

COUNTRY ACTION DEBUTS

R&R's new "Country Action" page features:

- **The New Album Gallery:** The lowdown on all the Country albums that will be going on sale the Tuesday following R&R's publication date — so you can tell your listeners what to expect.
- **Going For Adds:** The inside story on the singles seeking initial airplay the following week.
- **On The Record and Out Of The Box:** Programmers and MDs will let you in on the newly charted records that are garnering big response and which brand-new records excite them.

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NAC:
Cool
explosion

It was 10 years ago this week that **KTWV (The Wave)/Los Angeles** gave birth to a brand new format. R&R's first NAC special commemorates this blessed event, featuring:

- Interviews with principal Wave players **Carl Brazell, Frank Cody, Paul Goldstein, Chris Brodie, and Ralph Stewart**
- Profiles of leading lights **WNUA/Chicago, KKSF/SF, and KOAI/Dallas**
- Fresh qualitative audience stats
- Candid comments from the format's superstar artists.

Begins Page 31

PEOPLE IN THE NEWS

- **Scott O'Brien** new WPOC/Baltimore PD
- **Tom Carrabba** now Jive Sr. VP/GM

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THIS #1 WEEK

CHR/POP

- **NO DOUBT** Don't Speak (Trauma/Interscope)

CHR/RHYTHMIC

- **AALIYAH** One In A Million (BlackGround/Atlantic)

URBAN

- **DRU HILL** In My Bed (Island)

URBAN AC

- **LUTHER VANDROSS** I Can Make It Better (LV/Epic)

COUNTRY

- **VINCE GILL** Pretty Little Adriana (MCA)

NAC

- **DAVID SANBORN** Rikke (Elektra/EEG)

HOT AC

- **NO DOUBT** Don't Speak (Trauma/Interscope)

AC

- **WHITNEY HOUSTON** I Believe In You And Me (Arista)

ACTIVE ROCK

- **LIVE** Lakini's Juice (Radioactive)

ROCK

- **WALLFLOWERS** One Headlight (Interscope)

ALTERNATIVE

- **U2** Rattle and Hum (Island)

ADULT ALTERNATIVE

- **WALLFLOWERS** One Headlight (Interscope)

NEWSSTAND PRICE \$6.50



SBS/ NYC Names Davis VP/GM

Spanish Broadcasting System (SBS) has appointed **Carey Davis** VP/GM of its New York outlets: Regional Mexican **WXLX-AM**, Spanish AC **WPAT-FM**, and Tropical **WSKQ-FM**. Davis — most recently **CBS Corp.**'s VP/Sales Development — absorbs duties previously held by **GM Gene Bryan**, who now serves as VP/COO of **Mega**



Davis

Broadcasting (R&R 11/29/96).

"Davis impressed me tremendously," SBS President **Raul Alarcon** told R&R. "He has many years of selling experience in New York City, and I wanted to bring a little bit of a general-market feel to sales. Although they are Spanish-lan-

DAVIS/See Page 24

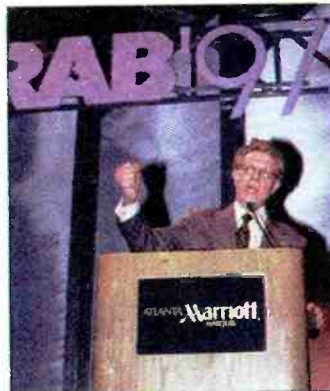
RAB's 7% Solution: Radio Must Take Newspapers' Dollars

Study of 56 ad buyers reveals radio has some perceived advantages, but needs improvement in many areas

By **RON RODRIGUES**
R&R MANAGING EDITOR

ATLANTA — With a record 2300+ attendees jamming the Marriott Marquis hotel, the enormity of the newspaper industry's advertising billings — and how radio can grab a piece of it — became the centerpiece of the **RAB's** annual Marketing Leadership Conference.

Sure, radio sales departments have other challenges, and the conference agenda offered a panoply of forums and sessions that addressed issues such as department structure and compensation. It also featured its usual complement of self-help sessions (voice training and



Al Ries addresses RAB Marketing Leadership Conference.

dealing with difficult employees were among the better ones).

And, while times are great in the radio business these days, the enormous challenge of breaking radio out of its "seven percent" rut before other traditional and emerging media get a foothold prescribed a decidedly more serious and business-like tone this year compared to previous sessions — the last five of which were staged in Dallas.

Many of the keynote sessions, which often were headlined by high-octane motivational speakers in past years,

RAB/See Page 24

Details of Arbitron's newspaper study: Page 16

Karmazin, Buyers Duke It Out At AAAA Meet

It couldn't have been scripted better: Gathered on one side of a downtown Atlanta street were 2300 radio sales professionals. Across the pavement were 650 members of the **American Association of Advertising Agencies** at their annual conference.

RAB officials swear the scheduling was pure coincidence, but the specter of two industries — adversarial by nature — having major meetings adjacent to each other brought visions of a Sharks vs. Jets-style brawl down the middle of Peachtree Street.

Many AAAA members have expressed unabridged contempt for the radio industry since it began consolidating in earnest last year.

AAAA/See Page 24

WW1, CBS Merger Plans Uncertain

Last week (2/7), R&R reported that a merger of some sort between **Westwood One** and **CBS Radio Networks** is under consideration.

At the **American Association of Advertising Agencies'** convention in Atlanta last week,



Karmazin

Westinghouse Radio Chairman/CEO **Mel Karmazin** — who did not comment on last week's report — was asked by a participant if he intends to maintain separate sales forces for **WW1** and **CBS**.

"We don't really know how the network scenario will play out ... but talk about having no market!" Karmazin said, pointing out that the network radio revenue pie is only worth \$426 million, which is split by an assortment of companies in addition to **WW1** and **ABC**.

"We think there's an opportunity on the national radio horizon, but we've not figured out yet how we could make that pie grow. If anyone thinks that there is a share issue in network radio, that's crazy because [local and spot] radio is small enough at \$13 billion."

Gillispie President As McVay Acquires Burkhart/Douglas & Associates

Douglas exits for PD duties at WZGC/Atlanta

McVay Media has acquired longtime Rock consultants **Burkhart/Douglas & Associates; WRXK/Ft. Myers** PD **Greg Gillispie** will return to B/D&A on February 24 as President. Meanwhile, 20-year B/D&A consultant **Dwight Douglas** exits the company to join **WZGC/Atlanta** as PD.



Gillispie

"B/D&A will be a wholly owned subsidiary of McVay Media, remaining in Atlanta and operating as a separate entity," remarked McVay Media President **Mike McVay**. "The benefit to McVay Media and its clients is it

expands the number of formats we consult so we may encompass the entire programming spectrum. We've been allied with B/D&A for over three years, and we've handled their administration for the last year and a half. This is an obvious next step, and it comes at a time when Dwight has decided to make a personal life choice."

B/D&A Chairman Emeritus **Kent Burkhart's** role will remain unchanged. He noted, "I'm happy to see Greg return as President.

B/D&A/See Page 12

Sony Uncovers Carey's Grave

Mariah Carey's new record company, **Crave**, finally was unveiled to the public on Wednesday (2/12). Concurrently, 15-year **Arista** vet **Rick Bisceglia** (r) has been named **Crave's**



President. **Crave** will be a free-standing label with its own A&R, marketing, and promotion staffs and will join **550 Music** and the **Work Group** as part of the **Sony Music Independent Labels** overseen by **Epic Records Group** Chairman **David Glew** (l).

"Rick and I have the same vision for **Crave**," Carey said. "Our main goal is to have a close-knit label where artists can feel comfortable, where we can discover some great music and give it the attention it deserves. As an artist and producer, I understand the need for creative freedom and how important that is to the process of making music. Letting artists be themselves and getting their music out to people — that's what **Crave** is all about."

The label's first signing is the new female vocal group **Allure**, which debuted on this week's **R&R CHR/Rhythmic** chart.



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O'Brien Becomes PD At WPOC/Baltimore

Scott O'Brien — OM at Nostalgia/AC combo WTVR-AM & FM/Richmond — has been named PD of Country WPOC-FM/Baltimore. He succeeds Bob Moody, who announced his resignation last October and joined McVay Media as VP/Country Programming last December.



O'Brien

WPOC GM Jim Dolan commented, "WNCI-AM/Columbus GM and former PD Dave Robbins gave me some sage advice: He told me not to mess with anyone whose first priority wasn't absolutely, positively to be No. 1. I didn't. [Scott] is a winning, sales-oriented, '90s PD, who also happens to be an excellent leader and coach."

O'Brien — who joined WTVR in 1993 following a PD stint at

O'BRIEN/See Page 12

Carrabba Climbs To Sr. VP/GM At Jive

Jive Records has promoted VP/Marketing & Sales Tom Carrabba to Sr. VP/GM. He'll be responsible for all sales and marketing operations at Zomba-owned Jive and sister imprints Verity and Silvertone; he'll also be the main liaison to the other Zomba labels (Reunion, Brentwood, and Sound Mex).



Carrabba

Jive President Barry Weiss commented, "Tom is a rare executive who can combine street instincts — from his days as an artist manager — and an understanding of what it takes to sell a record and develop an artist through a machine. He also has a real feel and understanding of what counts most — the music."

Prior to joining Jive six and a half years ago, Carrabba was RCA's Jive

CARRABBA/See Page 12

R&R Observes Presidents Day

In observance of the Presidents Day holiday, R&R's Los Angeles, Nashville, and Washington, DC offices will be closed Monday, February 17.

'You Gotta Have (Universal) Friends'



Reba McEntire recently entered into a long-term contract with MCA Records/Nashville. In addition, her production company, Starstruck Films, will be based at Universal Studios. Following McEntire's performance at the "You Gotta Have Friends" concert at Carnegie Hall benefiting the Gay Men's Health Crisis, Universal's big guns stopped by for a group shot; (standing, l-r) Universal Music Group President Zach Horowitz and Chairman/CEO Doug Morris, MCA Records/Nashville President Tony Brown, UMG Vice Chairman Mel Lewinter, Universal Studios Exec. VP/CFO Bruce Hack, and McEntire's husband/manager Narvel Blackstock; (seated, l-r) Seagram Co. Ltd. President/CEO Edgar Bronfman Jr., Universal Studios Chairman/CEO Frank Biondi, McEntire, and MCA Records/Nashville Chairman Bruce Hinton.

McCain Supports Powell For FCC Seat

By JEFFREY YORKE
R&R WASHINGTON BUREAU CHIEF

Senate Commerce Committee Chairman John McCain (R-AZ) said Tuesday (2/11) that Department of Justice antitrust attorney Michael Powell "is qualified as a [FCC] commissioner" and that he would support Powell's appointment to replace Andrew Barrett. Barrett left his Republican commissioner's seat last year.

"[Powell] is a person whom I think would be a very good commissioner," McCain told reporters during a Capitol Hill press briefing. "He'd make a fine commissioner."

The 33-year-old Powell — son of Gen. Colin Powell, the former Chairman of the Joint Chiefs of Staff — has also worked as a communications and antitrust lawyer at the Los Angeles firm O'Melveny & Myers.

McCain said he and Senate Majority Leader Trent Lott (R-MS) have been talking with the Clinton administration and he is "hoping we can arrive at a packaged deal" to fill Barrett's seat as well as another opening in June, when Rachele Chong's appointment expires. McCain made it clear he would not support reappointment of Chong.

"Serious consideration should be given to another candidate," McCain stated. "People are on the Commission, and then it's time to move on."

McCain said he was "not sure" about other candidates, including the possibilities for replacing FCC Chairman Reed Hundt — his term expires in June 1998. However, industry speculation is that Hundt will leave the FCC by year's end and return to Washington, DC law firm Latham & Watkins.

Westinghouse Buys TNN, CMT

Gaylord's Hall, Corbin set to join CBS Cable

Gaylord Entertainment has sold its CMT and TNN cable TV networks to Westinghouse/CBS in a merger that will give Gaylord shareholders \$1.55 billion in Westinghouse common stock. The transaction is intended to be tax-free to Gaylord Entertainment and its stockholders. The acquisition includes TNN's domestic and international operations, CMT's U.S. and Canadian operations, and approximately \$50 million in working capital.

TNN and CMT will remain based in Nashville; Gaylord will continue ownership of all of its existing properties, including WSM-AM & FM & WWTN-FM/Nashville, KTVT-TV/Dallas, the Grand Ole Opry, the Opryland theme park and hotel, and Opryland Music Group.

Gaylord and Westinghouse's Group W Satellite Communications have worked together since 1982, with Gaylord providing TNN and CMT programming and GWSC providing affiliate relations, advertising sales, and marketing.

Westinghouse Chairman/CEO Michael Jordan commented, "Our own-

TNN/CMT/See Page 12

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Ginuwine Cooler



Ginuwine received a platinum plaque for his debut single, "Pony." Gathered (l-r) are 550 Music Exec. VP John McL. Doelp, Epic Records Exec. VP/Black Music Ron Sweeney and Sr. VP/Black Music Ray Harris, Ginuwine, 550 President Polly Anthony, BlackGround Entertainment VP Jomo Hankerson, and 550 Sr. VP/A&R Michael Caplan.

BIA Top Billers Re-Ranked

BIA's list of top 10 radio billers has been reissued. The company said last-minute updates from participating stations prompted them to re-rank the stations and introduce three new entries. Here is the new top 10 ranking:

Rank	Former Rank	Calls/Market	Revenues	Owner
1	1	WFAN-AM/NY	\$42.3	CBS
2	2	WGN-AM/Chicago	37.9	Tribune
3	4	WINS-AM/NY	32.1	CBS
4	5	KRTH-FM/L.A.	31.0	CBS
5	7	WCBS-FM/NY	30.7	CBS
6	6	WXRK-FM/NY	30.7	CBS
7	11	WLTW-FM/NY	30.3	Viacom
8	8	KVIL-FM/Dallas	30.0	CBS
9	3	KGO-AM/SF	29.0	ABC
10	12	KFI-AM/L.A.	28.1	Cox
10	15	KIIS-FM/L.A.	28.1	Jacor

Former ninth-ranked WCBS-AM/New York is now No. 12; former No. 10 KLOS-FM/Los Angeles is now No. 20. Revenue estimates in millions. Source: BIA

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NAB Asks FCC To Lay Off Ownership Rules

The NAB is asking the FCC to ease up on its broadcast ownership rules. The organization said it wants to see the radio-television cross-ownership restrictions eliminated and supports "liberalizing" the waiver policy for radio-newspaper cross-ownership.

"NAB strongly supports elimination of television-radio cross-ownership restrictions which burden the Commission, impose often erratic costs on broadcasters, and result in no meaningful public interest benefits," the NAB wrote.

Diversity Goal Not Working

The group also said the FCC's goal of increasing the diversity of owners in the market does not work toward the public interest. And, since some radio-TV combinations were in place before the rule, they were grandfathered in. In subsequent transfers the owners have had to get waivers — a lengthy process.

The NAB also argues that the rule has "anomalous effects on local markets," since it prohibits owners with one radio station and one television station in a market from taking advantage of the new ownership rules

advertising, yellow pages, and local cable systems.

As for newspaper-radio ownership restrictions, NAB wants the waiver policy broadened and suggests the FCC consider changing the rule altogether. NAB has said common ownership "could create new efficiencies" and points out the ban on cross-ownership "has not been extended to other media that compete with broadcasters."

Reply comments on the matters are due March 7.

under the Telecommunications Act.

In keeping with the argument NAB used before the Department of Justice, NAB said local advertising markets would not be harmed by repeal of the rule because radio and television stations compete with each other as well as with outdoor

EARNINGS

Revenues, Cash Flowing For Broadcast Groups

Westinghouse Electric Corp. (NYSE: WX) reported a fourth-quarter 1996 loss of \$34 million (8 cents per share) on revenues of \$2.5 billion. During the same quarter in 1995 the net loss was \$7 million (2 cents) on revenues of

\$1.9 billion. The broadcast group, including only 37 days of CBS results, had cash flow of \$102 million, compared to \$103 million in the last year's quarter. Pro-forma revenue

Continued on Page 8

BUSINESS BRIEFS

Westinghouse Formally Names Broadcast Division

At last, there is a name for Westinghouse Electric Corp.'s broadcasting arm: **CBS Corporation**. Westinghouse closed its merger with **Infinity Broadcasting** last month and formally announced it would split its broadcasting and industrial operations into two companies. Westinghouse said the split should be completed later this year.

CBS Corp. will encompass the company's radio, television, cable, and syndication operations and will be headquartered in New York. The division will still use the familiar CBS eye logo. In related activity, the industrial business will be called **Westinghouse Electric Co.** Its headquarters will remain in Pittsburgh.

"Our new media corporation combines three great broadcasting brands — CBS, **Group W**, and **Infinity**," Westinghouse Chairman/CEO **Michael Jordan** said. "As we considered a range of alternative corporate names, we spoke with our publics — our customers, employees, and the financial community. The advice always came back: Keep the name that has been known as a leader of the broadcasting industry from its earliest days."

Also, **Interop** said its sales representation arm for the CBS radio stations will be named **CBS Radio Sales**. Headed by President **Michael Weiss**, the sales division will be made up of four "teams": **CBS Radio Representatives**, headed by **Chad Brown**; **Group W Radio Sales**, headed by **Tony Miraglia**; and two **Infinity Radio Sales** teams, headed by **Sue McNamara** and **Peggy Kafka**.

Interop added the 23 stations represented by CBS Radio Representatives in January.

FCC '98 Budget Proposed

Included in the budget President **Clinton** sent to Congress this week are the 1998 fiscal year figures for the **FCC**. The proposed budget of \$219 million is a net increase of \$30 million over the 1997 level and will be used to fund the FCC's move to the Portals office complex in southwest Washington, DC.

A total of \$162.5 million of the budget would come from regulatory fees; \$56.5 million would come from direct appropriations.

ARS Buys Meridian, Diablo

American Radio Systems (NYSE: AFM) subsidiary **American Tower Systems** has said it will purchase tower companies **Meridian Communications** and **Diablo Communications** for undisclosed sums.

Meridian has more than 55 tower sites in Southern California, while Diablo has more than 90 sites in Northern California. After the deals are closed, American Tower Systems will own and/or manage more than 450 antennas across the country.

Senate Sets Subcommittees

The Senate Commerce Committee has finalized its subcommittee assignments. The Subcommittee on Communications, which oversees radio, will be chaired by **Conrad Burns** (R-MT). Additional subcommittee members will include:

Ted Stevens (R-AK)
Slade Gorton (R-WA)
Trent Lott (R-MS)
Kay Bailey Hutchison (R-TX)
John Ashcroft (R-MO)
Bill Frist (R-TN)
Olympia Snowe (R-ME)
Sam Brownback (R-KS)

Wendell Ford (D-KY)
Ernest Hollings (D-SC)
Daniel Inouye (D-HI)
Richard Bryan (D-NV)
John D. Rockefeller IV (D-WV)
John Breaux (D-LA)
Byron Dorgan (D-ND)
Ron Wyden (D-OR)

Heftel Prices Shares

Heftel Broadcasting Corp. (Nasdaq: HBCCA) has priced an offering of 4.55 million of its common shares at \$38.50 through lead underwriter **Alex. Brown & Sons**. Heftel had originally planned for an offering of 3.85 million shares. Proceeds from the offering will be used to repay debt.

Alex. Brown analyst **Drew Marcus** has also reinitiated coverage of Heftel with a strong "buy" recommendation. The news came one day after Heftel reported positive fourth-quarter 1996 and full-year 1996 earnings reports.

FTC Clears Beasley

The Federal Trade Commission has granted early antitrust clearance to **Beasley Broadcasting's** acquisition of **WWDB-FM/Philadelphia** from **Mercury Communications**. The deal, valued at \$65 million, must still receive FCC approval.

J-P Ups Dividend

Jefferson-Pilot Corp. (NYSE: JP) will increase by 11.1% the company's quarterly cash dividend, from 36 cents per share to 40 cents per share. The increase will be effective in the second-quarter dividend, payable June 5, 1997.

SFX Files MMR Registration

SFX Broadcasting Inc. (Nasdaq: SFXBA) has filed to issue up to 747,441 shares of its Class A common stock. The registration is part of SFX's merger with **Multi-Market Radio**. The shares were originally issued by MMR and SFX prior to their merger, and the registration does not change the number of outstanding shares.

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

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Source: Fall 1996 Arbitron, AQH Share, Women 25-54.

DEAL OF THE WEEK

- **KRTO-FM/West Covina, CA**
\$19 million (est.)

1997 DEALS TO DATE

Dollars To Date: **\$631,115,105**

(Last Year: \$1,037,558,949)

This Week's Action: **\$38,558,364**

(Last Year: \$618,138,000)

Stations Traded This Year: **224**

(Last Year: 246)

Stations Traded This Week: **24**

(Last Year: 62)

TRANSACTIONS AT A GLANCE

- WAVD-AM/Decatur (Huntsville), AL No cash consideration
- KRWA-FM/Waldron, AR \$65,000
- WBRJ-FM/Mt. Sterling, IL \$218,364
- KSBH-FM/Coushatta, LA \$350,000
- WMJS-FM/Prince Frederick, MD (Washington, DC)
No cash consideration
- KJJK-AM & FM/Fergus Falls, MN \$1.1 million
- WJIC-AM/Salem & WNNN-FM/Canton, NJ (Wilmington, DE)
\$1.6 million
- WRAQ-AM/Brevard, NC \$110,000
- WMYT-AM/Carolina Beach, NC No cash consideration
- WLYC-AM & WILQ-FM/Williamsport, PA \$1,925,000
- KNTS-AM/Abilene, TX \$50,000
- KBUY-FM/Amarillo, TX \$750,000
- KIXZ-AM, KMML-FM & KQAC-FM/Amarillo, TX \$1.5 million
- KTNZ-AM/Amarillo, TX \$90,000
- KTNO-AM/Ft. Worth, TX \$2.3 million
- WJJR-FM/Rutland, VT \$2 million
- WLYK-FM & WXLK-FM/Roanoke-Lynchburg, VA \$7.5 million

TRANSACTIONS

Cox Marches Forth With Fourth L.A. Station

- **Acquires Spanish KRTO for \$19 million; Wheeler deals for two Roanoke FMs**

Deal Of The Week

KRTO-FM/West Covina

PRICE: \$19 million (estimated)

TERMS: Asset sale for cash

BUYER: Cox Radio Inc., headed by President Robert Neil. It owns KFI-AM, KACE-FM & KOST-FM/Los Angeles. Phone: (404) 843-5159

SELLER: El Dorado Communications Inc., headed by President Thomas Castro. Phone: (310) 914-8300

FREQUENCY: 98.3 MHz

POWER: 650 watts at 296 feet

FORMAT: Spanish

BROKER: Gary Stevens & Co.

TERMS: Asset sale for cash

BUYER: Family Communications South Inc., headed by President Marilyn Lynch. (501) 646-6700

SELLER: Cole Thomas Broadcasting Inc., headed by President Marty Starkey. Phone: (501) 648-9188

promissory note

BUYER: Elite Broadcasting Co., headed by President George Wilkes III. Phone: (318) 352-9596

SELLER: Bethard Broadcasting Corp., headed by President James Bethard. Phone: (318) 932-6704

Illinois

WBRJ-FM/Mt. Sterling

PRICE: \$218,364

TERMS: Asset sale for \$25,000 cash, a \$160,000 promissory note at 8% interest, and \$33,364 totaling interest payments on the promissory note

BUYER: Tele-Media Broadcasting of Quincy L.P., a wholly owned subsidiary of Tele-Media Broadcasting Co., headed by President Robert Tudek. It owns WTAD-AM, WMOS-FM & WQCY-FM/Quincy, IL. Phone: (814) 355-4729

SELLER: Magnum Broadcasting Inc., headed by President Michael Stapleford. Phone: (814) 757-8751

Maryland

WMJS-FM/Prince Frederick (Washington, DC)

PRICE: No cash consideration

TERMS: Transfer of stock; Melvin Gollub is giving Ada Gollub 49 shares of Class A common stock and 441 shares of Class B common stock. Mark Gollub is receiving two shares of Class A common stock and 18 shares of Class B common stock. BUYER: Ada and Mark Gollub. Phone: (301) 855-7006

SELLER: Melvin Gollub

FREQUENCY: 92.7 MHz

POWER: 2.1kw at 564 feet

FORMAT: B/EZ

Minnesota

KJJK-AM & FM/Fergus Falls

PRICE: \$1.1 million

TERMS: Asset sale for cash

Alabama

WAVD-AM/Decatur (Huntsville)

PRICE: No cash consideration

TERMS: Transfer of stock; assumption of liabilities

BUYER: Joe Burns is acquiring R & B Communications Inc. Phone: (205) 353-0361

SELLER: Ronald Rose. Phone: (615) 363-2505

Arkansas

KRWA-FM/Waldron

PRICE: \$65,000

North Carolina

WRAQ-AM/Brevard

PRICE: \$110,000

TERMS: Asset sale for cash
BUYER: A & L Broadcasting Inc., headed by President Allen Reese. Phone: (704) 884-6092

SELLER: River City Communications Inc., headed by President Frank Kinney. Phone: (502) 266-7777

New Jersey

WJIC-AM/Salem & WNNN-FM/Canton (Wilmington, DE)

PRICE: \$1.6 million

TERMS: Asset sale for cash

BUYER: QC Communications Inc., headed by President Alvin Chanin. Phone: (215) 735-6695

SELLER: PJF Broadcasters Inc., headed by President Gloria Jennings. Phone: (609) 935-1762

FREQUENCY: 1510 kHz; 101.7 MHz

POWER: 2.5kw; 3kw at 299 feet

FORMAT: News/Talk; Religious

WMYT-AM/Carolina Beach

PRICE: No cash consideration

RECEIVER: Praise Broadcasting Inc., headed by President Dennis Anderson. Phone: (919) 799-7548

DONATOR: Gulfstream Radio, headed by President David Moran. Phone: (540) 721-1161

Pennsylvania

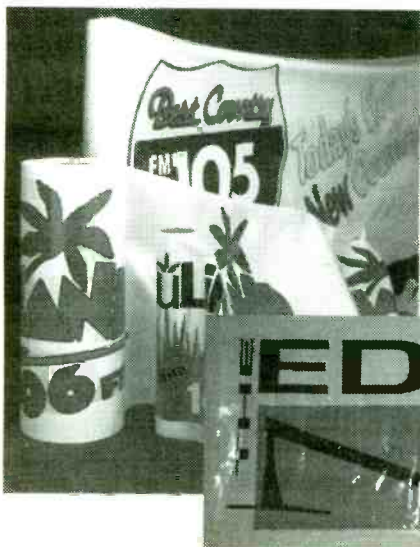
WLYC-AM & WILQ-FM/Williamsport

PRICE: \$1,925,000

Continued on Page 8

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*“I have to be honest.
I just don't believe
The Old Research Factory
can help me win today's
tough new radio wars.*

*I just saw their ad saying
Blah is #1 25-54.*

*So, I checked that market's battlefield.
The station doesn't have a competitor!*

*Does The Old Research Factory really
think taking a pre-fab, fill-the-blank
report, dumping in homogenized data,
and recycling a worn out plan might
win a tough, multi-competitors war?*

In the old days maybe... NOT NOW!

*I had one clear choice to make...
Upgrade to a new way of winning
or use the rusty, boilerplate stuff
from The Old Research Factory.*

*I chose to partner with the weapons
wizards who in 1996 helped
9 stations in the Top 15 markets
become number 1. That innovative
braintrust of people who will help
me win today's tough battles... My War!*

The New Critical Mass Media!”

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
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You took the lead and stepped out in
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TRANSACTIONS

Continued from Page 6

TERMS: Asset sale for cash

BUYER: South Williamsport SabreCom Inc., headed by President Paul Rothfuss. It owns WHTO-FM/Muncy, PA and WFXX-AM & WZXR-FM/South Williamsport, PA. Phone: (717) 323-8200

SELLER: McRadio Inc., headed by President Brian McCarthy

FREQUENCY: 1050 kHz; 105.1 MHz

POWER: 1kw day/36 watts night; 9.2kw at 1135 feet

FORMAT: AC; Country

Texas

KNTS-AM/Abilene

PRICE: \$50,000

TERMS: Asset sale for \$1000 cash and a three-year, \$49,000 promissory note at 8% interest

BUYER: Dynamic Broadcasting Co. of Abilene, Texas, headed by President A. Lloyd Mynatt. It owns KORQ-FM/Abilene. Phone: (915) 677-7225

SELLER: Gary Ackers, trustee in bankruptcy

FREQUENCY: 1470 kHz

POWER: 5kw day/1kw night

FORMAT: News/Talk

KBUY-FM/Amarillo

PRICE: \$750,000

TERMS: Asset sale for cash

BUYER: Champion Broadcasting, headed by principals Don Kidwell and Bill Coogan

SELLER: NFL Broadcasting L.L.C., headed by President Cliff Boyd. Phone: (806) 372-6543

FREQUENCY: 94.1 MHz

POWER: 100kw at 1083 feet

FORMAT: Country

BROKER: Norman Fischer & Assoc. for NFL and Whitley Media for Champion

KIXZ-AM, KMML-FM & KQAC-FM/Amarillo

PRICE: \$1.5 million

TERMS: Asset sale for cash

BUYER: Champion Broadcasting, headed by President Don Kidwell. It owns KCDQ-FM, KCHX-FM & KMRK-FM/Midland-Odessa, TX. Phone: (804) 648-8504

SELLER: Catalyst Radio L.P., headed by Ron Nickson

FREQUENCY: 940 kHz; 96.9 MHz; 98.7 MHz

POWER: 5kw day/1kw night; 100kw at 614 feet; 100kw at 469 feet

FORMAT: Nostalgia; Country; Hot AC

BROKER: Whitley Media

KTNZ-AM/Amarillo

PRICE: \$90,000

TERMS: Asset sale for cash

BUYER: Metropolitan Radio Group Inc., headed by President Gary Acker. It owns five other stations. Phone: (817) 430-3548

SELLER: NFL Broadcasting L.L.C., headed by President Cliff Boyd. Phone: (806) 372-6543

FREQUENCY: 1010 kHz

POWER: 5kw day/500 watts night

FORMAT: Sports/Talk

BROKER: Norman Fischer & Assoc.

KTNO-AM/Ft. Worth

PRICE: \$2.3 million

TERMS: Asset sale for \$500,000 cash and a five-year, \$1.8 million promissory note at 8%-12% interest

BUYER: Personal Achievement Radio of Dallas L.L.C., a wholly owned subsidiary of Personal Achievement Radio L.L.C., headed by President N. John Douglas. Phone: (415) 324-5888

SELLER: Stuart Gaines Broadcasting Corp., headed by President Mary Gaines. Phone: (817) 469-1540

FREQUENCY: 1540 kHz

POWER: 50kw day/1kw night

FORMAT: Spanish

Vermont

WJJR-FM/Rutland

PRICE: \$2 million

TERMS: Asset sale for cash

BUYER: Peak Communications

Inc., headed by President Ronald Morlino. It owns WJAN-FM/Sunderland, VT and WJEN-FM/Rutland. Phone: (802) 362-9500

SELLER: Jewel Radio Inc., headed by President Harrison Fuerst. Phone: (216) 292-8107

FREQUENCY: 98.1

POWER: 1.15kw at 2592 feet

FORMAT: AC

Virginia

WLYK-FM & WXLK-FM/ Roanoke-Lynchburg

PRICE: \$7.5 million

TERMS: Asset sale for cash

BUYER: Mel Wheeler Inc., headed by President Mel Wheeler. It owns WSLC-AM & WSLO-

FM/Roanoke. Phone: (817) 294-7644

SELLER: CEBE Investments Inc., headed by President A. Meredith Coleman. Phone: (540) 774-9200

FREQUENCY: 92.3 MHz; 100.1 MHz

POWER: 93kw at 2051 feet; 20kw at 328 feet

FORMAT: CHR; CHR

EARNINGS

Continued from Page 4

was flat at more than \$1 billion, and cash flow increased 4%. Radio cash flow, in particular, jumped 37%.

For the full year, Westinghouse had an income of \$30 million (7 cents) on revenues of \$8.5 billion, compared to earnings of \$15 million (5 cents) on revenues of \$5.6 billion the previous year. The 1996 results included \$111 million (25 cents) in income from special items.

Radio income was up 38% for the year, while cash flow fell "due to lower demographic ratings as well as increased costs associated with political coverage and sports rights," the company said.

Evergreen Media Corp. (Nasdaq: EVGM) posted fourth-quarter 1996 earnings of \$1.1 million (2 cents) on revenues of \$88.7 million. That compares to a fourth-quarter 1995 loss of \$1 million (8 cents) on revenues of \$47.8 million.

For the full year, revenues were up to \$293.9 million from 1995's \$162.9 million. Evergreen posted a 1996 loss of \$16.2 million (66 cents) compared to a 1995 loss of \$4.8 million (52 cents).

"The fourth quarter represents the ninth consecutive quarterly period in which Evergreen has recorded double-digit gains in year-over-year broadcast cash flow," said Evergreen Chairman/CEO Scott Ginsburg. "We look forward to extending this record in 1997."

Hefel Broadcasting Corp. (Nasdaq: HBCCA) reported fiscal-year, first-quarter 1996 income of \$2.1 million (18 cents) on revenues of \$18.3 million. Those earnings are up 140% from first-quarter 1995's \$858,000 (8 cents) on revenues of \$17.5 million. Broadcast cash flow also rose 26%, from \$5.6 million in fiscal-year, first-quarter 1995 to \$7.1 million this past quarter.

The operating results for **WLXX-AM/Chicago** are not included af-

ter December 1, 1996 since on that date Hefel entered into an LMA with **Tichenor Media System Inc.** for that station. On a pro-forma basis, net revenues would have increased 12.7% and broadcast cash flow would have been up 31.7%.

Jefferson-Pilot Corp. (NYSE: JJP) boasted an increase in operating income of 14.2% in 1996 to \$290.5 million (\$4.09) from \$254.5 million the previous year (\$3.66). The per-share earnings prices include gains of 23 cents from the sale of discontinued operations.

For fourth-quarter 1996, JP posted earnings of 97 cents per share before realized investment gains, compared to \$1.00 per share in fourth-quarter 1995.

Heritage Media Corp. (NYSE: HTG) has reported fourth-quarter earnings of \$7.9 million (22 cents) on revenues of \$201.8 million. This figure is down from last year's fourth-quarter earnings of \$10.9 million (31 cents) on revenues of \$126.7 million. Fourth-quarter operating cash flow was up 19% to \$42.7 million from \$35.7 million. To those totals, broadcasting contributed \$29.4 million of revenue and \$13 million of operating cash flow.

According to Heritage, "The decline in earnings per share reflects higher taxes in 1996, compared to 1995, due to a runoff of Heritage's previously generated tax-loss carry-forwards." On a pro-forma basis, company revenue increased 5% and cash flow was up 9%.

Heritage's radio group posted a 25% revenue increase and a 42% operating cash flow increase for the fourth quarter of 1996, showing particularly strong results in Cincinnati, Kansas City, Knoxville, Portland, and St. Louis.

For the year ended December 31, 1996, Heritage posted net income of \$19.1 million (52 cents) on revenues of \$620.8 million. Operating cash flow was up 34% in 1996.

Heritage expects revenues and

cash flow to increase over the course of 1997 and said growth should come primarily from its radio stations and from its direct marketing division.

Sinclair Broadcast Group (Nasdaq: SBGI) registered fourth-quarter 1996 income of \$2.9 million (8 cents) on revenues of \$141 million. That compares to fourth-quarter 1995's earnings of \$4.4 million (13 cents) on revenues of \$59 million. Broadcast cash flow for the quarter increased 109.1%.

Excluding station swaps, fourth-quarter revenues would have been up 136.4%.

Full-year income was up slightly at \$1.1 million (3 cents) on revenues of \$378 million. For 1995, earnings were \$76,000 (0 cents) on revenues of \$206 million. Broadcast cash flow increased 70.3% to \$189 million.

Triathlon Broadcasting Co. (Nasdaq: TBCOA) said fiscal-year third-quarter revenues should be more than \$6.9 million, compared to \$1 million in third-quarter 1995. In its preliminary operating results, Triathlon also said broadcast cash flow would have increased about 63% on a same-station basis.

Triathlon went public in September 1995.

Gannett (NYSE: GCI) announced record earnings for its fourth-quarter 1996, posting income of \$360.4 million (\$1.39) on revenues of \$1.2 billion. That does not include a one-time gain from Gannett's six-radio station exchange with **Jacor Communications** for a Jacor television station, which brings per-share earnings to \$2.05. That swap resulted in an after-tax gain of \$93 million (66 cents) in the fourth quarter. For fourth-quarter 1995, earnings were \$267 million (\$1.11) on revenues of \$1.1 billion.

For the full year, income from

Continued on Page 12

For The Record

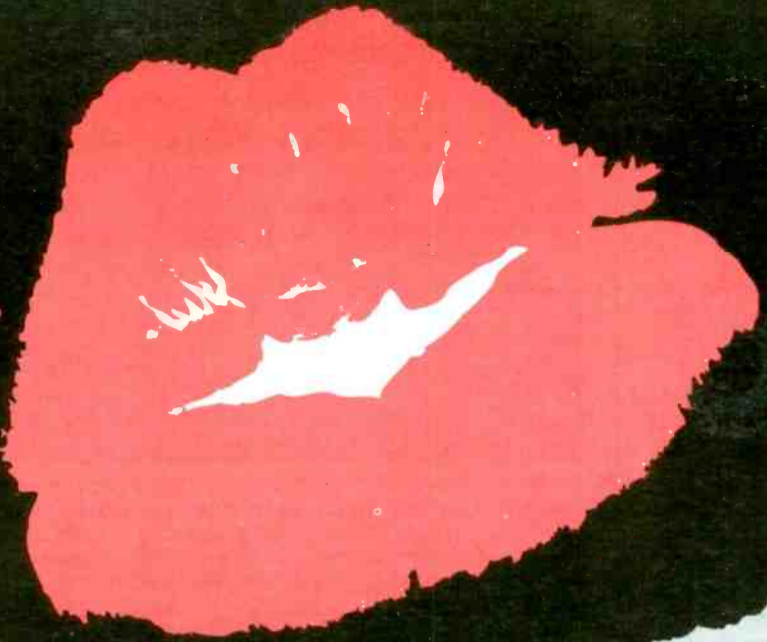
The 1997 NAB Radio Show will be held in New Orleans not Seattle, as reported last week's (2/7) R&R. The 1998 NAB Radio Show will be held in Seattle.

Last week's (R&R 2/7) Business Brief about the closing of **WDFN-AM & WWW-FM/Detroit** inadvertently switched the buyer's and the seller's names. The buyer is **Evergreen Media**. The seller is **Chancellor Broadcasting**.



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

*Loveline is Hot!
But don't just take
my word for it.*



"Adam and Dr. Drew are two of the most compelling personalities in radio today! 'Loveline' equals Ratings!"
John Lassman, Program Director, KEGE-FM / Minneapolis, MN

"Just when you thought 'Loveline' had peaked, it exceeded its 4 book average for 12+. It is also #1 (10 - 12 midnight) 18-34 adults; #2, 25-54 men and #1, 12+ with a 9.8 share."
Ron Nenni, Operations Manager, KOME-FM / San Jose, CA

"Night ratings on rock radio in the past decade have been problematic. After a year of 'Loveline' on KRXQ's nights, nights have become problematic for my competitors!!! 'Loveline' is currently #1 in 39 separate demos!"
Curtiss Johnson, Program Director, KRXQ-FM / Sacramento, CA

"At 10 pm you can hear the loud sound of radios clicking on. The percentage of radios turned on is large. The cume is large. 'Loveline' works because the subject is universal and cuts across all formats and psychographics. It's a big tent show. WHFS began the trend of running it taped delayed in the Eastern time. It's never posed a problem. 'Loveline' gets as many calls from Washington and Baltimore, as anywhere else. Adam and Drew rule!"
Robert Benjamin, Program Director, WHFS-FM / Washington D.C.

"'Loveline' gives a whole new meaning to 'The Bear'. Our numbers jumped dramatically into the teens during the period it's run."
Scott Mahalick aka "Jack Hammer", General Manager, KBER-FM / Salt Lake City, UT

"Under our new ownership, we had to take 'Loveline' off the air, and we knew we had to bring it back when the UPS driver was writing on all our packages, 'BRING BACK LOVELINE!' Management finally realized the importance of 'Loveline' when our 12+ numbers went from a 3.4 to a 5.6, and our nighttime numbers were in the upper teens."
Blaze, Program Director, KRZQ-FM / Reno, NV

"'Loveline' improved our ratings dramatically. Our audience loves it. Dr. Drew and Adam are the best!"
Bill Gamble, Operations Manager, WKQX-FM / Chicago, IL



- KROQ-FM / Los Angeles - 9.4
- WKQX-FM / Chicago - 10.5
- WHFS-FM / Washington D.C. - 11.7
- KEGE-FM / Minneapolis - 28.9
- KUPD-FM / Phoenix - 12.8
- KBCO-FM / Denver - 10.7
- XTRA-FM / San Diego - 10.2

Source: Arbitron, Fall '96, Metro Share, Persons 18-34
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KRXQ Ups Johnson To Station Manager

KRXQ (93 Rock)/Sacramento has promoted PD Curtiss Johnson to its newly created Station Manager post. Johnson will be responsible for all of the creative and budgetary aspects of programming, marketing, promotions, research, and office personnel.



Johnson

"Curtiss is an exceptional programmer who also happens to be a strong leader," remarked VP/GM John Geary. "He has been the driving force behind 93 Rock's growth in 1996, and I'm confident he'll enjoy great success in this new role."

Johnson added, "I had other opportunities that would have been more money or bigger markets, but the reality was they were also the same challenges I've dealt with for the past 13 years of programming. Entercom, [CFO] David Field,

JOHNSON/See Page 24

Simitar's Great Escape



Simitar Entertainment and Escape Entertainment Group have inked a label deal through which Escape, in conjunction with Simitar's Beast Records, will release a series of dance singles. Marking the pact are (l-r) Beast Label Manager Mark Eifenbein, Escape principals Bill Kanatas, Larry Sturm and David Bloom, and Simitar CEO Mickey Eifenbein.

Edwards To Direct Virgin Album Promo

Virgin Records has named Ted Edwards Director/Album Promotion. He joins the label after spending two and a half years as PD at WNEW/New York.

"I've known Ted for 20 years — he's a great programmer and music junkie," said Virgin Sr. VP/Promotion Michael Plen. "Those combined talents make him an ex-



Edwards

ceptional choice to be a rock record executive."

Prior to his stint at NEW, Edwards served as PD at KLOL/Houston for two and a half years. He spent about a decade at KGB/San Diego, where he joined as MD and later became PD. Other stops included WCOZ/Boston and WCMF/Rochester.

EXECUTIVE ACTION

Michaels, Rose Tapped As Arbitron Managers

Arbitron has tapped Bob Michaels as Manager/Radio Programming Services and Bill Rose as Manager/Market Development & Research Communications. Michaels most recently was the firm's Team Leader/Radio Programming, Dallas; Rose returns to Arbitron after spending a year at Rating Point Management.



Michaels



Rose

Commenting on the appointments, GM/Radio Station Services Pierre Bouvard said, "Bob has achieved significant revenue milestones through customer service. His understanding of programming and sales makes him an internal and external radio expert. And Bill has been the backbone of Arbitron for more than a decade. He is a vital part of this company's past and future."

Since joining Arbitron in 1988, Michaels has held such posts as Sr. AE, Programming Development Leader, and AE; his radio experience includes the President/GM post at WVIQ-FM/St. Croix, WI. In his previous tenure with Arbitron, Rose — a 13-year company veteran — served as Sr. AE, Regional Manager, and Marketing Manager.

Kelly To Head Sales Department At Revolution

Jim Kelly has been tapped to head the sales department at Revolution. He most recently was VP/Marketing at UNI Distribution.

"Revolution is in high gear — we have music coming from both new and established artists throughout the year," commented the label's Missy Worth. "We've fine-tuned our systems and, with the addition of Jim Kelly, we're ready to go. He's a tremendously experienced, aggressive, and creative executive."

Kelly began his career in the late '70s at RCA Records. A decade later, he moved to BMG to spearhead its newly created marketing department. Prior to joining UNI, Kelly was VP/Sales at the Imago Recording Co.



Kelly

Capricorn Appoints Walden, Sides To VP Posts

Capricorn Records has elevated Director/Artist Development G. Scott Walden to VP/Artist Development. Concurrently, Rob Sides has been hired as VP/Sales; he previously was Head/Sales at Revolution.

Regarding the two appointments, Capricorn President/founder Phil Walden said, "Touring and grass-roots marketing have been effective in breaking our artists, and G. Scott has initiated effective marketing campaigns which have helped in the success of the entire roster. Rob's 20 years of experience in both retail and promotion have made him one of the top people in his field — he has the ability to match a radio story with a sales story and can achieve success on both a regional and national level."

Walden has been with Capricorn since it relaunched in April 1991. Prior to Revolution, Sides spent seven years in the marketing and promotion departments at Elektra.



Walden



Sides

In Memory of
MICHAEL HARTENBAUM



February 3, 1983 - February 9, 1997

MediaAmerica, Inc.
Promotion Development Group, Inc.

Keith On AMA: No Sweat



Elektra brass gathered to toast Keith Sweat on his recent American Music Award for Favorite Male Artist, Soul/R&B. Clinking glasses are (l-r) Elektra National Dir./Pop Promotion Mike Whited and CEO Sylvia Rhone, Sweat, and Elektra Sr. VP/Promotion Greg Thompson and Exec. VP/GM Alan Voss.

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KSAN - San Francisco
WMZQ - Washington
WJMN - Boston
KZOK - Seattle
KJR AM - Seattle
KTCZ - Minneapolis
B94 - Pittsburgh
KBUQ - Phoenix
WZJM - Cleveland
WGRR - Cincinnati
KFRG - Riverside
KRAK - Sacramento
WSOC - Charlotte
WSM FM - Nashville
WJNO - W. Palm Beach
WQIK - Jacksonville
KMXZ - Tucson
KZZU - Spokane
KJZY - Santa Rosa

KABC - Los Angeles
K101 - San Francisco
KFOG - San Francisco
WJZW - Washington
WKLB - Boston
KUBE - Seattle
Q106 - San Diego
WIL FM - St. Louis
WZPT - Pittsburgh
KGME - Phoenix
KWJJ - Portland
KCMO - Kansas City
Y92 - Sacramento
KHTK - Sacramento
WWMG - Charlotte
WSM AM - Nashville
WRLX - W. Palm Beach
WGY - Albany
KKHG - Tucson
WAIA - Melbourne
CKBD - Vancouver

KMPC - Los Angeles
KNBR - San Francisco
WXTU - Philadelphia
KISS - Boston
KMPS - Seattle
KJR FM - Seattle
KIOZ - San Diego
WPOC - Baltimore
KEDJ - Phoenix
WZAK - Cleveland
KFXZ - Portland
KLTH - Kansas City
KNCI - Sacramento
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WCLB - W. Palm Beach
WRVE - Albany
B106 - Columbia
KZST - Santa Rosa
ADFM - Australia

The Fairwest Direct Loyalty Marketing System is now considered a mainstream strategy for leading stations. Based on the efficiencies and effectiveness of Loyalty Marketing, stations are enjoying dramatic rating increases and new revenue.

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Coleman Research, Gregory Establish Music Forecasting

Veteran music exec **Ron Gregory** and **Coleman Research** have teamed



Gregory

to launch **Music Forecasting Inc.**, a strategic information company that will provide record labels and personal management firms with customized research and data analysis for use in marketing, promotion, sales, and artist development.

Gregory — who will serve as Music Forecasting's President — said, "For the first time, record companies will have available to them the same research techniques and resources that are successfully employed by dozens of leading radio stations in major markets all over the U.S. As a record executive who has spent most of his life in promotion, marketing and sales, I know how to take research data and turn it into a specific, unique action plan."

Coleman Research President **Jon Coleman** added, "The rapid consolidation of radio stations in large and constantly growing corporate entities is materially changing the manner in which the record industry can successfully interface with music programmers. Increasingly, record companies are going to have to bring solid, fact-based, acceptable data to the stations in order to justify substantive airplay."

Gregory has more than 25 years of experience in the record industry. He's served as National Director/Pop Promotion at **Elektra Entertainment Group** and has held various executive positions at **Warner Bros. Records**.

Bush Gets Famous



Singer **Gavin Rossdale** (l) poses with **Famous Music** President **Ira Jaffe** shortly after **Bush** signed a worldwide agreement with Jaffe's publishing company.

Florentino Set As WTVR/Richmond OM

Former **WKJY/Long Island PD** **Tony Florentino** has been named to succeed **Scott O'Brien** as OM of **Clear Channel's WTVR-AM & FM/Richmond**. O'Brien will depart the **Nostalgia/Lite AC** combo next Friday (2/21) to program **Country WPOC/Baltimore** (see Page 3); Florentino is set to take over the following Monday (2/24).

According to VP/GM **Reggie Jordan**, "With his wealth of programming and staff development experience, Tony will take us to the next level."

Before joining **WKJY** approximately five years ago, Florentino programmed **WYDD/Pittsburgh** and **KSTT/San Luis Obispo, CA**. He also served as Production Director/midday personality at **WPHD/Bufalo**.

Sterling Segues To 'KHK/Richmond As PD

WUSY-FM/Chattanooga PD **Bob Sterling** has been named PD at **Country WKHK-FM/Richmond**, succeeding the departing **Mark Richards**. Sterling plans to take a few weeks off and start the new job at the end of February.

"This is the second time in my career I've had the chance to go from one great station to another — and that's a real thrill," Sterling told **R&R**. "It's hard to leave the people at **WUSY**; we've achieved so much together. But **Richmond** presents a tremendous opportunity, and I can't wait to work with the staff at **WKHK**."

Sterling spent eight years as MD/air talent at **WZZK-AM & FM/Birmingham** prior to joining **WUSY** five and a half years ago. During his tenure, **WUSY** consistently ranked among the top five AQH stations in the nation for all formats with 12+ shares in the 20s.



Sterling

O'Brien

Continued from Page 3

WGTX-FM/Mobile and afternoons at **WXFX-FM/Montgomery, AL** — said, "The chance to work with the caliber of staff and management at **WPOC** is personally thrilling to me. I can hardly wait to get started with this challenge. **WPOC's** talent and music direction are on the right track. My job will be to maximize each while creating

a fun, creative atmosphere in which these seasoned pros can flourish. Keep your eye on **WPOC** — you'll be talking about us this year."

In other **WPOC** news, MD **Greg Cole** has been elevated to Asst. PD/MD. **Dolan** added, "Greg's got the best ears in the business and can work a music log like a lumberjack doing ice sculpture." Cole has been **WPOC's** MD/midday personality since 1986 and will continue his 9-11am airshift.

Carrabba

Continued from Page 3

Label Manager. "I've been a part of the **Jive/Zomba** family for almost 10 years, and I am proud to be a part of its growth and diversification," Carrabba said. "The opportunity to play a key role is an exciting prospect, and I look forward to the challenge."

my four kids and my wife, **Traci**. I've been a stockholder in **Infinity** and **Westinghouse** and now look forward to being part of the new **CBS Corp**. There comes a time to roll up one's sleeves and just do it. It's time for me to have a 'real job.' Thanks to all my clients, I'm a richer person — at least spiritually."

McVay Media's clients include stations in **AC**, **Country**, **Oldies**, **CHR**, '70s **Oldies**, and **News/Talk**. **B/D&A's** clients include all forms of **Rock**, **Classic Rock**, **Alternative**, **Alternative AC**, and **CHR**. **B/D&A** also represents **Oldies** specialist **Bill Drake**.

business, [especially] as President of **B/D&A**."

Regarding **Douglas's** move to **WZGC**, GM **Gary Lewis** told **R&R**, "One of the great names in **Rock** programming is going to be focusing all of his talents and energies on our radio station."

Douglas stated, "B/D&A is in very capable hands with **Greg** as President. After two decades on the road, it was time for me to spend more time with



Douglas

B/D&A

Continued from Page 1

I will still be involved with **Mike**, **Greg**, **Val Garris**, and **Jan Jeffries** in the business of the company and industry. Of course, I wish **Dwight** the very best."

Gillispie commented, "After eight years consulting and two years on the front lines in the post-telecom bill era, I have a unique perspective of the problems and challenges facing program directors, sales managers, general managers, and owners. I'm excited about bringing fresh and effective solutions and ideas back to the consulting

UPDATE

Loftus Appointed Shamrock/Wilkes Barre's GM

Jim Loftus has joined **Shamrock Communications** as GM of its **Wilkes Barre-Scranton** properties, including **MOR WBAX-AM & WEJL-AM**, **Rock WEZX-FM**, and **Oldies WQFM-FM**. He succeeds **Tom Harpster**, who exited in January.

Loftus had been VP/GM of **Susquehanna's** crosstown **News/Talk WARM**, **AC WMGS**, **CHR WBHT**, and **WARM simulcast WKQV-AM & FM** since November 1992. Previously, he was Director/Sales at **WUSL/Philadelphia** for nine years as well as an AE at **CBS Radio** in Philadelphia.

Caballero Spanish Media To Rep SBS Stations

Caballero Spanish Media has reached an agreement to handle national advertising sales for **Spanish Broadcasting System's** (SBS) nine stations in **New York**, **Los Angeles**, and **Miami**. The stations — representing annual national billings of approximately \$14 million — were previously represented by **Katz Radio Group**, which last week landed representation rights for SBS competitor **New Heffel Group's** 34 Spanish-language stations.

"SBS is a successful and well-run group that is on the verge of expanding with additional station acquisitions," Caballero President **Ramon Pineda** said. "We're excited by the opportunity and welcome the challenge of helping them build their business in new markets and growing their share of national advertising spending by marketers targeting the Hispanic consumer."

SBS owns **WXLX-AM**, **WPAT-FM & WSKQ-FM/NY**; **KXMG-AM & KLAX-FM/L.A.**; and **WCMQ-AM & FM**, **WSKP-FM & WZMQ-FM/Miami**. Caballero is a division of the **Interep Radio Store**.

EARNINGS

Continued from Page 8

continuing operations was up to \$624 million (\$4.43) from 1995's \$459 million (\$3.28), including the gain from the swap.

Broadcast cash flow was up 28% to \$102 million, and revenue was up 32% to \$190 million for the fourth quarter. Similarly, for all of 1996, broadcast cash flow increased 64% to \$349 million, and revenue was \$687 million, a 47% increase.

Digital Generation Systems Inc. (Nasdaq: DGIT), which sells electronic distribution services, posted a slightly smaller loss for

fourth-quarter 1996 of \$2.26 million (19 cents) on revenues of \$4 million. That is up from fourth-quarter 1995's loss of \$2.28 million (23 cents) on revenues of \$1.7 million. In terms of revenue, the most recent quarter showed a 132% increase.

For fourth-quarter 1995, cash flow improved to a loss of \$645,000 after consolidation from a loss of \$1.41 million for the same period the previous year.

For the full year **DG Systems** reported a net loss of \$9.1 million (79 cents) on revenues of \$10.5 million. For 1995, **DG's** net loss was \$8.8 million (94 cents) on revenues of \$5.1 million. 1996 cash flow was down to \$4.5 million from 1995's \$6 million.

TNN/CMT

Continued from Page 3

ership of **TNN** and **CMT** will make us key players in country music and country lifestyle businesses, cable programming, and multichannel distribution. We see opportunities to expand those franchises, to develop programming jointly for broadcast and cable, and to cross-promote all of our media properties."

Westinghouse/CBS currently owns eight Country stations: **WUSN-FM/Chicago**, **KYNG-FM/Dallas**, **WYCD-FM/Detroit**, **KIKK-AM & FM & KILT-FM/Houston**, **KYCY-FM/San Francisco**, and **WQYK-FM/Tampa**.

Gaylord Entertainment Chairman Edward L. Gaylord said, "Westinghouse/CBS is taking ownership of two of the most valuable cable networks in the industry. For some time, we have seen consolidation in the cable broadcasting industry. Our judgment is that further growth of **TNN** and **CMT** can best be served as part of a larger media company that can use its leverage to help take these country music and country lifestyle networks to an even higher level of visibility."

When the transaction is completed, **Gaylord Communications**

Group President David Hall will join **CBS Cable** as President/**TNN & CMT**. And VP/Music Industry Relations **Paul Corbin** will segue to **CBS Cable** in a similar post. **Gaylord** employees who are involved with the networks will be placed on the **Westinghouse/CBS** payroll.

During Monday's (2/10) meeting with local employees, **Gaylord Entertainment President/CEO E.W. "Bud" Wendell** emphasized the company "will continue to be an entrepreneurial company that is not afraid to enter into new ventures or pursue the acquisition of other companies." He added that "family-oriented entertainment and programming will remain at the core of our business" and that "we are committed to the country music and country lifestyle audience."

Regarding the relationship between **Gaylord Entertainment** and **Westinghouse/CBS**, **Wendell** said a five-year agreement will continue the existing relationship regarding the sharing of facilities and the networks' promotional support of **Gaylord's Nashville** properties.

Subject to approval from the **FCC** and other governmental agencies, the transaction is expected to be completed later this year.

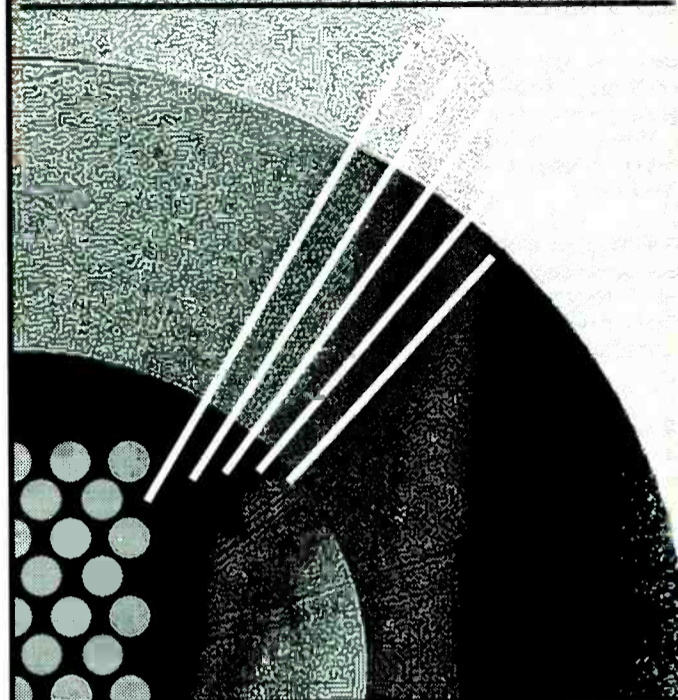
R&R Talk Radio Seminar '97

**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!**

R&R Talk Radio Seminar '97



February 27 - March 1, 1997 • Washington D.C.

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.

MAILING ADDRESS

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

SEMINAR FEES

EXTENDED!

BEFORE JANUARY 31, 1997 **\$350**
AFTER FEBRUARY 1, 1997 ~~\$400~~

There is a \$50.00
cancellation fee.
No refunds after
February 19, 1997.

METHOD OF PAYMENT: SEMINAR

PLEASE ENCLOSE SEPARATE FORMS FOR EACH INDIVIDUAL REGISTRATION

Amount Enclosed: \$ _____

Visa MasterCard American Express Discover Check

Account Number _____

Expiration Date

Month _____ Year _____ Signature _____

Print Cardholder Name Here _____

USAir
MEETINGS & CONVENTIONS

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AIRFARE PRICING, CALL 800-334-8646 -
REFER TO GOLD FILE #67670038

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The Grand Hyatt at Washington Center

We look forward to hosting you in our nation's Capital at the Grand Hyatt Washington, located in the heart of downtown Washington DC.

The Grand Hyatt at Washington Center is conveniently located 15 minutes from Washington National Airport, and within walking distance of the White House, Ford's Theatre and Lincoln Museum. The US Capitol, Smithsonian, Vietnam Memorial and more are located nearby. • To guarantee your reservation we require either an enclosed check or money order covering the first night's stay, or a major credit card number, expiration date, and signature. Deposits will be refunded only if cancellation notification is received at least 7 days prior to arrival. • Reservations requested after February 6, 1997 or after the room block has been filled are subject to availability and may not be available at the convention rate. Check in time is 3:00 pm; Check out time is 12 noon. • **NOTE: IF PAYING BY CHECK, MAKE OUT THE CHECK FOR YOUR HOTEL RESERVATION TO THE GRAND HYATT, AND A SEPARATE CHECK TO R&R FOR YOUR SEMINAR PAYMENT.**

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 _____
Date of Departure _____
Name _____
Company _____
Address _____
City _____ State _____ Zip _____
Telephone # _____
Sharing Room with _____

Amount \$ _____

American Express Visa MasterCard Discover

Diners/Carte Blanche Check

Account Number _____

Expiration Date: Month _____ Year _____

Signature _____

Print Cardholder Name Here _____

Gold Passport # _____

Non-Smoking Room Requested

Radio

• **JEFF ATHERHOLT** has ascended from Production Director to PD at Religious WABS-AM/Washington.

• **JOE MANCUSO** has been named Head Engineer of Nostalgia Broadcasting Corp.'s newly acquired syndicated radio division. Mancuso previously served as President of Audio Arts and Recording & Duplication.

• **ROB WINSTON** has returned to Arbitron as a Los Angeles-based Radio Station Services AE, reporting to Brad Bedford. Winston most recently served as a marketing consultant for *Radio Ink*.

• **JOHN COSTELLO** has been chosen as Advertiser Chairman for the 1997 Mercury Awards. He is Sr. Exec. VP/GM, Marketing for Sears, Roebuck & Company.



Costello

• **SHERIDAN BROADCASTING** has purchased **ON MIC PRODUCTIONS**, an Atlanta-based production facility primarily serving the urban market. The company — to be named OMP Group — plans to develop a satellite network, a 24-hour Gospel network, and retail commercial production in addition to its radio specials and customized drop packages; (412) 456-4004.

Records

• **GUY OSEARY** and **JUNE DASHEV** have been named partners in Maverick Entertainment. Oseary and Dashev are A&R Executive and Head/Business Affairs, respectively, for the label.



Katz

• **JORDAN KATZ** has been elevated from Sr. Director/National Sales to VP/Sales for Arista Records.

• **KYMM BRITTON** has been named Sr. Director/Publicity; **CHRISTINE WOLFF** has ascended to National Publicity Director; **VALERIE LEWIS** has been upped to Manager/Publicity; and **LORI BERK**, **ERIK STEIN**, and **STACEY STUDEBAKER** have each become Associate Director/Publicity at MCA Records. Britton formerly served as MCA's Director/West Coast Publicity, Wolff previously served as Director/East Coast Publicity, and Lewis most recently served as Publicity Coordinator. Berk and Stern were formerly Managers/Publicity for MCA, while Studebaker was previously Administrative Asst./Publicity.

• **CLAIRE COOK** has been promoted from Office Manager to Director/Media & Artist Relations for Magnatone Records.

• **JASMINE VEGA** has joined Noo Trybe/Rap-A-Lot Records as Associate Director/Publicity. She most recently served as Director/Publicity for Priority Records.

• **KING BISCUIT ENTERTAINMENT GROUP** has formed **OXYGEN RECORDS**, an alternative and album rock imprint led by President Steve Ship. The label will release six albums in 1997; its first release from act Anthrophobia is slated for a March release.

• **ABS RECORDS**, a Los Angeles-based independent, has reached an agreement with Cargo Distribution for nationwide distribution of ABS's first release, the self-titled debut album from Reach. The label is currently servicing the release to Rock radio; (800) 200-2021.

• **ARKADIA ENTERTAINMENT CORP.**, a multifaceted record label, has been launched. The company will begin releasing titles later this month, reaching a total of 20 for the year. Arkadia's primary interests will be in jazz, classical, world music, and children's music; (212) 674-5550.

National Radio

• **JEROME NAVIES** has been appointed to the newly created Director/Affiliate Relations & Newsfeed post at CBS News Radio. Navies, who joined CBS as a writer/editor in 1972, has served as Director of the CBS Radio Stations News Service since 1985.

• **ONE-ON-ONE SPORTS RADIO NETWORK** and the National Association of Basketball Coaches have agreed to allow NCAA Division I basketball coaches to participate in 10-minute interview segments for the network. The segments are slated to air Mondays at 9:25am ET, Wednesdays at 1:25pm ET, and Fridays at 5:25pm ET. A one-hour Sunday program, hosted by Larry Cotlar, will feature weekly interviews with selected coaches. The show airs between 5-6pm ET; (847) 509-1661.

• **WESTWOOD ONE RADIO NETWORKS** has announced this week's schedule for its "Celebrity Connection" program:

- Author Susan Paige, February 18
- Recording artist Gary Allan, February 18
- Dr. Joyce Brothers, February 19
- Actor D.W. Moffit, February 20

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

Industry



Denman

• **RON DENMAN** has become VP/Broadcast Development at Spot-Magic Inc., a communications technology company. He is the co-founder and former Exec. VP of DG Systems Inc.

• **MARK O'BRIEN** has been elevated from VP/BIA Publications to COO of BIA Companies. Additionally, **DEBBIE METCALF** has risen from Asst. VP/Marketing to VP of BIA's research division, **ALTHEA LACEY** has added Director/Operational Audits duties, and **GEORGINA SANTILLI** has ascended from Account Manager to Research & Support Specialist for BIA.

Furthermore, **CHARLES WIEBE**

has joined BIA Capital Corporation as Director. **EDWARD CZARNECKI** has become Director/International Consulting, and **FRANK PIETRUCHA** has been added as Director/Marketing for BIA. Wiebe formerly served as VP of Mellon Bank; Czarniecki had previously been Managing Director of International Technology Consultants; and Pietrucha had most recently been VP/International Industry Events at the Institute for International Research.

Products & Services

• **BUMPER PRODUCTIONS**, a new Nashville-based company, has established a communications platform enabling it to send produced bumpers, promos, and commercials to radio internationally with I.S.D.Now! (Internet sound delivery). For more information, call (615) 646-8800; fax (615) 646-2867.

Changes

Adult Alternative: WVRV-FM/St. Louis MD **Mike Richter** adds APD duties ... **Connie Kellie** is the new MD at KIWR/Omaha-Council Bluffs.

AC: **Sarah** and **Vinnie** join Alternative-leaning Hot AC KLLC-FM (Alice@97.3)/San Francisco for wake-ups ... **Liz Jordan** joins WJLK-FM (The Point)/Monmouth-Ocean for mornings ... Former KMGQ/Santa Barbara, CA PD **Nancy Newcomer** joins crosstown KSBL for the noon-3pm shift as **Courtney Young** exits.

Alternative: KDGE-FM/Dallas morning host **Alex Valentine** swaps shifts with afternoon driver **Alan Smith**. Morning co-host **Mary Allen** departs ... **Sophia John** assumes the APD role at KKDM-FM/Des Moines.

CHRONICLE

MARRIAGES

Metallica drummer **Lars Ulrich** to **Skylar Satenstein**, January 26.

BIRTHS

Singer **Melissa Etheridge**, partner **Julie Cypher**, daughter **Bailey Jean**, February 10.

ABC Radio Networks "Country Coast To Coast" midday host **Teresa Brown**, husband **Jim**, daughter **Mia Angellina**, February 7.

KZON/Phoenix PD **Bill Pugh**, wife **Linda**, daughter **Katherine Rachel**, January 29.

KALC/Denver APD **Kelly Michaels**, wife **Karen**, son **Benjamin**, January 27.

Warner Bros. Records National Dir./Singles Promotion **Greg Lee**, wife **Lorie**, daughter **Mira Jean-Anne**, January 20.

CONDOLENCES

Sweet vocalist **Brian Connolly**, 52, February 10.

Classic Hits: **Shelly Fuller** is new to overnights at KCBS-FM (Arrow 93)/L.A.

Classic Rock: **KATS/Yakima**, WA morning team **Dave & Tom** return to Portland as KKRH-FM (Earth 105) morning men. Former host **Adam Fendrich** moves to mid-days, ex-partner **Chris Messina** moves to weekends, and midday host **Darrell** is now morning news anchor.

CHR: WIOQ-FM/Philadelphia MD **Dee McGuire** moves from afternoons to middays, while middayer **Jeff Mason** becomes Production Director, late-nighter **Joe Mama** flips to afternoons, **Billy Hammond** comes aboard for nights, and parttimer **Steve Bartel** steps up to late-nights ... KRBE/Houston welcomes new night host **Dino**, coming from a similar shift at WAPE/Jacksonville. Meanwhile at WAPE, **Greg Tanner** moves from swings to nights. And at crosstown WJBT, afternoon driver **Hitman Haze** adds APD/MD duties. Former APD/MD **Jeff Lee** steps down to concentrate on his nighttime duties ... **Terese Abbey** joins WPXY/Rochester for middays. KCLD/St. Cloud, MN APD/MD/afternoons **Mike Danger** assumes nights, effective Monday... WBHT/Wilkes Barre fills its night opening with **KQIZ/Amarillo**, TX nighttimer **Scotty D** ... KRQQ/Tucson MD/middays **Valerie Knight** departs. Nighttimer **Adam Smasher** assumes interim MD duties while parttimer **Shannon Black** rises to interim midday host ... **KUBE/Seattle** swingler **John Conner** is now MD/afternoons at KZZU/Spokane ... **Robin Cole** is new to middays at WZYP/Huntsville, AL ... Former KFRX/Lincoln, NE morning driver **Andy Vaughn** returns to the station after a five-month stint at KFMB-FM/San Diego ... **Phlash Phelps** rises to APD/MD and **Howard Cloud** is tapped as Production Dir. at WJKC-FM (Isle 95)/Christiansted-Charlotte Amalie, USVI.

Country: Longtime WMXV/New York nighttimer **Alan Ross** joins trimulcast WWHB/Nassau-Suffolk, WZVU/Monmouth-Ocean, and WRGX/Westchester County, NY — known on-air as "Y107" — for mornings ... **Carson Cornell** is new to overnights at WHOK-FM/Columbus ... **Steve Morgan** is new to nights at WZZK-AM & FM/Birmingham ... WQMX-FM/Akron middayer **Kathy Cistone** resigns to become a fulltime mother ... KHKI-FM/Des Moines adds **Betsy Geise** to its morning show and **Chris Carson** for nights ... **Sue Hagar** succeeds **Kevin Bessler** as morning co-host at WIXY/Champaign-Urbana, IL.

Full Service: KMOX/St. Louis becomes an affiliate of CNNRadio News.

NAC: **Ron Soergel** rises from weekends to ND/morning news anchor at KXDC/Monterey-Salinas.

NATIONAL RADIO FORMATS

ADDED THIS WEEK

ABC RADIO NETWORKS

Robert Hall • (214) 991-9200

Starstation — Peter Stewart

PHIL COLLINS It's In Your Eyes

Classic Rock — Chris Miller

COLLECTIVE SOUL Precious Darling
VAN MORRISON Healing Game

MR-35 — Cary Pall

WILLIAM TOPLEY I Don't Wanna Go Uptown

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

CHR/Rock

COUNTING CROWS A Long December
DUNCAN SHEIK Barely Breathing

UC

L.L. COOL J Ain't Nobody
JOHNNY GILL Love In The Elevator
WHITNEY HOUSTON I Believe In You And Me
MACK 10 & DOGG ... Nothing But The Cav! Hit
MAXWELL Sumthin' Sumthin'
NEW EDITION You Don't Have To Worry
TRE Take Your Time

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

CHR — J.J. Cook

BETTER THAN EZRA Desperately Wanting
BLACKOUT ALLSTARS I Like It
PAULA COLE Where Have All The Cowboys Gone
JOOBE If Tomorrow Never Comes

Digital AC — J.J. Cook

BRYAN ADAMS I'll Always Be Right There
JON SECADA Too Late, Too Soon

Hot AC — J.J. Cook

PAULA COLE Where Have All The Cowboys Gone
SHERYL CROW Everyday Is A Winding Road

Digital Soft AC — Mike Bettell

BRYAN ADAMS I'll Always Be Right There

Digital AC Mix — Mike Bettell

JON SECADA Too Late, Too Soon

Alternative — Leslie Cohan

CAKE I Will Survive
JAMES She's A Star

JONES SATELLITE NETWORKS

Phil Barry • (303) 784-8700

Adult Hit Radio — JJ McKay

BABYFACE Every Time I Close My Eyes
PAULA COLE Where Have All The Cowboys Gone

Soft Hits — Rick Brady

CELINE DION All By Myself

WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

Bright AC — Bill Michaels

CELINE DION All By Myself

Soft AC — Andy Fuller

PHIL COLLINS It's In Your Eyes

PART TWO

Radio Sales Departments Continue Their Evolution

More results from R&R's Management/Sales Survey '97

BY RON RODRIGUES
R&R MANAGING EDITOR

In last week's R&R, you read the first portion of this year's edition of our Management/Sales Survey ... particularly issues surrounding duopoly and consolidation. This week's results focus on compensation, inventory, research, and new revenue streams.

Aside from the way stations are dealing with structuring their departments in light of consolidation, compensation issues are next on the list of concerns of sales managers.

Compensation

When asked how salespeople are paid, draw against commission is still the most favored method of compensation. The results are fairly stable across market sizes:

Draw against commission:	58%
Commission only:	18%
Salary and commission:	17%
Management by objective:	4%
Straight salary:	3%

Note: 26% of stations offer bonuses as part of their regular compensation structures.

Here's how sales managers are compensated:

Salary:	82%
Override:	58%
Bonus:	56%

Note: Figures exceed 100% due to multiple compensation elements

Commission Rates

Market Size	Agency	Direct	Nat'l
1-25	9.4	15.1	16.1
26-75	12.1	16.2	16.6
76-150	13.0	16.6	17.7
151+	14.0	16.8	17.9

Markets 1-75

Among our respondents, 42% said they changed their compensation schedules in some fashion over the past year — a rather large number. Here's a sample of what the stations

(located in markets 1-75) told us:

- "Bonus over budget now based on whether station makes budget."
- "Bonus system: Reach 95%-100% of budget +1%; 101%-105% +2%; more than 105% +3%."
- "New business commission of 25% for three months."
- "Have placed some salespeople on straight commission."
- "Normal 15% commission; but we do pay only 13% if budget was missed and 17% if budget is exceeded."
- "Veterans earn draw against commission. New hires get base salary plus quarterly bonus."
- "Put 40% of staff on salary plus commission/bonus."
- "Lowered agency rate from 7.5% to 7%."
- "Added a bonus for achieving a specific goal."
- "We added a vendor development incentive."
- "Bonus based on specific account development."
- "Incentive plan for 110% of budget."
- "We now pay 9% on 'old' agency; 11% on 'new' agency."

Meanwhile, a significant number of stations simply said they lowered commissions.

Markets 75+

Here's a sampling of comments from radio stations located in markets 75+:

- "Switched to a graduated percentage on net billing: 5%-12%."
- "Lowered commissions 1%."
- "Local 15% on sales, additional

3% on collection."

- "Went from 22% direct/17% agency to 17%/12% with 2% bonus from dollar one if [you] exceed monthly sales goal by 10% or more."
- "14% commission; 15% if goal is met; 16% if goal is exceeded by 10%."
- "12.5% commission plus 2.5% if goal is met."
- "We streamlined our system for ease of salespeople and front office."
- "Agency moves from 15% to 12.5%. New business: 20% first order up to 90 days."
- "Did pay on billing ... now on collections."
- "From 15% to 12% agency. 18% direct."
- "Bonus based on market (team) goals as opposed to individual performance."
- "Salaries based on budgets with quarterly commissions and bonus for performances above budget."
- "Made our budget two-tiered ... higher % if goal is made."
- "If direct business goal is not met, 20% commission is reduced to 10%."
- "Went from draw against commission to guaranteed salary plus commission."
- "12.5% agency from 15% if budget not met."
- "We are currently using different methods even within teams due to length of time with stations and individual needs."
- "Was 15% across the board. Now we're 20% direct and 10% agency."
- "Lowered agency, increased direct."
- "Added MBO, reduced commission %."

A sizeable majority (59%) of sales managers said they increased the size of their sales staffs in the last year. Only 5% of sales staffs are smaller than before. Nearly 70% increased sales staffs in order to go after new business; 22% did so because of an additional station purchased.

How Business Breaks Down

Market Size	Agency	Direct	Nat'l
1-25	63%	17%	20%
26-75	57%	25%	18%
76-150	45%	38%	17%
151+	34%	52%	14%

More Sales Managers Speak

In Pt. 1 of our Management/Sales '97 coverage (R&R 2/7), we printed selected sales managers' answers to the question, "What do you feel is the biggest challenge involved with operating a sales department following duopoly/consolidation?" Last week's answers were from the Top 75 markets. This week: responses from markets 75+.

- "Keeping teams focused on working together, not against each other."
- "Less time spent with sales reps since very high demands were placed on the sales manager's time."
- "Recruiting is a problem."
- "Sharing info. Perception of pricing (rates)."
- "Getting the fair share on each station."
- "Properly positioning and selling all of our stations in their targeted demos."
- "Clients requesting trombo buys on a local basis when we do not agree to do so."
- "Less time to manage the important things. Managing accounts station-to-station."
- (From a combo station with one sales staff) "Splitting focus. Meeting the goals of both stations; individual sales staffs would be hungrier, but two staffs are twice the work."
- "Clients want just one rep for all six stations."
- "Keeping autonomy between teams while trying to work together."
- "Not trading dollars. Working together ... yet separately."
- "Focus on each of the products as individuals with individual goals that are mandatory."
- "To maintain rate integrity and keep volume up."
- "To combo or not to combo."
- "Getting the maximum dollars out of the weakest station."
- "Focus."
- "Assimilation of a (new) sales staff into existing culture."
- "Selling and positioning the first station (#1 in the market), a second station that's behind by a wide margin, and a third station that doesn't even show up."
- "Having enough qualified salespeople to cover all the ground."
- "Maximizing available inventory to achieve increased rates and share of total budget ... not just radio budget."
- "Communication among staffs and being sensitive to rates (not undercutting your sister station)."

Additional Stats

Looking at the aging sheet, respondents in all market sizes report 38% of their business is current, 31% is 30-60 days past due, 23% is 60-90 days, and 8% is 90 or more days.

A few additional stats regarding the state of business: GSMs said 15% of their business was new; 9% was affected by co-op/vendor. Furthermore, 37% of local business and 38% of national business required added value of some kind. Larger markets were somewhat more affected by added

value issues than smaller markets.

Research Roundup

Here's some of radio's more popular research tools:

	% In Use
Arbitron	74%
Tapscan/Strata	58%
Media Audit	32%
Scarborough	24%
AccuRatings	12%
Simmons	12%

Certain other ratings/research issues were remarkably sensitive to market size:

What Percentage Of Your Local Sales Calls ...

	1-25	26-75	76-150	151+
Involve qualitative research?	58%	46%	37%	32%
Are ratings-driven?	69%	56%	45%	39%
Are sold using CPP?	68%	53%	26%	19%

R&R
THE INDUSTRY'S NEWSPAPER

PROGRAM SUPPLIER GUIDE
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Fill in and return this form to request a listing for your company's programs and program services in the R&R PROGRAM SUPPLIER GUIDE. If your company has already received the forms, please complete and return them. The editorial closing is February 28.

CHECK ALL CATEGORIES THAT APPLY:

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- Show Prep Material
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310-203-8727

Arbitron Newspaper Study Detailed

Arbitron's study of advertising decision-makers in the five retail categories that spend the most on advertising produced some results that defied several generally held perceptions about the quality of radio salespeople and the difficulty encountered when buying the medium (See Page 1).

Here are more details about the study, which was conducted last fall by Edison Media Research. The five retail categories studied (and the proportion of representation) were appliance stores (7%), banks (21%), furniture stores (18%), department stores (23%), and supermarkets (23%).

Buyers' Experience

When asked how long they have been in their current jobs, the buyers responded:

- 29% longer than 10 years
- 14% between 5-10 years
- 21% between 2-5 years
- 18% between 1-2 years
- 14% between 6 months-1 year
- 4% less than 6 months

What Buyers Want

Buyers were asked to rate the following advertising media attributes:

	Vitaly Important	Somewhat Important	Not Very Important	Don't Know
Size of audience	79%	20%	-	2%
Ability to draw potential customers	98%	2%	-	-
Cost of producing an ad	32%	63%	4%	2%
Ability to target certain age groups	46%	46%	7%	-
How easy it is to make a media purchase	18%	39%	41%	2%
Ability to target certain lifestyle groups	46%	46%	7%	-
Past experience with the medium	38%	54%	9%	-
Ability to use manufacturer or vendor funds	32%	36%	29%	4%
Audience demographics	77%	21%	2%	-
Overall value	79%	20%	-	2%
Can easily measure medium's effectiveness	50%	43%	7%	-
Credible data on who uses the medium	45%	48%	7%	-
Ability to communicate detail information	38%	57%	5%	-
Can make last-minute changes/decisions	61%	36%	4%	-
Can display a visual image of product	57%	30%	13%	-
Ability to be creative	59%	41%	-	-
Ability to advertise price points	59%	34%	5%	2%
Ability to mold an image for product	64%	29%	5%	2%
Sales rep who really knows your business	27%	55%	18%	-

Buyers Rate The Media

Here's how buyers rated each medium relative to their businesses:

	Vitaly Important	Somewhat Important	Not Very Important	Do Not Use
Newspaper	66%	25%	9%	-
Direct mail	63%	25%	4%	9%
TV	50%	29%	7%	14%
Radio	45%	45%	4%	9%
Yellow Pages	14%	43%	21%	18%
Cable	13%	32%	27%	29%
Outdoor	9%	30%	30%	29%
Magazines	5%	30%	29%	29%
Internet	2%	32%	27%	34%

Satisfaction Levels

Buyers were then asked their satisfaction level with each medium:

	Very Satisfied	Somewhat Satisfied	Not Satisfied
TV	59%	21%	2%*
Direct mail	55%	30%	5%
Radio	48%	45%	-
Newspaper	41%	48%	11%
Outdoor	25%	32%	11%
Cable	13%	45%	11%
Magazines	11%	32%	18%
Yellow Pages	9%	43%	23%
Internet	2%	20%	20%

*Balance of answers are "don't know/no answer"

Newspaper Circulation Down, But Spending Up

Despite declining newspaper circulation, particularly in the Top 10 radio metros, spending on newspaper advertising has kept pace with increases in other media, according to an Interep study.

Over the past five years, national advertising dollars spent on newspapers grew 45%, just 7% below the increase spent on all media. Currently, nearly 24% of all national advertising dollars go to newspapers, a percentage second only to TV's share and just 1% lower than it was in 1992. Here are 1990-1996 circulation trends for 17 major local papers in the Top 10 radio metros:

New York Daily News	-37%	Detroit Free Press	-11%
New York Times	-3%	Dallas Morning News	+38%*
New York Post	-23%	Dallas Times Herald	**
Los Angeles Times	-4%	Washington Post	+2%
Chicago Tribune	-6%	Boston Globe	-3%
Chicago Sun-Times	-5%	Boston Herald	-12%
San Francisco Chronicle	-6%	Houston Chronicle	-5%
Philadelphia Enquirer	-1%	Houston Post	***
Detroit News	-44%		

*Increase due in part to closing of other Dallas newspaper.

Closed 12/91. *Closed 5/95.

Most Popular Media

Respondents were asked the medium they used most:

	Total	Bank	Supermarket	Dept. store	Furn. store	App. store
Newspaper	43%	50%	31%	46%	50%	75%
TV	25%	17%	15%	15%	40%	25%
Direct mail	23%	8%	46%	38%	10%	-
Radio	7%	17%	8%	-	-	-
Outdoor	2%	8%	-	-	-	-

Then they were asked which medium they used second-most:

	Total	Bank	Supermarket	Dept. store	Furn. store	App. store
TV	27%	17%	23%	23%	40%	50%
Newspaper	25%	25%	31%	38%	10%	25%
Radio	21%	8%	38%	8%	30%	-
Direct mail	18%	42%	-	23%	10%	25%
Cable	4%	-	8%	-	10%	-
Magazines	2%	-	-	-	-	-
Outdoor	2%	8%	-	-	-	-

Spending Predictions

Buyers predicted their future spending levels:

	Larger	Smaller	Same	Don't Know
Direct mail	48%	14%	25%	13%
TV	38%	21%	23%	18%
Internet	29%	5%	14%	52%
Newspaper	29%	29%	38%	5%
Radio	29%	18%	41%	13%
Cable	23%	27%	21%	29%
Outdoor	20%	21%	21%	38%
Magazines	18%	16%	29%	38%
Yellow Pages	13%	9%	48%	30%

Rating The Media

Finally, buyers were asked to rate ad media against these criteria:

	Newspapers	Direct Mail	Radio	TV	Cable	Mags
Most cost-effective	23%	23%	21%	21%	-	-
Best targets your customers	14%	48%	13%	21%	4%	-
Has highest quality salespeople	23%	4%	21%	29%	2%	7%
Has easiest measure of effectiveness	18%	45%	5%	25%	-	-
Most effective in accomplishing ad objectives	25%	29%	7%	29%	-	-
Best delivers upscale consumers	18%	36%	4%	21%	-	-
Best delivers younger demos	5%	4%	45%	36%	2%	5%
Provides best product environment	30%	21%	4%	36%	-	-
Has widest reach	7%	2%	13%	70%	-	2%
Is most credible	41%	14%	-	34%	-	-
Best helps consumers decide where to shop	54%	14%	-	23%	-	2%
Best ability to reach people repeatedly	18%	14%	36%	23%	-	-
Gets best results	20%	36%	9%	27%	-	-
Is the most underutilized	7%	36%	11%	9%	20%	7%
Is the most overutilized	34%	36%	9%	23%	-	7%
Best at selling its strength	18%	14%	20%	30%	-	7%
Best at addressing the needs of its advertisers	23%	21%	14%	18%	-	9%
Most used when people are ready to purchase	59%	11%	5%	11%	-	2%
Best for last-minute copy/creative changes	46%	4%	41%	5%	-	-
Medium people seem to be talking about most	2%	11%	5%	48%	4%	2%

WGRD Creates 'Unreal World'

By Michael Mango, PROMAX International

WGRD-FM/Grand Rapids recently wrapped an "Unreal World" promotion, in which five people agreed to live together in one apartment for three months. The station rented the unit, then sent morning show member **Roving Ralph** to live with the two men and two women, which enabled listeners to "eavesdrop" on the ups 'n' downs of co-habitation with complete strangers.

Listeners became hooked on the daily installments of this real-life serial, which included arguments, practical jokes, and a romantic sub-plot. (To put faces to names, the radio roomies appeared at live remote broadcasts, WGRD movie premieres, and concert events.)

Interestingly, the "The Unreal World" was launched in late October, two months before **TCI Cablevision** dropped MTV from its programming. Now, WGRD is leading the campaign to bring the network back.

Get A Life!

For one lucky listener, **KNRK-FM/Portland's** latest promotion will really pay off big. The station's "Get A Life" promotion prize package includes a car, a new



wardrobe, rent/mortgage and groceries for a year, concert tickets, compact discs, a cellular phone (with a year's worth of prepaid service), a year's worth of eats at Taco Bell, and — to work that last one off — two gym memberships.

To qualify, listeners call in when they hear the sound of a credit card being denied. The ninth caller wins a T-shirt and a chance at the grand prize. Rest assured, there'll be 94 finalists crossing their collective fingers.

Live Free & Prosper

KRTH (K-Earth)/Los Angeles is likewise picking up one lucky listener's living expenses for the next 12 months, having just completed its third "Live Free For A Year" promotion.

Every hour from 5am to midnight on weekdays (and from 10am-11pm on weekends) in January, the station gave away a prepaid 101-minute calling card. Each winner qualified for a chance at the grand prize — a break from rent/mortgage, car payments, and cable, phone, gas, and water bills for 365 days.

Bye Bye Love

Tallahassee residents thinking about *untieing* the knot will be tuning to **WXSR** this Valentine's Day. The station is giving away a divorce in a promotion called "Make Him Or Her Your Ex." The winner gets \$500 to help cover the costs of calling it quits and starting over in a new swingin' singles pad.

March Promotional Opportunities

By Irwin Pollack

Month-Long Opportunities

- National Red Cross Month
- Ethics Awareness Month
- Irish-American Month
- Mental Retardation Awareness Month
- Music In Our Schools Month
- National Craft Month
- National Frozen Food Month
- National Nutrition Month
- National Peanut Month
- National Sauce Month
- National Talk With Teens About Sex Month
- Poison Prevention Month

Special Weeks

- First Week:**
- Help Someone See Week
 - National Procrastination Week
 - National School Breakfast Week
 - National Pet Share Week
- Second Week:**
- TV Turn-Off Week
 - Girl Scout Week
- Third Week:**
- National Agriculture Week
 - National Coffee Lovers Week

- National Poison Prevention Week
 - Straw Hat Week
- Fourth Week:**
- Consider Christianity Week

Special Days

- March 1** — National Pig Day
 - March 3** — I Want You To Be Happy Day
 - March 7** — Burn Your Guitar Day
 - March 9** — Barbie's Birthday
 - March 11** — Most Boring Films Of The Year Awards
 - March 13** — Strip tease introduced (1894)
 - March 19** — Avon Representative Day
 - March 20** — Big Bird's Birthday
 - March 21** — National Teenager Day
 - March 22** — National Goof-Off Day
 - March 26** — Make Up Your Own Holiday Day
 - March 29** — National Teacher Appreciation Day
- For national sponsor addresses and phone numbers for any special month, week, or day, contact sales and management trainer **Irwin Pollack** at (603) 598-9300.

If The Shoe Fits ...

One side effect of the **O.J. Simpson** civil trial is it made **Bruno Magli** a household name. (While the average American probably had never heard of the Italian shoe manufacturer before the Simpson trial, the average American probably couldn't afford his footwear either.)

So ... **KMPC/Los Angeles** gave away a pair of Bruno Magli shoes (in O.J.'s size) to the caller who came closest to guessing the verdict as well as the time and date it was handed down. The runner-up won a pair of Isotoner gloves.

Doctor, Doctor

KKRW-FM/Houston recently joined the Aeros local hockey team for "Aerocare '97" — a fundraiser and awareness campaign for 18 community organizations. Presented by Columbia Health Care, the event featured booths from various local health care groups and a live performance by (*drumroll, please ...*) **Dr. Hook & The Medicine Show**.

Zzzzzzz

WWZZ-FM/Washington has proclaimed 1997 "The Year Of The Z." All year long it's giving listeners the chance to win "Z" theme prizes — starting with a BMW Z-3 roadster!

Listen up!

It's **John Renshaw** for the wackiest, wildest, freakiest sports talk in the nation.

Tune on to Renshaw 10am - 2pm Eastern for off-the-wall entertainment, heard only on the One-On-One Sports Radio Network.

call for a sample cassette **847-509-1661**
Chuck Duncan will send you one

Illustration by J. T. Steiny

NO MOUSSE HEAD— Talk **KSTP-AM/Minneapolis** morning maven **Barbara Carlson** recently hosted a six-course dinner to benefit the local Muscular Dystrophy Association, in which all six courses featured food enhanced with chocolate. (The dinner was part of the St. Paul Winter Carnival's Chocolate Festival.) In return for her hostessing duties as well as devoting one of her radio shows to the event and charity, Carlson received a likeness of her head — carved out of solid chocolate — by a local chef.

'ZINE SCENE

Fresh 'Spin' Or Pro Bono Work?

"Is something authentic because it's in runners [translation: sneakers] and a plaid shirt? Is it authentic because it has no ambition? If that's the case, give me some plastic pants, and quickly" — **U2** frontman **Bono** explains the *Spin* cover stars' current musical direction.

Stern Stuff

Look for **Howard Stern** to make a surprise appearance on "Wheel Of Fortune" to plug his forthcoming "Private Parts" film (*National Enquirer*). The 'zine also lists "10 things you didn't know about" the multicity morning mouth, including "he often eats four baked potatoes a day."

And in other radio personality news ... syndicated "Money Game" host **Dave Ramsey** — pictured at the **WWTN/Nashville** studios — is the subject of a two-page *People* feature.

Brown Vs. Houston

Bobby Brown's contributions to the **New Edition** reunion tour have included missing performances in Utah and at the American Music Awards show in L.A. as well as getting into a scuffle with a bellboy in Milwaukee (*Globe*).

The *National Enquirer* provides a more detailed explanation of Brown's behavior, claiming he beat up wife **Whitney Houston** in an Atlanta hotel room — just three weeks after her miscarriage — and days later blackened her eye in another brawl at the Beverly Hills Hotel, which caused the couple to miss the American Music Awards. The 'zine also claims Brown sneaked a woman into a hotel room and had unprotected sex with her while the battered Whitney lay sleeping a floor above, and that upon learning that his wife had taken out a life insurance policy on him, abandoned the tour bus in Moab, UT, and tried to buy a gun and a car at a local junkyard.

Madonnarama

The *Globe* runs a pair of pix showing **Madonna** sunbathing in a bikini at age 15 and a shot of **Boy George** throwing a beer bottle at the photographer.

Meanwhile, the *National Enquirer* reports that Madonna asked **Carlos Leon**, father of her 4-month-old, to have his sperm frozen so she could have test-tube babies by him in the event he's killed or paralyzed.

And ... the *Stars* says that when Madonna hopped that private Lear jet to Europe to promote the opening of "Evita," she took along

so many suitcases and so much baby stuff that she had to hire a second plane to fly behind the first.

Love & Happiness

Shania Twain's three-year-marriage to producer **Mutt Lange** is on the rocks (*Globe*).

Tanya Tucker has dumped fiance/landscaper **Jonathon Cummings** and decided to marry actor **Ben Reed**, who's the father of her two kids (*Globe*).

Yet-to-be divorced **Vanessa Williams** has a new beau: screenwriter **Christopher Solimine** (*Globe*).

"It's very natural for me to be at the feet of a musician while he or she is fooling around or creating something important" — **Ashley Judd** describes her relationship with current (**Michael Bolton**) and former (**Lyle Lovett**) beaus (*Us*).

Cher and **Gregg Allman's** son, 20-year-old **Elijah Blue**, has become a transvestite (*National Enquirer*).

A "close source" tells the *National Enquirer* that when preacher's daughter **Toni Braxton** has time to relax, she likes to strip naked, light up a cigar, and play the piano.

Jackson Action

Michael Jackson is terrified his unborn son will inherit vitiligo and disoid lumpus — a pair of genetic diseases that contribute to the entertainer's skin discoloration (*Globe*).

Meanwhile, the *National Enquirer* reports that MJ intends to become an Arabian prince, live in a desert palace, and make a pilgrimage to Mecca to proclaim his devotion to Islam.

And ... the *Star* says MJ has already begun secret proceedings to divorce his pregnant wife.

Really Sayin' Somethin'

"As a hunter, though, I don't subscribe to their [the animal rights movement] notion of 'the Bambiism of wildlife,' which reduces precious, living, breathing creatures to the level of a cartoon" — **Ted Nugent**, reviewing the 55th anniversary edition of "Bambi" (*Entertainment Weekly*).

"I thought it was so bad that nobody would ever hear it" — **Jewel's** initial reaction to her first hit, "Who Will Save Your Soul" (*Vanity Fair*). Incidentally, the late **Tupac Shakur** is the subject of a 14-page *Vanity Fair* feature.

"That means they shipped platinum. We still have to sell another 200,000" — **Beck's** reaction to being told by a **Geffen** rep that "Odelay" just went platinum (*Entertainment Weekly*).

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

MUSIC & MOVIES

CURRENT

- **JERRY MAGUIRE** (*Epic Soundtrax*)
Featured Artists: Neil Young, Aimee Mann, Bruce Springsteen
- **SCREAM** (*TVT Soundtrax*)
Featured Artists: Nick Cave & The Bad Seeds, Moby, Connells
- **EVITA** (*Warner Bros.*)
Single: Don't Cry For Me Argentina/Madonna
Other Featured Artists: Antonio Banderas, Jonathan Pryce
- **BEVERLY HILLS NINJA** (*EMI*)
Featured Artists: Patti Rothberg, Hazies, Blondie
- **MICHAEL** (*Revolution*)
Single: Through Your Hands/Don Henley
Other Featured Artists: Kenny Wayne Shepherd, Bonnie Raitt
- **SPACE JAM** (*Warner Sunset/Atlantic*)
Singles: I Believe I Can Fly/R. Kelly (Jive)
For You I Will/Monica
Other Featured Artists: Coolio, D'Angelo, All-4-One
- **THE PEOPLE VS. LARRY FLYNT** (*Angel*)
Featured Artists: Gary Wright, KC & The Sunshine Band, McCoys
- **ONE FINE DAY** (*Columbia*)
Single: For The First Time/Kenny Loggins
Other Featured Artists: Keb'Mo', Tina Arena, Natalie Merchant
- **THE PREACHER'S WIFE** (*Arista*)
Singles: I Believe In You And Me/Whitney Houston
Step By Step/Whitney Houston
- **SUBURBIA** (*DGC/Geffen*)
Featured Artists: Beck, Butthole Surfers, Girls Against Boys

COMING

- **DANGEROUS GROUND** (*Jive*)
Singles: The World Is Mine/Ice Cube
Ghetto Smile/B-Legit f/Daryl Hall (Sick Wid' It/Jive)
Other Featured Artists: Keith Murray, Jay-Z, KRS-One
- **WHEN WE WERE KINGS**
Single: Rumble In The Jungle/Fugees(Mercury)
- **LOST HIGHWAY** (*Nothing/Interscope*)
Single: The Perfect Drug/Nine Inch Nails
- **HOWARD STERN'S PRIVATE PARTS**
Single: Hard Charger/Porno For Pyros (Warner Bros.)
- **SELENA**
Single: Last Dance/The Hustle/On The Radio/Selena (EMI)

MUSIC DATEBOOK

MONDAY, FEBRUARY 24

- 1965/The **Beatles** begin filming their second movie ("Help!").
- 1981/**John Lennon** posthumously wins a Best Album Grammy for "Double Fantasy." **Sheena Easton** wins Best New Artist.
- 1987/**Paul Simon's** "Graceland" wins a Best Album Grammy, **Steve Winwood's** "Higher Love" takes Best Record, and **Bruce Hornsby & The Range** are named Best New Artist.
- 1992/**Nirvana's Kurt Cobain** marries **Hole's Courtney Love**.
- 1993/**Eric Clapton** wins six Grammys, including Best Record and Song ("Tears In Heaven") and Best Album ("Unplugged"). **Arrested Development** win Best New Artist.

TUESDAY, FEBRUARY 25



Buddy Holly — a formative influence on Weezer.

- 1957/**Buddy Holly** records his first hit, "That'll Be The Day."
- 1963/**Vee-Jay** releases the first U.S. **Beatles** single, "Please, Please Me."
- 1986/"We Are The World" wins Grammys for Best Record and Song, **Phil Collins's** "No Jacket Required" wins Best Album, and **Sade** is named Best New Artist.

1992/**Natalie Cole** wins three Grammys, including Best Record, Song, and Album ("Unforgettable"). **Marc Cohn** is named Best New Artist.

Born: **George Harrison** 1943

WEDNESDAY, FEBRUARY 26

- 1985/**Tina Turner's** "What's Love Got To Do With It" wins Best Record and Song Grammys, **Lionel Richie's** "Can't Slow Down" wins Best Album, and **Cyndi Lauper** takes Best New Artist.
- 1987/**Capitol** releases the first four **Beatles** albums on CD.

Born: **Fats Domino** 1928, **Johnny Cash** 1932, **Mitch Ryder** 1944, **Jonathan Cain** (*Journey*) 1950

THURSDAY, FEBRUARY 27

- 1980/**Billy Joel's** "52nd Street" wins a Best Album Grammy, the **Doobie Brothers'** "What A Fool Believes" wins Best Record and Song, **Rickie Lee Jones** is named Best New Artist, and **Gloria Gaynor** wins the first — and only — Disco Grammy for "I Will Survive."

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

FRIDAY, FEBRUARY 28

- 1984/**Michael Jackson** wins a record eight Grammys, including Best Album ("Thriller") and Record ("Beat It"). **Sting's** "Every Breath You Take" wins Best Song, and **Culture Club** win Best New Artist.
- 1996/**Alanis Morissette** wins four Grammys, including Best Album ("Jagged Little Pill"). **Seal** wins Best Record and Song for "Kiss From A Rose," and **Hootie & The Blowfish** are named Best New Artist.

CYBERSPACE

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

'Net Chats

Wynonna, Monday (2/17) at 9pm ET/6pm PT, Prodigy (jump: CHAT).

Alice Cooper, Monday at 11pm ET/8pm PT, Prodigy (jump: CHAT).

James Mtume and **Bernie Worrell**, Tuesday (2/18) at 6:30pm ET/3:30pm PT, Prodigy (jump: CHAT).

On The Web

Hey, hey, it's a live **Monkees** chat this Friday (2/14). Log on to Ticketmaster Online (<http://www.ticketmaster.com>) for the time and more details.

Catch two live performances from New York's Knitting Factory on the web this week: **Julianna Hatfield** on Friday (2/14) and **Mike Watt** on Wednesday (2/19). Both shows begin at 8pm ET/5pm PT (<http://www.sonicnet.com>).

Hear and view a web simulcast of **Tony Bennett's** live **A&E** Valentine's Day special and make requests online, Friday at 9pm ET/6pm PT (<http://www.livebyrequest.com>).

Born: The late **Brian Jones** (*Rolling Stones*) 1942

SATURDAY, MARCH 1

- 1957/**Muddy Waters** releases "I Got My Mojo Working."
- 1975/**Stevie Wonder** wins five Grammys, including Best Album for "Fulfillingness First Finale." **Olivia Newton-John's** "I Honestly Love You" wins Best Record, and **Marvin Hamlisch** wins Best New Artist.
- 1994/**Babyface** wins a Grammy for producing the year's Best Album ("The Bodyguard" ST), **Whitney Houston's** "I Will Always Love You" wins Best Record, and **Toni Braxton** takes Best New Artist.
- 1995/**Sheryl Crow** wins Grammys for Best New Artist and Best Record ("All I Wanna Do"), and **Tony Bennett's** "MTV Unplugged" wins Best Album.

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

SUNDAY, MARCH 2

- 1967/The **Beatles'** "Michelle" wins a Best Record Grammy, **Frank Sinatra** wins Best Album ("Sinatra A Man & His Music") and Song ("Strangers In The Night").
- 1974/**Stevie Wonder** wins five Grammys, including Best Album ("Innervisions"). **Roberta Flack's** "Killing Me Softly With His Song" wins Best Record, and **Bette Midler** takes Best New Artist.

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

— Paul Colbert

RADIO RECORDS **STREET TALK®**

Guess Who Karmazin's Courting?

From Atlanta comes this tidbit harvested at the **American Association of Advertising Agencies'** annual convention: **Westinghouse Radio** Chairman/CEO **Mel Karmazin** told attendees, "There's a proposal out in L.A. to a personality who would make the amount of money that our company pays to **Don Imus** and **Howard Stern** look insignificant — if we could attract that personality to radio."

Nevertheless, Karmazin noted, "We would be able to allocate the person on our radio stations to make the concept work."

All soothsayers, truth-sayers, clairvoyants, and crystal ball-gazers reading this sentence are invited to fax or e-mail ST at (310) 203-9763 or mailroom@rronline.com with your best guess as to just exactly who Karmazin might be pitching woo. We'll print your predictions — and maybe even post odds on the favorites — here next week.

Eagle Group President **Roger Wimmer** has resigned. Inside sources say parent company **Cox** is "actively searching for a replacement."

Consultant **Garry Wall** will join **Tommy Boy Records** in a senior management post, beginning March 31.

Look for **WLIR/Nassau-Suffolk** to name former **WBAB** PD **Jeff Levine** PD.

Rumors

- Will Alternative **KISF/KC** become the first affiliate for **WRCX/Chicago's Mancow Muller**?
- What's up with Capitol VP/Pop Promo **Ritch Bloom**?
- Is ex-Par Broadcasting VP/Programming **Al Peterson** in the running for the **KLOS/L.A.** PD gig? Or could a **Jacor** job keep him in San Diego?
- Speaking of San Diego ... will **KKLQ** wake-up team **Jeff & Jer** remain with the **CHR** — after **Jacor** owns the outlet? And, if not, which local station would pick 'em up? Waggin' tongues seem set on **KFMB**, but what about **Nationwide's** new **KXGL**?
- Has **WWZZ (Z104)/Washington** PD **Dale O'Brien** whittled his morning list down to two names? Meanwhile, curb that chatter about O'Brien splitting to open a consultancy; he's not going anywhere.
- ST hears **KJMN/Denver** will flip to Spanish by the end of the month, making **Jefferson-Pilot's** newly converted **KQKS** the sole **CHR/Rhythmic** in the market. Have many **KJMN** staffers already been approached for in-town and out-of-town gigs?
- Speaking of **Jefferson-Pilot** ... what's up with **WWSN/Charlotte**?
- Is former **WJHM/Orlando** PD **Duff Lindsey** about to make an announcement?
- Will Country **WKSJ/Greensboro** flip to **CHR**?

Speculation as to the station's formatic direction intensifies.

New owners **Cathy Hughes** and **Radio One** flipped Alternative **WDRE/Philly** to a mainstream Urban presentation at midnight on Friday (2/7). The search is on for a PD and staff, a call letter change is pending, and the station is currently running a contest to come up with a new slogan.

WJZW/Washington afternoon personality **Gregory Fitzgerald** has been charged with involuntary manslaughter, following the November 11 death of a man who passed away 12 days after the two were involved in a fistfight. On Monday (2/3), an Alexandria, VA grand jury indicted Fitzgerald, 42, on charges of killing **William Deal**, President of the **Nat'l Electric Sign Assoc.**

The fight took place October 30 at the home of Fitzgerald's girlfriend, who worked with Deal. "Greg's fiancée had gone with her boss to a business event in Georgetown," Fitzgerald's attorney, **Bob Battle**, told ST, "They talked on the phone when he got off the air. When he heard her dog barking and she hung up suddenly, he became concerned. Greg went to her place on instinct and saw the guy there. They had some words and a quick fistfight. [Deal then] got up, walked away, and apparently that was the end of it."

The next day, Deal entered Mt. Vernon Hospital, where surgeons removed a blood clot from his head on November 5. Battle questions whether prosecutors could conclusively link Deal's death to the fight. "Under Virginia law, an expert cannot testify to ... whether a blow inflicted by Greg caused this death."

Fitzgerald, who's held the 3-7pm slot on **WJZW** since 1993, has been released on bond and is currently off the air. If convicted, he faces one to 10 years in prison. **WJZW** management declined comment.

KYLD (Wild 107)/SF is being sued for alleged unlawful sexual conduct involving an underage girl. According to the *San Francisco Chronicle*, the allegation stems from an incident that took place in San Jose last August. The attorney representing the minor

Continued on Page 22

Matthew Sweet



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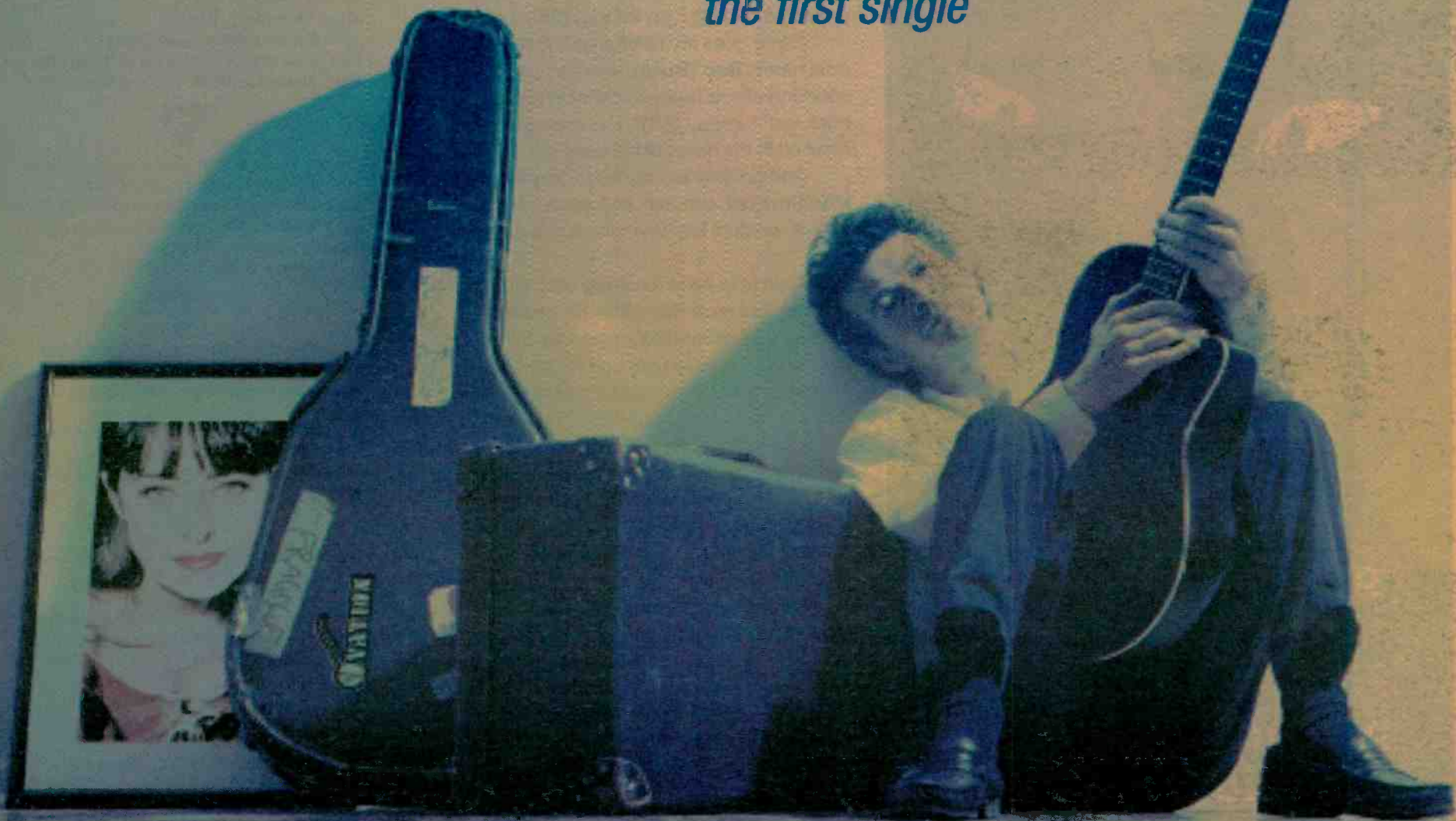


Perfect Timing.

Peter White

Just Another Day featuring Basia

the first single



*As the #1 NAC album for over 7 weeks
"Caravan Of Dreams" is taking Peter White
to incredible new heights.*

*Now, Just Another Day featuring special guest vocalist Basia—
with whom Peter has recorded and toured extensively—
becomes another major step forward for
the multi-talented guitarist.*

Produced by Paul Brown.

*Management: Steve Chermak,
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STREET TALK®

Continued from Page 20

claims station employees solicited the girl to "strip naked, partially clothe herself with Wild 107.7 bumper stickers, and run around a station van."

KYLD PD **Michael Martin** told ST that "the station hasn't been served with any papers and it had no further comment."

Best wishes to the family and friends of Hot AC **WGXL/Lebanon, PA PD Mike Casey**, currently in a coma caused by the head trauma he suffered in a skiing accident at a station-promoted "Ski Day" on Sunday (2/9).

Same goes for **Y94/Fargo's Bob James** (real name: **Bob Bruce**), who's in critical condition after a head-on collision with a semi-truck last Tuesday (2/4). The accident also resulted in the death of his daughter, **Rylea**.

And get-well wishes to industry legend **Moe Preskell**, currently hospitalized for a week's worth of intensive physical therapy.

Thanks to **A&M** recording artist **Billy Mann** and **Reprise** recording artists **Barenaked Ladies**, who wowed the crowd with their respective Thursday (2/6) and Friday (2/7) performances at the world-famous **Club R&R**.

Condolences to the family and friends of **WHYN-AM & FM/Springfield, MA VP/GM Michael Marder**, who passed away from leukemia last Monday (2/10). Marder's career includes stints as GM at **WIOQ/Philly**, and **WODE/Allentown**.

Similar sentiments go out to **MediaAmerica** Chairman **Ron Hartenbaum**, whose 14-year-old son, **Michael**, passed away on Sunday (2/9).

Ditto for eight-year **KTEM/San Antonio** overnigher "**Wallace E.**" **Miller**, 37, who was killed in a car accident last weekend.

KSCA/L.A. segued from its stunt laugh track to a Regional Mexican format on Wednesday (2/5). Former crosstown **KKHJ**

Rumbles

- Active Rock **WKDF/Nashville** announced a format flip to Alternative on Tuesday (2/11). Meanwhile, look for crosstown Adult Alternative **WRLT** to name **WMMO/Orlando MD Jessie Scott** PD.

- **Jacor** has signed the Dr. **Judy Kuriansky** and **Chris Jagger**-hosted "Love Phones" syndicated show.

- **KOOJ-FM/Riverside-San Bernardino** will begin simulcasting sister **KFRG-FM** this Friday (2/14). Look for **KOOJ** to debut a new format under the new calls **KXEZ-FM** sometime in mid-March. That new format also will be heard on **KXEZ's** two sisters at 92.7 — **KNJO-FM/Thousand Oaks, CA** and **KLIT-FM/Avalon, CA**. Each station also will get a power increase from 3000 to 6000 watts.

Also on Valentine's Day, **KFRG-FM** will begin simulcasting on new **Amaturo Group** acquisition **KXFG-FM/Sun City, CA**, which is at 92.9 (KFRG is at 95.1).

- **KBFM/McAllen-Brownsville** PD **Billy Santiago** becomes OM for **KBFM** and sisters **KTEX** and **KVJY**.

- New Alternative **ACWKBQ/St. Louis** picks up new calls **WALC**.

- In the wake of **WZOK/Rockford, IL** PD **Tom Garrett's** moving upstairs at parent **Connoisseur Communications**, **WAOA/Melbourne** PD **Scott Chase** becomes **WZOK** PD. Look for **Chase** to be in-house at the beginning of March. Meanwhile back at **WAOA**, **MD J.T. Daniels** is upped to interim PD.

RADIO & RECORDS



1

- Country **WYNY-FM/NY** becomes **CHR/Rhythmic WKTU**.
- **Steve Candullo** named **Metro Networks** VP/GM, New York Region.
- **Steve Crumbley** appointed **WCAO & WXYV/Baltimore** Ops Dir.
- New **Miami PDs**: **Haz Montana** at **WRMA-FM** and **Dave Stewart** at **WSHE-FM** (now **WPLL-FM**).

5

- **Asylum Records** returns as **Elektra's** Nashville label with **Kyle Lehning** Exec. VP/GM.
- **Mark Gorlick** appointed **MCA Records** VP/Promo.
- **Elroy Smith** named **WGCI-FM/Chicago** PD.
- **Greg Solk** becomes **KFOG/SF** PD.
- **Rob Roberts** chosen **WAXY/Miami** PD.

10

- **WBCN/Boston** VP/GM **Tony Berardini** adds **KROQ/L.A.** duties.
- **Daniel Glass** rejoins **Chrysalis Records** as VP/Promo.
- **KSFO & KYA/SF** set **Ken Dennis** as VP/GM and **Bob Hamilton** as OM.
- **Paul Danitz** named **KTAR & KKLT/Phoenix** VP/GM.

15

- **Dick Verne** appointed **LIN Broadcasting Group** VP.
- **John Gehron** elevated to **WLS-AM & FM/Chicago** VP/GM.
- **Dan Vallie** upped to **EZ Communications** Nat'l PD.
- **Jack Kelly** named **WFYR/Chicago** PD.
- **Dan Formento** boosted to Program Manager of **The Source**.

20

- **Gerry Corry** becomes **WQXI/Atlanta** PD.
- **Tom Cuddy** joins **WARA/Attleboro, MA** as Production Dir./middles.
- **Cleveland Wheeler** rolls into **WMAK/Nashville** afternoon drive.

morning driver **Renan Almendarez-Coello**, who'd taken last year off to concentrate on a syndicated project, has been named **KSCA's** morning host. (In his last full **Arbitron** at **KKHJ**, **Renan** — as he's known on the air — tied crosstown **KLSX** morning driver **Howard Stern** with a 4.5 share.)

Speaking of **Stern** ... he and his wife, **Alison**, were named Most Romantic Couple Of 1997 by **Romance Classics**, the **American Movie Classics** subsidiary channel devoted entirely to romance. Happy Valentine's Day!

Records

- **Bob Krasnow** and **Universal Music Group** have pulled the plug on their two-year joint venture. **Krasnow** — who'll keep **Krasnow Entertainment** intact — is talking with Wall Street investment bank **Wasserstein Perella** and several major labels about a possible deal.

- Longtime **A&M** rock promo domo **J.B. Brenner** joins **Warner Chappell Publishing** as a Promo/Mktg. consultant.

- Former **Lava** Dir./Nat'l Promo **Bobbie Hach** is about to hang out her own shingle and focus on corporate sponsorships for radio.

- **Elektra** Southwest regional promo **Phil Poulos** exits.

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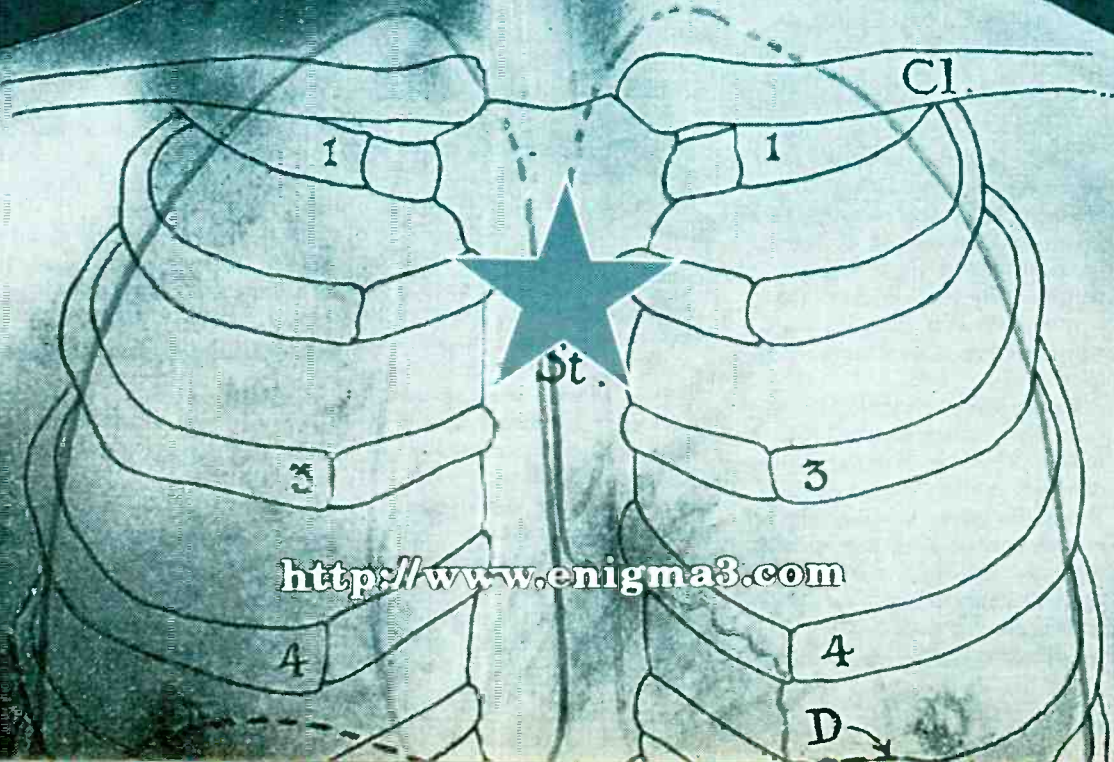
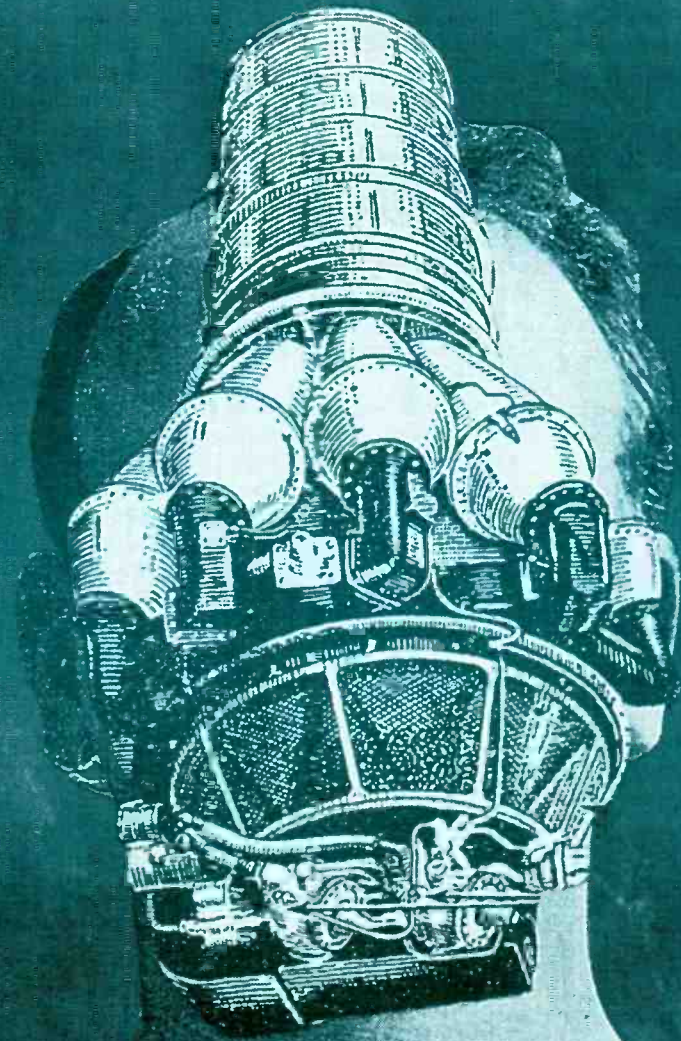
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RAB

Continued from Page 1

featured economics seminars, government policy white papers, marketing lectures, and the aforementioned newspaper study — some extensive enough to become half-day affairs. There were a couple of uplifting forums, including a show-opening, charming reminder from **Patricia Fripp** about the importance of customer service and a creativity-expanding closer with accomplished scientist/artist **Todd Siler**.

Newspaper Study

The **Arbitron**-sponsored study gauged the attitudes of heavy newspaper users in the retail buying community, with the results offering a mixed bag for radio. The research, which happened at the suggestion of RAB President/CEO **Gary Fries**, is important since the newspaper industry manages to triple radio's take of ad revenues despite lower reach and time spent with the medium — all while coping with an ongoing circulation decline.

The good news: Radio was perceived to be tops in delivering younger consumers, reaching the same consumers frequently, and in allowing for last-minute copy changes. It also was seen to employ quality salespeople and to be able to sell its strengths effectively. And radio was seen as "vitality" or "somewhat" important to 90% of the buyers, which virtually matched newspaper's result (see a complete breakout of results: Page 16).

Otherwise, the 56 major-market buyers — representing radio's five

key retail categories of banks, supermarkets, department stores, furniture stores, and appliance retailers — did not feel radio's attributes were particularly extraordinary, and they rated it rather low in some areas. Example: When asked which medium best targets their customers, radio ranked *behind* TV and newspapers and way behind direct mail (the clear winner in that category).

Radio also lost out on the issue of "allowing easy measure of the medium's effectiveness." Again, newspapers and TV beat radio with direct mail coming in first. Other categories in which it trailed: "upscale consumers," "the best environment for the product," "most often used when consumers are ready to purchase," and the critical "gets best results."

What's more, direct mail was discovered to be a greater threat to radio's growth than was generally perceived. When asked where they would otherwise spend their newspaper monies, 38% replied direct mail, 30% selected broadcast TV, and 25% said radio. And while a net 11% of buyers said they intend to expand their radio buys in the future, a net 34% said they'll do so with direct mail.

While reminding participants that "we have to keep in mind this was a perceptual study," which doesn't necessarily reflect reality, Fries said radio could boost its rating in many categories if it would market itself differently.

"The radio community has not been effectively selling itself as a reach medium," Fries noted. "All most stations have been doing is selling the effectiveness of their own ratings. One

station by itself doesn't make for effective reach. But several stations, or a group of stations, can have greater reach than the newspaper."

Fries said the survey results have given the radio industry "a plan to go forward. It gives us a toehold."

Staffing Situations

Among Atlanta's other hot sessions: An overflow crowd heard three major- and medium-market group heads agree that more, not fewer, sales teams on the street is the wave of the future.

American Radio Systems COO **David Pearlman**, for example, said he puts 22 salespeople on the street to represent his Dayton stations, and — contrary to 75 years of radio instincts — the leader of one team may opt out of pitching for a piece of business in order to allow another team within the company a better chance at winning it.

Jacor Radio Division President **Dave Crowl** said one way he's dealt with the integration of formerly contentious sales staffs is to require every salesperson who gets an order to put it on display, so that every other salesperson in the building can inspect it. The penalty for not sharing the information: The salesperson loses the account.

"We are finding out that productivity and sales are improving as a result of the communication," Crowl said.

One audience member who said he worked at a five-station duopoly in Houston took issue with the concept of multiple sales staffs in the same market. He works within a single sales structure and declared, "Our sales staff

is customer-focused, not station-focused. We exist to sell solutions for our client and not solutions to the needs of the corporation."

Although that comment generated applause in the room, Crowl pointed out that while his company assigns some accounts to a single salesperson, "We're all human beings, and I'm afraid our salespeople will follow the path of least resistance. They'll sell what's easiest to sell" ... also prompting the room to grunt with agreement.

Radio's Dirty Secret

Marketing guru **Al Ries** — long a fan of radio — blames radio's inability to break through its 7% ceiling on television themes that don't cross over into the audio realm.

"Every time an advertising agency has a problem [with a product], it comes up with a new visual," Ries said. Polar bears, bunnies, frogs, and a cornucopia of other cute animals dominate TV. Nissan uses Ken and Barbie look-a-likes to star in an announcer-less, **Van Halen**-soundtracked TV spot that nets the automaker a 3% decline in sales while arch-rival **Toyota** was up 7% during the same period.

"Words," Ries said, "are what create success in advertising: 'Tastes Great, Less Filling' ... 'The Un-Cola' ... 'Pepsi Generation' ... 'You Deserve A Break Today' ... 'Where's The Beef?'"

"Powerful advertising is always word-oriented. What if **Clara Peller** had said, 'Get your ass on down to Wendy's?' Unless it's expressed in verbal terms, advertising is not going to be effective."

AAAA

Continued from Page 1

Feast your eyes on this statement from **Jean Pool**, Exec. VP/Dir. North American Media Buying Services for **J. Walter Thompson**, voicing frustration over radio consolidation during a panel discussion: "Broadcast [advertising] is not price regulated by the government — that's a problem... Being a negotiator, [consolidation] just breaks my heart. Less competition leads to greater influence on industry pricing, [and that leads to] collusion."

Pool, who is regarded as a very powerful and influential media manager, displayed a flash of naivete regarding antitrust matters when she said, "There is one of the owner groups in the marketplace that has the sales managers calling each other every day, checking out what avails are in the marketplace, who's buying what, how should we price our stations to get a bigger piece of the pie. That sounds like collusion to me. I don't know if that's legal or not."

Westinghouse Radio Chairman/CEO **Mel Karmazin** pointed out, "That's no different from bank managers talking to each other, sharing information and talking about what avails are up, and seeing if the buyers are giving the stations the same answers ... but they're all bankers for the same company. We have very good antitrust lawyers, and they have

assured us that what we're doing is very much in accordance with the spirit." (Justice Dept. attorney **Dondo Cellini** made clear that employees working for the same company cannot be involved in collusion.)

Raising Prices

Karmazin then noted, that as a former buyer himself, agencies could "buy around" any station or group of stations it chose to, adding, "I've done nothing else but radio for 30 years. When I started in this business, it was 7%. Today it is 7%. My goal is not to sit there and raise your prices and get into those silly conversations about what your cost per points are. Do we hope to raise prices? Absolutely. Are we going to raise prices because of anti-competitive activity? No.

"Our purpose is to attract more advertisers to radio ... If we can create more advertisers on radio, then prices could go up. But it's not going to go up because we're going to do anti-competitive pricing. That's not smart because you guys can always put the money somewhere else."

Zenith Media Exec. VP/Director, Local Broadcasting **Bonita LeFleur** replied, "That's absolutely true — we definitely do [buy around stations]. We do that all the time as a part of normal business. If a station raises their rates too high, you pit them against another station in the market and the prices come down."

LeFleur called on media buyers

nationwide to monitor their markets for possible antitrust activity. She admitted she hasn't received any evidence of collusion yet. However she did recommend bypassing radio if buyers suspected consolidation-induced price increases.

Good For Competition?

Reminded that her agency is merging with a major competitor, Pool was asked if it would be good for the public interest and competition if formerly competitive media departments could share information about prices and improve negotiations.

"**Ogilvy** and **J. Walter Thompson** together have 12% of the market," Pool said.

"Excuse me," Karmazin interrupted. "Together, Westinghouse represents 8% of radio."

"But they concentrate in certain markets," Pool retorted.

"As **Ogilvy** and **J. Walter** does," Karmazin shot back.

"No, we don't," said Pool. "We buy 211 markets."

"We think the competition is good, and we don't mind that you do," Karmazin said to chuckles in the audience.

Pool: "I would have no problem if my friend here owned a station in every single market across the country... Two hundred and eleven stations. More power to you. But 211 stations in one market..."

Karmazin: "I would have no trouble if they had one account in every market so that those accounts don't bulk up. We don't mind if one agency in Los Angeles accounts for 20%-

25% of all media bought there. We don't object to it. We're willing to deal with it and willing to compete in that environment."

But just like the movie, neither the Sharks nor the Jets won this round.

Davis

Continued from Page 1

guage stations, [WXLX, WPAT & WSKQ] are market leaders. I felt I needed someone with his background, and he has obvious contacts in the New York sales fields. After having two conversations with him, I knew he was perfect for the job."

Davis joins SBS at a time of anticipated rapid growth for Spanish-language radio in New York. He observed, "At the millennium, nearly one-third of all residents in New York City will be Hispanic, representing incredible opportunities for marketers."

Davis has served with **Westinghouse/CBS** for the past 11 years. Prior to his most recent post, Davis served as GSM of **WINS/NY**.

Johnson

Continued from Page 10

and **John Geary** have given me the avenue to take my career to where I want it to be 10 years from now."

Johnson has been **KRXQ's** PD since May '95. He previously was PD at **KUPD/Phoenix**, where he spent 13 years. He has also worked at **KZAP/Sacramento** and **KPRI/San Diego**.

But **Ries** warned radio's sales execs, "You cannot increase radio's share of the market by selling the medium. You can only increase it by changing the message the advertiser uses. You must get advertisers to use the word."

NOTES: Once again, reviews of the conference schedule were glowing, with much praise directed at the RAB for setting an agenda that reflected the realities of the industry. There was some grumbling among attendees that meeting rooms were too hot and small for the throngs — indeed, sessions from 6am through the evening hours were overflowing — but the conference heads back to the spacious **Wyndham Anatole** in Dallas for the February 5-8, 1998 meet.



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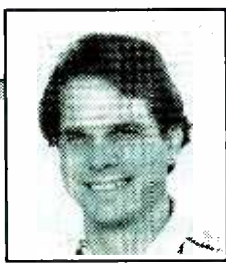
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STEVE WONSIEWICZ

Rock Makes Room For Superstars & Baby Acts

Quality and quantity of music have livened up traditionally slow first quarter

All boats rise. That's what rock-based radio is saying when it comes to the flood of quality and quantity of releases hitting Alternative, Active Rock, Rock, and Adult Alternative.

During a period that traditionally focuses on baby bands and emerging artists, the four rock formats have been feasting on new singles in January from established and up-and-coming acts, including **U2**, **Live**, **Offspring**, **Silverchair**, **Depeche Mode**, **Collective Soul**, and **Van Morrison**. That's on top of second and third tracks from **Metallica** and **Bush**.

While at first glance it might seem the new talent would get pushed aside in favor of the blockbuster releases, that hasn't been the case. The two are co-existing nicely, say PDs. Just take a look at the growing airplay for **Tonic**, **Wide-spread Panic**, and **Duncan Sheik**. And that doesn't include artists in genres that right now are being supported by one format — electronic acts such as **White Town** and **Prodigy** at Alternative and blues-rock artists such as **Jonny Lang** and **Storyville** at Rock.

What's happening makes sense. After all, an artist's stock usually will rise if sandwiched between U2, Metallica, or Collective Soul. Nevertheless, it also indicates how hungry the different rock formats were for new product. Granted, many of the singles were automatic adds, but they still have to be hits.

Lastly — and this is the key point stressed by PDs — what types of records get added and when will go a long way in showing how Rock radio will evolve in '97.

'Menu Of Music'

Alternative **WKQX/Chicago** PD **Bill Gamble** observes, "You would think it would be tough for some of the new records to break, but they're excelling. We have new bands with songs that are really making the station sound fresh playing next to superstar bands with great songs. It just seems there's a lot of great new music out right now."



Bill Gamble

"We're certainly trying to do what Alternative does very well, and that's offer a menu of music. If you look at some of the more aggressive Alternative stations, you'll find the new blockbusters alongside records from **White Town**, the **Squirrel Nut Zippers**, **Space**, and the **Cardigans**. And they wouldn't

be there if they weren't hits."

Gamble agrees the musical cards that the different stations play will signal their programming intentions in '97. "This may be the year where things take shape. Many people think the words 'rock' and 'alternative' are synonymous. They aren't, but they have been ever since **Nirvana** hit. It's now to the point where alternative doesn't mean rock, it means variety."

"Alternative stations need to sound different from Active Rock stations, and Active Rock stations need to sound different from Rock stations. There's obviously still going to be sharing, but it's not going to be 'I'm playing Nirvana more than you're playing Nirvana' anymore."

According to Active Rock **WIYY/Baltimore** PD **Rick Strauss**, what's going on is a combination of a dry holiday period and coincidence. "Everyone is going to play the new U2 or Live whether they were released in January or August. There were no major releases out before Christmas, so things really slowed down. It's a godsend there's some strong product to start off the year. Most Januarys we'd be grateful for one big release. To have **Live**, **Nine Inch Nails**, and **Silverchair** is great."

Strauss concurs the new acts are shining at Active Rock. "The good new records are getting played. **Stir** is still a top 10 record; **Tonic** is climbing, and that's the second track from a new band. **Big Head Todd & The Monsters**, which is not a stable of Active Rock, is doing well. That tells me the format isn't closing the door. Some bands may suffer for two or three weeks, but the good songs will make it."

In many respects, Strauss says Rock radio already is differentiating material. "I seem to pick up an article each day that says electronic is the next big thing at Alternative, and some of those records are getting played. On our side, the **Metallica** is still doing great, and we're all looking forward to the **Aerosmith**. Those are records that we're not sharing, and that's a good thing for each format."

Stake Your Claim

Given the depth and breadth of releases, Rock **WKLS/Atlanta** PD **Michael Hughes** says now's the time to start "claiming" bands and songs. "I have a great opportunity to stake my claim to certain sounds because of the blurred focus at Al-

ternative. That hasn't always been the case. The tendency for Alternative these days has been to lean techno- and rhythm-friendly while we play Collective Soul. That's certainly broadens the differentiation between us."

Hughes makes another vital point: Aside from U2 and possibly



Michael Hughes

Collective Soul, the new releases are coming from relatively new bands. "I don't think it's particularly a heavy heritage release period. While some of the bands sold millions of records, you can't accelerate heritage. **Offspring** and **Live** are still new bands to a large part of my audience and the general audience as well. Did anybody know those bands prior to their previous records?"

Hughes concedes there was pent-up demand for the new releases. "A lot of us were lamenting the Christmas roster and anxious for what has been released so far in the first quarter. When it comes to the number of records we're playing, it isn't any broader now than last year, but it's far more exciting."

Island Dancing Over Radio's Enthusiasm For 'Discotheque'

By now, most Pop and Rock programmers and promoters know **U2** broke records at radio with the release of its eagerly anticipated new single, "Discotheque." Given what's going on at Rock radio formatically, I visited with **Island Sr. VP/Promotion Joe Riccitelli** to find out a little more about the label's strategy for the U2 album "Pop" now and in the immediate future.

Recalling the record-setting week, Riccitelli says, "We wanted to achieve [100%] closure at the Alternative panel. We felt the band deserved that. We also wanted to have the No. 1 record at the format before the single in-stored on February 4. And we were able to do both."

"On the rock side, there are songs on the album that have a more active rock and mainstream rock appeal. Not that 'Discotheque' doesn't, but it's thrown some people a curve, which U2 has a tendency to do. That's what makes them U2. But we have enough faith in the depth of the record that we will have our No. 1 rock tracks during the run of the campaign."

Riccitelli's plan at CHR focuses mostly on core stations. "We want-

Collective Soul's 'Precious Declaration' Shines At Rock

A declaration of interdependence — that sums up the relationship between Atlantic quintet **Collective Soul** and Rock radio.

The band's focus on making decidedly rock records and steadfast touring last week paid fat dividends at radio where its new single, "Precious Declaration," was officially added at 239 of the 300 reporters at Active Rock, Rock, Alternative, and Adult Alternative. Only **U2** and **Live** had more stations add their new singles this year.

Jokingly referred to as the "Rodney Dangerfield of rock" by one exec because the band hasn't graced the covers of *Rolling Stone*, *Spin* or other magazines, Collective Soul has sold over 6 million albums worldwide. With many people in the biz bemoaning there are too many faceless bands recording disposable music, Atlantic VP/Rock Promotion **Lea Pisacane** and Director/Rock Promotion **Jon Nardachone** discuss setting up the band's single and album "Disciplined Breakdown."

"Things really developed over the course of the second album," Pisacane says. "The first album, which was mostly a demo, only had one hit: 'Shine.' When they came out with the second album, there still was a 'show me' attitude at radio. But after [a handful] of No. 1 songs at Rock and Active Rock, people realized the band could write great rock songs. They now have a much-deserved reputation as a core band."

"In fact, it's a lot easier in '97 to work Collective Soul. Rock radio always needs hits, but it needs artists more than ever. But you have to be patient. I believe there's a kind of delayed reaction in the business. It takes time for people to get a band like this. I have hipper-than-thou friends who are now getting into the band."

Even though the band faced stiff competition in the first quarter, Atlantic was confident the various rock formats would come to the party. Nardachone states, "If this was the second album instead of the third, maybe there would have been [some concern]. Yet these guys have worked hard to establish themselves at the format, and radio respects that. Not many bands have done what these guys have to build a base."

"But it's not just a radio following. They've toured their asses off over the past three years. They've gone from playing 500-seat clubs to playing small arenas and large theaters. And programmers know and respect that because they know their listeners are going to the shows. The touring fan base is well over 1 million people who have paid money to see their concerts. That's what makes great rock bands."

coming back a stronger track once the public got used to the sound of the record."

What's Next?

With the first single out, Riccitelli already is eyeing the next track in order to ensure things go according to plan. "We have to focus radio on the next single, which is 'Staring At The Sun.' There will be a three- to four-week period where the album will be out before we drop the next track."

"That's often when several tracks get played and when things can get out of control. You have to make sure you have a great second track, and we do. The same thing happened with 'Achtung Baby' where we didn't drop 'Mysterious Ways' until about three- to four-weeks after the release of the album. It was a great single and everybody fell in line."

After that, Riccitelli says his team must mind the details. "We have to keep focused on the little things along the life of the project, like capitalizing on the publicity surrounding the press conference announcing tour dates, the day tickets first go on sale, when the new video hits, things like that. This is an 18-month campaign, so it's not where we start or where we are at any given point. It's where we end up."

ed to have a consistent week and get adds in the 30-40 range. More importantly, we wanted the right stations, the alternative-leaning CHRs.

"U2 isn't a core CHR act, but they don't have to be to sell records. Thinking back to the last **Cranberries** record, we sold 5 million albums basically off 'Zombie.' It was never more than a top 30 track at CHR. Like **Metallica** or **Pearl Jam**, rock bands don't need [a No. 1 track at Pop radio] to drive album sales."

"We'll still need hit songs in order to get played because the format is song- and not artist-driven. Yet the audience that may have been 12+ during 'Achtung Baby' is now in the 18-34 core demo of CHR and Hot AC."

Riccitelli, who worked both "Achtung Baby" and "Zooropa," says there isn't much difference among the albums in set up and going for adds. "You maybe can say 'The Fly' was a set-up track for 'Achtung Baby.' But it did what it was supposed to do and ended up



Joe Riccitelli

RR LAUNCHING PAD

Rock Radio Cravin' Melon's 'Come Undone'

Is Rock radio about to come undone over the southern rock 'n' roll quartet **Cravin' Melon**? Mercury certainly hopes so and is working to see that what's happening in the Southeast with the band's single "Come Undone" plays out across the rest of the country.

The track — from the group's Mercury debut album, "Red Clay Harvest" — has found a loyal southeastern and diverse radio base. Among the stations

so the song isn't a stretch for us by any means. We've also worked hard to cultivate a core audience that's open to regional acts.

"But let's face it: There's a very small percentage of the audience who knows all about the band. The other 95% couldn't give a shit. They want to hear hit songs. When a song goes top six in callout and scores over 3.5 [favorable], it means there's something more going on than just being a regional favorite."

Adult Alternative WHPT Asst. PD/MD **Chris Taylor** agrees. Taylor first heard "Come Undone" on WDCG while traveling to Washington, DC over the holidays last year. "When I got back to Tampa, I called [WDCG's] request line and

got the name of the song. I heard it again and popped it on. It has a nice pop-rock groove that sounds fun on the air and stands out in the mix."

Taylor likes not only the balance the song gives the station, but also that the group is part of a growing number of southern bands whose material is winning over listeners. "It works with either the golds and recurrents or as a transition to some of the new material. There are some great bands coming out of the South, like **Sister Hazel**, **Matchbox 20**, and **Widespread Panic**. This is another one. They all have a unique, southern sound that we like for 'The Point.'"

Going forward, Mercury Sr. Director/Adult Rock Promotion **Dave Einstein** says the label plans to build on its southern, multifaceted success. "The fact that CHRs, Adult Alternatives, and Rock stations are playing the single — and that we had a great first week at retail with the new album in their core markets — shows it can happen in other regions."

Einstein also likes what he saw in a market like Nashville, where the track currently is getting limited airplay yet debuted as the No. 18 best-selling album last week. "The potential is there, and much of it is due to having established a strong touring base. People saw the band and waited around for the record. That's bound to happen in other parts of the country where the band hasn't toured."

"This is going to take a while. This isn't the kind of music where the sizzle is going to sell it. What you see is what you get. That's the way we have to treat them. The songs are easy to relate to and honest. If we just build it up naturally, then the rest will come."



Cravin' Melon

reporting the song are CHRs **WDCG/Raleigh** and **WFBC/Greenville, SC**; Rock outlets **WSFL/Greenville, NC** and **WROV/Roanoke, VA**; Active Rockers **WARQ/Columbia, SC** and **WAVE/Charleston, SC**; Alternative **WXNR/Greenville, NC**; and Adult Alternative **WXRC/Charlotte**. Other major-market stations supporting the single include Adult Alternatives **WHPT/Tampa**, **WBOS/Boston**, and **WXRV/Boston** and Rocker **WCKW/New Orleans**.

Cravin' Melon, for better or worse, has been closely associated with the **Hootie & The Blowfish** camp. The group formed in 1993 when four Clemson University graduates got together to jam and get away from their involvement in other bands. The sessions clicked, and in a short time their laid-back brand of southern rock started gaining the respect of audiences throughout the Southeast.

The band's first full-length album, "Where I Wanna Be," was released in early '95 on **M-80 Records** and sold over 20,000 copies. That caught the attention of Mercury VP/A&R **Jim Fournatt**, who signed the band last March. The single "Sweat Tea" also garnered considerable airplay at Adult Alternative and Rock.

WDCG PD **Kip Taylor** — who's played "Come Undone" over 225 times since first airing it on December 14 — comments, "This is one of those bands that has a big college following, plays all the clubs in the region, and has worked extremely hard to develop a fan base. And it's paying off in our market. The callout on the song is ridiculous; it's so good. It's only 75% familiar, so it's no fluke. There's plenty of room to grow."

Like many programmers, Taylor gave the band the benefit of the doubt because of its ties to the region. "We're a music-driven station that leans a little more adult alternative than most CHRs,

Pop Goes Wild Over Savage Garden

The title sums up how CHR and Hot AC is responding to Australian duo **Savage Garden**'s debut U.S. single on **Columbia**.

The rapid-fire, rap-along vocals of "I Want You" — along with its infectious chorus and dance beat — have hooked such major-market CHR/Pop players as **KIIS/Los Angeles**, **WWZZ/Washington**, **WXKS/Boston**, **WHYI/Miami**, **WSTR/Atlanta**, **KKLQ/San Diego**, **KDWB/Minneapolis**, and **WFLZ/Tampa**, to name a few. Hot ACs high on the single include **WDBZ/New York**, **WPLJ/New York**, **KYSR/Los Angeles**, **WTMX/Chicago**, **KLLC/San Francisco**, **WYXR/Philadelphia**, **KDMX/Dallas**, and **KHMX/Houston**.

Comprised of lead singer **Darren Hayes** and keyboardist **Daniel Jones**, the duo made an impressive debut *Down Under* last year when "I Want You" was named the top-selling single from an Australian act. Their second single, "To The Moon & Back," released early this year, also hit the top sales spot.

"We're slam-dunking it," says **WTMX PD/MD Barry James**. "I just happened to play it and went, 'Wow ... this is kinda cool and really unusual.' I also thought it was going to be one of the few records we could put on and not worry about every other station copying us."

"We put it into power on day one. We've played it 126 times since January 17, and we're getting tremendous phones on it. It has that poppy sound that really does well with a 27-28-29-year-old female."

CHR/Pop **KKRZ/Portland** Asst. PD/



Savage Garden

MD **Tommy Austin** agrees, saying the single pulled top 10 phones out of the box. "When I first heard it, I thought it reminded me of '80s pop. Something about it made it instantly familiar. It's a great, happy, uptempo record that has a bright sound. It's basically what we're all about."

With more Pop stations sharing music and, by default, taking shots at **WTMX**, James says he's working harder to get listeners excited about new music in order to build station loyalty. "It's difficult to find songs that we can call our own. You really have to do a sales job to get people familiar with and accepting of new music. That's why on a song like this I have our jocks pre- and post-sell the song, have them talk about how they can access the lyrics via our web site, and play listener reactions on the air."

MUSIC NEWS & VIEWS

Offspring's Our-Tay Egins-Bay

Offspring begins a national tour in support of its new album, "Ixnay On The Hombre," on February 19 in Boston. The

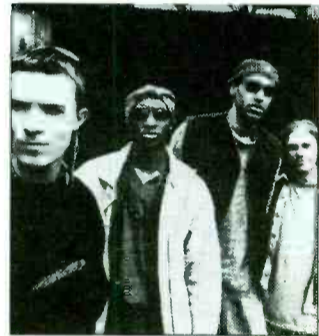


Offspring

Columbia alterna-rock band kicks things off with a slew of dates in small clubs before moving on to larger venues. Besides Boston, other cities being treated to a club concert are New York (2/20); Philadelphia (2/21); Washington, DC (2/22); and Atlanta (2/24). The band will perform in the U.S. until March 22 and then head off to Europe for a month of dates. A second leg of the U.S. tour is being planned.

In other tour news, **Maverick** electronica darlings **Prodigy**

will play a handful of club dates in April. Details are still being worked out, but word is that shows are planned for New York, Los Angeles, Chicago, San Francisco, Boston, and Seattle ... The "Warped Tour" continues to add to its lineup. Bands slated to perform are **Blink 182**, the **Deftones**, **Pennywise**, and the **Royal Crown Revue** ...



Prodigy

Also, it appears the **Rolling Stones** may be touring in 1997-98 after all. Word is that promoter **Michael Cohl** is talking with investors about buying a 25% chunk of the Stones and **U2** tours. Purported price tags: \$15 million for the latter, and twice that for the former.

Double Duran, Iggy Tributes Planned

The **Duran Duran** tribute album is expected to be released in late spring on **Mojo/Universal**. The disc isn't completed yet, but here's a sample: "Hungry Like The Wolf" by **Reel Big Fish**, "Save A Prayer" by **Eve's Plum**, and "Girls On Film" by **Wesley Willis** ... Also, look for an **Iggy Pop** tribute album in the future. Among the group of artists said to be participating are **Nada Surf**, the **Misfits**, **NY Loose**, and **Life Of Agony**.

Asides: Look for **Fugees** member **Wyclef** to do a multicultural side product this year ... **Jeremy Toback** has put the finishing touches to his upcoming solo album, "Perfect Flux Thing," his first for **RCA**. It's slated to hit stores on April 15 ... **Warner** plans to release a handful of longform music videos on DVD on March 24. The first titles to hit the streets will be "Eric Clapton — Unplugged," "Madonna's The Girlie Show — Live Down Under," and "R.E.M.'s Road Movie." The discs will be marketed and distributed by **Warner Home Video**.

Pioneering rappers **Grandmaster Mele Mel** and **Scorpio** return with the release of the album "Right Now," their first in over six years. The set drops on March 14 via Chicago-based **Str8 Game Records**. Meanwhile, here's a quick preview of some of the other major releases due next month. On March 4, **U2's** long-awaited "Pop" hits retail. That same week, **Helmet's** "Aftertaste" on **Interscope**, **Zakiya's** eagerly awaited self-titled set on **A&M**, and **US3's** new **Capitol** set "Broadway & 52nd" all drop. On March 11, look for **Fluf's** "Waikiki" (**MCA**), **Aretha Franklin's** "One Lord, One Faith" (**Arista**), **Warren G's** "Take A Look Over Your Shoulder" (**Mercury**), and the **Mighty Mighty Bosstones** "Let's Face It" (**Mercury**). On March 18: **Ben Folds Five's** debut set on **550 Music** "Whatever And Ever Amen," **Duran Duran's** "Medazzaland" (**Capitol**), **Cyndi Lauper's** "Sisters Of Avalon" (**Epic**), **Dinosaur Jr.'s** "Hand It Over" (**Reprise**), **Sounds Of Blackness's** "Time For Healing" (**A&M**), **Matthew Sweet's** "Blue Sky On Mars" (**Zoo**), and **Zhane's** "For The Longest Time" (**Motown**).

Are We Still Shocked By All These Jocks?

□ **Controversial talk doesn't pack the same punch today**

Here we go again. It's 8am and **Howard Stern** is luring a vapid, giggly 19-year-old into the studio and convincing her to take her shirt off. She acquiesces — we are led to believe — as Stern & Co. debate the virtues of silicone.

Is this stunt, and the dozens like it heard 'round the dial each morning, still shocking? The answer appears to be 'not really.' In fact, most industry talk pros believe listeners and advertisers are less likely to shy away from controversial programming than they were in the early days of "shock talk" a little over a decade ago.

It isn't that talk hosts are toning down their acts, but rather their audiences are simply getting used to it — or may be even bored by it. As one PD put it, "If a shock radio show goes under, it may not be because it was shocking, but because the host didn't have talent."

☞ **People have become calloused. What may have been controversial even two years ago isn't quite the case today: Howard is sold out; Imus is sold out.**
—Greg Batusic

☞ And if that host does have talent, some of the biggest syndicators could pick up the rights of even the most provocative shows — as **Jacor Communications** did when it took over Dr. **Judy Kuriansky's** "Love Phones" this week from **Westwood One**.

Jacor President Randy Michaels was straightforward about the decision. "Yeah, I'm sure we'll get complaints," Michaels says. "There is a theory in radio that the way to win is not to offend people. That's the way to lose ... I believe that we have a public interest obligation and we have to balance putting on what our audiences want and what a greater segment of the population finds unacceptable."

Stalwart Strife Over New On-Air Noise

Nevertheless, controversial, brazen, or graphic subjects are obviously not for everyone — any added controversy to an AM Talker that traditionally attracts older demographics is going to get complaints. This can work to a station's advantage, as it has with **WXYZ-AM/Detroit**, which last week (2/3) grabbed **Don Imus's** syndicated morning show from crosstown **WYST-FM**. By Friday (2/7), **WXYZ PD Doug Gondek** had received more than 40 irate calls to his voice mail, mostly from the 55+ crowd. He hasn't even counted those to the studio line.

So what's a PD to do with the comments of an army of disenfranchised listeners? Turn them into promotions for the show. **WXYZ** is running promos for Imus made up entirely of the complaints. A sampling includes:

• "Lord have mercy, where did you find him?"

• "Who the hell wants to hear this idiot talk someplace else in the country?"

• "Tell **CBS** to go back to New York where they belong. We don't need their rabble-rousing over here ... **Don Imus** is a big mistake"

Announcer: "Find out what all the talk is about, Imus in the Morning."

Imus was on **WYST** for eight months, so there was already an entry into the market, **Gondek** explains. "The large number of people who are a bit older don't embrace these types of changes. Rather than apologize for anything we do, the line we use is, 'He's not for everybody.'" But, he adds, "People are more and more accustomed to it."

Westwood One Entertainment President Greg Batusic says there has been "no negative reaction" from advertisers toward Imus since he's been in charge. Batusic says Imus has never been part of the "hate radio list," as **G. Gordon Liddy** and **Stern** are. While many advertisers still request that their network ads not run on these shows, Batusic says, "I really don't see that much any more, maybe because there's such a plethora of personality radio now. People have become calloused. What may have been controversial even two years ago isn't quite the case today: **Howard** is sold out; **Imus** is sold out."

Advertiser Acceptance Of 'Darling Format'

There is no hard research to confirm this, but advertisers do seem

Continued on Page 28

In Support Of Stern

While we often read about listeners who are incited to complain to the **FCC** about programming, often ignored are the letters the Commission receives backing these broadcasters. Here are excerpts from some of them:

October 25, 1996

Dear Sirs,

I believe the FCC's effort to fine Mr. Howard Stern is an infringement on our precious First Amendment right of free speech. Although I choose not to listen to his style of radio, I don't need the FCC to police what is being done. Your efforts bring shame on our Bill of Rights.

Sincerely,
J. Laurenzano

June 26, 1996

Attention Mr. Reed Hundt,

I am writing to you to protest the unnecessary and unconstitutional fines recently levied on Howard Stern and his employer, Infinity Broadcasting, and to plead you to stop these fines from happening to them ... There is an amendment that comes to my mind, and that is the freedom of speech. It's clear to me that if Howard Stern is being punished for his so called "indecentcy," he hasn't been given the same freedoms as other Americans, comparatively that of other talk shows.

Five individuals should not have the right to decide what I listen to on the radio, especially five individuals who were appointed rather than elected. I say let the Supreme Court decide.

Sincerely,
A. Estes

October 29, 1996

...The FCC persecutes Howard Stern but permits the most horrible depictions of heinous crimes on TV (i.e., the first episode of "Millennium"). I listen to Howard Stern every day for four hours ... and he is never obscene! Odnoxious, offensive, but not obscene. What violations are you referring to? Your fines are arbitrary.

(Anonymous letter)



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Are We Still Shocked By All These Jocks?

Continued from Page 27

to be getting used to it. Interep Exec. VP/Director Marla Pirner says an informal poll recently indicated advertiser aversion to "hot talk" is diminishing. Talk guru Bill McMahon of MediaVision believes a decrease in protests and boycotts may be lessening advertiser squeamishness. "Talk radio is the darling format out there," McMahon says. "It has the image of being very successful and growing like a weed. And that could be starting to counterbalance the controversy."

Katz Media Sr. VP/Director of Research Gerry Boehme added that controversial shows that produce strong audience acceptance and receive heavy attention are a draw for many advertisers. Boycotts and advertiser protests are almost nonexistent on the national level.

On the local level, PDs are also having fewer problems overcom-

When you put something interesting on it's very likely to draw fire from somebody ... we're not peddling smut or pandering, but we're not afraid of appropriate controversy.
—Randy Michael

ing opposition. "There are always people who are hesitant to advertise," says WJFK-FM/Washington PD Jeremy Coleman; 'JFK airs Stern, Liddy, Don & Mike, the Greaseman, and [Scott] "Ferrall On The Bench." "Quite often they just don't like the price. We've

managed to convince advertisers that our product isn't bad for them."

Fighting The FCC

In recent months, The FCC has renewed its interest in indecency cases. On October 4, 1996, WVIC-FM/Lansing, MI received a Notice of Apparent Liability (NAL) from the FCC for a Stern broadcasts. One week later, WBZU-FM/Richmond also received a notice. The notices (which are still pending — neither station has yet received an actual fine) are the first in more than two years from the Commission.

The NALs were particularly upsetting for Talk radio since the FCC, in a 1994 settlement agreement with Evergreen Media, said it would issue clear indecency guidelines. Some at the FCC say those rules are ready to go to press. Others say they are nowhere in sight.

One FCC official says the number of listener complaints has remained steady — or even decreased — over the past few years. And, it's important to note, for each complaint letter written, there are those received in support of a broadcaster or show.

The recent NALs probably shouldn't send broadcasters cowering into a corner. After all, Stern's flagship outlet, Alternative WXRK-FM/New York, has received a stack of complaint letters several inches high and has so far

You're Invited!

R&R invites your perspectives on the News/Talk format. Submit letters or guest columns to Managing Editor Ron Rodrigues at ronr@ronline.com.



KING CUDDLES — Dr. Judy Kuriensky practices close communication with Larry King at a recent Westwood One party.

Alcohol Ads & The Airwaves

For more than 50 years, broadcasters have voluntarily chosen to keep alcohol advertisements off their airwaves. But that's changing. Distilled spirits manufacturers are pushing for equal time for beer and wine spots, while legislators are talking about banning all liquor ads. On February 28, Fred Meister of the Distilled Spirits Council of the United States, Dan Jaffe of the Association of National Advertisers, and attorney Rudy Baca, senior advisor to FCC Commissioner James Quello, will weigh the issues in a panel discussion billed "Alcohol Ads: Too Intoxicating For The Airwaves?"



escaped the FCC gavel.

Comments Jacor's Michaels, "The real problems come when people who don't normally listen to rock stumble on the morning show. When you put something interesting on it's very likely to draw fire from somebody ... we're not peddling smut or pandering, but we're not afraid of appropriate controversy."

Talk Alternatives

Dr. Barbara O'Connor, a communications professor and Director of the Institute for the Study of Politics and Media at California State University-Sacramento, concurs. "Shock is only shock the first time," she says. "The real dissatisfaction is with the quality of their product as well as simple lack of politeness and civility throughout the talk radio phenomenon — but, in particular, with the shock jocks and really conservative hosts. My read is there is a sense that media is destroying government — that the interaction of the fourth estate is not positive."

O'Connor also warned against overlooking the power of public radio as an alternative to commercial talk. "For company owners and ad

buyers, the economic sense kicks in at some point and their outrage disappears. But people are turning to things such as National Public Radio's 'All Things Considered' and 'Morning Edition.'" Those public shows may be taking a larger share of the audience than many stations realize, she says.

Consultant Lorna Gladstone says that as the baby boomer generation ages, increasing the size of the older demographic, audience reaction to talk is more blasé. "In terms of what I hear from listeners, it is certainly not as shocking as it once was, because everyone has heard it. It's just not new."

Furthermore, increasing numbers of Rock and Classic Rock stations are moving toward "hot talk" programming outside of morning drive — where the easily offended are less likely to be listening. Adds Gladstone, "The simple fact remains that in an 18-34 format, if the talent's good and the audience is there, they sell. Remember, radio is not about having an 80% share of audience. A couple of ratings points is a successful show."

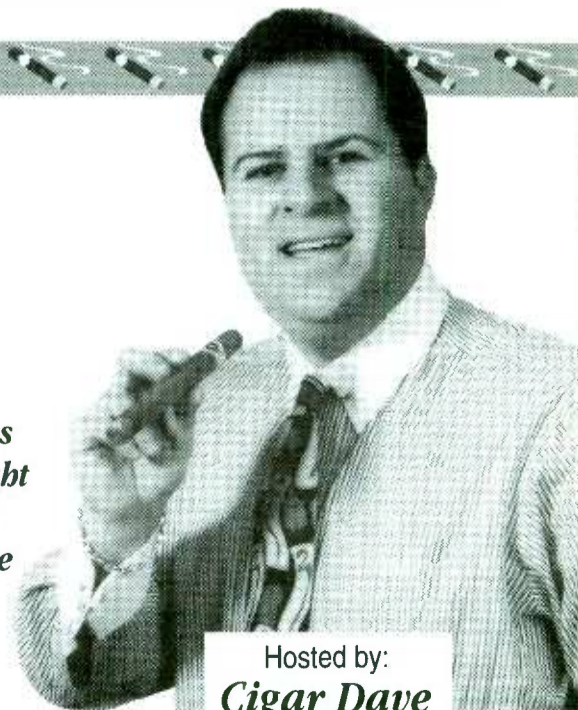
R&R Editorial Assistant Patrice Wittig contributed to this column.

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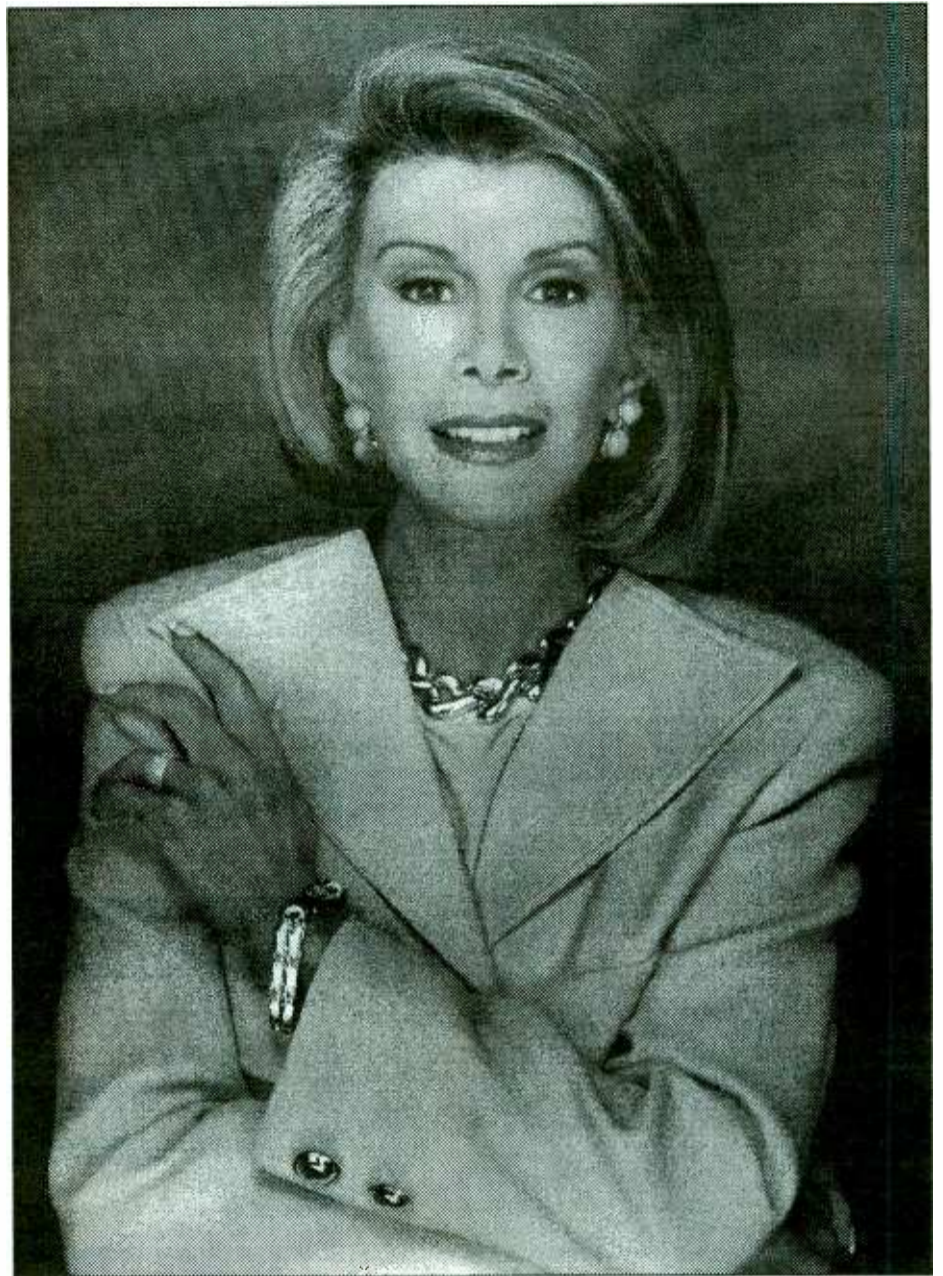
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NAC: the Cool explosion

LOS ANGELES, FEBRUARY 14, 1987: It was on Valentine's Day exactly 10 years ago that a brand new kind of radio station burst into public consciousness. This bold experiment - KTWV/Los Angeles - debuted on former heritage Rock **KMET's** frequency, 94.7, with no announcers or commercial spots. The "Wave" was breaking rules and inventing itself with each step.

Listeners were treated to an aural pastiche that married contemporary jazz, new age music, and complementary production pieces that became, literally, the talk of the town within hours. KTWV created broadcast history, and its impact during its formative first decade fueled what today is the fastest-growing, most vibrant, adult radio format - NAC.

Most radio formats evolve organically, emerging at a point where changing audience tastes and new musical influences intersect. But

NAC's creation involved more subtle influences: Its departure from the status quo represented a quantum shift, something completely new, radically different.

In the world of contemporary jazz during the late '70s and early '80s, a body of commercially accessible music by great artists - George Benson, Earl Klugh, Dave Grusin, Lee Ritenour, Larry Carlton, and Al Jarreau, to name just a few - was already available and appealed to a growing number of fans. But it didn't provide much of a "fit" for most commercial formats of the day. While some AC stations embraced these artists successfully, a handful of eclectic adult radio stations - including WLOQ/Orlando and KIFM/San Diego - were already experimenting with a hybrid that blended suitable pop music and contemporary jazz. But it

was the emergence of new age music that really spurred NAC's genesis by providing a sonic counterpoint to jazz. The concept for a unique, instrumental-based radio format depended on the mix of a brand-new musical form - new age - and a new generation's expression of America's greatest indigenous art form - jazz.

In the mid-1980s, I handled national promotion for Windham Hill artist George Winston. One day, Winston suggested that I attend a local concert by a Swiss artist he admired, Andreas Vollenweider. Although I took his opinions seriously, I had been to a Bruce Springsteen concert the night before and was definitely not in a new age mood. But I went. The audience was ethereally beautiful. Men wore casually understated Italian clothes. Women were draped in gossamer, chamois, and crystals. The mood in the theater was, well, almost reverential. And when Vollenweider and his crew danced into the theater playing little percussion instruments and wearing miner's caps whose lights pierced the dark, something in me shifted forever. In the coming months, my friends and I became less interested in the same-old radio fare. We left our radios off as we rushed to discover all the wonderful new music that was being made. When The Wave signed on, we heard it coming from cars at stoplights, in shops and restaurants, and drifting through open windows everywhere. There was magic in the air, and nothing would ever be the same in radio again.

This special edition honors the birth of NAC and traces the inspired, if sometimes tentative, first steps in its evolution. In the beginning, NAC progressed by fits and starts. "Radio for a new age," as it was frequently ID'd then, invented itself almost out of thin air. Many early experiments failed: Nearly as many stations abandoned NAC during its first decade as embraced it and succeeded! So confidence in the format's future was frequently challenged. But listeners championed NAC, embraced its artists, forgave its programming missteps, and asked that their changing and expanding tastes be recognized. NAC programmers stayed the course, reinventing themselves at every turn. The owners and GMs of those first stations had everything to lose, but they had faith in the creativity of their PDs and their new, progressive concept.

"NAC: The Cool Explosion" is the story of those visionary pioneers.



Carol Archer

'Everyone Thought We Were Crazy'

Carl Brazell,
the format's
"unsung hero,"
took the risk
to sanction
The Wave's
launch



Carl Brazell became President/CEO of **Metropolitan Broadcasting** in 1986 when he led a leveraged buyout of **Metromedia's** 10 radio stations — including **KMET/L.A.** — and four news networks, forming Metropolitan to acquire them.

One of radio's preeminent figures, Brazell is today **Metromedia International Pres./CEO**. But in 1987, he had everything to lose by launching a brand new format. Was he a visionary or a lunatic? He describes how he made the decision to embrace the format that became **The Wave**.

"KMET had been a legendary Rock radio station during the late '60s," Brazell begins. "When **KLOS** came on the scene, they provided formidable competition. We were able to maintain our advertiser base; therefore our profits remained substantial at KMET. But we

saw ratings erosion. In late 1986 I commissioned a study of the L.A. market and audience performance with **Owen Leach** of **Leach Research**. I wanted to find out just how sick KMET was and whether it could be revived to get our dominance back. If so, what would it take in terms of product modification and marketing? We also wanted to determine whether there was a type of format not being properly exploited in the market that would allow us to attain a large enough audience to obtain a significant share. The research results came back [confirming] that KMET was indeed sick and there was a possibility we could overtake KLOS. But the question remained: How long could we maintain our dominance?"

"The research also revealed a type of music not being exploited in a radio format that would attract significant audience. That was new age music. Tens of millions of dollars in record sales were [generated] by this type of music, yet no one was playing it [on the radio]. These were staggering pieces of information, so we decided to go back and validate them with further study. Leach went back into the field and came back with very positive results [on this possible new format].

"We geared up to create the format but at the same time conducted a third study.

Lee Abrams recognized the format's potential and spoke to us about some broad-stroke concepts. But it wasn't in a form I thought would

be effective on the air. In any case, the results of the final study were so awesome and dramatic that we decided to do the whole project in complete secrecy. It was secret from the general market and the advertising community, as well. Advertisers, with whom we'd had longstanding, warm relationships, were later very upset because they thought they should have been in the tent with us. But I was so concerned about the leakage of information that I wasn't willing to take that chance.

"We rented an apartment in Burbank and the strategic planning was done in that bunker/studio. The station's late GM **Howard Bloom**, **Leach**, **Frank Cody**, **Chris Brodie**, and **Paul Goldstein** were involved; we were really fortunate to have such a formidable team of people! We wanted to be sure the format was executed in precise accordance with the research, so Leach was the point person.

"At noon on February 14, 1987 we pulled the plug on KMET and launched **The Wave**. It was really exciting ... and terrifying. No matter how good your research, you never know what the results will be until it's executed. I had to be sold on what I was told was a great opportunity because, without question, there are great opportunities out there, all born of desperation. The great ideas aren't really great ideas; they're things that happen out of frustration, when you look for alternatives and settle on one. When you're lucky, it's the right one. Metropolitan's shareholders, none of whom were broadcasters, all bought into the idea. But nearly everyone in the industry was negative."

"To a person — from good friends to those I knew only casually — everyone thought we were crazy. We lost all our advertisers within the first week of the launch. For a station generating well into six figures a week in revenue, that was a substantial hit. Within less than 90 days, we were back up to our previous advertising volume. If we hadn't done it right, we wouldn't have gotten a second chance. We were putting so many millions of profit at risk. In our first year, we almost matched KMET's former profits. But by its second year, **The Wave** exceeded them.

"We thought **The Wave** had the capacity to generate 10% of the 25-54 demographic in the market. When something explodes the way **The Wave** did, especially into such an instant local success where in a matter of weeks you heard it *everywhere*, it is an amazing phenomenon. I count myself among the fortunate few in our industry to be a part of something with such amazing short-term impact — and now long-term impact. It was an amazing experience and an enormous amount of fun."



Kenny G: "In 1987, I had just released my 'Silhouette' album, and I was opening for **WHITNEY HOUSTON** on her tour. When I first heard NAC radio, I thought, 'Perfect! About time! Finally!' And I was flattered there was a whole format that would play and embrace music that I naturally did, as opposed to formats that were maybe forced to play me. Now [the message] was, 'Give us more stuff. We want to play your music. It's exactly what we want and we want more of it.' And that made me feel fantastic.

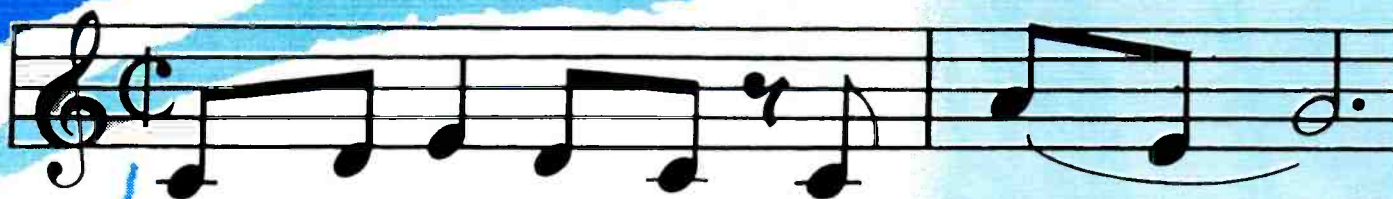
"When you first start to like something and there's a particular thing that happens, you remember that. When people heard that format, they heard me first. It's like falling in love for the first time: You never forget that. I happened to be with the right music at the right time. It was one of those things that was meant to be, and I guess I was meant to be there at the beginning. I'm just glad I was."

David Sanborn: "In 1987 I was doing my jazz radio show on the **NBC RADIO NETWORK**. I remember **FRANK CODY**



came to me and said he was working on a concept for a radio station called **THE WAVE** and that they were going to use a lot of my music as part of their playlist. I thought, 'This is really great.' When I

first heard **The Wave**, I loved that there was finally a possibility of a format that would play a lot of music that wouldn't get played on Pop or traditional Jazz radio. It filled a void in the marketplace."



buyin' large

For NAC lovers, music goes in one ear ... and out to the stores: Nearly half (49.8%) of the format's listeners are active CD/tape buyers, compared to just 40.8% of the entire population.

Source: Media Audit

BREAKING ALL THE RULES — At Frank Cody's insistence, one element of **The Wave's** launch was a billboard positioned on a prime piece of Sunset Blvd. real estate. It featured only the brushstrokes of the station's logo and the notes of the station's musical signature ... no call letters, no frequency, no slogan.

Congratulations NAC

*Miles Davis, George Duke, Bela Fleck &
The Flecktones, Fourplay, Michael Franks,
Kenny Garrett, Larry Goldings, Bob James,
Boney James, Al Jarreau, T J Kirk,
Earl Klugh, Kevin Mahogany, Brad Mehldau,
James Moody, Milton Nascimento,
Joshua Redman, Wallace Roney,
Joe Sample, Jimmy Scott, Marilyn Scott,
Andy Snitzer, Yellowjackets.....*

for your next decades playlist.



START HERE

nac: the cool explosion

Ten Years At Ground Zero

Aboard since day one, Chris Brodie recounts The Wave's rise to success

KTWV/L.A. PD **Chris Brodie** was a key player in the station's launch 10 years ago. Its PD for nearly eight, she has guided The Wave's astonishing ascent with a sure hand. Brodie is one of the format's most accomplished proponents, having achieved a level of mainstream success for her station that is a testament to her intelligence, focus, and tenacity, and the envy of many. This is her story.

"In early 1987, **Ronald Reagan** was President of the United States, most of us had never faxed a document, turntables were the primary source of playback in control rooms. Internet meant a very young intern, and The Wave was born. Like any child, it experienced growing pains along the path to adulthood. But at this juncture in time, I can look back and consider the launch and growth of The Wave as one of the most intriguing

us would whip the phones off our heads and demand the others listen to yet another gem of a track. One of my most distinct memories is first hearing **Suzanne Ciani's** 'The Velocity Of Love.' We all just sort of stared at each other blankly ... we knew a hit was born. Developing clocks and categories seemed like a challenge you might compare to designing the space shuttle. It all made sense, but would it fly?

"The other primary activity in the bunker was interviewing actors, writers, and board operators. The Wave would launch a new and distinctive blend of music, but it would also bravely march into marketing itself as having 'no disc jockeys.' Again, quoting from another press release announcing the launch of the station: 'Another major differentiating element of The Wave is that there will be no disc jockeys. However, three times each hour KTWV will present 'playlets,' contemporary dramatic moments in which actors perform what The Wave bills as 'extraordinary moments in the lives of ordinary people.' In the light of hindsight 10 years later, this was a brilliant marketing move — and a fairly abysmal programming idea.

"Noon on February 14, 1987 was as emotional a day as any human should want to have. KMET had given me, as a listener, some of the best broadcast moments I can remember. Years before it had been a magical radio station. But we all felt we were creating a new magic for the airwaves.

"There are some moments that stick out vividly in my mind when I think about the days and weeks immediately after The Wave went on the air. I remember Frank and I having an enthusiastic conversation with **Bob O'Connor** and **Michael Fischer** at a bar in Westwood. I remember our first visit from a promotion person: I'm not sure anyone has seen **Roger Lifeset** so animated. I remember **Steve Feinstein** sending us a **Jonathan Butler** CD and then becoming a big fan and compatriot. I remember having breakfast with **Lee Hansen** in a Dallas hotel, where we talked about his joining the then-Wave Network. Early on, there was a strong sense of community in what was to become NAC.

"It was a tumultuous first year, but we learned a lot and fine-tuned the station each day. Frank left in late 1987, and I 'held the fort' until **John Sebastian** arrived as PD in August. He left later; during his tenure the station took on a decidedly more new age ambiance. We also reached a brief ratings high, which was only recently eclipsed. It's hard to believe, but I've programmed The Wave for the past seven and a half years. We've had a marvelous run, with bumps along the road. But in 1996 we broke every record we could have imagined in both ratings and revenue.

"In early 1997, **Bill Clinton** — an amateur sax player — is President of the United States. To many of us, faxing a document is an outdated method of communicating, the preferred method of playback in control rooms is floppy disc/hard drive, the Internet is a medium that not even its creators can get a handle on, and The Wave is celebrating a decade in Southern California. Geez Louise, who would have thought? Well, among many others, my buddy **Steve Feinstein**. Rest in peace, my friend. Our baby format is all grown up and doing just fine."



Rick Braun: "In 1987 I lived in Studio City, CA and was playing local clubs. I was in a band with **KEVIN CRONIN** from **REO SPEEDWAGON** and also a band called **GUMBO**. I was still a staff songwriter for **LORIMAR MUSIC**, where I focused on writing pop songs.

"When I first heard NAC radio, I couldn't even picture my music as part of it because it was so far from what I was doing ... pop, R&B, playing in **ROD STEWART's** band. NAC was playing a lot more new age then and a lot less funk [than it did later]. When I did my first CD, 'Nightwalk,' the welcome mat was not exactly rolling out for trumpet players. But things changed because the music evolved and radio evolved.

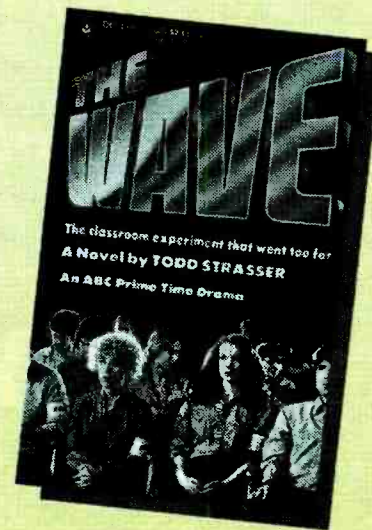
"It's been wonderful for me to get to know the people at **THE WAVE** and other stations like it around the country. Listeners may not get a picture of how passionate these people are about the music they play. They get emotional and excited. Unlike other kinds of radio, people making music decisions sit down in a room and listen to everything; they play it if it's really right for them. They take the time to know the artists and support them by presenting them at listener appreciation parties. They are passionate and they care.

"The audience is the same: I've toured the world with some major artists [**Stewart, SADE**] and the response that fans of this music give is very personable. Musically, I do what I enjoy; that it fits with what's going on at radio is a very nice thing. Good music is the true strength of what's going on with stations like [The Wave]."

cache on hand

The upscale-leaning NAC contingent is 14% more likely than its peers to list liquid assets of more than \$250,000.

Source: Media Audit



Tom Scott:

"I released my first solo record in 1968 [as **TOM SCOTT & THE L.A. EXPRESS**]. It was jazz fusion, but we didn't know that at the time. In 1987, I had just been with **GRP** a short while. I was getting integrated into the **GRP** family and touring with **LEE RITENOUR, DAVE GRUSIN**, and others. When I first heard NAC radio, I was thrilled to death because it signaled an opening in what was a very pop music-dominated radio market. I thought, 'Gee, maybe some people can hear what I'm doing.' The best of NAC is melodic, with a beat and a nice feel. That's always catchy to me."



— and outrageously fun — experiences any broadcaster could ever dream of having.

"Although many factors were said to have contributed to the decision to flip the much-beloved AOR **KMET** to a format we called (in our first press release) 'Somewhere between Rock, Jazz, and New Age,' there were very distinct musical benchmarks that made us realize there was a huge body of music Southern Californians wanted to hear on the radio. But it was generally unavailable to them. The strength in sales of contemporary jazz, the astonishing growth of **Windham Hill Records**, and **Paul Simon's** 'Graceland' project were foremost of those benchmarks. Those indicators, backed by formal research, said, in essence, that we'd be idiots not to create The Wave.

"After **Metropolitan Broadcasting's** then-President **Carl Brazell** and the late **Howard Bloom** made one of the most courageous decisions in broadcast history — to revitalize 94.7 in a wholly unprecedented way — our team, which included **Frank Cody, Paul Goldstein, Tom Miller**, myself, and others, embarked on the most frenetic, uplifting journey of our professional careers. The goals were lofty, the timeline daunting.

"Holed up in what we called 'the bunker,' an off-site corporate apartment, Frank, Paul, and I established what the musical criteria for the station would be. We soon learned that the process of discovering new music for this format launch was a joyous experience. It started with what was, at the time, the largest single sale at **Tower Records** on Sunset, compliments of Frank's American Express card: The bill was close to \$9000. With Tom Miller brought into the fold, weeks of intense music listening began. All of us brought dozens and dozens of titles into the mix, but we soon discovered an incredible depth of talent beyond what we knew existed.

"Here's the scene: Spread out over the apartment, we sat with headphones and Discmans. Time and again, one of

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LONG MAY WE
WAVE



K T W V . C O N G R A T U L A T I O N S O N T E N Y E A R S



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What Becomes A Legend Most

Cody Speaks



Born of vision, idealism, and imagination, **KTWV(The Wave)/Los Angeles** was the brainchild of a creative team led by **Frank Cody**.

Today, Cody is CEO of **Broadcast Architecture**. But in the mid-1980s, he was a respected programmer with credentials that included **NBC's Source Network, KLOS/L.A., and KBPI/Denver**. His accomplishments at that time would likely have guaranteed a secure career future if he had pursued a logical, predictable path.

So, what inspired Cody — at the height of his success — to step out on a limb, risking a formative leap of faith, to invent what is now called

NAC or Smooth Jazz? Cody traces his creative journey, describing the forces that set **The Wave** in motion and sparked the tremors that ignited NAC's cool explosion.

"**Steve Rivers** once said to me, 'It must feel great to pick up an **R&R** and see a full section devoted to a format you created,'" Cody begins. "I was slack-jawed. This was coming from one of the people I admire most in our industry! I never think of it that way. Did **Bob Pittman** invent **MTV**? Did **Edison** invent moving pictures, or was it **Lumiere**? Or were they conduits through whose efforts ideas surfaced and revealed themselves? What **The Wave** team really did was trust our instincts and take calculated risks. Mountain climbers don't create mountains, they climb them. The music deserves the credit for creating the format.

"Art and creativity are all about editing and making choices. Those of us who helped create **The Wave** were fortunate to be able to facilitate the exposure of several neglected genres of music. We just put a little spin on the ball, that's all."

Working at **NBC's Source Network** in the mid-1980s, Cody was riding a crest of tremendous optimism. "Anything was possible," he recalls. "For the first time, baby boomers were really coming into power, especially in media. **The Source** was the top-rated young adult network. '**Dr. Ruth**' was a smash. We were pioneering live satellite broadcasts with just about every major artist of the moment. **Andy Denemark** had developed '**The Jazz Show With David Sanborn**,' which was extremely successful. **NBC** was very proud of that series. **The Sanborn** show flowed out of our love for jazz and the need for stations to expose a genre of music receiving little or no attention from commercial radio.

"As a kid, I was a big fan of jazz, along with classical, pop, rock, and the occasional **Hank Williams** tune. But I've been a jazz fan all my life. In fact, I owe my first break in radio to a woman who hosted a late-night jazz show back in **Albuquerque**, where I grew up. When I became aware of new age music, I was fascinated by how progressive it was. New age offered a synthesis of unusual aural textures, intriguing melodies, plus improvisation. I viewed it as a 'cousin once removed' of jazz. For whatever reason, I'm never satisfied with the status quo: I feel obligated to move things forward, to innovate, to create. I'm also impatient.

"We had witnessed **Windham Hill** quietly selling over \$30 million of new age music with virtually no airplay. Contemporary jazz artists like **Sanborn, Pat Metheny, Earl Klugh, Jeff Lorber**, and the **GRP** stable of artists were flying out the doors [of record stores]. But still no airplay. **Sade** and **Sting** received limited exposure. **Paul Simon's** brilliant '**Graceland**' was ignored, save one novelty track. And yet, the

music was selling very well and nearly all our friends were acutely aware of this music. But, you couldn't hear it on the radio."

As many programmers do, Cody had the sound of a format in his head, one based on this growing body of great, overlooked contemporary music. "In 1985, I made a tape for **NBC Radio Pres. Randy Bongarten** of what this format might sound like, in the hope of convincing him to flip **WYNY/NY**. He liked the tape, but **NBC** wasn't

Continued on Page 50

Craig Chaquico: "In 1987, after 15 years with **JEFFERSON STARSHIP**, we had just gotten three back-to-back, number one singles. It was a very heady, exciting time. Going back to the '70s, even though we were playing huge coliseums and making rock 'n' roll records, I enjoyed listening to jazz instrumental music by **WEATHER REPORT** and the **JAZZ CRUSADERS**.

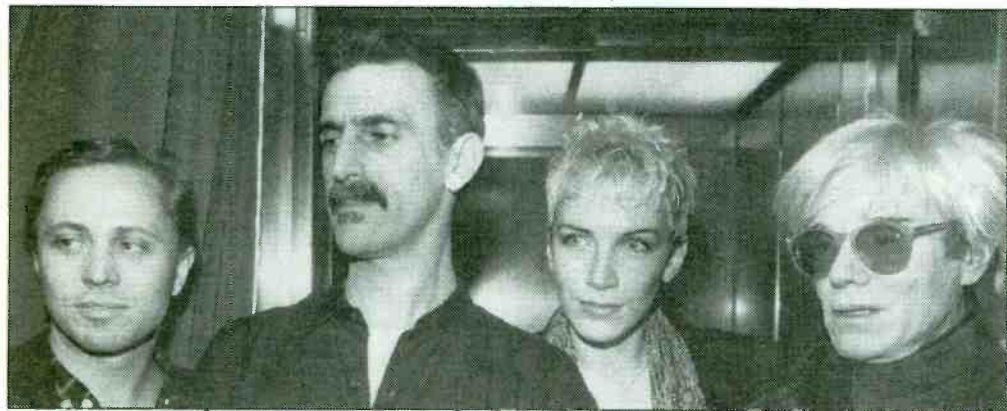


"When I first heard **NAC** radio, I thought, 'Here's something fresh and different that's relaxing, but that invites your imagination to go with it.' You could hear music that would take you on delightful instrumental journeys. I have a lot of rock 'n' roll peers — **GRACE SLICK, SAMMY HAGAR, DON DOKKEN** — who've told me they've heard my music on the radio. That meant they were listening to stations that didn't play *their* music, **NAC** stations. Music can appeal to us when we're in different moods and, as we mature, our tastes broaden. I'm just so happy there's a radio format that will allow artists like myself to explore those musical areas we discovered early on and develop them into our own sound."

tuned in

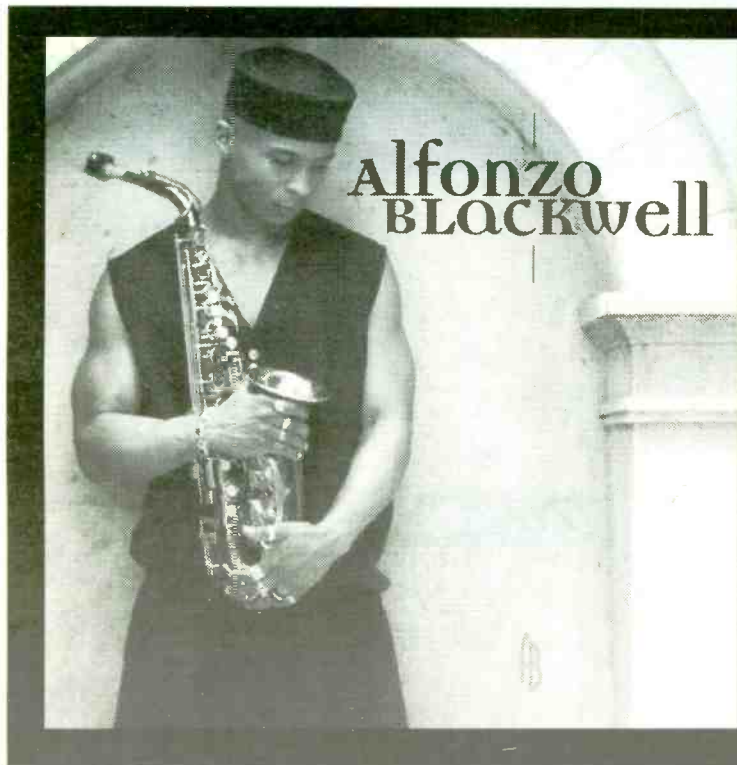
While people generally watch more TV than radio, **NAC** listeners prefer the tuner to the tube. They spend three hours and 36 minutes with the radio each day, 11 minutes more than with the TV.

Source: Media Audit



'**ANYTHING WAS POSSIBLE**' — During the mid-'80s, Cody (l) says, "Baby boomers were really coming into power, especially in media." He's seen here with cultural luminaries **Frank Zappa, Annie Lennox, and Andy Warhol**.

Norman Brown: "In 1987, I was living in **L.A.** and teaching at the **Guitar Institute**. I was writing and shopping demo tapes, but I kept hearing the same thing: Everyone said there was no place for my music. It wasn't **R&B** and it wasn't jazz. All the labels said, 'Man, you're great, but we don't know where to put it.' When I first heard **THE WAVE**, that was the buzz in the air. Then things began to look more promising for me."



BREAKER! BREAKER!

ALFONZO BLACKWELL

"HERMINA" From the LP Alfonso Blackwell

NAC TRACKS 21 BREAKER

Thank you, NAC Radio, for your continued support!

NAC ALBUMS 27

BILLBOARD TOP CONTEMPORARY JAZZ ALBUMS 13*

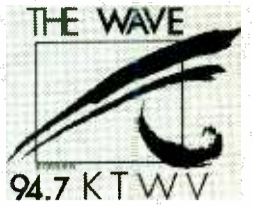


Contact Steve Lake @ Street Life/All American Music Group (310) 656-1100 Ext. 483



WEA

*In celebration of the First 10 Years of NAC/Smooth Jazz Radio programming,
JVC salutes ETWV and its entire staff for their leadership, foresight
and commitment to the format and all of its great artists!*
From our Family to the WAVE's ... Congratulations!



PAUL HARDCASTLE
"Joker's Wild"

from "HARDCASTLE 2"

9-4 NAC TRACK

8-4 NAC ALBUM

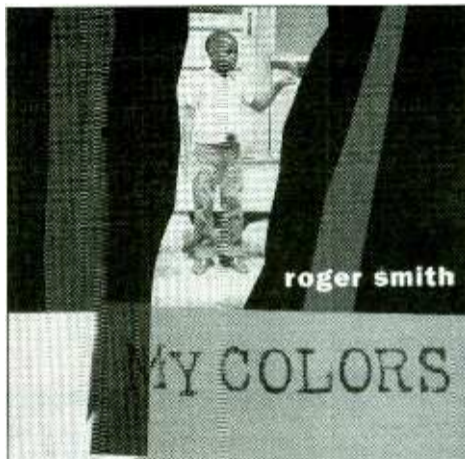


CHIELI MINUCCI
"Cause We've Ended As Lovers"

from "RENAISSANCE"

NEW & ACTIVE

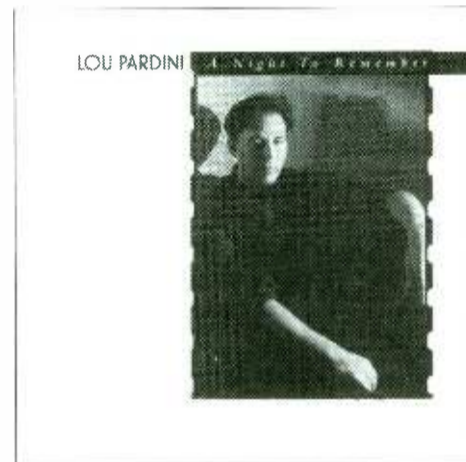
On 30 Stations



ROGER SMITH
"Can You Stand The Rain"

from "MY COLORS"

**NEW & ACTIVE / On 12 Stations and Growing
Including CD101 & KTNT new this week.**



LOU PARDINI
"A Night To Remember"
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MARK JOHNSON
"DEEP FOCUS" Album

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SPECIAL EFX
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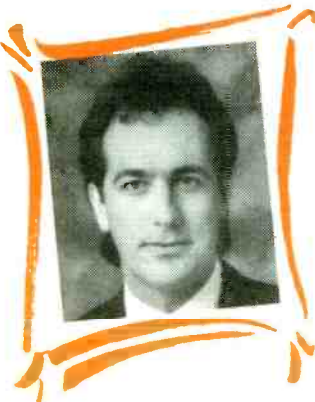
Jeff Neben, VP Promotion (213) 878-0101 xt 28
David Kunert, National Director Promotion (213) 878-0101 xt 37

JVC

Talkin' 'Bout An Evolution

KTWV APD/MD

Ralph Stewart
traces a decade
of musical
growth and
change



"I was in Seattle when **The Wave** hit the air in Los Angeles. In print, I didn't think I liked it.

"My first love was AOR, and I fancied myself an air talent at the time. All I knew was that **The Wave** killed one of the premier Rock stations in the country, had no disc jockeys and, according to some accounts, played hot-tub music (whatever that was).

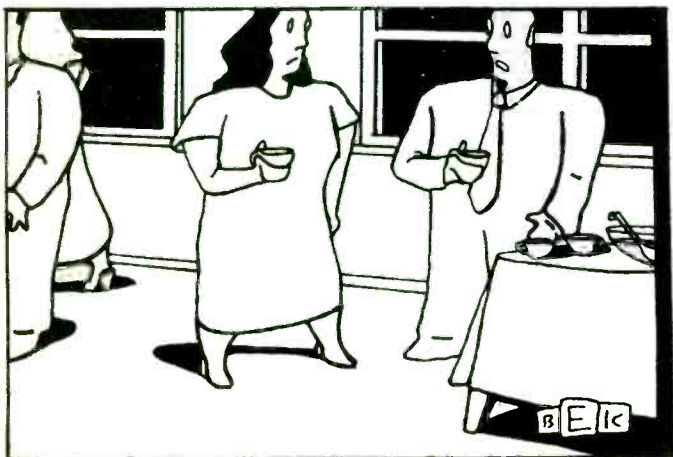
"Six months later, I found myself trying to replicate **The Wave** at **KNUA/Seattle** [Stewart was MD and later promoted to PD]. For me, **NAC's** advent meant that radio was, once again, about the music. The genesis of **NAC** was analogous to that of **Album Rock** in the '70s. It was playing music that was not getting played on the radio. It was anti-establishment. The format was exciting and, after 10 years, that has not changed.

"What began as a radical idea has proven to be a comparatively stable format. Many of the artists who appeared on the 1988 year-end chart are very much a part of the format presently. If you look at the '88 year-end charts for **AC**, **CHR**, and the format formerly known as **AOR**, you will find few survivors currently on their respective charts in this edition of **R&R**. The most striking aspect of comparing **NAC's** primordial playlists with those of today is not the inevitable differences, but rather the remarkable consistencies that have endured through the format's evolution. **NAC** has grown in leaps and bounds, but its musical essence has remained notably intact.

"One of the **NAC** format's greatest strengths is its balance. Instrumentals are mixed with vocals, smooth jazz is complemented by non-jazz elements, fusion and acid jazz coexist, and musical adventure is balanced with accessibility. 'Great taste' is in equilibrium with 'less filling,' creating a paradigm for the format. From the start, people have been able to expect music that has integrity, while at the same time depend on an atmosphere that has a utilitarian benefit. The backbone of the format has always been smooth jazz. The balancing factors, however, have developed in different areas over the past decade.

"New Age was a description being thrown around quite a bit 10 years ago. The problem was, and is, that New Age means too many things to be useful as a term characterizing music. In the late '80s, some of the music being deemed new age was synthesizer-based. Much of the contemporary jazz of the time also had some synthetic overtones. Both tend to sound dated today. Some of the music being

Continued on Page 52



"I'm warning you—it's a long story. It starts when I was a **Deadhead** and ends with me buying a **John Tesh** CD."

Drawing by Bruce Eric Kaplan; copyright 1996 The New Yorker Magazine

1988

SADE/Stronger Than Pride (Epic)
DAVID SANBORN/Close Up (Reprise)
PATRICK O'HEARN/River's Gonna Rise (Private Music)
ACOUSTIC ALCHEMY/Natural Elements (MCA Master Series)
RIPPINGTONS/Kilimanjaro (Passport)
ALPHONSE MOUZON/Early Spring (Optimism)
DAN SIEGEL/Northern Nights (Epic)
TOM GRANT/The Night Charade (Gai/Grantavision)
MANHATTAN TRANSFER/Brasil (Atlantic)
DAVID BENOIT/Every Step Of The Way (GRP)

1989

PAT METHENY/Letter From Home (Geffen)
AL JARREAU/Heart's Horizon (Reprise)
ANDREAS VOLLENWEIDER/Dancing With The Lion (Columbia)
ENYA/Watermark (Geffen)
ACOUSTIC ALCHEMY/Blue Chip (MCA Master Series)
LARRY CARLTON/On Solid Ground (MCA)
RIPPINGTONS/Tourist In Paradise (GRP)
EARL KLUGH/Whispers And Promises (WB)
HIROSHIMA/East (Epic)
JOE SAMPLE/Spellbound (WB)

1990

EVERYTHING BUT THE GIRL/The Language Of Life (Atlantic)
ACOUSTIC ALCHEMY/Reference Point (GRP)
BASIA/London Warsaw New York (Epic)
MICHAEL FRANKS/Blue Pacific (Reprise)
PETER WHITE/Reveillez-Vous (Chase Music Group)
KENNY G/Kenny G Live (Arista)
RIPPINGTONS/Welcome To The St. James Club (GRP)
SAM RINEY/At Last (Spindletop)
JULIA FORDHAM/Porcelain (Virgin)
RICHARD ELLIOT/What's Inside (Enigma)

1991

EARL KLUGH/Midnight In San Juan (WB)
DAVE KOZ/Dave Koz (Capitol)
SPECIAL EFX/Peace Of The World (GRP)
ACOUSTIC ALCHEMY/Back On The Case (GRP)
DOTSERO/Jubilee (Nova)
RIPPINGTONS/Curves Ahead (GRP)
DAN SIEGEL/Going Home (Epic)
BILLY JOE WALKER JR./The Walk (Geffen)
GRANT GEISSMAN/Flying Colors (Bluemoon)
JOE SAMPLE/Ashes To Ashes (WB)

1992

PAT METHENY/Secret Story (Geffen)
PETER WHITE/Excuzez-Moi (Sin-Drome)
ENYA/Shepherd Moons (Reprise)
AL JARREAU/Heaven And Earth (Reprise)
RIPPINGTONS/Weekend In Monaco (GRP)

SAM RINEY/Talk To Me (Spindletop)

BOBBY CALDWELL/Stuck On You (Sin-Drome)
TOM GRANT/In My Wildest Dreams (Verve Forecast)
GROVER WASHINGTON JR./Next Exit (Columbia)
RANDY CRAWFORD/Through The Eyes Of Love (WB)

1993

DAVE KOZ/Lucky Man (Capitol)
KENNY G/Breathless (Arista)
GEORGE BENSON/Love Remembers (WB)
PETER WHITE/Promenade (Sin-Drome)
SADE/Love Delux (Epic)
RICHARD ELLIOT/Soul Embrace (Manhattan/Capitol)
JAZZMASTERS/The Jazzmasters (JVC)
TOM GRANT/The View From Here (Verve Forecast)
LEE RITENOUR/Wes Bound (GRP)
JEFF LORBER/Worth Waiting For (Verve Forecast)

1994

EARL KLUGH/Move (WB)
BOBBY CALDWELL/Where Is Love (Sin-Drome)
PAUL HARDCASTLE/Hardcastle (JVC)
BONEY JAMES/Backbone (WB)
TOM SCOTT/Reed My Lips (GRP)
NORMAN BROWN/After The Storm (MoJAZZ/Motown)
BASIA/The Sweetest Illusion (Epic)
DAVID BENOIT/RUSS FREEMAN/Benoit/Freeman Project (GRP)
PATTI AUSTIN/That Secret Place (GRP/MCA)

1995

RICK BRAUN/Beat Street (Mesa/Bluemoon)
BRIAN CULBERTSON/Modern Life (Mesa/Bluemoon)
PAT METHENY/We Live Here (Geffen)
JAZZMASTERS/Jazzmasters II (JVC)
GREG ADAMS/Hidden Agenda (Epic)
VANESSA WILLIAMS/The Sweetest Days (Mercury)
TOM SCOTT/Night Creatures (GRP)
JEFF LORBER/West Side Stories (Verve Forecast)
CHRIS BOTTI/First Wish (Verve Forecast)
NELSON RANGELL/Destiny (GRP)

1996

BONEY JAMES/Seduction (Warner Bros.)
DOC POWELL/Laid Back (Discovery)
COUNT BASIC/Movin' In The Right Direction (Instinct)
RIPPINGTONS/Brave New World (GRP)
JEFF LORBER/State Of Grace (Verve Forecast)
AVENUE BLUE/Naked City (Mesa/Bluemoon)
RICHARD ELLIOT/City Speak (Blue Note)
PETER WHITE/Caravan Of Dreams (Columbia)
JOE McBRIDE/Keys To Your Heart (Heads Up)
HERB ALPERT/Second Wind (Almo Sounds/Geffen)

Dave Koz: "1987 was a very important year in my life. I had graduated from college the year before as a mass communications major. I remember



telling my parents, who were questioning what I was going to do with my life: 'Let me give music six months and we'll see what happens.' Shortly after that, I got a call from **BOBBY CALDWELL** and he gave me my first gig.

Through **Bobby**, I met **JEFF LORBER** and I toured with him for the first six months of '87. Between **Bobby** and **Jeff**, they kept me very busy. Through **Jeff**, I met **RICHARD MARX** and I spent the last six months of that year in his band, which was great experience.

"My first recollection of **THE WAVE** wasn't hearing it, but seeing their trash cans covered with their logo on the beach. I thought it was a great and very aggressive marketing campaign. I was surprised when I heard that it was such a smooth type of station. This was before I was a recording artist or even thought I might become one. So it wasn't like I thought, 'Oh great, a place to get my music played.' My initial thought was that it was so different than any other kind of radio station out there and exposed a whole style of music [that had been invisible on the radio before that].

"**NAC** is without question my core format, and I think it's a great format for hearing and pioneering new artists. More than any other radio format I know, there is a genuine partnership between all the parties involved: radio, records, artists, and fans. That's something very special to me. I started making records when **NAC** was a baby format, and I'm very proud to have had my music embraced by it."

musical melting pot

NAC's audience is one of the more ethnically diverse groups you'll find: 46% white, 34% black, 12% Hispanic, and 8% Asian.

Source: Media Audit

Brian Culbertson:

"I was in eighth grade in **Dekalb, IL** in 1987. At that point, I was playing trombone in the school's regular band and the jazz band. I was also a bass player. I had just started to get into **MIDI** and keyboards. When friends and I used to drive up to **Chicago**, we'd listen to **WNUA** as soon as we got within signal range. I remember checking out the music that was new on the air. This kind of radio has given me a vehicle to get my music out there. Otherwise no one would hear it!"



Patrick O'Hearn:

"In 1987 I was making music, and I released 'River's Gonna Rise.' **NAC** radio at that particular juncture came into a synchronized orbit with the music I make. I got some good exposure that helped spread my music to a much wider audience than would have heard it otherwise. I was living in **L.A.** and I first heard **KUTE** and then **THE WAVE**. I thought, 'This is so great. I wish I had a bottle with a genie and enough money to buy a radio station because the time is right!' What a brilliant and optimistic period! Music that had been so sheltered [was finally being heard], and people really enjoyed it. I was intrigued that a commercial station was making a foray into this sort of music."

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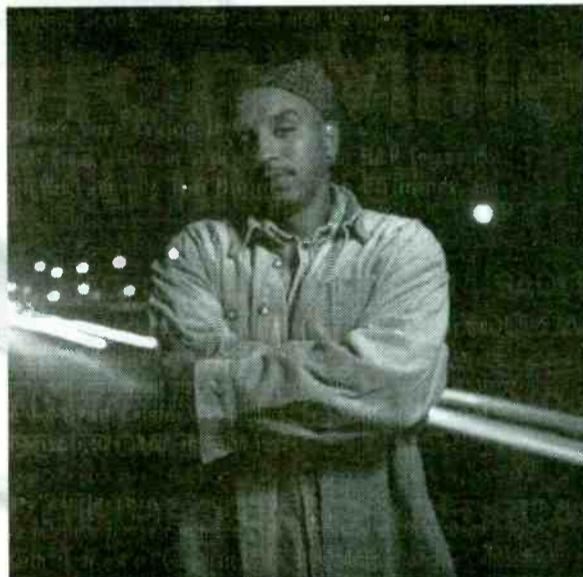


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nac: the cool explosion

Radio For 'A City Of Big Shoulders'

Longtime WNUA PD Lee Hansen on building the Windy City legend



When it signed on in August 1987, seven months after the launch of KTWV/Los Angeles, WNUA/Chicago became the nation's second NAC radio station. Its call letters and original slogan ("Music For A New Age") clearly defined the now-legendary station's original programming slant.

WNUA's evolution into one of the nation's premier Smooth Jazz outlets mirrors the audience's changing wants and needs in microcosm, in addition to reflecting growing programming savvy. Lee Hansen, who served as PD for the past eight years before being named KKSF/SF OM last November, traces WNUA's journey.

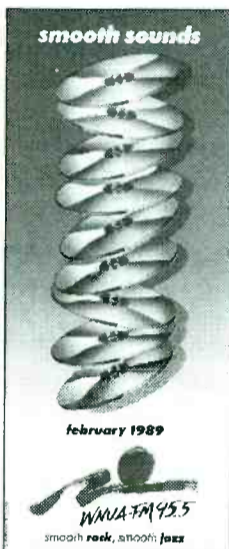
Hansen became PD in September 1989, succeeding original PD Bob O'Connor. "The team that preceded me did a good job of figuring out what Chicago wanted of an NAC station. They experimented — discovering what to do and what not to do — and had that 'fit' already identified by the time I joined. The station had learned to crawl, and then it was time to learn how to walk."

Purely by coincidence, several other key positions on WNUA's staff were open, including that of promotions director and news person. So when Hansen arrived, the team charged with maturing the station was relatively new. (GM John Gehron came aboard in July 1989, replacing original GM J. Michael Donovan.)

"At that time, there was more new age music being played than there is today," Hansen recalls, "and more of the soft rock, singer-songwriter element that has still continued to work well in some markets. We were all drawing from the same [musical] gene pool but fitting it to our markets. As we dialogued with the audience in Chicago, we found we could strip away some of the dreamier, ethereal new age and folk-based music. While [those genres] made sense conceptually, they didn't hang together with the urban grooves that were so essential.

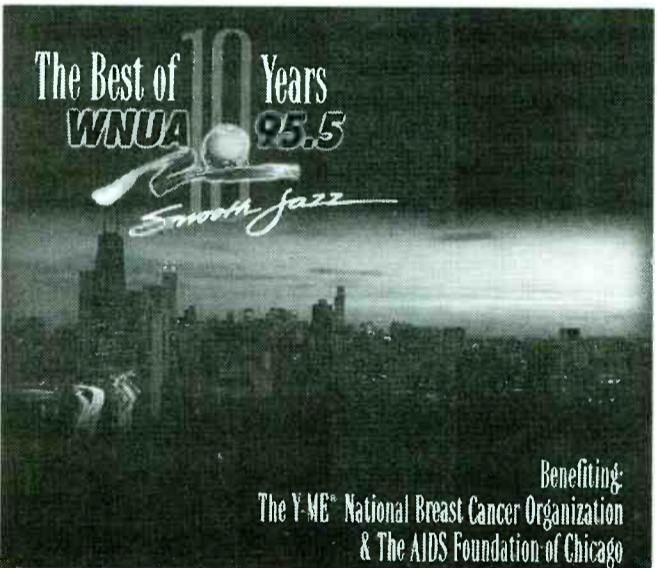
"Because we were located in the heartland, we felt our version of

the format needed to be more physical, if you will, and less cerebral. That doesn't mean the music can't have a spiritual component, but it's a 'physical' manifestation of that spirituality. With some of the earlier versions, NAC then was almost a format to dream with. Chicago is a 'city of big shoulders' and we need a station that [people] can work with, a station that will move you along, that will keep you warm on those bitter winter days and cool you off when it's sweltering.



"Announcers have played an integral role at WNUA from the beginning. Even six months after The Wave's experiment without announcers, it had already been determined by many of us that announcers were seriously needed. One of the things that Frank Cody, Chris Brodie, Paul Goldstein, and Tom Miller — the founding parents of the format — discovered is that [listeners] didn't want noisy, smarmy DJs. But they did need musical hosts or guides. Because the music was and is in large part unfamiliar to the masses, you need hosts as companions to make them comfortable with it and bring it to life.

"Another key on-air component is WNUA's musical signatures. The jingles
Continued on Page 52



Paul Hardcastle: "In 1987, I'd just



had a big hit with 'Nineteen,' which was number one in 13 different countries. I remember exactly when I first heard NAC radio. I heard TALAYA on THE WAVE. Great! I was encouraged because it let me know there was actually an audience [for someone like me]. I've come over from England a number of times when JVC has launched my albums, and I've seen the people

who buy my records in America. They are tremendously faithful. I'm glad there is such a big audience for this music and so many successful stations."

n a s e a ?

NAC lovers just can't resist the combination of a gentle breeze and rolling waves: They're 49% more likely to own a sailboat than the public at large.

Source: Media Audit

Bob James:



"When this format started, I was switching over from COLUMBIA to WARNER BROS. It was about that time that I did a very important project for me — an album with DAVID SANBORN called 'Double

Vision,' which was very successful for us. The format was a major part of its success. Throughout NAC's entire growth, the challenge has always been [balancing] a smooth mood while keeping it from sounding like background music to the point where listeners don't care who the artists are.

"The best NAC stations were [and are] the ones that somehow found a way to let the public know who the special people were who were making the music. When they found that balance and helped create real fans, rather than falling asleep on us, I knew we were still healthy. Stations don't want to talk too much and yet, if they don't talk enough [to help create a solid artist identity], listeners won't get to know us.

"When I first heard NAC, I hoped it would be successful because I knew I was in that genre and because it's the kind of music I wanted to listen to on the radio myself. Trends in radio are sometimes short-lived, so it's great that NAC is going stronger than ever in its tenth year!"

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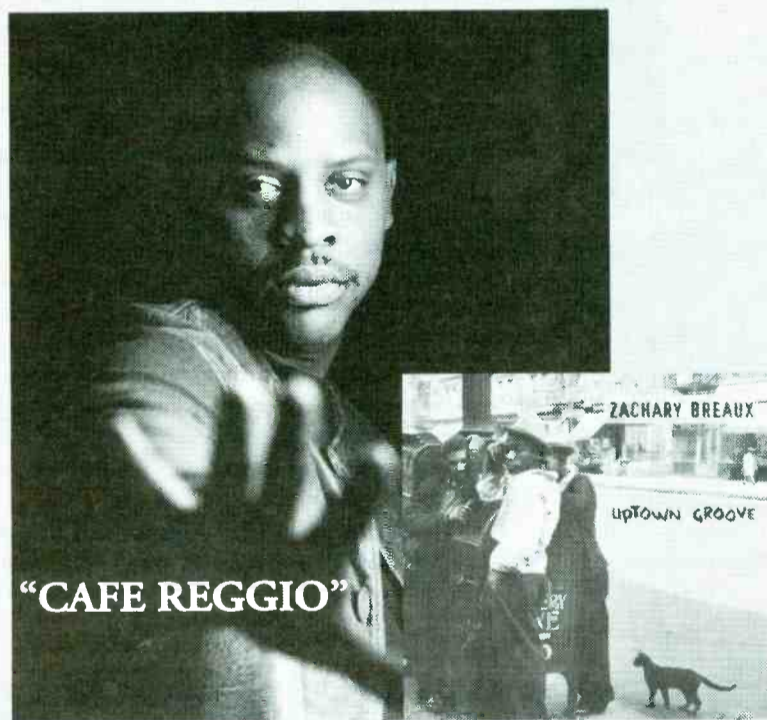
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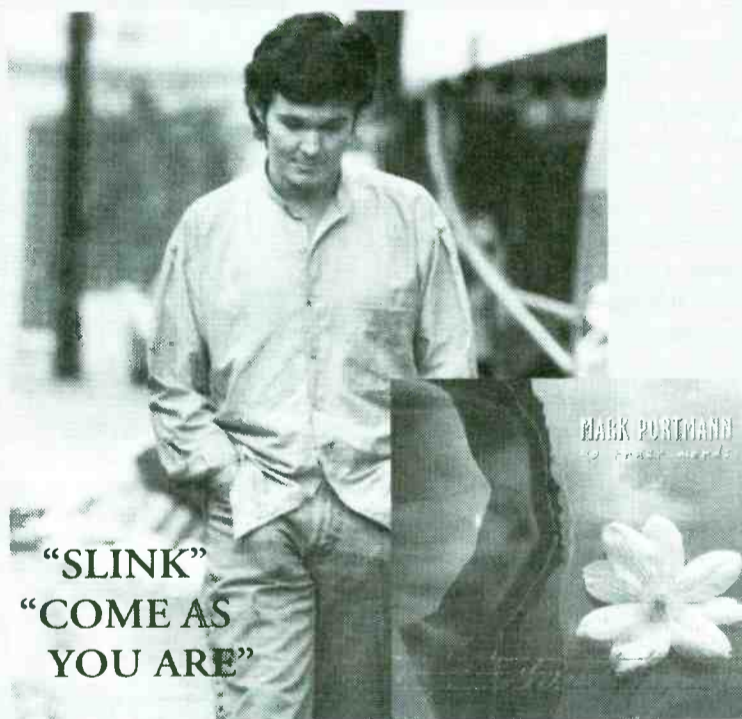
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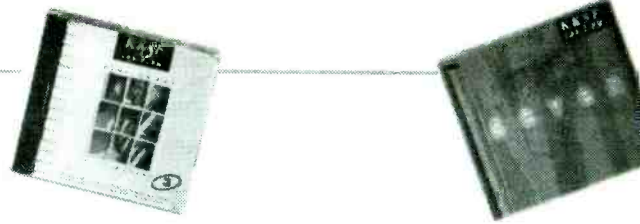
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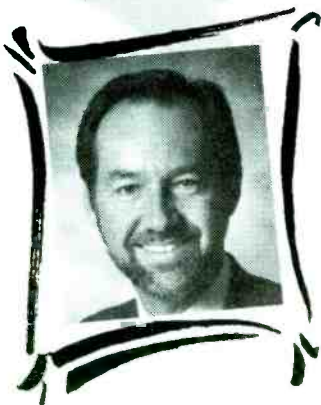
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KKSF: 'Where The Music Speaks For Itself'

Founding GM Dave Kendrick recalls an astonishing first decade



Ten years is a long time to do most things in today's business world, let alone in the world of radio. **KKSF/San Francisco's** story is one about taking chances, strong corporate support, vision, focus, hard work, and people.

KKSF is one of NAC's true success stories and certainly one of the Bay Area's shining radio stars. Founding GM **Dave Kendrick**, who has guided this station's success from the very beginning, recounts the extraordinary journey.

"During the summer of 1987, something happened to San Francisco radio that would forever change the listening habits of hundreds of thousands of Northern Californians," Kendrick

remembers. "One day, announcers at 103.7FM were taking requests for their 'Yes/No' format; an hour later, they were playing artists such as **John Jarvis, Rickie Lee Jones, David Sanborn, and Skywalk** and trying to pronounce names like **Vollenweider, Klugh, and Koinonia**. Was the Bay Area ready for such a change? What were this rookie GM and PD up to? How did they ever come up with a format that featured music spanning genres from **Dave Grusin to Icehouse, George Winston to the Pretenders, and Eric Clapton to the Yellowjackets**? Could it be a factor in the crowded Bay Area radio market? Would it be able to survive with one of the country's only remaining successful traditional Jazz stations [**KJAZ**] and a brilliantly conceived UrbanAC station [**KBLX**] on the other? Today, the answers are obvious. The tough — and interesting — part is how we got there.

"Similar to many new formats, KKSF was conceived in a conference room with a market study. In this case, the participants were then-**Brown Broadcasting** Chairman, the late **Willet Brown**; current Chairman **Mike Brown**; President **Phil Melrose**;

and myself. The choices were clear: Either go the safe route and fill the large existing AOR hole or gamble on what Phil called 'Hip AC,' a cross between the format of **KTWV/L.A.**, the daytime format of **KINK/Portland**, and nighttime programming at **KIFM/San Diego**.

"The overwhelming vote that day was to go with a targeted, localized, well-executed Adult Contemporary format that challenged conventional wisdom regarding types and mix of music. A true alternative in every sense — musically, formatically, commercially, and environmentally. A format that would touch people's lives; a station that would have impact on the community. I'll never forget Mr. Brown saying as we left the room, 'Gentlemen, you've got my approval and backing. Now make it happen.'"

The all-important first step was to find a PD candidate who shared the same vision and passion for the station and sound they wanted to create. And along came **Steve Feinstein**, who came highly recommended by consultant **Bob O'Connor**. "According to Phil, Steve's audition tape wasn't all that

spectacular," Kendrick recalls. "I don't remember his tape as much as I remember Steve's passion for music, radio, and San Francisco. He was hired virtually 'on the spot,' and we began to quietly map out our format and strategy.

"Again, with **KJAZ** on one side of us and **KBLX** on the other, we knew early on that traditional jazz and crossover pop vocalists would not work. And while we certainly respected and admired the gutsy work **Frank Cody** and his crew were doing at The Wave, our instincts told us to tread carefully in this area.

"Our decision was to blend powerful contemporary jazz and world-flavored, structured solo piano and guitar instrumentals with exceptional pop artists and soft rock vocalists. While who we played was important, how we played them was even more so. And this is where "Steve shined. He delicately balanced tempo and texture to achieve the right ambiance to satisfy listeners throughout their day. Steve once said, 'We want a sound that is far from wildly eclectic. The glue that holds the mix together should be a consistent sense of texture and melody. To avoid becoming yuppie muzak, we have to strive for music that has substance and character and avoid generic jazz fusion and schmaltz.' Former MD **Nick Francis** [now **KYOT/Phoenix PD**] said, 'The music has to enhance — not just fit — the format.' We also knew we had to create a sound that was compatible with the feel of the city and the entire Bay Area.

"Forced into debuting early because of rumors of other Bay Area stations looking at a Wave-type format, Steve, Phil, Bob O'Connor, and I combed our own record libraries and virtually every San Francisco record store to get enough material to kick off the first weekend. Steve sat in his office handwriting the logs as the announcers stood at his door; Bob started putting together a playlist, while Phil and I began strategizing our sales and marketing approach.

"From day one, I knew we were on to something. Calls and letters from friends, family, competitors, clients, and listeners poured in. Restaurants and shops all over the city started playing us. The tremendous word-of-mouth advertising that is so important to our format began. The overwhelming response was that our sound 'matched the mood of the city.'

"From the start, live announcers were crucial to our success. We needed friendly, informative people to guide our listeners through this maze of new music. As the station has grown, the announcers have taken on an even larger role, becoming prime spokespersons for the station at listener events and in many other areas of the community. I credit all our on-air hosts for carving out strong identities and benchmarks for themselves, their dayparts, and the station.

"We decided early on to not embrace an on-air slogan. We wanted to let the music speak for itself. We even went so far as to

Continued on Page 45



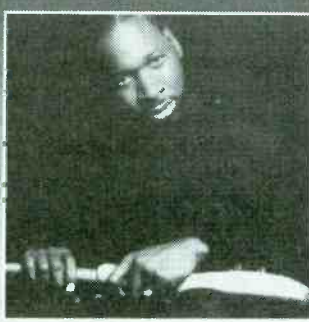
PROFOUND CONNECTION TO COMMUNITY — Through the donations of artists such as *Najee* (top, second fr. l), outdoor advertisers *TDI* (who contributed busboards), and the station's tireless staff, KKSF responded to the AIDS epidemic by releasing seven editions of its music sampler. A consistent Bay Area best seller, it has raised over two million dollars for the SF AIDS Foundation. GM Kendrick and late PD Feinstein present a check to Pat Christen, the Foundation's Exec. Dir.

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Norman Brown

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NAC Albums ⑦
The album that brought you the #1 Track continues with "Third World" NAC Tracks ⑥



Wayman Tisdale

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Norman Connors

On your desk 2/17

Easy Livin'
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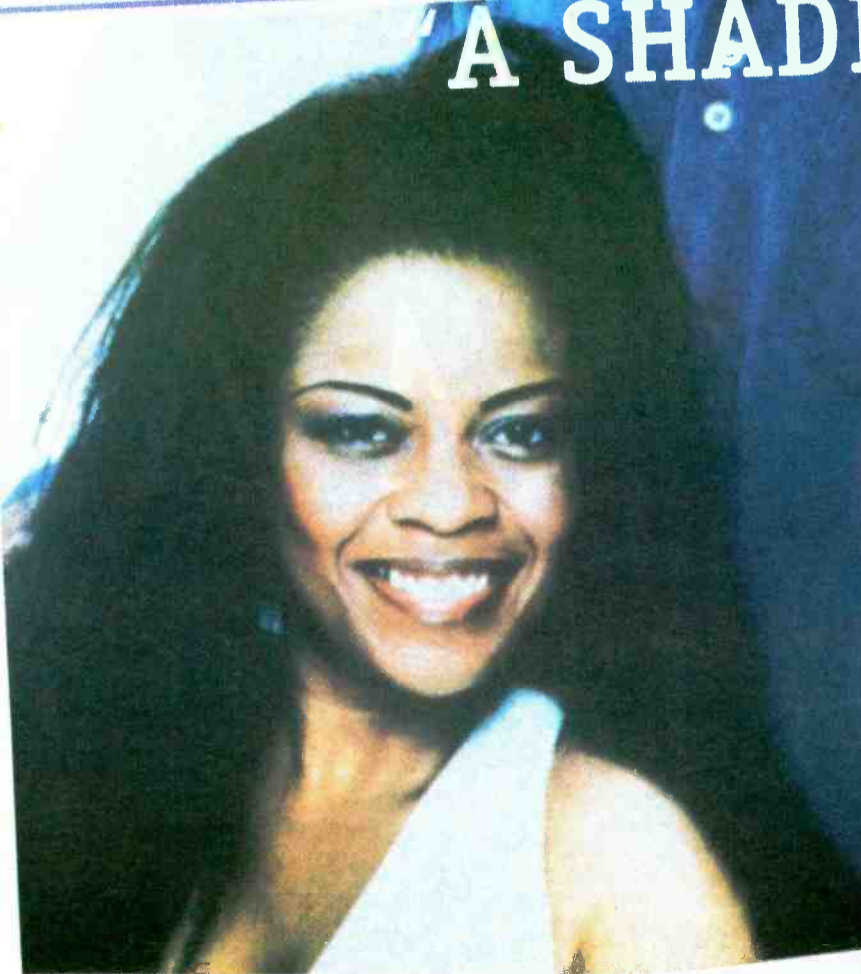
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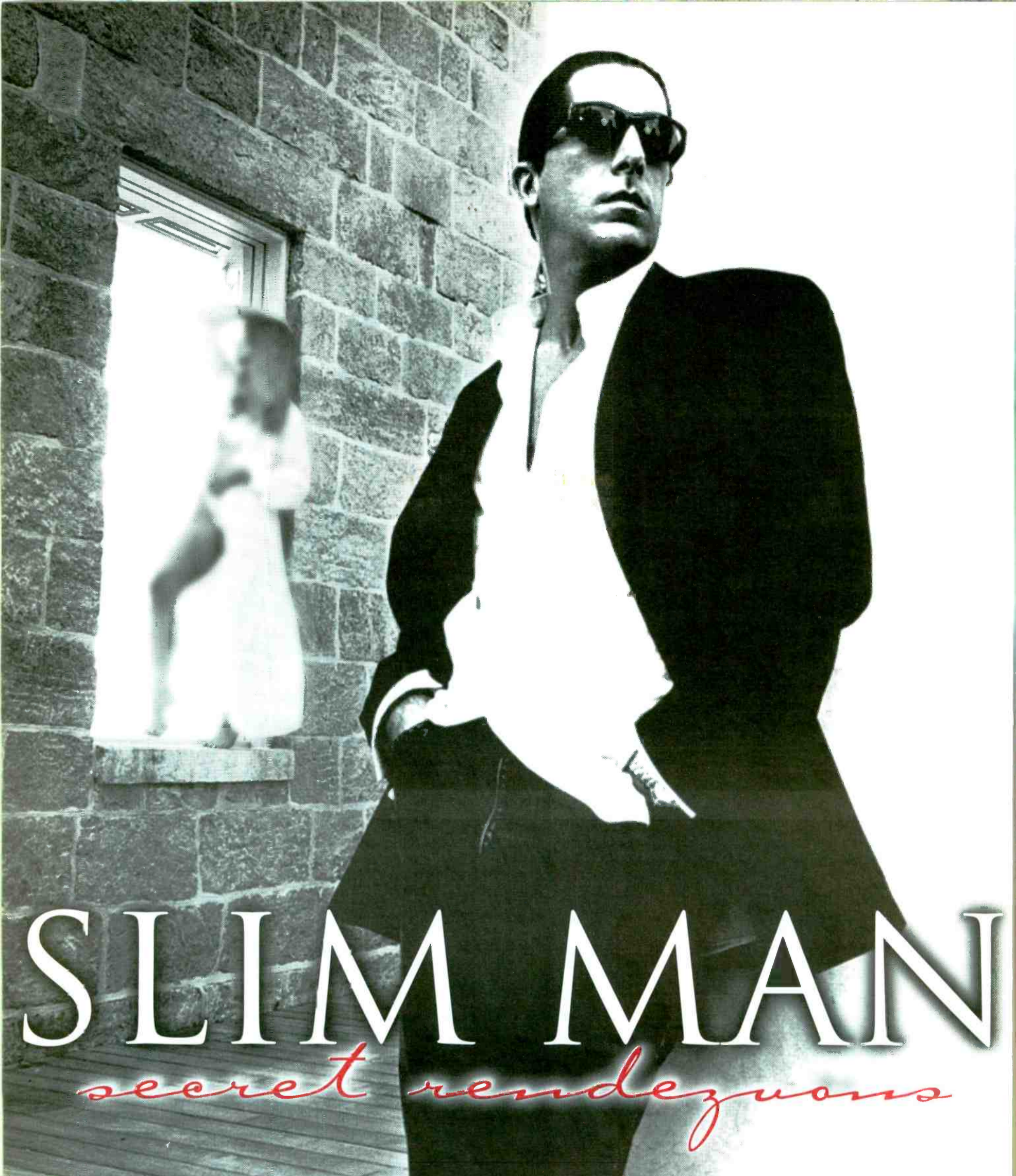
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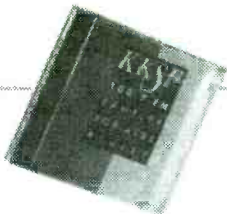
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KYFX	WEZV	WJCD	WAEG	KSBR	KUOR	WJAB	KCIY
WSMJ	KQXT (AC)	KJZY	KMGQ	WZJZ	WONB	WTMD	WLIF(AC)
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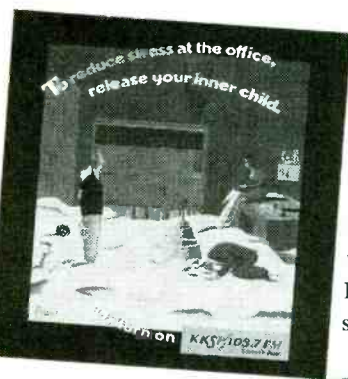
Continued from Page 42

say there would be no 'J' (jazz) words, no 'NA' (new age) words, or no 'R' (relax) words mentioned on the air or in our marketing materials. We had no musical ID or 'station voice.' Our early off-air positioners were 'Music Without Borders' and 'Where The Music Speaks For Itself.' It took several years to finally settle on 'Smooth Jazz' (thank you, **Broadcast Architecture**). We positioned the benefit in our marketing as escaping the routine, avoiding stress, and winding down.

"With the format up and running, we began to create programs such as the 'Sampler Hour,' 'Dreamsets,' 'Lights Out,' and 'Taste Of Brazil.' Now it was time to get the word out. Our marketing strategy was threefold: Make the partisans feel important, target new listeners, and play a key role in the community.

"With the core, we began what I call 'relationship marketing.' Over the years, we've staged a dozen free listener appreciation and rising star parties with KKSF artists. We've built a database of over 120,000 subscribers who receive our quarterly magazine, *MusicNotes*. Our interactive phone system, the Bayline, now serves tens of thousands of listeners each month. Our fax database is up to 20,000 active listeners. KKSF was the first commercial station on the World Wide Web and our e-mail service, InterNotes, also reaches thousands.

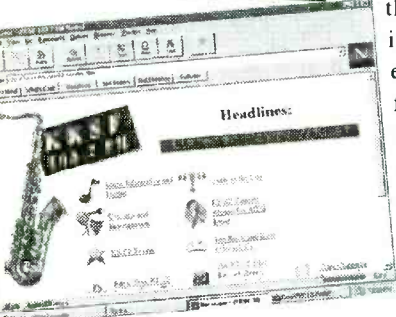
"We decided against television from the start. Instead, we sent mailers describing the sound of the station to a targeted direct mailing list and eventually produced the first mass mailing of audio tape boxes with the sound of the station. Mailing over 750,000 of these over the



last several years has been a major factor in taking the station from a top 10 rank to number one or two. We also use heavy transit, magazine, and public radio.

"KKSF has always used strategic research to measure how we're doing and has been using Broadcast Architecture for the past several years to refine the playlist.

But it has always been up to the staff on how to implement the results. This entrepreneurial spirit and freedom have created one of the most consistently and successfully programmed stations in the country. Moving from #33 to the top 10 in the coveted 25-54 demo within the first year — and ranking as the



number one music station six times and the overall 25-54 station once — was beyond our wildest dreams.

"As far as community involvement, our proudest achievement has been the 'KKSF Sampler For AIDS Relief' CD. By early 1988, KKSF's power to reach its audience had become abundantly clear. At about the same time, AIDS began to assume crisis proportions in the Bay Area. Fear and misunderstanding were as epidemic as the disease itself. That's when the light went on. If our special blend of music was working for Bay Area audiences, why not put the formula to work in the fight against AIDS? What started out as a one-album project targeted to raise \$30,000-\$50,000 has turned into the seven-album series. Over 325,000 units have been sold in the Bay Area, and we've raised in excess of two million dollars for the San Francisco AIDS Foundation. KKSF Samplers regularly rank as the number one seller in Tower Records for the entire holiday selling season.

"The key to all of this? People. Dedicated, hard-working people. Our staff gives 100% at work every day and spends countless hours of their own time working on station projects and events."

Remembering Steve Feinstein

Always witty ... and sometimes a prankster

Since his death last September, many serious, thoughtful words have been written and spoken about late KKSF/San Francisco PD Steve Feinstein. At his memorial service last October, I overheard the following anecdote that illustrates the devilishly playful side of Steve's sense of humor.



Although they had been format rivals for some years, the programming teams of KKSF and KBLX/SF (including 'BLX PD Kevin Brown and MD Ron Cadet) had never met until an equipment manufacturer invited them, along with representatives of other local radio stations, to a product presentation.

Several days later, Cadet was in his office having a phone conversation with longtime friend (and his former intern from another station some years before), KKSF midday personality Miranda Wilson. They were on the speakerphone in KKSF's studio. Unbeknownst to Cadet, Feinstein entered the booth and, recognizing his voice, asked Wilson, "Is that Ron?"

Days passed. Cadet heard himself paged on the station's intercom: "Ron, call the front desk." He was told that the owner of KBLX, someone with whom he had never had a conversation, was on the phone. Wondering what he might have done that would make the owner call, he picked up the phone.

The man on the other end of the line identified himself as the owner and, emulating the owner's distinguished tones, said, "Ron, I understand you're talking to people at other radio stations, fraternizing with our competition. I want to know what that's all about." Only during the ensuing silence did Cadet realize that Feinstein had gotten him — and gotten him good.

The man on the other end of the line identified himself as the owner and, emulating the owner's distinguished tones, said, "Ron, I understand you're talking to people at other radio stations, fraternizing with our competition. I want to know what that's all about." Only during the ensuing silence did Cadet realize that Feinstein had gotten him — and gotten him good.

Keiko Matsui: "In 1987 my husband KAZU and I had been married a year, and we were living in Los Angeles. I released my first album, a honeymoon album: 'A Drop Of Water.' So the 10th anniversary of THE WAVE is almost my anniversary, too. At the same time, I began my concert career performing at a club called At My Place in Santa Monica, CA.



"I first heard NAC radio on KUTE/LOS ANGELES, which they called 'The Quiet Storm.' I found the music very comforting. I liked the nice balance of instrumentals to vocal tunes, a very good selection."

Who has time to cook? About 30% of NAC listeners don't, so they frequented a fast-food restaurant at least three times last week. That number is significantly higher than the 23% of the general population.

quick bites

Who has time to cook? About 30% of NAC listeners don't, so they frequented a fast-food restaurant at least three times last week. That number is significantly higher than the 23% of the general population.

Source: Media Audit

Jeff Golub: "1987 was an odd year for me because I had left BILLY SQUIER a year before and was playing sessions. I was struck with debilitating tendonitis in my hands, which were in braces for six months. And doctors were telling me to find a new career. I wasn't accepting that, so I pursued various therapies. My hands came back and I started playing again, concentrating on instrumental music. The first NAC radio station I heard was THE WAVE. I was knocked out that there was an actual commercial station that played this great music 24 hours. It gave me hope and did just what I hoped for, which was to catch on. At that time, I put out 'Unspoken Words,' which had quite a rock sound. The format was much mellower then, but as it's changed and opened up, I've mellowed and we've met somewhere in the middle. I'm impressed with the way the format has evolved."



THE WAVE

94.7 KTWV

From a Ripple to a

BREAKER

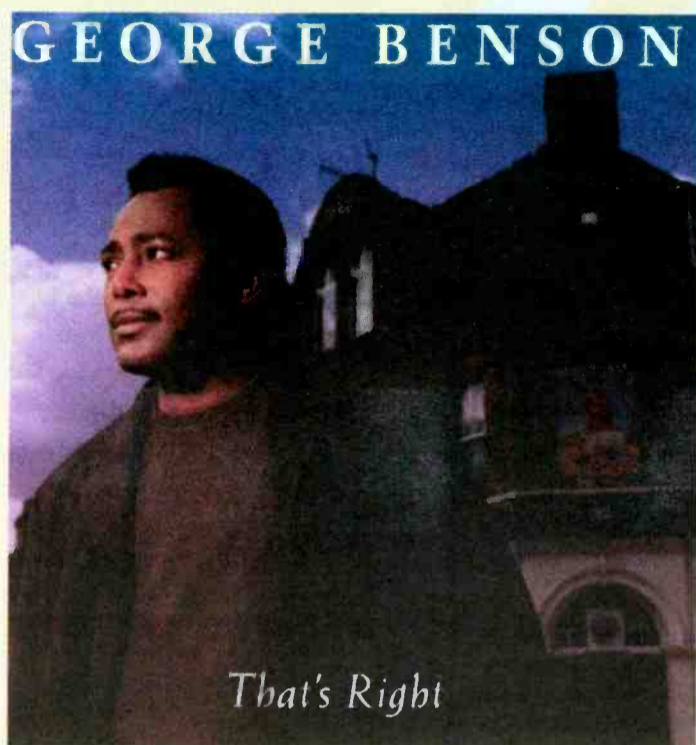
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The World According to GRP

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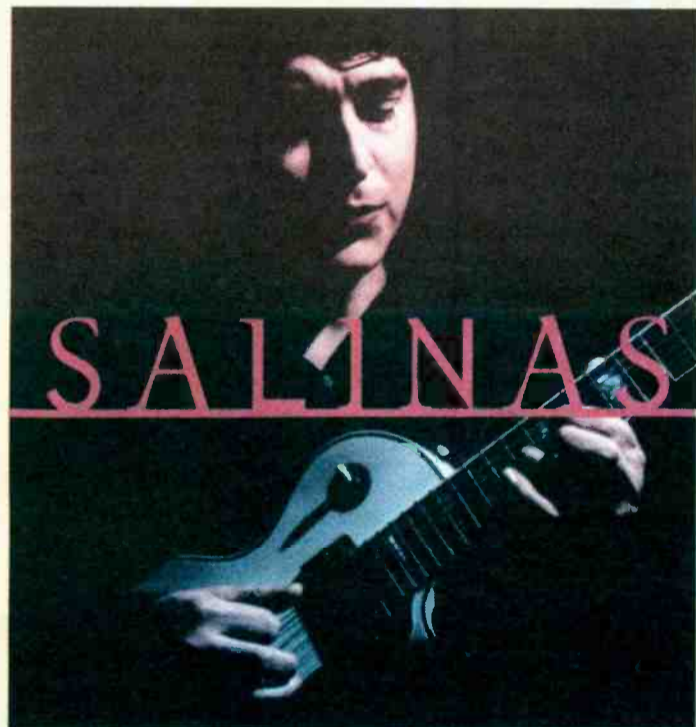
"One of his best albums in years...It features an outstanding blend of funky jazz and soulful R&B."

-USA Today

Featuring "The Thinker"

NAC TRACKS 7 - 5

NAC ALBUMS 5



"He is already one of my favorite guitarists in the world today."

-George Benson

Featuring "Santa Cruz" and "Cha Cha Rock"

Impact date: February 27

And There's More To Come....

URBAN KNIGHTS, *Urban Knights II*

Featuring Ramsey Lewis, Najee,
Jonathan Butler, Gerald Albright and more.
First Track, "THE PROMISE"

Impact date: March 13

NELSON RANGELL, *Turning Night Into Day*

"An artist of depth, a master of song and
an improviser nonpareil."
-Jazziz

Impact date: April 3



GRP means Great Records, Period

nac: the cool explosion

KOAI: An 'Oasis' For Thirsty Dallas Listeners

Former PD Paul Goldstein reveals strategy for building a powerful brand image



One of the founding fathers of **The Wave**, **Paul Goldstein** is one of the most influential and respected programmers in the format. Now **WNUA/Chicago OM**, Goldstein describes how he took another seminal station, **KOAI (The Oasis)/Dallas**, to better than a five share — and kept it there.

"There I was promising one of radio's most respected group heads that if he hired me, I'd help increase his 12+ share from 1.9 to a 5.0 and I wasn't even taking prozac or dhea, at least not yet. The scariest part was he and his colleagues said, 'Do it; we want it on the air in four days.'

Granum Communications CEO **Herb McCord**, CFO **Peter Ferrara**, and **Skip Schmidt** championed a dream I had to program a true mass-appeal NAC radio station. Their unyielding support helped result in a big hit.

"In 1992 Granum owned a fledgling 'Rock AC' format in Dallas, **KCDU**, that was rich with superb air talent and managed by one of the best GMs in the business, **Skip Schmidt**. **Gannett** owned Dallas/Fort Worth NAC outlet 'The Oasis' which, under the excellent program direction of **LaMonica Logan** and the inspired research consultation of **Broadcast Architecture**, had grown to a respectable 3.5 12+ share. **Gannett** built a powerful brand with **The Oasis**. In addition to **LaMonica's** expertise, former programmer **John Frost** did a great job with the early development of NAC in 'Big D.'

"Fall 1992. **R&R's** 'Street Talk' printed the rumor that **Gannett** might drop NAC. The cat was out of the bag, so I urged Granum to take the format (the name, "The Oasis" wasn't trademarked) should this occur. They moved swiftly. **Gannett** did change format from NAC to CHR on a Sunday morning. We had assembled a launch team the previous week that worked through the weekend readying the re-emergence of **The Oasis**. World-class MD **Tom Miller**, **Broadcast Architecture's Frank**

Cody and **Allen Kepler**, air talent **Trevor Ley**, and programming assistant **Chales Daly** made it happen. Less than 24 hours after **Gannett** flipped, we signed the format back on its new home at 107.5, primed for Monday morning workplace listening. We were a notch up the dial from the former position at 106.1.

"Ten-second television spots announced our 'move' to the 'top of the FM dial.' Even crosstown **KVIL** morning legend **Ron Chapman** helped by mentioning us, reinforcing the perception that **The Oasis** had simply moved up the dial. A few weeks later, the airstaff was added, consisting of **Gannett** morning man **Scotty Brink**, the alluring **Tempie Lindsey** in middays, smooth **Trevor Ley** in afternoons, and passionate **Bret Michaels** in evenings.

"Blessed with a heavenly station name, we set out to enhance **The Oasis** by building the most memorable on-air style and personality that creativity would allow. For example, one way we sold 'variety' was to air promos with an accountant from the prestigious firm that tabulates the **Academy Awards**, **Price Waterhouse**. Tongue in cheek, they certified the huge size of our CD library. Inspired by **Chuck Blore**, one of radio's greatest programmers [in the '60s, L.A.'s **Color Radio KFVB**] and now a multi-award-winning producer, we aired voices of children in our on-air promos. Promos with kids were one of the many tactics employed with the objective of deeply touching and connecting with our listeners' hearts and minds.



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BUILDING ARTIST AWARENESS — Recognizing the importance of legitimizing the music, **The Oasis** has always championed the format's artists. Here former staffers (l-r) PD **Paul Goldstein**, APD/MD **Tom Miller**, Miller's wife **Sabina**, Sony rep **Tasha**, and former AE **Cameron Smith** greet perennial favorite, artist **Dave Koz**.

Pete White:

"In 1987 I was **AL STEWART's** musical director, guitarist, and keyboardist, as I had been since 1975. We were working on an album that came out the next year called 'Last Days Of The Century.' I became aware of **THE WAVE** around 1988, and I remember hearing them play **ACOUSTIC ALCHEMY**. I didn't know anything about them, but I thought, 'Wow, these guys are making instrumental music on guitar. I could do that!' So I did. I thought it was great there was a format for instrumental music that wasn't necessarily jazz.



"Another pivotal moment listening to **The Wave** during that time was when I heard them play a song from 'Last Days Of The Century' called 'Ghostly Horses Of The Plain,' which was an instrumental and mostly featured my playing. I thought, 'Wow, that's me on the radio!' At the end of it the announcer said, 'That was **Al Stewart**.' That gave me a kick in the pants to record my own solo project in 1989, which was my first album, 'Reveillez-Vous.'"

up, up & away

NAC partisans are more likely to take off! Almost one in four (23%) flew three or more times in the last year; by comparison, just over one of six people overall (18%) flew that frequently.

Source: Media Audit

Jeff Lorber:

"In 1987 I was taking a short leave of absence from this type of music. I was more involved with R&B and dance music as a session



musician, working a lot with [MCA A&R executive] **LOUIE SILAS JR.** We worked on remixes for artists like **NEW EDITION** and **BOBBY BROWN**. The reality of NAC -- what it was and what it became -- really hit home for me when I recorded the 'Worth

Waiting For' record for **VERVE**.

"On that national tour, I visited and listened to so many stations. Their sound was extremely comfortable and familiar to me because it was everything I was involved with from the mid-'70s to the mid-'80s -- melodic, pop-oriented, jazzy instrumental music. Then, when I produced **ART PORTER's** debut record, that helped me get my own record deal. I've been very involved with NAC since then, and everything I've done has been aimed squarely at that target. NAC radio has been great for me because it's given me a chance to express myself creatively and make a living doing it. I can't ask for anything better than that."



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"radio's hottest format."

—*Newsweek*

Last May, Newsweek declared NAC "radio's hottest format." They also identified Broadcast Architecture as "the consulting firm that almost singlehandedly created the smooth jazz revolution." Fact is, the credit belongs to the great music and the dedicated broadcasters at stations like KTWV, WNUA, KKSF, WJJZ, WVMV, KOAI, WJZW, WOAZ, WLVE, KWJZ, WJJJ, KYOT, WNWV, KHIH, KKJZ, WVAE, KCIY, KSSJ, WJCD, KCJZ, KBZN, KWSJ, WSJZ, WSJW, WSMJ, KUCD, KOAS, KEZL, WJZK, WVCO, KSMJ and KOSJ.

With passion and commitment from stations like these, it's a piece of cake.

BROADCAST ARCHITECTURE

nac: the cool explosion

The Broadcast Architecture Story

Evolution of the format and the consultancy that helped put it on top — Allen Kepler

Broadcast Architecture's roots can be traced to the 1986 think tank that led to the creation of **KTWV (The Wave)/Los Angeles**. About a year after **Frank Cody** and **Owen Leach** first worked together on the **KMET-to-The Wave** format flip, they formed a partnership in Princeton, NJ under the **Pyramid Broadcasting** umbrella.

In 1988, BroadcastArchitecture [BA] conducted research for all of Pyramid CEO **Rich Balsbaugh's** radio stations, including **WXKS/Boston**, **WYXR/Philadelphia**, and **WNUA/Chicago**, which had flipped to NAC in August 1987. BA's VP/Programming **Allen Kepler** describes the firm's growth chronology and the development of the format to whose success it is inalterably linked.

"WNUA originally signed on as 'Music For A New Age' based on the success of KTWV and the

current interest in new age music. Attempting to obtain competitive ratings in America's heartland was not easy. We tried to find a way to break through to more listeners and keep the core excited as well. Many different leans and ideas were tried: 1988 and 1989 were definitely two years of experimentation.

"In summer 1989, BA conducted one-on-one interviews, called 'Face-Off,' with several WNUA listeners. During this study, we were trying to find out what our listeners called the music they heard on WNUA. Many respondents used 'jazz,' but others said it wasn't *really* jazz. A woman who had been a loyal listener from the beginning was very eloquent in expressing her thoughts: While other listeners used the terms 'smooth' and 'jazz' independently of each other, she put them together without hesitation. She said, 'WNUA plays smooth jazz.' Eyes widened: We all looked at each other and it was clear that 'smooth jazz' was the best way to describe WNUA's music.

"In fall 1989, **John Gehron** joined the station as GM and **Lee Hansen** as PD. The 'smooth jazz' era began for the station as its direction now flowed from what listeners wanted. From 1990 through the present, WNUA has consistently performed as one of Chicago's highest-rated radio stations. In 1990, I joined Broadcast Architecture and continued

to work on WNUA's music research, as well as program over 30 hours of NAC music per week for Tokyo's top-rated FM, **J-WAVE**.

"**Shirley Maldonado** was programming **WQCD (CD101.9)/New York** in fall 1991. At that time, WQCD was facing many challenges because it was struggling with a 1.9 share 12+. Shirley asked us to come in and conduct our Mix-Master music test and 'Face-Offs.' WQCD made a great connection with listeners by locating more familiar vocals and smoothing out the instrumental mix. Ratings began to soar.

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The Ultimate Top 30

BA's highest-testing songs of all time (through 1996)

- SADE/Smooth Operator
- KENNY G/Songbird
- KENNY G/Forever In Love
- ANITA BAKER/Giving You The Best That I've Got
- SIMPLY RED/Holding Back The Years
- ANITA BAKER/Sweet Love
- PATTI AUSTIN & JAMES INGRAM/Baby, Come To Me
- NORMAN BROWN/That's The Way Love Goes
- TONI BRAXTON/Breathe Again
- CHUCK MANGIONE/Feels So Good
- EARTH, WIND & FIRE/After The Love Has Gone
- JOE SAMPLE/Hippies On The Corner
- KENNY G/Silhouette
- HERBALPERT/Rise
- ANITA BAKER/Caught Up In The Rapture
- GEORGE BENSON/On Broadway
- MARIAH CAREY/Can't Let Go
- CANDY DULFER & DAVID STEWART/Lily Was Here
- KENNY G/Midnight Motion
- LUTHER VANDROSS/Here And Now
- JAZZMASTERS/Lost Summer
- BONEY JAMES/Ain't No Sunshine
- GEORGE BENSON/Breezin'
- GROVER WASHINGTON JR./Just The Two Of Us
- MARVIN GAYE/Sexual Healing
- STEELY DAN/Hey Nineteen
- LEE RITENOUR/A Little Bumpin'
- STING/Fields Of Gold
- JOHN TESH & BONEY JAMES/Can You Feel The Love Tonight
- JIM BRICKMAN/Angel Eyes

Bobby Caldwell: "I was getting into performing again in 1987 after a four- or five-year hiatus. I was coming off a number one record at the end of '86 with



PETER CETERA & AMY GRANT, 'The Next Time I Fall In Love,' which I wrote. And **BOZ SCAGGS** had a number one record in '87 with my song 'Heart Of Mine.'

"When I first heard NAC radio, my immediate impression was that they had adopted a hybrid of AC, but with a lot of instrumentals. I began hearing artists that you wouldn't have ever heard on the old, prescribed AC stations. At first I didn't see what it would mean to me because of its new age slant. But after the first year, I began to see NAC radio as an alternative venue for artists like **MICHAEL MACDONALD**, **BRENDA RUSSELL**, **PATRICE RUSHEN**, even **STING**, and myself. This was great because pop formats were mutating in a way I found barely desirable."

Impulsive Itineraries

NAC listeners are heavy users of airlines such as Midwest Express, Southwest, and America West. Since these low-cost regional carriers have less stringent booking requirements, it may indicate the format's fans love last-minute weekend getaways.

Source: Media Audit

Marilyn Scott:

"1987 was a difficult time for me. I was re-evaluating what I was trying to do in my career, whether it was one that I could rely on and still be a solo artist. I was in the middle of a transition of being tossed around from label to label and that made me wonder whether I was capable of surviving as an artist. I was writing a lot. Music was changing — I was jazzy but with an R&B flavor — and I was trying to find a home for that. What I had in 1987 was Japanese airplay on my album 'Sky Dancing.' If it hadn't been for that market embracing NAC artists, a lot of us wouldn't have deals in America now.

"I first heard this format on **LAWRENCE TANTER's** 'Quiet Storm' **KUTE/L.A.**, which I considered sophisticated soul radio. I really liked their blend of artists and I felt I could fit in there. I felt there was a future for the music that I was already creating in my soul and with my writing partners, **RUSSELL FERRANTE** and **JIMMY HASLIP**."

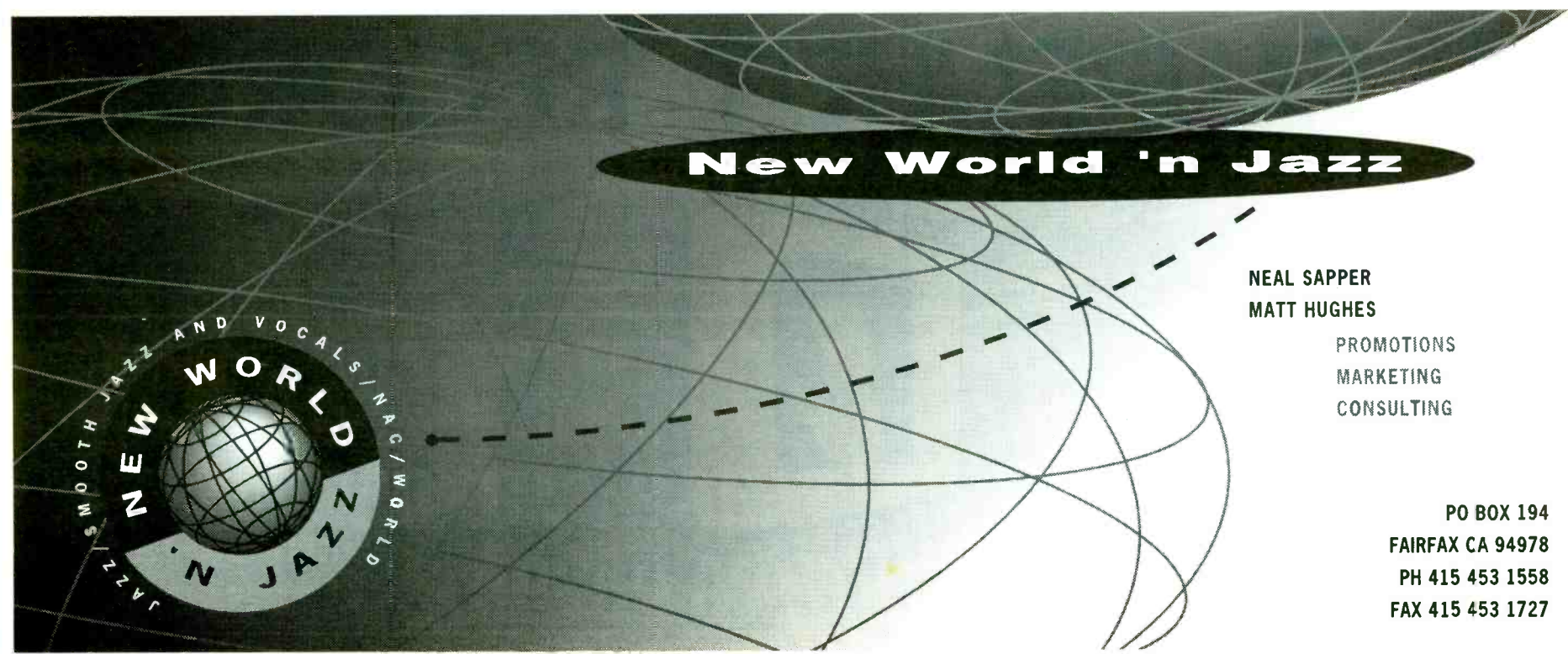


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nac: the cool explosion

What Becomes A Legend Most

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prepared to take the risk. The idea was shelved until the Princeton 'think tank' in 1986.

"The unsung hero of NAC is Metropolitan Broadcasting Pres. Carl Brazell. He was persuaded by Owen Leach to stage a think tank to revitalize KMET/L.A. Out of that brainstorming session were born several alternative concepts to be evaluated and tested. Among them were All-Sex Talk Radio, Contemporary Spanish, The Rock & Roll Adventure, and The Malibu Suite (later renamed The Wave). The two winners in the research were Rock & Roll Adventure and The Wave, but The Wave had something special going for it. For one, the music was fresh and innovative. Secondly, the 'feel' of the concept was mature and relaxing. Third, there were no disc jockeys. This was tremendously attractive to listeners. No DJs meant no b.s. and also telegraphed less commercials. No frills, no gold trim, just sleek and modern.

"The concept of no disc jockeys gave The Wave a huge boost in differentiation. It was like a lightning rod. That's one of the principles we've learned: *To be successful you must offer an appealing distinction.* In place of announcers we hired television actors and voiceover talent to perform 'playlets,' which were short vignettes written by Hollywood screenwriters. Even the timechecks were vignettes. That was one of Paul Goldstein's concepts. Another of his brilliant ideas was 'Lady Sings The News' — a weekly musical review of the headlines sung by Cheryl Bentyne of Manhattan Transfer and written by Bruce Vilanche. Bruce is brilliant and a very funny guy. His credits include tons of films, the Academy Awards broadcasts, Bette Midler's reviews, plus material for dozens of stand-up comedians.

"It appeared quite clear that there was a vast audience of people in their 20s, 30s, and 40s who had no radio station they could call

their own," Cody observes. "CHR was too young and repetitive, AC was corny and unsophisticated, Rock was boring, Talk was too strident, and Public Radio seemed dull and inconsistent. We were obviously ecstatic to see so many people so excited by something smart and relaxing. And then the avalanche of press and publicity hit. A 'wave,' if you will. The format was featured in *Time*, *Life*, *Newsweek*, *Playboy*, Italian and Japanese fashion magazines, on ABC, NBC, CBS, and CNN. I was even interviewed in my home by Maria Shriver for 'The Today Show.' What a trip! I haven't seen that much excitement about a radio format since The Wave, except for WKTU/NY.

"Creating The Wave was a joyful collaboration and a labor of love for all of us. Chris Brodie gave us her superb ears, calm wisdom, and wit. Paul Goldstein brought boundless creativity. Tom Miller kept the machine rolling with endless optimism. Owen Leach provided the ballast of research and defended our creativity. Dan Smith helped us remember the advertiser's point of view. Cheryl Jackson added a graceful visual touch. Jane Shayne got the word out and literally made the stars appear. Howard Bloom kept us smiling and solvent. Karen Sanchez, Nancy Leichter, and a fantastic sales team convinced the clients we really weren't crazy and immediately generated cash flow. But most importantly, Carl Brazell took a chance and trusted us. He deserves two awards: one for vision, another for valor.

"Today, NAC is enjoying a second wave of media interest due to its tremendous current success. It's gratifying to see an idea born out of love of music and radio flourish as a format. The majority of Broadcast Architecture's NAC clients are doing very, very well. Collectively, our Smooth Jazz stations reach over eight million people. NAC has never been stronger and radio has never been a better business.

"The Wave experience taught me that anything is possible. Dreams do come true, but admirable goals aren't enough. Success requires vision and perseverance."

"In October 1992, BA assisted GM Skip Schmidt and PD Paul Goldstein in picking up the format for their station, then owned by Herb McCord's Granum Communications. The team at the new KOAI truly embraced the concept of music testing and research and had an uncanny talent for translating test data into a very exciting radio station.

"It was also October 1992 that we began working with our fourth NAC client, KKSF/San Francisco. Like other BA clients, KKSF had been on the air for a few years. It, too, had a desire to increase ratings stability and connect with listeners more effectively. GM Dave Kendrick and PD Steve Feinstein had developed a unique

Continued on Page 54

Nick Webb: ACOUSTIC ALCHEMY: "When I first heard this kind of radio, I thought it was heaven. For the first time in my life, I was actually part of



something cutting-edge, albeit a more mature and slightly left-field one. It made right everything that I had been doing for the previous 10 years. It was also a moment when I realized this was a uniquely American achievement and something I wanted to be a part of in America. I suddenly felt completely disconnected from my personal struggles back in England. I felt that this was where it was at, and I was terribly happy about it."

give 'em some credit

"The Card" is the credit card of choice for the NAC audience, which is 41% more likely to carry American Express than the general population. Visa and MasterCard are also more likely to be in NAC listeners' wallets, although in lesser numbers.

Source: Media Audit

Suzanne Ciani: "My first album was called 'Seven Waves.' So when I heard about this radio station called THE WAVE, I thought, 'This was made for me.' Everything about my music had to do with the imagery of a wave, the femininity of the sea, something slow, sensual, even mystical — the rhythm of the sea. It just so happened that with the station's initiation, we became partners because 'The Velocity Of Love' became its number one song. That little song added to the fire of the whole NAC movement. It worked for both of us because the response it got confirmed the station's direction. The format has gotten a little jazzier. But in those days, our careers — The Wave's and mine — coincided. I'm happy to say that I've rerecorded it on my Grammy-nominated album 'Pianissimo II.'"



The Broadcast Architecture Story

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establishing WQCD as one of New York City's premier radio stations, both in quality and ratings, peaking at a 5.5 share 25-54 in fall 1994.

"In December 1991, we began working with our third NAC client, KOAI (The Oasis)/Dallas. Monica Logan was a PD facing the same challenge that WQCD and WNUA had dealt with earlier. She needed a way to connect with listeners and grow in popularity. With a two share 12+, the pressure was on. Over the next several months, KOAI jumped to a 3.7 12+, but owner Gannett had already decided to pull the plug on the format.



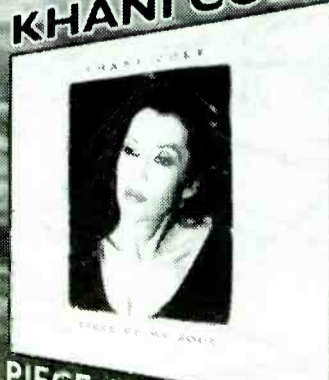
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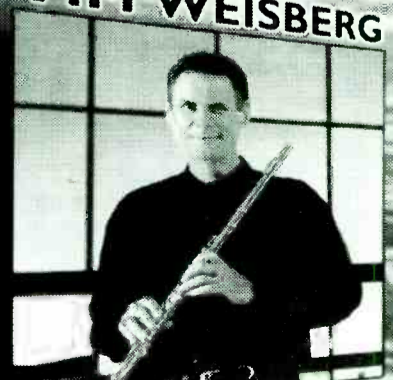
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KHANI COLE



PIECE OF MY SOUL

TIM WEISBERG



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The Track "Midnight Drive"

R&R NAC Tracks: 28

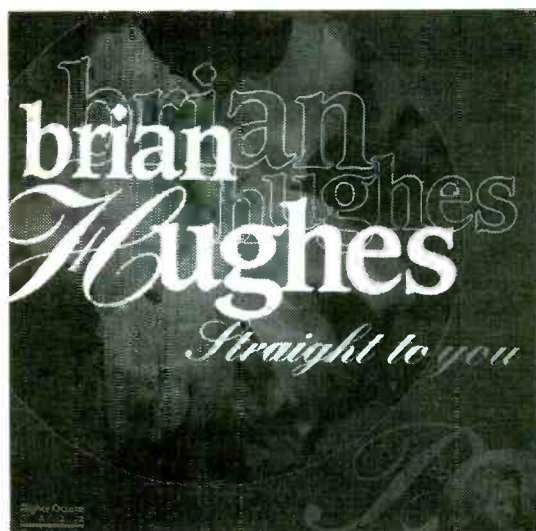
R&R NAC Albums: 29

Gavin SJ&V: 24*



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Brian Hughes "Straight To You"

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Promotion: Roger Lifeset/Peer Pressure 818-991-7668



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Trio's followup to their hit "Force Of
Nature". Features special guests Rick
Braun, Craig Chaquico, Shahin
Shahida, Peter White and Yulara.

ADD DATE: February 20th

Promotion: Roger Lifeset/Peer Pressure 818-991-7668



Ozzie Ahlers "Fingerprinting"

You know him, you love him, you've
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musical partner and keyboard player.
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fanciful array of spirited, groove
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ADD DATE: March 20th

Promotion: Ross Harper/Unisound 818-782-1902



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nac: *the cool explosion*

Talkin' 'Bout An Evolution

Continued from Page 38

labeled new age simply had no melody and no hook. If we have learned anything, it is that without a compelling melody, you are wasting airtime. Some of the music found in the new age bin is there merely because there's nowhere else to put it. **Ottmar Liebert, Enya, and George Winston** are examples of artists who fall into that 'other' category. I would contend the 'other' music has been crucial to our success, but I wouldn't attempt to put a name on it.

"Much of the NAC format's lineage can be traced to AOR. At the flashpoint of the format, The Wave, there were AOR roots. It was a group of **KMET** employees — **Frank Cody, Chris Brodie, Paul Goldstein, and Tom Miller** — who were programming **Night Ranger** records by day and listening to **Nightnoise** by night. The late **Steve Feinstein** was the AOR Editor of **R&R** before signing **KKSF/SF** on the air. **Lee Hansen** has spun a **Led Zeppelin** record or two in his past. Perhaps due to that heritage, it actually took a while before some of us were comfortable with putting the AC in NAC. It is hard to imagine that artists such as **Luther Vandross, Whitney Houston, and other AC mainstays** were not as present initially as

they are today.

"Cover tunes are more in attendance now than they were in the past. A few of us went kicking and screaming into the concept of playing cover versions. The criterion for playing them has not changed: They better be hip. The difference is we used to avoid covers because we were apprehensive of their image. We feared playing them would give our critics the ammunition to call us 'elevator music.' Hey, if **Zachary Breaux's** rendition of 'Never Can Say Goodbye' is playing on an elevator, take me to the top so I don't miss a single soul-soaked note.

"Another consistency in NAC worth mentioning is its people. Oftentimes, pioneers are not the ones who reap success. But in NAC, most of the pioneers are also the people who have moved the format into its current prosperity.

"One of the biggest misconceptions about the NAC format is the notion that music research is something recent. Research was used from the start. What has changed is the research has gotten better. Research in NAC is being used as it was meant to be used — as a tool, not a guide. It is being used by people creative enough to envision a format in this diverse spectrum of music. Our pursuit of success has not altered our desire to learn and be amazed. After a decade, the word 'new' still applies to NAC."

Radio For 'A City Of Big Shoulders'

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were, and are, a very important part of the station's presentation. The melody that Frank [Cody] wrote, just as he wrote The Wave's, is a reinforcing element that actually enhances the sound because it was so carefully crafted by producer **Lars Clutterham** to fit the station.

"The station produced some really terrific television spots during its first two years and ran reasonable schedules that I think helped build the cume initially. TV is important in a rollout, but the cume got to a certain point where it was likely to stay until we evolved to a more direct marketing approach. That was done strategically, rather than economically, although it has an economic benefit because TV is so expensive. In the early phases, we felt TV was so inefficient because, almost by definition, there was a certain percentage of the audience that was never going to buy into the jazz concept. So you were spending the same dollars as another station might, but having a smaller target. That was before we realized how wide-based the NAC audience could be, although [NAC radio management generally] feels better talking directly to people than taking television's scatter-gun approach.

"We continue to hone and fine-tune our direct marketing approach, which includes our newsletter, *Smooth Times Magazine*, and database mailings — birthday cards monthly with a little premium giveaway. Combining on-air with off-air, we've presented so much live music from the beginning — a critical element in NAC's success. It legitimizes the music. It's what the stars of any format do: They come and interact with the audience."

Although memory is sometimes unreliable — romanticizing the good, blunting the bad — I asked Hansen whether, in those early years, he imagined NAC would become the success it has. "When I first came in, John Gehron said, 'If you can just get us to be top 10, Lee, we'll consider the station successful. That will be a

starting point, and then we can figure out what we have here.' The first time we cracked top 10 by moving 12th to seventh within my first year, we

were ecstatic! We immediately slipped back to 10th or 11th. Our goals seemed modest at the time — almost too modest, looking back, considering we now think that if we're not top five, we haven't accomplished our mission.

"No, I never dreamed NAC would turn out as it has. And that's not because we didn't have confidence in ourselves. We didn't want it to be a boutique, but we didn't know that this many people existed who would embrace the music. For some it's an acquired taste, so fine-tuning and consistency made [greater success] possible. That took us to about 50% more cume. As our goal was to get top 10 in quarter-hour share, our goal cumewise was to get 500,000. Now we're much more comfortable with 650,000 or 700,000. That [difference] was in developed cume, in the sense that 450,000 [of those listeners] were already there. To get the next 50% we had to go out and keep asking [listeners] for the order, making them comfortable with the product. We still think WNUA can do more on a consistent basis with a few more pieces falling into place. Anyone who doesn't think NAC is a mass appeal format has their head in the sand. NAC is leading mass appeal formats everywhere. So if that's not mass appeal, what is?"

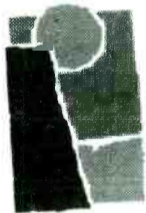


Boney James:

"In 1987, I was playing in **RANDY CRAWFORD's** band. I was a touring, working stiff. **THE WAVE** came on, and they played a lot of new age music. At some point they started to shift toward the music I really loved, and you'd start hearing **JOE SAMPLE** and **SPYRO GYRA**. I never had to change my style of music. From my first record,

they dug it and supported me from the very beginning. Radio is extremely responsible for the success I've had. No one would know who I was if it weren't for NAC radio."

Rick Braun
"Notorious"
Going for Adds
March 6.



From The Desk Of:
Jim Snowden
President
Mesa/Bluemoon Recordings Inc.

To KTUV:

Congrats! Without you & the
format that you helped create
and define, this Bluemoon
would never have risen.

Thanks for your help!

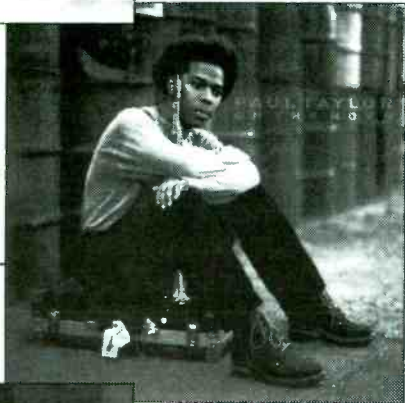
Sincerely, Jim, Rick, Randy,
Brian + Jeff

COUNTDOWN RECORDS

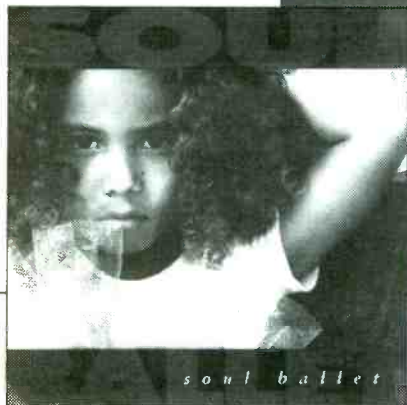
IT'S ABOUT...



HEART



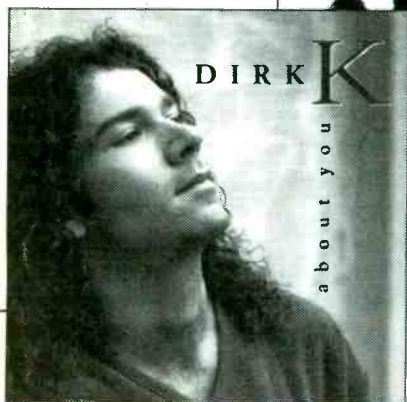
SOUL



PASSION



GROOVE



YOU

CONGRATULATIONS

KTWV and NAC Radio
for 10 Explosive Years

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nac: the cool explosion

The Broadcast Architecture Story

Continued from Page 50

radio station for a city considerably more eclectic than Dallas or Chicago. They used research to enhance the music mix and stabilize ratings. To date, KKSF has achieved ratings success second to no other station in the format [number one music station 25-54 six times!]

"Like KKSF, KHIH/Denver was suffering from ratings inconsistencies. In June 1993, Broadcast Architecture became involved with Adams Communications and GM Bob Visotcky. Mix-Master testing and research were beginning to help attain stability when Adams sold the station to Religious broadcasters, Salem. Noble Broadcasting picked up the format and immediately attained a five share 25-54.

"In October 1993, Renee DePuy joined us from WAVY/West Dover, VT, where she had been MD. She took over programming for our NAC client in Japan, J-WAVE, and has since become PD for our Smooth Jazz Network.

"As Frank and I were planning for 1994, we analyzed NAC's performance outside our five markets and noticed that many other cities were losing stations due



THOSE GREEN AND SALAD DAYS — Artists like Suzanne Ciani (second fr. r) helped create "velocity" for the format during its infancy. She's seen here with Wave staffers (l-r): now-WNUA/Chicago PD Tom Miller, now-Broadcast Architecture CEO Frank Cody, and now-KTWV PD Chris Brodie.

to ratings instability. Top 10 markets like Washington and Boston had recently lost stations due to the same reason, and the format nearly disappeared in Denver and Dallas. We also saw that markets like Kansas City, Phoenix, New Orleans, and Cincinnati didn't have any fulltime NAC outlet. We formed the Smooth Jazz Network to conduct music research, consult stations on programming, marketing and sales, flip stations into the format, and turn around stations with unstable ratings. Now-Dir. Affiliate Rel./MD Lorraine Bergman joined BA during 1994 from SWE Cable Radio. Our team was in place.

"1994 was a big year for the NAC format and for Broadcast Architecture. In May, then-VP/GM Chris Claus, PD Chris Brodie, and APD/MD Ralph Stewart brought us in to assist them at KTWV/Los Angeles. At that time, The Wave was recovering from a failed experiment with its morning show and a music mix that wasn't connecting with enough listeners. The station that started it all had fallen to 14th 25-54 with a 2.9 share. Chris and Ralph cooked up several possible leans and mixes. They were intent on finding the best mix of music for The Wave to reach a bigger audience and still keep its heritage as L.A.'s unique radio station. They also used 'Face-Off' to see the aftereffects of the morning show experiment and get specific comments on the music mix. The Wave team used research to seek out what their audience really wanted. They tested their vision before implementing it on the air. KTWV's ratings soared and the station's profitability increased dramatically.

"KTWV's turnaround was a defining time for the format. After a period during which stations were abandoning the format, we saw renewed interest and new stations in New Orleans, Phoenix, Honolulu, Buffalo, Kansas City, and Washington, DC. BA also

assisted in stabilizing ratings at existing stations like KYOT/Phoenix, KEZL/Fresno, KCJZ/San Antonio, WNWV/Cleveland, and WJJZ/Philadelphia.

"There are so many stories of great accomplishments in this format during the past three years, it would take dozens of NAC columns to do them all justice. There have been sign-ons for Viacom (WJZW/Washington), Westinghouse (WVMV/Detroit), and Heritage (KCIY/Kansas City and former KNJZ/St. Louis). Evergreen Media now owns three top 10 market NACs: WNUA, KKSF, and WJJZ. Jacor owns NAC stations in Louisville [WSJW] and Denver [KHIH]. Paxson has four in Florida. ARS owns three: KEZL, KKJZ/Portland, and KSSJ/Sacramento. The CBS/Infinity merger has formed a group that owns four stations in top 10 markets: Los Angeles, Dallas, Detroit, and Boston. Broadcast Architecture now works with more than 30 NACs, five in California alone.

"The collective vision of NAC radio programmers has come closer to the center in recent years. Just like with any successful format, those who regularly test their music mixes see ratings stabilize at a higher level. The key is to keep the music stimulating and make the station have a sense of discovery without 'running ahead of the audience.' Prior to doing research, we programmed more with our guts and often misjudged the listeners. While the station sounded extremely hip and cool to us, we were often 'too hip for the room.'

"WNUA was among the first stations to incorporate AC vocals from Mariah Carey, Phil Collins, Simply Red, Luther Vandross, and Whitney Houston. The right songs from these artists helped invite more listeners into our 'club.' The instrumental music we play today is of much higher quality. Listeners tell us they love it when smooth jazz artists record covers.

"For recording artists, the level of competition for airplay is higher than ever. The listening audience now has more influence on what they want to hear on the radio. There are also more musicians recording this music than there were 10 years ago. With more CDs shipped to radio and record stores, it's more difficult to 'cut through.'

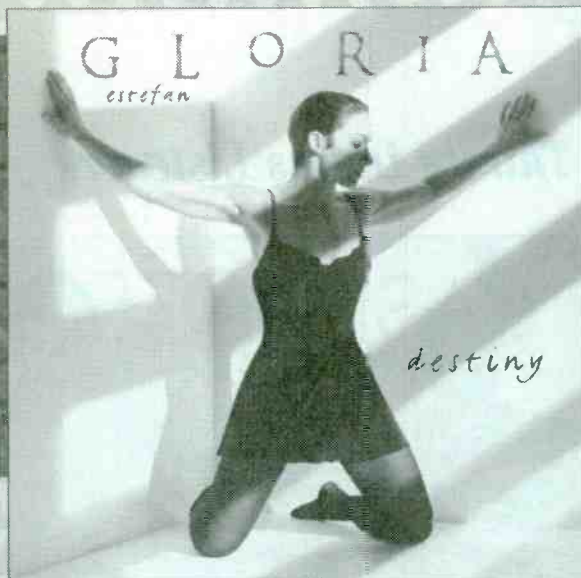
"Through our research, we've learned that the music is the best it's ever been. The proof is in the ratings. What we've learned has, in many ways, humbled us. BA's style of music testing has helped programmers measure listener emotion. Listeners don't simply 'rate the song.' They let us know what they love, what they hate, and they give us specific direction for the overall station mix.

"Research has been criticized for neutering the format. But, if anything, it has helped expand NAC to listeners who never heard it before. On the eve of its decade anniversary in 1997, NAC has seen a proliferation of new artists and new sounds. The music has never sounded better, according to listeners.

"Most recently, there has been a shift to playing single tracks more often. This strategy has built familiarity for new artists and established many songs as hits. Some of the stations that embraced this philosophy have achieved their highest ratings to date.

"Just as we faced a challenge in 1992, we are again dealing with many complex issues that concern radio in general. Mergers have changed the ownership of more than one-third of R&R's NAC reporting panel. General managers and sales managers must be able to tell their advertisers how effective this format is at reaching adults with buying power. At last October's NAB, we heard KTWV VP/GM Tim Pohlman say that The Wave is the top-billing FM station in the CBS chain. What an accomplishment for him, the sales staff, and the programming team!

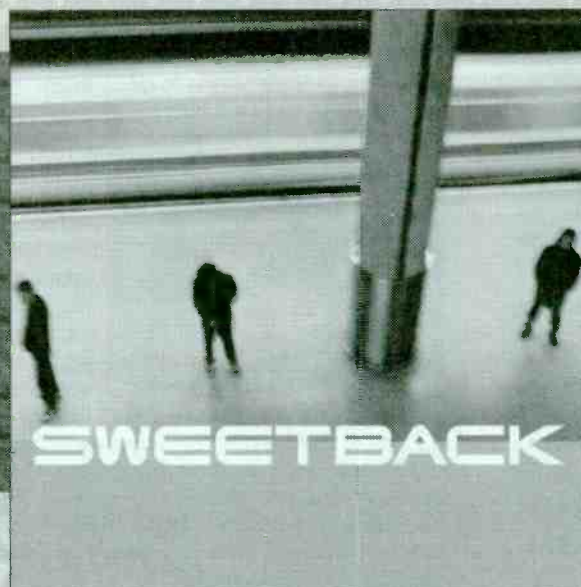
"Radio stations in any format seldom achieve that kind of success. All of us should feel inspired by The Wave's accomplishment and get the word out that NAC is no longer a niche format. The proof is in the ratings and revenue."



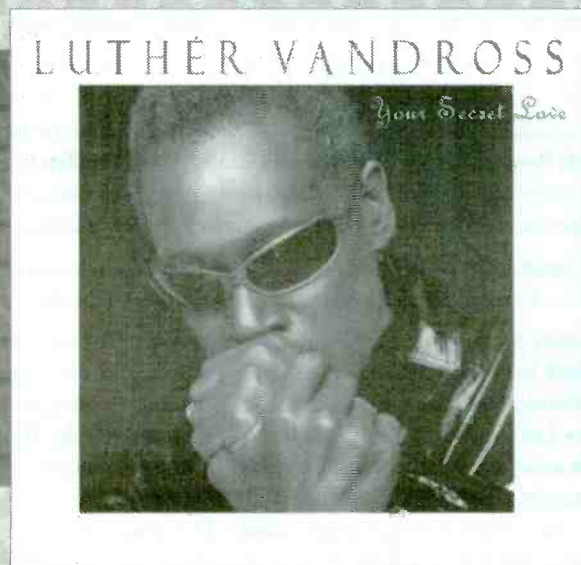
GLORIA ESTEFAN
"I'm Not Giving You Up"



BABYFACE
"Every Time I Close My Eyes"



SWEETBACK
"You Will Rise"



LUTHER VANDROSS
"I Can Make It Better"

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nac: *the cool explosion*

KOAI: An 'Oasis' For Thirsty Dallas Listeners

Continued from Page 47

"On the sales side we had a powerfully talented GSM, **Beth Davis**. Beth helped build an unstoppable sales staff, passionate about Smooth Jazz, who repositioned The Oasis as a mass-appeal format (*top three 25-54 is mass appeal, not a niche*). The perception about NAC among buyers changed. Revenues soared.

"Blockbuster major events designed to get us on the evening news and in the newspaper the next morning helped satisfy our first-preference listeners while at the same time got the word out to new prospects.

"After having spent four years in L.A. at The Wave, going through the exhilarating, yet bumpy, launch and development cycle of NAC in the '80s, it was truly satisfying to help realize my vision of programming a mass-appeal NAC station that delivered big ratings.

"Ultimately, great general management from Skip Schmidt; a staff of unbeatable programming, sales, and research talent; our streamlined on-air approach; heartfelt on-air emotion; and a library of outstanding smooth jazz songs with instantly compelling melodies helped clear a path to exceeding the promised five share."



GUITARS AND SAXES, INDEED—Former Oasis staffers Goldstein, host Tempe Lindsey, GSM Beth Davis, and AE Cameron Smith greet artist Peter White (top photo) and format superstar Kenny G dazzles Oasis listeners in an intimate performance (below).

Chris Botti: "I had just moved to New York in 1987 and got my first big break: The ATLANTIC studios were very big then and I met the legendary producer ARIF MARDIN. I did session work with BOB DYLAN, ARETHA FRANKLIN, THOMAS DOLBY, SCRITTY POLITI, and ROGER DALTRY, so my career was good as a sideman. That's how I saw a lot of records being made. Now that I'm making my own records, I realize those people weren't so neurotic after all. NAC radio is a great avenue for artists like myself who are improvisors, but aren't straight-ahead purists. It's a perfect venue for an instrumentalist to reach a large mass of people."



Marc Antoine: "In 1987 I had just moved from Paris to London. I was doing a lot of sessions and working with African artists. After London, I lived in Tokyo for a year. Then, when I moved to L.A. at the end of 1993, a friend took me for a ride in his car. He said, 'Check this out. This is the only station I can listen to because everything else is rock or too funky.' And he put 94.7 on and I thought, 'This is really cool!' They played instrumental music that was relaxing and sometimes even good jazz. I heard PETER WHITE on THE WAVE and I said to myself, 'If Peter can do it, so can I.' In America, NAC is the only format that plays the stuff I do, so it's very important to me. There's no other place for someone like me."



Acknowledgements

The production of this special was truly a collaborative effort. I am exceedingly grateful to the format pioneers — **Frank Cody, Carl Brazell, Chris Brodie, Ralph Stewart, Lee Hansen, Dave Kendrick, Paul Goldstein, and Allen Kepler** — who contributed remarks of such extraordinary generosity, insight, and passion. Their observations gave unique illumination to the birth and early years of the NAC format.

To all the artists whose music is the very heart and soul of NAC — and especially those who agreed to share part of their journeys with our readers — I extend my deepest gratitude and respect, as well.

I received an amazingly high level of support for this special from R&R management and staff. Many thanks to **Ron Rodrigues** and **Gail Mitchell** for their outstanding editorial guidance; to our amazing Production Dept., especially **Gary van der Steur, Tim Kummerow, and Carl Harmon**, for design vision way outside the box; to NAC Asst. Editor **Jay Levy** and Assoc. Editor **Jeff Axelrod**; to **Hurricane Heeran** for invaluable research assistance; and music sales reps **Missy Haffley** and **Kristy Reeves**. Publisher/CEO **Erica Farber** provides a daily model of integrity, focus, and professionalism; Her confidence in me is a source of continuing inspiration. Special thanks to Dir. Charts/Formats **Kevin McCabe**, whose brilliant raving on the San Diego Freeway somewhere south of L.A. one night last August kick-started this project.



NAC TOP 30 TRACKS

FEBRUARY 14, 1997

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
6	6	1	1	DAVID SANBORN Rikke (<i>Elektra/EEG</i>)	810	755	588	544	47/1
12	7	8	2	BRAXTON BROTHERS When Love Comes Around (<i>Kokopelli</i>)	780	569	524	468	47/0
15	5	4	3	KENNY G Eastside Jam (<i>Arista</i>)	766	710	646	432	44/1
13	9	9	4	PAUL HARDCASTLE Jokers Wild (<i>JVC</i>)	688	526	487	456	45/1
17	8	7	5	GEORGE BENSON The Thinker (<i>GRP</i>)	621	576	519	419	35/2
19	17	14	6	NORMAN BROWN Third World (<i>MoJazz/Motown</i>)	616	427	401	367	45/0
2	3	2	7	ZACHARY BREAUX Never Can Say Goodbye (<i>Zebra</i>)	592	746	720	708	45/0
3	1	3	8	WAYMAN TISDALE Don't Take Your Love Away (<i>MoJazz/Motown</i>)	588	741	725	680	44/0
16	11	12	9	SOUL BALLET N.Y.C. Tripin (<i>Countdown/Unity</i>)	501	432	453	430	47/0
10	10	10	10	MARK PORTMANN No Truer Words (<i>Zebra</i>)	492	479	461	481	44/0
1	2	6	11	KEIKO MATSUI Bridge Over The Stars (<i>Countdown/Unity</i>)	491	608	720	759	43/0
22	15	13	12	GROVER WASHINGTON JR. Soulful Strut (<i>Columbia</i>)	468	428	415	352	42/1
4	4	5	13	SLASH Obsession Confession (<i>Geffen</i>)	468	635	669	654	40/0
21	19	15	14	MICHAEL PAULO My Heart And Soul (<i>Noteworthy</i>)	452	422	375	359	43/1
14	12	11	15	VANESSA DAOU Two To Tango (<i>MCA</i>)	443	450	449	451	43/0
—	26	19	16	JIM BRICKMAN You Never Know (<i>Windham Hill</i>)	427	372	318	118	46/5
24	22	17	17	DAVE KOZ Lullaby For A Rainy Night (<i>Capitol</i>)	394	381	356	329	41/2
BREAKER			18	GOTA European Comfort (<i>Instinct</i>)	377	292	143	46	46/2
BREAKER			19	KENNY BLAKE European Underground (<i>Heads Up</i>)	369	320	275	262	38/2
27	24	22	20	DOC POWELL From The Heart (<i>Discovery</i>)	366	346	336	312	37/1
BREAKER			21	ALFONZO BLACKWELL Hermina (<i>Street Life/All American</i>)	360	290	276	247	38/2
18	18	18	22	BRIAN HUGHES Soul Fruit (<i>Higher Octave</i>)	350	372	388	396	41/0
20	20	20	23	BABYFACE Every Time I Close My Eyes (<i>Epic</i>)	340	361	360	366	41/0
23	23	23	24	EXODUS QUARTET Summer Soulstice (<i>Instinct</i>)	336	340	342	340	38/0
8	14	16	25	SOUNDSCAPE Morning Song (<i>Instinct</i>)	325	400	424	503	35/0
—	—	30	26	WILL LEE Georgy Porgy (<i>Go Jazz/Bear Bag</i>)	323	284	259	243	35/1
DEBUT			27	CHUCK LOEB Cruzin' South (<i>Shanachie</i>)	313	229	80	57	34/0
—	—	29	28	TOMMY EMMANUEL Midnight Drive (<i>Higher Octave</i>)	307	285	180	1	39/0
11	16	21	29	DENNY JIOSA Lights Of The City (<i>Blue Orchid</i>)	293	353	412	481	31/0
29	27	26	30	TONI BRAXTON Un-break My Heart (<i>LaFace/Arista</i>)	284	293	315	293	32/1

This chart reflects airplay from January 29-February 4. Songs ranked by total plays. Highlighted songs indicate Breaker.
51 NAC reporters. 49 current playlists. © 1997, R&R Inc.

BREAKERS

GOTA			CHART
European Comfort (<i>Instinct</i>)			18
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
377/85	46/2		
KENNY BLAKE			CHART
European Underground (<i>Heads Up</i>)			19
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
369/49	38/2		
ALFONZO BLACKWELL			CHART
Hermina (<i>Street Life/All American</i>)			21
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
360/70	38/2		

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
INCOGNITO A Shade Of Blue (<i>Verve Forecast</i>)	32
LIONEL RICHIE Paradise (<i>Mercury</i>)	10
QUIET BOYS Righteous (<i>Hollywood</i>)	9
PETER WHITE Together Again (<i>Columbia</i>)	8
TIM BOWMAN I'll Be There (<i>I.M.</i>)	5
JIM BRICKMAN You Never Know (<i>Windham Hill</i>)	5
DIRK RICHTER Smooth Move (<i>Sin-Drome</i>)	5
WARREN HILL Shelter From The Storm (<i>Discovery</i>)	4
CELINE DION Falling Into You (<i>550 Music</i>)	3
KENNY G Havana (<i>Arista</i>)	3
MARK PORTMANN Come As You Are (<i>Zebra</i>)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BRAXTON BROTHERS When Love Comes... (<i>Kokopelli</i>)	+211
NORMAN BROWN Third World (<i>MoJazz/Motown</i>)	+189
PAUL HARDCASTLE Jokers Wild (<i>JVC</i>)	+162
TIM BOWMAN I'll Be There (<i>I.M.</i>)	+113
PETER WHITE Together Again (<i>Columbia</i>)	+109
GOTA European Comfort (<i>Instinct</i>)	+85
CHUCK LOEB Cruzin' South (<i>Shanachie</i>)	+84
ALFONZO BLACKWELL Hermina (<i>Street Life/All American</i>)	+70
SOUL BALLET N.Y.C. Tripin (<i>Countdown/Unity</i>)	+69
INCOGNITO A Shade Of Blue (<i>Verve Forecast</i>)	+67

Breakers: Songs registering 325 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

LOUIE SHELTON Reflections (*Slam/Lightyear*)
Total Plays: 279, Total Stations: 32, Adds: 2

CELINE DION Falling Into You (*550 Music*)
Total Plays: 268, Total Stations: 30, Adds: 3

PHIL COLLINS The Same Moon (*Face Value/Atlantic*)
Total Plays: 248, Total Stations: 30, Adds: 1

BOBBY LYLE Aruban Nights (*Atlantic*)
Total Plays: 244, Total Stations: 34, Adds: 1

TIM BOWMAN I'll Be There (*I.M.*)
Total Plays: 222, Total Stations: 32, Adds: 5

CHIELI MINUCCI Cause We've Ended As Lovers (*JVC*)
Total Plays: 221, Total Stations: 30, Adds: 1

WARREN HILL Shelter From The Storm (*Discovery*)
Total Plays: 162, Total Stations: 24, Adds: 4

PETER WHITE Together Again (*Columbia*)
Total Plays: 148, Total Stations: 29, Adds: 8

DANIEL HO & KILAUEA Avalon Sunrise (*Brainchild*)
Total Plays: 145, Total Stations: 16, Adds: 0

PETER WHITE Venice Beach (*Columbia*)
Total Plays: 135, Total Stations: 12, Adds: 1

ANDY SNITZER A River's Road (*Warner Bros.*)
Total Plays: 120, Total Stations: 16, Adds: 0

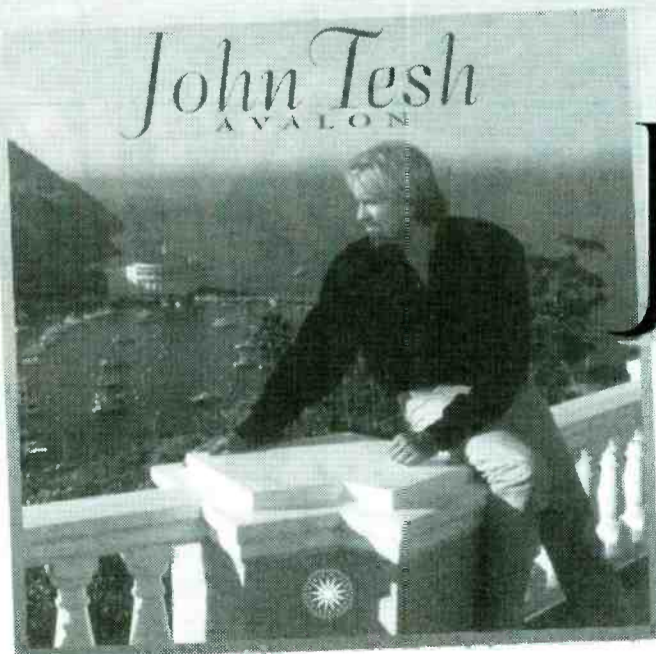
KENNY G w/TONI BRAXTON That Somebody Was You (*Arista*)
Total Plays: 113, Total Stations: 13, Adds: 1

ROGER SMITH Can You Stand The Rain (*JVC*)
Total Plays: 99, Total Stations: 12, Adds: 2

GROVER WASHINGTON JR. Bordertown (*Columbia*)
Total Plays: 81, Total Stations: 5, Adds: 0

INCOGNITO A Shade Of Blue (*Verve Forecast*)
Total Plays: 67, Total Stations: 32, Adds: 32

Songs ranked by total plays



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3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	EMPHASIS TRACKS (PLAYS)	
1	1	1	1	1 KENNY G The Moment (Arista)	1040	+20	"Eastside" (766)	"Somebody" (113)
8	6	3	2	2 DAVID SANBORN Songs From The Night Before (Elektra/EEG)	858	+38	"Rikke" (810)	"Spooky" (48)
18	10	9	3	3 BRAXTON BROTHERS Steppin' Out (Kokopelli)	823	+211	"Around" (780)	"Sunset" (30)
10	8	8	4	4 PAUL HARDCASTLE Hardcastle 2 (JVC)	783	+168	"Jokers" (688)	"Island" (50)
7	5	5	5	5 GEORGE BENSON That's Right (GRP)	769	+40	"Thinker" (621)	"Holdin'" (62)
3	2	2	6	6 ZACHARY BREAUX Uptown Groove (Zebra)	708	-138	"Never" (592)	"Cafe" (78)
23	22	17	7	7 NORMAN BROWN Better Days Ahead (MoJazz/Motown)	638	+180	"Third" (616)	"Days" (14)
15	9	10	8	8 GROVER WASHINGTON JR. Soulful Strut (Columbia)	613	+54	"Soulful" (468)	"Bordertown" (81)
4	4	4	9	9 WAYMAN TISDALE In The Zone (MoJazz/Motown)	597	-153	"Take" (588)	"Thinking" (9)
17	17	13	10	10 PETER WHITE Caravan Of Dreams (Columbia)	564	+82	"Just" (199)	"Together" (148)
14	11	11	11	11 MARK PORTMANN No Truer Words (Zebra)	552	+7	"Truer" (492)	"Here" (38)
22	15	16	12	12 SOUL BALLET Soul Ballet (Countdown/Unity)	539	+73	"N.Y.C." (501)	"Livin'" (18)
2	3	6	13	13 KEIKO MATSUI Dream Walk (Countdown/Unity)	532	-115	"Bridge" (491)	"Chimney" (17)
21	18	12	14	14 MICHAEL PAULO My Heart And Soul (Noteworthy)	521	+21	"Heart" (452)	"Nature" (18)
16	13	14	15	15 DAVE KOZ Off The Beaten Path (Capitol)	478	-2	"Lullaby" (394)	"Look" (44)
13	19	15	16	16 CHUCK LOEB The Music Inside (Shanachie)	471	+1	"Cruzin'" (313)	"Music" (153)
6	7	7	17	17 SOUNDTRACK Curdled (Geffen)	468	-167	"Obsession" (468)	
—	29	24	18	18 JIM BRICKMAN Picture This (Windham Hill)	467	+78	"Never" (427)	"Valentine" (40)
19	20	19	19	19 VANESSA DAOU Slow To Burn (MCA)	443	-7	"Two" (443)	
28	26	22	20	20 KENNY BLAKE An Intimate Affair (Heads Up)	439	+34	"European" (369)	"Sunday" (35)
26	23	23	21	21 DOC POWELL Laid Back (Discovery)	415	+22	"Heart" (366)	"Laid" (35)
20	21	21	22	22 BRIAN HUGHES Straight To You (Higher Octave)	400	-28	"Fruit" (350)	"Pamela" (34)
9	12	20	23	23 DENNY JIOSA Inner Voices (Blue Orchid)	381	-60	"Lights" (293)	"Kiss" (72)
25	24	25	24	24 EXODUS QUARTET Way Out There (Instinct)	379	-4	"Summer" (336)	"Red" (43)
12	16	18	25	25 SOUNDSCAPE Life Force (Instinct)	379	-77	"Morning" (325)	"Around" (42)
DEBUT	—	—	26	26 GOTA It's So Different Here (Instinct)	377	+85	"European" (377)	
—	—	30	27	27 ALFONZO BLACKWELL Alfonzo... (Street Life/All American)	376	+70	"Hermina" (360)	"Kiss" (11)
24	25	26	28	28 BABYFACE The Day (Epic)	360	-21	"Close" (340)	"Simple" (12)
—	—	28	29	29 TOMMY EMMANUEL Midnight Drive (Higher Octave)	342	+23	"Midnight" (307)	"Fields" (16)
DEBUT	—	—	30	30 WILL LEE Oh! (Go Jazz/Bean Bag)	325	+38	"Georgy" (323)	"Driftn" (2)

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
INCOGNITO Beneath The Surface (Verve Forecast)	32
LIONEL RICHIE Louder Than Words (Mercury)	10
QUIET BOYS Bosh (Hollywood)	9
DIRK RICHTER Vibes Alive (Sin-Drome)	6
TIM BOWMAN Love, Joy, Peace (I.M.)	5
JIM BRICKMAN Picture This (Windham Hill)	5
WARREN HILL Shelter (Discovery)	4
SLIM MAN Secret Rendezvous (GES)	4
KHANI COLE Piece Of My Soul (Fahrenheit)	3
BOBBY LYLE The Power Of Touch (Atlantic)	3
ALFONZO BLACKWELL Alfonzo... (Street Life/All American)	2
TONI BRAXTON Secrets (LaFace/Arista)	2

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BRAXTON BROTHERS Steppin' Out (Kokopelli)	+211
NORMAN BROWN Better Days Ahead (MoJazz/Motown)	+180
PAUL HARDCASTLE Hardcastle 2 (JVC)	+168
TIM BOWMAN Love, Joy, Peace (I.M.)	+123
GOTA It's So Different Here (Instinct)	+85
PETER WHITE Caravan Of Dreams (Columbia)	+82
JIM BRICKMAN Picture This (Windham Hill)	+78
SOUL BALLET Soul Ballet (Countdown/Unity)	+73
ALFONZO BLACKWELL Alfonzo... (Street Life/All American)	+70
BOBBY LYLE The Power Of Touch (Atlantic)	+69
INCOGNITO Beneath The Surface (Verve Forecast)	+67
WARREN HILL Shelter (Discovery)	+66

This chart reflects airplay from January 29-February 4. Albums ranked by total plays, with plays from all cuts from an album combined. 51 NAC reporters. 49 current playlists. © 1997, R&R Inc.

NAC NOTES By Carol Archer

David Sanborn's "Rikke" (Elektra/EEG) displays good momentum with an increase of +55 and holds the number one slot handily, but three other top 10 tracks are poised to battle it out for that position in the coming weeks.

The importance of heavy-current rotation to the success of a track is demonstrated by the Braxton Brothers' "When Love Comes Around" (Kokopelli), which exploded 8-2* with an enormous increase in plays per week, +211.

Paul Hardcastle's "Jokers Wild" (JVC) surged 9-4* with an increase in plays of +162. And Norman Brown's "Third World" (MoJazz) is a very serious contender with a dramatic gain of 14-6* on Tracks and +189 increase reflecting programmers estimation of its value. Soul Ballet entered

the top 10, too, gaining 12-9* with the track "NYC Trippin'" (Unity).

Significant gains were also posted by Gota, whose "European Comfort" (Instinct) exploded 27-18*/Breaker. His album "It's So Different Here" debuted at 26*, too. Gota's gonna "gota" the very top.

Kenny Blake's "European Underground" (Heads Up) is strong, too, moving 24-19*/Breaker. Another prime mover is Alfonzo Blackwell's "Hermina" (Street Life/All American), which jumped 28-21*/Breaker.

Incognito scored an enormously successful first week with the track "A Shade Of Blue" (Verve), which features the sultry vocals of Maysa Leak. With an out-of-the-box recom-

mendation from Broadcast Architecture bolstering the release, 32 stations, including WQCD/NY, KTWV/L.A., KKSF/SE, WJZZ/Philadelphia, WJZF/Atlanta, KIFM/San Diego, KKJZ/Portland, and WJCD/Norfolk jumped right on it. This beautiful song of lost love simply epitomizes the format's greatest musical strengths: smoothness, soulfulness, sensuality, sophistication.

Lionel Richie's "Paradise" (Mercury) was welcomed by 10 reporters, including WVMV/Detroit, WJZZ/Pittsburgh, KKJZ, and WSMJ/Richmond for second Most Added.

Both KOAI/Dallas and WJZI/Milwaukee added only one track this week: Dirk Richter's "Smooth Move" (Sin-Drome). Richter was also among WJZZ's adds as well.

Quiet Boys keep the new jazz vibe alive

from the album **BOSH!**

"Righteous" was #3 most added
with adds at WLOQ, WNWV, KCLC, WGUJ, KRVR, KXDC, KNIK, KHYS

Already receiving great airplay at WQCD, KIFM, and KMJZ

ACID JAZZ
HELLYWOOD RECORDS

Stations and their adds by track listed alphabetically by market

KNIK/Anchorage, AK PD/MD: Dean Williams DAVID SANBORN "Rikke" INCOGNITO "Shade" QUIET BOYS "Righteous" LOU PARDINI "Remember" LOU PARDINI "Mystery" DIRK RICHTER "So"	KHYS/Houston, TX PD/MD: Ted Carson TIM BOWMAN "There" JIM BRICKMAN "Never" INCOGNITO "Shade" QUIET BOYS "Righteous"	WJCD/Norfolk, VA PD: Maxine Todd MD: Larry Hollowell LUTHER VANDROSS "Goin" KENNY G "Eastside" WARREN HILL "Shelter"	KCJZ/San Antonio, TX PD/MD: Norm Miller INCOGNITO "Shade" LIONEL RICHIE "Paradise" LUTHER VANDROSS "Feet" ZACHARY BREAUX "Cafe" WARREN HILL "Shelter"
WJZF/Atlanta, GA PD/MD: Mark Edwards INCOGNITO "Shade"	WFSJ/Jacksonville, FL PD: Hank Dole MD: Craig Williams WILL LEE "Georgy" PETER WHITE "Together" KENNY BLAKE "European"	KTNT/Oklahoma City, OK MD: Stephanie Stewart ROGER SMITH "Stand" DOTSERO "Someone" WINDOWS "Lights" SLIM MAN "Fade" WARREN HILL "Shelter" INCOGNITO "Shade"	KIFM/San Diego, CA PD: Mike Shepard APD/MD: Kelly Cole INCOGNITO "Shade" ZACHARY BREAUX "Thrill" PATRICK YANDALL "Moment" MARK PORTMANN "Come" RICKY PETERSON "Who'll" AUSTIN & GRUSIN "Now" PONCHO SANCHEZ "Watermelon" WINDOWS "Sunset" BOBBY LYLE "Timbuktu" RONNY JORDAN "Heart" DOTSERO "Quiet" MAX GROOVE "Green"
WOAZ/Boston, MA PD/MD: Bill George CELINE DION "Falling"	KCIY/Kansas City, MO PD: Bret Michael MD: Michelle Chase INCOGNITO "Shade"	WLOQ/Orlando, FL PD: Steve Huntington MD: Bob Church PHIL COLLINS "Lorenzo" PETER WHITE "Venice" QUIET BOYS "Righteous" DIRK RICHTER "Smooth" INCOGNITO "Shade" MARK PORTMANN "Come" TONI BRAXTON "Want" HARRY CONNICK JR. "Guy's" KEB' MO "Glory"	KKSF/San Francisco, CA PD: Lee Hansen MD: Blake Lawrence BRAXTON BROTHERS "Eventide" INCOGNITO "Shade"
WSJZ/Buffalo, NY PD/MD: Steve Wiersman PETER WHITE "Together" TIM BOWMAN "There" INCOGNITO "Shade" GOTA "European"	WEZV/Lafayette, IN PD/MD: Bob Miller DIRK RICHTER "First" INCOGNITO "Shade" PATRICK YANDALL "Moment" MARK PORTMANN "Come" SLIM MAN "Fade"	WJZZ/Philadelphia, PA PD: Ann Gress MD: Michael Tozzi DIRK RICHTER "Smooth" INCOGNITO "Shade"	KJZY/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton MAXWELL "Ascension" PETER WHITE "Together" JIM BRICKMAN "Never" LARRY CORYELL "Soulin"
WNUA/Chicago, IL PD: Tom Miller JIM BRICKMAN "Never"	KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart INCOGNITO "Shade" KENNY G "Havana" AFTER 7 "Sara"	KOAZ/Phoenix, AZ PD/MD: Angela Handa KENNY G "Havana"	KWJZ/Seattle, WA PD: Carol Handley INCOGNITO "Shade"
WJZK/Charleston, SC PD/MD: Tom Kennedy SOUNDSCAPE "Around" PHIL COLLINS "Same"	WSJW/Louisville, KY PD: Brian Conn GLORIA ESTEFAN "Giving" LIONEL RICHIE "Paradise" INCOGNITO "Shade" PAOLO "Paisa"	KYOT/Phoenix, AZ PD/MD: Nick Francis GOTA "European" KHANI COLE "Perfect"	WSJT/Tampa, FL PD/MD: Ross Block DAVE KOZ "Lullaby" OOC POWELL "Heart" LOUIE SHELTON "Reflection" ALFONZO BLACKWELL "Hermina"
WVAE/Cincinnati, OH No Adds	WLVE/Miami, FL PD: Shirley Maldonado MD: Geoff Fischer LIONEL RICHIE "Paradise" MICHAEL PAULO "Nature" MICHAEL PAULO "Spring"	WJZZ/Pittsburgh, PA PD: Carl Anderson MD: Herschel LIONEL RICHIE "Paradise" INCOGNITO "Shade"	KOAS/Tulsa, OK PD: Steve Fernandez MD: Ron Allen GEORGE BENSON "Thinker" PAUL HARDCASTLE "Jokers" GROVER WASHINGTON... "South" KENNY BLAKE "European" DAVE KOZ "Lullaby" TIM BOWMAN "There" CHIELI MINUCCI "Cause" NATALIE & NAT COLE "Fall" TINA TURNER "Something" CELINE DION "Falling" TONI BRAXTON "Heart" MICHAEL PAULO "Heart" GLORIA ESTEFAN "Giving" PETER WHITE "Together" FATBURGER "Oye" BOBBY LYLE "Aruban"
WNWV/Cleveland, OH PD/MD: Bernie Kimble JIM BRICKMAN "Never" DENNY JIOSA "Kiss" INCOGNITO "Shade" QUIET BOYS "Righteous"	WJZI/Milwaukee, WI PD: Fred Heller MD: Kathryn Vaughn DIRK RICHTER "Smooth"	KKJZ/Portland, OR PD: Shaun Yu MD: Hal Murray LIONEL RICHIE "Paradise" INCOGNITO "Shade" RONNY JORDAN "Closer" ALFONZO BLACKWELL "Hermina"	WJZW/Washington, DC PD/MD: Steve Kosbau INCOGNITO "Shade" LOUIE SHELTON "Reflection" TIM BOWMAN "There" LIONEL RICHIE "Paradise" PETER WHITE "Together"
WZJZ/Columbus, OH PD: Bill Harman No Adds	KMJJ/Minneapolis, MN PD: Rob Moore TAKE 6 "Sing" INCOGNITO "Shade" KENNY G "Havana" MARK PORTMANN "Slink" ZACHARY BREAUX "Cafe" SLIM MAN "Athena"	WSMJ/Richmond, VA PD/MD: Tommy Fleming SLIM MAN "Secret" LIONEL RICHIE "Paradise" INCOGNITO "Shade"	WJZW/Washington, DC PD/MD: Steve Kosbau INCOGNITO "Shade" LOUIE SHELTON "Reflection" TIM BOWMAN "There" LIONEL RICHIE "Paradise" PETER WHITE "Together"
KOAI/Dallas, TX PD: Michael Fischer MD: Ken Glaser DIRK RICHTER "Smooth"	KSBR/Mission Viejo, CA PD/MD: Terry Wedel TONY GUERRERO "Webcrawler" QUIET BOYS "Righteous" KHANI COLE "Everyday" INCOGNITO "Shade"	KOBR/Sacramento, CA PD: Lawrence Tanter INCOGNITO "Shade"	WJZW/Washington, DC PD/MD: Steve Kosbau INCOGNITO "Shade" LOUIE SHELTON "Reflection" TIM BOWMAN "There" LIONEL RICHIE "Paradise" PETER WHITE "Together"
KHIH/Denver, CO PD: Becky Taylor DOTSERO "Someone" INCOGNITO "Shade"	KRVR/Modesto, CA PD: Jim Bryan MD: Doug Wulff GEORGE BENSON "Thinker" GOIN' PUBLIC "Regrets" QUIET BOYS "Righteous" DIRK RICHTER "Smooth" PETER WHITE "Together"	KSSJ/Sacramento, CA PD: Don Langford MD: Keli Garrett INCOGNITO "Shade"	WJZW/Washington, DC PD/MD: Steve Kosbau INCOGNITO "Shade" LOUIE SHELTON "Reflection" TIM BOWMAN "There" LIONEL RICHIE "Paradise" PETER WHITE "Together"
WVMV/Detroit, MI PD/MD: Tom Sleecker LIONEL RICHIE "Paradise" INCOGNITO "Solar"	KXDC/Monterey, CA PD/MD: Scott O'Brien INCOGNITO "Shade" QUIET BOYS "Righteous"	KCLC/St. Charles, MO PD: Rich Reighard MD: Scott Nenninger MARCUS JOHNSON PROJ. '88" INCOGNITO "Shade" QUIET BOYS "Righteous" KHANI COLE "Perfect"	WJZW/Washington, DC PD/MD: Steve Kosbau INCOGNITO "Shade" LOUIE SHELTON "Reflection" TIM BOWMAN "There" LIONEL RICHIE "Paradise" PETER WHITE "Together"
WGUF/Fl. Myers, FL PD: Michael Bode INCOGNITO "Shade" PETER WHITE "Together" KENNY G/W.T. BRAXTON "Somebody" CELINE DION "Falling" QUIET BOYS "Righteous"	WQCD/New York, NY PD: Steve Williams MD: Rick LaBoy INCOGNITO "Shade" ROGER SMITH "Stand" BOBBY LYLE "Talk" JIM BRICKMAN "Never" AUSTIN & GRUSIN "Now" EVERETTE HARP "Going"	KBZN/Salt Lake City, UT PD: Rob Riesen LIONEL RICHIE "Paradise" INCOGNITO "Shade"	WJZW/Washington, DC PD/MD: Steve Kosbau INCOGNITO "Shade" LOUIE SHELTON "Reflection" TIM BOWMAN "There" LIONEL RICHIE "Paradise" PETER WHITE "Together"
KEZL/Fresno, CA PD/MD: Mike Vasquez INCOGNITO "Shade" TIM BOWMAN "There"	WQCD/New York, NY PD: Steve Williams MD: Rick LaBoy INCOGNITO "Shade" ROGER SMITH "Stand" BOBBY LYLE "Talk" JIM BRICKMAN "Never" AUSTIN & GRUSIN "Now" EVERETTE HARP "Going"	KCLC/St. Charles, MO PD: Rich Reighard MD: Scott Nenninger MARCUS JOHNSON PROJ. '88" INCOGNITO "Shade" QUIET BOYS "Righteous" KHANI COLE "Perfect"	WJZW/Washington, DC PD/MD: Steve Kosbau INCOGNITO "Shade" LOUIE SHELTON "Reflection" TIM BOWMAN "There" LIONEL RICHIE "Paradise" PETER WHITE "Together"
KUCD/Honolulu, HI PD: Mahlon Moore WARREN HILL "Shelter" LIONEL RICHIE "Paradise" INCOGNITO "Shade" MICHAEL PAULO "World" PETER WHITE "Together"	WQCD/New York, NY PD: Steve Williams MD: Rick LaBoy INCOGNITO "Shade" ROGER SMITH "Stand" BOBBY LYLE "Talk" JIM BRICKMAN "Never" AUSTIN & GRUSIN "Now" EVERETTE HARP "Going"	KBZN/Salt Lake City, UT PD: Rob Riesen LIONEL RICHIE "Paradise" INCOGNITO "Shade"	WJZW/Washington, DC PD/MD: Steve Kosbau INCOGNITO "Shade" LOUIE SHELTON "Reflection" TIM BOWMAN "There" LIONEL RICHIE "Paradise" PETER WHITE "Together"

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HEAR 

51 Total Reporters
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Did Not Report, Playlist Frozen (2):
 KAJZ/Austin, TX
 KBLX/San Francisco, CA

HEARING EDUCATION AND AWARENESS FOR ROCKERS

NAC PLAYLISTS

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

MARKET #1
WCOX/New York
 (212) 210-2769
 Williams/LaBoy

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
17	15	11	17	17	GROVER WASHINGTON.../Bordertown
18	14	15	16	16	BABYFACE/Every Time I...
15	15	12	16	16	LUTHER VANDROSS/Go!n' Out Of My Head
-	-	-	-	15	INCIGNITO/A Shade Of Blue
16	16	15	15	15	DOTT SERO/Someone Like You
16	16	16	15	14	JEFF LORBER/Katherine
14	16	14	14	14	KENNY G/W/ BRAXTON/That Somebody Was...
16	16	16	14	14	ZACHARY BREAUX/Cate Reggio
14	15	17	14	14	WHITNEY HOUSTON/Believe In You...
-	-	-	-	16	BRAXTON BROTHERS/When Love Comes...
16	16	12	13	13	ALFONZO BLACKWELL/Hermia
15	12	12	12	12	SOUL BALLETT/N.Y.C. Tripin
5	11	11	12	12	FATBURGER/Oye Como Va
5	8	8	12	12	WILL LEE/Georgy Porgy
7	8	10	12	12	TIM BOWMAN/I'll Be There
8	10	7	11	11	SHAHIN & SEPEHR/More Of You
13	10	10	10	10	SWEETBACK/Gaze
-	10	10	10	10	TONY GUERRERO/Webcrawler
9	7	7	9	9	MISHA/Through The Rain
8	14	7	9	9	NESROTORRES/Talk To Me
5	6	6	9	9	ANDY SNITZER/East Oak Lane
9	9	10	9	9	CRAGIT T. COOPER/When You Love...
5	8	5	8	8	URBANATOR/Magic
5	8	8	8	8	PAUL/D/Paisa
12	8	8	8	8	PAUL HARDCASTLE/Bird Island
5	9	9	8	8	TIM CUNNINGHAM/This Is The Life
-	9	6	7	7	GOT/American Comfort
6	3	3	7	7	LARRY CORVELL/Big Fun
-	6	7	7	7	PETER WHITE/F/ASIA/Just Another Day
10	7	4	7	7	ANDY SNITZER/A River's Road

MARKET #2
KTWW/Los Angeles
 (213) 466-9283
 Brodie/Stewart

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
15	12	11	14	14	BRAXTON BROTHERS/When Love Comes...
12	13	13	13	13	DOC POWELL/Laid Back
12	13	13	12	12	DENNY JOSAL/Lights Of The City
12	11	11	12	12	MICHAEL PAULO/My Heart And Soul
11	14	11	12	12	SLASH/Obsession Confession
5	4	8	12	12	GROVER WASHINGTON.../Soulful Strut
11	11	12	11	11	JEFF LORBER/Katherine
13	12	12	11	11	EXODUS QUARTET/Summer Soulstice
12	13	12	11	11	ZACHARY BREAUX/Never Can Say...
9	9	12	11	11	DAVID SANBORN/Rikke
10	9	10	10	10	BABYFACE/Every Time I...
14	13	12	10	10	CHUCK LOEB/When I Fall In Love
8	6	8	8	8	PAUL HARDCASTLE/Jokers Wild
9	7	6	8	8	ART PORTER/Lake Shore Drive
7	9	8	8	8	RANDY CRAWFORD/All The King's...
8	7	8	8	8	NATALIE & NAT COLE/When I Fall In Love
8	11	8	8	8	SOUL BALLETT/N.Y.C. Tripin
6	7	7	8	8	TONI BRAXTON/Un-break My Heart
8	7	9	8	8	TONI BRAXTON/How Could An Angel...
8	8	8	8	8	PETER WHITE/F/ASIA/Just Another Day
10	8	7	8	8	WAYMAN TISDALE/Don't Take Your...
8	10	8	8	8	KENNY G/Eastside Jam
11	9	7	8	8	NORMAN BROWN/Third World
5	10	6	8	8	CELINE DION/Falling Into You
-	-	-	-	8	ANDY SNITZER/A River's Road
8	8	8	8	8	ANDY SNITZER/My Dream Come True
9	7	6	7	7	ANDY SNITZER/My Dream Come True
8	8	7	7	7	KEIKO MATSUI/Bridge Over...

MARKET #3
WNUA/Chicago
 (312) 645-9550
 Miller

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
9	15	21	20	20	MICHAEL PAULO/My Heart And Soul
3	10	19	20	20	NEVILLE & ROBERTSON/Crazy Love
7	14	19	20	20	LUTHER VANDROSS/Go!n' Out Of My Head
-	5	12	19	19	SOUNDSCAPE/In The Mood
11	14	18	18	18	PETER WHITE/Venice Beach
15	20	18	18	18	MARK PORTMANN/No Truer Words
11	8	12	18	18	JOE MCBRIDE/After Sunset
-	-	-	18	18	JIM BRICKMAN/You Never Know
17	18	19	17	17	DAVE KOZ/Don't Look Back
2	10	9	14	14	SOUL BALLETT/N.Y.C. Tripin
10	10	8	13	13	CHUCK LOEB/The Music Inside
12	10	9	11	11	JEFF LORBER/Katherine
10	8	9	11	11	TINA TURNER/Something...
9	10	9	10	10	CELINE DION/Falling Into You
19	19	16	9	9	BABYFACE/Every Time I...
17	18	10	8	8	WHITNEY HOUSTON/Believe In You...
12	9	7	8	8	COLORS IN MOTION/Foreign Nature
-	-	-	7	7	EVAN MARSA/Long Way Home
6	10	8	7	7	BRIAN CULBERTSON/Take Your Time
19	19	15	7	7	TONI BRAXTON/Un-break My Heart
9	11	9	6	6	JIM BRICKMAN/You Never Know
9	8	9	6	6	KIM PENNY/That's The Way Of It...
10	9	7	6	6	KEIKO MATSUI/Bridge Over...
7	11	7	6	6	DAVE KOZ/Lullaby For A...
11	9	10	6	6	BRIAN CULBERTSON/After Hours
-	-	-	6	6	ZACHARY BREAUX/Cate Reggio
10	11	8	5	5	GROVER WASHINGTON.../Soulful Strut
-	-	-	5	5	TONY SCOTT/Only You
11	10	8	5	5	DOC POWELL/Laid Back
10	10	6	5	5	RONNY JORDAN/Closer Than Close

MARKET #4
KKSF/San Francisco
 (415) 975-5555
 Hansen/Lawrence

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
8	9	10	11	11	DENNY JOSAL/Lights Of The City
8	9	10	11	11	TONY SCOTT/Only You
8	9	10	10	10	PHIL COLLINS/The Same Moon
8	9	10	10	10	MICHAEL PAULO/My Heart And Soul
9	9	7	10	10	MARK PORTMANN/No Truer Words
9	10	10	10	10	DAVID SANBORN/Rikke
9	7	7	10	10	WAYMAN TISDALE/Don't Take Your...
10	6	9	10	10	GROVER WASHINGTON.../Bordertown
10	7	9	10	10	PETER WHITE/Venice Beach
8	11	10	9	9	GEORGE BENSON/The Thinker
8	11	10	9	9	KENNY BLAKE/European Undergroun
8	7	10	9	9	TIM BOWMAN/I'll Be There
8	10	9	9	9	ZACHARY BREAUX/Cate Reggio
10	8	7	9	9	VANESSA DAOU/Two To Tango
6	5	8	9	9	EXODUS QUARTET/Summer Soulstice
6	9	8	9	9	KENNY G/Eastside Jam
10	10	9	8	8	TONY GUERRERO/For Your Love
-	-	-	8	8	KEIKO MATSUI/Bridge Over...
9	9	10	8	8	LOUIE SHELTON/Reflections
10	10	9	8	8	ANDY SNITZER/My Dream Come True
7	11	9	8	8	SOUNDSCAPE/In The Mood
8	9	8	8	8	NORMAN BROWN/Third World
8	9	8	8	8	KENNY G/Havana
-	-	-	8	8	GOT/American Comfort
8	8	8	8	8	GILBERTO & MICHAEL/Desafinado
3	9	8	8	8	AARON NEVILLE/Can't Imagine
8	8	10	7	7	KENNY G/Gettin' On The Step
6	7	7	7	7	PAOLO/Paisa
7	8	7	7	7	PETER WHITE/Together Again

MARKET #5
WJZZ/Philadelphia
 (610) 667-3939
 Gress/Tozzi

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
33	31	29	33	33	DAVID SANBORN/Rikke
23	35	33	33	33	ART PORTER/Lake Shore Drive
32	31	32	32	32	GEORGE BENSON/The Thinker
30	31	32	31	31	KENNY G/Eastside Jam
23	34	33	31	31	ALFONZO BLACKWELL/Hermia
12	12	14	22	22	LOUIE SHELTON/Reflections
30	29	32	21	21	DAVE KOZ/Lullaby For A...
14	15	17	18	18	MICHAEL PAULO/My Heart And Soul
13	16	16	16	16	KENNY BLAKE/European Undergroun
13	13	15	15	15	KEIKO MATSUI/Bridge Over...
21	15	16	14	14	WAYMAN TISDALE/Don't Take Your...
13	12	13	14	14	PAUL HARDCASTLE/Jokers Wild
15	13	15	12	12	EXODUS QUARTET/Summer Soulstice
8	11	12	12	12	CELINE DION/Just Another Day
11	12	12	12	12	WILL LEE/Georgy Porgy
14	14	12	12	12	PAOLO/Paisa
10	12	10	11	11	MARIAH CAREY/Underneath The Stars
-	5	10	11	11	LUTHER VANDROSS/Go!n' Out Of My Head
12	10	11	11	11	BABYFACE/Every Time I...
11	11	10	11	11	TONI BRAXTON/Un-break My Heart
11	11	11	11	11	NORMAN BROWN/Third World
11	11	8	10	10	WHITNEY HOUSTON/Why Does It Hurt...
4	3	7	10	10	ZACHARY BREAUX/Never Can Say...
11	12	11	10	10	BRIAN HUGHES/Soul Fruit
10	11	11	10	10	WHITNEY HOUSTON/Believe In You...
-	7	11	10	10	TOMMY EMMANUEL/Midnight Drive
11	9	12	10	10	LIONEL RICHIE/Nothing Else Matters
12	12	10	10	10	SOUNDSCAPE/Morning Song
7	11	14	10	10	CELINE DION/Falling Into You
20	11	9	9	9	SLASH/Obsession Confession

MARKET #6
V98.7/Detroit
 (810) 855-5100
 Sleaker

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
11	10	12	24	24	TIM BOWMAN/Rapture
24	24	25	23	23	KENNY G/Eastside Jam
23	23	24	23	23	GEORGE BENSON/The Thinker
6	11	12	23	23	BRAXTON BROTHERS/When Love Comes...
11	12	13	23	23	DAVID SANBORN/Rikke
11	12	12	23	23	PAUL HARDCASTLE/Jokers Wild
11	11	11	23	23	NORMAN BROWN/Third World
24	23	23	22	22	ZACHARY BREAUX/Never Can Say...
-	12	12	22	22	JIM BRICKMAN/You Never Know
12	11	12	22	22	DOC POWELL/From The Heart
4	8	12	22	22	KENNY BLAKE/European Undergroun
-	-	-	12	12	CHUCK LOEB/Cruzin' South
12	10	11	22	22	GROVER WASHINGTON.../Soulful Strut
8	6	11	22	22	SOUL BALLETT/N.Y.C. Tripin
12	9	12	11	11	DAVE KOZ/Lullaby For A...
11	10	11	11	11	MARK PORTMANN/No Truer Words
6	5	7	11	11	LOUIE SHELTON/Reflections
24	24	21	11	11	KEIKO MATSUI/Bridge Over...
24	21	11	11	11	SLASH/Obsession Confession
5	5	7	11	11	ALFONZO BLACKWELL/Hermia
11	11	11	11	11	DENNY JOSAL/Lights Of The City
23	24	23	9	9	WAYMAN TISDALE/Don't Take Your...
7	6	8	9	9	CELINE DION/Falling Into You
-	-	-	9	9	BRIAN HUGHES/Soul Fruit
7	7	8	9	9	NATALIE & NAT COLE/When I Fall In Love
7	8	7	8	8	VANESSA DAOU/Two To Tango
10	11	9	8	8	SOUNDSCAPE/Morning Song
-	-	-	8	8	GOT/American Comfort
6	7	6	7	7	EXODUS QUARTET/Summer Soulstice
7	7	6	7	7	WHITNEY HOUSTON/Believe In You...

MARKET #7
OASIS107.5/Dallas
 (214) 630-3011
 Fischer/Glaser

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
10	9	11	21	21	PETER WHITE/Venice Beach
15	17	17	17	17	KENNY G/Eastside Jam
-	5	10	17	17	GROVER WASHINGTON.../Bordertown
9	8	9	17	17	BRAXTON BROTHERS/When Love Comes...
16	16	16	17	17	ZACHARY BREAUX/Cate Reggio
17	16	16	17	17	KEIKO MATSUI/Bridge Over...
9	9	10	17	17	DAVE KOZ/Lullaby For A...
10	11	10	17	17	TONY GUERRERO/Dupont
7	6	7	17	17	KENNY G/W/ BRAXTON/That Somebody Was...
-	-	-	17	17	TOMMY EMMANUEL/Midnight Drive
8	8	8	17	17	PAUL HARDCASTLE/Jokers Wild
8	9	9	17	17	Gloria Estefani/Not Giving...
8	9	9	17	17	ART MAPA/Back To Manila
8	9	10	17	17	WHITNEY HOUSTON/Believe In You
9	10	10	17	17	BOBBY CALDWELL/Stuck On You
8	9	10	17	17	JOE MCBRIDE/High Steppin'
10	9	9	17	17	MARK PORTMANN/No Truer Words
10	12	10	17	17	VANESSA DAOU/Two To Tango
8	9	10	17	17	WAYMAN TISDALE/Don't Take Your...
9	10	9	17	17	RICHARD ELLIOT/Sweet Surrender
10	10	9	17	17	ART PORTER/Lake Shore Drive
-	-	-	9	9	CHUCK LOEB/Cruzin' South
-	-	-	9	9	GOT/American Comfort
9	10	9	17	17	TONI BRAXTON/Un-break My Heart
11	10	9	17	17	DENNY JOSAL/Lights Of The City
7	10	9	17	17	EXODUS QUARTET/Summer Soulstice
8	9	10	17	17	LUTHER VANDROSS/Your Secret Love
9	8	9	17	17	NEVILLE & ROBERTSON/Crazy Love
9	9	7	17	17	DAVE KOZ/Don't Look Back

MARKET #8
WJZZ/Washington
 (703) 683-3000
 Kosbau

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
11	11	11	28	28	DAVID SANBORN/Rikke
6	20	20	27	27	KENNY G/Eastside Jam
20	28	28	26	26	GEORGE BENSON/The Thinker
12	12	12	21	21	PAUL HARDCASTLE/Jokers Wild
6	9	9	21	21	BRAXTON BROTHERS/When Love Comes...
10	11	1			

EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES FEBRUARY 14, 1997

CALLOUT AMERICA® song selection is based on the top titles from the R&R CHR/Pop chart for the airplay week of January 20-26.

ARTIST TITLE LABEL(S)	CHR/POP				TOTAL% FAMILIARITY	TOTAL% BURN
	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)					
	TW	LW	2W	3W		
NO DOUBT Don't Speak (Trauma/Interscope)	4.16	4.19	4.07	4.08	95.0%	27.3%
CARDIGANS Lovefool (Mercury)	4.13	4.01	3.91	3.87	83.5%	15.3%
JEWEL You Were Meant For Me (Atlantic)	4.02	4.06	3.97	3.89	72.8%	9.8%
KEITH SWEAT Nobody (Elektra/EEG)	3.89	3.92	3.80	3.79	59.5%	14.0%
ALANIS MORISSETTE Head Over Feet (Maverick/Reprise)	3.87	3.97	3.93	3.90	92.5%	37.0%
EN VOGUE Don't Let Go (Love) (EastWest/EEG)	3.86	3.94	3.77	3.97	84.5%	22.5%
BLACKSTREET No Diggity (Interscope)	3.84	3.88	3.76	3.80	72.8%	17.5%
TONI BRAXTON Un-break My Heart (LaFace/Arista)	3.77	3.91	3.73	3.85	95.5%	31.8%
NEW EDITION I'm Still In Love With You (MCA)	3.69	3.71	3.56	3.65	58.8%	16.3%
SPICE GIRLS Wannabe (Virgin)	3.67	3.69	3.61	—	65.3%	17.8%
MERRIL BAINBRIDGE Mouth (Universal)	3.64	3.52	3.52	3.57	81.3%	24.5%
BABYFACE Every Time I Close My Eyes (Epic)	3.63	3.84	3.71	—	47.3%	8.3%
COUNTING CROWS A Long December (DGC/Geffen)	3.60	3.60	3.58	3.68	68.5%	15.5%
CELINE DION It's All Coming Back To Me Now (550 Music)	3.57	3.70	3.57	3.73	90.5%	41.5%
SHERYL CROW Everyday Is A Winding Road (A&M)	3.55	3.57	—	—	62.5%	16.0%
R. KELLY I Believe I Can Fly (Jive)	3.54	3.74	3.67	3.74	73.5%	24.3%
CRANBERRIES When You're Gone (Island)	3.53	3.75	3.53	3.54	49.0%	11.3%
SHERYL CROW If It Makes You Happy (A&M)	3.53	3.54	3.41	3.54	89.8%	37.5%
DUNCAN SHEIK Barely Breathing (Atlantic)	3.48	3.31	3.43	—	36.0%	7.3%
WHITNEY HOUSTON I Believe In You And Me (Arista)	3.45	—	—	—	60.3%	13.3%
JOHN MELLENCAMP Just Another Day (Mercury)	3.33	3.46	3.30	3.18	34.3%	8.0%
GINA G Ooh Aah...Just A Little Bit (Eternal/WB)	3.32	3.35	3.24	3.24	61.3%	19.8%
HOOTIE & BLOWFISH I Go Blind (Reprise)	3.31	3.28	3.28	3.37	72.0%	30.0%
RED HOT CHILI PEPPERS Love Rollercoaster (Geffen)	3.30	3.33	3.33	3.34	62.5%	17.8%
JOURNEY When You Love A Woman (Columbia)	3.29	3.41	3.10	3.29	64.5%	21.0%
AMBER This Is Your Night (Tommy Boy)	3.23	3.27	3.21	3.23	75.0%	31.3%
DONNA LEWIS Without Love (Atlantic)	3.23	3.17	2.99	3.15	38.0%	8.3%
MADONNA Don't Cry For Me Argentina (Warner Bros.)	3.23	3.37	3.32	—	91.3%	31.3%
"AFKAP" The Holy River (NPG/EMI)	3.07	—	—	—	17.0%	4.5%

Total sample size is 400 respondents with a +/-5 margin of error. Total average favorability estimates are based on a scale of 1-5 (1 = dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on females aged 12-34, who responded favorably to a CHR/Pop musical montage in the following regions and markets: **EAST:** Boston, Buffalo, Hartford, New York, Philadelphia, Pittsburgh, Providence, Washington. **SOUTH:** Atlanta, Charlotte, Dallas, Houston, Miami, New Orleans, Norfolk, Orlando, Tampa. **MIDWEST:** Cincinnati, Cleveland, Columbus, Indianapolis, Kansas City, Minneapolis, St. Louis. **WEST:** Los Angeles, Portland, San Diego. Songs are removed from Callout America after 20 weeks of testing. © 1997, R&R Inc.

CALLOUT AMERICA® Hot Scores

By TONY NOVIA

This week marks the two-year anniversary of Callout America, the first published national, weekly survey of music attitudes among radio listeners. Each week, R&R surveys 400 women aged 12-34 in the top 40 markets and solicits their opinions about the top songs on the CHR/Pop chart.

Callout America was designed to give radio programmers and record executives fact-based listener information about current music. It was — and is — the goal of Callout America to fill a void for stations without the resources to conduct callout research and to complement a station's local callout research by providing a national benchmark for evaluating each week's top songs. For record executives, Callout America provides a direct source of radio listeners' music attitudes without the hype and gathers other information, including retail purchasing habits.

When R&R launched Callout America two years ago, the CHR/Pop format was in decline, having lost nearly 600 radio stations over five years. The last two years have been better to the format, with many stations — including KHKS/Dallas, WFLZ/Tampa, KKRZ/Portland, and WNCI/Columbus — topping their markets and the format's successful return to Washington via WWVZ.

We hope that you, as radio programmers, will continue to find Callout America a valuable tool in making your station's music decisions for your radio stations. And we hope that you, as record executives, will continue to use Callout America to gauge where the artists stand in the ears of the listeners. Thank you for your support, and we always appreciate your comments and suggestions about Callout America or anything we do at R&R. You can phone me at (310) 788-1663, fax (310) 203-9763, or e-mail tnovia@rronline.com.

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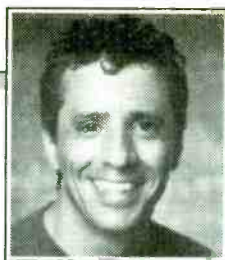


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TONY NOVIA

FOOD FOR THOUGHT

Has The Industry Become Consolidation Crazy?

So many words have been spoken about the effects of business downsizing and consolidation, particularly in our business of radio. It's happening right now, and somehow, some way, most of us have been (or will be) affected in radio's post-telecom age.

During a meeting of radio group heads at the **National Association of Broadcasters** convention this past November, each freely admitted they didn't know where things

In the interview, *Economist* West Coast Bureau Chief **Adrian Wooldridge** questioned management expert/professor/author/lecturer **Peter Drucker** about a variety of subjects,

In many cases, attributes like longevity, loyalty, strong work ethics, and knowledge no longer matter. Radio employees have become preoccupied with paranoia and fear of losing their jobs.

were going, how they'd end up, or how to best manage and structure their companies. Most importantly, they didn't know how many employees would lose their jobs due to downsizing and re-engineering of our business.

On one hand you have to tip your hat and respect them for admitting they couldn't predict the future. But on the other hand, shouldn't they have those answers? Isn't that their job?

What Matters At Work?

All things considered, this news wasn't reassuring to people in the radio workforce, especially those with families, mortgages, bills to pay, or in desperate need of health care. In many cases, attributes like longevity, loyalty, strong work ethics, and knowledge no longer matter when Wall Street takes over a radio station. Radio employees have become preoccupied with paranoia and fear of losing their jobs.

I've been asking a lot of questions about the pros and cons of the Telecommunications Act and recently came across an interview in the *L.A. Times* that helped reveal some answers on the subject of corporate downsizing. While it may be broad in its approach, there are many substantive thoughts that can directly relate to what's happening in radio today.

two of which were downsizing and re-engineering.

First some background on Drucker, who's in his late 80s. He's a professor at Pomona, CA-based Claremont Graduate School. Wooldridge calls him, "A famed management thinker, author of 26 books and thousands of articles, and has given tens of thousands of lectures." He pointed out that Drucker will be remembered for three intellectual innovations:

- "He was the first to point out that knowledge workers are replacing blue-collar workers as the most important group in society, and that, henceforth, managers will have to engage as the minds, rather than simply control their employees' hands."

- "He was the first to argue that management is as important for universities, churches, and charities as it is for soap-powder manufacturers."

- "He also argued that treating workers well makes sense in business as well as in human terms."

No Increase In Job Turnover

When asked about the overall effects of downsizing, Drucker responds with the shocking answer that as a whole, in business, "We've had no more turnover in jobs in the last few years than we had before — probably less."

Since we don't have any one company keeping track of those numbers in radio, one could assume that perception isn't reality in this case. As Drucker sees it, maybe we haven't lost as many jobs as we think. However, the view is different when it is your job that's in jeopardy, and the loss of even one job is one too many.

Just about every day in the news it's reported that another company is cutting jobs. With the economy still growing and in seemingly good shape, how does one account for these downsizing numbers? The explanation may come from how companies downsized in the past versus how they do it today.

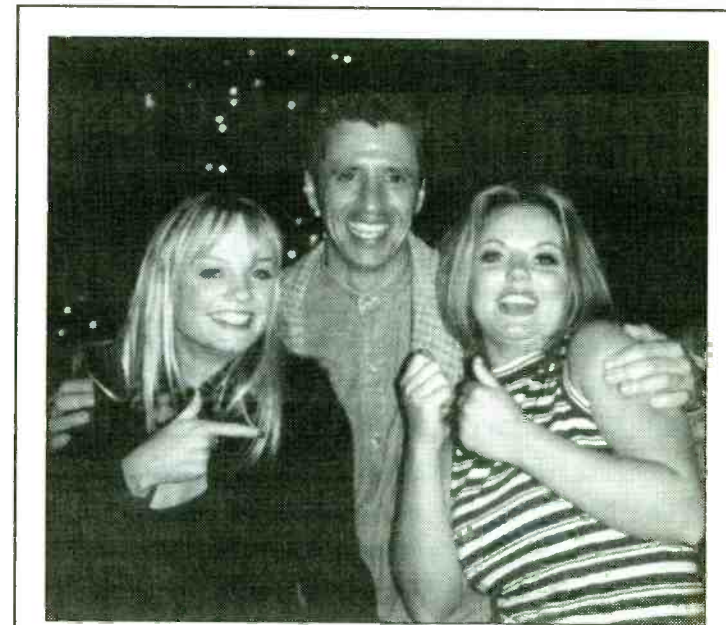
According to Drucker, "The numbers leave a lot to be desired." In the past people were not fired en masse; instead it would be one person now, then maybe down the road, another person was let go. The way it's done now, he says, "has done a lot of damage. Every one of those 40-45-year-old, upper-middle executives revises his resume every two to three months and has it in his bottom drawer."

The same could be said for many in today's radio workforce who may have to take pay cuts, reduced job titles, or even switch to a career out of the industry.

Drucker says there is hope and that downsizing has had some positive effects. "One is that able young people go into small- and medium-sized businesses. The other is that people no longer have to put up with the boredom and bureaucracy of big companies." We can see evidence of this in the number of people who've left radio to start consultancies, computer service and/or research firms, and voiceover companies, to name a few. Many have moved on to other businesses totally unrelated to radio.

It's Drucker's comments on re-engineering that speak the loudest to the leadership at the top of today's companies. He says, "I'm surprised at how cynical executive management people are. What really, deeply hurts them is that they feel financial manipulators treat them with contempt and have no respect for work or competency."

To further drive home the point, he uses a personal example. "I remember my great uncle being asked if my brother would make a good surgeon. He said, 'No. He'll never learn to make the diagnosis before amputating the leg.' That's what most downsizing has been, cutting without diagnosis." Is there anyone



TWO SPICES, ONE MEATBALL — Spice Girls members, Emma (l) and Geri, sandwich a certain R&R Editor who seems to have forgotten he's married.

who hasn't seen a radio deal consummated, then scratched their head when valuable employees were let go? Or how about wholesale changes that were made seemingly without rhyme or reason?

Downsizing Vs. Re-Engineering

By definition, consolidation is unifying two or more corporations by dissolving existing ones and creating a single, new corporation. This is the popular term used to describe what is going on in radio.

Drucker says, "Re-engineering in many cases has been abused as a euphemism for downsizing. Re-engineering [or methodically considering the big picture] is much harder to do because thinking is always hard and, like everything you do, you pilot it first. You don't go in with huge, great programs without having tested them on a smaller scale."

A successful re-engineering of a company may ultimately result in downsizing. But are the large corporations that own and continue to buy stations and groups doing their

Some companies can answer yes and some would have to answer no. How many of these moves are being made with the employees and listeners in mind? Are revenues, profits, and stock prices the only factors motivating the decisions to downsize? Is the pressure to perform so intense that we're forgetting this is a business of people communicating with other people?

As Drucker points out, many times stock value wins out over em-

ployee value, and that could turn out to be a bad business decision. He adds, "Both in re-engineering and downsizing, the aim wasn't to have a better business but to have a higher stock price, which isn't the same thing."

[Many companies] acted too quickly. When you rush things, there's a high probability you're cutting the wrong things.

"I remember in the 1920s when the first wave of [weight loss] started, a surgeon said the quickest way to make an overweight person lose weight is to cut off his penis. That is

Both in re-engineering and downsizing, the aim wasn't to have a better business, but to have a higher stock price, which isn't the same thing.

— Peter Drucker

Does anyone think about how changing an employee's insurance company or charging them for parking affects them? Or is today's employee just lucky to have a job?

homework before they cut people and jobs or change formats?

Does anyone think about how changing an employee's insurance company or charging them for parking affects them? Has anyone conducted tests, asked questions, or considered any future ramifications, or is the employee of today just lucky to have a job?

in effect what many of the downsizing people have done." Now that's food for thought!

What do you think? Your comments and suggestions are always welcome. Send them to **Tony Novia, R&R**, 10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067; (310) 788-1663 or e-mail tnovia@rronline.com.

WINTER BOOK FAVORITES!

"I don't go out on a limb very often, but this one is a solid limb, Joose is going to have a huge hit! "If Tomorrow Never Comes" is a lock. -Rob Roberts, Y100/Miami

ONLY 40 DAYS REMAINING!

joose
"If Tomorrow
Never Comes"

A MOST ADDED RECORD THIS WEEK!

TOP 5 PHONES AT:

KJMN/Denver
KWIN/Stockton
WRVW/Nashville

OUT OF THE BOX:

WKSS/Hartford	KTFM/San Antonio
WWKX/Providence	KHOM/New Orleans
WHYI/Miami	WRVW/Nashville
WZJM/Cleveland	KQMQ/Honolulu

Performing LIVE at the
LEGENDS OF RADIO Panel
at the Gavin, Saturday
at 10:45am

**better
than ezra**
"Desperately
Wanting"

#1 TESTING RECORD KLLC/San Francisco

#4 TESTING RECORD KBBT/Portland

#1 TESTING RECORD 99X/Atlanta

#10 TESTING RECORD (WOMEN 18-34) WPRO/Providence

NEW AT:

WIXX/Green Bay
WDBR/Springfield

R&R CHR/POP #30

Performing LIVE
at the Howlin' Wolf
Friday at 8:30pm
in New Orleans

Spinning on KKRZ/Portland, WXKS/Boston,
WPRO/Providence, KALC/Denver and many more!

**tracy
chapman**
"Smoke
And Ashes"

- **NOMINATED FOR 5 GRAMMY AWARDS**
- **STILL THE #4 MOST PLAYED RECORD AT G105 IN RALEIGH, NC**
- **STILL HUGE IN RESEARCH AT 99X, ATLANTA**
- **IMPACTING TOP 40 FOR ADDS NOW!**

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	NO DOUBT Don't Speak (<i>Trauma/Interscope</i>)	6375	6502	6536	6584	123/0
4	3	2	2	CARDIGANS Lovefool (<i>Mercury</i>)	6332	6140	5704	5302	125/0
2	2	3	3	TONI BRAXTON Un-break My Heart (<i>LaFace/Arista</i>)	5494	5816	5799	5834	117/0
3	4	4	4	EN VOGUE Don't Let Go (Love) (<i>EastWest/EEG</i>)	5271	5441	5622	5781	113/0
6	6	5	5	JEWEL You Were Meant For Me (<i>Atlantic</i>)	5076	4715	4259	3906	118/1
11	7	7	6	SPICE GIRLS Wannabe (<i>Virgin</i>)	4693	4340	3660	3151	117/0
5	5	6	7	GINA G Ooh Aah...Just A Little Bit (<i>Eternal/WB</i>)	4408	4417	4332	4306	114/0
13	9	8	8	MADONNA Don't Cry For Me Argentina (<i>Warner Bros.</i>)	4209	4020	3479	2963	119/0
10	8	9	9	R. KELLY I Believe I Can Fly (<i>Jive</i>)	3900	3784	3488	3160	110/2
12	11	10	10	COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	3698	3490	3276	3080	110/0
28	16	13	11	SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	2999	2791	2232	1721	112/3
15	14	11	12	KEITH SWEAT Nobody (<i>Elektra/EEG</i>)	2998	2997	2781	2579	97/3
14	15	14	13	BLACKSTREET No Diggity (<i>Interscope</i>)	2502	2695	2723	2792	92/1
7	10	12	14	MERRIL BAINBRIDGE Mouth (<i>Universal</i>)	2465	2909	3321	3830	88/0
29	20	18	15	DUNCAN SHEIK Barely Breathing (<i>Atlantic</i>)	2428	2154	1905	1712	95/5
31	21	17	16	"AFKAP" The Holy River (<i>NPG/EMI</i>)	2368	2214	1876	1497	101/1
9	12	15	17	ALANIS MORISSETTE Head Over Feet (<i>Maverick/Reprise</i>)	2155	2667	3114	3577	75/0
BREAKER			18	CELINE DION All By Myself (<i>550 Music</i>)	2124	1463	591	188	114/8
30	24	20	19	CRANBERRIES When You're Gone (<i>Island</i>)	1947	1810	1786	1697	82/0
8	13	16	20	SHERYL CROW If It Makes You Happy (<i>A&M</i>)	1942	2431	3082	3757	70/0
33	28	22	21	BABYFACE Every Time I Close My Eyes (<i>Epic</i>)	1941	1790	1596	1437	91/2
18	18	19	22	AMBER This Is Your Night (<i>Tommy Boy</i>)	1892	1982	2042	2300	65/0
—	39	32	23	WALLFLOWERS One Headlight (<i>Interscope</i>)	1758	1301	854	280	92/13
47	35	29	24	NO MERCY Please Don't Go (<i>Arista</i>)	1684	1414	953	635	89/6
26	26	23	25	JOHN MELLENCAMP Just Another Day (<i>Mercury</i>)	1584	1727	1756	1766	65/1
—	—	44	26	SAVAGE GARDEN I Want You (<i>Columbia</i>)	1526	779	301	130	98/45
16	19	21	27	NEW EDITION I'm Still In Love With You (<i>MCA</i>)	1513	1791	2032	2426	55/0
24	25	25	28	HOOTIE & THE BLOWFISH I Go Blind (<i>Reprise</i>)	1498	1698	1776	1913	56/0
22	23	26	29	RED HOT CHILI PEPPERS Love Rollercoaster (<i>Geffen</i>)	1426	1686	1798	1962	67/0
37	33	30	30	BETTER THAN EZRA Desperately Wanting (<i>Swell/Elektra/EEG</i>)	1369	1379	1233	1113	82/2
—	44	36	31	BLACKOUT ALLSTARS I Like It (<i>Columbia</i>)	1226	1032	733	519	62/1
42	37	35	32	U2 Discotheque (<i>Island</i>)	1175	1058	900	720	77/1
50	38	34	33	CRYSTAL WATERS Say...If You Feel Alright (<i>Mercury</i>)	1173	1080	871	562	60/2
45	42	39	34	LEAH ANDREONE It's Alright, It's OK (<i>RCA</i>)	1109	928	769	646	67/4
35	32	33	35	GINUWINE Pony (<i>550 Music</i>)	1075	1138	1257	1279	57/0
17	17	27	36	DONNA LEWIS Without Love (<i>Atlantic</i>)	1059	1578	2139	2422	39/0
40	40	37	37	311 All Mixed Up (<i>Capricorn/Mercury</i>)	1048	984	851	785	67/4
23	29	31	38	JOURNEY When You Love A Woman (<i>Columbia</i>)	925	1331	1565	1939	43/1
49	47	42	39	LUSCIOUS JACKSON Naked Eye (<i>Grand Royal/Capitol</i>)	907	805	676	605	67/3
—	49	45	40	AMANDA MARSHALL Fall From Grace (<i>Epic</i>)	828	737	588	411	55/3
DEBUT			41	PAULA COLE Where Have All The Cowboys Gone? (<i>Imago/WB</i>)	730	252	108	20	70/20
39	34	38	42	GARBAGE #1 Crush (<i>Capitol</i>)	701	937	982	975	47/0
27	31	43	43	GREASE MEGAMIX Grease Megamix (<i>Polydor/A&M</i>)	696	793	1281	1740	31/0
—	—	50	44	MONICA For You I Will (<i>Warner Sunset/Atlantic</i>)	627	552	354	179	45/6
—	—	48	45	LE CLICK Tonight Is The Night (<i>Logic</i>)	617	618	562	453	29/0
DEBUT			46	JON SECADA Too Late, Too Soon (<i>SBK/EMI</i>)	581	163	15	13	57/12
43	45	46	47	AZ YET Last Night (<i>LaFace/Arista</i>)	573	685	686	701	20/0
32	30	40	48	WHITNEY HOUSTON I Believe In You And Me (<i>Arista</i>)	546	914	1313	1492	31/1
DEBUT			49	DON HENLEY Through Your Hands (<i>Revolution</i>)	513	513	449	371	29/0
—	—	—	50	CRUSH Jellyhead (<i>Robbins</i>)	467	448	451	522	16/1

This chart reflects airplay from February 3-9. Songs ranked by total plays. Highlighted songs indicate Breaker.

126 CHR/Pop reporters. 123 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1997, R&R Inc.

BREAKERS®

CELINE DION

All By Myself (550 Music)

TOTAL PLAYS/INCREASE **2124/661** TOTAL STATIONS/ADDS **114/8** CHART **18**

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
WHITNEY HOUSTON Step By Step (<i>Arista</i>)	63
SAVAGE GARDEN I Want You (<i>Columbia</i>)	45
MERRIL BAINBRIDGE Under The Water (<i>Universal</i>)	25
JOSE If Tomorrow Never... (<i>Flavor Unit/EastWest/EEG</i>)	25
PAULA COLE Where Have All The Cowboys Gone? (<i>Imago/WB</i>)	20
WILD ORCHID Talk To Me (<i>RCA</i>)	16
WALLFLOWERS One Headlight (<i>Interscope</i>)	13
JON SECADA Too Late, Too Soon (<i>SBK/EMI</i>)	12
OMC How Bizarre (<i>Mercury</i>)	9
CELINE DION All By Myself (<i>550 Music</i>)	8

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SAVAGE GARDEN I Want You (<i>Columbia</i>)	+747
CELINE DION All By Myself (<i>550 Music</i>)	+661
PAULA COLE Where Have All The Cowboys Gone? (<i>Imago/WB</i>)	+478
WALLFLOWERS One Headlight (<i>Interscope</i>)	+457
JON SECADA Too Late, Too Soon (<i>SBK/EMI</i>)	+418
JEWEL You Were Meant For Me (<i>Atlantic</i>)	+361
SPICE GIRLS Wannabe (<i>Virgin</i>)	+353
SHAWN COLVIN Sunny Came Home (<i>Columbia</i>)	+291
DUNCAN SHEIK Barely Breathing (<i>Atlantic</i>)	+274
NO MERCY Please Don't Go (<i>Arista</i>)	+270

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DONNA LEWIS I Love You Always Forever (<i>Atlantic</i>)	+174
KEITH SWEAT Twisted (<i>Elektra/EEG</i>)	+154
NO MERCY Where Do You Go (<i>Arista</i>)	+147
CELINE DION It's All Coming Back To Me Now (<i>550 Music</i>)	+121
DISHWALLA Counting Blue Cars (<i>A&M</i>)	+119
TONI BRAXTON You're Makin' Me High (<i>LaFace/Arista</i>)	+114
GHOST TOWN DJ'S My Boo (<i>So So Def/Columbia</i>)	+110
NO DOUBT Spiderwebs (<i>Trauma/Interscope</i>)	+105
EVERYTHING BUT THE GIRL Missing (<i>Atlantic</i>)	+103
ALANIS MORISSETTE You Learn (<i>Maverick/Reprise</i>)	+100

Breakers: Songs registering 2000 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most increased plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

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Featuring: TM century GoldDiscs™ and HitDiscs™

POP/ALTERNATIVE TOP 20

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
1	1	CARDIGANS Lovefool (Mercury) 8322 8116 194/1	8322	8116	194/1
2	2	NO DOUBT Don't Speak (Trauma/Interscope) 7280 7540 166/0	7280	7540	166/0
3	3	COUNTING CROWS A Long December (DGC/Geffen) 6334 6140 193/0	6334	6140	193/0
4	4	JEWEL You Were Meant For Me (Atlantic) 5460 4960 139/5	5460	4960	139/5
5	5	SHERYL CROW Everyday Is A Winding Road (A&M) 4641 4516 184/4	4641	4516	184/4
7	6	WALLFLOWERS One Headlight (Interscope) 4446 3842 179/14	4446	3842	179/14
6	7	U2 Discotheque (Island) 4357 4419 172/1	4357	4419	172/1
9	8	LIVE Lakini's Juice (Radioactive) 3313 3337 102/0	3313	3337	102/0
10	9	311 All Mixed Up (Capricorn/Mercury) 2803 3024 136/4	2803	3024	136/4
8	10	GARBAGE #1 Crush (Capitol) 2800 3490 122/0	2800	3490	122/0
11	11	SMASHING PUMPKINS Thirty-Three (Virgin) 2762 2960 97/0	2762	2960	97/0
12	12	BETTER THAN EZRA Desperately... (Swell/Elektra/EEG) 2722 2858 139/2	2722	2858	139/2
16	13	BUSH Greedy Fly (Trauma/Interscope) 2697 2537 91/0	2697	2537	91/0
14	14	SILVERCHAIR Abuse Me (Epic) 2663 2594 94/0	2663	2594	94/0
13	15	ALANIS MORISSETTE Head Over Feet (Maverick/Reprise) 2235 2773 82/0	2235	2773	82/0
18	16	DAVE MATTHEWS BAND Crash Into Me (RCA) 2189 2215 91/4	2189	2215	91/4
15	17	SHERYL CROW If It Makes You Happy (A&M) 2065 2580 79/0	2065	2580	79/0
-	18	SUBLIME Santeria (Gasoline Alley/MCA) 2040 1931 86/0	2040	1931	86/0
-	19	CRANBERRIES When You're Gone (Island) 2007 1895 86/0	2007	1895	86/0
20	20	NINE INCH NAILS The Perfect Drug (Nothing/Interscope) 1942 1941 95/1	1942	1941	95/1

This chart reflects airplay from February 3-9. Songs ranked by total plays. 126 CHR/Pop reporters and 95 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. © 1997, R&R Inc.

NEW & ACTIVE

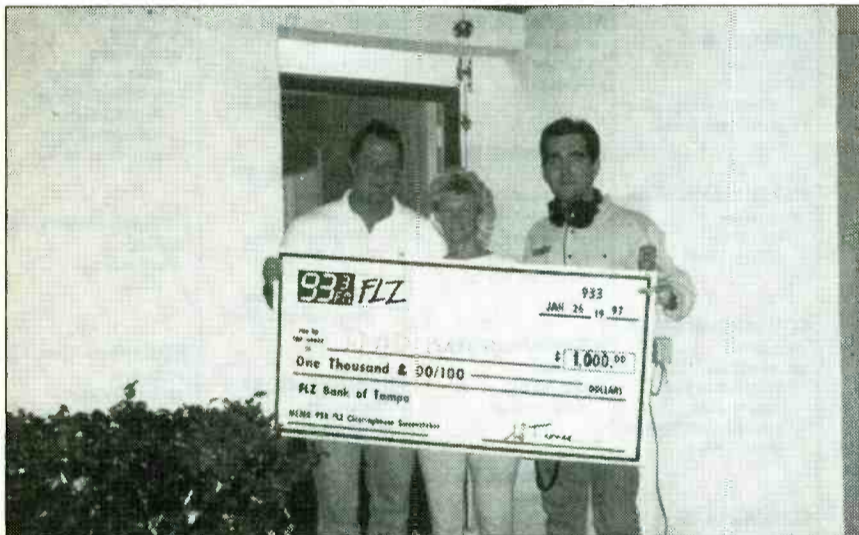
LIVIN' JOY Don't Stop Movin' (MCA) Total Plays: 449, Total Stations: 42, Adds: 4	TORI AMOS Silent All These Years (Atlantic) Total Plays: 219, Total Stations: 22, Adds: 1
SABELLE One O'Clock (Work) Total Plays: 411, Total Stations: 33, Adds: 6	FUNKY GREEN DOGS Fired Up (Twisted/MCA) Total Plays: 180, Total Stations: 13, Adds: 1
AMBER Colour Of Love (Tommy Boy) Total Plays: 379, Total Stations: 19, Adds: 2	OMC How Bizarre (Mercury) Total Plays: 175, Total Stations: 21, Adds: 9
BARENAKED LADIES The Old Apartment (Reprise) Total Plays: 373, Total Stations: 31, Adds: 5	FUN FACTORY Oh Yeah Yeah (I Like It) (Curb) Total Plays: 153, Total Stations: 20, Adds: 4
SHAWN COLVIN Sunny Came Home (Columbia) Total Plays: 340, Total Stations: 37, Adds: 6	QUAD CITY DJ'S Space Jam (Warner Sunset/Atlantic) Total Plays: 153, Total Stations: 5, Adds: 1
ASHLEY MACISAAC Sleepy Maggie (A&M) Total Plays: 298, Total Stations: 33, Adds: 2	LIVE Lakini's Juice (Radioactive) Total Plays: 151, Total Stations: 8, Adds: 0
COLLECTIVE SOUL Precious Declaration (Atlantic) Total Plays: 251, Total Stations: 23, Adds: 7	MARK MORRISON Return Of The Mack (Atlantic) Total Plays: 149, Total Stations: 9, Adds: 3
JOCELYN ENRIQUEZ Do You Miss Me (Classified) Total Plays: 245, Total Stations: 8, Adds: 0	REPUBLICA Drop Dead Gorgeous (RCA) Total Plays: 145, Total Stations: 18, Adds: 6
K5 Passion (Robbins) Total Plays: 237, Total Stations: 11, Adds: 1	AALIYAH One In A Million (BlackGround/Atlantic) Total Plays: 143, Total Stations: 12, Adds: 2
WHITNEY HOUSTON Step By Step (Arista) Total Plays: 227, Total Stations: 64, Adds: 63	ALANIS MORISSETTE Mary Jane (Maverick/Reprise) Total Plays: 143, Total Stations: 5, Adds: 0

Songs ranked by total plays

NEW RELEASES

ADDS FEBRUARY 18

Aaliyah	"One In A Million" (BlackGround/Atlantic)
Aerosmith	"Falling In Love (Is Hard On The Knees)" (Columbia)
Tracy Chapman	"Smoke And Ashes" (Elektra/EEG)
Enigma	"TNT For The Brain" (Virgin)
Fountains Of Wayne	"Radiation Vibe" (Tag/Atlantic)
Jana	"What I Am To You" (Curb)
Mighty Dub Kats	"It's Just Another Groove" (Priority)
Mark Morrison	"Return Of The Mack" (Atlantic)
Nu Flavor f/Roger	"Sweet Sexy Thing" (Reprise)
R.E.M.	"Electrolite" (Warner Bros.)
Selena	"Dance Medley" (EMI Latin)



WFLZ CLEARING HOUSE — WFLZ/Tampa beat Dick Clark and Ed McMahon to the punch when it held its own sweepstakes. Pictured is afternoon talent Jeff Thomas presenting the winning \$1000 check on Super Bowl night.



(LITERALLY) CHILLIN' IN BEANTOWN — Some industry heavies got together at the House Of Blues on a slightly chilly Boston day. Keeping warm are (l-r) WXKS OM Dale Dorman, Robbins Entertainment Director/Promotions Cary Vance, WXKS PD John Ivey and MD David Corey, and Metropolitan National Promotion Director Jason McFadden.



EVERYTHING'S BIG IN TEXAS — L.A. Lakers star center/rapper Shaquille O'Neal stopped by the KHKS studio to entertain listeners and staffers with his immense personality Hoping to measure up are (l-r) KHKS MD John Reynolds and PD "Mister Ed" Lambert.

Stations and their ads listed alphabetically by market

Table with columns for station names and their corresponding advertising spots. Each station entry includes its call letters, PD name, MD name, and a list of ads with their details.

126 Total Reporters
126 Current Reporters
123 Current Playlists
Reported Frozen Playlist (1):
WPLY/Philadelphia, PA
Did Not Report, Playlist Frozen (2):
WAEB/Allentown, PA
WMGI/Terre Haute, IN

CHR/POP PLAYLISTS

February 14, 1997 R&R • 67

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

MARKET #1					
WHTZ/New York					
(212) 239-2300 Polem/Bryant					
PLAYS	3W	2W	LW	TW	ARTIST/TITLE
59	62	65	64	NO DOUBT/Don't Speak	
44	49	63	SPICE GIRLS/Wannabe		
55	59	63	CARDIGANS/Lovefool		
61	61	58	EN VOIGUE/Don't Let Go (Love)		
56	58	59	JEWEL/You Were Meant...		
46	40	52	MADONNA/Don't Cry For Me...		
60	60	42	BLACKOUT ALLSTARS/Like It		
41	35	39	CRUSH/Jellyhead		
38	40	36	GINA G/Ooh Aah...Just...		
27	38	22	COUNTING CROWS/A Long December		
44	39	30	TONI BRAXTON/Un-break My Heart		
14	21	34	TONI BRAXTON/You're Makin' Me...		
18	21	22	SHERYL CROW/Everyday Is...		
23	26	27	LEAH ANDREONE/It's Alright, It's...		
18	8	16	DONNA LEWIS/Without Love		
19	14	23	R. KELLY/I Believe I Can Fly		
25	29	26	"AFKAP"/The Holy River		
19	31	22	NO DOUBT/Spiderwebs		
14	17	18	NEW EDITION/I'm Still In Love...		
20	21	22	LUSCIOUS JACKSON/Naked Eye		
22	25	23	311/AI Mixed Up		
-	-	-	SAVAGE GARDEN/I Want You		
20	26	21	BLACKSTREET/No Diggity		
-	-	-	JOCELYN ENRIQUEZ/Do You Miss Me		
13	14	11	JOHN MELLENCAMP/Just Another Day		
-	-	-	NO MERCY/Where Do You Go		
-	-	-	LE CLUCK/Tonight Is The Night		
-	-	-	CORONA/The Rhythm Of...		
-	-	-	CELINE DION/All By Myself		
-	-	-	KEITH SWEAT/Nobody		
17	17	17	EVERYTHING BUT...Missing		
-	-	-	LA BOUCHE/Be My Lover		
-	-	-	SARAH WATERHALLS		
41	34	29	BLANCH MCLACHLAN/Possession		
-	-	-	LA BOUCHE/Sweet Dreams		
-	-	-	DONNA LEWIS/I Love You Always...		
13	16	14	FUGEES/No Woman, No Cry		
16	22	17	LIVIN' JOY/Dreamer		
30	33	-	MERRIL BAINBRIDGE/Mouth		
-	-	-	ALANIS MORISSETTE/Hand In My Pocket		

MARKET #2					
KIISFM					
102.7					
KIIS/Los Angeles					
(818) 845-1027					
Cook/Austin					
PLAYS	3W	2W	LW	TW	ARTIST/TITLE
44	50	79	89	CARDIGANS/Lovefool	
64	67	72	85	NO DOUBT/Don't Speak	
34	72	79	84	R. KELLY/I Believe I Can Fly	
69	67	82	83	EN VOIGUE/Don't Let Go (Love)	
69	67	81	83	TONI BRAXTON/Un-break My Heart	
21	30	44	54	BLACKSTREET/No Diggity	
47	43	46	46	BLACKSTREET/No Diggity	
-	-	-	35	44	JOCELYN ENRIQUEZ/Do You Miss Me
45	48	45	44	GINA G/Ooh Aah...Just...	
71	73	53	43	KEITH SWEAT/Nobody	
47	40	44	42	MERRIL BAINBRIDGE/Mouth	
66	34	41	40	TONI BRAXTON/You're Makin' Me...	
-	-	-	20	33	AZ YET/Last Night
48	50	40	40	MADONNA/Don't Cry For Me...	
39	40	44	34	CELINE DION/It's All Coming...	
33	35	30	27	AMBER/This Is Your Night	
41	45	36	27	NO MERCY/Where Do You Go	
47	44	31	27	CRUSH/Jellyhead	
36	29	-	25	DONNA LEWIS/I Love You Always...	
49	44	31	23	GHOST TOWN DJ'S/My Boo	
-	-	-	14	21	CRYSTAL WATERS/Say...If You Feel...
-	-	-	17	21	NO MERCY/Please Don't Go
-	-	-	11	20	SAVAGE GARDEN/I Want You
-	-	-	6	13	BAByFACE/Every Time I...
-	-	-	14	19	JEWEL/You Were Meant...
23	17	15	16	KEITH SWEAT/Nobody	
13	11	14	16	GINUWINE/Pony	
-	-	-	10	13	BLACKOUT ALLSTARS/Like It
-	-	-	10	10	CELINE DION/All By Myself

MARKET #5					
WIOO/Philadelphia					
(610) 667-8100					
Kalina/McGuire					
PLAYS	3W	2W	LW	TW	ARTIST/TITLE
58	58	74	54	BLACKSTREET/No Diggity	
64	67	72	52	EN VOIGUE/Don't Let Go (Love)	
67	67	75	51	SUMMER JUNKIES/I'm Gonna Love...	
24	24	43	50	CARDIGANS/Lovefool	
64	64	71	49	TONI BRAXTON/Un-break My Heart	
26	26	21	46	SPICE GIRLS/Wannabe	
42	39	44	43	KEITH SWEAT/Justified	
64	64	74	38	NO DOUBT/Don't Speak	
26	26	43	36	LIVIN' JOY/Don't Stop Movin'	
40	40	42	33	R. KELLY/I Believe I Can Fly	
39	41	33	33	MADONNA/Don't Cry For Me...	
39	41	33	33	AMBER/Colour Of Love	
39	39	37	33	KEITH SWEAT/Nobody	
74	65	44	35	MERRIL BAINBRIDGE/Mouth	
40	42	32	32	GINA G/Ooh Aah...Just...	
39	39	33	33	ROCKELL/I Fell In Love	
43	43	28	28	JOCELYN ENRIQUEZ/Do You Miss Me	
35	35	22	27	DENISE W/COLLAGE/Love Of A Lifetime	
40	40	34	26	NEW EDITION/I'm Still In Love...	
30	30	27	24	NO MERCY/Where Do You Go	
26	26	24	24	GHOST TOWN DJ'S/My Boo	
29	29	27	23	EVERYTHING BUT...Missing	
25	25	26	22	CRYSTAL WATERS/Say...If You Feel...	
25	25	22	22	DONNA LEWIS/I Love You Always...	
7	7	31	22	BLACKOUT ALLSTARS/Like It	
24	24	25	21	NO MERCY/Please Don't Go	
42	42	26	20	AMBER/This Is Your Night	
-	-	-	19	19	LE CLUCK/Call Me
20	20	26	18	OUTHERE BROTHERS/Boom Boom Boom	
25	25	23	18	2 UNLIMITED/Do What's Good...	
29	29	19	17	GINUWINE/Pony	
-	-	-	24	24	LE CLUCK/Tonight Is The Night
19	19	23	14	QUAD CITY DJ'S/C'mon 'N Ride It...	
21	21	12	13	TONI BRAXTON/You're Makin' Me...	
-	-	-	16	16	CDOLL/1,2,3,4 (Sumppin'...)...
5	5	21	11	"AFKAP"/Somebody's Somebody	
-	-	-	10	10	SABELLE/One O'Clock
14	14	10	9	FUNKY GREEN DOGS/Fired Up	
11	11	10	8	TONY TONI TONE/Let's Get Down	
-	-	-	7	7	ROOTS/What They Do
-	-	-	5	5	BAByFACE/Every Time I...

MARKET #7					
106.1 KISSFM					
KHKS/Dallas					
(214) 891-3400					
Lambert/Reynolds					
PLAYS	3W	2W	LW	TW	ARTIST/TITLE
78	75	72	75	NO DOUBT/Don't Speak	
79	73	77	74	EN VOIGUE/Don't Let Go (Love)	
55	76	73	70	CARDIGANS/Lovefool	
28	50	75	70	TONI BRAXTON/Un-break My Heart	
50	62	54	62	KEITH SWEAT/Justified	
50	47	49	49	AMBER/This Is Your Night	
51	46	48	49	GREASE MEGAMIX/Grease Megamix	
41	47	50	48	GINA G/Ooh Aah...Just...	
44	47	44	46	R. KELLY/I Believe I Can Fly	
48	44	43	46	ALANIS MORISSETTE/Head Over Feet	
48	49	48	45	DONNA LEWIS/I Love You Always...	
28	26	37	45	SPICE GIRLS/Wannabe	
-	-	-	26	45	LE CLUCK/Tonight Is The Night
74	65	44	35	MERRIL BAINBRIDGE/Mouth	
40	32	24	28	BLACKOUT ALLSTARS/Like It	
42	41	46	28	CELINE DION/Because You Loved Me	
42	49	26	28	NO MERCY/Where Do You Go	
21	24	26	26	NEW EDITION/I'm Still In Love...	
17	21	30	24	BLACKSTREET/No Diggity	
33	29	25	24	MADONNA/Don't Cry For Me...	
22	20	20	24	REAL MCCOY/Another Night	
20	21	24	23	GHOST TOWN DJ'S/My Boo	
-	-	-	6	21	CELINE DION/All By Myself
24	22	22	22	EVERYTHING BUT...Missing	
50	45	19	21	ALANIS MORISSETTE/You Learn	
18	19	21	21	REAL MCCOY/Run Away	
17	16	19	20	PLANET SOUL/Set U Free	
-	-	-	19	19	ANGELINA/Release Me
21	21	20	18	2 UNLIMITED/Get Ready For This	
-	-	-	6	17	SABELLE/One O'Clock
16	14	14	17	SNAPP/Rhythm Is A Dancer	
58	44	39	16	CELINE DION/It's All Coming...	
21	19	16	16	QUAD CITY DJ'S/C'mon 'N Ride It...	
16	15	15	16	TLCL/Waterfalls	
18	15	16	16	DE'REESE/You Gotta Be	
34	33	17	15	KEITH SWEAT/Nobody	
7	19	20	15	NO MERCY/Please Don't Go	
16	15	15	15	MONTELL JORDAN/This Is How We Do It	
14	14	15	14	CRYSTAL WATERS/100% Pure Love	
14	-	-	14	CORONA/The Rhythm Of...	

MARKET #8					
WZZZ/Washington					
(301) 899-1041					
O'Brian/Ross					
PLAYS	3W	2W	LW	TW	ARTIST/TITLE
38	53	67	EN VOIGUE/Don't Let Go (Love)		
67	68	68	BLACKSTREET/No Diggity		
66	68	66	EN VOIGUE/Don't Let Go (Love)		
67	68	67	NO DOUBT/Don't Speak		
68	49	64	NO MERCY/Where Do You Go		
67	68	67	TONI BRAXTON/Un-break My Heart		
37	37	53	CARDIGANS/Lovefool		
65	45	48	LA BOUCHE/Sweet Dreams		
66	68	67	LE CLUCK/Tonight Is The Night		
38	42	47	REAL MCCOY/Another Night		
39	41	47	GINA G/Ooh Aah...Just...		
38	36	49	COUNTING CROWS/A Long December		
-	-	-	17	26	JEWEL/You Were Meant...
37	37	36	GHOST TOWN DJ'S/My Boo		
29	28	31	TONI BRAXTON/You're Makin' Me...		
17	44	32	CRYSTAL WATERS/Say...If You Feel...		
-	-	-	26	40	SAVAGE GARDEN/I Want You
33	30	36	AMBER/Colour Of Love		
43	41	32	MADONNA/Don't Cry For Me...		
-	-	-	21	26	NO MERCY/Please Don't Go
29	28	24	FUNKY GREEN DOGS/Fired Up		
-	-	-	19	22	CELINE DION/All By Myself
-	-	-	24	22	EVERYTHING BUT...Missing
34	29	32	R. KELLY/I Can't Sleep...		
20	18	21	KEITH SWEAT/Justified		
29	25	18	GINUWINE/Pony		
43	34	33	MERRIL BAINBRIDGE/Mouth		
33	40	16	NO DOUBT/Spiderwebs		
14	16	14	QUAD CITY DJ'S/C'mon 'N Ride It...		
15	15	11	EVERYTHING BUT...Missing		
31	17	-	11	DONNA LEWIS/I Love You Always...	
-	-	-	10	10	LE CLUCK/Call Me
14	13	13	FUN FACTORY/I Wanna Be With U		
11	13	12	CORONA/The Rhythm Of...		
12	14	-	10	LIVIN' JOY/Dreamer	
-	-	-	5	5	DU KOOL/Let Me Clear My Mind
-	-	-	1	1	LIVIN' JOY/Don't Stop Movin'

MARKET #9					
104 KRBE					
KRBE/Houston					
(713) 266-1000					
Peake/Michaels					
PLAYS	3W	2W	LW	TW	ARTIST/TITLE
57	56	61	AMBER/This Is Your Night		
27	37	60	CARDIGANS/Lovefool		
58	58	57	NO DOUBT/Don't Speak		
55	56	51	MERRIL BAINBRIDGE/Mouth		
55	29	41	EN VOIGUE/Don't Let Go (Love)		
31	29	43	KEITH SWEAT/Justified		
38	40	39	CRUSH/Jellyhead		
39	34	28	TONI BRAXTON/Un-break My Heart		
17	16	32	SPICE GIRLS/Wannabe		
44	42	40	LA BOUCHE/Be My Lover		
33	35	38	SHERYL CROW/It Makes You...		
39	34	33	NO DOUBT/Spiderwebs		
38	32	33	ROBERT MILES/One And One		
27	23	32	BLACKSTREET/No Diggity		
27	29	34	LE CLUCK/Tonight Is The Night		
49	51	34	MADONNA/Don't Cry For Me...		
9	19	27	JEWEL/You Were Meant...		
14	19	21	NO MERCY/Please Don't Go		
35	36	32	CELINE DION/It's All Coming...		
12	19	23	SHERYL CROW/Everyday Is...		
16	21	24	EVERYTHING BUT...Missing		
16	17	23	GINA G/Ooh Aah...Just...		
12	13	23	FUNKY GREEN DOGS/Fired Up		
8	11	14	LUSCIOUS JACKSON/Naked Eye		
17	14	20	CRANBERRIES/When You're Gone		
12	15	17	SAVAGE GARDEN/I Want You		
12	15	17	"AFKAP"/The Holy River		
20	20	19	NO MERCY/Where Do You Go		
12	14	15	RED HOT CHILI...Love Rollercoaster		
11	15	13	BLIND MELON/No Rain		
12	13	11	GREEN DAY/When I Come Around		
14	13	15	ALANIS MORISSETTE/You Learn		
-	-	-	12	14	2 UNLIMITED/Get Ready For This
16	11	13	REAL MCCOY/Run Away		
26	7	13	DONNA LEWIS/I Love You Always...		
10	8	12	U2/Discotheque		
17	16	12	ERIC CLAPTON/Change The World		
22	14	12	PLANET SOUL/Set U Free		
-	-	-	8	11	TORI AMOS/Silent All These...
11	12	11	SPIN DOCTORS/Two Princes		

MARKET #10					
K104					
104fm					
WXKS/Boston					
(617) 396-1430					
Ivey/Corey					
PLAYS	3W	2W	LW	TW	ARTIST/TITLE
45	47	56	59	CARDIGANS/Lovefool	
60	62	60	59	NO DOUBT/Don't Speak	
61	62	59	58	MADONNA/Don't Cry For Me...	
56	56	57	58	JEWEL/You Were Meant...	
57	46	54	57	CRANBERRIES/When You're Gone	
56	47	45	44	ALANIS MORISSETTE/Head Over Feet	
55	58	45	43	SHERYL CROW/It Makes You...	
39	42	47	42	TONI BRAXTON/Un-break My Heart	
36	39	42	41	MERRIL BAINBRIDGE/Mouth	
40	45	41	41	BLUES TRAVELER/But Anyway	
21	36	38	37	EN VOIGUE/Don't Let Go (Love)	
20	26	21	26	NO MERCY/Where Do You Go	
30	39	44	36	COUNTING CROWS/A Long December	
11	12	21	28	ROD STEWART/I'll Be Back...	
39	42	38	25	WALLFLOWERS/6th Avenue Heartache	
38	-	-	10	24	AMBER/This Is Your Night
18	14	15	23	GINA G/Ooh Aah...Just...	
13	14	17	22	GARY CHAPMAN/Give Me One Reason	
19	25	26	22	CELINE DION/It's All Coming...	
57	57	37	21	ALANIS MORISSETTE/Head Over Feet	
19	17	18	20	"AFKAP"/The Holy River	
14	18	22	20	WALLFLOWERS/One Headlight	
13	15	17	19	DONNA LEWIS/I Love You Always...	
17	20	15	18	LEAH ANDREONE/It's Alright, It's...	
7	11	18	19	CRANBERRIES/Free To Decide	
16	19	17	17	SAVAGE GARDEN/I Want You	
11	18	16	17	NO MERCY/Please Don't Go	
14	22	17	16	SHERYL CROW/Everyday Is...	
-	-	-	15	15	JOURNEY/When You Love...
-	-	-	15	15	SPICE GIRLS/Wannabe
19	22	18	15	DUNCAN SHEIK/Barely Breathing	
-	-	-	14	14	R.E.M. Electrode
-	-	-	11	14	BAByFACE/Every Time I...
16	16	13	11	SHAWN COLVIN/Sunny Came Home</	

CHR/POP PLAYLISTS

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

MARKET #25 WKRO/Cincinnati (513) 763-5500 Steal/Douglas. Includes station logo and a playlist table with columns for plays, artist, and title.

MARKET #27 KMXV/Kansas City (816) 753-0933 Zeltner. Includes station logo and a playlist table.

MARKET #31 WPRO/Providence (401) 433-4200 Shebel/Mascaro. Includes station logo and a playlist table.

MARKET #32 WNCI/Columbus, OH (614) 224-9624 Ormick/Sharpe. Includes station logo and a playlist table.

MARKET #33 WVVZ/Norfolk (804) 497-2000 London/West. Includes station logo and a playlist table.

MARKET #36 WZPL/Indianapolis (317) 816-4000 Gjerdrum/Decker. Includes station logo and a playlist table.

MARKET #37 WKNS/Charlotte (704) 331-9510 Bridgman/Crescente. Includes station logo and a playlist table.

MARKET #38 WXXL/Orlando (407) 339-1067 Cook/DeGraaf. Includes station logo and a playlist table.

MARKET #39 KHOM/New Orleans (504) 876-5466 Thorman/Jammer. Includes station logo and a playlist table.

MARKET #39 WOBZ/New Orleans (504) 581-7002 Larson/Giovingo. Includes station logo and a playlist table.

MARKET #40 WKSE/Buttalo (716) 884-5101 O'Neil/Universal. Includes station logo and a playlist table.

MARKET #42 WKSS/Hartford (860) 524-7819 Jones/Fox. Includes station logo and a playlist table.

MARKET #44 WRVW/Nashville (615) 664-2400 Quinn/Scooter. Includes station logo and a playlist table.

MARKET #46 WXPY/Rochester, NY (716) 454-2600 Ingram/Rice. Includes station logo and a playlist table.

MARKET #48 WDCG/Raleigh (919) 361-1051 Taylor. Includes station logo and a playlist table.

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

99.7 WDJX Today's BEST Music!				MARKET #50 WOJX/Louisville (502) 589-4800 Matthews/Rite	
PLAYS	3W	2W	LW	ARTIST/TITLE	
67	71	78	74	NO DOUBT/Don't Speak	
39	51	78	73	CARDIGANS/Lovefool	
65	73	78	73	EN VOGUE/Don't Let Go (Love)	
66	65	65	73	JEWEL/You Were Meant...	
31	39	67	71	R. KELLY/ Believe I Can Fly	
67	71	54	51	TONI BRAXTON/Un-break My Heart	
53	40	32	42	TONI BRAXTON/You're Makin' Me...	
-	-	-	37	SAVAGE GARDEN/ Want You	
7	21	40	42	KEITH SWEAT/Nobody	
32	37	41	39	SPICE GIRLS/Wannabe	
16	20	28	40	LEAH ANDREONE/It's Alright, It's	
33	33	38	40	GINA G/Ooh Aah...Just..	
45	42	39	38	BLACKSTREET/No Diggity	
34	36	41	38	NEW EDITION/ I'm Still In Love...	
40	41	39	31	SHERYL CROW/Everyday Is...	
41	36	30	29	MERRIL BAINBRIDGE/Mouth	
23	23	24	28	DONNA LEWIS/Without Love	
28	29	26	28	AMBER/This Is Your Night	
20	24	25	25	SHERYL CROW/ If It Makes You...	
26	27	23	25	SPICE GIRLS/Wannabe	
38	32	22	20	KEITH SWEAT/ Twisted	
34	36	28	17	AALIYAH/ If Your Girl Only...	
11	14	21	17	RED HOT CHILI /Love Rollercoaster	
23	21	20	17	GINUWINE/Pony	
-	-	-	17	KS/PASSEN	
7	16	19	10	NO MERCY/Please Don't Go	
7	20	15	12	MADONNA/Don't Cry For Me	
15	20	19	15	CRANBERRIES/When You're Gone	
-	-	-	20	AMBER/Colour Of Love	
14	17	16	14	BABYFACE/Every Time I...	
5	26	12	13	COUNTING CROWS/A Long December	
8	11	27	12	BETTER THAN EZRA/Desperately Wanting	
11	18	16	12	AMANDA MARSHALL/Fall From Grace	
7	7	8	11	LUSCIOUS JACKSON/Naked Eye	
21	17	11	10	LE CLUCK/ Tonight Is The Night	
-	-	-	10	BARNAKED LADIES/The Old Apartment	
-	-	-	9	COLLECTIVE SOUL/Precious Declaration	
-	-	-	11	BLACKOUT ALLSTARS/ Like It	
5	7	7	8	LIVIN' JOY/Don't Stop Movin'	
-	-	-	8	CELINE DION/All By Myself	

067 KHF 101.5				MARKET #51 KHF/Austin (512) 474-9233 Roberts/Ventura	
PLAYS	3W	2W	LW	ARTIST/TITLE	
72	73	70	74	EN VOGUE/Don't Let Go (Love)	
46	45	45	73	MADONNA/Don't Cry For Me...	
71	73	70	70	TONI BRAXTON/Un-break My Heart	
73	70	70	70	CARDIGANS/Lovefool	
69	70	71	69	NO DOUBT/Don't Speak	
21	18	34	42	BUFFY/First Love	
-	-	-	17	NEW EDITION/ I'm Still In Love...	
43	40	44	41	KEITH SWEAT/Nobody	
35	35	33	39	JEWEL/You Were Meant...	
45	44	43	39	BLACKSTREET/No Diggity	
38	38	37	38	ALANIS MORISSETTE/Head Over Feet	
45	40	41	38	MERRIL BAINBRIDGE/Mouth	
-	-	-	35	CRANBERRIES/When You're Gone	
34	34	36	34	"AFKAP"/The Holy River	
71	70	44	34	SHERYL CROW/If It Makes You...	
31	29	29	32	TONI BRAXTON/You're Makin' Me...	
21	21	30	30	MARIAH CAREY/Always Be My Baby	
28	27	32	30	SHERYL CROW/Everyday Is	
39	40	46	26	SPICE GIRLS/Wannabe	
21	25	24	26	GINUWINE/Pony	
-	-	-	26	LA BUCHE/Sweet Dreams	
-	-	-	25	BRANDY/If You Really Love Me	
-	-	-	22	SAVAGE GARDEN/ Want You	
-	-	-	22	LUSCIOUS JACKSON/Naked Eye	
-	-	-	18	ALANIS MORISSETTE/Head Over Feet	
-	-	-	16	FUGES/Killing Me Softly	
15	17	20	20	GARBAGE/1 Crush	
22	23	20	20	DUNGAN SHEIK/Barely Breathing	
-	-	-	12	CELINE DION/All By Myself	
-	-	-	12	LEAH ANDREONE/It's Alright, It's...	
-	-	-	18	TORY MOE/RICH PROJECT/Nobody Knows	
-	-	-	15	GINA G/Ooh Aah...Just..	
-	-	-	5	U2/Discotheque	
-	-	-	5	NU FLAVOR/Sweet Sexy Thing	
-	-	-	5	NO MERCY/Please Don't Go	
-	-	-	5	WILD ORCHID/Talk To Me	
-	-	-	5	LIVIN' JOY/Don't Stop Movin'	

4105				MARKET #52 KJYO/OklaHoma City (405) 840-5271 McCoy/Barreda	
PLAYS	3W	2W	LW	ARTIST/TITLE	
52	71	70	71	CARDIGANS/Lovefool	
70	70	70	71	NO DOUBT/Don't Speak	
69	69	70	70	TONI BRAXTON/Un-break My Heart	
68	72	70	70	SHERYL CROW/If It Makes You...	
70	70	71	70	EN VOGUE/Don't Let Go (Love)	
72	69	70	69	MERRIL BAINBRIDGE/Mouth	
61	71	70	38	JOURNEY/When You Love	
12	22	21	28	MADONNA/Don't Cry For Me...	
29	28	28	28	AMBER/This Is Your Night	
27	26	27	28	GINA G/Ooh Aah...Just..	
28	28	26	27	DUNGAN SHEIK/Barely Breathing	
18	26	25	24	R. KELLY/ Believe I Can Fly	
18	26	25	24	COUNTING CROWS/A Long December	
11	10	12	23	SPICE GIRLS/Wannabe	
11	21	21	21	WALLFLOWERS/One Headlight	
20	12	17	19	BABYFACE/Every Time I...	
10	13	12	16	STREISAND & ADAMS/ Finally Found...	
28	27	25	15	HOOTIE & BLOWFISH/ I Go Blind	
16	16	14	15	GINUWINE/Pony	
-	-	-	15	BLACKOUT ALLSTARS/ Like It	
15	19	20	14	BLACKSTREET/No Diggity	
15	14	14	14	NEW EDITION/ I'm Still In Love...	
15	19	17	13	RED HOT CHILI /Love Rollercoaster	
5	6	10	12	SHERYL CROW/Everyday Is...	
6	7	8	8	GARBAGE/1 Crush	
-	-	-	8	MONICA/For You I Will	
-	-	-	5	FUNNY GREEN DOGS/Fired Up	
-	-	-	7	SAVAGE GARDEN/ Want You	
-	-	-	6	BETTER THAN EZRA/Desperately Wanting	
8	8	7	7	LEAH ANDREONE/It's Alright, It's...	
5	7	7	7	KEITH SWEAT/Nobody	
5	7	7	7	LIVIN' JOY/Don't Stop Movin'	
5	8	6	7	ASHLEY MCDONNELL/Sleepy Maggie	
5	8	7	7	311/All Mixed Up	
5	8	7	7	U2/Discotheque	
9	9	8	6	LUSCIOUS JACKSON/Naked Eye	
-	-	-	5	CELINE DION/All By Myself	
-	-	-	5	AMANDA MARSHALL/Fall From Grace	

WAPE-FM				MARKET #53 WAPE/Jacksonville (904) 642-1055 Thomas/Mann	
PLAYS	3W	2W	LW	ARTIST/TITLE	
14	39	41	62	RED HOT CHILI /Love Rollercoaster	
52	60	51	59	NO DOUBT/Don't Speak	
57	60	57	67	CARDIGANS/Lovefool	
50	56	56	55	EN VOGUE/Don't Let Go (Love)	
31	35	28	55	GINA G/Ooh Aah...Just..	
51	56	54	54	TONI BRAXTON/Un-break My Heart	
46	49	51	49	ALANIS MORISSETTE/Your House	
11	52	51	40	AMBER/This Is Your Night	
24	30	35	33	GHOST TOWN DJ'S/My Boo	
24	30	25	33	GREASE MEGAMIX/Grease Megamix	
52	57	51	29	STREISAND & ADAMS/ Finally Found...	
10	27	30	25	MADONNA/Don't Cry For Me...	
10	26	25	22	SHERYL CROW/Everyday Is...	
23	24	22	22	GARBAGE/1 Crush	
-	-	-	20	LUSCIOUS JACKSON/Naked Eye	
12	19	17	19	COUNTING CROWS/A Long December	
23	28	27	19	SPICE GIRLS/Wannabe	
-	-	-	10	CELINE DION/All By Myself	
-	-	-	17	MONICA/For You I Will	
10	14	16	17	"AFKAP"/The Holy River	
21	8	17	17	BIZARE INC./I'm Gonna Get You	
13	15	15	17	DONNA LEWIS/ Love You Always	
12	16	15	16	U2/Discotheque	
12	11	22	16	MERRIL BAINBRIDGE/Mouth	
13	25	22	15	CRYSTAL WATERS/Say...If You Feel...	
-	-	-	15	DUNGAN SHEIK/Barely Breathing	
55	25	20	25	ERIC CLAPTON/Change The World	
21	25	20	20	DONNA LEWIS/ Love You Always...	
-	-	-	12	CRYSTAL WATERS/Say...If You Feel...	
19	20	20	20	QUAD CITY DJ'S/Com'n 'N Ride It...	
-	-	-	22	BRANDY/If You Really Love Me	
-	-	-	18	GINUWINE/Pony	
47	31	31	18	RED HOT CHILI /Love Rollercoaster	
26	29	29	18	ALANIS MORISSETTE/Head Over Feet	
29	27	26	18	SWV/You're The One	
18	15	19	18	COLOR ME BADD/The Coming...	
32	27	27	13	CELINE DION/It's All Coming...	
18	12	16	13	ALANIS MORISSETTE/You Learn	
18	11	15	10	JOURNEY/When You Love...	
-	-	-	7	BABYFACE/Every Time I...	

Z-93				MARKET #54 WGTZ/Daysville (513) 294-5858 Franco/Steele	
PLAYS	3W	2W	LW	ARTIST/TITLE	
34	62	54	57	CARDIGANS/Lovefool	
28	17	29	55	R. KELLY/ Believe I Can Fly	
55	55	54	54	NO DOUBT/Don't Speak	
56	56	54	54	EN VOGUE/Don't Let Go (Love)	
54	34	44	53	KEITH SWEAT/ Twisted	
27	33	41	49	SPICE GIRLS/Wannabe	
10	8	41	47	HOOTIE & BLOWFISH/ I Go Blind	
8	22	42	42	MADONNA/Don't Cry For Me...	
-	-	-	27	CELINE DION/All By Myself	
8	9	27	32	"AFKAP"/The Holy River	
42	36	40	30	R. KELLY/ Believe I Can Fly	
10	12	15	30	AZ YET/Last Night	
58	57	59	29	DUNGAN SHEIK/Barely Breathing	
27	29	25	29	TONI BRAXTON/Un-break My Heart	
45	26	28	28	NEW EDITION/ I'm Still In Love...	
29	28	27	28	MERRIL BAINBRIDGE/Mouth	
25	30	29	26	GINA G/Ooh Aah...Just..	
24	17	26	26	SUBLIME/What I Got	
26	26	26	25	SHERYL CROW/If It Makes You...	
26	16	28	24	BLACKOUT ALLSTARS/ Like It	
-	-	-	16	ALANIS MORISSETTE/Head Over Feet	
26	16	24	23	LE CLUCK/ Tonight Is The Night	
55	25	23	23	TONI BRAXTON/You're Makin' Me...	
21	25	20	20	DONNA LEWIS/ Love You Always...	
-	-	-	20	CRYSTAL WATERS/Say...If You Feel...	
19	20	20	20	QUAD CITY DJ'S/Com'n 'N Ride It...	
-	-	-	18	BRANDY/If You Really Love Me	
47	31	31	18	RED HOT CHILI /Love Rollercoaster	
26	29	29	18	ALANIS MORISSETTE/Head Over Feet	
29	27	26	18	SWV/You're The One	
18	15	19	18	COLOR ME BADD/The Coming...	
32	27	27	13	CELINE DION/It's All Coming...	
18	12	16	13	ALANIS MORISSETTE/You Learn	
18	11	15	10	JOURNEY/When You Love...	
-	-	-	7	BABYFACE/Every Time I...	

Q94				MARKET #56 WRVQ/Richmond (804) 576-3200 McKay/Surt	
PLAYS	3W	2W	LW	ARTIST/TITLE	
66	69	72	74	EN VOGUE/Don't Let Go (Love)	
54	57	62	73	CARDIGANS/Lovefool	
67	67	73	73	TONI BRAXTON/Un-break My Heart	
37	58	73	73	JEWEL/You Were Meant...	
66	66	73	72	NO DOUBT/Don't Speak	
45	51	50	51	SPICE GIRLS/Wannabe	
45	53	56	56	R. KELLY/ Believe I Can Fly	
60	54	45	47	BLACKSTREET/No Diggity	
19	30	45	45	CELINE DION/All By Myself	
-	-	-	40	MADONNA/Don't Cry For Me...	
50	32	39	44	TONI BRAXTON/You're Makin' Me...	
-	-	-	33	CRYSTAL WATERS/Say...If You Feel...	
50	37	36	37	NO DOUBT/Spiderwebs	
18	26	26	35	BLACKOUT ALLSTARS/ Like It	
-	-	-	16	NO MERCY/Please Don't Go	
42	43	35	35	DONNA LEWIS/Without Love	
42	32	35	31	11/All Mixed Up	
22	40	29	35	KEITH SWEAT/ Twisted	
50	56	45	30	KEITH SWEAT/Nobody	
47	59	42	30	SHERYL CROW/If It Makes You...	
26	23	20	27	ALANIS MORISSETTE/Mary Jane	
36	29	31	25	COUNTING CROWS/A Long December	
32	29	21	24	DAVE MATTHEWS BAND/Crash Into Me	
-	-	-	20	GINUWINE/Pony	
-	-	-	10	NO DOUBT/Just A Girl	
17	19	20	18	DJ KOO!/Let Me Clear My...	
-	-	-	15	SAVAGE GARDEN/ Want You	
-	-	-	15	LIVIN' JOY/Don't Stop Movin'	

FLY 92				MARKET #57 WFLY/Albany, NY (518) 876-6600 Morgan/Williams	
PLAYS	3W	2W	LW	ARTIST/TITLE	
62	47	55	58	TONI BRAXTON/Un-break My Heart	
21	24	51	57	SPICE GIRLS/Wannabe	
60	46	56	57	GINA G/Ooh Aah...Just..	
26	41	55	57	JEWEL/You Were Meant...	
62	46	54	56	CARDIGANS/Lovefool	
61	48	56	56	NO DOUBT/Don't Speak	
38	45	55	55	KEITH SWEAT/Nobody	
10	12	31	31	BLACKOUT ALLSTARS/ Like It	
30	24	31	31	CRYSTAL WATERS/Say...If You Feel...	
31	27	30	31	MADONNA/Don't Cry For Me...	
32	27	31	31	DUNGAN SHEIK/Barely Breathing	
-	-	-	24	HOOTIE & BLOWFISH/ I Go Blind	
20	21	21	29	JOHN MELLENCAMP/Just Another Day	
10	19	27	29	SHERYL CROW/Everyday Is...	
23	18	20	28	NO MERCY/Please Don't Go	
61	46	33	27	EN VOGUE/Don't Let Go (Love)	
28	26	28	27	R. KELLY/ Believe I Can Fly	
18	19	27	25	"AFKAP"/The Holy River	
21	18	24	25	BABYFACE/Every Time I...	
23					

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3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
6	5	3	1	AALIYAH One In A Million (BlackGround/Atlantic) 1744 1638 1635 1429 40/1					
7	7	4	2	SPICE GIRLS Wannabe (Virgin) 1646 1570 1406 1227 34/0					
2	2	2	3	KEITH SWEAT Nobody (Elektra/EEG) 1645 1776 1887 1938 35/0					
1	1	1	4	EN VOGUE Don't Let Go (Love) (EastWest/EEG) 1618 1884 1985 1985 37/0					
11	8	6	5	MONICA For You I Will (Warner Sunset/Atlantic) 1526 1462 1296 1027 42/1					
3	3	5	6	TONI BRAXTON Un-break My Heart (LaFace/Arista) 1479 1525 1772 1929 30/1					
4	4	7	7	BLACKSTREET No Diggity (Interscope) 1405 1406 1679 1723 34/0					
13	9	9	8	BABYFACE Every Time I Close My Eyes (Epic) 1254 1197 1177 992 38/1					
5	6	8	9	TONY TONI TONE Let's Get Down (Mercury) 1170 1349 1425 1477 27/0					
12	13	10	10	NO DOUBT Don't Speak (Trauma/Interscope) 1113 1088 1022 994 22/0					
24	21	15	11	DRU HILL In My Bed (Island) 945 784 667 498 30/4					
10	12	12	12	GINUWINE Pony (550 Music) 922 946 1029 1115 28/0					
46	28	18	13	MARK MORRISON Return Of The Mack (Atlantic) 900 731 477 274 24/3					
36	24	21	14	FREAK NASTY Da Dip (Power) 876 694 513 339 29/4					
19	20	16	15	AZ YET Hard To Say I'm Sorry (LaFace/Arista) 864 773 695 719 24/1					
9	11	13	16	NEW EDITION I'm Still In Love With You (MCA) 811 909 1035 1133 26/0					
8	10	11	17	R. KELLY I Believe I Can Fly (Jive) 785 959 1095 1221 22/0					
14	14	14	18	FOXY BROWN Get Me Home (Violator/Def Jam/RAL/Mercury) 766 792 946 960 20/0					
26	23	22	19	BLACKOUT ALLSTARS I Like It (Columbia) 722 691 566 484 25/1					
15	18	19	20	KEITH SWEAT Twisted (Elektra/EEG) 704 717 747 863 22/0					
21	16	17	21	MC LYTE Cold Rock A Party (EastWest/EEG) 694 758 788 645 31/1					
BREAKER			22	BLACKSTREET Don't Leave Me (Interscope) 693 472 280 182 28/8					
43	36	26	23	PUFF DADDY Can't Nobody Hold Me Down (Bad Boy/Arista) 641 580 365 284 21/2					
22	22	23	24	MADONNA Don't Cry For Me Argentina (Warner Bros.) 634 666 624 604 22/1					
BREAKER			25	KEITH SWEAT Just A Touch (Elektra/EEG) 626 405 245 70 25/1					
18	19	25	26	GINA G Ooh Aah...Just A Little Bit (Eternal/WB) 603 646 706 757 20/1					
50	31	27	27	ERYKAH BADU On & On (Kedar/Universal) 593 509 426 243 23/1					
BREAKER			28	ZHANE' Request Line (Illtown/Motown) 583 365 — — 32/2					
BREAKER			29	CARDIGANS Lovefool (Mercury) 528 380 229 201 15/4					
17	17	20	30	WHITNEY HOUSTON I Believe In You And Me (Arista) 501 711 774 767 20/0					
34	30	28	31	CRYSTAL WATERS Say...If You Feel Alright (Mercury) 484 504 436 367 20/2					
16	15	24	32	MINT CONDITION What Kind Of Man Would I Be (Perspective/A&M) 478 649 791 845 13/0					
27	29	30	33	E-40 Things'll Never Change (Sick Wid' It/Jive) 469 435 439 455 16/0					
28	27	32	34	IMMATURE Watch Me Do My Thing (Loud/RCA) 461 401 479 453 17/0					
49	38	34	35	"AFKAP" Somebody's Somebody (NPG/EMI) 389 368 355 252 23/0					
41	40	38	36	LIVIN' JOY Don't Stop Movin' (MCA) 350 345 336 298 17/0					
25	32	35	37	CELINE DION It's All Coming Back To Me Now (550 Music) 316 366 424 489 10/0					
—	—	50	38	CELINE DION All By Myself (550 Music) 301 242 105 — 16/0					
29	37	41	39	BABYFACE This Is For The Lover In You (Epic) 298 292 364 446 9/0					
23	26	37	40	QUAD CITY DJ'S Space Jam (Warner Sunset/Atlantic) 298 364 493 546 9/0					
DEBUT			41	702 Get It Together (Biv 10/Motown) 280 233 176 60 9/3					
—	41	42	42	NO MERCY Please Don't Go (Arista) 278 286 329 216 16/1					
—	48	48	43	MAKAVELI Hail Mary (Death Row/Interscope) 278 263 270 234 6/1					
32	33	40	44	LIL' KIM No Time (Undeas/Big Beat/Atlantic) 273 298 375 382 9/0					
DEBUT			45	ANGELINA Without Your Love (Upstairs) 255 126 49 29 9/4					
DEBUT			46	ALLURE Head Over Heals (Crave) 246 142 49 7 14/8					
—	—	49	47	MAXWELL Sumthin' Sumthin' (Columbia) 238 247 213 233 16/3					
33	39	43	48	DRU HILL Tell Me (Island) 221 284 350 378 7/0					
30	35	44	49	NATE DOGG / SNOOP DOGGY DOGG Never... (Death Row/Interscope) 213 278 365 420 11/0					
31	34	45	50	ROCKELL I Fell In Love (Robbins) 211 274 370 399 6/0					

This chart reflects airplay from February 3-9. Songs ranked by total plays. Highlighted songs indicate Breaker.

44 CHR/Rhythmic reporters. 43 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1997, R&R Inc.

BREAKERS®

BLACKSTREET

Don't Leave Me (Interscope)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
693/221	28/8	22

KEITH SWEAT

Just A Touch (Elektra/EEG)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
626/221	25/1	25

ZHANE'

Request Line (Illtown/Motown)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
583/218	32/2	28

CARDIGANS

Lovefool (Mercury)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
528/148	15/4	29

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
WHITNEY HOUSTON Step By Step (Arista)	12
GINUWINE Tell Me Do U Wanna (550 Music)	11
ALLURE Head Over Heals (Crave)	8
BLACKSTREET Don't Leave Me (Interscope)	8
WILD ORCHID Talk To Me (RCA)	7
JOOSE If Tomorrow Never... (Flavor Unit/EastWest/EEG)	5

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BLACKSTREET Don't Leave Me (Interscope)	+221
KEITH SWEAT Just A Touch (Elektra/EEG)	+221
ZHANE' Request Line (Illtown/Motown)	+218
FREAK NASTY Da Dip (Power)	+182
MARK MORRISON Return Of The Mack (Atlantic)	+169
DRU HILL In My Bed (Island)	+161
CARDIGANS Lovefool (Mercury)	+148
ANGELINA Without Your Love (Upstairs)	+129
AALIYAH One In A Million (BlackGround/Atlantic)	+106
ALLURE Head Over Heals (Crave)	+104

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
AZ YET Last Night (LaFace/Arista)
L.L. COOL J Loungin' (Def Jam/RAL/Mercury)
TONI BRAXTON You're Makin' Me High (LaFace/Arista)
AALIYAH If Your Girl Only Knew (BlackGround/Atlantic)
QUAD CITY DJ'S C'mon 'N Ride... (Quadra Sound/Big Beat/Atlantic)
AMBER This Is Your Night (Tommy Boy)
NO MERCY Where Do You Go (Arista)
GHOST TOWN DJ'S My Boo (So So Def/Columbia)
DONNA LEWIS I Love You Always Forever (Atlantic)
MARIAH CAREY Forever (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	
3	①	PUFF DADDY Can't Nobody Hold... (Bad Boy/Arista) 2150 1881 95/4			
2	2	MC LYTE Cold Rock A Party (EastWest/EEG) 2003 2205 93/2			
1	3	FOXY BROWN Get Me Home (Violator/Def Jam/RAL/Mercury) 1701 2270 65/0			
4	④	MAKAVELI Hail Mary (Death Row/Interscope) 1671 1528 76/2			
6	⑤	E-40 Things'll Never Change (Sick Wid' It/Jive) 1461 1324 84/3			
7	6	DO OR DIE Playa Like Me And You (Rap-A-Lot) 1244 1252 65/1			
8	⑦	FREAK NASTY Da Dip (Power) 1174 973 42/5			
5	8	LIL' KIM No Time (Undeas/Big Beat/Atlantic) 1173 1453 51/0			
10	⑨	HEAVY D Big Daddy (Uptown/MCA) 1066 907 81/8			
9	⑩	BRAT F/T-BOZ Ghetto Love (So So Def/Columbia) 1066 957 74/2			
11	⑪	DJ KOOL Let Me Clear My Throat (American/WB) 922 811 64/4			
13	⑫	TELA Sho 'Nuff (Suav House/Relativity) 754 660 45/6			
14	⑬	FUGEES Rumble In The Jungle (Mercury) 615 598 56/0			
16	⑭	ICE CUBE The World Is Mine (Jive) 585 500 55/3			
19	⑮	GHOST FACE KILLER All I Got Is You (Epic) 580 432 58/4			
15	⑯	ROOTS What They Do (DGC/Geffen) 572 546 41/3			
18	⑰	RICHIE RICH Do G's Get To Go To Heaven? (Def Jam/Mercury) 554 467 54/2			
-	⑱	REDMAN Whatever Man (Def Jam/RAL/Mercury) 528 367 53/2			
17	19	CAMP LO Luchini (Profile) 486 497 37/5			
-	⑳	B-LEGIT F/DARYL HALL Ghetto Smile (Sick Wid' It/Jive) 458 381 43/2			

This chart reflects airplay from February 3-9. Songs ranked by total plays. 44 CHR/Rhythmic reporters and 80 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. © 1997, R&R Inc.

NEW & ACTIVE

MONTELL JORDAN What's On Tonight (Def Jam/RAL/Mercury) Total Plays: 207, Total Stations: 12, Adds: 1	SWEETBACK You Will Rise (Epic) Total Plays: 147, Total Stations: 9, Adds: 0
PEGGY SCOTT-ADAMS Bill (Miss Butch/Mardi Gras) Total Plays: 206, Total Stations: 6, Adds: 2	SHADES Eventually (Motown) Total Plays: 141, Total Stations: 2, Adds: 0
TRUTH Everyday (Priority) Total Plays: 193, Total Stations: 16, Adds: 2	CAMP LO Luchini (Profile) Total Plays: 138, Total Stations: 9, Adds: 2
YVETTE MICHELLE I'm Not Feeling You (Loud/RCA) Total Plays: 189, Total Stations: 13, Adds: 4	DONELL JONES Knocks Me Off My Feet (Untouchables/Lava/Arista) Total Plays: 137, Total Stations: 3, Adds: 0
MAKAVELI To Live & Die In L.A. (Death Row/Interscope) Total Plays: 187, Total Stations: 4, Adds: 0	SUNLAND We Are Only Human (Lavaland) Total Plays: 136, Total Stations: 2, Adds: 0
SABELLE One O'Clock (Work) Total Plays: 183, Total Stations: 11, Adds: 0	DJ KOOL Let Me Clear My Throat (American/WB) Total Plays: 132, Total Stations: 8, Adds: 3
RICHIE RICH Let's Ride (Def Jam/Mercury) Total Plays: 182, Total Stations: 4, Adds: 0	HEAVY D Big Daddy (Uptown/MCA) Total Plays: 127, Total Stations: 7, Adds: 1
ROOTS What They Do (DGC/Geffen) Total Plays: 179, Total Stations: 12, Adds: 2	K5 Passion (Robbins) Total Plays: 122, Total Stations: 6, Adds: 0
TRE Take Your Time (Mo Thug/Relativity) Total Plays: 173, Total Stations: 10, Adds: 1	ACID FACTOR Fantasy (Street Beat) Total Plays: 122, Total Stations: 5, Adds: 2
AFTER 7 Sara Smile (Virgin) Total Plays: 151, Total Stations: 9, Adds: 4	LIL' KIM Crush On U (Big Beat/Atlantic) Total Plays: 118, Total Stations: 3, Adds: 0

Songs ranked by total plays

NEW RELEASES

ADDS FEBRUARY 18

Allure f/NAS	"Head Over Heels" (Crave)
Blackstreet	"Don't Leave Me" (Interscope)
Flesh 'N Bone	"The Bone In Me" (Def Jam/Mercury)
Nu Flavor f/Roger	"Sweet Sexy Thing" (Bad Boy/Reprise)
112	"Cupid" (Arista)
Selena	"Dance Medley" (EMI Latin)
Tru	"I Always Feel Like" (Priority)



NOBODY PARTIES LIKE ELEKTRA — Elektra's executives brought out the good stuff when they celebrated Keith Sweat's American Music Award victory. Toasting his success are (l-r) Marvin McIntyre, Earl Jackson, Mike Whited, Sylvia Rhone, Sweat, Elektra's Greg Thompson and Alan Voss, a tuxedoed party-goer, and the label's Steve Kleinberg.

CHR/RHYTHMIC REPORTERS

Stations and their adds listed alphabetically by market

KKSS/Albuquerque, NM PD: Randy Savage MD: Jacque James 26 ONIWA "Hust" WILD ORCHID "Talk" CRYSTAL WATERS "Say" WHITNEY HOUSTON "Step" PUFF DADDY "Nobody"	KZFM/Corpus Christi, TX PD: Ed Oceas MD: Tony Manero WHITNEY HOUSTON "Step" KENNY G "Havana"	KIKI/Honolulu, HI PD: Alan Osa MD: James Coles 21 AFTER 7 "Sara" 17 FREAK NASTY "Dip" 16 CAMP LO "Luchini"	KPWR/Los Angeles, CA PD: Michelle Mercer MD: Damon Young ALLURE "Heals"	WQHT/New York, NY PD: Steve Smith APD/MD: Tracy Cleobethy 25 GINUWINE "Tell" 22 MAKAVELI "Hail" 11 NOTORIOUS B.I.G. "Hypnotize"	KKGI/Riverside, CA PD: Diana Laird APD/MD: Jesse Duran No Adds WJJS/Roanoke, VA PD: David Lee Michaels MD: Melissa Morgan 12 ORU DOWN "Bubba" BLACKOUT ALLSTARS "Like" ALLURE "Heals" WHITNEY HOUSTON "Step" FOXY BROWN "T.I." GINUWINE "Tell" WILD ORCHID "Talk" WHITNEY HOUSTON "Step"	KHTS/San Diego, CA PD: Todd Shannon APD/MD: Ron Geronimo 17 WILD ORCHID "Talk" 15 AALIYAH "Million" 5 TRE "Talk" 5 LUSCIOUS JACKSON "Naked"	KWIN/Stockton, CA PD: Steve Will MD: Pamela Jack 40 ANGELINA "Without" 27 WILD ORCHID "Talk" 22 JIGGSE "Tomorrow" 11 SANUKI GARDEN "Want" 9 NO MERCY "Please" 8 WHITELY HOUSTON "Step" 8 FUN FACTORY "Yeah" 8 112 "Cupid" 8 BLACK TREET "Leave" 7 TRUTH "Everyday"	
KKOO/Bakersfield, CA PD: Chris Squires MD: Tony Manero WHITNEY HOUSTON "Step" MONICA "For"	KJMN/Denver, CO PD: Mark Feather APD: Michael Hayes MD: John Dickinson 5 DJ KOOL "Clear" WHITNEY HOUSTON "Step" CAMP LO "Luchini"	KQMD/Honolulu, HI PD: Jamie Hyatt MD: Marc Frenkel ALLURE "Heals" GINUWINE "Tell" JOOSE "Tomorrow"	WPOW/Miami, FL PD: Kim Curry MD: Phil Jones No Adds	KCAQ/Oxnard, CA PD: Dan Garite APD: Kelli McKay MD: Steve Perez ANGELINA "Without" GINUWINE "Tell" DRU HILL "Bed" NU FLAVOR "Sweet" RARE BLEND "Swang" ROME "Belong"	KSFJ/Sacramento, CA PD: Bob West MD: Trajo ZHANE "Request" MAXWELL "Sumthin'"	XHTZ/San Diego, CA MD/PO: Lisa Vazquez APD/MD: Jeff Nelson 51 GINUWINE "Tell" 38 ALLURE "Heals" 33 ANGELINA "Without" 25 MARK MORRISON "Return" 16 DJ KOOL "Clear" 14 702 "Together" 5 FREAK NASTY "Dip" 3 NU FLAVOR "Sweet"	WPGC/Washington, DC PD: Jay Shannon MD: Alisa D 27 TONI BRAXTON "Heart" 26 MADONNA "Cry"	
WERQ/Baltimore, MD PD: Tom Calococi MD: Coka 14 MONTELL JORDAN "Tonight" 11 ALLURE "Heals" 11 MINT CONDITION "Hurt" KEITH SWEAT "Tough"	KQKS/Denver, CO PD: Dan Bowen MD: Lee Cagle 14 MC LYTE "Cold" ALLURE "Heals"	KBXX/Houston, TX PD: Rob Scorpio MD: Greg Head 14 OUTKAST "Jazzy" 5 BABYFACE "Close"	KHTN/Modesto, CA PD: Pete Jones MD: Mark Medina 14 BLACKSTREET "Leave" ROOTS "What" "YVETTE MICHELLE "Feeling" JOOSE "Tomorrow" ALLURE "Heals" GINUWINE "Tell"	KKFR/Phoenix, AZ PD: Dan Forster MD: Mike Freeman CAROLIGANS "Lovefool" CRYSTAL WATERS "Say" BLACKSTREET "Leave" GINUWINE "Tell" KENNY G "Havana"	WOCO/Salisbury, MD PD: Wookin MD: Marfou 28 PEGGY SCOTT-ADAMS "Bill" 9 FOXY BROWN "T.I." WILD ORCHID "Talk" YVETTE MICHELLE "Feeling" 702 "Together" HEAVY D "Daddy" MESH'ELL MDEGECELLO "Stay"	KMEL/San Francisco, CA PD: Michelle Santosoasso MD: Joey Arbage 5 OUTKAST "Jazzy" YVETTE MICHELLE "Feeling" MARK MORRISON "Return"	KDGS/Wichita, KS PD: AJ Williamsby MD: A.J. Jones WHITNEY HOUSTON "Step" RAKSHAN PATTERSON "Step" FUN FACTORY "Talk" YVETTE MICHELLE "Feeling"	
WJMN/Boston, MA PD: Cathlac Jack McCartney APD/MD: Cat Collins MAXWELL "Sumthin'" MINT CONDITION "Hurt"	KPRR/El Paso, TX PD: John Candelaria MD/MD: PEGGY SCOTT-ADAMS "Bill" 15 ACID FACTOR "Fantasy" JON SECADIA "Late" CARDIGANS "Lovefool"	WJBT/Jacksonville, FL PD: Dave Wytler APD/MD: Hilman Haze 17 DO OR DIE "Playa" 14 GINUWINE "Tell" 5 TRU "Feet"	KDON/Monterey, CA Interim MD: Marcus D. BLACKSTREET "Leave" PUFF DADDY "Nobody" MARK MORRISON "Return"	WWX/Providence, RI PD: Joe Dawson MD: Becky Janonne 23 CAROLIGANS "Lovefool" 15 ACID FACTOR "Fantasy" 13 ANGELINA "Without" 12 FREAK NASTY "Dip" 11 AFTER 7 "Sara" 10 ROOTS "What" GINA THOMPSON "Bong" BLACKSTREET "Leave" APEX "Let" JOOSE "Tomorrow"	WOCQ/Salisbury, MD PD: Doug MD: Dr. Doug 36 WILD ORCHID "Talk" 33 SUBLIME "What" LEAH ANDRONE "Alright" PAULA COLE "Cowboys" OUTKAST "Jazzy" FOXY BROWN "T.I."	KYLD/San Francisco, CA PD: Michael Martin MD: Jazzy Jim 35 SF SPANISH FLY "See" SHADQUILLE O'NEAL "Straight" MAXWELL "Sumthin'" WILD ORCHID "Talk" OUTKAST "Jazzy" FOXY BROWN "T.I."	KTFM/San Antonio, TX PD: Cliff Treddy MD: Charlie Huero 16 ROME "Belong" JOOSE "Tomorrow" JON SECADIA "Late" TEXAS TORNADOS "Little" WHITNEY HOUSTON "Step" SHADQUILLE O'NEAL "Straight"	KUBE/Seattle, WA PD: Mike Tierney APD/MD: Lindsay Copic GINUWINE "Tell"
WKBW/Chicago, IL PD: Todd Cavanah MD: Erik Bradley 11 FREAK NASTY "Dip" 10 AZ YET "Say"	KBOS/Fresno, CA PD/MD: Mark Adams 29 GINA G "Doh" 25 CARDIGANS "Lovefool" WHITNEY HOUSTON "Step"	KLUC/Las Vegas, NV PD: Cat Thomas MD: Melissa Stetaz 26 BLACKSTREET "Leave" 19 ERYKAH BADU "On" AFTER 7 "Sara" DRU HILL "Bed" GINUWINE "Tell" TRUTH "Everyday"	WFHN/New Bedford, MA PD: Jim Reitz MD: Kevin Palana WHITNEY HOUSTON "Step" BLACKSTREET "Leave" ZHANE "Request" DRU HILL "Bed"	WKTU/New York, NY PD: Frankie Blue MD: Andy Shane WHITNEY HOUSTON "Step"	WQHT/Salt Lake City, UT MD: Dr. Doug 36 WILD ORCHID "Talk" 33 SUBLIME "What" LEAH ANDRONE "Alright" PAULA COLE "Cowboys" OUTKAST "Jazzy" FOXY BROWN "T.I."	44 Total Reporters 44 Current Reporters 43 Content Playlists Did Not Report, Playlist Frozen (1): WBHJ/Birmingham, AL		

URBAN PLAYLISTS

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

MARKET #2
KKBT/Los Angeles
 (213) 634-1800
 Austin/Snyder

PLAYS

SW	LW	TW	ARTIST/TITLE
49	50	54	44 AALIYAH/One In A Million
50	52	52	45 TONY TONI TONE/Let's Get Down
54	54	50	46 EN Vogue/Don't Let Go (Love)
20	21	40	47 F.O.X.Y. BROWN/Get Me Home
46	46	46	48 ERYKAH BADU/On & On
52	48	46	49 MINT CONDITION/What Kind Of Man...
42	42	42	50 KEITH SWEAT/Nobody
34	40	48	51 BABYFACE/Every Time I...
30	34	35	52 MACK 10 & DOGG POUND/Not'nin' But...
32	37	37	53 MAKAVELI/Hail Mary
26	29	29	54 ISLEY BROTHERS/Tears
22	26	26	55 DRU HILL/In My Bed
13	15	26	56 MONICA/For You I Will
29	30	27	57 MC LYTE/Cold Rock A Party
25	26	27	58 WESTSIDE CONNECTION/Gangstas Make...
7	15	24	59 ICE CUBE/The World Is Mine
5	14	17	60 NEW EDITION/You Don't Have To...
14	18	19	61 E-40/Things'll Never...
13	15	18	62 PUFF DADDY/Can't Nobody Hold...
5	14	17	63 YVETTE MICHELLE/I'm Not Feeling You
-	-	11	64 SHAQUILLE O'NEAL/Straight
12	15	15	65 PUFF JOHNSON/All Over Your Face
-	10	13	66 MAXWELL/Sumthin' Sumthin'
-	7	12	67 RICHIE RICH/Do's G's Get To Go...
-	-	12	68 ALLURE/Head Over Heals
-	-	7	69 AZ YET/Hard To Say I'm...
-	-	10	70 MINT CONDITION/You Don't Have To...
-	-	7	71 BLACKSTREET/Don't Leave Me
-	-	5	72 ROOTS/What They Do
-	-	-	73 GINUWINE/Tell Me Do U Wanna

MARKET #3
WJMJ/Chicago
 (312) 360-9000
 Alan

PLAYS

SW	LW	TW	ARTIST/TITLE
49	49	47	49 MAKAVELI/Hail Mary
30	36	47	50 702/Get It Together
22	29	41	51 DRU HILL/In My Bed
43	45	43	52 ERYKAH BADU/On & On
-	17	25	53 MONICA/For You I Will
31	32	34	54 PUFF DADDY/Can't Nobody Hold...
21	34	32	55 B-LEGIT F/DARYL HALL/Ghetto Smie
33	34	31	56 BRAT F/T-BOZ/Ghetto Love
-	21	26	57 YVETTE MICHELLE/I'm Not Feeling You
24	24	27	58 NEW EDITION/You Don't Have To...
-	20	26	59 ZHANE/Request Line
-	15	21	60 AFKAP/Somebody's Somebody
-	26	24	61 GHOST FACE KILLER/All I Got Is You
23	24	21	62 RAY J/Let It Go
23	23	24	63 KEITH SWEAT/Just A Touch
20	27	24	64 DONELL JONES/Knocks Me Off My...
-	-	22	65 BLACKSTREET/Don't Leave Me
-	16	17	66 TELA/No 'Nuff
18	13	16	67 E-40/Things'll Never...
36	36	27	68 LOST BOYZ/Get Up
-	-	17	69 F.O.X.Y. BROWN/II Be
-	5	16	70 REDMAN/Whatever Man
-	5	18	71 112/Cupid
-	5	16	72 HEAVY D/Big Daddy
-	-	7	73 GINUWINE/Tell Me Do U Wanna
5	5	7	74 ALFONZO HUNTER/Weekend Thang
5	5	7	75 AZ YET/Hard To Say I'm...
5	5	7	76 ICE CUBE/The World Is Mine
5	5	5	77 VILLAIN/Listen To My Flow
5	5	5	78 FUGEE'S/Rumble In The Jungle

MARKET #3
WGCI/Chicago
 (312) 427-4800
 Smith/Cologne

PLAYS

SW	LW	TW	ARTIST/TITLE
45	42	49	49 ERYKAH BADU/On & On
37	42	48	50 AALIYAH/One In A Million
35	35	41	51 DRU HILL/In My Bed
33	34	41	52 TONY TONI TONE/Let's Get Down
-	16	26	53 YVETTE MICHELLE/I'm Not Feeling You
33	37	34	54 PEGGY SCOTT-ADAMS/Bill
35	39	40	55 MONICA/For You I Will
40	40	38	56 TONY TONI TONE/Let's Get Down
32	37	31	57 BLACKSTREET/The Lord Is Real
9	35	47	58 EN Vogue/Don't Let Go (Love)
15	19	29	59 702/Get It Together
27	27	25	60 DAVID JOSIAS/In My Life
33	27	29	61 GINUWINE/Pony
10	28	24	62 MINT CONDITION/You Don't Have To...
-	-	12	63 TONY BRAXTON/Un-break My Heart
6	20	23	64 GINA THOMPSON/You Bring...
36	33	27	65 2PAC/Ain't Mad At Ya
26	27	21	66 LATANYA/You Play Your...
26	30	26	67 R. KELLY/ Believe I Can Fly
30	30	20	68 KEITH SWEAT/Just A Touch
21	23	25	69 LUTHER VANDROSS/ Can Make It Better
27	31	32	70 F.O.X.Y. BROWN/Get Me Home
-	-	18	71 BABYFACE/This Is For...
7	10	18	72 HEAVY D/Big Daddy
18	16	20	73 MAXWELL/Ascension (Don't...)
8	18	17	74 MONTELL JORDAN/What's On Tonight
26	27	28	75 BLACKSTREET/Never Gonna Let...
-	-	16	76 JONHNY GILL/It's In An Elevator
14	17	21	77 AFKAP/Somebody's Somebody
-	-	5	78 KENNY LATTIMORE/For You

MARKET #5
POWER 99fm
WUSL/Philadelphia
 (215) 483-8900
 Young/Cooper

PLAYS

SW	LW	TW	ARTIST/TITLE
41	52	43	51 DRU HILL/In My Bed
32	41	48	52 MONICA/For You I Will
48	47	45	53 AALIYAH/One In A Million
31	41	46	54 ERYKAH BADU/On & On
-	7	33	55 112/Cupid
5	5	31	56 NEW EDITION/You Don't Have To...
29	27	31	57 LIL' KIM/No Time
-	8	37	58 ZHANE/Request Line
-	6	33	59 TASHA HOLIDAY/Just The Way You...
37	32	32	60 MINT CONDITION/What Kind Of Man...
11	12	32	61 MAXWELL/Sumthin' Sumthin'
35	51	41	62 TONY BRAXTON/ Love Me Some Him
22	10	16	63 TONY BRAXTON/Un-break My Heart
32	23	26	64 MONIFAH/You Don't Have To...
19	25	31	65 PUFF DADDY/Can't Nobody Hold...
38	37	40	66 R. KELLY/ Believe I Can Fly
26	20	17	67 F.O.X.Y. BROWN/Get Me Home
26	21	21	68 BLACKSTREET/No Diggity
29	24	24	69 AFKAP/Somebody's Somebody
23	20	21	70 KEITH SWEAT/Nobody
-	5	18	71 MINT CONDITION/You Don't Have To...
37	35	32	72 EN Vogue/Don't Let Go (Love)
15	17	19	73 ROOTS/What They Do
17	17	20	74 L.L. COOL J/Ain't Nobody
-	-	17	75 LIL' KIM/Crush On U
6	5	10	76 MONTELL JORDAN/What's Twisted
-	6	13	77 BRAT F/T-BOZ/Ghetto Love
-	5	5	78 702/Get It Together
15	13	14	79 CAMP L.O./Luchini
21	18	27	80 GINUWINE/Pony

MARKET #6
WJLB/Detroit
 (313) 965-2000
 Saunders/Darcell

PLAYS

SW	LW	TW	ARTIST/TITLE
29	33	34	52 ERYKAH BADU/On & On
26	25	26	49 TONY TONI TONE/Let's Get Down
45	43	49	50 MINT CONDITION/What Kind Of Man...
-	-	47	51 BLACKSTREET/Don't Leave Me
35	33	32	46 D'ANGEL/Me And Those...
34	35	44	52 MAXWELL/Ascension (Don't...)
40	44	41	39 AALIYAH/One In A Million
34	39	35	33 ANN NESBY/I'm Still Wearing...
32	19	11	30 MONTELL JORDAN/Falling
-	-	5	31 DRU HILL/In My Bed
40	39	39	30 GINUWINE/Pony
-	5	13	28 MONIFAH/For You I Will
23	25	36	27 AALIYAH/One In A Million
26	25	29	29 NEW EDITION/In My Still In Love...
12	19	26	8 R. KELLY/ Believe I Can Fly
37	30	27	25 KEITH SWEAT/Nobody
-	-	22	22 AFTER 7/Sara Smile
33	24	22	22 SWI/Use Your Heart
24	33	21	21 BRIAN MCKNIGHT/Still In Love
16	17	21	21 ZHANE/Request Line
16	15	20	20 WHITNEY HOUSTON/ Believe In You...
20	12	20	19 NEW EDITION/What's On Tonight
5	16	19	19 MONTELL JORDAN/What's On Tonight
24	19	19	19 TONY BRAXTON/Un-break My Heart
15	15	16	16 MINT CONDITION/You Don't Have To...
22	18	18	18 112/2000
18	18	17	17 PUFF JOHNSON/All Over Your Face
17	17	17	17 AZ YET/Hard To Say I'm...
16	17	17	17 FUGEE'S/Killing Me Softly
16	16	16	16 JOE/All The Things

MARKET #7
KKDA/Dallas
 (214) 263-9911
 Cheatham

PLAYS

SW	LW	TW	ARTIST/TITLE
42	44	53	41 TONY BRAXTON/Un-break My Heart
57	59	53	42 R. KELLY/ Believe I Can Fly
54	61	63	43 ERYKAH BADU/On & On
55	56	59	44 MONICA/For You I Will
60	61	60	45 KEITH SWEAT/Nobody
23	25	56	46 DRU HILL/In My Bed
22	19	48	47 E-40/Things'll Never...
5	5	26	48 702/Get It Together
47	50	43	49 DD OR DIE/Playa Like Me And...
-	5	23	50 KEITH SWEAT/Just A Touch
-	16	48	51 BABYFACE/Every Time I...
59	61	57	52 AALIYAH/One In A Million
40	58	61	53 BLACKSTREET/Never Gonna Let...
-	19	18	54 TELA/No 'Nuff
62	66	57	55 EN Vogue/Don't Let Go (Love)
60	60	64	56 MINT CONDITION/What Kind Of Man...
29	25	30	57 NEW EDITION/You Don't Have To...
48	43	42	58 F.O.X.Y. BROWN/Get Me Home
47	47	43	59 MAKAVELI/Hail Mary
64	26	20	60 TONY TONI TONE/Let's Get Down
22	25	19	61 PUFF DADDY/Can't Nobody Hold...
28	50	22	62 WHITNEY HOUSTON/ Believe In You...
-	19	20	63 HEAVY D/Big Daddy
46	46	20	64 LIL' KIM/No Time
25	25	18	65 IMMATURE/Watch Me Do My Thing
14	20	19	66 MAXWELL/Sumthin' Sumthin'
17	17	33	67 NAS/Street Dreams
13	14	14	68 RICH & TUADLO/Stay With Me
17	20	14	69 YVETTE MICHELLE/I'm Not Feeling You
-	-	14	70 MINT CONDITION/You Don't Have To...

MARKET #8
WKYS/Washington
 (202) 686-9300
 Williams/Fox

PLAYS

SW	LW	TW	ARTIST/TITLE
51	51	58	49 DRU HILL/In My Bed
24	30	26	54 ERYKAH BADU/On & On
20	30	39	52 MONICA/For You I Will
50	52	56	50 AALIYAH/One In A Million
27	44	51	48 LIL' KIM/No Time
28	35	50	46 EN Vogue/Don't Let Go (Love)
29	29	40	112/Come See Me
26	24	40	34 NEW EDITION/You Don't Have To...
18	27	25	33 BABYFACE/Every Time I...
44	49	44	31 702/Steelo
32	34	36	31 TONY TONI TONE/Let's Get Down
38	27	24	30 BRANDY TAMIA /Missing You
5	13	29	29 702/Get It Together
37	37	40	28 WHITNEY HOUSTON/ Believe In You...
7	10	19	27 MINT CONDITION/You Don't Have To...
31	28	26	21 BABYFACE/This Is For...
-	9	21	21 ZHANE/Request Line
12	11	20	20 MAKAVELI/Hail Mary
28	26	18	18 R. KELLY/ Believe I Can Fly
35	46	44	17 TONY BRAXTON/Un-break My Heart
-	5	14	14 TONY BRAXTON/ Don't Want To
28	29	25	14 NEW EDITION/In My Still In Love...
40	40	26	12 F.O.X.Y. BROWN/Get Me Home
6	10	14	12 HEAVY D/Big Daddy
6	10	12	12 PUFF DADDY/Can't Nobody Hold...
-	11	15	11 AZ YET/Hard To Say I'm...
-	-	11	11 FREAK NASTY/Do Dip
-	-	11	11 BLACKSTREET/Don't Leave Me
14	11	16	10 YVETTE MICHELLE/I'm Not Feeling You
5	5	10	9 MC LYTE/Cold Rock A Party

MARKET #11
WEDR-FM 99 JAMZ
 Miami • Ft. Lauderdale

PLAYS

SW	LW	TW	ARTIST/TITLE
13	15	25	27 SWEETBACK/You Will Rise
28	30	30	27 IMMATURE/Watch Me Do My Thing
-	29	26	25 PEGGY SCOTT-ADAMS/Bill
11	14	14	22 BENITO/Do You Love Me
9	14	12	22 PUFF JOHNSON/All Over Your Face
9	8	18	21 PUFF DADDY/Can't Nobody Hold...
19	23	20	20 WHITNEY HOUSTON/Somebody Bigger...
16	21	20	20 DD OR DIE/Playa Like Me And...
22	18	21	20 CHAKA KHAN/Never Miss The Water
13	18	19	19 L.L. COOL J/Ain't Nobody
10	14	16	19 NEW EDITION/You Don't Have To...
16	19	19	19 BRAXTONS/Only Love
22	20	18	18 AALIYAH/One In A Million
8	17	20	18 GERALD ADAMS/Give Me Your Lovin'
21	20	17	17 MAXWELL/Sumthin' Sumthin'
14	21	17	17 DRU HILL/In My Bed
5	6	17	17 AFKAP/Somebody's Somebody
10	11	12	17 BABYFACE/Every Time I...
20	18	17	17 ERIC BENET/Spiritual Thang
21	17	16	16 TONY TONI TONE/Let's Get Down
16	17	15	15 MONIFAH/You Don't Have To...
16	15	13	15 Ghetto Man/Straight From
-	-	15	15 AZ YET/Last Night
-	15	17	15 BLACKSTREET/No Diggity
16	20	14	14 JONHNY GILL/It's Your Body
17	16	14	14 WHITNEY HOUSTON/ Believe In You...
13	17	16	14 ERYKAH BADU/On & On
17	17	14	14 BLACKSTREET/Never Gonna Let...
-	15	13	14 LUTHER VANDROSS/Your Secret Love
17	-	14	14 DONELL JONES/Knocks Me Off My...

MARKET #12
HOT 97.5
WHTA/Atlanta
 (404) 765-9750
 Hegwood/Zulu

PLAYS

SW	LW	TW	ARTIST/TITLE
56	55	55	55 DJ THAZ/That's Right
55	54	54	54 FREAK NASTY/Do Dip
53	54	53	54 OUTKAST/ATLiens
36	34	30	54 TELA/No 'Nuff
54	56	55	54 LIL' KIM/Crush On U
54	52	55	53 MAKAVELI/Hail Mary
52	52	51	52 AALIYAH/One In A Million
51	52	54	53 LIL' KIM/No Time
35	31	31	38 MACK 10 & DOGG POUND/Not'nin' But...
55	30	31	37 F.O.X.Y. BROWN/Get Me Home
17	14	-	37 EIGHTBALL & MJG/Pimpin' My Own Rhyme
17	17	-	37 PUFF DADDY/Can't Nobody Hold...
35	36	-	37 702/Steelo
37	36	-	36 CAMP L.O./Luchini
-	-	36	36 REDMAN/Whatever Man
11	22	35	36 NEW EDITION/You Don't Have To...
33	34	34	34 BRAT F/T-BOZ/Ghetto Love
-	-	31	31 TRACEY LEE/The Theme
23	-	-	31 NEW EDITION/In My Still In Love...
18	-	-	30 OUTKAST/Millennium
15	26	35	30 OUTKAST/Jazzy Belle
11	29	30	30 GHETTO MAN/Straight From
-	-	26	26 YVETTE MICHELLE/I'm Not Feeling You
10	15	26	26 MASTER P/Break You Off Some
15	25	-	25 WHITNEY HOUSTON/ Believe In You...
35			



WALT LOVE

WZAK Conquers Cleveland!

□ **Tolliver, Rush talk about the station's trek to the top**

In Cleveland, the home of the Rock & Roll Hall of Fame, the No. 1 radio station is Urban **WZAK-FM**. This week, I talk with two of the architects behind the station's success.

WZAK's ascent marks only the second time in history that an Urban station has topped the market's ratings. In the Fall '96 **Arbitron**, the station rose 8.5-9.0 overall 12+ to claim the title. The station also was the solid leader 18-34, increasing over two full shares to near the 15 mark, and is in a third-place tie 25-54.



Lynn Tolliver

Two of the individuals responsible for the station's programming efforts have been in Cleveland radio for over two decades: **Lynn Tolliver**, VP/Operations for **Zapis Communications** and President/co-Owner of **Zebra Broadcasting**, and **Bobby Rush**, WZAK PD and Zebra co-owner.

How does Tolliver explain the station's rise to the top? "I think it's because we try to give the people what they need, not necessarily what we *think* they need," he says. "We use the things our listeners tell us, solicited or unsolicited. When we do research studies and ask specific questions, we use that feedback. But when someone calls the radio station to give their opinion about something — no matter what it is — if it's valid, we pay attention. I might add that we stay as consistent and competitive as possible with ev-

ery station in this market. So we're always giving our best."

Rush adds, "Another thing that's very valuable to us is the fact that we're heavily into the Cleveland club scene, where we have more of a direct one-on-one feel with what our listeners really want. We pick up some comments that we can use in our programming."

"We're sensitive to our audience's needs," Tolliver chimes in. "We never just blow off their comments. If something a listener says is beneficial to our radio station, our listeners, and our community, we get on it."

Consistent Image

While Tolliver and Rush each have 20+ years of Cleveland radio heritage beneath their belts, they strive for familiarity on the airstaff as well. "Personally, I think it's pretty important," Tolliver says. "Our nighttime programming — the 'love show' — has been the most consistent. That's 'Pillow Talk & For Lovers Only' with Bobby Rush. It has been the most popular show in the city. There have been times when, in the AccuRatings, every fourth person in the city was listening to that show. That program has been consistently



Bobby Rush

they like, they come back. For example, **Lankford Stevens**, our afternoon personality/MD, has been here eight or nine years. **Tim Johnson** has been here 10 or 11 years. People in Cleveland love both of them."

Rush continues, "People have become comfortable with all of us as a team, and they like the fact that they know what to expect. We all know that people like consistency in a positive way. These folks know that we're going to be there for them, and we hope they're going to be there for us. We're part of their families, and they're like a part of our family."

☞ **When someone calls the radio station to give their opinion about something — no matter what it is — if it's valid, we pay attention.**

— Lynn Tolliver

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Across-The-Board Appeal

For 'ZAK to reach the top in Cleveland, it needed to draw not only a majority of the market's African-American community, but a significant listenership from outside that community. How were they able to accomplish that? "Probably because we are not offensive," suggests Tolliver.

"We try to be as informative as we can be and as entertaining as possible. It could also be because of the way the market has shaped up, and we've been able to edge out the competition the last two books. I don't know ... it could also be a little luck!"

Rush offers, "Obviously,

☞ **These folks know that we're going to be there for them, and we hope they're going to be there for us. We're part of their families, and they're like a part of our family.**

— Bobby Rush



'PEOPLE OF CLEVELAND' — Each year, WZAK/Cleveland puts together a "People Of Cleveland" calendar. The calendar showcases men and women dedicated to making positive contributions in the area of civil rights, economic advancement, and peace in the black community. Highlighted in the above photo is the WZAK airstaff, featuring (front, l-r) **Kymerly Alford Sellers**, **Lankford "The Man" Stephens**, **Lynn Tolliver Jr.**, and **Kim Johnson**; (back row, l-r) **Ralph Poole**, **Antonio "B-Man Banana" Marshall**, "Super" **Dave Tolliver**, and **Bobby Rush**.

music is very important to us. Music can make or break you as an Urban music station. Tolliver, myself, and **Lankford Stevens** getting together at least twice a week to decide what music is going to enhance our station makes a big difference for us. We know the kind of music people expect to hear on WZAK. That's part of the package people like and enjoy about our radio station. That includes music, entertainment, information, community awareness, and personal concern for our listeners."

Tolliver adds, "Some of the Urban stations targeting the 25-54 demographic have peeled back on their addition of rap product to their playlist. We haven't done that. We play what we play, and hit records have no restrictions on who's going to like them. So we try not to ignore any record that has the potential of being a hit or valuable to our audience."

Street Sense

WZAK also strives to maintain a strong presence in the community, and Tolliver mentions one unique promotion as an example. "We did a thing last summer called the 'Million Penny March.' **Ralph Poole** led the way, collecting pennies to be given to charity. Our thing is to be community-minded and responsive to the needs of our community. Many of the things that we do are not done necessarily to obtain ratings. We do things just to try and help people as

much as we can. And I have to tell you, those efforts come from our hearts, and that has been put in us by **Zin Zapis**. He's always been an owner who's cared about people and given back to those in the community, starting with the college scholarships we've done.

"Recently, we

helped a lady whose electricity and heat had been cut off. She had six children. Now we could have turned our backs when we found out about it, but we did something about it. We're really trying to help our fellow men and women. We don't care what other stations do or don't do. We're trying to not only do what's right, but also set

☞ **We've never tried to buy our audience. That's a short-lived type of existence when you don't have the on-air product to keep people listening. You're buying their fleeting loyalty for a few books.**

— Bobby Rush

a positive example for others who could help. [Cleveland Indians outfielder] **Kenny Lofton** was in town, and he came to our remote and donated \$500. That wasn't planned or anything. He reacted because he felt the cause we were working for was something good. We raised a substantial amount of money for her. We do those kinds of things as much as possible."

Rush concludes, "We do contests and promotions, but we've never tried to *buy* our audience. Stations that play those kinds of games have never been able to hold on to an audience they bought for any long period of time. That's a short-lived type of existence when you don't have the on-air product to keep people listening. You're buying their fleeting loyalty for a few books."

"Thank God we have a good product and a proven product that people here in Cleveland like. We have some promotional things coming up this year, but it won't be about trying to buy the audience. We hope to do things that will be promotional, but also a 'thank you' for their loyalty all these years."



A REAL FAMILY TEAM — The WZAK/Cleveland "People Of Cleveland" calendar features people from all walks of life. One example is this candid photo of a mother and daughter. **Stephanie R. Shine** says she and six-year-old daughter **Jazmine** are "best friends."

RADIO & RECORDS

- KKDA
- KIPR
- WQUE
- KVSP
- KSJL
- KMJJ
- KDKS
- KJMM
- KBXX
- WHRK
- KKBT
- KNEK
- KRRQ
- KJCB
- WFLM
- WOWI
- WAMO
- WPLZ
- WIZF
- WZAK
- WCKX
- WCHB
- WTLC
- WPRS
- WTKT
- WGZB
- WKKV
- WNOV
- KMJM
- WEJM
- WVEE
- WHTA
- WFXA
- WBHJ
- WENN
- WPEG
- WWDM
- WFXE
- WJMH
- WJMZ
- WEUP
- WJMI
- WJBT
- WBLX
- WYOK
- WQOK
- WJHM
- WWWZ
- WJTT
- WFXE
- WZFX
- WEDR
- WZHT
- WEAS



1602

SUAVE HOUSE



over 600 spins



1586



over 800 spins

AND RELATIVITY THE MÉNAGE À TROIS OF HITS



URBAN TOP 50

FEBRUARY 14, 1997

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
7	5	4	1	DRU HILL In My Bed (Island)	3075	2667	2350	2003	79/0
6	4	3	2	ERYKAH BADU On & On (Kedar/Universal)	3051	2674	2418	2029	80/0
1	1	1	3	AALIYAH One In A Million (BlackGround/Atlantic)	2608	3025	3174	3124	71/0
18	13	9	4	MONICA For You I Will (Warner Sunset/Atlantic)	2491	2105	1775	1397	78/0
2	2	2	5	WHITNEY HOUSTON I Believe In You And Me (Arista)	2382	2825	2819	2520	74/1
12	9	7	6	NEW EDITION You Don't Have To Worry (MCA)	2322	2148	1908	1796	76/1
14	7	6	7	MAXWELL Sumthin' Sumthin' (Columbia)	2286	2203	1959	1779	71/0
13	8	8	8	BABYFACE Every Time I Close My Eyes (Epic)	2191	2110	1944	1779	78/0
27	17	11	9	"AFKAP" Somebody's Somebody (NPG/EMI)	2008	1784	1461	1125	72/0
10	11	10	10	IMMATURE Watch Me Do My Thing (Loud/RCA)	1776	1902	1872	1805	64/0
37	30	18	11	702 Get It Together (Biv 10/Motown)	1682	1351	1009	784	74/2
39	26	16	12	KEITH SWEAT Just A Touch (Elektra/EEG)	1576	1416	1173	754	72/2
3	3	5	13	BLACKSTREET Never Gonna Let You Go (Interscope)	1563	2313	2473	2370	60/0
29	24	19	14	PUFF DADDY Can't Nobody Hold Me Down (Bad Boy/Arista)	1509	1301	1194	1048	74/2
50	29	22	15	MAKAVELI Hail Mary (Death Row/Interscope)	1393	1265	1050	599	70/1
38	31	27	16	MINT CONDITION You Don't Have To Hurt No More (Perspective/A&M)	1329	1114	980	762	73/1
19	18	15	17	MC LYTE Cold Rock A Party (EastWest/EEG)	1309	1447	1442	1376	62/1
45	37	28	18	MONTELL JORDAN What's On Tonight (Def Jam/RAL/Mercury)	1296	1103	886	676	72/0
BREAKER			19	ZHANE' Request Line (Illtown/Motown)	1260	661	116	44	74/7
26	25	23	20	DO OR DIE Playa Like Me And You (Rap-A-Lot)	1213	1238	1194	1149	63/0
8	16	17	21	TONY TONI TONE Let's Get Down (Mercury)	1189	1411	1696	1949	46/0
34	32	30	22	AZ YET Hard To Say I'm Sorry (LaFace/Arista)	1169	1064	977	869	70/1
44	35	31	23	RASHAAN PATTERSON Stop By (MCA)	1142	1041	899	678	64/2
4	10	13	24	EN VOGUE Don't Let Go (Love)- (EastWest/EEG)	1132	1507	1876	2221	39/0
—	—	37	25	YVETTE MICHELLE I'm Not Feeling You (Loud/RCA)	1096	852	439	57	67/3
—	45	38	26	ALFONZO HUNTER Weekend Thang (Def Squad/EMI)	1037	835	692	496	59/2
9	12	12	27	LUTHER VANDROSS I Can Make It Better (LV/Epic)	1022	1622	1845	1817	45/0
17	19	25	28	R. KELLY I Believe I Can Fly (Jive)	1007	1195	1365	1532	41/0
—	—	41	29	TASHA HOLIDAY Just The Way You Like (MCA)	998	801	412	16	60/3
48	40	34	30	E-40 Things'll Never Change (Sick Wid' It/Jive)	992	889	812	611	68/3
—	48	36	31	BRAT f/T-BOZ Ghetto Love (So So Def/Columbia)	962	856	655	422	67/2
47	41	39	32	DONELL JONES You Should Know (Untouchables/LaFace/Arista)	945	835	779	664	59/2
BREAKER			33	HEAVY D Big Daddy (Uptown/MCA)	939	776	417	77	74/7
5	6	14	34	FOXY BROWN Get Me Home (Violator/Def Jam/RAL/Mercury)	935	1478	2038	2045	45/0
BREAKER			35	112 Cupid (Bad Boy/Arista)	929	725	209	—	67/1
BREAKER			36	RAY J Let It Go (Elektra/EEG)	927	722	351	117	67/1
BREAKER			37	TONI BRAXTON I Don't Want To (LaFace/Arista)	919	409	—	—	72/3
BREAKER			38	MARK MORRISON Return Of The Mack (Atlantic)	916	790	598	264	55/2
22	23	29	39	KEITH SWEAT Nobody (Elektra/EEG)	902	1075	1205	1262	35/0
24	22	26	40	LIL' KIM No Time (Undeas/Big Beat/Atlantic)	900	1155	1225	1206	42/0
36	38	35	41	SWEETBACK You Will Rise (Epic)	887	882	885	824	54/0
BREAKER			42	TRE' Take Your Time (Mo Thug/Relativity)	836	742	678	585	56/1
BREAKER			43	PUFF JOHNSON All Over Your Face (Work/Epic)	800	713	642	504	54/2
—	49	47	44	DJ KOOL Let Me Clear My Throat (American/WB)	790	722	653	523	56/1
16	21	33	45	TONI BRAXTON Un-break My Heart (LaFace/Arista)	778	915	1251	1551	31/0
DEBUT			46	LEVERT True Dat (Atlantic)	728	262	—	—	65/9
20	20	21	47	MONIFAH You Don't Have To Love Me (Uptown/Universal)	705	1292	1320	1269	34/0
15	15	20	48	ISLEY BROTHERS Tears (T-Neck/Island)	700	1296	1703	1753	37/0
11	14	24	49	JOHNNY GILL It's Your Body (Motown)	698	1228	1734	1802	31/0
DEBUT			50	TRUTH Everyday (Priority)	685	550	389	88	55/2

This chart reflects airplay from February 3-9. Songs ranked by total plays. Highlighted songs indicate Breaker.

80 Urban reporters. 80 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

GINA THOMPSON You Bring The Sunshine (Mercury)
Total Plays: 673, Total Stations: 61, Adds: 12

TELA Sho 'Nuff (Suav House/Relative)
Total Plays: 643, Total Stations: 42, Adds: 6

KENNY LATTIMORE For You (Columbia)
Total Plays: 627, Total Stations: 53, Adds: 2

AFTER 7 Sara Smile (Virgin)
Total Plays: 627, Total Stations: 65, Adds: 59

ANN NESBY This Weekend (Perspective/A&M)
Total Plays: 608, Total Stations: 51, Adds: 6

PEGGY SCOTT-ADAMS Bill (Miss Butch/Mardi Gras)
Total Plays: 596, Total Stations: 28, Adds: 2

CRYSTAL WATERS Say...If You Feel Alright (Mercury)
Total Plays: 595, Total Stations: 41, Adds: 1

ROME I Belong To You (Every...) (RCA)
Total Plays: 578, Total Stations: 58, Adds: 5

FUGEES Rumble In The Jungle (Mercury)
Total Plays: 573, Total Stations: 54, Adds: 0

FOR REAL The Saddest Song I Ever Heard (Rowdy/Arista)
Total Plays: 551, Total Stations: 48, Adds: 0

ICE CUBE The World Is Mine (Jive)
Total Plays: 543, Total Stations: 52, Adds: 2

RICHIE RICH Do G's Get To Go To Heaven? (Def Jam/Mercury)
Total Plays: 519, Total Stations: 51, Adds: 2

GHOST FACE KILLER All I Got Is You (Epic)
Total Plays: 508, Total Stations: 56, Adds: 4

REDMAN Whatever Man (Def Jam/RAL/Mercury)
Total Plays: 497, Total Stations: 51, Adds: 1

B-LEGIT f/DARYL HALL Ghetto Smile (Sick Wid' It/Jive)
Total Plays: 458, Total Stations: 43, Adds: 2

Songs ranked by total plays.

BREAKERS

ARTIST TITLE LABEL(S)	TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
ZHANE' Request Line (Illtown/Motown)	1260/599	74/7	19
HEAVY D Big Daddy (Uptown/MCA)	939/163	74/7	33
112 Cupid (Bad Boy/Arista)	929/204	67/1	35
RAY J Let It Go (Elektra/EEG)	927/205	67/1	36
TONI BRAXTON I Don't Want To (LaFace/Arista)	919/510	72/3	37
MARK MORRISON Return Of The Mack (Atlantic)	916/126	55/2	38
TRE' Take Your Time (Mo Thug/Relativity)	836/94	56/1	42
PUFF JOHNSON All Over Your Face (Work/Epic)	800/87	54/2	43

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
AFTER 7 Sara Smile (Virgin)	59
GINUWINE Tell Me Do U Wanna (550 Music/Epic)	59
WHITNEY HOUSTON Step By Step (Arista)	58
FOXY BROWN I'll Be (Violator/Def Jam/RAL/Mercury)	49
TRU I Always Feel Like (Priority)	33
DRU DOWN Baby Bubba (Relativity)	16
TRACEY LEE The Theme (By Storm/Universal)	13
ASSORTED PHLAVERS Make Up Your... (Hall Of Fame/Epic)	12
BLACKSTREET Don't Leave Me (Interscope)	12
GINA THOMPSON You Bring The Sunshine (Mercury)	12

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ZHANE' Request Line (Illtown/Motown)	+599
AFTER 7 Sara Smile (Virgin)	+524
TONI BRAXTON I Don't Want To (LaFace/Arista)	+510
LEVERT True Dat (Atlantic)	+466
DRU HILL In My Bed (Island)	+408
MONICA For You I Will (Warner Sunset/Atlantic)	+386
ERYKAH BADU On & On (Kedar/Universal)	+377
GINA THOMPSON You Bring The Sunshine (Mercury)	+375
702 Get It Together (Biv 10/Motown)	+331
ROME I Belong To You (Every Time I See...) (RCA)	+301

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
MINT CONDITION What Kind Of Man Would... (Perspective/A&M)
GINUWINE Pony (550 Music/Epic)
BRAXTONS Only Love (Atlantic)
NEW EDITION I'm Still In Love With You (MCA)
BABYFACE This Is For The Lover In You (Epic)
BLACKSTREET No Diggity (Interscope)
DONELL JONES Knocks Me Off... (Untouchables/LaFace/Arista)
NAS Street Dreams (Columbia)
702 Steelo (Biv 10/Motown)
ANN NESBY I'm Still Wearing Your Name (Perspective/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.



ZHANE "REQUEST LINE"

R&R URBAN BREAKER 49 - 19

+599 PLAYS

BLACKstreet



DON'T LEAVE ME

the **New Single** from **BLACKSTREET'S**
Double Platinum Album

ANOTHER LEVEL

GOING FOR ADDS FEBRUARY 17 & 18

Southpaw
CONCEPT

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

96.1 MARKET #34 KSJL/San Antonio (210) 271-9600 Andrews/Oliverdez

WTLN/Indianapolis (317) 923-1456 Buchanan/Buchanan

WBS MARKET #1 WBS/New York (212) 592-0554 Campbell

RHYTHM MARKET #2 KJLH/Los Angeles (310) 330-5550 Winston

V100 MARKET #3 WVAZ/Chicago (312) 360-9000 Myrick/Muhammad

WPEG/Charlotte (704) 333-0131 Carson/Black

WJHM/Orlando (407) 333-0072 Allen/Hollywood

WDAS MARKET #5 WDAS/Philadelphia (610) 617-8500 Tamburro/Davis

V100 MARKET #7 KRBB/Dallas (214) 630-3011 Bacote/Solis

WMMJ MARKET #8 WMMJ/Washington DC (202) 686-9300 Gilmore

Q93 MARKET #9 WQVE/New Orleans (504) 827-6000 Stevens

93.7 WBLK MARKET #10 WBLK/Buffalo (716) 852-5955 Dillard/Sims

MAJIC102 MARKET #9 KMJQ/Houston (713) 623-2108 Conner/Boatner

WILD MARKET #10 WILD/Boston (617) 427-2222 Johnson

HOT MARKET #11 WHOT/Miami (305) 759-4311 Kidd/Michaels

WHRK/Memphis (901) 529-4397 O'Jay

92Q MARKET #41 WQKQ/Nashville (615) 227-9292 Wright

KATZ MARKET #17 KATZ/St. Louis (314) 692-5108 Atkins

MIX97.1 MARKET #17 KXOK/St. Louis (314) 991-7797 Love/Scott

Majik 107 MARKET #18 KMJK/Phoenix (602) 265-2442 Jackson

Table with columns: PLAYS, SW, ZW, LW, TW, ARTIST/TITLE. Contains 30 rows of music tracks and their respective station/playlist codes.

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Table with columns: PLAYS, SW, ZW, LW, TW, ARTIST/TITLE. Contains 30 rows of music tracks and their respective station/playlist codes.

*A tender touch, intimate feelings,
words of truth*

the first element of love

sweet love



Elements of Life

Impacting Urban Radio February 24

Executive Producers: Kevin Evans, Cliff Jones and Jerry Vines • Produced by Michael J. Powell for Michael J. Powell Productions • Management: Big Dog Records

<http://www.peeps.com>



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REPORTERS

Stations and their adds listed alphabetically by market

URBAN

KBCE/Alexandria, LA PD/MD: Donnie Taylor ZHANE "Request" CHARISSE ARRINGTON "Ain" GINUWINE "Tel" FOXY BROWN "Ti" DONELL JONES "Should" AFTER 7 "Sara" GHOST FACE KILLER "Got" TRU "Feel"	WBLK/Buffalo, NY PD: Skip Dillard MD: Debbie Sims 5 YVETTE MICHELLE "Feeling" 5 FOXY BROWN "Ti" WPAL/Charleston, SC PD: Jae Jackson 14 AFTER 7 "Sara" 14 WHITNEY HOUSTON "Step" 8 GINUWINE "Tel" 6 KAYCEE GROGAN "So" 5 TRU "Feel" 5 ANN NESBY "Weekend" 5 BRAT FT-BOZ "Ghetto" ASSORTED PHLAVERS "Make" ALFONZO HUNTER "Weekend"	WVDM/Columbia, SC PD/MD: Donnie Taylor 7 AFTER 7 "Sara" WHITNEY HOUSTON "Step" LEVERT "True" GHOST FACE KILLER "Got" FOXY BROWN "Ti" GINUWINE "Tel"	WFLM/Ft. Pierce, FL PD/MD: Vera Jones CAMP LO "Luchini" FOXY BROWN "Ti" AFTER 7 "Sara" DEAN PHILL "Do" GINUWINE "Tel" WHITNEY HOUSTON "Step" ASSORTED PHLAVERS "Make" TRACEY LEE "Theme" WJFX/Ft. Wayne, IN PD: B.J. Steele MD: Geno Burgess 26 WHITNEY HOUSTON "Step" 13 JOHNNY GILL "Elevator" 12 CHARISSE ARRINGTON "Ain" 12 BLACKSTREET "Leave" 8 RICH & TUAOLO "Stay" 5 TELA "Sho"	KIIZ/Killeen, TX PD: Michael McGuire MD: Babysitter 13 AFTER 7 "Sara" TRU "Feel" FOXY BROWN "Ti" WHITNEY HOUSTON "Step" TRACEY LEE "Theme" ME-SHELL NDEGECELLO "Stay" RAY J "Tel"	KKBT/Los Angeles, CA PD: Harold Austin MD: Mariama Snider 7 BLACKSTREET "Leave" 5 ROOTS "What" GINUWINE "Tel"	KRVV/Monroe, LA PD: Chris Collins MD: Vic Mathis 20 GINUWINE "Tel" 15 AFTER 7 "Sara" 5 TRU "Feel" 5 FOXY BROWN "Ti" WHITNEY HOUSTON "Step" FRAZE "Ruff"	WAMO/Pittsburgh, PA PD: Ron Atkins MD: Kris Kelley 10 TRUTH "Everyday" 5 TRU "Feel" 5 GINA THOMPSON "Bring" 5 AFTER 7 "Sara" 5 KEITH SWEAT "Touch" 5 ROME "Belong"	KMJJ/Shreveport, LA PD: John Wilson MD: Candy Marshall 10 AFTER 7 "Sara" 10 GINUWINE "Tel" 10 WHITNEY HOUSTON "Step" 10 DEJA GRUV "Around" 10 BOUNTY KILLA "Hip" 10 TRU "Feel" 10 DRU DOWN "Bubba"	
WHTA/Atlanta, GA PD: Steve Hogwood MD: Chaka Zulu 37 EIGHTBALL & MUG "Pimpin" 37 702 "Stelo" 31 NEW EDITION "Saf" 26 MASTER P "Break" 25 WHITNEY HOUSTON "Believe" 18 WARREN G "Through" 10 TRU "Feel" 6 MASTER P "Heaven" GINUWINE "Tel"	WVVE/Atlanta, GA PD: Tony Brown MD: Rajeev Shabazz 5 AFTER 7 "Sara"	WVFX/Augusta, GA PD: James Alexander MD: Lance Pantan 20 AFTER 7 "Sara" 10 GINUWINE "Tel" 9 ICE CUBE "World" 7 GINA THOMPSON "Bring" 7 ZHANE "Request" LEVERT "True"	WVXZ/Atlanta, GA PD: Tony Brown MD: Rajeev Shabazz 5 AFTER 7 "Sara"	WVXZ/Atlanta, GA PD: Tony Brown MD: Rajeev Shabazz 5 AFTER 7 "Sara"	WVXZ/Atlanta, GA PD: Tony Brown MD: Rajeev Shabazz 5 AFTER 7 "Sara"	WVXZ/Atlanta, GA PD: Tony Brown MD: Rajeev Shabazz 5 AFTER 7 "Sara"	WVXZ/Atlanta, GA PD: Tony Brown MD: Rajeev Shabazz 5 AFTER 7 "Sara"	WVXZ/Atlanta, GA PD: Tony Brown MD: Rajeev Shabazz 5 AFTER 7 "Sara"	WVXZ/Atlanta, GA PD: Tony Brown MD: Rajeev Shabazz 5 AFTER 7 "Sara"

URBAN AC

WWIN/Baltimore, MD PD: Kathy Brown 6 ANN NESBY "Wearing"	KQXL/Baton Rouge, LA PD: Al Jai Wallace 11 PEGGY SCOTT-ADAMS "Bir" 8 GROOVE COLLECTIVE "Lit" TONI BRAXTON "Want" WHITNEY HOUSTON "Step"	WVLD/Boston, MA PD: Ken Johnson AFTER 7 "Sara" CHARISSE ARRINGTON "Ain"	WPAL-AM/Charleston, SC PD/MD: Jae Jackson 25 MINT CONDITION "Hurt" 19 AFTER 7 "Sara" 14 CURTIS MAYFIELD "Knows"	WVVA/Chicago, IL PD/MD: Maxx Myrick APD/MD: Jamillah Muhammad 11 TONI BRAXTON "Want" 6 AFTER 7 "Sara" 5 ME-SHELL NDEGECELLO "Stay"	WJZA/Columbus, OH PD: Phil Davis MD: Theresa Terry 27 MC LYTE "Cold" 14 YVETTE MICHELLE "Feeling" 10 CURTIS MAYFIELD "Knows" 10 CHARISSE ARRINGTON "Ain" 10 DEAN PHILL "Do"	WVVO/Columbus, OH PD: Sam Nelson MD: Mike Anderson DEAN PHILL "Do" BLACKSTREET "Leave" KEITH SWEAT "Touch"	KRBV/Dallas, TX PD: Thomas Bacote MD: Keith Solis 21 LUTHER VANDROSS "Secret" 6 BABYFACE "Close" 5 AFTER 7 "Sara"	KDKO/Denver, CO PD/MD: Rick Walker 12 MARK MORRISON "Return" 5 AFTER 7 "Sara"	WVWQ/Gainesville, FL PD/MD: Paul Dancer MD: Theresa Terry 15 ME-SHELL NDEGECELLO "Stay" 15 AFTER 7 "Sara" 15 ZHANE "Request" 15 RICH & TUAOLO "Stay" 5 MARK MORRISON "Return" 5 CURTIS MAYFIELD "Knows" 5 GINUWINE "Tel"	WKSX/Gainesville, NC PD: B.K. Kirkland MD: Dennis Lee 23 AFTER 7 "Sara" ZHANE "Request" TONI BRAXTON "Want"	KMJQ/Houston, TX PD: Carl Conner MD: Carla Boatner 15 BLACKSTREET "Leave" 14 702 "Together" MINT CONDITION "Hurt" RASHAAN PATTERSON "Stop" ROME "Belong"	WVJN/Jackson, MS PD/MD: Stan Branson No Adds	WSOL/Jacksonville, FL PD: Dave Wynter MD: K.J. Contact: K.J. 11 "ARAP" "Somebody" 11 TONI BRAXTON "Want" 9 DRU HILL "Bed" 9 ERYKAH BADU "On"	WJXX/Laurel, MS PD: J. Mac MD: J. Mac 10 AFTER 7 "Sara" 10 LEVERT "True" 10 BLACKSTREET "Leave" 5 RAY J "Tel" 5 YVETTE MICHELLE "Feeling" GINUWINE "Tel" FOXY BROWN "Ti"	KJLH/Los Angeles, CA PD/MD: Cliff Winston AFTER 7 "Sara"	WMJM/Louisville, KY PD: Tony Fields MD: Carlos Rowlett 5 ANN NESBY "Weekend" ROME "Belong"	KJMS/Memphis, TN PD: Bobby D'Jay 13 MAXWELL "Sumthin" 7 AFTER 7 "Sara" 6 CURTIS MAYFIELD "Knows" 6 CHARISSE ARRINGTON "Ain" 6 ALFONZO HUNTER "Weekend"	WHOT/Miami, FL PD: Tony Kidd MD: Phil Michaels 5 AFTER 7 "Sara"	WMCS/Milwaukee, WI MD: Tyrene Jackson 5 AFTER 7 "Sara"	WDLT/Mobile, AL PD/MD: Mark Dylan 9 DRU HILL "Bed" 7 AFTER 7 "Sara" ERYKAH BADU "On"	WDAI/Myrtle Beach, SC PD/MD: Jeff Kenny 25 AFTER 7 "Sara" HEAVY D "Daddy" BLACKSTREET "Never" LEVERT "True"	WNHC/New Haven, CT PD: Lamonda Williams MD: Earnest Johnson 10 ME-SHELL NDEGECELLO "Stay" 10 GINA THOMPSON "Bring" 9 AFTER 7 "Sara" 9 KEITH SWEAT "Touch"	WYLD/New Orleans, LA PD/MD: Lebron Joseph 10 AFTER 7 "Sara" 5 DEAN PHILL "Do"	WBLN/New York, NY Acting PD: Reggie Rouse MD: Michelle Campbell 5 BLACKSTREET "Leave" 5 CHARISSE ARRINGTON "Ain" ROME "Belong" MINT CONDITION "Hurt" ME-SHELL NDEGECELLO "Stay" WHITNEY HOUSTON "Step" KENNY LATTIMORE "For" INCOGNITO "Shade"	WDAW/Philadelphia, PA PD: Joe Tamburo MD: Daisy Davis 7 AFTER 7 "Sara" CHARISSE ARRINGTON "Ain"	KMJK/Phoenix, AZ PD/MD: Ari Jackson 21 LEVERT "True" 21 AFTER 7 "Sara" 20 ME-SHELL NDEGECELLO "Stay" 19 ALFONZO BLACKWELL "Low"	WFXC/Raleigh, NC PD/MD: Chris Connors AFTER 7 "Sara"	WDSJ/Richmond, VA PD/MD: Kevin Kotax 22 AFTER 7 "Sara" 5 TEVIN CAMPBELL "Learn" MONTELL JORDAN "Tonight" GINA THOMPSON "Bring"	KATZ/St. Louis, MO PD: Chuck Atkins 6 MONICA "For" 6 DEBORAH COX "Where" KEITH SWEAT "Touch"	KXOK/St. Louis, MO MD: Ronn Scott 10 AFTER 7 "Sara" 8 DEAN PHILL "Do" 7 TASHA HOLIDAY "Just" CHARISSE ARRINGTON "Ain"	WTMP/Tampa, FL PD: Nat Washington 10 WHITNEY HOUSTON "Somebody" 7 TONI BRAXTON "Want" 5 GINUWINE "Tel" 5 AFTER 7 "Sara" 5 LEVERT "True" 5 ME-SHELL NDEGECELLO "Stay" 5 GINA THOMPSON "Bring" 5 RAY J "Tel"	WTUG/Tuscaloosa, AL PD/MD: Steve Sloan 10 TONI BRAXTON "Want" 10 SWEETBACK "Rise" 9 ANN NESBY "Weekend"	WMMJ/Washington, DC PD: Doug Gilmore 10 R. KELLY "Fly"	35 Total Reporters 35 Current Reporters 34 Current Playlists Reported Frozen Playlist (1): WIMX/Toledo, OH New Reporter (1): KATZ/St. Louis, MO
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URBAN AC TOP 30

FEBRUARY 14, 1997

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	2	1	1	LUTHER VANDROSS I Can Make It Better (LV/Epic) 959	981	887	853	35/0	
1	1	2	2	WHITNEY HOUSTON I Believe In You And Me (Arista) 884	895	889	920	34/0	
8	4	3	3	BABYFACE Every Time I Close My Eyes (Epic) 835	749	655	600	34/1	
9	5	4	4	MAXWELL Sumthin' Sumthin' (Columbia) 783	739	628	561	31/1	
6	6	5	5	ISLEY BROTHERS Tears (T-Neck/Island) 733	698	624	619	31/0	
27	17	15	6	DRU HILL In My Bed (Island) 685	484	392	280	26/2	
16	13	10	7	ERYKAH BADU On & On (Kedar/Universal) 681	570	454	405	29/2	
12	9	9	8	BLACKSTREET Never Gonna Let You Go (Interscope) 595	607	561	496	26/1	
4	7	8	9	R. KELLY I Believe I Can Fly (Jive) 589	616	618	708	27/1	
5	8	7	10	TONI BRAXTON Un-break My Heart (LaFace/Arista) 583	631	579	631	23/1	
3	3	6	11	EN VOGUE Don't Let Go (Love) (EastWest/EEG) 550	689	661	726	24/0	
26	20	16	12	"AFKAP" Somebody's Somebody (NPG/EMI) 542	441	336	288	28/1	
28	19	13	13	MONICA For You I Will (Warner Sunset/Atlantic) 542	491	360	238	27/1	
10	11	12	14	MINT CONDITION What Kind Of Man Would I Be (Perspective/A&M) 539	508	494	551	23/0	
15	15	11	15	AALIYAH One In A Million (BlackGround/Atlantic) 500	514	439	406	21/0	
23	23	18	16	PAUL HARDCASTLE Got To Be Love (JVC) 450	401	323	316	21/0	
24	22	20	17	SWEETBACK You Will Rise (Epic) 427	371	328	304	24/1	
13	14	14	18	KEITH SWEAT Nobody (Elektra/EEG) 390	485	449	477	19/0	
—	—	25	19	ANN NESBY This Weekend (Perspective/A&M) 379	252	154	31	25/2	
—	—	23	20	KENNY LATTIMORE For You (Columbia) 364	288	156	99	22/1	
—	28	24	21	MINT CONDITION You Don't Have To Hurt No More (Perspective/A&M) 350	262	198	134	21/3	
21	21	22	22	BRANDY, TAMIA, KNIGHT, KHAN Missing You (EastWest/EEG) 337	327	331	333	16/0	
7	10	17	23	"AFKAP" Betcha By Golly Wow! (NPG/EMI) 295	404	515	606	17/0	
BREAKER			24	AFTER 7 Sara Smile (Virgin) 269	24	7	10	26/22	
—	26	26	25	RASHAAN PATTERSON Stop By (MCA) 268	252	215	180	16/1	
BREAKER			26	702 Get It Together (Biv 10/Motown) 261	223	200	142	16/1	
DEBUT			27	KEITH SWEAT Just A Touch (Elektra/EEG) 249	177	100	12	18/3	
11	12	19	28	TINA TURNER / BARRY WHITE In Your Wildest Dreams (Virgin) 241	400	478	532	16/0	
—	30	27	29	PEGGY SCOTT-ADAMS Bill (Miss Butch/Mardi Gras) 226	232	178	142	13/1	
29	25	28	30	NEW EDITION You Don't Have To Worry (MCA) 222	232	228	199	9/0	

This chart reflects airplay from February 3-9. Songs ranked by total plays. Highlighted songs indicate Breaker.
35 Urban AC reporters. 34 current playlists. Songs that are down in plays for three consecutive weeks and below No. 15 are moved to recurrent.
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NEW & ACTIVE

CURTIS MAYFIELD No One Knows About A Good... (Warner Bros.)

Total Plays: 221, Total Stations: 19, Adds: 4

AZ YET Hard To Say I'm Sorry (LaFace/Arista)

Total Plays: 212, Total Stations: 14, Adds: 0

ALFONZO HUNTER Weekend Thang (Def Squad/EMI)

Total Plays: 212, Total Stations: 16, Adds: 1

TONI BRAXTON I Don't Want To (LaFace/Arista)

Total Plays: 202, Total Stations: 19, Adds: 5

MONTELL JORDAN What's On Tonight (Def Jam/RAL/Mercury)

Total Plays: 200, Total Stations: 13, Adds: 1

BRAXTONS Only Love (Atlantic)

Total Plays: 170, Total Stations: 11, Adds: 0

ZHANE Request Line (Illtown/Motown)

Total Plays: 168, Total Stations: 11, Adds: 2

CHARISSE ARRINGTON Ain't No Way (MCA)

Total Plays: 150, Total Stations: 14, Adds: 6

KIRK FRANKLIN Whatcha Lookin' 4 (GospoCentric)

Total Plays: 142, Total Stations: 11, Adds: 0

ROME I Belong To You (Every...) (RCA)

Total Plays: 139, Total Stations: 15, Adds: 3

Songs ranked by total plays.

BREAKERS

AFTER 7

Sara Smile (Virgin)

TOTAL PLAYS/INCREASE **269/245** TOTAL STATIONS/ADDS **26/22** CHART **24**

702

Get It Together (Biv 10/Motown)

TOTAL PLAYS/INCREASE **261/38** TOTAL STATIONS/ADDS **16/1** CHART **26**

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
AFTER 7 Sara Smile (Virgin)	22
CHARISSE ARRINGTON Ain't No Way (MCA)	6
ME'SHELL NDEGEOCELLO Stay (Maverick/Reprise)	6
TONI BRAXTON I Don't Want To (LaFace/Arista)	5
BLACKSTREET Don't Leave Me (Interscope)	4
LEVERT True Dat (Atlantic)	4
CURTIS MAYFIELD No One Knows About... (Warner Bros.)	4
DEAN PHIL! I Do (A.B. Solute/Motown)	4
GINUWINE Tell Me Do U Wanna (550 Music/Epic)	3
MINT CONDITION You Don't Have To Hurt... (Perspective/A&M)	3
ROME I Belong To You (Every Time I See Your Face) (RCA)	3
KEITH SWEAT Just A Touch (Elektra/EEG)	3
GINA THOMPSON You Bring The Sunshine (Mercury)	3

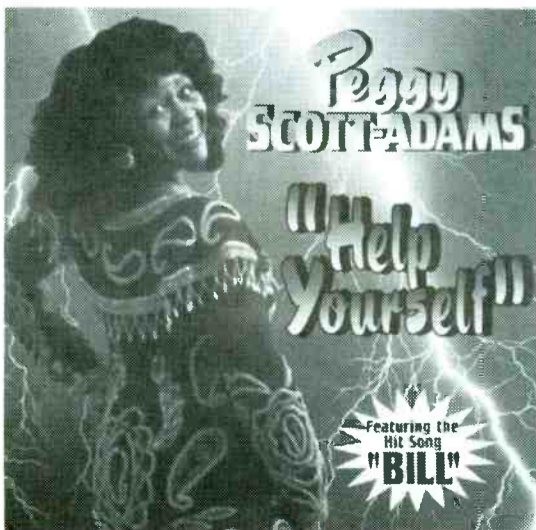
MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
AFTER 7 Sara Smile (Virgin)	+245
DRU HILL In My Bed (Island)	+201
ANN NESBY This Weekend (Perspective/A&M)	+127
ERYKAH BADU On & On (Kedar/Universal)	+111
"AFKAP" Somebody's Somebody (NPG/EMI)	+101
TONI BRAXTON I Don't Want To (LaFace/Arista)	+101
CURTIS MAYFIELD No One Knows About... (Warner Bros.)	+95
MINT CONDITION You Don't Have To Hurt... (Perspective/A&M)	+88
BABYFACE Every Time I Close My Eyes (Epic)	+86
ME'SHELL NDEGEOCELLO Stay (Maverick/Reprise)	+85

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
TONY TONI TONE Let's Get Down (Mercury)
AZ YET Last Night (LaFace/Arista)
LUTHER VANDROSS Your Secret Love (LV/Epic)
NEW EDITION I'm Still In Love With You (MCA)
JOHNNY GILL It's Your Body (Motown)
ANN NESBY I'm Still Wearing Your Name (Perspective/A&M)
CHAKA KHAN Never Miss The Water (Reprise)
MAXWELL Ascension (Don't Ever Wonder) (Columbia)
DONELL JONES Knocks Me Off... (Untouchables/LaFace/Arista)
ERIC BENET Spiritual Thang (Warner Bros.)

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.



OVER 300,000 SOLD!

BILL

From the Hit Album:

"Help Yourself"
Peggy Scott-Adams

MB 4003

The cheatin'
song of
the 90's!

New This Week:
WQOK KPRS KOXL

on Miss Butch Records
Distributed by: Mardi Gras Records
1-800-895-0441

IF YOU'RE LOOKING FOR COOKIE-CUTTER COUNTRY...

"That's Not Me" Jack Ingram

THE FEATURED SINGLE FROM **LIVIN' OR DYIN'**

ALBUM AVAILABLE MARCH 25TH



"INGRAM ENTERS THE MUSIC FRAY WITH ENOUGH DRIVE TO PROPEL A FLEET OF LARGE TRUCKS."

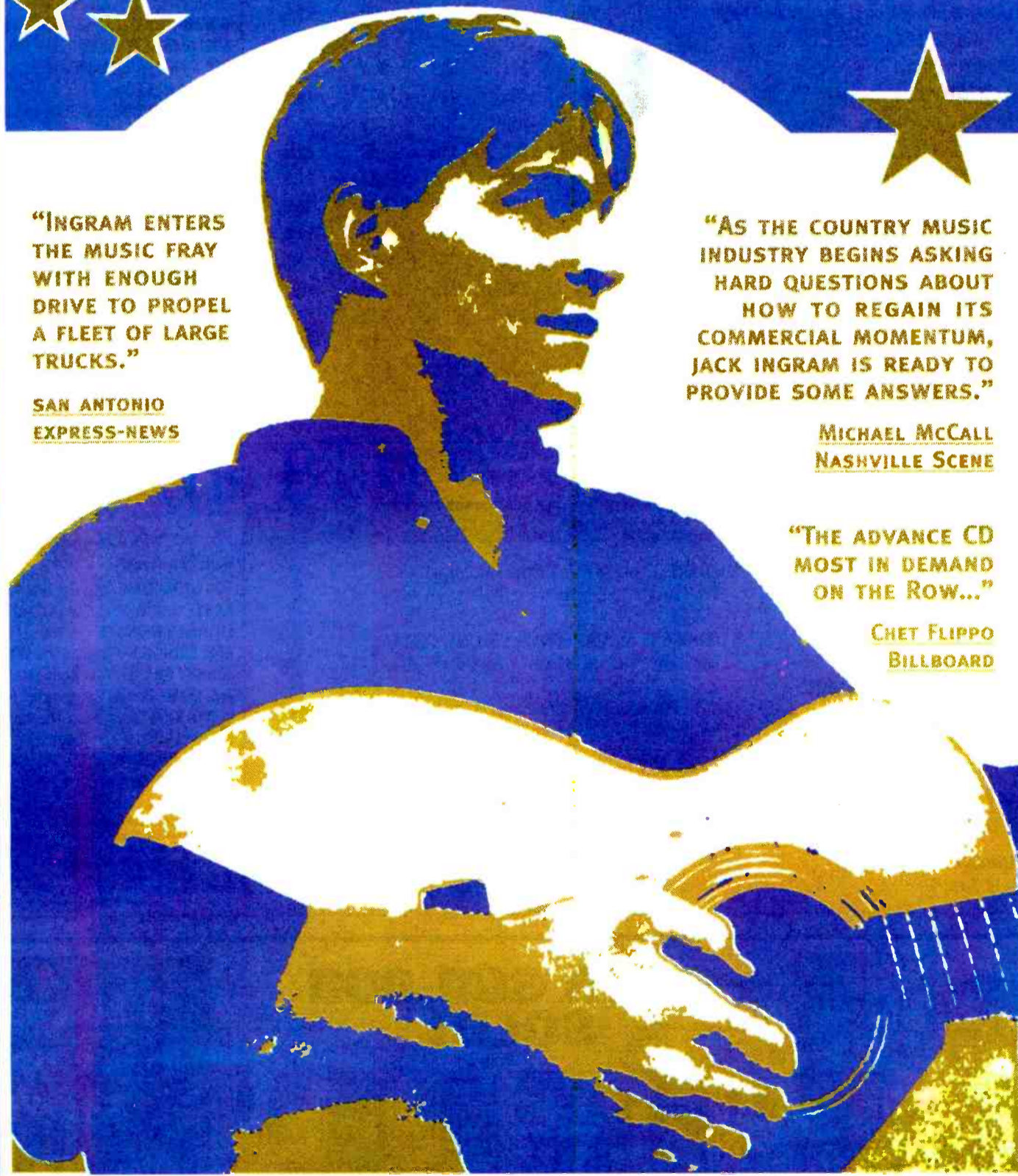
SAN ANTONIO EXPRESS-NEWS

"AS THE COUNTRY MUSIC INDUSTRY BEGINS ASKING HARD QUESTIONS ABOUT HOW TO REGAIN ITS COMMERCIAL MOMENTUM, JACK INGRAM IS READY TO PROVIDE SOME ANSWERS."

MICHAEL MCCALL NASHVILLE SCENE

"THE ADVANCE CD MOST IN DEMAND ON THE ROW..."

CHET FLIPPO BILLBOARD



LISTENING FOR AIRPLAY ON FEBRUARY 24TH



LON HELTON

CRS 28: Winning Through Learning

□ Topics & people slated to be featured at this year's Country Radio Seminar

As the Country Radio Seminar heads into its 28th year, you certainly shouldn't need any cajoling from me to attend this year's upcoming confab.

However, in case you need that last-minute push — or if those already registered just want to know what's in store for March 5-8 at the Opryland Hotel — here's what and who are on the agenda. For more information, call the CRS at (615) 327-4487.

Wednesday, March 5

Get in and get your registration badge on early because there's lots going on during day one of CRS 28. There are a pair of artist-radio taping sessions going on, so be sure to bring your recorder and liners for artists to read.

The traditional welcoming reception is truncated this year — 7-8pm — to allow for the return of the Super Faces Show. **Patty Loveless** and **Bryan White** are set to headline the event, which now includes a dinner and reception. It will run from 8-10pm.

Thursday, March 6

CRS 28 gets under way at 9am with the keynote presentation by former Notre Dame head football coach **Lou Holtz**. (Maybe he'll give us the scoop on what his next job is going to be.) Then, let the sessions begin!

There are three concurrent sessions running from 10:30am to noon:

- **Radio Vision: ... From Radio's Top Group Visionaries.** No names have been released for this panel as yet. But look for broker and no-holds-barred interviewer **Tim Menowsky** to light up the ballroom with the folks who make things happen. Want to know radio's future? Better be here.

- **Programming Meets Sales And Makes A Killing.** PDs, promotion directors, and sales staffers from **WMIL/Milwaukee** and **WSOC/Charlotte** will be on hand to share how the staffs have worked together to come up with ideas that have made money and sounded great.

- **Country Radio Seminar University — Arbitron.** Arbitron GM/Radio **Pierre Bouvard** will tell you everything you've ever wanted to know about radio's scorekeeper. Learn the ins and outs of what they're up to now — and what's coming soon to a diary near you. Come prepared for the Q&A! (Maybe we can convince him to make the book's print bigger.)

A quartet of concurrent sessions occur from 2:30pm to 4pm, with a little something for everybody:

- **Country Radio Seminar University — Programming.** This is part one of a two-day intensive course of study for the novice PD or seasoned vet. Check out the names of the pros: **Craig Scott**, **Mac Daniels**, **Rick**

Shayne, **Larry Rosen**, **Jack O'Malley**, **Bob Wood**, **Maurice Miner**, **Ted Dorf**, and **Dean McNeil**.

- **Great American Brainstorming Session.** CBS Radio's **Tim Raglin** and **Impact Target Marketing's Eric Corwin** explain proper brainstorming techniques and show you how to put

changing industry and keep GMs and owners satisfied; managing people, priorities, and inventories are areas of focus. Staffers of **Radio Revenue Inc.** will lead Part II, sharing proven programs that generate non-traditional business; this includes ideas for event marketing, vendor dollars, creative concepts for charitable events, and more.

- **Thursday Night Rap Room.** Beginning at 6pm, former **WKXX/Chicago** President/GM **Gregg Lindahl** will host a return to the old days, when we gathered around tubs of beer to chat about everything under the sun. The relaxed atmosphere is most conducive for learning, making friends, and networking.

- **The Hottest Country Web Sites: Internet Kiosks.** These are up and running all day Thursday and Friday. Check out the web pages of radio stations, record labels, and music industry-related businesses. The on-site kiosks will feature the listings and a hand-out will be available to take home.

Friday, March 7

- **General Managers' Working Breakfast.** This GM-focused problem-solving session runs between 8-8:45am. (They must've known it was fruitless to hold a PD-focused panel at this hour.) Food and lots of coffee will be served as GMs discuss the issues confronting today's managers, including the deleterious effects that running five stations instead of one have on your golf game.

- **Oren Harari** is Friday morning's featured speaker.

A triumvirate of sessions are scheduled from 10:30am to noon:

- **Changing Careers: Moving Up, Over, Or Out.** MCA/Nashville Director/Promotion **David Haley** will lead a discussion of folks who've held positions in this industry different from the ones they have now. Panelists include **Arista/Nashville** VP/Promotion **Bobby Kraig**; **WQYK/Tampa** PD **Tom Rivers**; **Decca** VP/GM **Shelia Shipley Bidley**; **WYYD/Roanoke, VA** PD **Robynn Jaymes**; and **Billboard/Nashville** Chart Manager **Wade Jensen**.

- **Live Focus Group.** Watch on TV as **Interep Radio Store Sr. VP Marla Pirner** conducts a focus group of 20 Country listeners. You'll see it live, and then participate as a panel of experts discusses what you've seen. Participating are consultant **Moon Mullins**, **The Eagle Group's Matt Hudson**, **Capitol/Nashville** VP/Promotion **Terry Stevens**, and **BP Consulting's Ken Moultrie**.

- **How To Be A Production Picasso.** **South Central Communications** National PD **Lee Logan** moderates as Country radio production managers



MAY THE FORCE BE WITH LOU — Everyone was hamming it up at a recent **KRYS/Corpus Christi**, re-premiere of "Star Wars." Sabering the moment are (l-r) "Darth Vader," **KRYS MD Cactus Lou**, "Princess Leia," and **KRYS PD Clayton Allen**.

demonstrate how to manage multiple stations, clients, and your time to produce unforgettable spots and sweepers. Showing you how will be **Shane Benway** of **Citadel Communications/Salt Lake City**, **WSIX/Nashville** Manager/Production **Rick Marino**, and **WSM/Nashville** Manager/Production **Bruce Sherman**.

At 2:30pm, it's time for another pair of divergent panels:

- **The Power Of Country: Selling The Country Lifegroup.** **Cold Spring Harbor** Group Director **Bob Lobdell** and **WKLB/Boston** VP/GM **Peter Smyth** will show you Country radio is not just a radio format — it's a way of life. They'll focus on what we're really selling: a large section of the population that is exclusive to country music, which clients can't reach if they don't buy Country.

- **The Future Of Country Music.** **KFRG-FM & KOJ-FM/Riverside** OM **Ray Massie** discusses the genre's future with, among others, **MCA/Nashville** President **Tony Brown** and **Chancellor Broadcasting's George Toulos**.

Here are three sessions from which to choose Friday afternoon, 4-5:30pm.

- **Record Company 101: Understanding The Process.** **KMPS/Seattle** MD **Tony Thomas** hosts **Warner-Reprise/Nashville** VP/A&R **Paige Levy**, **Epic/Nashville** VP/Promotion **Rob Dalton**, and **Capitol/Nashville** VP/Artist Development **Susan Levy** in a discussion of various aspects of A&R, artist development, promotion, and management as they pertain to the release of singles to Country radio.

- **Morning Shows: The Good, The Bad, And The Ugly.** This year's CMA "Personality of the Year" nominees offer their views on what makes a successful morning show.

- **How To Promote Your Station — And Yourself.** **WGAR/Cleveland** management and staffers offer tips on getting your fair share of ink and TV time for all the wonderful things you do.

- **Friday Night Rap Room.** We'll talk some more about what's on your mind... brewskis and soft drinks included.

Saturday, March 8

- **GSM's Working Breakfast.** Between 8-8:45am, have coffee and croissants and talk sales with **KRMG & KWEN/Tulsa** GSM **Mike Ford**, **KSAN/San Francisco** GSM **Lynn Anderson**, and **WUBE/Cincinnati** GM **John Rohm**.

Here's what's going on from 9am to 11am:

- **Country Radio Seminar University — Promotions.** Discuss the nuts and bolts of making your station

happen with **KNEW-AM & KSAN-FM/San Francisco** Director/Marketing & Promotions **David Isenberg**, **SFX Broadcasting** Director/Marketing & Promotions **Lisa Fields**, **WOWC-FM/Birmingham** PD **Cindee Standridge**, and **KHAK & KDAT/Cedar Rapids, IA** Director Marketing & Promotions **Jennifer Partridge**. On the topics list: "low dough" promotions, brand and database marketing, creative ways to own concerts, and promotions to overcome declining shares.

- **The State Of Country — Trend Report.** Here's a fresh update and trend report of the national country radio audience research study presented at last year's CRS. This 1997 update will examine trends in country radio listeners' lifestyles and media-usage habits. This session is moderated by consultant **Joel Raab** and **ABC Radio Networks** PD **Mark Edwards**; presenters from **The Eagle Group** are President **Roger Wimmer** and Exec. VP **Matt Hudson**. Panelists include consultants **Jaye Albright**, **Bob Moody**, and **Rusty Walker**, **Barnstable** CEO **David Gingold**, and **KKBQ/Houston** VP/Programming **Dene Hallam**.

- **Covey Leadership Seminar: First Things First.** **Joe Calhoon** presents a unique principle-centered approach to time-management, based on direction rather than time — a compass instead of a clock. He says the truth is time-management doesn't work that well — and where you're headed is more important than how fast you're working.

- **Vanderbilt Voice Clinic.** From 11am to noon, specialists will tell you how to avoid trouble with your voice, describe medical and surgical methods of correcting voice problems, and how to pick a voice-care team.

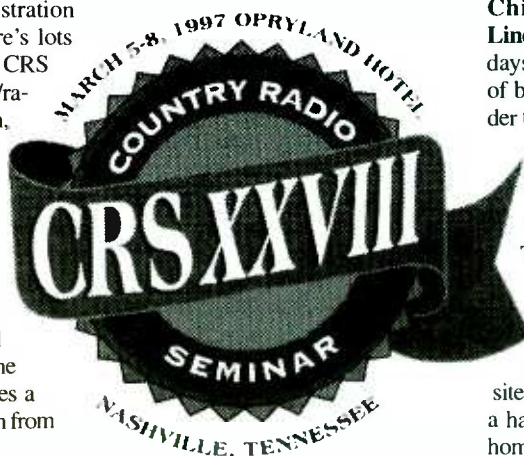
Wrapping-up CRS 28 from 2:30pm to 3:30pm are:

- Promotion Award winners discuss their winning ideas.

- **Industry Issues Forum: Open Session.** Turn the tables on the week's panelists. This "Town Meeting" let's you raise the issues with the experts.

- **CRS Live!** In grand tradition and questionable taste, **Charlie Monk** hosts artists **Clint Black** and **Matraca Berg** and songwriters **Bobby Braddock** and **Jim Weatherly**.

- **New Faces Banquet and Show (7pm-????).** Ten top newcomers strut their stuff: **Trace Adkins**, **James Bonamy**, **Paul Brandt**, **Deana Carter**, **Deryl Dodd**, **David Kersh**, **Mila Mason**, **Jo Dee Messina**, **LeAnn Rimes**, and **Kevin Sharp**.



Balancing Realities

□ Songwriter savors success, overcomes health obstacles

The sign outside Maypop Music's office on Music Row heralds the success of Tracy Lawrence's "Is That A Tear," a song written by John Jarrard and Kenny Beard. It topped R&R's Country chart three weeks ago (1/24). But in recent weeks, Jarrard's had other things on his mind.

While celebrating his 11th No. 1 cut, Jarrard found himself facing a renewed struggle with kidney disease and other severe complications from the diabetes he has endured for more than 25 years. Jarrard reflects, "I swear, it seems like sometimes the best of times and worst of times show up in the same limo."

Career Triumphs, Personal Challenges

One of the first writers signed when Alabama founded Maypop in the early '80s, Jarrard's credits include "Blue Clear Sky" (George Strait), "Deep Down" (Pam Tillis), "My Kind Of Girl" (Collin Raye), "They're Playin' Our Song" (Neal McCoy), "I Sure Can Smell The Rain" (BlackHawk), "We Can't Love Like This Anymore" (Alabama), and "Money In The Bank" (John Anderson).

The Georgia native moved to Nashville in 1977 to pursue a songwriting career. In 1978, he learned that complications from diabetes would take away his eyesight within a year. Jarrard received kidney and pancreas transplants in 1990, but after the kidney transplant failed five years later, Jarrard was forced to resort to hemodialysis. Having spent the past year awaiting another kidney transplant, Jarrard has experienced difficulties with the small blood vessels in his right foot and one of his fingers.

Taking things in stride as he balances songwriting with his medical battles, Jarrard says, "It's like I've got two fulltime jobs: one I love and one that sucks in a mighty way. The problem is, right now, the wrong one keeps elbowing its way to the front of the line. I'm ready for that to change."

How can the public help the fight against diabetes that almost 35,000 Americans wage every day? "First of all, I absolutely, positively believe that prayer is powerful, and I'll take all of that I can get," Jarrard says. "Hoodoo, voodoo, good vibes, Hindu chants, snake handling, or just old-

COUNTRY FLASHBACK

1 YEAR AGO

• No. 1: "Not That Different" - Collin Raye

5 YEARS AGO

• No. 1: "What She's Doing Now" - Garth Brooks (second week)

10 YEARS AGO

• No. 1: "Baby's Got A New Baby" - SKO

15 YEARS AGO

• No. 1: "Only One You" - T.G. Sheppard (second week)

20 YEARS AGO

• No. 1: "Moody Blue/She Thinks I Still Care" - Elvis Presley

fashioned hittin' your knees ... whatever you're comfortable with, just bring it on."

What are some of the more conventional methods in which people can help? "You can either sign an organ donor card or sign the back of your driver's license, and communicate that intent to your family. There are a whole lot of folks out here waiting for organs and tissue, and the demand is much higher than the supply. Organ donation is an incredible gift, and it means more than you can possibly imagine."

More Award Nominations

Reeling in seven nominations, Alan Jackson leads the pack in the 31st annual TNN/Music City News Country Awards. However, don't bother shedding any tears for Vince Gill, whose name shows up in six categories.

The winners, to be determined by TNN viewers and Music City News readers, will be announced during the June 16 awards show at the Grand Ole Opry House. As usual, the event takes place the day before Fan Fair gets into full swing.

This year's nominees are:

• **Entertainer Of The Year:** Billy Ray Cyrus, Vince Gill, Alan Jackson, Reba McEntire, George Strait.

• **Female Artist:** Terri Clark, Faith Hill, Patty Loveless, Reba McEntire, Lorrie Morgan.

• **Male Artist:** Billy Ray Cyrus, Vince Gill, Alan Jackson, George Strait, Bryan White.

• **Vocal Band:** Alabama, BlackHawk, Diamond Rio, Sawyer Brown, the Mavericks.

• **Vocal Duo:** The Bellamy Brothers, Brooks & Dunn, Daryl & Don Ellis, Regina Regina, Sweethearts Of The Rodeo.

• **Star Of Tomorrow (Female):** Deana Carter, Mindy McCready, Jo Dee Messina, M.C. Potts, LeAnn Rimes.

• **Star Of Tomorrow (Male):** Trace Adkins, Paul Brandt, Ty England, Wade Hayes, Ty Herndon.

• **Christian Country Artist:** Amy Grant, Susie Quchsinger, Paul Overstreet, Ricky Van Shelton, Ricky Skaggs.

• **Comedian:** Gary Chapman, Jeff Foxworthy, Cledus T. Judd, Mike Snider, Ray Stevens.

• **Single:** "Blue," LeAnn Rimes; "Blue Clear Sky," George Strait; "Little Bitty," Alan Jackson; "Trail Of Tears," Billy Ray Cyrus; "Worlds Apart," Vince Gill.

• **Album:** "Between Now And Forever," Bryan White; "Blue Clear Sky," George Strait; "Everything I Love," Alan Jackson; "High Lonesome Sound," Vince Gill; "Trail Of Tears," Billy Ray Cyrus.

• **Vocal Collaboration:** "Games Rednecks Play" (Alan Jackson & Jeff Foxworthy), "I Will Always Love You" (Dolly Parton & Vince Gill), "Cattle Call" (LeAnn Rimes & Eddy Arnold), "By My Side" (Lorrie Morgan & Jon Randall), "Honky Tonkin's What I Do Best" (Travis Tritt & Marty Stuart).

• **Video:** "Games Rednecks Play" (Alan Jackson & Jeff Foxworthy), "Little Bitty" (Alan Jackson), "Then You Can Tell Me Goodbye" (Neal McCoy), "Trail Of Tears" (Billy Ray Cyrus), "Worlds Apart" (Vince Gill).

ACM Ballots

Initial ballots for the Academy Of Country Music's 32nd annual "Hat" awards were mailed to voting members last week (February 6). The initial balloting narrows each category's field to five finalists.

The final ballot goes out March 10, in advance of the April 23 presentation at the Universal Amphitheatre in Los Angeles. The show airs live as a three-hour prime-time special on NBC-TV.

Arista's TV Special

It's hard to recall when that many country acts gathered at once beneath a church roof, but virtually the entire Arista/Nashville roster showed up at Nashville's Tulip Street United Methodist Church this week (February 11 and 13) for a television taping.



'BLUE MOON' TURNS GOLD — As a former semi-pro football player, Toby Keith (c) knows the value of a good team. When his third album "Blue Moon" turned gold, Toby took the opportunity to thank his current teammates who contributed to his success. Pictured with Keith are manager T.K. Kimbrell (l) and Mercury/Nashville President Luke Lewis.

The goal was to capture live performances of the songs contained in the label's all-star gospel compilation, "Peace In The Valley." A scheduling conflict prevented Brooks & Dunn from performing, but the two nights featured performances by Diamond Rio, BR5-49, Pam Tillis, Alan Jackson, BlackHawk, Steve Wariner, Radney Foster, and Michelle Wright. Participants from sister label Career included Lee Roy Parnell, Tammy Graham, and Brett James.

The special premieres March 27 on TNN.

In a related note, Arista has entered into an agreement with Sparrow Communications Group to distribute the compilation to the contemporary Christian market.

More Tapings

Aside from the Arista special, the big video recorders have been getting plenty of use in Nashville as TNN beefs up its programming for '97.

Tape rolled February 4 at the Opryland Hotel for "An Evening Of Country Greats: A Hall Of Fame Celebration," featuring Terri Clark, Deana Carter, Faith Hill, Lee Roy Parnell, Pam Tillis, Billy Dean, Marty Stuart, and Alison Krauss & Union Station. The fourth annual black tie salute to members of the Country Music Hall Of Fame is set to air April 7.

The past week also concluded tapings for TNN's "Monday Night Concerts With Ricky Skaggs." Collin Raye, Deana Carter, Billy Ray Cyrus, the Cox Family, and Jeff Wood were together for one night, while another evening was devoted to Jerry Lee Lewis. The most intriguing combination took place February 5 with Elvis Costello, George Jones, Marty Stuart, and former Stray Cat Brian Setzer.

Restaurateur Jackson

Don't expect him to be personally slinging grits in the kitchen, but Alan Jackson is getting into the restaurant business.

The Alan Jackson Showcar Cafe is being built in Pigeon Forge, the popular Eastern Tennessee vacation spot that's home to Dolly Parton's Dollywood theme park. The \$5.6 million complex is scheduled for completion this summer.

Some of Jackson's favorite memorabilia will set the restaurant's ambiance. The eatery will feature his first tour bus — nicknamed Old Blue — and a changing display of eight show cars. The menu will feature Jackson's

favorite family recipes, including those provided by mother Ruth.

Jackson's recent involvement in the Ford Trucks advertising campaign has already netted a sizable dividend for the company. In a letter to the firm's execs, George Jones said Jackson influenced his decision to purchase a new F-350 pickup for use on his farm.

No word on whether Jackson convinced him to buy the extended warranty.

Bits 'N' Pieces

Recognizing his status as a rising star, Rick Trevino will receive the Nova Award from the American Society Of Young Musicians during a Tuesday (February 18) dinner in L.A. Recording artist/UPN-TV star Brandy hosts the gala, which includes the presentation of other awards to Burt Bacharach, Dionne Warwick, and jazz keyboardist George Duke.

• While in L.A. to serve as a presenter on the American Music Awards, Suzy Bogguss used her role as Tennessee's spokesperson for child passenger safety to offer tips to the Burbank Preschool Parents Council. And at her show at the Troubadour, Terri Clark made a surprise visit, joining Bogguss on the Eagles' "Take It To The Limit."

• Shania Twain and Mercury/Nashville have donated \$50,000 to Kids' Cafe, a program of Second Harvest's national network that feeds hungry children. It's the first of a series of donations from revenues generated from sales and airplay of Twain's "God Bless The Child."

• The video for former Highway 101 vocalist Nikki Nelson's Columbia/DKC debut single, "Too Little, Too Much," features actors Scott Reeves ("The Young And The Restless") and Ken Hanes ("The Bold And The Beautiful").

• Among the country acts making cameo appearances in the February 20 episode of CBS-TV's "Diagnosis Murder": Billy Dean, Joe Diffie, Linda Davis, Terri Clark, and Barbara Mandrell. With series star Dick Van Dyke, the episode ("Murder, Country Style") centers around an awards show.

• Working on yet another movie, Randy Travis stars as Kyle Tapert, a bad guy in director Fred Olen's western "The Shooter."

• George Jones and Tracy Lawrence added their vocals to "Hillbilly Heaven," an album track to be included on Kenny Chesney's upcoming BNA project.



A SINGULAR SINGLETARY MOMENT — During his recent performance at the Cowboy Boogie in Anaheim, CA, Giant recording artist Daryle Singletary (l) didn't expect to see manager Elizabeth Travis and husband Randy (second from l, second from r) in the audience. But he was really surprised to learn that actor Jon Voight (l) had dropped by to catch the show. The four all posed for a pic after the show.



COUNTRY TOP 50

FEBRUARY 14, 1997

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL STATIONS/ADDS	PLAY RANK	TOTAL PLAYS	+/- PLAYS	TOTAL POINTS	+/- POINTS
4	3	2	1	VINCE GILL Pretty Little Adriana (MCA)	191/0	1	6952	+44	35681	+276
9	6	3	2	RICK TREVINO Running Out Of Reasons To Run (Columbia)	191/0	2	6730	+245	34289	+1314
5	2	1	3	BROOKS & DUNN A Man This Lonely (Arista)	190/0	3	6687	-345	34161	-1972
10	7	4	4	DARYLE SINGLETARY Amen Kind Of Love (Giant)	191/0	4	6580	+209	33463	+1357
13	10	6	5	TOBY KEITH Me Too (Mercury)	191/3	5	6467	+424	32995	+2383
8	9	5	6	CLINT BLACK Half Way Up (RCA)	189/0	6	6325	+261	32051	+1365
14	11	7	7	TRAVIS TRITT Where Corn Don't Grow (Warner Bros.)	190/1	7	6094	+368	30608	+2010
17	14	9	8	DEANA CARTER We Danced Anyway (Capitol)	191/0	8	5794	+513	29494	+2621
22	17	11	9	LEANN RIMES Unchained Melody (MCG/Curb)	190/0	9	5763	+666	29447	+3071
16	13	10	10	PATTY LOVELESS She Drew A Broken Heart (Epic)	191/0	10	5554	+312	28315	+1695
19	16	12	11	REBA MCENTIRE How Was I To Know (MCA)	191/0	11	5186	+232	26578	+1111
21	20	13	12	JOHN BERRY She's Taken A Shine (Capitol)	191/0	12	5082	+484	26033	+2439
20	18	14	13	ALAN JACKSON Everything I Love (Arista)	189/0	13	4771	+227	24299	+1152
25	22	18	14	DIAMOND RIO Holdin' (Arista)	189/1	14	4556	+387	23148	+2224
28	24	19	15	TRACE ADKINS (This Ain't) No Thinkin' Thing (Capitol)	191/0	15	4452	+369	22760	+1993
23	21	20	16	TY HERNDON She Wants To Be Wanted Again (Epic)	183/1	16	4264	+194	21466	+856
39	31	24	17	CLAY WALKER Rumor Has It (Giant)	189/6	17	4142	+769	21115	+3869
2	1	8	18	MARK CHESNUTT It's A Little Too Late (Decca)	147/0	19	3832	-1604	20782	-7704
27	26	22	19	LONESTAR Heartbroke Every Day (BNA)	184/5	18	3893	+273	19475	+1377
30	28	26	20	KENNY CHESNEY When I Close My Eyes (BNA)	180/1	20	3721	+431	18865	+2239
41	37	29	21	TRACY BYRD Don't Take Her She's All I Got (MCA)	180/15	23	3533	+849	17902	+4380
31	30	28	22	TERRI CLARK Emotional Girl (Mercury)	185/4	22	3544	+430	17794	+2201
26	27	25	23	SAMMY KERSHAW Politics, Religion And Her (Mercury)	175/1	21	3546	+188	17282	+624
29	29	27	24	MARTY STUART You Can't Stop Love (MCA)	175/2	25	3354	+199	16543	+841
35	34	30	25	RICOCHE Ease My Troubled Mind (Columbia)	179/9	26	3213	+486	15749	+2449
37	36	32	26	DAVID KERSH Another You (Curb)	176/10	27	2980	+491	15120	+2637
40	38	36	27	BUFFALO CLUB If She Don't Love You (Rising Tide)	172/11	28	2593	+423	13003	+2094
34	35	35	28	NEAL MCCOY That Woman Of Mine (Atlantic)	159/7	30	2502	+227	11973	+1005
6	5	15	29	FAITH HILL I Can't Do That Anymore (Warner Bros.)	110/0	33	2279	-2332	11820	-11266
32	32	33	30	DERYL DODD That's How I Got To Memphis (Columbia)	145/0	31	2462	-59	11717	-313
44	40	37	31	LORRIE MORGAN Good As I Was To You (BNA)	156/19	32	2342	+536	11352	+2552
3	4	17	32	TRISHA YEARWOOD Everybody Knows (MCA)	98/0	35	2131	-1949	11310	-10049
BREAKER	33			COLLIN RAYE On The Verge (Epic)	152/96	34	2154	+1465	10904	+7420
33	33	34	34	PAUL BRANDT I Meant To Do That (Reprise)	112/1	38	1864	-575	9353	-2512
43	41	39	35	MARTINA MCBRIDE Cry On The Shoulder Of... (RCA)	143/12	36	1978	+331	9333	+1730
BREAKER	36			BILL ENGVALL Here's Your Sign (Get...) (Warner Bros.)	124/20	41	1677	+281	8913	+1532
BREAKER	37			MILA MASON Dark Horse (Atlantic)	138/36	39	1789	+544	8852	+2666
BREAKER	38			KATHY MATTEA 455 Rocket (Mercury)	129/24	40	1745	+447	8522	+2314
BREAKER	39			TRACY LAWRENCE Better Man, Better Off (Atlantic)	115/115	42	1636	+1636	8053	+8053
15	15	21	40	MINDY MCCREADY Maybe He'll Notice Her Now (BNA)	61/0	46	1398	-2687	7301	-12935
24	23	23	41	JAMES BONAMY All I Do Is Love Her (Epic)	68/0	47	1357	-2244	7029	-10750
BREAKER	42			MARY CHAPIN CARPENTER I Want To Be Your... (Columbia)	115/20	45	1426	+255	6798	+1194
—	50	45	43	BIG HOUSE Cold Outside (MCA)	97/22	49	1176	+394	5473	+1927
50	48	44	44	GARY ALLAN Forever And A Day (Decca)	82/9	54	1001	+170	4752	+777
DEBUT	45			ALABAMA Sad Lookin' Moon (RCA)	71/71	57	848	+848	4723	+4723
—	—	49	46	AARON TIPPIN That's What Happens When I... (RCA)	87/15	56	859	+220	3897	+983
—	—	50	47	GENE WATSON Change Her Mind (SOR)	70/17	59	746	+227	3552	+1005
DEBUT	48			THRASHER SHIVER Be Honest (Asylum/EEG)	59/10	61	666	+162	3306	+889
DEBUT	49			KEVIN SHARP She's Sure Taking It Well (143/Asylum/EEG)	42/37	65	571	+497	3184	+2669
47	47	48	50	REGINA REGINA More Than I Wanted To Know (Giant)	55/1	62	607	-35	2931	-158

This chart reflects airplay from February 10-16. Songs ranked by total points. Highlighted songs indicate Breaker.

191 Country reporters. 189 current playlists. Songs that are down in points for three consecutive weeks are moved to recurrent. © 1997, R&R Inc.

BREAKERS®

COLLIN RAYE
On The Verge (Epic)
79% of our reporters on it (152 stations)
96 Adds • Moves 46-33

MILA MASON
Dark Horse (Atlantic)
72% of our reporters on it (138 stations)
36 Adds • Moves 42-37

KATHY MATTEA
455 Rocket (Mercury)
67% of our reporters on it (129 stations)
24 Adds • Moves 41-38

BILL ENGVALL
Here's Your Sign (Get...) (Warner Bros.)
64% of our reporters on it (124 stations)
20 Adds • Moves 40-36

TRACY LAWRENCE
Better Man, Better Off (Atlantic)
60% of our reporters on it (115 stations)
115 Adds • Debuts At 39

MARY CHAPIN CARPENTER
I Want To Be Your Girlfriend (Columbia)
60% of our reporters on it (115 stations)
20 Adds • Moves 43-42

MOST ADDED®

ARTIST TITLE LABEL(S)	TOTAL ADDS
TRACY LAWRENCE Better Man, Better Off (Atlantic)	115
COLLIN RAYE On The Verge (Epic)	96
ALABAMA Sad Lookin' Moon (RCA)	71
MARK WILLS Places I've Never Been (Mercury)	49
KEVIN SHARP She's Sure Taking It Well (143/Asylum/EEG)	37
MILA MASON Dark Horse (Atlantic)	36
KATHY MATTEA 455 Rocket (Mercury)	24
BR5-49 Little Ramona (Gone Hillbilly Nuts) (Arista)	23
BIG HOUSE Cold Outside (MCA)	22
MARY CHAPIN CARPENTER I Want To Be Your... (Columbia)	20
BILL ENGVALL Here's Your Sign (Get...) (Warner Bros.)	20

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TRACY LAWRENCE Better Man, Better Off (Atlantic)	+1636
COLLIN RAYE On The Verge (Epic)	+1465
TRACY BYRD Don't Take Her She's All I Got (MCA)	+849
ALABAMA Sad Lookin' Moon (RCA)	+848
CLAY WALKER Rumor Has It (Giant)	+769
LEANN RIMES Unchained Melody (MCG/Curb)	+666
MILA MASON Dark Horse (Atlantic)	+544
LORRIE MORGAN Good As I Was To You (BNA)	+536
DEANA CARTER We Danced Anyway (Capitol)	+513
KEVIN SHARP She's Sure Taking It Well (143/Asylum/EEG)	+497

MOST INCREASED POINTS

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
TRACY LAWRENCE Better Man, Better Off (Atlantic)	+8053
COLLIN RAYE On The Verge (Epic)	+7420
ALABAMA Sad Lookin' Moon (RCA)	+4723
TRACY BYRD Don't Take Her She's All I Got (MCA)	+4380
CLAY WALKER Rumor Has It (Giant)	+3869
LEANN RIMES Unchained Melody (MCG/Curb)	+3071
KEVIN SHARP She's Sure Taking... (143/Asylum/EEG)	+2669
MILA MASON Dark Horse (Atlantic)	+2666
DAVID KERSH Another You (Curb)	+2637
DEANA CARTER We Danced Anyway (Capitol)	+2621

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
TRACY LAWRENCE Is That A Tear (Atlantic)
KEVIN SHARP Nobody Knows (143/Asylum/EEG)
JOHN MICHAEL MONTGOMERY Friends (Atlantic)
LEANN RIMES One Way Ticket (Because I Can) (MCG/Curb)
ALAN JACKSON Little Bitty (Arista)
TRACY BYRD Big Love (MCA)
TRACE ADKINS Every Light In The House (Capitol)
REBA MCENTIRE The Fear Of Being Alone (MCA)
GARY ALLAN Her Man (Decca)
GARTH BROOKS That Ol' Wind (Capitol)

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.

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CRS-28 in Nashville, March 5-8

CALL
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country radio seminar ('kən-treɪ'rad-ē-ō'sem-ə-nār) n. 1: time management (7 habits - Covey Seminar) 2: tremendous value (seminars, speakers, food and entertainment - all inclusive with full registration) 3: career development (programming, promotion, sales, production and management) 4: future forecast (top industry visionaries and researchers) 5: noted motivational speaker (team builder Lou Holtz) 6: industry camaraderie (radio, record labels and artists come together) 7: entertainment (music from artists such as Clint Black, Patty Loveless, Bryan White, Mary Chapin Carpenter, LeAnn Rimes, and Deana Carter.

Welcome to R&R's new "Country Action" page! The focus each week is on new music — new to radio, new to retail, and new to the chart. Among the features:

• **The New Album Gallery:**

We'll give you the lowdown on all the Country albums that will be going on sale the Tuesday following R&R's publication date — so you can tell your listeners what to expect.

• **Going For Adds:**

Here you'll get the background and inside story on the singles seeking initial airplay the following week.

• **On The Record & Out Of The Box:**

Programmers and MDs will let you in on the newly charted records that are garnering big response for them and tell you which brand-new records excite them.

In the coming weeks, please let me know what you think about our new page.

GOING FOR ADDS

February 14, 1997



Alabama, "Sad Lookin' Moon,"

RCA: Serving as a preview of Alabama's 20th RCA album; bandmates Randy Owen and Teddy Gentry teamed with Greg Fowler to write the project's first single. The album, "Dancin' On The Boulevard," is scheduled to be in stores April 8.



Crystal Bernard, "State Of Mind,"

River North: Crystal Bernard was singing long before she gained stardom as an actress on the NBC-TV sitcom "Wings." Bernard and David Rhyme co-wrote the song, the second single from her debut album "The Girl Next Door."



Caryl Mack Parker, "One Night Stand,"

Magnatone/Square West: Square West head honcho Christy DiNapoli and B.D. Willis wrote the song with Parker and her husband Scott. The track comes from the Abilene, TX native's self-titled debut album.



Kevin Sharp, "She's Sure Taking It Well,"

Asylum/EEG: Following up "Nobody Knows," the debut single that topped the R&R Country chart, Sharp returns with "She's Sure Taking It Well," written by Tim Buppert, Don Pfrimmer, and George Teren.



Sons Of The Desert, "Whatever Comes First,"

Epic: Fronted by lead vocalist Drew Womack, the Texas quintet paid its dues at honky-tonks in the Lone Star State before getting a record deal. Womack has a writer's credit on seven of the 10 songs contained on Sons Of The Desert's self-titled debut album. He co-wrote the first single, "Whatever Comes First," with Walt Aldridge and Brad Crisler. Co-produced by Johnny Slate and Epic/Nashville Sr.VP Doug Johnson, the album arrives in July.



Tanya Tucker, "Little Things,"

Capitol: Tanya Tucker celebrates a milestone this year with the 25th anniversary of "Delta Dawn." She'll be celebrating, too, with the March 25 arrival of "Complicated," the 30th album in a career whose longevity is the dream of any newcomer. It's Tucker's first album with producer Gregg Brown, whose resume is highlighted by projects for Travis Tritt and Chris LeDoux. Steven Dale Jones, whose credits include Mindy McCready's "Ten Thousand Angels," wrote "Little Things" with Michael Dulaney.

ON THE RECORD



BIG HOUSE
"Cold Outside" (MCA)
Tony Thomas, MD
KMPS/Seattle



"The first time I heard 'Cold Outside,' about a minute had gone by when *that groove* nailed me to the wall. I remember my mind racing with, 'Who are these guys? Really, from Bakersfield? Wow, and they're a real band ... no session players? That's *these guys* playing like this? Check out that harmonica player ... what? His name is **SONNY CALIFORNIA!**? Get out! And whoa, this lead singer. He pleads, he begs, he sizzles, sweats, and (even) screams! And they wrote this, too!? Yeow! ■ "In the weeks since that first exposure to **BIG HOUSE**, my enthusiasm has hardly tapered off. There's a gritty urgency to "Cold Outside" that improves with each listen. The song builds, peaks, then breaks down to do it over again. This music is alive. ■ "How often have those of us in Country radio said we want songs with *passion*, not just the same ol' stuff? Here it is. Crank it up."

OUT OF THE BOX



BRADY SEALS
"Still Standing Tall"
(Reprise)
Charlie Cassidy, PD
KKCS/Colorado Springs



"**LITTLE TEXAS** has always done very well for us. When **BRADY** left the band, it gave us an opportunity to take one mass-appeal act and perhaps end up with two. His first single laid the groundwork and the video got a lot of attention, especially from females. They all think Brady's 'fine.' Couple that with the fact that this song is up, positive, and a little different ... How can you lose?"

ASYLUM ACTION

Kevin Sharp
"She's Sure Taking It Well"

- Add Date: Friday, February 14
- R&R: Debut 49 (42 early adds)
- Billboard: 63* - 57*
- Debut album *Measure Of A Man* GOLD (2/3/97)

Bryan White
"Sittin' On Go"

- Add Date: Friday, February 24
- Single on your desk now!
- Both albums (*Bryan White and Between Now and Forever*) PLATINUM

Thrasher Shiver
"Be Honest"

- R&R: Debut 48
- Billboard: Debut 65*
- Gavin: 49* - 44*

BUSINESS IS GOOD!



NEW & ACTIVE

RANDY TRAVIS Price To Pay (Warner Bros.)

Total Stations: 52, Total Points: 2709, Total Adds: 16, Including: WKSF 18, KLLL 17, WMZQ 17, WMJC 15, WUSN 14, WWFG 13, KRRV 12, WACO 12, WAXX 12, WLWI 12, WCTK 10, WOVK 10, WWYZ 10, KMPS 5, WBEE 5, WBYT 5
Plays Include: KASE 21 (5), WPKX 21 (14), WGN 20 (20), WRKZ 19 (19), KHEY 17 (17), WFMB 16 (13), WXTA 15 (15), WSIX 14 (14), WTCM 14 (14), WUSQ 14 (25), WXCL 14 (14)

GEORGE DUCAS Long Trail Of Tears (Capitol)

Total Stations: 61, Total Points: 2670, Total Adds: 11, Including: WKDQ 15, KWNR 13, WGTY 9, KALF 7, KNFR 7, KNUE 7, KNCI 6, WSM 6, KVOO 5, KYGO 5, KZKX 5
Plays Include: WFMB 24 (16), WGR 23 (23), WWQQ 22 (22), WPOC 20 (16), KSKS 16 (7), KJUG 15 (15), KRRV 15 (15), KNAX 14 (14), KPLM 14 (14), WGH 14 (14), WSIX 14 (14), WTCM 14 (12), WRNS 13 (13), KSON 12 (12), WAXX 12 (12)

KIPPI BRANNON Daddy's Little Girl (Universal/Curb)

Total Stations: 46, Total Points: 2540, Total Adds: 10, Including: WYYD 16, WGGY 13, WQYK 10, WQMX 9, WFMS 8, KHEY 7, KSKS 7, KVOO 5, WMIL 5, WOKQ 5
Plays Include: WGKX 28 (10), WRBQ 28 (18), WFMB 24 (15), KTST 20 (20), WJCL 20 (15), WOGY 20 (20), WWYZ 19 (10), WFGY 15 (15), WGH 14 (14), WMTZ 14 (13), WPKX 14 (14), WTCM 14 (12), WXCL 14 (14), WAXX 12 (12), WKLB 12 (12)

MARK WILLIS Places I've Never Been (Mercury)

Total Stations: 53, Total Points: 2465, Total Adds: 49, Including: KUZZ 22, KTST 20, KBEO 18, WYAY 18, KSKS 16, KJUG 15, WKDQ 15, KPLM 14, WFMB 14, WRNS 14, WSIX 14, WUSQ 14, KWNR 13, KCY 12, KRRV 12, WTCR 11, KFMS 10, KIKF 10, KKAT 10, WDAF 10, WKSF 10, WOVK 10, WOW 9, WUSY 9, KNFR 7, KZLA 7, WEZL 7, WMJC 7, WRBQ 7

BURNIN' DAYLIGHT Say Yes (Curb)

Total Stations: 49, Total Points: 2399, Total Adds: 16, Including: WFMB 14, WFRG 14, WTNT 12, KBUL 11, WKSJ 10, KUPL 7, WIBW 7, WUSY 7, WCKT 6, WXCL 6, WBYT 5, WIOV 5, WIXY 5, WKCN 5, WTCR 5, WTKR 5, WVLK 5
Plays Include: WWQQ 22 (7), KBEO 18 (18), WKSF 18 (5), WQMX 18 (18), WRBQ 18 (18), KHAY 16 (5), WXTA 16 (16), KJUG 15 (15), WKDQ 15 (15), WRNS 15 (15), WXQB 15 (13)

STEPHANIE BENTLEY The Hopechest Song (Epic)

Total Stations: 33, Total Points: 1756, Total Adds: 4, Including: WAXX 12, KXDD 10, WFMS 8, WIOV 5
Plays Include: KPLX 30 (30), KPLM 26 (14), KBEO 24 (18), KALF 20 (7), KZLA 19 (19), WKSF 18 (18), WMTZ 18 (14), WWQM 16 (16), WFRG 14 (7), WSIX 14 (14), WTCM 14 (12), WTNT 12 (12), WKXK 11 (11), WTKR 11 (11), WTVY 10 (10), WWYZ 10 (10), KNFR 7 (7), WWQQ 7 (7), KASH 6 (6), WCKT 6 (6), WTKR 6 (6)

EMILIO I'd Love You To Love Me (Capitol)

Total Stations: 31, Total Points: 1723, Total Adds: 5, Including: KPLX 30, WAYZ 20, WOVK 10, KRST 5, WYCD 5
Plays Include: KGNC 25 (15), KASE 21 (5), KTST 20 (20), KYNG 20 (20), KJUG 15 (15), KPLM 14 (14), KRRS 14 (14), WSIX 14 (14), WTCM 14 (14), KCY 12 (12), KIKF 10 (10), WTVY 10 (10), WWYZ 10 (5), KHAY 9 (9), KTEX 9 (5), KAJA 8 (8), KHEY 7 (7), KSKS 7 (7), KFDD 5 (5), KGE 5 (5), KORD 5 (5), KTC 5 (5), KVOO 5 (5), WDN 5 (5), WRKZ 5 (5)

LITTLE TEXAS Kiss The Girl (Walt Disney)

Total Stations: 14, Total Points: 1604, Total Adds: 1, Including: WDSY 23
Plays Include: WUBE 35 (25), WKIX 33 (33), KHAK 23 (23), WBOB 22 (23), WMIL 21 (21), WBEE 18 (18), WMTZ 18 (18), KIKK 17 (17), KBEO 12 (12), WXB 9 (9), WWQQ 7 (7), KFDD 5 (5)

BILLY RAY CYRUS Three Little Words (Mercury)

Total Stations: 27, Total Points: 1595, Total Adds: 5, Including: WAMZ 28, WCOL 19, KATM 13, KCY 12, WCMS 11
Plays Include: WWQQ 22 (7), WBOB 19 (8), WTCR 16 (16), KJUG 15 (15), WBCT 15 (15), WDN 15 (15), WTNT 12 (12), KBUL 11 (5), WGTY 11 (9), WMJC 10 (10), WTVY 10 (10), WWYZ 10 (10), KDRK 8 (8), KHAK 8 (8), WXCL 6 (6), KTEX 5 (5), KTTS 5 (5), WBEE 5 (5), WKLB 5 (5), WQYK 5 (5), WRKZ 5 (5), WSIX 5 (5)

TANYA TUCKER Little Things (Capitol)

Total Stations: 19, Total Points: 1054, Total Adds: 18, Including: KTST 20, WRBQ 18, KZSN 17, WQW 16, WFGY 15, WXTA 15, WPOR 13, WACO 12, WAXX 12, WTCM 12, KXKC 10, WWYZ 10, WKML 9, KHAK 8, KHAY 8, KSOP 7, WEZL 7, WDN 5
Plays Include: KNCI 15 (15)

MINDY MCCREARY A Girl's Gotta Do (What A Girl's Gotta Do) (BNA)

Total Stations: 16, Total Points: 961, Total Adds: 16, Including: KUZZ 22, WBOB 19, KEEY 18, WZZK 14, KYGO 13, WKLB 12, KXKC 11, KFDF 8, KSOP 7, WSSL 7, WSM 6, KIKF 5, KWJ 5, WHOK 5, WKCN 5, WWYZ 5

BR5-49 Little Ramona (Gone Hillbilly Nuts) (Arista)

Total Stations: 27, Total Points: 906, Total Adds: 23, Including: KPLM 14, KWNR 13, WKIS 13, WTCM 12, WGTY 9, WKIX 9, WOW 9, WRKZ 9, KXKC 8, KJUG 7, WMTZ 7, KASH 6, WTH 6, KBUL 5, KFDD 5, KIKF 5, KVOO 5, KWJ 5, KZKX 5, WDN 5, WKCN 5, WSIX 5, WXTA 5
Plays Include: WWYZ 10 (10), KHAY 8 (5)

BRADY SEALS Still Standing Tall (Reprise)

Total Stations: 17, Total Points: 898, Total Adds: 16, Including: KTTS 34, WUBE 18, KKCS 17, KNFR 14, WSIX 14, WUSQ 14, WKSF 10, WTVY 10, WWYZ 10, WEZL 7, WSM 6, WTH 6, KFDD 5, KVOO 5, WDN 5, WXTA 5
Plays Include: WRKZ 5 (5)

NOEL HAGGARD Once You Learn (Atlantic)

Total Stations: 24, Total Points: 878, Total Adds: 0
Plays Include: WWQQ 22 (22), KJUG 15 (15), KRRV 15 (15), WPKX 14 (14), WTCM 14 (12), WRNS 13 (13), WAXX 12 (12), WTKR 11 (11), WTVY 10 (10), WWYZ 10 (10), KALF 7 (7), KAYD 7 (7), KUZZ 7 (7), KASH 6 (6), WCKT 6 (6), WXCL 6 (6), KFDD 5 (5), KTC 5 (5), KTTS 5 (5), KVOO 5 (5), WDN 5 (5), WKSF 5 (5), WXTA 5 (5)

ROYAL WADE KIMES Another Man's Sky (EEG/Asylum)

Total Stations: 16, Total Points: 655, Total Adds: 3, Including: WTCM 12, WWQQ 7, KVOO 5
Plays Include: KTST 20 (20), KRRV 15 (15), WFRG 14 (7), WRNS 13 (13), WKSF 10 (10), WWYZ 10 (5), KFDD 5 (5), KTC 5 (5), KTTS 5 (5), WBBS 5 (5), WDN 5 (5), WQYK 5 (5), WTVY 5 (5)

GREAT PLAINS Wolverson Mountain (Magnatone)

Total Stations: 14, Total Points: 507, Total Adds: 0
Plays Include: WTCM 18 (16), WFRG 14 (7), WGTY 14 (14), WCMS 11 (11), WTKR 11 (11), WWQQ 7 (7), KFDD 5 (5), KTTS 5 (5), KVOO 5 (5), WDN 5 (5), WIOV 5 (5), WKSF 5 (5), WRKZ 5 (5), WTVY 5 (5)

SONS OF THE DESERT Whatever Comes First (Epic)

Total Stations: 16, Total Points: 506, Total Adds: 16, Including: KJUG 15, KBUL 11, KFMS 10, WKSF 10, WTVY 10, KHAK 8, WUSY 7, KHAY 6, WCKT 6, KASE 5, KTTS 5, KVOO 5, WDN 5, WIOV 5, WKCN 5, WWYZ 5

JIM AUSTON Man In The Mirror (Curb/MCA)

Total Stations: 14, Total Points: 392, Total Adds: 0
Plays Include: KAYD 13 (13), WFMB 12 (12), WRNS 10 (10), WTVY 10 (10), WWQQ 7 (7), KFDD 5 (5), KIKF 5 (5), KTTS 5 (5), KVOO 5 (5), WDN 5 (5), WKSF 5 (5), WRKZ 5 (5), WSOC 5 (5), WXTA 5 (5)

CHRIS LEDOUX When I Say Forever (Capitol)

Total Stations: 10, Total Points: 390, Total Adds: 2, Including: KUPL 12, WXTA 5
Plays Include: KJUG 15 (15), WOVK 10 (10), WWYZ 10 (5), KSOP 7 (7), KFDD 5 (5), KKAT 5 (5), KTTS 5 (5), KYGO 5 (5)

Songs Ranked By Total Points

NATIONAL RADIO FORMATS

ABC RADIO NETWORKS

Coast-To-Coast

Mark Edwards • (214) 991-9200

Adds:

BILLY RAY CYRUS Three Little Words

MILA MASON Dark Horse

KATHY MATTEA 455 Rocket

LORRIE MORGAN Good As I Was To You

COLLIN RAY On The Verge

RANDY TRAVIS Price To Pay

Hottest:

DEANA CARTER We Danced Anyway

LEANN RIMES Unchained Melody

AFTER MIDNITE ENTERTAINMENT

Craig Scott • (901) 755-9753

Adds:

TRACY LAWRENCE Better Man, Better Off

KATHY MATTEA 455 Rocket

TANYA TUCKER Little Things

MARK WILLIS Places I've Never Been

Hottest:

DARYLE SINGLETARY Amen Kind Of Love

RICK TREVINO Running Out Of Reasons To Run

CLINT BLACK Half Way Up

TOBY KEITH Me Too

TRAVIS TRITT Where Corn Don't Grow

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

Adds:

BUFFALO CLUB If She Don't Love You

TRACY LAWRENCE Better Man, Better Off

TERRI CLARK Emotional Girl

KATHY MATTEA 455 Rocket

MARTINA MCBRIDE Cry On The Shoulder Of The Road

RICOCHEE Ease My Troubled Mind

Hottest:

BROOKS & DUNN A Man This Lonely

VINCE GILL Pretty Little Adriana

CLINT BLACK Half Way Up

TRAVIS TRITT Where Corn Don't Grow

TOBY KEITH Me Too

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

Super Country/Pure Country – Ken Moultrie

Adds:

ALABAMA Sad Lookin' Moon

EMILIO I'd Love You To Love Me

MARTINA MCBRIDE Cry On The Shoulder Of The Road

COLLIN RAY On The Verge

Hottest:

CLINT BLACK Half Way Up

MARK CHESNUTT It's A Little Too Late

TRAVIS TRITT Where Corn Don't Grow

DEANA CARTER We Danced Anyway

ALAN JACKSON Everything I Love

BROADCAST PROGRAMMING CONTINUED

Digital Country – L.J. Smith

Adds:

EMILIO I'd Love You To Love Me

COLLIN RAY On The Verge

RANDY TRAVIS Price To Pay

Hottest:

BROOKS & DUNN A Man This Lonely

VINCE GILL Pretty Little Adriana

RICK TREVINO Running Out Of Reasons To Run

DARYLE SINGLETARY Amen Kind Of Love

CLINT BLACK Half Way Up

New Country – L.J. Smith

Adds:

EMILIO I'd Love You To Love Me

COLLIN RAY On The Verge

RANDY TRAVIS Price To Pay

Hottest:

BROOKS & DUNN A Man This Lonely

VINCE GILL Pretty Little Adriana

RICK TREVINO Running Out Of Reasons To Run

DARYLE SINGLETARY Amen Kind Of Love

CLINT BLACK Half Way Up

JONES SATELLITE NETWORKS

Phil Barry • (303) 784-8700

U.S. Country – Jim Murphy

Adds:

TRACY LAWRENCE Better Man, Better Off

SONS OF THE DESERT Whatever Comes First

MARTY STUART You Can't Stop Love

TANYA TUCKER Little Things

Hottest:

CLINT BLACK Half Way Up

TOBY KEITH Me Too

DARYLE SINGLETARY Amen Kind Of Love

RICK TREVINO Running Out Of Reasons To Run

TRISHA YEARWOOD Everybody Knows

WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

Hot Country – David Felker

Adds:

BIG HOUSE Cold Outside

COLLIN RAY On The Verge

AARON TIPPIN That's What Happens When I Told You

Hottest:

CLINT BLACK Half Way Up

VINCE GILL Pretty Little Adriana

RICK TREVINO Running Out Of Reasons To Run

DARYLE SINGLETARY Amen Kind Of Love

BROOKS & DUNN A Man This Lonely

Mainstream Country – David Felker

Adds:

TRACY BYRD Don't Take Her She's All I Got (MCA)

LORRIE MORGAN Good As I Was To You

Hottest:

MARK CHESNUTT It's A Little Too Late

BROOKS & DUNN A Man This Lonely

DARYLE SINGLETARY Amen Kind Of Love

VINCE GILL Pretty Little Adriana

RICK TREVINO Running Out Of Reasons To Run



60.2 million households
Traci Todd,
Manager/Video Programming

ADDS

CLEDUS T. JUDD Cledus Went Down To Florida (Razor & Tie)
TRACY LAWRENCE Better Man, Better Off (Atlantic)
KEVIN SHARP She's Sure Taking It Well (Asylum/EEG)
TRISHA YEARWOOD I Need You (MCA)

HEAVY

TRACE ADKINS This Ain't No Thinkin' Thing (Capitol)
JOHN BERRY She's Taken A Shine (Capitol)
BR5-49 Even If It's Wrong (Arista)
BROOKS & DUNN A Man This Lonely (Arista)
TRACY BYRD Don't Take Her She's All I Got (MCA)
DEANA CARTER We Danced Away (Capitol)
TERRI CLARK Emotional Girl (Mercury)
TY HERNOON She Wants To Be Wanted Again (Epic)
CLEDUS T. JUDD Cledus Went Down To Florida (Razor & Tie)
TOBY KEITH Me Too (Mercury)
SAMMY KERSHAW Politics, Religion And Her (Mercury)
ALISON KRAUSS Baby Mine (Walt Disney)
DARYLE SINGLETARY Amen Kind Of Love (Giant)
RICK TREVINO Running Out Of Reasons To Run (Columbia)
TRAVIS TRITT Where Corn Don't Grow (Warner Bros.)
SHANIA TWAIN God Bless The Child (Mercury)
CLAY WALKER Rumor Has It (Giant)

Information current as of February 17.



30.8 million households
Tracy Rogers, Director/Programming
Paul Hastaba, VP/GM

ADDS

CRYSTAL BERNARD State Of Mind (River North)
CLEDUS T. JUDD Cledus Went Down To Florida (Razor & Tie)
TRACY LAWRENCE Better Man, Better Off (Atlantic)
KEVIN SHARP She's Sure Taking It Well (Asylum/EEG)
MARK WILLIS Places I've Never Been (Mercury)
TRISHA YEARWOOD I Need You (MCA)

TOP 10

BROOKS & DUNN A Man This Lonely (Arista)
DARYLE SINGLETARY Amen Kind Of Love (Giant)
TRAVIS TRITT Where Corn Don't Grow (Warner Bros.)
RICK TREVINO Running Out Of Reasons To Run (Columbia)
MINDY MCCREARY Maybe He'll Notice Her Now (BNA)
DEANA CARTER We Danced Away (Capitol)
TRACY LAWRENCE Is That A Tear (Atlantic)
JOHN BERRY She's Taken A Shine (Capitol)
BRYAN WHITE That's Another Song (Asylum/EEG)
TOBY KEITH Me Too (Mercury)

HEAVY

JOHN BERRY She's Taken A Shine (Capitol)
TRACY BYRD Don't Take Her She's All I Got (MCA)
DEANA CARTER We Danced Away (Capitol)
TY HERNOON She Wants To Be Wanted Again (Epic)
TOBY KEITH Me Too (Mercury)
MINDY MCCREARY Maybe He'll Notice Her Now (BNA)
DARYLE SINGLETARY Amen Kind Of Love (Giant)
RICK TREVINO Running Out Of Reasons To Run (Columbia)
TRAVIS TRITT Where Corn Don't Grow (Warner Bros.)
CLAY WALKER Rumor Has It (Giant)

HOT SHOTS

GARY ALLAN Forever And A Day (Decca)
MARK CHESNUTT Let It Rain (Decca)
TERRI CLARK Emotional Girl (Mercury)
EMILIO I'd Love You To Love Me (Capitol)
JOHN JENNINGS Everybody Loves Me (Vanguard)
CLEDUS T. JUDD Cledus Went Down To Florida (Razor & Tie)
MARTINA MCBRIDE Cry On The Shoulder Of The Road (RCA)
DAVID LEE MURPHY Genuine Rednecks (MCA)
NIKKI NELSON Too Little Too Much (Columbia)
CARYL MACK PARKER One Night Stand (Magnatone/Sq.West)
SAWYER BROWN Six Days On The Road (Curb)
TRISHA YEARWOOD I Need You (MCA)

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 February 12.

COUNTRY REPORTERS

Stations and their adds listed alphabetically by market

WQMX/Akron, OH PD: Kevin Mason MD: Bill Shiel 18 KEVIN SHARP 18 ALABAMA 18 TRACY LAWRENCE 18 MARTY STUART 12 KEVIN SHARP 9 KIPPI BRANNON	WKLB/Boston, MA PD: Ken Johnson MD: Mike Brophy APD/MD: Ginny Rogers 12 KEVIN SHARP 5 ALABAMA 5 MILA MASON	KPLX/Dallas, TX PD: Snooky Rivers MD: Teresa Whitney 30 COLLIN RAYE 30 EMILIO 7 LORRIE MORGAN 7 KATHY MATTEA	KSKS/Fresno, CA PD: Ken Boesen MD: Steve Montgomery 12 MINDY MCCREADY 16 TRACY LAWRENCE 16 MARK WILLS 7 KIPPI BRANNON 7 BIG HOUSE 7 COLLIN RAYE	WMTZ/Johnstown, PA PD: Brian Mason MD: John Cleary 12 ALABAMA 12 COLLIN RAYE 8 TRACY LAWRENCE 8 BIG HOUSE 7 BR5-49	WDEN/Macon, GA PD: Gerry Marshall MD: Laura Starling 15 KEVIN SHARP 15 TRACY LAWRENCE 15 BECKA & BILLY 5 BR5-49 5 TANYA TUCKER 5 BRADY SEALS 5 THREE HANKS 5 CARLY MACK PARKER 5 MARK WILLS 5 ALABAMA 5 SONS OF THE DESERT 5 CRYSTAL BERNARD	KGEE/Odessa-Midland, TX PD: Mike Lawrence MD: Boomer Kingston 21 TRACY LAWRENCE 5 MARK WILLS	WKIX/Raleigh, NC Acting PD: Morgan Thomas MD: Kevin Sharp 9 TRACY LAWRENCE 9 COLLIN RAYE 9 BR5-49	WJCL/Savannah, GA MD: Jay Morgan No Adds	KWEN/Tulsa, OK PD: Dave Block MD: Tom Bigbee 18 TRACY LAWRENCE 18 ALABAMA 18 DAVID KERSH
WGNA/Albany, NY OM: Fred Horton MD: Bill Earley 13 TRACY LAWRENCE 13 MILA MASON 13 COLLIN RAYE 13 AARON TIPPIN	WYRK/Buffalo, NY PD: Ken Johnson MD: Pat O'Brien 12 KEVIN SHARP 12 MARY STUART 12 COLLIN RAYE 12 ALABAMA	KYNG/Dallas, TX PD: Dan Pearman MD: Stacey Tackett 23 TRACY LAWRENCE 10 COLLIN RAYE 10 MARK CHESNUTT	WBCT/Grand Rapids, MI PD: Doug Montgomery MD: Kelly Iria 25 BILLY ENGVALL 15 TRACY LAWRENCE 5 MARK WILLS 5 KEVIN SHARP	KBEQ/Kansas City, MO MD: David Bryan PD: Mike Kennedy MD: T.J. McEntire 24 LORRIE MORGAN 18 ALABAMA 18 TRACY LAWRENCE 18 COLLIN RAYE 18 KEVIN SHARP 18 MARK WILLS	WWMQ/Madison, WI OM: Tom Oakes MD: Mel McKenzie 16 LORRIE MORGAN 16 BUFFALO CLUB 16 TRACY BYRD 16 TANYA TUCKER 16 PAUL BRANDOT	KXXY/Oklahoma City, OK PD: Charlie Harrison MD: Keith Marlow 11 BURNIN' DAYLIGHT 10 KATHY MATTEA 11 TRACY LAWRENCE 11 SONS OF THE DESERT 5 BR5-49	KBUL/Reno, NV PD: Randy Black MD: Chuck Reeves 13 ALABAMA 13 TRACY BYRD	KRMD/Shreveport, LA PD: John Swan MD: Rick Stephenson 13 TRACY LAWRENCE 13 ALABAMA 13 BILL ENGVALL	KNUK/Tyler, TX PD: Amy Austin MD: Chuck McKinley 11 NEAL MCCOY 11 LORRIE MORGAN 7 MILA MASON 7 TRACY LAWRENCE 7 GEORGE DUCAS 5 BILL ENGVALL
KRST/Albuquerque, NM PD: Jim Patrick MD: Chaz Matibou 16 GEORGE STRAIT 12 TRACY LAWRENCE 12 COLLIN RAYE 5 EMILIO 5 KATHY MATTEA 5 M. CHAPIN CARPENTER 5 THRASHER SHIVER	KHAK/Cedar Rapids, IA PD: Jeff Winfield MD: Dawn Johnson 23 KEVIN SHARP 8 TANYA TUCKER 8 TRACY LAWRENCE 8 ALABAMA 8 SONS OF THE DESERT	WGNC/Daytona Beach, FL PD: John Rivers 20 COLLIN RAYE 20 TRACY LAWRENCE 14 CARYL MACK PARKER 13 BIG HOUSE	WTQR/Greensboro, NC PD: Paul Franklin MD: Deano St. Clair 15 KATHY MATTEA 5 ALABAMA 5 BURNIN' DAYLIGHT 5 TRACY BYRD 5 M. CHAPIN CARPENTER 5 MILA MASON 5 COLLIN RAYE 5 JEFF WOOD	KFKF/Kansas City, MO PD: Dale Carter MD: Tony Stevens 8 TRACY LAWRENCE 8 MINDY MCCREADY 8 ALABAMA	KTEX/McAllen, TX PD: Jim Paczkowski 25 BILL ENGVALL 5 ALABAMA 5 BIG HOUSE 5 TRACY LAWRENCE 5 COLLIN RAYE 7 KATHY MATTEA	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KBUL/Reno, NV PD: Randy Black MD: Chuck Reeves 13 ALABAMA 13 TRACY BYRD	KRMD/Shreveport, LA PD: John Swan MD: Rick Stephenson 13 TRACY LAWRENCE 13 ALABAMA 13 BILL ENGVALL	KNUK/Tyler, TX PD: Amy Austin MD: Chuck McKinley 11 NEAL MCCOY 11 LORRIE MORGAN 7 MILA MASON 7 TRACY LAWRENCE 7 GEORGE DUCAS 5 BILL ENGVALL
KRRV/Alexandria, LA PD: Michael Bailey MD: Scott Bryant 12 AARON TIPPIN 12 GARY ALLAN 12 MARK WILLS 12 RANDY TRAVIS 12 TRACY LAWRENCE	WIXY/Champaign, IL PD/MD: Rob Kelley 18 COLLIN RAYE 18 TRACY LAWRENCE 6 ALABAMA 6 MILA MASON 6 M. CHAPIN CARPENTER 5 BURNIN' DAYLIGHT	WGNZ/Denver, CO PD: John St. John MD: Jennifer Page 13 TRACY LAWRENCE 13 MINDY MCCREADY 5 MARK WILLS 5 BIG HOUSE 5 GEORGE DUCAS	WRNS/Greenville, NC PD: Wayne Carlisle MD: Dale Knippers 24 TRACY LAWRENCE 22 M. CHAPIN CARPENTER 14 MARK WILLS 14 AARON TIPPIN 13 MARTINA MCBRIDE 9 BILL ENGVALL	KTEK/McAllen, TX PD: Jim Paczkowski 25 BILL ENGVALL 5 ALABAMA 5 BIG HOUSE 5 TRACY LAWRENCE 5 COLLIN RAYE 7 KATHY MATTEA	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KBUL/Reno, NV PD: Randy Black MD: Chuck Reeves 13 ALABAMA 13 TRACY BYRD	KRMD/Shreveport, LA PD: John Swan MD: Rick Stephenson 13 TRACY LAWRENCE 13 ALABAMA 13 BILL ENGVALL	KNUK/Tyler, TX PD: Amy Austin MD: Chuck McKinley 11 NEAL MCCOY 11 LORRIE MORGAN 7 MILA MASON 7 TRACY LAWRENCE 7 GEORGE DUCAS 5 BILL ENGVALL
WFGY/Altoona, PA PD/MD: Polly Wagg 35 COLLIN RAYE 15 TANYA TUCKER	WBUB/Charleston, SC PD: Charlie Lindsay MD: John Dixon 15 RICOCHET 15 NEAL MCCOY 15 DAVID KERSH 15 BUFFALO CLUB 15 MILA MASON	KJY/Des Moines, IA PD: Beverlee Brannigan MD: Eddie Hasfield 21 COLLIN RAYE 21 BILL ENGVALL	WSSC/Greenville, SC PD: Ron Brooks MD: John Landrum 18 KEVIN SHARP 18 TRACY LAWRENCE 5 ALABAMA 5 M. CHAPIN CARPENTER 5 MILA MASON 5 COLLIN RAYE	KTEK/McAllen, TX PD: Jim Paczkowski 25 BILL ENGVALL 5 ALABAMA 5 BIG HOUSE 5 TRACY LAWRENCE 5 COLLIN RAYE 7 KATHY MATTEA	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KBUL/Reno, NV PD: Randy Black MD: Chuck Reeves 13 ALABAMA 13 TRACY BYRD	KRMD/Shreveport, LA PD: John Swan MD: Rick Stephenson 13 TRACY LAWRENCE 13 ALABAMA 13 BILL ENGVALL	KNUK/Tyler, TX PD: Amy Austin MD: Chuck McKinley 11 NEAL MCCOY 11 LORRIE MORGAN 7 MILA MASON 7 TRACY LAWRENCE 7 GEORGE DUCAS 5 BILL ENGVALL
WGNC/Amarillo, TX PD: Tim Butler MD: Patrick Clark 25 TRACY LAWRENCE 15 MILA MASON 15 LORRIE MORGAN 15 AARON TIPPIN	WEZL/Charleston, SC PD: Kris Van Dyke MD: Gary Griffin 24 COLLIN RAYE 15 TRACY LAWRENCE 15 ALABAMA 7 AARON TIPPIN 7 GENE WATSON 7 BRADY SEALS 7 TANYA TUCKER	WSSS/Greenville, SC PD: Bruce Logan MD: Dux Walker 15 COLLIN RAYE 15 TRACY LAWRENCE 7 KEVIN SHARP 7 GENE WATSON 7 MINDY MCCREADY	WXII/Miwaukee, WI PD: Renee Revett MD: Kelly Thompson 11 MINDY MCCREADY 11 TANYA TUCKER 10 KEVIN SHARP 8 BR5-49	WDMQ/Madison, WI OM: Tom Oakes MD: Mel McKenzie 16 LORRIE MORGAN 16 BUFFALO CLUB 16 TRACY BYRD 16 TANYA TUCKER 16 PAUL BRANDOT	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KBUL/Reno, NV PD: Randy Black MD: Chuck Reeves 13 ALABAMA 13 TRACY BYRD	KRMD/Shreveport, LA PD: John Swan MD: Rick Stephenson 13 TRACY LAWRENCE 13 ALABAMA 13 BILL ENGVALL	KNUK/Tyler, TX PD: Amy Austin MD: Chuck McKinley 11 NEAL MCCOY 11 LORRIE MORGAN 7 MILA MASON 7 TRACY LAWRENCE 7 GEORGE DUCAS 5 BILL ENGVALL
KASH/Anchorage, AK PD: Dennis Carter MD: Eddie Maxwell 6 BR5-49 6 TRACY LAWRENCE 6 COLLIN RAYE 6 MARK WILLS 5 AARON TIPPIN 5 GENE WATSON	WSOC/Charlotte, NC PD: Paul Johnson MD: Rick McCracken 13 ALABAMA 13 TRACY BYRD 5 M. CHAPIN CARPENTER 5 COLLIN RAYE	WSSS/Greenville, SC PD: Bruce Logan MD: Dux Walker 15 COLLIN RAYE 15 TRACY LAWRENCE 7 KEVIN SHARP 7 GENE WATSON 7 MINDY MCCREADY	WDMQ/Madison, WI OM: Tom Oakes MD: Mel McKenzie 16 LORRIE MORGAN 16 BUFFALO CLUB 16 TRACY BYRD 16 TANYA TUCKER 16 PAUL BRANDOT	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KBUL/Reno, NV PD: Randy Black MD: Chuck Reeves 13 ALABAMA 13 TRACY BYRD	KRMD/Shreveport, LA PD: John Swan MD: Rick Stephenson 13 TRACY LAWRENCE 13 ALABAMA 13 BILL ENGVALL	KNUK/Tyler, TX PD: Amy Austin MD: Chuck McKinley 11 NEAL MCCOY 11 LORRIE MORGAN 7 MILA MASON 7 TRACY LAWRENCE 7 GEORGE DUCAS 5 BILL ENGVALL
WNXY/Appleton, WI PD: Mark Shannon MD: Steve Davis 7 TRACY LAWRENCE 7 KEVIN SHARP	WTDR/Charlotte, NC PD/MD: Loyd Ford 12 LITTLE TEXAS 6 MILA MASON	WSSS/Greenville, SC PD: Bruce Logan MD: Dux Walker 15 COLLIN RAYE 15 TRACY LAWRENCE 7 KEVIN SHARP 7 GENE WATSON 7 MINDY MCCREADY	WDMQ/Madison, WI OM: Tom Oakes MD: Mel McKenzie 16 LORRIE MORGAN 16 BUFFALO CLUB 16 TRACY BYRD 16 TANYA TUCKER 16 PAUL BRANDOT	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KBUL/Reno, NV PD: Randy Black MD: Chuck Reeves 13 ALABAMA 13 TRACY BYRD	KRMD/Shreveport, LA PD: John Swan MD: Rick Stephenson 13 TRACY LAWRENCE 13 ALABAMA 13 BILL ENGVALL	KNUK/Tyler, TX PD: Amy Austin MD: Chuck McKinley 11 NEAL MCCOY 11 LORRIE MORGAN 7 MILA MASON 7 TRACY LAWRENCE 7 GEORGE DUCAS 5 BILL ENGVALL
WKSF/Asheville, NC PD: Dale Mitchell MD: Nikki Thomas 18 RANDY TRAVIS 18 COLLIN RAYE 10 SONS OF THE DESERT 10 BRADY SEALS 10 MARK WILLS 10 TRACY LAWRENCE 5 BILL ENGVALL	WWSY/Chattanooga, TN PD/MD: Bob Sterling 9 MARK WILLS 7 BURNIN' DAYLIGHT 7 SONS OF THE DESERT 7 COLLIN RAYE	WSSS/Greenville, SC PD: Bruce Logan MD: Dux Walker 15 COLLIN RAYE 15 TRACY LAWRENCE 7 KEVIN SHARP 7 GENE WATSON 7 MINDY MCCREADY	WDMQ/Madison, WI OM: Tom Oakes MD: Mel McKenzie 16 LORRIE MORGAN 16 BUFFALO CLUB 16 TRACY BYRD 16 TANYA TUCKER 16 PAUL BRANDOT	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KBUL/Reno, NV PD: Randy Black MD: Chuck Reeves 13 ALABAMA 13 TRACY BYRD	KRMD/Shreveport, LA PD: John Swan MD: Rick Stephenson 13 TRACY LAWRENCE 13 ALABAMA 13 BILL ENGVALL	KNUK/Tyler, TX PD: Amy Austin MD: Chuck McKinley 11 NEAL MCCOY 11 LORRIE MORGAN 7 MILA MASON 7 TRACY LAWRENCE 7 GEORGE DUCAS 5 BILL ENGVALL
WKHX/Atlanta, GA PD: Neil McGinley MD: Johnny Gray 18 CLAY WALKER 18 TERRI CLARK 18 RICOCHET 18 DAVID KERSH	WWSY/Chattanooga, TN PD/MD: Bob Sterling 9 MARK WILLS 7 BURNIN' DAYLIGHT 7 SONS OF THE DESERT 7 COLLIN RAYE	WSSS/Greenville, SC PD: Bruce Logan MD: Dux Walker 15 COLLIN RAYE 15 TRACY LAWRENCE 7 KEVIN SHARP 7 GENE WATSON 7 MINDY MCCREADY	WDMQ/Madison, WI OM: Tom Oakes MD: Mel McKenzie 16 LORRIE MORGAN 16 BUFFALO CLUB 16 TRACY BYRD 16 TANYA TUCKER 16 PAUL BRANDOT	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KBUL/Reno, NV PD: Randy Black MD: Chuck Reeves 13 ALABAMA 13 TRACY BYRD	KRMD/Shreveport, LA PD: John Swan MD: Rick Stephenson 13 TRACY LAWRENCE 13 ALABAMA 13 BILL ENGVALL	KNUK/Tyler, TX PD: Amy Austin MD: Chuck McKinley 11 NEAL MCCOY 11 LORRIE MORGAN 7 MILA MASON 7 TRACY LAWRENCE 7 GEORGE DUCAS 5 BILL ENGVALL
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WYAY/Atlanta, GA PD: Neil McGinley MD: Johnny Gray 18 MARTINA MCBRIDE 18 TRACY LAWRENCE 18 COLLIN RAYE 18 ALABAMA 18 MARK WILLS	WWSY/Chattanooga, TN PD/MD: Bob Sterling 9 MARK WILLS 7 BURNIN' DAYLIGHT 7 SONS OF THE DESERT 7 COLLIN RAYE	WSSS/Greenville, SC PD: Bruce Logan MD: Dux Walker 15 COLLIN RAYE 15 TRACY LAWRENCE 7 KEVIN SHARP 7 GENE WATSON 7 MINDY MCCREADY	WDMQ/Madison, WI OM: Tom Oakes MD: Mel McKenzie 16 LORRIE MORGAN 16 BUFFALO CLUB 16 TRACY BYRD 16 TANYA TUCKER 16 PAUL BRANDOT	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KBUL/Reno, NV PD: Randy Black MD: Chuck Reeves 13 ALABAMA 13 TRACY BYRD	KRMD/Shreveport, LA PD: John Swan MD: Rick Stephenson 13 TRACY LAWRENCE 13 ALABAMA 13 BILL ENGVALL	KNUK/Tyler, TX PD: Amy Austin MD: Chuck McKinley 11 NEAL MCCOY 11 LORRIE MORGAN 7 MILA MASON 7 TRACY LAWRENCE 7 GEORGE DUCAS 5 BILL ENGVALL
KALF/Chico, CA PD/MD: Scott Michaels MD: George Ocas 7 GEORGE DUCAS 7 COLLIN RAYE 7 ALABAMA 7 MILA MASON 7 THRASHER SHIVER	WWSY/Chattanooga, TN PD/MD: Bob Sterling 9 MARK WILLS 7 BURNIN' DAYLIGHT 7 SONS OF THE DESERT 7 COLLIN RAYE	WSSS/Greenville, SC PD: Bruce Logan MD: Dux Walker 15 COLLIN RAYE 15 TRACY LAWRENCE 7 KEVIN SHARP 7 GENE WATSON 7 MINDY MCCREADY	WDMQ/Madison, WI OM: Tom Oakes MD: Mel McKenzie 16 LORRIE MORGAN 16 BUFFALO CLUB 16 TRACY BYRD 16 TANYA TUCKER 16 PAUL BRANDOT	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KBUL/Reno, NV PD: Randy Black MD: Chuck Reeves 13 ALABAMA 13 TRACY BYRD	KRMD/Shreveport, LA PD: John Swan MD: Rick Stephenson 13 TRACY LAWRENCE 13 ALABAMA 13 BILL ENGVALL	KNUK/Tyler, TX PD: Amy Austin MD: Chuck McKinley 11 NEAL MCCOY 11 LORRIE MORGAN 7 MILA MASON 7 TRACY LAWRENCE 7 GEORGE DUCAS 5 BILL ENGVALL
KALF/Chico, CA PD/MD: Scott Michaels MD: George Ocas 7 GEORGE DUCAS 7 COLLIN RAYE 7 ALABAMA 7 MILA MASON 7 THRASHER SHIVER	WWSY/Chattanooga, TN PD/MD: Bob Sterling 9 MARK WILLS 7 BURNIN' DAYLIGHT 7 SONS OF THE DESERT 7 COLLIN RAYE	WSSS/Greenville, SC PD: Bruce Logan MD: Dux Walker 15 COLLIN RAYE 15 TRACY LAWRENCE 7 KEVIN SHARP 7 GENE WATSON 7 MINDY MCCREADY	WDMQ/Madison, WI OM: Tom Oakes MD: Mel McKenzie 16 LORRIE MORGAN 16 BUFFALO CLUB 16 TRACY BYRD 16 TANYA TUCKER 16 PAUL BRANDOT	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KBUL/Reno, NV PD: Randy Black MD: Chuck Reeves 13 ALABAMA 13 TRACY BYRD	KRMD/Shreveport, LA PD: John Swan MD: Rick Stephenson 13 TRACY LAWRENCE 13 ALABAMA 13 BILL ENGVALL	KNUK/Tyler, TX PD: Amy Austin MD: Chuck McKinley 11 NEAL MCCOY 11 LORRIE MORGAN 7 MILA MASON 7 TRACY LAWRENCE 7 GEORGE DUCAS 5 BILL ENGVALL
KALF/Chico, CA PD/MD: Scott Michaels MD: George Ocas 7 GEORGE DUCAS 7 COLLIN RAYE 7 ALABAMA 7 MILA MASON 7 THRASHER SHIVER	WWSY/Chattanooga, TN PD/MD: Bob Sterling 9 MARK WILLS 7 BURNIN' DAYLIGHT 7 SONS OF THE DESERT 7 COLLIN RAYE	WSSS/Greenville, SC PD: Bruce Logan MD: Dux Walker 15 COLLIN RAYE 15 TRACY LAWRENCE 7 KEVIN SHARP 7 GENE WATSON 7 MINDY MCCREADY	WDMQ/Madison, WI OM: Tom Oakes MD: Mel McKenzie 16 LORRIE MORGAN 16 BUFFALO CLUB 16 TRACY BYRD 16 TANYA TUCKER 16 PAUL BRANDOT	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KBUL/Reno, NV PD: Randy Black MD: Chuck Reeves 13 ALABAMA 13 TRACY BYRD	KRMD/Shreveport, LA PD: John Swan MD: Rick Stephenson 13 TRACY LAWRENCE 13 ALABAMA 13 BILL ENGVALL	KNUK/Tyler, TX PD: Amy Austin MD: Chuck McKinley 11 NEAL MCCOY 11 LORRIE MORGAN 7 MILA MASON 7 TRACY LAWRENCE 7 GEORGE DUCAS 5 BILL ENGVALL
KALF/Chico, CA PD/MD: Scott Michaels MD: George Ocas 7 GEORGE DUCAS 7 COLLIN RAYE 7 ALABAMA 7 MILA MASON 7 THRASHER SHIVER	WWSY/Chattanooga, TN PD/MD: Bob Sterling 9 MARK WILLS 7 BURNIN' DAYLIGHT 7 SONS OF THE DESERT 7 COLLIN RAYE	WSSS/Greenville, SC PD: Bruce Logan MD: Dux Walker 15 COLLIN RAYE 15 TRACY LAWRENCE 7 KEVIN SHARP 7 GENE WATSON 7 MINDY MCCREADY	WDMQ/Madison, WI OM: Tom Oakes MD: Mel McKenzie 16 LORRIE MORGAN 16 BUFFALO CLUB 16 TRACY BYRD 16 TANYA TUCKER 16 PAUL BRANDOT	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KBUL/Reno, NV PD: Randy Black MD: Chuck Reeves 13 ALABAMA 13 TRACY BYRD	KRMD/Shreveport, LA PD: John Swan MD: Rick Stephenson 13 TRACY LAWRENCE 13 ALABAMA 13 BILL ENGVALL	KNUK/Tyler, TX PD: Amy Austin MD: Chuck McKinley 11 NEAL MCCOY 11 LORRIE MORGAN 7 MILA MASON 7 TRACY LAWRENCE 7 GEORGE DUCAS 5 BILL ENGVALL
KALF/Chico, CA PD/MD: Scott Michaels MD: George Ocas 7 GEORGE DUCAS 7 COLLIN RAYE 7 ALABAMA 7 MILA MASON 7 THRASHER SHIVER	WWSY/Chattanooga, TN PD/MD: Bob Sterling 9 MARK WILLS 7 BURNIN' DAYLIGHT 7 SONS OF THE DESERT 7 COLLIN RAYE	WSSS/Greenville, SC PD: Bruce Logan MD: Dux Walker 15 COLLIN RAYE 15 TRACY LAWRENCE 7 KEVIN SHARP 7 GENE WATSON 7 MINDY MCCREADY	WDMQ/Madison, WI OM: Tom Oakes MD: Mel McKenzie 16 LORRIE MORGAN 16 BUFFALO CLUB 16 TRACY BYRD 16 TANYA TUCKER 16 PAUL BRANDOT	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KBUL/Reno, NV PD: Randy Black MD: Chuck Reeves 13 ALABAMA 13 TRACY BYRD	KRMD/Shreveport, LA PD: John Swan MD: Rick Stephenson 13 TRACY LAWRENCE 13 ALABAMA 13 BILL ENGVALL	KNUK/Tyler, TX PD: Amy Austin MD: Chuck McKinley 11 NEAL MCCOY 11 LORRIE MORGAN 7 MILA MASON 7 TRACY LAWRENCE 7 GEORGE DUCAS 5 BILL ENGVALL
KALF/Chico, CA PD/MD: Scott Michaels MD: George Ocas 7 GEORGE DUCAS 7 COLLIN RAYE 7 ALABAMA 7 MILA MASON 7 THRASHER SHIVER	WWSY/Chattanooga, TN PD/MD: Bob Sterling 9 MARK WILLS 7 BURNIN' DAYLIGHT 7 SONS OF THE DESERT 7 COLLIN RAYE	WSSS/Greenville, SC PD: Bruce Logan MD: Dux Walker 15 COLLIN RAYE 15 TRACY LAWRENCE 7 KEVIN SHARP 7 GENE WATSON 7 MINDY MCCREADY	WDMQ/Madison, WI OM: Tom Oakes MD: Mel McKenzie 16 LORRIE MORGAN 16 BUFFALO CLUB 16 TRACY BYRD 16 TANYA TUCKER 16 PAUL BRANDOT	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KBUL/Reno, NV PD: Randy Black MD: Chuck Reeves 13 ALABAMA 13 TRACY BYRD	KRMD/Shreveport, LA PD: John Swan MD: Rick Stephenson 13 TRACY LAWRENCE 13 ALABAMA 13 BILL ENGVALL	KNUK/Tyler, TX PD: Amy Austin MD: Chuck McKinley 11 NEAL MCCOY 11 LORRIE MORGAN 7 MILA MASON 7 TRACY LAWRENCE 7 GEORGE DUCAS 5 BILL ENGVALL
KALF/Chico, CA PD/MD: Scott Michaels MD: George Ocas 7 GEORGE DUCAS 7 COLLIN RAYE 7 ALABAMA 7 MILA MASON 7 THRASHER SHIVER	WWSY/Chattanooga, TN PD/MD: Bob Sterling 9 MARK WILLS 7 BURNIN' DAYLIGHT 7 SONS OF THE DESERT 7 COLLIN RAYE	WSSS/Greenville, SC PD: Bruce Logan MD: Dux Walker 15 COLLIN RAYE 15 TRACY LAWRENCE 7 KEVIN SHARP 7 GENE WATSON 7 MINDY MCCREADY	WDMQ/Madison, WI OM: Tom Oakes MD: Mel McKenzie 16 LORRIE MORGAN 16 BUFFALO CLUB 16 TRACY BYRD 16 TANYA TUCKER 16 PAUL BRANDOT	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn 14 TRACY LAWRENCE 14 KEVIN SHARP 7 BIG HOUSE 7 GARY ALLAN	KXKT/Omaha, NE 				

COUNTRY PLAYLISTS

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

94.3 KIK FM MARKET #2
KIKF/Los Angeles (714) 634-9494 Cisco/Dunne

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
30	30	30	30	30	VINCE GILL/Pretty Little...
30	30	30	30	30	BROOKS & DUNNVA Man This Lonely
30	30	30	30	30	CLINT BLACK/Half Way Up
30	30	30	30	30	MARTY STUART/You Can't Stop Love
20	30	30	30	30	RICK TREVINO/Running Out Of...
20	30	30	30	30	DARYLE SINGLETARY/Amen Kind Of Love
20	30	30	30	30	DEANA CARTER/We Danced Anyway
20	30	30	30	30	LEANN RIMES/Unchained Melody
20	30	30	30	30	TOBY KEITH/Me Too
20	30	30	30	30	JOHN BERRY/She's Taken A Shine
20	30	30	30	30	PATTY LOVELESS/She Drew A Broken...
20	30	30	30	30	TRAVIS TRITTT/Where Corn Don't...
20	30	30	30	30	REBA MCENTIRE/How Was I To Know
20	30	30	30	30	LONESTAR/Heartbroke Every Day
20	30	30	30	30	ALAN JACKSON/Everything I Love
20	30	30	30	30	TY HERNDON/She Wants To Be...
20	30	30	30	30	TRACI BYRD/Don't Take Her...
20	30	30	30	30	NEAL MCCOY/That Woman Of Mine
10	30	30	30	30	RICOCHET/Ease My Troubled...
10	30	30	30	30	CLAY WALKER/Rumor Has It
10	30	30	30	30	KENNY CHESNEY/When I Close My Eyes
10	30	30	30	30	DIAMOND RIO/Holdin'
10	30	30	30	30	TERRI CLARK/Emotional Girl
10	30	30	30	30	TRACY BYRD/Don't Take Her...
10	30	30	30	30	CLAY WALKER/Rumor Has It
10	30	30	30	30	KENNY CHESNEY/When I Close My Eyes
10	30	30	30	30	PAUL BRANDT/Meant To Do That
10	30	30	30	30	JAMES BONAMY/All I Do Is Love Her
10	30	30	30	30	BROOKS & DUNNVA Man This Lonely
10	30	30	30	30	NEAL MCCOY/That Woman Of Mine
10	30	30	30	30	RICOCHET/Ease My Troubled...
10	30	30	30	30	DERYL DODD/That's How I Got...
10	30	30	30	30	MARTINA MCBRIDE/Cry On...
10	30	30	30	30	KATHY MATTEA/455 Rocket
10	30	30	30	30	BUFFALO CLUBB/She Don't Love...
10	30	30	30	30	GEORGE STRAIT/Do The Right Thing
10	30	30	30	30	REGINA REGINA/More Than I...
5	30	30	30	30	LORRIE MORGAN/Good As I Was To You
5	30	30	30	30	DAVID KERSH/Another You
5	30	30	30	30	BILL ENGVAL/Here's Your Sign...
5	30	30	30	30	M. CHAPIN CARPENTER/Want To Be Your...
5	30	30	30	30	GARY ALLAN/Forever And A Day
5	30	30	30	30	MILA MASON/Dark Horse
5	30	30	30	30	AARON TIPPIN/That's What...
5	30	30	30	30	EMILIO/Id Love You To...

93.9 KZLA MARKET #2
KZLA/Los Angeles (818) 246-0939 Sebastian/Fink

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
24	34	24	34	24	JOHN BERRY/She's Taken A Shine
15	15	15	15	15	VINCE GILL/Pretty Little...
24	34	34	34	24	TY HERNDON/She Wants To Be...
34	19	24	34	34	MINDY MCCREADY/Maybe He'll Notice...
24	34	34	34	34	RICK TREVINO/Running Out Of...
7	19	24	24	24	BUFFALO CLUBB/She Don't Love...
19	7	24	24	24	DEANA CARTER/We Danced Anyway
7	19	7	24	24	KENNY CHESNEY/When I Close My Eyes
19	7	7	24	24	DIAMOND RIO/Holdin'
34	24	34	24	24	TOBY KEITH/Me Too
7	24	24	24	24	DAVID KERSH/Another You
24	19	24	24	24	PATTY LOVELESS/She Drew A Broken...
19	19	24	24	24	TRACE ADKINS/(This Ain't) No...
7	19	19	24	24	STEPHANIE BENTLEY/The Hopechest Song
19	24	19	24	24	PAUL BRANDT/Meant To Do That
-	-	19	19	24	TRACY BYRD/Don't Take Her...
-	-	19	19	24	SAMMY KERSHAW/Politics, Religion...
24	24	15	15	15	NEAL MCCOY/That Woman Of Mine
19	19	19	19	19	REBA MCENTIRE/How Was I To Know
19	19	19	19	19	RICOCHET/Ease My Troubled...
-	-	19	19	19	CLAY WALKER/Rumor Has It
24	15	15	15	15	CLINT BLACK/Half Way Up
34	24	24	15	15	JAMES BONAMY/All I Do Is Love Her
24	24	34	15	15	BROOKS & DUNNVA Man This Lonely
15	15	15	15	15	NEAL MCCOY/That Woman Of Mine
15	15	15	15	15	RICOCHET/Ease My Troubled...
34	34	34	15	15	JOHN M. MONTGOMERY/Friends
15	15	15	15	15	LEANN RIMES/Unchained Melody
34	15	15	15	15	KEVIN SHARP/Nobody Knows
15	15	15	15	15	DARYLE SINGLETARY/Amen Kind Of Love
15	15	15	15	15	MARTY STUART/You Can't Stop Love
15	15	15	15	15	TRISHA YEARWOOD/Everybody Knows
7	7	7	7	7	KIPPI BRANNON/Daddy's Little Girl
19	7	7	7	7	TERRI CLARK/Emotional Girl
7	7	7	7	7	ALAN JACKSON/Everything I Love
-	-	-	-	-	TRACE ADKINS/(This Ain't) No...
-	-	-	-	-	LONESTAR/Heartbroke Every Day
-	-	-	-	-	MILA MASON/Dark Horse
-	-	-	-	-	KATHY MATTEA/455 Rocket

94.7 KICKS COUNTRY MARKET #3
WKCK/Chicago (312) 984-5425 Stecker/McCann

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
35	35	35	35	35	VINCE GILL/Pretty Little...
35	35	35	35	35	MARK CHESNUT/It's A Little Too...
35	35	35	35	35	CLINT BLACK/Half Way Up
29	35	35	35	35	RICK TREVINO/Running Out Of...
20	35	35	35	35	BROOKS & DUNNVA Man This Lonely
20	35	35	35	35	DARYLE SINGLETARY/Amen Kind Of Love
20	35	35	35	35	LEANN RIMES/Unchained Melody
20	20	35	35	35	TOBY KEITH/Me Too
10	20	35	35	35	DEANA CARTER/We Danced Anyway
20	20	20	35	35	JOHN BERRY/She's Taken A Shine
20	20	20	35	35	MINDY MCCREADY/Maybe He'll Notice...
20	20	20	20	35	PATTY LOVELESS/She Drew A Broken...
20	20	20	20	20	ALAN JACKSON/Everything I Love
20	20	20	20	20	TRAVIS TRITTT/Where Corn Don't...
20	20	20	20	20	CLAY WALKER/Rumor Has It
-	20	20	20	20	REBA MCENTIRE/How Was I To Know
35	35	35	35	35	KEVIN SHARP/Nobody Knows
35	35	35	35	35	TRACE ADKINS/(This Ain't) No...
10	10	20	20	20	DIAMOND RIO/Holdin'
10	10	20	20	20	TRACE ADKINS/(This Ain't) No...
-	10	20	20	20	TRACY BYRD/Don't Take Her...
-	10	20	20	20	TRISHA YEARWOOD/Everybody Knows
35	35	35	35	35	FAITH HILL/Can't Do That...
14	14	14	14	14	KENNY CHESNEY/When I Close My Eyes
14	14	14	14	14	REBA MCENTIRE/The Fear Of Being...
14	14	14	14	14	LEANN RIMES/One Way Ticket...
14	14	14	14	14	M. CHAPIN CARPENTER/Let Me Into Your...
14	14	14	14	14	ALAN JACKSON/Little Bitty
20	14	14	14	14	GARTH BROOKS/That Of Wind
20	14	14	14	14	TIM MCGRAW/Maybe We Should...
20	14	14	14	14	TRACE ADKINS/Every Light In...
20	14	14	14	14	GARY ALLAN/Her Man
35	20	14	14	14	TRACY BYRD/Big Love
35	20	14	14	14	JOHN M. MONTGOMERY/Friends
10	10	10	10	10	MARTY STUART/You Can't Stop Love
10	10	10	10	10	SAMMY KERSHAW/Politics, Religion...
10	10	10	10	10	DAVID KERSH/Another You
10	10	10	10	10	TERRI CLARK/Emotional Girl
10	10	10	10	10	TY HERNDON/She Wants To Be...
-	10	10	10	10	LONESTAR/Heartbroke Every Day

94.5-99.5 MARKET #3
WUSN/Chicago (312) 649-0099 Sledge/Biondo

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
20	20	36	36	36	REBA MCENTIRE/How Was I To Know
36	36	36	36	36	CLINT BLACK/Half Way Up
36	36	36	36	36	BROOKS & DUNNVA Man This Lonely
20	36	36	36	36	DARYLE SINGLETARY/Amen Kind Of Love
36	36	36	36	36	VINCE GILL/Pretty Little...
20	36	36	36	36	DEANA CARTER/We Danced Anyway
20	36	36	36	36	LEANN RIMES/Unchained Melody
20	20	36	36	36	PATTY LOVELESS/She Drew A Broken...
14	20	36	36	36	ALAN JACKSON/Everything I Love
14	14	20	36	36	LONESTAR/Heartbroke Every Day
14	20	20	36	36	SAMMY KERSHAW/Politics, Religion...
20	20	20	20	20	TOBY KEITH/Me Too
14	20	20	20	20	TY HERNDON/She Wants To Be...
20	20	20	20	20	TRAVIS TRITTT/Where Corn Don't...
20	20	20	20	20	RICK TREVINO/Running Out Of...
14	20	20	20	20	DIAMOND RIO/Holdin'
20	20	20	20	20	JOHN BERRY/She's Taken A Shine
-	20	20	20	20	CLAY WALKER/Rumor Has It
-	14	20	20	20	DAVID KERSH/Another You
-	14	20	20	20	TERRI CLARK/Emotional Girl
-	5	14	20	20	TRACE ADKINS/(This Ain't) No...
-	14	20	20	20	LORRIE MORGAN/Good As I Was To You
-	-	20	20	20	COLLIN RAYE/On The Verge
-	-	20	20	20	ALABAMA/Sad Lookin' Moon
14	14	14	14	14	BUFFALO CLUBB/She Don't Love...
-	14	14	14	14	KATHY MATTEA/455 Rocket
14	14	14	14	14	PAUL BRANDT/Meant To Do That
-	14	14	14	14	BIG HOUSE/Cold Outside
14	14	14	14	14	JAMES BONAMY/All I Do Is Love Her
14	14	14	14	14	NEAL MCCOY/That Woman Of Mine
14	14	14	14	14	MARTINA MCBRIDE/Cry On...
5	5	5	5	5	MARTY STUART/You Can't Stop Love
-	-	14	14	14	RANDY TRAVIS/Price To Pay
-	-	14	14	14	TRACY BYRD/Don't Take Her...
-	-	14	14	14	M. CHAPIN CARPENTER/Want To Be Your...
36	36	36	36	36	FAITH HILL/Can't Do That...
10	10	10	10	10	BILL ENGVAL/Here's Your Sign...
-	-	-	-	-	KENNY CHESNEY/When I Close My Eyes

KSAN 94.3 FM MARKET #4
KSNM/San Francisco (415) 291-0202 Roberts/Ryan

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
35	25	25	35	35	CLINT BLACK/Half Way Up
25	25	35	35	35	BROOKS & DUNNVA Man This Lonely
35	35	35	35	35	DEANA CARTER/We Danced Anyway
25	35	35	35	35	MARK CHESNUT/It's A Little Too...
35	35	35	35	35	VINCE GILL/Pretty Little...
35	35	35	35	35	TOBY KEITH/Me Too
25	25	35	35	35	PATTY LOVELESS/She Drew A Broken...
25	35	35	35	35	LEANN RIMES/Unchained Melody
5	15	25	35	35	RICK TREVINO/Running Out Of...
25	25	25	35	35	TRAVIS TRITTT/Where Corn Don't...
25	25	25	35	35	TRACE ADKINS/(This Ain't) No...
15	25	25	35	35	GARY ALLAN/Her Man
25	25	25	35	35	JOHN BERRY/She's Taken A Shine
-	5	25	25	35	M. CHAPIN CARPENTER/Want To Be Your...
-	5	25	25	35	TERRI CLARK/Emotional Girl
15	15	25	35	35	DIAMOND RIO/Holdin'
15	25	25	35	35	ALAN JACKSON/Everything I Love
35	25	25	35	35	REBA MCENTIRE/How Was I To Know
-	-	-	-	-	JOHN M. MONTGOMERY/Friends
5	15	25	35	35	DARYLE SINGLETARY/Amen Kind Of Love
5	25	25	35	35	CLAY WALKER/Rumor Has It
-	-	-	-	-	LEE ANN WOMACK/Never Again, My Eyes
5	15	15	15	15	KENNY CHESNEY/When I Close My Eyes
25	15	15	15	15	BILL ENGVAL/Here's Your Sign...
25	15	15	15	15	TRACE ADKINS/(This Ain't) No...
15	15	15	15	15	SAMMY KERSHAW/Politics, Religion...
-	-	-	-	-	TRACE ADKINS/Every Light In...
-	-	-	-	-	RHETT AKINS/Don't Get Me Started
15	15	15	15	15	GARTH BROOKS/That Of Wind
15	15	15	15	15	BROOKS & DUNNVA Man This Lonely
-	-	-	-	-	KENNY CHESNEY/And You
35	35	35	35	35	DAVID KERSH/Goodnight Sweetheart
35	35	35	35	35	TRACE ADKINS/(This Ain't) No...
15	15	15	15	15	REBA MCENTIRE/The Fear Of Being...
15	15	15	15	15	TIM MCGRAW/Maybe We Should...

93.3 FM MARKET #4
KYCV/San Francisco (415) 391-9330 Logan

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
30	50	50	50	50	TOBY KEITH/Me Too
40	35	50	50	50	VINCE GILL/Pretty Little...
30	50	50	50	50	MARK CHESNUT/It's A Little Too...
40	25	50	50	50	DEANA CARTER/We Danced Anyway
50	35	50	50	50	CLINT BLACK/Half Way Up
20	35	50	50	50	TRACY BYRD/Don't Take Her...
30	35	50	50	50	CLAY WALKER/Rumor Has It
40	35	50	50	50	MARTY STUART/You Can't Stop Love
30	35	50	50	50	JOHN BERRY/She's Taken A Shine
50	35	50	50	50	SAMMY KERSHAW/Politics, Religion...
30	35	50	50	50	TY HERNDON/She Wants To Be...
20	50	50	50	50	REBA MCENTIRE/How Was I To Know
50	35	50	50	50	BROOKS & DUNNVA Man This Lonely
20	25	50	50	50	TERRI CLARK/Emotional Girl
-	-	35	50	50	TRACE ADKINS/(This Ain't) No...
-	-	35	50	50	NEAL MCCOY/That Woman Of Mine
20	20	50	50	50	RICK TREVINO/Running Out Of...
-	-	25	50	50	MILA MASON/Dark Horse
-	-	-	35	50	LONESTAR/Heartbroke Every Day
40	50	50	50	50	DIAMOND RIO/Holdin'
30	25	50	50	50	ALAN JACKSON/Everything I Love
10	5	25	50	50	DARYLE SINGLETARY/Amen Kind Of Love
30					

COUNTRY PLAYLISTS

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

101.5 FM Kicks MARKET #12
WKHX/Atlanta (770) 955-0101 McGinley/Gray

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
38	38	38	38	38	BROOKS & DUNN/A Man This Lonely
38	38	38	38	38	VINCE GILL/Pretty Little...
28	38	38	38	38	RICK TREVINO/Running Out Of...
38	38	38	38	38	CLINT BLACK/Half Way Up
28	38	38	38	38	DARYLE SINGLETARY/Amen Kind Of Love
28	28	38	38	38	TOBY KEITH/Me Too
28	28	38	38	38	TRAVIS TRITT/Where Corn Don't...
18	28	38	38	38	DEANA CARTER/We Danced Anyway
38	38	38	38	38	MARK CHESNUTT/It's A Little Too...
28	28	38	38	38	LEANN RIMES/Unchained Melody
18	28	38	38	38	PATTY LOVELESS/She Drew A Broken...
18	18	28	38	38	REBA MCENTIRE/How Was I To Know
18	18	28	38	38	JOHN BERRY/She's Taken A Shine
-	18	28	38	38	DIAMOND RIO/Holdin'
-	18	28	38	38	TRACE ADKINS(This Ain't) No...
-	18	28	38	38	KENNY CHESNEY/When I Close My Eyes
-	18	28	38	38	DIAMOND RIO/Holdin'
-	18	28	38	38	LONESTAR/Hearbroke Every Day
-	18	28	38	38	TY HERNDON/She Wants To Be...
-	18	28	38	38	CLAY WALKER/Rumor Has It
-	18	28	38	38	TERRI CLARK/Emotional Girl
-	18	28	38	38	RICOCHET/Ease My Troubled...
-	18	28	38	38	TRACY BYRD/Don't Take Her...
-	18	28	38	38	RICOCHET/Ease My Troubled...
-	18	28	38	38	DAVID KERSH/Another You
38	38	38	38	38	FAITH HILL/Can't Do That...
38	38	38	38	38	JOHN M. MONTGOMERY/Friends
38	38	38	38	38	KEVIN SHARP/Nobody Knows
28	28	28	28	28	MINDY MCCREADY/Maybe He'll Notice...
16	16	16	16	16	LEANN RIMES/One Way Ticket...
16	16	16	16	16	GARY ALLAN/Her Man
38	38	38	38	38	TRACY LAWRENCE/Is That A Tear
38	38	38	38	38	TRISHA YEARWOOD/Everybody Knows
6	6	6	6	6	BILL ENGVALL/Here's Your Sign...

Y106.7 MARKET #12
TODAY'S HIT COUNTRY WKHX/Atlanta (770) 955-0101 McGinley/Gray

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
42	42	42	42	42	BROOKS & DUNN/A Man This Lonely
42	42	42	42	42	LEANN RIMES/Unchained Melody
42	42	42	42	42	DARYLE SINGLETARY/Amen Kind Of Love
32	42	42	42	42	PATTY LOVELESS/She Drew A Broken...
42	42	42	42	42	CLINT BLACK/Half Way Up
32	42	42	42	42	TOBY KEITH/Me Too
32	42	42	42	42	TRAVIS TRITT/Where Corn Don't...
32	32	42	42	42	DEANA CARTER/We Danced Anyway
32	32	42	42	42	REBA MCENTIRE/How Was I To Know
42	42	42	42	42	RICK TREVINO/Running Out Of...
42	42	42	42	42	VINCE GILL/Pretty Little...
32	32	42	42	42	ALAN JACKSON/Everything I Love
18	32	42	42	42	TRACE ADKINS(This Ain't) No...
18	32	42	42	42	KENNY CHESNEY/When I Close My Eyes
32	32	42	42	42	JOHN BERRY/She's Taken A Shine
18	32	42	42	42	CLAY WALKER/Rumor Has It
18	32	42	42	42	DIAMOND RIO/Holdin'
18	32	42	42	42	LONESTAR/Hearbroke Every Day
18	32	42	42	42	TERRI CLARK/Emotional Girl
18	32	42	42	42	TRACY BYRD/Don't Take Her...
18	32	42	42	42	RICOCHET/Ease My Troubled...
18	32	42	42	42	LORRIE MORGAN/Good As I Was To You
18	32	42	42	42	TY HERNDON/She Wants To Be...
18	32	42	42	42	NEAL MCCOY/That Woman Of Mine
18	32	42	42	42	BUFFALO CLUB/If She Don't Love...
-	18	32	42	42	KATHY MATTEA/455 Rocket
-	18	32	42	42	DAVID KERSH/Another You
-	18	32	42	42	MILA MASON/Dark Horse
-	18	32	42	42	M. CHAPIN CARPENTER/ Want To Be Your...
-	18	32	42	42	BIG HOUSE/Cold Outside
-	18	32	42	42	BILL ENGVALL/Here's Your Sign...
-	18	32	42	42	GARY ALLAN/Forever And A Day
-	18	32	42	42	DAVID KERSH/Another You
-	18	32	42	42	REGINA REGINA/More Than I...
-	18	32	42	42	MARTINA MCBRIDE/Cry On...
-	18	32	42	42	TRACY LAWRENCE/Better Man...
-	18	32	42	42	COLLIN RAYE/On The Verge
-	18	32	42	42	ALABAMA/Sad Lookin' Moon
-	18	32	42	42	MARK WILLS/Places I've Never...

94.7 FM MARKET #13
NEW COUNTRY KMPS/Seattle (206) 443-9400 Sledge/Thomas

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
28	41	41	41	41	MARK CHESNUTT/It's A Little Too...
28	28	41	41	41	TRAVIS TRITT/Where Corn Don't...
41	41	41	41	41	BROOKS & DUNN/A Man This Lonely
41	41	41	41	41	CLINT BLACK/Half Way Up
41	41	41	41	41	VINCE GILL/Pretty Little...
41	41	41	41	41	TRACY LAWRENCE/Is That A Tear
41	41	41	41	41	GARY ALLAN/Her Man
28	28	41	41	41	TRISHA YEARWOOD/Everybody Knows
41	41	41	41	41	JOHN M. MONTGOMERY/Friends
28	28	41	41	41	MINDY MCCREADY/Maybe He'll Notice...
16	16	28	41	41	RICK TREVINO/Running Out Of...
16	16	28	41	41	JOHN BERRY/She's Taken A Shine
16	16	28	41	41	TRACE ADKINS(This Ain't) No...
28	28	28	41	41	ALAN JACKSON/Everything I Love
28	28	28	41	41	REBA MCENTIRE/How Was I To Know
28	28	28	41	41	DEANA CARTER/We Danced Anyway
28	28	28	41	41	PATTY LOVELESS/She Drew A Broken...
28	28	28	41	41	TOBY KEITH/Me Too
28	28	28	41	41	MARTY STUART/You Can't Stop Love
16	16	16	28	41	LEANN RIMES/Unchained Melody
16	16	16	28	41	DARYLE SINGLETARY/Amen Kind Of Love
10	10	10	22	41	TRAVIS TRITT/More Than You'll...
41	22	22	22	41	GARTH BROOKS/That Of Wind
22	22	22	22	41	GEORGE STRAIT/Can Still Make...
22	22	22	22	41	REBA MCENTIRE/The Fear Of Be...
22	22	22	22	41	PAUL BRANDT/Do
22	22	22	22	41	KEVIN SHARP/Nobody Knows
22	22	22	22	41	TRACE ADKINS/Every Light In...
22	22	22	22	41	PATTY LOVELESS/Lonely Too Long
-	22	22	22	41	DEANA CARTER/Strawberry Wine
-	22	22	22	41	LEANN RIMES/One Way Ticket...
-	16	16	16	41	COLLIN RAYE/On The Verge
5	5	5	5	16	TERRI CLARK/Emotional Girl
16	16	16	16	16	M. CHAPIN CARPENTER/ Want To Be Your...
16	16	16	16	16	BUFFALO CLUB/If She Don't Love...
16	16	16	16	16	DIAMOND RIO/Holdin'
16	16	16	16	16	SAMMY KERSHAW/Politics, Religion...
-	-	-	-	16	ALABAMA/Sad Lookin' Moon
5	5	5	5	16	KATHY MATTEA/455 Rocket

103.5 FM MARKET #14
KSON/San Diego (619) 291-9797 Shepard/Upton

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
31	31	31	31	31	MARK CHESNUTT/It's A Little Too...
31	31	31	31	31	TOBY KEITH/Me Too
31	31	31	31	31	DARYLE SINGLETARY/Amen Kind Of Love
20	31	31	31	31	VINCE GILL/Pretty Little...
20	31	31	31	31	RICK TREVINO/Running Out Of...
20	20	31	31	31	BROOKS & DUNN/A Man This Lonely
20	20	31	31	31	TY HERNDON/She Wants To Be...
20	20	20	31	31	JOHN BERRY/She's Taken A Shine
20	20	20	31	31	REBA MCENTIRE/How Was I To Know
20	20	20	31	31	TRAVIS TRITT/Where Corn Don't...
20	20	20	31	31	CLINT BLACK/Half Way Up
20	20	20	31	31	PATTY LOVELESS/She Drew A Broken...
20	20	20	31	31	DEANA CARTER/We Danced Anyway
20	20	20	31	31	ALAN JACKSON/Everything I Love
12	20	20	31	31	SAMMY KERSHAW/Politics, Religion...
12	20	20	31	31	LONESTAR/Hearbroke Every Day
12	20	20	31	31	MARTY STUART/You Can't Stop Love
12	20	20	31	31	LEANN RIMES/Unchained Melody
12	12	20	31	31	DIAMOND RIO/Holdin'
12	12	20	31	31	TRACE ADKINS(This Ain't) No...
12	12	20	31	31	KENNY CHESNEY/When I Close My Eyes
-	12	12	20	31	CLAY WALKER/Rumor Has It
14	14	14	14	14	LEANN RIMES/One Way Ticket...
14	14	14	14	14	KEVIN SHARP/Nobody Knows
31	31	31	31	31	TRACY BYRD/Big Love
31	31	31	31	31	JOHN M. MONTGOMERY/Friends
14	14	14	14	14	REBA MCENTIRE/The Fear Of Be...
14	14	14	14	14	DAVID KERSH/Goodnight Sweetheart
14	14	14	14	14	ALAN JACKSON/Little Bitty
31	31	31	31	31	FAITH HILL/Can't Do That...
31	31	31	31	31	TRACY LAWRENCE/Is That A Tear
12	12	12	12	12	GEORGE DUCAS/Long Trail Of Tears
12	12	12	12	12	LORRIE MORGAN/Good As I Was To You
-	12	12	12	12	TERRI CLARK/Emotional Girl
-	12	12	12	12	TRACY BYRD/Don't Take Her...
-	12	12	12	12	MILA MASON/Dark Horse
-	12	12	12	12	BUFFALO CLUB/If She Don't Love...
-	12	12	12	12	RICOCHET/Ease My Troubled...
-	12	12	12	12	MARTINA MCBRIDE/Cry On...
-	12	12	12	12	KEVIN SHARP/She's Sure Taking...

WJMC Country 94.3 MARKET #15
WJMC/Long Island (516) 423-6740 Asker

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
38	38	38	38	38	TRACY LAWRENCE/Is That A Tear
38	38	38	38	38	BROOKS & DUNN/A Man This Lonely
38	38	38	38	38	TRISHA YEARWOOD/Everybody Knows
38	38	38	38	38	DARYLE SINGLETARY/Amen Kind Of Love
22	38	38	38	38	VINCE GILL/Pretty Little...
22	38	38	38	38	RICK TREVINO/Running Out Of...
22	38	38	38	38	CLINT BLACK/Half Way Up
22	22	38	38	38	TRAVIS TRITT/Where Corn Don't...
15	22	38	38	38	LEANN RIMES/Unchained Melody
22	22	22	38	38	MARTY STUART/You Can't Stop Love
22	22	22	38	38	TOBY KEITH/Me Too
22	22	22	38	38	DEANA CARTER/We Danced Anyway
22	22	22	38	38	ALAN JACKSON/Everything I Love
22	22	22	38	38	REBA MCENTIRE/How Was I To Know
22	22	22	38	38	TY HERNDON/She Wants To Be...
22	22	22	38	38	JOHN BERRY/She's Taken A Shine
15	22	22	38	38	DIAMOND RIO/Holdin'
15	22	22	38	38	TRACE ADKINS(This Ain't) No...
15	22	22	38	38	NEAL MCCOY/That Woman Of Mine
15	22	22	38	38	SAMMY KERSHAW/Politics, Religion...
15	15	22	38	38	KENNY CHESNEY/When I Close My Eyes
15	15	22	38	38	RICOCHET/Ease My Troubled...
-	15	15	22	38	CLAY WALKER/Rumor Has It
15	15	22	38	38	BUFFALO CLUB/If She Don't Love...
22	22	22	38	38	BRYAN WHITE/That's Another Song
15	15	22	38	38	PAUL BRANDT/Do
15	15	22	38	38	JOHN M. MONTGOMERY/Friends
15	15	22	38	38	REBA MCENTIRE/The Fear Of Be...
15	15	22	38	38	DAVID KERSH/Goodnight Sweetheart
15	15	22	38	38	ALAN JACKSON/Little Bitty
15	15	22	38	38	FAITH HILL/Can't Do That...
15	15	22	38	38	TRACY LAWRENCE/Is That A Tear
15	15	22	38	38	MARTINA MCBRIDE/Cry On...
15	15	22	38	38	TRACY BYRD/Don't Take Her...
15	15	22	38	38	GARY ALLAN/Forever And A Day
-	15	15	22	38	LORRIE MORGAN/Good As I Was To You
-	15	15	22	38	M. CHAPIN CARPENTER/ Want To Be Your...
-	15	15	22	38	MILA MASON/Dark Horse
-	15	15	22	38	BUFFALO CLUB/If She Don't Love...
-	15	15	22	38	RICOCHET/Ease My Troubled...
-	15	15	22	38	COLLIN RAYE/On The Verge
-	15	15	22	38	RANDY TRAVIS/Price To Pay
-	15	15	22	38	BIG HOUSE/Cold Outside

NEW COUNTRY K102 MARKET #16
KEEY/Minneapolis (612) 820-4200 Swedberg/Moon

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
40	40	40	40	40	BROOKS & DUNN/A Man This Lonely
40	40	40	40	40	DARYLE SINGLETARY/Amen Kind Of Love
40	40	40	40	40	DEANA CARTER/We Danced Anyway
40	40	40	40	40	TOBY KEITH/Me Too
40	40	40	40	40	PATTY LOVELESS/She Drew A Broken...
26	40	40	40	40	ALAN JACKSON/Everything I Love
26	40	40	40	40	RICK TREVINO/Running Out Of...
40	40	40	40	40	TRAVIS TRITT/Where Corn Don't...
26	40	40	40	40	VINCE GILL/Pretty Little...
26	40	40	40	40	DIAMOND RIO/Holdin'
26	26	40	40	40	PAUL BRANDT/Do
26	26	40	40	40	JOHN BERRY/She's Taken A Shine
26	26	40	40	40	CLINT BLACK/Half Way Up
26	26	40	40	40	M. CHAPIN CARPENTER/ Want To Be Your...
26	26	40	40	40	DERYL DODD/That's How I Got...
26	26	40	40	40	SAMMY KERSHAW/Politics, Religion...
18	26	4			

COUNTRY PLAYLISTS

February 14, 1997 R&R • 91

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

WGAR CLEVELAND'S COUNTRY
FM 99.5
MARKET #22
WGAR/Cleveland
(216) 328-9550
Nugent/Collier

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
25	25	36	36	36	JOHN BERRY/She's Taken A Shine
25	25	36	36	36	CLINT BLACK/Half Way Up
36	36	36	36	36	MARK CHESNUTT/It's A Little Too...
25	25	36	36	36	VINCE GILL/Pretty Little...
25	25	36	36	36	TOBY KEITH/Me Too
25	25	36	36	36	PATTY LOVELESS/She Drew A Broken...
36	36	36	36	36	DARYLE SINGLETARY/Amen Kind Of Love
25	25	36	36	36	TRAVIS TRITT/Where Com Don't...
25	25	36	36	36	TRACE ADKINS/This Ain't No...
25	25	36	36	36	ALABAMA/Sad Lookin' Moon
25	25	36	36	36	TRACY BYRD/Don't Take Her...
25	25	36	36	36	DEANA CARTER/We Danced Anyway
18	25	36	36	36	DIAMOND RIO/Holdin'
18	25	36	36	36	TY HERNDON/She Wants To Be...
25	25	36	36	36	ALAN JACKSON/Everything I Love
18	18	25	36	36	SAMMY KERSHAW/Politics, Religion
18	18	25	36	36	LEONESTAR/Heartbroke Every Day
18	18	25	36	36	BRICKMAN & MCBRIDE/Valentine
25	25	36	36	36	NEAL MCCOY/That Woman Of Mine
25	25	36	36	36	REBA MCENTIRE/How Was I To Know
25	25	36	36	36	COLLIN RAYE/On The Verge
25	25	36	36	36	RICOCHET/Ease My Troubled...
25	25	36	36	36	LEANN RIMES/Unchained Melody
25	25	36	36	36	KEVIN SHARP/NoBODY Knows
25	25	36	36	36	MARTY STUART/You Can't Stop Love
25	25	36	36	36	CLAY WALKER/Rumor Has It
25	25	36	36	36	MINDY MCCREADY/Maybe He'll Notice...
18	18	25	36	36	BUFFALO CLUB/It She Don't Love...
18	18	25	36	36	KENNY CHESNEY/When I Close My Eyes
18	18	25	36	36	TERRI CLARK/Emotional Girl
18	18	25	36	36	BILL ENGVALL/Here's Your Sign...
18	18	25	36	36	DAVID KERSH/Another You
18	18	25	36	36	TRACY LAWRENCE/Better Man...
18	18	25	36	36	MILA MASON/Dark Horse
18	18	25	36	36	LORRIE MORGAN/Good As I Was To You
18	18	25	36	36	BROOKS & DUNNVA Man This Loney
15	15	15	15	15	TRACY BYRD/Big Love
15	15	15	15	15	DEANA CARTER/Strawberry Wine
15	15	15	15	15	DAVID KERSH/Goodnight Sweetheart

KYGO DENVER
98.5
MARKET #23
KYGO/Denver
(303) 321-0950
St. John/Page

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
30	30	30	30	30	JAMES BONAMY/All I Do Is Love Her
30	30	30	30	30	JOHN M. MONTGOMERY/Friends
30	30	30	30	30	BROOKS & DUNNVA Man This Loney
30	30	30	30	30	DARYLE SINGLETARY/Amen Kind Of Love
30	30	30	30	30	LEANN RIMES/One Way Ticket...
22	30	30	30	30	KENNY CHESNEY/When I Close My Eyes
22	30	30	30	30	CLINT BLACK/Half Way Up
22	30	30	30	30	TOBY KEITH/Me Too
22	22	30	30	30	VINCE GILL/Pretty Little...
22	22	30	30	30	LONESTAR/Heartbroke Every Day
13	22	22	22	22	JOHN BERRY/She's Taken A Shine
22	22	22	22	22	TY HERNDON/She Wants To Be...
22	22	22	22	22	RICK TREVIÑO/Running Out Of...
22	22	22	22	22	TRACE ADKINS/This Ain't No...
22	22	22	22	22	ALAN JACKSON/Everything I Love
22	22	22	22	22	PATTY LOVELESS/She Drew A Broken...
22	22	22	22	22	TRAVIS TRITT/Where Com Don't...
13	22	22	22	22	DERYL DODD/That's How I Got...
13	22	22	22	22	CLAY WALKER/Rumor Has It
13	22	22	22	22	SAMMY KERSHAW/Politics, Religion
13	22	22	22	22	DIAMOND RIO/Holdin'
13	22	22	22	22	PATTY LOVELESS/She Drew A Broken...
13	22	22	22	22	BRICKMAN & MCBRIDE/Valentine
13	22	22	22	22	REBA MCENTIRE/How Was I To Know
22	22	22	22	22	DEANA CARTER/We Danced Anyway
13	22	22	22	22	BUFFALO CLUB/It She Don't Love...
13	22	22	22	22	TERRI CLARK/Emotional Girl
13	22	22	22	22	DAVID KERSH/Another You
13	22	22	22	22	COLLIN RAYE/On The Verge
13	22	22	22	22	LEANN RIMES/Unchained Melody
13	22	22	22	22	MARTINA MCBRIDE/Cry On...
13	22	22	22	22	THRASHER SHIVER/Be Honest
13	22	22	22	22	TRACY LAWRENCE/Better Man...
5	5	13	13	13	NEAL MCCOY/That Woman Of Mine
5	5	13	13	13	MARTY STUART/You Can't Stop Love
5	5	13	13	13	BURNIN' DAYLIGHT/Say Yes
5	5	13	13	13	MINDY MCCREADY/A Girl's Got To Do...
5	5	5	5	5	LORRIE MORGAN/Good As I Was To You
5	5	5	5	5	PAUL BRANDT/Meant To Do That
5	5	5	5	5	RICOCHET/Ease My Troubled...

KUPL PORTLAND, OR
98.5
MARKET #24
KUPL/Portland, OR
(503) 223-0300
Rogers/Taylor

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
36	36	36	36	36	TIM MCGRAW/Maybe We Should...
36	36	36	36	36	TRACY LAWRENCE/Is That A Tear
36	36	36	36	36	RICK TREVIÑO/Running Out Of...
25	25	36	36	36	VINCE GILL/Pretty Little...
36	36	36	36	36	KEVIN SHARP/NoBODY Knows
36	36	36	36	36	CLINT BLACK/Half Way Up
25	25	36	36	36	BROOKS & DUNNVA Man This Loney
25	25	36	36	36	REBA MCENTIRE/How Was I To Know
12	25	36	36	36	TRACY BYRD/Don't Take Her...
25	25	36	36	36	LONESTAR/Heartbroke Every Day
12	25	36	36	36	MINDY MCCREADY/Maybe He'll Notice...
25	25	36	36	36	TRAVIS TRITT/Where Com Don't...
25	25	36	36	36	DEANA CARTER/We Danced Anyway
25	25	36	36	36	ALAN JACKSON/Everything I Love
25	25	36	36	36	JOHN BERRY/She's Taken A Shine
25	25	36	36	36	LEANN RIMES/Unchained Melody
25	25	36	36	36	PATTY LOVELESS/She Drew A Broken...
12	25	36	36	36	TERRI CLARK/Emotional Girl
7	7	12	12	12	TRACE ADKINS/This Ain't No...
12	25	36	36	36	DARYLE SINGLETARY/Amen Kind Of Love
12	25	36	36	36	BILL ENGVALL/Here's Your Sign...
7	7	12	12	12	CLAY WALKER/Rumor Has It
12	12	12	12	12	TY HERNDON/She Wants To Be...
7	7	12	12	12	DIAMOND RIO/Holdin'
7	7	12	12	12	MARTY STUART/You Can't Stop Love
7	7	12	12	12	RICOCHET/Ease My Troubled...
7	7	12	12	12	BUFFALO CLUB/It She Don't Love...
18	18	18	18	18	GARY ALLAN/Forever And A Day
18	18	18	18	18	LONESTAR/Heartbroke Every Day
18	18	18	18	18	BILL ENGVALL/Here's Your Sign...
18	18	18	18	18	COLLIN RAYE/On The Verge
5	18	18	18	18	TRACE ADKINS/This Ain't No...
18	18	18	18	18	NEAL MCCOY/That Woman Of Mine
5	18	18	18	18	JOHN BERRY/She's Taken A Shine
5	18	18	18	18	BIG HOUSE/Cold Outside
5	18	18	18	18	TY HERNDON/She Wants To Be...
5	18	18	18	18	TERRI CLARK/Emotional Girl
5	18	18	18	18	KENNY CHESNEY/When I Close My Eyes
5	18	18	18	18	JAMES BONAMY/All I Do Is Love Her
5	18	18	18	18	DERYL DODD/That's How I Got...

KWUU PORTLAND, OR
99.5 FM 1080 AM
MARKET #24
KWUU/Portland, OR
(503) 228-4383
Mitchell/McCrae

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
25	25	40	40	40	VINCE GILL/Pretty Little...
40	40	40	40	40	BROOKS & DUNNVA Man This Loney
18	38	38	38	38	RICK TREVIÑO/Running Out Of...
25	25	38	38	38	ALAN JACKSON/Everything I Love
25	25	38	38	38	TOBY KEITH/Me Too
18	25	38	38	38	DARYLE SINGLETARY/Amen Kind Of Love
25	25	38	38	38	TRISHA YEARWOOD/Everybody Knows
25	25	38	38	38	TRACE ADKINS/Every Light In...
25	25	38	38	38	REBA MCENTIRE/How Was I To Know
38	38	38	38	38	KEVIN SHARP/NoBODY Knows
18	25	38	38	38	CLAY WALKER/Rumor Has It
18	25	38	38	38	BRYAN WHITE/That's Another Song
18	25	38	38	38	TRACY BYRD/Don't Take Her...
25	25	38	38	38	JOHN M. MONTGOMERY/Friends
18	25	38	38	38	CLINT BLACK/Half Way Up
38	38	38	38	38	MARK CHESNUTT/It's A Little Too...
38	38	38	38	38	FAITH HILL/Can't Do That...
18	25	38	38	38	PATTY LOVELESS/She Drew A Broken...
38	38	38	38	38	LEANN RIMES/Unchained Melody
18	25	38	38	38	TRAVIS TRITT/Where Com Don't...
18	25	38	38	38	DIAMOND RIO/Holdin'
18	25	38	38	38	DEANA CARTER/We Danced Anyway
18	25	38	38	38	SAMMY KERSHAW/Politics, Religion
18	25	38	38	38	TRACY LAWRENCE/Better Man...
18	25	38	38	38	MARTY STUART/You Can't Stop Love
18	25	38	38	38	BUFFALO CLUB/It She Don't Love...
18	25	38	38	38	ALABAMA/Sad Lookin' Moon
18	25	38	38	38	GARY ALLAN/Forever And A Day
18	25	38	38	38	LONESTAR/Heartbroke Every Day
18	25	38	38	38	BILL ENGVALL/Here's Your Sign...
25	25	38	38	38	COLLIN RAYE/On The Verge
5	18	18	18	18	TRACE ADKINS/This Ain't No...
18	18	18	18	18	NEAL MCCOY/That Woman Of Mine
5	18	18	18	18	JOHN BERRY/She's Taken A Shine
5	18	18	18	18	BIG HOUSE/Cold Outside
15	15	15	15	15	TY HERNDON/She Wants To Be...
6	5	15	15	15	TERRI CLARK/Emotional Girl
5	5	15	15	15	KENNY CHESNEY/When I Close My Eyes
5	5	15	15	15	JAMES BONAMY/All I Do Is Love Her
5	5	15	15	15	DERYL DODD/That's How I Got...

WUEB CINCINNATI
105.5
MARKET #25
WUEB/Cincinnati
(513) 721-1050
Closson/Hamilton

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
35	35	35	35	35	MARK CHESNUTT/It's A Little Too...
25	25	35	35	35	TOBY KEITH/Me Too
35	35	35	35	35	DAVID KERSH/Goodnight Sweetheart
18	25	35	35	35	LITTLE TEXAS/Kiss The Girl
35	35	35	35	35	DEANA CARTER/We Danced Anyway
35	35	35	35	35	KEVIN SHARP/NoBODY Knows
35	35	35	35	35	DARYLE SINGLETARY/Amen Kind Of Love
25	35	35	35	35	BROOKS & DUNNVA Man This Loney
25	35	35	35	35	VINCE GILL/Pretty Little...
18	25	35	35	35	ALAN JACKSON/Everything I Love
18	25	35	35	35	REBA MCENTIRE/How Was I To Know
18	25	35	35	35	CLAY WALKER/Rumor Has It
18	25	35	35	35	RICK TREVIÑO/Running Out Of...
18	25	35	35	35	COLLIN RAYE/On The Verge
25	25	35	35	35	TRAVIS TRITT/Where Com Don't...
18	18	25	35	35	PATTY LOVELESS/She Drew A Broken...
18	18	25	35	35	CLINT BLACK/Half Way Up
25	25	35	35	35	FAITH HILL/Can't Do That...
18	18	25	35	35	TRACE ADKINS/This Ain't No...
35	35	35	35	35	LEANN RIMES/Unchained Melody
25	25	35	35	35	TRAVIS TRITT/Where Com Don't...
25	25	35	35	35	DIAMOND RIO/Holdin'
18	18	25	35	35	DEANA CARTER/We Danced Anyway
18	18	25	35	35	SAMMY KERSHAW/Politics, Religion
18	18	25	35	35	TRACY LAWRENCE/Better Man...
18	18	25	35	35	MARTY STUART/You Can't Stop Love
18	18	25	35	35	BUFFALO CLUB/It She Don't Love...
18	18	25	35	35	ALABAMA/Sad Lookin' Moon
5	18	18	18	18	LORRIE MORGAN/Good As I Was To You
35	35	35	35	35	TRACY BYRD/Don't Take Her...
18	18	18	18	18	JOHN BERRY/She's Taken A Shine
35	35	35	35	35	TRISHA YEARWOOD/Everybody Knows
25	25	35	35	35	DAVID KERSH/Another You
35	35	35	35	35	TRISHA YEARWOOD/Everybody Knows
18	18	18	18	18	TERRI CLARK/Emotional Girl
18	18	18	18	18	KENNY CHESNEY/When I Close My Eyes
13	13	13	13	13	TERRI CLARK/Emotional Girl
13	13	13	13	13	PATTY LOVELESS/She Drew A Broken...
13	13	13	13	13	GARY ALLAN/Her Man

FR95.1 RIVERSIDE
95.1 KFRG
MARKET #26
KFRG/Riverside
(909) 825-9525
Massie/Jeffrey

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
37	37	37	37	37	KEVIN SHARP/NoBODY Knows
24	37	37	37	37	TRACY LAWRENCE/Is That A Tear
37	37	37	37	37	RICK TREVIÑO/Running Out Of...
24	37	37	37	37	GARY ALLAN/Forever And A Day
37	37	37	37	37	VINCE GILL/Pretty Little...
37	37	37	37		

AC PLAYLISTS

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

KOST
103.5FM

MARKET #2
KOST/Los Angeles
(213) 427-1035
Kaye/Chiang

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
28	28	28	28	28	ROD STEWART/II We Fall In...
28	28	28	28	28	TONI BRAXTON/Un-break My Heart
28	28	28	28	28	JOURNEY/When You Love...
28	28	28	28	28	CELINE DION/It's All Coming...
28	28	28	28	28	TINA TURNER/Missing You
28	28	28	28	28	ELTON JOHN/You Can Make...
21	21	21	21	21	SEAL/Fly Like An Eagle
21	21	21	21	21	PHIL COLLINS/Dance Into The Light
18	18	18	18	18	MARIAH CAREY/Forever
18	18	18	18	18	DDNNA LEWIS/I Love You Always...
18	18	18	18	18	EVERYTHING BUT.../Missing
18	18	18	18	18	MARIAH CAREY/Always Be My Baby
18	18	18	18	18	CELINE DION/Because You Loved Me
18	18	18	18	18	GLORIA ESTEFANI/Reach
6	6	6	6	6	WHITNEY HOUSTON/ Believe In You
4	4	4	4	4	BRICKMAN & MCBRIDE/Valentine

Lite 93.9

MARKET #3
WLIT/Chicago
(312) 329-9002
Edwards

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
17	19	19	24	24	BRICKMAN & MCBRIDE/Valentine
17	19	19	19	19	PHIL COLLINS/It's In Your Eyes...
11	17	17	17	17	GLORIA ESTEFANI/Not Giving...
17	19	19	19	19	WHITNEY HOUSTON/ Believe In You
19	19	19	19	19	KENNY LOGGINS/For The First Time
10	11	11	17	17	CELINE DION/All By Myself
17	17	17	17	17	LIONEL RICHIE/Still In Love
10	10	10	10	10	JON SECADA/Too Late, Too Soon
19	19	19	19	19	ROD STEWART/II We Fall In...
19	17	17	17	17	STREISAND & ADAMS/ Finally Found...
10	10	10	10	10	MICHAEL ENGLISH/When I Need You
11	11	11	11	11	R. KELLY/ Believe I Can Fly
10	10	10	10	10	KENNY G/Havana
10	10	10	10	10	BRYAN ADAMS/II Always Be
19	17	11	10	10	TONI BRAXTON/Un-break My Heart
10	10	10	10	10	LIVINGSTON TAYLOR/Boatman
10	10	10	10	10	CAST OF RENT/Seasons Of Love
8	8	8	8	8	ERIC CLAPTON/Change The World
8	8	8	8	8	MARIAH CAREY/Dance Into The Light
8	8	8	8	8	CELINE DION/Because You Loved Me
17	8	8	8	8	JOURNEY/When You Love...
10	8	8	8	8	KENNY G/The Moment

B-101.1

MARKET #5
WBEB/Philadelphia
(610) 667-8400
Conley/Rowland

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
23	23	23	23	23	ROD STEWART/II We Fall In...
23	23	23	23	23	ERIC CLAPTON/Change The World
23	23	23	23	23	JOURNEY/When You Love...
19	18	18	23	23	CELINE DION/Because You Loved Me
19	18	18	23	23	GLORIA ESTEFANI/Not Giving...
19	18	18	23	23	ELTON JOHN/You Can Make...
23	23	23	23	23	TONI BRAXTON/Un-break My Heart
23	23	18	18	18	BRICKMAN & MCBRIDE/Valentine
19	18	18	18	18	SEAL/Fly Like An Eagle
19	18	18	18	18	KENNY LOGGINS/For The First Time
19	18	18	18	18	LIONEL RICHIE/Still In Love
10	18	18	18	18	DDN LEWIS/Through Your Hands
10	18	18	18	18	NO DOUBT/Don't Speak
23	23	18	18	18	WHITNEY HOUSTON/ Believe In You
19	18	18	18	18	PHIL COLLINS/It's In Your Eyes
19	18	18	18	18	HODDIE & BLOWFISH/Only Wanna Be
10	18	18	18	18	GLORIA ESTEFANI/Reach
10	18	18	18	18	MARIAH CAREY/Forever
10	18	18	18	18	PETER CETERA/Forever Tonight
10	18	18	18	18	DONNA LEWIS/I Love You Always...
10	18	18	18	18	JEWEL/Who Will Save
10	8	10	10	10	BRUCE SPRINGSTEEN/Secret Garden
10	10	10	10	10	MADONNA/You Must Love Me
10	10	10	10	10	BRYAN ADAMS/II Always Be...
10	10	10	10	10	CELINE DION/All By Myself
10	8	10	10	10	BABYFACE/Every Time I...
19	18	5	5	5	JOHN MELLENCAMP/Just Another Day
5	5	5	5	5	R. KELLY/ Believe I Can Fly

KVIL
103.7fm

MARKET #7
KVIL/Dallas
(214) 691-1037
Curtis/O'Neal

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
24	24	24	24	24	KENNY G/The Moment
24	24	24	24	24	CELINE DION/All By Myself
18	18	16	24	24	STREISAND & ADAMS/ Finally Found...
24	24	24	24	24	CELINE DION/It's All Coming...
22	23	23	23	23	PETER CETERA/Forever Tonight
22	23	23	23	23	JIM BRICKMAN/Angel Eyes
19	19	23	23	23	TONI BRAXTON/Un-break My Heart
16	23	23	23	23	WHITNEY HOUSTON/ Believe In You...
12	12	12	12	12	BRICKMAN & MCBRIDE/Valentine
16	16	16	16	16	KENNY G/Havana
16	16	16	16	16	R. KELLY/ Believe I Can Fly
16	16	16	16	16	LIONEL RICHIE/Still In Love
24	24	24	24	24	NEVILLE & ROBERTSON/Crazy Love
15	15	15	15	15	PETER CETERA/One Clear Voice
15	15	15	15	15	SEAL/Fly Like An Eagle
12	12	12	12	12	JON SECADA/Too Late, Too Soon
12	12	12	12	12	CETERA & REEVES/S.O.S
12	12	12	12	12	TONY RICH PROJECT/Leavin'
9	9	9	9	9	CRYSTAL BERNARD/Have We Forgotten...
22	16	9	9	9	ERIC CLAPTON/Change The World
5	5	5	5	5	BARRY MANILOW/Bluer Than Blue
5	5	5	5	5	TONY RICH PROJECT/NoBody Knows
5	5	5	5	5	SARAH MCLACHLANI/Will Remember You
5	5	5	5	5	CELINE DION/Because You Loved Me
5	5	5	5	5	MICHAEL BOLTON/A Love So Beautiful
22	23	23	23	23	ELTON JOHN/Blessed

Soft Rock 97.1
WASH-FM

MARKET #8
WASH/Washington
(202) 895-5000
Streit/Martin

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
35	35	35	35	35	JOURNEY/When You Love...
28	35	35	35	35	STREISAND & ADAMS/ Finally Found...
35	35	35	35	35	TONI BRAXTON/Un-break My Heart
35	35	35	35	35	CELINE DION/It's All Coming...
28	35	35	35	35	ERIC CLAPTON/Change The World
35	35	28	28	28	ELTON JOHN/You Can Make
28	28	28	28	28	SARAH MCLACHLANI/Will Remember You
28	28	28	28	28	WHITNEY HOUSTON/ Believe In You...
28	28	28	28	28	GLORIA ESTEFANI/Not Giving...
28	28	28	28	28	CELINE DION/All By Myself
28	28	28	28	28	R. KELLY/ Believe I Can Fly
21	21	21	21	21	MADONNA/Don't Cry For Me...
21	21	21	21	21	NO DOUBT/Don't Speak
10	10	10	10	10	PHIL COLLINS/It's In Your Eyes
10	10	10	10	10	BRICKMAN & MCBRIDE/Valentine
10	10	10	10	10	JON SECADA/Too Late, Too Soon
10	10	10	10	10	CELINE DION/Because You Loved Me
10	10	10	10	10	DONNA LEWIS/I Love You Always...
10	10	10	10	10	JANN ARDEN/insensitive

MAGIC
106.7

MARKET #10
WMJX/Boston
(617) 542-0241
Kelley/Laurence

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
26	25	25	27	27	JOURNEY/When You Love...
26	25	25	27	27	STREISAND & ADAMS/ Finally Found...
26	25	25	27	27	ERIC CLAPTON/Change The World
26	25	25	27	27	DONNA LEWIS/I Love You Always...
26	25	25	27	27	TONI BRAXTON/Un-break My Heart
23	11	15	18	18	CELINE DION/It's All Coming...
12	12	13	13	13	CELINE DION/Because You Loved Me
12	12	13	13	13	MADONNA/You I See
12	12	12	12	12	MARIAH CAREY/Always Be My Baby
12	12	9	12	12	ROD STEWART/II We Fall In...
13	12	12	12	12	TAKE THAT/Back For Good
12	12	12	12	12	R. KELLY/ Believe I Can Fly
12	9	12	11	11	ELTON JOHN/You Can Make...
12	14	14	14	14	TONY RICH PROJECT/NoBody Knows
12	13	10	10	10	MARIAH CAREY/Forever
10	12	11	10	10	ROD STEWART/So Far Away
12	12	9	9	9	SEAL/Don't Cry
7	11	10	9	9	VANESSA WILLIAMS/Where Do We Go
7	9	8	8	8	WHITNEY HOUSTON/ Believe In You
7	9	8	8	8	BRICKMAN & MCBRIDE/Valentine
5	5	5	5	5	PHIL COLLINS/It's In Your Eyes
5	5	5	5	5	KENNY G/The Moment
1	1	1	1	1	LIVINGSTON TAYLOR/Boatman
1	1	1	1	1	WARREN HILL/Shelter From

Q25 KLSY

MARKET #13
KLSY/Seattle
(206) 454-1540
Irwin/Brooks

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
28	28	28	28	28	TONI BRAXTON/Un-break My Heart
28	28	28	28	28	STREISAND & ADAMS/ Finally Found...
28	28	28	28	28	CELINE DION/It's All Coming...
23	23	23	23	23	KENNY LOGGINS/For The First Time
9	17	28	28	28	BRICKMAN & MCBRIDE/Valentine
28	23	23	23	23	JOURNEY/When You Love...
17	17	23	23	23	CELINE DION/Send Me A Lover
23	23	23	23	23	PETER CETERA/One Clear Voice
17	23	23	23	23	KENNY G/The Moment
17	23	23	23	23	DON HENLEY/Through Your Hands
23	28	23	23	23	WHITNEY HOUSTON/ Believe In You...
17	17	17	17	17	DONNA LEWIS/I Love You Always...
9	14	17	17	17	BRYAN ADAMS/et's Make A
17	17	14	14	14	PHIL COLLINS/Dance Into The Light
17	17	14	14	14	CELINE DION/To Love You More
14	14	14	14	14	ROD STEWART/II We Fall In
14	14	14	14	14	MADONNA/You Must Love Me
9	14	14	14	14	MADONNA/Don't Cry For Me
17	14	14	14	14	ERIC CLAPTON/Change The World
14	14	14	14	14	TONY RICH PROJECT/NoBody Knows
9	9	9	9	9	SARAH MCLACHLANI/Will Remember You
9	9	9	9	9	GLORIA ESTEFANI/Reach
9	9	9	9	9	BABYFACE/Every Time I...
9	9	9	9	9	CELINE DION/All By Myself

WALK 97.5

MARKET #15
WALK/Long Island
(516) 475-5200
Michaels/Miller/Lombardo

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
30	30	30	30	30	TONI BRAXTON/Un-break My Heart
30	30	30	30	30	JOURNEY/When You Love...
30	30	30	30	30	STREISAND & ADAMS/ Finally Found
30	30	30	30	30	WHITNEY HOUSTON/ Believe In You
30	30	30	30	30	JEWEL/Who Were Meant
13	27	27	27	27	NO DOUBT/Don't Speak
30	10	10	10	10	HODDIE & BLOWFISH/Go Blind
10	10	10	10	10	ROD STEWART/II We Fall In...
10	10	10	10	10	CELINE DION/All By Myself
4	4	7	10	10	PHIL COLLINS/It's In Your Eyes...
10	10	10	10	10	BABYFACE/Every Time I...
10	10	10	10	10	BRYAN ADAMS/et's Make A
10	10	10	10	10	CELINE DION/It's All Coming
10	10	10	10	10	DONNA LEWIS/I Love You Always
10	10	10	10	10	ERIC CLAPTON/Change The World
10	10	10	10	10	TONI BRAXTON/et Flow
10	10	10	10	10	GLORIA ESTEFANI/Not Giving
8	8	8	8	8	MADONNA/Don't Cry For Me
10	10	10	10	10	JOHN MELLENCAMP/Key West...
8	8	8	8	8	MARIAH CAREY/Forever
8	8	8	8	8	ROBERT MILLS/Children
8	8	8	8	8	TRACY CHAPMAN/Give Me One Reason
8	8	8	8	8	JANN ARDEN/insensitive
8	8	8	8	8	CELINE DION/Because You Loved Me
8	8	8	8	8	MARIAH CAREY/Always Be My Baby
8	8	8	8	8	JEWEL/Who Will Save
8	8	8	8	8	TONY RICH PROJECT/NoBody Knows
8	8	8	8	8	HUSTON & WINANS/Count On Me
8	8	8	8	8	DEEP BLUE SOMETHING/Breakfast At

103.5 FM WLTE

MARKET #16
WLTE/Minneapolis
(612) 339-1029
Nolan

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
21	21	17	17	17	STREISAND & ADAMS/ Finally Found
21	21	17	17	17	LIONEL RICHIE/Still In Love
21	21	17	17	17	HUEY LEWIS & NEWS/100 Years From Now
21	21	17	17	17	WHITNEY HOUSTON/ Believe In You
21	21	17	17	17	KENNY LOGGINS/For The First Time
21	21	17	17	17	GLORIA ESTEFANI/Not Giving...
8	21	17	17	17	PHIL COLLINS/It's In Your Eyes...
16	19	17	17	17	JOURNEY/When You Love
16	17	17	17	17	TONI BRAXTON/Un-break My Heart
16	17	17	17	17	CELINE DION/All By Myself
16	17	17	17	17	BEACH BOYS/STROCCOLO/Can Hear Music
16	16	16	16	16	MADONNA/You Must Love Me
16	16	16	16	16	TONY RICH PROJECT/NoBody Knows
12	15	15	15	15	CELINE DION/It's All Coming
12	15	15	15	15	ELTON JOHN/You Can Make...
16	15				



MIKE KINOSHIAN

NAC AT NITE

Sailing A Light 'Breeze' For 10 Years

Ten years ago today (2/14/87), KMET/Los Angeles (the once "Mighty Met") was transformed into KTWV, thus ushering in a new format "wave." Clones of the new entry — which R&R would later dub "NAC," signifying the "New AC" — sprouted everywhere. Some ACs jumped on the bandwagon, flavoring their evenings and nights with a special music mix. One decade later, several ACs continue to daypart NAC.

"This came about for us before there was even such a thing as NAC," declares WTPI/Indianapolis VP/Programming Gary Havens, who 10 years ago noticed that the station's four-hour Sunday morning jazz show attracted good numbers. At the time, he says, "WTPI's ratings were pretty low, so we didn't have much to lose. It's a left-field idea that came about because of the market's competitive nature."

The majority of WTPI's 1987 partisans were at-work listeners. "We didn't have much in the way of a drive-time show and absolutely nothing at night," recalls Havens. "We pretty much duplicated what was being done at [crosstown Emmis AC] WENS.

"I've always felt one of AC's problems is that the format's primary target is female at-work listeners. Other than at work, they really don't listen to very much radio. They go home, watch television, take the kids to soccer, and aren't available to listen to AC at night."

Realizing this, many ACs discovered the importance of "Love Songs." "It's a good bit, and unfortunately, WENS was already doing it. I looked at who was available to listen and saw there was a large audience not being served. They were primarily singles, blacks, and people working the night shift. We wanted to attract them by putting something with a different spin to it."

In The Mood

Widely known today as Smooth Jazz, the label affixed to it 10 years ago was Contemporary Jazz. "We mix in vocals from the regular AC repertoire, as well as some Urban AC vocals. There's a lot of Anita Baker, Phil Collins, Elton John, and Luther Vandross. Our feeling has always been to come back to the vocals that fit, but not all vocals do fit. This isn't a jazz or NAC show — it's a 'mood' show."

Other core artists include Rich-

ard Elliot, Russ Freeman & The Rippingtons, Dave Koz, and David Sanborn. Havens comments, "At one point, we played more New Age, but that music has dried up the past few years. Even Yanni hasn't had anything new out in a while. The guitar mix and sax mix have basically driven the format all these years."

It's A Breeze

WTPI's 10-year-old "Nightbreeze" airs 7pm-5am and all day Sunday. Having another format on the station, opines Havens, separates it from the pack. "Most Indianapolis stations position themselves with liners that define their music. We don't and never have. We say that we play the right music for every part of a listener's day. What we play in the morning

differs from what we play at night. Our overall focus is to be a lifestyle format. We don't have the cume of a real hit-oriented station, but we have enormous TSL."

In much the same way WTPI's music is dayparted, Havens also dayparts the personality approach. "As a programmer, I believe the way you build power into background stations and make them foreground is by saying things that touch people's emotions. We do that by giving people feedback. People tell us our announcers seem to know exactly what they're doing at certain precise times."

Promotion Possibilities

Nightbreeze has opened the door for WTPI's involvement with live concert promotions, with past shows featuring stars like Michael Franks, Grover Washington Jr., and Spyro Gyra. "Most [other ACs] don't get involved that much with it; there aren't too many acts you can tie in with, and most play in huge arenas. We've developed a very nice relationship with several promoters who organize good shows for 1500-2000 people. Our concert audience age is usually 25-40. We're now an active concert station that makes money, but we wouldn't be able to do so unless we have this wrinkle to our format."

Rather than heavily promoting Nightbreeze, Havens concedes the show has developed largely on its own and without consultant input.

There was a large audience not being served. They were primarily singles, blacks, and people working the night shift. We wanted to attract them by putting something with a different spin to it.

Madison's WMGN Still Making Night Magic

Even after 10 years, WMGN/Madison, WI's nightly six-hour NAC-flavored "Magic At Night" still generates strong response.

"We're still the oddball out there doing it," jokes VP/Programming Pat O'Neill. "Many markets have fulltime NACs, whereas 10 years ago they didn't. WRRM/Cincinnati, for example, did a similar show but stopped because the market now has an NAC. It doesn't surprise me that ACs have abandoned NAC dayparting."



Pat O'Neill

Previous Options

Between 1984-1987, WMGN experimented with night programming by going softer, becoming more gold-based, or by doing more

promotions. The original thought behind Magic At Night was to offer something completely different. "Listening levels drop off after 6pm in AC, so there's very little to lose," notes O'Neill. "There's a certain core of people who come to us every night. We do a love songs show that masquerades as a request show from 6-9pm and Magic At Night from 9pm-3am, which is still strong with women."

Representative artists featured in Magic At Night's lead-in include Oleta Adams, Anita Baker, and Bobby Caldwell. "The station has always been flavored with that type of stuff during the day, so it's not a drastic switch," explains O'Neill. "At 9pm, we go more to a 50/50 vocal/instrumental mix, with plenty of Patty Austin, Russ Freeman & The Rip-

Nighttime Presence In The Midwest

When NAC first hit the scene about 10 years ago, many ACs got into the act by adding nightly NAC shows. While most of these stations have dropped NAC for AC consistency, WTPI/Indianapolis and WMGN/Madison, WI remain.

Here's the contrast of their Monday-Friday 6am-7pm and Monday-Friday 7pm-midnight numbers among three key female demos in this fall's Arbitron.

The daytime rankings are followed by fluctuations compared against the station's four-book average in that daypart. Following the stations' nighttime rankings are year-to-year percentage gains or losses.

Monday-Friday 6am-7pm

Women

	18-34	25-54	35-64
WTPI	#8 (-20%)	#3 (+11%)	#2 (+16%)
WMGN	#2 (+6%)	#1 (+17%)	#1 (-16%)

Monday-Friday 7pm-midnight

Women

	18-34	25-54	35-64
WTPI	#16 (-87%)	#6 (-30%)	#5 (+20%)
WMGN	#4 (+36%)	#1 (-15%)	#2 (-40%)

"I never let anyone else pick the songs, and each hour has a different format clock. I generally come back to a vocal every third or fourth song, but that can vary."

"[While it] doesn't happen every book, we've been No. 1 12+ and 25-54, and it gives us a little more 'hipness.' It's one of the few things that wasn't built on research or charts — it was built on sound."

Content To Daypart

Although he's witnessed success with NAC dayparting, Ha-

vens explains, "People probably aren't in the mood for this type of music all day. Stations doing this format 24 hours a day usually don't get more than three or four shares 12+. To be a viable Indianapolis station, you have to be able to get a five or six share. I don't think there's room here for this format to be a major player. A small station could probably come in and get along with a two or three share, but we can't. If it made sense to do this format 24 hours a day, we'd be doing it."

ingtons, and Lee Ritenour."

A Saturday night '70s show is another WMGN programming component. "Those ratings this fall were huge," boasts O'Neill. "I don't think there's another station in the country that does as many different things as we do. I know most consultants would say that we're insane and would never advise people to do this, but we've had nothing but success with it."

Status Quo

There's really not much temptation for WMGN to pull the plug on AC for NAC. "This station signed on No. 1 with women as a live AC

in 1984," recalls O'Neill. "We were built like KVIL/Dallas and KSTP-FM/Minneapolis, and we've simply been a major success story over the years. We do too well during the day to ever consider becoming NAC, and there's never been a need for us to evolve."

As far as following suit with those ACs that have dumped NAC dayparting, O'Neill remarks, "We'd look at doing that if the ratings were consistently lower [than the other dayparts], or if the market were to get a full-time NAC. There doesn't, however, seem to be any sign of either happening."

I don't think there's another station that does as many different things as we do. I know most consultants would say that we're insane, but we've had nothing but success with it.

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
3	2	1	1	WHITNEY HOUSTON I Believe In You And Me (Arista) 2123 2209 2177 2061 93/0					
1	1	2	2	TONI BRAXTON Un-break My Heart (LaFace/Arista) 2099 2162 2254 2223 94/1					
2	3	3	3	BARBRA STREISAND & BRYAN ADAMS I Finally Found... (Columbia) 1904 2072 2124 2152 90/0					
12	8	5	4	JIM BRICKMAN w/MARTINA MCBRIDE Valentine (Windham Hill) 1865 1673 1386 1148 90/2					
6	6	6	5	GLORIA ESTEFAN I'm Not Giving You Up (Epic) 1612 1621 1576 1492 81/0					
4	4	4	6	ROD STEWART If We Fall In Love Tonight (Warner Bros.) 1530 1689 1753 1845 79/0					
11	9	9	7	KENNY LOGGINS For The First Time (Columbia) 1447 1387 1278 1151 77/1					
5	5	7	8	JOURNEY When You Love A Woman (Columbia) 1421 1605 1674 1723 78/0					
7	7	8	9	LIONEL RICHIE Still In Love (Mercury) 1391 1463 1459 1444 77/0					
—	20	13	10	CELINE DION All By Myself (550 Music) 1364 1032 620 140 86/10					
18	14	11	11	PHIL COLLINS It's In Your Eyes (Any...) (Face Value/Atlantic) 1266 1112 967 677 74/0					
14	13	12	12	DON HENLEY Through Your Hands (Revolution) 1104 1069 1005 852 62/1					
9	10	10	13	ERIC CLAPTON Change The World (Reprise) 993 1126 1185 1172 71/1					
21	17	15	14	R. KELLY I Believe I Can Fly (Jive) 975 873 734 515 69/4					
10	11	14	15	CELINE DION It's All Coming Back To Me Now (550 Music) 814 966 1080 1156 60/0					
13	15	16	16	ELTON JOHN You Can Make History (Young Again) (MCA) 731 763 801 890 49/0					
—	—	25	17	BRYAN ADAMS I'll Always Be Right There (A&M) 693 418 11 — 64/20					
—	—	26	18	JON SECADA Too Late, Too Soon (SBK/EMI) 672 392 8 — 62/17					
30	27	22	19	MADONNA Don't Cry For Me Argentina (Warner Bros.) 559 491 336 175 41/3					
—	—	29	21	KENNY G Havana (Arista) 553 352 — — 52/12					
23	22	21	21	BARRY MANILOW Bluer Than Blue (Arista) 549 534 508 443 47/0					
19	18	19	22	PETER CETERA w/RONNA REEVES S.O.S. (River North) 544 654 652 636 40/0					
8	12	18	23	HUEY LEWIS & THE NEWS 100 Years From Now (Elektra/EEG) 513 696 1035 1329 33/0					
26	24	23	24	NO DOUBT Don't Speak (Trauma/Interscope) 503 479 449 342 25/2					
27	25	24	25	JOHN MELLENCAMP Just Another Day (Mercury) 476 437 399 313 35/4					
—	—	30	26	JEWEL You Were Meant For Me (Atlantic) 414 330 179 77 24/8					
28	26	28	27	BABYFACE Every Time I Close My Eyes (Epic) 369 355 338 253 34/2					
DEBUT	28	28	28	MICHAEL ENGLISH When I Need You (Curb) 365 311 176 — 38/3					
DEBUT	29	29	29	WHITNEY HOUSTON Step By Step (Arista) 265 — — — 30/30					
DEBUT	30	30	30	CRYSTAL BERNARD Have We Forgotten What Love Is (River North) 189 148 131 65 19/2					

NEW & ACTIVE

This chart reflects airplay from February 10-16. Songs ranked by total plays. Highlighted songs indicate Breaker. 97 AC reporters. 89 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1997, R&R Inc.

PETER WHITE w/BASIA Just Another Day (Columbia)
Total Stations: 13, Adds: 2, Plays: 103, WRCH 7 (7), WLIF 2, WSPA 2 (2), WTVR 5 (5), WDEF 5, WAHR 10 (10), KQXT 7 (7), WTPI 5 (5), WFMK 10 (10), WMGN 3 (3), KCLI 13 (13), KRNO 14 (5), KKCW 20 (15).

WARREN HILL Shelter From The Storm (Discovery)
Total Stations: 16, Adds: 16, Plays: 90, WMJX 1, WRCH 7, WLIF 7, WKWK 5, WTCB 7, WTVR 5, WDEF 5, KMXR 5, KQXT 5, WROE 7, WOOD 3, WTPI 4, WFMK 10, WGLM 7, WLTE 5, KISC 7.

Songs ranked by total plays.
Station call letters followed by number of plays.

BREAKERS

No Songs Qualified For Breaker Status This Week

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
WHITNEY HOUSTON Step By Step (Arista)	30
BRYAN ADAMS I'll Always Be Right There (A&M)	20
JON SECADA Too Late, Too Soon (SBK/EMI)	17
WARREN HILL Shelter From The Storm (Discovery)	16
KENNY G Havana (Arista)	12
CELINE DION All By Myself (550 Music)	10
JEWEL You Were Meant For Me (Atlantic)	8
SHAWN COLVIN Sunny Came Home (Columbia)	6
JOHN MELLENCAMP Just Another Day (Mercury)	4
R. KELLY I Believe I Can Fly (Jive)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CELINE DION All By Myself (550 Music)	+332
JON SECADA Too Late, Too Soon (SBK/EMI)	+280
BRYAN ADAMS I'll Always Be Right There (A&M)	+275
WHITNEY HOUSTON Step By Step (Arista)	+265
KENNY G Havana (Arista)	+201
JIM BRICKMAN w/M. MCBRIDE Valentine (Windham Hill)	+192
PHIL COLLINS It's In Your Eyes (Any...) (Face Value/Atlantic)	+154
R. KELLY I Believe I Can Fly (Jive)	+102
WARREN HILL Shelter From The Storm (Discovery)	+90
JEWEL You Were Meant For Me (Atlantic)	+84

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
DONNA LEWIS I Love You Always Forever (Atlantic)
SEAL Fly Like An Eagle (Warner Sunset/Atlantic)
KENNY G The Moment (Arista)
BRYAN ADAMS Let's Make A Night To Remember (A&M)
CELINE DION Because You Loved Me (550 Music)
MADONNA You Must Love Me (Warner Bros.)
CELINE DION Send Me A Lover (MMI)
PHIL COLLINS Dance Into The Light (Face Value/Atlantic)
MARIAH CAREY Forever (Columbia)
TONY RICH PROJECT Nobody Knows (LaFace/Arista)

Editor's Note: WLQT/Dayton and KEZK/St. Louis didn't report a new playlist for the second straight week and their data isn't included in this week's chart. Play totals for all songs were reviewed and a bullet was awarded to Gloria Estefan's "I'm Not Giving You Up," even though it was down nine plays. The song's chart position, however, was not changed.

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.

Laura Allan's
"Our Love"

the new single from **Hold On To Your Dreams**
TAKE IT OUT FOR A SPIN

"Laura Allan's enthusiasm puts a smile on your face. A nice upbeat song with a positive message, "Our Love" is one of the best A/C love songs I've heard in a long time!"

- Mike Bettelli (Broadcast Programming)

IMPACT DATE

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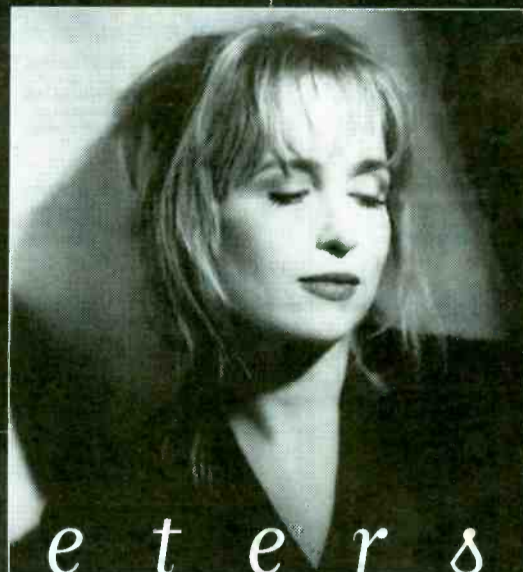
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“the secret of life”

the title track from the critically acclaimed debut album

Adds: February 24

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using small details to evoke big emotions.” — *Request Magazine*

“Smart and emotionally compelling.” — DAVE MARSH, *Playboy Magazine*

“Literate lyrics and emotion-charged melodies...
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“In Peters’ music, every tale is brave, unique, beautiful...”
— RICHARD CORLISS, *Time Magazine*

“Peters’ songs about emotional thirsts that never get quenched
have a quiet power all their own.” — *Entertainment Weekly*

“Her understated lyrics flit between narrative and introspection
and her cinnamon-toast vocals ache with knowing...” — *The New Yorker*

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records

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REPORTERS

Stations and their adds listed alphabetically by market

AC

Table listing reporters for AC markets including Albany, NY; Chattanooga, TN; Evansville, IN; Knoxville, TN; Monterey, CA; Spokane, WA; Albany, NY; Chattanooga, TN; Evansville, IN; Knoxville, TN; Monterey, CA; Spokane, WA; Albany, NY; Chattanooga, TN; Evansville, IN; Knoxville, TN; Monterey, CA; Spokane, WA.

HOT AC

Table listing reporters for HOT AC markets including Akron, OH; Denver, CO; Memphis, TN; Portland, ME; Providence, RI; Quad Cities, IA-IL; Reno, NV; Richmond, VA; St. Louis, MO; Salt Lake City, UT; San Antonio, TX; San Diego, CA; San Francisco, CA; Savannah, GA; Seattle, WA; Tampa, FL; Washington, DC; Wichita, KS; Youngstown, OH.

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HOT AC TOP 30

FEBRUARY 14, 1997

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	NO DOUBT Don't Speak (<i>Trauma/Interscope</i>)	2924	2949	2909	2777	75/0
5	3	2	2	CARDIGANS Lovefool (<i>Mercury</i>)	2300	2221	2042	1818	71/1
9	7	4	3	JEWEL You Were Meant For Me (<i>Atlantic</i>)	2216	2062	1691	1438	70/3
3	2	3	4	TONI BRAXTON Un-break My Heart (<i>LaFace/Arista</i>)	2214	2185	2158	2095	59/0
14	9	7	5	DUNCAN SHEIK Barely Breathing (<i>Atlantic</i>)	2031	1827	1595	1187	67/3
6	6	5	6	HOOTIE & THE BLOWFISH I Go Blind (<i>Reprise</i>)	1798	1845	1798	1764	59/1
2	4	6	7	JOURNEY When You Love A Woman (<i>Columbia</i>)	1611	1840	1931	2123	55/0
4	5	8	8	SHERYL CROW If It Makes You Happy (<i>A&M</i>)	1538	1687	1867	1887	51/0
7	8	9	9	ALANIS MORISSETTE Head Over Feet (<i>Maverick/Reprise</i>)	1496	1612	1667	1762	53/1
17	11	10	10	COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	1434	1336	1213	966	59/4
25	21	16	11	SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	1338	1033	793	468	58/11
22	19	12	12	MADONNA Don't Cry For Me Argentina (<i>Warner Bros.</i>)	1279	1199	919	570	53/3
20	18	14	13	JOHN MELLENCAMP Just Another Day (<i>Mercury</i>)	1191	1091	968	783	54/2
13	13	13	14	DISHWALLA Counting Blue Cars (<i>A&M</i>)	1100	1148	1148	1189	38/0
—	25	21	15	CELINE DION All By Myself (<i>550 Music</i>)	1081	912	503	122	53/3
8	10	11	16	CELINE DION It's All Coming Back To Me Now (<i>550 Music</i>)	988	1259	1365	1470	38/0
11	14	18	17	BARBRA STREISAND & BRYAN ADAMS I Finally Found... (<i>Columbia</i>)	912	1007	1138	1337	34/0
18	17	19	18	DON HENLEY Through Your Hands (<i>Revolution</i>)	907	992	985	952	38/0
10	12	17	19	DONNA LEWIS I Love You Always Forever (<i>Atlantic</i>)	890	1020	1180	1380	39/0
12	15	15	20	ERIC CLAPTON Change The World (<i>Reprise</i>)	887	1057	1079	1204	37/0
BREAKER	21			PAULA COLE Where Have All The Cowboys Gone? (<i>Imago/WB</i>)	877	722	486	241	38/4
16	16	20	22	WHITNEY HOUSTON I Believe In You And Me (<i>Arista</i>)	828	941	1019	997	33/0
BREAKER	23			EN VOGUE Don't Let Go (Love) (<i>EastWest/EEG</i>)	800	699	651	493	36/1
23	23	22	24	CRANBERRIES When You're Gone (<i>Island</i>)	773	761	664	560	35/1
—	—	28	25	SAVAGE GARDEN I Want You (<i>Columbia</i>)	555	429	248	114	31/12
29	27	26	26	"AFKAP" The Holy River (<i>NPG/EMI</i>)	502	504	454	357	32/0
—	29	27	27	PHIL COLLINS It's In Your Eyes (Any...) (<i>Face Value/Atlantic</i>)	475	432	369	230	26/0
—	30	30	28	SARAH MCLACHLAN Possession (<i>Nettwerk/Arista</i>)	468	395	332	222	19/2
DEBUT	29			WALLFLOWERS One Headlight (<i>Interscope</i>)	394	257	205	40	20/6
30	—	—	30	GINA G Ooh Aah...Just A Little Bit (<i>Eternal/WB</i>)	366	330	314	289	15/1

This chart reflects airplay from February 10-16. Songs ranked by total plays. Highlighted songs indicate Breaker. 78 Hot AC reporters. 72 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1997, R&R Inc.

BREAKERS

PAULA COLE

Where Have All The Cowboys Gone? (*Imago/WB*)

TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART

877/155

38/4

21

EN VOGUE

Don't Let Go (Love) (*EastWest/EEG*)

TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART

800/101

36/1

23

MOST ADDED

ARTIST TITLE LABEL(S) ADDS

SAVAGE GARDEN	I Want You (<i>Columbia</i>)	12
SHERYL CROW	Everyday Is A Winding Road (<i>A&M</i>)	11
WHITNEY HOUSTON	Step By Step (<i>Arista</i>)	10
SHAWN COLVIN	Sunny Came Home (<i>Columbia</i>)	7
JON SECADA	Too Late, Too Soon (<i>SBK/EMI</i>)	6
WALLFLOWERS	One Headlight (<i>Interscope</i>)	6
BRYAN ADAMS	I'll Always Be Right There (<i>A&M</i>)	4
PAULA COLE	Where Have All The Cowboys Gone? (<i>Imago/WB</i>)	4
COUNTING CROWS	A Long December (<i>DGC/Geffen</i>)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S) TOTAL PLAY INCREASE

SHERYL CROW	Everyday Is A Winding Road (<i>A&M</i>)	+305
DUNCAN SHEIK	Barely Breathing (<i>Atlantic</i>)	+204
CELINE DION	All By Myself (<i>550 Music</i>)	+169
PAULA COLE	Where Have All The Cowboys Gone? (<i>Imago/WB</i>)	+155
JEWEL	You Were Meant For Me (<i>Atlantic</i>)	+154
SHAWN COLVIN	Sunny Came Home (<i>Columbia</i>)	+151
WALLFLOWERS	One Headlight (<i>Interscope</i>)	+137
WHITNEY HOUSTON	Step By Step (<i>Arista</i>)	+133
SAVAGE GARDEN	I Want You (<i>Columbia</i>)	+126
BRYAN ADAMS	I'll Always Be Right There (<i>A&M</i>)	+110

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)

MERRIL BAINBRIDGE	Mouth (<i>Universal</i>)
BRYAN ADAMS	Let's Make A Night To Remember (<i>A&M</i>)
ROD STEWART	If We Fall In Love Tonight (<i>Warner Bros.</i>)
JOHN MELLENCAMP	Key West Intermezzo (I Saw...) (<i>Mercury</i>)
SEAL	Fly Like An Eagle (<i>Warner Sunset/Atlantic</i>)
TRACY CHAPMAN	Give Me One Reason (<i>Elektra/EEG</i>)
NO MERCY	Where Do You Go (<i>Arista</i>)
NATALIE MERCHANT	Jealousy (<i>Elektra/EEG</i>)
ALANIS MORISSETTE	You Learn (<i>Maverick/Reprise</i>)
DC TALK	Just Between You And Me (<i>Virgin</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.

Songs ranked by total plays.

Station call letters followed by number of plays.

NEW & ACTIVE

ELEANOR McEVROY Precious Little (*Columbia*)

Total Stations: 21, Adds: 0, Plays: 354, WBMX 26, WDAQ 13 (13), WMGX 20 (20), WDBZ 28 (28), WQSM 20 (25), WPLL 24 (26), WMBX 19 (22), WMTX 10 (10), WJDX 21 (21), WMXL 9 (9), WMC 5 (12), KKMV 25 (25), KSMG 6 (6), WKDD 22 (22), WQAL 17 (17), WKQI 16 (16), WAZY 12 (18), KSTZ 23 (23), KMAJ 14 (14), KBEE 14 (10), KOSO 10 (10)

SHAWN COLVIN Sunny Came Home (*Columbia*)

Total Stations: 21, Adds: 7, Plays: 307, WBMX 21, WDAQ 10, WDBZ 28 (20), WYXR 27 (21), WKYE 10 (5), WMBX 18 (6), WMTX 5 (5), WMC 5 (5), WMXS 25, KKMV 8 (8), KDMX 9 (9), KHMV 5, KZZP 29, WTMX 20 (21), WKQI 23 (13), WAZY 1, WKTI 10, KMAJ 5 (5), KISN 16 (15), KFMB 11 (4), KPLZ 21

BRYAN ADAMS I'll Always Be Right There (*A&M*)

Total Stations: 21, Adds: 4, Plays: 302, WDAQ 14 (12), WVAF 5 (5), WKEE 19, WHUD 18 (11), WPLJ 17 (12), WQWZ 27 (17), WCGO 10, WQSM 15 (10), WKYE 13 (10), WMTX 5 (5), WAKS 20 (18), WGN 16 (16), WJDX 21, WMXL 9 (9), WMXS 25 (25), KKOB 12, KKMV 18 (8), WNSN 9 (9), KATF 5 (5), KMAJ 14 (14), KBEE 10 (6)

GLORIA ESTEFAN I'm Not Giving You Up (*Epic*)

Total Stations: 13, Adds: 0, Plays: 291, WNSN 22 (22), WVAF 42 (42), WBLI 18 (18), WHUD 9 (20), WMYI 19 (16), WAKS 6 (6), WGN 47 (47), WMXS 25 (25), KSH 28 (28), WHBC 33 (18), WNSN 19 (19), KBEE 16 (10), KIOI 7 (7)

BABYFACE Every Time I Close My Eyes (*Epic*)

Total Stations: 17, Adds: 0, Plays: 271, WVAF 11 (11), WBLI 25 (18), WHUD 12 (13), WKYE 10 (5), WMTX 5 (5), WAKS 14 (13), WMXL 15 (16), KURB 11 (10), KSH 32 (32), WKDD 23 (22), WAZY 13 (16), KMXG 21 (21), WNSN 9 (9), KATF 5 (5), KISN 22 (19), KIOI 12 (12), KPLZ 31 (31)

SUBLIME What I Got (*Gasoline Alley/MCA*)

Total Stations: 15, Adds: 0, Plays: 252, WBMX 7 (7), WDBZ 28 (20), WQWZ 14 (14), WQSM 10 (10), WPLL 22 (21), WMTX 11 (11), WAKS 7 (5), KKMV 8 (8), WLPJ 18 (19), WTMX 6 (8), KMAJ 5 (5), KALC 40 (45), KMXB 26 (24), KYSR 5 (35), KFMB 45 (43)

AMANDA MARSHALL Fall From Grace (*Epic*)

Total Stations: 13, Adds: 3, Plays: 247, WBMX 8 (8), WDBZ 28 (28), WQWZ 17, WMBX 20 (21), WMXL 9 (9), KURB 26 (26), WTMX 10 (10), KMXB 39 (15), KBEE 8, KMXS 5 (5), KLLC 38 (34), KFMB 18, KPLZ 21 (21)

JON SECADA Too Late, Too Soon (*SBK/EMI*)

Total Stations: 18, Adds: 6, Plays: 241, WVAF 11 (11), WKEE 19, WHUD 6 (6), WCGO 10, WKZL 21 (23), WKYE 13 (10), WAEV 14 (14), WAKS 8 (5), WGN 16 (16), WMC 5, WMXS 25, KKMV 8 (8), KSMG 6 (6), WKDD 21, WHBC 18, WAZY 10 (17), KMXG 21 (21), WNSN 9 (9)

R. KELLY I Believe I Can Fly (*Jive*)

Total Stations: 10, Adds: 1, Plays: 211, WKEE 9 (8), WBLI 25 (25), WHUD 14 (13), WMYI 10 (4), WKYE 17 (13), WMTX 21 (21), WGN 16, KSH 32 (32), WKQI 27 (25), KSSK 40 (40)

SPICE GIRLS Wannabe (*Virgin*)

Total Stations: 9, Adds: 1, Plays: 189, WKEE 12 (13), WBLI 42 (42), WMTX 14 (14), WMC 5, WKT 9 (10), KALC 15 (25), KLLC 31 (30), KFMB 30 (19), KPLZ 31 (31)

JIM BRICKMAN / MARTINA MCBRIDE Valentine (*Windham Hill*)

Total Stations: 8, Adds: 0, Plays: 179, WVAF 21 (11), WHUD 17 (9), WMYI 22 (16), WKYE 17 (14), WGN 47 (47), WMXS 35 (25), KKMV 18 (8), KMXG 2 (2)

WHITNEY HOUSTON Step By Step (*Arista*)

Total Stations: 11, Adds: 10, Plays: 156, WPLJ 18, WKYE 13, WWDE 9, WGN 16, WMXL 22 (23), WMC 5, KKMV 8, WKDD 22, KYKY 15, KBEE 8, KIOI 20

SUZANNE VEGA No Cheap Thrill (*A&M*)

Total Stations: 8, Adds: 0, Plays: 70, WDAQ 12 (12), WHUD 6 (5), WQSM 10 (10), KKMV 8 (8), KMAJ 5 (5), KBEE 14 (10), KMXS 5 (5), KOSO 10 (10)

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HOT AC PLAYLISTS

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

BUZZ MARKET #1
WDBZ/New York
(212) 704-1051
Weed/Silver

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
40	40	40	40	40	CARDIGANS/Lovefool
40	40	40	40	40	COUNTING CROWS/A Long December
40	40	40	40	40	CRANBERRIES/When You're Gone
40	40	40	40	40	JEWEL/You Were Meant...
40	40	40	40	40	JOHN MELLENCAMP/Just Another Day
40	40	40	40	40	NO DOUBT/Don't Speak
40	40	40	40	40	DUNCAN SHEIK/Barely Breathing
40	40	40	40	40	WALLFLOWERS/6th Avenue Heartache
28	28	28	28	28	SHERYL CROW/Everyday Is...
28	28	28	28	28	PAULA COLE/Where Have All...
28	28	28	28	28	SHAWN COLVIN/Sunny Came Home
28	28	28	28	28	AMANDA MARSHALL/Fall From Grace
28	28	28	28	28	ELEANOR MCEVOY/Precious Little
28	28	28	28	28	NO DOUBT/Don't Speak
28	28	28	28	28	WALLFLOWERS/One Headlight
10	10	10	10	10	SAVAGE GARDEN/I Want You
10	10	10	10	10	R.E.M./Electrolite
10	10	10	10	10	DC TALK/Just Between You...
10	10	10	10	10	JOHN MELLENCAMP/Key West...
10	10	10	10	10	TRACY CHAPMAN/Give Me One Reason
10	10	10	10	10	NATALIE MERCHANT/Wonder
10	10	10	10	10	GOO GOO DOLLS/Name

95.5 WPLJ MARKET #1
WPLJ/New York
(212) 613-8900
Cuddy/Shannon/Preston

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
39	46	45	45	45	CARDIGANS/Lovefool
45	43	42	44	44	HOOTIE & BLOWFISH/Go Blind
43	42	44	44	44	NO DOUBT/Don't Speak
28	42	45	42	42	MADONNA/Don't Cry For Me...
42	40	40	42	42	TONI BRAXTON/Un-break My Heart
26	25	28	36	36	JEWEL/You Were Meant...
10	25	31	31	31	DUNCAN SHEIK/Barely Breathing
39	44	39	31	31	SHERYL CROW/It Makes You...
28	30	26	30	30	COUNTING CROWS/A Long December
11	23	20	29	29	PAULA COLE/Where Have All...
10	23	29	29	29	SHERYL CROW/Everyday Is...
35	30	28	28	28	MERRILL BAINBRIDGE/Mouth
24	27	27	27	27	JOHN MELLENCAMP/Key West...
12	26	30	27	27	GREASE MEGAMIX/Grease Megamix
33	29	29	26	26	ALANIS MORISSETTE/Head Over Feet
12	25	25	25	25	SAVAGE GARDEN/I Want You
23	20	23	25	25	CELINE DION/It's All Coming...
12	20	22	20	20	CELINE DION/All By Myself
10	16	17	18	18	WHITNEY HOUSTON/Step By Step
10	16	17	18	18	STREISAND & ADAMS/Finally Found...
10	16	17	18	18	BRYAN ADAMS/I'll Always Be...
12	10	18	16	16	GINA G/Ooh Aah...Just...
18	21	12	13	13	JOHN MELLENCAMP/Just Another Day
11	11	11	11	11	DEL AMITRA/Roll To Me
10	10	10	10	10	JEWEL/Who Will Save...
16	12	11	11	11	SARAH MCLACHLAN/Possession
10	10	10	10	10	HOOTIE & BLOWFISH/Tucker's Town
10	10	10	10	10	GOO GOO DOLLS/Name
12	11	10	10	10	JANN ARDEN/Inesistive
10	10	10	10	10	BLUES TRAVELER/Run-Around

KBIG 104 MARKET #2
KBIG/Los Angeles
(213) 874-7700
Ervin/Verdery

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
29	29	29	29	29	NO DOUBT/Don't Speak
28	29	29	29	29	TONI BRAXTON/Un-break My Heart
22	22	22	22	22	JOURNEY/When You Love...
21	21	21	21	21	DISHWALLA/Counting Blue Cars
29	29	29	29	29	CELINE DION/It's All Coming...
28	28	28	28	28	ERIC CLAPTON/Change The World
20	20	20	20	20	ONNA LEWIS/Who Will Save...
20	20	20	20	20	JEWEL/You Were Meant...
28	28	28	28	28	CELINE DION/Because You Loved Me
27	27	27	27	27	TRACY CHAPMAN/Give Me One Reason
22	21	22	22	22	CARDIGANS/Lovefool
22	22	22	22	22	ALANIS MORISSETTE/Head Over Feet
19	20	22	22	22	MADONNA/Don't Cry For Me...
21	21	21	21	21	SHERYL CROW/Everyday Is...
21	21	21	21	21	HOOTIE & BLOWFISH/Go Blind
19	19	21	21	21	SOPHIE B. HAWKINS/As I Lay Me Down
19	19	20	20	20	ALANIS MORISSETTE/You Learn
27	27	20	20	20	SEAL/Don't Cry
19	19	19	19	19	GIN BLOSSOMS/Oh I Hear It...
27	27	19	19	19	GOO GOO DOLLS/Name
19	19	19	19	19	NATALIE MERCHANT/Wonder
19	19	19	19	19	NATALIE MERCHANT/Jealousy
27	19	19	19	19	NATALIE MERCHANT/Carnival
27	19	19	19	19	SEAL/Kiss From A Rose
7	7	7	7	7	CELINE DION/All By Myself

STAR 98.7 MARKET #2
KYSR/Los Angeles
(818) 955-7000
Perelli/Ebbott

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
44	54	56	56	56	NO DOUBT/Don't Speak
23	54	56	56	56	ALANIS MORISSETTE/Head Over Feet
44	35	35	35	35	CARDIGANS/Lovefool
36	35	35	35	35	SHERYL CROW/It Makes You...
36	35	35	35	35	SARAH MCLACHLAN/Possession
36	35	35	35	35	SEAL/Who Will Save...
36	35	35	35	35	MERRILL BAINBRIDGE/Mouth
27	35	35	35	35	COUNTING CROWS/A Long December
27	35	35	35	35	SHERYL CROW/Everyday Is...
44	54	35	35	35	HOOTIE & BLOWFISH/Go Blind
36	35	35	35	35	JEWEL/You Were Meant...
44	14	14	14	14	ALANIS MORISSETTE/Right Through You
27	28	28	28	28	TONI BRAXTON/Un-break My Heart
27	28	28	28	28	SAVAGE GARDEN/I Want You
27	28	28	28	28	DAVE MATTHEWS BAND/Crash Into Me
27	14	28	28	28	CRANBERRIES/When You're Gone
12	14	20	20	20	DUNCAN SHEIK/Barely Breathing
23	15	15	15	15	TRACY CHAPMAN/Give Me One Reason
23	15	15	15	15	DISHWALLA/Counting Blue Cars
14	14	14	14	14	JARS OF CLAY/Flood
14	14	14	14	14	MADONNA/Don't Cry For Me...
14	14	14	14	14	U2/Discotheque
23	14	14	14	14	JEWEL/Who Will Save...
14	14	14	14	14	NATALIE MERCHANT/Jealousy
14	14	14	14	14	WALLFLOWERS/One Headlight
14	14	14	14	14	PAULA COLE/Where Have All...
36	35	35	35	35	SUBLINE/What I Got

LOOP MARKET #3
WLUP/Chicago
(312) 440-5270
Solk/Marino

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
30	41	33	33	33	COUNTING CROWS/A Long December
30	36	34	31	31	SHERYL CROW/It Makes You...
30	38	32	31	31	JOHN MELLENCAMP/Key West...
40	40	40	40	40	DUNCAN SHEIK/Barely Breathing
31	24	30	30	30	WALLFLOWERS/One Headlight
25	18	30	30	30	SHERYL CROW/Everyday Is...
38	32	22	22	22	BLUES TRAVELER/Hook
37	31	22	22	22	COUNTING CROWS/A Long December
37	31	21	21	21	ALANIS MORISSETTE/Head Over Feet
37	31	21	21	21	PAULA COLE/Where Have All...
30	30	30	30	30	JOHN MELLENCAMP/Just Another Day
19	16	20	20	20	ALANIS MORISSETTE/Right Through You
19	16	20	20	20	DAVE MATTHEWS BAND/Cash Into Me
1	1	18	18	18	TRACY CHAPMAN/Smoke And Ashes
23	19	18	18	18	SUBLINE/What I Got
23	19	15	15	15	U2/Discotheque
15	15	15	15	15	HOOTIE & BLOWFISH/Go Blind
14	14	14	14	14	JEWEL/You Were Meant...
14	14	14	14	14	STING/I'm So Happy...
1	1	14	14	14	OASIS/Whatever
24	14	14	14	14	SARAH MCLACHLAN/Possession
12	13	13	13	13	BETTER THAN EZRA/Desperately Wanting
1	1	12	12	12	TONI BRAXTON/Un-break My Heart
1	1	10	10	10	VERVE PIPELINE/The Freshman
1	1	10	10	10	COLLETTIVE SOUL/Precious Declaration
1	1	10	10	10	BODENAS/Close To Free
29	24	8	8	8	DISHWALLA/Counting Blue Cars
12	8	8	8	8	SMASHING PUMPKINS/1979
1	1	8	8	8	NATALIE MERCHANT/Carnival

101.9 FM MARKET #3
WTMX/Chicago
(312) 946-1019
James/Kartak

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
35	36	38	38	38	DC TALK/Just Between You...
10	34	37	37	37	JOHN MELLENCAMP/Just Another Day
36	35	37	37	37	DISHWALLA/Counting Blue Cars
33	33	36	36	36	PAULA COLE/Where Have All...
36	37	36	36	36	SAVAGE GARDEN/I Want You
40	36	35	35	35	NO DOUBT/Don't Speak
34	35	35	35	35	DUNCAN SHEIK/Barely Breathing
18	21	22	22	22	CARDIGANS/Lovefool
19	21	21	21	21	SHERYL CROW/Everyday Is...
19	21	21	21	21	WALLFLOWERS/One Headlight
18	21	21	21	21	SHAWN COLVIN/Sunny Came Home
21	19	20	20	20	JEWEL/You Were Meant...
21	19	20	20	20	CRANBERRIES/When You're Gone
20	19	21	21	21	COUNTING CROWS/A Long December
14	16	14	14	14	NATALIE MERCHANT/Wonder
20	17	14	14	14	SEAL/Who Will Save...
15	13	14	14	14	AMANDA MARSHALL/Birmingham
33	9	11	11	11	JOHN MELLENCAMP/Key West...
20	10	10	10	10	DON HENLEY/Through Your Hands
11	10	10	10	10	AMANDA MARSHALL/Fall From Grace
12	10	9	9	9	PHIL COLLINS/It's In Your Eyes...
8	8	8	8	8	DAVE MATTHEWS BAND/Crash Into Me
8	8	8	8	8	SUBLINE/What I Got

K101 MARKET #4
K101/San Francisco
(415) 538-1013
Keating/Nachlis

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
41	41	40	40	40	ERIC CLAPTON/Change The World
40	40	40	40	40	SARAH MCLACHLAN/Will Remember You
40	40	40	40	40	MADONNA/You Must Love Me
39	40	40	40	40	TONI BRAXTON/Un-break My Heart
29	27	27	27	27	JOURNEY/When You Love...
28	27	27	27	27	STREISAND & ADAMS/Finally Found...
25	25	25	25	25	WHITNEY HOUSTON/ Believe In You...
25	25	25	25	25	MERRILL BAINBRIDGE/Mouth
25	25	25	25	25	CELINE DION/It's All Coming...
20	24	24	24	24	NO MERCY/Where Do You Go
20	23	23	23	23	NO DOUBT/Don't Speak
20	23	23	23	23	MADONNA/Don't Cry For Me...
41	25	22	22	22	DONNA LEWIS/ Love You Always...
17	16	15	15	15	WHITNEY HOUSTON/Step By Step
17	16	15	15	15	TRACY CHAPMAN/Give Me One Reason
17	14	14	14	14	CELINE DION/Because You Loved Me
17	14	14	14	14	HOOTIE & BLOWFISH/Go Blind
15	12	12	12	12	BABYFACE/Every Time I...
15	12	12	12	12	SEAL/Kiss From A Rose
20	7	7	7	7	DONNA LEWIS/Without Love
7	7	7	7	7	GLORIA ESTEFAN/I'm Not Giving...
7	7	7	7	7	LIDEL RICHIE/SIII In Myself
7	7	7	7	7	CELINE DION/All By Myself

Alice @97.3 MARKET #4
KLLC/San Francisco
(415) 765-4097
Kaplan/Stoeckel

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
45	48	48	48	48	CARDIGANS/Lovefool
45	47	48	48	48	311/All Mixed Up
45	45	48	48	48	NO DOUBT/Don't Speak
45	45	47	47	47	SHERYL CROW/Everyday Is...
38	36	46	46	46	BETTER THAN EZRA/Desperately Wanting
38	36	43	43	43	PAULA COLE/Where Have All...
45	47	42	42	42	GARBAGE/1 Crush
38	34	40	40	40	JOHN MELLENCAMP/Just Another Day
38	37	39	39	39	OMC/How Bizarre
38	37	39	39	39	CHALK FARM/Lie On Lie
38	34	38	38	38	AMANDA MARSHALL/Fall From Grace
38	37	38	38	38	CRANBERRIES/When You're Gone
20	24	36	36	36	DAVE MATTHEWS BAND/Crash Into Me
38	37	36	36	36	DONNA LEWIS/Without Love
38	35	35	35	35	SUSANNA HOFFS/All I Want
45	47	33	33	33	SEAL/Fly Like An Eagle
20	20	32	32	32	BT WTORI AMOS/Blue Skies
38	30	31	31	31	WALLFLOWERS/One Headlight
38	30	31	31	31	SPICE GIRLS/Wannabe
24	29	29	29	29	SMASHING PUMPKINS/1979
26	28	27	27	27	SHAWN COLVIN/Get Out Of This...
28	27	27	27	27	SNEAKER PUMPKINS/Underground
25	27	27	27	27	EVERYTHING BUT...Missing
25	25	25	25	25	LUSCIOUS JACKSON/Naked Eye
25	25	25	25	25	ALANIS MORISSETTE/Ironic
20	24	24	24	24	MARIAH CAREY/Always Be My Baby
20	24	24	24	24	BILLY MANN



CYNDEE MAXWELL

In Love With The Web

Stations need to maintain creative approach to keep listeners coming back

According to the **Information & Interactive Services Report (IISR)**, 6.8 million American households signed up for on-line services and the Internet in 1996, bringing the total number to 18.1 million subscribers. Additionally, IISR projects that at these rates, another 12 million households will be online by the end of this year.

However, the company cautions that factors such as consumer computer sales and the tainted image of service lapses and reliability will play a key role in whether those figures become a reality.

What have Rock stations done to reach consumers interested in the Internet? To get an idea of the web temperature among R&R Rock reporters, I asked stations to answer a few questions about their web sites. Here are the questions and the results of this very informal survey of nearly 50 respondents.

Web Notes

• Approximately how long has your station had a web site?

Just over half said their site has been up between one and two years; 19 had sites that were one year old or less. One station's site is still in progress, and two stations have maintained a web site for over two years.

• Which department does the station web site come under?

The programming department is responsible for the web site for the majority of our respondents. Promotion and/or marketing came in as the next most likely department to handle these responsibilities. A few stations coordinated web duty between two departments, such as programming and marketing.

• Did you hire an outside firm or individual to be the "web master" or does an existing station employee maintain it?

Approximately half of the respondents had a station employee create their web site. The other half were split with an outside firm or individual having the edge over a combination between a station employee and an outside source.

• If the person who maintains your site is an existing employee, which department did he come from?

Over half of station web masters are in the programming department. This doesn't necessarily mean the program director; some respondents cited air personalities and production staff. Promotion/marketing was another popular response, and only a small number had anyone in the sales or office staff maintaining their sites.

• Give a brief description of your web site.

Here is a list of some popular station features and special web site effects:

- Downloadable audio clips of station liners
- Downloadable video clips of jocks

- Concert info, station events, playlists
- Jock info
- Links to other sites
- Entertainment news
- Animation, RealAudio, .wav sounds
- Frames, tables
- Java script, Future Splash
- Music section including band links, release schedules, band bios, listener feedback
- Tongue-in-cheek style
- Chat room
- Live web cam
- Links to song and video clips
- Main focus on morning show, including audio capsules of best morning show bits
- Station merchandise for sale

Beyond Pure Promotion

Information & Interactive Services Report Sr. Editor **Catherine Applefeld Olson** says that 1996 was the year of companies getting their feet wet in relation to the Internet. And while essentially those sites were self-promotion, it was acceptable. But she says that things are different this year. "In order to stay interesting and to really use the interactive medium, companies have to develop a creative site that keeps people returning and gives them something worthwhile.

"Anybody can have a web site that's just an advertisement," she says. "But what are you doing besides promoting yourself? How are you using the tools that are exclusive to the Internet to make yourself stand out? Do you have original interactive programming? This is the area that will make some companies rise to the top on the Internet. The sites that are just advertisements are already losing people."

On-air and online cross-promotion is important, says Applefeld Olson, especially in areas such as forced listening combined with an online contest or promotion. She also believes that cybercast partnerships are important. "Stations should be looking at being involved with companies that do Internet broadcasts, such as sponsoring those programs in the same way that they sponsor local concerts."

TALK BACK TO R&R!

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

Call me at (310) 788-1668 or e-mail: max@rronline.com

Who Is Web Surfing?

The following statistics are from **Mediamark Research Inc.'s Fall 1996 "Cyber Stats"** on adults 18+. Of 192,680,000 people interviewed, this is the data on those who reported having used any Internet or online system in the 30 days prior to the interview.

Adults	27,000,000
Men	57.9%
Women	42.1%
18-34	47.9%
35-54	45.3%
55+	6.8%
Employed Fulltime	76.2%
Employed Parttime	10.3%
\$150,000+	6.9%
\$75,000-149,000	31.4%
\$50,000-74,999	27.5%
Under \$50,000	34.2%



METALLICA IN DENVER — A huge crew assembled for this special Metallica concert, including (back, l-r) EEG's Steve Kleinberg and Greg Dorfman, Metallica's Jason Newsted, EEG's Alan Voss, Sylvia Rhone, and Dana Brandwein, the band's Lars Ulrich, EEG's Sherry Ring, Metallica's Kirk Hammett, EEG's Greg Thompson, and the band's James Hetfield; (front, l-r) KISW/Seattle MD Cathy Faulkner and EEG's Al Tavera and George Capellini.



BIRTHDAY BOY BASH — Las Vegas was the site for birthday celebrations for KISS/San Antonio OM Virgil Thompson and the Promotion Department's Kenny Ryback. Mugging for the camera are (front, l-r) Ryback, Thompson, and KISS PD Kevin Vargas; (back, l-r) KEDG/Las Vegas OM Steve Hoffman, KOMP/Las Vegas PD Mike Culotte, and KRXX/Sacramento Station Manager Curtiss Johnson.



ODD CLUB — Elektra's Odds played a great set at the hallowed halls of Club R&R recently. Shown are (back, l-r) the band's Steven Drake, Craig Northey, Doug Elliot and Pat Stewart and R&R's Skyboy and Frank Correia; (front, l-r) R&R's Lynn Beaudoin, Kristy Reeves, and Missy Haffley, Elektra's Greg Dorfman and Al Tavera, and yours truly.

actalk
jesus freak

"Unless your consultant is Pontius Pilate or your group PD is Herod and you're looking for a song that your audience will passionately embrace, have no fear 'Jesus (Freak)' saves ratings." Kevin Vargas

PD/KISS

New Jesus Freaks:

KQRC KTUX WZAT WSTZ WRFY
WSFM and more

Believers:

KEGL KDGE KRXX KISS
WBZX WIYY WKLQ KBER and more



FEBRUARY 14, 1997

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	1	1	1	LIVE Lakini's Juice (Radioactive)	2313	2275	1990	1654	75/0
6	3	2	2	BUSH Greedy Fly (Trauma/Interscope)	1899	1829	1638	1423	75/0
8	4	3	3	SILVERCHAIR Abuse Me (Epic)	1895	1778	1620	1350	75/0
4	5	4	4	WALLFLOWERS One Headlight (Interscope)	1720	1705	1619	1501	67/0
—	—	16	5	COLLECTIVE SOUL Precious Declaration (Atlantic)	1702	973	—	—	73/0
7	6	5	6	U2 Discotheque (Island)	1591	1578	1509	1379	62/0
13	9	7	7	METALLICA King Nothing (Elektra/EEG)	1520	1464	1315	1098	65/0
19	15	10	8	TONIC Casual Affair (Polydor/A&M)	1329	1196	1007	855	73/1
1	2	6	9	SOUNDGARDEN Blow Up The Outside World (A&M)	1273	1565	1740	1787	63/0
10	8	9	10	BETTER THAN EZRA Desperately Wanting (Swell/Elektra/EEG)	1180	1311	1377	1332	59/1
5	7	8	11	STIR Looking For (Aware/Capitol)	1175	1426	1508	1445	51/0
18	14	13	12	SMASHING PUMPKINS Thirty-Three (Virgin)	1097	1074	1019	912	55/0
24	18	17	13	COUNTING CROWS A Long December (DGC/Geffen)	1087	970	838	770	44/1
9	10	11	14	SPONGE Have You Seen Mary (Columbia)	996	1152	1272	1339	49/0
11	12	14	15	LOCAL H Bound For The Floor (Island)	911	1063	1121	1286	52/0
—	26	19	16	NINE INCH NAILS The Perfect Drug (Nothing/Interscope)	871	756	623	304	65/1
3	11	12	17	STONE TEMPLE PILOTS Lady Picture Show (Atlantic)	843	1091	1241	1601	49/0
BREAKER	18	18	18	STONE TEMPLE PILOTS Tumble In The Rough (Atlantic)	807	472	269	137	59/12
17	13	15	19	OFFSPRING All I Want (Columbia)	779	983	1032	965	52/0
42	30	23	20	BIG HEAD TODD & THE MONSTERS Resignation... (Revolution)	757	664	514	352	45/3
BREAKER	21	21	21	VERUCA SALT Volcano Girls (Outpost/Geffen)	748	506	180	35	54/3
29	25	22	22	MARILYN MANSON Tourniquet (Nothing/Interscope)	729	689	646	574	61/2
14	17	18	23	METALLICA Hero Of The Day (Elektra/EEG)	700	797	925	1083	49/0
BREAKER	23	23	23	WIDESPREAD PANIC Hope In A Hopeless World (Capricorn/Mercury)	609	568	503	474	36/2
BREAKER	25	25	25	VERVE PIPE The Freshman (RCA)	606	454	270	187	41/7
—	—	38	26	TOOL "H" (Zoo)	584	419	114	22	62/5
—	39	27	27	EELS Rags To Rags (DreamWorks/Geffen)	582	531	433	305	47/7
15	19	24	28	SUBLIME What I Got (Gasoline Alley/MCA)	577	644	836	1076	42/0
12	16	21	29	MATCHBOX 20 Long Day (Lava/Atlantic)	574	732	981	1106	39/0
21	21	20	30	R.E.M. The Wake-Up Bomb (Warner Bros.)	564	734	818	813	27/0
49	37	31	31	SOCIAL DISTORTION When The Angels Sing (550 Music)	545	494	439	307	42/3
16	20	25	32	BUSH Swallowed (Trauma/Interscope)	484	588	830	1057	40/0
33	33	33	33	GARBAGE #1 Crush (Capitol)	464	469	471	484	18/0
—	49	41	34	SUBLIME Santeria (Gasoline Alley/MCA)	428	391	317	249	27/2
23	24	28	35	TOOL Stinkfist (Zoo)	423	515	662	780	30/0
50	46	44	36	SHERYL CROW Everyday Is A Winding Road (A&M)	410	360	335	307	19/0
—	—	40	37	FOUNTAINS OF WAYNE Radiation Vibe (Tag/Atlantic)	398	394	297	199	25/0
38	36	36	38	TOM PETTY & THE HEARTBREAKERS Change... (Warner Bros.)	390	435	442	433	21/0
—	—	46	39	WILCO Outtasite (Outta Mind) (Reprise)	387	341	281	203	33/5
27	27	34	40	BLOODHOUND GANG Fire Water Burn (Republic/Geffen)	366	466	612	710	32/1
—	48	42	41	NUNO Gravity (A&M)	359	388	326	260	34/0
25	23	29	42	SEMISONIC F.N.T. (MCA)	357	508	668	736	23/0
—	—	50	43	ODDS Someone Who's Cool (Elektra/EEG)	347	306	187	9	27/0
39	40	39	44	POE Hello (Modern/Atlantic)	338	401	433	431	20/0
30	29	37	45	TYPE O NEGATIVE Love You To Death (Roadrunner)	331	432	524	559	26/0
DEBUT	46	46	46	KULA SHAKER Hey Dude (Columbia)	309	212	128	60	33/10
40	41	45	47	VAN HALEN Me Wise Magic (Warner Bros.)	306	357	376	418	27/0
DEBUT	48	48	48	THIRD DAY Nothing At All (Silvertone)	304	273	115	43	26/5
DEBUT	49	49	49	DC TALK Jesus Freak (Forefront)	260	183	131	88	25/4
47	45	47	50	CATFISH Invisible (Eureka/Discovery)	258	338	351	320	23/0

This chart reflects airplay from February 3-9. Songs ranked by total plays. Highlighted songs indicate Breaker. 75 Active Rock reporters. 73 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1997, R&R Inc.

NEW & ACTIVE

DAVE MATTHEWS BAND Crash Into Me (RCA)
Total Plays: 242, Total Stations: 13, Adds: 1

OFFSPRING Gone Away (Columbia)
Total Plays: 235, Total Stations: 35, Adds: 26

SENSE FIELD Different Times (Revelation/WB)
Total Plays: 235, Total Stations: 22, Adds: 3

CRAVIN' MELON Come Undone (Mercury)
Total Plays: 235, Total Stations: 17, Adds: 3

PORNO FOR PYROS Hard Charger (Warner Bros.)
Total Plays: 227, Total Stations: 29, Adds: 13

CORROSION OF CONFORMITY King Of The Rotten (Columbia)
Total Plays: 221, Total Stations: 24, Adds: 3

CAKE I Will Survive (Capricorn/Mercury)
Total Plays: 221, Total Stations: 16, Adds: 2

KORN A.D.I.D.A.S. (Immortal/Epic)
Total Plays: 199, Total Stations: 28, Adds: 3

JONNY LANG Lie To Me (A&M)
Total Plays: 195, Total Stations: 16, Adds: 4

PROTEIN My Blood (Work)
Total Plays: 179, Total Stations: 27, Adds: 10

Songs ranked by total plays.

BREAKERS

STONE TEMPLE PILOTS
Tumble In The Rough (Atlantic)
TOTAL PLAYS/INCREASE: 807/335
TOTAL STATIONS/ADDS: 59/12
CHART: **18**

VERUCA SALT
Volcano Girls (Outpost/Geffen)
TOTAL PLAYS/INCREASE: 748/242
TOTAL STATIONS/ADDS: 54/3
CHART: **21**

WIDESPREAD PANIC
Hope In A Hopeless World (Capricorn/Mercury)
TOTAL PLAYS/INCREASE: 609/41
TOTAL STATIONS/ADDS: 36/2
CHART: **24**

VERVE PIPE
The Freshman (RCA)
TOTAL PLAYS/INCREASE: 606/152
TOTAL STATIONS/ADDS: 41/7
CHART: **25**

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
OFFSPRING Gone Away (Columbia)	26
ORBIT Medicine (Baby Come Back) (A&M)	16
LIFTER 402 (Interscope)	13
PORNO FOR PYROS Hard Charger (Warner Bros.)	13
LOCAL H Fritz's Corner (Island)	12
MATCHBOX 20 Push (Lava/Atlantic)	12
STONE TEMPLE PILOTS Tumble In The Rough (Atlantic)	12
KULA SHAKER Hey Dude (Columbia)	10
PROTEIN My Blood (Work)	10
EELS Rags To Rags (DreamWorks/Geffen)	7
PHISH Character Zero (Elektra/EEG)	7
VERVE PIPE The Freshman (RCA)	7



Active Rock **46-39**
Rock **50-47**
Alternative #35

Soundscan 78,000

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
COLLECTIVE SOUL Precious Declaration (Atlantic)	+729
STONE TEMPLE PILOTS Tumble In The Rough (Atlantic)	+335
VERUCA SALT Volcano Girls (Outpost/Geffen)	+242
OFFSPRING Gone Away (Columbia)	+195
PORNO FOR PYROS Hard Charger (Warner Bros.)	+195
TOOL "H" (Zoo)	+165
VERVE PIPE The Freshman (RCA)	+152
TONIC Casual Affair (Polydor/A&M)	+133
COUNTING CROWS A Long December (DGC/Geffen)	+117
SILVERCHAIR Abuse Me (Epic)	+117

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.

It's good to have "Nothing At All" on the radio

THIRD DAY

"Nothing At All"

Over 100,000 units sold

Active Rock Debut **48**
Rock **45**
New At: WRIF, KQRC! and 11 more

Contact Silvertone at 212-620-8798 or 310-247-8300 Management: Dan Raines/Creative Trust



ACTIVE ROCK PLAYLISTS

February 14, 1997 R&R • 101

FIND COMPLETE PLAYLISTS FOR ALL ACTIVE ROCK REPORTERS ON R&R ONLINE

ROCK 103.5 MARKET #3
WRCX/Chicago
(312) 861-8100
Richards/Robinson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
35	34	33	32	31	COLLECTIVE SOUL/Precious Declaration
34	33	32	31	30	LIVE/Lakini's Juice
13	19	31	30	29	BUSH/Greedy Fly
17	31	31	30	29	METALLICA/King Nothing
16	16	23	22	21	SILVERCHAIR/Abuse Me
16	16	25	24	23	WALLFLOWERS/One Headlight
36	34	25	24	23	OFFSPRING/All I Want
8	14	14	13	12	SMASHING PUMPKINS/Here Is No Why
17	18	17	16	15	STIR/Looking For
34	34	17	16	15	U2/Discotheque
17	16	17	16	15	SEVEN MARY THREE/Devil Boy
16	14	15	14	13	BETTER THAN EZRA/Desperately Wanting
13	17	15	14	13	SOUNDGARDEN/Rhinosaur
11	11	11	10	9	STONE TEMPLE PILOTS/Tumble In The Rough
11	11	11	10	9	LOCAL H/From The Corner
11	11	11	10	9	SPONGE/Have You Seen Mary
11	11	11	10	9	NUNO/Gravy
7	8	8	7	6	MARILYN MANSON/Tourniquet
5	5	5	4	3	GARY HOEY/Desire
4	4	4	3	2	NINE INCH NAILS/The Perfect Drug
4	4	4	3	2	TOOL/H
4	4	4	3	2	ODDS/Someone Who's Cool
5	5	5	4	3	TONIC/Casual Affair
5	5	5	4	3	STORYVILLE/Blind Side
3	7	7	6	5	SOCIAL DISTORTION/When The Angels Sing
3	6	6	5	4	CORROSION OF.../King Of The Rotten
3	6	6	5	4	VERUCA SALT/Volcano Girls
3	6	6	5	4	SENSE FIELD/Different Times
3	6	6	5	4	VALLEJO/Just Another Day
3	6	6	5	4	OFFSPRING/Gone Away

101 WRIF MARKET #6
WRIF/Detroit
(810) 547-0101
Podell/Welington

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
38	33	32	31	30	ALICE IN CHAINS/Would?
34	32	34	33	32	METALLICA/Hero Of The Day
32	28	30	29	28	SOUNDGARDEN/Blow Up...
35	28	28	27	26	VAN HALEN/Me Wise Magic
26	18	27	26	25	SILVERCHAIR/Abuse Me
12	15	20	19	18	SPONGE/Have You Seen Mary
24	25	25	24	23	TOOL/Stinkfest
27	21	26	25	24	LIVE/Lakini's Juice
22	25	25	24	23	BUSH/Greedy Fly
23	24	21	20	19	U2/Discotheque
22	24	21	20	19	COLLECTIVE SOUL/Precious Declaration
21	18	19	18	17	METALLICA/King Nothing
11	15	18	17	16	TONIC/Casual Affair
4	12	19	18	17	WALLFLOWERS/One Headlight
4	5	9	8	7	TONIC/Casual Affair
1	3	5	4	3	VERVE PIPE/The Freshman
6	6	9	8	7	GARY HOEY/Desire
8	7	5	4	3	MARILYN MANSON/Tourniquet
7	7	8	7	6	STIR/Looking For
11	20	10	9	8	STABBING WESTWARD/Shame
1	7	7	6	5	TOOL/H
6	6	7	6	5	SMASHING PUMPKINS/Muzzle
6	6	7	6	5	SEVEN MARY THREE/Water's Edge
4	6	7	6	5	OZZY OSBOURNE/Walk On Water
4	6	7	6	5	HUNGER/Vanishing Cream
1	3	7	6	5	NINE INCH NAILS/The Perfect Drug
4	6	6	5	4	CORROSION OF.../Drowning In...
5	4	6	5	4	HUNGER/Sonic Wasteland
7	4	5	4	3	SPACE/OG In The Meantime
8	4	5	4	3	TOADIES/Possum Kingdom

EAGLE 97.1 MARKET #7
KEGL/Dallas
(972) 869-9700
Doherty/Scully

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
18	27	38	37	36	WALLFLOWERS/One Headlight
19	21	32	36	35	LIVE/Lakini's Juice
21	24	31	36	35	COLLECTIVE SOUL/Precious Declaration
21	23	34	35	34	BUSH/Greedy Fly
21	27	34	34	33	SILVERCHAIR/Abuse Me
24	29	36	31	30	STIR/Looking For
22	24	21	20	19	TONIC/Casual Affair
21	24	22	23	22	SPONGE/Have You Seen Mary
11	13	23	22	21	THIRD DAY/Nothing At All
18	24	21	20	19	BETTER THAN EZRA/Desperately Wanting
18	24	21	20	19	RUSH/Drive
18	24	21	20	19	PROTEIN/My Blood
11	15	18	19	18	MOBY/That's When I...
11	15	18	19	18	STONE TEMPLE PILOTS/Tumble In The Rough
12	19	19	18	17	SOCIAL DISTORTION/When The Angels Sing
14	15	14	13	12	SMASHING PUMPKINS/Thirty-Three
15	11	16	19	18	MARILYN MANSON/Tourniquet
15	17	17	16	15	BIG HEAD TODD.../Resignation Superman
13	21	17	17	16	NUNO/Gravy
6	11	17	16	15	NINE INCH NAILS/The Perfect Drug
6	11	17	16	15	MATCHBOX 20/Long Day
8	11	14	14	13	CORROSION OF.../King Of The Rotten
8	11	14	14	13	OFFSPRING/Gone Away
8	11	14	14	13	METALLICA/King Nothing
8	11	14	14	13	DC TALK/Jesus Freak
8	11	14	14	13	MATCHBOX 20/Push
8	11	14	14	13	SENSE FIELD/Different Times
8	11	14	14	13	LOCAL H/From The Corner
8	11	14	14	13	VERUCA SALT/Volcano Girls
8	11	14	14	13	PORNO FOR PYROS/Hard Charger

Q102 MARKET #7
KTXQ/Dallas
(214) 528-5500
Lockridge/Redbeard

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
41	47	47	49	48	U2/Discotheque
45	49	46	47	46	LIVE/Lakini's Juice
38	41	41	43	42	SILVERCHAIR/Abuse Me
30	42	41	43	42	WALLFLOWERS/One Headlight
37	41	39	40	39	COLLECTIVE SOUL/Precious Declaration
36	43	41	40	39	GARBAGE/1 Crush
17	18	18	17	16	BUSH/Greedy Fly
21	28	24	24	23	COUNTING CROWS/A Long December
18	26	23	23	22	GRAND STREET CRYERS/You Win Again
18	26	23	23	22	SMASHING PUMPKINS/Destruction Unknown
19	24	22	22	21	SMASHING PUMPKINS/Thirty-Three
9	24	21	20	19	NINE INCH NAILS/The Perfect Drug
17	18	17	16	15	BIG HEAD TODD.../Resignation Superman
7	18	17	16	15	VERUCA SALT/Volcano Girls
17	18	17	16	15	SPONGE/Have You Seen Mary
8	17	17	16	15	QUICKSERV JOHN/Janitor Man
12	18	17	16	15	TONIC/Casual Affair
12	18	17	16	15	K'S CHOICE/Not An Addict
36	43	41	42	41	311/All Mixed Up
10	9	12	12	11	LOCAL H/From The Corner
10	9	12	12	11	MATCHBOX 20/Long Day
10	9	12	12	11	SOUNDGARDEN/Pretty Noose
11	7	9	11	10	OASIS/Champagne Supernova
10	8	10	11	10	VAN HALEN/Me Wise Magic
10	8	10	11	10	RADISH/Deer Avant Garde
10	8	10	11	10	TONIC/Casual Affair
11	8	10	11	10	SOCIAL DISTORTION/When The Angels Sing
12	9	11	11	10	PRIMITIVE RADIO GODS/Standing Outside...
9	8	10	11	10	STONE TEMPLE PILOTS/Trippin' On A Hole...
9	8	10	11	10	DISHWALLA/Counting Blue Cars

WAAF MARKET #10
WAAF/Boston
(617) 236-1073
Douglas/Osterlind

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
32	36	39	38	37	LIVE/Lakini's Juice
36	33	37	36	35	BUSH/Greedy Fly
30	30	36	36	35	SPONGE/Have You Seen Mary
15	27	28	34	33	VERVE PIPE/The Freshman
36	36	34	33	32	TOOL/Stinkfest
36	36	30	33	32	STONE TEMPLE PILOTS/Tumble In The Rough
35	32	33	33	32	METALLICA/King Nothing
31	32	31	31	30	SMASHING PUMPKINS/Here Is No Why
16	13	16	16	15	PORNO FOR PYROS/Hard Charger
21	26	29	29	28	NUNO/Gravy
28	32	31	31	30	FAILURE/Struck On You
21	24	23	24	23	PEARL JAM/Road
28	33	32	32	31	TONIC/Casual Affair
19	18	24	24	23	RAGE AGAINST.../Down Rodeo
28	29	33	33	32	NIRVANA/Drain You
31	33	32	32	31	HAZIE'S/Trip Free Life
15	14	15	15	14	COLLECTIVE SOUL/Precious Declaration
15	14	15	15	14	KORN/No Place To Hide
15	14	15	15	14	SILVERCHAIR/Abuse Me
15	14	15	15	14	CATFISH/Invisible
25	23	18	14	13	OFFSPRING/All I Want
15	16	14	14	13	WALLFLOWERS/One Headlight
13	12	14	14	13	ALICE IN CHAINS/Would?
12	12	14	14	13	ALICE IN CHAINS/Over Now
14	14	14	13	12	NINE INCH NAILS/The Perfect Drug
16	22	13	13	12	STIR/Looking For
12	9	11	11	10	CORROSION OF.../King Of The Rotten
14	15	15	13	12	BUSH/Swallowed
5	20	12	12	11	LOCAL H/From The Corner

94.9 ZETA MARKET #11
WZTA/Miami
(305) 654-9494
Steele/Hess

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
34	32	33	34	33	WALLFLOWERS/One Headlight
32	37	35	31	30	SILVERCHAIR/Abuse Me
18	22	32	32	31	MIGHTY JOE PLUM/Live Through This
31	32	30	32	31	STONE TEMPLE PILOTS/Lady Picture Show
28	28	30	30	29	BUSH/Greedy Fly
26	35	31	30	29	BETTER THAN EZRA/Desperately Wanting
23	26	26	26	25	LIVE/Lakini's Juice
14	15	27	27	26	METALLICA/King Nothing
24	22	24	24	23	U2/Discotheque
13	20	21	21	20	PORNO FOR PYROS/Tahitian Moon
13	20	21	21	20	NINE INCH NAILS/The Perfect Drug
12	18	16	20	19	MATCHBOX 20/Long Day
12	18	16	20	19	SOCIAL DISTORTION/When The Angels Sing
12	18	16	20	19	VERVE PIPE/The Freshman
12	18	16	20	19	COLLECTIVE SOUL/Precious Declaration
18	19	23	18	17	COUNTING CROWS/A Long December
13	17	17	17	16	SMASHING PUMPKINS/Thirty-Three
12	14	14	14	13	OFFSPRING/Gone Away
12	14	14	14	13	SOUNDGARDEN/Burden In My Hand
15	13	14	12	11	TONIC/Casual Affair
15	13	14	12	11	MARILYN MANSON/Tourniquet
15	13	14	12	11	VERUCA SALT/Volcano Girls
8	9	12	12	11	SOCIAL DISTORTION/When The Angels Sing
11	11	11	11	10	STONE TEMPLE PILOTS/Trippin' On A Hole...
13	10	11	11	10	LOCAL H/From The Corner
13	10	11	11	10	SCREAMING TREES/All I Know
10	10	11	11	10	FOO FIGHTERS/Down In The Park
10	10	11	11	10	SMASHING PUMPKINS/Muzzle
9	11	9	9	8	PEARL JAM/Hail
9	11	9	9	8	SMASHING PUMPKINS/Tonight, Tonight

KISW MARKET #13
KISW/Seattle
(206) 285-7625
Ryan/Faulkner

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
33	34	34	36	35	METALLICA/Hero Of The Day
28	35	33	36	35	TOOL/Stinkfest
19	17	31	36	35	LIVE/Lakini's Juice
16	15	32	34	33	SPONGE/Have You Seen Mary
34	35	34	34	33	OZZY OSBOURNE/Walk On Water
11	13	30	31	30	BUSH/Greedy Fly
21	15	15	19	18	SCREAMING TREES/Dying Days
19	17	18	18	17	PEARL JAM/Off He Goes
19	17	18	18	17	SILVERCHAIR/Abuse Me
19	17	18	18	17	COLLECTIVE SOUL/Precious Declaration
13	13	14	14	13	TONIC/Casual Affair
13	13	14	14	13	GARY HOEY/Desire
11	13	10	12	11	SMASHING PUMPKINS/Thirty-Three
10	9	11	10	9	VAN HALEN/Me Wise Magic
10	9	11	10	9	LOCAL H/From The Corner
9	6	7	8	7	VAN HALEN/Can't Get This...
9	6	7	8	7	OFFSPRING/Gone Away
9	6	7	8	7	METALLICA/King Nothing
8	11	10	8	7	FAILURE/Struck On You
6	9	10	7	6	TOOL/H
6	9	10	7	6	MARILYN MANSON/Tourniquet
6	9	10	7	6	DARLAH/ODD/Grav Your Own
6	9	10	7	6	STONE TEMPLE PILOTS/Tumble In The Rough
6	9	10	7	6	BETTER THAN EZRA/Desperately Wanting
6	9	10	7	6	HANDSOME/Needles

ROCK 105.3 MARKET #14
KIOZ/San Diego
(619) 560-5464
Stevens/Leder

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
15	29	28	31	30	SOUNDGARDEN/Blow Up...
15	17	16	29	28	SILVERCHAIR/Abuse Me
16	16	26	29	28	METALLICA/King Nothing
16	16	26	29	28	LIVE/Lakini's Juice
30	31	28	28	27	BETTER THAN EZRA/Desperately Wanting
30	28	28	28	27	BUSH/Greedy Fly
31	29	27	27	26	CORROSION OF.../Drowning In...
14	16	26	27	26	SOCIAL DISTORTION/When The Angels Sing
29	26	24	21	20	WALLFLOWERS/One Headlight
5	5	17	16	15	OFFSPRING/Gone Away
5	5	17	16	15	PROTEIN/My Blood
13	16	16	16	15	COLLECTIVE SOUL/Precious Declaration
13	16	16	16	15	TONIC/Casual Affair
3	16	16	16	15	NICKELBACK/Sweet Thing
11	15	16	16	15	LOCAL H/From The Corner
2	14	14			

REPORTERS

Stations and their adds listed alphabetically by market

ACTIVE ROCK

KEYJ/Abilene, TX
OM/PD: Randy Jones
MD: Dave Anderson
12 CAKE "Survive"
ORBIT "Medicine"
PHISH "Characta"
MATCHBOX 20 "Push"
JOHN MELLENCAMP "Emotional"

WRCX/Chicago, IL
Str. Mgr.: Dave Richards
AP/DMD: Jo Robinson
OFFSPRING "Gone"
BLACK CROWES "Better"
VERVE PIPE "Freshman"
PROTEIN "Blood"

KRZR/Fresno, CA
PD/MMD: E. Curtis Johnson
BIG HEAD TODD... "Superman"
OFFSPRING "Gone"

KHOP/Modesto, CA
PD/MMD: Dave Taylor
APO: Chris Lloyd
2 EELS "Rags"

KISS/San Antonio, TX
PD: Kevin Vargas
STONE TEMPLE PILOTS "Tumble"
MATCHBOX 20 "Push"
LOCAL H "Fritzes"

WONE/Akron, OH
PD/MMD: J.D. Kunes
No Adds

KLAQ/EI Paso, TX
PD/MMD: "Magic" Mike Ramsey
APO: "Big" Al Jones
2 JONNY LANG "Li"
2 THIRD DAY "Nothing"
2 CRAWN MELON "Undone"
MATCHBOX 20 "Push"
STORYVILLE "Blind"

WBAB/Long Island, NY
VP/Prog.: Bob Buchmann
Ops. Dir.: Eric Wellman
20 DON HENLEY "Hands"

WDVE/Pittsburgh, PA
OM: Gene Romano
MD: Chris Winters
No Adds

KTAL/Shreveport, LA
PD: Kevin West
MD: Ragan King
8 KENNY WAYNE SHEPHERD "Spider"
1 ERIC JOHNSON "S.R.V."
1 WIDESPREAD PANIC "Hope"

ROCK

ACTIVE ROCK

KLOQ/Colorado Springs, CO
PD: Rich Hewitt
AP/DMD: Peg Pollard
MID: Debbie Wyde
9 SILVERCHAIR "Freak"
3 VALLEJO "Just"
3 ORBIT "Medicine"

WRUF/Gainesville, FL
PD: Harry Guscott
MD: Derol Nail
R.E.M. "Electro"
STONE TEMPLE PILOTS "Tumble"
TOOL "H"
CAKE "Survive"
OFFSPRING "Gone"
PROTEIN "Blood"
LIFTER "402"

WKDF/Nashville, TN
PD: Kidd Redd
MD: Sheri Sexton
SUBLINE "Santana"
VERVE PIPE "Freshman"
DAVE MATTHEWS BAND "Crash"
PORNO FOR PYROS "Charger"
PUZZLE OUT "Sisters"

KISS/San Antonio, TX
PD: Kevin Vargas
STONE TEMPLE PILOTS "Tumble"
MATCHBOX 20 "Push"
LOCAL H "Fritzes"

WONE/Akron, OH
PD/MMD: J.D. Kunes
No Adds

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PD/MMD: "Magic" Mike Ramsey
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No Adds

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8 KENNY WAYNE SHEPHERD "Spider"
1 ERIC JOHNSON "S.R.V."
1 WIDESPREAD PANIC "Hope"

75 Total Reporters
75 Current Reporters
73 Current Playlists

Reported Frozen Playlist (1):
KBP/Denver, CO

Did Not Report, Playlist Frozen (1):
WARQ/Columbia, SC

87 Total Reporters
86 Current Reporters
85 Current Playlists

Did Not Report, Playlist Frozen (1):
WZZR/Ft. Pierce, FL

Did Not Report For Two Consecutive Weeks; Data Not Used (1):
WTBB/Panama City, FL

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
			1	WALLFLOWERS One Headlight (Interscope) 2079 2026 2017 1844 85/0					
14	5	4	2	LIVE Lakini's Juice (Radioactive) 1487 1368 1251 858 81/0					
5	4	2	3	COUNTING CROWS A Long December (DGC/Geffen) 1477 1396 1275 1165 69/0					
—	—	21	4	COLLECTIVE SOUL Precious Declaration (Atlantic) 1299 663 — — 83/3					
3	3	3	5	JOHN MELLENCAMP Just Another Day (Mercury) 1299 1374 1446 1403 67/0					
7	6	6	6	U2 Discotheque (Island) 1210 1229 1212 1097 70/0					
6	8	7	7	SPONGE Have You Seen Mary (Columbia) 1092 1156 1185 1119 67/0					
13	11	9	8	TOM PETTY & THE HEARTBREAKERS Change... (Warner Bros.) 1041 1048 948 870 62/1					
2	2	5	9	STONE TEMPLE PILOTS Lady Picture Show (Atlantic) 1004 1275 1457 1644 64/0					
25	15	12	10	WIDESPREAD PANIC Hope In A Hopeless World (Capricorn/Mercury) 986 867 784 584 75/3					
4	7	8	11	SOUNDGARDEN Blow Up The Outside World (A&M) 980 1106 1195 1202 63/0					
18	14	11	12	BETTER THAN EZRA Desperately Wanting (Swell/Elektra/EEG) 945 885 853 822 63/0					
26	22	14	13	SILVERCHAIR Abuse Me (Epic) 933 839 681 550 67/2					
24	20	16	14	METALLICA King Nothing (Elektra/EEG) 903 789 706 623 71/1					
23	21	13	15	BUSH Greedy Fly (Trauma/Interscope) 900 845 703 626 68/3					
27	23	18	16	TONIC Casual Affair (Polydor/A&M) 822 720 670 534 72/2					
8	9	10	17	METALLICA Hero Of The Day (Elektra/EEG) 810 971 1008 1089 60/0					
45	30	22	18	BIG HEAD TODD & THE MONSTERS Resignation... (Revolution) 785 652 490 273 61/3					
15	13	15	19	STIR Looking For (Aware/Capitol) 714 796 867 840 54/0					
35	27	25	20	JOURNEY Can't Tame The Lion (Columbia) 613 580 577 447 43/0					
31	29	26	21	SHERYL CROW Everyday Is A Winding Road (A&M) 574 571 514 479 31/1					
9	10	17	22	RUSH Half The World (Atlantic) 566 742 965 1074 46/0					
16	16	20	23	SUBLIME What I Got (Gasoline Alley/MCA) 562 677 783 840 40/0					
12	12	19	24	VAN HALEN Can't Get This Stuff No More (Warner Bros.) 553 720 930 877 38/0					
21	25	28	25	LOCAL H Bound For The Floor (Island) 519 551 629 670 34/0					
17	19	24	26	MATCHBOX 20 Long Day (Lava/Atlantic) 510 584 717 826 41/0					
20	24	23	27	DON HENLEY Through Your Hands (Revolution) 460 595 669 705 32/2					
11	17	27	28	ZZ TOP Bang Bang (RCA) 451 551 763 894 34/0					
22	26	30	29	VAN HALEN Me Wise Magic (Warner Bros.) 449 526 582 665 47/1					
32	32	32	30	SMASHING PUMPKINS Thirty-Three (Virgin) 426 489 480 475 34/1					
28	28	31	31	DAVE MATTHEWS BANO Crash Into Me (RCA) 414 498 516 521 28/0					
—	50	40	32	JONNY LANG Lie To Me (A&M) 405 297 175 124 41/13					
10	18	29	33	BUSH Swallowed (Trauma/Interscope) 391 548 722 966 36/0					
30	33	35	34	ERIC JOHNSON S.R.V. (Capitol) 360 397 462 485 31/1					
33	31	33	35	R.E.M. The Wake-Up Bomb (Warner Bros.) 354 435 490 468 30/0					
—	46	39	36	BLACK CROWES Better When You're Not Alone (American/Reprise) 349 304 183 94 33/4					
44	36	34	37	OFFSPRING All I Want (Columbia) 344 397 351 283 37/0					
38	37	38	38	COREY STEVENS It's Over (Eureka/Discovery) 317 324 351 378 24/1					
34	34	37	39	TOM PETTY & THE HEARTBREAKERS Climb... (Warner Bros.) 301 338 412 461 39/0					
—	—	49	40	STORYVILLE Blind Side (Code Blue/Atlantic) 278 174 35 9 32/8					
29	35	36	41	R.E.M. Bittersweet Me (Warner Bros.) 272 339 385 499 31/0					
—	—	43	42	VERVE PIPE The Freshman (RCA) 269 229 169 87 31/7					
DEBUT	—	—	43	STONE TEMPLE PILOTS Tumble In The Rough (Atlantic) 257 115 40 30 36/9					
—	—	48	44	ODDS Someone Who's Cool (Elektra/EEG) 232 179 83 — 31/3					
—	—	46	45	THIRD DAY Nothing At All (Silvertone) 230 181 125 37 34/8					
40	39	41	46	ALICE IN CHAINS Would? (Columbia) 219 273 316 315 13/0					
—	—	50	47	WILCO Outtasite (Outta Mind) (Reprise) 198 164 101 70 27/7					
DEBUT	—	—	48	NINE INCH NAILS The Perfect Drug (Nothing/Interscope) 189 146 124 44 17/0					
43	41	42	49	BLOODHOUND GANG Fire Water Burn (Republic/Geffen) 183 244 291 297 19/0					
DEBUT	—	—	50	CRAVIN' MELON Come Undone (Mercury) 175 116 51 15 25/7					

This chart reflects airplay from February 3-9. Songs ranked by total plays. Highlighted songs indicate Breaker. 87 Rock reporters. 85 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1997, R&R Inc.

NEW & ACTIVE

TOOL "H" (Zoo)

Total Plays: 169, Total Stations: 25, Adds: 4
MARILYN MANSON Tourniquet (Nothing/Interscope)
 Total Plays: 147, Total Stations: 17, Adds: 1
SOCIAL DISTORTION When The Angels Sing (550 Music)
 Total Plays: 146, Total Stations: 16, Adds: 3
FOUNTAINS OF WAYNE Radiation Vibe (Tag/Atlantic)
 Total Plays: 145, Total Stations: 14, Adds: 1
EELS Rags To Rags (DreamWorks/Geffen)
 Total Plays: 133, Total Stations: 21, Adds: 4
VERUCA SALT Volcano Girls (Outpost/Geffen)
 Total Plays: 117, Total Stations: 19, Adds: 7

KULA SHAKER Hey Dude (Columbia)

Total Plays: 103, Total Stations: 14, Adds: 2
CLARKS Caroline (Way Cool Music/MCA)
 Total Plays: 98, Total Stations: 14, Adds: 4
R.E.M. Electrolite (Warner Bros.)
 Total Plays: 96, Total Stations: 6, Adds: 1
NUNO Gravity (A&M)
 Total Plays: 91, Total Stations: 13, Adds: 0

Songs ranked by total plays.

BREAKERS®

No Songs Qualified For Breaker Status This Week

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
JOHN MELLENCAMP Emotional Love (Mercury)	14
JONNY LANG Lie To Me (A&M)	13
OFFSPRING Gone Away (Columbia)	13
MATCHBOX 20 Push (Lava/Atlantic)	9
STONE TEMPLE PILOTS Tumble In The Rough (Atlantic)	9
STORYVILLE Blind Side (Code Blue/Atlantic)	8
THIRD DAY Nothing At All (Silvertone)	8
CRAVIN' MELON Come Undone (Mercury)	7
VERUCA SALT Volcano Girls (Outpost/Geffen)	7
VERVE PIPE The Freshman (RCA)	7
WILCO Outtasite (Outta Mind) (Reprise)	7

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
COLLECTIVE SOUL Precious Declaration (Atlantic)	+636
STONE TEMPLE PILOTS Tumble In The Rough (Atlantic)	+142
BIG HEAD TODD & THE MONSTERS Resignation... (Revolution)	+133
LIVE Lakini's Juice (Radioactive)	+119
WIDESPREAD PANIC Hope In A Hopeless... (Capricorn/Mercury)	+119
METALLICA King Nothing (Elektra/EEG)	+114
JONNY LANG Lie To Me (A&M)	+108
STORYVILLE Blind Side (Code Blue/Atlantic)	+104
TONIC Casual Affair (Polydor/A&M)	+102
SILVERCHAIR Abuse Me (Epic)	+94

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
TONIC Open Up Your Eyes (Polydor/A&M)
WALLFLOWERS 6th Avenue Heartache (Interscope)
SOUNDGARDEN Burden In My Hand (A&M)
STONE TEMPLE PILOTS Trippin' On A Hole In... (Atlantic)
DISHWALLA Counting Blue Cars (A&M)
ALICE IN CHAINS Over Now (Columbia)
METALLICA Until It Sleeps (Elektra/EEG)
CHALK FARM Lie On Lie (Columbia)
EVERCLEAR Santa Monica (Watch The World Die) (Capitol)
BLACK CROWES Blackberry (American/Reprise)

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

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ROCK PLAYLISTS

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

MARKET #2
KLOS 95.5
 KLOS/Los Angeles
 (310) 840-4836
 Wilde

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
-	-	11	20		COUNTING CROWS/Daylight Fading
-	-	9	19		R.E.M./Electrolite
-	-	10	18		ERIC JOHNSONS/R.V.
24	27	22	17		STONE TEMPLE PILOTS/Lady Picture Show
-	20	22	17		JOHN MELLENCAMP/Just Another Day
26	25	18	17		WALLFLOWERS/One Headlight
23	25	17	17		BETTER THAN EZRA/Desperately Wanting
-	21	17	16		BIG HEAD TODD.../Resignation Superman
-	-	16	16		JOHNNY LANG/Lie To Me
9	5	14	16		DAVE MATTHEWS BAND/Crash Into Me
-	-	10	16		COREY STEVENS/6th Avenue Heartache
-	21	17	16		WIDESPREAD PANIC/Hope In A Hopeless...
25	26	10	16		JOURNEY/Can't Tame The Lion
8	8	10	16		DISHWALLA/Counting Blue Cars
26	26	11	16		DISHWALLA/Give
26	26	12	16		RUSH/Half The World
6	7	7	16		U2/Discotheque
-	-	7	16		WILCO/Monday
28	12	6	16		R.E.M./Bittersweet Me
26	8	6	16		COUNTING CROWS/A Long December
5	7	6	16		SUBLINE/What I Got
5	6	5	16		JARS OF CLAY/Flood
-	-	2	16		ZZ TOP/Bang Bang
-	-	-	16		COLLECTIVE SOUL/Precious Declaration

MARKET #6
WWBR/Detroit
 (610) 589-7900
 Bevilacqua

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
16	15	22	29		TOM PETTY & HB/Change The Locks
31	28	28	29		STONE TEMPLE PILOTS/Lady Picture Show
13	15	21	27		SPONGE/Have You Seen Mary
31	28	28	26		METALLICA/Hero Of The Day
19	21	28	26		VAN HALEN/Can't Get This...
25	28	26	26		ZZ TOP/Bang Bang
12	23	23	23		METALLICA/King Nothing
29	28	26	23		SOUNDGARDEN/Blow Up...
18	17	20	20		LIVE/Lakin's Juice
15	14	16	16		COUNTING CROWS/Angels Of...
-	-	16	15		COLLECTIVE SOUL/Precious Declaration
31	28	20	14		TONIC/Open Up Your Eyes
13	14	13	13		SUBLINE/What I Got
14	15	16	13		RUSH/Half The World
31	28	21	13		LOCAL H/Bound For The Floor
30	16	16	13		U2/Discotheque
13	13	17	13		BLACK CROWES/Blackberry
-	-	10	13		JOHNNY LANG/Lie To Me
12	13	13	13		VAN HALEN/Me Wise Magic
12	12	12	12		STR/Looking For
12	10	12	12		BUSH/Greedy Fly
13	14	12	12		DARLAHOOD/Grow Your Own
13	13	12	12		WIDESPREAD PANIC/Hope In A Hopeless...
14	14	12	12		TOM PETTY & HB/Climb That Hill
9	8	9	11		TONIC/Casual Affair
10	15	13	11		SOUNDGARDEN/Burden In My Hand
11	10	10	10		TOOL/Slinkst
9	11	-	10		TOADIES/Possum Kingdom
9	11	-	10		SEVEN MARY THREE/Cumbersome
-	-	10	10		BUSH/Comedown

MARKET #12
WRLS/Atlanta
 (404) 325-0960
 Hughes/Kepple

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
35	32	33	33		METALLICA/Hero Of The Day
16	15	27	31		SILVERCHAIR/Abuse Me
30	33	30	30		BUSH/Swallowed
32	32	32	29		SOUNDGARDEN/Blow Up...
15	19	15	20		BETTER THAN EZRA/Desperately Wanting
14	20	16	20		VAN HALEN/Can't Get This...
-	-	18	19		COLLECTIVE SOUL/Precious Declaration
23	19	19	18		LIVE/Lakin's Juice
24	18	16	18		VAN HALEN/Me Wise Magic
16	15	17	18		BLACK CROWES/Blackberry
15	18	17	15		SPONGE/Have You Seen Mary
10	13	15	14		BUSH/Greedy Fly
15	15	14	14		SOCIAL DISTORTION/What I Got
10	17	12	14		WALLFLOWERS/One Headlight
16	14	16	14		DARLAHOOD/Grow Your Own
10	12	13	13		METALLICA/King Nothing
9	14	15	13		WIDESPREAD PANIC/Hope In A Hopeless...
-	-	12	12		COUNTING CROWS/A Long December
8	9	9	9		OFFSPRING/All I Want
-	-	8	8		ATLANTA RHYTHM.../Voodoo
8	8	11	8		TYPE O NEGATIVE/Love You To Death
8	9	8	8		DISHWALLA/Charlie Brown's...
-	-	7	7		TOOL/H
9	9	8	7		STR/Looking For
-	-	2	7		THIRD DAY/Nothing At All
2	6	9	7		TONIC/Casual Affair
-	-	5	5		STONE TEMPLE PILOTS/Tumble In The Rough

MARKET #15
WBAB Long Island
 (516) 587-1023
 Buchmann/Wellman

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
28	30	30	30		COUNTING CROWS/A Long December
25	29	29	29		VAN HALEN/Ale Wise Magic
21	29	29	29		WALLFLOWERS/One Headlight
30	26	27	27		JOHN MELLENCAMP/Just Another Day
7	18	18	21		SUBLINE/What I Got
20	17	18	21		U2/Discotheque
8	17	17	21		WIDESPREAD PANIC/Hope In A Hopeless...
23	21	21	20		DON HEMLEY/Through Your Hands
-	20	20	20		JOURNEY/Can't Tame The Lion
18	19	20	20		ZZ TOP/Bang Bang
21	20	20	20		SPONGE/Have You Seen Mary
-	-	10	14		COLLECTIVE SOUL/Precious Declaration
-	-	14	13		LIVE/Lakin's Juice
8	13	10	12		BETTER THAN EZRA/Desperately Wanting
-	11	10	12		BETH HART/BAND/In A Hopeless...
9	10	12	12		MATCHBOX 20/Long Day
-	-	5	11		STORYVILLE/Good Day For...
10	11	11	11		COREY STEVENS/6th Avenue Heartache
8	12	9	11		WILCO/Outsides (Outta...)
5	5	5	5		RUSTED ROOT/Faith I Do Believe
-	-	5	5		ODDS/Someone Who's Cool

MARKET #15
WRCN Long Island
 (516) 423-6740
 Tortora/Rodger

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
26	26	34	41		U2/Discotheque
23	26	33	33		BUSH/Greedy Fly
33	35	31	31		SUBLINE/What I Got
15	13	30	31		WALLFLOWERS/One Headlight
-	-	26	30		TOOL/Slinkst
-	-	20	29		COLLECTIVE SOUL/Precious Declaration
15	15	27	27		METALLICA/King Nothing
32	35	34	26		SPONGE/Have You Seen Mary
34	38	32	23		SOUNDGARDEN/Blow Up...
23	25	23	23		STR/Looking For
10	1	19	22		BLOODHOUND GANG/Fire Water Burn
22	28	21	22		STONE TEMPLE PILOTS/Lady Picture Show
24	25	23	22		LIVE/Lakin's Juice
14	14	21	21		BETTER THAN EZRA/Desperately Wanting
21	21	28	28		311/Down
21	22	19	20		LOCAL H/Bound For The Floor
17	13	19	20		SMASHING PUMPKINS/You're All I've...
13	14	19	19		SILVERCHAIR/Abuse Me
-	-	10	17		NINE INCH NAILS/The Perfect Drug
12	12	15	15		TONIC/Casual Affair
21	22	15	15		VAN HALEN/Ale Wise Magic
19	14	18	18		PEARL JAM/Hail, Hail
-	-	10	15		311/All Mixed Up
-	-	10	14		FOUNTAINS OF WAYNE/Radiation Vibe
-	-	12	14		SMASHING PUMPKINS/Thirty-Three
-	-	14	13		BIG HEAD TODD.../Resignation Superman
-	-	11	13		VERUCA SALT/Mexicano Girls
25	21	13	12		DZDY OSBOURNE/Walk On Water
13	12	8	12		TONIC/Open Up Your Eyes
15	13	10	11		MPVANA/Annyuram

MARKET #18
KDKA/Phoenix
 (602) 897-9300
 Maraville/Peterson

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
33	26	32	34		COUNTING CROWS/A Long December
14	14	25	32		BETTER THAN EZRA/Desperately Wanting
18	14	24	32		JOURNEY/Can't Tame The Lion
32	26	32	32		SHERYL CROW/Everyday Is...
33	28	31	30		DON HEMLEY/Through Your Hands
-	-	8	19		JOHNNY LANG/Lie To Me
-	-	7	18		SILVERCHAIR/Abuse Me
-	-	15	17		BIG HEAD TODD.../Resignation Superman
-	-	8	17		COLLECTIVE SOUL/Precious Declaration
17	15	17	17		JOHN MELLENCAMP/Just Another Day
-	-	20	17		MATCHBOX 20/Push
13	14	19	16		SPONGE/Have You Seen Mary
-	-	13	12		DAVE MATTHEWS BAND/Lie In Our Graves
17	4	7	11		WALLFLOWERS/Laughing Out Loud
12	7	12	10		VERVE PIPE/The Freshman
17	8	12	9		TOM PETTY & HB/Change The Locks
10	6	9	8		STORYVILLE/Good Day For...
7	4	8	7		DAVE MATTHEWS BAND/Crash Into Me
18	12	15	7		DISHWALLA/Give
9	27	23	7		WALLFLOWERS/One Headlight
1	6	5	6		U2/Discotheque
32	26	6	6		ZAKK WYLDE/Way Beyond Empty
2	14	8	5		LIVE/Lakin's Juice
7	6	7	5		MATCHBOX 20/Long Day
5	2	5	5		WALLFLOWERS/6th Avenue Heartache
7	6	6	4		JOHN MELLENCAMP/Just Another Day
6	6	4	3		JOHN MELLENCAMP/Key West...
6	6	4	3		JOURNEY/When You Love...
3	3	3	2		COUNTING CROWS/Angels Of...
2	1	4	2		SHERYL CROW/If It Makes You...

MARKET #23
WDRB/Richmond
 (412) 937-1441
 Romano/Winter

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
-	-	13	23		BETTER THAN EZRA/Desperately Wanting
22	20	20	21		MATCHBOX 20/Long Day
8	19	22	20		R.E.M./Bittersweet Me
14	13	18	19		WALLFLOWERS/6th Avenue Heartache
13	13	15	16		CLARKS/Caroline
-	-	19	16		WILCO/Outsides (Outta...)
12	15	16	15		CLARKS/Mercury
10	13	16	15		TONIC/Open Up Your Eyes
11	13	15	13		STONE TEMPLE PILOTS/Lady Picture Show
11	12	14	13		TOM PETTY & HB/Climb That Hill
11	12	14	13		COUNTING CROWS/A Long December
19	14	14	13		WALLFLOWERS/One Headlight
-	-	6	14		BIG HEAD TODD.../Resignation Superman
14	8	13	13		ZAKK WYLDE/Between Heaven...
8	10	12	10		CATHERINE FIELDS/Innocently In Blue
16	17	10	10		COUNTING CROWS/Angels Of...
7	12	10	9		STORYVILLE/Good Day For...
6	6	9	9		VAN HALEN/Me Wise Magic
8	10	8	9		JOHN MELLENCAMP/Just Another Day
5	4	7	7		CHALK FARM/Lie On Lie
5	4	7	7		SPONGE/Have You Seen Mary
10	4	10	7		METALLICA/Hero Of The Day
3	4	4	6		ERIC JOHNSONS/R.V.
12	7	6	6		DAVE MATTHEWS BAND/Crash Into Me
8	15	5	5		BLACK CROWES/Good Friday
9	7	7	4		COREY STEVENS/6th Avenue Heartache
7	4	4	5		TOM PETTY & HB/Walls
5	-	-	5		BAD LEEZ/Fear Of Falling
6	-	-	5		EVERCLEAR/Santa Monica...
5	7	7	5		REFRESHMENTS/Banditos

MARKET #25
WEBN/Cincinnati
 (513) 621-9326
 Richards/Reinhart

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
23	18	22	21		LIVE/Lakin's Juice
35	31	33	29		ALICE IN CHAINS/Nutshell
35	31	33	24		SILVERCHAIR/Abuse Me
-	-	4	22		OFFSPRING/Gone Away
-	-	19	20		COLLECTIVE SOUL/Precious Declaration
-	-	22	18		MIGHTY JOE PLUM/Live Through This
7	7	17	18		WALLFLOWERS/One Headlight
14	15	17	17		PEARL JAM/Smile
5	5	17	17		SOUNDGARDEN/Rhinosauro
22	18	19	17		STABBING WESTWARD/Shame
10	8	14	17		TONIC/Casual Affair
19	8	11	16		STONE TEMPLE PILOTS/Lady Picture Show
19	15	8	16		ALICE IN CHAINS/Again
11	8	14	16		STONE TEMPLE PILOTS/Trippin' On A Hole...
31	31	31	16		METALLICA/Hero Of The Day
10	6	16	16		STONE TEMPLE PILOTS/Plush
16	15	15	15		VAN HALEN/Me Wise Magic
15	12	15	14		HUNGER/Vanshing Cream
15	15	17	14		WIDESPREAD PANIC/Hope In A Hopeless...
22	16	15	13		PEARL JAM/In My Hand
9	9	12	12		ALICE IN CHAINS/Down In A Hole
-	-	12	11		EXPANDING MAN/Disappear
6	6	4	11		CORROSION OF.../Drowning In...
23	17	11	11		STR/Looking For
15	16	13	11		VAN HALEN/Humans Being
4	10	14	11		ALICE IN CHAINS/Over Now
21	11	10	11		LOCAL H/Bound For The Floor
-	-	-	10		PEARL JAM/Better Man
-	-	-	10		BUSH/Comedown

MARKET #26
KCAL/Riverside
 (909) 793-3554
 Shaw/Matthews

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
25	27	28	20		ALICE IN CHAINS/Would?
18	28	20	20		AC/DC/Gone Shootin'
20					

Stations and their adds listed alphabetically by market

Table listing radio stations across various markets (e.g., WEQX/Albany, NY; WPGU/Champaign, IL; CIMX/Detroit, MI) with their respective program managers and current playlist items.

NEW & ACTIVE

Table listing new and active songs with columns for artist, song title, total plays, total stations, and adds. Includes entries like 'ODDS Someone Who's Cool', 'MOBY That's When I Reach For My...', etc.

Large advertisement for 'White Town Your Woman' featuring the text 'R&R Alternative Debut 43 Modern Rock Monitor Debut 40*', 'Audience Over 7 Million', and 'February 25th Street Date'. Includes logos for EMI Records and Chrysalis.



Female of the Species

R&R Alternative **21** BDS Modern Rock Monitor **22**

WXRX	KROQ	Y107	WKQX	KITS	CIMX	WHYT	KDGE	WHFS	KTbz	WBCN	WfNX	WNNX	KNDD
XHRM	XTRA	KEGE	KEDJ	WENZ	KTCL	KNRK	WAQZ	WOXY	KCXX	KLZR	KWOD	KOME	WBRU
WWCD	WROX	KXRK	WZRH	WEDG	WMRQ	WRXQ	WRLG	KEDG	WHTG	KROX	KNRX	WXEG	WRAX
WBZU	WQBK	KDEO	KFMA	WGRD	WKRL	WQXA	WHMP	KICT	WKRO	WEJE	WXZZ	WWDX	WMAD
KQXR	KRZQ	KORB	WJSE	KTOZ	KNRQ	WOSC	WDST	WGRG	WCYY	KQRX	KJEE	WPGU	WBTZ

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SKY DANIELS

The Add: Summing Up Commitment

□ A lot goes into (and comes out of) the process of getting an add on a record

As a green newcomer just getting into radio, the first time I heard a label promotion person say, "We need an add on this record," I thought he wanted to buy commercial time on my station to *advertise* the record. To this day, whenever I talk to people outside of our industry and utilize the term "add," they always need to have it explained.

Coincidentally, I had a recent conversation with a new programmer who secretly admitted he did not fully understand all the fuss about "getting the add." Unbelievably, it appeared that the essence of what an add means might not fully be understood within the industry, as well. Ask any promotion person — who's fought long and hard to secure an add on an artist he believes in — what it really means, and you'll get a response that transcends just a transaction.

Triumph Of The Will

Every week a tribal dance occurs in the symbiotic relationship between radio and records — and, for that matter, **R&R**. Promotion executives begin their week in search of getting as many radio stations to officially add a song by the label's artist to the finite current playlists. For radio programmers, a lot of time, effort, and consideration will go into finally determining what will or won't make that list.

Work Records VP/Alternative Promotion **Geordie Gillispie** sums up the process: "Getting an add means the station is formally committed to supporting my record. It is an acknowledgement that my company's efforts have paid off. A lot of times, someone may play a record

and you'll get a detection, and nothing ever comes from it. It may have been a spike or part of some nighttime new music challenge. I love knowing **Fiona Apple** may have been heard by the station's audience, but I still can't reliably count on continued support until I receive an official add."



Geordie Gillispie

Like many of his peers, Gillispie feels a sense of personal satisfaction and professional accomplishment when he gets an add. "I know records nowadays get added for a variety of reasons: a programmer loves a song; a label begs a favor or methodically pressures a PD into conceding an add. There are still those times when you do everything you can to show radio, from the heart, how much you believe in an artist."

The Total Relationship

For PDs, those reasons for adding a record are varied and plentiful. According to **KDGE/Dallas** PD **Joel Folger**, "PDs have a lot at stake with every programming decision they make. We have to be aware of

and consider every possible factor that may influence our listeners. When we add a record, it means we believe it is right for our audience, which is of real importance.

"We also know how much it means to the labels. For promotion people, this has been a process that we have acknowledged for years. They are paid to interact with us and represent their companies' professional interests. We all know great relationships extend beyond that. There is a personal communication going on, as well. Local reps, in particular, relate directly to a station. I know when I call and tell them, 'You've got the add,' it means as much to *them* as when *I* go up in the ratings. There are a lot of labels that truly understand what an add really means."

Sadly, according to **WBZU/Richmond** PD **J.J. Quest**, some don't: "We put a lot of thought into what goes on the station. We are currently in a period where there are a lot of huge, platinum superstars who rightfully have taken slots on our playlists. When you have great records like a **Silverchair**, **Bush**, or **U2**, it's going to be a lot harder for new acts to find a foothold.

For Quest, his professional accord with some labels is particularly important in such a competitive atmosphere. "I think I speak for a lot of PDs when I say that given the climate, if we add a record now, like a **Prodigy**, it is meaningful to us. That's why we appreciate the little gestures of thanks. I'm not looking to get stroked, but it does mean a lot when a rep like [**Interscope's**] **Pam Grund**, [**Universal's**] **Dave Reynolds**, or [**Maverick's**] **Tom Nappi** follows through with a call or a thank-you card. Sometimes I think labels believe if they offer a giveaway or some other promotion, it takes the place of what really should be considered: We are respecting each other and the job we have to do. When we add a record, we are stating our support for that artist."

Reverse Process

Most programmers spoken to for this column agreed with **WGRD/Grand Rapids** PD **Allan Fee** when he says, "I know how important getting an add is to labels, so why do they ask us not to add records by superstars? I recently went through having a major label beg me to hold off on a superstar record so they



You need the add to complete the process, to know the station is ready to really give the record support. The add basically tells you both sides have committed to supporting the project. It helps you confidently build a marketing plan.

—**Bob Divney**

could have a huge impact week. It's a given that we were going to add the record, so why not run with it? It's not like we would negatively impact sales — the record's not even out. Issues like that can cheapen the validity of an add."

Fee feels the add can be of huge importance in developing acts. "I believe in the **Big Head Todd** record and knew, by adding it early, I would help **Revolution** build a story at Alternative. That's when the concept of an add is relevant. **Verve Pipe** is a great example. Because they are heroes here in Michigan, we played 'The Freshman' when the album first came out. I wanted to re-add it now because I knew it would help the overall growth on a national basis of a song I believed in. There's more relevance to that than just a spin. I've been watching records like the **Wallflowers** open the doors for things like **Wilco**. In turn, I watch the adds on **Wilco** each week."

Reprise Director/National Alternative **Bob Divney** would be glad to hear that. He says, "At this point, in a record like **Wilco**, you are managing perception as much as building gross impressions for the audience. Adds signify you are getting stations to formally commit to a project, not just play it. At its worst, getting a dozen adds can be a test of will for a label. At its best, getting adds means a number of stations endorse the belief you have in a project. At **Reprise**, we've demonstrated a commitment to bring artists like **Jayhawks**, **Son Volt**, and now **Wilco** to Alternative. It's not a game of alphabet soup. It's meant to show that we will be consistent to this idea."



Allan Fee

just because you see the spins are there doesn't mean you have the confidence of a programmer. A number of stations played **Ash 10** or more times a week and never committed to the project. You need the add to complete the process, to know the station is ready to really give the record support. The add basically tells you both sides have committed to supporting the project. It helps you confidently build a marketing plan."

The Feeling Is Mutual

Noting that labels tend to expect a certain time frame of commitment after a station officially adds a record, **Folger** speculates, "In my heart, I think a fair time frame is six weeks, although not every record will always hold up to that length. Unfortunately, some records show signs of not meriting that exposure, and are gone after four weeks. You have to find a sense of what is reasonable exposure and what is political pressure from labels. The worst thing you can do is just add a record and then not give it enough play to know if it could work. No one wants paper adds anymore."



J.J. Quest

From the label's perspective of the time frame, Gillispie says, "There are varying criteria. If a record is to be stringently subjected to callout, I'd like to see at least 150 plays before decisions were made. Sometimes when you are slowly developing a story, all you can hope for is four weeks of at least two plays a day. For us, the add is a signal that we can build a marketing plan to support and develop further play. We don't engage in guesswork."

Personal Issues

Recently a VP of promotion at a major label related a story that I understood all too well. The executive was trying to salvage a respectable showing for one of his company's major artists that week.

He admitted, "I had to do something I don't normally do. I had to make getting those adds a personal issue. I went to programmers I knew in my heart I had gone the extra mile for in the past — the stations that, when they were in need, came to me. I told those programmers this wasn't about the chart, this was about us. I needed to know they cared about our relationship and believed enough in my credibility to know I wasn't playing a game or crying wolf. I needed that add to know this was really a two-way street."

During my promotion days, I too, made those phone calls. At those times, you want to believe there is more going on than just buying and selling. You want to believe trust is being built and mutual needs are being respected. At the moment when I put everything on the line and a PD would quietly say, "You've got the add," what I received was a deep human feeling — which is a hell of a lot more than just a detection.

underworld


born slippy/pearl's girl
two singles. one band

impacting radio february 17, 1997

born slippy: top 20 phones/Q101 Chicago
top 100 single sales (Chicago)

added at: LIVE 105, Groove Radio,
KKDM, X96, WDST

testing at: WEND, KNRK,
KPNT, KEGE, WFNX



FEBRUARY 14, 1997

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	U2 Discotheque (Island)	3182	3361	3356	3311	95/0
4	2	2	2	LIVE Lakini's Juice (Radioactive)	3162	3196	3074	2720	94/0
9	7	7	3	WALLFLOWERS One Headlight (Interscope)	2688	2541	2351	2108	87/1
8	8	8	4	BUSH Greedy Fly (Trauma/Interscope)	2638	2482	2298	2141	87/0
5	5	4	5	COUNTING CROWS A Long December (DGC/Geffen)	2636	2650	2525	2405	83/0
3	4	3	6	SMASHING PUMPKINS Thirty-Three (Virgin)	2613	2777	2769	2745	87/0
7	6	6	7	SILVERCHAIR Abuse Me (Epic)	2603	2542	2390	2153	92/0
2	3	5	8	GARBAGE #1 Crush (Capitol)	2099	2553	2872	3072	75/0
14	11	10	9	CARDIGANS Lovefool (Mercury)	1990	1976	1904	1809	69/1
22	16	13	10	SUBLIME Santeria (Gasoline Alley/MCA)	1977	1876	1692	1387	84/0
18	15	14	11	DAVE MATTHEWS BAND Crash Into Me (RCA)	1900	1802	1713	1599	81/4
26	14	11	12	NINE INCH NAILS The Perfect Drug (Nothing/Interscope)	1896	1899	1782	1197	92/1
6	9	9	13	311 All Mixed Up (Capricorn/Mercury)	1755	2040	2250	2322	69/0
10	10	12	14	DEPECHE MODE Barrel Of A Gun (Reprise)	1740	1898	1955	1854	86/0
—	33	18	15	VERUCA SALT Volcano Girls (Outpost/Geffen)	1704	1384	808	260	86/2
20	17	16	16	SHERYL CROW Everyday Is A Winding Road (A&M)	1642	1725	1637	1461	72/1
BREAKER			17	COLLECTIVE SOUL Precious Declaration (Atlantic)	1623	923	—	—	75/3
12	12	15	18	OFFSPRING All I Want (Columbia)	1495	1777	1882	1823	76/0
11	13	17	19	BETTER THAN EZRA Desperately Wanting (Swell/Elektra/EEG)	1353	1479	1796	1843	57/0
—	40	24	20	VERVE PIPE The Freshman (RCA)	1340	1001	665	217	73/10
39	31	19	21	SPACE Female Of The Species (Gut/Universal)	1266	1115	876	602	69/3
—	39	22	22	NO DOUBT Excuse Me Mr. (Trauma/Interscope)	1263	1022	674	453	76/8
28	24	20	23	SOUL COUGHING Super Bon Bon (Slash/WB)	1032	1094	1120	1149	53/0
33	29	23	24	SOCIAL DISTORTION When The Angels Sing (550 Music)	1025	1015	954	849	59/2
BREAKER			25	PRODIGY Firestarter (Mute/Maverick/WB)	1006	888	648	487	74/5
31	27	26	26	SUICIDE MACHINES No Face (Hollywood)	920	1000	1042	1047	68/0
42	36	35	27	CAKE I Will Survive (Capricorn/Mercury)	918	840	712	563	60/7
19	21	21	28	NO DOUBT Don't Speak (Trauma/Interscope)	905	1038	1203	1530	43/0
—	—	50	29	BECK The New Pollution (DGC/Geffen)	896	479	303	181	68/15
25	23	27	30	LUSCIOUS JACKSON Naked Eye (Grand Royal/Capitol)	890	956	1124	1273	46/1
45	35	31	31	MUNDY To You I Bestow (Epic)	849	865	731	540	62/4
DEBUT			32	PORNO FOR PYROS Hard Charger (Warner Bros.)	846	214	—	—	66/20
—	44	37	33	R.E.M. Electrolite (Warner Bros.)	807	800	642	432	47/0
17	22	34	34	SOUNDGARDEN Blow Up The Outside World (A&M)	749	854	1163	1633	37/1
37	37	39	35	WILCO Outtasite (Outta Mind) (Reprise)	743	749	704	648	50/2
40	34	38	36	EELS Rags To Rags (DreamWorks/Geffen)	707	758	755	602	44/0
41	38	40	37	MARILYN MANSON Tourniquet (Nothing/Interscope)	700	690	696	592	60/2
—	—	42	38	KULA SHAKER Hey Dude (Columbia)	684	637	431	285	54/8
15	20	32	39	STONE TEMPLE PILOTS Lady Picture Show (Atlantic)	682	864	1319	1670	41/0
—	—	46	40	BIG HEAD TODD & THE MONSTERS Resignation... (Revolution)	664	524	294	233	39/5
13	18	25	41	POE Hello (Modern/Atlantic)	645	1001	1470	1814	36/0
—	—	47	42	FIONA APPLE Sleep To Dream (Work)	644	519	432	288	48/5
DEBUT			43	WHITE TOWN Your Woman (Chrysalis/EMI)	617	375	153	73	39/13
43	45	43	44	ASHLEY MACISAAC Sleepy Maggie (A&M)	615	552	586	549	38/1
16	19	30	45	FOUNTAINS OF WAYNE Radiation Vibe (Tag/Atlantic)	610	869	1413	1633	32/0
23	25	36	46	BUSH Swallowed (Trauma/Interscope)	546	809	1091	1381	31/0
30	28	33	47	WEEZER The Good Life (DGC/Geffen)	527	858	1008	1059	33/0
—	50	48	48	FUN LOVIN' CRIMINALS Fun Lovin' Criminals (EMI)	521	505	448	380	34/0
DEBUT			49	STONE TEMPLE PILOTS Tumble In The Rough (Atlantic)	484	333	191	199	37/13
DEBUT			50	TOOL "H" (Zoo)	477	311	115	37	46/3

This chart reflects airplay from February 3-9. Songs ranked by total plays. Highlighted songs indicate Breaker. 95 Alternative reporters. 93 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1997, R&R Inc.

BREAKERS

COLLECTIVE SOUL		
Precious Declaration (Atlantic)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1623/700	75/3	17

PRODIGY		
Firestarter (Mute/Maverick/WB)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1006/118	74/5	25

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
MIGHTY MIGHTY BOSSTONES The Impression... (Mercury)	37
ORBIT Medicine (Baby Come Back) (A&M)	26
TONIC If You Could Only See (Polydor/A&M)	23
PORNO FOR PYROS Hard Charger (Warner Bros.)	20
OFFSPRING Gone Away (Columbia)	18
BECK The New Pollution (DGC/Geffen)	15
MOBY That's When I Reach For My... (Elektra/EEG)	15
STONE TEMPLE PILOTS Tumble In The Rough (Atlantic)	13
WHITE TOWN Your Woman (Chrysalis/EMI)	13
LOCAL H Fritz's Corner (Island)	10
VERVE PIPE The Freshman (RCA)	10

Are you in Fritz's Corner?

LOCAL H

"Fritz's Corner"

Already On Over 25 Stations



MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
COLLECTIVE SOUL Precious Declaration (Atlantic)	+700
PORNO FOR PYROS Hard Charger (Warner Bros.)	+632
BECK The New Pollution (DGC/Geffen)	+417
VERVE PIPE The Freshman (RCA)	+339
VERUCA SALT Volcano Girls (Outpost/Geffen)	+320
WHITE TOWN Your Woman (Chrysalis/EMI)	+242
NO DOUBT Excuse Me Mr. (Trauma/Interscope)	+241
MIGHTY MIGHTY BOSSTONES The Impression... (Mercury)	+169
TOOL "H" (Zoo)	+166
BUSH Greedy Fly (Trauma/Interscope)	+156

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
LOCAL H Bound For The Floor (Island)
SUBLIME What I Got (Gasoline Alley/MCA)
CAKE The Distance (Capricorn/Mercury)
SOCIAL DISTORTION I Was Wrong (550 Music)
SOUNDGARDEN Burden In My Hand (A&M)
311 Down (Capricorn/Mercury)
EELS Novocaine For The Soul (DreamWorks/Geffen)
DISHWALLA Counting Blue Cars (A&M)
STONE TEMPLE PILOTS Trippin' On A Hole In... (Atlantic)
SHERYL CROW If It Makes You Happy (A&M)

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.

PUZZLE
GUT

"I KNOW IT WELL"

EARLY DETECTIONS AT:

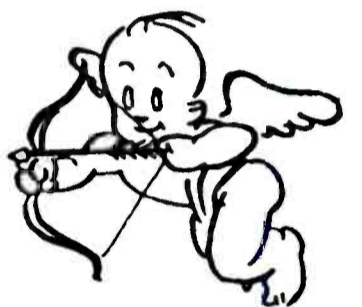
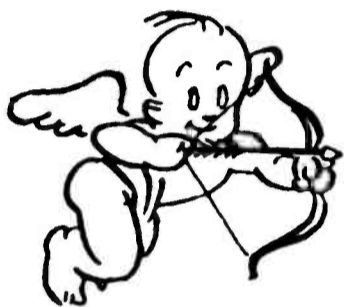
KXTE KEDJ Q101 WLUM
WRZX WQXA KEGE LIVE105
WQBK WMRQ WZRH WKDF-ADD
WRLG WZTA

From their self-titled debut album!

PRODUCED & MIXED BY THOM PANUNZIO AND PAUL PALMER © 1997 Interscope iRecords. All Rights Reserved INTD/C-90103



*“If you could only see
how blue her eyes can be,
when she says she loves me...”*



“If You Could Only See”

TONIC



Over 40 stations out of the box including:

KROQ	KOME	KEGE	WHYT	WPLA
KPNT	KWOD	WEDG	WXEG	KMYZ
WGRD	WRAX	WRXQ	KTOZ	KEDG

#3 MOST ADDED/NEW & ACTIVE!



ALTERNATIVE PLAYLISTS

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

MARKET #1
92.3 K-ROCK
WXRK/New York
 (212) 314-9230
 Kingston/Tobin

PLAYS	SW	LW	TW	ARTIST/TITLE
35	39	39	40	METALLICA/Hero Of The Day
40	40	41	40	LIVE/Lakini's Juice
39	40	40	41	U2/Discotheque
23	36	39	39	NIRVANA/Drain You
40	33	38	39	SUBLIME/What I Got
29	33	39	39	SMASHING PUMPKINS/Muzzle
25	27	27	36	BUSH/Greedy Fly
30	28	28	35	OFFSPRING/All I Want
30	35	35	34	NINE INCH NAILS/The Perfect Drug
9	17	27	34	DAVE MATTHEWS BAND/Crash Into Me
31	32	35	33	311/All Mixed Up
38	33	33	33	GARBAGE/#! Crush
10	13	21	30	COUNTING CROWS/A Long December
26	21	19	29	SOUNDGARDEN/Blow Up...
22	24	28	28	SILVERCHAIR/Abuse Me
20	29	30	28	TOOL/Stinkface
40	32	29	25	BUSH/Swallowed
36	33	33	24	STONE TEMPLE PILOTS/Lady Picture Show
-	-	-	-	COLLECTIVE SOUL/Precious Declaration
22	26	22	21	SUBLIME/Santena
35	29	26	21	CARDIGANS/Lovefool
18	22	22	21	SOUL COUGHING/Super Bon Bon
33	25	19	20	SMASHING PUMPKINS/Thirty-Three
-	-	-	-	VERUCA SALT/Volcano Girls
19	24	24	19	DEPECHE MODE/Barrel Of A Gun
37	40	39	18	SOUNDGARDEN/Burden In My Hand
-	-	-	-	SPACE/Female Of...
-	-	-	-	METALLICA/King Nothing
12	14	18	16	BECK/The New Pollution
12	13	13	16	PRODIGY/Firestarter

MARKET #2
KROQ/Los Angeles
 (818) 567-1067
 Weatherly/Sandbloom/Worden

PLAYS	SW	LW	TW	ARTIST/TITLE
39	34	39	40	SUBLIME/Santena
35	40	43	36	WHITE TOWN/Your Woman
36	28	24	33	GARBAGE/#! Crush
-	-	-	-	OFFSPRING/Gone Away
38	37	40	27	LIVE/Lakini's Juice
-	-	-	-	SMASHING PUMPKINS/Thirty-Three
21	33	32	26	SMASHING PUMPKINS/Thirty-Three
30	22	34	25	311/Don't Stay Home
38	38	40	25	BUSH/Greedy Fly
31	26	27	25	SILVERCHAIR/Abuse Me
-	-	-	-	OASIS/Whatever
32	28	21	23	CARDIGANS/Lovefool
31	31	26	20	BECK/The New Pollution
35	36	32	20	SPACE/Female Of
23	23	25	20	DAVE MATTHEWS BAND/Crash Into Me
21	27	24	20	WALLFLOWERS/One Headlight
13	25	19	19	NO DOUBT/Excuse Me Mr.
11	14	13	19	PRODIGY/Firestarter
12	15	20	18	SQUIRREL NUT ZIPPERS/Hell
15	9	14	18	SUICIDE MACHINES/No Face
24	35	33	18	VERUCA SALT/Volcano Girls
19	21	18	18	BUSH/Swallowed
15	17	13	17	DEPECHE MODE/Barrel Of A Gun
-	-	-	-	WALLFLOWERS/The Difference
24	24	24	16	COUNTING CROWS/A Long December
-	-	-	-	SILVERCHAIR/Freak
25	22	16	15	VERVE PIPE/The Freshman
34	38	35	15	U2/Discotheque
17	14	15	15	NINE INCH NAILS/The Perfect Drug
-	-	-	-	LUSCIOUS JACKSON/Naked Eye

MARKET #3
Q101
WKQX/Chicago
 (312) 527-8348
 Gambler/Suminus

PLAYS	SW	LW	TW	ARTIST/TITLE
27	31	44	58	SPACE/Female Of...
31	32	54	57	WALLFLOWERS/One Headlight
-	-	-	-	VERVE PIPE/The Freshman
22	33	51	40	NINE INCH NAILS/The Perfect Drug
36	35	40	34	SUBLIME/Santena
56	6	58	34	COUNTING CROWS/A Long December
42	20	36	34	BUSH/Greedy Fly
-	-	-	-	WHITE TOWN/Your Woman
38	42	38	30	SILVERCHAIR/Abuse Me
29	35	30	28	LIVE/Lakini's Juice
27	27	33	28	SMASHING PUMPKINS/Thirty-Three
43	22	31	27	U2/Discotheque
13	15	11	25	GARBAGE/#! Crush
53	64	25	25	OASIS/Whatever
14	14	28	23	VERUCA SALT/Volcano Girls
15	25	29	20	SOUL COUGHING/Super Bon Bon
16	20	23	20	PRODIGY/Firestarter
11	14	20	20	NO DOUBT/Excuse Me Mr.
-	-	-	-	BECK/The New Pollution
-	-	-	-	KORNA/D.I.D.A.S.
30	17	25	17	REPUBLICA/Drop Dead Gorgeous
62	62	44	17	CARDIGANS/Lovefool
37	29	32	16	LOCAL H/Bound For The Floor
-	-	-	-	MUNDY/You I Bestow
12	17	20	16	UNDERWORLD/Born Slippy
-	-	-	-	PORNO FOR PYROS/Hard Charger
8	12	10	15	TOBI AMOS/Silent All These...
-	-	-	-	JEWEL/You Were Meant...
-	-	-	-	OFFSPRING/Gone Away
-	-	-	-	CHEMICAL BROTHERS/Setting Sun

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

PLAYS	SW	LW	TW	ARTIST/TITLE
20	33	31	32	WHITE TOWN/Your Woman
30	29	30	30	LUSCIOUS JACKSON/Naked Eye
20	10	30	30	SMASHING PUMPKINS/Thirty-Three
-	-	-	-	GREEN DAY/Don't Want To Go...
-	-	-	-	ALABAMA 3/ain't Goin' To Georgia
28	31	28	26	LIVE/Lakini's Juice
20	29	17	23	SUBLIME/Santena
-	-	-	-	BLUR/Song 2
-	-	-	-	SQUIRREL NUT ZIPPERS/Hell
28	30	24	19	U2/Discotheque
30	30	23	18	SILVERCHAIR/Abuse Me
5	17	21	18	CAKE/Will Survive
26	22	18	27	NINE INCH NAILS/The Perfect Drug
18	22	19	18	MUNDY/You I Bestow
-	-	-	-	STONE TEMPLE PILOTS/Tumble In The Rough
-	-	-	-	OMC/How Bizarre
8	20	15	17	BECK/The New Pollution
10	28	15	16	311/All Mixed Up
17	20	15	15	NO DOUBT/Excuse Me Mr.
-	-	-	-	WALLFLOWERS/One Headlight
5	9	15	15	MOBY/That's When I...
10	27	17	14	COUNTING CROWS/A Long December
29	10	15	14	GARBAGE/#! Crush
15	13	11	14	SPACE/Female Of...
11	10	13	13	SNEAKER PIMPS/Underground
17	17	12	12	DEPECHE MODE/Barrel Of A Gun
14	15	12	12	RED HOT CHILI.../Love Rollercoaster
-	-	-	-	PAVEMENT/Shady Lane
16	14	12	10	PRODIGY/Firestarter
-	-	-	-	ATARI TEENAGE RIOT/Atari Teenage Riot

MARKET #5
89X
CIMX/Detroit
 (313) 961-9811
 Brookshaw/Cannova

PLAYS	SW	LW	TW	ARTIST/TITLE
70	76	84	85	LIVE/Lakini's Juice
39	42	61	82	COUNTING CROWS/A Long December
40	37	57	81	SMASHING PUMPKINS/Thirty-Three
-	-	-	-	CARDIGANS/Lovefool
12	40	69	69	WALLFLOWERS/One Headlight
66	80	86	61	OASIS/Whatever
-	-	-	-	PORNO FOR PYROS/Hard Charger
82	85	87	51	U2/Discotheque
12	37	45	45	VERUCA SALT/Volcano Girls
41	35	38	44	SUBLIME/Santena
-	-	-	-	WHITE TOWN/Your Woman
41	33	36	41	BUSH/Greedy Fly
87	83	85	39	SILVERCHAIR/Abuse Me
22	37	38	38	NINE INCH NAILS/The Perfect Drug
-	-	-	-	NO DOUBT/Excuse Me Mr.
-	-	-	-	ALANIS MORISSETTE/Right Through You
-	-	-	-	BECK/The New Pollution
81	52	38	31	DUR LADY PEACE/Superman's Dead
37	34	27	30	CHANTAL KREVIASZUK/God Made Me
-	-	-	-	SOUNDGARDEN/Blow Up...
-	-	-	-	SPACE/Female Of...
30	20	18	21	OFFSPRING/All I Want
13	19	19	19	ODDS/Someone Who's Cool
-	-	-	-	VERVE PIPE/The Freshman
-	-	-	-	SHERYL CROW/Everyday Is...
-	-	-	-	STONE TEMPLE PILOTS/Tumble In The Rough
-	-	-	-	MUNDY/You I Bestow
24	4	17	8	DEPECHE MODE/Barrel Of A Gun
-	-	-	-	PRODIGY/Firestarter
6	9	5	6	SNEAKER PIMPS/Underground

MARKET #6
WHYY/Detroit
 (313) 871-3030
 Michaels/Tear

PLAYS	SW	LW	TW	ARTIST/TITLE
37	41	36	42	CARDIGANS/Lovefool
42	40	41	42	311/All Mixed Up
22	30	25	37	DAVE MATTHEWS BAND/Crash Into Me
27	23	28	37	WALLFLOWERS/One Headlight
38	39	40	37	NO DOUBT/Don't Speak
30	36	35	35	LUSCIOUS JACKSON/Naked Eye
35	36	32	35	SARAH MCLACHLAN/Possession
42	43	43	33	SUBLIME/What I Got
40	31	36	33	TONIC/Open Up Your Eyes
41	42	42	33	BARENAKED LADIES/The Old Apartment
29	30	31	32	U2/Discotheque
27	27	28	29	R.E.M./Electrolite
27	31	29	29	BETTER THAN EZRA/Desperately Wanting
15	19	27	29	SHERYL CROW/Everyday Is...
15	21	28	28	SMASHING PUMPKINS/Thirty-Three
31	30	30	28	NO DOUBT/Spiderwebs
28	21	28	27	STONE TEMPLE PILOTS/Lady Picture Show
26	27	28	27	COUNTING CROWS/A Long December
26	26	27	27	DEPECHE MODE/Barrel Of A Gun
-	-	-	-	OASIS/Whatever
-	-	-	-	COLLECTIVE SOUL/Precious Declaration
10	14	29	23	JEWEL/You Were Meant...
16	12	16	23	SUBLIME/Santena
-	-	-	-	TORI AMOS/Silent All These...
25	25	22	22	DUNCAN SHEIK/Barely Breathing
14	16	21	21	SILVERCHAIR/Abuse Me
-	-	-	-	VERVE PIPE/The Freshman
28	26	24	20	GARBAGE/#! Crush
-	-	-	-	BIG HEAD TODD.../Resignation Superman
22	14	20	18	LIVE/Lakini's Juice

MARKET #7
94.5 EDGE
KDGE/Dallas
 (972) 770-7777
 Folger/Smith/Peer

PLAYS	SW	LW	TW	ARTIST/TITLE
22	26	55	51	WALLFLOWERS/One Headlight
57	56	32	48	CARDIGANS/Lovefool
26	54	50	45	COUNTING CROWS/A Long December
-	-	-	-	OMC/How Bizarre
32	34	26	28	LIVE/Lakini's Juice
32	31	33	28	311/Gap
33	30	25	27	LUSCIOUS JACKSON/Naked Eye
67	58	32	26	U2/Discotheque
18	19	24	24	SUBLIME/Santena
22	23	19	23	SMASHING PUMPKINS/Thirty-Three
24	29	23	22	BUSH/Greedy Fly
23	27	26	22	SILVERCHAIR/Abuse Me
-	-	-	-	VERUCA SALT/Volcano Girls
-	-	-	-	WHITE TOWN/Your Woman
21	27	25	21	BETTER THAN EZRA/Desperately Wanting
-	-	-	-	SPACE/Female Of...
19	16	17	19	SHERYL CROW/Everyday Is...
-	-	-	-	PRODIGY/Firestarter
26	17	20	16	DEPECHE MODE/Barrel Of A Gun
-	-	-	-	COLLECTIVE SOUL/Precious Declaration
19	15	17	15	NO DOUBT/Excuse Me Mr.
-	-	-	-	OASIS/Whatever
8	9	13	12	DC TALK/Jesus Freak
-	-	-	-	JEWEL/You Were Meant...
-	-	-	-	SMASHING PUMPKINS/Destination Unknown
-	-	-	-	BECK/The New Pollution
-	-	-	-	SOUNDGARDEN/Blow Up...
-	-	-	-	STONE TEMPLE PILOTS/Tumble In The Rough
-	-	-	-	BECK/The New Pollution
-	-	-	-	COLLECTIVE SOUL/Precious Declaration
-	-	-	-	SHERYL CROW/Everyday Is...
-	-	-	-	KULA SHAKER/Hey Dude
-	-	-	-	PRONO FOR PYROS/Hard Charger
9	11	10	10	JACKP/PIERCE/It's The Sun

MARKET #8
WHFS/Washington
 (301) 306-0991
 Benjamin/Waugh/Ferrie

PLAYS	SW	LW	TW	ARTIST/TITLE
35	35	35	35	311/All Mixed Up
35	25	25	35	COUNTING CROWS/A Long December
35	35	35	35	DAVE MATTHEWS BAND/Crash Into Me
-	-	-	-	LIVE/Lakini's Juice
35	35	35	35	SILVERCHAIR/Abuse Me
35	35	35	35	SPACE/Female Of...
35	35	35	35	SUBLIME/Santena
35	35	35	35	U2/Discotheque
-	-	-	-	VERVE PIPE/The Freshman
25	35	35	35	WALLFLOWERS/One Headlight
25	25	25	25	BETTER THAN EZRA/Desperately Wanting
25	25	25	25	BLOODHOUND GANG/Fire Water Burn
25	25	25	25	BUSH/Greedy Fly
35	35	35	35	CARDIGANS/Lovefool
25	25	25	25	SHERYL CROW/Everyday Is...
25	25	25	25	DEPECHE MODE/Barrel Of A Gun
25	25	25	25	GARBAGE/#! Crush
25	25	25	25	LUSCIOUS JACKSON/Naked Eye
-	-	-	-	MOBY/That's When I...
25	25	25	25	NINE INCH NAILS/The Perfect Drug
25	25	25	25	OFFSPRING/All I Want
25	25	25	25	SMASHING PUMPKINS/Thirty-Three
25	25	25	25	SNEAKER PIMPS/Underground
25	25	25	25	SOUNDGARDEN/Blow Up...
-	-	-	-	STONE TEMPLE PILOTS/Tumble In The Rough
-	-	-	-	BECK/The New Pollution
-	-	-	-	COLLECTIVE SOUL/Precious Declaration
-	-	-	-	COLLECTIVE SOUL/Precious Declaration
-	-	-	-	KULA SHAKER/Hey Dude
-	-	-	-	PRONO FOR PYROS/Hard Charger
-	-	-	-	15

MARKET #9
BUZZ
KTBZ/Houston
 (713) 968-1000
 Cruze/Sadot

PLAYS	SW	LW	TW	ARTIST/TITLE
39	43	40	42	U2/Discotheque
41	40	42	41	LIVE/Lakini's Juice
33	23	22	21	BUSH/Greedy Fly
38	39	39	39	LOCAL H/Bound For The Floor
22	25	28	36	SMASHING PUMPKINS/Thirty-Three
15	2			

ALTERNATIVE PLAYLISTS

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

MARKET #18
KZON/Phoenix
 (602) 258-8161
 Pugh/Smith

PLAYS ARTIST/TITLE
 3W 2W LW TW
 27 28 28 28 DAVE MATTHEWS BAND/Crash Into Me
 28 27 26 29 WALLFLOWERS/One Headlight
 28 27 26 27 BOEANS/Hurt By Love
 28 27 26 27 FOUNTAINS OF WAYNE/Radiation Vibe
 18 21 26 27 POE/Helio
 20 25 25 27 SMASHING PUMPKINS/Thirty-Three
 24 28 27 28 PEARL JAM/Off He Goes
 5 14 28 23 COUNTING CROWS/Dig Your Lung/Fading
 4 14 24 23 R.E.M./Electrolite
 17 18 17 18 ODDS/Someone Who's Cool
 - 4 12 17 BETTER THAN EZRA/Normal Town
 - - - 17 U2/Diacotheque
 22 13 14 17 WILCO/Outside (Outta...)
 8 10 15 16 BIG HEAD TODD.../Reignation Superman
 13 15 16 16 CHALK FARM/Live Tomorrow
 15 17 15 16 DISHWALL/Give
 - - - 7 WHY STORE/Father
 17 14 16 18 FIONA APPLE/Sleep To Dream
 18 13 14 16 SPONGE/Have You Seen Mary
 12 14 11 14 SATCHEL/Without Love
 - - - 5 VERVE PIPE/The Freshman
 12 13 13 13 STR/Unit Now
 - 4 13 12 NO DOUBT/Happy Now?
 - 12 12 11 SCREAMING TREES/All I Know
 - 8 13 20 SWEETGARDEN/Blow Up
 - - - 8 MUNDY/To You I Bestow
 9 10 11 11 MUNDY/To You I Bestow
 11 12 11 11 LUSCIOUS JACKSON/Naked Eye
 11 12 16 11 UGLY AMERICANS/You Turn Me On

MARKET #20
WXOX/Pittsburgh
 (412) 937-1441
 Castellini/Diana

PLAYS ARTIST/TITLE
 3W 2W LW TW
 34 33 32 30 SUBLIME/What I Got
 46 45 48 50 SMASHING PUMPKINS/Thirty-Three
 34 34 35 34 LUSCIOUS JACKSON/Naked Eye
 38 35 32 34 COUNTING CROWS/A Long December
 28 24 34 33 NO DOUBT/Excuse Me Mr.
 17 21 43 33 SHERYL CROW/Everyday Is...
 35 32 34 33 BUSH/Greedy Fly
 35 32 35 33 311/All Mixed Up
 34 34 34 32 BETTER THAN EZRA/Desperately Wanting
 24 30 31 21 DAVE MATTHEWS BAND/Crash Into Me
 - - - 21 OASIS/Whatever
 24 32 33 30 CARDIGANS/Lovefool
 27 28 28 29 U2/Diacotheque
 24 28 27 29 SARAH McLACHLAN/Possession
 28 28 28 29 LIVE/Lakini's Juice
 35 32 29 28 LOCAL H/Bound For The Floor
 26 30 32 27 SOCIAL DISTORTION/I Want
 28 29 27 26 POE/Helio
 28 28 27 28 GARBAGE/1 Crush
 35 30 30 28 BECK/Devils Haircut
 12 20 15 28 VERUCA SALT/Volcano Girls
 - - - 24 311/Don't Slay Home
 - - - 20 JAMES/She's A Star
 - - - 25 17 REPUBLIC/Drop Dead Gorgeous
 - 8 17 MIGHTY MIGHTY BT/The Impression I Get
 14 19 18 18 OFFSPRING/All I Want
 - - - 10 COLLECTIVE SOUL/Precious Declaration
 10 8 11 14 BUSH/Greedy Fly
 10 17 13 18 FIONA APPLE/Sleep To Dream
 - - - 10 12 PRODIGY/Firestarter

MARKET #22
107.9 END
 CLEVELAND'S MODERN ROCK
WENZ/Cleveland
 (216) 861-0100
 Robertson

PLAYS ARTIST/TITLE
 3W 2W LW TW
 48 47 48 50 DAVE MATTHEWS BAND/Crash Into Me
 46 45 48 50 SMASHING PUMPKINS/Thirty-Three
 18 19 20 50 SILVERCHAIR/Abuse Me
 48 48 49 49 U2/Diacotheque
 19 47 49 48 SPONGE/Have You Seen Mary
 17 44 49 48 BUSH/Greedy Fly
 47 46 48 47 COUNTING CROWS/A Long December
 29 37 41 28 DARL ANDOOD/Grow Your Own
 21 19 20 48 WALLFLOWERS/One Headlight
 - - - 20 TRICKY/Christian Sands
 - 16 24 20 VERVE PIPE/The Freshman
 18 20 20 23 CARDIGANS/Lovefool
 - 19 20 23 VERUCA SALT/Volcano Girls
 18 20 19 23 K'S CHOICE/Not An Addict
 20 19 19 23 CAKE/Will Survive
 18 20 21 22 JAMES/She's A Star
 20 17 20 22 MUNDY/To You I Bestow
 20 19 19 22 REDD KROSS/Stoned
 21 19 18 22 WILCO/Outside (Outta...)
 18 17 20 21 311/All Mixed Up
 12 20 18 21 ASHLEY SACSAC/Sleepy Maggie
 18 19 18 21 SHERYL CROW/Everyday Is...
 19 18 21 21 NO DOUBT/Excuse Me Mr.
 19 18 18 21 KULA SHAKER/Hey Dude
 17 18 18 21 PRESIDENTS OF.../Volcano
 19 22 17 21 DEPECHE MODE/Barrel Of A Gun
 - - - 21 COLLECTIVE SOUL/Precious Declaration
 18 45 46 20 OFFSPRING/All I Want
 20 18 21 20 SUBLIME/Santeria
 19 17 21 20 SPACE/Female Of...

MARKET #22
Wmms
 100.5 FM
WMMS/Cleveland
 (216) 781-9887
 Neumann

PLAYS ARTIST/TITLE
 3W 2W LW TW
 43 39 36 40 BUSH/Greedy Fly
 27 30 36 40 MATCHBOX 20/Long Day
 40 41 39 30 OFFSPRING/All I Want
 30 30 30 38 WALLFLOWERS/One Headlight
 29 30 37 39 BETTER THAN EZRA/Desperately Wanting
 41 40 39 34 SPONGE/Have You Seen Mary
 28 30 31 32 U2/Diacotheque
 26 28 29 31 LIVE/Lakini's Juice
 29 37 41 28 DARL ANDOOD/Grow Your Own
 9 21 23 28 BIG HEAD TODD.../Reignation Superman
 41 35 36 28 ALICE IN CHAINS/Would?
 19 20 25 28 METALLICA/King Nothing
 26 28 25 28 PEARL JAM/Black, Red, Yellow
 17 17 16 27 FOUNTAINS OF WAYNE/Radiation Vibe
 27 25 26 26 WILCO/Outside (Outta...)
 19 17 22 26 CORROSION OF.../Drowning In...
 - - - 22 TOM PETTY & HB/Change The Locks
 - - - 15 28 COLLECTIVE SOUL/Precious Declaration
 29 30 29 28 POE/Helio
 26 24 28 24 SUBLIME/What I Got
 28 26 24 24 EELS/Rags To Rags
 27 28 25 24 TYPE O NEGATIVE/Love You To Death
 19 19 19 23 WEZZER/The Good Life
 19 23 25 23 COUNTING CROWS/A Long December
 - - - 6 21 R.E.M./The Wake-Up Bomb
 17 19 17 19 MUNDY/To You I Bestow
 13 19 16 19 SILVERCHAIR/Abuse Me
 37 38 23 17 METALLICA/Hero Of The Day
 19 18 15 17 MARILYN MANSON/Tourniquet
 - 10 17 17 KULA SHAKER/Hey Dude

MARKET #23
KTCL/Denver
 (303) 623-9330
 Hayes

PLAYS ARTIST/TITLE
 3W 2W LW TW
 28 27 28 30 BIG HEAD TODD.../Reignation Superman
 19 23 28 26 DEPECHE MODE/Barrel Of A Gun
 20 29 28 28 U2/Diacotheque
 19 29 29 28 WALLFLOWERS/One Headlight
 28 29 28 28 SILVERCHAIR/Abuse Me
 28 29 28 28 SMASHING PUMPKINS/Thirty-Three
 19 25 27 27 WALLFLOWERS/One Headlight
 28 27 27 27 CARDIGANS/Lovefool
 27 28 24 26 BETTER THAN EZRA/Desperately Wanting
 28 28 28 27 GARBAGE/1 Crush
 20 28 25 28 COUNTING CROWS/A Long December
 16 19 19 22 SPACE/Female Of...
 19 17 18 21 NO DOUBT/Excuse Me Mr.
 17 17 18 20 BLOODHOUND GANG/Fire Water Burn
 28 25 28 20 311/All Mixed Up
 16 19 19 19 REPUBLIC/Drop Dead Gorgeous
 4 10 17 19 SQUIRREL NUT ZIPPERS/Hill
 19 22 19 19 SOUL COUGHING/Super Bon Bon
 16 19 19 18 BECK/The New Pollution
 - 5 14 18 WHITE TOWN/Your Woman
 18 19 17 18 POE/Helio
 19 18 18 17 FAILURE/Stuck On You
 - - - 6 17 PORN FOR PYROS/Hard Charger
 28 20 20 17 LOCAL H/Bound For The Floor
 - - - 11 18 SNEAKER PIMPS/Underground
 3 17 18 18 R.E.M./Electrolite
 17 19 18 14 ORBITAL/The Box
 5 18 13 13 KULA SHAKER/Hey Dude
 - 7 6 12 VERUCA SALT/Volcano Girls
 11 8 8 12 BARENAKED LADIES/The Old Apartment

MARKET #24
KNRK/Portland, OR
 (503) 223-1441
 Hamilton/Souther

PLAYS ARTIST/TITLE
 3W 2W LW TW
 36 38 37 36 U2/Diacotheque
 38 38 37 38 BUSH/Greedy Fly
 38 38 37 38 SILVERCHAIR/Abuse Me
 11 20 32 32 SILVERCHAIR/Abuse Me
 37 38 38 38 SOUNDGARDEN/Blow Up
 11 19 20 37 BETTER THAN EZRA/Desperately Wanting
 15 15 19 30 DAVE MATTHEWS BAND/Crash Into Me
 24 22 22 23 NO DOUBT/Excuse Me Mr.
 21 21 23 23 SOCIAL DISTORTION/When The Angels Sing
 7 23 23 23 SPACE/Female Of...
 - - - 8 CAKE/Will Survive
 22 23 22 22 DEPECHE MODE/Barrel Of A Gun
 - 22 21 SUBLIME/Santeria
 - 21 21 21 VERVE PIPE/The Freshman
 19 21 21 21 311/All Mixed Up
 - - - 21 BECK/The New Pollution
 - - - 37 21 COLLECTIVE SOUL/Precious Declaration
 22 36 37 21 LIVE/Lakini's Juice
 38 35 37 21 NINE INCH NAILS/The Perfect Drug
 21 21 22 21 SUICIDE MACHINES/No Face
 - 8 6 21 VERUCA SALT/Volcano Girls
 - 21 20 20 MUNDY/To You I Bestow
 19 19 19 19 ALICE IN CHAINS/Ovar Now?
 19 19 19 19 ALICE IN CHAINS/Would?
 20 38 16 18 STONE TEMPLE PILOTS/Lady Picture Show
 - 18 18 18 STONE TEMPLE PILOTS/Tumble In The Rough
 21 21 21 18 LUSCIOUS JACKSON/Naked Eye
 - 16 18 18 OMC/How Bizarre
 - - - 18 BIG HEAD TODD.../Reignation Superman
 21 21 17 18 OFFSPRING/All I Want

MARKET #25
WAQZ/Cincinnati
 (513) 621-9328
 Harris/Schiessler

PLAYS ARTIST/TITLE
 3W 2W LW TW
 35 33 38 47 DUNCAN SHEIK/Barely Breathing
 33 39 37 48 DAVE MATTHEWS BAND/Crash Into Me
 35 41 45 44 CARDIGANS/Lovefool
 7 18 31 44 TORI AMOS/Silent All These...
 34 31 49 43 COUNTING CROWS/A Long December
 23 30 37 30 GARBAGE/1 Crush
 30 30 28 28 WALLFLOWERS/One Headlight
 21 19 20 27 REPUBLIC/Drop Dead Gorgeous
 - 11 31 27 BOEANS/Hurt By Love
 7 7 16 25 BETTER THAN EZRA/Desperately Wanting
 - - - 24 COLLECTIVE SOUL/Precious Declaration
 - 20 23 SHAWN COLVIN/Sunny Came Home
 21 22 22 23 SUBLIME/Santeria
 - 9 19 23 PAULA COLE/Where Have All...
 - 11 18 22 VERVE PIPE/The Freshman
 30 34 39 22 POE/Helio
 39 42 40 22 U2/Diacotheque
 38 30 25 21 SILVERCHAIR/Abuse Me
 23 20 17 20 FOUNTAINS OF WAYNE/Radiation Vibe
 18 18 14 18 OFFSPRING/All I Want
 18 20 18 18 LOCAL H/Bound For The Floor
 30 30 34 17 LIVE/Lakini's Juice
 35 36 21 12 SMASHING PUMPKINS/Thirty-Three
 19 23 24 11 R.E.M./Electrolite
 12 13 12 11 NINE INCH NAILS/The Perfect Drug
 29 23 12 11 KULA SHAKER/Hey Dude
 15 9 10 10 SUICIDE MACHINES/No Face
 - 10 11 10 DAVID BOWIE/Little Wonder
 - - - 10 PORN FOR PYROS/Hard Charger
 - - - 9 VERUCA SALT/Volcano Girls

MARKET #25
97X
WDXY/Cincinnati
 (513) 523-4114
 Tollmann/Yffe

PLAYS ARTIST/TITLE
 3W 2W LW TW
 11 23 23 22 PORN FOR PYROS/Hard Charger
 - 3 22 22 BRUCE COCKBURN/Night Train
 - 3 21 22 BUILT TO SPILL/Untrustable
 1 10 23 21 DAVID BOWIE/Little Wonder
 10 16 16 15 NINE INCH NAILS/The Perfect Drug
 9 10 12 13 JON SPENCER BLUES.../Wall
 5 13 12 12 PAULA COLE/Mississippi
 - 3 11 12 WEDDING PRESENT/Hula Doll
 9 10 10 11 TRICKY/Christian Sands
 11 12 11 11 WILCO/Someday Soon
 12 12 11 11 WILCO/Monday
 10 12 12 11 R.E.M./Be Mine
 10 12 12 11 R.E.M./Electrolite
 10 12 11 11 BILLY BRAGG/Space Race Is Over
 - 3 11 11 SPAGE/Female Of...
 10 11 11 11 SPAGE/Female Of...
 11 12 23 11 LIVE/Lakini's Juice
 11 12 10 11 BEAUTIFUL SOUTH/Mirror
 - - - 3 11 PAVEMENT/Stars
 10 10 10 11 ADRIAN BEW/On
 10 10 10 11 CAKE/Will Survive
 1 11 10 11 LEMONHEADS/The Outdoor Type
 10 9 10 11 REDD KROSS/Stoned
 10 11 11 11 ROBYN HITCHCOCK/Beautiful Queen
 - - - 3 11 JAMES/She's A Star
 10 10 10 11 SHERYL CROW/Everyday Is...
 11 11 10 10 PAULA COLE/Road To Dead
 11 12 11 10 CHAINSAW KITTENS/Tongue Trick
 12 12 11 10 CHAINSAW KITTENS/Heartcatchthump

MARKET #26
KCXX/Riverside
 (809) 384-1039
 Arnold

PLAYS ARTIST/TITLE
 3W 2W LW TW
 31 22 38 32 LIVE/Lakini's Juice
 29 25 39 32 CARDIGANS/Lovefool
 31 25 32 32 NO DOUBT/Don't Speak
 31 26 32 32 U2/Diacotheque
 13 27 39 31 DEPECHE MODE/Barrel Of A Gun
 9 16 32 31 CAKE/The Distance
 7 18 22 27 SUBLIME/Santeria
 9 15 23 28 DAVE MATTHEWS BAND/Crash Into Me
 7 18 26 25 WALLFLOWERS/One Headlight
 13 13 26 26 SPACE/Female Of...
 13 23 29 28 GARBAGE/1 Crush
 13 15 25 28 LUSCIOUS JACKSON/Naked Eye
 29 13 27 28 SMASHING PUMPKINS/Thirty-Three
 9 13 20 28 FOUNTAINS OF WAYNE/Radiation Vibe
 13 12 27 28 COUNTING CROWS/A Long December
 7 12 12 24 SHERYL CROW/Everyday Is...
 13 17 28 24 BETTER THAN EZRA/Desperately Wanting
 20 22 27 23 VALLEJO/Just Another Day
 8 11 12 20 EELS/Rags To Rags
 15 12 13 12 FUN LOVIN' CRIMINALS/Fun Lovin' Criminals
 18 13 13 12 COMMON SENSE/Never Give Up
 9 12 10 12 SAVE FERRIS/The World Is New
 1 10 11 11 VERVE PIPE/The Freshman
 8 14 11 11 R.E.M./Electrolite
 7 10 10 11 FIONA APPLE/Sleep To Dream
 13 9 9 11 POE/Helio
 9 12 11 11 DISHWALL/Charlie Brown's...
 - - - 10 COLLECTIVE SOUL/Precious Declaration
 1 12 10 10 DAVID BOWIE/Little Wonder
 - - - 10 SKELETONES/Take The Time

MARKET #27
KISF/Kansas City
 (816) 254-1073
 Anthony/Justice

PLAYS ARTIST/TITLE
 3W 2W LW TW
 47 32 43 45 WALLFLOWERS/One Headlight
 45 43 45 44 SMASHING PUMPKINS/Thirty-Three
 43 45 44 43 COUNTING CROWS/A Long December
 31 44 43 43 BETTER THAN EZRA/Desperately Wanting
 44 43 45 43 GARBAGE/1 Crush
 29 31 44 43 U2/Diacotheque
 18 17 29 31 LIVE/Lakini's Juice
 26 27 27 29 PEARL JAM/Off He Goes
 27 26 27 28 BUSH/Greedy Fly
 5 19 29 28 NINE INCH NAILS/The Perfect Drug
 27 27 29 27 FROG POND/Be
 - - - 15 27 R.E.M./Electrolite
 - - - 10 27 SUBLIME/Santeria
 - - - 17 27 SILVERCHAIR/Abuse Me
 18 17 19 26 OFFSPRING/All I Want
 - - - 24 OUTHOUSE/Welcom
 - - - 7 20 COLLECTIVE SOUL/Precious Declaration
 - 13 18 18 NO DOUBT/Excuse Me Mr.
 18 17 18 18 WEEZER/The Good Life
 - 8 19 18 WILCO/Outside (Outta...)
 - 14 15 16 FUN LOVIN' CRIMINALS/Fun Lovin' Criminals
 - 8 4 10 SQUIRREL NUT ZIPPERS/Hill
 - 18 15 16 JON SPENCER BLUES.../Wall
 8 14 15 18 DAVE MATTHEWS BAND/Crash Into Me
 - 17 15 16 MOBY/That's When I...
 12 14 15 16 SHERYL CROW/Everyday Is...
 10 13 14 18 BLOODHOUND GANG/Fire Water Burn
 17 18 17 13 DEPECHE MODE/Barrel Of A Gun
 16 12 10 12 SOUL COUGHING/Super Bon Bon
 - - - 5 7 TORI AMOS/Silent All These...

MARKET #27
KLZR/Kansas City
 (913) 643-1320
 Roger The Dodger/
 Deaton

PLAYS ARTIST/TITLE
 3W 2W LW TW
 38 40 37 39 U2/Diacotheque
 37 38 39 38 GARBAGE/1 Crush
 36 40 34 38 OFFSPRING/All I Want
 23 34 39 36 BUSH/Greedy Fly
 38 37 36 37 DEPECHE MODE/Barrel Of A Gun
 38 38 36 30 LIVE/Lakini's Juice
 36 37 37 36 WALLFLOWERS/One Headlight
 26 35 36 38 NINE INCH NAILS/The Perfect Drug
 23 25 23 28 SOUL COUGHING/Super Bon Bon
 37 28 23 28 SMASHING PUMPKINS/Thirty-Three
 25 24 25 24 311/All Mixed Up
 23 24 24 24 DAVE MATTHEWS BAND/Crash Into Me
 22 20 24 24 NO DOUBT/Don't Speak
 28 28 24 24 STONE TEMPLE PILOTS/Lady Picture Show
 23 25 24 24 SUBLIME/What I Got
 23 25 22 23 CARDIGANS/Lovefool
 23 22 22 22 WEEZER/The Good Life
 21 21 21 22 KULA SHAKER/Hey Dude
 - 17 22 VERUCA SALT/Volcano Girls
 21 23 19 21 COUNTING CROWS/A Long December
 24 24 21 21 SILVERCHAIR/Abuse Me
 19 20 19 21 CAKE/Will Survive
 21 22 21 21 SUICIDE MACHINES/No Face
 - - - 17 ARTHUR ODGE/Old White Church
 - - - 15 21 OUTHOUSE/Welcom
 11 12 20 19 BUBBLE BOYS/Dust Bunnies
 - 10 12 19 SPACE/Female Of...
 21 23 20 19 EELS/Rags To Rags
 9 7 20 19 SOCIAL DISTORTION/When The Angels Sing
 - - - 18 NO DOUBT/Excuse Me Mr.

MARKET #28
KWOD/Sacramento
 (916) 448-5000
 Bunce

PLAYS ARTIST/TITLE
 3W 2W LW TW
 37 47 47 48 SMASHING PUMPKINS/Thirty-Three
 47 35 45 48 BETTER THAN EZRA/Desperately Wanting
 34 42 47 45 CARDIGANS/Lovefool
 45 43 47 44 GARBAGE/1 Crush
 46 43 47 44 311/All Mixed Up
 26 33 33 34 U2/Diacotheque
 27 34 33 34 LIVE/Lakini's Juice
 12 32 33 34 SUBLIME/Santeria
 13 34 33 34 NINE INCH NAILS/The Perfect Drug
 7 29 33 33 BUSH/Greedy Fly
 37 34 33 33 MATCHBOX 20/Long Day
 29 37 33 32 SILVERCHAIR/Abuse Me
 - - - 19 30 COLLECTIVE SOUL/Precious Declaration
 35 45 33 29 LOCAL H/Bound For The Floor
 34 33 20 27 WALLFLOWERS/One Headlight
 - 2 28 26 NO DOUBT/Excuse Me Mr.
 - 6 28 26 K'S CHOICE/Not An Addict
 10 25 20 28 COUNTING CROWS/A Long December
 - 7 28 24 VERVE PIPE/The Freshman
 10 18 26 24 OFFSPRING/All I Want
 14 23 20 22 DEPECHE MODE/Barrel Of A Gun
 31 18 22 22 SUBLIME/What I Got
 43 38 20 22 NO DOUBT/Don't Speak
 7 22 15 21 VERUCA SALT/Volcano Girls
 4 9 9 18 CAKE/Will Survive
 - 6 19 STONE TEMPLE PILOTS/Tumble In The Rough
 16 12 15 18 BLOODHOUND GANG/Fire Water Burn
 15 21 16 12 BECK/The New Pollution
 15 21 9 10 PRODIGY/Firestarter
 10 15 9 10 EELS/Rags To Rags

MARKET #29
new rock
WLUM/Milwaukee
 (414) 771-1021
 Wilde/Butul

PLAYS ARTIST/TITLE
 3W 2W LW TW
 21 24 42 42 BETTER THAN EZRA/Desperately Wanting
 45 43 43 41 311/All Mixed Up
 45 44 43 38 CARDIGANS/Lovefool
 43 44 42 37 SMASHING PUMPKINS/Thirty-Three
 23 28 32 36 NINE INCH NAILS/The Perfect Drug
 - 14 32 36 VERVE PIPE/The Freshman
 38 39 39 38 U2/Diacotheque
 38 39 38 35 LIVE/Lakini's Juice
 39 40 37 35 SILVERCHAIR/Abuse Me
 38 39 35 29 OFFSPRING/All I Want
 30 28 21 20 LOCAL H/Bound For The Floor
 29 30 29 28 BUSH/Greedy Fly
 29 29 28 28 SUBLIME/Santeria
 25 28 28 26 DEPECHE MODE/Barrel Of A Gun
 21 26 24 24 MATCHBOX 20/Long Day
 23 25 22 24 QUES/Smile
 - 12 19 24 TONIC/You Could Only...
 14 24 17 24 STONE TEMPLE PILOTS/Tumble In The Rough
 - - - 17 23 COLLECTIVE SOUL/Precious Declaration
 2 13 13 22 DISHWALL/Give
 19 19 16 21 WALLFLOWERS/One Headlight
 21 22 21 20 TOOL/Stinkist
 - 13 15 19 NO DOUBT/Excuse Me Mr.
 15 26 26 18 BLOODHOUND GANG/Fire Water Burn
 8 8 9 16 MUNDY/To You I Bestow
 21 28 26 14 PRODIGY/Firestarter
 - 6 11 14 TORI AMOS/Silent All These...
 5 7 9 14 COUNTING CROWS/A Long December
 3 11 7 16 VERUCA SALT/Volcano Girls
 7 12 12 12 MARILYN MANSON/Tourniquet

MARKET #30
KOME
KOME/San Jose
 (408) 985-9800
 Taylor

PLAYS ARTIST/TITLE
 3W 2W LW TW
 18 32 35 39 WHITE TOWN/Your Woman
 38 37 38 38 BUSH/Greedy Fly
 40 36 37 37 CARDIGANS/Lovefool
 35 36 35 33 SILVERCHAIR/Abuse Me
 - - - 7 33 OFFSPRING/Abuse Me
 37 36 37 32 LIVE/Lakini's Juice
 36 36 37 27 U2/Diacotheque
 12 20 27 26 BECK/The New Pollution
 37 31 35 24 SUBLIME/Santeria
 34 30 31 23 311/Don't Slay Home
 32 32 30 23 VERUCA SALT/Volcano Girls
 - - - 8 22 PORN FOR PYROS/Hard Charger
 19 24 34 21 311/All Mixed Up
 11 15 21 21 DAVE MATTHEWS BAND/Crash Into Me
 24 28 26 28 GARBAGE/1 Crush
 19 19 21 18 NO DOUBT/Excuse Me Mr.
 24 18 16 18 WALLFLOWERS/One Headlight
 27 21 16 17 NINE INCH NAILS/The Perfect Drug
 26 20 20 16 STONE TEMPLE PILOTS/Tumble In The Rough
 - - - 16 SILVERCHAIR/Abuse Me
 15 20 20 16 COUNTING CROWS/A Long December
 - - - 15 SMASHING PUMPKINS/Thirty-Three
 - 13 17 16 VERVE PIPE/The Freshman
 - - - 6 15 SPACE/Female Of...
 - - - 14 OASIS/Whatever
 19 16 15 13 SMASHING PUMPKINS/Thirty-Three
 18 15 11 13 SOUNDGARDEN/Blow Up...
 - - - 12 MOBY/That's When I...
 - - - 13 NO DOUBT/Excuse Me Mr.
 10 5 11 12 TONIC/You Could Only...

MARKET #31
95.5 WBRU
WDRG/Providence
 (401) 823-3343
 Peter/san/Albers

PLAYS ARTIST/TITLE
 3W 2W LW TW
 44 43 43 47 SMASHING PUMPKINS/Thirty-Three
 58 44 44 47 LIVE/Lakini's Juice
 43 43 44 46 COUNTING CROWS/A Long December
 19 38 43 45 TONIC/You Turn Me On
 20 36 42 45 BARENAKED LADIES/The Old Apartment
 43 44 43 44 311/All Mixed Up
 44 43 42 43 GARBAGE/1 Crush
 21 21 22 24 SILVERCHAIR/Abuse Me
 21 22 23 22 SOCIAL DISTORTION/When The Angels Sing
 20 23 24 22 WALLFLOWERS/One Headlight
 - - - 16 22 COLLECTIVE SOUL/Precious Declaration
 45 43 31 22 U2/Diacotheque
 20 21 22 21 SHERYL CROW/Everyday Is...
 7 20 22 21 WILCO/Outside (Outta...)
 23 23 22 21 NINE INCH NAILS/The Perfect Drug
 - 1 19 19 VERUCA SALT/Volcano Girls
 14 18 19 21 CARDIGANS/Lovefool
 21 21 22 21 BUSH/Greedy Fly
 19 21 20 21 DEPECHE MODE/Barrel Of A Gun
 22 23 22 21 DAVE MATTHEWS BAND/Crash Into Me
 20 22 21 20 METALLICA/Hero Of The Day
 20 22 21 20 PEARL JAM/Off He Goes
 - - - 18 TORI AMOS/Silent All These...
 14 15 15 17 MARILYN MANSON/Tourniquet
 - 15 15 16 MOBY/That's When I...
 9 12 14 16 SUICIDE MACHINES/No Face
 - - - 12 18 METALLICA/King Nothing
 - 3 13 8 SUBLIME/Santeria
 - 3 13 8 NO DOUBT/Excuse Me Mr.
 - - - 1 7 PORN FOR PYROS/Hard Charger

FISHY'S
 AROUND HERE

BEEL FISH

"SELL OUT"

#1 Phones KNDD
 40,000+ scanned
 nationally

Live at Gavin,

Break Through

Artist:

ODDS

TRACK: "SOMEONE WHO'S COOL"

PRODUCER: ODDS

LABEL: ELEKTRA/EEG

protagonist's image is calculated, while the tune sweetly coats the insecurity therein. There is always more going on in smartpop than what appears on the surface.

Their last LP, "Good Weird Feeling," hooked more than a few ears here in the States, and Elektra has shown a strong commitment to bringing this one home (a sit-down dinner for 100 at one of L.A.'s posh eateries just to introduce them — cloth napkins and everything!). While everyone defines what is or what isn't Alternative, the Odds elect to consider what is or what isn't cool — a more durable debate to be sure.

essentials: I know, Canada isn't as cool as England. But hey, it's a hell of a lot bigger. You can tour England in 48 hours. It takes that long to get from Vancouver to Seattle, depending on the line at Customs. The Odds saw a lot of Canada and the USA



• **Influences:** Beach Boys, Crowded House

• **Artist POV:** Singer/guitarist **Craig Northey** (joined by bandmates singer/guitarist **Steven Drake**, bassist **Doug Elliot**, and drummer **Paul Brennan**) views the Odds' approach to smartpop with the

same economy that goes into the band's great, three-minute songs when he says, "Pop music is the last vestige of obscure art. You can sing about the demise of a cockroach if you want, as long as you supply a good melody."

—Sky Daniels

in the last six years, all the while developing their abilities as songwriters to the point where every song on their fourth LP, "Nest," has a strong hook. "Someone Who's Cool" is great "smartpop," both lyrically and musically. The lyrics convey the fact that the

Breakthrough Artist highlights breaking artists charting for the first time.

Porno For Pyros
"Hard Charger" (Warner Bros.)
KXTE/Las Vegas PD — Mike Stern



Start with the easy one. If you run Howard Stern, of course you love this. It's Porno, it's got Flea and Dave Navarro, it's almost the return of Jane's Addiction. Don't even

think about it. Now let's look at it if you are not a Stern affiliate. This song answers a couple of the format's usual objections, such as:

1) "The format has no recognizable stars!"

This song has Perry Farrell's distinctive voice, Flea (who is probably as well recognized as anybody), and you can tie it to two great names: Porno For Pyros and Jane's Addiction.

2) "So many of the albums, especially soundtracks, just come and go with no real push anywhere else."

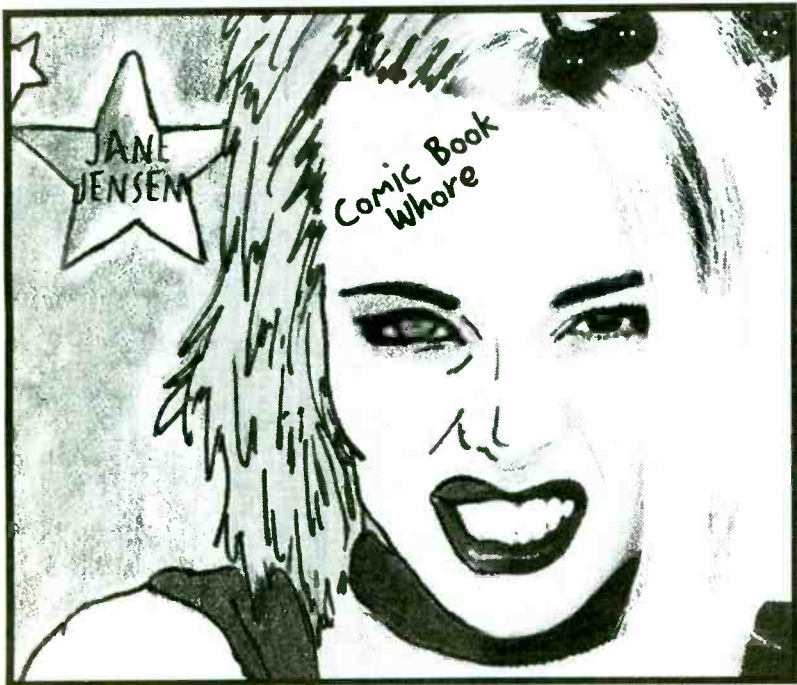
This is part of a soundtrack that will be hyped everywhere. It will be on TV, in theaters, and in print. Believe me, Howard Stern fan or not, you will know about "Private Parts" and its soundtrack.

Mike Stern: ON THE RECORD

Can it be? Have the **Mighty Mighty Bosstones** finally found the vehicle that will connect radio to their spirited live cult? That's the "Impression" you get from looking at the breakthrough week they had ... **Verve Pipe** continues to see huge play increases, the mark of a real winner ... **Tonic**, having conquered Active Rock, now seems to connecting with Alternative with "Only" (that early **KROQ/L.A.** add didn't hurt) ... Lots o' earpicks for **Offspring's** "Gone Away" ... Great buzz on two pop platters — **Blur** and **Ben Folds Five**. Expect big weeks for both ... The message sent by winning every year-end award and Grammy

nominations seems to be setting in — play **Beck** ... Early interest in **Pavement** and **Jon Spencer Blues Explosion** might result in mainstream success on the heels of strong Specialty Show dedication to both ...

ON THE RADIO With Sky Daniels



JANE JENSEN Comic Book Whore

Produced by Craig Kafton

PERFORMING AT SXSW

Management: Frank Volpe Management

"MORE THAN I CAN"

New Adds:
WMAD/Madison
WWBX/Bangor
WOSC/Salisbury

Spinning At:
KTCL WFNX KTOZ WGRG KDEO WJJP
WQX WXDX WRLG WXPS WQXA
WYCY KLZR WHMP WDGE WZRH
WAQZ
& MORE!

On tour with
BETTER
THAN
EZRA

NEW MUSIC SPECIALTY SHOWS

Pimps Sneak Back To No. 1

The Sneaker Pimps, thanks to play from stations like WZRH/New Orleans, WBCN/Boston, and KFMA/Tucson have regained the top spot on the R&R Specialty Show page. As more Alternative programmers seek to find records with a distinctive identity, records like the Pimps become a potential mainstream breakthrough. One band that has long awaited its own breakthrough, **Mighty Mighty Bosstones**, now seems on the verge of doing so with a favorable "Impression" made at **KKND/New Orleans**, **XTRA/San Diego**, **WDGE/Providence**, and more to place second. **Porno** remains a favorite vice for the Panel, with "Hard Charger" scoring a third place finish. **Pavement** pounded the Panel for fourth and **Blur** had an immediate impact as well. Look for Blur to possibly cop the top spot next week. Record To Watch: **Underworld**.

KKND/New Orleans

The Deep End
Sunday, February 2



REEL BIG FISH Sell Out (Mojo/Universal)

60 FT. DOLLS Stay (DGC/Geffen)

BECK The New Pollution (DGC/Geffen)

ODDS Someone Who's Cool (Elektra/EEG)

FOUNTAINS OF WAYNE Sink To The Bottom (Tag/Atlantic)

DISHWALLA Give (A&M)

CHRONIC FUTURE Scottsdale (Local)

THIN LIZARD DAWN Sexual Dynamo (RCA)

FASTBALL Are You Ready For The Fallout? (Local)

KULA SHAKER Hey Dude (Columbia)

SLOAN (Enclave)

TOP 20 ARTISTS

Ranked by total number of shows reporting artist.

1. **SNEAKER PIMPS** (Virgin)
2. **MIGHTY MIGHTY BOSSTONES** (Mercury)
3. **PORNO FOR PYROS** (Warner Bros.)
4. **PAVEMENT** (Matador/Capitol)
5. **BLUR** (Virgin)
6. **BJORK** (Elektra/EEG)
7. **WHITE TOWN** (EMI)
8. **STAR 69** (Radioactive/MCA)
9. **REEL BIG FISH** (Mojo/Universal)
10. **L7** (Slash/Reprise)
11. **JAMES** (Mercury) Airplay Includes: KITS, KISF, WDGE
12. **SQUIRREL NUT ZIPPERS** (Mammoth/Atlantic) Airplay Includes: KNRX, WLUM, WQXA
13. **ORBIT** (A&M) Airplay Includes: KTBZ, WBCN, XHRM
14. **DAVID BOWIE** (Virgin) Airplay Includes: KNRX, WRXQ, WXEG
15. **JANE JENSEN** (Flip) Airplay Includes: KFMA, WQBK, WDXD
16. **MOBY** (Elektra/EEG) Airplay Includes: KREV, WFNX, WROX
17. **BUILT TO SPILL** (Warner Bros.) Airplay Includes: KXRK, KOME WBTZ
18. **60 FT. DOLLS** (DGC/Geffen) Airplay Includes: KKND, KROQ, WRLG
19. **SPACE** (Gut/Universal) Airplay Includes: KPNT, WBCN, XTRA
20. **HELMET** (Interscope) Airplay Includes: KNDD, WDGE, WPLA



Sneaker Pimps

Compiled by Lynn Beaudoin

SPECIALTY SHOW REPORTERS

Shows and their Top 5 songs listed alphabetically by market

WEQX/Albany, NY Download Sunday 7-10pm Mark Dark Nick Cave "Into My Arms" Alabama 3 "Ain't Goin' To Go" Sukia "Dream Machine" Pavement "Stereo" Bjork "I Miss You"	WQXA/Harrisburg, PA The Sunday Morning News Sunday 8-10pm Bill Hanson Moby "That's When I Reach..." Fun Lovin' Criminals "The Fun Lovin'..." Odds "Someone Who's Cool" Cake "I Will Survive" Squirrel Nut Zippers "Hell"	WHTG/Monmouth, NJ Goin' Underground Sunday 9pm-midnight Jeff Raspe Legendary Jim Ruz "Every Other Sunday" Adventures In Stereo "Underground Sound" Squirrel Nut Zippers "Hell" 60 Ft. Dolls "Stay" Placebo "Nancy Boy"	KCXX/Riverside, CA Sunday Night Music Meeting Sunday 10pm-midnight Dwight Arnold Goldfinger "Answers" Skeletones "Take The Time" Prodigy "Firestarter" Save Ferris "Superspy" Suicide Machines "No Face"
WQBK/Albany, NY Over The Edge Monday midnight-2am Kelli McNamara Pavement "Stereo" K's Choice "Not An Addict" Sarah McLachlan "Possession" Big Head Todd "Resignation Superman" Mighty Mighty BT "The Impression..."	KTBZ/Houston, TX Lunar Rotation Sunday 7-9pm David Sadof Folk Implosion "Insinuation" Helmet "Exactly What You..." Offspring "Intermission" Porno For Pyros "Hard Charger" Sonic Youth "Bee-Bee's Song"	WRLG/Nashville, TN Thunderground Radio Sunday 7-9:30pm Jason Moon Built To Spill "Untrustable" James "She's A Star" Freedy Johnston "On The Way Out" Firewater "Some Strange" 60 Ft. Dolls "Stay"	KXRK/Salt Lake City, UT Now Hear This Sunday 9-10pm Sean Ziebarth Sneaker Pimps "6 Underground" Mighty Mighty BT "The Impression" Whiploof "Cindy Crawford" Morphine "Early To Be" Smashing Pumpkins "Eye"
WBCN/Boston, MA Nocturnal Emissions Sunday 8-10pm Deidipus Porno For Pyros "Hard Charger" Veruca Salt "Volcano Girls" Bjork "I Miss You" L7 "Off The Wagon" Squirrel Nut Zippers "Hell"	WPLA/Jacksonville, FL Forbidden Planet Saturday 8pm-1am Robert Goodman Less Than Jake "Automatic" Squirrel Nut Zippers "Hell" Mighty Mighty BT "The Impression..." White Town "Your Woman" Reel Big Fish "Sell Out"	KKND/New Orleans, LA The Deep End Sunday 8-10pm Laura Jones Silverchair "Freak" Matchbox 20 "Push" Dishwalla "Give" Str "Looking For" Mighty Mighty BT "The Impression"	XHRM/San Diego, CA The Flash Zone Saturday 9pm-2am Greg Pearson Peach "From This Moment On" Firewater "Some Strange" Babybird "You're Gorgeous" Bjork "I Miss You" London Suede "Trash"
WFNX/Boston, MA Moods For Moderns Sunday 8-10pm Charlie 30 Amp Fuse "Whatever It Was" Baby Gopal "Shiva" Blinker The Star "Bluish Boy" Fulltilt "Shells" Sneaker Pimps "Post Modern Sleaze"	KISF/Kansas City, MO Living Room Sunday 8-10pm Stan & Joel Shiner "Christ Sized Shoes" Orbit "Medicine" Outhouse "Savior" Plexid "Trolley Rock Cam" Engine 88 "Stairway"	WZRH/New Orleans, LA Beyond The Charts Sunday 8-11pm Trey Blossman Blinker The Star "My Dog" 60 Ft. Dolls "Stay" Reel Big Fish "Sell Out" Fastball "Human Torch" Orbit "Medicine"	XTRA/San Diego, CA Muckley's Floorboard Wednesday midnight-2am Chris Muckley Trash Can Sinatras "Twisted & Bent" Thingy "Pony!" Loud Family "I'm Not Really A..." Zumpango "Let's Fight" Marden Hill "Hiack"
WBTZ/Burlington, VT Spinning Unrest Sunday 9-10:30pm Steve Picard Orbit "Medicine" Bill Ding "3 Week Money" Built To Spill "Untrustable" Helmet "Exactly What You..." Pavement "Stereo"	KXTE/Las Vegas, NV It Hurts When I Pee Sunday 10pm-midnight Chris Ripley Helmet "Exactly What You..." Frogpond "Be" Bloodhound Gang "Why's Everyone..." Mighty Mighty BT "The Impression..." Type O Negative "Love U To Death"	WROX/Norfolk, VA Nocturnal Transmissions Monday 7-9:30pm Al Mitchell Chavez "Top Pocket Man" Railroad Jerk "Clean Shirt" Aphex Twin "Girl/Boy Song" Jon Spencer Blues Explosion "Wail" Squirrel Nut Zippers "Hell"	KITS/San Francisco, CA Transmitter Adjustment Sunday 10pm-midnight Rick Stuart & Steve Masters Lusk "Mindray" Mansun "Wide Open Space" Marilyn Manson "Antichrist Superstar" Prisoners Of "The Trick Of..." MXPX "Today Is In My Way"
WAQZ/Cincinnati, OH Before The Revolution Weeknights midnight-1am Weeknights 11pm-midnight Dorsey Fyffe Sonic Youth "Bee-Bee's Song" Treble Charger "Even Grable" Cranes "Can't Get Free" Van Morrison "The Healing Game" Cibo Mato "Sugar Water"	KROQ/Los Angeles, CA Rodney On The RQ Sunday 10pm-1am Rodney Bingenheimer Blur "Beetlebum" Sorethumb "I Wanna Be Your..." Brian Jones Was... "So Long" Candyskins "Monday Morning" Shana Knife "E.S.P."	KNRX/Oklahoma City, OK Xtremities Sunday 8-9:30pm Geno Pearson White Town "Your Woman" My Drug Hell "Girl At The Bus Stop" Sonic Youth "Bee-Bee's Song" K's Choice "Not An Addict" Beck "The New Pollution"	KOME/San Jose, CA Nocturnal Noise Saturday midnight-1am Jeanette Gurevich Blur "Song 2" Mansun "Wide Open Space" Marilyn Manson "Antichrist Superstar" Prisoners Of "The Trick Of..." MXPX "Today Is In My Way"
WOXY/Cincinnati, OH 11 O'clock News Tuesday 11pm-midnight Dorsey Fyffe Sonic Youth "Bee-Bee's Song" Treble Charger "Even Grable" Cranes "Can't Get Free" Van Morrison "The Healing Game" Cibo Mato "Sugar Water"	WRXQ/Memphis, TN The Eleventh Hour Sunday 11pm-midnight Maxwell Jon Spencer Blues "Wail" Descendents "I'm The One" David Bowie "Little Wonder" L7 "Off The Wagon" Chemical Brothers "Setting Sun"	WXDX/Pittsburgh, PA Edge Of The X Sunday 9-11pm Ali Castellini/Brandon Davis Matthew Sweet "Where Do You Get Lov" Chris Whitley "Automatic" Pigeonhead "It's Like The Man" Stephen Clair "My Brother, His Car" Kula Shaker "Hey Dude"	KNDD/Seattle, WA Loudspeaker Sunday 10-11pm Bill Reid or Marco Collins Sid Vicious "My Way" Beck "Feather In Your Cap" Sneaker Pimps "6 Underground" Pigeonhead "Battle Flag" Sonic Youth "Bee-Bee's Song"
KDGE/Dallas, TX The Adventure Club Sunday 7-10pm Josh & Kevin Elastica w/Steve Malkmus "Unheard Music" Minders "Sally" Blonde Redhead "Symphony Of Treble" Pavement "Stereo" Blur "Beetlebum"	WLUM/Milwaukee, WI Sunday Night Music Revolution Sunday 7-11pm Terry Havel Silverjet "Meant To Be" OMC "How Bizarre" DC Talk "Jesus Freak" Billyclub "We Little Pigs" Butler 08 "Butter Of 69"	WDST/Poughkeepsie, NY Indie Flux Thursday 10-11pm Nic Harcourt Marden Hill "Shag" My Drug Hell "Girl At The Bus Stop" Pigeonhead "It's Like The Man..." Comet "Rocket Flare" Trampoline "Coronado"	KPNT/St. Louis, MO New Music Sunday Sunday 7-9:30pm Les Aaron Star 69 "Girl From Mars" Blur "Song 2" Tori Amos "Professional Widow" Horny Todd "Shiver" Hi Five Of Roadrunner "What The Hell"
WXEG/Dayton, OH The Edge Spin Cycle Sunday 9-10:30pm Allen Rantz Jane Jensen "More Than I Can" Vallejo "Just Another Day" James "She's A Star" White Town "Your Woman" Reel Big Fish "Sell Out"	KEGE/Minneapolis, MN Under The Edge Monday 1-2am Brian Davis Tricky "Tricky Kid" Sebadoh "Willing To Wait" Atari Teenage Riot "Start The Riot" Pavement "Stereo" DJ Shadow "Stem"	WBRU/Providence, RI Breaking And Entering Wednesday midnight-2am Matt Maloney Pavement "Stereo" Pavement "Blue Hawaiian" Blur "Beetlebum" Bis "This Is Fake D.I.Y." Crumbs "Dead Boys Too"	KFMA/Tucson, AZ Test Department Sunday 5-8pm Sazle Dunn & Chuck Roast Spearhead "Chocolate Supa..." Dodgy "In A Room" Firewater "Bourbon And Division" James "She's A Star" Underworld "Pearl's Girl"
WMRO/Hartford, CT Spinning Unrest Sunday 8-10pm Dave Hill Built To Spill "Untrustable" Big Head Todd "Resignation Superman" My Drug Hell "Girl At The Bus Stop" Verve Pipe "The Freshman" James "She's A Star"	KREV/Minneapolis, MN Counter Revolution Wednesday 10-11pm Christine Kaas Unsane "Scrape" Helmet "Pure" Papas Fritas "Hey Hey You Say" Better Off Airport "Kick The Airport Sty" Blur "Song 2"	WDGE/Providence, RI House Of New Edge Music Tuesday 10pm-midnight John Allers Mighty Mighty BT "The Impression..." James "She's A Star" Tonic "If You Could Only See" 60 Ft. Dolls "Stay" Verve Pipe "The Freshman"	WHFS/Washington, DC Now Hear This Sunday 8-10:30pm Dave Marsh Frogpond "Be" Gerty "Sick Of Being Tired" Apples In Stereo "Tidal Wave" Blonde Redhead "Symphony Of Treble" Tanya Donelly "Burn"

40 Total Reporters

Caffeine for the soul.

FAITHLESS

INSOMNIA

The hypnotic first single from REVERENCE, their internationally-acclaimed debut album.



KSCA/L.A. Says So Long

On Tuesday, February 4, KSCA-FM/Los Angeles bid adieu to its listeners. Most of the personalities who had been on the air in the station's short history returned to the studio for one- to two-hour stints with a number of them staying to cover the last two hours together. It was free-form radio all the way — no music or traffic logs.

Tears were shed and emotions were stirred, most notably from MD Nicole Sandler, who choked up on the air as she prepared to play the last song from idol Bruce Springsteen, "Thunder Road." Later, she remarked that she felt like she was losing her best friend.

Once the ownership picture settles down to where groups are building their markets and implementing a strategy, then an adult rock station can fit better into the picture.

— Dennis Constantine

PD Mike Morrison's overall mood and on-air comments were more pragmatic. "I refuse to be depressed and I refuse to be depressing." Not that he was excited, but he kept the flow moving forward.

The Long And Winding Road

How did station principals feel on KSCA's last day? Consultant Dennis Constantine, who pitched the format to Golden West Broadcasters 2 1/2 years ago, admits KSCA's demise means "people who want to do this format — or who are looking for something unique to do on the radio — are going to question

what happened in Los Angeles. We have a lot of ideas about why it didn't catch on. But there are always stations changing formats. Some stations make it, some don't. Those that don't perform on a big enough scale usually get changed.

"In this case, if Golden West [wasn't selling KSCA for other reasons] they would have had the patience to stick with it because the station was profitable. But [incoming owner] New Heftel has their own ideas on what to do and how to make money. And they probably will be more successful; it's likely that it could go Top 5 or maybe even rise to the No. 1 station in L.A. in the next six months. KSCA had that potential but it required a much longer road."

Constantine cites the format's successful heritage stations as examples of long-term commitment: "KBCO/Denver, KFOG/San Francisco, WXRT/Chicago, and KMTT/Seattle have invested a long time in the format. It takes awhile to build the audience, but once you get them, they are yours, and they'll stay with you year in, year out."

The reason it's not a quick-fix format is its adult appeal, Constantine says. "Adults take a while to come along. It's hard to get them to change the brand of toothpaste or laundry detergent they've been using for

a long time. For any station appealing to an older listener, and in this case an older rock listener, it takes them a while to make the switch. But once they do, then they're committed for the long run. We had seen those kinds of gains with KSCA, but unfortunately the owners didn't keep the station."

While the changing face of radio ownership has been "especially precarious for Adult Alternative stations," Constantine asserts, "once the ownership picture settles down to where groups are building their markets and implementing a strategy, then an adult rock station can fit better into the picture because owners will have the patience to develop it for the long run."

Constantine still hopes another owner will pick up the Adult Alternative ball and says that some doors are still open. "I'm talking to different station owners in Los Angeles and showing them the incredible amount of press the sta-



ALL I WANNA' DO — On Day One (7/1/94), KSCA/L.A.'s first three programming engineers were (l-r) consultant Dennis Constantine, MD Merilee Kelly, and PD Mike Morrison.

tion has received just in the last few weeks, showing them all the e-mail, letters, and passion that's exuding from KSCA's listeners and telling them that this audience can belong to them. All we have to do is market it and do it right, and there's an opportunity to continue this building pattern that's already been started."

Looking Out For Numero Uno

Los Angeles's changing ethnic landscape has made Spanish-language radio a very profitable format for its owners. Does Constantine believe that a highly ethnic market creates additional difficulties for Adult Alternative stations? "It depends what the expectations are. If you want to be No. 1 in L.A. you're going to have to be a Spanish-speaking station since over 50% of the market is Spanish-speaking. The days of an Anglo rock station — whether it appeals to young or old — being No. 1 are over. Certainly a rhythmically oriented station that appeals to both Hispanics and whites could

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The audience has been sending us their thanks for the stations programming and that is both nice and gratifying. [But] everything has to change. Without change there are no opportunities.

— Mike Morrison

☐

still be No. 1. I'm sure that Heftel paid the price for another signal [to pair with No. 1 Spanish KLVE-FM] because they see that potential and they want to own that hill."

Though he believes it's possible for an Adult Alternative station to be Top 5 in a demo in L.A., he says, "It won't happen tomorrow. If an owner put together a long-term plan and set goals and executed everything that makes a station successful, then nine times out of 10 it'll happen."

'Take It Easy'

KSCA is GM Bill Ward's swan song. After devoting 42 years to radio, the last 16 at Golden West, he is ready for something different. Where will he go from here? "I will be walking my dogs a lot and writing my short stories. Maybe now I'll stretch the stories into a novel. I'm going to take a break from radio. You get spoiled working for Gene and Jackie Autry as long as I did, and I've worked in radio since I was 16, so it's probably time to take a rest, then do something else."

"My plan all along has been to not have anything planned. I've known about this for many months ... we announced it to the staff when we put the station on the market in September. We kept them informed about the progress as we went along so they would have as much time to relocate as possible."

"When the deal was made with Heftel, we told the staff that in order to fulfill all of our sponsorship obligations that December 6 would be our last day. That was our 'Unwrapped' concert. But then a lot of other extended negotiations came into play and it took longer than we had originally planned. The staff has had a long time to look for work, which is good, but it's also been very hard on them."

"This is a very good way for me to end my radio career. Golden West is a very good company, I personally love the format and the people in it. But I don't blame Gene and Jackie for selling. Gene will be 90 in September and he has owned [an L.A. radio station] since 1952. It's time for him to take it easy."

It's widely known that KSCA's format and staff were being pitched as a "ready-to-go package." But to date, there have been no takers. Has the concept been abandoned entirely? "I don't know of anything that's being pursued at this time. There was one station that was very interested. I offered whatever help I personally or Golden West as a company could do to move the

format over there. KSCA could probably generate better ratings with the other company for various reasons, but in the end it wasn't approved by higher-ups in that company."

Changing Opportunities

Morrison says he was stunned when he first heard that the station was up for sale, but that it didn't take long to accept the fact. He initially believed that the format had a chance with the new owner — whoever it might be — if he could convince them that it was worth the appropriate investment in marketing, production, air staff, and research. But once Heftel, with its Spanish radio strength, became the prime bidder, Morrison took part in the plans to take the format elsewhere. "That's still a possibility, although not in immediate/future," he says.

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This is a very good way for me to end my radio career. Golden West is a very good company, I personally love the format, and the people in it.

— Bill Ward

☐

From a personal standpoint, Morrison dealt with the ending of the station by furthering his career plans. "I started to network more in the music community. I'd like to work in the record business. I've always tried to run this station with a sense of passion and respect for the listeners. It's coming back to us now in heartfelt ways. The audience has been sending us their thanks for the station programming and that's both nice and gratifying; I'm moved by their words. As far as closure — everything has to change. Without change there are no opportunities."

JOHN MELLENCAMP

"Emotional Love"

The New single from Mr. Happy Go Lucky

#3 Most Added!

WMMO WBOS

WTS and many more!





ADULT ALTERNATIVE TOP 30 TRACKS

FEBRUARY 14, 1997

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>)	719	778	727	757	36/0
4	4	4	2	SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	649	657	608	607	34/0
1	2	2	3	COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	621	721	688	783	33/0
3	3	3	4	DAVE MATTHEWS BAND Crash Into Me (<i>RCA</i>)	598	676	657	669	34/1
13	11	9	5	R.E.M. Electrolite (<i>Warner Bros.</i>)	457	428	375	299	34/1
11	10	6	6	BIG HEAD TODD & THE MONSTERS Resignation... (<i>Revolution</i>)	441	454	396	346	30/0
16	13	12	7	SHAWN COLVIN Sunny Came Home (<i>Columbia</i>)	438	392	312	228	32/0
7	8	7	8	PAULA COLE Where Have All The Cowboys... (<i>Imago/WB</i>)	418	448	413	470	25/0
10	12	11	9	WIDESPREAD PANIC Hope In A Hopeless World (<i>Capricorn/Mercury</i>)	383	409	362	354	31/0
8	7	10	10	U2 Discotheque (<i>Island</i>)	380	420	433	456	26/0
5	5	5	11	BODEANS Hurt By Love (<i>Slash/Reprise</i>)	353	496	555	575	25/0
6	6	8	12	JOHN MELLENCAMP Just Another Day (<i>Mercury</i>)	333	433	454	477	25/0
9	9	13	13	DON HENLEY Through Your Hands (<i>Revolution</i>)	330	378	407	429	21/0
12	14	14	14	JEWEL You Were Meant For Me (<i>Atlantic</i>)	326	309	297	310	25/1
—	19	16	15	VERVE PIPE The Freshman (<i>RCA</i>)	275	251	197	135	25/3
—	16	15	16	FIONA APPLE Sleep To Dream (<i>Work</i>)	265	255	229	154	23/1
BREAKER			17	SMASHING PUMPKINS Thirty-Three (<i>Virgin</i>)	253	230	214	220	18/1
—	—	22	18	ODDS Someone Who's Cool (<i>Elektra/EEG</i>)	248	197	131	80	21/2
22	18	19	19	BETTER THAN EZRA Desperately Wanting (<i>Swell/Elektra/EEG</i>)	234	220	204	212	15/2
23	21	20	20	CARDIGANS Lovefool (<i>Mercury</i>)	223	217	187	206	10/0
DEBUT			21	VAN MORRISON The Healing Game (<i>Polydor/A&M</i>)	205	115	6	—	24/5
—	25	21	22	DUNCAN SHEIK She Runs Away (<i>Atlantic</i>)	197	210	173	127	20/0
14	15	18	23	WILCO Outtassite (Outta Mind) (<i>Reprise</i>)	192	227	257	271	22/2
—	—	25	24	BRUCE COCKBURN Night Train (<i>Rykodisc Inc.</i>)	181	163	134	40	18/1
DEBUT			25	COLLECTIVE SOUL Precious Declaration (<i>Atlantic</i>)	172	61	—	—	13/1
—	24	26	26	COUNTING CROWS Daylight Fading (<i>DGC/Geffen</i>)	167	160	175	161	18/2
—	29	24	27	STING Twenty Five To Midnight (<i>A&M</i>)	160	177	147	136	13/0
—	—	30	28	LOW & SWEET ORCHESTRA A Nail Won't Fix A Broken... (<i>Interscope</i>)	152	146	137	125	16/0
DEBUT			29	NIL LARA Baby (<i>Metro Blue/Capitol</i>)	130	98	90	69	18/3
DEBUT			30	PATTY GRIFFIN Every Little Bit (<i>A&M</i>)	130	113	61	40	15/2

This chart reflects airplay from February 3-9. Songs ranked by total plays. Highlighted songs indicate Breaker.
40 Adult Alternative reporters. 39 current playlists. © 1997, R&R Inc.

NEW & ACTIVE

TOM PETTY & THE HEARTBREAKERS Change The Locks (*Warner Bros.*)
Total Plays: 115, Total Stations: 11, Adds: 0

WILCO Monday (*Reprise*)
Total Plays: 114, Total Stations: 11, Adds: 0

TORI AMOS Silent All These Years (*Atlantic*)
Total Plays: 113, Total Stations: 11, Adds: 2

JONNY LANG Lie To Me (*A&M*)
Total Plays: 109, Total Stations: 11, Adds: 3

SPACE Female Of The Species (*Gut/Universal*)
Total Plays: 96, Total Stations: 9, Adds: 2

SUBLIME Santeria (*Gasoline Alley/MCA*)
Total Plays: 95, Total Stations: 11, Adds: 3

PAULA COLE Me (*Imago/WB*)
Total Plays: 95, Total Stations: 10, Adds: 1

WILLIAM TOPLEY Uptown (*Mercury*)
Total Plays: 92, Total Stations: 11, Adds: 2

LEMONHEADS The Outdoor Type (*Tag/Atlantic*)
Total Plays: 88, Total Stations: 8, Adds: 0

CHRIS WHITLEY Automatic (*Work*)
Total Plays: 87, Total Stations: 11, Adds: 2

Songs ranked by total plays.

BREAKERS®

SMASHING PUMPKINS Thirty-Three (*Virgin*)

TOTAL PLAYS/INCREASE: 253/23
TOTAL STATIONS/ADDS: 18/1
CHART: 17

MOST ADDED®

ARTIST TITLE LABEL(S)	TOTAL PLAYS	ADDS
FREEDY JOHNSTON On The Way Out (<i>Elektra/EEG</i>)	8	8
SISTER HAZEL All For You (<i>Universal</i>)	6	6
JOHN MELLENCAMP Emotional Love (<i>Mercury</i>)	5	5
MORPHINE Early To Bed (<i>DreamWorks/Rykodisc</i>)	5	5
VAN MORRISON The Healing Game (<i>Polydor/A&M</i>)	5	5
CRAVIN' MELON Come Undone (<i>Mercury</i>)	3	3
JONNY LANG Lie To Me (<i>A&M</i>)	3	3
NIL LARA Baby (<i>Metro Blue/Capitol</i>)	3	3
SNEAKER PIMPS 6 Underground (<i>Virgin</i>)	3	3
SUBLIME Santeria (<i>Gasoline Alley/MCA</i>)	3	3
VERVE PIPE The Freshman (<i>RCA</i>)	3	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
COLLECTIVE SOUL Precious Declaration (<i>Atlantic</i>)	+111
VAN MORRISON The Healing Game (<i>Polydor/A&M</i>)	+90
ODDS Someone Who's Cool (<i>Elektra/EEG</i>)	+51
SHAWN COLVIN Sunny Came Home (<i>Columbia</i>)	+46
BRIGID BODEN Must Go On (<i>A&M</i>)	+34
JOHN MELLENCAMP Emotional Love (<i>Mercury</i>)	+34
WILLIAM TOPLEY Uptown (<i>Mercury</i>)	+33
NIL LARA Baby (<i>Metro Blue/Capitol</i>)	+32
TOM PETTY & THE HEARTBREAKERS Change... (<i>Warner Bros.</i>)	+32
FREEDY JOHNSTON On The Way Out (<i>Elektra/EEG</i>)	+31

Editor's Note: KSCA/Los Angeles and KUMT/Salt Lake City are no longer reporters following format changes. Play totals for tracks and albums were reviewed and bullets were awarded to those adversely affected.

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.

SING IT LOUD
SING IT IN YOUR NAME
SING IT LIKE YOU'RE PROUD
SING THE HEALING GAME
VAN MORRISON : THE HEALING GAME

Adult Alternative Tracks Debut **21**
Adult Alternative Albums Debut **27**

Already Healed:
WXRT KFOG WXPB CIDR KKZN
WBOS WXRW KMTT KTCZ WHPT
WXRC WMMO WRLT KGSR KPIG
and more...

Touring in April

the new single from THE HEALING GAME
new album in stores March 4th

<http://www.polydor.com/polydor>
Produced by Van Morrison for Exile Productions Ltd.
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FEBRUARY 14, 1997

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL STATIONS/ADDS	TOTAL PLAYS	± PLAYS	EMPHASIS TRACKS (PLAYS)
2	1	2	1	SHERYL CROW Sheryl Crow (A&M)	37/0	881	-48	"Everyday" (649) "Happy" (81)
1	2	1	2	COUNTING CROWS Recovering The Satellites (DGC/Geffen)	39/0	873	-85	"December" (621) "Daylight" (167)
3	3	3	3	WALLFLOWERS Bringing Down The Horse (Interscope)	38/0	837	-50	"Headlight" (719) "Marleans" (85)
4	4	4	4	DAVE MATTHEWS BAND Crash (RCA)	36/1	661	-94	"Crash" (598) "Two" (34)
8	7	5	5	R.E.M. New Adventures In Hi-Fi (Warner Bros.)	35/1	627	-8	"Electro" (457) "Me" (88)
9	9	8	6	SHAWN COLVIN A Few Small Repairs (Columbia)	34/0	577	+22	"Sunny" (438) "House" (76)
7	8	7	7	PAULA COLE This Fire (Imago/WB)	30/0	546	-23	"Cowboys" (418) "Me" (95)
13	11	9	8	BIG HEAD TODD & THE MONSTERS Beautiful World (Revolution)	34/0	543	+3	"Superman" (441) "Tell" (44)
5	5	6	9	JOHN MELLENCAMP Mr. Happy Go Lucky (Mercury)	28/1	511	-62	"Day" (333) "Key" (84)
17	15	13	10	WIDESPREAD PANIC Bombs & Butterflies (Capricorn/Mercury)	31/0	410	-5	"Hope" (383) "Tall" (9)
12	10	11	11	FIONA APPLE Tidal (Work)	29/1	410	-51	"Sleep" (265) "Shadowboxer" (73)
6	6	10	12	BODEANS Blend (Slash/Reprise)	27/0	398	-135	"Hurt" (353) "Count" (23)
10	12	12	13	U2 Pop (Island)	26/0	380	-40	"Disco" (380)
15	16	17	14	JEWEL Pieces Of You (Atlantic)	25/1	378	+17	"You" (326) "Save" (52)
11	13	14	15	SOUNDTRACK Michael (Revolution)	22/0	373	-41	"Hands" (330) "Spider" (43)
16	17	15	16	DUNCAN SHEIK Duncan Sheik (Atlantic)	28/0	341	-36	"Runs" (197) "Barely" (144)
14	14	16	17	WILCO Being There (Reprise)	29/1	328	-34	"Outtasite" (192) "Monday" (114)
—	27	20	18	VERVE PIPE Villains (RCA)	25/3	275	+24	"Freshman" (275)
25	24	24	19	SMASHING PUMPKINS Mellon Collie And... (Virgin)	19/2	265	+35	"Thirty" (253) "1979" (12)
26	22	22	20	SUBLIME Sublime (Gasoline Alley/MCA)	15/1	260	+19	"What" (165) "Santeria" (95)
—	—	29	21	ODDS Nest (Elektra/EEG)	21/2	248	+51	"Cool" (248)
24	23	23	22	BETTER THAN EZRA Friction, Baby (Swell/Elektra/EEG)	15/2	247	+15	"Wanting" (234) "King" (13)
—	—	28	23	BRUCE COCKBURN The Charity Of Night (Rykodisc Inc.)	20/1	241	+35	"Night" (181) "Night" (18)
27	28	25	24	CARDIGANS First Band On The Moon (Mercury)	11/1	240	+17	"Lovefool" (223) "Cuckoo" (7)
21	20	18	25	TOM PETTY & THE HEARTBREAKERS She's The One (Wamer Bros.)	17/0	216	-47	"Locks" (115) "Hill" (84)
18	19	19	26	PHISH Billy Breathes (Elektra/EEG)	21/0	213	-40	"Free" (89) "Character" (77)
DEBUT	—	—	27	VAN MORRISON The Healing Game (Polydor/A&M)	24/5	205	+90	"Healing" (205)
19	18	21	28	CHRIS ISAAK Baja Sessions (Reprise)	15/0	204	-44	"Dancin'" (108) "Tomorrow" (77)
—	26	26	29	STING Mercury Falling (A&M)	14/0	191	-28	"Twenty" (160) "Happy" (13)
20	21	27	30	BRUCE SPRINGSTEEN Blood Brothers (Columbia)	17/1	178	-32	"High" (119) "Secret" (37)

This chart reflects airplay from February 3-9. Albums ranked by total plays, with plays from all cuts from an album combined. 40 Adult Alternative reporters. 39 current playlists. © 1997, R&R Inc.

REPORTERS

Stations and their adds by track listed alphabetically by market

<p>WXLE/Albany, NY PD: Citi Nash 1 FREEDY JOHNSTON "Way" SNEAKER PIMPS "6"</p> <p>KGSR/Austin, TX PD: Jody Denberg MD: Susan Castle 11 COUNTING CROWS "Another" 10 PATTY GRIFFIN "Fly" NIL LARA "Baby" BECK "Pollution" JAMIROQUAI "Insanity" STEPHEN DOSTER "Outside"</p> <p>KFXD/Boise, ID PD: Greg Roberts MD: Kevin Welch SHAWN COLVIN "Mona" MORPHINE "Early" WILLIAM TOPLY "Uptown" WILLIAM TOPLY "Rebirth" SNEAKER PIMPS "6" SISTER HAZEL "Ait" BRUCE COCKBURN "Rains" BRUCE COCKBURN "Pacing" GRAY EYE GLANCES "Hard" DEAR JAMES "John"</p> <p>WBOS/Boston, MA PD/MD: Jim Herron 14 JOHN MELLENCAMP "Emotional" 9 COUNTING CROWS "Daylight" 5 SISTER HAZEL "Ait" 5 MERRIE AMSTERBERG "Goodbye" 5 FREEDY JOHNSTON "Way" 5 CHRIS WHITLEY "Automatic" 5 CHALK FARM "Tomorrow"</p>	<p>WXRV/Boston, MA PD: Joanne Doody MD: Mike Mullaney 7 TORI AMOS "Silent" 7 VAN MORRISON "Healing" 5 CRANBERRIES "Gone" 4 LAZLO BAINÉ "Overkill" 3 DEAR JAMES "Grace" 3 SISTER HAZEL "Ait" 3 WHITE TOWN "Woman" 1 FREEDY JOHNSTON "Way" 1 MORPHINE "Early"</p> <p>WNCS/Burlington, VT PD: Glenn Roberts MD: Jody Peterson 10 JOHN MELLENCAMP "Circling" 10 NIL LARA "Baby" 6 COUNTING CROWS "Recovering" 4 WIDESPREAD PANIC "Tail" 2 WIDESPREAD PANIC "Rebirth" 2 WIDESPREAD PANIC "Avis" 1 WIDESPREAD PANIC "Greta" PHISH "Waste" BRIGID BODEN "Always"</p> <p>WMVY/Cape Cod, MA PD/MD: Barbara Dacey 2 STEVE EARLE "Day" 1 JONNY LANG "Lie" 1 CRAVIN' MELON "Undone"</p>	<p>WXRC/Charlotte, NC PD: Anthony Michaels 5 WIDESPREAD PANIC "Glory" SISTER HAZEL "Ait" BODEANS "Want" ROBERT BRADLEY "California" CHRIS ISAAK "Wrong" R.E.M. "Electro"</p> <p>WXRT/Chicago, IL VP/Programming: Norm Winer MD: Patty Martin 3 STORVILLE "Piece" CHRIS WHITLEY "Automatic"</p> <p>KBXR/Columbia, MO DM: Michael Perry PD/MD: Dave "Keeler" Feighan 11 GRAHAM PARKER "Bubbiegum" PAULA COLE "Me" VAN MORRISON "Healing" FREEDY JOHNSTON "Way" BRUCE COCKBURN "Night" PATTY GRIFFIN "Little"</p> <p>KKZN/Dallas, TX PD: Amy Doyle 12 SMASHING PUMPKINS "1979" 12 SHERYL CROW "Happy" 11 BRUCE SPRINGSTEEN "Secret" 10 ZZ TOP "What's"</p>	<p>KBCO/Denver, CO PD: Mike O'Connor MD: Scott Arbaugh No Adds</p> <p>KXPK/Denver, CO PD: Doug Clifton MD: Gary Schoenewetter 5 HORNY TOAD "Shiver" 3 WILCO "Outtasite" 3 WALLFLOWERS "Difference"</p> <p>CIDR/Detroit, MI PD: Murray Brookshaw MD: Ann Delisi 9 MORPHINE "Early" WILCO "Outtasite" CLARKS "Caroline" VAN MORRISON "Healing"</p> <p>WJBX/Ft. Myers, FL PD: Stephanie Davis MD: Kurt Schreiner 5 SUBLIME "Santeria"</p> <p>WTTS/Indianapolis, IN PD/MD: Rich Anton 1 FIONA APPLE "Sleep" 1 COLLECTIVE SOUL "Precious" JOHN MELLENCAMP "Emotional"</p>	<p>KXPT/Las Vegas, NV PD: Richard Reed MD: J.D. Davis 7 STONE TEMPLE PILOTS "Lady" 2 VERVE PIPE "Freshman" 2 PATTY GRIFFIN "Little" 1 SUBLIME "Santeria"</p> <p>WMMM/Madison, WI PD: Pat Gallagher MD: Tom Teuber JONNY LANG "Lie"</p> <p>KMBY/Monterey, CA PD: Rich Berlin 7 SPACE "Female" 3 FREEDY JOHNSTON "Way" 2 DEAR JAMES "Cross" 2 BRIGID BODEN "Must"</p> <p>KPIG/Monterey, CA PD/MD: Laura Hopper 5 JONNY LANG "Rack" 3 IRIS DEMENT "Mornin" 3 WILLIAM TOPLY "Love" SISTER HAZEL "Ait" STORVILLE "Blind" SISTER HAZEL "Happy" JOHN MAYALL "Dead"</p> <p>WRLT/Nashville, TN PD: Jessie Scott MD: Keith Coes LEAH ANDREONE "Remember" FREEDY JOHNSTON "Way" MORPHINE "Early"</p>	<p>WKOC/Norfolk, VA PD: Perry Stone MD: Holly Williams 1 LUSCIOUS JACKSON "Naked" 2 VERVE PIPE "Freshman" ODDS "Cool" DISHWALLA "Give"</p> <p>WMMO/Orlando, FL PD: Fleetwood Gruver 14 JOHN MELLENCAMP "Emotional"</p> <p>WXPN/Philadelphia, PA DM/MD: Bruce Ranes MD: Bruce Warren 7 BRUCE COCKBURN "Night" 7 BRUCE COCKBURN "Charity" 6 ENIGMA "Why" VIC CHESNUTT "Ladle" VIC CHESNUTT "Ladle" DEAR JAMES "Grace" SNEAKER PIMPS "6" KATE CAMPBELL "Parthers"</p> <p>KINK/Portland, OR PD: Carl Widing APD: Anita Garlock No Adds</p> <p>KTHX/Reno, NV PD: Bruce Van Dyke MD: David Chaney 7 WILLIAM TOPLY "Uptown" 7 FREEDY JOHNSTON "Way" 7 WIDESPREAD PANIC "Radio" 7 JEWEL "You" 7 JONNY LANG "Lie" 7 BIG HEAD TODD "Tell" 7 JOHN MELLENCAMP "Emotional" 7 CARDIGANS "Cuckoo" 5 TORI AMOS "Silent" 5 CRAVIN' MELON "Undone" 5 KULA SHAKER "Dude"</p>	<p>WMAX/Rochester, NY PD: Tom Sheridan MD: David Joslin NIL LARA "Baby"</p> <p>KQPT/Sacramento, CA DM/MD: Jim Trapp APD/MD: Carrie Owens DAVE MATTHEWS BAND "Crash" BETTER THAN EZRA "Wanting" SMASHING PUMPKINS "Thirty"</p> <p>WVRV/St. Louis, MO PD: Scott Strong MD: Mike Richter 1 VERVE PIPE "Freshman" 1 AMANDA MARSHALL "Grace"</p> <p>KENZ/Salt Lake City, UT PD: Bruce Jones APD/MD: Dom Casual 17 NO DOUBT "Happy"</p> <p>KFOG/San Francisco, CA PD: Paul Marszalek MD: Bill Evans AMANDA MARSHALL "Grace" VERVE PIPE "Freshman"</p>	<p>KOTR/San Luis Obispo, CA PD: Drew Ross MD: Dean Kattari 8 VAN MORRISON "Healing" 8 LEO KOTIKE "World" 7 THORNETTA DAVIS "Sunday" 4 ODDS "Cool" 4 FREEDY JOHNSTON "Way" 4 JAZZ PASSENGERS "Away" 4 PAT BOONE "Nice" 4 ITCHY MCGUIRK "Woodshed" 4 TITO PUENTE "Flying"</p> <p>KTMN/Santa Fe, NM PD: Rich Robinson MD: Cole Crosshaw JOHN MELLENCAMP "Emotional" SISTER HAZEL "Ait"</p> <p>KRSH/Santa Rosa, CA PD: Zoe Zuest MD: Bill Bowker CRAVIN' MELON "Undone" CHRIS SMITHER "Help"</p> <p>KMITT/Seattle, WA PD: Chris Mays MD: Dean Carlson 7 MORPHINE "Early" 2 OMC "Bizarre"</p> <p>KAEP/Spokane, WA PD: Scott Souhrada MD: Haley Jones 1 WUNDY "Bestow" 1 R.E.M. "Wake-Up" 1 SPACE "Female"</p>	<p>WRNX/Springfield, MA PD: Tom Davis MD: Bruce Stebbins COUNTING CROWS "Daylight" SHERYL CROW "Hard"</p> <p>WHPT/Tampa, FL PD: Chuck Beck APD/MD: Chris Taylor 4 BETTER THAN EZRA "Wanting" VAN MORRISON "Healing"</p> <p>WXXR/Toledo, OH PD: Dusty Scott MD: Laura Lee 6 SILVERCHAIR "Abuse" 6 DISHWALLA "Give"</p> <p>40 Total Reporters 40 Current Reporters 39 Current Playlists Reported Frozen Playlist (1): KTCC/Minneapolis, MN No Longer A Reporter (1): KSCA/Los Angeles, CA KUMT/Salt Lake City, UT</p>
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PHISH character zero
The new single from the gold album Billy Breathes and the follow-up to "FREE."

ALREADY ON: WXRT WXPB WXRV WNCS
KTMN WRLT KTHX KMBY

Produced by Steve Lillywhite and PHISH Recorded and mixed by John Siket
Management: John Paluska, Dionysian Productions
www.phish.com PHISH Hotline 802-860-1111

On Elektra compact discs and cassettes www.elektra.com
1997 Elektra Entertainment Group, a division of Warner Communications Inc. A Time Warner Company

ADULT ALTERNATIVE PLAYLISTS

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

93.1

MARKET #3
WXRT/Chicago
(312) 777-1700
Winer/Martin

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
18	21	18	13	U2/Discotheque
-	-	-	12	JAMIS/She's A Star
13	15	12	11	DAVID BOWIE/Little Wonder
6	8	11	10	DON HENLEY/Through Your Hands
11	7	10	10	COUNTING CROWS/A Long December
7	10	9	10	DAVE MATTHEWS BAND/Crash Into Me
11	8	10	10	WIDESPREAD PANIC/Hope In A Hopeless...
11	8	10	10	COLLECTIVE SOUL/Precious Declaration
9	10	10	10	VERVE PIPE/The Freshman
7	8	9	9	PHISH/Character Zero
9	6	9	9	BETTER THAN EZRA/Desperately Wanting
-	6	9	9	R.E.M./Electrolite
7	8	9	9	SHERYL CROW/Everyday Is...
8	8	9	9	WALLFLOWERS/One Headlight
11	10	9	9	BIG HEAD TODD.../Resignation Superman
8	9	9	9	BORROWERS/Beautiful Struggle
9	9	8	8	PHISH/Free
12	10	9	8	STORYVILLE/Good Day For...
7	6	8	8	WILCO/Monday
-	5	8	8	ODDS/Someone Who's Cool
8	10	7	8	NIL LARA/Baby
5	5	7	8	TOM PETTY & HB/California
5	5	7	8	TOM PETTY & HB/Climb That Hill
7	7	7	7	BRUCE SPRINGSTEEN/High Hopes
-	6	7	7	VIC CHESTNUT/Ladle
5	9	11	7	LIVE/Lakin's Juice
11	9	7	7	ASHLEY MACISAAC/Sleepy Maggie
3	7	6	7	ROOMFULL OF BLUES/Standing Here At...
9	7	7	7	MIDNIGHT OIL/Surf's Up Tonight
-	-	-	7	VAN MORRISON/The Healing Game

KFOG

MARKET #4
KFOG/San Francisco
(415) 543-1045
Marszalek/Evans

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
20	18	20	21	DAVE MATTHEWS BAND/Crash Into Me
17	18	20	21	WILCO/Monday
20	18	19	19	BIG HEAD TODD.../Resignation Superman
17	19	19	19	BODEANS/Hurt By Love
8	16	20	19	ODDS/Someone Who's Cool
21	17	19	19	R.E.M./Electrolite
18	19	18	19	BRUCE SPRINGSTEEN/High Hopes
7	8	18	19	SHAWN COLVIN/Sunny Came Home
21	18	20	17	CHRIS ISAAK/Dancin'
18	18	15	15	DON HENLEY/Through Your Hands
12	12	15	15	TOM PETTY & HB/Climb That Hill
-	8	11	15	UGLY AMERICANS/You Turn Me On
7	7	8	9	LYLE LOVETT/I Ought To Be...
-	3	9	9	ROOMFULL OF BLUES/She'll Be So Fine
-	3	9	9	VAN MORRISON/The Healing Game
10	5	6	8	JOHN MULLEN/Camp/Just Another Day
5	7	8	8	R.E.M./Bittersweet Me
7	7	8	8	SHERYL CROW/Hard To Make A Stand
6	7	7	7	BIG HEAD TODD.../Please Don't Tell...
5	7	7	7	ROBERT BRADLEY/Belly Bone
8	6	7	7	U2/Discotheque
6	7	7	7	WIDESPREAD PANIC/Hope In A Hopeless...
6	8	7	6	CHRIS WHITLEY/Automatic
19	17	6	6	COUNTING CROWS/Daylight Fading
9	7	6	6	MIDNIGHT OIL/Beat
-	5	6	6	PAULA COLE/Where Have All...
6	7	7	5	PHISH/Free
-	3	4	6	BRUCE COCKBURN/Night Train
-	4	4	4	NIL LARA/Baby

88.5

MARKET #5
WXPN/Philadelphia
(215) 898-6677
Ranes/Warren

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
-	-	6	14	ROOMFULL OF BLUES/She'll Be So Fine
3	7	8	14	LOW & SWEET ORCH/A Nail Won't Fix...
16	6	12	10	VERVE PIPE/The Freshman
4	8	8	8	SHAWN COLVIN/Sunny Came Home
5	8	7	8	MADELINE PEYROUX/Dream Land
10	7	8	8	SHERYL CROW/Everyday Is...
-	4	7	8	RUSTED ROOT/It's A Wonderful World
-	5	7	8	PAULA COLE/Me
9	8	7	8	CARDIGANS/Lovetool
3	7	8	8	LYLE LOVETT/I Ought To Be...
3	7	8	8	FIONA APPLE/Sleep To Dream
3	7	8	8	ODDS/Someone Who's Cool
9	8	7	7	"AKAP"/The Holy River
-	7	7	7	DAN BERN/Marlyn
6	5	7	7	ENIGMA/Beyond The Invisible
-	7	7	7	BRUCE SPRINGSTEEN/Without You
-	7	7	7	DON HENLEY/Through Your Hands
7	7	7	7	MOE/St. Augustine
4	7	7	7	SPACE/Female Of...
4	7	7	7	PATTY GRIFFIN/Every Little Bit
4	2	4	7	ERYKAW BADU/On & On
9	7	8	7	R.E.M./Electrolite
9	7	8	7	COUNTING CROWS/Daylight Fading
14	7	8	7	BECK/The New Pollution
-	7	7	7	BRUCE COCKBURN/Night Train
-	7	7	7	BRUCE COCKBURN/The Whole Night Sky
-	6	7	7	BRUCE COCKBURN/The Charity Of Night
-	6	6	6	CHRIS WHITLEY/Automatic
4	3	4	6	PHISH/Character Zero
-	17	8	6	GRAY EYE GLANCES/Halfway Back

93.9 FM

MARKET #6
CIDR/Detroit
(519) 258-8888
Brookshaw/Delisi

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
25	30	30	30	U2/Discotheque
30	31	32	30	SHERYL CROW/Everyday Is...
10	20	28	30	SHAWN COLVIN/Sunny Came Home
21	21	31	30	ODDS/Someone Who's Cool
30	31	30	30	DAVE MATTHEWS BAND/Crash Into Me
-	-	14	23	SMASHING PUMPKINS/Thirty-Three
26	30	31	23	R.E.M./Electrolite
22	21	21	23	DON HENLEY/Through Your Hands
16	21	22	23	CHRIS ISAAK/Dancin'
22	23	21	22	WILCO/Monday
4	10	19	21	FIONA APPLE/Sleep To Dream
30	31	25	19	COUNTING CROWS/A Long December
10	12	13	14	ROBERT BRADLEY/Belly Bone
-	-	-	13	PATTY GRIFFIN/Every Little Bit
11	13	13	12	CHANTAL KRIVIZKI/God Made Me
9	11	14	12	NIL LARA/Baby
-	-	-	12	SHERYL CROW/Night Train
6	6	12	11	LYLE LOVETT/I Ought To Be...
6	4	9	11	KEB' MO'/More Than One Way...
6	10	11	11	BRUCE SPRINGSTEEN/Secret Garden
12	14	11	11	BRIAN SETZER ORCH/Legend Of Johnny...
22	12	9	10	WIDESPREAD PANIC/Hope In A Hopeless...
31	23	15	10	WALLFLOWERS/One Headlight
18	10	10	10	BODEANS/Hurt By Love
-	-	-	9	MORPHY/To You I Bestow
10	7	8	8	MUNDY/To You I Bestow
10	7	8	7	PHISH/Free
5	4	6	7	MICHELLE SHOCKED/The Hard Way
-	11	9	6	JEWEL/You Were Meant...
4	4	6	4	THORNETTA DAVIS/Sunday Morning

KKZN

MARKET #7
KKZN/Dallas
(214) 526-2400
Doyle

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
-	-	24	25	JOHN MULLEN/Camp/Just Another Day
-	-	25	25	WALLFLOWERS/One Headlight
-	-	14	25	SHAWN COLVIN/Sunny Came Home
-	-	23	24	COUNTING CROWS/A Long December
-	-	14	24	WHY STORES/Surround Me
-	-	24	24	DAVE MATTHEWS BAND/Crash Into Me
-	-	24	24	PAULA COLE/Where Have All...
-	-	24	24	JEWEL/You Were Meant...
-	-	19	22	DUNCAN SHEIK/Barely Breathing
-	-	24	22	DAVE MATTHEWS BAND/Crash Into Me
-	-	21	21	SHERYL CROW/Everyday Is...
-	-	12	21	SMASHING PUMPKINS/1979
-	-	12	21	R.E.M./Bittersweet Me
-	-	12	21	JOHN HATTI/Cry Love
-	-	12	21	JARVIS OF CLAY/Food
-	-	12	21	MELISSA ETHERIDGE/I Want To Come Over
-	-	12	21	SHERYL CROW/It Makes You...
-	-	11	21	NATALIE MERCHANT/Jealousy
-	-	23	21	WILCO/Monday
-	-	12	21	TRACY CHAPMAN/New Beginning
-	-	12	21	MELISSA ETHERIDGE/Where To Go
-	-	12	21	JOAN OSBORNE/One Of Us
-	-	12	21	SARAH MCLACHLAN/Possession
-	-	11	21	CHRIS REA/Texas
-	-	10	21	BODEANS/Hurt By Love
-	-	10	21	JOAN OSBORNE/Ladder
-	-	14	21	ERIC JOHNSON'S R.V.
-	-	11	21	BRUCE SPRINGSTEEN/Secret Garden
-	-	10	21	R.E.M./Electrolite
-	-	10	21	ZZ TOP/What's Up With That

WBOS 92.9 FM

MARKET #10
WBOS/Boston
(617) 254-9267
Herron

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
3	14	14	24	SHAWN COLVIN/Sunny Came Home
8	14	14	24	ODDS/Someone Who's Cool
-	-	-	24	OCEAN BLUE/Slide
3	14	24	24	R.E.M./Electrolite
-	-	-	24	DISHWALL/Give
-	-	-	24	SPACE/Female Of...
-	-	-	24	SHERYL CROW/Everyday Is...
12	24	24	24	VERVE PIPE/The Freshman
24	14	-	-	JEWEL/You Were Meant...
-	-	-	24	SARAH MCLACHLAN/Possession
3	24	24	24	DAVE MATTHEWS BAND/Crash Into Me
24	24	24	24	WALLFLOWERS/One Headlight
12	5	16	15	ASHLEY MACISAAC/Sleepy Maggie
3	24	16	15	COUNTING CROWS/A Long December
-	-	-	14	JOHN MULLEN/Camp/Emotional Love
3	5	14	14	DUNCAN SHEIK/She Runs Away
-	-	-	14	DAVID BOWIE/Little Wonder
-	-	-	14	SNEAKER PUMPKINS/Underground
-	-	-	14	TOM PETTY & HB/Change The Locks
-	-	-	14	WILLIAM TOPLE/UpTown
8	9	14	14	MEXICO 70/I Want You
8	14	14	14	FIONA APPLE/Sleep To Dream
12	14	14	14	WIDESPREAD PANIC/Hope In A Hopeless...
-	-	-	9	COUNTING CROWS/Daylight Fading
3	5	9	9	CRAVIN' MELON/Come Undone
3	5	9	9	WILCO/Outcasts (Outta...)
5	5	9	9	LEMONHEADS/The Outdoor Type
-	-	-	9	VAN MORRISON/The Healing Game
-	-	-	9	CLARKS/Caroline
12	14	14	9	GATHERING FIELDS/Lost In America

RIVER 92.5 FM

MARKET #10
WXRV/Boston
(508) 374-4733
Doody/Mullaney

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
5	22	24	25	BRUCE COCKBURN/Night Train
21	20	24	25	LEMONHEADS/The Outdoor Type
17	21	25	23	WIDESPREAD PANIC/Hope In A Hopeless...
13	15	22	22	JONNY LANG/Lie To Me
9	16	23	20	BIG HEAD TODD.../Resignation Superman
12	14	23	19	SHAWN COLVIN/Sunny Came Home
12	13	21	19	ODDS/Someone Who's Cool
9	17	14	17	SPACE/Female Of...
9	13	21	17	DAVE MATTHEWS BAND/Two Step
9	7	10	15	JOHN MULLEN/Camp/Just Another Day
6	12	13	14	PAULA COLE/Me
12	23	14	14	SHERYL CROW/Change
13	10	14	14	JOHN MULLEN/Camp/Just Another Day
2	4	14	14	PATTY GRIFFIN/Every Little Bit
15	13	14	14	PHISH/Character Zero
13	16	11	14	WILCO/Outcasts (Outta...)
10	17	13	13	MERRIE AMSTERBERG/Say Goodbye
9	20	12	13	PETER MULVEY/Sign Of The Times
-	-	-	11	WILLIAM TOPLE/UpTown
14	14	12	13	VERVE PIPE/The Freshman
14	14	12	13	WALLFLOWERS/One Headlight
-	-	-	12	FIONA APPLE/Sleep To Dream
15	11	13	12	COUNTING CROWS/A Long December
4	4	11	12	MEXICO 70/I Want You
9	17	10	12	TODD THIBAUT/That Wasn't Me
9	15	13	12	U2/Discotheque
17	13	14	11	PAULA COLE/Where Have All...
13	14	11	11	R.E.M./Electrolite
11	9	8	11	WALLFLOWERS/Three Marienas

The Mountain 101.1 FM

MARKET #13
KMTT/Seattle
(206) 233-1037
Mays/Carlson

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
19	18	18	20	FIONA APPLE/Criminal
17	18	19	19	DAVE MATTHEWS BAND/Crash Into Me
17	19	19	19	U2/Discotheque
-	-	-	18	VAN MORRISON/The Healing Game
19	18	19	18	DON HENLEY/Through Your Hands
17	18	18	18	TOM PETTY & HB/Climb That Hill
18	18	18	18	COUNTING CROWS/A Long December
8	8	10	17	SHAWN COLVIN/Sunny Came Home
19	18	18	11	WALLFLOWERS/One Headlight
18	19	10	10	SUZANNE VEGA/Headshots
9	8	10	10	KEB' MO'/More Than One Way...
9	9	10	10	BIG HEAD TODD.../Resignation Superman
-	-	-	10	WILLIAM TOPLE/UpTown
10	8	10	9	NIL LARA/Baby
10	9	9	9	ROBERT BRADLEY/Belly Bone
9	9	9	9	WIDESPREAD PANIC/Hope In A Hopeless...
9	7	9	9	BODEANS/Hurt By Love
8	10	11	9	GARY MYRICK/Imaginary Western
-	-	-	8	JONNY LANG/Lie To Me
-	-	-	8	BRUCE COCKBURN/Night Train
-	-	-	9	ROOMFULL OF BLUES/Standing Here At...
7	11	10	9	VERVE PIPE/The Freshman
7	10	9	9	ENIGMA/Why
7	10	9	9	JEWEL/You Were Meant...
6	7	6	8	CHRIS ISAAK/Dancin'
-	-	-	8	PHISH/Billy Breathes
7	6	8	8	PAULA COLE/Me
-	-	-	9	ODDS/Someone Who's Cool
12	14	8	8	MORCHEEBA/Trigger Hippie
2	5	6	7	R.E.M./Electrolite

101.1 FM

MARKET #17
WVRV/St. Louis
(314) 231-3699
Strong/Richter

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
26	37	39	41	CARDIGANS/Lovetool
38	43	39	40	COUNTING CROWS/A Long December
25	29	34	40	BETTER THAN EZRA/Desperately Wanting
38	43	39	39	WALLFLOWERS/One Headlight
32	30	30	30	SMASHING PUMPKINS/Thirty-Three
39	42	38	38	SHERYL CROW/Everyday Is...
-	-	-	17	SHAWN COLVIN/Sunny Came Home
15	28	25	27	FIONA APPLE/Sleep To Dream
22	23	26	27	ALANIS MORISSETTE/Mary Jane
26	24	24	26	PAULA COLE/Where Have All...
25	24	26	26	BODEANS/Hurt By Love
25	29	25	25	DAVE MATTHEWS BAND/Crash Into Me
1	18	25	25	TORI AMOS/Silent All These...
25	28	27	25	DUNCAN SHEIK/She Runs Away
12	17	13	18	NO DOUBT/Don't Speak
13	18	14	14	DC TALK/Just Between You...
29	29	18	13	NEW WORLD SPIRITS/Bed
10	9	9	11	JOHN MULLEN/Camp/Key West...
36	41	22	10	JOHN MULLEN/Camp/Just Another Day
21	10	5	9	FIONA APPLE/Sleep To Dream

OPPORTUNITIES

OPENINGS

OPENINGS

OPENINGS

OPENINGS

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- 2) Are you entertaining?
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- 4) Do you want to make big money?

If you answered yes to all of the above, we want to hear from you right now. Major market drive opportunity. Tapes/resumes to: Rick Scott & Associates, 2509 152nd Ave, NE, Suite D, Redmond, WA 98052. EOE/M/F Women and Minorities Encouraged.

NORM TAWNER

**Call Clark Bennett.
IMMEDIATELY — URGENT.
(904) 235-3882 collect.**

EAST

FT on air-host. AAA PR station three years minimum. T&R: Dept. BR, 3905 Spruce Street, Philadelphia, PA 19104 EOE (2/14)

Albany metro AC accepting tapes for future FT talent, all shifts. Ken McGrail, WJKE, 21 Malta Commons, Malta, NY 12020 EOE (2/14)

Newsradio 570-WYSR seeks experienced FT reporter/anchor T&R: Ken Charles, 500 Plum St, Syracuse, NY 13204 EOE (2/14)

America's top Oldies station seeking weekend AT. T&R: WQSR, Steve Drepperd, 305 Washington Ave, Towson, MD 21204 EOE (2/14)

Team player needed to fill morning slot at top 100 Country outlet in the northeast. Current market size not as important as talent. Great company, excellent benefits. Send tape, resume and salary requirements to: Radio & Records, 10100 Santa Monica Bl., #236, 5th Floor, Los Angeles, CA 90067. EOE

Rare full and parttime openings at major market Rock station. Can you CONNECT with an adult audience? A good station, about to become great, needs the right players to make it happen. Send tape and resume to: Radio & Records, 10100 Santa Monica Bl., #237, 5th Floor, Los Angeles, CA 90067. EOE

WILD

AM 1090 Stereo

Looking for mature, exciting, and motivated personality to fill a midday slot. If you have at least 3 years' on-air experience, overnight T&R to: Ken Johnson, 90 Warren St., Boston, MA 02199. EOE

AFFILIATE SALES & SERVICES

Opportunity with NYC-based, fast-growing division of well-known radio syndication company. Must have experience with Talk format, exciting entrepreneurial environment. Competitive compensation, medical benefits. Fax resume and cover letter to: Director, Affiliate Relations Talk, (212) 398-6905. Confidentiality assured. EOE.



Legendary WLIR/Long Island (market #14) seeks street smart/aggressive Promotion Manager. Hard work/knowledge of database, vendor, interactive marketing essential. Rush portfolio: 1103 Stewart Avenue, Garden City, NY 11530. EOE

Top-25 Northeast CHR looking for a nighttime slammer to set the market on its ear. Hot phones a must! Rush an unscopied one hour tape of your best stuff to: Radio & Records, 10100 Santa Monica Bl., #239, 5th Floor, Los Angeles, CA 90067. EOE

Nassau Broadcasting's Ocean 92.7 WOBM is searching for a new midday host. Ocean 92.7 is a community-oriented, heritage AC—Top-rated in Monmouth/Ocean. We are near NY, Philly, and the beach! If you can communicate to adults 35-54, make personal appearances, and handle a weekend airshift, send your tape and resume to Jeff Rafter, PD, Ocean 92.7 WOBM, 1015 Route 9, Bayville, NJ 08721. Nassau Broadcasting is an Equal Opportunity Employer.

EAT IT

Live it, breathe it. Active Rock PD wanted. Format expertise with 3 years' experience as programmer, with strong promotional and leadership skills necessary. Competitive battle and we've got the trump card. Send T&R to: Radio & Records, 10100 Santa Monica Bl., #232, 5th Floor, Los Angeles, CA 90067. EOE

Needed: Experienced news reporter for AM/FM combo, 1 hour outside NYC. Meetings, news conferences, anchor 5 newscasts daily. Computer literate preferred; Hudson Valley knowledge a plus. T&R to News Director, WBNR/WSPK, 475 South Avenue, Beacon, NY 12508. No calls. EOE.

TALK PRODUCER

New York-based United Station Talk Network seeks a top-notch talk producer. Knowledge of current events and pop culture a must. Fax resume to: 212-398-6905.

SOUTH

We're searching for team players. T&R: Adventure Radio Group, Mike Buxser, 1 St. Augustine Place, Hilton Head, SC 29928 EOE (2/14)

Southern KY's most powerful station seeks salesperson. Resume: WGGC, Darren Evans, Box 219, Glasgow, KY 42142 EOE (2/14)

Rare openings at WRFX. 23-years AOR/Rock experience. T&R: PD, WRFX, 915 East Fourth Street, Charlotte, NC 28204 EOE (2/14)

"Love Songs" host sought ASAP. Huge signal. Huge ratings! Ozark mountains. T&R: KEZA, Chip Arledge, 112 Center, Fayetteville, AR 72701 EOE (2/14)

My parttimers keep getting promoted. Seeking good PT personality. T&R: KMYV, Ed Palmer, 1200 N.18th St. #D, Monroe, LA 71201 EOE (2/14)

Evening pro sought for AC. Experience with "Love Songs" show helpful. T&R: WNMB, Phil Thompson, Box 4059, N. Myrtle Beach, SC 29582 EOE (2/14)



San Antonio's Smooth Jazz 106.FM KCJZ is accepting tapes and resumes. Digital production experience and knowledge of jazz helpful. No beginners please. Rush your package to Norm Miller, PD, KCJZ 8122 Datapoint Drive Suite 500, San Antonio, TX 78229 EEO

PRODUCTION

REAL Radio 104.1 desires mad scientist to mastermind production that projects the attitude of the original *In your face* Talk station. 3 yrs. exp. T&R: Harry Valentine, WTKS, 600 Courtland, Orlando, FL 32804. EOE

GENERAL SALES MANAGER

Eagle Radio/KEGL, a Dallas based company, has an opening for a General Sales Manager. Must have radio management experience in Top 20 market. Please fax your resume with references to: 972-401-2161, or mail KEGL-FM, P.O. Box 540397, Dallas, TX 75354. Attention: Kimberly Jackson, No phone calls. EOE

Market-leading AOR needs morning co-host. News chops helpful. Females with attitude strongly encouraged. THIS ISN'T A FLUFF SIDEKICK GIG!!! T&R to: SCRATCH c/o 99Rock, 225 N.W. Hollywood, Blvd., Ft. Walton Beach, FL 32548. EOE

Powerhouse CHR needs a PD and a morning person to help grow a new station. If you are relatable/concise with good phones, appearances, and production and know how to win, this is a great opportunity! EEO. Send T&R to: Oscar Leverette, Station Manager/VP, P.O. Box 900, Macon, GA 31202

PROMOTIONS DIRECTOR

99X has a rare opening in the Marketing & Promotion department. Position directly oversee's 99X's on and off-air promotions. Candidate will coordinate and supervise all major station events; write media releases; produce collateral materials; create promotional opportunities for the station with clients and strategic partners. 4 year college degree necessary. Must be assertive, well-organized, creative, and have tons of initiative. Send resume to: Amy Van Hook, marketing Manager, WNNX, 3405 Piedmont Road, Suite 500, Atlanta, GA. 30305. No Phone Calls Please. EOE

Three immediate openings: drive air talent, sales executive, and sports director. Send tape and/or resume to: Elite Broadcasting, 720 Front St., Natchitoches, LA 71457. EEO/Women & Minorities encouraged to apply.

APD

21k + talent fees. Assistant PD. N. Central FL CHR seeks motivated, hard-working personality for airshifts, remotes, promotions, etc. We need your ideas & sweat. T&R PD, 5745 SW 75th St. #313, Gainesville, FL 32608 EOE

97.5 HOT 107.5

Hot 97.5 — Atlanta

A rare opening for Assistant Program Director/Production Director. Hegwood's a busy guy. He needs a talented right hand person to hold down the fort when he's working with all our Radio One sister stations. Requirements:

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- 2) Major skills in organization
- 3) Creative Production/Creative Writing
- 4) On-air — Must be able to do fill in
- 5) Must be able to work with all departments: Sales, promotions, engineering, music, research, public service, traffic, business.
- 6) Must be able to work with all on-air talent

If you can do it all send your resume and tape to:

Mary Catherine Sneed
WHTA-FM

5526 B&C Old National Hwy.
College Park, GA 30349
EOE M/F

OPENINGS

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MORNING NEWS PERSON

News Anchor/co-host/board operator
for the Tom Joyner Morning Show. South-
east station needs experienced person
for this fulltime position. Must possess
good writing skills, news judgment, and
be a great adult communicator. Previous
Joyner experience a plus. Solid board
work required.

AFTERNOON DRIVE/PRODUCTION MANAGER
Afternoon drive/production manager for
top-rated Churban in Southeast market.
Ability to handle phones a plus. Strong
production skills required.

AFTERNOON DRIVE AIR TALENT

Experienced afternoon drive jock
needed for Adult Urban contemporary
station in the Southeast. Must be pas-
sionate about the music, a team player,
and possess strong production skills.

PROMOTION MANAGER

Minimum two years experience in radio
promotion. Computer skills necessary.
Creative execution of promotions and a
team player. Send tape, resume with salary
requirements, and references to: Radio &
Records, 10100 Santa Monica Bl., #238, 5th
Floor, Los Angeles, CA 90067. EOE

MIDWEST

Central Missouri Broadcasting currently seeking News anchor/
reporter. T&R: KTXV, Brian Hauswirth, Box 414, Jefferson City,
MO 65102 EOE (2/14)

Seeking experienced morning AT for Country format. T&R:
WLRT, Larry Timpe, Box R, 2 Dearborn Square, Kankakee, IL
60901 EOE (2/14)

Country powerhouse seeks on-air PD. T&R: WBTU, Richard
Young, 2100 Goshen Road, Fort Wayne, IN 46808 EOE (2/14)

Wanted: fulltime anchor/reporter for AM/FM northern Illinois sta-
tion. Experience preferred, not required. T&R: News POB, 448,
DeKalb, IL 60115 EOE (2/14)

Oklahoma powerhouse has an immediate opening for AT. T&R:
KWOL, Tony Wright, Williams & Downs Ave, Woodward, OK 73801
EOE (2/14)

PD, middays, strong marketing, air and production skills
sought. T&R: WIAL, Rick Roberts, Box 1, Eau Claire, WI 54702
EOE (2/14)

OPENINGS

AFTERNOON DRIVE

Entertaining pro for dominant CHR. Digital pro-
duction, personal appearances and great phones
a must. Minimum 2 years experience. No Calls,
T&R & photo: John Ramsey, P.O. Box 1458, St.
Cloud, MN 56302 EOE

We need a fun night guy...good
phones... good tempo... the right
team attitude. This is a great
chance to dominate!!! WWCK/
Flint, MI's heritage CHR, the
only CHR for a population of
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hard-working, ambitious, and
love commercial production. A
decision will be made by 2/17/
97. Projected salary \$18-\$30K
depending on experience and
ability. We pay for your move if
you're the right individual. Send
T&R ASAP to: Scott Seipel, CK
105, 3217 Lapeer Road, Flint,
Michigan, 48503. EOE

B-96, Chicago seeks medium mar-
ket promotion person ready to work
in Market #3. If you're ready to pro-
duce 200 live Marti-broadcasts this
year; can drive large vehicles; take
direction; think on your feet; and
know how to schmooze a client...
Then we've got a foot-in-the-door,
hourly position waiting for you. Send
resume, cover letter to: Michael
Biemolt, Promotion Manager, B-96
Radio, 630 N. McClurg, Ct., Chi-
cago, IL 60611. EOE

Classic Rock PD Needed Now!

We are not being sold. Mel doesn't
own us and won't! The right candi-
date will have a minimum of 2 years
programming Selector experience,
loves being on the air, believes in
show prep, enjoys personal appear-
ances, lives the details, and will crawl
on his/her belly over broken glass to
win! Midwest opportunity; tape and
resume ASAP to: Radio & Records,
10100 Santa Monica Bl., #233, 5th
Floor, Los Angeles, CA 90067. EOE

92.3 WCOL

Continuous Country Favorites

MARKETING DIRECTOR

WCOL AM-FM is looking for a moti-
vated, creative, marketing/promotions vi-
sionary who can maximize every promo-
tional opportunity. Must have excellent
communication skills, know all forms of
media, be computer literate and be able
to handle multiple tasks. Rush resume to:
Marketing Director, WCOL AM/FM Ra-
dio, Two Nationwide Plaza, 10th Floor,
Columbus, OH 43215. WCOL/Nation-
wide Communications Inc., is an equal
opportunity employer. Women and mi-
norities are encouraged to apply. EOE

OPENINGS

Shadow Broadcast services/Chicago, a
Westwood One company, seeks experi-
enced fulltime and parttime traffic, news
and sports air talent. T&R: Joe Scatah, 161
N. Clark, Chicago, IL 60601. No Phone
Calls. EOE

WEST

Seeking sidekick/news. Females highly encouraged to apply.
T&R yesterday: KHTQ, Kit Mann, 101 Lakeside, Coeur d'Alene,
ID 83814 EOE (2/14)

Country station seeks AT/News. T&R: KFLN, Steve Stevenson,
790 Baker, MT 56313 EOE (2/14)

mix 96

K Y M X - F M

DIRECTOR PROMOTIONS/ MARKETING

Do you have these skills: Can de-
velop creative promotion ideas for
traditional and vendor accounts;
can produce sharp-looking and
well-written proposals; can create
web pages (you're kind of a com-
puter geek); can make a remote
look great. If that's you, come join
our great stations! Send resume
and samples to: Bryan Jackson,
Program Director, KYMX/KCTC,
2225 19th Street, Sacramento, CA
is an Equal Opportunity Employer.
Minorities and Women are en-
couraged to apply.

Classic hit station in desert Southwest
looking for fulltime air talent immediately!
Mornings/middays. Must be team player,
energetic and hungry to win! Rush T&R
to: Shannon Stone/PD, KYJT-FM, 755 W.
28th St., Yuma, AZ 85364. EOE

ANNOUNCER WANTED

Established San Francisco AC has rare
opening for drivetime announcer.
Qualified candidates will have a mini-
mum of three years major market
experience in a similar position and a
verifiable record in direct format com-
petition. You must possess excellent
people skills, street smarts, creativity,
be detail-oriented and computer lit-
erate. This position is open now. Tot-
al confidentiality assured. Rush re-
sume & tape to:

KBLX, 55 Hawthorne Street,
Suite 900,
San Francisco, CA 94105,
Attention: Kevin Brown.
KBLX is an Equal Opportunity Employer.

Young Country & KISS 106, Seattle,
seek creative, organized individual to
head up fast-paced, fun Production
Dept. Minimum 5 years commercial
production experience required. Dig-
ital editing experience and knowledge
of computers a must. Send tape and
resume to: Becky Brenner, P.O. Box
24888, Seattle, WA 98124. EOE

OPENINGS

KWKA/KTQM

The only fulltime local radio news department
in Eastern New Mexico, is taking resumes for
a fulltime news director. T&R to: Hewel Jones,
P.O. Box 869, Clovis, NM 88102. Phone
505-762-4411 *Fax 505-769-0197

EZ Communications' KPMS-FM Se-
attle seeks Creative Program Director
to coach and motivate a dedicated
staff in maintaining a top position in
the market. Country experience is NOT
required, but you must have a win-
ning radio track record. If you are up
to the challenge, send resume and
creative tape to Becky Brenner, c/o
KPMS, 113 Dexter Ave. North, Seattle,
WA 98109 EOE

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fidently in new situations? Do you like
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from you. Major market radio stations
seek National Sales Manager. Manage-
ment or national sales experience a plus.
Submit letter and resume by 2/21/97 to:
NSM, P.O. Box 3925, Glendale, CA
91221-0925. EOE

Lost our midday jock to Tampa! Old-
ies 92.9/Colorado Springs looking for
an uptempo, relatable personality.
Love Oldies? We love you! T&R:
Randy Hill/KSPZ, 2864 S. Circle #150,
Colorado Springs, CO 80906. No
Calls! EOE

Young Country & KISS 106 seeks
creative, organized individual to head
up fast-paced, fun, production dept.
Minimum 5 years commercial pro-
duction experience required. Digital
editing experience and knowledge of
computers a must. Send tape and
resume to: Becky Brenner, P.O. Box
24888, Seattle, WA 98124.

POSITIONS SOUGHT

Mornings/Afternoons! Funny major market top-rated talent
seeks major/large market. Stellar ratings, references, voices, tal-
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Mid-west area. SHAUN: (308) 384-6453 (2/14)

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in sales, medium market experience as promotional director and
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Chick with balls (I said balls) Weekends in Chicago. Need FT
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Coast. Daytona in the 80's. Anywhere in Florida. All formats. JAY:
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OPPORTUNITIES

POSITIONS SOUGHT

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NO TALENT

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POSITIONS SOUGHT

FOR YOUR AIRSHIFT OR PLAY-BY-PLAY NEEDS

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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 (2/14)

Female talent, 5-years major market experience. On-air, production, programming. KATHY: (707) 765-0266 (2/14)

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.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PDT)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727. Only free positions sought ads are accepted by email—garrett@rronline.com. Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

R&R Opportunities Advertising

1x \$120/inch 2x \$100/inch

Rates are per week (maximum 35 word per inch including heading). Includes generic border. If logo, custom border or larger heading are required, add 1/2 inch (\$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.

Positions Sought: \$50/inch

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

Payable In Advance

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Deadline

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RADIO & RECORDS

10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable state sales tax) in the United States or \$695.00 overnight delivery (U.S. funds only), \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two Ratings Report & Directory issues and other special publications. Refunds are prorated based on the actual value of issues received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Nothing may be reproduced in whole or in part without written permission from the Publisher. The terms Back Page, Breakers, Most Added, R&R, Compact Data, and Street Talk are registered trademarks of Radio & Records © 1997. POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067.

MARKETPLACE

AIRCHECKS

AUDIO & VIDEO AIRCHECKS

CURRENT #202 WJMN/Ralphie Marino, WYRK/Booker, WKTU/Hollywood Hamilton, KKLD/Jeff & Jer, WRKS/Issac Hayes, WRGX/Michael J. Fox, WPRO/Mike Butts, KHTS \$7.50.
CURRENT #201 WYXR/Big Ron O'Brien, Z100/Paul Bryant, WOMC/Dick Puritan, WJFK/GreaseMan, WASH/Kevin & Kim, K101/Kelly Deangels, KFRC/Goss & Garrett, WGRR \$7.50.
PERSONALITY PLUS #PP-110 KISW/Bob Rivers, WRXC/Mancow, WUMK/John Landecker, WKYS/Russ Parr, KMPS/Greg Thunder \$7.50.
PERSONALITY PLUS #PP-109 WPLJ/Scott & Todd, WROR/Loren & Wally, WXKS/Matt legal, KRTH/Robert W. Morgan, WYXY/Byrd, Mark & Lopez \$7.50.
PERSONALITY PLUS #PP-108 WBMX/John Lander, KJIS/Rick Dees, WRGX/Jack Diamond, WKOL/Danny Bonaduce, KMTT/Crow & West \$7.50.
ALL COUNTRY #AC-57 WJL, KNCI, KMPS, KUPL, KWJ, KYCY \$7.50.
ALL CHR #CHR-27 KUBE, WPGC, KJIS, WJMN, WIOQ, WKCI \$7.50.
ALL AC #AC-35 KYKY, KLLC, KJOW, KSFI, KISN, KQMB \$7.50.
PROFILE #P-306 SAN JOSE/AC/KEZR, KBAY, KARA, ADR/KOME, KSJD, KUFY, KRFG, City KRTY, Noss/KSL \$7.50.
PROFILE #P-337 SACRAMENTO/CHR KSRM, ADR KRXX, KSEG, KWOD, City KNCI, KRAK, AC KGBY, KYMK, Gold KHYL, KXDA \$7.50.
PROMO VAULT #PB-27 promo samples - all formats, all market sizes. Cassette, \$10
SWEEPER VAULT #SV-13, Sweeper & Legal ID samples, all formats. Cassette, \$10
#MR-5 (MODERN ROCK) #1-5 (TALK RADIO) #23 (ALL FEMALE) #CHN-23 (CHR NIGHTS) #UC-18 (URBAN) #9-18 (ALL OLDIES) #ADR-13 (ALL ADR) #S-335 (NY AM DRIVE) at \$7.50 each
CLASSIC #C-195, CKLW/Tom Shannon-1965, KHU/Charlie Tuna-1969, WFUN/S. Morgan-1968, KKLD/JuJo Kincaid-1988, WGAR/Don Imus-1971 & more! \$11
VIDEO #V5 Boston's WROR/Loren & Wally, DC's WRGX/Jack Diamond, Philly's WYXR/Big Ron O'Brien, SD's KPMB-FM/Jagger & Krist & Prov, WPRO/Mike Neil. 2 HOT hrs, VHS \$25!
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Get the Digital Weenie to fill in the cracks \$59 for 12 issues. IT'S BACK!! Call 501-878-8764 for Serpents

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DATABASE

RADIO STATION DATABASE

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The Radio Mall 888-97-RADIO

FEATURES



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New! 4th Edition Green Book of Songs By Subject is the world's only thematic guide to popular music!

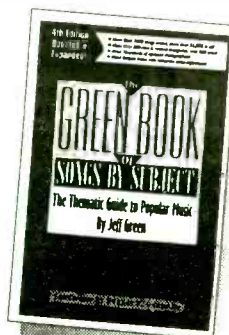
If you've ever needed songs to fit a particular topic, the all-new 4th Edition Green Book of Songs By Subject is the book you've been waiting for! Jeff Green has created the "ultimate music reference" for Program Directors, Music Directors, Production Directors, Morning Show and Talk Show Producers, and air personalities in all formats!

- Over 800 subject categories
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For fastest service charge by phone at (310) 788-1617

Also available in Hardcover for \$64.95. Charge by phone at (310) 788-1622 or send check or money order to:
Radio & Records, 10100 Santa Monica Blvd. 5th Floor, Los Angeles, CA 90067 Note: Additional copies add \$1.00 add'l shipping per copy. Canada/Mexico shipping: \$10 first copy, \$5.00 add'l copies. Other international



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MUSIC LIBRARIES

1229 hits from 54-69-\$599
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 For free track listings
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 COUNTRY
 ROCK
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 All Formats

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The Voice of the #1 Country Station
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Studio (818) 763-0491 Fax (818) 766-0457 Demoline (818) 766-6980
 Connect instantly Via ISDN



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Spots and
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professional voiceover services for broadcast & multimedia

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Station Voice
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A Voice Production Service for Today's Media!

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Profile Communications
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VOICEOVER SERVICES

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Get a leg up... and drown
 your competition!

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"Gets a lot said for your station"
 COUNTRY, ROCK, AC, CHR URBAN, ALL FORMATS
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THE VOICE SOLUTION

HEAR IT NOW!
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JOEY DEE VOICES

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A Proven Team

BRUCE VIDAL and RON SHAPIRO Voice Imagery/Prod.

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 six inches available in increments of one-inch. Rates
 for R&R marketplace (per inch):

1 time	\$90.00
6 insertions	85.00
13 insertions	80.00
26 insertions	70.00
51 insertions	65.00

Marketplace
 RADIO & RECORDS, 10100 Santa Monica Blvd,
 Fifth Floor, Los Angeles, CA 90067
 310-553-4330 Fax: 310-203-8727

CHR/POP

LW	TW	ARTIST	SON	LABEL
1	1	NO DOUBT	Don't Speak	(Trauma/Interscope)
2	2	CARDIGANS	Lovefool	(Mercury)
3	3	TONI BRAXTON	Un-break My Heart	(LaFace/Arista)
4	4	EN VOGUE	Don't Let Go (Love)	(EastWest/EEG)
5	5	JEWEL	You Were Meant For Me	(Atlantic)
6	6	SPICE GIRLS	Wannabe	(Virgin)
7	7	GINA G	Ooh Aah...Just A Little Bit	(Eternal/WB)
8	8	MADONNA	Don't Cry For Me Argentina	(Warner Bros.)
9	9	R. KELLY	I Believe I Can Fly	(Jive)
10	10	COUNTING CROWS	A Long December	(DGC/Geffen)
13	11	SHERYL CROW	Everyday Is A Winding Road	(A&M)
11	12	KEITH SWEAT	Nobody	(Elektra/EEG)
14	13	BLACKSTREET	No Diggity	(Interscope)
12	14	MERRIL BAINBRIDGE	Mouth	(Universal)
18	15	DUNCAN SHEIK	Barely Breathing	(Atlantic)
17	16	" AFKAP "	The Holy River	(NPG/EMI)
15	17	ALANIS MDRISSETTE	Head Over Feet	(Maverick/Reprise)
28	18	CELINE DION	All By Myself	(550 Music)
20	19	CRANBERRIES	When You're Gone	(Island)
16	20	SHERYL CROW	If It Makes You Happy	(A&M)
22	21	BABYFACE	Every Time I Close My Eyes	(Epic)
19	22	AMBER	This Is Your Night	(Tommy Boy)
32	23	WALLFLOWERS	One Headlight	(Interscope)
29	24	NO MERCY	Please Don't Go	(Arista)
23	25	JOHN MELLENCAMP	Just Another Day	(Mercury)
44	26	SAVAGE GARDEN	I Want You	(Columbia)
21	27	NEW EDITION	I'm Still In Love With You	(MCA)
25	28	HOOTIE & THE BLOWFISH	I Go Blind	(Reprise)
26	29	RED HOT CHILI PEPPERS	Love Rollercoaster	(Geffen)
30	30	BETTER THAN EZRA	Desperately Wanting	(Swell/Elektra/EEG)

CHR begins on Page 61.

CHR/RHYTHMIC

LW	TW	ARTIST	SON	LABEL
3	1	AALIYAH	One In A Million	(BlackGround/Atlantic)
4	2	SPICE GIRLS	Wannabe	(Virgin)
2	3	KEITH SWEAT	Nobody	(Elektra/EEG)
1	4	EN VOGUE	Don't Let Go (Love)	(EastWest/EEG)
6	5	MONICA	For You I Will	(Warner Sunset/Atlantic)
5	6	TONI BRAXTON	Un-break My Heart	(LaFace/Arista)
7	7	BLACKSTREET	No Diggity	(Interscope)
9	8	BABYFACE	Every Time I Close My Eyes	(Epic)
8	9	TONY TONI TONE	Let's Get Down	(Mercury)
10	10	NO DOUBT	Don't Speak	(Trauma/Interscope)
15	11	DRU HILL	In My Bed	(Island)
12	12	GINUWINE	Pony	(550 Music)
18	13	MARK MORRISON	Return Of The Mack	(Atlantic)
21	14	FREAK NASTY	Da Dip	(Power)
16	15	AZ YET	Hard To Say I'm Sorry	(LaFace/Arista)
13	16	NEW EDITION	I'm Still In Love With You	(MCA)
11	17	R. KELLY	I Believe I Can Fly	(Jive)
14	18	FOXY BROWN	Get Me Home	(Violator/Def Jam/RAL/Mercury)
22	19	BLACKOUT ALLSTARS	I Like It	(Columbia)
19	20	KEITH SWEAT	Twisted	(Elektra/EEG)
17	21	MC LYTE	Cold Rock A Party	(EastWest/EEG)
29	22	BLACKSTREET	Don't Leave Me	(Interscope)
26	23	PUFF DADDY	Can't Nobody Hold Me Down	(Bad Boy/Arista)
23	24	MADONNA	Don't Cry For Me Argentina	(Warner Bros.)
31	25	KEITH SWEAT	Just A Touch	(Elektra/EEG)
25	26	GINA G	Ooh Aah...Just A Little Bit	(Eternal/WB)
27	27	ERYKAH BADU	On & On	(Kedar/Universal)
36	28	ZHANE'	Request Line	(Illtown/Motown)
33	29	CARDIGANS	Lovefool	(Mercury)
20	30	WHITNEY HOUSTON	I Believe In You And Me	(Arista)

CHR begins on Page 61.

URBAN

LW	TW	ARTIST	SON	LABEL
4	1	DRU HILL	In My Bed	(Island)
3	2	ERYKAH BADU	On & On	(Kedar/Universal)
1	3	AALIYAH	One In A Million	(BlackGround/Atlantic)
9	4	MONICA	For You I Will	(Warner Sunset/Atlantic)
2	5	WHITNEY HOUSTON	I Believe In You And Me	(Arista)
7	6	NEW EDITION	You Don't Have To Worry	(MCA)
6	7	MAXWELL	Sumthin' Sumthin'	(Columbia)
8	8	BABYFACE	Every Time I Close My Eyes	(Epic)
11	9	" AFKAP "	Somebody's Somebody	(NPG/EMI)
10	10	IMMATURE	Watch Me Do My Thing	(Loud/RCA)
18	11	702	Get It Together	(Biv 10/Motown)
16	12	KEITH SWEAT	Just A Touch	(Elektra/EEG)
5	13	BLACKSTREET	Never Gonna Let You Go	(Interscope)
19	14	PUFF DADDY	Can't Nobody Hold Me Down	(Bad Boy/Arista)
22	15	MAKAVELI	Hail Mary	(Death Row/Interscope)
27	16	MINT CONDITION	You Don't Have To Hurt No...	(Perspective/A&M)
15	17	MC LYTE	Cold Rock A Party	(EastWest/EEG)
28	18	MONTELL JORDAN	What's On Tonight	(Def Jam/RAL/Mercury)
49	19	ZHANE'	Request Line	(Illtown/Motown)
23	20	DO OR DIE	Playa Like Me And You	(Rap-A-Lot)
17	21	TONY TONI TONE	Let's Get Down	(Mercury)
30	22	AZ YET	Hard To Say I'm Sorry	(LaFace/Arista)
31	23	RASHAAN PATTERSON	Stop By	(MCA)
13	24	EN VOGUE	Don't Let Go (Love)	(EastWest/EEG)
37	25	YVETTE MICHELLE	I'm Not Feeling You	(Loud/RCA)
38	26	ALFONZO HUNTER	Weekend Thang	(Def Squad/EMI)
12	27	LUTHER VANDROSS	I Can Make It Better	(LJ/Epic)
25	28	R. KELLY	I Believe I Can Fly	(Jive)
41	29	TASHA HOLIDAY	Just The Way You Like	(MCA)
34	30	E-40	Things'll Never Change	(Sick Wid' It/Jive)

For complete list of Urban Breakers see page 76.

URBAN begins on Page 73.

HOT AC

LW	TW	ARTIST	SON	LABEL
1	1	NO DOUBT	Don't Speak	(Trauma/Interscope)
2	2	CARDIGANS	Lovefool	(Mercury)
4	3	JEWEL	You Were Meant For Me	(Atlantic)
3	4	TONI BRAXTON	Un-break My Heart	(LaFace/Arista)
7	5	DUNCAN SHEIK	Barely Breathing	(Atlantic)
5	6	HOOTIE & THE BLOWFISH	I Go Blind	(Reprise)
6	7	JOURNEY	When You Love A Woman	(Columbia)
8	8	SHERYL CROW	If It Makes You Happy	(A&M)
9	9	ALANIS MORISSETTE	Head Over Feet	(Maverick/Reprise)
10	10	COUNTING CROWS	A Long December	(DGC/Geffen)
16	11	SHERYL CROW	Everyday Is A Winding Road	(A&M)
12	12	MADONNA	Don't Cry For Me Argentina	(Warner Bros.)
14	13	JOHN MELLENCAMP	Just Another Day	(Mercury)
13	14	DISHWALLA	Counting Blue Cars	(A&M)
21	15	CELINE DION	All By Myself	(550 Music)
11	16	CELINE DION	It's All Coming Back To Me Now	(550 Music)
18	17	BARBRA STREISAND & BRYAN ADAMS	I Finally Found...	(Columbia)
19	18	DON HENLEY	Through Your Hands	(Revolution)
17	19	DONNA LEWIS	I Love You Always Forever	(Atlantic)
15	20	ERIC CLAPTON	Change The World	(Reprise)
23	21	PAULA COLE	Where Have All The Cowboys...	(Imago/WB)
20	22	WHITNEY HOUSTON	I Believe In You And Me	(Arista)
25	23	EN VOGUE	Don't Let Go (Love)	(EastWest/EEG)
22	24	CRANBERRIES	When You're Gone	(Island)
28	25	SAVAGE GARDEN	I Want You	(Columbia)
26	26	" AFKAP "	The Holy River	(NPG/EMI)
27	27	PHIL COLLINS	It's In Your Eyes (Any...)	(Face Value/Atlantic)
30	28	SARAH MCLACHLAN	Possession	(Nettwerk/Arista)
—	29	WALLFLOWERS	One Headlight	(Interscope)
—	30	GINA G	Ooh Aah...Just A Little Bit	(Eternal/WB)

AC begins on Page 92.

AC

LW	TW	ARTIST	SON	LABEL
1	1	WHITNEY HOUSTON	I Believe In You And Me	(Arista)
2	2	TONI BRAXTON	Un-break My Heart	(LaFace/Arista)
3	3	BARBRA STREISAND & BRYAN ADAMS	I Finally Found...	(Columbia)
5	4	JIM BRICKMAN w/MARTINA MCBRIDE	Valentine	(Windham Hill)
6	5	GLORIA ESTEFAN	I'm Not Giving You Up	(Epic)
4	6	ROD STEWART	If We Fall In Love Tonight	(Warner Bros.)
9	7	KENNY LOGGINS	For The First Time	(Columbia)
7	8	JOURNEY	When You Love A Woman	(Columbia)
8	9	LIONEL RICHIE	Still In Love	(Mercury)
13	10	CELINE DION	All By Myself	(550 Music)
11	11	PHIL COLLINS	It's In Your Eyes (Any...)	(Face Value/Atlantic)
12	12	DON HENLEY	Through Your Hands	(Revolution)
10	13	ERIC CLAPTON	Change The World	(Reprise)
15	14	R. KELLY	I Believe I Can Fly	(Jive)
14	15	CELINE DION	It's All Coming Back To Me Now	(550 Music)
16	16	ELTON JOHN	You Can Make History...	(MCA)
25	17	BRYAN ADAMS	I'll Always Be Right There	(A&M)
26	18	JON SECADA	Too Late, Too Soon	(SBK/EMI)
22	19	MADONNA	Don't Cry For Me Argentina	(Warner Bros.)
29	20	KENNY G	Havana	(Arista)
21	21	BARRY MANILOW	Bluer Than Blue	(Arista)
19	22	PETER CETERA w/RONNA REEVES	S.O.S.	(River North)
18	23	HUEY LEWIS & THE NEWS	100 Years From Now	(Elektra/EEG)
23	24	NO DOUBT	Don't Speak	(Trauma/Interscope)
24	25	JOHN MELLENCAMP	Just Another Day	(Mercury)
30	26	JEWEL	You Were Meant For Me	(Atlantic)
28	27	BABYFACE	Every Time I Close My Eyes	(Epic)
—	28	MICHAEL ENGLISH	When I Need You	(Curb)
—	29	WHITNEY HOUSTON	Step By Step	(Arista)
—	30	CRYSTAL BERNARD	Have We Forgotten What Love Is	(River North)

No Songs Qualified For Breaker Status This Week.

AC begins on Page 92.

ACTIVE ROCK

LW	TW	ARTIST	SON	LABEL
1	1	LIVE	Lakini's Juice	(Radioactive)
2	2	BUSH	Greedy Fly	(Trauma/Interscope)
3	3	SILVERCHAIR	Abuse Me	(Epic)
4	4	WALLFLOWERS	One Headlight	(Interscope)
16	5	COLLECTIVE SOUL	Precious Declaration	(Atlantic)
5	6	U2	Discotheque	(Island)
7	7	METALLICA	King Nothing	(Elektra/EEG)
10	8	TONIC	Casual Affair	(Polydor/A&M)
6	9	SOUNDGARDEN	Blow Up The Outside World	(A&M)
9	10	BETTER THAN EZRA	Desperately Wanting	(Swell/Elektra/EEG)
8	11	STIR	Looking For	(Aware/Capitol)
13	12	SMASHING PUMPKINS	Thirty-Three	(Virgin)
17	13	COUNTING CROWS	A Long December	(DGC/Geffen)
11	14	SPONGE	Have You Seen Mary	(Columbia)
14	15	LOCAL H	Bound For The Floor	(Island)
19	16	NINE INCH NAILS	The Perfect Drug	(Nothing/Interscope)
12	17	STONE TEMPLE PILOTS	Lady Picture Show	(Atlantic)
32	18	STONE TEMPLE PILOTS	Tumble In The Rough	(Atlantic)
15	19	OFFSPRING	All I Want	(Columbia)
23	20	BIG HEAD TODD & THE MONSTERS	Resignation...	(Revolution)
30	21	VERUCA SALT	Volcano Girls	(Outpost/Geffen)
22	22	MARILYN MANSON	Tourniquet	(Nothing/Interscope)
18	23	METALLICA	Hero Of The Day	(Elektra/EEG)
26	24	WIDESPREAD PANIC	Hope In A Hopeless World	(Capricorn/Mercury)
35	25	VERVE PIPE	The Freshman	(RCA)
38	26	TOOL	"H"	(Zoo)
27	27	EELS	Rags To Rags	(DreamWorks/Geffen)
24	28	SUBLIME	What I Got	(Gasoline Alley/MCA)
21	29	MATCHBOX 20	Long Day	(Lava/Atlantic)
20	30	R.E.M.	The Wake-Up Bomb	(Warner Bros.)

ROCK begins on Page 99.

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Breakers in Blue

NATIONAL AIRPLAY OVERVIEW FEBRUARY 14, 1997

URBAN AC

LW	TW	
1	1	LUTHER VANDROSS I Can Make It Better (LV/Epic)
2	2	WHITNEY HOUSTON I Believe In You And Me (Arista)
3	3	BABYFACE Every Time I Close My Eyes (Epic)
4	4	MAXWELL Sumthin' Sumthin' (Columbia)
5	5	ISLEY BROTHERS Tears (T-Neck/Island)
15	6	DRU HILL In My Bed (Island)
10	7	ERYKAH BADU On & On (Kedar/Universal)
9	8	BLACKSTREET Never Gonna Let You Go (Interscope)
8	9	R. KELLY I Believe I Can Fly (Jive)
7	10	TONI BRAXTON Un-break My Heart (LaFace/Arista)
6	11	EN VOGUE Don't Let Go (Love) (EastWest/EEG)
16	12	"AFKAP" Somebody's Somebody (NPG/EMI)
13	13	MONICA For You I Will (Warner Sunset/Atlantic)
12	14	MINT CONDITON What Kind Of Man Would I Be (Perspective/A&M)
11	15	AALIYAH One In A Million (BlackGround/Atlantic)
18	16	PAUL HARDCASTLE Got To Be Love (JVC)
20	17	SWEETBACK You Will Rise (Epic)
14	18	KEITH SWEAT Nobody (Elektra/EEG)
25	19	ANN NESBY This Weekend (Perspective/A&M)
23	20	KENNY LATTIMORE For You (Columbia)
24	21	MINT CONDITION You Don't Have To Hurt No... (Perspective/A&M)
22	22	BRANDY, TAMIA, KNIGHT, KHAN Missing You (EastWest/EEG)
17	23	"AFKAP" Betcha By Golly Wow! (NPG/EMI)
—	24	AFTER 7 Sara Smile (Virgin)
26	25	RASHAAN PATTERSON Stop By (MCA)
29	26	702 Get It Together (Biv 10/Motown)
—	27	KEITH SWEAT Just A Touch (Elektra/EEG)
19	28	TINA TURNER /BARRY WHITE In Your Wildest Dreams (Virgin)
27	29	PEGGY SCOTT-ADAMS Bill (Miss Butch/Mardi Gras)
28	30	NEW EDITION You Don't Have To Worry (MCA)

URBAN begins on Page 73.

ROCK

LW	TW	
1	1	WALLFLOWERS One Headlight (Interscope)
2	2	LIVE Lakini's Juice (Radioactive)
4	3	COUNTING CROWS A Long December (DGC/Geffen)
21	4	COLLECTIVE SOUL Precious Declaration (Atlantic)
3	5	JOHN MELLENCAMP Just Another Day (Mercury)
6	6	U2 Discotheque (Island)
7	7	SPONGE Have You Seen Mary (Columbia)
9	8	TOM PETTY & THE HEARTBREAKERS Change... (Warner Bros.)
5	9	STONE TEMPLE PILOTS Lady Picture Show (Atlantic)
12	10	WIDESPREAD PANIC Hope In A Hopeless World (Capricorn/Mercury)
8	11	SOUNDGARDEN Blow Up The Outside World (A&M)
11	12	BETTER THAN EZRA Desperately Wanting (Swell/Elektra/EEG)
14	13	SILVERCHAIR Abuse Me (Epic)
16	14	METALLICA King Nothing (Elektra/EEG)
13	15	BUSH Greedy Fly (Trauma/Interscope)
18	16	TONIC Casual Affair (Polydor/A&M)
10	17	METALLICA Hero Of The Day (Elektra/EEG)
22	18	BIG HEAD TODD & THE MONSTERS Resignation... (Revolution)
15	19	STIR Looking For (Aware/Capitol)
25	20	JOURNEY Can't Tame The Lion (Columbia)
26	21	SHERYL CROW Everyday Is A Winding Road (A&M)
17	22	RUSH Half The World (Atlantic)
20	23	SUBLIME What I Got (Gasoline Alley/MCA)
19	24	VAN HALEN Can't Get This Stuff No More (Warner Bros.)
28	25	LOCAL H Bound For The Floor (Island)
24	26	MATCHBOX 20 Long Day (Lava/Atlantic)
23	27	DON HENLEY Through Your Hands (Revolution)
27	28	ZZ TOP Bang Bang (RCA)
30	29	VAN HALEN Me Wise Magic (Warner Bros.)
32	30	SMASHING PUMPKINS Thirty-Three (Virgin)

No Songs Qualified For Breaker Status This Week

ROCK begins on Page 99.

COUNTRY

LW	TW	
2	1	VINCE GILL Pretty Little Adriana (MCA)
3	2	RICK TREVINO Running Out Of Reasons To Run (Columbia)
1	3	BROOKS & DUNN A Man This Lonely (Arista)
4	4	DARYLE SINGLETARY Amen Kind Of Love (Giant)
6	5	TOBY KEITH Me Too (Mercury)
5	6	CLINT BLACK Half Way Up (RCA)
7	7	TRAVIS TRITT Where Corn Don't Grow (Warner Bros.)
9	8	DEANA CARTER We Danced Anyway (Capitol)
11	9	LEANN RIMES Unchained Melody (MCG/Curb)
10	10	PATTY LOVELESS She Drew A Broken Heart (Epic)
12	11	REBA MCENTIRE How Was I To Know (MCA)
13	12	JOHN BERRY She's Taken A Shine (Capitol)
14	13	ALAN JACKSON Everything I Love (Arista)
18	14	DIAMOND RIO Holdin' (Arista)
19	15	TRACE ADKINS (This Ain't) No Thinkin' Thing (Capitol)
20	16	TY HERNDON She Wants To Be Wanted Again (Epic)
24	17	CLAY WALKER Rumor Has It (Giant)
8	18	MARK CHESNUTT It's A Little Too Late (Decca)
22	19	LONESTAR Heartbroke Every Day (BNA)
26	20	KENNY CHESNEY When I Close My Eyes (BNA)
29	21	TRACY BYRD Don't Take Her She's All I Got (MCA)
28	22	TERRI CLARK Emotional Girl (Mercury)
25	23	SAMMY KERSHAW Politics, Religion And Her (Mercury)
27	24	MARTY STUART You Can't Stop Love (MCA)
30	25	RICOCHE Ease My Troubled Mind (Columbia)
32	26	DAVID KERSH Another You (Curb)
36	27	BUFFALO CLUB If She Don't Love You (Rising Tide)
35	28	NEAL MCCOY That Woman Of Mine (Atlantic)
15	29	FAITH HILL I Can't Do That Anymore (Warner Bros.)
33	30	DERYL DODD That's How I Got To Memphis (Columbia)

For complete list of Urban Breakers see page 85.

COUNTRY begins on Page 83.

ALTERNATIVE

LW	TW	
1	1	U2 Discotheque (Island)
2	2	LIVE Lakini's Juice (Radioactive)
7	3	WALLFLOWERS One Headlight (Interscope)
8	4	BUSH Greedy Fly (Trauma/Interscope)
4	5	COUNTING CROWS A Long December (DGC/Geffen)
3	6	SMASHING PUMPKINS Thirty-Three (Virgin)
6	7	SILVERCHAIR Abuse Me (Epic)
5	8	GARBAGE #1 Crush (Capitol)
10	9	CARDIGANS Lovefool (Mercury)
13	10	SUBLIME Santeria (Gasoline Alley/MCA)
14	11	DAVE MATTHEWS BAND Crash Into Me (RCA)
11	12	NINE INCH NAILS The Perfect Drug (Nothing/Interscope)
9	13	311 All Mixed Up (Capricorn/Mercury)
12	14	DEPECHE MODE Barrel Of A Gun (Reprise)
18	15	VERUCA SALT Volcano Girls (Outpost/Geffen)
16	16	SHERYL CROW Everyday Is A Winding Road (A&M)
28	17	COLLECTIVE SOUL Precious Declaration (Atlantic)
15	18	OFFSPRING All I Want (Columbia)
17	19	BETTER THAN EZRA Desperately Wanting (Swell/Elektra/EEG)
24	20	VERVE PIPE The Freshman (RCA)
19	21	SPACE Female Of The Species (Gut/Universal)
22	22	NO DOUBT Excuse Me Mr. (Trauma/Interscope)
20	23	SOUL COUGHING Super Bon Bon (Slash/WB)
23	24	SOCIAL DISTORTION When The Angels Sing (550 Music)
29	25	PRODIGY Firestarter (Mute/Maverick/WB)
26	26	SUICIDE MACHINES No Face (Hollywood)
35	27	CAKE I Will Survive (Capricorn/Mercury)
21	28	NO DOUBT Don't Speak (Trauma/Interscope)
50	29	BECK The New Pollution (DGC/Geffen)
27	30	LUSCIOUS JACKSON Naked Eye (Grand Royal/Capitol)

ALTERNATIVE begins on Page 105.

NAC

LW	TW	
1	1	DAVID SANBORN Rikke (Elektra/EEG)
8	2	BRAXTON BROTHERS When Love Comes Around (Kokopelli)
4	3	KENNY G Eastside Jam (Arista)
9	4	PAUL HARDCASTLE Jokers Wild (JVC)
7	5	GEORGE BENSON The Thinker (GRP)
14	6	NORMAN BROWN Third World (MoJazz/Motown)
2	7	ZACHARY BREAUX Never Can Say Goodbye (Zebra)
3	8	WAYMAN TISDALE Don't Take Your Love Away (MoJazz/Motown)
12	9	SOUL BALLET N.Y.C. Tripin (Countdown/Unity)
10	10	MARK PORTMANN No Truer Words (Zebra)
6	11	KEIKO MATSUI Bridge Over The Stars (Countdown/Unity)
13	12	GROVER WASHINGTON JR. Soulful Strut (Columbia)
5	13	SLASH Obsession Confession (Geffen)
15	14	MICHAEL PAULO My Heart And Soul (Noteworthy)
11	15	VANESSA DAOU Two To Tango (MCA)
19	16	JIM BRICKMAN You Never Know (Windham Hill)
17	17	DAVE KOZ Lullaby For A Rainy Night (Capitol)
27	18	GOTA European Comfort (Instinct)
24	19	KENNY BLAKE European Underground (Heads Up)
22	20	DOC POWELL From The Heart (Discovery)
28	21	ALFONZO BLACKWELL Hermina (Street Life/All American)
18	22	BRIAN HUGHES Soul Fruit (Higher Octave)
20	23	BABYFACE Every Time I Close My Eyes (Epic)
23	24	EXODUS QUARTET Summer Soultice (Instinct)
16	25	SOUNDCAPE Morning Song (Instinct)
30	26	WILL LEE Georgy Porgy (Go Jazz/Bean Bag)
—	27	CHUCK LOEB Cruzin' South (Shanachie)
29	28	TOMMY EMMANUEL Midnight Drive (Higher Octave)
21	29	DENNY JIOSA Lights Of The City (Blue Orchid)
26	30	TONI BRAXTON Un-break My Heart (LaFace/Arista)

NAC begins on Page 31.

ADULT ALTERNATIVE

LW	TW	
1	1	WALLFLOWERS One Headlight (Interscope)
4	2	SHERYL CROW Everyday Is A Winding Road (A&M)
2	3	COUNTING CROWS A Long December (DGC/Geffen)
3	4	DAVE MATTHEWS BAND Crash Into Me (RCA)
9	5	R.E.M. Electrolite (Warner Bros.)
6	6	BIG HEAD TODD & THE MONSTERS Resignation... (Revolution)
12	7	SHAWN COLVIN Sunny Came Home (Columbia)
7	8	PAULA COLE Where Have All The Cowboys... (Imago/WB)
11	9	WIDESPREAD PANIC Hope In A Hopeless World (Capricorn/Mercury)
10	10	U2 Discotheque (Island)
5	11	BODEANS Hurt By Love (Slash/Reprise)
8	12	JOHN MELLENCAMP Just Another Day (Mercury)
13	13	DON HENLEY Through Your Hands (Revolution)
14	14	JEWEL You Were Meant For Me (Atlantic)
16	15	VERVE PIPE The Freshman (RCA)
15	16	FIONA APPLE Sleep To Dream (Work)
17	17	SMASHING PUMPKINS Thirty-Three (Virgin)
22	18	ODDS Someone Who's Cool (Elektra/EEG)
19	19	BETTER THAN EZRA Desperately Wanting (Swell/Elektra/EEG)
20	20	CARDIGANS Lovefool (Mercury)
—	21	VAN MORRISON The Healing Game (Polydor/A&M)
21	22	DUNCAN SHEIK She Runs Away (Atlantic)
18	23	WILCO Outtasite (Outta Mind) (Reprise)
25	24	BRUCE COCKBURN Night Train (Rykodisc Inc.)
—	25	COLLECTIVE SOUL Precious Declaration (Atlantic)
26	26	COUNTING CROWS Daylight Fading (DGC/Geffen)
24	27	STING Twenty Five To Midnight (A&M)
30	28	LOW & SWEET ORCHESTRA Nail Won't Fix A Broken... (Interscope)
—	29	NIL LARA Baby (Metro Blue/Capitol)
—	30	PATTY GRIFFIN Every Little Bit (A&M)

ADULT ALTERNATIVE begins on Page 114.

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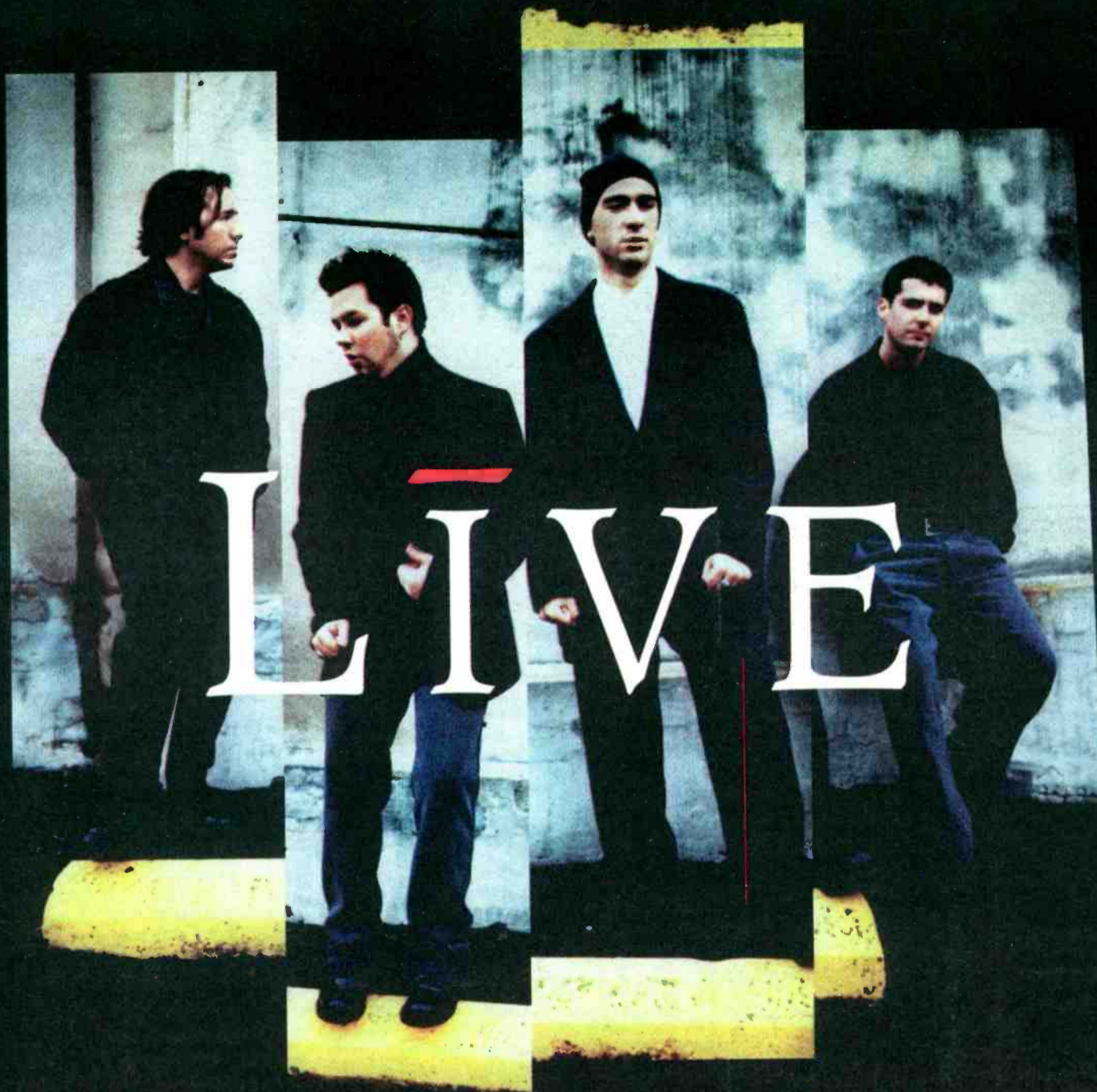


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