grease Megamix (Polydor/A&M) Total Plays: 130, Total Stations: 6, Adds: 1
MACK 10 & DOGG POUND Nothin' But The Cavi Hit (Buzztone/Priority) Total Plays: 192, Total Stations: 18, Adds: 2	GHOST FACE KILLER All I Got Is You (Epic) Total Plays: 130, Total Stations: 3, Adds: 1
DONELL JONES Knocks Me Off My Feet (Unouchables/A&M/Arista) Total Plays: 165, Total Stations: 3, Adds: 0	MAKAVELI Hail Mary (Death Row/Interscope) Total Plays: 129, Total Stations: 3, Adds: 1
AZ YET Hard To Say I'm Sorry (LaFace/Arista) Total Plays: 157, Total Stations: 4, Adds: 0	TOTAL When Boy Meets Girl (Bad Boy/Arista) Total Plays: 125, Total Stations: 5, Adds: 0
BLACKOUT ALLSTARS I Like It (Columbia) Total Plays: 156, Total Stations: 8, Adds: 2	DONNA LEWIS Without Love (Atlantic) Total Plays: 120, Total Stations: 7, Adds: 0
SPICE GIRLS Wanna Be (Virgin) Total Plays: 153, Total Stations: 7, Adds: 3	BLACKSTREET Never Gonna Let You Go (Interscope) Total Plays: 119, Total Stations: 4, Adds: 1
RICHIE RICH Let's Ride (Def Jam/Mercury) Total Plays: 147, Total Stations: 4, Adds: 0	CHAKA KHAN Never Miss The Water (Reprise) Total Plays: 115, Total Stations: 7, Adds: 0

Songs ranked by total plays

NEW RELEASES

ADDS JANUARY 7

Az Yet	"Hard To Say I'm Sorry" (LaFace/Arista)
Fugees	"Rumble In The Jungle" (Mercury)
Livin' Joy	"Don't Stop Movin'" (MCA)
Lost Boyz	"Get Up" (Universal)
Puff Daddy	"Can't Nobody Hold Me Down" (Bad Boy/Arista)

ADDS JANUARY 14

Brat f/T-Boz	"Ghetto Love" (So So Def/Columbia)
Jamiroquai	"Cosmic Girl" (Work)
Puff Johnson	"All Over Your Face" (Work)
Montell Jordan	"What's On Tonight" (Def Jam/RAL/Mercury)
Möñifah	"You Don't Have To Love Me" (Uptown/Universal)
Crystal Waters	"Just Say Hey...If You Feel Alright" (Mercury)

CHR/RHYTHMIC REPORTERS

Stations and their adds listed alphabetically by market

KKSS/Albuquerque, NM PD: Jeff Andrews MD: Jacque James 27 SELENA "Only" 15 LOS ILLEGALES "Morena" 9 ACIO FACTORY "Fantasy" 6 DC TALK "Just" 4 MO THUGS FAMILY "Thug" AALIYAH "Million" ARMAND VAN HELDEN "Phenomena"	WBBM/Chicago, IL PD: Todd Cavanah MD: Erik Bradley 15 MADONNA "Cry"	KIKI/Honolulu, HI PD: Alan Oda MD: James Coles 10 IMMATURE "Thing"	WPOW/Miami, FL PD: Kid Curry MD: Phil Jones 15 R. KELLY "Sleep" 15 ROCHELLE "Ne" 9 RUPAUL "Dolores" 5 FOXY BROWN "Get" 5 LUKE "Scared" 1 TONY RICH PROJECT "Leavin'"	WQHT/New York, NY PD: Steve Smith APD/MD: Tracy Cleaherty 17 PUFF DADDY "Nobody"	WJSS/Roanoke, VA PD: David Lee Michaels MD: Melissa Morgan No Adds	XHTZ/San Diego, CA DM/MD: Lisa Vazquez APD/MD: Jeff Nelson 9 OUTKAST "ATLiens" 9 MAXWELL "Sumthin" 3 AALIYAH "Million"	KWIN/Stockton, CA PD: Steve Wall MD: C.K. 35 CRESCENDO "Out" 20 BLACKOUT ALLSTARS "Like" MADONNA "Cry" WHITNEY HOUSTON "Somebody" PROYECTO UNO "Tiduron"	
KIOX/Bakersfield, CA PD: Chris Squires MD: Tony Manes GINUWINE "Pony"	KZFM/Corpus Christi, TX PD: Ed Dennis MD: Tony Manera MINT CONVICTION "Man" GLORIA ESTEFAN "Giving" GREASE MEGAMIX "Grease"	KQMQ/Honolulu, HI PD: Jamie Hyatt MD: Mars Freshley 24 AZ YET "Last" SWV "All" MINT CONVICTION "Man"	KHTN/Modesto, CA PD: Pete Jones MD: Mark Medina 30 ALANIS MORISSETTE "Head" 28 CELINE DION "Coming"	KCAQ/Oxnard, CA PD: Dan Garite APD: Kelli McKay MD: Steve Perez 28 SUMMER JUNKIES "Gonna" 19 OT "Baby" 4 GOODFELLAZ "Sugar"	KSFM/Sacramento, CA PD: Bob West APD/MD: Trejo AALIYAH "Million"	KMEL/San Francisco, CA PD: Michelle Santosuosso MD: Joey Arbaay 49 MAKAVELI "Toss" 14 WESTSIDE CONNECTION "Bow"	WPGC/Washington, DC PD: Jay Stevens MD: Albie D 24 WHITNEY HOUSTON "Hold" 21 GHOST FACE KILLER "Got" 21 FREAK NASTY "Die" 7 TONY TONI TONE "Let's"	
WERO/Baltimore, MD PD: Tom Catococi MD: Coka DRU HILL "Bed"	KJMN/Denver, CO PD: Mark Feather APD: Michael Hayes MD: John Dickinson MACK 10 & DOGG POUND "Nothin'"	KBXX/Houston, TX PD: Rob Scorpio MD: Greg Head 29 MAKAVELI "Hail" 10 E-40 "Never"	KDON/Monterey, CA PD: Jennifer Wilde Interim MD: Marcus D. 68 KEITH SWEAT "Twisted"	WJXX/Providence, RI PD: Joe Dawson MD: Becky Janone RUPAUL "Snapshot" SPICE GIRLS "Wanna"	WOCQ/Salisbury, MD PD: Wookie MD: Marliou 23 REO HOT CHILLI... "Love" MAXWELL "Sumthin" KRISTINE W. "Living" PROYECTO UNO "Pumpin'"	KYLD/San Francisco, CA PD: Michael Martin MD: Jose Mein 28 JOSETTE "Dream" 11 KATALINA "Sonic" MC LYTE "Cold" PUFF DADDY "Nobody" BRAT "Ghetto"	KDGS/Wichita, KS PD: AJ Willoughby MD: A.J. Jones 23 BLACKSTREET "Never" 18 ERIC BENET "Spiritual" LE CLICK "Tonight" MAXWELL "Sumthin"	
WBHJ/Birmingham, AL PD: Mickey Johnson MD: Daysha Parker 5 MC LYTE "Cold" 5 EN VOGUE "Don't"	KQKS/Denver, CO PD: Dan Bowen MD: Lee Cagle MACK 10 & DOGG POUND "Nothin'" BLACKOUT ALLSTARS "Like"	WJBT/Jacksonville, FL APD: Hitman Haze MD: Jeff Lee QUAD CITY OJ'S "Space"	WFHN/New Bedford, MA PD: Jim Reitz MD: Kevin Palano MADONNA "Cry" LE CLICK "Tonight" MC LYTE "Cold" FOXY BROWN "Get" SPICE GIRLS "Wanna"	KWNZ/Reno, NV PD: Jeff Davis APD: Bill Shakespeare No Adds	KZHT/Salt Lake City, UT PD: Chet Buchanan MD: Dar. Doug 9 CAROLINAS "Lovefool" JOCELYN ENRIQUEZ "Miss" MADONNA "Cry"	KYLD/San Francisco, CA PD: Michael Martin MD: Jose Mein 28 JOSETTE "Dream" 11 KATALINA "Sonic" MC LYTE "Cold" PUFF DADDY "Nobody" BRAT "Ghetto"	KUBE/Seattle, WA PD: Mike Tierney MD: Lindsey Cicel 5 MADONNA "Cry"	
WJMN/Boston, MA PD: Cadillac Jack McCartney APD/MD: Cat Collins No Adds	KPRR/El Paso, TX PD: John Candelaria MD: Braios "Bohemian" 41 IMMATURE "Thing"	KLUC/Las Vegas, NV PD: Cat Thomas MD: Melissa Stetas 24 K5 "Passion"	WKTU/New York, NY PD: Frankie Blue MD: Andy Shane 15 MADONNA "Cry" 10 FRANCE JOLI "Touch" R. KELLY "Fly" GINUWINE "Pony" ORU HILL "Tell" SPICE GIRLS "Wanna" NEW EDITION "Still" LIVIN' JOY "Movin'"	KTFM/San Antonio, TX PD: Cliff Tredway MD: Charlie Huero OUTKAST "ATLiens" BABYFACE "Close" LOS ILLEGALES "Morena"	KHTS/San Diego, CA PD: Todd Shannon MD: Ron Gerónimo 38 MADONNA "Toto" 24 MADONNA "Cry" 3 KEITH SWEAT "Nobody" ORU HILL "Tell"	WJMN/Boston, MA PD: Roy Jaynes MD: Bobby Corona 55 SEAL "Fly"	WJMH/Greensboro, NC PD: Brian Douglas MD: Mary Kay 51 ERYKAH BADU "On" 35 QUAD CITY OJ'S "Christmas" 19 SNOOP DOGGY DOGG "Santa" 10 QUAD CITY OJ'S "Ride" 7 BABYFACE "Lover"	KPWR/Los Angeles, CA PD: Michelle Mercer APD/MD: Bruce St. James 37 KEITH SWEAT "Twisted"

44 Total Reporters
44 Current Reporters
44 Current Playlists



WALT LOVE

Life In A Post-Telecom World

Format endures station swaps, mergers, exec shuffles

Adjusting to life in the post-Telecom world was a major challenge facing Urban radio in 1996. Like other formats, Urban also was affected by its share of station swaps, mergers, downsizing, and executive shuffles.

Among the major acquisitions whose impact was felt industry-wide: **Benchmark Communications'** purchase of **WJMZ/Greenville** for \$6.8 million ... **Jacor Communications'** acquisition of 12 stations from **Noble Broadcast Group** in a duopoly deal for \$152 million, which included Urban **KATZ-AM**, **KMJM-FM** & **KNJZ-FM/St. Louis** ... **Infinity** buying **Granum** for \$410 million and adding Urban **WVEE-FM/Atlanta**, **WXYV/Baltimore**, **KRBV-FM/Dallas** to its ownership roster ... **Clear Channel's** purchase of **U.S. Radio Inc.** for \$140 million, including **WDIA-AM** & **WHRK-FM/Memphis**, **WKKV-FM/Milwaukee**, **WOWI-FM/Norfolk**, **WQOK-FM/Raleigh**, and 13 other stations.

Competing in this newly deregulated arena became a whole new ballgame. **WBLS/New York GM Oliver Sutton** told **R&R** (9/6) that the competition is "making us run harder, faster, and smarter." As a result his station was turning to "non-traditional, non-spot-related" revenue sources such as listener boat rides, concerts, and other recreational and entertainment activities to generate income.

Communicating To The Community

Urban radio's community commitment continued to grow. During the past year stations came together to raise funds to restore African-American churches that were burned. Station staffers conducted voter registration drives across the country to ensure that listeners' political voices would be heard during the election year.

For example, **WHTA/Atlanta** focused its voter registration efforts on its younger demos, becoming the official "Rock The Vote" radio station in the market. Other stations staged open forums so listeners could be educated on affirmative action and other issues that directly affected (and still affect) the black community.

In the meantime, **KJLH/Los Angeles** presented a "Town Hall" meeting to discuss allegations made by the *San Jose Mercury News* that the **CIA** supplied crack cocaine to gangs in South Central Los Angeles and then used the profits to fund the Contra war in Nicaragua. And

THE YEAR 1996 IN REVIEW

WZFX/Fayetteville, N.C. celebrated its 10th anniversary with an outdoor concert that doubled as a salute to the men and women in the military.

Smooth Moves In 1996

Here's a month-by-month look at other noteworthy events and who moved where in the radio and record industries in '96:

January

Radio personality **Doug Banks** debuts his **ABC Radio Networks** syndicated afternoon program ... **WGZB/Louisville** PD/MD **Del Spencer** exits the station in the wake of new ownership. **Paul Strong** is appointed interim PD, while morning driver **Tim Jherard** becomes interim MD.

MJI Broadcasting debuts its two-hour syndicated "Brunch With Roberta Flack" radio program ... **KKBT/Los Angeles** Director/Operations **Harold Austin** is promoted to PD, creating room for MD **Maurice DeVoe** to be upped to APD and Music Coordinator **Mariana Snider** to rise to MD ... **Don Eason** is appointed VP/Promotion at **Qwest** from a similar post at **Perspective Records** ... **KVSP/Oklahoma** APD/night show host **Terry Monday** becomes PD for **KVSP** and **KMJJ/Tulsa** ... **KDLE/Wichita** changes calls to **KDGS** and PD **Greg Williams** exits, with MDA **J. Jones** adding acting PD duties ... **Heavy D** is officially promoted from VP/A&R to President of **Uptown Records** ... **Russ Allen** returns to **KSOL/San Francisco** as PD.

Dave Rosas is promoted to Sr. VP/R&B Promotion at **EMI Records** ... **Lee Zapis** assumes the President title from father **Zen** at **Zapis Communications** and becomes GM of the company's **WZAK-FM/Cleveland**. **Lee Zapis** in turn promotes **Zebra Broadcasting** principal **Lynn Tolliver** to VP/Director of Opera-

tions at **WZAK** ... **WKYS/Washington** PD **George Hamilton** exits; parttimer **Mike Fox** becomes acting PD.

February

Lionel Ridenour is promoted to VP/R&B Promotion at **Arista**, sharing the same title as labelmate **David Linton** ... **Dorsey James** becomes COO/GM at **LaFace Records** ... **WJZA/Columbus, OH** names former **WIZF/Cincinnati** programmer **Phil Davis** as PD ... **Mike Bernado** is upped to VP/Urban Promotion at **Mercury** ... **Sheridan Broadcasting** agrees to swap **WAMO/Pittsburgh's** 105.9 frequency for **Secret Communications' WDXD** frequency at 106.7 for approximately \$10-\$14 million. **Sheridan** Chairman **Ronald Davenport** says the deal will allow his company to purchase more stations in markets with larger black populations ... **Monica Logan-Thomas** is named PD of **ABC's** the Touch format ... **KKBT/Los Angeles** morning show host **John London** and the House Party conduct an hourlong live interview with **O.J. Simpson** ... **Boyz II Men** pacts with **Sony Music Entertainment** to form **Philadelphia-based Stonecreek Recordings** ... **Steve Crumbley** becomes Operations Director for Gospel/Urban combo **WCAO-AM** & **WXYV-FM/Baltimore**.

March

WRKE/Salisbury, MD and co-owner/PD **Tony Quartarone** is awarded \$55,000 as the result of a defamation lawsuit against crosstown **CHR/Rhythmic WOCQ-FM** ... **Tony Fields** joins **Blue Chip Broadcasting** as VP/Broadcast Operations for **WGZB & WLSY/Louisville** and **WIZF/Cincinnati** ... **Doug Wilkins** is promoted to VP/Urban Promotion at **GRP** ... **WMCS/Milwaukee** PD/MD/morning host **Kathy Brown** exits to program **WWIN/Baltimore** ... And crosstown **WKKV/Milwaukee** appoints **Nate Bell** as PD.

April

Tommy Thompson is named VP/Urban Music Promotion at **Relativity** ... **Chuck D**, founder of rap group **Public Enemy**, inks label deal with **Columbia Records Group** and forms **Slam Jamz**, where he will serve as President and in-house producer ... **Isaac Hayes** debuts at **WRKS/New York** as its morning man ... **Jean**



LET'S GET THIS PARTY STARTED — **WVEE/Atlanta** airstaff warm up backstage prior to its 20th anniversary concert. Leading the group are (l-r) **Derek Harper**, **Carol Blackmon**, **Si-Man**, **Melissa Summers**, **Mike Roberts** (with an H on his head), **Kelli Rae**, **Kandiman**, **Rick Party**, **Joyce Little**, **Greg Street**, PD **Tony Brown**, and (kneeling) **Zooman**.

Riggins leaves **Arista** for the President/Black Music post at **Universal Records**.

May

PD **Dave "Doc" Wynters** jumps ship at **KMJM/St. Louis** for a similar gig at **WSOL/Jacksonville**.

June

MCA restructures its Black Music Division, naming former **Columbia Records** Sr. VP/Urban Promotion **Ken Wilson** as President, **Stanley Winslow** as VP/Promotion, and **Kevin Bass** as Sr. Director/Administration & Planning ... **Uptown Records** appoints former **WRKS/New York** VP/GM **Charles Warfield Jr.** as Sr. VP/GM at label ... **WQHH/Lansing, MI** interim PD **Brant Johnson** receives official PD stripes ... **Perspective Records** taps **Eric Thrasher** as Sr. VP/Promotion.

July

Evergreen Media announces its plan to acquire **WEDR-FM/Miami** from the **Rivers Group** for \$65 million ... **Michael Horton** becomes Sr. Director/Black Music Promotion for **Universal Records**. He was most recently National Director Promotion at **Interscope** ... **Wayman Jones** joins **Mercury Records** for his second tour of duty, this time as Sr. VP/Marketing & R&B Promotion ... **KRBV/Dallas** MD **Keith Solis** is upped to APD.

August

WJLB/Detroit MD **Frankie Darcell** gives birth to her first child, **Phallone Simone** ... PD **Skip Dillard** exits his post at **WMXD/Detroit**; **Evergreen** adds the Motor City to its roster in a deal acquiring **WJLB-FM** & **WMXD** for \$168 million from **Secret Communications** ... **Dwight Bibbs** is named VP/Promotion for **Virgin Records'** Black Music division. Urban **AC WMYK/Norfolk** flips to **CHR/Rhythmic**.

September

Evergreen Media swaps its six Charlotte stations — including **WPEG-FM** plus \$10 million in cash — for **EZ Communications'** **CHR** **WIOQ-FM** & Urban

WUSL-FM/Philadelphia. **Evergreen** also purchases **WDAS-AM & FM/Philadelphia** from **Beasley**, making **Evergreen** the owner of all three Urban outlets in the market ... **Skip Dillard** resurfaces at **WBLK/Buffalo** as PD ... Former **WKYS/Washington** PD **George Hamilton Cook** is named PD at **WWWZ & WMGL/Charleston** ... Twenty-five-year radio veteran **Terry Wood** joins **WKKV/Milwaukee** as VP/GM. Production Director/middayer **Warren Stevens** is promoted to PD, replacing **Frank Kelly**. And the legendary **WJZZ/Detroit** changes its calls to **WCHB** (105.9 The Beat) and flips format from **NAC** to **Urban**.

October

WEJM-AM & FM/Chicago PD **Monica Starr** departs for the same post at **WMXD/Detroit** ... At the **NAB Radio Show** in Los Angeles, **WGCI-AM & FM/Chicago** OM/PD **Elroy Smith**, **WJLB/Detroit** PD **Michael Saunders**, **KACE/Los Angeles** PD **Kevin Fleming**, and **Stratford Research** and **WALR-AM & FM/Atlanta** President **Lew Dickey** join forces as Urban format panelists to discuss branding one's station.

November

WPGC-AM/Washington PD **Damon Williams** crosses the street for a programming gig at **WKYS** ... **WTMP/Tampa** ups afternoon driver **Nat Washington** to PD, replacing the exiting **Rick Eaves** ... **Russ Allen** is brought on board as PD at **WJHM/Orlando**.

December

Frankie Crocker exits **WBLS/New York** as PD/afternoon driver when an agreement for a contract renewal couldn't be reached. APD/morning show producer **Reggie Rouse** is tapped as acting PD.

*My heartfelt thanks to the many programmers and radio executives who made this column come to life week after week by sharing their knowledge, technical skills, strategic philosophies, research, and success stories. And special thanks to Assistant Urban Editor **Lanetta Kimmons** for compiling this column.*

If KKBT, WUSL, WMXD, KKDA, WOWI & WXYV were on a record, wouldn't YOU listen?

You don't see call letters like these on just any record. And you don't see them on a lot of syndicated programming. But these great stations do air programming from Superadio.

Shows like Walt Love's Gospel Traxx, the powerful blend of inspiration and great entertainment heard in 97 of the top 100 markets weekly. Great daily features like African-Americans Making History Today, the uplifting new 30-second daily feature spotlighting African-Americans living right now making positive contributions to our society.

AFRICAN AMERICANS MAKE HISTORY TODAY

African-Americans are making history all year long

Black history isn't just for February. That's why Walt Love and Superadio developed these motivational daily 30-second vignettes spotlighting people who are making a difference in your community right now. It's a great local sales opportunity and part of Superadio's commitment to giving Urban radio programming that sets great stations apart.



Hear the good news about Walt Love's Gospel Traxx making history?



With 3 million listeners on 150 stations, Gospel Traxx is now urban radio's most successful syndicated program ever, and it's only one year old!

"It provides an inspirational service to our listeners that's produced in a way that doesn't contradict the presentation of my station in its regular format. The show is very well-produced. The technical attention as well as the qualitative attention to the program is very impressive. Ratings are up 155%." -Verna Greene, GM WJLB/WMXD, Detroit

"Walt Love brings a very unique style and approach for gospel programming in the 90's. Feedback has all been very positive. Gospel Traxx is a powerful programming tool for 92.3 The Beat." -Harold Austin, PD KKBT/Los Angeles



The hot new satellite Saturday morning show for Urban radio

Street Jam features the biggest superstar guest hosts along with Paco Lopez, Red Alert, Brandy, Dr. Dre, D'Angelo, Faith Evans and Monica, cutting edge mixes, fun features, and great entertainment to wake up your weekend. Heard on great stations like WKKS/Toledo, WJMN/Boston, WOWI/Norfolk, and KLUC/Las Vegas.

The most exciting mix shows on the planet,

All on CD, from the best mixers in the world, like Steve "Miggedy Miggedy" Maestro, Don "Mystic" Mack and Randy "DJ Ran" Gaskins from WUSL/Philadelphia, KKBT/LA's DJ Jam, WGCI/Chicago's Fresh G, & WKKV/Milwaukee's Wolf D.

Kool Jam - Old-skool R&B mixes, perfect for a lunchtime workout mix or a 5 pm traffic jam.

Slam Jam - Cutting edge urban contemporary mixes featuring the latest from mix show and Urban charts.

SuperMixx - Safe-lyric contemporary all-hit mix. Perfect for daytime radio.

Old Skool Mini-Mixx - 8-12 hit hooks beat mixed in special 7 1/2 minute segments.

New Skool Quick-Mixx - Starting in January, 8-12 hit hooks in slammin 7 1/2 minute segments.



Lock this stuff up in your market!

For information or a sample of any of these great Superadio programs call Gary B, John or Tim now at Superadio, 1.508.480.9000

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
10	4	4	1	"AFKAP" Betcha By Golly Wow! (NPG/EMI)	3170	2803	2460	2173	80/0
5	2	2	2	TONI BRAXTON Un-break My Heart (LaFace/Arista)	3165	2944	2702	2478	77/1
6	3	1	3	TONY TONI TONE Let's Get Down (Mercury)	2938	3019	2573	2355	81/0
1	1	3	4	R. KELLY I Believe I Can Fly (Jive)	2742	2923	3001	2989	81/0
14	9	6	5	AALIYAH One In A Million (BlackGround/Atlantic)	2686	2385	2055	1734	80/1
12	5	5	6	EN VOGUE Don't Let Go (Love) (EastWest/EEG)	2612	2399	2200	2108	79/2
16	13	7	7	112 Come See Me (Bad Boy/Arista)	1851	1796	1684	1594	76/0
18	15	10	8	FOXY BROWN Get Me Home (Violator/Def Jam/RAL/Mercury)	1813	1732	1642	1488	81/0
—	24	11	9	WHITNEY HOUSTON I Believe In You And Me (Arista)	1803	1643	1271	675	80/0
20	18	14	10	SWV It's All About U (RCA)	1675	1536	1502	1392	70/2
22	20	15	11	LUTHER VANDROSS I Can Make It Better (LV/Epic)	1651	1529	1352	1268	72/0
4	7	9	12	GINUWINE Pony (550 Music)	1642	1769	2123	2503	59/1
25	21	16	13	ISLEY BROTHERS Tears (T-Neck/Island)	1625	1520	1320	1221	75/0
8	10	8	14	KEITH SWEAT Nobody (Elektra/EEG)	1613	1790	1892	2299	54/0
—	30	20	15	BLACKSTREET Never Gonna Let You Go (Interscope)	1597	1321	1045	549	76/0
26	22	17	16	ERIC BENET Spiritual Thang (Warner Bros.)	1512	1465	1317	1182	67/0
17	16	13	17	K-CI & JOJO How Could You (MCA)	1460	1542	1572	1576	68/1
45	36	25	18	MAXWELL Sumthin' Sumthin' (Columbia)	1445	1253	964	774	68/4
28	25	23	19	JOHNNY GILL It's Your Body (Motown)	1390	1283	1177	1079	72/1
15	17	19	20	MINT CONDITION What Kind Of Man... (Perspective/A&M)	1287	1387	1519	1628	43/0
3	6	18	21	BABYFACE This Is For The Lover In You (Epic)	1279	1460	2128	2513	49/0
2	8	12	22	NEW EDITION I'm Still In Love With You (MCA)	1248	1603	2092	2726	49/0
—	50	40	23	IMMATURE Watch Me Do My Thing (Loud/RCA)	1196	938	687	335	71/3
29	26	27	24	SNOOP DOGGY DOGG Snoop's... (Death Row/Interscope)	1176	1184	1143	1071	70/1
39	38	30	25	TINA TURNER F/BARRY WHITE In Your Wildest Dreams (Virgin)	1151	1075	955	900	64/4
40	34	29	26	FLESH & BONE World So Cruel (Def Jam/Mercury)	1140	1095	975	888	73/0
46	45	32	27	NAS Street Dreams (Columbia)	1139	1034	825	750	70/4
31	28	28	28	DR. DRE Been There Done That (Aftermath/Interscope)	1126	1153	1113	985	69/0
32	33	31	29	GOODFELLAZ Sugar Honey Ice Tea (Avatar/Polydor/A&M)	1111	1072	1018	961	62/1
—	—	47	30	NEW EDITION You Don't Have To Worry (MCA)	1091	846	605	426	65/6
43	42	36	31	LIL' KIM No Time (Undeas/Big Beat/Atlantic)	1091	991	914	837	63/1
34	35	35	32	DEBORAH COX The Sound Of My Tears (Arista)	1086	997	964	924	59/1
44	44	39	33	MC LYTE Cold Rock A Party (EastWest/EEG)	1079	971	905	803	72/6
33	37	33	34	KAYCEE GROGAN It's Alright (Columbia)	1079	1030	958	952	56/0
21	23	24	35	MO THUGS FAMILY Thug Devotion (Mo Thug/Relativity)	1074	1269	1312	1278	61/0
—	—	46	36	BABYFACE Every Time I Close My Eyes (Epic)	1053	851	351	24	75/4
49	46	42	37	MONIFAH You Don't Have To Love Me (Uptown/Universal)	1007	897	800	691	62/2
7	11	22	38	MONTELL JORDAN Falling (Def Jam/RAL/Mercury)	1007	1313	1747	2345	43/0
11	12	21	39	DONELL JONES Knocks Me... (Untouchables/LaFace/Arista)	954	1316	1689	2142	40/0
50	47	41	40	DAY TA DAY Smile (MCA)	920	900	781	691	58/0
48	48	44	41	CHAKA KHAN Never Miss The Water (Reprise)	913	869	761	725	56/3
9	14	26	42	702 Steelo (Biv 10/Motown)	900	1202	1659	2228	43/0
BREAKER	43	43	43	BRAXTONS Only Love (Atlantic)	898	782	689	498	62/0
24	29	43	44	BLACKSTREET No Diggity (Interscope)	888	872	1086	1231	33/1
BREAKER	45	45	45	DRU HILL In My Bed (Island)	881	744	368	92	72/1
13	19	34	46	ANN NESBY I'm Still Wearing Your Name (Perspective/A&M)	849	1002	1482	1848	41/0
BREAKER	47	47	47	DO OR DIE Playa Like Me And You (Rap-A-Lot)	836	754	643	498	65/4
BREAKER	49	49	49	WHITNEY HOUSTON Somebody Bigger Than You And I (Arista)	835	645	280	—	58/0
36	31	37	49	MAKAVELI Toss It Up (Death Row/Interscope)	801	987	1023	917	48/0
DEBUT	50	50	50	TONY RICH PROJECT Leavin' (LaFace/Arista)	775	716	678	613	55/0

This chart reflects airplay from December 9-15. Songs ranked by total plays. Highlighted songs indicate Breaker.
81 Urban reporters. 73 current playlists. Songs that are down in plays for three consecutive weeks and below No. 25 are moved to recurrent.
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NEW & ACTIVE

ERYKAH BADU On And On (Kedar/Universal)
Total Plays: 771, Total Stations: 61, Adds: 2

ROGER & ZAPP Living For The City (Reprise)
Total Plays: 724, Total Stations: 52, Adds: 4

QT My Baby Mama (Rowdy/Arista)
Total Plays: 681, Total Stations: 54, Adds: 0

II D EXTREME You Got Me Goin' (Gasoline Alley/MCA)
Total Plays: 649, Total Stations: 45, Adds: 1

HORACE BROWN How Can We Stop (Motown)
Total Plays: 635, Total Stations: 51, Adds: 0

MONSTARS Hit 'Em High (Warner Sunset/Atlantic)
Total Plays: 597, Total Stations: 57, Adds: 0

PUFF DADDY Can't Nobody Hold Me Down (Bad Boy/Arista)
Total Plays: 588, Total Stations: 64, Adds: 1

QUAD CITY DJ'S Space Jam (Warner Sunset/Atlantic)
Total Plays: 582, Total Stations: 54, Adds: 2

FUGEES No Woman, No Cry (Ruffhouse/Columbia)
Total Plays: 496, Total Stations: 37, Adds: 0

MACK 10 & DOGG POUND Nothin' But The Cavi Hit (Buzztone/Priority)
Total Plays: 457, Total Stations: 49, Adds: 5

LOST BOYZ Get Up (Uptown/Universal)
Total Plays: 451, Total Stations: 54, Adds: 3

SWEETBACK You Will Rise (Epic)
Total Plays: 439, Total Stations: 50, Adds: 4

BENITO Do You Love Me (Fully Loaded)
Total Plays: 389, Total Stations: 37, Adds: 6

ROOTS What They Do (DGC/Geffen)
Total Plays: 366, Total Stations: 41, Adds: 2

WHODINI Be My Lady (So So Def/Columbia)
Total Plays: 302, Total Stations: 27, Adds: 0

Songs ranked by total plays.

BREAKERS®

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
898/116	62/0	43
BRAXTONS		
Only Love (Atlantic)		
DRU HILL		
In My Bed (Island)		
881/137	72/1	45
DO OR DIE		
Playa Like Me And You (Rap-A-Lot)		
836/82	65/4	47
WHITNEY HOUSTON		
Somebody Bigger Than You And I (Arista)		
835/190	58/0	48

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
CAMP LO Luchini (Profile)	14
KIRK FRANKLIN Now Behold The Lamb (GospoCentric)	12
J-FLEX Who Been There, Done That (Death Row/Interscope)	8
POSITIVE K Black Cinderella (Priority)	7
BENITO Do You Love Me (Fully Loaded)	6
MC LYTE Cold Rock A Party (EastWest/EEG)	6
NEW EDITION You Don't Have To Worry (MCA)	6
RICHIE RICH Stay With Me (Def Jam/Mercury)	6
SNOOP DOGGY DOGG Santa Claus Goes... (Death Row/Interscope)	6
MACK 10 & DOGG POUND Nothin'... (Buzztone/Priority)	5

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PUFF DADDY Can't Nobody Hold Me Down (Bad Boy/Arista)	+373
"AFKAP" Betcha By Golly Wow! (NPG/EMI)	+367
SWEETBACK You Will Rise (Epic)	+306
AALIYAH One In A Million (BlackGround/Atlantic)	+301
BLACKSTREET Never Gonna Let You Go (Interscope)	+276
IMMATURE Watch Me Do My Thing (Loud/RCA)	+258
NEW EDITION You Don't Have To Worry (MCA)	+245
TONI BRAXTON Un-break My Heart (LaFace/Arista)	+221
ERYKAH BADU On And On (Kedar/Universal)	+217
EN VOGUE Don't Let Go (Love) (EastWest/EEG)	+213

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
AZ YET Last Night (LaFace/Arista)
SHAQUILLE O'NEAL You... (T.W.is.M/Trauma/Interscope)
CECE PENISTON Before I Lay (She Drives Me Crazy) (A&M)
DRU HILL Tell Me (Island)
FAITH EVANS I Just Can't (Big Beat/Atlantic)
AALIYAH If Your Girl Only Knew (BlackGround/Atlantic)
CASE More To Love (Def Jam/RAL/Mercury)
MISTA Lady (EastWest/EEG)
BRANDY, TAMIA, KNIGHT, KHAN Missing You (EastWest/EEG)
MAXWELL Ascension (Don't Ever Wonder) (Columbia)

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.

Long after great Czech hits number look good.



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

MARKET #37 WPEG/Charlotte (704) 333-0131 Carson/Quick. Playlist table with columns for plays, artist, and title.

MARKET #38 WQOE/New Orleans (504) 827-6000 Stevens. Playlist table with columns for plays, artist, and title.

MARKET #1 WBLB/New York (212) 592-0554 Rouseff/Campbell. Playlist table with columns for plays, artist, and title.

MARKET #2 KJLH/Los Angeles (310) 330-5550 Winston. Playlist table with columns for plays, artist, and title.

MARKET #3 WVAZ/Chicago (312) 360-9000 Myrick/Muhammad. Playlist table with columns for plays, artist, and title.

MARKET #39 WJHM/Orlando (407) 333-0072 Allen/Hollywood. Playlist table with columns for plays, artist, and title.

MARKET #40 WBLK/Buffalo (716) 852-5955 Dilard/Sims. Playlist table with columns for plays, artist, and title.

MARKET #5 WDAS/Philadelphia (215) 878-2000 Tamburro/Davis. Playlist table with columns for plays, artist, and title.

MARKET #7 KRBB/Dallas (214) 630-3011 Bacote/Sois. Playlist table with columns for plays, artist, and title.

MARKET #9 KMJQ/Houston (713) 623-2108 Conner/Boatner. Playlist table with columns for plays, artist, and title.

MARKET #43 KJMS/Memphis (901) 323-0101 Base/St. James. Playlist table with columns for plays, artist, and title.

MARKET #44 WQQK/Nashville (615) 227-1470 Wright. Playlist table with columns for plays, artist, and title.

MARKET #10 WILD/AM 1090 Stereo WILD/Boston (617) 427-2222 Johnson. Playlist table with columns for plays, artist, and title.

MARKET #11 WHQT/Miami (305) 759-4311 Kidd/Michaels. Playlist table with columns for plays, artist, and title.

MARKET #18 MAJIC 95.9 The Best Variety of Hits & Classics WJWV/Baltimore (410) 332-8200 Brown. Playlist table with columns for plays, artist, and title.

MARKET #49 WQZB/Louisville (502) 581-9798 Jherard. Playlist table with columns for plays, artist, and title.

MARKET #50 WQOK/WoRK/Raleigh (919) 848-9736 Mack/Jam. Playlist table with columns for plays, artist, and title.

MARKET #20 Majik 107 KMJK/Phoenix (602) 265-2442 Jackson. Playlist table with columns for plays, artist, and title.

MARKET #21 WTMP/Tampa (813) 620-1300 Washington. Playlist table with columns for plays, artist, and title.

MARKET #23 POWER 1510 KDKO/Denver (303) 295-1225 Walker. Playlist table with columns for plays, artist, and title.

Stations and their adds listed alphabetically by market

URBAN

<p>KBCE/Alexandria, LA PD/MD: Donnie Taylor BENITO "Love" J-FLEX "Been" TYGA "Party"</p>	<p>WJTT/Chattanooga, TN PD: Keith Landecker 8 NAS "Street" KIRK FRANKLIN "Lamb" ANGELA WINBUSH "Christmas" BLOODSTONE "Should" BENITO "Love" POSITIVE K "Cinderella"</p>	<p>WZFX/Fayetteville, NC PD: Bobby Jay MD: D. Cherie 32 AALIYAH "Million" 11 MINT CONDITION "Hurt" 9 DEJA GROOVE "Around" 6 QUAD CITY DJ'S "Space" OO DR DIE "Playa"</p>	<p>WKGK/Knoxville, TN PD/MD: Wayne Swann 5 RICHIE RICH "Stay"</p>	<p>WKVW/Milwaukee, WI PD: Nate Bell MD: Kevin Hart 5 JONES & BROOKS "Make" 5 FREAK NASTY "Dip"</p>	<p>WUSL/Philadelphia, PA PD: Gary Young MD: Glenn Cooper 25 MAXWELL "Sumthin" 10 REDMAN "How" 5 JOHNNY GILL "Body" 5 BABYFACE "Close"</p>	<p>KDKS/Shreveport, LA PD/MD: Sharon Floumay REIGN "Indestruct" POSITIVE K "Cinderella" CAMP LO "Luchini" BILLY PORTER "Love"</p>
<p>WHTA/Atlanta, GA PD: Steve Hegwood MD: Chaka Zulu 16 BLACKSTREET "Dipply" 10 ENVOGUE "Don't" 5 CAMP LO "Luchini" 5 MASTER P "Heaven" 5 E-40 "Never" QUAD CITY DJ'S "Space"</p>	<p>WEJM/Chicago, IL PD: Jay Alan 20 ENVOGUE "Don't" 20 TONI BRAXTON "Heart" 5 REDMAN "How" 5 LOST BOYZ "Get"</p>	<p>WDZZ/Flint, MI PD: Ross Holland MD: Eugene Brown TURNER & WHITE "Widest" MAXWELL "Sumthin" OO DR DIE "Playa" GOODFELLAZ "Sugar"</p>	<p>KNEK/Lafayette, LA PD: Tyrone Davis APD: Demetrius Lloyd 5 KIRK FRANKLIN "Lamb" 5 CAMP LO "Luchini"</p>	<p>WNOV/Milwaukee, WI PD/MD: Sandra Robinson 8 SWV "All" FREAK NASTY "Dip"</p>	<p>WAMO/Pittsburgh, PA PD: Ron Atkins MD: Kris Kelley 9 L.L. COOL J "Nobody"</p>	<p>KMJJ/Shreveport, LA PD: John Wilson MD: Candy Marshall 20 ASHFORD & SIMPSON "Found" 5 CAMP LO "Luchini" 5 KIRK FRANKLIN "Night"</p>
<p>WVEE/Atlanta, GA PD: Tony Brown MD: Rajeevan Stabazz 17 XSCAPE "Christmas" 5 SNOOP DOGGY DOGG "Santa" 5 MONIFAH "Have"</p>	<p>WGCI/Chicago, IL PD: Elroy Smith APD/MD: Don E. Cologne 24 MONICA "For" 14 ERYKAH BADU "On" 8 BABYFACE "Close"</p>	<p>WYNN/Florence, SC PD: Fred Brown Jr. MD: Parish Brown 5 KIRK FRANKLIN "Lamb" 5 RICHIE RICH "Stay"</p>	<p>KRRQ/Lafayette, LA PD/MD: Frank Tray 5 CAMP LO "Luchini" 5 DJ KOOL "Okaa" 5 ASHFORD & SIMPSON "Found" 5 THREE SIX MARI "Tear" 5 JONES & BROOKS "Make" REIGN "Indestruct"</p>	<p>WBLX/Mobile, AL PD: Niccy Davis APD: Jimmy Mack 6 MC LYTE "Cold" 6 ROGER & ZAPP "Living"</p>	<p>WQOK/Raleigh, NC PD: Hosie Mack MD: Jerry Jam 10 ANN NESBY "Anything" 9 ERYKAH BADU "On" 5 NEW EDITION "Worry" 5 FREAK NASTY "Dip" 5 TURNER & WHITE "Widest" 5 MC LYTE "Cold" 5 CHAKA KHAN "Water"</p>	<p>KMJM/St. Louis, MO OM/MD: Chuck Atkins 12 BOYZ II MEN/BRIAN... "Snow" 11 TEMPTATIONS "Silent" 5 ALMIGHTY RSO "Boo" 5 SNOOP DOGGY DOGG "Snoods"</p>
<p>WFXA/Augusta, GA PD: James Alexander MD: Lance Pantan 16 LIL' KIM "Time" 15 MAXWELL "Sumthin" NEW EDITION "Worry"</p>	<p>WZAK/Cleveland, OH PD: Bobby Rush MD: Langford Stephens No Adds</p>	<p>WFLM/Ft. Pierce, FL PD/MD: Michael James 8 GERALD ADAMS "Give"</p>	<p>KZWA/Lake Charles, LA MD: James Williams 9 KIRK FRANKLIN "Lamb" ROOTS "What"</p>	<p>WYOK/Mobile, AL PD/MD: Steven J. Ross 5 CAMP LO "Luchini" 5 SNOOP DOGGY DOGG "Santa"</p>	<p>WCDX/Richmond, VA PD: Aaron Maxwell MD: Eric Lee NAS "Street" OO DR DIE "Playa" SWEETBACK "Rise"</p>	<p>KJMM/Tulsa, OK PD: Terry Monday MD: Maurice Prince CAMP LO "Luchini" POSITIVE K "Cinderella"</p>
<p>WXYV/Baltimore, MD PD: Steve Crumbley MD: Lorenzo Thomas 15 TONI BRAXTON "Him" 10 MC LYTE "Cold" MONIFAH "Have"</p>	<p>WWDM/Columbia, SC PD/MD: Paul Jackson SWEETBACK "Rise" J-FLEX "Been"</p>	<p>WTMG/Gainesville, FL PD/MD: Don Cody No Adds</p>	<p>WJMG/Laurel, MS PD: LaDonna Jones 6 NEW EDITION "Worry" BLOODSTONE "Should" CHAKA KHAN "Water" II D EXTREME "Got"</p>	<p>KYEA/Monroe, LA PD: Rocky Love 10 LOST BOYZ "Get" NEW EDITION "Worry" TYRONE DAVIS "Good" PEGGY SCOTT-ADAMS "Bill"</p>	<p>WPLZ/Richmond, VA PD: Phil Daniels 24 PEGGY SCOTT-ADAMS "Bill" 7 MC LYTE "Cold" 6 KIRK FRANKLIN "Lamb" 5 SWV "All" 5 RICHIE RICH "Stay" 5 BENITO "Love" 5 J-FLEX "Been" 5 BROTHERS BY CHOICE "Forever"</p>	<p>WACR/Tupelo, MS PD/MD: Jerold Jackson 10 ANGELA WINBUSH "Christmas" 6 KIRK FRANKLIN "Lamb" 6 SNOOP DOGGY DOGG "Santa" J-FLEX "Been" MACK 10 & DOGG POUND "Notin" NEW EDITION "Worry" XZIBIT "Foundation"</p>
<p>KQXL/Baton Rouge, LA PD: Chris Clay 12 MARIAH CAREY "Underneath" 5 ROGER & ZAPP "Living" 5 KIRK FRANKLIN "Lamb" 5 J-FLEX "Been"</p>	<p>WFXE/Columbus, GA PD: Philip D. March MD: Art Thomson MACK 10 & DOGG POUND "Notin"</p>	<p>WEUP/Huntsville, AL PD: Steve Murray MD: Dwight Stone BENITO "Love" OO DR DIE "Playa"</p>	<p>WTKT/Lexington, KY PD: Lee Cruise MD: DJ Gold 5 MAXWELL "Sumthin" XZIBIT "Foundation" BABYFACE "Close"</p>	<p>WZHT/Montgomery, AL PD/MD: Michael Long KIRK FRANKLIN "Lamb"</p>	<p>WWEK/Salisbury, MD PD: Tony Quartarone MD: Manuel Mena 9 K-GI & JOJO "How" 5 SWEETBACK "Rise"</p>	<p>WESE/Tupelo, MS PD/MD: Stan Allen 20 PUFF DADDY "Nobody"</p>
<p>WJZD/Biloxi, MS PD/MD: Rob Neal No Adds</p>	<p>WCKX/Columbus, OH PD: Warren Stevens 10 GEORGE BENSON "Thinker" 6 SNOOP DOGGY DOGG "Santa" 5 CAMP LO "Luchini" KIRK FRANKLIN "Night" BENITO "Love"</p>	<p>WTLC/Indianapolis, IN PD/MD: Vycki Buchanan CHAKA KHAN "Water"</p>	<p>WZBZ/Louisville, KY VP Programming/PD: Tony Field APD: Paul Strong MD: Tim Jherard No Adds</p>	<p>WQOK/Nashville, TN PD/MD: Tony Wright CAMP LO "Luchini" POSITIVE K "Cinderella"</p>	<p>WTLZ/Saginaw, MI PD: Kemit Crockett MD: Tony Lamptey KIRK FRANKLIN "Lamb" A TRIBE CALLED QUEST "Game"</p>	<p>WKYS/Washington, DC VP Programming: Steve Hegwood PD: Damon Williams APD/MD: Mike Fox 10 NEW EDITION "Worry" 5 MC LYTE "Cold" 5 E-40 "Never"</p>
<p>KHRN/Bryan, TX PD: Lester Pace MD: Pluria Marshall Jr. No Adds</p>	<p>KKDA/Dallas, TX PD/MD: Skip Cheatham E-40 "Never"</p>	<p>WXQL/Jacksonville, FL PD: Roger Moore MD: Steve Carrington 5 KIRK FRANKLIN "Lamb" 5 GRANDMASTER MELLE... "Stuff"</p>	<p>WIBB/Macon, GA PD/MD: Kevin Fox No Adds</p>	<p>WQVE/New Orleans, LA PD/MD: Gerod Stevens 10 POSITIVE K "Cinderella" MACK 10 & DOGG POUND "Notin"</p>	<p>KSJL/San Antonio, TX PD: Michael Andrews MD: Rikdo IMMATURE "Thing" SWEETBACK "Rise" REIGN "Indestruct" SNOOP DOGGY DOGG "Santa"</p>	<p>WENW/Birmingham, AL WZFC/Cincinnati, OH KIPR/Little Rock, AR</p>
<p>WBLK/Buttalo, NY PD: Skip Dillard MD: Debbie Sims 6 MAKAVELI "Hair"</p>	<p>WROU/Dayton, OH PD/MD: Marco Simmons No Adds</p>	<p>KPRS/Kansas City, MO PD: Sam Weaver MD: Myron Fears POSITIVE K "Cinderella" BILLY PORTER "Love"</p>	<p>KJMS/Memphis, TN PD: Terry Base MD: Toni St. James PEGGY SCOTT-ADAMS "Bill" BENITO "Love"</p>	<p>WQOW/Norfolk, VA PD: Hurricane Dave MD: Michael Mauzone CAMP LO "Luchini"</p>	<p>WEAS/Savannah, GA OM: Don Wilson MD: Vic Thomas 9 DEBORAH COX "Sound" 9 JOHNNY GILL "Mood" 8 TAMIA "Keep" 8 GIN WINE "Party" ROGER & ZAPP "Living"</p>	<p>81 Total Reporters 81 Current Reporters 73 Current Playlists</p>
<p>WPAL/Charleston, SC PD: Jae Jackson 17 KIRK FRANKLIN "Lamb" 14 RICHIE RICH "Stay" 12 K-OS "Take" 8 J-FLEX "Been"</p>	<p>WJLB/Detroit, MI PD: Michael Saunders MD: Frankie Darcell No Adds</p>	<p>KIIZ/Killeen, TX PD: Michael McGuire MD: Babysitter 5 NAS "Street"</p>	<p>WEDR/Miami, FL PD/MD: James Thomas KIRK FRANKLIN "Lamb" RICHIE RICH "Stay" ROOTS "What" PARLAY "Lonely"</p>	<p>WJHM/Orlando, FL PD: Russ Allen MD: Cedric Hollywood 5 JOHNNY Z "Senior" 5 BABYFACE "Close" TURNER & WHITE "Widest"</p>	<p>WVIZ/Charleston, SC WJFJ/Ft. Wayne, IN WJMJ/Greenville, SC KKBT/Los Angeles, CA WHRK/Memphis, TN</p>	<p>Did Not Report, Playlist Frozen (5): WWWZ/Charleston, SC WJFJ/Ft. Wayne, IN WJMJ/Greenville, SC KKBT/Los Angeles, CA WHRK/Memphis, TN</p>
<p>WPEG/Charlotte, NC PD: Andre Carson MD: Nate Quick J-FLEX "Been" MACK 10 & DOGG POUND "Notin" TURNER & WHITE "Widest" ROGER & ZAPP "Living"</p>	<p>WJNN/Dothan, AL MD: Regina Dawkins AMD: Tony Black 15 NAS "Street" SNOOP DOGGY DOGG "Santa" RICHIE RICH "Stay" CAMP LO "Luchini"</p>	<p>WJMI/Jackson, MS PD/MD: Steve Poston 29 MONICA "For" IMMATURE "Thing" LOST BOYZ "Get" DRU HILL "Bed" MACK 10 & DOGG POUND "Notin"</p>	<p>WJWB/Macon, GA PD/MD: Kevin Fox No Adds</p>	<p>WQOW/Norfolk, VA PD: Hurricane Dave MD: Michael Mauzone CAMP LO "Luchini"</p>	<p>WVIZ/Charleston, SC WJFJ/Ft. Wayne, IN WJMJ/Greenville, SC KKBT/Los Angeles, CA WHRK/Memphis, TN</p>	<p>Did Not Report, Playlist Frozen (5): WWWZ/Charleston, SC WJFJ/Ft. Wayne, IN WJMJ/Greenville, SC KKBT/Los Angeles, CA WHRK/Memphis, TN</p>

URBAN AC

<p>WWIN/Baltimore, MD PD: Kathy Brown 15 WHITNEY HOUSTON "Believe" CHAKA KHAN "Water"</p>	<p>WJZA/Columbus, OH PD: Phil Davis MD: Theresa Terry No Adds</p>	<p>WIKS/Greenville, NC PD: B.K. Kirkland MD: Dennis Lee 112 "Come" BLACKSTREET "Never"</p>	<p>KJLH/Los Angeles, CA PD/MD: Cliff Winston 5 KIRK FRANKLIN "Lamb" AALIYAH "Million" DAY TA DAY "Smile" DRU HILL "Bed" ANGELA WINBUSH "Christmas"</p>	<p>WDAI/Myrtle Beach, SC PD/MD: Jeff Kenny No Adds</p>	<p>KMJK/Phoenix, AZ PD/MD: Art Jackson 10 BLACKSTREET "Never" 10 RASHAN PATTERSON "Stop" 5 BLACKSTREET "Never" 5 PAUL HARDCASTLE "Got"</p>	<p>WIMX/Toledo, OH PD/MD: Lou Bennett 5 AALIYAH "Knew" 5 CURTIS MAYFIELD "Order" 5 BLACKSTREET "Never" 5 PAUL HARDCASTLE "Got"</p>
<p>WILD/Boston, MA PD: Ken Johnson 10 GOODFELLAZ "Sugar" JONES & BROOKS "Make" IMMATURE "Thing"</p>	<p>WVVO/Columbus, OH PD: Sam Nelson MD: Mike Anderson BLOODSTONE "Should" ART PORTER "Chance"</p>	<p>KMJQ/Houston, TX PD: Carl Conner MD: Carla Boatner No Adds</p>	<p>WJMJ/Louisville, KY PD: Tony Fields MD: Carlos Rowlett No Adds</p>	<p>WNHC/New Haven, CT PD: Lamonda Williams MD: Earnest Johnson No Adds</p>	<p>WFXC/Raleigh, NC PD/MD: Chris Connors No Adds</p>	<p>WTUG/Tuscaloosa, AL PD/MD: Steve Sloan 24 BABYFACE "Close" 22 BLACKSTREET "Never"</p>
<p>WPAL-AM/Charleston, SC PD/MD: Jae Jackson 16 KIRK FRANKLIN "Lamb" 10 MONIFAH "Have"</p>	<p>KRBV/Dallas, TX PD: Thomas Bacote MD: Keith Soils No Adds</p>	<p>WXXI/Jackson, MS PD/MD: Stan Branson PAUL HARDCASTLE "Got" KIRK FRANKLIN "Lamb"</p>	<p>WHQT/Miami, FL PD: Tony Kidd MD: Phil Michaels No Adds</p>	<p>WYLD/New Orleans, LA PD/MD: LeBron Joseph No Adds</p>	<p>WSOJ/Richmond, VA PD/MD: Kevin Kofax KIRK FRANKLIN "Lamb"</p>	<p>32 Total Reporters 32 Current Reporters 30 Current Playlists</p>
<p>WVAZ/Chicago, IL PD: Max Myrick MD: Jamilah Muhammad 17 TINA TURNER "Something" 5 ENVOGUE "Don't" 5 PAUL HARDCASTLE "Got" 5 BLOODSTONE "Should" 5 ANGELA WINBUSH "Christmas"</p>	<p>KDKO/Denver, CO PD/MD: Rick Walker 5 PAUL HARDCASTLE "Got"</p>	<p>WSOL/Jacksonville, FL PD: Dave Wyler MD: K.J. No Adds</p>	<p>WMCS/Milwaukee, WI MD: Tyrene Jackson No Adds</p>	<p>WBLS/New York, NY Acting PD: Reggie Rouse MD: Michelle Campbell TURNER & WHITE "Widest"</p>	<p>WTMP/Tampa, FL PD: Nat Washington 26 BABYFACE "Close" 10 QUAD CITY DJ'S "Space" 6 BENITO "Love" 5 KIRK FRANKLIN "Lamb" 5 GERALD ADAMS "Give" 5 RICHIE RICH "Stay"</p>	<p>Did Not Report, Playlist Frozen (2): KXOK/St. Louis, MO WNMJ/Washington, DC</p>

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
8	5	2	1	"AFKAP" Betcha By Golly Wow! (NPG/EMI)	994	888	782	572	32/0
3	2	1	2	R. KELLY I Believe I Can Fly (Jive)	871	908	883	793	30/0
1	1	3	3	TONI BRAXTON Un-break My Heart (LaFace/Arista)	739	812	894	838	29/0
7	7	7	4	LUTHER VANDROSS I Can Make It Better (LV/Epic)	706	669	644	582	32/0
4	4	4	5	MINT CONDITION What Kind Of Man... (Perspective/A&M)	674	748	792	789	24/0
25	12	8	6	WHITNEY HOUSTON I Believe In You And Me (Arista)	663	611	531	253	32/1
5	6	5	7	KEITH SWEAT Nobody (Elektra/EEG)	659	741	769	788	26/0
2	3	6	8	ANN NESBY I'm Still Wearing Your Name (Perspective/A&M)	591	699	811	829	26/0
16	15	12	9	EN VOGUE Don't Let Go (Love) (EastWest/EEG)	580	469	435	400	24/2
9	8	9	10	ISLEY BROTHERS Tears (T-Neck/Island)	550	579	606	568	28/0
11	11	13	11	LUTHER VANDROSS Your Secret Love (LV/Epic)	444	453	534	544	21/0
19	20	19	12	TINA TURNER F/BARRY WHITE In Your Wildest Dreams (Virgin)	437	358	353	299	24/1
10	10	11	13	AZ YET Last Night (LaFace/Arista)	436	477	542	553	16/0
18	19	16	14	MAXWELL Sumthin' Sumthin' (Columbia)	434	394	355	300	22/0
6	9	10	15	BRANDY, TAMIA, KNIGHT, KHAN Missing You (EastWest/EEG)	433	531	606	616	19/0
17	18	15	16	JOHNNY GILL It's Your Body (Motown)	422	394	384	326	23/0
—	—	24	17	BABYFACE Every Time I Close My Eyes (Epic)	414	276	174	81	28/2
15	14	14	18	CURTIS MAYFIELD New World Order (Warner Bros.)	414	407	436	426	25/1
26	21	20	19	TONY TONI TONE Let's Get Down (Mercury)	395	342	321	246	17/0
22	22	22	20	CHAKA KHAN Never Miss The Water (Reprise)	344	318	308	267	20/1
23	23	23	21	ERIC BENET Spiritual Thang (Warner Bros.)	293	277	280	254	15/0
—	28	25	22	GEORGE BENSON The Thinker (GRP)	292	260	210	183	19/0
BREAKER			23	AALIYAH One In A Million (BlackGround/Atlantic)	255	175	163	135	16/2
BREAKER			24	BLACKSTREET Never Gonna Let You Go (Interscope)	254	170	82	67	18/4
14	13	17	25	BEBE & CECE WINANS Feels Like Heaven (EMI)	253	373	439	460	16/0
30	26	26	26	ART PORTER One More Chance (Verve Forecast)	237	225	216	217	16/1
—	29	30	27	DONELL JONES Knocks Me... (Untouchables/LaFace/Arista)	197	188	198	206	9/0
DEBUT			28	SWEETBACK You Will Rise (Epic)	190	100	28	18	14/0
—	30	29	29	KAYCEE GROGAN It's Alright (Columbia)	181	193	194	196	9/0
DEBUT			30	CRAIG T. COOPER Sensitivity (Sin-Drome)	175	180	185	178	9/0

This chart reflects airplay from December 9-15. Songs ranked by total plays. Highlighted songs indicate Breaker. 32 Urban AC reporters. 30 current playlists. Songs that are down in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1996, R&R Inc.

NEW & ACTIVE

- DAY TA DAY** Smile (MCA)
Total Plays: 154, Total Stations: 11, Adds: 1
- PAUL HARDCASTLE** Got To Be Love (JVC)
Total Plays: 148, Total Stations: 17, Adds: 4
- DRU HILL** In My Bed (Island)
Total Plays: 138, Total Stations: 10, Adds: 1
- BILLY PORTER** Love Is On The Way (DVB/A&M)
Total Plays: 136, Total Stations: 10, Adds: 0
- ERYKAH BADU** On And On (Kedar/Universal)
Total Plays: 126, Total Stations: 9, Adds: 0
- BLOODSTONE** It Should Have Been Me (ITP)
Total Plays: 126, Total Stations: 12, Adds: 3

- BRAXTONS** Only Love (Atlantic)
Total Plays: 116, Total Stations: 9, Adds: 0
- MONIFAH** You Don't Have To Love Me (Uptown/Universal)
Total Plays: 110, Total Stations: 7, Adds: 1
- DEBORAH COX** The Sound Of My Tears (Arista)
Total Plays: 108, Total Stations: 7, Adds: 0
- RENAIZZANCE** Slow Jam (All Net)
Total Plays: 105, Total Stations: 5, Adds: 0

Songs ranked by total plays.

BREAKERS

AALIYAH
One In A Million (BlackGround/Atlantic)
TOTAL PLAYS/INCREASE: 255/80
TOTAL STATIONS/ADDS: 16/2
CHART: 23

BLACKSTREET
Never Gonna Let You Go (Interscope)
TOTAL PLAYS/INCREASE: 254/84
TOTAL STATIONS/ADDS: 18/4
CHART: 24

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
KIRK FRANKLIN Now Behold The Lamb (GospoCentric)	5
BLACKSTREET Never Gonna Let You Go (Interscope)	4
PAUL HARDCASTLE Got To Be Love (JVC)	4
BLOODSTONE It Should Have Been Me (ITP)	3
AALIYAH One In A Million (BlackGround/Atlantic)	2
BABYFACE Every Time I Close My Eyes (Epic)	2
EN VOGUE Don't Let Go (Love) (EastWest/EEG)	2
RICHIE RICH Stay With Me (Def Jam/Mercury)	2
ANGELA WINBUSH All I Want For Christmas (Island)	2

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BABYFACE Every Time I Close My Eyes (Epic)	+138
EN VOGUE Don't Let Go (Love) (EastWest/EEG)	+111
"AFKAP" Betcha By Golly Wow! (NPG/EMI)	+106
SWEETBACK You Will Rise (Epic)	+90
BLACKSTREET Never Gonna Let You Go (Interscope)	+84
AALIYAH One In A Million (BlackGround/Atlantic)	+80
TINA TURNER F/BARRY WHITE In Your... (Virgin)	+79
TONY TONI TONE Let's Get Down (Mercury)	+53
WHITNEY HOUSTON I Believe In You And Me (Arista)	+52
ERYKAH BADU On And On (Kedar/Universal)	+45

HOTTEST RECURRENTS

- NEW EDITION** I'm Still In Love (MCA)
- BABYFACE** This Is For The Lover In You (Epic)
- DRU HILL** Tell Me (Island)
- MONTELL JORDAN** Falling (Def Jam/RAL/Mercury)
- MAXWELL** Ascension (Don't Ever Wonder) (Columbia)
- SWV** It's All About U (RCA)
- JOHNNY GILL** Let's Get The Mood Right (Motown)
- BLACKSTREET** No Diggity (Interscope)
- K-CI & JOJO** How Could You (MCA)
- TONI BRAXTON** You're Makin' Me High (LaFace/Arista)

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.



GEORGE BENSON

"The Thinker"

LAST WEEK: **BREAKER** THIS WEEK: URBAN AC CHART **22**

WVAZ
KMJK
WYLD
WNHC

WDAS
WTMP
WSOJ
WNFQ

KMJQ
KDKO
WIMX
WKXI

WILD
WMCS
WDLT
WJKX

KXOK
WVCO
PALA

THANK YOU URBAN RADIO FOR A GREAT '96!

PRODUCED BY
TOMMY LIPUMA
& RICKEY PETERSON





LON HELTON

Broadcasting's Brave New World

Two subjects dominated Country conversations in 1996: the format's downturn and deregulation/consolidation. The degree to which either affected you depends on whether you live inside or outside of Nashville.

While much of the music industry lamented 1996's lackluster sales and declining radio shares, those in the broadcasting business were more concerned about who they'd be working for the next day — or even whether they'd have a gig.

There's no question that for those making their living in Country radio, the February passage of the Telecommunications Act set in motion an ongoing chain of events that has forever changed their lives. And of course, we're still a long way from knowing how this industry will look when the dust settles. Industry experts say that what we've seen in the

THE YEAR 1996 IN REVIEW

first 10 months of deregulation is just the tip of the iceberg.

Buy, Buy, Buy!!!

A number of companies gobbled up others during 1996. You'll find a more comprehensive accounting elsewhere in this issue — and be sure to check out the year-end sales figures! But among the big transactions were a number with major implications for Country outlets. Among them:

- **ARS** bought **EZ**.
- **Capstar** bought **Osborn**.
- **Chancellor** closed on its deal for **Shamrock** and bought **Colfax**.
- **Clear Channel** purchased **Radio Equity Partners**, **US Radio**, and **HefTel**.
- **Cox** bought **NewCity**.
- **Deschutes River Broadcasting** became a wholly owned subsidiary of **Citadel Communications**.
- **Disney** purchased **Cap Cities/ABC**.
- **Jacor** bought **Citicasters-Noble**, **Regent**, and a lot of other stuff.
- **Paxson** bought **Southern**.
- **SFX** bought **Multi-Market** and **Liberty**.
- **Sinclair** purchased **River City-Keymarket**.
- **Westinghouse/CBS** bought **Infinity**.

And that doesn't even begin to mention all the other buying and swapping that resulted in Country stations changing their top-of-the-hour IDs.

Consolidation Constricts Country

While the buying/selling frenzy certainly affected all of the formats, Country's unique role within individual markets made it particularly susceptible to the gyrations of new strategies for rapidly forming intramarket clusters.

The bottom line: Many markets now have fewer Country outlets owned by fewer companies. Witness the change in the number of Country stations in a market and the number of owners in a market in this sampling of cities — all due to one company's purchase of another group or station:

- **Boise** — Two stations/two owners to two stations/one owner.
- **Boston** — Two/two to one/one.

INS & OUTS

Country Drops 85 in '96

There were 85 fewer radio stations programming Country in October 1996 than in 1995. According to the *M Street Journal*, there were 2537 Country outlets this year vs. 2622 a year ago. That compares to 2648 in 1994 and 2601 in 1993.

Here are some of those that came and went in 1996:

Ins...

- **WGRX-FM/Baltimore**
- **WKXK-FM/Chicago**
- **WHSL-FM/Greensboro-Winston Salem**
- **WJJK-FM/Jackson, MS**
- **WBHR-FM/Lansing, MI**
- **WRGX-FM, WWHB-FM & WZVU-FM/New York**
- **WLIE-FM/Nassau-Suffolk**
- **WMJC-FM/Nassau-Suffolk**
- **WYLA-FM & WYLK-FM/New Orleans**
- **KBUQ-FM/Phoenix**
- **WKIK-FM/Richmond**
- **KTFX-FM/Tulsa**
- **WCLB-FM/West Palm Beach**

...& Outs

- **WCDA-FM/Albany, NY**
- **WBOS-FM/Boston**
- **KZDG-FM/Denver**
- **KRBT-FM/Fresno**
- **WAKX-FM/Grand Rapids**
- **WFNQ/Greenville-Spartanburg, SC**
- **KEYV-FM/Las Vegas**
- **WMYC-FM/Mobile**
- **WYNY-FM/New York**
- **KEBC-FM/Oklahoma City**
- **WXRK-FM/Pittsburgh**
- **WDLS-FM/Scranton-Wilkes Barre**
- **KCIN-FM/Seattle**
- **WHEN-FM/Syracuse**
- **WYHK-FM/Toledo**

COUNTRY

MILESTONES

Who Did What In Country Radio '96

January

- **Eric Logan**: Transferred to KYCY/San Francisco as PD.
- **Chuck Hammond**: Named GM for Crescent Communications' Albuquerque stations.
- **J.J. McRae**: Appointed KHEY/EI Paso PD.
- **Kenny Shelton**: Elevated to WYYD/Roanoke OM.
- **Robynn Jaymes**: Upped to WYYD PD.
- **Bob Young**: Named PD at WNOE/New Orleans.
- **Larry Santiago**: Tapped as KNAX/Fresno as PD.
- **R.J. Curtis**: Hired as OM for "After MidNite." In October, named PD at KCYY-FM/San Antonio.

February

- **Mike Chapman**: Became WSSL-AM & FM/Greenville, SC PD. He resigned in November.
- **John Pellegrini**: Upped to WGTY-FM/York, PA OM.
- **Dave Collins**: Moved to KOUL-FM/Corpus Christi, TX as PD/MD.
- **Eddie Haskell**: WYCD-FM/Detroit acting PD/MD upped to PD.
- **Michael Cruise**: Opened his own consulting business.

March

- **Gary Moss**: Appointed PD at WCOL-FM/Columbus, OH.
- **Steve Cherry**: Moved to WITL-FM/Lansing, MI as PD.
- **Alan Sledge**: Named KMPS-AM & FM/Seattle PD. Moved to WUSN-FM/Chicago as PD in December.
- **Erik Foxx**: Hired as PD of KTOM-AM & FM/Salinas; resigned in October.
- **Cary Rolfe**: Named PD of KUBL-FM/Salt Lake City; resigned in October.
- **John Sebastian**: Named KZLA-FM/Los Angeles PD.

April

- **John Swann**: Returned to KRMD-AM & FM/Shreveport, LA as PD.
- **Jeff Baird**: Named KBUL-FM/Reno, NV PD. In September, moved to KBUQ-FM/Phoenix as PD.
- **Donn Seidholz**: Transferred to Triathlon's Omaha stations as GM.
- **Bruce Raven-Stark**: Appointed VP/GM of KLAC-AM & KZLA-FM/Los Angeles.
- **Jeff Garrison**: Named PD at KMLE/Phoenix.
- **Reta Thorn**: Promoted to Regional VP for SFX.
- **John Owens**: Elevated to PD at WGNE-FM/Daytona Beach.
- **Randy Carroll**: Upped to KAJA-FM/San Antonio Creative Manager.
- **Keith Montgomery**: Promoted to KAJA OM.
- **Bill Hurley**: Named VP/GM at Regent's Salt Lake City foursome.
- **Mac Daniels**: Elevated to PD at WMZQ-AM & FM/Washington.
- **David Felker**: Promoted to PD for Westwood One's Hot Country and Mainstream Country formats.

May

- **Jim Hays**: Named PD for WLLD-FM/Columbus, OH and OM for WLLD-FM & WHOK-FM. Added WHOK-FM PD duties in December.
- **Dave Anthony**: Named WGRX-FM/Baltimore PD.
- **Bill Fink**: Tapped as KZLA-FM/Los Angeles APD/MD.
- **Russ Schell**: Named VP/Network Operations for Keymarket Radio.
- **Jim Paczkowski**: Promoted to PD/MD at KTEX/McAllen-Brownsville.

June

- **Ron Hazard**: Appointed PD of WHKW-FM/Louisville.
- **Frank Iorio**: Named GM of WDSY-FM & WJJJ-FM/Pittsburgh.
- **Matt Bruno**: KYCW/Seattle acting PD named PD.
- **Don Cristi**: Transferred to KKAT-FM/Salt Lake City as PD.
- **Tim Closson**: Elevated to VP/ Country Programming for Chancellor.
- **Tim Roberts**: Hired as PD of KNEW-AM & KSN-FM/San Francisco.

July

- **Charlie Morgan**: "Retired" from the WFMS-FM/Indianapolis airwaves to concentrate on duties as Station Manager for WFMS & WGRL-FM.
- **Scott Huskey**: Joined Rusty Walker Programming Consultants as VP/Consulting Services.
- **Ray Edwards**: Named KDRK/Spokane PD.
- **Scott Harris**: Elevated to PD at WPXX/Springfield, MA.
- **Kyle Cantrell**: Named PD for WSM-FM/Nashville.
- **John King**: Elevated to SFX Regional VP.
- **Buddy Scott**: Promoted to SFX VP/Programming.
- **Randy Chase**: Appointed Sr. Dir./Programming for Guaranty Broadcasting.
- **Dave Stilli**: Named GM at WWQM/Madison, WI.
- **Tom Kelly**: Hired as PD for WROO-FM/Jacksonville.

August

- **Mike Shepard**: Elevated to Dir./ Programming Ops for Jefferson-Pilot's San Diego stations.
- **Dene Hallam**: Promoted to KKBO-AM & FM/Houston VP/Programming.
- **J.L. Fisk**: Appointed WGKX-FM/Memphis PD.
- **Len Shackelford**: Upped to OM for WQDR-FM & WKIX-FM/Raleigh.
- **Morgan Thomas**: Upped to PD of WKIX-FM.
- **Ron Brooks**: Hired as OM at WESC-AM & FM & WFNQ-FM/Greenville, SC.

September

- **Mike Brophrey**: Joined WKLB-FM/Boston as PD.
- **Lee Logan**: Appointed Group Head/Programming for South Central Communications.

- **Doug Hamand**: Promoted to OM at WMXL-FM & WWYC-FM/Lexington, KY.
- **Wes McShay**: Named PD at KHKI-FM/Des Moines.
- **Scott Johnson**: Joined WIRK-FM/West Palm Beach as PD.
- **Bob Raleigh**: Returned as PD of WCOS-FM/Columbia, SC. In October, named PD of sister WHKZ-FM, as well.
- **Randy Black**: Transferred to KBUL-FM/Reno as PD.
- **Mark Shannon**: Named WNCY/Appleton, WI PD.
- **Carson James**: Joined John Hart Media as Head/Radio Operations.
- **Al Mason**: Elevated to PD at WLWI/Montgomery, AL.
- **T.J. Phillips**: Promoted to OM of WEZL-FM & WXYL-FM/Charleston, SC.
- **Kris Van Dyke**: Appointed PD of WEZL-FM.

October

- **Kevin Metheny**: Elevated to Dir./ Programming Ops for Jacor's Jacksonville stations.
- **Doug McGuire**: Transferred to EZ's KHTK-AM, KNCI-FM & KRAK-FM/Sacramento as VP/GM.
- **Ronnie Rice**: Elevated to PD at WOGY-FM/Memphis.
- **Brian Krysz**: Named PD of WQZQ-FM & WZPC-FM/Nashville.
- **Dick Harlow**: Appointed GM at WKSI-FM & WPET-AM/Greensboro-Winston Salem.
- **Frank Cisco**: Named PD at KIKF-FM & KYKF-FM/Anaheim-San Fernando, CA.
- **Tom Tompkins**: Elevated to OM at Canada's Pelmorex Radio Network.

November

- **Charlie Cook**: Named VP/Programming for Westwood One Radio Networks.
- **David Hall**: Promoted to President of Gaylord Communications Group.
- **Ray Massie**: Named OM of KFRG-FM & KOJJ-FM/Riverside-San Bernardino and KXFG-FM/Sun City, CA.
- **Bob Moody**: Joined McVay Media as VP/Country.
- **Bill Black**: Added PD duties for WDWG-FM/Mobile.
- **Bill Dollar**: Sixteen-year WSOC-FM/Charlotte personality killed in auto accident.
- **Bruce Logan**: Appointed PD at WSSL-FM/Greenville, SC.
- **Dick Richmond**: Named PD at WIOV/Lancaster, PA.

December

- **Bill Jones**: Hired as GM for WJCC-FM-WXFX-FM-WHHY-AM/Montgomery, AL.
- **Darrin Smith**: Named PD of New York metro "Y107" trio WRGX-FM, WZVU-FM & WWHB-FM.
- **Jeff Reed**: Promoted to WCKT/Ft. Myers PD.
- **Clayton Allen Pickens**: Named PD at KRYS-AM & FM/Corpus Christi.

- **Fresno** — Three/two to two/one.
- **Grand Rapids** — Two/two to two/one.
- **Las Vegas** — Three/two to two/one.
- **Louisville** — Four/two to two/one.
- **Minneapolis** — Two/two to two/one.
- **Oklahoma City** — Three/two to two/one.
- **Raleigh** — Two/two to two/one.
- **Seattle** — Three/three to two/one.
- **Syracuse** — Two/two to one/one.

Is it any wonder Tums purchases have risen dramatically among radio denizens?

Country Radio & Records Retreat

As Country radio dealt with the ownership whirlwind, it also had to come to grips with audience shares that had declined 19% since the halcyon days of the early '90s.

Radio's hand-wringing was outdone only by the Nashville music community, which saw softening radio shares translate into declining re-

tail sales. Early predictions called for country sales to be off 10%-15% from last year. However, buoyed by strong sales since Thanksgiving, it now looks as if 1996 sales won't be down as much as previously feared.

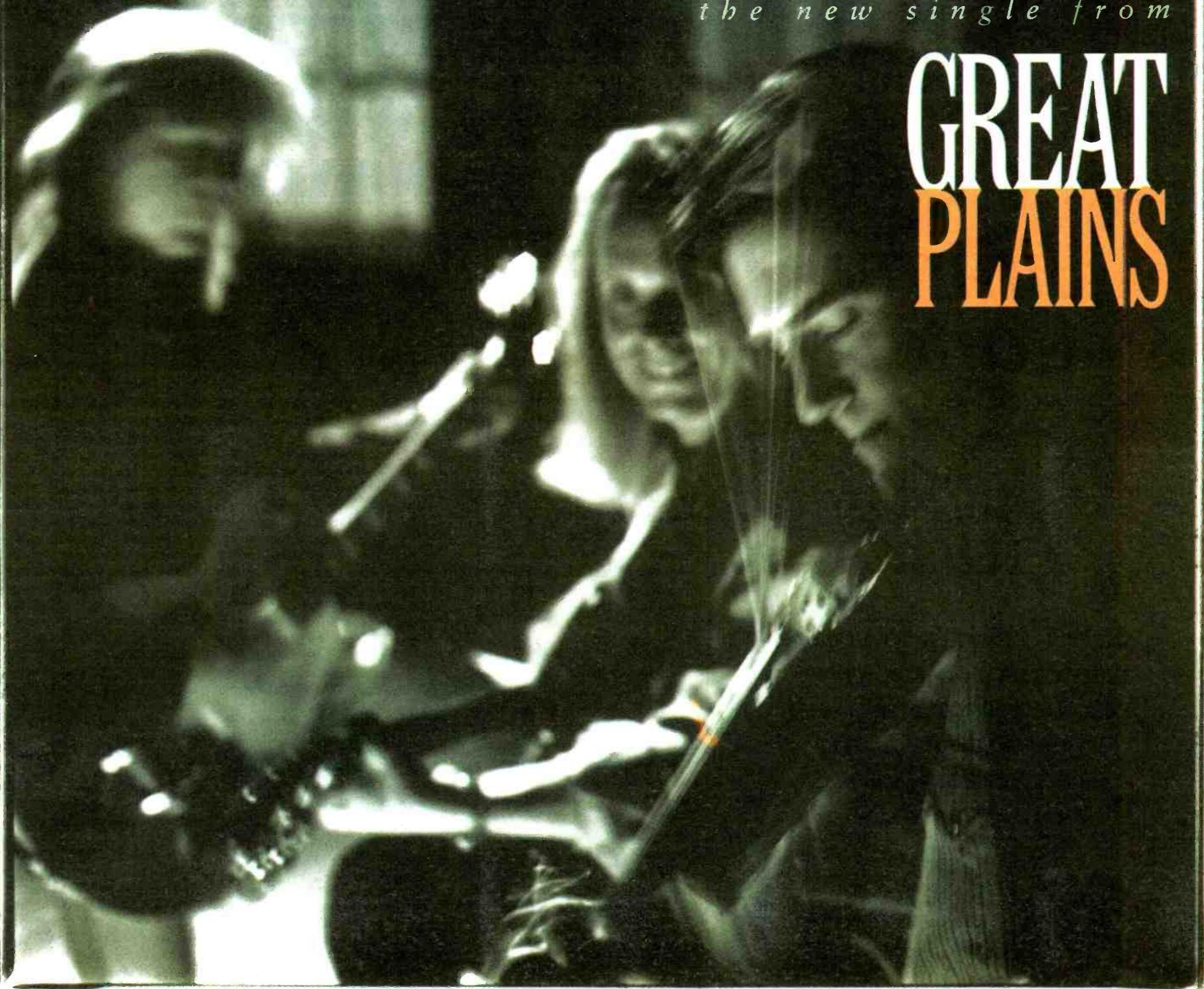
As always, thanks to everybody who took the time to contribute to the columns in the past year.

And from all of us at **R&R/Nashville** — **Ashley Selby, Jennifer Scruggs, Calvin Gilbert**, and me — have a wonderful holiday and a very Happy New Year!

WOLVERTON MOUNTAIN

the new single from

GREAT PLAINS



*"Not since Claude King's mega hit in 1962 have I heard or felt the magic that **Great Plains** brings to their recording of **'Wolverton Mountain.'** This is a song about real people on a mountain in Arkansas...Clifton Clowers was my uncle. He lived to the grand old age of 102. Thanks to **Great Plains**, he lives again with all the bears and birds on **Wolverton Mountain.**"* – Merle Kilgore

GOING FOR ADDS MONDAY JANUARY 13



Crook & Chase & Jimmy Carter & Huh?

Yes, Nashville insider and entertainment reporter, Jimmy Carter, is now Chief Correspondent for the newest programming service from Jones Satellite Networks and Jim Owens Radio.

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JONES SATELLITE NETWORKS®

NASHVILLE THIS WEEK

Competitive Spirit Prevails

The competitive spirit continued to prevail in Music City during 1996, with labels pushing hard to maintain the momentum country music has enjoyed in recent years.

The year saw several young labels stretching their creative muscles to compete with long-established industry leaders. It also marked the shut-down of a spin-off label owned by one of country's major forces.

Waving Goodbye

Closing its doors in August was **A&M/Nashville**, launched in early 1994 as a sister label to **Mercury/Nashville**. The label — originally **Polydor/Nashville** — switched to the A&M logo in February as part of a corporate restructuring at parent company **PolyGram**. A&M/Nashville President **Harold Shedd**, who moved from Mercury to start the new label, had previously announced his resignation in late May. **Toby Keith** — whose "Does That Blue Moon Ever Shine On You?" hit No. 1 in June — was the only A&M artist absorbed into the Mercury roster.

New Label Activities

The **Imprint** logo emerged after snafus in securing legal clearances for its original name, **Veritas**. Imprint released its first music in 1996, as did new labels **Rising Tide**, **Almo Sounds**, and **Word/Nashville**.

Pioneer Electronics announced plans for a new non-country label based in the Nashville suburb of Franklin.

Executive Action

Industry vet **Joe Mansfield** became Co-President/CEO of **Asylum Records**, with **Kyle Lehning** remaining on board as co-President. During his stint as **Capitol/Nashville** and **Liberty** VP/Sales & Marketing, Mansfield is credited with developing the marketing strategy for **Garth Brooks**.

Among upper-level executives exiting from their respective labels: **Capitol/Nashville** Exec. VP/GM **Walt Wilson**, **Magnatone** President **Brent Maher**, and **Sony Music/Nashville** Sr. VP **Scott Siman**.

In March, parent company **Warner Bros.** announced the **Giant** logo would change to **Revolution** for all non-country product. Remaining strong on Music Row, **Giant** and **Reprise/Nashville** joined forces with a "promotion collective" to work both labels' product at radio.

To maximize efforts in their respective promotion departments, restructuring took place at the **RCA/Nashville Label Group (RLG)** and **Arista-Career/Nashville**. The **Curb Group** of labels announced the formation of **Curb/Universal**, with the restructuring of several executive positions.

Bits 'N' Pieces

Among other Music City activities occurring in 1996:

Capitol/Nashville pulled out all the stops to celebrate the success of **Garth Brooks**, whose record sales eclipsed the 60-million mark.

• It's hard to impress Music Row's movers and shakers, but **Reba McEntire** managed the feat by unveiling her new **Starstruck Entertainment** building.

• The **Country Music Association** teamed with *Advertising Age* maga-

zine to present the first annual "Marketing With Country Music" seminar.

• **Gaylord Entertainment's** Grand Ole Opry Group President **Hal Durham** retired, succeeded by Opry VP/GM **Bob Whittaker**.

• Two publishing companies — **Stroudavarious** and **Great Cumberland Music** — merged to become **Hamstein Cumberland Music Group**.

• **John Michael Montgomery** formed the **JMM Company Inc.** to handle concert bookings and public relations.

THE YEAR 1996 IN REVIEW

NASHVILLE IN MOTION

1996's Movers And Shakers

Here's a rundown of some of the year's major appointments at Country labels:

• **Almo Sounds:** Former **A&M/Nashville** Dir./Product Management **Cynthia Grimson** heads marketing and product development.

• **Arista/Nashville:** VP/Promo & Artist Development **Jack Weston** to Manager/Special Promotions; Sr. Dir./National Promo **Bobby Kraig** to VP/Promotion for Arista and **Career**; Mgr./Midwest Promo **Dave Dame** to Dir./National Promo; Dir./Southeast Promo **Mike Owens** to Dir./Field Promo for Arista; **Reunion** VP/Finance **Sherod Robertson** to Dir./Finance; Mgr./A&R **Steve Williams** upped to Director; **BMG Distribution** Mgr./Sales **Rick Shedd** to Sr. Dir./Sales.; **Arista/New York** VP/Rock Promo to VP/Artist Development.

• **Asylum:** **Joe Mansfield** as co-President/CEO; Dir./A&R **John Condon** to Dir./A&R for Asylum and **Elektra**; former **KCIN/Seattle** PD **Ray Randall** to Dir./West Coast Promo succeeding **Lisa Puzo** who became Dir./Northeast Promo Coordinator **Kristi Brake** to Mgr./Creative Services; SOR regional **Nancy Tunick** to Mgr./Field Promo.

• **Career:** Career Dir./National Promo **Denise Nichols** upped to Senior Director.

• **Columbia:** Sr. Dir./Promo **Debi Fleischer** to VP/National Country Promo; Mgr./Southwest Promo **Nancy Richmond** upped to Director; **RCA** Dir./National Promo **Ted Wagner** to Dir./National Promo.

• **BNA:** Dir./National Promo **Tom Sgro** to Sr. Dir./National Promo.

• **Capitol/Nashville:** Attorney **Ansel Davis** as VP/Business Affairs; Sr. Mgr./Marketing **Stephen Medlin** to Dir./Advertising.

• **Curb:** Former **Polydor/Nashville** Dir./National Promo **Jeff Hackett** to Dir./National Promo.

• **MCG/Curb:** Dir./National Promo **John Curb** to VP/Promo; Mgr./National Promo **Gaylen Adams** now Dir./National Promo.

• **Curb/Universal:** MCG/Curb VP **Carson Schreiber** to VP; Dir./National Promo **Gerrie McDowell** to VP/Promo.

• **Decca:** Dir./National Promo **John Lytle** to VP/National Promo; former **Alan Jackson** publicist **Anita Mandell** as Dir./Publicity & Artist Development.

• **Epic:** Sr. Dir./National Country Promo & Artist Development **Rob Dalton** to VP/National Country Promo.

• **Giant-Reprise:** Warner Bros./

Nashville Dir./National Promo **Jack Purcell** as Sr. Dir./Promo.

• **Imprint:** Capitol/Nashville Sr. VP Business Affairs **Wayne Halper** to CFO & VP/Business Development; producer **Steve Fishell** as Dir./A&R; former Mercury/Nashville VP/Promo **Anne Weaver** as VP/Promo.

• **Magnatone:** Former **Giant/Nashville** Dir./National Promotion **Chuck Rhodes** to Sr. VP/Promotion & Marketing; VP/Artist Development **Dianna Maher Sr.** VP/A&R; **Speer Communications** Dir./Business Operations **Caroline Chustz Ducas** as VP/Marketing.

• **MCA:** Dir./Publicity **Jules Wortman** to Sr. Director; Assoc. Dir./Publicity & International Liaison **Sarah Brosmer** to Director; VP/Production & Creative Services **Katie Gillon** to Sr. VP; Dir./A&R **Larry Willoughby** upped to Sr. Director; Dir./A&R Administration **Jule Bailweg** to Sr. Dir./A&R.

• **Mercury:** **Mercury/Nashville** VP/Communications **Sandy Neese** upped to Sr. VP/Media Relations; Dir./Promo & Artist Development **Norbert Nix** upped to VP; Dir./West Coast Promo **Pat Sumegie** elevated to VP; Dir./A&R **Carson Chamberlain** upped to Sr. Director/A&R; Mgr./Media Relations **Kevin Lane** to Dir./Media Relations.

• **RCA/Nashville:** Mid-Atlantic regional **Eric Beggs** to Dir./National Promo.

• **RLG:** **RCA/Nashville** VP **Tommy Daniel** to VP/Strategic Marketing; **BNA** VP **Daie Turner** to VP/Promo, working with the promo departments at both BNA and RCA; Mgr./A&R Administration **Alison Booth** upped to Director; attorney **Katherine Woods** to VP/Legal & Business Affairs

• **Rising Tide:** Former **Uni Distribution** VP/Sales **Joel Hoffner** as VP/Sales & Marketing; Country radio consultant **Tim Murphy** as VP/Promo; former **Giant** Mgr./Southeast Promo **Rick Moxley** as Dir./National Promo.

• **River North:** VP/Field Promo **Kevin Herring** to VP/Promo.

• **Sony/Nashville:** VP/Sales **Mike Kraski** to Sr. VP/Sales & Marketing; Epic/Nashville VP/Marketing & Artist Development **Dean Broadhead** to VP/Marketing & Artist Development; Sr. Creative Director **Bill Johnson** to VP/Creative Services.

Warner-Reprise/Nashville: Sr. VP/GM **Eddie Reeves** named Exec. VP/GM.

THANKS TO: MARTIN & ARTHUR COBE AVILES * PAUL BAR NABEE * TOM BANKS * RENEE BELL * ALISON BOOTH * GLENDA BREAK * TOMMY DANIEL * SUSAN EADY * REESE FAY * JOE COLANTE * JANDY COGMIN * MARY HAMIL * KENTUCKY HEAD * HUNTERS * AMY MAZON * CHARARA LAPLUME * MARY * KT. OSLIN * THERESA RUSSELL * BRITTA DAVIS * GONER * JOE DEVINE * THOGARD * SUZELLE * KEITH GALE * SAM AARON * GESSIE THOMAS * RALPH DAILEY * MIKE WILSON * VAL KRUST * AIMEE JOHNS * KIM REINHOLD * DALE MORRIS & ASSOCIATES * DON COOK * NALLY WILSON * MORRIS NANAS * SHEA * DAVID MALLOY * CALLIN * MORE * JIM MAREL * BRENNER * VAN METE * LAWRENCE LORING * STEVE LINDSEY * HEATHER * MS BEE * SAM RAM * AGC * FISHER * HILLARY NEW * STEVE GIBSON * LARRY HARRIS * TIP-TOP ENTERTAINMENT * PETE ANDERSON * BRUCE ALLEN

WE HAVE A LOT TO CELEBRATE

SARA EVANS

ALABAMA platinum

ARON TIPPIN Gold

CLINT BLACK platinum

MINDY MCCREADY platinum

MARTINA MCBRIDE Gold

LORRIE MORGAN platinum

LONESTAR Gold

JIM LAUDERDALE

RAY VEGA

TY ENGLAND

Half of our Roster is Gold & Platinum

THANKS TO RADIO, RETAIL & MEDIA

Happy Holidays

from The RCA Label Group



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3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL STATIONS/ADDS	PLAY RANK	TOTAL PLAYS	+/- PLAYS	TOTAL POINTS	+/- POINTS
4	4	2	1	GARTH BROOKS That Ol' Wind (Capitol)	191/1	1	7017	+107	36124	+743
6	5	1	2	LEANN RIMES One Way Ticket (Because I Can) (MCG/Curb)	191/0	2	6803	-111	34904	-681
9	7	5	3	TIM MCGRAW Maybe We Should Just Sleep On It (Curb)	192/0	3	6723	+266	34173	+1542
10	8	6	4	TRACY BYRD Big Love (MCA)	192/0	4	6586	+299	33526	+1544
13	10	8	5	KEVIN SHARP Nobody Knows (Asylum/EEG)	192/0	5	6487	+448	33351	+2298
12	9	9	6	JOHN MICHAEL MONTGOMERY Friends (Atlantic)	192/0	6	6337	+282	32308	+1374
14	11	10	7	GARY ALLAN Her Man (Decca)	189/0	7	6114	+521	30726	+2691
16	12	11	8	TRACY LAWRENCE Is That A Tear (Atlantic)	191/0	8	5775	+461	29034	+2028
17	13	12	9	MARY CHAPIN CARPENTER Let Me Into Your Heart (Columbia)	192/0	9	5344	+282	26868	+1273
20	15	13	10	TRISHA YEARWOOD Everybody Knows (MCA)	192/0	10	5173	+406	26139	+1964
21	16	14	11	VINCE GILL Pretty Little Adriana (MCA)	192/1	12	4947	+304	25316	+1493
19	14	15	12	FAITH HILL I Can't Do That Anymore (Warner Bros.)	192/1	13	4900	+191	24745	+1102
2	1	3	13	REBA MCENTIRE The Fear Of Being Alone (MCA)	172/0	15	4706	-2190	24734	-10580
23	18	16	14	MARK CHESNUTT It's A Little Too Late (Decca)	191/1	14	4777	+362	24476	+1985
22	17	17	15	BRYAN WHITE That's Another Song (Asylum/EEG)	190/0	16	4517	+89	22555	+270
25	21	18	16	CLINT BLACK Half Way Up (RCA)	192/1	17	4372	+195	22216	+1218
35	26	20	17	BROOKS & DUNN A Man This Lonely (Arista)	190/1	18	4312	+517	22019	+2557
3	3	4	18	TRACE ADKINS Every Light In The House (Capitol)	151/0	20	3969	-2774	21768	-12653
27	25	22	19	RICK TREVINO Running Out Of Reasons To Run (Columbia)	186/3	19	4030	+363	20106	+2033
26	24	21	20	MINDY MCCREADY Maybe He'll Notice Her Now (BNA)	187/3	21	3946	+252	19776	+1214
28	27	24	21	DARYLE SINGLETARY Amen Kind Of Love (Giant)	187/8	22	3737	+382	18855	+1940
29	28	25	22	COLLIN RAYE What If Jesus Came Back... (Epic)	177/8	23	3699	+413	18556	+2293
31	29	26	23	TOBY KEITH Me Too (Mercury)	182/10	24	3599	+404	17995	+2024
36	31	27	24	TRAVIS TRITT Where Corn Don't Grow (Warner Bros.)	180/8	25	3540	+483	17573	+2461
—	—	33	25	GEORGE STRAIT King Of The Mountain (MCA)	174/28	26	3027	+862	15075	+4432
30	32	28	26	JAMES BONAMY All I Do Is Love Her (Epic)	167/3	27	2908	+173	14171	+1026
32	34	29	27	TY HERNDON She Wants To Be Wanted Again (Epic)	166/7	28	2807	+239	13776	+1061
24	23	23	28	RANDY TRAVIS Would I (Warner Bros.)	132/0	29	2718	-756	13373	-3680
34	33	30	29	BRADY SEALS Another You, Another Me (Reprise)	142/8	31	2503	+131	12977	+637
33	35	31	30	MARK WILLS High Low And In Between (Mercury)	153/3	32	2472	+80	12293	+478
49	40	36	31	JOHN BERRY She's Taken A Shine (Capitol)	160/25	33	2410	+540	11894	+2722
—	—	40	32	PATTY LOVELESS She Drew A Broken Heart (Epic)	168/51	34	2378	+833	11741	+4141
37	36	34	33	MARTY STUART You Can't Stop Love (MCA)	156/7	35	2313	+192	11329	+832
38	37	35	34	SAMMY KERSHAW Politics, Religion And Her (Mercury)	158/13	36	2312	+281	11153	+1528
BREAKER	35	DEANA CARTER We Danced Anyway (Capitol)	149/47	38	2154	+690	10884	+3392		
44	42	39	36	LONESTAR Heartbroke Every Day (BNA)	143/19	40	1939	+353	9472	+1798
40	39	38	37	PAUL BRANDT I Meant To Do That (Reprise)	134/8	41	1829	+150	8807	+730
39	38	37	38	BILLY DEAN I Wouldn't Be A Man (Capitol)	128/2	42	1753	+74	8521	+395
BREAKER	39	DIAMOND RIO Holdin' (Arista)	137/61	44	1690	+781	8174	+4005		
42	41	42	40	DERYL DODD That's How I Got To Memphis (Columbia)	131/9	43	1719	+154	7893	+678
—	47	44	41	NEAL MCCOY That Woman Of Mine (Atlantic)	113/16	50	1271	+263	6067	+1202
—	50	48	42	WADE HAYES It's Over My Head (DKC/Columbia)	90/16	52	1000	+200	4810	+940
—	49	49	43	JEFF WOOD You Just Get One (Imprint)	91/24	53	942	+211	4489	+1018
DEBUT	44	KENNY CHESNEY When I Close My Eyes (BNA)	67/44	58	764	+520	3822	+2377		
DEBUT	45	TY ENGLAND All Of The Above (RCA)	81/38	56	806	+420	3735	+2045		
48	45	47	46	JO DEE MESSINA Do You Wanna Make Something... (Curb)	70/6	55	814	-37	3696	-233
—	48	—	47	RAY VEGA Remember When (BNA)	53/0	62	671	-15	3197	-171
DEBUT	48	SHANIA TWAIN God Bless The Child (Mercury)	58/6	63	633	+22	3147	+158		
DEBUT	49	RHETT AKINS Every Cowboy's Dream (Decca)	59/11	66	594	+109	2803	+503		
DEBUT	50	LEANN RIMES Unchained Melody (MCG/Curb)	22/10	69	446	+153	2752	+777		

This chart reflects airplay from December 16-22. Songs ranked by total points. Highlighted songs indicate Breaker.

192 Country reporters. 185 current playlists. Songs that are down in points for three consecutive weeks are moved to recurrent. © 1996, R&R Inc.

BREAKERS®

DEANA CARTER
We Danced Anyway (Capitol)
77% of our reporters on it (149 stations)
47 Adds • Moves 41-35

DIAMOND RIO
Holdin' (Arista)
71% of our reporters on it (137 stations)
61 Adds • Moves 45-39

MOST ADDED®

ARTIST TITLE LABEL(S)	TOTAL ADDS
DIAMOND RIO Holdin' (Arista)	61
PATTY LOVELESS She Drew A Broken Heart (Epic)	51
DEANA CARTER We Danced Anyway (Capitol)	47
KENNY CHESNEY When I Close My Eyes (BNA)	44
TY ENGLAND All Of The Above (RCA)	38
REGINA REGINA More Than I Wanted To Know (Giant)	29
GEORGE STRAIT King Of The Mountain (MCA)	28
JOHN BERRY She's Taken A Shine (Capitol)	25
JEFF WOOD You Just Get One (Imprint)	24
LONESTAR Heartbroke Every Day (BNA)	19

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GEORGE STRAIT King Of The Mountain (MCA)	+862
PATTY LOVELESS She Drew A Broken Heart (Epic)	+833
DIAMOND RIO Holdin' (Arista)	+781
DEANA CARTER We Danced Anyway (Capitol)	+690
JOHN BERRY She's Taken A Shine (Capitol)	+540
GARY ALLAN Her Man (Decca)	+521
KENNY CHESNEY When I Close My Eyes (BNA)	+520
BROOKS & DUNN A Man This Lonely (Arista)	+517
TRAVIS TRITT Where Corn Don't Grow (Warner Bros.)	+483
TRACY LAWRENCE Is That A Tear (Atlantic)	+461

MOST INCREASED POINTS

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
GEORGE STRAIT King Of The Mountain (MCA)	+4432
PATTY LOVELESS She Drew A Broken Heart (Epic)	+4141
DIAMOND RIO Holdin' (Arista)	+4005
DEANA CARTER We Danced Anyway (Capitol)	+3392
JOHN BERRY She's Taken A Shine (Capitol)	+2722
GARY ALLAN Her Man (Decca)	+2691
BROOKS & DUNN A Man This Lonely (Arista)	+2557
TRAVIS TRITT Where Corn Don't Grow (Warner Bros.)	+2461
KENNY CHESNEY When I Close My Eyes (BNA)	+2377
KEVIN SHARP Nobody Knows (Asylum/EEG)	+2298

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
ALAN JACKSON Little Bitty (Arista)
DAVID KERSH Goodnight Sweetheart (Curb)
GEORGE STRAIT I Can Still Make Cheyenne (MCA)
DEANA CARTER Strawberry Wine (Capitol)
PATTY LOVELESS Lonely Too Long (Epic)
RICOCHET Love Is Stronger Than Pride (Columbia)
KENNY CHESNEY Me And You (BNA)
CLINT BLACK Like The Rain (RCA)
TERRI CLARK Poor, Poor Pitiful Me (Mercury)
TRAVIS TRITT More Than You'll Ever Know (Warner Bros.)

Breakers: Song has achieved airplay at 60% of reporter base for the first time. Bullets awarded to songs gaining in plays and/or points over the previous week. 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.

Happy Holidays from
JEFFWOOD & Imprint Records
"You Just Get One"
49 - 43 91/24
Imprint RECORDS

ARISTA/NASHVILLE CONGRATULATES

BROOKS & DUNN

WINNERS:

R&R #1 Country Song
Of The Year - "My Maria"

plus

CMA Entertainer Of The Year
(First Duo In CMA History)

ACM Entertainer Of The Year

CMA Vocal Duo Of The Year
(For The Fifth Straight Year)

ACM Top Vocal Duet
(For The Fifth Straight Year)

Billboard Country Vocal Group
Of The Year

Billboard Country Song
Of The Year - "My Maria"

THANKS RADIO FOR YOUR CONTINUED SUPPORT!!

Management: Titley/Spalding & Associates

ARISTA
NASHVILLE

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NEW & ACTIVE

CRYSTAL BERNARD *Have We Forgotten What Love Is (River North)*

Total Stations: 34, Total Points: 2174, Total Adds: 0
Plays Include: WYCD 35 (5), KPLM 26 (26), WKDQ 26 (26), WXBQ 26 (26), WGH 19 (19), WRBQ 18 (18), KSNL 15 (5), WDEB 15 (15), WXTA 15 (15), WPKX 14 (14), KYGO 13 (13), WSIX 13 (13), KFDI 12 (12), WCMS 11 (11), KFMS 10 (10), WYVZ 10 (10), KTEX 9 (9), KFKF 8 (8), KKIX 7 (15), KSKS 7 (7), KASH 6 (6), WFMB 6 (6), WTHI 6 (6), KIKF 5 (5), KWNR 5 (5), WBCT 5 (5), WBEE 5 (15), WKSF 5 (5), WMJC 5 (5), WSOC 5 (5), WUSN 5 (5), WXTU 5 (6)

BURNIN' DAYLIGHT *Love Worth Fighting For (Curb)*

Total Stations: 21, Total Points: 2061, Total Adds: 0
Plays Include: WXBQ 38 (38), WKDQ 35 (35), KBEQ 31 (30), WKIX 30 (30), KFKF 25 (25), KUPL 25 (25), WSOC 25 (25), WTCM 22 (22), KALF 20 (20), WYVZ 19 (19), WCMS 18 (18), WRBQ 18 (18), WIRK 16 (16), WXBQ 15 (15), KKIX 12 (35), WOVK 10 (10), KHAY 9 (9), WTDI 6 (6), WDEB 5 (5), WVLK 5 (5)

LITTLE TEXAS *Kiss The Girl (Walt Disney)*

Total Stations: 18, Total Points: 1801, Total Adds: 5, Including: WKIX 20, WAXX 12, WMTZ 8, KZLA 7, KFDI 5
Plays Include: KMLE 28 (28), KEYY 26 (40), WBEE 25 (25), WBOB 24 (24), WKLB 20 (20), WPOC 20 (20), WYVZ 19 (19), WKSF 18 (5), KHAK 15 (8), KPLX 15 (15), WGTU 10 (10), WXBQ 9 (9), KSOP 7 (7)

TONY TOLIVER *He's On The Way Home (Rising Tide/Curb)*

Total Stations: 40, Total Points: 1756, Total Adds: 2, Including: WRBQ 18, KHEY 8
Plays Include: WBCT 35 (10), WWQQ 22 (22), KJUG 15 (15), KRRV 15 (13), KTCS 15 (15), WYNK 13 (13), KNAX 12 (12), WAXX 12 (12), WKNN 12 (12), WTCM 12 (12), WTNT 12 (12), KXKC 10 (8), WKSJ 10 (10), WTVY 10 (10), WYVZ 10 (10), WYYD 10 (10), KATM 9 (9), KTTS 8 (8), WGTU 8 (8), WMTZ 8 (8)

LYLE LOVETT *Private Conversation (Curb/MCA)*

Total Stations: 28, Total Points: 1381, Total Adds: 1, Including: WCKT 6
Plays Include: WYCD 25 (5), WYVZ 19 (19), WWQM 17 (17), WDEB 15 (15), WXTA 15 (15), WGH 14 (14), WGTU 13 (10), WAXX 12 (12), WTCM 12 (12), WCMS 11 (11), WTVY 10 (10), WYYD 10 (10), WAMZ 7 (7), WCOL 7 (7), WWQQ 7 (7), KASE 5 (5), KFDI 5 (5), KRTY 5 (5), KSNL 5 (5), KTTS 5 (5), KVOO 5 (5), KYGO 5 (5), WKSF 5 (5), WMIL 5 (5), WRKZ 5 (5), WTCR 5 (5), WUBE 5 (5)

REGINA REGINA *More Than I Wanted To Know (Giant)*

Total Stations: 31, Total Points: 1185, Total Adds: 29, Including: WBCT 25, WXTA 15, WPKX 14, WUSQ 14, WAXX 12, WTCR 11, KEYY 10, KIKF 10, WTVY 10, WYVZ 10, WRKZ 9, KHAK 8, KKIX 7, WMTZ 7, WWQQ 7, KASH 6, WSM 6, WTHI 6, WXCL 6, KFDI 5, KORD 5, KTCS 5, KTTS 5, KVOO 5, WDEB 5, WCN 5, WSIX 5, WSOC5, WYCD 5

BR5-49 *Even If It's Wrong (Arista)*

Total Stations: 28, Total Points: 1046, Total Adds: 1, Including: KZKX 5
Plays Include: WGRL 23 (23), KRRV 15 (13), KPLM 14 (14), KEYY 10 (10), KWJJ 10 (5), KXKC 10 (9), WDAF 10 (10), WTVY 10 (5), WYVZ 10 (10), KALF 9 (9), WRKZ 9 (9), KNFR 7 (7), KSOP 7 (7), WFRG 7 (7), WMJC 7 (7), KASE 5 (5), KDRK 5 (5), KFDI 5 (5), KGEE 5 (5), KSNL 5 (5), KTTS 5 (5), KVOO 5 (5), KWNR 5 (5), KYCY 5 (5), WDEB 5 (5), WTCR 5 (5), WXTA 5 (5)

DAVID BALL *I'll Never Make It Through This Fall (Warner Bros.)*

Total Stations: 25, Total Points: 1009, Total Adds: 2, Including: WWQM 17, WTCM 12
Plays Include: WKSF 18 (18), KJUG 15 (15), KKIX 15 (15), WEZL 15 (16), WXTA 15 (15), KPLM 14 (14), WUSQ 14 (14), WAXX 12 (12), WNCY 11 (11), WTVY 10 (10), WYVZ 10 (10), KSOP 7 (7), WFRG 7 (7), WCKT 6 (6), WIXY 6 (6), WSM 6 (6), WTHI 6 (6), KFDI 5 (5), KTTS 5 (5), KVOO 5 (5), WDEB 5 (5), WRKZ 5 (5), WYCD 5 (5)

TERRI CLARK *Emotional Girl (Mercury)*

Total Stations: 14, Total Points: 763, Total Adds: 13, Including: WBYT 18, WTCR 16, KYGO 13, KCYY 12, WYRK 12, WYVZ 10, WQXK 8, KSOP 7, KUZZ 7, WUSY 7, KNCI 6, WXCL 6, KWJJ 5
Plays Include: WBOB 7 (7)

RICOCHE *Let It Snow Let It Snow Let It Snow (Columbia)*

Total Stations: 12, Total Points: 667, Total Adds: 7, Including: KTTS 32, WGTU 12, KGEE 7, WMSI 7, WRBQ 7, KFMS 5, WBYT 5
Plays Include: WKXK 24 (24), WKSF 18 (18), WYVZ 10 (10), WBBS 5 (5), WKHK 5 (5)

LARRY STEWART *Always A Woman (Columbia)*

Total Stations: 18, Total Points: 663, Total Adds: 17, Including: KKIX 15, WUSQ 14, WRNS 13, WTCM 12, WTVY 10, WCKT 6, WSM 6, WTHI 6, KFDI 5, KTTS 5, KVOO 5, WDEB 5, WKSF 5, WRKZ 5, WSIX 5, WTCR 5, WVLK 5
Plays Include: WYVZ 10 (10)

ALABAMA *The Blessings (RCA)*

Total Stations: 16, Total Points: 622, Total Adds: 5, Including: KGEE 7, WRBQ 7, KHAY 6, KWJJ 5, WKML 5
Plays Include: WESC 18 (18), WKXC 18 (18), WIBW 15 (7), KYGO 13 (13), KSOP 7 (7), KFDI 5 (5), KFMS 5 (5), KNAX 5 (5), KVOO 5 (5), WKHK 5 (5), WSOC 5 (5)

THREE HANKS *Move It On Over (MCG/Curb)*

Total Stations: 15, Total Points: 502, Total Adds: 1, Including: WDAF 10
Plays Include: WXTA 15 (15), KIKF 10 (10), WTVY 10 (10), WYVZ 10 (10), KHAY 9 (9), KBUL 5 (5), KDRK 5 (5), KFDI 5 (5), KFRG 5 (10), KTTS 5 (5), KVOO 5 (5), WDEB 5 (5), WKSF 5 (5), WTCR 5 (5)

WESTERN FLYER *Lost In You (SOR)*

Total Stations: 12, Total Points: 420, Total Adds: 0
Plays Include: WFGY 15 (15), WXTA 15 (15), WYVZ 10 (10), KKIX 7 (7), WXCL 6 (6), KFDI 5 (5), KTTS 5 (5), KVOO 5 (5), WDEB 5 (5), WKSF 5 (5), WRKZ 5 (5), WTVY 5 (5)

Songs Ranked By Total Points

NATIONAL RADIO FORMATS

ABC RADIO NETWORKS

Coast To Coast

Mark Edwards (214) 991-9200

Adds:

KENNY CHESNEY When I Close My Eyes
WADE HAYES It's Over My Head
NEAL McCOY That Woman Of Mine

Hottest:

KEVIN SHARP Nobody Knows
GARY ALLAN Her Man
DEANA CARTER We Danced Anyway

AFTER MIDNITE ENTERTAINMENT

Craig Scott • (901) 755-9753

Adds:

DEANA CARTER We Danced Anyway
KENNY CHESNEY When I Close My Eyes

Hottest:

TRACY BYRD Big Love
KEVIN SHARP Nobody Knows
TIM McGRAW Maybe We Should Just Sleep On It
GARY ALLAN Her Man
JOHN MICHAEL MONTGOMERY Friends

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

Adds:

CLINT BLACK Half Way Up
DERYL DODD That's How I Got To Memphis
LONESTAR Heartbroke Every Day

Hottest:

REBA McENTIRE The Fear Of Being Alone
TRACE ADKINS Every Light In The House
LEANN RIMES One Way Ticket (Because I Can)
TRACY BYRD Big Love
KEVIN SHARP Nobody Knows

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

Digital Country — L.J. Smith

Adds:

DEANA CARTER We Danced Anyway
PATTY LOVELESS She Drew A Broken Heart
LARRY STEWART Always A Woman

Hottest:

ALAN JACKSON Little Bitty
REBA McENTIRE The Fear Of Being Alone
TRACE ADKINS Every Light In The House
LEANN RIMES One Way Ticket (Because I Can)
JOHN MICHAEL MONTGOMERY Friends

Digital New Country — L.J. Smith

Adds:

DEANA CARTER We Danced Anyway
PATTY LOVELESS She Drew A Broken Heart
LARRY STEWART Always A Woman

Hottest:

ALAN JACKSON Little Bitty
REBA McENTIRE The Fear Of Being Alone
TRACE ADKINS Every Light In The House
LEANN RIMES One Way Ticket (Because I Can)
JOHN MICHAEL MONTGOMERY Friends

Super Country/Pure Country

Adds:

DEANA CARTER We Danced Anyway
PATTY LOVELESS She Drew A Broken Heart
BRADY SEALS Another You, Another Me
LARRY STEWART Always A Woman

BROADCAST PROGRAMMING CONTINUED

Hottest:

TRACE ADKINS Every Light In The House
JOHN MICHAEL MONTGOMERY Friends
ALAN JACKSON Little Bitty
FAITH HILL I Can't Do That Anymore
GARY ALLAN Her Man

GREAT AMERICAN COUNTRY VIDEO NETWORK

Jim Murphy • (303) 784-8700

Adds:

HARLEY ALLEN Boy Did She
BR5-49 Even If It's Wrong
BROOKS & DUNN A Man This Lonely
COLLIN RAYE It Could Happen Again
REGINA REGINA More Than I Wanted To Know

Hottest:

TRACE ADKINS Every Light In The House
MARY CHAPIN CARPENTER Let Me Into Your Heart
LEANN RIMES One Way Ticket (Because I Can)
TIM McGRAW Maybe We Should Just Sleep On It
ALAN JACKSON Little Bitty

JONES SATELLITE NETWORKS

Phil Barry • (303) 784-8700

U.S. Country — Jim Murphy

Adds:

RHETT AKINS She's Every Cowboy's Dream
NEAL McCOY That Woman Of Mine

Hottest:

TRACY BYRD Big Love
TIM McGRAW Maybe We Should Just Sleep On It
JOHN MICHAEL MONTGOMERY Friends
LEANN RIMES One Way Ticket (Because I Can)
KEVIN SHARP Nobody Knows

WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

Hot Country — David Felker

Adds:

DEANA CARTER We Danced Anyway
DIAMOND RIO Holdin'
PATTY LOVELESS She Drew A Broken Heart
GEORGE STRAIT King Of The Mountain

Hottest:

LEANN RIMES One Way Ticket (Because I Can)
TIM McGRAW Maybe We Should Just Sleep On It
GARTH BROOKS That Ol' Wind
TRACY BYRD Big Love
REBA McENTIRE The Fear Of Being Alone

Mainstream Country — David Felker

Adds:

JOHN BERRY She's Taken A Shine
GEORGE STRAIT King Of The Mountain
MARTY STUART You Can't Stop Love

Hottest:

GARTH BROOKS That Ol' Wind
TRACE ADKINS Every Light In The House
ALAN JACKSON Little Bitty
LEANN RIMES One Way Ticket (Because I Can)
REBA McENTIRE The Fear Of Being Alone

TNN
THE NASHVILLE NETWORK.
60.2 million households
Traci Todd,
Manager/Video Programming

ADDS

DEANA CARTER We Danced Anyway (Capitol)
SWEETHEARTS OF THE RODEO Beautiful Lies (Sugar Hill)
RAY VEGA Remember When (BNA)

HEAVY

BROOKS & DUNN A Man This Lonely (Arista)
TRACY BYRD Big Love (MCA)
MARY CHAPIN CARPENTER Let Me Into Your... (Columbia)
DEANA CARTER We Danced Anyway (Capitol)
MARK CHESNUTT It's A Little Too Late (Decca)
TERRI CLARK Poor, Poor Pitiful Me (Mercury)
FAITH HILL I Can't Do That Anymore (Warner Bros.)
ALAN JACKSON Little Bitty (Arista)
TRACY LAWRENCE Is That A Tear (Atlantic)
MINDY McCREADY Maybe He'll Notice Her Now (BNA)
REBA McENTIRE The Fear Of Being Alone (MCA)
TIM McGRAW Maybe We Should Just Sleep On It (Curb)
LEANN RIMES One Way Ticket... (MCG/Curb)
KEVIN SHARP Nobody Knows (Asylum/EEG)
RANDY TRAVIS Would I (Warner Bros.)
BRYAN WHITE That's Another Song (Asylum/EEG)
TRISHA YEARWOOD Everybody Knows (MCA)

Information current as of December 16.

CMT
COUNTRY MUSIC TELEVISION

30.8 million households
Tracy Rogers, Director/Programming
Paul Hastaba, VP/GM

ADDS

BILLY RAY CYRUS Three Little Words (Mercury)

TOP 10

TRACY BYRD Big Love (MCA)
REBA McENTIRE The Fear Of Being Alone (MCA)
ALAN JACKSON Little Bitty (Arista)
MARY CHAPIN CARPENTER Let Me Into Your... (Columbia)
TERRI CLARK Poor, Poor Pitiful Me (Mercury)
LEANN RIMES One Way Ticket (MCG/Curb)
KEVIN SHARP Nobody Knows (Asylum)
TRACE ADKINS Every Light In The House (Capitol)
FAITH HILL I Can't Do That Anymore (Warner Bros.)
TRISHA YEARWOOD Everybody Knows (MCA)

HEAVY

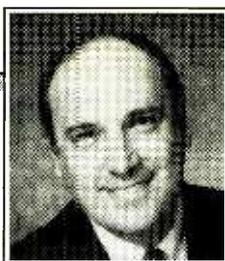
MARY CHAPIN CARPENTER Let Me Into Your... (Columbia)
TERRI CLARK Poor, Poor Pitiful Me (Mercury)
FAITH HILL I Can't Do That Anymore (Warner Bros.)
ALAN JACKSON Little Bitty (Arista)
TRACY LAWRENCE Is That A Tear (Atlantic)
REBA McENTIRE The Fear Of Being Alone (MCA)
TIM McGRAW Maybe We Should Just Sleep On It (Curb)
LEANN RIMES One Way Ticket... (MCG/Curb)
KEVIN SHARP Nobody Knows (Asylum/EEG)
BRYAN WHITE That's Another Song (Asylum/EEG)
TRISHA YEARWOOD Everybody Knows (MCA)

HOT SHOTS

JOHN BERRY She's Taken A Shine (Capitol)
PAUL BRANDT I Meant To Do That (Reprise)
BR5-49 Even If It's Wrong (Arista)
BROOKS & DUNN A Man This Lonely (Arista)
DEANA CARTER We Danced Anyway (Capitol)
TOBY KEITH Me Too (Mercury)
MAVERICKS I Don't Care If You Love Me Anymore (MCA)
JO DEE MESSINA Do You Wanna Make Something... (Curb)
DAVID LEE MURPHY She's Really Something To... (MCA)
RICOCHE I Meant To Do That (Columbia)
TRAVIS TRITT Where Corn Don't Grow (Warner Bros.)

Heavy rotation songs receive four to five plays per day.
Hot Shots receive three to four plays per day. 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 December 16.



MIKE KINOSHIAN

A Year With Plenty Of Activity

Here's confirmation that no shortage of job changes or format flips marked the past 12 months.

December 1995

12/8: WMJX/Boston GM **Peter Smyth** tacks on corporate duties as Greater Media VP/Radio Sales ... WENS/Indianapolis elevates PD **Greg Dunkin** to Operations Director ... KUDL/Kansas City VP/GM **Fred Murr** succeeds **Kurt Mische** as KSNE/Las Vegas VP/GM.

12/15: Soft AC WSSH/Boston becomes NAC WOAZ ... WRMP/West Palm Beach Consultant/PD **Reid Reker** departs for Phoenix to become GM of Sports KGME-AM and Alternative duo KEDJ-FM & KHOT-FM ...



Tony Coles

WLQT/Dayton PD **Mary Fleenor** adds PD duties at co-owned Oldies WDOL/Dayton ... KJMZ/Las Vegas (now Hot AC KMXB) appoints **Mike Marino** PD.

12/22: Soft AC KXEZ/Los Angeles (now Rhythmic Hot AC KIBB) names **Tony Coles** PD ... WJXB/Knoxville promotes **Barbara Bridges** to MD.

January

1/5: **Casey Keating** succeeds **Dave Shakes** as PD of Hot AC KIOI/San Francisco ... AC KMXB/Salt Lake City becomes Rock Alternative KENZ ...



Casey Keating

WMAG/Greensboro GSM **Kim Pyle** is promoted to Station Manager.

1/12: PD **Peter Smith** leaves Soft AC WVEZ/Louisville to program '70s WNAP/Indianapolis ... "All Holiday Music" WAJE/Louisville becomes Rock AC; **Dave Michaels** is appointed PD.

1/19: WHYZ/NY Director/Sales **Paul Talbot** succeeds **Wayne Walker** as GM of KVRV/Phoenix (now KZZP) ... KOSI/Denver boosts GSM **Dave Juris** to VP/GM ... **Carey Merz** becomes President/GM of WAMG-FM & WMYX/Milwaukee ... Hot AC WMBX/Richmond PD **Steve Davis** joins Zapoleon Media Strategies.

1/26: WPAT/New York segues to Spanish "Suave FM" ... Hot AC KPLZ/Seattle PD **John Dimick** departs to program CHR WNCI/Columbus ... WAJI/Ft. Wayne promotes APD/MD **Barb Richards** to PD.

THE YEAR 1996 IN REVIEW

February

2/16: Police officially list WMJJ/Birmingham PD **Joe Madison** as a missing person.

2/26: **Patrick Reedy** becomes VP/GM of Hot AC KISN-FM/Salt Lake City ... Dave Shakes is named VP/Consulting at Alan Burns & Associates ... Classic Rock KCBQ/San Diego becomes "Sets FM" ... WLYT/Charlotte promotes GSM **Reta Thorn** to Station Manager/GSM.

March

3/8: Hot AC WKEE-FM/Huntington, WV PD **Dan Persigehl** replaces **Steve Elliott** as PD at KVRV/Phoenix (now KZZP).

3/15: PD **Chris Conley** leaves WSHH/Pittsburgh to program NAC KHIH/Denver ... Hot AC WMC-FM/Memphis night talent **Frank Brinsley** adds MD duties ... Former WOOD/Grand Rapids PD **Skip Eslick** returns to the station as GM.

3/29: KRWM/Seattle GSM **Marijane Milton** is elevated to GM ... Kickin' Country KCIN/Seattle becomes Rhythmic Hot AC KBKS ... WRMF/West Palm Beach names **Ken Payne** PD.

April

4/5: **Gene Knight** is tapped to program KKBH/San Diego ... The murdered body of WMJJ/Birmingham PD **Joe Madison** is found in a lake north of the city; **John Stuart** succeeds **Madison** as PD.

4/12: Former KYSR/Los Angeles PD **Randy Lane** forms an alliance with Pollack Media Group.

4/19: Hot AC KDMX/Dallas appoints **J.D. Freeman** GM.

4/26: Rhythmic Hot AC KBKS/Seattle names WMTX/Tampa morning show producer **John Stewart** PD ... WMGF/Orlando selects

Laura Dane as PD ... WVEZ/Louisville names **Bob Bronson** PD ... **Stan Main** becomes OM of Hot AC/AC combo KAMX-FM & KKMJ-FM/Austin ... CHR/Rhythmic KJMZ/Las Vegas flips to Hot AC.

May

5/3: Former KFMB AM & FM/San Diego VP/GM **Paul Palmer** joins crosstown Classical KFSD as GM.

5/10: Adult Alternative WSHH/Miami segues to Hot AC ... **Todd Wallace** succeeds **Roger Thomas** as PD of KKLTV/Phoenix.

5/17: **Kent Phillips** succeeds **John Dimick** as PD of Hot AC KPLZ/Seattle.

5/31: Hot AC KSTP-FM/Minneapolis PD **Bob Davis** resigns ... **Mike Reeves** succeeds **Mason Dixon** as PD of Hot AC WMTX/Tampa ... Longtime WOMX/Orlando GM **Rick Weinkauff** joins Oldies WMJJ/Cleveland as GM.

June

6/7: WUSA/Tampa appoints **Mason Dixon** PD ... WWNK/Cincinnati GM **Tom Sly** is promoted to VP/GM ...



Mason Dixon

Chris Kampmeier becomes VP/Programming for Paxson/Orlando (which includes Soft AC WMGF) ... **Bill Stairs** joins Hot AC WTIC-FM/Hartford as OM.

6/14: KRQR/San Francisco becomes Alternative-leaning Hot AC "Alice @ 97.3 FM" (KLLC) ... Hot AC KYKY/St. Louis Sr. VP/GM **Karen Carroll** adds GM duties for co-owned Soft AC KEZK ... WMGF/Orlando OM **John Frost** is elevated to VP/Programming of parent Paxson Communications ... WHYN-AM & FM/Springfield, MA Station Manager/PD **Bill Hess** joins Commodore Media as Regional VP/Programming & Operations.

6/21: **Tex Meyer** becomes GM of WSHH/Pittsburgh.

6/28: Evergreen Bright AC WEBR/Washington returns to Soft AC, re-acquiring its WGAY calls. WASH/Washington PD **Steve Streit** adds WEBR programming duties ...

WAEV/Savannah, GA PD **Burke Allen** moves to PD of Hot AC KISN-FM/Salt Lake City ... Rock WDIZ/Orlando flips to Adult-leaning Hot AC as WSHE ... **Dan Wachs** is appointed VP/GM of Hot AC WOMX/Orlando ... Suburban Los Angeles simulcast Hot AC combo KACD-FM & KBCD-FM changes to Dance.

Do You Hear What I Hear?

The following helps shed some light on similarities and differences among AC, Hot AC, CHR/Pop, and Adult Alternative.

A scant 13.3% of songs reaching Top 15 status on CHR/Pop in 1996 failed to hit R&R's Hot AC chart. Representative songs from that group include LaBouche's "Be My Lover" and "Sweet Dreams."

While nearly 30% of the common CHR/Pop Top 15/Hot AC chart songs fell in the second half of the Hot AC chart, more than 40% were Top Five Hot AC hits. Here's the complete breakout:

• Top Five	42.1%
• #6 - #10	14.0%
• #11 - #15	15.6%
• #16 - #20	12.5%
• #21 - #30	15.6%

About one of every four songs (24.1%) peaking somewhere in the Top 15 on our Hot AC chart never reached AC's chart. Examples include **Alanis Morissette's** "Head

Over Feet" and "Ironic."

Conversely, nearly one of every three songs (32.3%) landing in AC's Top 15 failed to appear on Hot AC's chart. **Jim Brickman** (3 songs) and **Peter Cetera** (2) are representative AC-exclusive artists.

Almost six of every 10 songs (58.8%) hitting Adult Alternative's Top 15 in 1996 missed the Hot AC chart.

More than one of every three common Adult Alternative Top 15/Hot AC chart songs placed Top Five on the Hot AC chart. Here's the complete breakout:

• Top Five	34.2%
• #6 - #10	14.2%
• #11 - #15	14.2%
• #16 - #20	11.4%
• #21 - #30	25.7%

July

7/12: KODA/Houston appoints **Marc Sherman** PD ... **Pat McMahon** succeeds **Bob Burch** as KEZK/St. Louis PD.

7/19: WRAL/Raleigh PD **Todd Fisher** is named PD at Capitol Broadcasting sister Hot AC WWMX/Baltimore and also becomes Capitol Radio Division Director/Programming.

7/26: **Chuck Knight** leaves WYXR/Philadelphia to succeed **Don Hallett** as WSNY/Columbus PD.

August

8/2: KDMX/Dallas MD **Kim Ashley** is elevated to PD, replacing **Russ Morley** ... Sandusky/Seattle (which includes ACs KLSY-FM & KRWM-FM) appoints **Bob Kaake** Director/Programming ... KOSI/Denver boosts PD **Scott Taylor** to Director/Programming & Operations and names **Steve Hamilton** PD ... KODA/Houston OM **Dave Dillon** is promoted to Regional VP/Programming for parent SFX Broadcasting.

8/9: Hot AC WPLJ/New York VP/Programming **Tom Cuddy** adds corporate VP/Music Programming stripes ... RCA promotes **Bonnie Goldner** from VP/Promotion to VP/National Promotion.

8/16: **Jim Ryan** follows **Kurt Johnson** as WLTW/New York PD ... PD **Ken Medek** moves from CHR WKRZ/Wilkes Barre to program Hot AC WBLI/Long Island ... **Steve Reynolds** succeeds **Todd Fisher** as PD of Hot AC WRAL/Raleigh.

September

9/6: Soft AC KXEZ/Los Angeles becomes Rhythmic Hot AC KIBB ... **Tom Chase** becomes Jacor's Director/Cincinnati Programming & Operations (which includes AC WWNK) ... Soft AC WAMG/Milwaukee becomes Rhythmic AC ... WZZU/Raleigh jettisons Classic Rock for Soft AC (WRSN) and appoints WVEZ/Louisville PD **Bob Bronson** to a similar post.

9/13: KLLC/San Francisco names **Louis Kaplan** PD ... **Chris Conley** joins the WEBE/Philadelphia programming slot ... **C.C. Matthews** replaces **Bob Bronson** as PD of WVEZ/Louisville.

9/20: WXNU/Louisville becomes Alternative-leaning Hot AC.

9/27: **Michael Newman** joins Alternative-leaning Hot AC KBBT/Portland as PD ... Hot AC WJRX/Monmouth promotes OM/PD **Lance DeBock** to VP/GM ... **Bob Longwell** joins AC/Hot AC combo KSSK-AM & FM/Honolulu as GM.

October

10/4: CHR WMXQ/Birmingham (now WYSF) switches to Soft AC.

10/11: **Chuck Morgan** leaves WMC-FM/Memphis to become PD of WMTX/Tampa ... WIVY/Jacksonville names **David Moore** PD ... Evergreen appoints **Steve Streit** VP/Director AC Programming.

November

11/1: Former KYSR/Los Angeles PD **Dave Beasing** joins Jacobs Media Consulting.

11/15: **Stacy Cantrell** joins Hot AC WWSN/Charlotte as PD ... **Julie Stoeckel** is the new MD at Alternative-leaning Hot AC KLLC/San Francisco.

11/22: **Dave Allan** follows **Chuck Knight** as OM/PD at Hot AC WYXR/Philadelphia.

11/29: WWMX/Baltimore's **Todd Fisher** moves to Minneapolis to replace **Bob Davis** as Hot AC KSTP-FM's PD ... Former KDMX/Dallas PD **Russ Morley** succeeds **Chuck Morgan** as PD of Hot AC WMC-FM/Memphis.

December

12/6: **Gary Jackson** succeeds **Mark Pollitt** as PD of WMYI/Greenville, SC.

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
3	3	3	1	TONI BRAXTON Un-break My Heart (<i>LaFace/Arista</i>)	2253	2112	2042	1931	97/3
2	2	1	2	BARBRA STRESAND & BRYAN ADAMS I Finally Found Someone (<i>Columbia</i>)	2226	2200	2079	1971	95/0
1	1	2	3	JOURNEY When You Love A Woman (<i>Columbia</i>)	2130	2168	2215	2195	95/0
5	4	4	4	ROD STEWART If We Fall In Love Tonight (<i>Warner Bros.</i>)	2089	2042	1953	1834	94/2
16	8	5	5	WHITNEY HOUSTON I Believe In You And Me (<i>Arista</i>)	1751	1616	1278	869	93/0
6	6	6	6	CELINE DION It's All Coming Back To Me Now (<i>550 Music</i>)	1501	1531	1665	1751	80/0
4	5	7	7	ELTON JOHN You Can Make History (Young Again) (<i>MCA</i>)	1398	1520	1754	1889	74/0
13	13	9	8	HUEY LEWIS & THE NEWS 100 Years From Now (<i>Elektra/EEG</i>)	1331	1282	1089	1024	73/2
7	7	8	9	ERIC CLAPTON Change The World (<i>Reprise</i>)	1283	1350	1377	1440	79/0
15	14	11	10	LIONEL RICHIE Still In Love (<i>Mercury</i>)	1216	1169	1083	907	81/3
9	9	10	11	DONNA LEWIS I Love You Always Forever (<i>Atlantic</i>)	1071	1184	1255	1288	65/0
20	17	14	12	GLORIA ESTEFAN I'm Not Giving You Up (<i>Epic</i>)	1064	919	735	618	72/5
11	10	12	13	MADONNA You Must Love Me (<i>Warner Bros.</i>)	911	1040	1167	1199	60/0
10	12	13	14	KENNY G The Moment (<i>Arista</i>)	856	969	1146	1272	54/1
BREAKER			15	SEAL Fly Like An Eagle (<i>Warner Sunset/Atlantic</i>)	804	717	665	635	45/3
8	11	15	16	MICHAEL BOLTON Love Is The Power (<i>Columbia</i>)	731	835	1147	1323	48/0
—	—	22	17	MANNHEIM STEAMROLLER Angels We Have... (<i>American Gramophone</i>)	728	443	257	102	70/7
14	15	16	18	BRYAN ADAMS Let's Make A Night To Remember (<i>A&M</i>)	686	762	857	1013	47/0
25	22	20	19	CELINE DION Send Me A Lover (<i>MMI</i>)	661	593	483	422	58/2
—	29	21	20	VANESSA WILLIAMS Do You Hear What I Hear? (<i>Mercury</i>)	649	459	288	62	76/6
21	21	19	21	MICHAEL ENGLISH Freedom (<i>Curb</i>)	628	619	587	554	41/3
12	16	18	22	PHIL COLLINS Dance Into The Light (<i>Face Value/Atlantic</i>)	560	713	839	1036	39/0
—	—	28	23	KENNY LOGGINS For The First Time (<i>Columbia</i>)	466	325	207	138	52/15
29	27	25	24	"AFKAP" Betcha By Golly Wow! (<i>NPG/EMI</i>)	441	389	299	244	39/1
27	26	26	25	PETER CETERA w/RONNA REEVES S.O.S. (<i>River North</i>)	433	377	313	282	40/3
26	24	23	26	TONY RICH PROJECT Leavin' (<i>LaFace/Arista</i>)	389	402	388	378	37/0
DEBUT			27	BRUCE ROBERTS & DONNA SUMMER Whenever There's Love (<i>Universal</i>)	354	267	214	150	34/2
28	28	27	28	DC TALK Just Between You And Me (<i>Virgin</i>)	345	350	295	252	21/2
—	—	30	29	DON HENLEY Through Your Hands (<i>Revolution</i>)	342	277	169	85	31/6
DEBUT			30	JIM BRICKMAN Do You Hear What I Hear? (<i>Windham Hill</i>)	337	242	125	31	40/5

This chart reflects airplay from December 16-22. Songs ranked by total plays. Highlighted songs indicate Breaker. 97 AC reporters. 87 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1996, R&R Inc.

NEW & ACTIVE

BARRY MANILOW Bluer Than Blue (*Arista*)

Total Stations: 34, Adds: 8, Plays: 262, WWLI 10 (5), WLEV 5 (5), WLIF 9 (9), WKWK 5 (5), WMGS 5, WJBR 8, WARM 6 (6), WTCB 7 (7), WKTK 14, WTVR 5 (5), WDEF 5 (5), WOOF 15 (8), WAHR 10 (5), WTFM 10, KTDY 6 (6), KMXR 5 (5), KVIL 8 (8), KMGL 5 (5), KQXT 7 (5), WROE 10 (10), WDOK 10, WIKY 3 (5), WCRZ 8 (8), WOOD 4 (3), WTPI 10 (8), WFMK 10 (10), WGLM 7 (7), WQLR 3, WLTE 5 (5), KKL 13, KSNE 10 (8), KWAV 5 (5), KKCW 12 (12), KISC 7.

JIMMY BUFFETT Merry Christmas Alabama (*Margaritaville/MCA*)

Total Stations: 34, Adds: 3, Plays: 250, WRCH 3 (3), WWLI 5, WLIF 10 (9), WAFY 11 (10), WBEB 8 (12), WKWK 5 (5), WBBO 3 (3), WTCB 4 (3), WSPA 7 (4), WLRF 4 (4), WTVR 10 (5), WEAT 5 (5), WRMF 4 (3), WDEF 10 (10), WOOF 15 (5), WAHR 5 (5), KTDY 18 (5), KHLA 5, WVEZ 3 (3), WRVR 8 (5), WLAC 12 (11), WLTS 11 (5), KMXR 3 (3), KQXT 10 (5), WROE 21 (21), WRRM 15 (10), WOOD 4 (5), WGLM 3 (3), WQLR 5 (5), WLTE 5 (5), KELO 5, KWAV 5 (3), KKCW 5 (5), KZST 3 (3).

R. KELLY I Believe I Can Fly (*Jive*)

Total Stations: 26, Adds: 3, Plays: 227, WWLI 10 (10), WLIF 7, WMJQ 14 (14), WAFY 14 (13), WKWK 5 (5), WMGS 7 (7), WTCB 7 (7), WTVR 5 (5), WDEF 10 (10), WOOF 15 (8), WAHR 10 (10), WVEZ 5, WRVR 9 (9), WLAC 10 (10), KMXR 5 (5), KVIL 12 (12), KQXT 7 (7), WDOK 9 (9), WOOD 5 (5), WFMK 10 (10), WGLM 7 (7), WQLR 7, KKL 5 (5), KOSI 3 (3), KWAV 5 (5), KGBY 24 (24).

DAVID BENOIT w/MICHAEL FRANKS Christmas Time Is Here (*GRP*)

Total Stations: 27, Adds: 6, Plays: 188, WWLI 10 (5), WLIF 10 (7), WLZW 5 (5), WKWK 5 (5), WARM 2, WBBO 3 (3), WSPA 3 (2), WMGF 6 (5), WDEF 5 (5), WAHR 5 (5), WTFM 9 (5), KTDY 15 (5), WVEZ 10 (10), KMXR 3 (3), KQXT 10 (5), WROE 3 (3), WAJI 4, WOOD 5 (2), WTPI 6 (4), WGLM 13 (3), KDAT 8, WLTE 5, KELO 18 (18), KEZK 9, KKL 5 (5), KWAV 5 (5), KXLY 6.

JOHN MELLENCAMP Just Another Day (*Mercury*)

Total Stations: 11, Adds: 1, Plays: 162, WLEV 10 (10), WMJQ 28 (28), WTCB 7 (7), WKTK 14, WAHR 10 (10), WTFM 25 (25), KTDY 7 (7), WLAC 21 (16), KQXT 7 (7), WMGN 17 (17), WQLR 16 (16).

BABYFACE Every Time I Close My Eyes (*Epic*)

Total Stations: 14, Adds: 1, Plays: 147, WLIF 9 (7), WBEB 5 (7), WTCB 16 (16), WTVR 5 (5), WOOF 15 (15), WAHR 10 (5), KQXT 7 (7), WFMK 10 (10), WGLM 7 (7), WQLR 16 (13), WLTE 5 (5), KKL 13 (13), KJSN 5, KGBY 24 (13).

FINE YOUNG CANNIBALS The Flame (*MCA*)

Total Stations: 17, Adds: 1, Plays: 128, WRCH 10 (10), WWLI 10 (10), WLEV 10 (10), WKWK 5 (5), WTCB 7 (7), WTVR 5 (5), WAHR 10 (10), KHLA 5 (5), KQXT 5 (5), WLQT 7 (7), WFMK 10 (10), WGLM 7, WQLR 7 (7), KUDL 4 (5), KKL 7 (7), KWAV 10 (10), KISC 9 (9).

KITARO Little Drummer Boy (*Domo*)

Total Stations: 17, Adds: 7, Plays: 89, WWLI 10 (5), WYJ8 5 (3), WKWK 5 (5), WARM 2, WLTS 5, KMXR 3, KQXT 10 (5), WROE 3 (3), WDOK 9, KELO 5, KOSI 2 (2), KRNO 5 (5), KWAV 5 (5), KSBL 5 (5), KZST 1, KISC 7 (7), KXLY 7.

DOLLY PARTON Peace Train (*Rising Tide*)

Total Stations: 10, Adds: 5, Plays: 67, WWLI 10 (5), WTVR 5 (5), WDEF 5 (5), KVIL 8, KQXT 5 (5), WROE 4, WFMK 10, WGLM 7 (5), WLTE 8, KWAV 5.

LOU RAWLS w/BRIAN SETZER ORCHESTRA So They Say It's Christmas (*TVT*)

Total Stations: 13, Adds: 8, Plays: 64, WRCH 1 (1), WWLI 5, WSRS 7, WJBR 7, WEAT 7 (5), WRMF 4 (2), WVEZ 2, KQXT 10, WROE 3, WTPI 5, WLTE 5, KWAV 5 (3), KZST 3 (3).

Songs ranked by total plays. Station call letters followed by number of plays.

BREAKERS

SEAL

Fly Like An Eagle (*Warner Sunset/Atlantic*)

TOTAL PLAYS/INCREASE: 804/87
TOTAL STATIONS/ADDS: 45/3
CHART: 15

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
KENNY LOGGINS For The First Time (<i>Columbia</i>)	15
LOU RAWLS w/BRIAN SETZER ORCH. So They... (<i>TVT</i>)	8
BARRY MANILOW Bluer Than Blue (<i>Arista</i>)	8
KITARO Little Drummer Boy (<i>Domo</i>)	7
MANNHEIM STEAMROLLER Angels... (<i>American Gramophone</i>)	7
DAVID BENOIT Christmas Time Is Here (<i>GRP</i>)	6
DON HENLEY Through Your Hands (<i>Revolution</i>)	6
VANESSA WILLIAMS Do You Hear What I Hear? (<i>Mercury</i>)	6
JIM BRICKMAN Do You Hear What I Hear? (<i>Windham Hill</i>)	5
GLORIA ESTEFAN I'm Not Giving You Up (<i>Epic</i>)	5
DOLLY PARTON Peace Train (<i>Rising Tide</i>)	5

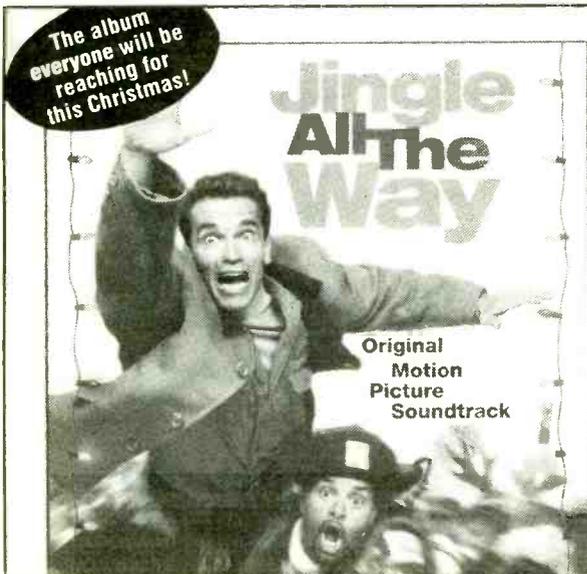
MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MANNHEIM STEAMROLLER Angels... (<i>American Gramophone</i>)	+285
VANESSA WILLIAMS Do You Hear What I Hear? (<i>Mercury</i>)	+190
GLORIA ESTEFAN I'm Not Giving You Up (<i>Epic</i>)	+145
TONI BRAXTON Un-break My Heart (<i>LaFace/Arista</i>)	+141
KENNY LOGGINS For The First Time (<i>Columbia</i>)	+141
WHITNEY HOUSTON I Believe In You And Me (<i>Arista</i>)	+135
JIM BRICKMAN Do You Hear What... (<i>Windham Hill</i>)	+95
BARRY MANILOW Bluer Than Blue (<i>Arista</i>)	+92
BRUCE ROBERTS & DONNA SUMMER Whenever... (<i>Universal</i>)	+87
SEAL Fly Like An Eagle (<i>Warner Sunset/Atlantic</i>)	+87

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
MARIAH CAREY Forever (<i>Columbia</i>)
CELINE DION Because You Loved Me (<i>550 Music</i>)
VANESSA WILLIAMS Where Do We Go From Here (<i>Mercury</i>)
TINA TURNER Missing You (<i>Virgin</i>)
TRACY CHAPMAN Give Me One Reason (<i>Elektra/EEG</i>)
AARON NEVILLE w/ROBBIE ROBERTSON Crazy Love (<i>Reprise</i>)
TONY RICH PROJECT Nobody Knows (<i>LaFace/Arista</i>)
JOHN MELLENCAMP Key West Intermezzo... (<i>Mercury</i>)
JANN ARDEN Insensitive (<i>A&M</i>)
JORDAN HILL How Many Times (<i>143/Atlantic</i>)

Breakers: Songs registering 800 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.



"So They Say It's Christmas"

Performed by **Lou Rawls** with the **Brian Setzer Orchestra**

#2 MOST ADDED!

Added At: WLTE WWLI KQXT WTPI WVEZ WJBR WSRS WROE
Already On: WRCH WEAT WRMF KWAV KZST

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Over 60,000 shipped

Soundtrack also features **NEW** Christmas songs by Darlene Love and the Brian Setzer Orchestra

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SOS

ounds f uccess

		RANK	% FAM	% FAV	LIKE	% NEU	% DISLIKE	BURN	%NET POS
Adults	25 - 44	#4	95	21	40	24	14	0	47
Adults	35 - 44	#1	95	30	45	25	0	0	75
Women	35 - 44	#4	92	42	25	33	0	0	67
Men	25 - 44	#1	100	12	59	18	12	0	59
Men	35 - 44	#1	100	13	75	13	0	0	88

Sample: 200, Entire U.S.A. • Source: Mediabase Music Research

“SOS”
the current hit single
from Peter Cetera
featuring
Ronna Reeves

RIVER
NORTH
RECORDS



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

KOST 103.5 FM MARKET #2 KOST/Los Angeles (213) 427-1035 Kaye/Chiang

Lite 93.9 MARKET #3 WLIT/Chicago (312) 329-9002 Edwards

B-101.1 MARKET #5 WBEB/Philadelphia (610) 667-8400 Conley/Rowland

KVIL 103.7 fm MARKET #7 KVIL/Dallas (214) 691-1037 Curtis/O'Neal

Soft Rock 97.1 MARKET #8 WASH/Washington (202) 895-5000 Strel/Martin

MAGIC 106.7 MARKET #10 WMJX/Boston (617) 542-0241 Kelley/Laurence

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

103.5 FM WLTE MARKET #16 WLTE/Minneapolis (612) 339-1029 Nolan

KEZK 102.5 Soft Rock MARKET #17 KEZK/St. Louis (314) 727-2160 McMahon

WLIF 102.1 MARKET #18 WLIF/Baltimore (410) 823-1570 Balaban/Thoner

WDOX 102.1 FM MARKET #22 WDOX/Cleveland (216) 696-0123 Wilson/Miller

KOSI 101.1 MARKET #23 KOSI/Denver (303) 696-1714 Taylor/Hamilton

WARM 98 MARKET #25 WRRM/Cincinnati (513) 241-9898 Holland

98 KUDL MARKET #27 KUDL/Kansas City (816) 753-0933 Land/Walsh

Y92.1 MARKET #28 KGBY/Sacramento (916) 929-5325 Laurence

Lite 103.6 FM MARKET #31 WWLI/Providence (401) 433-4200 Holt/Boisvert

W95 MARKET #32 WSNY/Columbus (614) 451-2191 Knight/Nullally

KQ 102 MARKET #34 KQXT/San Antonio (210) 736-9700 Scott/Norris

97.1 MARKET #36 WENS/Indianapolis (317) 266-9700 Dunkin/Cerone

Stations and their adds listed alphabetically by market

AC				HOT AC					
WYJB/Albany, NY OMPD: Buzz Brindle MD: Pat Ryan 5 MICHAEL ENGLISH "Freedom" 5 MANHEIM STEAMROLLER "Angels"	WLTV/Chicago, IL PD/MID: Mark Edwards No Adds	WKY/Indianapolis, IN PD/MID: Mark Baker 9 HUEY LEWIS & NEWS "Years" 3 KENNY LOGGINS "First"	WGML/Lafayette, IN PD/MID: Dan McKay 7 CHER "Parade" 7 KENNY LOGGINS "First" 7 RNE YOUNG CANNIBALS "Flame"	WLSL/New Orleans, LA PD: Steve Suler MD: Jim Harza 6 VANESSA WILLIAMS "Hear" 5 KITARO "Drummer"	KISG/Spokane, WA PD: Rob Harler MD: Dawn Marcol 7 BARRY MANLOW "Blue" 7 TRANS-SIBERIAN ORCH "Christmas" 7 DONNA LEWIS "Without"	WKDD/Akron, OH PD/MID: Chuck Collins 14 COUNTING CROWS "December"	WOSM/Fayetteville, NC PD/MID: Dave Stone 7 SUBLIME "Wha" 7 NEW EDITION "Sail"	KOSD/Modesto, CA PD: Max Miller MD: Donna Miller 5 PAULA COLE "Cowboys" 5 LAURA ALLEN "Christmas"	WRAL/Raleigh, NC PD/MID: Steve Reynolds 18 BODEANS "Hot"
WLEW/AiIentown, PA OMPD: John Lodge No Adds	WRRM/Cincinnati, OH No Adds	KEZA/Fayetteville, AR OMPD: Chip Arledge APD/MID: Rich Kelly 12 LIONEL RICHIE "Sail" 12 GLORIA ESTEFAN "Giving"	KTDY/Lafayette, LA OMPD: Michael W. Kay MD: Ed Perkins 10 KENNY LOGGINS "First"	KMGL/Oklahoma City, OK PD: Steve O'Brian MD: Kathy Yeager 12 MANHEIM STEAMROLLER "Angels" 7 GLORIA ESTEFAN "Giving"	KXLY/Spokane, WA PD: Brian Paul MD: Scott Phillips 9 VANESSA WILLIAMS "Hear" 7 KITARO "Drummer" 7 VANESSA WILLIAMS "Christmas" 6 DAVID BENOIT "Christmas" 6 KENNY ROGERS "Mary"	KKOB/Albuquerque, NM OM: John Forsythe PD/MID: Mike Parsons 15 JEWEL "You"	WKZL/Greensboro, NC PD: Jeff McKnight MD: Doug McKnight 8 DON HEINLEY "Hands" 8 JOURNEY "Break"	WJLK/Monmouth-Ocean, NJ PD: Gary Guly MD: Dan Turi 14 DUNCAN SHEIK "Barely" 10 DONNA LEWIS "Without"	WKYK/St. Louis, MO PD: Smokey Rivers APD/MID: Greg Hewitt 20 EN VOIGLE "Don't" 10 MADONNA "Cry"
WROE/Appleton, WI PD/MID: Ford Coffey 4 DOLLY PARTON "Peach" 3 LOU RAWLS WBRN "Christmas" 3 BONEY JAMES "Lur"	WDOK/Cleveland, OH PD: Sue Wilson MD: Scott Miller 10 BARRY MANLOW "Blue" 10 MANHEIM STEAMROLLER "Angels" 9 KITARO "Drummer"	WCRZ/Flint, MI OMPD: J. Patrick MD: George Michiylis 7 VANESSA WILLIAMS "Hear" 7 MANHEIM STEAMROLLER "Angels" 7 KENNY LOGGINS "First" 7 JIM BRICKMAN "Hear"	KHLA/Lake Charles, LA OMPD: Don Rivers MD: Jim Buffitt "Alabama"	WMGF/Oriando, FL PD: Laura Dane MD: Dean Muccio 12 KENNY LOGGINS "First"	WHYH/Springfield, MA PD: Gary James MD: Bridget Lynott 9 CHER "Parade"	KAMX/Austin, TX PD: Dusty Hayes MD: Jack Stevens 10 SUSANNA HORNS "War"	WVWY/Greenville, SC PD/MID: Mark Politt 28 DONNA LEWIS "Always" 16 ERIC CLAPTON "Change"	WVWX/Montgomery, AL PD: Al Mason MD: John Rogers 25 MADONNA "Cry" 12 ELEANOR MCEVOY "Precious" 6 VANESSA WILLIAMS "Hear" 6 MANHEIM STEAMROLLER "Angels" 6 JIMMY BUFFETT "Alabama" 6 DAVID BENOIT "Christmas"	KBEE/Salt Lake City, UT OMPD: Steve Kelly APD/MID: Sean Michaels 10 GLORIA ESTEFAN "Giving" 10 BODEANS "Hot"
WFPG/Atlantic City, NJ OMPD: Dick Ferrissey MD: Mariene Aquas 14 "ARAFAT" "Batiza" 7 VANESSA WILLIAMS "Hear" 7 MANHEIM STEAMROLLER "Angels"	KKLL/Colorado Springs, CO PD: Steve Larson MD: Sharon Green 13 BARRY MANLOW "Blue"	WJXI/Fl. Wayne, IN OM: Lee Tobin PD: Barb Richards 5 DC TALK "Just" 4 DAVID BENOIT "Christmas"	WFMK/Lansing, MI PD/MID: Ray Marshall 10 CHER "Parade" 10 DOLLY PARTON "Peach"	WEEB/Philadelphia, PA PD: Chris Conley MD: Donna Rowland 5 KENNY LOGGINS "First"	WMAS/Springfield, MA PD: Paul Cannon APD/MID: Keith Stephens 7 KENNY LOGGINS "First" 7 DON HEINLEY "Hands"	WWMX/Baltimore, MD MD: Steve Cross 25 NO MERCY "When"	WIKZ/Hagerstown, MD PD/MID: Rick Alexander 17 CARDIGANS "Lovetoo"	WTIC/Hartford, CT PD: Kurt Ollchrisit MD: Robert X. Brown No Adds	KISN/Salt Lake City, UT PD: Burke Allen MD: Brad Kelly 15 COUNTING CROWS "December"
WBQQ/Augusta, GA PD/MID: John Patrick 11 KENNY LOGGINS "First" 11 DON HEINLEY "Hands" 7 MICHAEL ENGLISH "Freedom"	WTCB/Columbia, SC PD/MID: Brent Johnson No Adds	WAFY/Frederick, MD PD: John Fleaser MD: Norman Henry Schmidt 11 KENNY ROGERS "Mary"	KSNE/Las Vegas, NV PD: Tom Chase MD: John Berry No Adds	WVWF/Toledo, OH PD/MID: Kim Carson No Adds	WRWF/Toledo, OH PD/MID: Kim Carson No Adds	WMJY/Biloxi, MS PD: Walter Brown MD: Heather Williams 5 CARDIGANS "Lovetoo" 5 COUNTING CROWS "December" 5 WHITNEY HOUSTON "Believe" 5 JOHN ELLENKAMP "Day"	WJDX/Jackson, MS PD/MID: Wayne Scott 21 CARDIGANS "Lovetoo"	WVVA/Charleston, WV OM: Rick Johnson MD: Kat Simons 11 BARRY MANLOW "Blue"	KIOI/San Francisco, CA PD: Casey Keating MD: Jay Nechris 20 GREASE MEGAMIX "Grease" 5 BABYFACE "Close"
WKML/Austin, TX OMPD: Stan Main MD: Anne Hoover 8 MANHEIM STEAMROLLER "Angels"	WSNY/Columbus, OH PD: Chuck Knight MD: Bob Nunnally No Adds	KTHT/Fresno, CA PD/MID: Mark Thomas 20 KENNY G "Moment"	WVWL/Providence, RI PD: Tom Holt MD: Bob Bolavert 5 JIMMY BUFFETT "Alabama" 5 KENNY LOGGINS "First" 5 LOU RAWLS WBRN "Christmas"	WRWV/Toledo, OH PD/MID: Kim Carson No Adds	WVVA/Charleston, WV OM: Rick Johnson MD: Kat Simons 11 BARRY MANLOW "Blue"	WMLJ/Biloxi, MS PD: Walter Brown MD: Heather Williams 5 CARDIGANS "Lovetoo" 5 COUNTING CROWS "December" 5 WHITNEY HOUSTON "Believe" 5 JOHN ELLENKAMP "Day"	WVVA/Charleston, WV OM: Rick Johnson MD: Kat Simons 11 BARRY MANLOW "Blue"	WVVA/Charleston, WV OM: Rick Johnson MD: Kat Simons 11 BARRY MANLOW "Blue"	WVVA/Charleston, WV OM: Rick Johnson MD: Kat Simons 11 BARRY MANLOW "Blue"
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HOT AC TOP 30

DECEMBER 20, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	1 JOURNEY When You Love A Woman (Columbia)	2451	2412	2546	2467	69/0
9	7	4	2	2 NO DOUBT Don't Speak (Trauma/Interscope)	2321	2065	1749	1583	71/3
3	3	2	3	ALANIS MORISSETTE Head Over Feet (Maverick/Reprise)	2202	2246	2354	2316	63/0
2	2	3	4	CELINE DION It's All Coming Back To Me Now (550 Music)	1985	2174	2366	2428	63/0
6	5	5	5	SEAL Fly Like An Eagle (Warner Sunset/Atlantic)	1852	1923	1907	1855	64/0
8	8	7	6	6 HOOTIE & THE BLOWFISH I Go Blind (Reprise)	1823	1725	1677	1610	55/3
11	10	8	7	7 SHERYL CROW If It Makes You Happy (A&M)	1815	1697	1609	1477	61/0
4	4	6	8	DONNA LEWIS I Love You Always Forever (Atlantic)	1770	1805	1928	2132	60/1
16	15	12	9	9 TONI BRAXTON Un-break My Heart (LaFace/Arista)	1600	1466	1256	1099	53/1
7	9	9	10	MERRIL BAINBRIDGE Mouth (Universal)	1524	1568	1662	1650	57/0
5	6	10	11	ERIC CLAPTON Change The World (Reprise)	1512	1562	1798	1985	56/1
15	14	15	12	12 BARBRA STREISAND & BRYAN ADAMS I Finally Found... (Columbia)	1459	1399	1352	1291	58/0
12	12	11	13	DISHWALLA Counting Blue Cars (A&M)	1400	1483	1467	1441	50/1
13	13	14	14	DC TALK Just Between You And Me (Virgin)	1374	1413	1409	1408	56/0
10	11	13	15	BRYAN ADAMS Let's Make A Night To Remember (A&M)	1370	1421	1578	1569	54/0
14	16	17	16	16 JOHN MELLENCAMP Key West Intermezzo (I Saw You First) (Mercury)	1149	1079	1217	1365	45/2
17	17	16	17	ROD STEWART If We Fall In Love Tonight (Warner Bros.)	1126	1141	1115	1086	51/0
BREAKER			18	CARDIGANS Lovefool (Mercury)	990	709	509	344	42/9
—	27	23	19	WHITNEY HOUSTON I Believe In You And Me (Arista)	760	601	422	273	37/5
24	23	22	20	DUNCAN SHEIK Barely Breathing (Atlantic)	696	602	544	453	30/2
18	18	18	21	NO MERCY Where Do You Go (Arista)	695	790	811	838	24/1
27	25	25	22	JEWEL You Were Meant For Me (Atlantic)	693	547	451	373	34/5
22	20	20	23	HUEY LEWIS & THE NEWS 100 Years From Now (Elektra/EEG)	682	672	630	599	30/0
—	30	24	24	DON HENLEY Through Your Hands (Revolution)	667	562	369	147	36/4
23	22	21	25	GREASE MEGAMIX Grease Megamix (Polydor/A&M)	613	636	556	595	32/1
29	26	26	26	JOHN MELLENCAMP Just Another Day (Mercury)	566	491	422	313	36/5
—	—	29	27	COUNTING CROWS A Long December (DGC/Geffen)	559	380	233	223	31/7
25	28	27	28	SUSANNA HOFFS All I Want (London/Island)	447	451	419	402	26/1
30	29	28	29	"AFKAP" Betcha By Golly Wow! (NPG/EMI)	400	413	389	297	25/0
—	—	30	30	BODEANS Hurt By Love (Slash/Reprise)	354	309	279	261	23/4

This chart reflects airplay from December 16-22. Songs ranked by total plays. Highlighted songs indicate Breaker. 76 Hot AC reporters. 70 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1996, R&R Inc.

NEW & ACTIVE

CRANBERRIES When You're Gone (Island)
Total Stations: 18, Adds: 0, Plays: 301, WBMX 14, WDAQ 30 (28), WTIC 12 (10), WDBZ 40 (40), WQSM 12 (7), WKYE 13 (13), WXIL 22 (22), WMBX 12 (6), WMTX 10 (5), WUKS 6 (6), WMC 10 (10), KMY 8 (8), WKDD 15 (15), WTMX 19 (10), WAZY 23 (22), KSTZ 21 (5), KMAJ 9 (9), KALC 25 (25).

EN VOGUE Don't Let Go (Love) (EastWest/EEG)
Total Stations: 12, Adds: 1, Plays: 294, WKEE 29 (29), WBLI 42 (42), WYXR 25 (27), WAEV 30 (25), WMXL 16 (7), WMXS 12 (12), KKOB 18 (14), KSII 28 (28), WKQI 28 (24), KYKY 20, KALC 15 (20), KPLZ 31 (31).

ELEANOR McEVOY Precious Little (Columbia)
Total Stations: 16, Adds: 4, Plays: 249, WBMX 27 (27), WDBZ 28 (28), WRQX 10, WMBX 20 (20), WMTX 11 (8), WMC 11 (11), WMXS 12, KMY 8 (8), KDMX 10 (9), KSMG 6 (6), WKDD 16 (16), WLRW 9, WTMX 9 (20), WQAL 17 (10), WKTI 23, KMXS 32 (32).

SUBLIME What I Got (Gasoline Alley/MCA)
Total Stations: 7, Adds: 2, Plays: 186, WTIC 12 (10), WDBZ 28, WQSM 7, KZZP 28 (28), KALC 45 (45), KYSR 27 (27), KFMB 39 (39).

GLORIA ESTEFAN I'm Not Giving You Up (Epic)
Total Stations: 12, Adds: 2, Plays: 158, WSNE 14, WVAF 21 (11), WBLI 18 (18), WHUD 18 (18), WMYI 6 (16), WKYE 10 (13), WUKS 7 (6), WGNL 32 (32), WMXS 12 (12), KSII 8 (14), KMXG 2 (2), KBEE 10.

DONNA LEWIS Without Love (Atlantic)
Total Stations: 11, Adds: 2, Plays: 156, WSNE 14 (14), WBLI 18 (18), WJLK 10, WKYE 13 (10), WMXL 7, WMXS 12 (12), KDMX 9 (10), KHMV 19 (8), WAZY 22 (21), KFMB 15 (15), KIOI 17 (20).

TRANS-SIBERIAN ORCHESTRA Christmas Eve Sarajevo (12/24) (Atlantic)
Total Stations: 8, Adds: 1, Plays: 148, WYXR 33, WQSM 7 (7), WMXB 22 (6), WMTX 14 (13), KHMV 31 (15), KZZP 16 (14), KMAJ 10 (5), KOSO 15 (5).

LIONEL RICHIE Still In Love (Mercury)
Total Stations: 8, Adds: 0, Plays: 142, WSNE 14 (14), WVAF 21 (21), WHUD 18 (18), WMYI 15 (18), WKYE 15 (17), WGNL 16 (16), WMXS 25 (25), WHBC 18 (18).

FIONA APPLE Shadowboxer (Work)
Total Stations: 8, Adds: 1, Plays: 132, WDBZ 28, WMTX 9 (8), WMC 9 (9), WMMX 10 (10), WKQI 10 (15), KMXB 9 (11), KYSR 17 (16), KFMB 40 (40).

VANESSA WILLIAMS Do You Hear What I Hear (Mercury)
Total Stations: 14, Adds: 1, Plays: 119, WVAF 5 (5), WJLK 5 (5), WHUD 3 (3), WKYE 3 (3), WXIL 15 (2), WMTX 5 (5), WMYI 5 (5), WMXL 7 (7), KURB 11 (5), WMXS 6, KSMG 5 (5), KATF 16 (16), KMAJ 10 (5), KBEE 23 (18).

BABYFACE Every Time I Close My Eyes (Epic)
Total Stations: 10, Adds: 3, Plays: 116, WVAF 5 (5), WKYE 7 (7), WWDE 6 (6), WMXL 7, KSII 16 (39), WKQI 10 (10), KMXG 21, KISN 18 (20), KIOI 5, KPLZ 21 (21).

MANNHEIM STEAMROLLER Angels We Have Heard On High (American Gramophone)
Total Stations: 11, Adds: 1, Plays: 96, WVAF 5 (5), WHUD 3 (3), WQSM 11 (11), WKYE 3 (3), WGNL 16 (16), KURB 11 (5), WMXS 6, KMXG 2 (2), KMAJ 10 (5), KBEE 24 (20), KISN 5 (5).

Songs ranked by total plays. Station call letters followed by number of plays.

BREAKERS®

CARDIGANS

Lovefool (Mercury)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
990/281	42/9	18

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
CARDIGANS Lovefool (Mercury)	9
COUNTING CROWS A Long December (DGC/Geffen)	7
WHITNEY HOUSTON I Believe In You And Me (Arista)	5
JEWEL You Were Meant For Me (Atlantic)	5
JOHN MELLENCAMP Just Another Day (Mercury)	5
BODEANS Hurt By Love (Slash/Reprise)	4
DON HENLEY Through Your Hands (Revolution)	4
MADONNA Don't Cry For Me Argentina (Warner Bros.)	4
ELEANOR MCEVOY Precious Little (Columbia)	4
BABYFACE Every Time I Close My Eyes (Epic)	3
HOOTIE & THE BLOWFISH I Go Blind (Reprise)	3
NO DOUBT Don't Speak (Trauma/Interscope)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CARDIGANS Lovefool (Mercury)	+281
NO DOUBT Don't Speak (Trauma/Interscope)	+256
COUNTING CROWS A Long December (DGC/Geffen)	+179
WHITNEY HOUSTON I Believe In You And Me (Arista)	+159
JEWEL You Were Meant For Me (Atlantic)	+146
TONI BRAXTON Un-break My Heart (LaFace/Arista)	+134
SHERYL CROW If It Makes You Happy (A&M)	+118
DON HENLEY Through Your Hands (Revolution)	+105
HOOTIE & THE BLOWFISH I Go Blind (Reprise)	+98
MELISSA ETHERIDGE I Want To Come Over (Island)	+94
DUNCAN SHEIK Barely Breathing (Atlantic)	+94

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
TRACY CHAPMAN Give Me One Reason (Elektra/EEG)
ALANIS MORISSETTE You Learn (Maverick/Reprise)
MELISSA ETHERIDGE Nowhere To Go (Island)
MADONNA You Must Love Me (Warner Bros.)
NATALIE MERCHANT Jealousy (Elektra/EEG)
JEWEL Who Will Save Your Soul (Atlantic)
AMANDA MARSHALL Birmingham (Epic)
PHIL COLLINS Dance Into The Light (Face Value/Atlantic)
CELINE DION Because You Loved Me (550 Music)
JANN ARDEN Insensitive (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.

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CAROL ARCHER

NAC

1996: A Watershed Year In Format Success And Evolution

□ Consolidation, big ratings & revenues, new sign-ons hallmarks of growth

Charles Dickens was referring to the French Revolution when he wrote the opening sentence of "A Tale Of Two Cities": "It was the best of times, it was the worst of times." But his words still ring with truth about how cataclysmic changes wrought by factors such as radio deregulation — and the format's continuing upward ratings momentum — have shaped NAC in 1996.

The broadcasting landscape was inalterably transformed this year with the passage of the Telecom Bill, and its effect on NAC was unprecedented. Ownership of more than 20 R&R NAC reporting stations — well over one-third of the panel — changed hands in 1996, including some of the format's most influential outlets: To name only a few, CBS Radio bought KTWV/L.A.; Evergreen added KKSF/SF to its already considerable top 10 market NAC holdings; KOAI/Dallas was bought by Infinity; Jefferson-Pilot purchased KIFM/San Diego; Nationwide entered the NAC business with the acquisition of KMJZ/Minneapolis; Jacor bought KHHH/Denver; KYOT/Phoenix was sold to Colfax; both KKJZ/Portland and KSSJ/Sacramento were acquired by ARS; and Sandusky bought KWJZ/Seattle from Park.

The Best

Outstanding 25-54 ratings performance continues as the hallmark of NAC radio's success. Pioneering stations in the format scored well in the summer Arbitron, like KTWV

THE YEAR 1996 IN REVIEW

— which ranked third in the target demo with a four share, as well as sixth 12+ with a three share — and KKSF, which ranked fourth with a 4.5 share 25-54. Stations newer to the format made their mark ratings-wise, too: WJJZ/Philadelphia gained 4.2-5.6 25-54; WJZW/Washington grew 4.4-5.1; KCIY/Kansas City exploded 4.1-6.7 25-54, ranking third; WJZI/Milwaukee bounded 3.0-4.4 25-54; and WSJT/Tampa surged 3.3-4.5 12+ and 5.1-6.3 25-54. New sign-on WSMJ/Richmond debuted ranked fifth 12+ with 6.2 share and a phenomenal fourth 25-54 with 8.1!

Converts to the format were legion again this year. Stations that came into the NAC format fold

during 1996 include WVMV/Detroit and WOAZ/Boston (both of which actually signed on in December 1995, but were not included in last year's station count), WJZI, WJZK/Charleston; WJJJ/Pittsburgh; KOAZ/Phoenix; WSMJ; WSJW/Louisville; WJZC/Nashville; KWSJ/Wichita; KHHH/Colorado Springs; WBBU/Baton Rouge; WAEG/Augusta, GA; KSMJ/Bakersfield; and WJZT/Tallahassee, FL.

Longtime WQCD/NY APD/MD Steve Williams was appointed PD at CD101.9 after the departure of Fleetwood Gruver. KTWV GSM Tim Pohlman was upped to VP/GM. WNUA/Chicago PD Lee Hansen became OM at KKSF, WNUA APD/MD Tom Miller was promoted to PD, and Sony's SW Networks Smooth FM VP/Programming Development Paul Goldstein became 'NUA's OM. After KOAI PD Jim Teeson resigned to concentrate on consulting, former Smooth FM's PD (and former WNUA APD/MD) Michael Fischer took up The Oasis's programming reins. Fischer brought former KBLX/SF MD Ken Glaser back to the format as the station's MD. WJJZ/Philadelphia named Sil Scaglione VP/GM and Michael Tozzi MD. Dore Steinberg resigned as MD of KKSF and was replaced some months later by Blake Lawrence. KHHH/Denver named MD Becky Taylor PD with the departure of Chris Conley.

Longtime KIFM/San Diego VP/Programming Bob O'Connor resigned and formed an NAC radio consulting firm, OTM/Optimum, with former WVAE/Cincinnati PD Rich McMillan and Broadcast Direct Pres. Courtney Thompson. KIFM MD/personality Kelly Cole was promoted to APD. Carol Handley was appointed PD at KWJZ/Seattle, replacing Dave McKay. Tom Sleeker left KMJZ/Minneapolis to become PD of WVMV. Former KCFE/Minneapolis PD Rob Moore segued to the same post at KMJZ.

Bret Michael split his MD post at KOAI and became PD of KCIY. Fred Heller signed on as the first PD of WJZI and WMGN/Madison, WI personality Kathryn Vaughn joined him as the station's MD. SW's Smooth FM APD/MD Haneen Hunter moved to Jordan.



HEAVY HITTERS HANG IN HONOLULU — Despite rare Hawaiian rain-fall that forced a venue change, KUCD/Honolulu's recent concert featuring some of NAC's finest artists was a major success, according to PD Mahlon Moore (second fr. l). In a creative linkage, the concert was also attended by a big group of listeners and staff from WNUA/Chicago. Moore and GM Bob Longwell are seen here with (l to r): promoter Tom Moffatt, Everette Harp, David Benoit, and Earl Klugh.

1996's Notable Quotes

In NAC, your share is more valuable than any other share at any other radio station.

—KKJZ/Portland GSM John Parish

The format's vulnerability is blandness, and well-balanced music is the key element in preventing it.

—KYOT/Phoenix PD Nick Francis

Radio is the most intimate medium. We can take advantage of that and provide as many purposes as possible.

—KTWV/L.A. PD Chris Brodie

If we sit back spouting platitudes and neglect dialogue with our listeners, we won't know what they'll want six months from now.

—Former WNUA/Chicago PD Lee Hansen

You'd better have captured [listeners] hearts as well as their ears.

—KKSF/SF Late PD Steve Feinstein

The passion your P1 listeners feel for smooth jazz must be mirrored on the air.

—Former Sony's SW Networks

VP/Programming Development Paul Goldstein

The top 10 radio players will control 60%-70% of the business.

—Evergreen Media Chair/CEO Scott Ginsburg

Former WNWV/Cleveland PD Steve Hibbard became PD of Jones Satellite Networks' NAC format. Rob Riesen was named PD at KBZN/Salt Lake City. Broadcast Architecture upped Renee DePuy to Dir./Prog. and Lorraine Bergman to Dir./Affil. Rel. and MD. Promotion ace Beth Lewis left GRP in November and Atlantic's Eulis Cathey split to join N2K Encoded Music. Bill Gray became MD of WGHF/Ft Myers.

The Rest

Stress levels in 1996 were high among NAC broadcasters for a variety of reasons: Station sales went crazy and no one could be certain who they'd be working for before the year was over, or whether their jobs would even exist in the new, consolidated radio landscape. Direct, head-to-head format competition also became a major-market reality for the first time when newcomer KOAZ/Phoenix challenged established crosstown KYOT. A number of stations abandoned the NAC format entirely in 1996, among them KLJZ/New Orleans and WTCR/Raleigh (both owned by Clear Channel), WOTB/Providence, WFAE/Charlotte, KCFE/Minneapolis, WJZE/Toledo, and landmark WJZZ/Detroit.

But it was the personal trials of NAC's family members which struck closest to the heart. WOTB/Providence PD Bill Gray contracted Guillaine-Barre Syn-

drome, a potentially life-threatening condition, which he successfully — some would say miraculously — overcame. In March, WNWV PD Bernie Kimble underwent surgery for a brain tumor, recovered well afterward, and went on to score a 5.1 share 12+ in the summer book. In June, WQCD PD Steve Williams tragically lost his wife, Cathy, when she failed to survive massive burns suffered in a backyard accident. And Verve Group saxophonist Art Porter drowned in a boating accident in Bangkok, Thailand just before Thanksgiving.

In September, the industry lost one of its very brightest stars when KKSF PD Steve Feinstein took his own life, an act nearly impossible to understand and assimilate. He was considered by many the preeminent programmer. Gifted and accomplished, he was a broadcaster with a future as promising as his career to that time — which had been brilliant. His many successes had been acknowledged in myriad ways. He was respected, admired, and loved by those who knew him. He was a man with everything to live for — or so it seemed from the outside.

The loss of both Feinstein and Porter reminds us how precious — and tenuous — our lives are. My holiday wish is that we honor them and the spirit of life itself through greater mindfulness and compassion.



NAC TOP 30 TRACKS

DECEMBER 20, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	CHUCK LOEB The Music Inside (<i>Shanachie</i>)	765	818	853	814	48/0
5	7	3	2	ART PORTER Lake Shore Drive (<i>Verve Forecast</i>)	739	742	632	620	49/0
10	9	6	3	KEIKO MATSUI Bridge Over The Stars (<i>Countdown/Unity</i>)	714	609	490	471	48/1
2	2	2	4	JEFF LORBER Katherine (<i>Verve</i>)	710	783	814	783	45/0
8	4	4	5	SOUNDSCAPE Morning Song (<i>Instinct</i>)	703	689	712	593	47/0
7	6	5	6	DENNY JIOSA Lights Of The City (<i>Blue Orchid</i>)	671	646	671	611	42/1
4	5	8	7	GROVER WASHINGTON JR. Can You Stop The Rain (<i>Columbia</i>)	461	504	701	687	41/0
17	12	9	8	WAYMAN TISDALE Don't Take Your Love Away (<i>MoJazz/Motown</i>)	456	456	427	390	48/0
3	3	7	9	KENNY G The Moment (<i>Arista</i>)	446	545	723	747	45/0
15	10	10	10	SLASH Obsession Confession (<i>Geffen</i>)	436	413	441	395	43/0
—	19	12	11	ZACHARY BREAUX Never Can Say Goodbye (<i>Zebra</i>)	422	394	351	265	45/1
22	14	11	12	VANESSA DAOU Two To Tango (<i>MCA</i>)	421	408	386	333	44/1
20	16	14	13	MARK PORTMANN No Truer Words (<i>Zebra</i>)	419	386	372	345	42/0
—	—	24	14	DAVID SANBORN Rikke (<i>Elektra/EEG</i>)	399	313	218	62	43/4
12	11	13	15	ANDY SNITZER My Dream Come True (<i>Warner Bros.</i>)	394	387	438	443	41/0
16	13	16	16	NATALIE COLE w/NAT "KING" COLE When I Fall In Love (<i>Elektra/EEG</i>)	371	370	396	392	43/0
19	17	17	17	RONNY JORDAN Closer Than Close (<i>Island</i>)	337	349	367	368	39/1
—	—	22	18	BRIAN HUGHES Soul Fruit (<i>Higher Octave</i>)	332	323	284	264	42/2
27	21	19	19	BABYFACE Every Time I Close My Eyes (<i>Epic</i>)	329	339	348	294	40/1
23	22	20	20	DOTSERO Essensual (<i>Ichiban</i>)	328	332	343	327	36/0
28	26	21	21	EXODUS QUARTET Summer Soulstice (<i>Instinct</i>)	325	325	320	293	38/1
—	—	28	22	SOUL BALLET N.Y.C. Tripin (<i>Countdown/Unity</i>)	318	290	253	162	43/2
18	20	18	23	PETER WHITE f/BASIA Just Another Day (<i>Columbia</i>)	309	345	350	374	38/0
29	28	27	24	LARRY CORYELL Feel Like Makin' Love (<i>Shanachie</i>)	299	294	297	278	33/1
24	25	25	25	LUTHER VANDROSS Your Secret Love (<i>LV/Epic</i>)	279	299	326	322	33/0
BREAKER			26	MICHAEL PAULO My Heart And Soul (<i>Noteworthy</i>)	277	247	245	208	36/1
6	8	15	27	PAUL HARDCASTLE Bird Island (<i>JVC</i>)	275	386	540	617	29/0
26	27	29	28	TONI BRAXTON Un-break My Heart (<i>LaFace/Arista</i>)	274	280	299	295	33/0
DEBUT			29	BRAXTON BROTHERS When Love Comes Around (<i>Kokopelli</i>)	263	211	71	50	35/2
DEBUT			30	DAVE KOZ Lullaby For A Rainy Night (<i>Capitol</i>)	263	210	129	65	27/2

This chart reflects airplay from December 4-10. Songs ranked by total plays. Highlighted songs indicate Breaker. 52 NAC reporters. 46 current playlists. © 1996, R&R Inc.

BREAKERS®

MICHAEL PAULO
My Heart And Soul (*Noteworthy*)

TOTAL PLAYS/INCREASE: 277/30
TOTAL STATIONS/ADDS: 36/1
CHART: 26

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
NORMAN BROWN Third World (<i>MoJazz/Motown</i>)	22
PAUL HARDCASTLE Jokers Wild (<i>JVC</i>)	15
CHIELI MINUCCI Cause We've Ended As Lovers (<i>JVC</i>)	13
CHUCK LOEB Cruzin' South (<i>Shanachie</i>)	6
VANESSA WILLIAMS Baby It's Cold Outside (<i>Mercury</i>)	5
DOC POWELL From The Heart (<i>Discovery</i>)	4
THOM ROTELLA The First Noel (<i>Positive</i>)	4
DAVID SANBORN Rikke (<i>Elektra/EEG</i>)	4
PHIL SHEERAN Silver Bells (<i>Passage</i>)	4
LOUIE SHELTON Reflections (<i>Slam/Lightyear</i>)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PAUL HARDCASTLE Jokers Wild (<i>JVC</i>)	+124
KEIKO MATSUI Bridge Over The Stars (<i>Countdown/Unity</i>)	+105
PHIL COLLINS The Same Moon (<i>Face Value/Atlantic</i>)	+90
DAVID SANBORN Rikke (<i>Elektra/EEG</i>)	+86
GEORGE BENSON The Thinker (<i>GRP</i>)	+75
WILL LEE Georgy Porgy (<i>Go Jazz/Bean Bag</i>)	+56
LOUIE SHELTON Reflections (<i>Slam/Lightyear</i>)	+55
VANESSA WILLIAMS Baby It's Cold Outside (<i>Mercury</i>)	+55
DAVE KOZ Lullaby For A Rainy Night (<i>Capitol</i>)	+53
BRAXTON BROTHERS When Love Comes Around (<i>Kokopelli</i>)	+52

Breakers: Songs registering 275 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

NEW & ACTIVE

GEORGE BENSON The Thinker (*GRP*)
Total Plays: 252, Total Stations: 27, Adds: 2

GROVER WASHINGTON JR. Soulful Strut (*Columbia*)
Total Plays: 229, Total Stations: 25, Adds: 2

DOC POWELL From The Heart (*Discovery*)
Total Plays: 195, Total Stations: 29, Adds: 4

KENNY G Eastside Jam (*Arista*)
Total Plays: 193, Total Stations: 21, Adds: 3

VANESSA WILLIAMS Baby It's Cold Outside (*Mercury*)
Total Plays: 189, Total Stations: 29, Adds: 5

PAUL HARDCASTLE Jokers Wild (*JVC*)
Total Plays: 187, Total Stations: 35, Adds: 15

WILL LEE Georgy Porgy (*Go Jazz/Bean Bag*)
Total Plays: 178, Total Stations: 22, Adds: 3

LARRY CARLTON Goin' Nowhere (*GRP*)
Total Plays: 166, Total Stations: 25, Adds: 0

LOUIE SHELTON Reflections (*Slam/Lightyear*)
Total Plays: 153, Total Stations: 23, Adds: 4

PHIL COLLINS The Same Moon (*Face Value/Atlantic*)
Total Plays: 142, Total Stations: 20, Adds: 1

ALFONZO BLACKWELL Hermina (*Street Life/All American*)
Total Plays: 111, Total Stations: 17, Adds: 0

MARILYN SCOTT Close Enough (*Warner Bros.*)
Total Plays: 108, Total Stations: 16, Adds: 2

DANIEL HO & KILAUEA Avalon Sunrise (*Brainchild*)
Total Plays: 103, Total Stations: 13, Adds: 0

PAOLO Paisa (*Island*)
Total Plays: 98, Total Stations: 11, Adds: 1

VIBRAPHONIC In The Bleak Midwinter (*Hollywood*)
Total Plays: 93, Total Stations: 16, Adds: 3

WHITNEY HOUSTON I Believe In You And Me (*Arista*)
Total Plays: 79, Total Stations: 13, Adds: 3

CHIELI MINUCCI Cause We've Ended As Lovers (*JVC*)
Total Plays: 75, Total Stations: 23, Adds: 13

PETER WHITE Venice Beach (*Columbia*)
Total Plays: 74, Total Stations: 7, Adds: 1

Songs ranked by total plays

Happy Holidays

vanessa daou

"two to tango"

already a #1 billboard club airplay smash
the first single from her new album
slow to burn

produced by: peter daou
management: benny medina, handprint entertainment
get AMP'd: http://www.mca.com/mca_records

MCA Records

DECEMBER 20, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS	WEEKS ON CHART	EMPHASIS TRACKS (PLAYS)
5	4	2	1	CHUCK LOEB <i>The Music Inside (Shanachie)</i>	812	-38	"Music" (765) "Cruzin'" (36) "Breathe" (10)
4	3	1	2	JEFF LORBER <i>State Of Grace (Verve)</i>	809	-66	"Katherine" (710) "State" (42) "PCH" (22)
9	8	4	3	ART PORTER <i>Lay Your Hands On Me (Verve)</i>	807	-14	"Lake" (739) "Chance" (18) "Wishful" (18)
8	6	5	4	SOUNDSCAPE <i>Life Force (Instinct)</i>	790	+12	"Morning" (703) "Around" (39) "Magic" (23)
6	7	7	5	DENNY JIOSA <i>Inner Voices (Blue Orchid)</i>	777	+13	"Lights" (671) "Always" (56) "Kiss" (43)
13	12	9	6	KEIKO MATSUI <i>Dream Walk (Countdown/Unity)</i>	754	+106	"Bridge" (714) "Chimney" (23) "Passage" (9)
1	1	3	7	KENNY G <i>The Moment (Arista)</i>	739	-95	"Moment" (446) "Eastside" (193) "Somebody" (46)
2	2	6	8	GROVER WASHINGTON JR. <i>Soulful Strut (Columbia)</i>	735	-34	"Stop" (461) "Soulful" (229) "Bordertown" (29)
3	5	8	9	PETER WHITE <i>Caravan Of Dreams (Columbia)</i>	647	-102	"Just" (309) "Caravan" (185) "Venice" (74)
11	11	10	10	DAVID SANBORN <i>Songs From The Night Before (Elektra/EEG)</i>	625	+16	"Rikke" (399) "Spooky" (226)
14	14	12	11	GEORGE BENSON <i>That's Right (GRP)</i>	613	+78	"Thinker" (252) "Holdin'" (223) "Right" (63)
10	9	11	12	DAVE KOZ <i>Off The Beaten Path (Capitol)</i>	586	-11	"Lullaby" (263) "Count" (151) "Look" (101)
7	10	13	13	PAUL HARDCASTLE <i>Hardcastle 2 (JVC)</i>	513	0	"Island" (275) "Jokers" (187) "Peace" (28)
30	21	16	14	ZACHARY BREAUX <i>Uptown Groove (Zebra)</i>	495	+33	"Never" (422) "Cafe" (58) "Told" (15)
18	16	17	15	MARK PORTMANN <i>No Truer Words (Zebra)</i>	493	+32	"Truer" (419) "Here" (59) "Walla" (15)
19	15	14	16	WAYMAN TISDALE <i>In The Zone (MoJazz/Motown)</i>	489	0	"Take" (456) "Washington" (24) "Thinking" (9)
12	13	15	17	ANDY SNITZER <i>In The Eye Of The Storm (Warner Bros.)</i>	465	-2	"Dream" (394) "Road" (37) "Lane" (26)
22	17	18	18	SOUNDTRACK <i>Curdled (Geffen)</i>	436	+23	"Obsession" (436)
27	24	20	19	VANESSA DAOU <i>Slow To Burn (MCA)</i>	421	+13	"Two" (421)
23	20	19	20	LARRY CORYELL <i>Sketches Of Coryell (Shanachie)</i>	414	+2	"Feel" (299) "Fun" (85) "Sketch" (11)
28	28	22	21	BRIAN HUGHES <i>Straight To You (Higher Octave)</i>	402	+3	"Fruit" (332) "Pamela" (39) "Straight" (13)
17	18	21	22	RONNY JORDAN <i>Light To Dark (Island)</i>	386	-22	"Closer" (337) "Laidback" (28) "Heart" (11)
20	22	24	23	NATALIE COLE W/NAT "KING" COLE <i>Stardust (Elektra/EEG)</i>	380	+1	"Fall" (371) "Blues" (5) "Morning" (3)
21	19	23	24	DOTSERO <i>Essensual (Ichiban)</i>	380	-4	"Essensual" (328) "Candlelight" (17) "Quiet" (17)
—	—	29	25	MICHAEL PAULO <i>My Heart And Soul (Noteworthy)</i>	370	+27	"Heart" (277) "World" (23) "Need" (19)
—	—	30	26	LARRY CARLTON <i>The Gift (GRP)</i>	352	+18	"Nowhere" (166) "Buddy" (55) "Gift" (47)
—	29	27	27	EXODUS QUARTET <i>Way Out There (Instinct)</i>	351	-6	"Summer" (325) "Red" (17) "Taxi" (5)
—	27	25	28	BABYFACE <i>The Day (Epic)</i>	350	-12	"Close" (329) "Seven" (13) "Simple" (8)
16	—	—	29	DOC POWELL <i>Laid Back (Discovery)</i>	346	+24	"Heart" (195) "Laid" (132) "Dance" (9)
25	26	26	30	TONY GUERRERO <i>Mysterie (Nu Groove)</i>	324	-36	"For" (204) "Mysterie" (84) "Uptown" (26)

This chart reflects airplay from December 4-10. Albums ranked by total plays, with plays from all cuts from an album combined.

52 NAC reporters. 46 current playlists. © 1996, R&R Inc.

NAC NOTES By Carol Archer

Keiko Matsui finishes 1996 with a distinct surge toward the top of both charts. Her CD "Dream Walk" (Countdown/Unity) moves 9-6*, and lead track "Bridge Over The Stars" powers 6-3* with an increase of +105 plays. And **David Sanborn's** "Rikke" (Elektra/EEG) is huge too, bounding 24-14* and +86 plays. In only its third week, "Rikke" goes into heavy current rotation at **WJZZ/Philadelphia** with 32 plays.

What a dazzling week for **Norman Brown's** "Third World" (MoJazz/Motown)! This fine track is by far Most Added with 22 reporters, such as **KTWV/L.A.**,

WJZZ, KHIH/Denver, and **KCIY/Kansas City,** jumping right on it.

JVC ends the year on an upbeat note with not one, but two tracks among Most Added. **Paul Hardcastle's** "Jokers Wild," which was top Most Added last week garnered 15 new adds this week, including **WLOQ/Orlando, KMJZ/Minneapolis,** and **KKJZ/Portland.** It is showing dramatic rotation increases, which makes the track top Most Increased with +124. Watch this one make a strong debut on the first chart of 1997. **Chielli Minucci's** "Cause We've Ended As Lovers"

picked up 13 new reports (**WJZZ, WNWV/Cleveland,** and **WSMJ/Richmond** are among them), making it among Most Added, too.

On a personal note, I would like to acknowledge the fine programmers and label executives who populate the NAC format. It is an honor for me to work with professionals so filled with integrity, emotional generosity, and passion for music. Your support of my efforts during the past year is deeply appreciated. I wish the entire NAC family a joyful holiday season and a new year made brighter by love.

DOC POWELL

"From The Heart"

NEW & ACTIVE

KSBR KKSF WVMV WJZW WOAZ WLVE
 KWJZ WJJJ WNWV KHIH KKJZ WVAE
 KCIY KQBR KSSJ WZJZ KCJZ KBZN
 WLOQ WSJZ WSJW WFSJ KAJZ WSMJ
 KUCD KEZL WGUF KRVR WEZV

Ralph Stewart, Music Director KTWV:
 "Doc gets it! This album hits us between the ears."

Ron Cadet, Music Director KBLX:
 "This is a #1 record for us!"

Contact Leigh Armistead 800•377•9620 x216



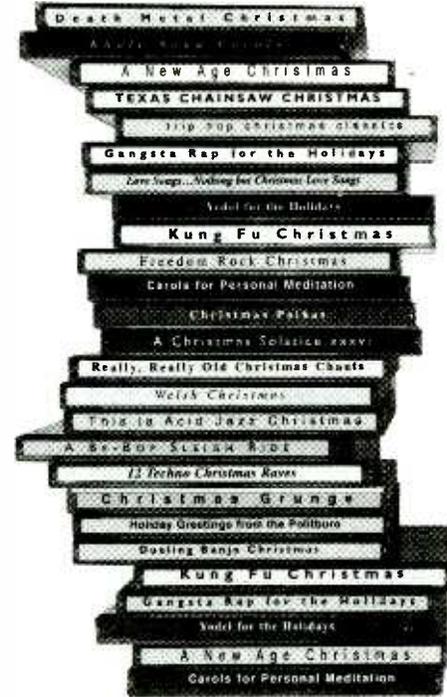
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NAC REPORTERS

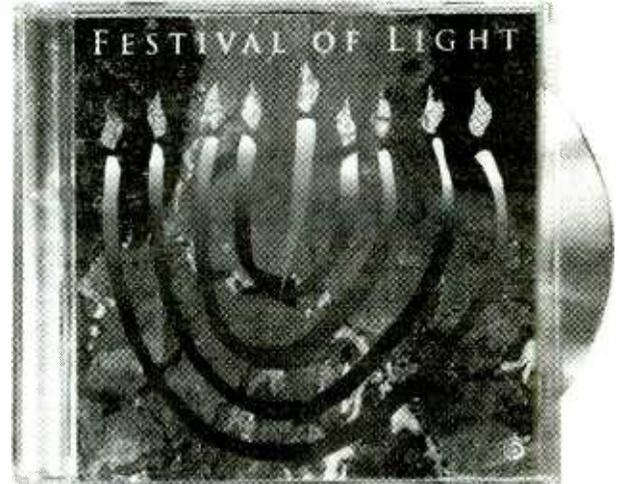
Stations and their adds by track listed alphabetically by market

KNIK/Anchorage, AK PD/MD: Dean Williams CHIELI MINUCCI "Cause" NORMAN BROWN "Third" VIBRAPHONIC "Bleak" PAUL HARDCASTLE "Jokers" CHUCK LOEB "Cruzin" BRAXTON BROTHERS "Around" HARVEY MASON "Crush" PHIL SHEERAN "Come" PHIL SHEERAN "Christmas"	KEZL/Fresno, CA PD/MD: Mike Vasquez NORMAN BROWN "Third" CHIELI MINUCCI "Cause" VIBRAPHONIC "Bleak"	KMJZ/Minneapolis, MN PD: Rob Moore SOUNDSCAPE "Magic" PAUL HARDCASTLE "Jokers" DAVID SANBORN "Rikke" CHUCK LOEB "Cruzin" CHIELI MINUCCI "Come" URBANATOR "Magic" VIBRAPHONIC "Bleak"	KCLC/St. Charles, MO PO: Rich Reighard MD: Scott Nenninger MICHAEL PAULO "Heart" CHRISTIAN VALENZUELA "Images" CHUCK LOEB "Cruzin" CRAIG T. COOPER "Never" VANESSA DAOU "Two"
WJZF/Atlanta, GA PD/MD: Mark Edwards PAUL HARDCASTLE "Jokers"	KUCD/Honolulu, HI PD: Mahlon Moore PAUL HARDCASTLE "Jokers" LOUIE SHELTON "Reflection" NORMAN BROWN "Third"	KSBR/Mission Viejo, CA PD/MD: Terry Wedel TONY GUERRERO "Uptown" PAUL HARDCASTLE "Jokers" NORMAN BROWN "Third" CHUCK LOEB "Cruzin"	KBZN/Salt Lake City, UT PD: Rob Riesen WILL LEE "Georgy" NORMAN BROWN "Third" CHIELI MINUCCI "Cause"
KAJZ/Austin, TX PD: Doc Burns FATBURGER "Oye" DOC POWELL "Heart"	KHYS/Houston, TX PD/MD: Ted Carson BRAXTON BROTHERS "Around" LOUIE SHELTON "Reflection" GEORGE BENSON "Thinker" MARILYN SCOTT "Close"	KRVR/Modesto, CA PD: Jim Bryan MD: Doug Wulff CHUCK LOEB "Cruzin" ROGER SMITH "Stand"	KCJZ/San Antonio, TX PD/MD: Norm Miller PHIL SHEERAN "Silver" BONEY JAMES "Sleigh" DAVID BENOIT "Christmas" PHIL SHEERAN "Emanuel" TOM GRANT "Wonderland" BONEY JAMES "Here" BONEY JAMES "God" DAVID BENOIT "Hear" THOM ROTELLA "First" VANESSA WILLIAMS "Hear" VANESSA WILLIAMS "Baby" VANESSA WILLIAMS "Christmas" THOM ROTELLA "Drummer" NORMAN BROWN "Third" CHIELI MINUCCI "Cause" SWEETBACK "Rise" DAVID BENOIT "Jesu"
WOAZ/Boston, MA PD/MD: Bill George VANESSA WILLIAMS "Baby" VANESSA WILLIAMS "Angels" BRIAN HUGHES "Fruit" BONEY JAMES "Here" BONEY JAMES "Christmas" DOC POWELL "Heart" WILL LEE "Georgy" KENNY G "Eastside" GEORGE BENSON "Thinker"	WFSJ/Jacksonville, FL PD: Hank Dole MD: Craig Williams PAUL HARDCASTLE "Jokers" BRIAN HUGHES "Fruit"	KTNT/Oklahoma City, OK MD: Stephanie Stewart PAUL HARDCASTLE "Jokers" DAVE KOZ "Lullaby" EXODUS QUARTET "Summer" LUTHER VANDROSS "Better"	KIFM/San Diego, CA PD: Mike Shepard APD/MD: Kelly Cole AL JARREAU "Compared" WILL LEE "Georgy" FATBURGER "Oye" LARRY CORYELL "Feel"
WSJZ/Buffalo, NY PD: Steve Wiersman MD: Chris Wittingham CHIELI MINUCCI "Cause" PAUL HARDCASTLE "Jokers" NORMAN BROWN "Third"	KCIY/Kansas City, MO PD: Bret Michael MD: Michelle Chase NORMAN BROWN "Third" ART PORTER "Candle" JIM BRICKMAN "Hear" ANDY SNITZER "Road" DAVID BENOIT "Christmas"	WLOQ/Orlando, FL PD: Steve Huntington MD: Bob Church PAUL HOWARDS "Away" PAUL HOWARDS "Christmas" VANESSA WILLIAMS "Hark" PAUL HARDCASTLE "Jokers" NORMAN BROWN "Third" DAVID BENOIT "Christmas" BONEY JAMES "Sleigh" KEN NAVARRO "Angels"	KBLX/San Francisco, CA PD: Kevin Brown MD: Ron Cadet CHUCK LOEB "Cruzin" TONY GUERRERO "Webbcrawle"
WVAV/Cincinnati, OH CHIELI MINUCCI "Cause" NORMAN BROWN "Third" SOUL BALLET "N.Y.C."	WEZV/Lafayette, IN PD/MD: Bob Miller VANESSA WILLIAMS "Star" VANESSA WILLIAMS "Christmas" DAVID BENOIT "Skating" DAVID BENOIT "Christmas" PHIL SHEERAN "Silver" NORMAN BROWN "Third" KEIKO MATSUI "Dream" SOUL BALLET "12:01" SOUL BALLET "Man" NORMAN BROWN "Serenade" PHIL SHEERAN "Christmas" PHIL SHEERAN "Child" DAVID BENOIT "Hark"	WJJZ/Philadelphia, PA PD: Ann Gress MD: Michael Tozzi VANESSA WILLIAMS "Hear" CHIELI MINUCCI "Cause" NORMAN BROWN "Third" TIM CUNNINGHAM "PCH"	KKSF/San Francisco, CA APD: Roger Coryell MD: Blake Lawrence PHIL COLLINS "Same" GROVER WASHINGTON... "Bordertown" PETER WHITE "Venice" DENNY JIOSA "Lights" APRIL ALOISIO "Bahia"
WNWV/Cleveland, OH PD/MD: Bernie Kimble CHIELI MINUCCI "Cause" NORMAN BROWN "Third"	KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart GROVER WASHINGTON... "Soulful" NORMAN BROWN "Third" BONEY JAMES "Christmas" DAVID BENOIT "Angels" VANESSA WILLIAMS "Christmas" VANESSA WILLIAMS "Hear" THOM ROTELLA "First" BONEY JAMES "Christmas" BONEY JAMES "God" BONEY JAMES "Sleigh" BONEY JAMES "Here" PHIL SHEERAN "Come"	KOAZ/Phoenix, AZ PD/MD: Angela Handa DAVID SANBORN "Rikke" WHITNEY HOUSTON "Believe"	KJZY/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton PAOLO "Paiza" DAVID SANBORN "Rikke" KENNY BLAKE "European"
KOAI/Dallas, TX PD: Michael Fischer MD: Ken Glaser No Adds	WSJW/Louisville, KY PD: C.C. Matthews MD: Brian Conn CHIELI MINUCCI "Cause" NORMAN BROWN "Third"	KKJZ/Portland, OR PD: Shaun Yu MD: Hal Murray WHITNEY HOUSTON "Believe" PAUL HARDCASTLE "Jokers" DOC POWELL "Heart"	KWJZ/Seattle, WA PD: Carol Handley NORMAN BROWN "Third" CHIELI MINUCCI "Cause"
KHIH/Denver, CO PD: Becky Taylor THOM ROTELLA "First" PHIL SHEERAN "Silver" BONEY JAMES "Let" BONEY JAMES "Year's" CHIELI MINUCCI "Come" LOUIE SHELTON "Reflection" NORMAN BROWN "Third" DAVE KOZ "Look"	WALJ/Macon, GA PD: Bob Davis KEIKO MATSUI "Bridge" SOUL BALLET "N.Y.C."	WSMJ/Richmond, VA PD/MD: Tommy Fleming CHIELI MINUCCI "Cause" BONEY JAMES "Let" NORMAN BROWN "Third"	WSJT/Tampa, FL PD/MD: Ross Block ZACHARY BREAUX "Never"
WVMV/Detroit, MI PD/MD: Tom Sleeker DOC POWELL "Heart" PAUL HARDCASTLE "Jokers" LOUIE SHELTON "Reflection" NORMAN BROWN "Third" CRAIG T. COOPER "Never"	WLVE/Miami, FL PD: Shirley Maldonado MD: Geoff Fischer PAUL HARDCASTLE "Jokers" NORMAN BROWN "Third" CHIELI MINUCCI "Cause"	KQBR/Sacramento, CA PD: Lawrence Tanter WHITNEY HOUSTON "Believe" KENNY BLAKE "European" URBANATOR "Magic"	52 Total Reporters 52 Current Reporters 46 Current Playlists Reported Frozen Playlist (1): KYOT/Phoenix, AZ
WGUF/Ft. Myers, FL PD: Michael Bode GROVER WASHINGTON... "Soulful" PAUL HOWARDS "Christmas" THOM ROTELLA "First" JIM BRICKMAN "Hear" PHIL SHEERAN "Silver" TOM GRANT "Wonderland" KITARO "Drummer"	WJZI/Milwaukee, WI PD: Fred Heller MD: Kathryn Vaughn MARILYN SCOTT "Close" DAVID SANBORN "Rikke" DAVE KOZ "Lullaby" VANESSA WILLIAMS "Baby" PAUL HARDCASTLE "Jokers" RONNY JORDAN "Closer"	KSSJ/Sacramento, CA PD: Don Langford MD: Keli Garrett VANESSA WILLIAMS "Baby" NORMAN BROWN "Third" CHIELI MINUCCI "Come" KENNY G "Eastside"	Did Not Report, Playlist Frozen (5): WNJA/Chicago, IL KXDC/Monterey, CA WQCD/New York, NY KOAS/Tulsa, OK WJZW/Washington, DC

THERE ARE 450 BILLION CHRISTMAS RECORDS...



this isn't one of them.



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"Lighting Up The World"
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 (DEC. 5TH TO 12TH, 1996)

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CYNDEE MAXWELL

Telecom Act Tops The Year's News

□ Station mergers, controversial talent, new music central themes of '96

You don't have to be a memory expert to cite the most important industry event in 1996. The Telecom Act redefined the future of broadcasting, although its final outcome won't likely be written until next year.

Typically, the area of greatest concern for programmers during '96 was whether group ownership consolidation would eliminate their jobs. Most group executives remained upbeat on the matter. "On the programming side, we see additional opportunities for our PDs," **Entercom COO/CFO David Field** remarked (R&R 10/11). "A lot of them had glass ceilings in the old paradigm. However, there is much greater opportunity for career expansion for individuals who are capable of climbing the ladder further in today's world."

Said **American Radio Systems co-COO David Pearlman**, "Programming options, I think, are going to be more plentiful. You'll find less homogenized formats. You might take a chance on a particular format or devote more resources to the development of an underdeveloped property in a market to go with a strong one you may already have. We've spent more time and money developing stations than maybe we could have if we were stand-alone or with two stations."

Commented **CBS President Dan Mason**, "I can't see a distinct benefit of a group PD today. I would rather invest in the best individual PDs and let them assist other stations within the company on an 'as needed' basis."

'Thrill Of The Speed'

The radio buying frenzy was punctuated by several group mergers. But the one causing the most talk was the recently completed **Westinghouse/Infinity** merger. Meanwhile, one group stands out for focusing its attention on one state.

Paxson Communications Sr. VP/Programming Alan Mason discussed the firm's Florida concentration in R&R's July 5 issue. "The old days of 10 times cash flow went away quickly; some deals have recently been estimated at 19 times cash flow. There is a little bit of insanity involved. We try to temper our insanity with logic, but it's a weird world right now."

The Paxson PDs adopted a say-

THE YEAR 1996 IN REVIEW

ing from journalist **Hunter S. Thompson**: "Faster, faster, until the thrill of the speed overcomes the fear of death." Mason added, "We live by that credo because things move so fast. But I like it that way — it's fun."

Two programmers who not only kept their jobs when their stations were purchased but also added responsibilities shared a little about how their worlds had changed in the September 27 issue:

"When duopoly was first discussed, everyone said you could downsize, cut some overhead, and enjoy the economies of scale by having people take on more duties," **KBBT & KUFO/Portland PD Dave Numme** said. "And while it is important for people to be multiformatic, the **ARS** approach [dictates] that it's also important to have hands-on people for each station in order to provide it with 100% attention."

KSJO & KUFX/San Jose PD Dana Jang remarked that for Classic Rock KUFX, "The job deals more with airstaff, promo-

I can't see a distinct benefit of a group PD today. I would rather invest in the best individual PDs and let them assist other stations within the company on an 'as needed' basis.

—**CBS President Dan Mason**

tions, and other issues like that; at KSJO, the job means being directly involved with the music because it's continually changing. If I had to program two stations where the music constantly changed, I'd go crazy. Still, it's imperative to have strong people in the various programming departments."

Rock's Twisted Talent

One Rock radio personality's popularity continued to grow to such large proportions that he has become a household name. Both of his books were best-sellers, and this year filming began on "Private Parts" — a movie based on his life and directed by **Ivan Reitman**.

Infinity Broadcasting supertalent **Howard Stern** admitted that privacy isn't in his vocabulary (R&R 3/1). "It's a very weird existence. For the last 20 years I've had no understanding of what it is to have a private life. I just look at everything in terms of the show."

Another of Rock's outrageous personalities has grown weary of the "shock jock" tag. In the March 8 issue, **WRCX/Chicago** morning man **Mancow Muller** mused, "I don't feel I'm shocking, and I don't do anything for the sake of shock. I do stuff that's honest. If being honest is shocking, I guess it's true. I'm 28 years old, like to party, crank the music, and get laid. If that shocks some people, well, there you go."

KISW/Seattle morning host **Bob Rivers** discussed how show prep works for his "Twisted Radio" show (R&R 4/5). "I've heard it said by others and it's true for me, too. My whole life is show prep. Whether my dog is having puppies, I'm building a chicken coop, or talking to my sons about rude song lyrics — it can all end up as observations in the next day's show."

Underground Sound

Rock radio found some new sounds this year, courtesy of such tracks as **Butthole Surfers'** "Pepper," **Primitive Radio Gods'**

"Standing Outside A Broken Phone Booth With Money In My Hand," and **Nada Surf's** "Popular." **Silverstone's John Butler** discussed the format that **Jars Of Clay** flooded this year (R&R 8/23):

"It's a testament that Rock can play lots of different records and hang out long enough as an artist develops. I've seen stations on 'Flood' for 30 weeks because it works and doesn't burn."

Can a record that consumers are buying in droves really be considered "alternative"? "**Garbage** was a top 25 seller on the mass-mer-



PLAYING WITH MATCHES — Matchbox 20 visited WJRR and pounded out a live on-air set with afternoon driver Crash. Once the sweat dried everyone posed in this shot: (front, l-r) WJRR's Jennifer Armstrong, Atlantic's Rick Brown, WJRR's Sideshow Dan, M20's Paul Doucette; (back, l-r) Brian Yale, Kyle Cook, Lava/Atlantic's Jason Flom, M20's Adam Gaynor, JRR's Crash and M20's Rob Thomas.

chant charts at **SoundScan** [the week of August 5] — people are buying it at Wal-Mart and Kmart," said **Geffen's Warren Christensen**. "It's not alternative but gets classified that way. Sometimes bands get branded unfairly."

Increased consumer attention to the Internet was clearly felt at Rock radio as the number of stations with new web sites grew to huge proportions. In the exploratory arena, **Tracy Barnes** premiered **HardRadio** on the Internet. The mostly metal, Internet-only station has a 25-35-year-old demographic that, according to Barnes, "coincides with the core user of the Internet. Hard rock has gone underground again and we're like a pirate radio station that you can only pick up on the Internet." (R&R 4/12)

While the first area that defines a Rock station is the music, is there room in the format for talk? "Our job, first and foremost, is to entertain," said Rock **WDVE & Alternative WDXD/Pittsburgh OM Gene Romano** (R&R 2/23). "With the hyper-competitive market fragmentation we're experiencing now, along with the fact that the music in many cases is being played on four and five different stations in the market, and when you have an opportunity in other dayparts to have compelling personalities on the air — suddenly the personalities and certain talk elements can be the tie-breaker. And that can provide more of a brand to your station."

Then-**KRFX/Denver OM Jack Evans**, who is now **Jacor's** Director/San Diego Programming, remarked, "On KRFX, 'word economy' is not a priority. One of the reasons the station has continued to be successful when Classic Rock around the country has declined is what we put between the records. We view talk as part of what makes the station successful."

But there's another side to the coin, as Evans explains. "There are times when I cringe. I look at my watch and figure the person thinks on that day they're being paid by the word instead of by the week. But that's to be expected when you give creative people the latitude to say what's

□

I don't feel I'm shocking, and I don't do anything for the sake of shock. I do stuff that's honest. I'm 28 years old, like to party, crank the music, and get laid.

—**Mancow Muller**

□ on their mind and share their opinions and observations. Sometimes it won't be a home run. But I never hotliare them."

Special Events

History was made on September 7 when **WRCX/Chicago** and **WLZR/Milwaukee** united to produce "Rockstock," a daylong event featuring 16 bands that included **Local H**, **Everclear**, **Seven Mary Three**, **Soul Asylum**, and **Dishwalla**, among others. This marked the first time stations from different markets have joined forces to produce an event of this magnitude. Over 32,500 Midwestern rock 'n' roll fans witnessed the spectacle.

The Olympic Summer Games were held in Atlanta, and **WKLS (96rock)/Atlanta PD Michael Hughes** discussed how his station handled the event. "We're being careful to balance this extraordinary event with opinions of our local residents. Many of them are getting frustrated now due to traffic and construction hassles, but everyone still wants something to do with the Olympics — we're trying to match their thinking. Our first priority is our core listener — his attitude is our attitude."

A Merry Thanks

So many of you have contributed greatly to the Rock columns this past year, whether it was sharing ideas and opinions or just calling to talk about news on the street. Thanks for your valuable input! I hope you have a very cool holiday.

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 Soundgarden, Bush, Stone Temple Pilots, Metallica, Local H, Sublime, Matchbox 20, Stir, Tool, Better Than Ezra, Sponge, Hazines, Wallflowers, Darla Hood, Tonic, Cake, Presidents of the United States, Rush, Van Halen, Social Distortion, Corrosion of Conformity, Failure, Marilyn Manson, Smashing Pumpkins, Ozzy Osbourne, Semisonic, 311, Alice in Chains, Counting Crows, Why Store, Bloodhound Gang, R.E.M., Type O Negative, Gary Hoey, Frames DC, Pearl Jam, Phish, Kula Shaker, Pearl Jam, Counting Crows, Garbage, ZZ Top, Gravity Kills, Dishwalla, Alice in Chains, PoE.

This chart reflects airplay from December 9-15. Songs ranked by total plays. Highlighted songs indicate Breaker. 76 Active Rock reporters. 73 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1996, R&R Inc.

NEW & ACTIVE

JOHN MELLENCAMP Just Another Day (Mercury) Total Plays: 279, Total Stations: 15, Adds: 0

DAVE MATTHEWS BAND Crash Into Me (RCA) Total Plays: 269, Total Stations: 19, Adds: 2

NIRVANA Drain You (DGC/Geffen) Total Plays: 252, Total Stations: 25, Adds: 1

METALLICA King Nothing (Elektra/EEG) Total Plays: 241, Total Stations: 25, Adds: 10

TOM PETTY & THE HEARTBREAKERS Change The Locks (Warner Bros.) Total Plays: 235, Total Stations: 22, Adds: 6

NERF HERDER Van Halen (Arista) Total Plays: 227, Total Stations: 22, Adds: 1

SPACEHOG Candyman (HiFi/Sire/EEG) Total Plays: 225, Total Stations: 21, Adds: 1

CATFISH Invisible (Eureka/Discovery) Total Plays: 216, Total Stations: 27, Adds: 5

ERIC JOHNSON S.R.V. (Capitol) Total Plays: 214, Total Stations: 16, Adds: 3

BETH HART BAND Immortal (143/Lava/Atlantic) Total Plays: 212, Total Stations: 18, Adds: 1

Songs ranked by total plays.

BREAKERS

VAN HALEN

Can't Get This Stuff No More (Warner Bros.) TOTAL PLAYS/INCREASE: 718/125, TOTAL STATIONS/ADDS: 43/3, CHART: 22

BUSH

Greedy Fly (Trauma/Interscope) TOTAL PLAYS/INCREASE: 683/157, TOTAL STATIONS/ADDS: 50/8, CHART: 24

SMASHING PUMPKINS

Thirty-Three (Virgin) TOTAL PLAYS/INCREASE: 649/182, TOTAL STATIONS/ADDS: 42/2, CHART: 26

SEMISONIC

F.N.T. (MCA) TOTAL PLAYS/INCREASE: 627/101, TOTAL STATIONS/ADDS: 44/5, CHART: 29

311

All Mixed Up (Capricorn/Mercury) TOTAL PLAYS/INCREASE: 625/47, TOTAL STATIONS/ADDS: 36/0, CHART: 30

MOST ADDED

Table with columns: ARTIST TITLE LABEL(S), ADDS. Lists songs like R.E.M. The Wake-Up Bomb, Bloodhound Gang Fire Water Burn, Metallica King Nothing, Bush Greedy Fly, Counting Crows A Long December, Pearl Jam Off He Goes, Tom Petty & The Heartbreakers Change..., Catfish Invisible, Sheryl Crow Everyday Is A Winding Road, Semisonic F.N.T., Tonic Casual Affair.



MOST INCREASED PLAYS

Table with columns: ARTIST TITLE LABEL(S), TOTAL PLAY INCREASE. Lists songs like R.E.M. The Wake-Up Bomb (+339), Pearl Jam Off He Goes (+221), Smashing Pumpkins Thirty-Three (+182), Counting Crows A Long December (+158), Bush Greedy Fly (+157), Bloodhound Gang Fire Water Burn (+136), Van Halen Can't Get This Stuff No More (+125), Matchbox 20 Long Day (+116), Tom Petty & The Heartbreakers Change... (+109), Sheryl Crow Everyday Is A Winding Road (+104).

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.



catfish "Invisible"

Contact: Jack Ashton/Discovery Records 800-377-9620 ext 212, Joel Wertman/Eureka Records 310-859-9482

Most Added! NEW & ACTIVE

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Loud & Rockin' At:

- KRXQ KISS WAAF WBZX KLAQ
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WWCT KTUX WVIC WRCN KKEG
KFMX KWBR WHMH KQWB KRCQ
WRKR WTFX WBXQ

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ROCK TOP 50

DECEMBER 20, 1996

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
4	4	1	1	STONE TEMPLE PILOTS Lady Picture Show (<i>Atlantic</i>)	1629	1598	1490	1397	81/0
2	1	2	2	METALLICA Hero Of The Day (<i>Elektra/EEG</i>)	1546	1596	1607	1545	78/0
8	6	5	3	RUSH Half The World (<i>Atlantic</i>)	1374	1327	1268	1149	81/2
13	9	9	4	JOHN MELLENCAMP Just Another Day (<i>Mercury</i>)	1352	1223	1180	964	71/1
10	7	6	5	BUSH Swallowed (<i>Trauma/Interscope</i>)	1340	1305	1231	1061	72/1
14	12	10	6	WALLFLOWERS One Headlight (<i>Interscope</i>)	1308	1205	1055	948	81/0
1	2	3	7	VAN HALEN Me Wise Magic (<i>Warner Bros.</i>)	1298	1481	1604	1817	70/0
11	10	8	8	SOUNDGARDEN Blow Up The Outside World (<i>A&M</i>)	1288	1226	1143	1018	75/0
3	3	4	9	TOM PETTY & THE HEARTBREAKERS Climb That Hill (<i>Warner Bros.</i>)	1243	1334	1540	1506	61/0
6	5	7	10	TONIC Open Up Your Eyes (<i>Polydor/A&M</i>)	1237	1279	1346	1363	77/0
19	18	16	11	SPONGE Have You Seen Mary (<i>Columbia</i>)	964	806	719	652	77/3
15	15	14	12	MATCHBOX 20 Long Day (<i>Lava/Atlantic</i>)	939	872	877	870	66/1
16	16	13	13	ZZ TOP Bang Bang (<i>RCA</i>)	934	931	874	756	66/2
7	11	11	14	R.E.M. Bittersweet Me (<i>Warner Bros.</i>)	856	1000	1109	1285	51/0
17	17	17	15	STIR Looking For (<i>Aware/Capitol</i>)	853	798	757	693	78/2
28	19	19	16	SUBLIME What I Got (<i>Gasoline Alley/MCA</i>)	791	658	570	442	52/3
27	25	20	17	VAN HALEN Can't Get This Stuff No More (<i>Warner Bros.</i>)	772	651	525	443	63/3
5	8	12	18	COUNTING CROWS Angels Of The Silences (<i>DGC/Geffen</i>)	696	979	1180	1389	53/0
32	27	22	19	BETTER THAN EZRA Desperately Wanting (<i>Swell/Elektra/EEG</i>)	654	561	494	409	62/5
12	14	18	20	CHALK FARM Lie On Lie (<i>Columbia</i>)	621	760	890	965	47/0
9	13	15	21	PHISH Free (<i>Elektra/EEG</i>)	620	866	966	1090	52/0
26	26	23	22	DARLAHOOD Grow Your Own (<i>Reprise</i>)	602	550	520	485	57/1
40	31	25	23	LOCAL H Bound For The Floor (<i>Island</i>)	578	502	429	310	43/2
21	20	21	24	WHY STORE Father (<i>Way Cool Music/MCA</i>)	560	587	564	586	49/1
BREAKER			25	ALICE IN CHAINS Would? (<i>Columbia</i>)	531	484	488	434	38/2
BREAKER			26	DON HENLEY Through Your Hands (<i>Revolution</i>)	530	386	247	67	46/4
BREAKER			27	HAZIES Trip Free Life (<i>EMI</i>)	519	486	426	406	52/1
24	23	24	28	OZZY OSBOURNE Walk On Water (<i>Geffen</i>)	488	528	550	544	48/0
—	—	47	29	COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	470	226	71	39	55/17
20	24	28	30	ALICE IN CHAINS Over Now (<i>Columbia</i>)	427	474	527	591	39/0
DEBUT			31	TOM PETTY & THE HEARTBREAKERS Change... (<i>Warner Bros.</i>)	394	203	15	7	44/13
34	34	30	32	TOOL Stinkfist (<i>Zoo</i>)	392	398	425	398	40/0
43	40	35	33	DAVE MATTHEWS BAND Crash Into Me (<i>RCA</i>)	371	348	304	271	40/6
47	41	38	34	COREY STEVENS It's Over (<i>Eureka/Discovery</i>)	369	285	279	208	36/4
39	42	36	35	PRESIDENTS OF THE UNITED... Mach 5 (<i>Columbia</i>)	331	326	277	311	31/0
—	—	40	36	ERIC JOHNSON S.R.V. (<i>Capitol</i>)	330	275	177	108	39/8
18	22	29	37	JOURNEY Message Of Love (<i>Columbia</i>)	318	463	557	657	24/0
36	36	37	38	SOCIAL DISTORTION I Was Wrong (<i>550 Music</i>)	288	307	345	356	21/0
23	29	32	39	PEARL JAM Hail, Hail (<i>Epic</i>)	286	376	484	557	25/0
25	30	34	40	SMASHING PUMPKINS Muzzle (<i>Virgin</i>)	282	354	469	504	23/0
—	—	48	41	SMASHING PUMPKINS Thirty-Three (<i>Virgin</i>)	275	223	128	72	23/2
48	43	39	42	CORROSION OF CONFORMITY Drowning In A Daydream (<i>Columbia</i>)	272	279	256	206	32/0
DEBUT			43	PEARL JAM Off He Goes (<i>Epic</i>)	269	146	68	14	27/5
29	32	33	44	BLACK CROWES Blackberry (<i>American/Reprise</i>)	257	359	428	440	26/0
—	49	50	45	SEMISONIC F.N.T. (<i>MCA</i>)	255	220	200	172	31/2
38	38	42	46	RUSH Test For Echo (<i>Atlantic</i>)	255	271	319	346	29/0
35	37	41	47	JOHN MELLENCAMP Key West Intermezzo (I Saw...) (<i>Mercury</i>)	246	271	339	365	36/0
49	46	45	48	FAILURE Stuck On You (<i>Slash/WB</i>)	245	236	221	195	31/2
41	45	44	49	STORYVILLE Good Day For The Blues (<i>Code Blue/Atlantic</i>)	217	237	227	280	19/0
50	50	49	50	CAKE The Distance (<i>Capricorn/Mercury</i>)	212	222	195	188	18/0

This chart reflects airplay from December 9-15. Songs ranked by total plays. Highlighted songs indicate Breaker. 88 Rock reporters. 84 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1996, R&R Inc.

NEW & ACTIVE

BLOODHOUND GANG Fire Water Burn (*Republic/Geffen*)
Total Plays: 188, Total Stations: 23, Adds: 2

BETH HART BAND Immortal (*143/Lava/Atlantic*)
Total Plays: 180, Total Stations: 25, Adds: 2

METALLICA King Nothing (*Elektra/EEG*)
Total Plays: 176, Total Stations: 15, Adds: 3

GARY HOEY Desire (*Surfdog*)
Total Plays: 173, Total Stations: 24, Adds: 0

KULA SHAKER Tattva (*Columbia*)
Total Plays: 170, Total Stations: 16, Adds: 0

R.E.M. The Wake-Up Bomb (*Warner Bros.*)
Total Plays: 169, Total Stations: 28, Adds: 13

SHERYL CROW Everyday Is A Winding Road (*A&M*)
Total Plays: 158, Total Stations: 15, Adds: 6

MARILYN MANSON The Beautiful People (*Nothing/Interscope*)
Total Plays: 149, Total Stations: 18, Adds: 1

BUSH Greedy Fly (*Trauma/Interscope*)
Total Plays: 149, Total Stations: 18, Adds: 3

311 All Mixed Up (*Capricorn/Mercury*)
Total Plays: 143, Total Stations: 14, Adds: 1

Songs ranked by total plays.

BREAKERS®

ALICE IN CHAINS
Would? (*Columbia*)

TOTAL PLAYS/INCREASE: 531/47
TOTAL STATIONS/ADDS: 38/2
CHART: 25

DON HENLEY

Through Your Hands (*Revolution*)

TOTAL PLAYS/INCREASE: 530/144
TOTAL STATIONS/ADDS: 46/4
CHART: 26

HAZIES

Trip Free Life (*EMI*)

TOTAL PLAYS/INCREASE: 519/33
TOTAL STATIONS/ADDS: 52/1
CHART: 27

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	17
R.E.M. The Wake-Up Bomb (<i>Warner Bros.</i>)	13
TOM PETTY & THE HEARTBREAKERS Change... (<i>Warner Bros.</i>)	13
ERIC JOHNSON S.R.V. (<i>Capitol</i>)	8
SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	6
DAVE MATTHEWS BAND Crash Into Me (<i>RCA</i>)	6
TRANS-SIBERIAN ORCHESTRA Christmas... (<i>Atlantic</i>)	6
BETTER THAN EZRA Desperately Wanting (<i>Swell/Elektra/EEG</i>)	5
PEARL JAM Off He Goes (<i>Epic</i>)	5
FRAMES DC Monument (<i>Elektra/EEG</i>)	4
DON HENLEY Through Your Hands (<i>Revolution</i>)	4
COREY STEVENS It's Over (<i>Eureka/Discovery</i>)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	+244
TOM PETTY & THE HEARTBREAKERS Change... (<i>Warner Bros.</i>)	+191
SPONGE Have You Seen Mary (<i>Columbia</i>)	+158
DON HENLEY Through Your Hands (<i>Revolution</i>)	+144
R.E.M. The Wake-Up Bomb (<i>Warner Bros.</i>)	+140
SUBLIME What I Got (<i>Gasoline Alley/MCA</i>)	+133
JOHN MELLENCAMP Just Another Day (<i>Mercury</i>)	+129
PEARL JAM Off He Goes (<i>Epic</i>)	+123
VAN HALEN Can't Get This Stuff No More (<i>Warner Bros.</i>)	+121
WALLFLOWERS One Headlight (<i>Interscope</i>)	+103

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
SOUNDGARDEN Burden In My Hand (<i>A&M</i>)
WALLFLOWERS 6th Avenue Heartache (<i>Interscope</i>)
DISHWALLA Counting Blue Cars (<i>A&M</i>)
STONE TEMPLE PILOTS Trippin' On A Hole In... (<i>Atlantic</i>)
METALLICA Until It Sleeps (<i>Elektra/EEG</i>)
EVERCLEAR Santa Monica (Watch The World Die) (<i>Capitol</i>)
ZZ TOP What's Up With That (<i>RCA</i>)
SPACEHOG In The Meantime (<i>HiFi/Sire/EEG</i>)
SMASHING PUMPKINS Tonight, Tonight (<i>Virgin</i>)
BLACK CROWES Good Friday (<i>American/Reprise</i>)

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



STIR "Looking For"

Active Rock Chart **8** Rock Chart **17-15**
BDS Rock Monitor 15*-12*

Eric Johnson "S.R.V." #4 Most Added! New at KDKB

WAAF 25x	KSJO 20x	KISS 25x	WJRR 20x	WZTA 20x
KEGL 24x	KQRC 20x	KLFX 23x	WKPE 20x	WHEB 22x
WCPR 30x	KNCN 22x	KRAD 24x	KTUX 35x	KWHL 30x
KBER 20x	WRCQ 28x	KZBB 34x	WMFS 23x	WDRK 24x
WZAT 34x	WGLF 28x	WBXQ 33x	WTUE 20x	KBAT 21x
WRBR 21x	WQLZ 20x	KILO 27x	KHOP 23x	KDOT 40x
KIBZ 21x	WHMH 32x	KWBR 28x	KTYD 24x	
WNOR 20x	WPXC 23x	WZNF 40x	WKQQ 20x	<i>Capitol</i>

ROCK PLAYLISTS

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

MARKET #1 WNEW/New York (212) 489-1027 Winslow

MARKET #6 WWBR/Detroit (810) 589-7900 Bevilacqua

MARKET #12 WKLS/Atlanta (404) 325-0960 Hughes/Keppele

MARKET #14 WBAB/Long Island (516) 587-1023

MARKET #14 WRCL/Long Island (516) 423-6740 Tortora/Rodger

MARKET #19 WOVE/Pittsburgh (412) 937-1441 Romano/Winter

MARKET #20 KOKB/Phoenix (602) 897-9300 Maranville/Peterson

MARKET #25 WEBN/Cincinnati (513) 621-9326 Richards/Reinhart

MARKET #27 KCAL/Riverside (909) 793-3554 Shaw/Matthews

MARKET #31 WHJY/Providence (401) 438-6110 Weston/Schilino

MARKET #33 WNDR/Norfolk (757) 366-9900 Kojan/Parker

MARKET #38 WCKW/New Orleans (504) 831-8811 Level

MARKET #41 WCCC/Hartford (860) 233-4426 Dresner/Karolyi

MARKET #45 WCMF/Rochester, NY (716) 272-7260 Jacobs/Kane

MARKET #48 KOMP/Las Vegas (702) 876-1460 Culotta/Marty

MARKET #49 WQMF/Louisville (502) 896-4400 Mel

MARKET #51 KATT/Oklahoma City (405) 848-0100 Baker/Davis

MARKET #53 WFVY/Jacksonville (904) 642-1055 Moore/Waters

MARKET #57 WPKY/Albany, NY (518) 785-9800 Horton/Cooper

MARKET #60 KMOD/ Tulsa (918) 654-2810 Stone/Hurt



SKY DANIELS

1996: Alternative To What?

□ After going through 'puberty' this year, has the format's voice changed?

You can say 1996 was the year the Alternative format experienced formal performance expectations from all concerned. Ownership that had enjoyed early, rapid ratings growth now came to expect continued progress. Record labels that anointed the format as a savior three years ago now counted on it to deliver sales to make their quotas. Finally, in many markets, listeners who had desired a cutting-edge, forward-thinking musical evolution now looked for Alternative to provide them with direction and inspiration.

When you've got that kind of work cut out for you, 52 weeks isn't a lot of time. Recently, a number of younger programmers and promotion execs began to admit the pressure was mounting to maintain the pace. Having started out with all the right intentions, could the creative leaders of the format develop successful strategies to keep Alternative at the head of the class? Would the younger executives handle the weight? Would art and commerce merge successfully?

As consultant **Jeff Pollack** noted, "Who wrote the rule that having a love of music and a large audience must remain mutually exclusive?" (R&R 3/1).

How much growth the format could sustain became a hotly contested issue throughout the year. Is a format with the very name of Alternative supposed to be as big as its mainstream competitors? While label executives welcomed the aggressive musical stance of the format, there were also realizations that growth had its own conditions. **Elektra** VP **Matt Pollack** stated, "As far as the promotion end of it, we're already experiencing the positives and negatives of format growth. With the format growing — and the line continuing to blur between formats — our problems are going to become even more of a headache." (R&R 3/15) (Excerpted in anyone?)

Between Rock And A Pop Place

Finding competition from those lines blurring on all sides, the format was faced with deciding what ground it could occupy in each market's musical layout. **WDRE/Philadelphia** PD **Jim McGuinn** noted, "Programmers were originally given a great margin of error. Five years ago, no one expected the format to attract more than a two share." (R&R 9/27). That margin of error has been eliminated, leaving programmers no choice but to focus on a specific target-audience. That doesn't necessarily mean tighten down and get boring, according to **KITS/SF** VP of Programming **Richard Sands**. "For

the original core listeners, it's a drag to scan the dial and hear the same songs everywhere. We've made a concerted effort to find new discoveries for them, and image our station as being on the 'cutting-edge.'" (R&R 3/15).

One of the constant differences between Rock and Pop approaches is the reliance on artist development.



Liz Janik



Matt Pollack



Tim Dukes

Pop practitioners swear by the single, living hit-to-hit. Rock tends to utilize more of the equity that having core artists provides. One problem Alternative experiences in developing core artists results from the decision to constantly downshift demographically to regenerate a target. Considering how long Alternative has existed in many markets, that left an opportunity for someone to target listeners growing out of the format's original demo.

Consultant **Tom Barnes** predicted, "As a station matures, one of the most critical decisions that must be made is: Are you going to 'gray' with your audience? It's terribly frightening when someone attacks your upper end. This issue is going to be addressed by a lot of Alternative stations this year."

Many markets provided that competitive flanking challenge in the rise of Alternative AC approaches. By year's end every one of the Top 5 markets had at least one station adopting the approach. Can this new hybrid stand alone as a format? **Entercom** COO/CFO **David Field** questioned its durability by saying, "the research we've looked at and the empirical evidence we've seen indicates it remains questionable as a business opportunity."

The New World Order

Field also predicted the challenge of radio's "new world order" after deregulation: Programmers now have to contend with brand management

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rather than competitive warfare. He noted, "The challenge is to maintain the passion that was once fueled by a sense of battle. While it's critical for each station to superserve its target, the key for owners to win today is by creating powerful clusters in each market." (R&R 6/7).

The format's programmers had begun to experience this clustering effect by year's end, with markets like Seattle, Denver, San Diego, and Boston being among those where Alternative found new bedfellows. Maintaining individuality requires a constant vigil, said **XTRA(91X)/San Diego** OM **Tim Dukes**. "Once all the house buying is done, then you have to furnish the house. For us that means paying particular attention to creative-side demands." (R&R 10/11)

Programmers and label execs alike would opine as to what musical forms would drive Alternative to new heights of glory. Many continued to bank on electronica as the next big thing. **Quango Records'** **Jason Bentley** championed the form by saying, "I'm finding a broadening of the alternative music pool. Youths are headed in this direction, whether an older generation can understand it or not. An Alternative station that excludes this leaves out a substantial niche that is available." (R&R 5/17)

London Records' **Bill Carroll** would agree, stating, "If that music form and culture continues to develop, we might just see a breakthrough that Alternative can lay claim to."

For some, electronica remained just a flavor. **Mike Stern**, PD at **KXTE/Las Vegas**, dryly noted, "Play New Order and Depeche Mode, get a two-share. Play Nirvana, get a seven-share." (R&R 11/29). Consultant **Liz Janik** would disagree. A staunch supporter of electronica, she predicted at the year's beginning, "It's going to be a hard year [for Alternative]. I believe the format will rethink itself about what it can and can't be. It could be things like industrial or techno that come into the mix and a suddenly create a new sense of exciting, fresh radio." (R&R 3/15).

Many visionaries want to look ahead to the new millennium, anticipating wondrous change. Most Alternative programmers aren't looking past their next Arbitrend. The here-and-the-now for Alternative represents enough of a challenge.

No News Is Good News (Unless It's in HotFax)

The R&R Alternative HotFax told many a tale this past year. Here are some of the top tidbits...

JANUARY

- **WIBF/Philadelphia** ups **Marilyn Russell** to Asst. MD
- **WJBX/Ft. Myers** ups MD **Michelle Buczyński** to PD.

FEBRUARY

- **KEDJ/Phoenix** PD **John Clay** exits.
- **XTRA(91X)/San Diego** APD **Scott Struber** resigns effective 2/8.
- **John Knapp**, PD at **WMRQ/Hartford**, is named PD at **WPLY/Philadelphia**.
- **WNRQ/Pittsburgh** ups PM driver **Ali** to APD.
- **Bruce MacDonald** exits **WHTG/Asbury Park** to become Nat'l Director of Promotion at **Atlas/Polydor**.
- **WLUM/Milwaukee** PD **Ron Bunce** resigns.

MARCH

- **KEDJ/Phoenix** names former **KUBE/Seattle** APD **Shellie Hart** as its new PD. Additionally, **KKND/Tucson** PD **Chris "Curly" Patyk** is named MD.
- Former **WEBN/Cincinnati** PD **Tim Dukes** is named OM at **XTRA-FM(91X)/San Diego**.
- **WEDG/Bufalo** PD **Vince Richards** segues to the **WLUM/Milwaukee** PD post.
- Former R&R Alternative Editor **Shawn Alexander** joins **All Access Music Group**.
- Former **WHTZ/New York** VP/Programming **Steve Kingston** is named PD at **WXRK/NY**.
- **XTRA(91X)/San Diego** PD **Mike Halloran** exits the station.
- **XHRM/San Diego** announces that PD **Kelli Cluque** leaves that station!

APRIL

- **Shawn Stewart** is named MD at **KREV/Minneapolis**.
- Former APD at **WHTZ(Z100)/NY** **Sam** (the) **Milkman** is named Ops Director at crosstown **WXRK**.
- **Lynn Beaudoin** joins R&R as Asst. Editor/Alternative & Adult Alternative.
- **Steve Tipp** is promoted to SR VP/Promotion at **Reprise**.
- **KFBI-FM/Las Vegas** flips from Classic Rock to Alternative.

MAY

- PD **Troy (Boy Troy) Smith** exits **WFNX/Boston**.
- **WBRU/Providence** PD **Alexa Tobin** heads to the Big Apple as APD/MD of **WXRK/NY**.
- MD **Booker Madison** heads to **WXRK/New York** as Music Coordinator/midday announcer.
- **WDRE/Long Island** reclaims the legendary **WLIR** calls, PD **Ted Taylor** dubs the station "The Island."

JUNE

- **KDGE/Dallas** MD **Jay Michaels** exits to become **KRBE/Houston's** MD.
- **Mike Halloran** assumes PD responsibilities at **KUPR/San Diego**.
- **WMMS/Cleveland** PD **John Gorman** resigns.

JULY

- The one-time "Mars-FM" frequency becomes the home of "Groove 103.1." Former **KROQ-er** **Egil "Swedish Eagle" Aalvik** is PD, and **Kevin Stapleford's** consultancy, **KDK Media**, is also involved.
- **Tim Schiavelli** returns to **WBRU/Providence** as PD.
- Former **WVGO/Richmond** PD **Bill Glasser** named PD at **WFNX/Boston**.
- **KNNC/Austin** PD **Mike Peer** heads to **KDGE/Dallas** as MD
- Former **WNRQ/Pittsburgh** PD **Phil Manning** signs on to program **Odysey Communications'** (Y107) **KLYY/Arcadia-Los Angeles**.
- **Steve Hoffman** resigns as PD of Alternative AC **KLLC/San Francisco** after three months to return to **KEDG/Las Vegas**
- **WNRQ/Hartford** replaces **Brian Krysz** by naming **Jay Beau Jones** PD.

AUGUST

- **WXDX/Pittsburgh** promotes **Ali Castellini** to PD.
- Acting **WMMS/Cleveland** PD **Doug Kubinski** heads to **WPLY/Philadelphia** as MD
- **WFNX/Boston** APD "Liquid" **Todd Wilkinson** exits the station.
- **Way Cool Music** hires former **Mute** (but verbally engaging) promotion exec **Rose Braunstein** as Director/Alternative Commotion.

SEPTEMBER

- **Jacor** appoints **Jack Evans** Director/San Diego Prog. Ops.
- **WMMS/Cleveland** names crosstown **WNCX & WENZ's** **Bob Neumann** PD.
- **Clear Channel** flips **NAC KLJZ/New Orleans** to Alternative **KKND-FM**. Former **WLUM/Milwaukee** programmer **Vince Richards** signs on as PD
- **Sony's 550 Music** hires **Elektra's** **Joel Klaiman** as VP/Alternative Music.

OCTOBER

- **XHRM/San Diego** PD **Bryan Jones** exits the station.
- **Sean Robertson** becomes PD at **WENZ/Cleveland**. **Gary Spivack** assumes National Alternative Director responsibilities at **Atlantic**, replacing **Tod Elmore**.
- **KROQ/Los Angeles** ups former R&R force **Stacie Seifrit** to Director/Sales & Marketing.
- Acting **WLUM/Milwaukee** PD **Tommy Wilde** is appointed PD, with **KCXX/Riverside** PD **Chuck Summers** joining as APD. At **KCXX**, OM **Dwight Arnold** assumes PD responsibilities and **Bruce Pulley** becomes MD.

NOVEMBER

- **Infinity's KROQ/L.A.** names **Kevin Weatherly** VP/Programming.
- **Steve Kingston** is cleared in New Jersey court to assume his position as PD at **WXRK/NY**.
- **KPNT/St. Louis** MD **Tim Virgin** heads to **WLUP/Chicago**.

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	BUSH Swallowed (<i>Trauma/Interscope</i>)	3322	3401	3310	3378	92/0
12	6	3	2	GARBAGE #1 Crush (<i>Capitol</i>)	3076	2784	2380	1988	92/1
2	2	2	3	NO DOUBT Don't Speak (<i>Trauma/Interscope</i>)	3007	3112	2995	2950	88/0
5	7	5	4	STONE TEMPLE PILOTS Lady Picture Show (<i>Atlantic</i>)	2578	2563	2357	2399	87/0
4	3	4	5	CAKE The Distance (<i>Capricorn/Mercury</i>)	2576	2703	2671	2642	86/0
7	8	7	6	SOUNDGARDEN Blow Up The Outside World (<i>A&M</i>)	2430	2420	2335	2262	85/0
6	5	6	7	LOCAL H Bound For The Floor (<i>Island</i>)	2421	2513	2404	2295	87/0
14	11	9	8	311 All Mixed Up (<i>Capricorn/Mercury</i>)	2366	2227	1971	1937	89/0
27	16	11	9	SMASHING PUMPKINS Thirty-Three (<i>Virgin</i>)	2220	1994	1497	1067	87/2
3	4	8	10	SUBLIME What I Got (<i>Gasoline Alley/MCA</i>)	2154	2370	2468	2685	76/0
18	15	13	11	BETTER THAN EZRA Desperately Wanting (<i>Swell/Elektra/EEG</i>)	2017	1821	1687	1443	87/3
11	10	10	12	KULA SHAKER Tattva (<i>Columbia</i>)	1956	2002	2015	2028	87/2
23	20	17	13	FOUNTAINS OF WAYNE Radiation Vibe (<i>Tag/Atlantic</i>)	1735	1543	1402	1196	85/2
24	17	16	14	POE Hello (<i>Modern/Atlantic</i>)	1719	1630	1463	1161	90/3
13	12	12	15	PRESIDENTS OF THE UNITED... Mach 5 (<i>Columbia</i>)	1717	1854	1937	1950	80/0
15	13	15	16	RED HOT CHILI PEPPERS Love Rollercoaster (<i>Geffen</i>)	1696	1713	1711	1632	74/1
—	38	20	17	COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	1642	1334	744	289	82/8
34	31	22	18	WALLFLOWERS One Headlight (<i>Interscope</i>)	1483	1259	1002	851	78/3
8	9	14	19	R.E.M. Bittersweet Me (<i>Warner Bros.</i>)	1477	1781	2019	2252	60/0
19	18	18	20	TOOL Stinkfist (<i>Zoo</i>)	1409	1469	1440	1439	77/0
37	30	25	21	BLOODHOUND GANG Fire Water Burn (<i>Republic/Geffen</i>)	1375	1230	1039	784	76/1
30	25	24	22	LUSCIOUS JACKSON Naked Eye (<i>Grand Royal/Capitol</i>)	1324	1234	1126	1054	70/3
32	28	23	23	DAVE MATTHEWS BAND Crash Into Me (<i>RCA</i>)	1311	1235	1070	972	74/5
33	27	27	24	FAILURE Stuck On You (<i>Slash/WB</i>)	1236	1154	1104	923	71/2
10	14	19	25	SOCIAL DISTORTION I Was Wrong (<i>550 Music</i>)	1085	1363	1693	2039	57/0
22	22	21	26	PHISH Free (<i>Elektra/EEG</i>)	1082	1323	1328	1347	51/0
47	41	36	27	CARDIGANS Lovefool (<i>Mercury</i>)	989	793	628	489	53/5
20	23	26	28	TONIC Open Up Your Eyes (<i>Polydor/A&M</i>)	981	1173	1305	1370	50/0
43	40	33	29	SOUL COUGHING Super Bon Bon (<i>Slash/WB</i>)	920	839	657	537	63/8
36	35	35	30	FIONA APPLE Shadowboxer (<i>Work</i>)	804	828	832	798	47/0
9	19	30	31	COUNTING CROWS Angels Of The Silences (<i>DGC/Geffen</i>)	780	986	1427	2202	37/0
16	21	29	32	PEARL JAM Hail, Hail (<i>Epic</i>)	766	1021	1342	1620	39/0
17	24	28	33	LEMONHEADS If I Could Talk I'd Tell You (<i>Tag/Atlantic</i>)	742	1054	1290	1498	38/0
26	29	31	34	MARILYN MANSON The Beautiful People (<i>Nothing/Interscope</i>)	739	916	1068	1142	57/0
45	43	39	35	SEMISONIC F.N.T. (<i>MCA</i>)	719	668	588	514	44/1
—	—	43	36	NERF HERDER Van Halen (<i>Arista</i>)	691	594	386	140	53/9
DEBUT	—	—	37	SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	632	210	118	131	51/20
DEBUT	—	—	38	BUSH Greedy Fly (<i>Trauma/Interscope</i>)	570	433	314	190	43/11
DEBUT	—	—	39	SUICIDE MACHINES No Face (<i>Hollywood</i>)	569	243	55	12	69/16
—	—	48	40	REPUBLICA Drop Dead Gorgeous (<i>RCA</i>)	569	473	276	151	43/4
25	32	34	41	FUN LOVIN' CRIMINALS Scooby Snacks (<i>EMI</i>)	566	834	935	1155	35/0
—	—	49	42	DESCENDENTS I'm The One (<i>Epitaph</i>)	562	457	401	311	43/3
DEBUT	—	—	43	PEARL JAM Off He Goes (<i>Epic</i>)	538	311	115	40	45/12
—	—	47	44	NIRVANA Drain You (<i>DGC/Geffen</i>)	538	474	282	89	38/1
DEBUT	—	—	45	ASHLEY MACISAAC Sleepy Maggie (<i>A&M</i>)	497	424	347	275	35/2
DEBUT	—	—	46	WEEZER The Good Life (<i>DGC/Geffen</i>)	492	88	49	47	50/15
—	45	45	47	GRAVITY KILLS Enough (<i>TVT</i>)	490	507	515	461	40/0
29	33	38	48	SHERYL CROW If It Makes You Happy (<i>A&M</i>)	487	738	921	1059	28/0
28	34	37	49	SMASHING PUMPKINS Muzzle (<i>Virgin</i>)	484	756	861	1063	27/0
31	36	40	50	BECK Devils Haircut (<i>DGC/Geffen</i>)	479	654	822	973	31/0

This chart reflects airplay from December 9-15. Songs ranked by total plays. Highlighted songs indicate Breaker. 97 Alternative reporters. 93 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1996, R&R Inc.

BREAKERS®

No Songs Qualified For Breaker Status This Week

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
R.E.M. The Wake-Up Bomb (<i>Warner Bros.</i>)	12
BLOODHOUND GANG Fire Water Burn (<i>Republic/Geffen</i>)	10
METALLICA King Nothing (<i>Elektra/EEG</i>)	10
BUSH Greedy Fly (<i>Trauma/Interscope</i>)	8
COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	8
PEARL JAM Off He Goes (<i>Epic</i>)	6
TOM PETTY & THE HEARTBREAKERS Change... (<i>Warner Bros.</i>)	6
CATFISH Invisible (<i>Eureka/Discovery</i>)	5
SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	5
SEMISONIC F.N.T. (<i>MCA</i>)	5
TONIC Casual Affair (<i>Polydor/A&M</i>)	5

A FEW DAYS WITH FAMILY
OVER THE HOLIDAYS &
YOU'RE GONNA NEED



MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
R.E.M. The Wake-Up Bomb (<i>Warner Bros.</i>)	+339
PEARL JAM Off He Goes (<i>Epic</i>)	+221
SMASHING PUMPKINS Thirty-Three (<i>Virgin</i>)	+182
COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	+158
BUSH Greedy Fly (<i>Trauma/Interscope</i>)	+157
BLOODHOUND GANG Fire Water Burn (<i>Republic/Geffen</i>)	+136
VAN HALEN Can't Get This Stuff No More (<i>Warner Bros.</i>)	+125
MATCHBOX 20 Long Day (<i>Lava/Atlantic</i>)	+116
TOM PETTY & THE HEARTBREAKERS Change... (<i>Warner Bros.</i>)	+109
SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	+104

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
EELS Novocaine For The Soul (<i>DreamWorks/Geffen</i>)
311 Down (<i>Capricorn/Mercury</i>)
SOUNDGARDEN Burden In My Hand (<i>A&M</i>)
ALANIS MORISSETTE Head Over Feet (<i>Maverick/Reprise</i>)
DISHWALLA Counting Blue Cars (<i>A&M</i>)
BUTTHOLE SURFERS Pepper (<i>Capitol</i>)
REPUBLICA Ready To Go (<i>RCA</i>)
STONE TEMPLE PILOTS Trippin' On A Hole In... (<i>Atlantic</i>)
WALLFLOWERS 6th Avenue Heartache (<i>Interscope</i>)
BETTER THAN EZRA King Of New Orleans (<i>Swell/Elektra/EEG</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 WALLFLOWERS

"One Headlight"

Produced by T-Bone Burnett
Mixed by Tom Lord-Alge
A&R Direction: Tom Whalley
Management: Andy Slater/HK Management



BB Modern Rock Monitor 30*-19*

R&R 22 — 18

Big Spins at:

KROQ WBCN WHFS WLIR WNNX Q101
KEGE WMMS KTBZ WEQX WBZU WDGE
KIET WXEG KGDE KFMA KJEE & MORE!

ON TOUR NOW

Stations and their adds listed alphabetically by market

WEQX/Albany, NY PD: Ian Harrison APD/MD: Marc Alghini PEARL JAM "OH" WEEZER "Good"	WPGU/Champaign, IL PD: Ben Pozio MD: Jacent Jackson 13 LESBIAN FISH FRY "Happiness" 2 DESCENDENTS "One"	KKDM/Des Moines, IA PD: J. Michael McKay MD: Sophia John 12 SHERYL CROW "Everyday" KULA SHAKER "Tatva"	WRZX/Indianapolis, IN PD: Scott Jameson MD: Michael Young POE "Hello" SUICIDE MACHINES "Face" BETTER THAN EZRA "Wanting" BLACKHOUND GANG "Fire"	KREV/Minneapolis, MN PD: Kevin Cole MD: Shawn Stewart 25 ALICE IN CHAINS "Would" 11 THEY MIGHT BE GIANTS "City" 5 JON SPENCER BLUES... "Kindsa"	WXDX/Pittsburgh, PA PD: Ali Castellini MD: Lenny Diana 8 DAVE MATTHEWS BAND "Crash" COUNTING CROWS "December"	XTRA/San Diego, CA OM: Tim Dukes MD: Chris Muckley 19 BUSH "Greedy" 9 CHEMICAL BROTHERS "Setting" WEEZER "Good" BETTER THAN EZRA "Wanting"
WQBK/Albany, NY OM/MD: Dan Binder MD: Kelly McNamara SHERYL CROW "Everyday" SOUL COUGHING "Super" METALLICA "Day"	WEND/Charlotte, NC PD: Jack Daniel MD: Kim Monroe EELS "Rags" CARDIGANS "Lovestool" SOUL COUGHING "Super" REPUBLICA "Drop" SUICIDE MACHINES "Face" R.E.M. "Wake-Up"	CIMX/Detroit, MI Program Mgr: Murray Brookshaw PD/MD: Vince Cannova ODDS "Cool" OUR LADY PEACE "Superman's"	WPLA/Jacksonville, FL PD: Jim Randall APD: Beaner MD: Greg Brady BUSH "Greedy" SHERYL CROW "Everyday"	WHTG/Monmouth-Ocean, NJ PD: T.J. Bryan SEBADOH "Willing" FUN LOVIN' CRIMINALS "Criminals" MATCHBOX 20 "Long" EELS "Rags" SUICIDE MACHINES "Face"	WCYY/Portland, ME PD: Herb Ivy MD: Brian James NERF HERDER "Van" WEEZER "Good"	KITS/San Francisco, CA VP/Programming: Richard Sands APD: Roland West MD: Aaron Axelzen 5 COUNTING CROWS "December" SHERYL CROW "Everyday" KOMEDA "Boogie" JON SPENCER BLUES... "Wait" KULA SHAKER "Dude"
KTEG/Albuquerque, NM PD: Sandy Horowitz MD: Mark Copeland CHEMICAL BROTHERS "Setting"	WKQX/Chicago, IL PD: Bill Gamble APD/MD: Mary Shuminas No Adds	WHYT/Detroit, MI PD: Garett Michaels MD: Alex Tear 8 SHERYL CROW "Everyday" PEARL JAM "OH" DC TALK "Just" PAULA COLE "Cowboys"	KISF/Kansas City, MO PD: Jon Anthony MD: Jason Justice 18 R.E.M. "Wake-Up" 2 COUNTING CROWS "December" 2 POE "Hello"	WRLG/Nashville, TN OM: John Lenac PD: Julie Forman MD: Kevin Kline DAVE MATTHEWS BAND "Crash" EELS "Rags"	KNRK/Portland, OR PD: Mark Hamilton MD: Matt Southern BUSH "Greedy" SHERYL CROW "Everyday" PEARL JAM "OH"	KOME/San Jose, CA OM: Ron Nenni PD/MD: Jay Taylor 14 311 "Home"
WNNX/Atlanta, GA PD: Brian Phillips APD: Leslie Fram MD: Sean Demery No Adds	WAQZ/Cincinnati, OH PD/MD: Matthew Harris APD: Sterling Schiesler 9 POE "Hello" PEARL JAM "OH" SUICIDE MACHINES "Face" SOUL COUGHING "Super"	KNRQ/Eugene, OR PD: Stu Allen 33 JEWEL "You" PEARL JAM "OH" SUICIDE MACHINES "Face" CHEMICAL BROTHERS "Setting"	KLZR/Kansas City, MO PD: Roger The Dodger MD: Bob Osburn R.E.M. "Wake-Up" JANE JENSEN "More" EELS "Rags"	KKNO/New Orleans, LA PD: Vince Richards MD: Rod Ryan PORNO FOR PYROS "Dogs"	WDST/Poughkeepsie, NY PD: Dave Leonard APD: Dave Doud MD: Nic Harcourt 4 WILCO "Outtaste" 2 VALLEJO "Just" 1 WEEZER "Good"	KJEE/Santa Barbara, CA GM/MD: Eddie Gutierrez MD: Deanne Saffren SUBLINE "Santeria" 1 PRODIGY "Firestart" BUSH "Greedy" WEEZER "Good"
WJSE/Atlantic City, NJ OM/MD: Dave King R.E.M. "Wake-Up" BUTTHOLE SURFERS "TV" FUN LOVIN' CRIMINALS "Criminals"	WOXY/Cincinnati, OH PD: Dave Tellmann MD: Dorsie Fyffe 12 EVERYTHING BUT... "Today" 12 HEADS "Lolla" 7 NERF HERDER "Van" 3 GEGGY FAN "Lolla" 3 BUTTER 08 "Butter" 3 FLUFFY "Black" 3 JASON AND SCORCHERS "Victory" 2 FIONA APPLE "Sleep" 2 REACH AROUND "Mean" 2 SMASHING PUMPKINS "Thirty" 2 SAM PHILLIPS "Entertain" 1 FROG POND "Be" 1 SEPTEMBER 67 "Building" 1 DESCENDENTS "Everything" 1 HIS NAME IS ALIVE "Universal" 1 SNEAKER PIMPS "Lesko" 1 MARTIN PHILLIPS "Swimming" 1 RANCID "Riot" 1 ADRIAN BELEW "On" 1 MIDNIGHT OIL "Sins" 1 WEDDING PRESENT "Frites"	KFRF/Fresno, CA PD: Don O'Neal COUNTING CROWS "December" LUSCIOUS JACKSON "Naked"	WVOX/Lansing, MI PD: Mike Childs MD: Chris Brunt PEARL JAM "OH" SHERYL CROW "Everyday"	WZRH/New Orleans, LA PD: Jack Snyder MD: Darren Gauthier EELS "Rags" SPACE "Female"	WBUR/Providence, RI PD: Tim Schiavelli MD: Matt Maloney WILCO "Outtaste" FUN LOVIN' CRIMINALS "Criminals" R.E.M. "Electric Blue" SUICIDE MACHINES "Face" PAULA COLE "Cowboys" KULA SHAKER "Dude"	KNDD/Seattle, WA PD: Rick Lambert MD: Marco Collins 16 CARDIGANS "Lovestool" 10 PRODIGY "Firestart" 9 WEEZER "Good"
WRAX/Birmingham, AL PD: Dave Rossi MD: Hurricane Shane 22 SMASHING PUMPKINS "Thirty" 19 SMASHING PUMPKINS "Clones" 8 MATCHBOX 20 "Push" 6 SMASHING PUMPKINS "Unknown" 5 SMASHING PUMPKINS "Gut" 5 SHERYL CROW "Everyday" 5 BUSH "Greedy" 5 SEBADOH "Willing" 5 SPONGE "Mary" 5 CARDIGANS "Lovestool" 5 MORCHEEBA "Trigger"	WENZ/Cleveland, OH PD: Sean Robertson EELS "Rags" WALLFLOWERS "Headlight" RAGE AGAINST... "Rodeo" BARENAKED LADIES "Apartment"	WEJE/Ft. Wayne, IN PD: Sean Smyth MD: Weasel 10 WEEZER "Good" 10 PEARL JAM "OH" 1 SOUL COUGHING "Super" 1 CARDIGANS "Lovestool" 1 LUSCIOUS JACKSON "Naked"	KEDG/Las Vegas, NV PD: John Griffin MD: Freddy Snakeskin No Adds	WXRK/New York, NY PD: Steve Kingston MD: Rod Ryan ALANIS MORISSETTE "Right" DAVE MATTHEWS BAND "Crash"	WDOGE/Providence, RI PD/MD: Brent Petersen APD: John Allers 1 SHERYL CROW "Everyday" 1 SUICIDE MACHINES "Face"	WHMP/Springfield, MA PD: Adam Wright MD: Nick Danjer SUBLINE "Santeria" SUICIDE MACHINES "Face" EELS "Rags"
KROX/Austin, TX PD: Sara Trexler APD/MD: Lloyd Hocutt COUNTING CROWS "December" PEARL JAM "OH" FOUNTAINS OF WAYNE "Radiation" CHEMICAL BROTHERS "Setting" FAILURE "Stuck" SEMISONIC "F.T.T."	WGRD/Grand Rapids, MI PD: Allan Fee 15 STABBING WESTWARD "Shame" 13 R.E.M. "Wake-Up" NERF HERDER "Van" SPONGE "Mary" SUICIDE MACHINES "Face"	WQXZ/Lexington, KY PD: Dennis Dillon MD: Brad Hart 13 SHERYL CROW "Everyday" REPUBLICA "Drop" SUICIDE MACHINES "Face" WALLFLOWERS "Headlight" SOUL COUGHING "Super"	KXTE/Las Vegas, NV PD: Mike Stern MD: Chris Ripley WEEZER "Good"	WROX/Norfolk, VA PD: Perry Stone APD/MD: Al Mitchell COUNTING CROWS "December" FRAMES DC "Monument" NERF HERDER "Van" WEEZER "Good" RAGE AGAINST... "Rodeo" SOUL COUGHING "Super"	KORB/Quad Cities, IA PD: Steve Gunner JANE JENSEN "More"	KTOZ/Springfield, MO MD: Julie Bahre SHERYL CROW "Everyday"
WRAX/Birmingham, AL PD: Dave Rossi MD: Hurricane Shane 22 SMASHING PUMPKINS "Thirty" 19 SMASHING PUMPKINS "Clones" 8 MATCHBOX 20 "Push" 6 SMASHING PUMPKINS "Unknown" 5 SMASHING PUMPKINS "Gut" 5 SHERYL CROW "Everyday" 5 BUSH "Greedy" 5 SEBADOH "Willing" 5 SPONGE "Mary" 5 CARDIGANS "Lovestool" 5 MORCHEEBA "Trigger"	WMMS/Cleveland, OH PD: Bob Neumann MATCHBOX 20 "Long" EELS "Rags" SUICIDE MACHINES "Face"	WXNR/Greenville, NC PD: B.K. Kirkland MD: Neal Doune 25 COUNTING CROWS "December" 23 BETTER THAN EZRA "Wanting" 12 RED HOT CHILI... "Love" PEARL JAM "OH" R.E.M. "Wake-Up" BUSH "Greedy"	WZXX/Lexington, KY PD: Dennis Dillon MD: Brad Hart 13 SHERYL CROW "Everyday" REPUBLICA "Drop" SUICIDE MACHINES "Face" WALLFLOWERS "Headlight" SOUL COUGHING "Super"	KQRX/Odessa, TX PD: Frank Hall MD: Shaun Slaughter WEEZER "Good" FUN LOVIN' CRIMINALS "Criminals" SUICIDE MACHINES "Face" EELS "Rags"	KRZO/Reno, NV PD: Rob "Blaze" Brooks SHERYL CROW "Everyday"	WZXR/Tallahassee, FL PD: Rick Schmidt APD: Evan Delaney MD: Chaz No Adds
WBCN/Boston, MA VP/Programming: Oedipus MD: Carter Alan APD: Steven Strick 10 SOCIAL DISTORTION "Angels" 8 COUNTING CROWS "December"	WCCD/Columbus, OH PD: Jane Purcell MD: Andy Davis JASON FALKNER "Live" NERF HERDER "Van" ASHLEY MACISAAC "Maggie" BODEANS "Hurt"	WQXA/Harrisburg, PA PD: John Moschitta MD: Scott McFadden SHERYL CROW "Everyday" PEARL JAM "OH" SPONGE "Mary" ASH "Mars"	WLIR/Long Island, NY PD: Ted Taylor MD: Shelley Miller FIONA APPLE "Sleep" SHERYL CROW "Everyday" KULA SHAKER "Tatva" ENIGMA "Why"	KGDE/Omaha, NE PD: Lynn Barstow MD: John Stewart NERF HERDER "Van"	KRXX/Riverside, CA PD: Dwight Antold MD: Bruce Pully 7 SKELETONS "Razor" 1 PEARL JAM "OH" 1 MATCHBOX 20 "Long" 1 SMASHING PUMPKINS "Unknown" 1 LUSCIOUS JACKSON "Naked" 1 COMMON SENSE "Newer" 1 BUTTHOLE SURFERS "TV" 1 VALLEJO "Just" 1 SPACE "Female"	WHFS/Washington, DC PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise CARDIGANS "Lovestool" SUICIDE MACHINES "Face"
KQXR/Boise, ID MD: Tim Johnstone EELS "Rags" NERF HERDER "Van"	KOGE/Dallas, TX PD: Joel Folger MD: Mike Peer SOUL COUGHING "Super" WEEZER "Good" SUBLINE "Santeria"	KDEO/Honolulu, HI PD: Norm Winter MD: Don Lips Fugiyama 11 DES'REE "Kissing" JASON FALKNER "Live" K'S CHOICE "Addict"	WMAD/Madison, WI PD: Pat Frasley APD/MD: Trevor Scott NERF HERDER "Van"	WDRP/Philadelphia, PA OM: Jim McGuinn CO-MD: Marilyn Russell CO-MD: Preston Elliot 4 CHEMICAL BROTHERS "Setting" SHERYL CROW "Everyday" SPONGE "Mary" SUBLINE "Santeria" RAGE AGAINST... "Rodeo"	WNVE/Rochester, NY PD/MD: Erick Anderson 7 WALLFLOWERS "Headlight" WEEZER "Good"	KFM/Tucson, AZ PD: Suzie Dunn No Adds
WEDG/Buffalo, NY MD: Rich Wall 15 SPONGE "Mary" FOUNTAINS OF WAYNE "Radiation" BUSH "Greedy" DAVE MATTHEWS BAND "Crash" SHERYL CROW "Everyday" ANI OIFRANCO "Shameless" TRACY BONHAM "Sharks"	WXEG/Dayton, OH PD: Jeff Stevens MD: Allen Rants WEEZER "Good"	KPOI/Honolulu, HI PD: Brock Whaley MD: Nikki Basque REPUBLICA "Drop" NIRVANA "Drain" NERF HERDER "Van" SUICIDE MACHINES "Face" SHERYL CROW "Everyday"	WRXQ/Memphis, TN PD: Tony Williams MD: Dianna Gee PSYCHOTICA "Freedom" COWBOY MOUTH "Jenny" BUSH "Greedy"	WRE/Philadelphia, PA OM: Jim McGuinn CO-MD: Marilyn Russell CO-MD: Preston Elliot 4 CHEMICAL BROTHERS "Setting" SHERYL CROW "Everyday" SPONGE "Mary" SUBLINE "Santeria" RAGE AGAINST... "Rodeo"	WVVE/Rochester, NY PD/MD: Erick Anderson 7 WALLFLOWERS "Headlight" WEEZER "Good"	WPBZ/West Palm Beach, FL PD: Amy Doyle MD: Robert English BUSH "Greedy" SOCIAL DISTORTION "Angels"
WBTZ/Burlington, VT PD: Stephanie Hindley MD: Steve Picard 1 TANYA DONELLY "Burn" EELS "Rags"	WKRO/Daytona Beach, FL PD: Taft Moore MD: Delia Rae 13 SHERYL CROW "Everyday" 9 DESCENDENTS "One" 3 ASHLEY MACISAAC "Maggie"	KTBZ/Houston, TX PD: Steve Robison MD: David Sadof 11 BUSH "Greedy" COWBOY MOUTH "Jenny" DESCENDENTS "One"	WLUM/Milwaukee, WI PD: Tommy Wilde APD: Chuck Summers MD: Zerrin Bulut No Adds	WZXX/Lexington, KY PD: Dennis Dillon MD: Brad Hart 13 SHERYL CROW "Everyday" REPUBLICA "Drop" SUICIDE MACHINES "Face" WALLFLOWERS "Headlight" SOUL COUGHING "Super"	WZXR/Tallahassee, FL PD: Rick Schmidt APD: Evan Delaney MD: Chaz No Adds	WPBZ/West Palm Beach, FL PD: Amy Doyle MD: Robert English BUSH "Greedy" SOCIAL DISTORTION "Angels"

NEW & ACTIVE

SEBADOH Willing To Wait (<i>Sub Pop</i>) Total Plays: 438, Total Stations: 35, Adds: 2	ORBITAL The Box (<i>FFRR/London</i>) Total Plays: 340, Total Stations: 27, Adds: 0	R.E.M. The Wake-Up Bomb (<i>Warner Bros.</i>) Total Plays: 201, Total Stations: 17, Adds: 6
MATCHBOX 20 Long Day (<i>Lava/Atlantic</i>) Total Plays: 431, Total Stations: 21, Adds: 3	ASH Girl From Mars (<i>Infectious/Reprise</i>) Total Plays: 282, Total Stations: 20, Adds: 1	JANE JENSEN More Than I Can (<i>Flip/Interscope</i>) Total Plays: 178, Total Stations: 16, Adds: 2
METALLICA Hero Of The Day (<i>Elektra/EEG</i>) Total Plays: 410, Total Stations: 20, Adds: 2	BUTTHOLE SURFERS TV Star (<i>Capitol</i>) Total Plays: 278, Total Stations: 20, Adds: 2	K'S CHOICE Not An Addict (<i>550 Music</i>) Total Plays: 175, Total Stations: 10, Adds: 1
BT W/TORI AMOS Blue Skies (<i>Perfecto/Kinetic/Reprise</i>) Total Plays: 397, Total Stations: 26, Adds: 0	SUBLIME Santeria (<i>Gasoline Alley/MCA</i>) Total Plays: 267, Total Stations: 14, Adds: 4	WILCO Outtaste (<i>Outta Mind/Reprise</i>) Total Plays: 174, Total Stations: 14, Adds: 2
BARENAKED LADIES The Old Apartment (<i>Reprise</i>) Total Plays: 384, Total Stations: 18, Adds: 1	HEADS Indie Hair (<i>Radioactive/MCA</i>) Total Plays: 253, Total Stations: 14, Adds: 0	EELS Rags To Rags (<i>DreamWorks/Geffen</i>) Total Plays: 136, Total Stations: 24, Adds: 17
SPONGE Have You Seen Mary (<i>Columbia</i>) Total Plays: 379, Total Stations: 24, Adds: 5	RAGE AGAINST THE MACHINE Down Rodeo (<i>Epic</i>) Total Plays: 227, Total Stations: 29, Adds: 6	PAULA COLE Where Have All The Cowboys Gone (<i>Imago/WB</i>) Total Plays: 122, Total Stations: 10, Adds: 2
CHEMICAL BROTHERS Setting Sun (<i>Astralwerks/Caroline</i>) Total Plays: 349, Total Stations: 33, Adds: 6	MORCHEEBA Trigger Hippie (<i>Discovery</i>) Total Plays: 212, Total Stations: 18, Adds: 1	

Songs ranked by total plays.

got orbital? ... homogenize milk, not radio.

On: **KROQ** **KDGE** **99X**
KTCL **KNDD** **X96**
LIVE105 **WEQX** **KNRK**
WROX **WBCN** **WLUM**
KOME **XHRM**

Over 100,000 Units Sold!



“THE BOX”



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NEW MUSIC SPECIALTY SHOWS

It's Been A 'Tricky' Year

We don't run a year-end R&R Specialty Show chart for the simple reason that the panel looks ahead, not back. It's been a tough year for Alternative in a lot of ways, but the panel managed to find records with individuality week in and week out. Records like **Primitive Radio Gods**, **Republica**, **Geggy Tah**, and more made it to the mainstream from the panel's support. Will **Tricky** do the same in 1997? He scores this week's No. 1 with play at **WBCN/Boston**, **KFMA/Tucson**, **WWDX/Lansing** and others. **Suicide Machines** seems to have a toehold on mainstream success from the early play by the panel as well. "No Face" placed second with **WPLA/Jacksonville**, **WZRH/New Orleans**, and others giving it props. **Smashing Pumpkins** copped a ton of play on the covers on "Aeroplane" to place third. Record to Watch (in '97): **Prodigy** "Breathe."

SIGNIFICANT ACTION

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

- TRICKY** (Island)
- SUICIDE MACHINES** (Hollywood)
- SMASHING PUMPKINS** (Virgin)
- POLARA** (Interscope)
- SCREECHING WEASEL** (Fat Wreck Chords)
- PRODIGY** (XL)
- FLAMINGOES** (Big Pop)
- GEGGY TAH** (Luaka Bop/WB)
- JON SPENCER BLUES...** (Matador/Capitol)
- MY DRUG HELL** (Countdown/ULG)

GAINING MOMENTUM

- SOUL COUGHING** (Slash/WB)
Airplay Includes: KISF, WPLA, XHRM
- SPACE** (Universal)
Airplay Includes: KPNT, KDGE, KPNT
- BUTTER 08** (Grand Royal)
Airplay Includes: KITS, WDST, WROX
- ELYSIAN FIELDS** (Radioactive)
Airplay Includes: KXTE, WNNX, XTRA
- BT** (Perfecto/Kinetic/Reprise)
Airplay Includes: WLUM, WPLA, WROX
- WEEZER** (DGC/Geffen)
Airplay Includes: KFMA, WEJE, WDX
- ARCHERS OF LOAF** (Alias/Elektra/EEG)
Airplay Includes: WBCN, WBTZ, WOXY
- SNEAKER PIMPS** (Virgin)
Airplay Includes: KITS, KJEE, WBTZ
- NUMBER ONE CUP** (Flydaddy)
Airplay Includes: KNDD, KREV, WLUM
- SKELETONES** (Noise)
Airplay Includes: KPNT, WPLA, XHRM

Compiled by Lynn Beaudoin

SPECIALTY SHOW REPORTERS

Shows and their Top 5 songs listed alphabetically by market

<p>WQBK/Albany, NY Over The Edge Sunday-Monday Midnight-2am Kelli McNamara</p> <p>Tricky "Christiansands" Chemical Brothers "Setting Sun" Deluxx Folk Implosion "U Can't Win" Semisonic "FN T" Scott Thomas "Wonderful"</p>	<p>WAQZ/Cincinnati, OH Before The Revolution Weeknights midnight-1am</p> <p>Sublime "Santeria" Roundhead "Mana Ray" Morcheeba "Trigger Hippie" Rusted Root "Faith I Do Believe"</p>	<p>WQXA/Harrisburg, PA The Sunday Morning News Sunday 9-10am Bill Hanson</p> <p>Fountains Of Wayne "Radiation Vibe" Sebadoh "Willing To Wait" Soul Coughing "Super Bon Bon" Screaming Weasel "Cool Kids" Pusherman "Sold"</p>	<p>KXTE/Las Vegas, NV It Hurts When I Pee Sunday 10pm-midnight Chris Ripley</p> <p>Luscious Jackson "Naked Eye" Sublime "Santeria" Prodigy "Firestarter" Cake "I Will Survive" Suicide Machines "No Face"</p>	<p>WZRH/New Orleans, LA Beyond The Charts Sunday 8-11pm Trey Blossman</p> <p>Weston "New Shirt/Heather Lewis" Marshes "Offshore" Suicide Machines "No Face" Dash Rip Rock "Isn't That Enough" Hanson Brothers "The Hockey Song"</p>	<p>XHRM/San Diego, CA The Flash Zone Saturday 9pm-2am Greg Pearson</p> <p>Ani Difranco "Joyful Girl" Jamiroquai "Virtual Insanity" Sneaker Pimps "6 Underground" Morcheeba "Trigger Hippie" Jason Falkner "I Live"</p>
<p>WNNX/Atlanta, GA Planet Jill Weeknights 11-midnight Jill Melancon</p> <p>Ani Difranco & Utah Phillips "Holding On" Fountains Of Wayne "Leave The Biker" Screaming Weasel "Cool Kids" Wedding Present "Venus" Mary Lou Lord "Birthday Boy"</p>	<p>WOXY/Cincinnati, OH Gridlxxx Sunday 11pm-1am Dan Cromer</p> <p>Wedding Present "Dreamworld" Chug "Evel Knievel" Railroad Jerk "You Bet" Guided By Voices "Jabberstroke"</p>	<p>KTBB/Houston, TX Lunar Rotation Sunday 7-9:30pm David Sadot</p> <p>Flamingoes "Scenester" Modern Industry "My Creation" Smashing Pumpkins "You're All I've ..." Smashing Pumpkins "Clones" Smashing Pumpkins "A Night Like This"</p>	<p>WLIR/Long Island, NY Left Of Center Sunday 11am-noon Lazlow</p> <p>Pet "Hero Life" Mazzy Star "Flowers In December" John Cale "Dancing Undercover" Odds "Someone Who's Cool" Geggy Tah "Lotta Stuff"</p>	<p>WROX/Norfolk, VA Nocturnal Transmissions Monday 11pm-2am Al Mitchell</p> <p>Butter 08 "Butter Of 69" Dink "Numb II" Ashley MacIsaac "Sleepy Maggie" Hunter S. Thompson "Acquiring Equipment" Trans-Siberian Orchestra "Christmas Eve ..."</p>	<p>XTRA/San Diego, CA Muckley's Floorboard Wednesday midnight-2am Chris Muckley</p> <p>Unwritten Law "Goody Two Shoes" Prodigy "The Trick" Zupano "Let's Fight" Komeda "Boogie Woogie ..." Suicide Machines "Hey"</p>
<p>WBCN/Boston, MA Nocturnal Emissions Sunday 8-10pm Oedipus</p> <p>Fountains Of Wayne "Radiation Vibe" Social Distortion "When The Angels Sing" Fun Lovin' Criminals "The Fun Lovin' Criminal" Ashley MacIsaac "Sleepy Maggie" Mighty Mighty Bosstones "The Impression That I Got"</p>	<p>KDGE/Dallas, TX The Adventure Club Sunday 7-10pm Josh & Kevin</p> <p>Silver Jews "Dallas" Isaac Green & Skalaris "High School" Dr. Octagon "3000" Lemonheads "Live Forever" Tanya Donnelly "Swoon"</p>	<p>KISF/Kansas City, MO Living Room Sunday 8-10pm Stan & Joel</p> <p>Star 69 "You Are Here" Ash "Girl From Mars" Flamingoes "Scenester" Radio Iodine "Human Nature" Kula Shaker "Hey Oude"</p>	<p>KROQ/Los Angeles, CA Rodney On The Roo Sunday 10pm-1am Rodney Bingenheimer</p> <p>Kula Shaker "Go Kula" Placebo "Big Mouth Strikes Again" BMX Bandits "New Killer Summer" Bush Tetras "Page 18" Catalonia "Last Cat"</p>	<p>WXDX/Pittsburgh, PA Edge Of The X Sunday 9-11pm</p> <p>Jon Spencer Blues ... "Wall" Tori Amos "11 Six Was Nine" Rob Skane "In My Room" Descendents "I'm The One" Vallejo "Just Another Day"</p>	<p>KITS/San Francisco, CA Transmitter Adjustment Sunday 10pm-midnight Aaron, Rick and Steve</p> <p>Tricky "Christiansands" Butter 08 "Butter Of 69" Screaming Weasel "Cool Kids" Komeda "Boogie Woogie/Rock N'Roll" Aphex Twin "Girl/Boy"</p>
<p>WBTZ/Burlington, VT Spinning Unrest Sunday 9-10:30pm Steve Picard</p> <p>Mighty Mighty Bosstones "The Impression ..." Saturnine "Palomar" Number One Cup "Stereo" Meat Beat Manifesto "We Done It Again" My Drug Hell "Girl At The Bus Stop"</p>	<p>WEJE/Ft. Wayne, IN New Music Show Sunday 8:30-9:30pm Weasel</p> <p>Barenaked Ladies "The Old Apartment" Fun Lovin' Criminals "The Fun Lovin' Criminal" Satchel "Without Love" Space "Female Of The Species" Weezer "Good Life"</p>	<p>WWDX/Lansing, MI Above The Pale Sunday 9-10:30pm Chris Brunt</p> <p>Paula Cole "Where Have All The Cowboys Gone?" BT "Blue Skies" Morcheeba "Trigger Hippie" Space "Female Of The Species" Tricky "Christiansands"</p>	<p>KREV & WREV/Minneapolis, MN Counter Revolution Wednesday 10-11pm Christine Kass</p> <p>Stereolab "Flourescences" Home "Forgiveness" Flamingoes "Scenester" Built To Spill "Made-Up Dreams" Number One Cup "Malcolm's X-Ray Picnic"</p>	<p>KPNT/St. Louis, MO New Music Sunday Sunday 7-9:30pm Les Aaron</p> <p>Prodigy "Breathe" James "Whiplash" Underworld "Born Slippy" Jane Jensen "More Than I Can" Flamingoes "Scenester"</p>	<p>KNDD/Seattle, WA Loudspeaker Sunday 10-11pm Bill Reid or Marco Collins</p> <p>Stereo Mcs "What Is Soul" Stina Nordenstam "Little Star" Fluke "Atom Bomb" D.O.S.E. "Plug Myself In" Invisible Scratch Pickles "Tom Sawyer"</p>

NEW MUSIC SCENE

- Artist: Nerf Herder
- Track: "Van Halen"
- LP: "Nerf Herder"
- Producer: Joey Cape/
Ryan Greene
- Label: My/Arista



• **Essentials:** Three months ago, Aaron Axelson at **Live 105** gave me his weekly pick to click: "Man, you've got to hear **Nerf Herder**." At that point I tracked down **Marco** (from **My Records**, not **KNDD/Seattle**) in Santa Barbara, and got him to send me the disc. It would soon become a crusade record for the R&R Specialty show panel, with some stations (**KITS/SF**, **XTRA/San Diego**, and others) immediately putting "Van Halen" into fulltime play. Everywhere it received play, it went Top 5 phones.

Now that **Arista** has picked the band up, the record is running like the devil up the Alternative chart. It's a long way from Santa Barbara to the airwaves of **WXRK/NY**, but the 'Herd made it. The band (**Parry Gripp**/guitars and vocals, **Charlie Dennis**/bass and

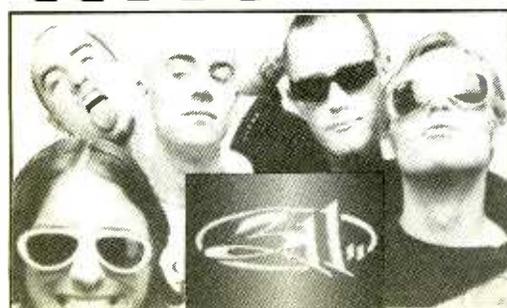
vocals, and **Steve Sherlock**/drums) have not let imminent success go to their head, though. I'm happy to report **Nerf Herder** still **LOVES** brown M&Ms.

• **Influences:** **Jonathan Richman**, **Muffs**, **Social Distortion**
• **Artist POV:** Gripp believes, "We could have put out another song from the album and people wouldn't have made it a 'novelty' issue. We wouldn't have got the immediate attention we've gotten then either. When you step back from 'Van Halen' and look at it, it's more serious than it appears on the surface. It's about the frustration a young person goes through when something they believe in, some ideal, falls apart. It's like watching your parents divorce."

—Sky Daniels

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

WHO SAYS WE DON'T DO METAL?



DOUBLE PLATINUM

GOLD



CAKE



1996's Question Of The Year: Adult Or Alternative?

□ The format faces the issues of continual evolution

Adult Alternative is a format with broader parameters than most. As the notion of Adult Alternative evolved in 1996, we began to see different applications of the musical form. The influence of contemporary music's infatuation with Alternative was felt stronger than ever. We began to see, depending on specific target demographics, a split develop between 25-34 "Rock Alternative" approaches and 35-44 heritage outlets.

Oftentimes, the split resulted in more than just the increased incorporation of Alternative-leaning music into the mix. There also arose a differing approach toward how the format should rotate records. "We have hotter clocks than typical Adult Alternatives," **KENZ/Salt Lake City PD Bruce Jones** said in R&R's September 20 issue. "I've always believed in rotating records. Nowadays, it's getting to the point where you can forget TSL. A cume-based universe has become our reality.



G. Michael Donovan

Your clock should acknowledge that. "It isn't just the fragmentation of formats at radio. People have a variety of entertainment options in radio and other media — the Internet, TV, satellite TV. The younger adults lead accelerated lifestyles ... they've got shortened attention spans. A big problem I've always had with traditional Adult Alternative approaches is they believe there has to be this incredible depth to their lists and libraries."

Rapid Or Random Rotation?

It is to be expected that, from a record label's perspective, rotation of records remains a hot button. When you have major label presidents citing a desire for increased rotations, then you know it remains a political consideration. **Reprise President Howie Klein** discussed his perspective on the format's evolution in the 8/23 issue.

"A lot has happened at the format,

but I feel its best days lie ahead. We are seeing a sizable portion of the American populace mature into a demographic between 25-44. These people don't retain pop perspectives. Their tastes and involvement with music become more mature — but they still care for it. Unlike earlier generations, this generation is more active. They want a station to be challenging and hip, not just play familiar favorites from their adolescence. Adult Alternative can provide them with newer artists who are palatable to their tastes.

"We know this format helps find that discerning adult. I'm not always thrilled with the format's rotations, though. They probably play too many artists and don't play them enough for average listeners to really become familiar."

Attack Of Alternative AC

The question of what constitutes Adult Alternative now extends even further thanks to the emergence of "Alternative AC" — pioneered by such "Star" stations as **KYSR/Los Angeles** and **KFMB-FM/San Diego**. These stations were viewed as a potential threat by some, while others, such as **Columbia Records VP Kid Leo**, felt this approach was a complement to Adult Alternative. "These stations should fall under the banner of Adult Alternative by the very definition of their formative target," Leo commented in the May 24 issue. "If a station plays music that, in the mainstream vernacular, is called 'alternative' and it targets an adult demographic, then the result is obvious. There have been many blurry lines amongst format approaches in the past, and this is another one. These stations are evolving into a permuta-

By Sky Daniels

THE YEAR 1996 IN REVIEW

tion of Adult Alternative."

One of the format's leading consultants, **SBR Radio's John Bradley**, warned of potential competition from Alternative AC in that same issue. "At our recent client's convention, we had the



John Bradley

seminar that focused on this approach, citing that these stations were eliminating the **Michael Boltons** and **Phil Collins** and replacing them with the **Gin Blossoms** and **Cranberries**. They are making it hard for Adult Alternative stations to make inroads on exclusivity of certain artists. On the other hand, they will help validate Adult Alternative artists to the masses."

Praying For The Masses

Is Adult Alternative a format geared to the "masses?" Until now, the benchmark of the format's success has been its ability to appeal to a desirable psychographic target of discerning adults

□ **It's a real sobering experience to discover through research, focus groups, and such how the average person relates to radio. What is serious business to us is a whimsical concern to them.**

—Mike Henry

with disposable incomes. **G. Michael Donovan**, Regional VP for Entercom-owned **KMTT-FM (The Mountain)/Seattle**, emphasized the format's qualitative strength in R&R's February 16 issue, remarking, "We benefit greatly from the various qualitative services such as **The 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 vir-

□

Unlike earlier generations, this generation is more active. They want a station to be challenging and hip, not just play familiar favorites from their adolescence. Adult Alternative can provide them with newer artists who are palatable to their tastes.

—Howie Klein

□

tue. 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."

Will more stations continue to update themselves to serve the interests and needs of a 25-34 age group, or will Adult Alternative choose to pursue the uppermost demographic targets? As the format matures, it's a natural that ratings expectations should push the format to an increasingly "mass" orientation. **Paragon Research VP/Managing Partner Mike Henry** put forth a sobering view of how active any format could remain as it followed an aging demo when he commented in the March 1 issue, "The format's very name demonstrates the unique intentions of both the approach and the listeners. This is one format, along with Country, that does appeal to an over-30 audience and still plays new music. It is true that, at a certain point, listeners do lose interest in new music and begin to lean on the music they discovered in their younger years.



Kid Leo

"Look at all the adult formats that are library-based, including many Adult Alternatives," Henry added. "There is a decline in substantial interest in radio as listeners age. But my observation is people who started out actively involved with radio remain so as they age. They are the exceptions, those people who like to connect with radio. They are a small minority. It's a real sobering experience to discover through research, focus groups, and such how the average person relates to radio. What is serious business to us is a whimsical concern to them."

Covering The Satellites

The issue of mass-orientation took on yet another wrinkle in 1996 with the advent of increased satellite delivery of Adult Alternative offerings. Whether a "bird" could offer a properly nuanced representation of the format remained a hotly contested issue. To a great extent, all the rules were being rewritten in the Year of Deregulation. Satellite operators seemed to sense opportunity in the fallout.

"I don't think anyone knows where this is going to end," **Jones Satellite Networks VP/Programming & Operations Phil Barry** commented in the May 10 issue. "To some degree, this is going to be survival of the fittest.

This is a deregulation issue. As far as satellite delivery goes, no owner is going to consider our source unless we provide a competitive product. Like many other products available across the country, radio can utilize a mass-appeal approach. There are brand notions like **McDonald's** and **7-11** people come to count on."

It is no surprise that one of the driving forces behind satellite service remains money. **Radio One Networks VP Cliff Gardiner** stated in the August 5 issue, "The economy of scale is the main reason broadcasters do this. We provide the same sound as a local broadcaster, but at a much lower cost. Rather than hiring your own airstaff, you use ours. Our airstaff can service up to 25 radio stations. When we get beyond 25, then we'll hire another airstaff to accommodate the next 25 affiliates."

Does a satellite service capture the "same sound" of a hometown station. Isn't one of radio's, as well as Adult Alternative's, main appeal its ability to relate to the specific needs of a marketplace? **WBOS/Boston PD Jim Herron**, whose station went through probably one of the format's most noticeable transformations in 1996, believes the format remains reliant on the ability of its on-air practitioners to capture its overall magic. Commented Herron in the August 9 issue, "People who are actively involved in the music community usually make for good personalities, too, whether they're a musician or simply enjoy going to the clubs and concerts. But really the main emphasis for successful personalities is whether they can be themselves on the radio."



Jim Herron

As long as radio remains a local medium, Adult Alternative will continue to require deft handling of its subtleties. Possibly more than any other format, this is an intricate, complex approach that offers no pat generalities. That should not come as news to anyone involved with Adult Alternative.

□ **A big problem I've always had with traditional Adult Alternative approaches is they believe there has to be this incredible depth to their lists and libraries.**

—Bruce Jones

□



HOLIDAY TRYST — This photo shows a trio of Adult Alternative's favorite promotion reps on a scandalous holiday junket. The location of this secret rendezvous is being sought by your dedicated reporter. Shown sinning, er, grinning are (l-r) Elektra's **Lisa Michaelson-Sonkin**, Atlantic's **Bonnie Slikkin**, and (biggest smile) Reprise's **Rich Garcia**.

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	1	1	1	WALLFLOWERS One Headlight (<i>Interscope</i>)	756	721	715	682	38/0
9	7	5	2	COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	609	552	491	421	35/1
3	3	2	3	JOHN MELLENCAMP Just Another Day (<i>Mercury</i>)	609	614	606	589	35/0
6	6	6	4	BODEANS Hurt By Love (<i>Slash/Reprise</i>)	558	544	491	506	37/0
10	10	8	5	DAVE MATTHEWS BAND Crash Into Me (<i>RCA</i>)	557	480	459	404	38/3
4	4	4	6	PAULA COLE Where Have All The Cowboys... (<i>Imago/WB</i>)	541	553	557	550	35/1
1	2	3	7	R.E.M. Bittersweet Me (<i>Warner Bros.</i>)	502	612	648	725	29/0
17	11	10	8	SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	471	427	395	317	29/1
8	8	9	9	PHISH Free (<i>Elektra/EEG</i>)	436	466	472	473	33/0
5	5	7	10	DUNCAN SHEIK Barely Breathing (<i>Atlantic</i>)	403	495	509	521	25/0
16	12	11	11	NO DOUBT Don't Speak (<i>Trauma/Interscope</i>)	374	399	382	319	15/0
15	14	13	12	FIONA APPLE Shadowboxer (<i>Work</i>)	340	347	357	326	26/0
12	15	15	13	CHALK FARM Lie On Lie (<i>Columbia</i>)	333	320	335	348	25/0
7	9	12	14	SHAWN COLVIN Get Out Of This House (<i>Columbia</i>)	332	383	466	492	25/0
—	—	18	15	DON HENLEY Through Your Hands (<i>Revolution</i>)	304	280	175	16	25/0
13	16	14	16	WHY STORE Father (<i>Way Cool Music/MCA</i>)	295	328	321	345	24/0
11	13	16	17	CHRIS ISAAK Think Of Tomorrow (<i>Reprise</i>)	289	311	370	404	25/0
20	18	19	18	ASHLEY MACISAAC Sleepy Maggie (<i>A&M</i>)	277	274	271	297	21/0
18	17	17	19	SEAL Fly Like An Eagle (<i>Warner Sunset/Atlantic</i>)	277	311	314	310	16/0
27	26	27	20	BORROWERS Beautiful Struggle (<i>Guardian</i>)	249	212	209	214	26/0
29	29	25	21	SUBLIME What I Got (<i>Gasoline Alley/MCA</i>)	242	221	182	178	12/0
26	25	20	22	WILCO Outtasite (Outta Mind) (<i>Reprise</i>)	237	246	231	222	25/0
—	—	29	23	BRUCE SPRINGSTEEN High Hopes (<i>Columbia</i>)	220	207	167	82	25/1
22	21	24	24	MELISSA ETHERIDGE Nowhere To Go (<i>Island</i>)	215	222	264	284	15/0
14	20	22	25	SHERYL CROW If It Makes You Happy (<i>A&M</i>)	213	226	268	328	15/0
23	22	28	26	SUZANNE VEGA No Cheap Thrill (<i>A&M</i>)	209	209	261	265	17/0
DEBUT			27	JEWEL You Were Meant For Me (<i>Atlantic</i>)	207	167	160	117	18/3
19	19	21	28	TOM PETTY & THE HEARTBREAKERS Climb That Hill (<i>Warner Bros.</i>)	206	231	269	300	18/0
—	28	30	29	DC TALK Just Between You And Me (<i>Virgin</i>)	204	188	186	174	9/0
DEBUT			30	KULA SHAKER Tattva (<i>Columbia</i>)	200	172	157	139	16/0

This chart reflects airplay from December 9-15. Songs ranked by total plays. Highlighted songs indicate Breaker.
42 Adult Alternative reporters. 38 current playlists. © 1996, R&R Inc.

NEW & ACTIVE

SMASHING PUMPKINS Thirty-Three (*Virgin*)
Total Plays: 176, Total Stations: 16, Adds: 2
UGLY AMERICANS You Turn Me On (*Capricorn/Mercury*)
Total Plays: 176, Total Stations: 16, Adds: 0
ERIC JOHNSON S.R.V. (*Capitol*)
Total Plays: 158, Total Stations: 19, Adds: 1
BETTER THAN EZRA Desperately Wanting (*Swell/Elektra/EEG*)
Total Plays: 151, Total Stations: 9, Adds: 0
R.E.M. Electrolite (*Warner Bros.*)
Total Plays: 141, Total Stations: 18, Adds: 3
PEARL JAM Off He Goes (*Epic*)
Total Plays: 116, Total Stations: 13, Adds: 2

311 All Mixed Up (*Capricorn/Mercury*)
Total Plays: 114, Total Stations: 8, Adds: 1
RUSTED ROOT Faith I Do Believe (*Mercury*)
Total Plays: 99, Total Stations: 16, Adds: 1
LYLE LOVETT It Ought To Be Easier (*Curb/MCA*)
Total Plays: 98, Total Stations: 12, Adds: 1
CHRIS ISAAK Dancin' (*Reprise*)
Total Plays: 91, Total Stations: 11, Adds: 3

Songs ranked by total plays.

BREAKERS®

No Songs Qualified For Breaker Status This Week

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
SHAWN COLVIN Wish You Were Here (<i>Columbia</i>)	4
CARDIGANS Lovefool (<i>Mercury</i>)	3
SHAWN COLVIN Sunny Came Home (<i>Columbia</i>)	3
DAVE MATTHEWS BAND Crash Into Me (<i>RCA</i>)	3
CHRIS ISAAK Dancin' (<i>Reprise</i>)	3
JEWEL You Were Meant For Me (<i>Atlantic</i>)	3
LOW & SWEET ORCHESTRA A Nail Won't... (<i>Interscope</i>)	3
R.E.M. Electrolite (<i>Warner Bros.</i>)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DAVE MATTHEWS BAND Crash Into Me (<i>RCA</i>)	+77
COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	+57
SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	+44
R.E.M. Electrolite (<i>Warner Bros.</i>)	+41
JEWEL You Were Meant For Me (<i>Atlantic</i>)	+40
SMASHING PUMPKINS Thirty-Three (<i>Virgin</i>)	+40
BORROWERS Beautiful Struggle (<i>Guardian</i>)	+37
LOW & SWEET ORCHESTRA A Nail Won't... (<i>Interscope</i>)	+37
WALLFLOWERS One Headlight (<i>Interscope</i>)	+35
PEARL JAM Off He Goes (<i>Epic</i>)	+29

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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3W	2W	LW	TW	ARTIST	TITLE LABEL(S)	TOTAL STATIONS/ADDS	TOTAL PLAYS	+/- PLAYS	EMPHASIS TRACKS (PLAYS)
4	5	5	1	COUNTING CROWS	Recovering The Satellites (DGC/Geffen)	39/0	871	+54	"December" (609) "Daylight" (174) "Angels" (33)
3	2	3	2	SHERYL CROW	Sheryl Crow (A&M)	42/0	851	+32	"Everyday" (471) "Happy" (213) "Hard" (71)
5	4	4	3	WALLFLOWERS	Bringing Down The Horse (Interscope)	40/0	851	+33	"Headlight" (756) "Heartache" (74) "Difference" (12)
2	1	1	4	JOHN MELLENCAMP	Mr. Happy Go Lucky (Mercury)	37/0	814	-16	"Day" (609) "Key" (121) "Circling" (40)
1	3	2	5	R.E.M.	New Adventures In Hi-Fi (Warner Bros.)	36/0	767	-59	"Me" (502) "Electro" (141) "Wake-Up" (45)
11	8	7	6	DAVE MATTHEWS BAND	Crash (RCA)	38/1	657	+70	"Crash" (557) "Two" (66) "Say" (25)
7	6	6	7	PAULA COLE	This Fire (Imago/WB)	37/2	584	-17	"Cowboys" (541) "Me" (14) "Feelin'" (10)
9	11	8	8	BODEANS	Blend (Slash/Reprise)	38/0	583	-1	"Hurt" (558) "Count" (10) "Miracle" (7)
10	9	9	9	PHISH	Billy Breathes (Elektra/EEG)	34/0	491	-34	"Free" (436) "Character" (23) "Waste" (16)
6	7	10	10	SHAWN COLVIN	A Few Small Repairs (Columbia)	33/2	477	-46	"House" (332) "Sunny" (55) "Facts" (28)
12	12	13	11	CHRIS ISAAK	Baja Sessions (Reprise)	30/0	429	+1	"Tomorrow" (289) "Dancin'" (91) "Wrong" (17)
8	10	11	12	DUNCAN SHEIK	Duncan Sheik (Atlantic)	26/0	415	-92	"Barely" (403) "Runs" (12)
13	13	12	13	FIONA APPLE	Tidal (Work)	30/0	410	-19	"Shadowboxer" (340) "Criminal" (41) "Sleep" (18)
17	14	14	14	NO DOUBT	Tragic Kingdom (Trauma/Interscope)	15/0	387	-35	"Speak" (374) "Spiderwebs" (13)
16	16	16	15	CHALK FARM	Notwithstanding (Columbia)	25/0	333	+13	"Lie" (333)
14	15	15	16	WHY STORE	Why Store (Way Cool Music/MCA)	25/0	321	-49	"Father" (295) "Water" (15) "Surround" (11)
23	19	17	17	WILCO	Being There (Reprise)	28/0	305	-7	"Outtassite" (237) "Monday" (45) "Kingpin" (8)
—	—	20	18	SOUNDTRACK	Michael (Revolution)	26/0	304	+24	"Hands" (304)
—	24	19	19	BRUCE SPRINGSTEEN	Blood Brothers (Columbia)	30/1	299	+10	"High" (220) "Blood" (35) "Without" (29)
21	22	21	20	ASHLEY MACISAAC	Hi How Are You Today (A&M)	21/0	277	+3	"Maggie" (277)
19	17	18	21	SOUNDTRACK	Space Jam (Warner Sunset/Atlantic)	16/0	277	-34	"Fly" (277)
26	26	28	22	BORROWERS	Borrowers (Guardian)	27/0	268	+56	"Struggle" (249) "Helicopter" (5) "Broadway" (4)
15	18	23	23	TOM PETTY & THE HEARTBREAKERS	She's The One (Warner Bros.)	21/0	258	-11	"Hill" (206) "Walls" (24) "Never" (12)
20	20	24	24	SUZANNE VEGA	Nine Objects Of Desire (A&M)	19/0	243	-8	"Thrill" (209) "Stockings" (19) "Headshots" (9)
—	—	26	25	SUBLIME	Sublime (Gasoline Alley/MCA)	12/0	242	+21	"What" (242)
22	23	25	26	MELISSA ETHERIDGE	Your Little Secret (Island)	16/0	221	-7	"Nowhere" (215) "Come" (6)
—	—	—	27	JEWEL	Pieces Of You (Atlantic)	19/2	219	+37	"You" (207) "Save" (12)
18	21	22	28	ALANIS MORISSETTE	Jagged Little Pill (Maverick/Reprise)	9/0	213	-60	"Head" (164) "Right" (25) "Really" (24)
—	30	30	29	DC TALK	Just Between You And Me (Virgin)	9/0	204	+16	"Just" (204)
—	29	—	30	UGLY AMERICANS	Stereophonic Spanish Fly (Capricorn/Mercury)	18/0	200	+13	"Turn" (176) "Vulcan" (24)

This chart reflects airplay from December 9-15. Albums ranked by total plays, with plays from all cuts from an album combined. 42 Adult Alternative reporters. 38 current playlists. © 1996, R&R Inc.

REPORTERS

Stations and their adds by track listed alphabetically by market

WXLE/Aibany, NY PD: Cliff Nash R.E.M. "Electro" SMASHING PUMPKINS "Thirty"	WXRV/Boston, MA PD: Joanne Doody MD: Mike Mullany 5 BRIAN SETZER ORCH. "Jingle" 4 LUSCIOUS JACKSON "Naked" 4 SHAWN COLVIN "Wish" 3 CARDIGANS "Lovefool" 3 AIMEE MANN "Time"	WXRT/Chicago, IL VP/Programming: Norm Winter MD: Patty Martin 7 WIDESPREAD PANIC "Hope" 5 SHAWN COLVIN "Wish" 3 AIMEE MANN "Time"	CIDR/Detroit, MI PD: Murray Brookshaw MD: Ann Dallas No Adds	WMMM/Madison, WI PD: Pat Gallagher MD: Tom Tauber V-ROYS "Sooner" SHAWN COLVIN "Sunny" GATHERING FIELD "America" LOW & SWEET ORCH. "Nail"	WKOC/Norfolk, VA PD: Parry Stone MD: Dal Hunter MATCHBOX 20 "Long"	KTHX/Reno, NV PD: Bruce Van Dyke MD: David Chaney 7 BILLY MANN "Flower" 7 BEAU JOCCUE "Boogie"	KFOG/San Francisco, CA PD: Paul Marzalek MD: Bill Evans DOOS "Cool" SHAWN COLVIN "Sunny" BIG HEAD TODD... "Superman"	KAEP/Spokane, WA PD: Scott Soubrade MD: Haley Jones 1 311 "Mixed"
KGSR/Austin, TX PD: Jody Danberg MD: Susao Castle 7 ROBERT EARL KEEN "Merry" SHERYL CROW "Hard" SHAWN COLVIN "Mona" MORCHEEBA "Trigger" CARL PERKINS "Rockabilly" DARDEN SMITH "Broken" SEBADOH "Willing" PATTY GRIFFIN "Moses"	WNCS/Burlington, VT PD: Glenn Roberts MD: Jody Peterson 4 LEMONHEADS "True" 4 LEMONHEADS "Outdoor" 4 SHAWN COLVIN "Wish" 3 LEMONHEADS "Time"	KBXR/Columbia, MO DM: Michael Perry PD/MD: Dave "Kestler" Fulham DAVE MATTHEWS BAND "Crash"	WJBX/Ft. Myers, FL PD: Buczynski MD: Chad Chumly 5 CHRIS ISAAK "Dancin'"	WPLL/Miami, FL PD: Dave Stewart No Adds	WMMO/Orlando, FL PD: Fleetwood Gruver MD: Jessie Scott JEWEL "You" SISTER HAZEL "All"	WMAX/Rochester, NY CO-PD: Jennifer Vanderslice CO-PD: Tom Sheridan 3 R.E.M. "Wake-Up" COWBOY JUNKIES "Calling" CHRIS ISAAK "Dancin'"	KOTR/San Luis Obispo, CA PD: Drew Ross MD: Dean Kattari 6 WHO "Water" 4 CHRIS WHITLEY "Weightless" 4 SUSAN MCKEOWN "Snakes"	WRNX/Springfield, MA PD: Sean D'Nealy MD: Bruce Stebbins No Adds
KFXD/Boise, ID PD: Greg Roberts MD: Kevin Welch No Adds	WMVY/Cape Cod, MA PD/MD: Barbara Dacey 3 TRANS-SIBERIAN ORCH. "Christmas" 1 V-ROYS "Sooner" 1 LYLE LOVETT "Easier" 1 LOW & SWEET ORCH. "Nail" 1 JIMMY BUFFETT "Christmas" 1 CHRIS ISAAK "Dancin'" 1 STEVE EARLE "Sull" 1 SMASHING PUMPKINS "Thirty"	KBCO/Denver, CO PD: Mike O'Connor MD: Scott Arbough No Adds	WTTT/Indianapolis, IN PD/MD: Rich Antoe PEARL JAM "Oh" DAVE MATTHEWS BAND "Crash"	KMBY/Monterey, CA PD: Rich Berlin 11 WEEZER "Good" 7 CRANBERRIES "Rebels" 6 RUSTED ROOT "Faith" 3 BRIAN SETZER ORCH. "Jingle"	WXPN/Philadelphia, PA DM: Bruce Rans PD: Kim Alexander MD: Bruce Warren 5 BORROWERS "Helicopter" 5 CAROIGANS "Heartbreak" 4 BORROWERS "Broadway" 4 BORROWERS "Nervous" 4 BORROWERS "Opheia" 3 DAVE MATTHEWS BAND "Tipping" 2 BORROWERS "Mercy" 2 DAVE MATTHEWS BAND "Freedom" 1 R.E.M. "Wake-Up" BT W/TORI AMOS "Skies" LISA MCCORMICK "Cars" "AKAP" "Holy"	KOFT/Sacramento, CA DM/PD: Jim Trapp APD/MD: Carrie Owens 22 CAROIGANS "Lovefool" 18 JEWEL "You"	KTMN/Santa Fe, NM PD: Rich Robinson MD: Cole Crshaw 5 CARL PERKINS "Job" ERIC HAMILTON BAND "Sunset" KEY "Hand" JONO MANSON BAND "Rock" REDD KROSS "Stoned"	WXRK/Toledo, OH PD: Dusty Scott MD: Laura Lee 3 ERIC JOHNSON "S.R.V." 2 TOM PETTY & HB "Locks"
WBOS/Boston, MA PD/MD: Jim Herton PAULA COLE "Feelin'" COWBOY JUNKIES "Calling"	WXRC/Charlotte, NC PD: Anthony Michaelis BILLY MANN "Flower" COUNTING CROWS "December"	KXPK/Denver, CO PD: Doug Clifton MD: Gary Schoenwetter 5 MIKE PETERS "Message" 3 NERF HEROER "Van" 1 R.E.M. "Electro" 1 PEARL JAM "Oh"	KXPT/Las Vegas, NV PD: Richard Reed MD: J.D. Davis BRUCE SPRINGSTEEN "High" PAULA COLE "Cowboys"	KPIG/Monterey, CA PD/MD: Laura Hopper 5 JONI MITCHELL "Nothing" 4 BEATLES "Guitar" 4 MELISSA ETHERIDGE "Leader" 2 BEATLES "Helter" 1 BOX SET "Step"	WRLT/Nashville, TN PD: Jon Peterson AMD: Keith Coes 3 JEWEL "You" SHAWN COLVIN "Sunny" LOW & SWEET ORCH. "Nail" MAZZY STAR "December" MORCHEEBA "Trigger"	WVRV/St. Louis, MO PD: Scott Strong MD: Mike Richter 1 DAVE MATTHEWS BAND "Crash" 1 CARDIGANS "Lovefool"	KRSH/Santa Rosa, CA PD: Zoe Zurek MD: Bill Bowler R.E.M. "Electro" SEPTEMBER 67 "Building" FIVESTONES "Say" STING "Twenty"	42 Total Reporters 42 Current Reporters 38 Current Playlists Reported Frezen Playlist (4): KTCZ/Minneapolis, MN KUMT/Salt Lake City, UT WHPT/Tampa, FL
KSCA/Los Angeles, CA PD: Michael Morrison MD: Nicole Sandler ENIGMA "Why"	KENZ/Salt Lake City, UT PD: Bruce Jones MD: Dom Casual 11 POE "Hello"	KINK/Portland, OR PD: Carl Wilding APD: Anita Garlock SHERYL CROW "Everyday" SHAWN COLVIN "Wish" PAOLO "Get" PAOLO "Free"						



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Classic Rock KZPS/Dallas has a rare opportunity for an experienced production professional. Primary responsibilities will be for the areas of station imaging and on-air promotion. Candidates should be exceptional creative thinkers and even better writers. Excellent studio capabilities are essential as is experience with Pro tools digital workstation. You will be working in an excellent environment, teamed with other creative professional. This is a great opportunity to show your ability to market an exciting product. Contact Mary Young (972-770-7777) for an application. Send scripts and production samples to: Kyle Forst, DeMers Programming Media Consultants, 204 Exton Commons, Exton, PA 19341 EOE/MF

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Looking for career-minded programmers and air talent for future openings with client AC and CHR stations. Successful, ambitious, people-oriented and enthusiasm are required attributes. Show me how you fit that description. Send your package to Blain Consulting, 9750 Crawford Avenue, Skokie, IL 60076. No Calls Please. EOE

AOR PROGRAM DIRECTOR

AOR Station has a great opportunity for an energetic on-air program director. We are looking for an aggressive, focused, ultra-creative, strategic thinker.

If you can motivate, coach talent, create great promotions, and add a spark of imagination to the product, we want to hear from you.

Send your materials to: Radio & Records, 10100 Santa Monica Bl., #213, 5th Floor, Los Angeles, CA 90067. EOE

MERRY CHRISTMAS HAPPY NEW YEAR!

Thanks stations, consultants and talent for helping us achieve our BEST YEAR EVER. From California to Florida, we were contacted for personnel in record numbers. WE PLACE TALENT. Making a move? Call for free info.

NETWORK
(407) 679 8090

<http://www.ronline.com>

EAST

Announcer — Parttime opening for on-air talent with at least three years radio experience in AOR format. Must be available to work flexible schedule. Send resume to: Steve Martorano, Program Manager, WMMR-FM, 101 S. Independence Mall East, Philadelphia, PA 19106. EOE/MF ADA



Are you a seasoned production pro? Need a life? We got one for ya. NewCity Communications/ Cox Radio's Hot 107.9. OK, so it's in Syracuse, but if you're gonna live in the studio, the snow won't bother you. We're looking for a cartoon character to head up our production department. You've gotta think WAY left of center. You'll have the freedom and the tools to image the most creative promos in the country and produce results-grabbing spots for an educated sales/client base. You'll work harder than you ever have and you'll love it. Interested? T&R ASAP to: Production Gig, Hot 107.9, 620 Old Liverpool Rd., Liverpool, NY 13066. NewCity Communications/Cox Radio is an Equal Opportunity Employer.



New York metro News/Talk seeking big time talk talent. If you know how to work topical issues in a fun, entertaining fashion, want to put yourself in the number one market in the country, and earn some bucks in the process, rush your tape and resume to Phil Stern, Operations Manager, WRKL Radio, Route 202, Pomona, New York, 10970. Both male and female hosts are encouraged to apply. EOE

Production Director—Fulltime, off-air production director needed immediately for Maine Radio Group. Can you write copy? Create effective advertising? Send your stuff to: Richard Walsh, P.O. Box 280, Gardiner, Maine 04530 EOE

MORNING SHOW OPPORTUNITY OF THE YEAR!

Kool 96.7-Connecticut's Oldies leader, moving to the next level of growth by seeking a fun, community involved, adult morning show. You'll get the tools you need (and you'll be heard in NYC), plus marketing support and digital studios. Get me your T&R now...time's a wastin'. Bill Hess, Regional VP/Programming, Commodore Media, 100 Prospect St., Stamford, CT 06901. We are an Equal Opportunity Employer.

NEWS POSITIONS-APPLY NOW!

WFAS News/Talk 1230 in suburban New York's Westchester County seeks to fill on-air News Management slot, plus anchor/reporters. News management position requires strong leadership, aggressiveness, and understanding of News/Talk formats. Anchor or positions require writing and reporting background, and strong on-air sound. T&R ASAP to: Bill Hess, Regional VP/Programming, Commodore Media, 100 Prospect St., Stamford, CT 06901. EOE

96WLEV MORNING CO-HOST

Do you want to have fun on the radio? 96WKLEV has a rare opening for fulltime morning co-host. Minimum 2 years on-air experience plus digital production skills. Send tape and resume to: 96WLEV, EEO-TD, Box 25096, Lehigh Valley, PA 18002-0596. EOE M/F

POSITION AVAILABLE PROGRAM DIRECTOR

WXTU-FM, PHILADELPHIA

WXTU Radio, Philadelphia, is looking for dynamic, highly motivated, sales sensitive, creative, well versed in Country, Program Director. Minimum of 3 to 5 years as a Country programmer a must. Nashville contacts a plus. Must have thorough knowledge of R.C.S. and proficient with music and perceptual testing. Send resumes to: Rich Marston, Vice-President/General Manager, WXTU, 555 City Line Avenue, Bala Cynwyd, PA 19004. No Calls Please. Beasley Broadcasting is an EOE.

SOUTH

Seeking Production Wizard/ News Director. T&R: Program Director, WVAO-FM, 1150 Pepsi Place Ste.300, Charlottesville, VA 22901. EOE (12/20)

Production opportunity for Country/News-Talk combo. T&R: WPTF/WQDR, 3012 Highwoods Blvd, Raleigh, NC 27604. EOE (12/20)

Evening opening in small market AM County. T&R: Danny Koeber, WFMW, Box 338, Madisonville, KY 42431. EOE (12/20)

Seeking experienced news anchors/reporters for am/fm combo. T&R: Peter Thiele, WVNN, Box 389, Athens, AL 35612. EOE (12/20)

COUNTRY PD WANTED

Savannah — Hilton Head — Beaufort Heritage Country station needs an experienced Program Director who can produce and participate in a high profile morning show and lead the station in all dayparts. Should have winning experience in direct/highly competitive situations. This is a great market and lifestyle with a positive, large and growing group broadcaster, Patterson. Tape and resume w/references and 1 page programming philosophy to: Dennis Jones, c/o WCHY-AM/FM, P.O. Box 1247, Savannah, GA 31402-1247. EOE

Contemporary Christian record company seeks Sr. Director, Promotion. Must have 3-5 years radio promotion experience. Excellent salary and benefits package. Send resume, cover letter, and salary requirements to: Human Resources, P.O. Box 5085, Brentwood, TN 37024-5085 EOE

OPPORTUNITIES

OPENINGS

CREATIVE WRITING— PRODUCTION PRO NEEDED

We are one person short of having the finest creative production staff in the southeast—for a powerhouse, 100,000-watt FM reaching 35 North Carolina counties, as well as northern South Carolina, Southern Virginia, and Eastern Tennessee. Are you the person we're looking for? If you are, I'm interested in samples of your writing and a tape of your production - no disc jockey tapes! John Christopher, WKBC, 400 C Street, North Wilkesboro, NC 28659 EOE

Wanted: Afternoon drive entertainer with excellent production skills and an interest in programming for Sunbelt large market Country station. Great Company, Radio & Records, 10100 Santa Monica Bl., #210, 5th Floor, Los Angeles, CA 90067. EOE

Florida Gulf Coast Country needs morning host. Creative, conversational, well organized, hard working. T&R to: Radio & Records, 10100 Santa Monica Bl., #212, 5th Floor, Los Angeles, CA 90067. EOE

It's official, our Program Director is leaving us for Boston. Are you a Modern AC guru? Do you know the music and love the lifestyle? Then we need you, Now! Rush tapes and resumes to: Michelle Buczynski, WJBX 12995 S. Cleveland Avenue, Suite 258, Ft. Myers, FL 33907. EOE

Asst. engineer to maintain all aspects of four radio stations. Computer knowledge, two years job experience and associates degree or equivalent a must. Send resume: Mike Murrell, Radio Chattanooga, Inc., P.O. Box 11202, Chattanooga, TN 37401. FAX: 423/266/1652. EEO

OPENINGS

WORLDS' BEST ENGINEER NEEDED

Greatest city in Texas, Great pay, super facilities, #1 rated radio stations seek chief engineer who is not afraid of rewarding work and long hours. Necessary support provided and confidentiality assured. Send resume and references to: Radio & Records, 10100 Santa Monica Bl., #205, 5th Floor, Los Angeles, CA 90067. EOE

MIDWEST

100,000 watt Country station seeking afternoon AT immediately! Production / remotes. T&R: Sherry Lynn, KFXI, 1101 N. Highway 81, Mariow, OK 73055. (405) 658-9292. EOE (12/20)

Immediate openings for FT News Director and full and P/T on-air openings. T&R: Scott Todd, WXXP, 2000 W. 53rd, Anderson, IN 46013. EOE (12/20)

Adult CHR. On-air/production/appearances. T&R: Dayton Stone, KYRX, Box 558, Cape Girardeau, MO 63702. EOE (12/20)

Seeking morning personality. Phones-fun entertainment, appearances. T&R: Rich Randall, KSEZ, 1113 Nebraska St, Sioux City, IA 51105. EOE (12/20)

Top-rated Country station seeking morning AT and other possible daypart openings. Send T&R to: PD, Radio One Communications, 2755 Sager Road, Valparaiso, IN 46383. Radio One Communications is an Equal Opportunity Employer.

Green Bay, WI startup needs a take-charge programmer to help us build a number one Country station from the ground up. The person we hire will have a proven track record of rating successes and job stability; be a proven leader; have the desire to be number one and be paid well for his or her accomplishments. Overnight T&R, an iron-clad list of references, and a one-page letter describing your philosophy on the current and future state of Country music radio to: L.J. Smith, BP Consulting Group, 2211 5th Avenue, Seattle, WA 98121. No Phone Calls Accepted. EOE

OPENINGS



Mornings and 7-Midnight. No beginners/females encouraged to apply. T&R: Bobby Jackson, Operations Manager, P.O. Box 414, Jefferson City, Missouri 65102 EOE/MF

HOT AC NIGHTS AWARD WINNING TOP 30 MARKET INNOVATOR

looking for a smooth, friendly, motivated air talent. 7p-mid. with a healthy production load. 8-track experience needed, Protocols a plus! Present format and market size unimportant, just show us some energy, enthusiasm, and brains. Employee owned company with killer benefits run by experienced broadcasters. Radio & Records, 10100 Santa Monica Bl., #206, 5th Floor, Los Angeles, CA 90067. EOE

Rockford's Hot New Country...Q-98.5's New Years' resolution is to find the best morning show co-host. MUST BE FUN, CREATIVE, AND RELATABLE! Send T&R to: Jesse Garcia WXXQ, 3901 Brendenwood Road, Rockford, IL 61107. EOE



Detroit's New Music Alternative 96.3 The Planet (WHYT) seeks our next great midday air personality. Knowledge of Alternative music new and old preferred. Must be able to work the phones, relate to the 18-34 year old listener, love making personal appearances and do stellar commercial production. You must be a team player, have a minimum of 3 years fulltime experience and possess a strong desire to win. Send tape, resume, photo, and anything else that will convince us that you're the one to: Garret Michaels, 2100 Fisher Building, Detroit, MI 48202. EOE

OPENINGS

Program Director opening for a great Midwest heritage radio station. WZOK in Rockford IL Please send duplicate packages to: David Bevins, General Manager WZOK, 3901 Brenden Wood Rd., Rockford, IL 61125 and Bill Richards, President, Bill Richards Radio Consulting, 771 S. Kirkman Rd., Suite 108, Orlando, FL 32811 Include in your materials your programming philosophy, track record, and a current skim of your radio station as well as any other pertinent information. EOE

WEST



KFOG, the West Coast's Premiere Rock Station, has an opening for Image Production Director. Three Pro Tools Studios, tons of software, CD burners, —the works. We give you the toys, you give us the creative vibe. Great salary, great benefits, plus a 30% discount on Pfaltzgraff dinnerware! We'll even throw in the most desirable city in the country, and co-workers with questionable senses of humor. Must have two years experience as Production Director, digital skills mandatory (Pro Tools preferred), decent writing skills, and tolerance for hundreds of consecutive sunny, 70 degree days. Ho-hum. T&R immediately to: Paul Marszalek, Program Director, KFOG Radio, 55 Hawthorne, 11th Floor, San Francisco, California 94105. No Calls Please. Susquehanna is an Equal Opportunity Employer.

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OPENINGS

TOP-RATED PORTLAND MORNING SHOW NEEDS PRODUCTION WIZ

Can you kill with digital or a blade? Can you make us laugh & make us cry? Produce our CHR morning show? Previous format experience not necessary. Job is mostly audio production in beautiful downtown market #24.

Send production sample tape to:
Dan Clark @Z100
4949 SW Macadam
Portland, Oregon 97201 or call
1-(503) 295-9236
Job immediately available.
Not an on-air position. EOE



NIGHT AIR TALENT

Can you entertain and dominate adults? Send tape. Do you need liner cards? Don't send tape. Like to work on a station called ALICE? Send tape. Do you think MIX/HITS/Y/Z/B are good station names? Don't send tape. Can you move radio mountains? Send tape. Are you afraid of winning in Denver? Don't send tape. Want to work for a weird PD? Send tape NOW to: ALICE @ 106, 1200 17th Street, Denver, CO 80202. No Calls, EOE MF, ASPCA, FCC, CIA

Love music, love afternoons, love the Northwest? Heritage CHR KZZU Spokane is looking for next Real Deal to handle Music Director/Afternoon Drive duties. 3-5 years experience, extensive Selector knowledge. Females encouraged. T&R to: Ken Hopkins, 500 W. Boone, Ave., Spokane, WA 99201. EOE

MORNING DOMINATORS

Looking for your next major market gig? Need a change? Or you're happy, but want more money? We desire experienced, morning personalities, as long as you understand how to entertain in a more music morning show! You're warm, family oriented, treat listeners with respect and love Oldies! This is a fast paced working environment, with long hours in the mission to get elected in the community. It's simple...you work hard, we give you the big bucks and you win in the sunshine! Strict confidence. T&R: Radio & Records, 10100 Santa Monica Bl., #211, 5th Floor, Los Angeles, CA 90067. EOE

General Manager. Montana's largest group broadcaster has a rare opening for a general manager at 2 heritage radio stations. Terrific opportunity to lead successful stations to the next level of excellence. Please fax resume to: Larry Roberts, President, Sunbrook Communications. (509) 326-1560. An Equal Opportunity Employer.

OPENINGS

Morning AT/OPS/Production for S.E. New Mexico Hot Country. Must know how to produce a fun, upbeat radio station. Immediate opening. T&R to: Bob Coker, GM, KPER Box 2276, Hobbs, NM 88240 EOE

The Research Group

Are you a medium-or small-market PD/MD looking for your next opportunity? The Research Group, the world's foremost strategic advisor to radio is actively searching for music programmers to recommend for future openings at radio stations across the country. Ideal candidates would possess strong music knowledge and music scheduling experience using Selector. Understanding of strategy and format execution a plus. Send or fax resume and references to: Strategic Marketing Center, 2601 Fourth Avenue, Suite 250, Seattle, WA 98121. Attention: Roger Douglass. FAX: (206) 443-3990. No Calls Please. EOE

POSITIONS SOUGHT

Find out why Jerry Springer, prison inmates and Delaware's Governor endorse this talk show host (no kidding!) Mike: 302-422-8951.

HOUSTON!

Production Director: Major market well employed pro...National voice/superior production... seeks position in Houston. Major players only. Absolute confidentiality. Radio & Records, 10100 Santa Monica Bl., #208, 5th Floor, Los Angeles, CA 90067. EOE

Copywriter/Programmer/Producer-Spanish/english bilingual, BA& experience. Copy samples and T&R. CRAIG: (714) 279-9412 or cahoffman@earthlink.com (12/20)

PD available. Winning track record. Will take Rock station to next level. Knows that radio is a business! MARK: (703) 335-9213. (12/20)

JONATHAN DOLL MORNINGS

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 - WESTWOOD ONE LOS ANGELES (HOT COUNTRY)
 - WZPL INDIANAPOLIS
- AVAILABLE NOW!**
(713) 558-3293

Seek proven morning talent & numbers? Phones-fun-humor! Committed to success! Impeccable references! HAC/Country/Adult CHR/Classic Hits. JOHN: (219) 255-6390. (12/20)

Florida AT. Experienced pro. CHR/HAC/AC/Oldies/Classics. Anywhere in Florida/southeast. Will relocate. JAY: (407) 770-4749. (12/20)

You want talk? I gotcher talk right here! In your face Talk monster ready to stomp your city flat. The Rockman: (813) 845-0097. (12/20)

10-year small market PD/AT with large market experience seeks return to southeast, especially Florida. DAVE: (913) 826-9782. (12/20)

POSITIONS SOUGHT

Entertaining sports personality available. MIKE: (800) 785-0918-18. (12/20)

Stiffer than Al Gore. Matthew in the Morning will get you that excited. More color than Dennis Rodman's head. MATTHEW: (408) 356-5230. (12/20)

Award winning production powerhouse, WEGX-Philly, WQFM-Milw, WKSE-Buff, seeks medium-major market position. JERRY: (716) 691-0402. (12/20)

Gonzo Greg's face found on Mars. Scientists horrified. Big Dumb Morning Show. Major market credentials. www.gonzogreg.com GREG: (909) 335-1818. (12/20)

The savage wants to tan & work in California! Currently ruling nights at WPRR. JASON BURLEY: (814) 946-5711 leave msg. (12/20)

Veteran sports pro: anchor, show host, reporter available NOW! Any where, any time, any format. JK: Box 270, Westmont, IL 60559. (12/20)

Morning sidekick and killer news with a brain. AMY: (303) 751-9816. (12/20)

Attention News Directors! Hard working, energetic, street-smart NYC metro anchor/reporter seeks top 60 newsroom...ERIC: (914) 942-5668. (12/20)

Dedicated, hard working, overnighiter seeks daytime shift in midwest with possible music duties. Three-years fulltime experience. JAMES: (402) 371-6944. (12/20)

Sports-Talk pro, with knowledge, voice, charisma and originality, seeks new challenge in midwest. BOB: (608) 837-2759. (12/20)

Morning guy turned production God, seeks return to mornings. Personality, comedy, voices, team 'tude. 15-years Oldies/AC/ Country. MARK: (914) 895-5141. (12/20)

POSITIONS SOUGHT

Big, friendly, adult voice to add class to your station. News anchoring, production, air shift, board operation, also maintenance. ALEX: (513) 777-8423. (12/20)

R&R Opportunities Advertising

1x \$120/inch 2x \$100/inch

Rates are per week (maximum 35 words per inch including heading). Includes generic border. If logo, custom border or larger heading are required, add 1/2 inch (\$60 for 1x, \$50 for 2x). In addition, all ads appear on R&R's web site. (www.rronline.com).

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.

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Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

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Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310-203-8727) or mail. Visa, MC, AmEx or Discover card 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 (PDT) eight days prior to issue date. Address all ads to: R&R Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

R&R Opportunities Free Advertising

Radio & Records provides free (20 words maximum) listings to radio stations 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.

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AIRCHECKS

AUDIO & VIDEO AIRCHECKS

CURRENT #200, WKTV/Bill Lee, WPNT/Fred Winston, WWZZ/Jojo Morales, KYLD/Geoff St. John, WUSN/John Howell, KMJM/Tony & Marc, WMXV/Dan Taylor, KWJL/KMZ, \$7.50.
CURRENT #199, WOMC/Tom Ryan, WUSW/J.D. & Rambini/Ray, K101/Dan Bleu, KJIS/Magic Matt, WGC/Steve Harvey, KMXX/Kelly Urch, KGGI, KROQ, \$7.50.
PERSONALITY PLUS #108, WBXX/John Lander, KJIS/Rick Dees, WRDX/Jack Diamond, WKDU/Danny Bonaduce, KMTT/Crow & West, \$7.50.
PERSONALITY PLUS #107, KSJO/Lamont & Tonelli, KZOK/Robin & Maynard, WLUP/Jonathan Brandmeire, KPLZ/Kent & Alan, WJFK/Don & Mike, \$7.50.
PERSONALITY PLUS #106, WKBO/Steve & O. C., KSHE/Bob & Tom, WLUP/Steve Cochran, WCKG/Steve Dahl, 90-min. cassette, \$7.50.
ALL COUNTRY #65, WUBE, KYOW, KJIM, WUSN, WKLB, KZLA, \$7.50.
ALL CHR #38, 25, WKXS, WKTU, Z100, WQHT, WPRO, KLUC, \$7.50.
ALL AC #62, 33, WBXX, WJAX, KMZ, KXLT, KEZC, K101, \$7.50.
PROFELE #35, 332, PHILADELPHIA CHR WIOQ, WPLY, UC WUSL, WDAS, AC WYXR, WBEB, OOR WYSP, WMMR, City WKTU, Gold WOGL, WMGK, \$7.50.
PROFELE #35, 333, WASHINGTON CHR WZZZ, WPGC, UC WKYS, WHUR, WMMJ, ADR WWDC, WARW, City WMZQ, AC WRDX, WASH, WGAY, Gold WBIG, \$7.50.
PROMO VAULT #27, promo samples - all formats, all market sizes, Cassette, \$10.
SWEEPER VAULT #5, 13, Sweeper & Legal ID samples, all formats, Cassette, \$10.
#F-23 (ALL FEMALE) #CHN-23 (CHR NIGHTS), #JUC-18 (ALL URBAN), #MR-4 (MODERN ROCK) #O-18 (ALL OLDIES) #ADR-13 (ALL ADR), #T-4 (TALK RADIO), #S-331 (BOSTON) at \$7.50 each.
CLASSIC #C-193, KROQ/Jimmy Rabbit-1972, KISN/Sam Holman-1965, KWST/Chuck Martin-1981, KHU/Danny Martinez-1973, KCBQ/Brian White-1975 & more \$11.
VIDEO #65, Boston's WRDR/Loren & Wally, DC's WRDX/Jack Diamond, Philly's WYXR/Big Ron O'Brien, SD's KFMB-FM/Jagger & Krista & Prov, WYXX/Mike Neil, 2 HOT hrs, VHS \$25!
VIDEO #64, Chicago's otkies WJMK/John Landecker, City WUSN/John Howell, St. Louis UC KMJM/Tony Scott & Marc Clarke, Detroit CR WGSJ/J.J. & Waking Crew, San Diego ADR KJGZ/Todd Kelly, 2hrs., \$25 VHS.

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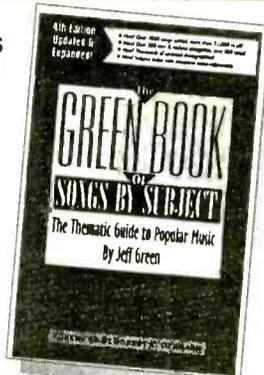
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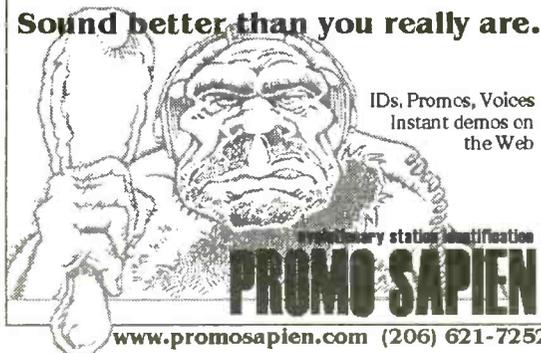


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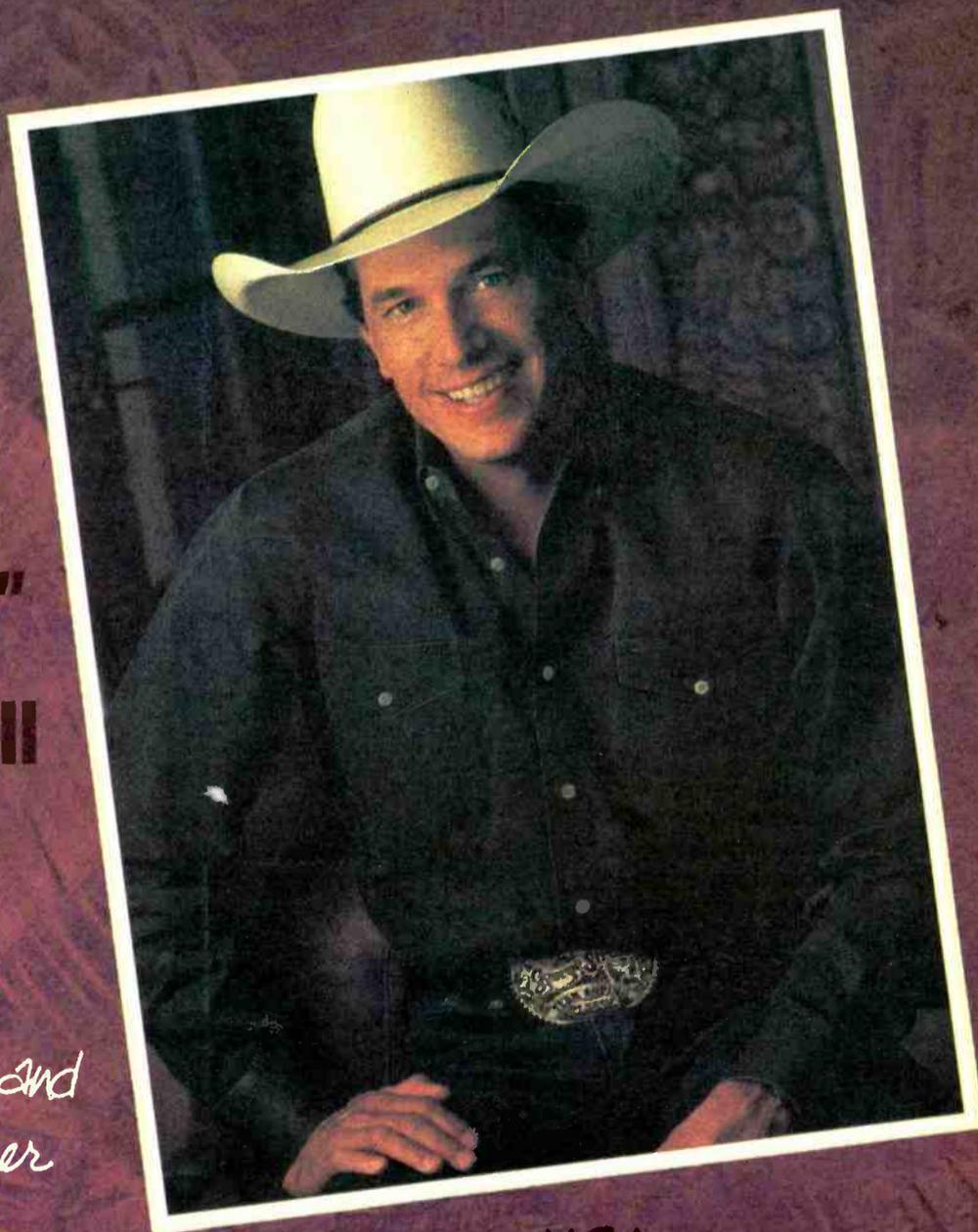
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