

SPOTLIGHT ON RADIO SALES

This week, R&R's format editors focus on the latest trends in radio sales.

- **NEWS/TALK**
Sports KNBR/SF scores big
- **CHR**
Two products to boost revenues
- **URBAN**
It's salespeople who count
- **COUNTRY**
A tale of two combos
- **AC**
The state of barter today
- **NAC**
Positioning for national spots
- **ROCK**
Format's strong selling points
- **ALTERNATIVE**
Finding the sales center

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NEW SLANT TO OLD ISSUES

Katz VP/Radio Info Systems **Gerry Boehme** addresses how two familiar research concepts (sample size and response rate) and one new one (electronic file sharing) bring new challenges in '97.

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PEOPLE IN THE NEWS

- **Jane Bartsch** new Barnstable/Long Island Group Manager
- **Bruce Blevins** becomes GM for KHTC/Phoenix
- **Jaye Albright, Keith Hill, and Michael O'Malley** merge consultancy firms
- **Stan Byrd** now VP/Promo for Asylum/Nashville
- **Brian MacDonald** appointed Capitol VP/Alternative Promo; **Brian Corona** and **Brian Rhoades** now Nat'l Dirs./Alternative Promo

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THIS #1 WEEK

CHR/POP

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

CHR/RHYTHMIC

- **EN VOGUE** Don't Let Go (Love) (EastWest/EEG)

URBAN

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

URBAN AC

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

COUNTRY

- **BROOKS & DUNN** A Man This Lonely (Arista)

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** Discotheque (Island)

ADULT ALTERNATIVE

- **WALLFLOWERS** One Headlight (Interscope)

NEWSSTAND PRICE \$6.50



Viacom To Auction Stations

Group could sell them separately or by market

By JEFFREY YORKE
R&R WASHINGTON BUREAU CHIEF

After months of back-room discussions with such suitors as **Disney** and **Evergreen Media**, R&R has learned that **Viacom International** will put its 10-station group on the auction block. It is expected to sell the outlets as individual stations or in market clusters — not as an entire group. Industry sources report Viacom

has retained New York-based capital venture bank **Credit Suisse First Boston** to handle the deal, which observers predict could set a record for station pricing — perhaps pushing the rate to more than 20 times cash flow.

Over the past year, Viacom has publicly discussed selling the group, which includes four sta-

VIACOM/See Page 28

Radio Sales Depts. Continue Their Evolution

R&R Management/Sales Survey '97 results: more salespeople, more sales teams hitting streets; far fewer GM's running the show

By RON RODRIGUES
R&R MANAGING EDITOR

Four years into duopoly and a year after telecom reform, there appears to be a growing inconsistency among the way radio sales departments are operated, according to R&R's annual Management/Sales Survey. That conclusion, of course, should be of no surprise to anyone who's witnessed radio's upheaval spurred by consolidation.

But at a time when the radio industry is mounting a campaign to increase the industry's share of ad revenues from its current 7% to a more

lofty figure, sales managers everywhere are still dealing with issues such as the number of sales teams to field in each market, who should lead those teams, and how to pay sales reps.

And while some answers are coming into focus — most managers, for example, feel more salespeople on the street leads to more revenues — there's still plenty of experimentation with sales department administration.

One of the big questions GSMs face is how to either consolidate or expand the number of sales teams in their markets. Here's how they currently break down:

How Radio Fields Its Sales Teams

		NUMBER OF SALES TEAMS IN MARKET					
		1	2	3	4	5	6+
STATIONS IN CLUSTER	1	100%	-	-	-	-	-
	2	37%	63%	-	-	-	-
	3	38%	29%	32%	-	-	-
	4	21%	16%	26%	37%	-	-
	5	5%	20%	25%	25%	25%	-
	6+	5%	5%	19%	24%	10%	38%

Example: Among operators with two stations in a market, 37% use one sales team to sell both stations while 63% use two sales teams.

Source: R&R Management/Sales Survey, 1997; may not add up to 100% due to rounding of figures

SURVEY/See Page 14

WFAN/NY: Nation's Top Biller For '96

CBS Radio owns seven of the 10 top 1996 billing stations in the country, according to a **BIA Investing In Radio** ranking of the nation's top money-making stations. **WFAN-AM/New York** remained the top-billing station, pulling in 15% more than it did last year. **WGN/Chicago**, which was No. 1 in 1993 and 1994, saw its billing rise 5% in 1996. According to BIA, the two other big growth stations in the Top 10 were **WCBS/NY** (+17%) and **KGO/San Francisco** (+14%).

Rank	Calls/Market	Revs	Owner
1	WFAN-AM/NY	45.2	CBS*
2	WGN-AM/Chicago	37.9	Tribune
3	KGO-AM/SF	33.0	ABC
4	WINS-AM/NY	31.6	CBS
5	KRTH-FM/L.A.	31.0	CBS*
6	WXRK-FM/NY	30.5	CBS*
7	WCBS-FM/NY	30.3	CBS
8	KVIL-FM/Dallas	30.0	CBS*
9	WCBS-AM/NY	28.7	CBS
10	KLOS-FM/L.A.	28.0	ABC

Revenue estimates in millions
* Formerly owned by **Infinity Broadcasting** prior to CBS purchase (6/96)
Source: BIA

Masterson Makes A Strategic Move To CEO/President Post

Bruce Masterson has been appointed CEO/President at **Strategic Media Research**. He most recently spent 11 years at **Reuters Holdings PLC**; he served as CEO of one of its information business units between 1994 and 1996.



Masterson

"During his 20 years in the information services industry, Bruce has pioneered a number of innovative changes," said Strategic Media Chairman **Kurt Hanson**. "His strategic vision, entre-

MASTERSON/See Page 11

Nava Now PD As KSCA/L.A. Flips To Spanish

By ADAM JACOBSON
R&R STAFF WRITER

On July 1, 1994, **Golden West Broadcasters** debuted **Adult Alternative KSCA-FM**. Despite a loyal following of listeners who enjoyed the station's laid-back attitude and free-form presentation, the station was unable to generate the numbers needed to keep the station successful. And on Wednesday (2/5) at 12:01am, "L.A.'s finest rock" signed off the air. It also marked the departure of **Golden**



Nava

KSCA/See Page 28

'The Cowboy' Hangs Up His Spurs

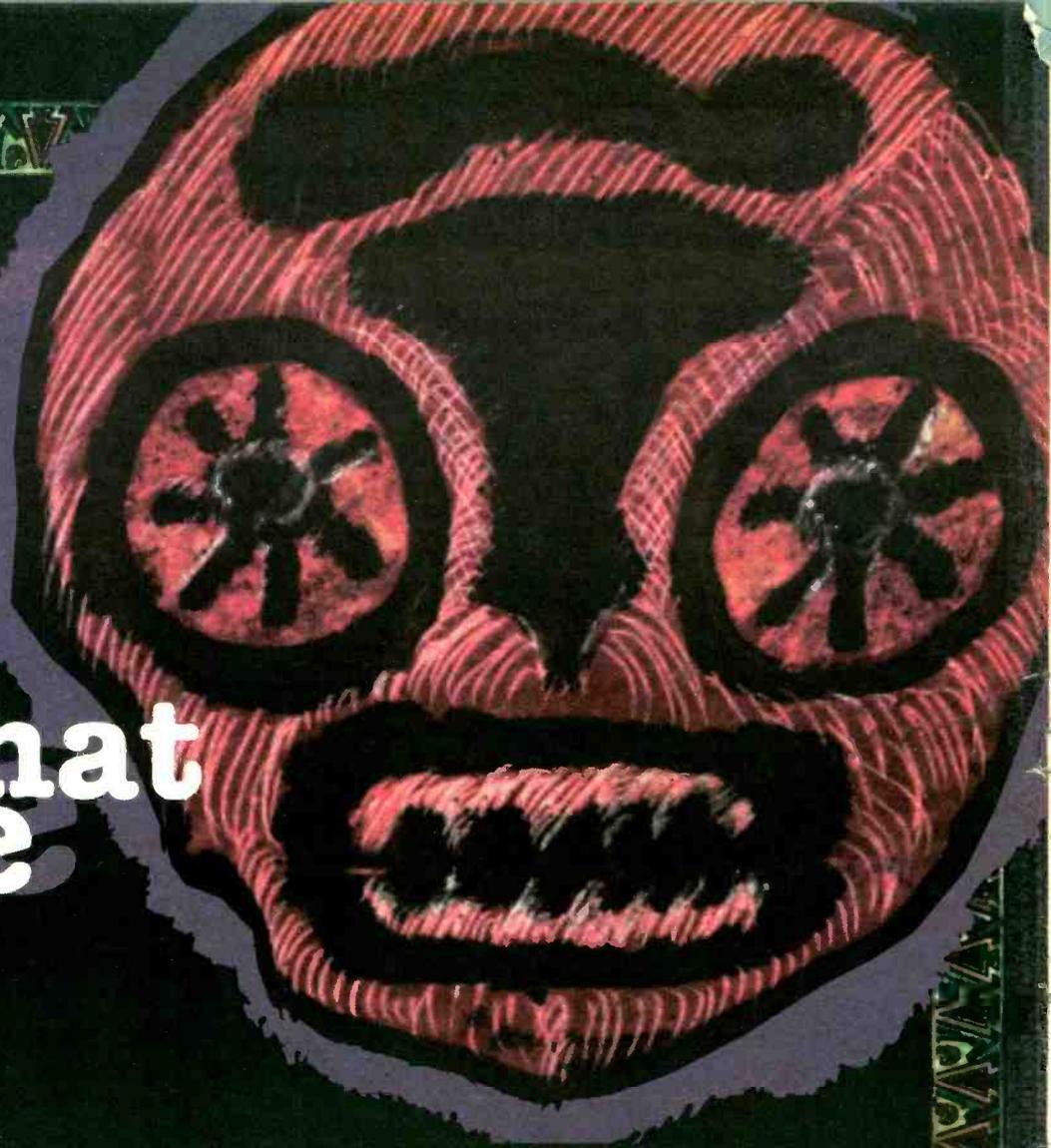
With the sale of **KSCA/Los Angeles** to **Hefel Broadcasting**, **Gene Autry's** seven-decade-long love affair with radio has come to an end.

Starting out as a radio actor in 1928 and later becoming proprietor of a potent group of West Coast radio stations in **Golden West Broadcasters**, Autry often expressed a greater love for radio than any of the other media he excelled at — either as a performer or as a businessman.

A testament to his reign as the *original* king of all media: He is the only person to be honored with five stars on the **Hollywood Walk of Fame** — one each for radio, records, movies, TV, and live performances.



AUTRY/See Page 28



look
look
what
we've
got:

sublime



platinum
and just beginning...

includes the hit songs and videos "what i got" and "santeria"



STRESS ROTATION



MCA

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Bartsch Group Mgr. For Barnstable/LI

Barnstable Broadcasting has promoted five-year WHLI-AM & WKJY-FM/Nassau-Suffolk President/GM Jane Bartsch to its newly created Long Island Radio Group Manager slot. In addition to retaining WHLI & WKJY management duties, Bartsch will be responsible for strategic planning and supervision of the company's Long Island radio interests.

According to Barnstable President David Gingold, "Jane has a perfect blend of business and people skills and a superior track record as a radio manager. The decision to select her to assist us to grow on Long Island was an easy one."

Prior to joining the Nostalgia/AC combo, Bartsch was GSM at WYNY/New York and an AE for WCBS-FM/New York. "There's no other place I'd rather be," Bartsch added, "than right here helping Barnstable build its future."

Byrd Flies To VP/Promo For Asylum

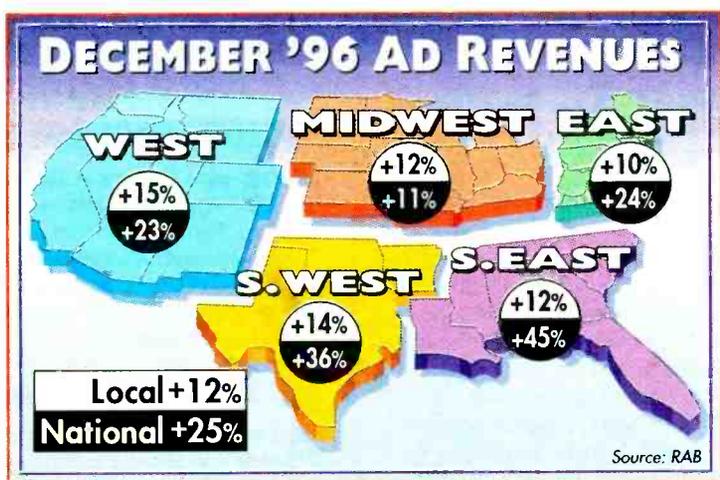
Stan Byrd has been named VP/Promotion at Asylum Records, filling the vacancy created when Denny Mosesman left the Nashville label in December. In addition to a lengthy career in label promotion, Byrd most recently was head of his own record promotion and management firms, Chart Attack and BDM Management.

Asylum co-President/CEO Joe Mansfield commented, "Stan's experience in the industry, passion for the music, and commitment to the artists make him the perfect person to fill this valuable position. I've had the pleasure of working with Stan in the past, and — without a doubt

BYRD/See Page 28

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.



Radio Closes Out '96 Up 8%

The radio industry finished 1996 by surpassing the \$12 billion mark in ad revenues, according to the RAB. The figure is 8% higher than in 1995, with local and national revenues (up 9% and 8%, respectively) contributing to the gains. All told, 1996 local revenues totaled \$9.85 billion, national was \$2.09 billion, and network business rang in at \$426 million.

Commissioners Split On Alcohol Issue

Hundt, Ness defend FCC; Quello, Chong support FTC

All four FCC Commissioners have responded to Rep. John Dingell's (D-MI) letter asking whether they think the FCC has jurisdiction over regulating alcohol advertising.

Their answers, not surprisingly, were split: Chairman Reed Hundt and Commissioner Susan Ness defended FCC action, while Commissioners James Quello and Rachelle Chong repeated their beliefs that any rules should come from Congress or the Federal Trade Commission.

The Ranking Commerce Committee Member, irked by Hundt's claims that the FCC has jurisdiction, pointed out in last month's letter that the FCC's power comes only from Congress. He also asked the commissioners a series of questions, including whether they believe it is "appropriate,

DINGELL/See Page 11

Motor City Moves: WYST Flips To Rock With Stern In Mornings; Imus On 'XYT

CBS Radio '70s outlet WYST (Star 97)/Detroit flipped to "the New 97 Rock" on Monday (2/3) with the launch of Howard Stern in morning drive. Sister WYSP/Philadelphia PD Tim Sabean is overseeing the format change.

When asked why Rock was chosen as the new format, Sabean responded, "Rock music is more compatible with Howard Stern. We see the opportunity to put on a premier Rock station, with better music and better talent [than currently exists in the market]."

Aside from Stern, the station is currently jockless; the station's previous personalities are handling board op duties.

WYST's morning slot previously was filled by Don Imus; he has replaced morning man Bill Bonds at crosstown Talker WXYT-AM. In related news, WXYT-AM & WYCD-FM GM Scott Meier has relinquished his duties at Country 'YCD in order to concentrate on 'XYT fulltime.

Albright, Hill & O'Malley Join Forces For New Country Radio Consulting Firm

Veteran consultants Jaye Albright, Keith Hill, and Michael O'Malley have merged their companies to become Albright, Hill & O'Malley — Radio IQ, The Country Radio Specialists. With offices in Bainbridge Island, WA and suburban New York City, the merger results is the second-largest Country radio consultancy.

Albright's Radio IQ is her most recent accomplishment during a 35-year radio career. She previously served as VP of Drake-Chenault Enterprises, President of her own Let's Talk Inc. consulting and research company, and GM of BP Consulting Group. Hill and O'Malley were consultants

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MacDonald Named Capitol VP/Alt. Promo

Two more Brians, Corona & Rhoades, now Nat'l Dirs.

Capitol Records' Alternative Promotion Department has elevated Brian MacDonald from Sr. National Director to VP.

He began his career at Restless Records in 1987 in college radio promotion, moving to Enigma Records in 1988; he joined Capitol in 1991 as National Director/Alternative Promotion.

Concurrently, Brian Corona and Brian Rhoades have been named National Directors/Promotion,



MacDonald

based in Los Angeles and New York, respectively. Corona formerly was Sony 550 Music's Director/Alternative Promotion; Rhoades has served as Columbia Records' and Virgin Records' Southeast Regional Promotion Manager "If your name is Brian, call me — I may have a job for you," joked Capitol Sr. VP/Promotion Phil Costello. "Seriously though, MacDonald

CAPITOL/See Page 28

Blevins Becomes GM At KHTC/Phoenix

KPOP-AM & KGB-FM/San Diego GM Bruce Blevins has been named GM of Classic Hits KHTC-FM/Phoenix, which Bonneville International Corp. recently agreed to sell to Nationwide Communications. Blevins — who will assume responsibilities sometime between February 15 and March 1, when final

FCC approval of the transaction is expected — succeeds Buz Powers, who had served as GM since joining the station in 1994.

"Bruce is an obvious choice based



Blevins

on his previous experience in Phoenix," Nationwide VP/Radio, Western Operations Clancy Woods remarked. "He did a great job [as GM of crosstown] KMLE and did such a great job under a temporary situation in San Diego. We have very high expectations that he can duplicate that success in Phoenix."

Blevins commented on KHTC's current '70s programming: "We'll focus it a little more. The focus now is on pop and classic rock.

BLEVINS/See Page 28

HOW TO REACH US RADIO & RECORDS INC. / 10100 SANTA MONICA BLVD., 5TH FLOOR, LOS ANGELES, CA 90067 WEB SITE: <http://www.ronline.com>

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NASHVILLE BUREAU:	615-244-8822	615-248-6655	lhelton@rronline.com

DARS Auction Stalls Again; FCC Mulls Over Issues

No satellite digital audio radio (DARS) proposal for spectrum auctions has yet emerged from the FCC Commissioners' offices, but sources say the shoe could drop any day now.

The FCC's International Bureau handed the Commissioners its proposal more than two weeks ago. But now the **Consumer Electronics Manufacturers' Association (CEMA)** is warning FCC commissioners that auctioning certain spectrum for satellite digital audio radio is a mistake. A CEMA spokesperson said the spectrum — located on "S-band" — which the Telecommunications Act requires that the FCC sell, involves high frequencies that will cause gaps in DARS signals.

Others in the industry are saying this simply isn't true and maintain the current DARS systems will be fine on S-band.

CEMA says "L-band" spectrum would solve the problem, but that spectrum is allocated primarily to the government and is managed by the **National Telecommunications Information Administration**.

CEMA is also hoping to get the "Eureka-147" terrestrial digital radio system working on L-band, as it currently is in Canada and Europe.

Avoiding Mutual Exclusivity

FCC commissioners are also split over whether to have public service requirements for the licenses and what those requirements should be.

Also at issue is whether the four companies vying for the spectrum should be allowed to bid together to avoid mutual exclusivity. **CD Radio**, whose application was first entered in 1990, has said it would not collude with another DARS company to receive spectrum.

The **American Mobile Satellite Corp.** and the **Satellite Industry Association (SIA)** have each asked the FCC not to hold auctions at all. "The licensing of satellites has in-

ternational ramifications, [and] the FCC's use of auctions to license satellite spectrum raises a host of unique and serious problems," SIA Counsel **Cheryl Tritt** said.

Nevertheless, an auction appears imminent, and the next question is, which part of the spectrum is first? While 25 MHz of spectrum has been allocated solely for DARS, another 25 MHz originally set for DARS use has now been opened up for other wireless services. **CD Radio** President **Dave Margolese** says his company will likely not bid for the wireless spectrum, but has asked the Commission to ensure the DARS spectrum is auctioned first.

CD Radio Counsel **Dick Wiley** told the Commission that holding the wireless auction first "would permit other entities not even yet on file to receive licenses before **CD Radio**, which has been waiting nearly seven years. Indeed, simple fairness suggests that the FCC should conduct any satellite DARS auction as much in advance of the WCS auction as possible."

Capstar & Hicks, Muse Acquire 20 Stations

Capstar Broadcasting Partners, along with parent company **Hicks, Muse, Tate & Furst**, has agreed to purchase 20 middle-market radio stations from four separate groups.

The deal, valued at \$60 million, involves the following broadcast companies: the **Madison Group** (six stations in Madison, WI), **Commonwealth Broadcasting of Arizona L.L.C.** (three stations in Yuma, AZ), **Cavalier Communications** (five stations in Roanoke-Lynchburg, VA), and **COMCO Broadcasting Inc.** (six stations in Anchorage and Fairbanks, AK). This deal will bring the Capstar/Hicks, Muse roster to 120 stations.

Capstar President **R. Steven Hicks** said, "The transactions re-

flect our continuing progress toward achieving Capstar Broadcasting's goal of being the leading consolidator of middle-market radio properties throughout the United States." The deal was brokered by **Americom** for the **Madison Group** and **Cavalier Communications**, and **Media Venture Partners** for **Commonwealth** and **COMCO**.

Commodore Media Stock Purchase

In addition, Capstar announced

Monday (2/3) the initiation of a series of undisclosed transactions, of which \$110 million has been allocated to purchase **Commodore Media** common stock. **Commodore**, which owns and operates 53 stations, expects the Capstar financing to close mid-first quarter, coinciding with Capstar's \$125 million acquisition of **Osborn Communications Corp.** Capstar expects the new financing, which could total \$85 million, to repay debt resulting from the **Osborn** acquisition. Capstar has agreed to purchase 67 additional stations from **Commodore** for an estimated \$281 million.

BUSINESS BRIEFS

Karmazin, Smith Join Westinghouse Board

CBS Radio Chairman/CEO **Mel Karmazin** and **Bell Atlantic Corp.** CEO **Raymond Smith** have been elected to **Westinghouse Electric Corp.**'s board of directors.

"As President/CEO of **Infinity Broadcasting**, **Mel Karmazin** has captured the attention of Wall Street and the entire media industry as a tough competitor and successful leader," **Westinghouse** Chairman/CEO **Michael Jordan** said in a release.

ARS Moves To NYSE; Completes Private Placement

American Radio Systems' (Nasdaq: AMRD) stock is moving to the **New York Stock Exchange** and will trade under the symbol "AFM." The stock will continue to trade on the **Nasdaq National Market** until the move is effective, which was expected to be on February 5.

In addition to prestige value, one analyst pointed out that an advantage to trading on the New York Stock Exchange is that the higher volume of trading makes the stock more liquid.

ARS also said it completed a private placement of 2 million shares of its 11 3/8% exchangeable preferred stock to institutional buyers. The more than \$192 million in proceeds will be used to repay debt. ARS also completed a \$750 million revolving credit facility, led by the Bank of New York.

KFUD Receives EEO Break

The licensee of **KFUD-AM & FM/Clayton, MO** can breathe a bit easier. This week the **FCC** reduced its EEO forfeiture to \$25,000, thanks to a statute of limitations. The stations had originally faced having their licenses revoked and paying \$50,000 in fines due to deficient EEO recruiting and "lack of candor" in explaining their EEO recruiting procedures to the Commission.

The licensee, the **Missouri Synod Lutheran Church**, said "Lutheran training" and "classical music expertise" were required for certain positions. An administrative law judge ruled that those policies "improperly [gave] preferential treatment to individuals with knowledge of Lutheran doctrine and to active members of Lutheran congregations for positions which were not reasonably connected with espousal of the Church's religious views."

The group said their hiring decisions were part of their constitutional right to religious freedom. The **FCC** responded, "There is ... no basis for a conclusion that the Commission's failure to provide an absolute exemption for religious institutions in its EEO rules is unconstitutional."

McCain Bill To Allocate Public Safety Channels

A bill sponsored by Senate Commerce Committee Chairman **John McCain** (R-AZ) that would allocate four new radio channels for public safety was introduced Tuesday (2/4).

The bill, the "Law Enforcement and Public Safety Telecommunications Empowerment Act," involves spectrum between television channels 60 to 69. A Commerce Committee staffer said television broadcasters would not need the channels as they convert to digital since that system uses spectrum more efficiently.

The radio channels would be used for law enforcement and other public safety groups. Under the current spectrum allocation, interference in urban areas prevents public safety channels from operating properly.

Continued on Page 8

Long after Los Angeles is sold to Mexico and baseball becomes the Super Bowl one on the stickers will great Czech pastime and London wins the and Vietnam's hottest band hits number charts, your U.S. Tape & Label bumper still look good.



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- Spockman, The Planet 107.8



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I chose to break out front.

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That’s why Critical Mass Media is in!”

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

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

to recognize ahead-of-the-pack opportunities for
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To stay a market leader you shunned the old
guard and upgraded to a new way of winning.

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

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

New World. New Rules. New Answers!™

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DEAL OF THE WEEK

- **Capstar/Hicks, Muse, Tate & Furst acquisitions \$60 million (est.)**
- **KYAK-AM, KGOT-FM & KYMG-FM/Anchorage, AK**
- **KIAK-AM & FM & KAKQ-FM/Fairbanks, AK**
- **KBLU-AM, KTTI-FM & KYJT-FM/Yuma, AZ**
- **WJJS-AM & FM, WJJX-FM, WLDJ-FM & WRDJ-FM/Roanoke-Lynchburg, VA**
- **WTSO-AM, WIBA-AM & FM, WMAD-FM, WMLI-FM & WZEE-FM/Madison, WI**

1997 DEALS TO DATE

Dollars To Date: \$592,556,741
(Last Year: \$419,420,949)

This Week's Action: \$90,083,353
(Last Year: \$236,291,171)

Stations Traded This Year: 200
(Last Year: 184)

Stations Traded This Week: 46
(Last Year: 57)

TRANSACTIONS AT A GLANCE

- **KSEA (FM CP)/Greenfield, CA \$600,000**
- **KNTA-AM/Santa Clara (San Jose), CA \$2.2 million**
- **KRDZ-AM/Wray, CO \$33,000**
- **WWCO-AM/Waterbury, CT \$500,000**
- **WAKT-FM/Springfield & WRBA-FM/Panama City Beach (Panama City), FL \$3.4 million**
- **WKDQ-FM/Henderson, KY (Evansville, IN) \$8 million**
- **KSCQ-FM/Silver City, NM \$410,000**
- **WGR-AM & WWWS-AM/Bufalo \$1.5 million**
- **WMVI-AM/Mechanicville, NY \$140,000**
- **WWBG (AM CP)/Greensboro \$85,000**
- **WISE-AM/Asheville & WTZQ-AM/Henderson (Asheville), NC \$816,044**
- **WAHL (FM CP)/Ocracoke, NC \$6709**
- **WMAN-AM & WYHT-FM/Mansfield, OH \$7.65 million**
- **KRVC-AM/Medford, OR No cash consideration**
- **KSKD-FM/Sweet Home, OR \$4 million**
- **WNCC-AM/Barnesboro (Johnstown) & WRDD-AM/Edensburg, PA \$20,000**
- **WNZT-AM/Columbia (Lancaster), PA \$73,600**
- **WXLJ-FM/Spangler (Johnstown), PA \$105,000**
- **WWBD-FM/Bamberg, SC \$109,000**
- **WCPH-AM/Etowah, TN \$39,000**
- **KCUB-FM/Stephensville, TX \$396,000**

TRANSACTIONS

Capstar's Captains Crunch Into New Territories

Expanding group acquires 20 more stations, including two Alaskan clusters

Deal Of The Week

Capstar/Hicks, Muse, Tate & Furst acquisitions

PRICE: \$60 million (estimated)
TERMS: Undisclosed
BUYER: Capstar/Hicks, Muse, Tate & Furst, headed by Chairman/CEOR. Steven Hicks. Phone: (512) 404-6840
SELLER: Various groups (see station listings)
BROKERS: Eliot Evers, Randy Jeffreys Sr., and George Otwell of Media Venture Partners for Commonwealth and COMCO and Tom Gammon of Americom for the Madison Group and Cavalier Communications.

FREQUENCY: 970 kHz; 102.5 MHz; 101.1 MHz
POWER: 5kw; 55kw at 1621 feet; 25kw at 371 feet
FORMAT: News/Talk; Country; AC

KBLU-AM, KTTI-FM & KYJT-FM/Yuma, AZ
SELLER: Commonwealth Broadcasting Of Arizona L.L.C., headed by President Dex Allen. Phone: (619) 236-9599
FREQUENCY: 560 kHz; 95.1 MHz; 100.9 MHz
POWER: 1kw; 25kw at 75 feet; 3kw at 262 feet
FORMAT: Oldies; Country; Classic Rock

WJJS-AM & FM, WJJX-FM, WLDJ-FM & WRDJ-FM/Roanoke-Lynchburg
SELLER: Cavalier Communications L.P., headed by President Richard Verne. Phone: (804) 847-1266
FREQUENCY: 1320 kHz; 106.1 MHz; 101.7 MHz; 102.7 MHz; 104.9 MHz
POWER: 1kw day/24 watts night; 5.8kw at 89 feet; 5.5kw at 692 feet; 22kw at 745 feet; 2.84kw at 965 feet
FORMAT: CHR; CHR; CHR; Oldies; Oldies

KYAK-AM, KGOT-FM & KYMG-FM/Anchorage, AK
SELLER: COMCO Broadcasting Inc., headed by President Craig McCaw. Phone: (907) 272-5945
FREQUENCY: 650 kHz; 101.3 MHz; 98.9 MHz
POWER: 50kw; 26kw at -66 feet; 100kw at 499 feet
FORMAT: Children's; CHR; AC

KIAK-AM & FM & KAKQ-FM/Fairbanks, AK
SELLER: COMCO Broadcasting Inc.

WTSO-AM, WIBA-AM & FM, WMAD-FM, WMLI-FM & WZEE-FM/Madison, WI

SELLER: Madison Radio Group
FREQUENCY: 1070 kHz; 1310 kHz; 101.5 MHz; 92.1 MHz; 96.3 MHz; 104.1 MHz
POWER: 10kw day/5kw night; 5kw; 12kw at 1013 feet; 17.5kw at 400 feet; 5.1kw at 673 feet; 9.4kw at 1119 feet
FORMAT: News/Talk; News/Talk; Classic Rock; Alternative; B/EZ; CHR

California

KSEA(FM CP)/Greenfield
PRICE: \$600,000
TERMS: Asset sale for cash
BUYER: National Farm Workers Service Center Inc., a wholly owned subsidiary of Farmworker Educational Radio Network Inc., headed by President Anthony Chavez. It owns KUFW-FM/Woodlake, CA. Phone: (805) 822-5571
SELLER: Troposphere Broadcasting L.P., headed by co-President Clifford Burnstein
FREQUENCY: 107.9 MHz
POWER: 1510 watts at 2388 feet

KNTA-AM/Santa Clara (San Jose)

PRICE: \$2.2 million
TERMS: Asset sale for \$1,302,000 cash and a promissory note for \$898,000
BUYER: Inner City Broadcasting Corp. Of Berkeley, a wholly owned subsidiary of Inner City Broadcasting Corp., headed by President Pierre Sutton. It owns KVTO-AM & KBLX-FM/Berkeley, CA. Phone: (415) 284-1029
SELLER: Imperio Enterprises Inc.
FREQUENCY: 1430 kHz
POWER: 1kw
FORMAT: Spanish

Colorado

KRDZ-AM/Wray
PRICE: \$33,000
TERMS: Assumption of a \$33,000 loan
BUYER: KRDZ Broadcasters Inc., headed by President Robert Zellmer Jr. Phone: (970) 332-4171
SELLER: New Directions Media Inc., headed by President Robert

Zellmer Sr. Phone: (970) 353-6522

Connecticut

WWCO-AM/Waterbury
PRICE: \$500,000
TERMS: Not yet available
BUYER: Buckley Broadcasting Of Connecticut, headed by President Richard Buckley. It owns WDRC-AM & FM/Hartford, CT and has agreed to purchase WSNG-AM/Torrington, CT. Phone: (203) 661-4307
SELLER: Mattatuck Communications Inc., headed by President Robert Johnson. Phone: (203) 755-9926
FREQUENCY: 1240 kHz
POWER: 1kw
FORMAT: Oldies
BROKER: New England Media Inc.

Florida

WAKT-FM/Springfield & WRBA-FM/Panama City Beach (Panama City)
PRICE: \$3.4 million

Continued on Page 8

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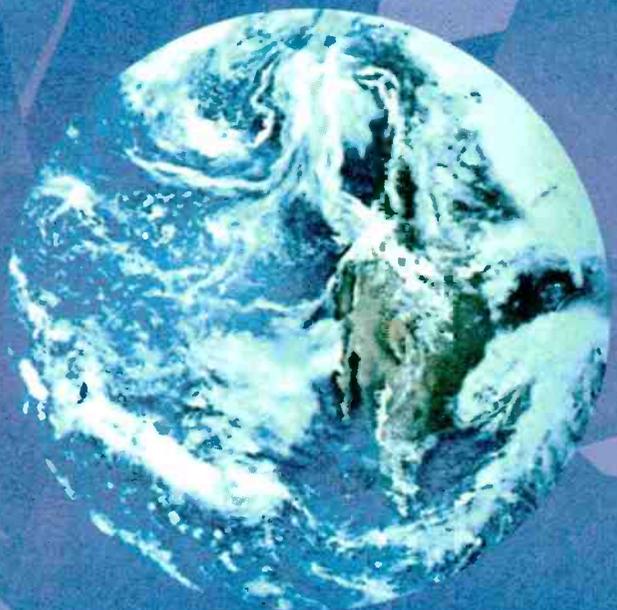
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TRANSACTIONS

Continued from Page 6

TERMS: Asset sale for cash
BUYER: Root Communications, headed by President James Devis. It has agreed to purchase four stations in Georgia.

SELLER: Styles Communications Inc., headed by President Bob Germain Jr. Phone: (904) 769-2299
FREQUENCY: 105.1 MHz; 95.9 MHz
POWER: 50kw at 335 feet; 50kw at 282 feet
FORMAT: Country; Oldies
BROKER: Frank Boyle & Co.

Kentucky

WKDQ-FM/Henderson (Evansville, IN)

PRICE: \$8 million
TERMS: Asset sale for cash
BUYER: TSB IV L.L.C., headed by President Alan Brill. Phone: (812) 423-6200
SELLER: Bristol Broadcasting Co. Inc., headed by President Pete Nining. Phone: (703) 669-8112
FREQUENCY: 99.5 MHz
POWER: 98kw at 984 feet
FORMAT: Country
BROKER: Tony Rizzo and Bruce Houston of Blackburn and Co.

New Mexico

KSCQ-FM/Silver City

PRICE: \$410,000
TERMS: Asset sale for cash
BUYER: Drew Hunter. Phone: (801) 277-3864
SELLER: Avila Beach Ltd., headed by President John Alsip. Phone: (505) 538-3396

New York

WGR-AM & WWWS-AM/ Buffalo

PRICE: \$1.5 million
TERMS: Asset sale for cash
BUYER: Sinclair Broadcast Group Inc., headed by CEO David Smith. It owns WBEN-AM, WWKB-AM, WKSE-FM & WMJQ-FM/ Buffalo. Phone: (410) 467-4545
SELLER: Rich Communications Corp., headed by President Melinda Rich. Phone: (716) 884-5101
FREQUENCY: 550 kHz; 1400 kHz
POWER: 5kw; 1kw
FORMAT: News/Talk; Urban

WMVI-AM/Mechanicville

PRICE: \$140,000
TERMS: Asset sale for \$25,000 cash and a 10-year, \$115,000 promissory note at 7% interest
BUYER: Christian Broadcasting Corp., headed by President L.E. Willis Sr. Phone: (757) 624-6500
SELLER: Joseph Motto. Phone: (518) 664-1703

North Carolina

WISE-AM/Asheville & WTZQ-AM/Henderson (Asheville)

PRICE: \$816,044

TERMS: Stock donation for assumption of \$816,044 debt. In addition, Glenn Wilcox Sr. will relinquish his 1820 shares of stock to the corporation. This stock will become treasury shares of United Broadcasting Enterprises Inc.

BUYER: J. Ardell Sink, acquiring United Broadcasting Enterprises Inc. Phone: (704) 682-1310
SELLER: Glenn Wilcox. Phone: (704) 274-3939
FREQUENCY: 1310 kHz; 1600 kHz
POWER: 5kw day/1kw night; 5kw day/21 watts night
FORMAT: Variety; Variety

WWBG (AM CPY) Greensboro

PRICE: \$85,000
TERMS: Asset sale for \$30,000 cash and a one-year, \$55,000 promissory note at 10% interest
BUYER: Salem Media of North Carolina Inc., headed by President Stuart Epperson. Phone: (910) 765-7438
SELLER: Triad Network Inc., headed by President Walter Cocherahm. Phone: (910) 273-4485
FREQUENCY: 1470 kHz
POWER: 5kw day/3.5kw night
BROKER: The Whittle Agency

WAHL (FM CPY) Ocracoke

PRICE: \$6709
TERMS: Asset sale for cash
BUYER: Bruce Cotton. Phone: (910) 323-2509
SELLER: Ocracoke Broadcasters, headed by general partner William Pennington. Phone: (413) 562-3341

Ohio

WMAN-AM & WYHT-FM/ Mansfield

PRICE: \$7.65 million
TERMS: Asset sale for cash
BUYER: Faircom Inc., headed by President Joel Fairman. It owns three other stations. Phone: (516) 676-2644
SELLER: Treasure Radio Associates L.P., headed by President Harrison Fuerst. Phone: (419) 529-2211
FREQUENCY: 1400 kHz; 105.3 MHz
POWER: 920 watts; 50kw at 371 feet
FORMAT: News/Talk; AC
BROKER: The Crisler Co. for Faircom and Joe Sitrick of Blackburn & Co. for Treasure Radio

Oregon

KRVC-AM/Medford

PRICE: No cash consideration
TERMS: Donation
RECEIVER: Educational Media Foundation, headed by President K. Richard Jenkins. It owns KEZF-AM/Tigard, OR. Phone: (916) 928-1515
DONOR: Galaxy Broadcasting L.L.C., headed by member Heather McDaniel. Phone: (503) 451-5588
FREQUENCY: 730 kHz

POWER: 1kw day/74 watts night
FORMAT: Religious

KSKD-FM/Sweet Home

PRICE: \$4 million
TERMS: A 30-year promissory note at 6% interest
BUYER: Educational Media Foundation, headed by President K. Richard Jenkins (see preceding deal)
SELLER: Galaxy Broadcasting L.L.C., headed by member Heather McDaniel. Phone: (503) 451-5588
FREQUENCY: 107.1 MHz
POWER: 8.3kw at 2477 feet
FORMAT: Religious

Pennsylvania

WNCC-AM/Barnesboro (Johnstown) & WRDD-AM/Edensburg

PRICE: \$20,000
TERMS: Asset sale for cash
BUYER: Vernal Enterprises Inc., headed by President Larry Schrecongost. Phone: (412) 543-1380
SELLER: Eagle Broadcasting Group Inc., headed by President J. Richard Lee. Phone: (814) 536-9270
FREQUENCY: 950 kHz; 1580 kHz
POWER: 500 watts; 1kw day/4 watts night
FORMAT: Religious; Religious

WNZT-AM/Columbia (Lancaster)

PRICE: \$73,600
TERMS: Payment of existing lien
BUYER: Lancaster County Association For The Blind, headed by President Stephen Patterson. Phone: (717) 291-5951
SELLER: Hadley Media Corp., headed by President Theodore Byrne. Phone: (717) 299-0064
FREQUENCY: 1580 kHz
POWER: 500 watts day/5 watts night
FORMAT: News/Talk

WXLJ-FM/Spangler (Johnstown)

PRICE: \$105,000
TERMS: Asset sale for cash
BUYER: He's Alive Inc., headed by President James Johnson. It owns WRIJ-FM/Masontown, PA & WRWJ-FM/Murrysville, PA. Phone: (301) 895-3292
SELLER: Broadcast Communications Inc., headed by President Robert Stevens. Phone: (412) 834-0600
FREQUENCY: 97.3 MHz
POWER: 1.75kw at 610 feet
FORMAT: Rock

South Carolina

WWBD-FM/Bamberg

PRICE: \$109,000
TERMS: Asset sale for cash
BUYER: Tri-County Broadcasting Inc., headed by President Robert Clary. Phone: (803) 245-2608
SELLER: Branch Communications, headed by general partner Frankie Pittman. Phone: (910) 738-3590

Tennessee

WCPH-AM/Etowah

PRICE: \$39,000
TERMS: Asset sale for cash
BUYER: Starr Mountain Broadcasting Inc., headed by President Paul Wilson. Phone: (423) 263-5157
SELLER: Stonewood Communications Corp., headed by President Jasper Woody. Phone: (423) 338-2864

Texas

KCUB-FM/Stephensville

PRICE: \$396,000
TERMS: Asset sale for cash
BUYER: M & M Broadcasting Co., headed by President Gary Moss. It has agreed to purchase KWOW-FM/Clifton, TX. Phone: (817) 645-6643
SELLER: Pyramid Broadcasting Inc., headed by President R. Lance Carson. Phone: (708) 255-5132

NAB Board Discusses Spectrum Of Radio Issues

The NAB Radio Board met in Naples, FL last week and reviewed the growing list of radio issues to be addressed this year. Among the highlights:

- The board urged the NAB to ask the FCC to relax the radio-television cross-ownership rule, as well as the ownership attribution rule.
- The status of digital satellite radio service (DARS) was discussed, and the NAB estimated a spectrum auction could take place by April.
- Members were briefed on possible alcohol advertising laws, campaign finance reform, and the continued NAB/Department of Justice dialogue about radio antitrust rules.
- The Board recommended allowing companies to have more than one radio board member at a time.
- NAB Sr. VP/Radio John David announced the 1997 NAB Radio show will be held in Seattle.

At a meeting of the NAB Joint Board, NAB's fiscal year 1997 budget was approved. Expenses will be nearly \$41 million, a \$2 million increase over the current year's projection.

For The Record

An item in last week's Business Briefs (R&R 1/31), "Infinity Texas Trusts Terminated" should have mentioned that the transfer from the respective trusts of Infinity stations KLUV-FM & KRBY-FM/Dallas and KHVN-AM & KOAI-FM/Ft. Worth is pending. The termination of these trusts hinges on the closing of the Infinity/CBS/SFX swap deal involving KRLD-AM/Dallas (to CBS), KKRW-FM/Houston (to SFX), and FCC approval of the transfers from the trusts to Infinity.

BUSINESS BRIEFS

Continued from Page 4

The bill also mandates additional spectrum auctions, with 10% of the proceeds being distributed to the states for public safety radio.

Under the act, state governors can lease or sell extra channel capacity to "ensure that the four new radio channels are used as efficiently as possible and that they provide communications resources tailored to each state's specific needs."

Closings Update

A bundle of deals closed late last week, including:

- Evergreen Media's (Nasdaq: EVGM) purchase of KDFC-AM & FM & KKSF-FM/San Francisco from the Brown Organization for \$115 million.

- Chancellor Broadcasting's (Nasdaq: CBCA) wrap-up of its \$30 million acquisition of Evergreen's WDFN-AM & FM & WWWF-FM/Detroit.

- The \$24.8 million purchase of Zapis Communications' WWTM-AM & WAAF-FM/Worcester, MA by American Radio Systems (Nasdaq: AMRD).

Note: Star Media was the broker for both of the Evergreen deals and the ARS deal.

- Apogee Communications' \$13 million purchase of Max Media Properties L.L.C.'s KKLZ-FM/Las Vegas. Dick Foreman was the broker.

- Jacor Communications' (Nasdaq: JCOR) acquisition of KIDO-AM, KARO-FM & KLTB-FM/Boise, ID for \$11 million from privately held Colfax Communications. Kalil & Co. brokered.

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

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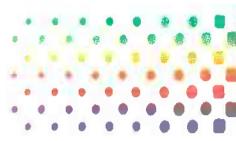
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Johnson Shifts To Mercury As VP/R&B

Ronnie Johnson has been named VP/R&B Promotions for Mercury Records. He most recently was VP/Promotion for Island Records' Black Music division.

"Ronnie's professionalism, dedication, and experience make him an invaluable member of the promotion team," said Mercury Sr. VP/Promotions Wayman Jones. "I am extremely pleased to welcome Ronnie to the Mercury family."

Johnson began his career as National Director/Promotion for Reprise Records. He later moved to PLG as Sr. National Director/Promotion.

LaGambina Heads To Revolution As Head/Alternative Promo

Doug LaGambina has been named Head/Alternative Promotion for Revolution. He previously was National Director/Promotion for Canada's Network Records.

"One of the great things about Doug is he's grown along with the Alternative format, a format that's continually changing," said label Sr. Creative Executive Missy Worth. "To work effectively, you need to appreciate a wide variety of music, and you need to be flexible."

LaGambina began his career as GM of the University of New Haven's WNHU-FM. He later joined Imago Records, advancing from Promotions Coordinator to National Manager/College Radio. Before joining Network, he served as National co-Director/Promotion for TVT Records.

Dingell

Continued from Page 3

consistent with the First Amendment, for the Commission or any commissioner to suggest, intimate, or threaten that a broadcast license may be denied, conditioned, limited, or not renewed on the basis of the content or otherwise lawful advertising aired by a licensee."

In his response, Hundt denied he had threatened broadcasters. Quello told Dingell the difference between a commissioner expressing an opinion versus "impermissibly intimidating licensees" is "somewhat vague." Still, he urged broadcasters to

Hill Beds Down With Discovery



Saxophonist Warren Hill (l) celebrates his recent signing to Discovery Records by hitting the sheets with label President/CEO Syd Birenbaum.

Tommy Boy, Epitaph, Left Bank Bow EBT

Indie labels Tommy Boy Records and Epitaph Records have partnered with Left Bank Management to form the radio promotion firm EBT Promotion. The venture marks the first time such organizations have teamed to jointly handle national promotion. Meanwhile, Left Bank will launch its own imprint, Beyond Music, whose first release is expected this spring.

Left Bank President Bruce Tenenbaum, the former MCA Records Sr. VP/Promotion and Atco Records promo vet, will oversee day-to-day operations of the company. "Access to a high-level promotion staff is a dream that most growing labels cannot afford," said Tenenbaum. "By working together, we were able to develop a unique approach that utilizes our combined strength to build the future growth of our three labels."

Joining EBT is former MCA VP/Rock Promotion Gina Iorillo. Prior to her stint at MCA, Iorillo worked local and national pop promotion for Island Records and was Promotions Director at WMMS/Cleveland.

Epitaph is home to such alternative acts as Rancid, NOFX, and the Descendents. Tommy Boy includes on its roster rap and hip-hop acts such as Coolio, De La Soul, House Of Pain, and Naughty By Nature. Left Bank counts among its clients Clint Black, the Cranberries, En Vogue, John Mellencamp, and Tony Toni Tone.

Katz Hispanic To Rep All Of New Heftel

Katz Hispanic Media has signed an exclusive agreement with New Heftel Group to represent all 34 of its Spanish-language stations throughout the U.S. The division of the Katz Radio Group previously represented 18 Heftel stations; the additional outlets will increase KHM's annual gross billings by almost \$18 million.

"This partnership enables us to grow our core business as well as solidify our position as the top national Hispanic radio representative," commented KHM President Felix Perez. "The coverage offered by the New Heftel station lineup throughout Hispanic USA is phenomenal. We are proud to be working with the committed New Heftel management team, which is comprised of veteran, well-respected, and highly professional radio operators dedicated to serving the Hispanic market."

New Heftel recently was created from the merger of Heftel Broadcasting and Tichenor Media (R&R 7/19/96). Its holdings include WADO-AM/New York; KTNQ-AM, KLVE-FM & KSCA-FM/Los Angeles; and WIND-AM, WLXX-AM & WOJO-FM/Chicago.

think about the public interest before airing the ads.

Hundt said FTC jurisdiction "over false and misleading advertisements and unfair or deceptive practices does not divest the Commission of jurisdiction over the broadcast of distilled spirits advertising." And he reiterated that the FCC should issue a Notice of Inquiry on distilled spirits advertising. Chong and Quello maintain the regulatory authority lies solely with the FTC.

As proof of the FCC's authority to regulate alcohol advertising, Hundt said the Communications Act requires that renewal of a broadcast license must serve "the public interest, convenience, and necessity." The

FCC in 1969 relied on this same rule to ban cigarette advertising on radio and television.

Quello sees it another way. "I am unable to locate in the Communications Act any provision giving the Commission the ability to censor specific programming or advertising," he wrote. Chong was more succinct: "I believe this is too thin a reed to rely on."

Ness didn't refer to the Communications Act in her response, but said, "It would be premature for me to conclude that every conceivable FCC action that affects alcohol advertising would be either unconstitutional or beyond the Commission's jurisdiction."

EXECUTIVE ACTION

Supovitz Now Arbitron Mgr./Nat'l Radio Sales

Bruce Supovitz has been promoted to Manager/National Radio Sales for Arbitron Radio. He most recently was Sr. AE for Arbitron Radio Station Services.

Supovitz reports to Sr. VP/National Radio Sales Les Tolchin, who commented, "Bruce's keen understanding of the current industry atmosphere and the unique needs of broadcast groups will further enhance Arbitron's efforts to deliver quality service in the most expeditious manner possible."

Supovitz joined Arbitron in 1995 after serving as GSM at WLIF-FM/Baltimore. He's also worked in Washington, DC as LSM at WCPT-AM & WCXR-FM and Retail Sales Manager at WWRC-AM & WGAY-FM.



Supovitz

Ewing Joins SportsFan Radio Net As Pres./COO

SportsFan Radio Network has named Michael Ewing to its newly created President/COO post. Ewing spent 16 years of his career with CBS Radio Network, where his last position was VP/GM.

Exec. VP/co-founder Jonathan Goldman commented, "The experience Michael brings to SportsFan will enable him to assume day-to-day control of all operating units of the organization, including sales affiliations, programming, and the interactive properties."

Ewing added, "This is an exceptional opportunity for me to participate early on in what will be the next great sports information company."

St. Clair Named Red Ant Nat'l Dir./Alt. Promo

Michelle St. Clair has been named National Director/Alternative Promotion at Red Ant Entertainment. She most recently headed alternative promotion for Priority Records.

"Michelle's one of the true stars in the alternative arena," said label Sr. VP Nancy Levin. "She's been through the mine field and back, her music management savvy is unparalleled, and I won't tell anyone that for such a hardcore alternative chick, she's got an awful lot of Neiman Marcus bags in her office."

Prior to Priority, St. Clair was National Promotion Director for Morgan Creek Records. She began her career as an Alternative Promotion Representative for Enigma Records in 1990.



St. Clair

Virgin Ups Acquaviva To VP/Publicity, W.C.

Former RCA Records Sr. Director/Publicity Kathy Acquaviva has been named VP/Publicity, West Coast at Virgin Records. The post was created for Acquaviva to allow VP/Publicity Suzanne MacNary to shift her base of operations from Virgin's Los Angeles headquarters to New York; she opens shop there next week.

"With her breadth and depth of experience, Kathy brings vital assets to our media efforts," MacNary said. "Her versatility and expertise will benefit all the artists on our diverse roster."

Prior to her two years at RCA, Acquaviva spent three years with Hollywood Records and 10 with Atlantic Records.

Concurrently, MacNary announced the promotions of Director/Publicity Yon Elvira to National Director/Publicity and Associate Director/Publicity Meryl Wheeler to Director/Publicity, East Coast.



Acquaviva



Elvira



Wheeler

Masterson

Continued from Page 1 preneurial skills, and leadership have played a pivotal role for various information services industry leaders. His talent is critical to both our short- and long-term growth."

Masterson added, "Strategic Media Research has a first-rate team of professionals building databases and developing value-added analyses from which new products and services

will be brought to the market. My background and experience should enable the company to expedite the launch of these new services."

Prior to joining Reuters in 1985 as VP/Central Region, Masterson was VP/Industrial Sales & Services for McGraw-Hill's electronic information subsidiary, Data Resources Inc. (DRI). He began his career in 1977, when he joined DRI as a consultant.

Radio

• **JIM BROWN** has joined Shadow Broadcast Services as Exec. VP/National Sales. Brown, who previously served as NSM of KYW-TV, has also held sales and managerial positions at WFIL-AM & WUSL-FM/Philadelphia and WMVB-AM & WREY-FM/Vine-land, NJ.

• **UNITED STATIONS RADIO NETWORKS** has signed an exclusive representation agreement with **RIGHT-TURN RADIO INC.**, a syndicator of Christian music to AC, Hot AC, and Country outlets; (972) 471-0249.

• **SUSQUEHANNA RADIO CORP.** is consolidating its four Norfolk properties, News/Talk WTAR-AM, Sports-Country combo WGH-AM & FM, and Oldies WLTJ-FM, under one building. The stations will relocate to a new facility at Greenwich Road and Southern Blvd. in Virginia Beach, VA.

Records

• **MARK SHIMMEL** has been named COO of LaFace Records. Shimmel will relocate to Los Angeles from Atlanta, where he owned his own artist management firm.



Kudolla

• **RICH KUDOLLA** has joined EMI Records as Sr. VP/Sales. He had most recently served in a similar post for Columbia Music Group.

• **CLIFF O'SULLIVAN** has been tapped as VP/Marketing for RCA Records. He most recently served as



O'Sullivan



Bruzone

VP/Artist Development for EMI Music Distribution. In related news, **JULIE BRUZONE** has been hired as Sr. Director/Marketing. She previously held the Director/Product Management post at Virgin Records.



Shields

• **PAT SHIELDS** has been elevated to VP/Marketing for Warner Bros. Records Black Music Division. Shields most recently served as VP/Artist Relations, Black Music for the label.

• **JAMES ELLIOTT** has been named Sr. VP/A&R at Red Ant Entertainment. He previously served as VP/A&R at Gasoline Alley Records. In related news, Gasoline Alley Manager/A&R **JOHN PHILLIPS** and Qwest Records Director/A&R **JASON BERNARD** have come aboard as Directors/A&R, while **DAVID WEITZMAN** joins as

Manager/A&R. Weitzman previously was a college radio promoter with Skunk Records.



Kramer

• **LORIS KRAMER** has been promoted from Sr. Director/Creative Affairs to VP/Creative Affairs at Sony Wonder.

• **JOE REICHLING** has been appointed Regional Director/West Coast Promotion for Arista Records. He previously served as a San Francisco-based Promotion Manager for Atlantic Records.



Reichling

• **ZENOBIA SIMMONS** has become Director/Publicity at Correct Records. She previously served as an in-house publicist for Priority Records.

National Radio

• **WESTWOOD ONE RADIO NETWORKS'** "CNNRadio" will broadcast a daily, one-minute feature, "This Far By Faith," in commemoration of Black History Month. Anchored by Pat St. Claire, the vignettes spotlight a multitude of African-American celebrities who have made an impact on history. Among those interviewed are Coretta Scott King, Hank Aaron, Bernard Shaw, *Essence* editor Susan Taylor, and Lou Gossett Jr.

In related news, WW1's Mutual News and NBC Radio News will present special editions of "NBC Extra," "America In The Morning," "First Light," and "Weekend Headliner" in addition to a special series saluting Black History Month. The "Weekend Headliner" special airs February 14-16; "America" will feature a tribute to Jackie Robinson in its February 7 broadcast.

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

• **ABC RADIO NETWORKS** has dedicated the month of March to combating teen drug use by launching a public service campaign, "ABC's March Against Drugs." Radio coverage, delivered in conjunction with Partnership For A Drug-Free America, includes a five-part series examining the rise in drug use among children; an extensive report on ABC Radio's "Perspectives"; a radio simulcast of ABC-TV's "Town Meeting," airing March 30 from 7-8pm ET; and anti-drug PSAs.

For more information, call (972) 776-4644.

CHRONICLE

BIRTHS

WDJX/Louisville morning host **Shelly Sexton**, son Lucas Allen, born January 30.

Arista Records Dir./Product Management **L.T. Bramble**, husband Marcus Blassingame, son Caleb Jaye, January 28.

CONDOLENCES

Arista Records VP/Promotion **Ken Lane's** father Herbert, 67, February 1.

PROS ON THE LOOSE

Reggie Buckingham — Nights WSGF-FM/Savannah, GA (912) 353-7566

Robin Duff — Morning co-host WQSM/Fayetteville, NC (910) 678-7188

Jeff Hanley — PD/middays KTYD/Santa Barbara, CA (805) 965-0608

Gail Lewis — Mornings WZST-FM/Chattanooga (423) 622-6371

Leslie Marshall — Middays KHTK-AM/Sacramento (415) 922-1059

• **NOSTALGIA BROADCASTING** has released two new radio programs available for barter on a market-exclusive basis. "The New Rock Countdown," hosted by Daryl Summers, is an hour-long show featuring the top alternative songs of the week; "The Flip Side" is a daily, three-minute vignette hosted by Danny Davis and Chris Hatfield that explores the hits and misses of A and B-sides of vintage 45s from the '50s, '60s, and '70s. Both are delivered via satellite or cassette; (503) 293-2601, ext. 770.

• **IKE PAPPAS NETWORK INC.** and **DICK BRESCIA ASSOCIATES** have teamed to present "Millennium Report," a nationally syndicated program hosted by Pappas and set to begin May 5. The two-minute program will cover developing medical, scientific, environmental, and lifestyle advances; (201) 385-6566.

• **SMALL PLANET** is set to nationally distribute "Rise Up," a Sunday morning Christian-based "Positive Country" program hosted by John Ritter based at WRBQ-FM/Tampa. The program, which commences February 23, will be available live via satellite or on CD; (914) 424-4722.

• **JUBILEE RADIO NETWORK's** 60-minute, weekly religious program, "Joy," is available for nationwide syndication. The program airs between 5am-10pm Sundays and is available on a barter basis; the program includes three minutes of national spots with a three-minute window for local advertisements. The program is distributed on CD; (800) 257-5448.

Industry



Greene

• **STANLEY GREENE** has been appointed President of The Box-USA. He previously served as VP for Bell Atlantic Video Services.

• **SHERI TIMMONS** has become VP/Creative Development, **EILEEN SANDBERG** has joined as Account Manager, and **LISA O'NEIL** has been named Account Manager, New York, for RPMC, an entertainment marketing and travel promotions firm. Timmons previously operated her own consulting agency; Sandberg and O'Neil previously held various promotional and media positions within the advertising industry.

Products & Services

• **AIRTALENTS.COM**, an online service providing stations, PDs, and consultants with the ability to immediately hear airchecks of available air talents, is set to debut on February 14.

Airchecks will be divided by format and presented in CD-quality sound via Shockwave. Once station personnel hear a talent they have interest in, they can either e-mail or phone the company to obtain the talent's phone number.

The service is available at no cost to radio stations. One month of unlimited access is available to air talents for \$99.95; their tape is online the day of receipt.

For further information, call (601) 924-6647.

Changes

AC: WAOA-FM/Melbourne middayer **Michael Lowe** joins crosstown WLRQ-FM for mornings.

Alternative: **Shelli Scott** is named MD at KTOZ/Springfield, MO.

Classic Rock: At WYMG/Springfield

Continued on Page 28

NATIONAL RADIO FORMATS

ADDED THIS WEEK

ABC RADIO NETWORKS

Robert Hall • (214) 991-9200

Hot AC — Robert Hall

SHERYL CROW Everyday Is A Winding Road

Classic Rock — Chris Miller

BIG HEAD TODD & THE MONSTERS Resignation...

MR-35 — Cary Pall

COLLECTIVE SOUL Precious Declaration
ODDS Someone Who's Cool

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

CHR/Rock

DISHWALLA Give
VAN HALEN Can't Get This Stuff No More

Mainstream AC

BBYFACE Every Time I Close My Eyes
WHITNEY HOUSTON I Believe In You And Me

UC

BLACKSTREET Never Gonna Let You Go
BRAXTONS Only Love
DRU HILL In My Bed
MONTELL JORDAN What's On Tonight?
ROOTS What They Do
702 Get It Together

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

CHR — J.J. Cook

"AFKAP" The Holy River
CELINE DION All By Myself
WALLFLOWERS One Headlight

Digital AC — J.J. Cook

CELINE DION All By Myself

Hot AC — J.J. Cook

EN VOGUE Don't Let Go (Love)

Digital Soft AC — Mike Bettelli

MICHAEL ENGLISH When I Need You

Digital AC Mix — Mike Bettelli

ND DOUBT Don't Speak

Alternative — Leslie Cohan

NINE INCH NAILS Perfect Drug
ODDS Someone Who's Cool
SPACE Female Of The Species
SQUIRREL NUT ZIPPERS Hell
VERUCA SALT Volcano Girls
VERVE PIPE The Freshman
WILCO Outtasite (Outta Mind)

JONES SATELLITE NETWORKS

Phil Barry • (303) 784-8700

Adult Hit Radio — JJ McKay

PHIL COLLINS It's In Your Eyes
SHERYL CROW Everyday Is A Winding Road

WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

Bright AC — Bill Michaels

PHIL COLLINS It's In Your Eyes
SHERYL CROW Everyday Is A Winding Road
EN VOGUE Don't Let Go (Love)
GLORIA ESTEFAN I'm Not Giving You Up
KENNY LOGGINS For The First Time
MADONNA Don't Cry For Me Argentina
JOHN MELLENCAMP Just Another Day

Mercury Award Nominations Sought

Call for entries in this year's Radio Mercury Awards, to be held June 11 at the Waldorf-Astoria Hotel in New York, is currently under way.

The \$100,000 Radio-Mercury Gold Award will be presented to the creators of the best overall commercial entry, while \$20,000 for a Gold Award and \$5000 for a Silver Award will be presented for winners in humor, music and sound design, radio-station produced, Hispanic, and non-humor categories. In addition, an award will be presented for the best PSA of the year; a summer fellowship at Brown University will be presented to the student producing the year's best collegiate PSA.

All entries will have aired for the first time during the 1996 calendar year on a commercially licensed U.S. radio station and will be received by February 28. Late entries must be received no later than March 7. A \$100 non-refundable fee must accompany each spot entered, with late entries incurring a \$30 penalty.

For an official entry form or contest information, call (212) 681-7207.



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KSAN - San Francisco
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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
KFXX - Portland
KLTH - Kansas City
KNCI - Sacramento
KSSJ - Sacramento
WMAG - Greensboro
WRMF - W. Palm Beach
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.

Fairwest Direct is a full service direct marketing company. From interactive phone systems, the building and management of a *pure* database and the development of targeted direct mail and telemarketing campaigns, leading stations rely on the company that pioneered the concept of Loyalty Marketing for Radio.

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Radio Sales Depts. Continue Their Evolution

Continued from Page 1

The preceding chart shows that as a company expands the number of stations it owns in a market, so does the number of sales teams it operates.

Next on the list is the number of managers each company uses in a market. Without a doubt, the GM is the most consolidated managerial position in radio:

Percentage Of Clusters Using One GM

Two stations:	95%
Three stations:	87%
Four stations:	80%
Five stations:	78%
Six+ stations:	55%

Other sales positions also see significant consolidation:

Clusters With One GSM

Two stations:	81%
Three stations:	74%
Four stations:	50%
Five stations:	37%
Six+ stations:	35%

Clusters With One LSM

Two stations:	75%
Three stations:	74%
Four stations:	73%
Five stations:	61%
Six+ stations:	36%

Clusters With One NSM

Two stations:	100%
Three stations:	100%
Four stations:	95%
Five stations:	85%
Six+ stations:	64%

A slight majority of responding stations said the GSM leads the individual sales teams in a market, with the LSM a close second. Some stations are experimenting with a non-management person as a team leader.

Most sales departments are putting more salespeople on the street. That solution, in the opinion of most sales managers, is how radio will be able to mine more dollars from advertisers. Some station clusters are putting as many as 75 salespeople

into a market. To see how it breaks down according to cluster size, note the table at right.

In the national/corporate sales arena, most clusters use one rep firm to handle all their stations, but not universally so. Nearly 95% of two- and three-station clusters are repped by one firm. That number drops into the 80s with four- and five-station clusters, and it's down to 62% in six-station clusters. Some GSMs noted that their clusters are new and they haven't had an opportunity to consolidate rep firms.

Another growing trend is the proliferation of corporate sales departments. Many of our respondents have corporate rep firms, which are actually departments run by one of radio's two major rep firms. Others are starting company-operated departments, most notably in the vendor arena.

Additional responses from R&R's Management/Sales Survey will appear on next week's Management page.

Station Clusters/Sales Teams

Stations In Cluster	Avg. #Teams	Salespeople Per Market	Avg. Number Per Team
1	1	7.7	7.7
2	1.5	8.7	5.7
3	1.9	12.5	6.4
4	2.5	18.3	7.2
5	3.5	22	6.4
6+	4.9	30	5.3

Source: R&R Management/Sales Survey, 1997; may not add up to 100% due to rounding of figures

What Sales Managers Are Saying

R&R's Management/Sales Survey '97 asked respondents to describe their "biggest challenge involved with operating a sales department following duopoly/consolidation." Here are selected responses from the top 75 markets. Answers from markets 75+ will appear next week on this page.

"Competing with bigger combos that can throw in stations for either nothing or nominal amounts in order to help CPP."

"In-fighting. Jealousy over resources."

"Making sure we fully represent our combo and don't favor one station."

"Turnover and hiring."

"Using all (four) of our stations together without cannibalizing one over another."

"Maximizing radio's share. Coordinating three sales teams to not undercut each other."

"Not ending up selling more for less! Sell for rate and not share."

"Working the staffs synergistically."

"Not let one station dominate."

"Answering to different general managers."

"Remaining competitive with each other."

"Positioning for share."

"Selling the stations with equal enthusiasm."

"Dealing with below-market pricing strategies that often emanate from duopoly stations."

"Using the power of four stations to the best result for our company."

"Competing with larger groups."

"Focus and attention on individual salespeople."

"Effective communication, consistent customer service, compensation, restructuring."

"Clearly defined goals for each team."

"Communicating with sister stations."

"Getting salespeople knowledgeable enough to sell both or three."

"Having the salespeople sell what is the correct match for the client ... not what is easiest to sell."

"Predatory pricing."

"Companies confusing bottom-line consolidation savings with the concept of one-on-one sales needs. More management, not less."

"Finding qualified salespeople to represent our stations."

"Selling each station on its own merits."

"Who calls on what accounts; combo sales; staying focused during pending acquisitions."



Irwin Pollack

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- Sales Department Audits
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- Accountability Systems
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- New Business Revenue Streams
- Incentive Programs
- Start-Up Guidance
- Sense of Urgency Training
- Recruiting, Interviewing, & Hiring

Seminar Topics

- A Year's Worth of Great Sales Ideas
- Effective Negotiating
- Prospecting and Qualifying
- Talking ROI With Clients
- Better Copywriting
- 30 Habits of Radio's Super-Achievers
- Account List Management
- Super-Shrewd Sales Presentations
- Making Your Station a "Must Buy"
- Effective Sales Management



RADIO SALES AND MANAGEMENT CONSULTANTS

"When you hire me to consult with you for just one day, I'll find at least 10 documentable ways to improve your billing... or the day is FREE!"

Can you say, without a doubt, that your sales department is reaching its fullest potential? Be honest. Do you have inventory or rate problems? An inordinate amount of agency business? A sales management problem that you can't seem to overcome? If the answer to any of these questions is yes, then you need my help.

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

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

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

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

Just ask a small sample of our client stations:

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

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

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

When you would like to schedule a consultation, please give me a call at (603) 598-9300.

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Old Issues, New Slant In 1997

By Gerry Boehme

At the start of a new year, you hear people say, "Ring out the old and ring in the new." Radio certainly will face its share of new challenges in 1997. However, when we gaze into our crystal ball, we also see some older issues resurfacing to play important roles. These include two research concepts — sample size and response rate — and one technological development: electronic file sharing.

Do salespeople need to be concerned with "research" or "technical" issues? Can they really affect the way radio is bought and sold? The answer is "yes — in a big way!"

Our world is getting more complex. Developments in one field affect the way business is conducted elsewhere. By understanding the links between seemingly divergent areas, well-rounded sales executives can take advantage for the benefit of their clients.

Research Terms Still Key

How accurate are radio ratings? Sample size and response rate help explain the results. While each is equally important, they measure two very different things.

• **Sample size** — the number of respondents in the survey — measures the *consistency* of the data in comparison with other surveys. The smaller the sample size, the more a station's numbers will "bounce" statistically. A larger sample size will lead to more consistency.

Each respondent in a survey represents a certain number of people in the marketplace. If we poll 100 people to represent a population of 1000, each person counts for 10 people. If we try to measure the same population with a sample of 50, each respondent now counts for 20 people. The more weight that respondent carries, the bigger the role he or she plays in representing the population. Since one person's behavior may not necessarily match the norm, smaller sample



By understanding the links between seemingly divergent areas, well-rounded sales executives can take advantage for the benefit of their clients.



sizes lead to more chances of atypical results, such as unexplained audience gains and losses from one book to the next.

• **Response rate** measures a very different characteristic. Research companies try to make sure all types of people are represented in a survey. If certain groups are not measured, their behavior is not included in the report. When response rate is low, we wonder if the respondents behave differently than the non-respondents. If that's the case, the picture of reality (the survey) may not be as representative of what reality actually is.

Real World Effects

How does this affect radio sales? Let's look at **Arbitron** as a case in point. If the sample size is smaller than in the past, the survey results are likely to vary, and the salesperson will have to explain why. On the other hand, what if heavy radio listeners fill out more diaries than light listeners? If so, the Arbitron survey would be weighted toward heavy listeners (the diarykeepers) and away from light listeners (the non-respondents). Survey results may be consistent with what they were in the past, but they may not reflect true radio listening levels in the marketplace.

Sample size and response rate will take on more importance in 1997 due to the growing popularity of another source of information: qualitative. Qualitative information has been a hot topic for years, but the temperature is rising. **Scarborough** and **Media Audit** continue to expand their market lists and subscribers. Arbitron intends to deliver qualitative information in every market through products such as Retail Direct.

What exactly is qualitative information? Here's a practical definition: Quantitative is what Arbitron traditionally measures — age, sex, race, geography; qualitative is everything else. Advertisers want to reach consumers. Qualitative sources help us measure these consumers beyond the limits of broad age/sex definitions. We can actually pitch soda drinkers to Coke or Pepsi, and new car buyers to Mercedes or Chevrolet.

We like to say that qualitative helps to get us beyond selling numbers. While that sounds nice, it's not really true. We can only look at qualitative information by using numbers. Whether it's car owners, travelers, college graduates, or people with \$100,000+ incomes, it's numbers, plain and simple. Only the categories are different.

Sampling Effects

The problem with qualitative sources? The groups we measure are usually much smaller than the demos in Arbitron. We're not interested in adults 25-54 anymore; now we want to look at adults 25-54 with high incomes and college educations, who live in a certain area and drive an expensive car.

When consumer groups get smaller, they become more difficult to measure. The smaller the sample size, the more the random error. The more non-respondents there are in a category, the more the ratings do not reflect reality.

How many people really make \$100,000? How many of them consent to reveal their income or participate in a survey? If 20 people making \$100,000 respond to a radio survey in a mid-sized market, and there are 30 radio stations listed in the book, how good is that data? What happens when we slice and dice the \$100,000 group according to the car they drive or the products they buy? The computer printout looks impressive, but how good is the data?

As more people use qualitative, more results will be called into question. By understanding how surveys work, we can interpret the results in the best interests of our clients.

Electronic Data Interface

Electronic Data Interface (EDI) refers to the ability of different computer systems to "talk" with each other. One of the things that makes radio difficult to buy is we use many different sales, research, traffic, and billings systems. After the sales presentations are made, the schedules are pitched, the rates are negotiated, and the spots are placed, the hard part really begins.

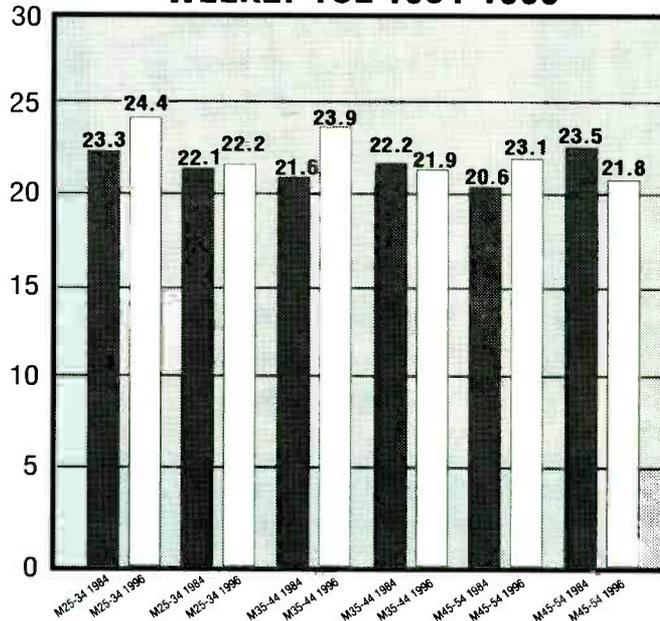
We enter the schedules into our respective computer systems. The paperwork trail extends

New Year, Same Radio Value

Radio heads into 1997 in a position of real strength. Media competition may be stronger than ever, but radio continues to hold its own.

In fact, over the last 12 years, radio listening has increased significantly in the age cells that advertisers covet most. Just-released Fall 1996 data shows that the average person's time spent listening with radio is higher in four of six cells within the 25-54 age group, and the remaining two cells show steady strength.

WEEKLY TSL 1984-1996



Source: Katz Radio Group Arbitron Fall 1996 MSA
Mon-Sun 6am-Mid Average Hours Per Week

Radio has faced many challenges in the past, but listening times remain high. Now, with the growth of the Internet presenting yet another choice for American consumers, it's nice to know that radio's listeners continue to appreciate its value.

from the agency through the rep to the station, with each side keying the information in by hand. The process takes time and leads to human error. After the schedule runs, the same process occurs in reverse, with invoices sent back to the agency for payment. Electronic communication will ease the communication back and forth between the parties. Schedules will be placed, revisions made, records exchanged — all with one system talking with the other.

Great news — except for one thing.

Posting: More Attention

Posting died down a bit as a hot topic after attracting a lot of attention in 1995 and early 1996. Be forewarned — this lull is not likely to last for long. Posting means agencies hold stations accountable for achieving goals negotiated during the buying process. For some agencies, posting means checking if spots ran where they were supposed to. Others also match new ratings against those in the proposal. Stations that fail to deliver the projected ratings are asked to compensate the agency for the shortfall.

Some agencies have posting policies; others do not. Of the non-posters, some don't believe that the ratings are accurate enough to within a range where

posting makes sense — usually within 10% of the original proposal. However, other agencies don't post because they feel it's just not worth the time and expense. The contracts must be re-input and re-analyzed, taking precious time and personnel away from current negotiations.

If the process were electronic, and the flick of a switch could compare the original schedule with an electronically delivered record of what actually ran, do you think more agencies would decide to post? Would others join in — if they felt they were losing a competitive advantage?

If posting has not been an issue in your shops, it may become one soon. We can minimize problems by understanding the issues and proactively initiating a discussion.

Salespeople On The Move

• **Al Tacca** is promoted from GSM to VP/Sales of **Berkshire Broadcasting**, owners of **WLAD-AM, WREF-AM & WDAQ-FM/Danbury, CT.**

• **Lisa Fell** rises to the newly created VP/Sales post at **WXKS-FM/Boston**. She previously held the GSM position.

• **WVIC & WWDX/Lansing, MI** GSM **Jennifer Mefford** becomes GSM at **KMYZ/Tulsa**.

• **Art Garza** relocates from **K-LOVE Radio Networks'** Phoenix office to Sacramento to serve as Regional Sales Representative.

Gerry Boehme Sr.
VP/Director of Radio Information Systems, **Katz Radio Group**. He can be reached via phone at (212) 424-6784 and via e-mail at gerry_boehme@katz-media.com



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SCREEN SCENE

Radio Goes To The Movies

Movie openings can make for great promotion ideas. And the time to create a promotion based around a forthcoming release is *now*. R&R will detail some of the major movies set to be released in the coming months. For information on creating a promotion for a specific movie, call the studio's regional/field representative for your market. Check out movies opening this week and charting movie soundtracks on Show Prep (Pages 20 and 21).

February 14

FOOLS RUSH IN (Columbia) — A romantic, funny story about a straight-laced corporate type (**Matthew Perry**) and a fiery Mexican-American (**Salma Hayek**), whose single night of passion takes them on a path they didn't expect.

THAT DARN CAT (Walt Disney Pictures) — **Christina Ricci**, **Doug E. Doug**, and **Michael McKean** co-star in the remake of this Disney classic wherein Patti Randall (Ricci), whose tomcat, D.C. (Darn Cat), delivers an important clue to a mysterious kidnapping.

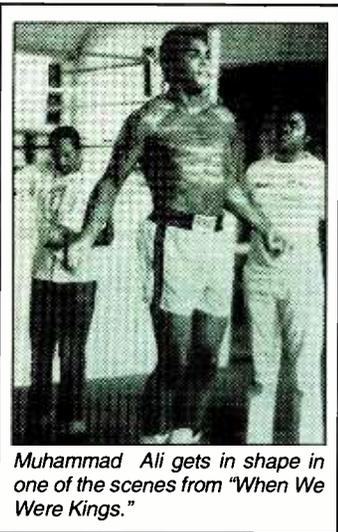
VEGAS VACATION (Warner Bros.) — **Chevy Chase**, **Beverly D'Angelo**, and **Randy Quaid** return as the Griswold family as they hit the road again for another ill-fated vacation: This time it's Las Vegas.

WHEN WE WERE KINGS (Gramercy) — The dramatic account of the "Rumble In The Jungle," which is what the heavyweight championship matchup between reigning title holder **George Foreman** and challenger **Muhammad Ali** was called. **Spike Lee**, **Norman Mailer**, and **George Plimpton** take turns narrating the events.

February 21

GROSSE POINTE BLANK (Hollywood/Caravan Pictures) — **John Cusack** has established a lucrative business as a hired gun, specializing in assassinations. Looking for real meaning in his life, he decides to return to his home for his 10-year high school reunion where he plans to reunite with the girl he left behind (**Minnie Driver**) and, conveniently, do one last "hit."

THE EMPIRE STRIKES BACK (20th Century Fox) — The sequel to "Star Wars" continues the battle to save the galaxy from the evil empire. This digitally renovated version features improved sound and sundry other innovations.



Muhammad Ali gets in shape in one of the scenes from "When We Were Kings."

February 22

ROSEWOOD (Warner Bros.) — **John Singleton** co-wrote and directs this tale of an early 1920s Florida black community that falls apart when a woman from an all-white neighboring town falsely claims that she was assaulted by a black man. **Jon Voight** and **Ving Rhames** are among the ensemble cast.

February 26

BOOTY CALL (Columbia) — **Vivica Fox**, **Jamie Foxx**, **Tommy Davidson**, and **Tamia Jones** play two couples grappling with the difference between lust and love.

February 28

DONNIE BRASCO (TriStar/Mandalay Entertainment) — In the deepest and most intense mob infiltration in FBI history, Agent **Joe Pistone**, alias **Donnie Brasco** (**Johnny Depp**), becomes torn between his commitment to his job and family and the increasingly violent and seductive demands of his new identity. **Al Pacino** plays Lefty, the mob veteran who becomes his mentor.

HARD EIGHT (Goldwyn Entertainment) — **Gwyneth Paltrow**, **Philip Baker Hall**, and **Samuel L. Jackson** co-star in this tale about a seasoned gambler

whose friendship with a young man is threatened by a dark secret of his past.

INVENTING THE ABBOTTS (20th Century Fox) — Raised in the shadow of an unresolved secret between their families, two brothers (**Joaquin Phoenix**, **Billy Crudup**) compete for the affection of three wealthy and beautiful sisters, played by **Liv Tyler**, **Jennifer Connelly**, and **Joanna Going**. Set in a small Illinois town in the late 1950s, the scene is set for the revolutionary changes that jolted America from the quiet complacency of the post-war boom.

March 7

RETURN OF THE JEDI (20th Century Fox) — Among the changes made to this — the third chapter of the "Star Wars" series — are a fleshed out musical number that takes place in Jabba the Hutt's palace and an enhanced sand pit sequence where the protagonists clash with Jabba's henchman.

March 14

JUNGLE2JUNGLE (Walt Disney) — Before successful commodities trader **Michael Cromwell** (**Tim Allen**) can marry **Charlotte** (**Lolita Davidovich**), he must finalize his divorce with his former wife (**JoBeth Williams**), who happens to live in the Amazon jungle. He goes, only to find he has a son (**Sam Huntington**), who has been raised by tribesman. **Michael** takes his son back to his jungle — New York — and chaos ensues.

WIDE AWAKE (Miramax) — **Denis Leary**, **Dana Delaney**, **Robert Loggia**, and **Rosie O'Donnell** are among the adults newcomer **Joseph Cross** comes across during his mission to find God and make sure his beloved, recently deceased grandfather is in the right hands.

March 21

MIMIC (Miramax) — **Mira Sorvino** and **Jeremy Northam** star in this thriller about a brilliant scientist and her husband, a department health official, who, after saving New York City from a budding infectious disease that killed dozens of people two years ago, must now deal with the effects of their genetic engineering genius.



Carrie Fisher as Princess Leia in the special edition of "Return Of The Jedi."

SELENA (Warner Bros.) — **Jennifer Lopez** portrays the charismatic singer, whose tragic death cut short a rising career that transcended the Tejano scene and launched her into crossover, mainstream success.

March 26

CATS DON'T DANCE (Warner Bros.) — **Natalie Cole**, **Scott Bakula**, **Jasmine Guy**, and **Don Knotts** are among the stars lending their voices to the this animated tale of **Danny**, an idealistic cat, who comes to Hollywood to make his fortune. **Randy Newman** wrote the film's music.

THE DEVIL'S OWN (Columbia) — NY police officer **Tom O'Meara** (**Harrison Ford**) welcomes his young Irish houseguest **Rory Devaney** (**Brad Pitt**), not realizing he has a violent purpose for coming to America. Horrified the young soldier has brought centuries of bloody war into his home, O'Meara must walk the fine line between rage and duty when he joins the manhunt to find Devaney.

TURBO: A POWER RANGERS ADVENTURE (20th Century Fox) — They're back! Now imbued with new Turbo powers and driving custom-designed Turbo Zords, the five superheroes battle an evil space pirate to save a wise and gentle alien.

March 28

CHASING AMY (Miramax) — The final installment in writer-director's **Kevin Smith's** New Jersey trilogy ("Clerks" and "Mallrats") follows two best friends (played by **Ben Affleck** and **Jason Lee**) enjoying success as creators of the cult hit comic book "Bluntman & Chronic" and the problems that arise after they meet fellow artist **Alyssa Jones** (**Joey Adams**).

April 4

BLISS (Triumph Films) — A sensual story about love, relationships, and self-discovery between a young couple (**Craig Sheffer** and **Sheryl Lee**). After he discovers his wife has been seeing an unconventional sex therapist (**Terence Stamp**), he confronts the therapists and learns unexpected truths about his life.

DOUBLE TEAM (Columbia/Mandalay) — They're a lethal combination: **Jean-Claude Van Damme** is a world-class counter terrorist, and **Dennis Rodman** is a weapon's specialist and (surprise!) a free spirit.

PICTURE PERFECT (20th Century Fox) — Directed by **Glenn Gordon Caron**, this romantic comedy stars **Jennifer Aniston**, **Jay Mohr**, **Olympia Dukakis**, **Ileana Douglas**, and **Kevin Bacon**. Aniston attempts to rev up her dormant ad exec career by using a random photo to invent a fictional "picture perfect" boyfriend and love life. Trouble ensues when she actually meets the man in the picture.

Compiled by R&R Associate Editor **Margo Ravel**; (310) 788-1659

Pro:Motions

• **Bonny Chick** is now Director/Marketing & Promotions at **KTWV-FM/Los Angeles**. She previously held the Marketing Manager and Promotion Manager posts at the *Los Angeles Times* and before that, served as Promotion Manager for **KFWB-AM & KTWV**.

• **WRCX/Chicago** names **Kate Darling** Marketing Director.

• **Lisa Arellano** is the new Promotions Director at **KLBJ/Austin**.



graphic design



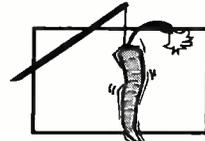
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- Or for information on attending, call (800)342-2460 or (202)775-4970. For information on exhibiting call (800)NAB-EXPO or (202)775-4988.

'ZINE SCENE

Stern Says Playing Himself Is Hard!

“(Director) **Betty** [Thomas] and [producer] **Ivan** [Reitman] said I'm better in the scenes with my wife and in the general manager's office than I was doing the stuff on the radio. I was surprised, because to me the radio stuff is the no-brainer. But I'm used to just going on and saying stuff off the top of my head. The hardest part was making it fresh” — **Howard Stern** talks about playing himself in *Premiere's* two-page “Private Parts” feature.

The Vision Thing

“I went with him because he was young, black, very smart, and he had a vision. None of the other labels had a vision. I was afraid I'd get lost in the shuffle of a bigger label” — **Erykah Badu** explains why she signed with 32-year-old **Kedar Massenburg's Kedar Entertainment** label (*Time*).
“Really, the energy is parallel to that of **Nirvana**” — **KNDD-FM/Seattle MD Marco Collins** enthuses over recent **Maverick** big bucks signing the **Prodigy** in *Newsweek's* three-page story on techno music.

“I didn't dream that someone else would record it” — the recently deceased **Richard Berry**, author of “Louie Louie” (*People*).

Tom Cruise will portray legendary record producer/label owner **Phil Spector** in a forthcoming biopic (*National Enquirer*).

Helping Hands

Courtney Love was attending a private party where she was annoyed by a neighbor's barking dog, so she went outside and screamed, “Shut that (expletive) dog up!”

When that outburst didn't silence the offending animal, Love walked down the street, kicking the tires of neighbors' cars, which set off all the car alarms. After everybody ran outside to see what the commotion was, Love shouted, “Now that I have your attention, whose (expletive) dog is barking?” (*National Enquirer*).

Incidentally, the *National Enquirer* also reports that Ms. Love has been taking glamour and etiquette tips from **Sharon Stone**, who loaned her the Valentino dress that the punk-rock maven wore to the Golden Globe awards.

In the days before he died, the late Col. **Tom Parker** told a “close friend” that he kept **Elvis Presley** from hanging himself after

Priscilla dumped the Big E in 1972 (*National Enquirer*).

Pretty Scary, Kids

“I'm delighted it's become a standard spooky thing. I haven't seen the movies it's been in. But when they get to Blockbuster or pay per view, I'll check them out” — **Blue Oyster Cult** guitarist **Donald** (**Buck Dharma**) **Roeser**, author of “Don't Fear The Reaper,” which has been featured in the soundtracks to “**Stephen King's** The Stand,” “The Frighteners,” “Scream” and — back in 1978 — “Halloween” (*Entertainment Weekly*).

Ice Ice Baby

Madonna is offering a huge reward for the missing journal that she'd been keeping since becoming pregnant with baby **Lourdes** (*Star*).

Meanwhile, the *National Enquirer* reports that **Madonna** is planning to have her body frozen when she dies, so she can be thawed out and resume her career in the future.

Teenage News

“I'll probably wait until I'm 19. I want to enjoy one more year of getting my washing done for me” — **Silverchair** guitarist **Daniel Johns** explains when he'll leave home (*Entertainment Weekly*).

Two On The Aisle

Paula Abdul & Brad Beckerman, **Michael Jackson & Debbie Rowe**, **Lorrie Morgan & Jon Randall**, **Lionel Richie & Diane Alexander**, **Eva Herzigova & (Bon Jovi drummer) Tico Torres**, **Stephen Stills & Kristen Hathaway**, **Carole Bayer Sager & (Warner Bros. co-Chairman) Robert Daly**, and **Judy Collins & Louis Nelson** are on *People's* “Celebrity Weddings '97” list.

Moments Of Truth

“It's like [baseball]. There are a lot of mediocre pitchers out there and a lot of mediocre bands that should not have been signed” — **A&M President/CEO Al Cafaro** explains the record industry's '96 sales problem (*Rolling Stone*).

“I think the potency of marijuana has come a long way in the past 10 years, and life is too short to trash your lungs on schwag bud” — **311** frontman **Nick Hexum** explains his philosophy of life (*Rolling Stone*).

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
- **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*)
Single: I Believe In You And Me/Whitney Houston
- **SET IT OFF** (*EastWest/EEG*)
Single: Don't Let Go (Love)/En Vogue
Other Featured Artists: Brandy, Queen Latifah, Seal
- **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
- **ROMEO & JULIET** (*Capitol*)
Singles: Lovefool/Cardigans (Mercury)
Number One Crush/Garbage
Other Featured Artists: Radiohead, Everclear, Des'ree
- **THE MIRROR HAS TWO FACES** (*Columbia*)
Single: I Finally Found Someone/Barbra Streisand & Bryan Adams

COMING

- **SUBURBIA** (*DGC/Geffen*)
Featured Artists: Beck, Butthole Surfers, Girls Against Boys
- **WHEN WE WERE KINGS**
Single: Fugees/Rumble In The Jungle (Mercury)
- **LOST HIGHWAY** (*Nothing/Interscope*)
Single: Nine Inch Nails/The Perfect Drug

MUSIC DATEBOOK

MONDAY, FEBRUARY 17

- 1960/**Elvis Presley** receives his first gold album (“Elvis”).
- 1989/“Bill & Ted's Excellent Adventure,” featuring cameos by the **Go-Go's**, **Jane Weidlin**, **Clarence Clemons**, **Fee Waybill**, and **Martha Davis**, opens.
Also ... **Whitesnake's David Coverdale** marries actress **Tawny Kitaen**.
- 1990/**Aerosmith** guest as themselves on the “Wayne's World” segment of “Saturday Night Live.” The band also performs a version of the “Wayne's World” theme, which is later released as the B-side of “The Other Side” single.
Born: **Gene Pitney** 1941, **Melissa Belland** (**Voice Of The Beehive**) 1966

TUESDAY, FEBRUARY 18

- 1968/**David Gilmour** replaces **Pink Floyd** founder/guitarist **Syd Barrett**.
- 1974/**Kiss** release their first album.
- 1995/Former **Replacements** guitarist **Bob Stinson**, 35, dies.
Born: **Yoko Ono** 1933, **Dennis DeYoung** (**Styx**) 1947, **Randy Crawford** 1952, **Robby Bachman** (**Bachman-Turner Overdrive**) 1953

WEDNESDAY, FEBRUARY 19

- 1878/**Thomas Edison** patents the phonograph.
- 1977/**Stevie Wonder** wins his third straight Best Album Grammy, this time for “Songs In The Key Of Life.” **George Benson's** “This Masquerade” wins Best Record, and the **Starland Vocal Band** are named Best New Artist.
- 1980/**AC/DC** singer **Bon Scott** chokes to death on his own vomit after an alcohol binge.

- 1981/**George Harrison** is found guilty of plagiarizing “He's So Fine” when writing “My Sweet Lord.” He's ordered to pay \$1 million.
- 1996/**Pulp** singer **Jarvis Cocker** disrupts **Michael Jackson's** Brit Awards performance in England to protest what he calls Jackson's “self-importance.”
Born: **Smokey Robinson** 1940, **Mark Andes** (**Heart**) 1948, **Tony Iommi** (**Black Sabbath**) 1948, **Francis Buckholz** (**Scorpions**) 1954, **Dave Wakeling** (**ex-General Public**) 1956, **Seal** 1963

THURSDAY, FEBRUARY 20

- 1965/**The Supremes** release “Stop! In The Name Of Love.”
- 1971/**Marvin Gaye** releases “What's Goin' On.”
- 1982/**Pat Benatar** marries guitarist **Neil Giraldo**.
- 1996/**Snoop Doggy Dogg** and his bodyguard are found not guilty in their first-degree murder trial. The duo's voluntary manslaughter charges end in a mistrial.
Born: Jazz singer **Nancy Wilson** 1937, **J. Geils** 1946, **Walter Becker** (**Steely Dan**) 1950, the late **Kurt Cobain** (**Nirvana**) 1967

FRIDAY, FEBRUARY 21

- 1990/**Bonnie Raitt** wins four Grammys, including Best Album for “Nick Of Time.” **Bette Midler's** “Wind Beneath My Wings” wins Best Record and Song, and **Milli Vanilli** are named Best New Artist.
- 1992/**John Mellencamp** makes his film acting, writing, and directing debut as “Falling From Grace” opens.
Born: **Jerry Harrison** (**Talking Heads, Heads**) 1949

CYBERSPACE

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

'Net Chats

Silverchair, Monday (2/10) at 8pm ET/5pm PT, America Online (keyword: LIVE).

Red Hot Chili Peppers guitarist **Dave Navarro**, Monday at 9:30pm ET/6:30pm PT, America Online (keyword: WARNER).

Debbie Gibson, Monday at 11pm ET/8pm PT, America Online (keyword: LIVE).

Rhett Akins, Tuesday (2/11) at 10pm ET/7pm PT, America Online (keyword: LIVE).

Former **Kinks** guitarist **Dave Davies**, Wednesday (2/12) at 10pm ET/7pm PT, Prodigy (jump: CHAT).

On The Web

Audio and video from **Tom Petty's** Friday night (2/7) show at the Fillmore in San Francisco will be cyberscast live at midnight ET/9pm PT (<http://www.wbr.com/tompetty> or <http://live.apple.com>).

Check out **Fountains Of Wayne** live from NYC Saturday night at 9pm ET/6pm PT (<http://www.sonicnet.com>).

SATURDAY, FEBRUARY 22

- 1968/**Genesis** release their first single, “The Silent Sun.”
- 1989/**George Michael's** “Faith” wins a Best Album Grammy, **Bobby McFerrin's** “Don't Worry, Be Happy” wins Best Record and Song, and **Tracy Chapman** takes Best New Artist.
Born: **Ranking Roger** (**ex-General Public**) 1961

SUNDAY, FEBRUARY 23

- 1972/**Elvis** and **Priscilla Presley** separate.



Debby Boone — Best New Artist.

- 1978/**The Eagles's** “Hotel California” wins a Best Record Grammy, **Fleetwood Mac's** “Rumors” takes Best Album, and **Debby Boone** wins Best New Artist.
- 1983/**Toto** win five Grammys, including Best Album (“Toto IV”), and record (“Rosanna”). **Men At Work** win Best New Artist.
- 1992/**Anthrax** make their TV debut, playing themselves on “Married With Children.”
- 1995/Original **Temptations** bass vocalist **Melvin Franklin**, 52, dies of a brain seizure.
Born: **Johnny Winter** 1944, **Brad Whitford** (**Aerosmith**) 1952, **Michael Wilton** (**Queensryche**) 1962 — **Paul Colbert**



59.4 million households
Patti Galluzzi,
VP/Music Programming

ADDS

WHITNEY HOUSTON Step By Step (Arista)
FIONA APPLE Sleep To Dream (Work)
DRU HILL In My Bed (Island)
KORN A.D.I.D.A.S. (Immortal/Epic)

EXCLUSIVE

BUSH Greedy Fly (Trauma/Interscope)
LIVE Lakini's Juice (Radioactive)

HEAVY

AALIYAH One In A Million (BlackGround/Atlantic)
BABYFACE Everytime I Close My Eyes (Epic)
CARDIGANS Lovefool (Mercury)
COUNTING CROWS A Long December (DGC/Geffen)
SHERYL CROW Everyday Is A Winding Road (A&M)
DAVE MATTHEWS BAND Crash Into Me (RCA)
SNOOP DOGGY DOGG Vapors (Death Row/Interscope)
JEWEL You Were Meant For Me (Atlantic)
R. KELLY I Believe I Can Fly (Jive)
MARILYN MANSON Tourniquet (Nothing/Interscope)
METALLICA King Nothing (Elektra/EEG)
NINE INCH NAILS The Perfect Drug (Nothing/Interscope)
NO DOUBT Excuse Me Mr. (Trauma/Interscope)
OFFSPRING All I Want (Columbia)
PORNO FOR PYROS Hard Charger (Warner Bros.)
SILVERCHAIR Abuse Me (Epic)
SPICE GIRLS Wannabe (Virgin)
U2 Discotheque (Island)
WALLFLOWERS One Headlight (Interscope)

STRESS

ERYKAH BADU On And On (Kedar/Universal)
BLOODHOUND GANG Fire Water Burn (Republic/Geffen)
FOXY BROWN Get Me Home (Violator/Def Jam/RAL/Mercury)
FUGEES Rumble In The Jungle (Mercury)
WHITNEY HOUSTON Step By Step (Arista)
LUSCIOUS JACKSON Naked Eye (Grand Royal/Capitol)
JOHN MELLENCAMP Just Another Day (Mercury)
PRODIGY Firestarter (Mute/Maverick/WB)
R.E.M. Electrolite (Warner Bros.)
SOUL COUGHING Super Bon Bon (Slash/WB)
SUBLIME Santeria (Gasoline Alley/MCA)
TONY TONI TONE Let's Get Down (Mercury)
2PAC & SNOOP DOGGY ...Wanted Dead... (Death Row/Interscope)
VERUCA SALT Volcano Girls (Outpost)
VERVE PIPE The Freshman (RCA)

ACTIVE

FIONA APPLE Sleep To Dream (Work)
BLACKSTREET Don't Leave Me (Interscope)
DAVID BOWIE Little Wonder (Virgin)
CAKE I Will Survive (Capricorn/Mercury)
DEPECHE MOOE Barrel Of A Gun (Reprise)
E-40 Things'll Never Change (Sick Wid' It/Jive)
FUN LOVIN' CRIMINALS Fun Lovin' Criminal (EM)
GINA G Ooh Aah ... Just A Little Bit (Eterna/WB)
DRU HILL In My Bed (Island)
MAXWELL Sumthin' Sumthin' (Columbia)
MC LYTE Cold Rock A Party (EastWest/EEG)
MONICA For You I Will (Warner Sunset/Atlantic)
NEW EDITION PUFF DADDY You Don't Have To Worry (MCA)
PRESIDENTS OF THE UNITED STATES ... Volcano (Columbia)
PUFF DADDY Can't Nobody Hold Me Down (Bad Boy/Arista)
ROOTS What They Do (DGC/Geffen)
DUNCAN SHEIK Barely Breathing (Atlantic)
SOUL ASSASSINS The Puppet Master (Columbia)
KEITH SWEAT Just A Touch (Elektra/EEG)

ON

BJORK I Miss You (Elektra/EEG)
KORN A.D.I.D.A.S. (Immortal/Epic)
ASHLEY MACISAAC Sleepy Maggie (A&M)
REPUBLICA Drop Dead Gorgeous (RCA)

Video airplay from February 10-16.



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

ADDS

WHITNEY HOUSTON Step By Step (Arista)
FIONA APPLE Sleep To Dream (Work)
DRU HILL In My Bed (Island)

XL

EN VOGUE Don't Let Go (Love) (EastWest/EEG)
WHITNEY HOUSTON Step By Step (Arista)
JEWEL You Were Meant For Me (Atlantic)
JOHN MELLENCAMP Just Another Day (Mercury)
NO DOUBT Don't Speak (Trauma/Interscope)

LARGE

"**AFKAP**" Sombody's Somebody (NPG/EM)
TONI BRAXTON Un-break My Heart (LaFace/Arista)
CARDIGANS Lovefool (Mercury)
PAULA COLE Where Have All The Cowboys Gone (Imago/WB)
SHERYL CROW Everyday Is A Winding Road (A&M)
COUNTING CROWS A Long December (DGC/Geffen)
CELINE DION All By Myself (550 Music)
U2 Discotheque (Island)
WALLFLOWERS One Headlight (Interscope)

MEDIUM

BABYFACE Everytime I Close My Eyes (Epic)
DAVID BOWIE Little Wonder (Virgin)
JOURNEY When You Love A Woman (Columbia)
R. KELLY I Believe I Can Fly (Jive)
DUNCAN SHEIK Barely Breathing (Atlantic)

CUSTOM

LEAH ANDREONE It's Alright, It's OK (RCA)
FIONA APPLE Sleep To Dream (Work)
ERYKAH BADU On And On (Kedar/Universal)
BETTER THAN EZRA Desperately Wanting (Elektra/EEG)
BIG HEAD TODD & THE MONSTERS Resignation... (Revolution)
BLACKSTREET No Diggity (Interscope)
CRANBERRIES When You're Gone (Island)
PHIL COLLINS It's In Your Eyes (Atlantic)
DAVE MATTHEWS BAND Crash Into Me (RCA)
GINA G Ooh Aah ... Just A Little Bit (Eterna/WB)
JOHNNY GILL It's Your Body (Motown)
DRU HILL In My Bed (Island)
SUSANNA HOFFS All I Want (London/Island)
ISLEY BROTHERS Tears (T-Neck/Island)
ASHLEY MACISAAC Sleepy Maggie (A&M)
MAOONNA Don't Cry For Me Argentina (Warner Bros.)
MAXWELL Sumthin' Sumthin' (Columbia)
GEORGE MICHAEL Star People (Dreamworks/Geffen)
MINT CONDITION What Kind Of Man... (Perspective/A&M)
NEW EDITION I'm Still In Love With You (MCA)
R.E.M. Electrolite (Warner Bros.)
RuPAUL Snapshot (Rhino)
BRUCE SPRINGSTEEN Secret Garden (Columbia)
KEITH SWEAT Nobody (Elektra/EEG)
LUTHER VANDROSS I Can Make It Better (LV/Epic)

Video airplay from February 10-16.



36 million households
Lydia Cole,
VP/Music Programming

Video Playlist

TONY TONI TONE Let's Get Down (Mercury)
FOXY BROWN Get Me Home (Violator/Def Jam/RAL/Mercury)
NEW EDITION I'm Still In Love With You (MCA)
ERYKAH BADU On And On (Kedar/Universal)
WHITNEY HOUSTON I Believe In You And Me (Arista)
R. KELLY I Believe I Can Fly (Jive)
EN VOGUE Don't Let Go (Love) (EastWest/EEG)
LIL' KIM No Time (Undeas/Big Beat/Atlantic)
AALIYAH One In A Million (BlackGround/Atlantic)
"AFKAP" Betcha By Golly Wow! (NPG/EM)

Information for week ending February 7.

Rap City Top 10

MACK 10 & DOGG POUND Nuthin' But... (Buzztone/Priority)
FUGEES Rumble In The Jungle (Mercury)
REDMAN Whateva Man (Def Jam/RAL/Mercury)
PUFF DADDY Can't Nobody Hold Me Down (Bad Boy/Arista)
MAKAVELI To Live & Die In L.A. (Death Row/Interscope)
TRACY LEE The Theme (Universal)
MONSTARS Hit 'Em High (Warner Sunset/Atlantic)
MC LYTE Cold Rock A Party (EastWest/EEG)
LOST BOYZ Get Up (Universal)
ROOTS What They Do (DGC/Geffen)

Information for week ending February 7.

TELEVISION

TOP TEN SHOWS JANUARY 27-FEBRUARY 2

Total Audience
(97 million households)

- 1 **ER**
 - 2 **Seinfeld**
 - 3 **Friends**
 - 4 **The Naked Truth**
 - 5 **The Single Guy**
 - 6 **Home Improvement**
 - 7 **Touched By An Angel**
 - 8 **20/20**
 - 9 **American Music Awards**
 - 10 **60 Minutes**
- (tie) **Spin City**

Adults 18-34

- 1 **Seinfeld**
 - 2 **ER**
 - 3 **Friends**
 - 4 **The Single Guy**
 - 5 **The Naked Truth**
 - 6 **The X-Files**
 - 7 **King Of The Hill**
 - 8 **The Simpsons**
 - 9 **Home Improvement**
- (tie) **World's Scariest Police Chases**

COMING NEXT WEEK

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

Friday, 2/7

- **Pat Boone** guest-stars on CBS's "Dave's World" (8pm).
- NBC's "Unsolved Mysteries" explores the death of Nirvana frontman **Kurt Cobain** (8pm).
- Pat Boone, "The Tonight Show With Jay Leno."
- **Silverchair**, "Late Show With David Letterman."

Saturday, 2/8

- PBS's "Austin City Limits" showcases "A Bluegrass Tribute To **Bill Monroe**" (check local listings).

- "Tina Turner: Wildest Dreams" — a 95-minute concert taped in Amsterdam — premieres on **Showtime** (8pm).
- **Clay Walker** performs on "The Statler Bros. Show" (TNN, 9pm ET/6pm PT).
- **Queen Latifah** serves as guest-host on Fox's "Mad TV" (11pm).
- **David Bowie**, "Saturday Night Live" (NBC, 11:30pm).

Sunday, 2/9

- **Willie Nelson** lends his voice to Fox's "King Of The Hill" (8:30pm).

Monday, 2/10

- **James Bonamy, Mark Chesnut, Diamond Rio, Joe Diffie, Vince Gill, Sammy Kershaw, Tracy Lawrence, Kathy Mattea, Sam Moore, Connie Smith, and Travis Tritt** perform on "Hello Darlin': A Tribute To **Conway Twitty**," a two-hour TNN special (9pm ET/6pm PT).
- **Shaquille O'Neal**, "Jay Leno."
- **Fugees**, "David Letterman."

Tuesday, 2/11

- **Jeffrey Osborne** guest-stars on "Cosby" (CBS, 8pm).
- **David Bowie**, "Jay Leno."
- **Barry Manilow**, "David Letterman."
- **Big Head Todd & The Monsters**, "Late Night With Conan O'Brien."

Wednesday, 2/12

- **Immature's Marques Houston** guest-stars on WB's "Sister, Sister" (check local listings).
- **Westside Connection (Ice Cube, Mack 10, and W.C.)** guest-star on WB's "The Jamie Foxx Show" (check local listings).
- **Luther Vandross** performs on "Beverly Hills, 90210" (Fox, 8pm).
- **Alice Cooper** guest-stars on CBS's "Pearl" (8:30pm).
- **Kenny Chesney**, "Prime Time Country" (TNN, 9pm ET/6pm PT).
- **Mary Chapin Carpenter**, "Conan O'Brien."

Thursday, 2/13

- **Elvis Costello, Deborah Harry, and Jazz Passengers**, "David Letterman."

FILMS

WEEKEND BOX OFFICE JAN. 31-FEB. 2

1 Star Wars (Fox)*	\$35.90
2 Jerry Maguire (TriStar)	\$5.18
3 Scream (Miramax)	\$4.50
4 Evita (Buena Vista)	\$4.37
5 Metro (Buena Vista)	\$4.36
6 Beverly Hills Ninja (TriStar)	\$4.16
7 In Love And War (New Line)	\$3.47
8 The Relic (Paramount)	\$2.83
9 Michael (New Line)	\$2.70
10 Gridlock'd (Gramercy)*	\$2.67

All figures in millions
* First week in release

Source: Entertainment Data Inc.

COMING ATTRACTIONS:

This week's openers include "Suburbia," starring **Parker Posey**. The film's DGC/Geffen soundtrack sports three tunes by **Sonic Youth** — "See-Bee's Song," "Sunday," and "Tabla In Suburbia" — as well as Sonic Youth member **Thurston Moore's** "Psychic Hearts," **Beck's** "Feather In Your Cap," **Butthole Surfers'** "Human Cannonball," "Flaming Lips' "Hot Day," **Skinny Puppy's** "Cult," **Superchunk's** "Does Your Hometown Care?" and cuts by **Girls Against Boys, U.N.K.L.E., Boss Hog, Gene Pitney, and Elastica w/Stephen Malkmus**.

Opening in limited release this week is "Hotel De Love," starring **Saffron Burrows**. The film's **Milan** soundtrack features two songs by **Tim Finn** — "In A Minor Key" and "In Love With It All" — as well as one from his former band, **Split Enz** ("I Hope I Never"). **Cowboy Junkies'** "Blue Moon Revisited/Song For Elvis," **K.C. & The Sunshine Band's** "Get Down Tonight," **10cc's** "I'm Not In Love," **Little River Band's** "Reminiscing," **Air Supply's** "Lost In Love," **Olivia Newton-John's** "I Honestly Love You," **Grass Roots'** "Sooner Or Later," **Ronnie Grey's** cover of the **Captain & Tenille's** "Love Will Keep Us Together," and the "Hotel De Love Band's" "Sway" complete the LP.

VIDEO

TREES LOUNGE (Live)

Starring writer/director **Steve Buscemi**, this feature film carries an **MCA** soundtrack with two cuts each by **Brenda Lee** ("You Always Hurt The One You Love" and "Break It To Me Gently") and the **Ink Spots** ("I Never Had A Dream Come True" and "I Understand [Just How You Feel]") as well as **Shane MacGowan & The Popes'** "That Woman's Got Me Drinking" and **Hayden's** title track. Songs by **Bill Deal & The Rhondels, Patrick Tuzolino, Craig Ross, the Mills Brothers**, and others complete the album.



21 million households
Liz Kiley,
VP/Programming

National Top 20

- DRU HILL** In My Bed (Island)
PUFF DADDY Can't Nobody Hold Me Down (Bad Boy/Arista)
WHITNEY HOUSTON I Believe In You And Me (Arista)
ICE CUBE The World Is Mine (Jive)
FUGEES Rumble In The Jungle (Mercury)
SPICE GIRLS Wannabe (Virgin)
AALIYAH One In A Million (BlackGround/Atlantic)
TRU I Always Feel Like... (Priority)
MACK 10 & DOGG POUND Nuthin' But... (Buzztone/Priority)
MASTER P Is There A Heaven... (Priority)
MAKAVELI To Live And Die In LA (Death Row/Interscope)
MONICA For You I Will (Warner Sunset/Atlantic)
RAHSAAN PATTERSON Stop By (MCA)
ERYKAH BADU On And On (Kedar/Universal)
REDMAN Whateva Man (Def Jam/RAL/Mercury)
R. KELLY I Believe I Can Fly (Jive)
BILLY LAWRENCE C'Mon (Elektra/EEG)
RAY J. Let It Go (Elektra/EEG)
RICHEL RICH Do G's Get To Go... (Def Jam/RAL/Mercury)
MONIFAH You Don't Have To Love Me (Uptown/Universal)

Most requested for week ending January 31.



Pos.	Artist	Avg. Gross (in 000s)
1	WHO	\$632.0
2	KISS	\$536.8
3	REBA McENTIRE	\$398.8
4	KENNY G/TONI BRAXTON	\$398.1
5	TRAGICALLY HIP	\$352.8
6	RUSH	\$305.5
7	PHISH	\$277.4
8	NEIL YOUNG	\$271.0
9	SMASHING PUMPKINS	\$249.8
10	STONE TEMPLE PILOTS	\$218.8
11	DAVE MATTHEWS BAND	\$208.7
12	ALAN JACKSON	\$206.5
13	MELISSA ETHERIDGE	\$188.2
14	VINCE GILL	\$176.9
15	BROOKS & DUNN	\$175.5

Among this week's new tours:

PAUL ANKA
BLOODHOUND GANG
JULIANA HATFIELD
GARY HOEY

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

BETTER THAN EZRA

I remember running through the wet grass...

"Better Than Ezra is testing very well with females which is significant because typically alternative music does not research well for us. I think 'Desperately Wanting' will go all the way."

John O'Dea/WNNK/Harrisburg

And falling a step behind both of us never tiring

New Aisplay!

WZPL – Indianapolis WZEE – Madison
WMEE – Ft. Wayne

Amazing Callout!

WPRO – Providence – #10 W18-34
XHRM – San Diego – #1 overall
WXDX – Pittsburgh – #4 overall
KOME – San Jose – #5 Women overall
99x – Atlanta – #1 Women 18-23
#3 Women 24-29
KDGE – Dallas – Top 5 Women overall

Desperately Wanting

Monitor 36* -34*

R&R 33 - 30



STREET TALK®

WW1 To Market CBS Radio Networks?

Already a titan among radio networks, **Westwood One** now looks like it's a couple bites away from becoming the industry's 800-pound gorilla, either by buying **CBS Radio Networks** or by taking over its ad sales and affiliate relations (with CBS remaining in control of programming and content).

While no final deal has been decided, sources tell ST that an agreement could be only weeks away and that marketing of the CBS products appears more likely than an agreement to purchase the networks.

In any event, it's also likely that Wall Street wonderboy **Mel Karmazin** would continue to run **CBS Radio** and **Westwood One**. The two companies have been related since 1992, when Karmazin's previous company, **Infinity Broadcasting**, bought a piece of WW1. That share, now owned by **Westinghouse**, is estimated to be worth about a quarter of **Westwood One's** \$800 million value.

On Tuesday (2/4), Karmazin did not return ST's calls regarding the matter. **Westwood** Chairman **Norm Pattiz** declined to discuss the report.

KRXQ/Sacramento PD **Curtiss Johnson** is upped to Station Mgr.

Rumbles, Pt. 1

• **KLLC/SF** welcomes former **WDRE/Philly** morning stars **Sarah & Vince**.

• In the wake of **Jacor's** taking over **KGB-FM/San Diego** from **Nationwide**, morning drivers **Brian Whitman & Jack Silver** exit. Look for Whitman to join **WABC-AM/NY** and for Silver — a former morning show producer for **Rick Dees** — to establish a morning show consultancy, with **KMEL/S.F** already signed as a client.

Meanwhile, **KGB** welcomes new Production Dir. **Mike Madrigal**, who segues from the same duties at **KEGL/Dallas**.

• **CMT** names **Chris Parr** PD of its U.S. network. Parr previously served as VP/Label Relations for **MOR Music Television**, a national direct response music video network.

• **WFBC-FM/Greenville, SC** morning co-host **Marty Selby** becomes VP/Programming for **Paxson Communications/Cookeville, TN**, which includes **News/Talk WPTN-AM**, **Country WGSQ-FM**, **Soft AC WHUB-FM**, and **WHUB-TV**. Selby — aka **Marty McFly** — previously worked at **WYHY-FM/Nashville**, **WFLZ-FM/Tampa**, and **KNIX-FM/Phoenix**.

Bust A Groove

Dance simulcast **KACD-FM & KBCD-FM (Groove Radio)/L.A.** GM **Jeff Wyatt** resigned on Tuesday (2/4). Station insiders told ST not to look for the position to be filled anytime in the near future.

News **WGST/Atlanta** Station Mgr. **Eric Seidel** — a 16-year station vet — exits. Words has it that **Seidel** will resurface with parent company **Jacor** on the West Coast.

In a surprise move, Alternative **KNDD/Seattle MD/nights Marco Collins** — quoted in *Newsweek* this week (see 'Zine Scene, Page 20) — gives up his music duties to concentrate on his airshift. When contacted by ST, **Collins** stressed this decision was his own and not mandated by PD **Phil Manning's** recent arrival.

The State of Connecticut has dropped sexual assault charges against former **WKSS/Hartford MD Dave Vayda** (ST 7/12/96). "I have always maintained that I was innocent of these charges, and ultimately, my position was vindicated," said **Vayda**. "What happened to me could have happened to any DJ or any person who does appearances."

Ooops. In our recent (ST 1/24) item on superjock **Doug Banks's** legal battles with agent **Robert Eatman**, ST said that the *Chicago Sun-Times* failed to report that **Eatman** initiated the legal battle by filing a \$1 million arbitration claim against **Banks**.

However, *Sun-Times* columnist **Robert Feder** called the ST "fun-fone" to inform us that he *did* dutifully and professionally report on the arbitration claim, and we stand sheepishly corrected.

Now that **Sandusky** is the new owner of **KSLX/Phoenix**, the station will return to a Classic Rock approach, targeted to the 35-49 demo. But will the **Dean & Rog** morning show be part of it? **Sandusky** VP **Chuck Artigue** said he asked the duo to modify their

Continued on Page 24

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GUY ZAPOLEON,
Zapoleon Consulting

"I am recommending it to all of my stations."

BILL RICHARDS,
Bill Richards Consulting

"Great follow-up to 'Mouth'...Very hooky and memorable...Fits well in today's music scene...Several client stations are playing it early."

HARV BLAIN, Blain Consulting

"We put 'Under The Water' into rotation early, because we were looking for artist familiarity and felt that the song had a very catchy hook and was a great follow-up to 'Mouth.'"

TOM STEELE, WFLZ/Tampa
Music Director

"We were one of the first to play 'Mouth' and now we're doing the same with 'Under The Water' because we feel it has the same hit potential...From our early airplay, we are already getting some phones."

CHRIS SHEBEL & TONY MASCARO
PD/MD PRO-FM/Providence

merril bainbridge

the new single

under the water

(56112)

the follow-up to the #1, gold single "mouth", from the album **the garden**

(56018)

(53019)

Did THE Cranberries have a Great Week in Callout America?

See page 36 for more details....

STREET TALK®

Continued from Page 22

approach to the upper demo; Dean & Rog said they couldn't do that. As ST went to press, they'd been off the air — but under contract — since Friday (1/31).

Time Bomb Ticking?

Will A&M VP/Alternative Music Promo **Jack Isquith** — who exits on the heels of longtime A&M promo domo **J.B. Brenner** — resurface at ex-A&M exec **Jim Guerinot's** BMG-distributed **Time Bomb** label?

In the wake of **Disney's** spending \$321 million for a majority interest in **E! Entertainment TV**, the *L.A. Times* reports that "the rumor of **Howard Stern's** imminent

demise [E! carries the TV version of his show] has been greatly exaggerated."

Cyber Boy & CyberGrrrl

Having recently dropped the "LovePhones" sex advice show, **WHTZ/NY** debuts the "Z100 Chat Room." Airing from 10pm-midnight, the show will feature night slammer **Lukas** — joined by "Cyber Boy," who's said to be the nation's first computer-generated jock.

When a listener posts a request or dedication by fax or the Internet, "Cyber Boy" reads it on-air via a computer-generated voice program. Look for Z100 to give "Cyber Boy" a wise-cracking female side-kick ("Cyber-Grrrl") shortly, too.

All My New Best Friends ...

Consultant **Charlie West** contacted ST regarding last week's rumor that he was one of the candidates that might get involved with **KLOS/L.A.'s** programming. Charlie says it's safe to tell all his "new best friends" that he hasn't talked to anyone at the station or company in years.

All-Beatles Radio II

Due to what's been described as "overwhelming public response," **KGIL-AM/L.A.** will continue to air its all-Beatles format indefinitely. Owner **Mt. Wilson-FM Broadcasters** also is said to be constructing a second all-Beatles station, sporting 10,000 watts at 1650 AM (KGIL is located at 1260). Look for the new station — expected to be called **KBTL** — to hit the airwaves on March 1.

After picking up the Los Angeles Dodgers radio broadcast rights for the next five years — beginning with the 1998 season — for a rumored \$7 million per year, **KIIS-AM/L.A.** stopped simulcasting sister **KIIS-FM**. (KIIS-AM is currently broadcasting the greatest moments in Major League Baseball history.)

Jacor Prez/COO Bob Lawrence told ST that options regarding a power increase, possible signings of other L.A. pro sports teams, and the ultimate formatic fate of KIIS-AM are still being explored. However, he added that Jacor is looking to keep KIIS-AM out of the way of sister Sports **XTRA-AM/San Diego**, which covers much of the L.A. market.

Continued on Page 26

Rumbles, Pt. 2

- **KKSS/Albuquerque** APD/Production Dir. **Randy Savage** becomes PD and **Mickey Fuentes** is named AMD/nights as PD **Jeff Andrews** exits.

- **Clear Channel/Ft. Myers** OM **Ron Ellis** exits. He'd been overseeing Country **WCKT-FM**, Country **WFSN-FM**, Soft AC **WXRM-FM**, Oldies **WOLZ-FM**, and News-Talk/Nostalgia **WKII-AM**. The new WCKT-FM PD is **Paul Orr**, who previously served as couple of stints as PD of Country competitor **WWGR-FM**. Meanwhile, look for WKII OM **Jim Radford** to program **WFSN**, **WXRM**, and **WOLZ**.

- In other local news, **WNOG/Ft. Myers-Naples** flips from Talk to CHR. The new call letters are **WPRW**, the new moniker is "Power 95.5," and **Jan Jeffries** is consulting.

- **WPLA/Jacksonville** PD **J.R. Randall** adds programming duties at sister Sports **WNZS**.

- Eighteen-year **WBAB/Long Island** veteran **Bob Buchmann** re-inks as the station's VP/Programming and morning co-host.

- **HotAC WUKS/Tampa** — which had been **WUSA** — changes calls again to **WAKS**.

- Classic Rock **KKLV/Honolulu** PD **Bill Logan** exits.

- **WLEV/Allentown** OM/PD **John Lodge** exits.

- **WOOD-FM/Grand Rapids** OM/PD **Stan Atkinson** now will oversee sister **WAKX-FM**, which debuted Monday (2/3) as Hot AC "Variety 96.1."

- As previously rumored (ST 1/24), Rhythmic CHR comes to Huntsville, AL on the FM simulcast of **WXQW & WXXQ**, which flipped from Hot AC on Friday (1/31).

- New **WWZD/Tupelo**, MS PD is **Rusty Pough** and the new MD is **Tom Bigbee**. They replace the exiting **T. J. McKay** and **Mark Summer**, respectively.

- **WQLR/Kalamazoo**, MI ups MD **Brian Wertz** to PD.

- Classic Rock **KZAP/Chico, CA** segues to Rock with market veteran **Ron Woodward** as OM/PD/MD.

- Look for former **KNDD/Seattle** staffer **Ron Harris** to join **KATS/Yakima, WA** as PD/MD next week.

- Shortly after her *live!* on-air liposuction bit, **WKDF/Nashville** morning host **Beth Donahue** exits. **Dick Broadcasting** VP/GM **Steve Dickert** said her contract wasn't renewed.



Searching for the Cure.

Cancer sounds like such a grown-up disease, but each year, more than 6,000 American children will be stricken. The doctors and scientists at St. Jude Children's Research Hospital are working to wipe childhood cancer from the face of the earth. To learn more about this life-saving work, please call 1-800-877-5833.

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Sara Smile

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KENT BLACKWELDER
MANAGEMENT

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STREET TALK[®]

Continued from Page 24

Alternative **KNNC/Austin's** recent announcement of an impending sale has created an interim scenario wherein crosstown competitor **KROX** will simulcast on KNNC's old signal at 107.7. KNNC principal **Richard Rees** told ST that the new ownership would be in place by August 1, with KROX broadcasting on the frequency until then.

Eleven-year **WIP/Philly** sportscaster **Howard Eskin** acknowledged sending a married woman a dozen red roses that may have gotten her killed by her jealous husband.

The **Associated Press** reported that Eskin had been corresponding with **Marlene Stumpf** via e-mail for about a month, then sent her flowers to "brighten her day." Her husband, **Raymond**, allegedly killed her on January 20 by repeatedly stabbing her; Raymond Stumpf has been charged with murder.

Eskin, who is married and has four children, has disavowed any romantic interest in Mrs. Stumpf and insists he didn't specifically order roses. He remains on-air at WIP.

WKRQ (Q102)/Cincy morning drivers **Brian & Johnjay** will attempt to get their names in the Guinness book of world records by breaking Q102's existing world record for the biggest radio prize. (According to Page 140 of the 40th anniversary issue of the Guinness book, "WKRQ [Q102] gave **Mary Buchanan** of Cincinnati \$1 million and secured its place in world record history.")

In its attempt to break the record, Q102 will give away a chance at winning \$1,000,002 on March 31, 1997.

One lucky listener will be invited into a bank vault filled with 102 money bags stuffed with several thousands of dollars, but only one bag contains the really BIG money. If the listener beats the 102-1 odds and picks that bag, he or she will take home the record-breaking bucks.

KFMB-FM/San Diego morning driver **Dave Smiley** is throwing a "Save Our Stadium Bake Sale" in an attempt to raise \$18 million to make the required stadium repairs, thereby saving next year's Super Bowl and keeping the San Diego Chargers and Padres in town.

Voiceover talent **Sandy Thomas** joins **WAXQ/NY** for weekends and fill-ins; he'll also be doing the voice work for **KIIS-FM/L.A.'s** new identifiers, promos, etc.

Records

- Look for **Capricorn** to leave its Nashville headquarters to consolidate its offices in Atlanta later this year.
- Former **Discovery** VP/Promo **Jack Ashton** joins Marina Del Rey, CA-based **Higher Source Records** for a six-month stint as VP/Promo & Mktg. He also continues to consult.

RADIO RECORDS



1

- **Clear Channel Radio Sales** formed; **Bob Turner** named President.
- **Danny Buch** boosted to **Atlantic Records** Sr. VP/Promo.
- **Paul Brown** appointed **Arista Records** VP/Rock Promo.
- **Mike Bernardo** elevated to **Mercury Records** VP/Urban Promo.
- **Patrick Ready** becomes **KISN-AM & FM** and **KUMT-FM/Salt Lake City** VP/GM.

5

- **Jeffrey Naumann** elevated to **Virgin Records** VP/Radio Promo.
- **Roy Sampson** upped to **WCAO & WXYV/Baltimore** OM.
- **Michael St. John** named **KHTK/St. Louis** PD.
- **Buddy Scott** becomes **WBZZ/Pittsburgh** PD.

10

- **Dick Williams** named **Quantum Music** Exec. VP/GM.
- **Mike Kakoyiannis** upped to **Metropolitan Broadcasting** Sr. VP.
- **Eddie Mascolo** elevated to **RCA Records** Sr. VP/Product Development.
- **Mark Chernoff** appointed **WNEW-FM/NY** PD.
- **Sonny Taylor** becomes **WGCI-AM & FM/Chicago** PD.

15

- **ABC Radio** restructures owned-station group; names **Chuck DeBare** President and **Don Bouloukos** VP/Ops.
- **New Big Apple Big Wigs:** **Jim Lowe** becomes **WNEW-AM/NY** PD; **WNEW-FM** ups **Scott Muni** to Ops. Dir. and **Richard Neer** to PD.
- **Harry Lyles** appointed **WBLZ/Cincy** PD.
- **Lee Arnold** returns to **WHN/NY** for middays.

20

- **Bill Garcia** named **WXLO (99X)/NY** PD.
- **Bob Hamilton** appointed **KRTH/L.A.** PD.
- **Robin Mitchell** chosen **KYAC-FM/Seattle** PD.
- **Don Cox** becomes **WKTQ (13Q)/Pittsburgh** morning man.

Condolences to family and friends of **Arista** VP/Promo **Ken Lane** on the sudden death of his father, **Herbert G. Lane**, who passed away on Sunday (2/1) at age 67. In lieu of flowers, the family has requested that donations be made to Temple Israel at 112 East 75 Street, New York, NY.

Imus Comedy LP Coming

ST hears multicity morning mouth **Don Imus** signed a deal with **Mercury** to do a comedy album. Meanwhile, **KZSS-AM/Albuquerque** ends its eight-year simulcast of Rock **KZRR-FM**, adding "Imus In The Morning" and debuting a "Personal Achievement Radio" format.

WORK

**OVER 50
STATIONS IN
THE FIRST
TWO WEEKS!!**

Including:

**KHKS WFLZ
B96 WIOQ
WKSE Z90
KHTS WFLY
KHOM WWKY
KWNZ KZHT
WFHN WWCK**

Meet Sabelle at the
Gavin Convention,
February 14th at 12:30 P.M.
in the WORK suite.



*"One O'Clock strikes me as a very female
friendly record with a killer hook.*

*This could be a sleeper. Certainly one to
keep your eyes on."*

- Erik Bradley, B96/Chicago

A large, stylized signature of 'Sabelle' in black cursive script. To the right of the signature is a red clock face with white numbers and hands, showing the time as approximately 1:50. The signature and clock are set against a light blue background.

ONE O'CLOCK

**THE FIRST TRACK FROM HER SELF-TITLED
DEBUT ALBUM IN STORES FEBRUARY 18TH**

**WRITTEN AND PRODUCED BY SABELLE AND REX RIDEOUT
MANAGEMENT: NICK MOYLE/AGGRESSIVE ENTERTAINMENT**

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Viacom

Continued from Page 1

tions in Washington along with a pair each in New York and Los Angeles. During that time, Viacom brass said the selling price was not likely to budge from the whopping \$1.4 billion that Viacom International Chairman **Summer Redstone** sought.

It was a staggering sum, acknowledged several company insiders, who noted it was roughly 24 times cash flow. Although no deal has been struck for the entire package, at least one potential buyer "is exploring the deal on a market-by-market basis to add to their existing strengths," said one R&R source.

Viacom Broadcasting Sr. VP/Corporate Relations **Carl Folta** declined to comment. "It's not our policy to discuss this," he told R&R on Tuesday (2/4). On Monday (2/3), Viacom President/CEO **Bill Figenshu** told R&R, "I'm not looking at selling anything. We're not going to confirm or deny anything, but for the right price, really, anything's for sale. If someone offered you \$5 million for your house, would you sell it?"

Simply put, Viacom is looking for a sum that, based even on the extraordinary mega-deals of the recent past, is phenomenal. "To get to the \$1.4 billion point, that's pretty tough," **First Union** VP **Bishop Cheen** told R&R. "Twenty-four times cash flow, well ... that would set an absolute new benchmark. Some of these stations are churning along with a decent margin, a 45% margin, so this would push the envelope.

"This will be a real test of the auction market. What it sounds like on

the surface is that Viacom is attempting to create a new benchmark in value — First Boston's prowess in the radio market notwithstanding."

Prowess indeed. Some industry voices speculate that Viacom, the company that brought "Forrest Gump" to the big screen and **Nickelodeon** to cable, will use some of its **Paramount TV** outlets, particularly in Hartford, as bait to help drive up the sale price of its radio outlets. But Cheen cautions skeptics that anything is possible. "Remember, an analyst can run numbers all day but it only matters what the market thinks. Viacom operates a terrific bunch of properties, and Figenshu has done a wonderful job and is a hell of a manager. Radio has always been the hidden jewel in the Viacom empire."

Viacom's Stable

Viacom — which is expected to auction off its stations either separately or by market — owns the following 10 stations (listed in order of market size):

Calls/Market	Format
WAXQ-FM/New York	Classic Rock
WLTW-FM/New York	AC
KIBB-FM/Los Angeles	Hot AC
KYSR-FM/Los Angeles	Hot AC
WLIT-FM/Chicago	AC
WDRQ-FM/Detroit	CHR/Rhythmic
WBZS-AM/Washington	Talk
WZHF-AM/Washington	Talk
WMZQ-FM/Washington	Country
WJZW-FM/Washington	NAC

Capitol

Continued from Page 3



Corona



Rhoades

tivated, and is constantly looking ahead of the format to develop the roster.

"As for the other two Brians, I've been trying to work with Rhoades again since our days together at Virgin. And my grandfather told me it would be a good idea if I hired Corona. Shortly after that I got a dead fish in the mail from **Tony 'Bologna' Corona**, and Brian was on the payroll the next day."

Autry

Continued from Page 1

Following his entry into the entertainment business, **Autry** began a recording career that quickly earned him the reputation as "America's Favorite Cowboy." His version of "Rudolph The Red Nosed Reindeer" — at 35 million copies sold — is the second-best-selling single in history (**Bing Crosby's** "White Christmas" is tops). He was also a co-writer of the Christmas favorite "Here Comes Santa Claus." That fame transferred to the silver screen, and by the 1940s he was a top-five draw at the box office.

But as **Autry's** longtime friend and film historian **Alex Gordon** notes, "Gene knew this kind of fame wouldn't last forever ... there was always a chance he would be injured performing on horseback or whatever, so he wanted to invest his money for the long term."

So, following a World War II stint in the Army, **Autry** found such an opportunity in radio. He purchased **KPHO/Phoenix**, which he later traded for crosstown **KOOL**. He then bought **KMPC/Los Angeles** and established it as the flagship of his Pacific Coast empire.

Until the success of L.A.'s Top 40 stations, **KMPC** was the market's No. 1 station. With **Dick Whittinghill** in mornings and other personalities such as **Johnny Grant** and **Ira Cook** during the day, **KMPC** was known as the "Station of the Stars." That tradition continued into the '70s when **Autry** spent lavishly to acquire the talents of **Gary Owens**, **Wink Martindale**, **Geoff Edwards**, **Roger Carroll**, and others.

His other stations up the coast, most notably **KSFO/San Francisco** in the '50s and '60s, were equally if not more successful.

The station was also known for its sports broadcasts. When **Autry** lost the L.A. Dodgers rights two years after the baseball team moved to California, he attended the baseball winter meetings in the hopes of securing the broadcast rights to the new L.A. expansion franchise. He came home with the whole franchise.

The California Angels became his passion over the next couple of decades. And sadly, despite coming close a couple of times, none of the 35 teams he fielded made it to a World Series. By the early '80s, **Autry** began sell-

Consultants

Continued from Page 3

with **Pollack-Mullins Nashville/The Moon Mullins Company**. After Mullins's retirement from consulting last year, the pair continued the business as **Hill & O'Malley**.

"My commitment from the very start of **Radio IQ** has been to provide high-caliber personal involvement with a limited number of clients," **Albright** noted. "As these owners have grown, it has become obvious I needed to affiliate with some top-flight people who, by working as a team on key client projects, could improve each one of our individual abilities to help clients find winning solutions through uncompromising execution and attention to detail."

O'Malley added, "The new **Albright, Hill, & O'Malley** affiliation will mean all our stations will have access to greater human resources than ever. **Jaye's** reputation as an outstanding thinker and great consultant is well deserved, and her successes are equally well documented. Plus, her support staff is service-focused. This merger is truly a case of the total being greater than just the sum of its parts."

Nearly 70 stations consulted by the newly enlarged company now receive all services each individual firm provided to its clients.

Byrd

Continued from Page 3

— he is the best promotion person I know. His strengths are in training and developing a solid staff and in developing and breaking great artists. As the label continues to grow, we are fortunate to have someone of **Stan's** talent to help set the course."

While attending Texas A&M, **Byrd** began his music career as a disc jockey at a Top 40 station in **Conroe, TX**. In 1970, **Capitol Records** hired **Byrd** as **Manager/Local Promotion** in **Houston**. He later worked a series of promotion jobs in Texas, including stints with **Mercury Records** and later **Columbia/Epic Records**, where he worked under **Mansfield** as **Manager/Local Promotion** in **Dallas**. In 1976, **Warner Bros. Records** chief **Mo Ostin** selected **Byrd** as **VP/Promotion** in that label's **Nashville** office.

Byrd left **WB** in 1984 to launch his record promotion firm, **Chart Attack**. In 1990, **Byrd** and business partner **Joe Ladd** formed **BDM Management**. **BDM's** primary client is **Decca** recording artist **Mark Chesnutt**; **Ladd** will assume day-to-day responsibilities for **Chesnutt's** career while **Byrd** makes the transition to his **Asylum** post.

"This is an opportunity I couldn't pass up," **Byrd** noted. "I have a lot of respect and admiration for **Joe Mansfield** and [co-President] **Kyle Lehning**. I look forward to working with the roster of artists and a gifted staff."

ing off his broadcasting chain, and it wasn't long before he was down to **KMPC** and his final acquisition, **KSCA/Los Angeles**. Age — he turns 90 this year — and estate planning prompted **Autry** to offload the last of his prized assets. Ironically, both **KMPC** and the **Angels** fell into the **Disney Co.'s** hands ... and he'll earn a pretty penny on **KSCA's** sale.

Autry's departure from radio marks the closing of another chapter in this business and signifies the passing of another baton to a new generation of radio operators.

— Ron Rodrigues

Changes

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field, IL, **Mike Thomas** joins as PD/mid-days. Former PD/afternoons **Peter Scott** exits, while middayer **Marty** moves to afternoons and evening host **Brian Hartmann** becomes a parttimer.

Blevins

Continued from Page 3

We will stay in the '70s vain and try to make it an interesting station." **KHTC** will complement **Nationwide Hot AC KZZP-FM**.

Blevins has held VP/GM posts at **KBSG-AM & FM, KISW-FM, KMTT-FM & KNDD-FM/Seattle** and **KABL-AM, KNEW-AM, KBGG-FM & KSAN-FM/San Francisco**. He served as **KMLE's** GM between 1993-95.



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KSCA

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West owner **Gene Autry** from the radio industry (see related story, Page 1).

Wednesday evening at 6:15pm — following six hours of silence and a 12-hour laugh track — incoming owner **New Heftel Group** returned **KSCA** to the airwaves as Spanish-language "La Nueva 101-9." **Maria Nava**, formerly MD of Spanish AC sister **KLVE-FM**, will serve as **KSCA** PD/MD and report to **KTNQ-AM, KLVE & KSCA** President/GM **Richard Heftel**. **KSCA**, which is exploring the availability of the **KNVA** calls, will air a Regional Mexican format that pits itself directly against crosstown **KBUE-FM** and **KLAX-FM**.

"**Maria** is an extremely capable person. She was an integral part of **KLVE's** success, along with [PD] **Pio Ferro** and [consultant] **Bill Tanner**," **Heftel** said. Acknowledging the format would be a mix of **Banda, Grupo, Norteña**, and **Ranchera** music, **Heftel** commented, "I honestly think we can do a better job and offer a better product to listeners. With more stations, there's more fragmentation — and that's a good thing. It will provide Spanish listeners with more choices."

Nava added, "Whatever you hear on the other Regional Mexican stations, you'll hear here. We're just trying to make it sound better and entertaining. I worked a lot with **Bill** and, put in conjunction with what I know about the music, we'll make it work."

The flip quelled rumors that the

station would debut an uptempo Spanish-language format to attract listeners from not only suburban Spanish Contemporary **KRTO-FM/West Covina**, but also **CHR/Rhythmic KPWR-FM** and **Urban KKBTFM**.

"There would be no point in emulating a 'tropical' format that's on the East Coast," commented **Tanner**. "We will bring our own twist to it. [**KSCA**] is only the second full-coverage station in Spanish in L.A. **KLAX** absolutely is not; it doesn't cover the **San Fernando Valley**. This station will be able to be received everywhere.

"We'll give away \$1000 at a time to listeners, have artist-jacket giveaways, and remain jockless for a while. There'll be two weeks of commercial-free music, with the only voices on the station being artists doing liners and contest winners." **Tanner** added that such acts as **Tigres Del Norte, Bronco**, and **Enrique Iglesias** will guest-host some shifts as a permanent air staff is assembled.

New Heftel originally planned to drop **KSCA's** Adult Alternative format on January 30, but allowed the format to remain on the air for five additional days to allow listeners and the airstaff to say their goodbyes. "Adult Alternative seems to be viable only in that it attracts a very narrow, but very affluent, group of listeners," **Tanner** remarked. "It has low **Arbitron** numbers, but high quality interest. It would attract a tiny piece of cake, but a lot of the icing. It's just not going to be a boxcar-number performing format in large cities with a significant minority population."



STEVE WONSIEWICZ

Urban Radio Poised For More Musical Diversity

□ Inroads made by last year's newcomers open doors for more styles to surface

Is Urban radio about to see greater musical diversity at the format? That's what a quartet of programming and promotion pros believe will happen after watching new styles consistently surface over the past year.

Execs are encouraged by the strength of the old-school sound and how well listeners have embraced the jazzy hip hop of Erykah Badu's "On And On" and even the blues of Peggy Scott-Adams's novelty hit "Bill." These pros believe they can push the music envelope even more in '97.

One key reason: the music is surfacing organically and not being driven by any other outside factors. PDs are giving the records a shot and listeners are responding by requests and by plunking down their hard-earned money to buy albums.

As proof that the movement is well under way, many point to the surge in airplay and sales for the '90s old school of D'Angelo, Tony Rich Project, and Maxwell, the contemporary funk/hip hop of Ginuwine, and the jazzy beats of Badu and Roots. Given those success stories, some programmers are beginning to look more closely at other styles to see how they might fit into the Urban mix.

Formatic Implications

What's going on in Urban is important in that it has direct implications to other formats. Urban has made the changes because some leaders in the radio and record communities openly wondered if the format was beginning to be too closely aligned with a particular style or sound. Interestingly, Alternative and Country currently have been debating the same thing. The former, for instance, is taking a long hard look at electronica and other styles to juice the format and create more excitement about the music.

Observes WQQK/Nashville PD/MD Tony Wright, "It got to the point at Urban where everything sounded the same, so it wasn't too surprising that people reacted very positively when they heard songs from Erykah Badu, Maxwell, or even [Scott-Adams's] 'Bill.'"

"I think a lot of it also had to do with the fact that programmers were burned out with some of the hard rap and weren't getting enough R&B. When they heard good R&B records they started playing them because they believed those songs would appeal to both kids and adults and not just one particular demo."

Like most execs, Wright says Urban is taking the right course of action by not jumping in with both feet. "It's

not going to go too far [in any musical direction] for the simple reason that if you play too many different-sounding records you will sound like two different radio stations. It's all about placement of the songs — and we're seeing the results."

Those results also could mean even



Michael Saunders



Tom Bracamontes

higher ratings if PDs step out early and spike in the right records, says Wright. "Your station will sound fresher if you step out on these records earlier rather than later — that is if your research shows the records might work."

"We went out of the box on Maxwell and Badu because they had a different sound we believed would appeal across the board; and there are not that many across-the-board records out there."

Something Else Wonderful

WJLB/Detroit PD Michael Saunders agrees there's "a very good possibility" more styles of music will see the light of day at Urban. For one thing, listener reaction to "Bill" caused him to rethink how far he could push the envelope.

"Every now and then radio goes through a period where certain songs are big enough to warrant airplay on mainstream Urbans and Urban ACs. The songs initially don't sound like they would fit what you are trying to do. Yet they're songs that the target happens to whenever you throw something new in, people appreciate it. But that something else has to be wonderful."

Like Wright, Saunders stresses that PDs can't be different just for different's sake — programmers have to take calculated risks and play the records in measured doses early on in the game. "You can kill a station if you play certain records just because nobody else in the country is. Just because it's different doesn't mean it's good."

"We are not going to go in a more blues direction because of 'Bill.' It goes back to prove my and other programmers' point that you cannot look at artists anymore when deciding to play records. You have to look at it on a song-by-song basis."

Saunders says he wasn't trying to outguess the competition when playing the tracks. "When I saw what kind of reaction these records had gotten I knew we had to play them. I didn't think about the competition. I thought about superserving my audience."

Label Perspective

From the label perspective, Sony 550 Music VP/Urban Music Promotion Tom Bracamontes agrees that "the market is looking for something new and exciting. One problem was that we had a lot of artists with one big record who didn't have any substance to be able to follow through with a second single."



Stanley Winslow

"We're seeing artists like Maxwell who had a first single that didn't blow up at first but made enough noise to force people to take a closer look; and what they found was that the music is incredible."

"The format has a pocket of artists who are slightly unconventional and who don't necessarily fit in the category of straight-up Urban. They have elements of rock, jazz, or whatever. The market needed the diversity. It was too boring."

Now that the door is open, Bracamontes predicts other styles will walk in. "These artists have laid a firm base that will allow others to reap the benefits as well. This wouldn't have happened if [the first wave of artists] didn't have great albums. Great records find ways to get through

□

It got to the point at Urban where everything sounded the same. So it wasn't too surprising that people reacted very positively when they heard songs from Erykah Badu, Maxwell, or even [Peggy Scott-Adam's] 'Bill.'

— Tony Wright

□

boundaries. When that happens, at some point programmers reach a certain degree of comfort or familiarity so that they feel better about going out early on the next single or album."

MCA VP/Urban Promotion Stanley Winslow also believes '97 will be a banner year when it comes to seeing greater musical variety at the format. "Last year I couldn't say that definitively. These days I'm very impressed with the way Urban is handling new material."

"I feel the change in the temperature; Urban's going to become a lot more diversified. Over the past few years we were totally producer-driven. Now we are seeing a fuller artistic approach to the music that focuses on the vocal and live instrumentation aspects, which is very healthy."

The change couldn't come at a better time for the labels, given the uncertain sales picture. "The market was very soft last year," says Winslow. "That's a sign that customers are saying 'Enough already. That's not what we want now. Give us something different.'"

Identifiable Sound

Winslow observes that the new styles of music are reaching a broader audience and touching some hot buttons. "The producer projects had a younger, trendy, female [appealing] sound; the records had dynamic impact, but quick burn. It seemed more like a fashion statement for the moment."

"A lot of this new music offers a sound that programmers, many of whom are 35-55 years old, can quickly identify with because there definitely are influences from superstars like Stevie Wonder or Sly Stone. The music taps into PDs' taste buds, arouses their sense of musical history, and makes them more inclined to give the music a shot."

He agrees with a common radio

complaint — that many acts didn't have musical depth. "There haven't been some big hits, but when you got deeper into the album you found nothing there. When that happens, the public loses interest and you can't build anything. That's not the case with many of these new artists."

Nevertheless, it isn't going to be easy for the trailblazers, says Winslow. "When we started setting up Rahsaan Patterson in October there initially weren't a lot of believers. But that can be a good sign when you have great music. If everybody all of a sudden got it, I'd be concerned about the potential for quick burn or the focus being too much on the song and not the artist."

Crossover Potential

As for the potential for the music to cross to other formats, Winslow says it depends on just how popular it becomes. "[Crossover and Pop radio] are so research-driven they might not have a choice, because the minute the numbers pop up they'll be forced to play the records. That's why I credit Crossover radio, because they really try to serve what the public wants. They did it in a big way with hip hop and are to be saluted, especially when the GMs and many advertisers were against it. They found a way to do it."

Looking forward, things could get even more interesting at the format, especially with artists like Beck, Snoop Doggy Dogg, Trent Reznor (Nine Inch Nails), and Dr. Dre openly talking about collaborating.

Comments Winslow, "One of the most beautiful things I've witnessed this year is those artists wanting to get together. What that does is set the stage for yet another form of music to be born. Who knows what it will turn out to be, but it's healthy for the world."

CHR/Rhythmic Opening Doors To New Influences

Urban radio and record execs aren't the only ones bullish about the potential to expand their musical boundaries. Many CHR/Rhythmic pros also are betting the format will incorporate new styles into the mix this year.

Comments WPGC/Washington PD Jay Stevens, "People are getting burned out on certain types of music and are looking for something fresh."

On the CHR side, some of the alternative pop is starting to disappear while the dance music is happening. On the Urban side I think listeners are getting a little tired of hip hop. That music will always be around, but people want something new and that something



Jay Stevens

new is an artist like Erykah Badu.

"I also believe you are going to see some of the dance music start to happen at Urban, like something similar to the La Bouche records. I'm seeing a real resurgence in older styles of music, like the P-funk and 'back in the day' party records. I've certainly put a lot more of it in the mix."

"Listeners on the Urban and crossover side are hungry for that type of music again. They're getting tired of the hardcore rap and some of the really super-slow ballads and are looking for something that's a little more uptempo and fun. The amount of time people used radio in this last book was off in this market. Could that be because people are going

back to their stereos and are burned out on radio because we're all playing the same stuff?"

The changes, says Stevens, have occurred gradually over the "past six to eight months" and are now beginning to show up on playlists. More importantly, he believes that PDs who take the chances have a better shot at seeing higher ratings.

"The exciting thing about what's going on now is the PDs who find those fresh new records and blaze some of those trails are going to see some significant ratings increases. Listeners are going to check you out and stay with you. [This format] gets to a fork in the road [musically] every few years. But to me that's when it gets very exciting because it means there's a huge opportunity. People are looking for something new and you have the opportunity to take the lead."

R&R

LAUNCHING PAD

Alternative Romancing 'Your Woman'

The electronica dam is about to burst wide open at Alternative. The latest artist to benefit from the newfound attention on the genre: **EMI's White Town** with "Your Woman," from the album "Women In Technology." Early believers reporting the track two weeks ago included **KROQ/Los Angeles, KITS/San Francisco, WFNX/Boston, KOME/San Jose, and WBRU/Providence.** Last week notable stations such

uct in the last quarter or so, but I think a lot of it has to do with fragmentation. That's why records like this can be important because they're something the Active Rock and Rock stations won't play."

The genre's newfound status as media darling is a big plus for stations with a long history of supporting the music. Observes Schiavelli. "We've always included elements of the music in what we do. It's not a big thing for us to play

gle "Just Another Day" has found fans at Alternative outlets such as **KCXX/Riverside** and **KTCL/Denver** and Active Rockers **WXRA/Greensboro** and **KLBJ/Austin.**

Influenced musically by their Guatemalan mother and Mexican-American father, siblings **A.J., Alejandro** and **Omar** started playing in high school as the **Vallejo Brothers** in their hometown of Birmingham. The group — which received early support from local Alternative **WRAX** — cut its teeth on the southern club circuit before moving to Austin a couple of years ago to refine its Latino blend of alterna-funk and straight-up rock.

KLBJ OM Jeff Carrol says the group has what it takes to appeal to audiences across the country. "I love the band. Their music is fresh and exciting. They are part of a new breed of musicians in the market who are creating their own kind of sound that's a step away from the rhythm and blues that was a part of the Austin scene for so long. It's like the baton has been passed to Vallejo, the **Ugly Americans**, and **Ian Moore**, who are taking it to a new generation of listeners."

Commenting on the single, Carrol adds, "It has an energetic, fresh sound that has a pure rock base but enough uniqueness to stand out."

To capitalize on the inroads the band has made on the West Coast, the label has the band doing a residency tour in late January/early February in California. After that it's off to a convention and some select radio shows.



Vallejo

as **WKQX/Chicago, KDGE/Dallas, and WNNX/Atlanta** showed their support by adding the record. Others are expected to join the party.

The driving force behind **White Town** is 30-year-old singer/songwriter/producer/musician **Jyoti Mishra**, who received a big boost in the UK when **BBC Radio One FM** personality **Mark Radcliffe** played the single and raved about it on the air. What followed was a deal with **Chrysalis UK** and a No. 1 single on the charts out of the box on January 19 — only the fourth single to accomplish such a feat.

Not surprisingly, most Alternative PDs say listeners are telling them the music works because it's fresh and sounds different. While that's to be expected at most heritage stations that have a history with the genre, what's interesting is that several rock-leaning Alternatives now are beginning to give the music a good shot.

Says **KOME PD/MD Jay Taylor**, who notes "Your Woman" got immediate phones after a few plays and was number-two phones two weeks ago. "The music is compatible with what we're doing. We don't play too much, but it's important to have a couple of the songs on the air in order to strike a balance and make sure the station has the right texture. I mean, how many grunge records can you play in a row?"

WBRU PD Tim Schiavelli agrees. "My first reaction was similar to when I heard ['Standing Outside A Broken Phone Booth With Money In My Hand' by] the **Primitive Radio Gods**. 'Your Woman' has a very hypnotic beat that could be a smash. We felt we should start finding out now rather than later. We made it 'Screamer Of The Week' and it's already a top phone record."

Alternative PDs also see the records as vital in competing against rivals. Taylor says. "Some Alternative stations don't have the ratings they used to. Maybe it was the lack of strong prod-

Moby or **White Town**. We haven't been playing as much over the last few years, mostly because there wasn't much out there and it wasn't a big priority at the labels."

That's all changed. Breaking electronica has become a top priority at most major labels, with many promo heads turning on a dime to set up and work the records.

Comments **EMI Sr. VP/Promotion**

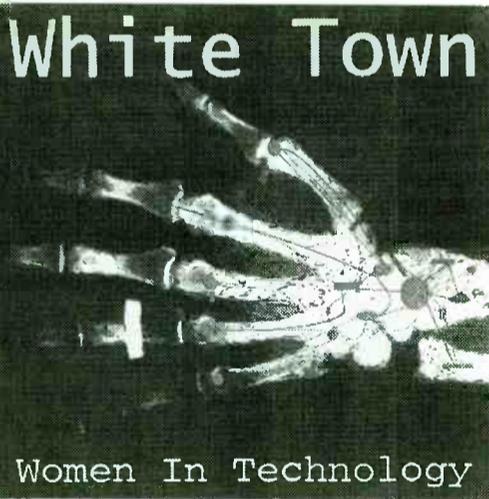
Peter Napoliello, "I had the record played for me in December and we all agreed that it was a great song and was a great prospect to cross very quickly. **KROQ** certainly proved that when they played it and the phones exploded."

Many radio and record execs are encouraged about the music's prospects because of how the songs are surfacing. "This record, like a few others, happened very organically — through word of mouth in the radio community. That's exactly the way we love to see things happen."

Napoliello also likes his chances of crossing "Your Woman" to pop. "It's not unhealthy to go to **CHR** quickly with a song like this. It doesn't have screaming vocals or loud guitars. It has the very real possibility to be a pop smash. It has to build somewhere, and Alternative is the obvious place, but the initial audience reaction indicates we can go to **CHR** sooner rather than later."

TVT Betting On Latino Siblings Vallejo

Are listeners about to get a taste of some alterna-rock with a little Latino flavor? **TVT** certainly hopes that's the case with the group **Vallejo**, whose sin-



White Town

Says **TVT Director/National Promotion John Perrone**, "We have a nice little story building in Los Angeles and Santa Barbara. The priority is to build on that vibe. The song has elements of what Alternative and Active Rock play, like the rappy sound in records like **Cake** and **Fun Lovin' Criminals**.

"Also, there's never been a Latino band that has entered the Alternative scene. We think there's a hole for it."

Originally signed to Chicago indie **IMI Records** — which released the album last year — **TVT** inked the band in December and re-released the album on January 28.

MUSIC NEWS & VIEWS

Crows Fans Take To Net

The **Counting Crows** and **Ticketmaster** have teamed to sell a limited number of advance tickets to the band's upcoming shows in Kansas City, Seattle, Los Angeles, and Denver via the ticket vendor's Web site (www.ticketmaster.com).

More dates are expected to be announced in the near future. The seats will be offered prior to any public sale.

In other tour news, **John Mellencamp** kicks off his first-ever U.S. theater tour on March 10 in Detroit. It's the singer/songwriter's first major tour since '94 and will include dates in most major markets. He will be accompanied by a seven-piece band. Opening for Mellencamp will be fellow Hoosiers the **Why Store** ... Look for another major tour announcement regarding **Kiss**, last year's top grossing live act ... It's official: **Neil Young** has boarded the **H.O.R.D.E. Festival**. The Godfather of Grunge will headline the sixth edition of the show, which will run from early July through Labor Day.

The **Monkees** are said to be eyeing the launch of their tour in late July-September. Meanwhile, the group's half-hour TV special — loosely based on their '60s sitcom — will be televised on February 17 ... The **Presidents Of The United States Of**

America begin their U.S. tour on February 22 in Austin ... The **Fun Lovin' Criminals** scored the opening slot for platinum-plus, alterna-rock act **Live** for several major-market dates, beginning on February 18 in Philadelphia ... Lastly, nothing's official, but word has it that **Fleetwood Mac** — **Stevie Nicks**, **Christine McVie**, **Lindsey Buckingham**, and co-founders **Mick Fleetwood** and **John McVie** — have been testing the waters for a possible reunion tour and a new album. Stay tuned.

Rundgren Bows Online

Staying true to his vision, longtime Internet/multimedia impresario **Todd Rundgren** is offering public subscriptions to his new online entertainment company

PatroNet. The company will allow fans access to completed material and works-in-progress ... In other recording news, the **Smashing Pumpkins's** **Billy Corgan** will twirl the knobs on a few tracks for former **Cars** driver **Ric Ocasek's** new solo album ... Former **Creedence Clearwater Revival** leader **John Fogerty** is thisclose to completing work on his new album, tentatively slated for a late spring/early fall release ... **Toad The Wet Sprocket** is finishing its fifth album, "Coil," in Santa Barbara ... **King Britt** (aka **Syilk 130**) is nearly done working on his debut solo album, "When The Funk Hits The Fan," slated to hit retail in late spring. Britt also just finished producing a jazz-funk-sour remix of **Paula Cole's** Adult Alternative hit "Where Have All The Cowboys Gone."

Bits 'N' Pieces: **Beck**, **No Doubt**, and the **Smashing Pumpkins** are being tipped as performers for this year's Grammys ... **Karl Wallenburg's** **World Party** has signed with **Enclave**. Look for a new album in June ... **Capricorn** has inked deals with **Box Set** and **Acoustic Junction** (who will change its name to **Fool's Progress**) ... Platinum-plus alterna-rockers **Everclear** have a new member, guitarist **Steven Birch** ... **Sepultura's** lead singer **Max Cavalera** and the band have parted ways.



Counting Crows



John Mellencamp



Neil Young



Todd Rundgren

Sports Scores Big In The Bay Area

□ KNBR/San Francisco VP/GM Salvadore discusses keys to the format's sales success

By Anthony Acampora

Susquehanna Radio Sports/Talk outlet KNBR-AM/San Francisco is one powerful station. Besides its 50,000-watt signal — which can be heard in Southern California at night — the station remains one of the Bay Area's top-rated outlets with the majority of its programming focusing on sports.



Tony Salvadore

KNBR continues to succeed in a market with two other notable 50,000-watt AM powerhouses: ABC Talk outlet KGO-AM and CBS all-News KCBS-AM. Last year, KNBR was the market's second-highest

Fox-TV commentator John Madden at 8:05am, and this season during football we had the [49ers quarterback] Steve Young show."

KNBR also aired shows with Oakland Raiders quarterback Jeff Hostetler and former Raiders coach Mike White. Salvadore adds, "During baseball season, we've had the [former major league player and Giants commentator] Mike Krukow show over the last two years."

Selling Points

On the sales side, Salvadore says, "KNBR is a 35-54 male-oriented radio station. We do fairly well 25-34, but if you really pinpoint, it's 35-54. We're dominant. We're No. 1 or No.



KNBR has a tremendous ability to bring huge amounts of people in. It's a universal like. It goes across all barriers, across all boundaries. It's the toy store of life. It's a fabulous format to sell.



2 in every daypart across the board. That's the value to our advertisers; that's where we're right in their wheelhouse. And we have Rush — who delivers a fairly significant



number of women as well — so overall we do well in adults. The key behind a station like KNBR is to be dominant in your primary demo."

Salvadore discusses the increased use of sponsor-specific segments and features. "The rights fees have become extraordinarily high. The game of baseball, football, or basketball is still the same game. But the rights fees for the privilege of carrying these games have gone up considerably. I think the costs of these rights fees have increased pretty dramatically over the last 10 years. It may have been low 10 years before that, but the owners and operators have certainly caught up.

"Broadcasters have been faced with a dilemma. For those of us who want and need, from a strategic standpoint, to be associated with major sports, there's a going rate. And the ability to get your money returned [on your investment] has led broadcasters to invent [the sponsored segments]."

Salvadore explains how the sponsorship of play-by-play has changed

Continued on Page 32

GUEST PERSPECTIVE

Let Listeners Own The Agenda

By Mike Young

At your local insurance company, three co-workers are standing around the water cooler, pondering whether the House Republicans can maintain enough votes to keep Newt Gingrich as House Speaker.

At O'Freel's Pub, three 20-something yuppies are downing cocktails; the focal point of debate is the new coalition government in Bosnia, spearheaded by President Slobodan Milosevic.

Universal Topics

On my former talk show at WILM-AM/Wilmington and my current morning show at WAFL-FM/Dover, DE, listeners have always owned the agen-

It's really a rudimentary, simplistic, yet typically overlooked concept: Talk about what your listeners care about, not what you care about.

And, listening in on a private phone conversation, you hear a young woman query her friend on the latest witness to testify at the congressional Whitewater hearings.

Chances are, these scenarios will never take place.

But for some unfathomable, inexplicable reason, radio talkers and programmers assume these topics are central to the agendas of Talk audiences. Even worse, Talk stations are staking multi-million-dollar investments — and their very survival — on this flawed premise. Sadly, egocentric programming philosophies are the norm, and talkers devote most of their time discussing subjects which only they, not their listeners, care about.

It's really a rudimentary, simplistic, yet typically overlooked concept: Talk about what your listeners care about, not what you care about (assuming you care about Bosnia, Whitewater, and Newt Gingrich).

da. They piped up when a recent survey showed that married men and women are more sexually active than singles.

Why? Because sex applies to people of both genders, all races, all age groups, and all political persuasions; it's a universal topic. And because married people and singles — comprising the entire universe of listeners — can all relate to the survey.

When somebody left a bag of stale popcorn open in our station's break room, my partner and I talked about annoying co-worker habits — and the phones rang off the hook. Again, it's a topic all working people can relate to — and (hopefully) working people comprise 90% of your target demo.

When a recent story detailed how a customer found a used condom in his Chinese take-out food, our listeners called in to describe the most revolting items they discovered in their food. It was com-

Continued on Page 32



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Sports Scores Big In The Bay Area

Continued from Page 31

over the years. "It used to be a simple business many years ago. Generally there was beer, the oil company ... there were four sponsors, and they got all the time. Then you had one sponsor do a pre-game and one do a post-game. For example, in baseball, your total advertiser count might have been six or seven. Now it's enormous because there are so many things that are sold and so many packages that are put together."

'Baseball Needs Radio'

How does the increasing number of baseball games available on TV affect radio? "One of the best buys in radio is Major League Baseball because it is a radio sport; it's not a television sport. I think baseball has been overexposed on television, and I think quite frankly it's hurt the game — especially as it's compared against basketball and football.

"While basketball and football are terrific games to attend live, you can get the drama and feeling from them on television. They translate very well to television. Baseball does not. There is plenty of non-action in



There are a ton of choices in every market. And when a station devotes itself to this particular avenue of sports, there really is not much of a question in an advertiser's mind as to who it's going to reach.



baseball, and they interrupt it with bursts of incredible action and energy. I think you get much more from baseball either live or certainly on the radio.

"Baseball, in particular, needs radio. It's a promotion arm for them. It's the principle medium, even



though they probably generate more money out of television. With baseball, every single game, every single pitch, every single out — not just 50 games a year — is on radio. And it's very important to baseball."

Owning The Image

While KNBR is the Bay Area's sports leader, it's not the home to the most successful sports franchise in Northern California — the NFL San Francisco 49ers. Even though KGO owns the 49ers' broadcast rights, "We cover the 49ers 200% better than KGO does ... We have the time to do that," says Salvadore. "KGO's a News/Talk operation that happens to carry the 49ers. They did the [former 49ers coach] George Seifert show in morning drive, and then they'd do a pre-game and post-game and some feature one time during the week.

"During football season from noon until 5am, KNBR's talking about the 49ers, Raiders, and whatever. No one covers the 49ers like KNBR. So, basically we own them. Even though KGO is the rights holder, people tune to us to find out their information on the 49ers. In the

minds of the Bay Area sports fans, we want to own the 49ers image.

"You cannot run around calling yourself 'The Sports Leader' and ignore a team you don't happen to have the rights for. In fact, I think you go the opposite way. When the Bay Area thinks about the 49ers, I want them to think about KNBR. When they think about the A's [baseball's Oakland Athletics], I want them to think about KNBR. We're the Giants rights holder, and we spend most of our time promoting the Giants. But we've got a live reporter at the A's games. We cover the entire gamut of sports in this market whether we have the broadcast rights or not."

Can a Sports station survive without a team's play-by-play rights? "It's more difficult. I think you can — but you should not do it without a baseball franchise. Baseball is the magnet for radio, and vice versa. I think you could run a successful Sports station with just a baseball franchise and nothing else. We're very fortunate here to have two MLB teams, two NFL teams, and an NBA team — and KNBR has the premier baseball franchise and the only NBA franchise. We feel pretty lucky about that, and we use it as a springboard for a lot of the other things we do."

'Valuable To Advertisers'

Salvadore expounds on what makes the Sports format lucrative to advertisers: "It's so specifically tar-

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@rronline.com.

Let Listeners Own The Agenda

Continued from Page 31

elling, dynamic, amusing, disgusting, thought-provoking, and exciting theater-of-the-mind Talk radio. And almost everybody (it seems) has found something gross in his or her food!

Models Of Talk

Perhaps the models of Talk radio excellence should be **Jay & Hillary**, formerly on **WKXW/Trenton, NJ**. Jay & Hillary could keep you glued to your radio, ruminating the dumbest comments you'd ever heard on their show "The Hour Of Duhhh."

And if somebody sticks a gun to your head and forces you to hit a "newsy" topic, why not approach the subject as an entertainer — like talker **Lionel** from **WABC/New York**? In a recent bit about Ebonics, Lionel did a hysterical impersonation of an

Ebonics professor speaking "Black English."

I guess what's most mind-boggling are the programmers and talkers who lament the dearth of 25-34 demos — then present topics which those younger demos don't give a flying you-know-what about.

Mike Young is News Director at **WAFL-FM/Dover, DE**, where he also serves as morning co-host. In addition, he works parttime at **WDEL-AM & WSTW-FM/Wilmington**. He can be reached at (302) 422-7575.



geted. There's no question in the advertisers' minds what they're getting. Radio is an extremely competitive business. There are a ton of choices in every single market. And when a station devotes itself to this particular avenue of sports, there really is not much of a question in an advertiser's mind as to who it's going to reach and who it wants to reach.

"Men are reached on Rock stations... but the listeners come and go. We have a tremendously loyal audience and we are the source for sports, so people know exactly who we are — and that's why we're so valuable to advertisers."

Salvadore is a 29-year industry vet who has spent most of his career with music formats. Regarding

KNBR, he stresses, "When we put an advertiser on the air, and they buy an adequate, significant schedule, it works. Our listeners respond to our advertisers.

You cannot run around calling yourself 'The Sports Leader' and ignore a team you don't have the rights for.

"Music styles change. [Susquehanna] runs KFOG, which is a successful Adult Alternative station, but it's music-based. No matter how much people love it, there are a couple of songs an hour people don't like. KNBR has a tremendous ability to bring huge amounts of people in. It's a universal like. It goes across all barriers, across all boundaries. It's the toy store of life. It's a fabulous format to sell."

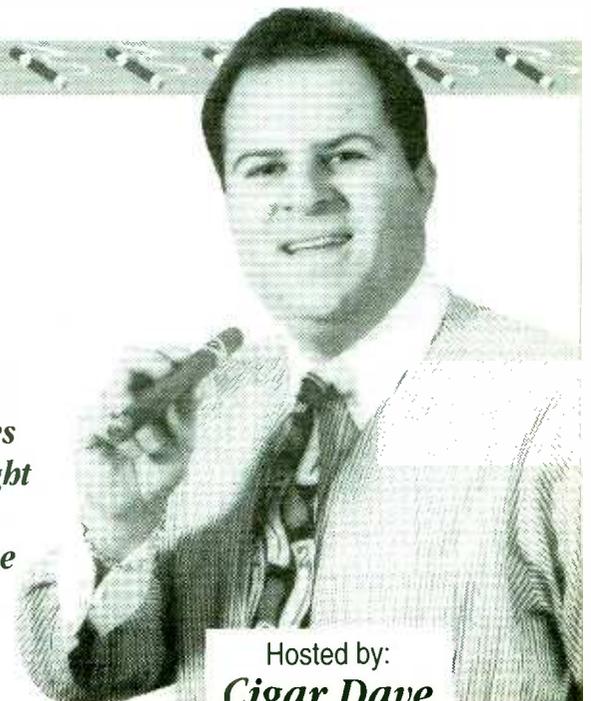
Anthony Acampora is R&R's Asst. Chart Director.

*Cigars on the air?
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It's the hottest, hippest show to hit the air. Led by the "Cigar General," SMOKE THIS! celebrates the cigar resurgence in a lively, fast paced, downright entertaining format. It's your chance to generate big nontraditional revenues at the high rates you've only dreamed about on the weekends. In other words, it's smokin'!

For market availability call Victoria Miller at (813) 579-3323. Satcom C-5, Transponder 23, SEDAT Channel 49



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



Seminar Registration

INFORMATION

FAX BACK THIS FORM TO (310)203-8450 OR MAIL TO:

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

Please print carefully or type in the form below. Full payment must accompany registration form. Please include separate forms for each registration. Photocopies are acceptable.

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



Don Parker - KKFR: Great phones from all demos! Male and female! This song has lots of Pop potential!

Mark Feather - KJMN: Top 5 phones since day one. Positively impacting both anglo and ethnic audiences. Mainstream familiar hook sets it apart!

THINGS'LL NEVER CHANGE

- **Added to Active Rotation on **
- **Mass-appeal / Familiar sample from #1 Pop record "The Way It Is"**
- **E-40 album Tha Hall Of Game debuted on Billboard's Pop Album chart at #13!**
- **"Things'll Never Change" SoundScan Single Sales: 44-27**
- **Top 5 requests: KKFR, KJMN, KIKI & WWKX!**





TONY NOVIA

CONTEMPORARY HIT RADIO

Two Hot Products To Increase Ratings & Revenues

Spotlight on Media Marketing Technologies' MapMaker and RadioPhone

With ever-increasing pressure to increase cash flow, radio stations are always searching for alternate revenue streams. It's also a bonus when the additional revenue generators can complement and enhance programming, ratings, and the overall operation of a radio station or station group.

One company providing two cutting-edge products for radio is **Media Marketing Technologies (M-Tech)**. M-Tech, a division of **Arbitron** owned by the **Ceridian Company**, was launched in 1994. M-Tech is Arbitron's "new products lab," a software and database company specializing in radio products. In 1996 M-Tech merged with **The Media Gallery**, a company created and headed by **Ruth Presslaff**, now the President of M-Tech.

Recently CHR Assistant Editor **Paul Colbert** and I spent some time with Presslaff as she demonstrated two of M-Tech's hottest products. The first is **MapMaker**, an easy-to-use, PC-based mapping tool designed with radio sales in mind, but also providing valuable programming and marketing benefits.

Information is knowledge and **MapMaker** provides your radio station with a secret weapon that lets your sales department superserve your clients. It will also identify the most effective locations for your promotions, remotes, and billboards.

How MapMaker Works

Don't let the following confuse you. **MapMaker** (see example at right) simplifies by creating a picture that shows the station's advertiser and

trade area. **MapMaker** then shows what otherwise could be a very confusing database of Arbitron's respondent level data, **Claritas PRIZM** data, U.S. Census Bureau data, United States Geological Survey (USGS), Geographical Names Information System (GNIS) Populated Places data, Geographical Data Technology (GDT) Zip+4 data, **Data-base America** retail locations data, and **Qualzip** ZIP code data. **MapMaker** combines all of these enormous and powerful resources into easy-to-read, pretty pictures.

Using Arbitron respondent level data through **MapMaker**, you can develop a customized map of where your radio station's listeners live in comparison to any client's trade area. Using the powerful database, **MapMaker** provides the client with simple overlay maps, an age/sex pyramid — including age and demographic breakouts — general station information, and statistics for the predominant characteristics of the trade area surrounding the client.

The maps are printed in bright colors that cut through the clutter. You can provide clients with easy-to-read usable information that highlights your station's strengths. You can also include your AE's name, with phone and fax numbers.



Ruth Presslaff

The **Hot Zip** feature of **MapMaker** is a very exciting multipurpose feature. With the touch of a button the user can print their station's **Hot Zip** codes on a colored map. This feature allows the station to fine-tune and target station promotions and billboard placement. If your station uses direct mail, **Hot Zip** can identify the most effective locations to target. With the cost of promotions and direct mail today, maximizing your budgets and ratings is key. What programmer or account executive wouldn't appreciate taking some of the guessing out of the level of success a sales promotion will have in a selected ZIP?

Off-Air Revenue Sources

RadioPhone is M-Tech's other product already in use at radio stations in New York, Los Angeles, Chicago, San Francisco, Orlando and many other cities across the U.S. Companies such as **CBS Radio**, **NewCity Communications**, **Evergreen Media**, **Gannett**, and **Bonneville Broadcasting** have already installed **RadioPhone**. If you would like to hear **RadioPhone** in action call **WTMX/Chicago** at (312) 946-9869 or **WKQX (Q101)/Chicago** at (312) 245-9800.

RadioPhone is an interactive phone system designed specifically with radio stations in mind. Its mission is to help generate new revenue, create and communicate with a database of known listeners, reduce on-air clutter, and build a more personal relationship with listeners.

We've all had good and bad experiences with interactive phone systems. The good news with **RadioPhone** is that it can be custom designed for your radio stations' needs as well as the needs of your clients, listeners and potential customers.

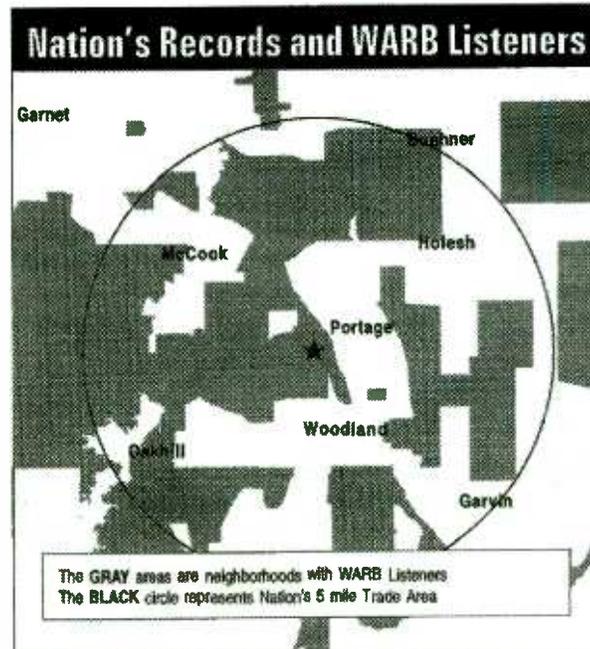
If a listener calls looking for general information — music or concerts, contests or promotions, addresses, etc. — they can get it straight through **RadioPhone**. If, however, they'd like to talk to a real live human being, **RadioPhone** can easily transfer the person the front desk or air personality.

Some of **RadioPhone's** unique sales and marketing features (see sidebar) include a music hook feature. Record companies scream, "When You Play It, Say It!" but most radio stations don't identify the majority of their music. Using **RadioPhone's** **Hooks!** feature, listeners can punch in the hour of the day they were listening and hear short hooks from every song played that hour. When their song plays, they hit a button and the song title, artist, and CD title are identified — brought to them by your client of course!

Another desirable feature given Arbitron methodology is a ZIP code identifier. With **ZIP Code I.D.**, your station can provide information to callers based on where they live, direct them to a client in their neighborhood, or alert them to a station promotion coming their way. When listeners call in, they're simply asked to punch in their ZIP code. If you've programmed a message for that ZIP code area, it will play.

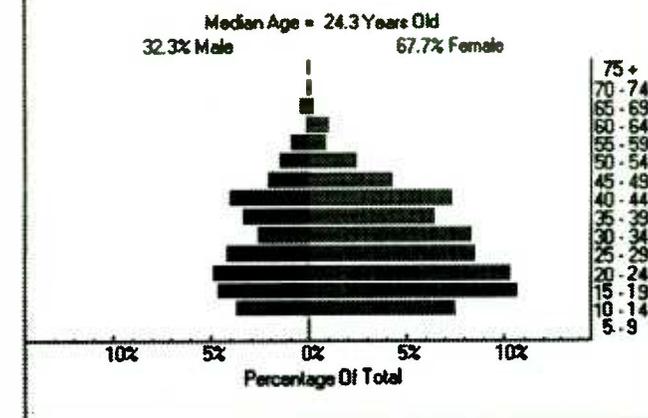
MapMaker Makes Its Case

MapMaker generates easy-to-use, one-page reports designed with radio sales in mind, but also provides valuable programming and marketing benefits. Here are some of features you'll find in one of these **MapMaker** reports:



This map shows where your radio station's listeners are in relation to a potential client's primary trade area.

WARB Radio Audience Composition



This **MapMaker** histogram graphically depicts your station's specific audience demographics.

RadioPhone Revenue Opportunities

This feature helps you increase your share of the business, justify a higher rate, generate new revenue from **RadioPhone** inventory, and close the deal. There are four different types of **RadioPhone** advertisements:

- **Basic** — The sponsor's message is played for the caller.
- **Active** — The sponsor's message is played, then the caller is asked to leave a message for the sponsor.
- **Transfer** — The sponsor's message is followed by the choice of transferring the call directly to the sponsor's switchboard.
- **Fax** — Automatically generates a fax including client information (seminars, directions, specs)

Programming Benefits

- The **RadioPhone** has 99 information lines. Popular lines include jokes, concerts, club info, movie reviews, sports scores, and local events. This reduces on-air clutter.
- Listeners can talk back and leave messages for their favorite personality, the PD, or to comment on new music.
- You can collect names, addresses, and phone numbers for your database. You can also conduct off-air contesting such as a secret song contest just for **RadioPhone** users.
- Callers hear information courtesy of your station while your call letters, positioning statement, and sponsors' names are reinforced in their minds. With thousands of calls a month, that translates into thousands of impressions on loyal listeners and callers.
- Exclusive ability to track listeners through the system.
- Collects database information by capturing callers' phone numbers for hassle-free database collection.

Looking for caller 103 to win that contest? Instead of wasting an air talent's time, **RadioPhone's** **Contest Module** counts the number of calls to a specific information line and forwards a winner to either a mailbox or phone number.

RadioPhone also has a survey module that can be set up with any kind of questionnaire. Do you want to know who's calling you or gather opinions on what prizes you should give away? How about an exclusive morning show listener poll? Of course, this information can be passed along to the sales department to help increase revenues and identify listeners using your client's products.

Other **RadioPhone** features include **Fax On Demand**, where information can be followed by a fax message. For example, if you have a restaurant advertiser, a caller can request a menu through your system. **Broadcast Fax**. **RadioPhone** has the ability to send out a personalized fax to your station database announcing contests or promotions. **Library Of Faxes** gives your callers a choice of faxes. (Directions to a remote, coupons, playlist customized with your stations logo, etc.).

For stations that don't have the manpower or just don't want to deal with daily updating, M-Tech can set up a feature called **Automatic Information**. Using this, national news, horoscopes, soap opera updates, financial reports, sports scores and schedules, movie reviews, entertainment reports, and video reviews can be automatically downloaded and updated on a daily or even hourly basis.

Perhaps the nicest **RadioPhone** feature is that it's easy and fun to use. In the era of computer programming and the Internet, your listeners simply pick up their touch-tone phone and follow instructions. It's also user-friendly. With a click of a mouse, punch of a phone key, and the proper security codes, **RadioPhone** can be programmed from anywhere, anytime by you or your client.

For demos and pricing on either or both of these systems contact **Media Marketing Technologies (M-Tech)**, 21250 Hawthorne Boulevard, Suite 550, Torrance, CA 90503. **Ruth Presslaff** can be reached at (310) 792-6060, fax (310) 792-6077.

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



CALLOUT AMERICA®

EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES FEBRUARY 7, 1997

CALLOUT AMERICA® song selection is based on the top titles from the R&R CHR/Pop chart for the airplay week of January 13-19.

CHR/POP

TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)

ARTIST TITLE LABEL(S)	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL% FAMILIARITY	TOTAL% BURN
	TW	LW	2W	3W		
NO DOUBT Don't Speak (<i>Trauma/Interscope</i>)	4.19	4.07	4.08	4.14	93.5%	21.0%
JEWEL You Were Meant For Me (<i>Atlantic</i>)	4.06	3.97	3.89	3.86	66.3%	7.5%
CARDIGANS Lovefool (<i>Mercury</i>)	4.01	3.91	3.87	3.82	79.0%	18.3%
ALANIS MORISSETTE Head Over Feet (<i>Maverick/Reprise</i>)	3.97	3.93	3.90	3.80	93.8%	36.0%
EN VOGUE Don't Let Go (Love) (<i>EastWest/EEG</i>)	3.94	3.77	3.97	3.84	80.0%	20.5%
KEITH SWEAT Nobody (<i>Elektra/EEG</i>)	3.92	3.80	3.79	3.90	56.8%	13.5%
TONI BRAXTON Un-break My Heart (<i>LaFace/Arista</i>)	3.91	3.73	3.85	3.87	95.5%	27.5%
BLACKSTREET No Diggity (<i>Interscope</i>)	3.88	3.76	3.80	3.87	68.0%	16.0%
BABYFACE Every Time I Close My Eyes (<i>Epic</i>)	3.84	3.71	—	—	36.5%	5.5%
GREASE MEGAMIX Grease Megamix (<i>Polydor/A&M</i>)	3.77	3.61	3.69	3.68	87.8%	22.8%
CRANBERRIES When You're Gone (<i>Island</i>)	3.75	3.53	3.54	3.47	47.8%	9.8%
R. KELLY I Believe I Can Fly (<i>Jive</i>)	3.74	3.67	3.74	3.76	64.3%	18.0%
NEW EDITION I'm Still In Love With You (<i>MCA</i>)	3.71	3.56	3.65	3.75	56.5%	15.0%
CELINE DION It's All Coming Back To Me Now (<i>550 Music</i>)	3.70	3.57	3.73	3.85	93.0%	38.5%
SPICE GIRLS Wannabe (<i>Virgin</i>)	3.69	3.61	—	—	62.3%	13.8%
COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	3.60	3.58	3.68	3.52	58.3%	12.5%
SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	3.57	—	—	—	53.5%	13.0%
SHERYL CROW If It Makes You Happy (<i>A&M</i>)	3.54	3.41	3.54	3.44	89.3%	37.5%
MERRIL BAINBRIDGE Mouth (<i>Universal</i>)	3.52	3.52	3.57	3.61	83.5%	30.5%
JOHN MELLENCAMP Just Another Day (<i>Mercury</i>)	3.46	3.30	3.18	—	28.5%	6.8%
JOURNEY When You Love A Woman (<i>Columbia</i>)	3.41	3.10	3.29	3.36	61.5%	19.0%
MADONNA Don't Cry For Me Argentina (<i>Warner Bros.</i>)	3.37	3.32	—	—	91.3%	26.8%
GINA G Ooh Aah...Just A Little Bit (<i>Eternal/WB</i>)	3.35	3.24	3.24	3.36	54.5%	16.8%
RED HOT CHILI PEPPERS Love Rollercoaster (<i>Geffen</i>)	3.33	3.33	3.34	3.16	60.0%	20.0%
DUNCAN SHEIK Barely Breathing (<i>Atlantic</i>)	3.31	3.43	—	—	31.5%	8.5%
HOOTIE & THE BLOWFISH I Go Blind (<i>Reprise</i>)	3.28	3.28	3.37	3.19	71.5%	30.5%
AMBER This Is Your Night (<i>Tommy Boy</i>)	3.27	3.21	3.23	3.23	75.0%	29.0%
DONNA LEWIS Without Love (<i>Atlantic</i>)	3.17	2.99	3.15	3.19	40.3%	12.5%

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 ANTHONY ACAMPORA

Jewel shatters the myth of the sophomore jinx as "You Were Meant For Me" (*Atlantic*), the follow-up to "Who Will Save Your Soul," moves 3.97-4.06 and into second place in total favorability this week. "You" scores 4.21 among women 12-17 (third), a second-place 4.07 with women 18-24, and 3.83 among women 25-34 (fifth).

The **Cardigans'** debut release, "Lovefool" (*Mercury*), advances 3.91-4.01 in total favorability — good for third overall. "Lovefool" ranks second in the 12-17 demo (4.23) and third with 18-24s (3.99).

"Nobody" by **Keith Sweat** (*Elektra/EEG*) is another multiformat success. "Nobody" moves up to a 3.92 in total favorability (sixth). The track registers a 4.10 with 12-17s, chalks up a 3.74 among 18-24s (eighth), and gets a 3.67 from 25-34s. Regionally, the song's greatest success comes from the West, where it's first with a 4.16.

The third single from the **Cranberries'** "To The Faithful Departed" album, "When You're Gone" (*Island*), moves 3.53-3.75 in total favorability. "When" is posting solid scores across all demos, checking in at a 3.71 12-17, a 3.82 18-24 (good for seventh), and a 3.73 25-34.

"Everyday Is A Winding Road" by **Sheryl Crow** (*A&M*) debuts on **Callout America** with a 3.57 total favorability score. "Everyday" opens with considerable strength among women 25-34, where its 3.77 is good for an eighth-place tie.

"Just Another Day" by **John Mellencamp** (*Mercury*) is posting strong favorability scores in the 25-34 demo, where it's fourth with a 3.92.

Cranberries

"When
You're
Gone"

CALLOUT AMERICA OVERALL SCORE 3.75 (11th)

DEMO & REGIONAL STRENGTH

WOMEN 12-17 3.71	WOMEN 25-34 3.73
WOMEN 18-24 3.82 (#7)	MIDWEST REGION 4.13 (#2)

R&R POP
24 - 20

ALSO STRONG RESEARCH AT THESE STATIONS: KKRZ, WXKS, THE BUZZ, WZNY, KQKQ, WZPL, Q102, Z104, WIXX

If Tomorrow Never Comes

A smooth rendition
of the Garth Brooks classic.

The premiere single

from their

self-titled

*"The music glistens while the
debut album.
chest-pounding,*

soulful lead vocal soars

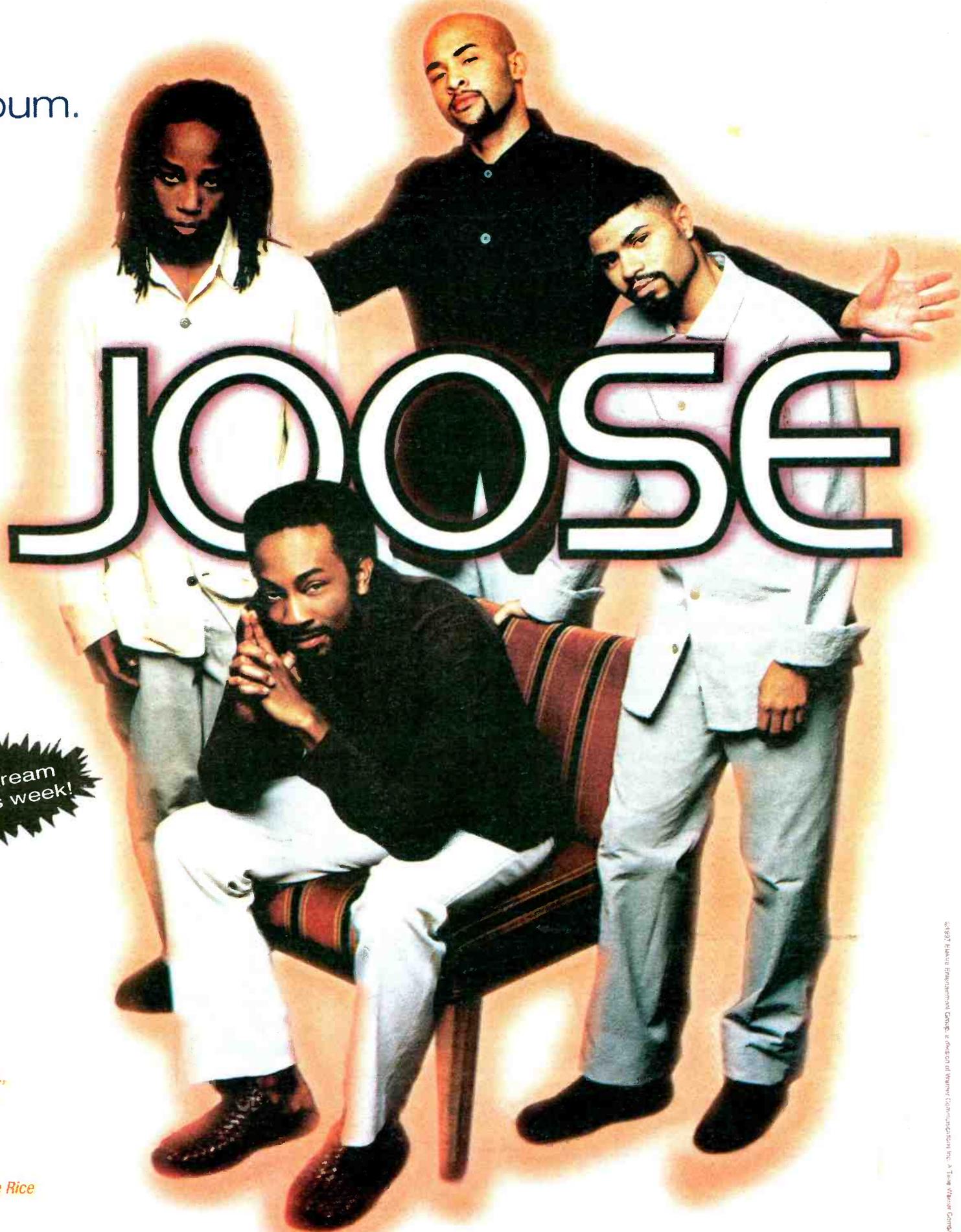
to satisfying, dramatic heights.

This single has

multi-format smash

written all over it."

--Billboard



Premiering at Mainstream
and Rhythm radio this week!

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FEBRUARY 7, 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>)	6502	6536	6584	6576	123/0
4	4	3	2	CARDIGANS Lovefool (<i>Mercury</i>)	6140	5704	5302	4667	125/0
2	2	2	3	TONI BRAXTON Un-break My Heart (<i>LaFace/Arista</i>)	5816	5799	5834	5838	119/0
3	3	4	4	EN VOGUE Don't Let Go (Love) (<i>EastWest/EEG</i>)	5441	5622	5781	5817	115/0
9	6	6	5	JEWEL You Were Meant For Me (<i>Atlantic</i>)	4715	4259	3906	3578	116/2
8	5	5	6	GINA G Ooh Aah...Just A Little Bit (<i>Eternal/WB</i>)	4417	4332	4306	4007	116/1
20	11	7	7	SPICE GIRLS Wannabe (<i>Virgin</i>)	4340	3660	3151	2264	117/1
23	13	9	8	MADONNA Don't Cry For Me Argentina (<i>Warner Bros.</i>)	4020	3479	2963	2213	120/1
11	10	8	9	R. KELLY I Believe I Can Fly (<i>Jive</i>)	3784	3488	3160	2727	113/1
10	12	11	10	COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	3490	3276	3080	2784	111/0
22	15	14	11	KEITH SWEAT Nobody (<i>Elektra/EEG</i>)	2997	2781	2579	2245	95/1
6	7	10	12	MERRIL BAINBRIDGE Mouth (<i>Universal</i>)	2909	3321	3830	4123	93/0
39	28	16	13	SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	2791	2232	1721	886	109/4
12	14	15	14	BLACKSTREET No Diggity (<i>Interscope</i>)	2695	2723	2792	2702	96/1
7	9	12	15	ALANIS MORISSETTE Head Over Feet (<i>Maverick/Reprise</i>)	2667	3114	3577	4033	91/0
5	8	13	16	SHERYL CROW If It Makes You Happy (<i>A&M</i>)	2431	3082	3757	4146	78/0
BREAKER			17	"AFKAP" The Holy River (<i>NPG/EMI</i>)	2214	1876	1497	452	101/1
BREAKER			18	DUNCAN SHEIK Barely Breathing (<i>Atlantic</i>)	2154	1905	1712	1520	90/3
15	18	18	19	AMBER This Is Your Night (<i>Tommy Boy</i>)	1982	2042	2300	2504	69/1
28	30	24	20	CRANBERRIES When You're Gone (<i>Island</i>)	1810	1786	1697	1650	85/3
16	16	19	21	NEW EDITION I'm Still In Love With You (<i>MCA</i>)	1791	2032	2426	2472	65/0
35	33	28	22	BABYFACE Every Time I Close My Eyes (<i>Epic</i>)	1790	1596	1437	1316	89/4
29	26	26	23	JOHN MELLENCAMP Just Another Day (<i>Mercury</i>)	1727	1756	1766	1567	72/0
13	19	22	24	KEITH SWEAT Twisted (<i>Elektra/EEG</i>)	1707	1870	2242	2571	65/1
27	24	25	25	HOOTIE & THE BLOWFISH I Go Blind (<i>Reprise</i>)	1698	1776	1913	1808	60/1
24	22	23	26	RED HOT CHILI PEPPERS Love Rollercoaster (<i>Geffen</i>)	1686	1798	1962	2058	78/0
17	17	17	27	DONNA LEWIS Without Love (<i>Atlantic</i>)	1578	2139	2422	2468	63/0
—	—	48	28	CELINE DION All By Myself (<i>550 Music</i>)	1463	591	188	120	104/13
—	47	35	29	NO MERCY Please Don't Go (<i>Arista</i>)	1414	953	635	134	83/8
36	37	33	30	BETTER THAN EZRA Desperately Wanting (<i>Swell/Elektra/EEG</i>)	1379	1233	1113	1092	81/3
19	23	29	31	JOURNEY When You Love A Woman (<i>Columbia</i>)	1331	1565	1939	2305	51/0
—	—	39	32	WALLFLOWERS One Headlight (<i>Interscope</i>)	1301	854	280	90	79/12
33	35	32	33	GINUWINE Pony (<i>550 Music</i>)	1138	1257	1279	1324	61/0
—	50	38	34	CRYSTAL WATERS Say...If You Feel Alright (<i>Mercury</i>)	1080	871	562	195	58/7
—	42	37	35	U2 Discotheque (<i>Island</i>)	1058	900	720	327	76/5
—	—	44	36	BLACKOUT ALLSTARS I Like It (<i>Columbia</i>)	1032	733	519	371	61/8
45	40	40	37	311 All Mixed Up (<i>Capricorn/Mercury</i>)	984	851	785	741	66/5
40	39	34	38	GARBAGE #1 Crush (<i>Capitol</i>)	937	982	975	870	64/1
—	45	42	39	LEAH ANDREONE It's Alright, It's OK (<i>RCA</i>)	928	769	646	428	63/9
31	32	30	40	WHITNEY HOUSTON I Believe In You And Me (<i>Arista</i>)	914	1313	1492	1505	50/0
32	36	36	41	GHOST TOWN DJ'S My Boo (<i>So So Def/Columbia</i>)	825	933	1205	1357	36/0
—	49	47	42	LUSCIOUS JACKSON Naked Eye (<i>Grand Royal/Capitol</i>)	805	676	605	470	65/7
21	27	31	43	GREASE MEGAMIX Grease Megamix (<i>Polydor/A&M</i>)	793	1281	1740	2258	37/0
DEBUT			44	SAVAGE GARDEN I Want You (<i>Columbia</i>)	779	301	130	12	53/33
—	—	49	45	AMANDA MARSHALL Fall From Grace (<i>Epic</i>)	737	588	411	168	52/5
43	43	45	46	AZ YET Last Night (<i>LaFace/Arista</i>)	685	686	701	807	26/0
34	38	43	47	DC TALK Just Between You And Me (<i>Virgin</i>)	620	740	986	1321	25/0
DEBUT			48	LE CLICK Tonight Is The Night (<i>Logic</i>)	618	562	453	389	28/1
26	34	41	49	SEAL Fly Like An Eagle (<i>Warner Sunset/Atlantic</i>)	571	842	1326	1943	24/0
DEBUT			50	MONICA For You I Will (<i>Warner Sunset/Atlantic</i>)	552	354	179	45	39/4

This chart reflects airplay from January 27-February 2. Songs ranked by total plays. Highlighted songs indicate Breaker.
126 CHR/Pop reporters. 125 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1997, R&R Inc.

BREAKERS

"AFKAP"		
The Holy River (<i>NPG/EMI</i>)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
2214/338	101/1	17

DUNCAN SHEIK		
Barely Breathing (<i>Atlantic</i>)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
2154/249	90/3	18

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
JON SECADA Too Late, Too Soon (<i>SBK/EMI</i>)	45
PAULA COLE Where Have All The Cowboys Gone (<i>Imago/WB</i>)	34
SAVAGE GARDEN I Want You (<i>Columbia</i>)	33
SHAWN COLVIN Sunny Came Home (<i>Columbia</i>)	29
COLLECTIVE SOUL Precious Declaration (<i>Atlantic</i>)	16
FUN FACTORY Oh Yeah Yeah (I Like It) (<i>Curb</i>)	14
CELINE DION All By Myself (<i>550 Music</i>)	13
KENNY G Havana (<i>Arista</i>)	13
BILLY MANN Killed By A Flower (<i>DV8/A&M</i>)	12
WALLFLOWERS One Headlight (<i>Interscope</i>)	12

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CELINE DION All By Myself (<i>550 Music</i>)	+872
SPICE GIRLS Wannabe (<i>Virgin</i>)	+680
SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	+559
MADONNA Don't Cry For Me Argentina (<i>Warner Bros.</i>)	+541
SAVAGE GARDEN I Want You (<i>Columbia</i>)	+478
NO MERCY Please Don't Go (<i>Arista</i>)	+461
JEWEL You Were Meant For Me (<i>Atlantic</i>)	+456
WALLFLOWERS One Headlight (<i>Interscope</i>)	+447
CARDIGANS Lovefool (<i>Mercury</i>)	+436
"AFKAP" The Holy River (<i>NPG/EMI</i>)	+338

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DONNA LEWIS I Love You Always Forever (<i>Atlantic</i>)	
NO MERCY Where Do You Go (<i>Arista</i>)	
CELINE DION It's All Coming Back To Me Now (<i>550 Music</i>)	
TONI BRAXTON You're Makin' Me High (<i>LaFace/Arista</i>)	
DISHWALLA Counting Blue Cars (<i>A&M</i>)	
NO DOUBT Spiderwebs (<i>Trauma/Interscope</i>)	
JOHN MELLENCAMP Key West Intermezzo... (<i>Mercury</i>)	
QUAD CITY DJ'S C'mon 'N Ride... (<i>Quadra Sound/Big Beat/Atlantic</i>)	
EVERYTHING BUT THE GIRL Missing (<i>Atlantic</i>)	
ALANIS MORISSETTE You Learn (<i>Maverick/Reprise</i>)	

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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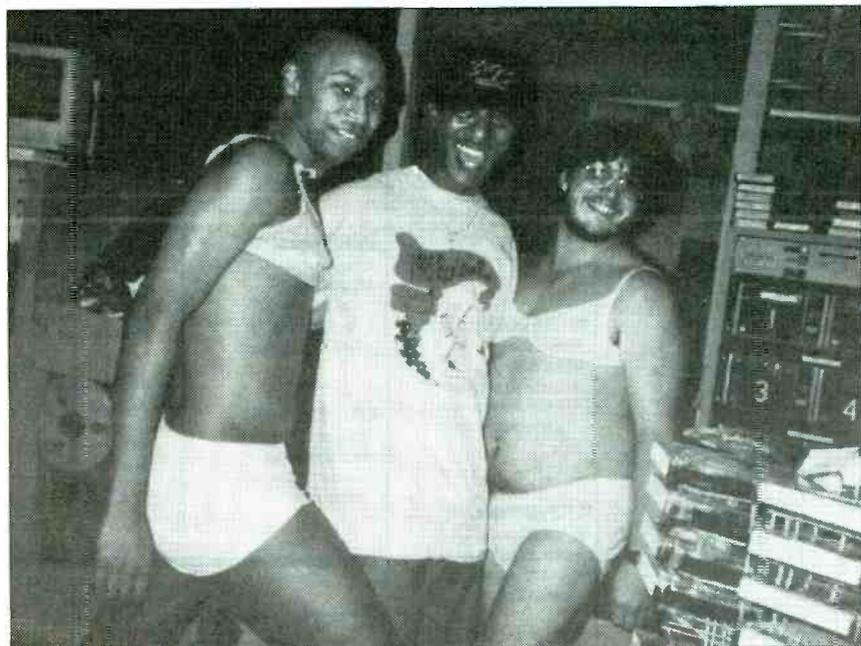
POP/ALTERNATIVE TOP 20

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
2	1	CARDIGANS Lovefool (Mercury) 8116 7608 194/3			
1	2	NO DOUBT Don't Speak (Trauma/Interscope) 7540 7739 168/0			
3	3	COUNTING CROWS A Long December (DGC/Geffen) 6140 5801 195/0			
4	4	JEWEL You Were Meant For Me (Atlantic) 4960 4385 133/5			
6	5	SHERYL CROW Everyday Is A Winding Road (A&M) 4516 3869 182/5			
5	6	U2 Rattle and Hum (Island) 4419 4256 172/5			
11	7	WALLFLOWERS One Headlight (Interscope) 3842 3205 166/14			
7	8	GARBAGE #1 Crush (Capitol) 3490 3854 148/1			
10	9	LIVE Lakini's Juice (Radioactive) 3337 3206 103/0			
12	10	311 All Mixed Up (Capricorn/Mercury) 3024 3101 140/5			
14	11	SMASHING PUMPKINS Thirty-Three (Virgin) 2960 2967 103/0			
13	12	BETTER THAN EZRA Desperately Wanting (Swell/Elektra/EEG) 2858 3029 145/3			
9	13	ALANIS MORISSETTE Head Over Feet (Maverick/Reprise) 2773 3306 100/0			
16	14	SILVERCHAIR Abuse Me (Epic) 2594 2449 96/3			
8	15	SHERYL CROW If It Makes You Happy (A&M) 2580 3311 88/0			
17	16	BUSH Greedy Fly (Trauma/Interscope) 2537 2348 92/1			
15	17	RED HOT CHILI PEPPERS Love Rollercoaster (Geffen) 2346 2846 114/0			
18	18	DAVE MATTHEWS BAND Crash Into Me (RCA) 2215 2183 97/4			
19	19	DEPECHE MODE Barrel Of A Gun (Reprise) 1948 2000 93/0			
-	20	NINE INCH NAILS The Perfect Drug (Nothing/Interscope) 1941 1812 95/0			

This chart reflects airplay from January 26-February 3. Songs ranked by total plays. 126 CHR/Pop reporters and 97 Alternative reporters combine from the custom chart function on R&R ONLINE. Alternative titles are manually extrapolated. For complete reporter lists refer to Pop and Alternative sections. © 1997, R&R Inc.



CHEESEHEADS, NO CRACKERS — WPXY (98PXY)/Rochester intern Rudy (sulking) lost a station Super Bowl bet, and had to allow local Green Bay Packers fans to spread Cheese Whiz all over his head.



BE AFRAID, BE VERY AFRAID — WGTZ/Dayton night personality Zannie Knightz (c) gave New Edition tickets to the listener who'd wear his wife's underwear and sing "I'm Still In Love With You."

NEW & ACTIVE

DON HENLEY Through Your Hands (Revolution)
Total Plays: 513, Total Stations: 32, Adds: 1

CRUSH Jellyhead (Robbins)
Total Plays: 448, Total Stations: 15, Adds: 0

LIVIN' JOY Don't Stop Movin' (MCA)
Total Plays: 416, Total Stations: 38, Adds: 7

AMBER Colour Of Love (Tommy Boy)
Total Plays: 373, Total Stations: 18, Adds: 2

BARENAKED LADIES The Old Apartment (Reprise)
Total Plays: 318, Total Stations: 26, Adds: 4

ASHLEY MACISAAC Sleepy Maggie (A&M)
Total Plays: 307, Total Stations: 33, Adds: 2

SABELLE One O'Clock (Work)
Total Plays: 296, Total Stations: 27, Adds: 5

PAULA COLE Where Have All The Cowboys Gone (Imago/WB)
Total Plays: 252, Total Stations: 50, Adds: 34

K5 Passion (Robbins)
Total Plays: 201, Total Stations: 10, Adds: 0

PHIL COLLINS It's In Your Eyes (Any Time...) (Face Value/Atlantic)
Total Plays: 176, Total Stations: 16, Adds: 1

JON SECADA Too Late, Too Soon (SBK/EMI)
Total Plays: 163, Total Stations: 46, Adds: 45

TORI AMOS Silent All These Years (Atlantic)
Total Plays: 156, Total Stations: 21, Adds: 6

FUNKY GREEN DOGS Fired Up (Twisted/MCA)
Total Plays: 152, Total Stations: 12, Adds: 1

QUAD CITY DJ'S Space Jam (Warner Sunset/Atlantic)
Total Plays: 151, Total Stations: 7, Adds: 0

LIVE Lakini's Juice (Radioactive)
Total Plays: 141, Total Stations: 8, Adds: 0

ALANIS MORISSETTE Mary Jane (Maverick/Reprise)
Total Plays: 112, Total Stations: 5, Adds: 0

SARAH MCLACHLAN Possession (Netwerk/Arista)
Total Plays: 110, Total Stations: 6, Adds: 3

R.E.M. Electrolite (Warner Bros.)
Total Plays: 103, Total Stations: 10, Adds: 2

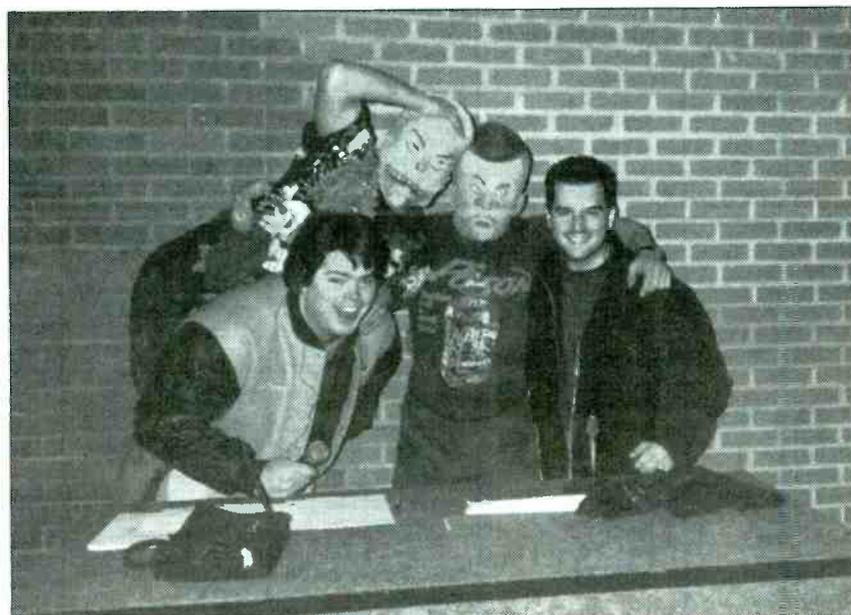
MARK MORRISON Return Of The Mack (Atlantic)
Total Plays: 102, Total Stations: 6, Adds: 2

Songs ranked by total plays

NEW RELEASES

ADDS FEBRUARY 11

- Merril Bainbridge** "Under The Water" (Universal)
- Failure** "Stuck On You" (Warner Bros.)
- Whitney Houston** "Step By Step" (Arista)
- Savage Garden** "I Want You" (Columbia)
- Joose** "If Tomorrow Never Comes" (Flavor Unit/East West/EEG)
- Wild Orchid** "Talk To Me" (RCA)



HUH, HUH, HE SAID "CHEESE" — WKRZ/Wilkes Barre celebrated the "Beavis And Butt-Head Do America" movie by throwing a premiere party. Looking for their TV are (l-r) WKRZ night talent Joe Mama, "Beavis and Butt-Head," and PD Tony Banks. By the way guys, Butt-head hates Poison.

CHR/POP REPORTERS

Stations and their adds listed alphabetically by market

<p>WFLY/Albany, NY PD: Michael Morgan MD: Ron Williams 24 HOOTIE & BLOWFISH "Blind" 10 AALIYAH "Million" KENNY G "Havana" LEAH ANDREONE "Alright" JON SECADA "Late" PAULA COLE "Cowboys"</p>	<p>WXKS/Boston, MA PD: John Ivey MD: Tim Corey 14 R.E.M. "Electro" JON SECADA "Late" LIVIN' JOY "Movin'" ASHLEY MACISAAC "Maggie"</p>	<p>WKMX/Dothan, AL PD: Phil Thomas MD: Tim Gohwin JON SECADA "Late" MONICA "For" BILLY MANN "Flower" SHAWN COLVIN "Sunny"</p>	<p>WRHT/Greenville, NC PD: J.T. Beech APD/MD: Gina Gray 5 REPUBLICA "Drop" JON SECADA "Late" TORI AMOS "Silent" OMC "Bizarre" PAULA COLE "Cowboys"</p>	<p>KFRX/Lincoln, NE PD: Soony Valentine PAULA COLE "Cowboys" LUSCIOUS JACKSON "Naked"</p>	<p>WQGN/New London, CT OMP/MD: Franco 5 MICHAEL ENGLISH "When" LEAH ANDREONE "Alright" KENNY G "Havana" BILLY MANN "Flower" SHAWN COLVIN "Sunny" FRANCE JOLI "Touch"</p>	<p>WBZZ/Pittsburgh, PA PD: Keith Clark MD: John Chino CELINE DION "Myself" LEAH ANDREONE "Alright"</p>	<p>KSLS/San Luis Obispo, CA OMP/MD: Dave Christopher MD: Adam Barnes 1 COLLECTIVE SOUL "Precious" SARAH MCLACHLAN "Possession" LUSCIOUS JACKSON "Naked"</p>	<p>KHTT/Tulsa, OK OM: Sean Phillips PD/MD: Cary Rush No Adds</p>
<p>WAEB/Allentown, PA PD: Brian Check MD: Chuck McGee PHIL COLLINS "Eyes" JON SECADA "Late"</p>	<p>WKSE/Bufalo, NY PD: Sue O'Neil APD/MD: Dave Universal No Adds</p>	<p>WLVY/Elmira, NY PD: Mike Strobel APD/MD: Brian Stahl JON SECADA "Late" SHAWN COLVIN "Sunny" REPUBLICA "Drop" FUN FACTORY "Yeah"</p>	<p>WFBC/Greenville, SC PD: Rob Wagman MD: Hawk Harrison U2 "Disco" WALLFLOWERS "Headlight"</p>	<p>WFBC/Greenville, SC PD: Rob Wagman MD: Hawk Harrison U2 "Disco" WALLFLOWERS "Headlight"</p>	<p>KHOM/New Orleans, LA PD: Bill Thorman MD: Janner 3 SANDY B "World" KENNY G "Havana" MARK MORRISON "Return" JON SECADA "Late" FUN FACTORY "Yeah" AFTER 7 "Sara"</p>	<p>KKRZ/Portland, OR PD: Ken Benson APD/MD: Tommy Austin PAULA COLE "Cowboys" MONICA "For"</p>	<p>KHTY/Santa Barbara, CA Interim PD: Samantha Mattern No Adds</p>	<p>WWKZ/Tupelo, MS PD/MD: Rick Stevens 11 KEITH SWEAT "Twisted" COLLECTIVE SOUL "Precious" KENNY G "Havana" BILLY MANN "Flower" JON SECADA "Late" SABELLE "O'Clock"</p>
<p>KQIZ/Amarillo, TX PD/MD: Ted Kelly JON SECADA "Late" KENNY G "Havana" TORI AMOS "Silent" FUN FACTORY "Yeah" SHAWN COLVIN "Sunny" YVETTE MICHELLE "Feeling" R.E.M. "Electro"</p>	<p>WRQK/Canton, OH PD/MD: Rick Michaels APD: Todd Downard SHAWN COLVIN "Sunny" POE "Hello" OMC "Bizarre" COLLECTIVE SOUL "Precious" REPUBLICA "Drop"</p>	<p>WJET/Erie, PA PD: Dana London MD: J.J. Fazz BLACKOUT ALLSTARS "Like" CELINE DION "Myself" WALLFLOWERS "Headlight"</p>	<p>WNNK/Harrisburg, PA PD: John O'Dea MD: Scott Shaw No Adds</p>	<p>WZJX/Louisville, KY OMP/MD: C.C. Matthews PD/MD: Karen Rife COLLECTIVE SOUL "Precious" 311 "Mixed" CELINE DION "Myself" BARENAKED LADIES "Apartment" MONICA "Why"</p>	<p>WEZB/New Orleans, LA PD: Joe Larson APD/MD: Joey G. BABYFACE "Close"</p>	<p>WERZ/Portsmouth, NH OMP/MD: Jack O'Brien MD: Liz Jordan 7 SAVAGE GARDEN "Want" 5 PAULA COLE "Cowboys" BILLY MANN "Flower" KENNY G "Havana" BARENAKED LADIES "Apartment" JON SECADA "Late" SABELLE "O'Clock"</p>	<p>KRUF/Shreveport, LA PD/MD: Gary Robinson 11 FUN FACTORY "Yeah" 4 JON SECADA "Late" 2 SHAWN COLVIN "Sunny" 2 SAVAGE GARDEN "Want" TORI AMOS "Silent"</p>	<p>KISX/Tyler, TX PD: Michael Storm MD: Mick Fulgham U2 "Disco" R. KELLY "Fly" SHAWN COLVIN "Sunny"</p>
<p>KGOT/Anchorage, AK OM: Mark Murphy PD: Paul Walker APD: Bill Stewart WALLFLOWERS "Headlight" PAULA COLE "Cowboys"</p>	<p>WSSX/Charleston, SC PD/MD: Calvin Hicks 10 NO MERCY "Please" PAULA COLE "Cowboys" HOLLY PALMER "Languages" SHAWN COLVIN "Sunny"</p>	<p>KDUK/Eugene, OR PD: Barry McGuire MD: Matt James BILLY MANN "Flower"</p>	<p>WKSS/Hartford, CT PD: Jay Beau Jones MD: Christine Fox No Adds</p>	<p>KZII/Lubbock, TX PD: Jay Shannon MD: Chris Kelly 24 ONDINA "Into" 21 LE CLICK "Tonight" 10 CRYSTAL WATERS "Say" 8 SAVAGE GARDEN "Want" SHERYL CROW "Everyday"</p>	<p>WHTZ/New York, NY PD: Tom Coleman MD: Cathy Bryant 16 KEITH SWEAT "Nobody"</p>	<p>WSPK/Poughkeepsie, NY PD: Steve Schantz MD: Scotty Mac 11 JON SECADA "Late" SAVAGE GARDEN "Want" COLLECTIVE SOUL "Precious" OMC "Bizarre" BILLY MANN "Flower" FUN FACTORY "Yeah"</p>	<p>WWSR/Charleston, WV PD: Bill Shahan APD: Mike Edwards 4 CRYSTAL WATERS "Say" 4 SHAWN COLVIN "Sunny" 3 BLACKOUT ALLSTARS "Like" 3 JON SECADA "Late"</p>	<p>WWSK/Utica, NY PD: Bill Cather MD: Diane Chase NO MERCY "Please" PAULA COLE "Cowboys"</p>
<p>WSTR/Atlanta, GA PD: Kevin Peterson MD: J.R. Ammons 311 "Mixed"</p>	<p>WVSR/Charleston, WV PD: Bill Shahan APD: Mike Edwards 4 CRYSTAL WATERS "Say" 4 SHAWN COLVIN "Sunny" 3 BLACKOUT ALLSTARS "Like" 3 JON SECADA "Late"</p>	<p>WSTO/Evansville, IN PD: Barry Wilbergspon JON SECADA "Late" CRYSTAL WATERS "Say" NO MERCY "Please" BABYFACE "Close" GARBAGE "Crush"</p>	<p>KRBE/Houston, TX PD: John Peake APD: Scotty Sparks MD: Jay Michaels No Adds</p>	<p>WZEE/Madison, WI PD: John Harrison 9 NO MERCY "Please" 6 BETTER THAN EZRA "Wanting" 6 LUSCIOUS JACKSON "Naked"</p>	<p>WHTZ/New York, NY PD: Tom Coleman MD: Cathy Bryant 16 KEITH SWEAT "Nobody"</p>	<p>WPRO/Providence, RI PD: Chris Shebel MD: Tony Mascaro FUN FACTORY "Yeah" SAVAGE GARDEN "Want" WALLFLOWERS "Headlight"</p>	<p>WVSR/Charleston, WV PD: Bill Shahan APD: Mike Edwards 4 CRYSTAL WATERS "Say" 4 SHAWN COLVIN "Sunny" 3 BLACKOUT ALLSTARS "Like" 3 JON SECADA "Late"</p>	<p>KWTX/Waco, TX PD: Flash Phillips 65 SAVAGE GARDEN "Want" PAULA COLE "Cowboys" JON SECADA "Late"</p>
<p>WAYV/Atlantic City, NJ PD: Tommy Frank MD: Paul Kelly 24 PAULA COLE "Cowboys"</p>	<p>WNKS/Charlotte, NC PD: Brian Bridgman MD: Marcia Crescenzio 18 311 "Mixed" 8 SHERYL CROW "Everyday" NO MERCY "Please"</p>	<p>KMCK/Fayetteville, AR PD: Bo Shannon MD: Mike Chase JON SECADA "Late" OMC "Bizarre" LIVIN' JOY "Movin'" REPUBLICA "Drop" COLLECTIVE SOUL "Precious"</p>	<p>WZYP/Huntsville, AL PD: Marc Summers MD: Chris Callaway WALLFLOWERS "Headlight"</p>	<p>WZPL/Indianapolis, IN PD: Tom Gjerdrum MD: Dave Decker 25 SPICE GIRLS "Wannabe" BETTER THAN EZRA "Wanting"</p>	<p>WPKP/NW, Michigan PD: Rob Weaver MD: Brent Carey CELINE DION "Myself" SAVAGE GARDEN "Want" LEAH ANDREONE "Alright" AMANDA MARSHALL "Grace" JON SECADA "Late" PAULA COLE "Cowboys"</p>	<p>WPRO/Providence, RI PD: Chris Shebel MD: Tony Mascaro FUN FACTORY "Yeah" SAVAGE GARDEN "Want" WALLFLOWERS "Headlight"</p>	<p>WVSR/Charleston, WV PD: Bill Shahan APD: Mike Edwards 4 CRYSTAL WATERS "Say" 4 SHAWN COLVIN "Sunny" 3 BLACKOUT ALLSTARS "Like" 3 JON SECADA "Late"</p>	<p>WVFC/Wausau, WI PD: Rod Phillips JON SECADA "Late"</p>
<p>WZNY/Augusta, GA PD: Bruce Stevens 11 TONY TONI TONE "Let's" SHAWN COLVIN "Sunny" U2 "Disco"</p>	<p>WZST/Chattanooga, TN PD: Robin Daniels APD/MD: Mike Gibson 10 OMC "Bizarre" 1 JON SECADA "Late" 1 COLLECTIVE SOUL "Precious" SHAWN COLVIN "Sunny" LIVIN' JOY "Movin'"</p>	<p>WVSR/Charleston, WV PD: Bill Shahan APD: Mike Edwards 4 CRYSTAL WATERS "Say" 4 SHAWN COLVIN "Sunny" 3 BLACKOUT ALLSTARS "Like" 3 JON SECADA "Late"</p>	<p>WZYP/Huntsville, AL PD: Marc Summers MD: Chris Callaway WALLFLOWERS "Headlight"</p>	<p>WZPL/Indianapolis, IN PD: Tom Gjerdrum MD: Dave Decker 25 SPICE GIRLS "Wannabe" BETTER THAN EZRA "Wanting"</p>	<p>WPKP/NW, Michigan PD: Rob Weaver MD: Brent Carey CELINE DION "Myself" SAVAGE GARDEN "Want" LEAH ANDREONE "Alright" AMANDA MARSHALL "Grace" JON SECADA "Late" PAULA COLE "Cowboys"</p>	<p>WPRO/Providence, RI PD: Chris Shebel MD: Tony Mascaro FUN FACTORY "Yeah" SAVAGE GARDEN "Want" WALLFLOWERS "Headlight"</p>	<p>WVSR/Charleston, WV PD: Bill Shahan APD: Mike Edwards 4 CRYSTAL WATERS "Say" 4 SHAWN COLVIN "Sunny" 3 BLACKOUT ALLSTARS "Like" 3 JON SECADA "Late"</p>	<p>WVFC/Wausau, WI PD: Rod Phillips JON SECADA "Late"</p>
<p>KHFI/Austin, TX PD: John Roberts MD: Fernando Ventura CELINE DION "Myself" CRANBERRIES "Gone" LUSCIOUS JACKSON "Naked" SAVAGE GARDEN "Want" U2 "Disco" GINA G "Doh" NU FLAVOR "Sweet" NC MERCY "Please"</p>	<p>WVSR/Charleston, WV PD: Bill Shahan APD: Mike Edwards 4 CRYSTAL WATERS "Say" 4 SHAWN COLVIN "Sunny" 3 BLACKOUT ALLSTARS "Like" 3 JON SECADA "Late"</p>	<p>WVSR/Charleston, WV PD: Bill Shahan APD: Mike Edwards 4 CRYSTAL WATERS "Say" 4 SHAWN COLVIN "Sunny" 3 BLACKOUT ALLSTARS "Like" 3 JON SECADA "Late"</p>	<p>WZYP/Huntsville, AL PD: Marc Summers MD: Chris Callaway WALLFLOWERS "Headlight"</p>	<p>WZPL/Indianapolis, IN PD: Tom Gjerdrum MD: Dave Decker 25 SPICE GIRLS "Wannabe" BETTER THAN EZRA "Wanting"</p>	<p>WPKP/NW, Michigan PD: Rob Weaver MD: Brent Carey CELINE DION "Myself" SAVAGE GARDEN "Want" LEAH ANDREONE "Alright" AMANDA MARSHALL "Grace" JON SECADA "Late" PAULA COLE "Cowboys"</p>	<p>WPRO/Providence, RI PD: Chris Shebel MD: Tony Mascaro FUN FACTORY "Yeah" SAVAGE GARDEN "Want" WALLFLOWERS "Headlight"</p>	<p>WVSR/Charleston, WV PD: Bill Shahan APD: Mike Edwards 4 CRYSTAL WATERS "Say" 4 SHAWN COLVIN "Sunny" 3 BLACKOUT ALLSTARS "Like" 3 JON SECADA "Late"</p>	<p>WVFC/Wausau, WI PD: Rod Phillips JON SECADA "Late"</p>
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CHR/POP PLAYLISTS

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

MARKET #1
WHTZ/New York
(212) 239-2300
Polemari/Bryant

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
65	59	62	65	65	NO DOUBT/Don't Speak
43	55	59	62	62	CARDIGANS/Lovefool
57	46	49	59	59	MADONNA/Don't Cry For Me...
40	44	49	59	59	SPICE GIRLS/Wannabe
58	61	61	61	61	EN VOGUE/Don't Let Go (Love)
63	60	60	62	62	BLACKOUT ALLSTARS/Like It
30	38	40	40	40	GINA G/Ooh Aah...Just...
32	41	35	39	39	CRUSH/Jellyhead
61	56	58	59	59	JEWEL/You Were Meant...
14	21	34	34	34	TONI BRAXTON/You're Makin' Me...
29	29	30	30	30	GREASE MEGAMIX/Grease Megamix
59	44	39	30	30	TONI BRAXTON/Un-break My Heart
62	41	34	29	29	SARAH McLACHLAN/Possession
18	25	26	29	29	"AFKAP"/The Holy River
23	26	27	27	27	LEAH ANDREONE/It's Alright, It's...
33	20	20	26	26	BLACKSTREET/No Diggity
15	-	-	25	25	DNNA LEWIS/I Love You Always...
21	19	14	23	23	R. KELLY/I Believe I Can Fly
11	22	25	25	25	311/All Mixed Up
14	18	21	22	22	SHERYL CROW/Everyday Is...
24	19	21	22	22	NO DOUBT/Spiderwebs
26	27	28	28	28	COUNTING CROWS/A Long December
10	20	21	21	21	LUSCIOUS JACKSONS/Naked Eye
14	17	17	21	21	NEW EDITION/It's Still In Love...
12	17	17	17	17	NO MERCY/Where Do You Go
15	16	22	17	17	EVERYTHING BUT...Missing
15	16	22	17	17	LIVIN' JOY/Dreamer
11	-	-	16	16	KEITH SWEAT/No Diggity
18	18	18	18	18	DNNA LEWIS/Without Love
28	27	26	14	14	ALANIS MORISSETTE/Head Over Feet
10	-	13	14	14	NO DOUBT/Just A Girl
10	-	13	13	13	BABYFACE/Every Time I...
13	16	13	13	13	FUGEES/No Woman, No Cry
5	7	9	12	12	LA BOUCHE/Sweet Dreams
5	7	9	12	12	GINUWINE/Pony
11	-	-	12	12	NATALIE MERCHANT/Carnival
11	-	-	11	11	OUTHERE BROTHERS/Boom Boom Boom
10	-	-	11	11	ALANIS MORISSETTE/Hand In My Pocket
13	14	11	11	11	JOHN MELLENCAMP/Just Another Day
11	-	-	10	10	CRANBERRIES/Free To Decide

MARKET #2
KISFM
102.7
KHS/Los Angeles
(818) 845-1027
Cook/Austin

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
69	69	67	82	82	EN VOGUE/Don't Let Go (Love)
69	69	67	81	81	TONI BRAXTON/Un-break My Heart
71	71	72	79	79	NO DOUBT/Don't Speak
44	44	50	79	79	CARDIGANS/Lovefool
34	34	72	79	79	R. KELLY/I Believe I Can Fly
71	71	73	83	83	KEITH SWEAT/No Diggity
48	48	50	60	60	MADONNA/Don't Cry For Me...
47	47	43	46	46	BLACKSTREET/No Diggity
45	45	48	45	45	GINA G/Ooh Aah...Just...
21	21	30	44	44	SPICE GIRLS/Wannabe
39	39	40	44	44	CELINE DION/It's All Coming...
47	47	40	44	44	MERRIL BAINBRIDGE/Mouth
66	66	34	41	41	TONI BRAXTON/You're Makin' Me...
41	41	45	36	36	NO MERCY/Where Do You Go
-	-	-	35	35	JOCELYN ENRIQUEZ/Do You Miss Me
-	-	-	20	20	AZ YET/Last Night
47	47	44	31	31	CRUSH/Jellyhead
49	49	44	31	31	GHOST TOWN DJ'S/My Boo
33	33	35	30	30	AMBER/Colour Of Love
5	5	11	26	26	DNNA LEWIS/Without Love
23	23	25	26	26	LA BOUCHE/Be My Lover
24	24	24	24	24	REAL MCCOY/Another Night
26	26	27	24	24	LA BOUCHE/Sweet Dreams
23	23	23	23	23	EVERYTHING BUT...Missing
28	28	29	23	23	QUAD CITY DJ'S/Com'n 'N Ride It...
26	26	26	22	22	BILLIE RAY MARTIN/You Loving Arms
22	22	23	22	22	FUN FACTORY/Wanna B With U
-	-	-	23	23	2 UNLIMITED/Get Ready For This
-	-	-	18	18	JOAN DORSENE/One Of Us
21	21	-	18	18	MARIAH CAREY/Always Be My Baby
27	27	28	17	17	NO DOUBT/Spiderwebs
-	-	-	17	17	NO MERCY/Please Don't Go
13	13	-	16	16	BRANDY/Sittin' Up In My...
23	23	17	15	15	KEITH SWEAT/No Diggity
13	13	11	14	14	GINUWINE/Pony
-	-	-	14	14	JEWEL/You Were Meant...
-	-	-	14	14	CRYSTAL WATERS/Say...If You Feel...
-	-	-	6	6	BABYFACE/Every Time I...
-	-	-	11	11	SAVAGE GARDEN/Want You
8	8	10	10	10	WHITNEY HOUSTON/I Believe In You...

MARKET #3
Q102
WIOQ/Philadelphia
(610) 667-8100
Kalina/McGuire

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
65	64	64	77	77	EN VOGUE/Don't Let Go (Love)
59	67	67	75	75	SUMMER JUNKIES/I'm Gonna Love
56	58	58	74	74	BLACKSTREET/No Diggity
62	64	64	74	74	NO DOUBT/Don't Speak
62	64	64	71	71	TONI BRAXTON/Un-break My Heart
36	39	39	70	70	KEITH SWEAT/No Diggity
46	42	42	45	45	GINA G/Ooh Aah...Just...
31	43	43	45	45	MADONNA/Don't Cry For Me...
29	26	26	43	43	LIVIN' JOY/Don't Stop Movin'
-	-	-	24	24	CARDIGANS/Lovefool
51	40	42	42	42	R. KELLY/I Believe I Can Fly
40	39	39	41	41	AMBER/Colour Of Love
45	42	42	39	39	KEITH SWEAT/No Diggity
42	40	40	34	34	NEW EDITION/It's Still In Love...
-	-	-	7	7	311/All Mixed Up
50	43	43	28	28	JOCELYN ENRIQUEZ/Do You Miss Me
25	29	29	27	27	NO MERCY/Where Do You Go
21	20	20	26	26	OUTHERE BROTHERS/Boom Boom Boom
11	25	25	26	26	CRYSTAL WATERS/Say...If You Feel...
41	42	42	26	26	AMBER/This Is Your Night
24	24	24	25	25	NO MERCY/Please Don't Go
22	26	26	24	24	GHOST TOWN DJ'S/My Boo
36	23	23	24	24	BONE THUGS-N-HARMONY/Days Of Our Lives
-	-	-	24	24	LE CLUCK/Tonight Is The Night
22	19	19	23	23	QUAD CITY DJ'S/Com'n 'N Ride It...
57	39	39	23	23	ROCKWELL/Fell In Love
23	25	25	23	23	2 UNLIMITED/Do What's Good...
24	25	25	22	22	DNNA LEWIS/I Love You Always...
60	35	35	22	22	DENISE WOOD/College Love Of A Lifetime
23	26	26	21	21	"AFKAP"/The Holy River
21	29	29	19	19	SPICE GIRLS/Wannabe
14	-	-	16	16	GINUWINE/Pony
14	-	-	16	16	CDOLIO/1,2,3,4 (Sumpin'...)
17	21	21	12	12	TONI BRAXTON/You're Makin' Me...
-	-	-	11	11	CELINE DION/It's All Coming...
19	14	14	10	10	FUNKY GREEN DOGS/Fired Up
10	-	-	11	11	TONY TONI TONE/Let's Get Down
-	-	-	10	10	SABELLE/One O'Clock
-	-	-	10	10	LE CLUCK/Call Me

MARKET #4
Y100
WPLY/Philadelphia
(610) 565-8900
Tisa/Kubinski

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
45	45	47	46	46	311/All Mixed Up
44	42	43	45	45	COUNTING CROWS/A Long December
23	38	44	43	43	CARDIGANS/Lovefool
23	30	29	43	43	NO DOUBT/Don't Speak
44	44	41	41	41	BUSH/Without Love
45	43	43	41	41	NO DOUBT/Don't Speak
25	27	27	41	41	STONE TEMPLE PILOTS/Lady Picture Show
-	-	-	27	27	21 LIVE/Lakini's Juice
30	32	29	30	30	RED HOT CHILI...Love Rollercoaster
44	45	38	30	30	SUBLINE/What I Got
26	29	23	30	30	LEMONHEADS/If I Could Talk...
29	28	29	28	28	DUNCAN SHEIK/Barely Breathing
28	29	28	28	28	DAVE MATTHEWS BAND/Crash Into Me
10	15	19	28	28	CRANBERRIES/When You're Gone
-	-	-	13	13	27 SHERYL CROW/Everyday Is...
24	26	27	27	27	GARBAGE/1 Crush
21	20	22	25	25	BETTER THAN EZRA/Desperately Wanting
13	14	20	25	25	WALLFLOWERS/One Headlight
11	15	16	21	21	LUSCIOUS JACKSONS/Naked Eye
13	17	17	21	21	SMASHING PUMPKINS/Thirty-Three
39	25	19	21	21	JEWEL/You Were Meant...
20	17	18	20	20	CAKE/The Distance
26	24	19	19	19	SARAH McLACHLAN/Possession
12	14	18	19	19	BUTTHOLE SURFERS/Pepper
-	-	-	18	18	18 NINE INCH NAILS/The Perfect Drug
-	-	-	11	11	11 DFPSPRING/All I Want
11	13	14	17	17	DEPECHE MODE/Barrel Of A Gun
23	22	19	17	17	COUNTING CROWS/Angels Of A...
9	17	16	17	17	R.E.M./Electrolite
14	18	17	15	15	BUSH/Machinhead
-	-	-	14	14	SPACE/Female Of...
10	-	-	14	14	SPONGE/Have You Seen Mary
12	-	-	14	14	COLLECTIVE SOUL/Precious Declaration
-	-	-	13	13	BUSH/Greedy Fly
-	-	-	9	9	BARENAKED LADIES/The Old Apartment
-	-	-	9	9	SILVERCHAIR/Abuse Me
27	14	14	-	-	BECK/Where It's At
-	-	-	-	-	NO DOUBT/Excuse Me Mr.

MARKET #7
106.1 KISSFM
KHKS/Dallas
(214) 891-3400
Lambert/Feynolds

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
78	79	77	77	77	EN VOGUE/Don't Let Go (Love)
30	28	50	75	75	TONI BRAXTON/Un-break My Heart
46	55	76	73	73	CARDIGANS/Lovefool
76	78	75	70	70	NO DOUBT/Don't Speak
65	60	62	54	54	KEITH SWEAT/No Diggity
40	41	47	50	50	GINA G/Ooh Aah...Just...
31	49	48	50	50	HOOTIE & BLOWFISH/Go Blind
49	50	47	49	49	AMBER/This Is Your Night
48	48	49	48	48	DNNA LEWIS/I Love You Always
50	51	46	48	48	GREASE MEGAMIX/Grease Megamix
43	42	41	46	46	CELINE DION/Because You Loved Me
-	-	-	26	26	LE CLUCK/Tonight Is The Night
77	74	65	44	44	MERRIL BAINBRIDGE/Mouth
41	44	47	44	44	R. KELLY/I Believe I Can Fly
47	44	43	43	43	ALANIS MORISSETTE/Head Over Feet
64	58	44	39	39	CELINE DION/It's All Coming...
21	28	27	30	30	SPICE GIRLS/Wannabe
16	17	21	30	30	BLACKSTREET/No Diggity
47	30	26	26	26	NO MERCY/Where Do You Go
31	21	24	26	26	NEW EDITION/It's Still In Love...
31	33	29	25	25	TONY RICH PROJECT/Nobody Knows
42	40	32	24	24	BLACKOUT ALLSTARS/Like It
29	20	21	24	24	GHOST TOWN DJ'S/My Boo
21	24	22	22	22	EVERYTHING BUT...Missing
24	19	21	22	22	REAL MCCOY/Run Away
24	19	21	21	21	QUAD CITY DJ'S/Com'n 'N Ride It...
-	-	-	7	7	2 UNLIMITED/Get Ready For This
21	21	20	20	20	ALANIS MORISSETTE/Head Over Feet
21	22	20	20	20	REAL MCCOY/Another Night
42	20	19	19	19	ALANIS MORISSETTE/You Learn
17	16	19	19	19	PLANET SOUL/Set U Free
17	14	13	17	17	KEITH SWEAT/No Diggity
17	15	14	16	16	DE'SREE/You Gotta Be
-	-	-	15	15	TLC/Waterfalls
16	15	15	15	15	MONTELL JORDAN/This Is How We Do It
16	14	-	15	15	CORONA/The Rhythm Of...
-	-	-	14	14	CRYSTAL WATERS/100% Pure Love
-	-	-	7	7	"AFKAP"/The Holy River
15	16	14	14	14	SNAP/Rhythm Is A Dancer
15	-	-	14	14	BRANDY/Sittin' Up In My

MARKET #8
WVZZ/Washington
(301) 899-1041
O'Brian/Ross

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
68	67	68	68	68	BLACKSTREET/No Diggity
67	67	68	67	67	NO DOUBT/Don't Speak
66	67	68	67	67	TONI BRAXTON/Un-break My Heart
63	66	68	67	67	LE CLUCK/Tonight Is The Night
42	38	53	67	67	EN VOGUE/Don't Let Go (Love)
66	66	66	66	66	AMBER/This Is Your Night
31	41	36	49	49	COUNTING CROWS/A Long December
53	65	48	48	48	LA BOUCHE/Sweet Dreams
41	39	42	47	47	SPICE GIRLS/Wannabe
41	39	41	47	47	GINA G/Ooh Aah...Just...
41	38	42	46	46	REAL MCCOY/Another Night
36	33	31	40	40	NO DOUBT/Spiderwebs
-	-	-	26	26	SAVAGE GARDEN/Want You
40	37	37	37	37	GHOST TOWN DJ'S/My Boo
67	68	49	34	34	NO MERCY/Where Do You Go
42	43	34	33	33	MERRIL BAINBRIDGE/Mouth
34	43	31	32	32	MADONNA/Don't Cry For Me...
-	-	-	17	17	CRYSTAL WATERS/Say...If You Feel...
35	34	29	32	32	R. KELLY/I Can't Sleep
32	29	28	31	31	TONI BRAXTON/You're Makin' Me...
-	-	-	17	17	JEWEL/You Were Meant...
33	33	30	26	26	AMBER/Colour Of Love
29	29	28	24	24	FUNKY GREEN DOGS/Fired Up
39	37	37	23	23	CARDIGANS/Lovefool
-	-	-	21</		

CHR/POP PLAYLISTS

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

MARKET #24
KRZ/Portland, OR
(503) 226-0100
Benson/Austin

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
68	71	68	69	69	NO DOUBT/Don't Speak
69	68	69	68	68	TONI BRAXTON/Un-break My Heart
69	70	69	68	68	CARDIGANS/Lovefool
68	68	67	67	67	JEWEL/You Were Meant...
70	67	69	67	67	EN VOGUE/Don't Let Go (Love)
46	50	51	51	51	SPICE GIRLS/Wannabe
30	39	50	50	50	BLACKSTREET/No Diggity
38	45	46	41	41	SHERYL CROW/If It Makes You...
45	42	42	38	38	R. KELLY/ Believe I Can Fly
19	24	27	33	33	DUNCAN SHEIK/Barely Breathing
21	32	33	33	33	SAVAGE GARDEN/Want You
44	47	43	33	33	MERRILL BAINBRIDGE/Mouth
9	22	33	33	33	SHERYL CROW/Everyday Is...
5	18	33	33	33	R. KELLY/ Believe I Can Fly
19	17	32	32	32	CRANBERRIES/When You're Gone
31	37	32	32	32	CELINE DION/It's All Coming...
41	47	38	31	31	KEITH SWEAT/No Diggity
20	32	44	31	31	GINA G/Ooh Aah...Just...
8	21	29	30	30	COUNTING CROWS/A Long December
30	27	28	28	28	MADONNA/Don't Cry For Me...
21	25	30	28	28	HOOTIE & BLOWFISH/Go Blind
11	26	29	27	27	CRYSTAL WATERS/Say...If You Feel...
12	31	27	26	26	LEAH ANDREONE/It's Alright, It's...
9	13	25	26	26	MARK MORRISON/Return Of The Mack
34	34	26	22	22	ALANIS MORISSETTE/Head Over Feet
26	32	24	20	20	GINA G/Ooh Aah...Just...
21	19	21	18	18	ALANIS MORISSETTE/Head Over Feet
26	32	24	20	20	GINA G/Ooh Aah...Just...
27	23	20	15	15	BRANDY/Sittin' Up In My...
9	13	26	26	26	BETTER THAN EZRA/Desperately Wanting
37	35	16	12	12	CELINE DION/It's All Coming...
15	16	15	12	12	GREASE MEGAMIX/Grease Megamix
11	12	11	12	12	BABYFACE/Every Time I...
5	7	11	11	11	"AFKAP"/The Holy River
9	9	9	9	9	CELINE DION/It's All Coming...
9	9	9	9	9	PAULA COLE/Where Have All...
9	9	9	9	9	MONICA/For You I Will

MARKET #25
WKRO/Cincinnati
(513) 763-5500
Steal/Douglas

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
59	63	67	69	69	TONI BRAXTON/Un-break My Heart
67	69	70	67	67	NO DOUBT/Don't Speak
54	50	48	63	63	CARDIGANS/Lovefool
63	65	67	62	62	CRANBERRIES/When You're Gone
48	65	67	61	61	JOHN MELLENCAMP/Just Another Day
30	32	39	48	48	SPICE GIRLS/Wannabe
60	52	41	46	46	MERRILL BAINBRIDGE/Mouth
48	44	47	46	46	MADONNA/Don't Cry For Me...
59	48	46	46	46	AMBER/This Is Your Night
39	37	36	44	44	JEWEL/You Were Meant...
68	60	48	44	44	EN VOGUE/Don't Let Go (Love)
53	47	46	44	44	GINA G/Ooh Aah...Just...
32	38	36	43	43	COUNTING CROWS/A Long December
65	45	47	43	43	NO DOUBT/Spiderwebs
41	42	41	41	41	SHERYL CROW/Everyday Is...
64	68	40	40	40	CELINE DION/It's All Coming...
45	46	45	40	40	JOHN MELLENCAMP/Just Another Day
40	41	45	37	37	SHERYL CROW/If It Makes You...
28	24	30	37	37	LEAH ANDREONE/It's Alright, It's...
29	21	38	35	35	JEWEL/Who Will Save...
49	42	30	32	32	JOURNEY/When You Love...
28	29	30	30	30	RED HOT CHILLI...Love Rollercoaster
40	41	45	37	37	SHERYL CROW/If It Makes You...
28	24	30	37	37	LEAH ANDREONE/It's Alright, It's...
14	20	44	26	26	CELINE DION/It's All Coming...
21	15	20	13	13	ERIC CLAPTON/Change The World
22	8	7	10	10	ROCK STEWART/If We Fall In...
9	16	26	6	6	DONNA LEWIS/Without Love
22	16	15	5	5	R. KELLY/ Believe I Can Fly
9	9	9	9	9	PAULA COLE/Where Have All...

MARKET #27
KMXV/Kansas City
(816) 753-0933
Zellner

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
56	56	56	56	56	NO DOUBT/Don't Speak
52	56	56	56	56	TONI BRAXTON/Un-break My Heart
36	48	54	54	54	CARDIGANS/Lovefool
46	50	52	52	52	EN VOGUE/Don't Let Go (Love)
34	42	48	50	50	JEWEL/You Were Meant...
56	52	50	48	48	ALANIS MORISSETTE/Head Over Feet
54	54	48	46	46	SHERYL CROW/If It Makes You...
42	46	46	46	46	GINA G/Ooh Aah...Just...
20	26	42	44	44	MADONNA/Don't Cry For Me...
48	48	46	42	42	MERRILL BAINBRIDGE/Mouth
22	22	30	38	38	SPICE GIRLS/Wannabe
24	32	36	36	36	COUNTING CROWS/A Long December
48	44	44	34	34	KEITH SWEAT/No Diggity
38	38	40	34	34	DONNA LEWIS/ Love You Always...
38	38	34	32	32	CELINE DION/It's All Coming...
20	22	24	26	26	R. KELLY/ Believe I Can Fly
18	24	24	24	24	SHERYL CROW/Everyday Is...
40	36	32	22	22	JOURNEY/When You Love...
28	24	22	20	20	CELINE DION/It's All Coming...
28	24	22	20	20	JEWEL/Who Will Save...
18	18	18	18	18	BABYFACE/Every Time I...
7	16	18	18	18	GARBAGE/1 Crush
14	16	16	16	16	U2/Discotheque
14	16	16	16	16	"AFKAP"/The Holy River
14	14	14	14	14	WALLFLOWERS/One Headlight
12	12	12	12	12	JON SECAD/A Too Late, Too Soon
12	12	12	12	12	BLACKSTREET/No Diggity
7	7	7	7	7	LEAH ANDREONE/It's Alright, It's...
7	7	7	7	7	10/11/11 Mixed Up
7	7	7	7	7	NO MERCY/Please Don't Go
7	7	7	7	7	BETTER THAN EZRA/Desperately Wanting

MARKET #31
WPRO/Providence
(401) 433-4200
Shebel/Mascaro

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
34	34	35	65	65	R. KELLY/ Believe I Can Fly
33	58	63	64	64	JEWEL/You Were Meant...
58	60	62	62	62	GINA G/Ooh Aah...Just...
59	63	59	62	62	CARDIGANS/Lovefool
59	63	59	60	60	NO DOUBT/Don't Speak
25	34	36	59	59	SPICE GIRLS/Wannabe
64	58	58	59	59	MADONNA/Don't Cry For Me...
24	28	26	43	43	ORIGINAL/Luv U Baby
43	39	41	41	41	DUNCAN SHEIK/Barely Breathing
26	36	38	40	40	ELEANOR McEVY/Precious Little
56	60	63	40	40	EN VOGUE/Don't Let Go (Love)
56	61	65	39	39	TONI BRAXTON/Un-break My Heart
26	28	23	39	39	SHERYL CROW/Everyday Is...
33	36	35	35	35	CRUSH/Jellyhead
39	36	41	34	34	COUNTING CROWS/A Long December
22	21	22	29	29	BLACKSTREET/No Diggity
22	21	22	28	28	"AFKAP"/The Holy River
24	20	26	26	26	BETTER THAN EZRA/Desperately Wanting
18	24	24	24	24	FRANCE JOLI/Touch
23	24	24	24	24	NO MERCY/Please Don't Go
20	21	22	22	22	MERRILL BAINBRIDGE/Under The Water
20	21	22	22	22	GARBAGE/1 Crush
23	24	24	22	22	BLACKOUT ALLSTARS/If You Feel...
20	21	22	22	22	LUSCIOUS JACKSON/Naked Eye
10	10	10	10	10	JOHN MELLENCAMP/Just Another Day
11	13	10	10	10	KEITH SWEAT/No Diggity
17	12	15	18	18	JOHN MELLENCAMP/Just Another Day
11	12	15	18	18	BLUES TRAVELER/But Anyway
10	10	10	10	10	ALANIS MORISSETTE/You Oughta Know
11	13	10	10	10	SEAL/Fly Like An Eagle
11	13	10	10	10	SMASHING PUMPKINS/1979
11	13	10	10	10	WHITNEY HOUSTON/ Believe In You...
11	13	10	10	10	FUNKY GREEN DOGS/Fired Up
11	13	10	10	10	AALIYAH/One In A Million
11	13	10	10	10	ZHANE/Request Line
11	13	10	10	10	WALLFLOWERS/One Headlight

MARKET #32
WNCI/Columbus, OH
(614) 224-9624
Dimick/Sharpe

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
56	57	63	62	62	TONI BRAXTON/Un-break My Heart
39	43	48	61	61	CARDIGANS/Lovefool
62	62	62	59	59	EN VOGUE/Don't Let Go (Love)
61	62	61	59	59	NO DOUBT/Don't Speak
40	45	57	57	57	SHERYL CROW/If It Makes You...
51	60	55	56	56	ALANIS MORISSETTE/Head Over Feet
54	40	38	48	48	STREISAND & ADAMS/ Finally Found...
42	42	43	41	41	GINA G/Ooh Aah...Just...
42	42	43	41	41	MERRILL BAINBRIDGE/Mouth
55	51	43	40	40	DONNA LEWIS/ Love You Always...
38	38	41	40	40	WONDERS/That Thing You Do!
55	34	51	36	36	WILD ORCHID/All Night I Pray
40	22	16	35	35	JEWEL/You Were Meant...
35	34	41	35	35	ERIC CLAPTON/Change The World
14	15	13	32	32	R. KELLY/ Believe I Can Fly
35	34	32	32	32	JEWEL/Who Will Save...
33	48	39	31	31	MADONNA/You Must Love Me
34	30	30	30	30	CELINE DION/It's All Coming...
11	20	27	26	26	SPICE GIRLS/Wannabe
7	14	15	18	18	MADONNA/Don't Cry For Me...
9	16	16	16	16	DUNCAN SHEIK/Barely Breathing
12	12	16	16	16	CRYSTAL WATERS/Say...If You Feel...
10	11	13	14	14	NEW EDITION/It's Still In Love...
13	17	15	14	14	JOHN MELLENCAMP/Just Another Day
9	12	13	13	13	AMANDA MARSHALL/Fall From Grace
9	12	13	13	13	BABYFACE/Every Time I...
9	12	13	13	13	ROCK STEWART/If We Fall In...
41	41	13	9	9	GREASE MEGAMIX/Grease Megamix
14	29	43	9	9	DONNA LEWIS/Without Love
8	8	8	8	8	CELINE DION/It's All Coming...
12	12	12	12	12	COUNTING CROWS/A Long December
6	6	6	6	6	AMBER/Colour Of Love
29	35	12	5	5	WHITNEY HOUSTON/ Believe In You...

MARKET #33
WNVZ/Norfolk
(804) 497-2000
London/West

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
33	39	59	69	69	SPICE GIRLS/Wannabe
58	58	51	60	60	TONI BRAXTON/Un-break My Heart
60	55	54	60	60	KEITH SWEAT/No Diggity
55	57	55	55	55	NEW EDITION/It's Still In Love...
35	49	55	55	55	AZ YET/Last Night
45	57	56	55	55	GINA G/Ooh Aah...Just...
50	54	55	54	54	R. KELLY/ Believe I Can Fly
56	56	56	53	53	EN VOGUE/Don't Let Go (Love)
7	30	52	52	52	BLACKOUT ALLSTARS/ Like It
20	31	51	51	51	CRUSH/Jellyhead
39	55	51	51	51	AMBER/This Is Your Night
49	49	53	50	50	LIVIN' JOY/Dreamer
49	46	50	50	50	BLACKSTREET/No Diggity
8	43	50	50	50	LE CLUCK/Tonight Is The Night
46	45	48	44	44	MONICA/For You I Will
12	33	44	44	44	BABYFACE/Every Time I...
16	22	33	33	33	SAVAGE GARDEN/Want You
30	29	32	30	30	LIVIN' JOY/Don't Stop Movin'
20	23	13	30	30	AMBER/Colour Of Love
12	25	25	28	28	MADONNA/Don't Cry For Me...
28	23	22	28	28	"AFKAP"/The Holy River
21	17	19	26	26	CRYSTAL WATERS/Say...If You Feel...
15	21	21	21	21	NO MERCY/Please Don't Go
23	19	22	17	17	TONY TONI TONE/Let's Get Down
14	14	14	14	14	TRUTH/Everyday
5	7	7	7	7	LUSCIOUS JACKSON/Naked Eye
7	7	7	7	7	FUNKY GREEN DOGS/Fired Up
1	1	1	1	1	AALIYAH/One In A Million
1	1	1	1	1	ZHANE/Request Line

MARKET #36
WZPL/Indianapolis
(317) 816-4000
Gjerdrum/Decker

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
68	66	67	68	68	TONI BRAXTON/Un-break My Heart
66	62	65	68	68	EN VOGUE/Don't Let Go (Love)
41	60	60	67	67	WALLFLOWERS/6th Avenue Heartache
14	55	66	65	65	HOOTIE & BLOWFISH/ Go Blind
67	66	63	65	65	NO DOUBT/Don't Speak
45	47	52	50	50	JEWEL/You Were Meant...
45	49	51	50	50	CARDIGANS/Lovefool
26	44	40	50	50	MADONNA/Don't Cry For Me...
35	40	40	48	48	SHERYL CROW/Everyday Is...
31	30	38	46	46	JOHN MELLENCAMP/Just Another Day
66	49	46	44	44	ALANIS MORISSETTE/Head Over Feet
43	41	44	43	43	COUNTING CROWS/A Long December
44	45	44	40	40	R. KELLY/ Can't Sleep...

CHR/POP PLAYLISTS

February 7, 1997 R&R • 43

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

105
WDCG/Raleigh
(919) 361-1051
Taylor

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
51	58	59	60		NO DOUBT/Don't Speak
60	59	58			DAVE MATTHEWS BAND/Crash Into Me
45	60	59			COUNTING CROWS/A Long December
40	46	50			TRACY CHAPMAN/Smoke And Ashes
38	48	44			SQUIRREL NUT ZIPPERS/Hell
42	36	39			SUBLINE/What I Got
47	37	37			DUNCAN SHEIK/Barely Breathing
33	36	34			SHERYL CROW/Everyday Is...
35	34	35			CARDIGANS/Lovefool
26	25	33			CRAVIN' MELON/Come Undone
20	17	22			311/All Mixed Up
32	40	34			JEWEL/You Were Meant...
13	17	28			BETTER THAN EZRA/Desperately Wanting
-	-	8			WALLFLOWERS/One Headlight
28	28	25			RED HOT CHILI.../Love Rollercoaster
25	24	25			BARENAKED LADIES/The Old Apartment
12	11	14			ELEANOR MCVEY/Precious Little
19	16	15			GOOD GOD DOLLS/Name
19	15	13			DISHWALLA/Counting Blue Cars
16	17	15			PRIMITIVE RADIO GODS/Standing Outside...
4	14	14			SMASHING PUMPKINS/Thirty-Three
-	-	14			LIVE/Latin's Juice
-	-	12			PAULA COLE/Where Have All...
12	13	14			U2/Discotheque
13	16	12			LUSCIOUS JACKSON/Naked Eye
11	11	11			DAVE MATTHEWS BAND/What Would You Say
12	12	12			NATALIE MERCHANT/Wonder
12	12	11			EDWIN MCCAIN/Solitude
12	12	12			BLUES TRAVELER/But Anyway
13	11	10			ALANIS MORISSETTE/Head Over Feet
-	-	10			SHAWN COLVIN/Sunny Came Home
11	10	11			BUSH/Greedy Fly
-	-	4			VERUCA SALT/Volcano Girls
7	7	6			DONNA LEWIS/Without Love

98.7 WJX
Today's BEST Music!
WJX/Louisville
(502) 589-4800
Rite

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
68	65	73			EN VOUGUE/Don't Let Go (Love)
39	39	51			CARDIGANS/Lovefool
72	67	71			NO DOUBT/Don't Speak
31	31	39			R. KELLY/ Believe I Can Fly
51	66	65			JEWEL/You Were Meant...
52	67	71			TONI BRAXTON/Un-break My Heart
39	34	36			NEW EDITION/I'm Still In Love...
7	7	21			KEITH SWEAT/Nobody
25	40	41			SHERYL CROW/Everyday Is...
42	45	42			BLACKSTREET/No Diggy
38	33	38			GINA G/Ooh Aah...Just...
31	33	32			SPICE GIRLS/Wannabe
-	-	37			SAVAGE GARDEN/Want You
52	53	40			TONI BRAXTON/You're Makin' Me...
5	7	20			MADONNA/Don't Cry For Me...
21	24	26			AALIYAH/Your Girl Only...
16	16	20			LEAH ANDREONE/It's Alright, It's...
23	15	26			COUNTING CROWS/A Long December
64	41	36			MERRIL BAINBRIDGE/Mouth
27	28	29			DONNA LEWIS/ Love You Always...
28	30	24			AMBER/This Is Your Night
31	23	24			DONNA LEWIS/Without Love
26	27	23			SHERYL CROW/It Makes You...
42	38	32			KEITH SWEAT/ Twisted
-	-	21			K5/Passion
14	11	14			RED HOT CHILI.../Love Rollercoaster
21	23	21			GINUWINE/Pony
-	-	20			AMBER/Colour Of Love
24	15	20			CRANBERRIES/When You're Gone
-	-	16			NO MERCY/Please Don't Go
-	-	18			AMANDA MARSHALL/Fall From Grace
15	14	17			BABYFACE/Every Time I...
20	21	17			LE CLICK/Tonight Is The Night
-	-	11			BLACKOUT ALLSTARS/ Like It
8	8	11			BETTER THAN EZRA/Desperately Wanting
5	7	8			LUSCIOUS JACKSON/Naked Eye
-	-	5			WALLFLOWERS/One Headlight
-	-	10			"AFKAP"/The Holy River
7	7	6			WHITNEY HOUSTON/ Believe In You
-	-	5			LIVIN' JOY/Don't Stop Movin'

107 KHFI
KHFI/Austin
(512) 474-9233
Roberts/Ventura

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
69	45	44			BLACKSTREET/No Diggy
44	73	70			CARDIGANS/Lovefool
71	69	70			NO DOUBT/Don't Speak
69	72	73			EN VOUGUE/Don't Let Go (Love)
69	71	73			TONI BRAXTON/Un-break My Heart
22	29	40			SPICE GIRLS/Wannabe
36	46	45			MADONNA/Don't Cry For Me...
43	43	40			KEITH SWEAT/Nobody
68	71	70			SHERYL CROW/It Makes You...
38	40	41			R. KELLY/ Believe I Can Fly
44	45	40			BLACKSTREET/No Diggy
19	42	41			DONNA LEWIS/ Love You Always...
37	38	37			ALANIS MORISSETTE/Head Over Feet
-	-	34			"AFKAP"/The Holy River
-	-	18			BUFFY/First Love
-	-	35			JEWEL/You Were Meant...
-	-	27			SHERYL CROW/Everyday Is...
22	35	36			KEITH SWEAT/ Twisted
21	21	21			MARIAH CAREY/Always Be My Baby
34	31	29			TONI BRAXTON/You're Makin' Me...
-	-	26			LA BOUCHE/Sweet Dreams
17	21	25			GINUWINE/Pony
20	22	23			DEINNE WCOLLAGE/ Love Of A Lifetime
-	-	23			BLACKSTREET/No Diggy
-	-	15			GARBAGE/1 Crush
-	-	18			COLOR ME BADD/The Earth...
-	-	17			ALANIS MORISSETTE/Ironic
-	-	17			NEW EDITION/I'm Still In Love...
-	-	17			TONY RICH PROJECT/Nobody Knows
-	-	16			FUGEES/Killing Me Softly
24	26	21			RED HOT CHILI.../Love Rollercoaster
-	-	12			LEAH ANDREONE/It's Alright, It's...
-	-	8			CELINE DION/All By Myself
-	-	8			CRANBERRIES/When You're Gone
-	-	8			LUSCIOUS JACKSON/Naked Eye
-	-	8			SAVAGE GARDEN/Want You
-	-	8			U2/Discotheque
-	-	8			GINA G/Ooh Aah...Just...
-	-	8			NU FLAVOR/Sweet Sexy Thing
-	-	8			NO MERCY/Please Don't Go

109
KJYO/Oklahoma City
(405) 840-5271
McCoy/Barreda

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
69	70	70			EN VOUGUE/Don't Let Go (Love)
68	72	69			MERRIL BAINBRIDGE/Mouth
70	70	70			NO DOUBT/Don't Speak
65	61	71			JOURNEY/When You Love...
70	69	69			TONI BRAXTON/Un-break My Heart
62	68	72			SHERYL CROW/It Makes You...
34	52	71			CARDIGANS/Lovefool
22	27	27			GINA G/Ooh Aah...Just...
28	29	28			AMBER/This Is Your Night
18	28	28			DUNCAN SHEIK/Barely Breathing
28	27	25			HOOTIE & BLOWFISH/ Go Blind
18	26	25			COUNTING CROWS/A Long December
42	48	24			KEITH SWEAT/ Twisted
16	17	19			JEWEL/You Were Meant...
-	-	11			WALLFLOWERS/One Headlight
7	12	22			MADONNA/Don't Cry For Me...
17	18	16			R. KELLY/ Believe I Can Fly
15	15	19			BLACKSTREET/No Diggy
13	20	12			BABYFACE/Every Time I...
14	15	19			RED HOT CHILI.../Love Rollercoaster
15	16	14			GINUWINE/Pony
28	14	14			NEW EDITION/I'm Still In Love...
7	14	13			BUSH/Waited
10	11	10			SPICE GIRLS/Wannabe
17	10	13			STREISAND & ADAMS/ Finally Found...
-	-	5			SHERYL CROW/Everyday Is...
5	7	6			ASHLEY MACISAAC/Sleepy Maggie
5	6	7			GARBAGE/1 Crush
9	9	8			LUSCIOUS JACKSON/Naked Eye
5	8	7			U2/Discotheque
-	-	6			LEAH ANDREONE/It's Alright, It's...
-	-	7			"AFKAP"/The Holy River
-	-	8			KEITH SWEAT/Nobody
-	-	5			LIVIN' JOY/Don't Stop Movin'
-	-	6			BETTER THAN EZRA/Desperately Wanting
6	5	7			AZ YET/Last Night
5	5	8			311/All Mixed Up
-	-	5			CELINE DION/All By Myself
-	-	5			MONICA/For You I Will
-	-	5			FUNKY GREEN DOGS/Fred Up

WAPE-FM
WAPJ/Jacksonville
(904) 642-1055
Thomas/Mann

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
50	57	59			CARDIGANS/Lovefool
52	50	56			EN VOUGUE/Don't Let Go (Love)
55	51	56			TONI BRAXTON/Un-break My Heart
37	11	52			AMBER/This Is Your Night
39	46	51			ALANIS MORISSETTE/Your House
52	52	60			NO DOUBT/Don't Speak
36	52	36			JEWEL/You Were Meant...
25	14	39			RED HOT CHILI.../Love Rollercoaster
28	24	40			GINA G/Ooh Aah...Just...
-	-	10			MADONNA/Don't Cry For Me...
40	31	35			GINA G/Ooh Aah...Just...
36	30	25			GREASE MEGAMIX/Grease Megamix
-	-	10			SHERYL CROW/Everyday Is...
26	13	15			DONNA LEWIS/ Love You Always...
41	13	-			NO MERCY/Where Do You Go
12	19	23			SPICE GIRLS/Wannabe
20	12	11			SHERYL CROW/Everyday Is...
20	12	11			MERRIL BAINBRIDGE/Mouth
-	-	13			CRYSTAL WATERS/Say...I You Feel...
23	24	24			GARBAGE/1 Crush
-	-	19			LUSCIOUS JACKSON/Naked Eye
-	-	19			QUAD CITY DJ'S/Com 'N Ride It...
30	23	18			COUNTING CROWS/A Long December
-	-	10			"AFKAP"/The Holy River
23	23	-			CELINE DION/It's All Coming...
-	-	14			MONICA/For You I Will
5	12	16			U2/Discotheque
23	18	14			BIZARRIC INC./I'm Gonna Get You
21	17	14			BABYFACE/Every Time I...
22	52	57			STREISAND & ADAMS/ Finally Found...
-	-	10			CELINE DION/All By Myself
-	-	8			DUNCAN SHEIK/Barely Breathing
24	17	5			R. KELLY/ Believe I Can Fly
-	-	5			AMANDA MARSHALL/Fall From Grace

2.93
WGTV/Dayton
(513) 294-5858
Franco/Steele

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
57	55	58			BLACKSTREET/No Diggy
57	56	56			EN VOUGUE/Don't Let Go (Love)
49	34	62			CARDIGANS/Lovefool
57	55	53			NO DOUBT/Don't Speak
23	42	45			AZ YET/Last Night
54	54	44			KEITH SWEAT/ Twisted
9	10	8			HOOTIE & BLOWFISH/ Go Blind
21	27	40			KEITH SWEAT/Nobody
47	47	31			RED HOT CHILI.../Love Rollercoaster
-	-	33			SPICE GIRLS/Wannabe
28	28	17			R. KELLY/ Believe I Can Fly
26	25	29			GINA G/Ooh Aah...Just...
20	28	17			DUNCAN SHEIK/Barely Breathing
28	26	29			ALANIS MORISSETTE/Head Over Feet
-	-	22			MADONNA/Don't Cry For Me...
29	26	28			R. KELLY/ Can't Sleep...
28	29	28			MERRIL BAINBRIDGE/Mouth
-	-	9			"AFKAP"/The Holy River
23	29	32			CELINE DION/It's All Coming...
25	24	17			SUBLINE/What I Got
45	45	19			NEW EDITION/I'm Still In Love...
27	26	29			SHERYL CROW/It Makes You...
28	29	27			SWV/You're The One
25	26	18			COUNTING CROWS/A Long December
26	27	29			TONI BRAXTON/Un-break My Heart
55	55	27			TONI BRAXTON/You're Makin' Me...
18	20	16			LE CLICK/Tonight Is The Night
24	22	15			GREASE MEGAMIX/Grease Megamix
18	21	12			GINUWINE/Pony
23	21	25			DONNA LEWIS/ Love You Always...
28	24	19			QUAD CITY DJ'S/Com 'N Ride It...
22	19	22			BRANDY/Sittin' Up In My...
18	18	15			COLOR ME BADD/The Earth...
-	-	16			BLACKOUT ALLSTARS/ Like It
18	22	16			ALANIS MORISSETTE/You Learn
20	18	11			JOURNEY/When You Love...
-	-	10			JEWEL/You Were Meant...
13	10	7			L. COOL J/Loungin
-	-	7			BABYFACE/Every Time I...
14	10	7			ERIC CLAPTON/Change The World

Q94
WRVQ/Richmond
(804) 576-3200
McKay/Surf

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
37	37	58			JEWEL/You Were Meant...
66	66	73			NO DOUBT/Don't Speak
61	61	73			ALANIS MORISSETTE/Head Over Feet
66	66	69			EN VOUGUE/Don't Let Go (Love)
67	67	67			TONI BRAXTON/Un-break My Heart
54	54	62			CARDIGANS/Lovefool
60	60	51			BLACKSTREET/No Diggy
45	45	50			SPICE GIRLS/Wannabe
45	45	47			R. KELLY/ Believe I Can Fly
19	19	30			CELINE DION/All By Myself
50	50	45			KEITH SWEAT/Nobody
47	47	59			SHERYL CROW/It Makes You...
46	46	43			DONNA LEWIS/Without Love
-	-	33			CRYSTAL WATERS/Say...I You Feel...
50	50	37			NO DOUBT/Spiderwebs
36	36	29			COUNTING CROWS/A Long December
42	42	32			311/All Mixed Up
-	-	10			NO MERCY/Please Don't Go
10	10	26			DAVE MATTHEWS BAND/Crash Into Me

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	1	1	1	EN VOGUE Don't Let Go (Love) (EastWest/EEG)	1884	1985	1985	1981	39/0
3	2	2	2	KEITH SWEAT Nobody (Elektra/EEG)	1776	1887	1938	1974	37/1
7	6	5	3	AALIYAH One In A Million (BlackGround/Atlantic)	1638	1635	1429	1238	39/2
13	7	7	4	SPICE GIRLS Wannabe (Virgin)	1570	1406	1227	905	34/1
1	3	3	5	TONI BRAXTON Un-break My Heart (LaFace/Arista)	1525	1772	1929	2064	30/0
19	11	8	6	MONICA For You I Will (Warner Sunset/Atlantic)	1462	1296	1027	712	41/0
4	4	4	7	BLACKSTREET No Diggity (Interscope)	1406	1679	1723	1759	32/0
6	5	6	8	TONY TONI TONE Let's Get Down (Mercury)	1349	1425	1477	1395	30/1
12	13	9	9	BABYFACE Every Time I Close My Eyes (Epic)	1197	1177	992	906	37/0
15	12	13	10	NO DOUBT Don't Speak (Trauma/Interscope)	1088	1022	994	837	21/2
5	8	10	11	R. KELLY I Believe I Can Fly (Jive)	959	1095	1221	1442	28/1
8	10	12	12	GINUWINE Pony (550 Music)	946	1029	1115	1143	29/0
9	9	11	13	NEW EDITION I'm Still In Love With You (MCA)	909	1035	1133	1078	28/1
10	14	14	14	FOXY BROWN Get Me Home (Violator/Def Jam/RAL/Mercury)	792	946	960	977	21/0
37	24	21	15	DRU HILL In My Bed (Island)	784	667	498	340	26/4
22	19	20	16	AZ YET Hard To Say I'm Sorry (LaFace/Arista)	773	695	719	576	24/3
20	21	16	17	MC LYTE Cold Rock A Party (EastWest/EEG)	758	788	645	585	30/0
BREAKER	18			MARK MORRISON Return Of The Mack (Atlantic)	731	477	274	74	21/2
14	15	18	19	KEITH SWEAT Twisted (Elektra/EEG)	717	747	863	853	21/1
16	17	17	20	WHITNEY HOUSTON I Believe In You And Me (Arista)	711	774	767	803	26/0
39	36	24	21	FREAK NASTY Da Dip (Power)	694	513	339	312	25/5
36	26	23	22	BLACKOUT ALLSTARS I Like It (Columbia)	691	566	484	377	25/2
28	22	22	23	MADONNA Don't Cry For Me Argentina (Warner Bros.)	666	624	604	473	25/1
11	16	15	24	MINT CONDITION What Kind Of Man Would I Be (Perspective/A&M)	649	791	845	920	19/0
18	18	19	25	GINA G Ooh Aah...Just A Little Bit (Eternal/WB)	646	706	757	755	21/0
BREAKER	26			PUFF DADDY Can't Nobody Hold Me Down (Bad Boy/Arista)	580	365	284	144	20/6
BREAKER	27			ERYKAH BADU On And On (Kedar/Universal)	509	426	243	180	22/3
BREAKER	28			CRYSTAL WATERS Say...If You Feel Alright (Mercury)	504	436	367	220	18/2
—	—	45	29	BLACKSTREET Don't Leave Me (Interscope)	472	280	182	80	20/11
35	27	29	30	E-40 Things'll Never Change (Sick Wid' It/Jive)	435	439	455	408	19/1
—	—	49	31	KEITH SWEAT Just A Touch (Elektra/EEG)	405	245	70	44	25/4
29	28	27	32	IMMATURE Watch Me Do My Thing (Loud/RCA)	401	479	453	463	18/1
DEBUT	33			CARDIGANS Lovefool (Mercury)	380	229	201	126	10/2
—	49	38	34	"AFKAP" Somebody's Somebody (NPG/EMI)	368	355	252	55	24/3
27	25	32	35	CELINE DION It's All Coming Back To Me Now (550 Music)	366	424	489	483	11/0
DEBUT	36			ZHANE' Request Line (Illtown/Motown)	365	—	—	—	30/29
23	23	26	37	QUAD CITY DJ'S Space Jam (Warner Sunset/Atlantic)	364	493	546	575	12/0
—	41	40	38	LIVIN' JOY Don't Stop Movin' (MCA)	345	336	298	186	19/1
17	20	25	39	AZ YET Last Night (LaFace/Arista)	328	494	652	774	12/0
34	32	33	40	LIL' KIM No Time (Undeas/Big Beat/Atlantic)	298	375	382	409	9/0
21	29	37	41	BABYFACE This Is For The Lover In You (Epic)	292	364	446	584	10/0
—	—	41	42	NO MERCY Please Don't Go (Arista)	286	329	216	54	17/0
30	33	39	43	DRU HILL Tell Me (Island)	284	350	378	438	9/0
25	30	35	44	NATE DOGG /SNOOP DOGGY DOGG Never... (Death Row/Interscope)	278	365	420	513	15/0
24	31	34	45	ROCKELL I Fell In Love (Robbins)	274	370	399	533	9/0
45	39	43	46	AALIYAH If Your Girl Only Knew (BlackGround/Atlantic)	271	308	313	271	7/0
48	45	47	47	JONNY Z No Senor (Quality)	265	274	278	245	13/0
49	—	48	48	MAKAVELI Hail Mary (Death Row/Interscope)	263	270	234	243	5/0
DEBUT	49			MAXWELL Sumthin' Sumthin' (Columbia)	247	213	233	209	13/0
DEBUT	50			CELINE DION All By Myself (550 Music)	242	105	—	—	16/1

This chart reflects airplay from January 27-February 2. Songs ranked by total plays. Highlighted songs indicate Breaker. 44 CHR/Rhythmic reporters. 44 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1997, R&R Inc.

BREAKERS

MARK MORRISON

Return Of The Mack (Atlantic)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
731/254	21/2	18

PUFF DADDY

Can't Nobody Hold Me Down (Bad Boy/Arista)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
580/215	20/6	26

ERYKAH BADU

On And On (Kedar/Universal)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
509/83	22/3	27

CRYSTAL WATERS

Say...If You Feel Alright (Mercury)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
504/68	18/2	28

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
ZHANE' Request Line (Illtown/Motown)	29
BLACKSTREET Don't Leave Me (Interscope)	11
MINT CONDITION You Don't Have To Hurt... (Perspective/A&M)	6
PUFF DADDY Can't Nobody Hold Me... (Bad Boy/Arista)	6
FREAK NASTY Da Dip (Power)	5
KENNY G Havana (Arista)	5
JON SECADA Too Late, Too Soon (SBK/EMI)	5

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ZHANE' Request Line (Illtown/Motown)	+365
MARK MORRISON Return Of The Mack (Atlantic)	+254
PUFF DADDY Can't Nobody Hold Me... (Bad Boy/Arista)	+215
BLACKSTREET Don't Leave Me (Interscope)	+192
FREAK NASTY Da Dip (Power)	+181
MONICA For You I Will (Warner Sunset/Atlantic)	+166
SPICE GIRLS Wannabe (Virgin)	+164
KEITH SWEAT Just A Touch (Elektra/EEG)	+160
CARDIGANS Lovefool (Mercury)	+151
CELINE DION All By Myself (550 Music)	+137

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
NO MERCY Where Do You Go (Arista)
L.L. COOL J Loungin (Def Jam/RAL/Mercury)
TONI BRAXTON You're Makin' Me High (LaFace/Arista)
QUAD CITY DJ'S C'mon 'N Ride... (Quadra Sound/Big Beat/Atlantic)
DONNA LEWIS I Love You Always Forever (Atlantic)
AMBER This Is Your Night (Tommy Boy)
MARIAH CAREY Always Be My Baby (Columbia)
MARIAH CAREY Forever (Columbia)
EVERYTHING BUT THE GIRL Missing (Atlantic)
BRANDY Sittin' Up In My Room (Arista)

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

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HIP HOP TOP 20

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
1	1	FOXY BROWN Get... (Violator/Def Jam/RAL/Mercury)	2270	2984	83/0
2	2	MC LYTE Cold Rock A Party (EastWest/EEG)	2205	2230	95/0
4	3	PUFF DADDY Can't Nobody Hold Me Down (Bad Boy/Arista)	1881	1559	93/7
5	4	MAKAVELI Hail Mary (Death Row/Interscope)	1528	1320	75/2
3	5	LIL' KIM No Time (Undeas/Big Beat/Atlantic)	1453	1600	63/0
6	6	E-40 Things'll Never Change (Sick Wid' It/Jive)	1324	1251	85/3
7	7	DO OR DIE Playa Like Me And You (Rap-A-Lot)	1252	1229	69/5
9	8	FREAK NASTY Da Dip (Power)	973	793	38/6
10	9	BRAT F/T-BOZ Ghetto Love (So So Def/Columbia)	957	732	73/6
15	10	HEAVY D Big Daddy (Uptown/MCA)	907	525	74/13
11	11	DJ KOOL Let Me Clear My Throat (American/WB)	811	699	61/2
8	12	NAS Street Dreams (Columbia)	714	1193	43/0
—	13	TELA Sho 'Nuff (Suav House/Relativity)	660	556	41/1
13	14	FUGEES Rumble In The Jungle (Mercury)	598	612	58/1
12	15	ROOTS What They Do (DGC/Geffen)	546	643	44/6
—	16	ICE CUBE The World Is Mine (Jive)	500	314	53/4
19	17	CAMP LO Luchini (Profile)	497	442	36/7
—	18	RICHIE RICH Do G's Get To Go To Heaven? (Def Jam/Mercury)	467	298	52/5
—	19	GHOST FACE KILLER All I Got Is You (Epic)	432	244	55/15
14	20	MACK 10 & DOGG POUND Nothin' But ... (Buzztone/Priority)	428	586	22/0

This chart reflects airplay from January 27-February 2. 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.



DIVA DIVA DIVA! — Chaka Khan (second from right), Gloria Estefan and Donna Summer helped WKTU/New York's "Three Divas On Broadway" raise \$120,000 for three charities. Shown presenting the check to Khan's favorite charity are (l-r) Evergreen Media Marketing Director Bev Tilden, WKTU's PD Frankie Blue, MD Andy Shane, and GM John Fullham.

NEW & ACTIVE

702 Get It Together (Biv 10/Motown)

Total Plays: 233, Total Stations: 6, Adds: 1

RICHIE RICH Let's Ride (Def Jam/Mercury)

Total Plays: 195, Total Stations: 5, Adds: 0

PEGGY SCOTT-ADAMS Bill (Miss Butch/Mardi Gras)

Total Plays: 192, Total Stations: 5, Adds: 1

MAKAVELI To Live & Die In L.A. (Death Row/Interscope)

Total Plays: 180, Total Stations: 4, Adds: 1

MONTELL JORDAN What's On Tonight (Def Jam/RAL/Mercury)

Total Plays: 160, Total Stations: 11, Adds: 1

TRUTH Everyday (Priority)

Total Plays: 159, Total Stations: 14, Adds: 2

YVETTE MICHELLE I'm Not Feeling You (Loud/RCA)

Total Plays: 151, Total Stations: 9, Adds: 1

ROOTS What They Do (DGC/Geffen)

Total Plays: 150, Total Stations: 11, Adds: 4

DONNA LEWIS Without Love (Atlantic)

Total Plays: 150, Total Stations: 5, Adds: 0

SABELLE One O'Clock (Work)

Total Plays: 148, Total Stations: 11, Adds: 3

SWEETBACK You Will Rise (Epic)

Total Plays: 145, Total Stations: 9, Adds: 1

ALLURE Head Over Heals (Crave)

Total Plays: 142, Total Stations: 6, Adds: 2

CAMP LO Luchini (Profile)

Total Plays: 131, Total Stations: 7, Adds: 3

HEAVY D Big Daddy (Uptown/MCA)

Total Plays: 131, Total Stations: 6, Adds: 0

SHADES Eventually (Motown)

Total Plays: 130, Total Stations: 2, Adds: 0

K5 Passion (Robbins)

Total Plays: 127, Total Stations: 7, Adds: 0

ANGELINA Without Your Love (Upstairs)

Total Plays: 126, Total Stations: 5, Adds: 2

SUNLAND We Are Only Human (Lavaland)

Total Plays: 126, Total Stations: 2, Adds: 0

WESTSIDE CONNECTION Gangstas Make... (Lench Mob/Priority)

Total Plays: 125, Total Stations: 3, Adds: 0

TRE Take Your Time (Mo Thug/Relativity)

Total Plays: 121, Total Stations: 9, Adds: 2

Songs ranked by total plays

NEW RELEASES

ADDS FEBRUARY 11

After 7

"Sara Smile" (Virgin)

Foxy Brown

"I'll Be Good" (Def Jam/RAL/Mercury)

DBA Flip

"I've Got Money" (Work)

DJ Kool

"Let Me Clear My Throat" (American/WB)

Ginuwine

"Tell Me Do You Wanna" (550 Music)

Whitney Houston

"Step By Step" (Arista)

Wild Orchid

"Talk To Me" (RCA)

CHR/RHYTHMIC REPORTERS

Stations and their adds listed alphabetically by market

KKSS/Albuquerque, NM PD: Randy Savage MD: Jacques James 4 FREAK NASTY "Dip" ZHANE "Request"	WBBM/Chicago, IL PD: Todd Cavanah MD: Erik Bradley 15 CRYSTAL WATERS "Say" KZFM/Corpus Christi, TX PD: Ed Ocasas MD: Tony Masera AZ YET "Sorry" BLACKOUT ALLSTARS "Like"	KIKI/Honolulu, HI PD: Alan Oda MD: James Coles 39 ZHANE "Request" 29 NU FLAVOR "Sweet" 28 BLACKSTREET "Leave" 20 SWEETBACK "Rise" 27 ERYKAH BADU "On" 22 NO DOUBT "Speak" 17 PUFF DADDY "Nobody" 11 "AFKAP" "Somebody"	KLUC/Las Vegas, NV PD: Cal Thomas MD: Melissa Stotas 29 NU FLAVOR "Sweet" 22 PRIVYETO LINO "Tiduron" 20 FREAK NASTY "Dip" 19 ANGELINA "Without"	WFHN/New Bedford, MA PD: Jim Reitz MD: Kevin Palano 21 SABELLE "O'Clock" MINT CONDITION "Hurt" WKTV/New York, NY PD: Franbie Blue MD: Andy Shane WLD ORCHID "Talk"	KWNZ/Reno, NV PD: Jeff Davis APD: Bill Shakespeare MD: Ron Geronimo 21 SABELLE "O'Clock" 20 SAVAGE GARDEN "Warm" 15 ZHANE "Request" 10 MARK MORRISON "Return" 10 BLACKSTREET "Leave"	KHTS/San Diego, CA PD: Todd Shannon MD: Ron Geronimo 21 SABELLE "O'Clock" 20 SAVAGE GARDEN "Warm" 15 ZHANE "Request" 10 MARK MORRISON "Return" 10 BLACKSTREET "Leave"	KWIN/Stockton, CA PD: Steve Wall MD: C.K. 22 AFTER 7 "Sara" 10 ZHANE "Request" 8 MINT CONDITION "Hurt" 8 KENNY G "Havana" 8 ENIGMA "TNT" 7 JON SECADA "ata" 7 TRE "Take"
KKXO/Bakersfield, CA PD: Chris Squires MD: Tony Manes KETH SWEAT "Touch"	KJMN/Denver, CO PD: Michael Hayes APD: Michael Hayes MD: John Dickinson 25 ZHANE "Request" 17 JOOSE "Tomorrow" ROOTS "What" MADONNA "Cry"	KQMQ/Honolulu, HI PD: Jamie Hyatt MD: Marc Frehley 42 CARDIGANS "Lovefoot" 40 ZHANE "Request" 13 BLACKSTREET "Leave"	KPWR/Los Angeles, CA PD: Michelle Mercer MD: Damiano Young AALIYAH "Million"	WQHT/New York, NY PD: Steve Smith APD/MD: Tracy Cloverly 32 ZHANE "Request" 13 ALFONZO HUNTER "Weekend" 11 CAMP LO "Luchini"	WJJS/Roanoke, VA PD: David Lee Michaels MD: Melissa Morgan ZHANE "Request" BLACKSTREET "Leave"	XHTZ/San Diego, CA OM/MD: Lisa Vazquez APD/MD: Jeff Nelson 9 ZHANE "Request" 8 CAMP LO "Luchini" 3 BLACKSTREET "Leave" SPICE GIRLS "Wannabe"	WPGC/Washington, DC PD: Jay Stevens MD: Alvin D 33 BLACKSTREET "Leave" 25 KEITH SWEAT "Nobody" 24 R. KELLY "Fly" 15 TRACEY LEE "Theme" 15 LIL' KIM "Crush" 7 AZ YET "Sorry" 7 ZHANE "Request"
WERQ/Baltimore, MD PD: Tom Calococi MD: Coka 29 RUSCOLA "Personal" 27 PEGGY SCOTT-ADAMS "Bill" AZ YET "Sorry" ZHANE "Request"	KQKS/Denver, CO PD: Dan Bowen MD: Lee Caple DRU HILL "Bed" PUFF DADDY "Nobody"	KBXX/Houston, TX PD: Rob Scarpio MD: Greg Head 41 ZHANE "Request" 7 AFTER 7 "Sara" 7 KETH SWEAT "Come"	WPOW/Miami, FL PD: Kid Curry MD: Phil Jones 22 CARDIGANS "Lovefoot" 16 LE CLUCK "Call" 3 JON SECADA "Late" 2 PUFF DADDY "Nobody"	WQNT/New York, NY PD: Dan Garthe MD: Kelli McKay MD: Steve Perez ZHANE "Request" KATALINA "Soon" MINT CONDITION "Hurt" RICHIE RICH "Do" ERYKAH BADU "On" MONTELL JORDAN "Tonight"	WOCQ/Salisbury, MD PD: Wookie MD: Marlene 12 BLACKSTREET "Leave" SABELLE "O'Clock" TRE "Take" ZHANE "Request" MINT CONDITION "Hurt" GINA THOMPSON "Bring"	KMEL/San Francisco, CA PD: Michelle Sansonouso MD: Jay Arbagay 12 ZHANE "Request" 10 AFTER 7 "Sara" 5 FOXY BROWN "TM" 5 112 "Cupid"	KOGS/Wichita, KS MD: A.J. Jones 5 MINT CONDITION "Hurt" ZHANE "Request" MESHELL NDEGOCHELLO "Stay" JON SECADA "Late"
WBHJ/Birmingham, AL PD: Mickey Johnson MD: Daysha Parker 53 PUFF DADDY "Nobody" 49 AALIYAH "Letter" 13 KETH SWEAT "Twisted" 8 ZHANE "Request" ROOTS "What" GINA THOMPSON "Bring"	KPRR/El Paso, TX PD: John Candelaria 37 BLACKOUT ALLSTARS "Like" 6 CELINE DION "Myself" 2 PUFF DADDY "Nobody" KETH SWEAT "Touch" MADONNA "Cry"	WHHH/Indianapolis, IN PD: Scott Wheeler MD: Carl Frie 5 ZHANE "Request" CRYSTAL WATERS "Say" BLACKSTREET "Leave" YVETTE MICHELLE "Feeling" ROOTS "What"	KHTN/Modesto, CA PD: Pete Jones MD: Mark Medina COUNTING CROWS "December" ZHANE "Request" MINT CONDITION "Hurt" SABELLE "O'Clock" ZHANE "Request" PUFF DADDY "Nobody" SHERYL CROW "Everyday"	KKFR/Phoenix, AZ PD: Dan Parker MD: Mike Freeman FREAK NASTY "Dip" ZHANE "Request" ERYKAH BADU "On" DRU HILL "Bed"	WOCQ/Salisbury, MD PD: Wookie MD: Marlene 12 BLACKSTREET "Leave" SABELLE "O'Clock" TRE "Take" ZHANE "Request" MINT CONDITION "Hurt" GINA THOMPSON "Bring"	KMEL/San Francisco, CA PD: Michelle Sansonouso MD: Jay Arbagay 12 ZHANE "Request" 10 AFTER 7 "Sara" 5 FOXY BROWN "TM" 5 112 "Cupid"	KOGS/Wichita, KS MD: A.J. Jones 5 MINT CONDITION "Hurt" ZHANE "Request" MESHELL NDEGOCHELLO "Stay" JON SECADA "Late"
WJMN/Boston, MA PD: Cathlac Jack McCartney APD/MD: Cal Collins 20 BLACKSTREET "Leave" DRU HILL "Bed"	KBOS/Fresno, CA PD/MD: Mark Adams 22 JON SECADA "Late" 5 BLACKSTREET "Leave" ZHANE "Request" KENNY G "Havana"	WJBT/Jacksonville, FL PD: Dave Wryler APD/MD: Himmam Haze 40 F.L.A. "Squirr" 14 DJ TRANS "Suk" "AFKAP" "Somebody" TRUTH "Everyday"	KDON/Monterey, CA PD: Jennifer Wilde Interim MD: Marcos D. DRU HILL "Bed" KETH SWEAT "Touch" E-40 "Never" FREAK NASTY "Dip" "AFKAP" "Somebody" ANGELINA "Without"	WKWX/Providence, RI PD: Joe Dawson MD: Becky Iacono 30 ZHANE "Request" 17 ALLURE "Heads" JON SECADA "Late" KETH SWEAT "Touch" KENNY G "Havana" MESHELL NDEGOCHELLO "Stay" SHAGUILE O'NEAL "Straight" FUN FACTORY "Yeah"	WOCQ/Salisbury, MD PD: Wookie MD: Marlene 12 BLACKSTREET "Leave" SABELLE "O'Clock" TRE "Take" ZHANE "Request" MINT CONDITION "Hurt" GINA THOMPSON "Bring"	KYLD/San Francisco, CA PD: Michael Martin MD: Jazzy Jim 28 MAKAVELI "Live" NO DOUBT "Speak" RICHIE RICH "Do"	KUBE/Seattle, WA PD: Mike Tierney MD: Lindsay Clipic 44 ZHANE "Request" 23 DJ KOOL "Clear" ERYKAH BADU "On" CAMP LO "Luchini"

44 Total Reporters
 44 Current Reporters
 44 Current Playlists

CHR/RHYTHMIC PLAYLISTS

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

MARKET #1
WKTU/New York
 (201) 420-3700
 Blue/Shane

PLAYS	ARTIST/TITLE
59 62 60 46	TONI BRAXTON/Un-break My Heart
60 60 60 45	BLACKOUT ALLSTARS/ Like It
59 56 59 44	TONI BRAXTON/You're Makin' Me...
60 55 54 41	NO MERCY/Where Do You Go
52 54 50 38	CELINE DION/It's All Coming
46 46 44 30	JOCELYN ENRIQUEZ/Do You Miss Me
18 34 43 28	EN VOGUE/Don't Let Go (Love)
39 36 36 25	LE CLUCK/Tough Is The Night
28 29 25 24	MADONNA/Don't Cry For Me...
37 31 31 23	LOVE TRIBE/Stand Up
36 31 29 23	AMBER/This Is Your Night
26 26 27 22	SPICE GIRLS/Wannabe
39 35 34 20	LA BOUCHE/Fallin' In Love
13 14 12 17	BLACKSTREET/No Diggity
9 12 16 16	R. KELLY/ Believe I Can Fly
21 22 13 13	GINA G/Ooh Aah... Just...
18 19 14 13	GLORIA ESTEFANI/ No Gtting...
16 16 17 10	BAD VADY CLUB/In The Ghetto
- 7 9	MONICA/For You I Will
10 10 16 9	LIVIN' JOY/Don't Stop Movin'
10 9 13 8	ROCKELLA/ Fell In Love
12 10 9 7	GINUWINE/Pony
11 8 7 7	NEW EDITION/ I'm Still In Love...
9 11 13 7	ABYFACE/Every Time I...
11 14 12 7	FUNKY GREEN DOGS/Fired Up
- 5 7	KEITH SWEAT/Nobody
9 9 9 6	FRANCE JOLI/Touch
- 5 6	NO MERCY/Please Don't Go
- 5 6	CRYSTAL WATERS/Say... If You Feel...
- 4 4	CELINE DION/All By Myself
- 4	WILD ORCHID/Talk To Me

MARKET #1
WQHT/New York
 (212) 229-9797
 Smith/Cloherly

PLAYS	ARTIST/TITLE
37 37 43 43	BLACKSTREET/Don't Leave Me
44 44 39 41	MINT CONDITION/What Kind Of Man...
37 37 39 41	MC LYTE/Cold Rock A Party
35 35 39 40	AALIYAH/One In A Million
39 39 41 40	GHOST FACE KILLER/All I Got Is You
- 31 39	ERYKAH BADU/On And On
30 30 33 37	DRU HILL/In My Bed
36 36 32 37	NEW EDITION/ I'm Still In Love...
41 41 40 37	FOXY BROWN/Get Me Home
17 17 32 36	LOST BOYZ/Get Up
37 37 30 33	GINUWINE/Pony
- 32 32	ZHANE/Request Line
- 39 32	LIL' KIM/Crush On U
29 29 33 32	MAKAVELI/Toss It Up
35 35 30 31	112/Come See Me
41 41 43 29	R. KELLY/ Believe I Can Fly
29 29 36 29	EN VOGUE/Don't Let Go (Love)
10 10 38 28	ROOTS/What They Do
37 37 25 27	YVETTE MICHELLE/ I'm Not Feeling You
- 12 27	MONICA/For You I Will
70 48 24 22	MONTELL JORDAN/What's On Tonight
11 11 26 26	ABYFACE/Every Time I...
11 11 26 25	IMMATURE/Watch Me Do My Thing
- 16 25	FOXY BROWN/ I'll Be
25 25 26 20	PUFF DADDY/Can't Nobody Hold...
31 31 22 18	HEAVY D/Big Daddy
16 16 17 17	TRACEY LEE/The Theme
- 15 16	REDMAN/Whatever Man
15 15 13 13	MOBB DEEP/G.O.D. Pt. III
- 13 13	ALFONZO HUNTER/Weekend Thang
10 10 12 12	FLESH & BONE/World So Cruel
- 11 11	CAMP LO/Luchini

MARKET #2
KPWR/Los Angeles
 (818) 953-4200
 Mercer/Young

PLAYS	ARTIST/TITLE
69 69 69 70	KEITH SWEAT/Twisted
69 68 69 70	TONY TONI TONE/Let's Get Down
29 61 70 69	KEITH SWEAT/Nobody
26 43 41 67	WESTSIDE CONNECTION/Gangstas Make...
70 68 70 66	112/Only You
44 64 65 47	GINUWINE/Pony
30 23 41 46	PUFF DADDY/Can't Nobody Hold...
- 27 45 45	EN VOGUE/Don't Let Go (Love)
- 21 42 45	MAKAVELI/To Live & Die In...
44 45 45 40	MACQ 10 & DOGG POUND/Nothin' But...
- 25 32	SHAQUILLE O'NEAL/Straight
24 31 30 31	FOXY BROWN/Get Me Home
32 27 24 28	E-40/Things'll Never...
- 28 28	YVETTE MICHELLE/ I'm Not Feeling You
44 44 45 26	SNOOP DOGGY DOGG/Snoop's Upside Ya...
- 21 24	MOBB DEEP/G.O.D. Pt. II
48 26 22 23	BLACKSTREET/No Diggity
- 19 23	LOST BOYZ/Get Up
70 47 28 22	NATE DOGG FSN00P.../Never Leave Me Alone
70 48 24 22	WESTSIDE CONNECTION/Bow Down
46 26 22 22	2PAC/ Ain't Mad At Ya
- 20 20	ICE CUBE/The World Is Mine
- - - -	AALIYAH/One In A Million

MARKET #3
B96/Chicago
 (312) 944-6000
 Cavanaugh/Bradley

PLAYS	ARTIST/TITLE
68 63 67 66	BLACKSTREET/No Diggity
36 37 45 65	TONI BRAXTON/Un-break My Heart
64 62 58 64	NO DOUBT/Don't Speak
11 29 42 64	CARDIGANS/Lovefool
60 60 58 63	EN VOGUE/Don't Let Go (Love)
17 30 52 61	KEITH SWEAT/Nobody
60 37 40 40	GINA G/Ooh Aah... Just...
23 33 28 39	CRUSH/Jellyhead
7 26 30 35	SPICE GIRLS/Wannabe
33 35 45 33	MADONNA/Don't Cry For Me...
45 48 33 33	L.L. COOL J/Loungin
13 24 26 29	TONY TONI TONE/Let's Get Down
65 49 31 28	JOCELYN ENRIQUEZ/Do You Miss Me
28 46 49 27	NEW EDITION/ I'm Still In Love...
- 24 27	LE CLUCK/Call Me
10 13 16 17	ABYFACE/Every Time I...
- 8 21 26	R. KELLY/ Believe I Can Fly
47 33 42 21	AZ YET/Last Night
- 20 14 19	BLACKOUT ALLSTARS/ Like It
31 20 23 18	AMBER/Colour Of Love
25 44 17 17	KEITH SWEAT/Twisted
15 12 17 17	NO MERCY/Please Don't Go
- 15 15	CRYSTAL WATERS/Say... If You Feel...
8 7 14 14	WHITNEY HOUSTON/ Believe In You...
29 17 11 11	GINUWINE/Pony

MARKET #4
KMEL/San Francisco
 (415) 391-1061
 Santosusso/Arbagey

PLAYS	ARTIST/TITLE
48 58 63 61	TONY TONI TONE/Let's Get Down
65 56 62 54	AALIYAH/One In A Million
18 30 45 53	BLACKSTREET/Don't Leave Me
21 33 52 53	ABYFACE/Every Time I...
47 56 50 48	MINT CONDITION/What Kind Of Man...
5 27 46 48	MAKAVELI/To Live & Die In...
56 56 47 48	MAKAVELI/Toss It Up
44 33 38 41	MACQ 10 & DOGG POUND/Nothin' But...
33 33 45 36	EN VOGUE/Don't Let Go (Love)
36 33 36 36	RICHIE RICH/Let's Ride
50 34 46 34	KEITH SWEAT/Nobody
22 28 25 34	ROOTS/What They Do
10 27 35 33	CAMP LO/Luchini
- 5 24 33	DRU HILL/In My Bed
31 29 24 32	MAXWELL/Sumthin' Sumthin'
31 30 36 31	MC LYTE/Cold Rock A Party
50 34 22 31	MAXWELL/Ascension (Don't...)
- 22 30	WESTSIDE CONNECTION/Gangstas Make...
25 28 23 29	DRU HILL/Tell Me
5 5 14 28	BLACKOUT ALLSTARS/ On And On
6 9 16 28	MONICA/For You I Will
- 7 13	RICHIE RICH/Do G's Get To Go...
20 9 16 13	E-40/Things'll Never...
- 12 12	ZHANE/Request Line
18 24 17 12	SWEETBACK/You Will Rise
- 11 11	ALLURE/Head Over Heals
- 10 10	AFTER 7/Sara Smile
21 13 5 5	NATE DOGG FSN00P.../Never Leave Me Alone
- 5 5	FOXY BROWN/ I'll Be
- 5 5	112/Cupid

MARKET #4
WILD/San Francisco
 (415) 391-1077
 Martin/Jazzy Jim

PLAYS	ARTIST/TITLE
36 36 65 68	AALIYAH/One In A Million
67 67 65 67	KEITH SWEAT/Nobody
35 35 61 65	TONY TONI TONE/Let's Get Down
67 67 64 63	JOSETTE/In A Dream
63 63 58 62	RICHIE RICH/Let's Ride
64 64 62 62	MAKAVELI/Toss It Up
24 24 39 52	ANGELINA/Without Your Love
27 27 37 48	PUFF DADDY/Can't Nobody Hold...
- 23 46	FREAK NASTY/Da Dip
40 40 53 39	FOXY BROWN/Get Me Home
- 16 37	ALLURE/Head Over Heals
52 52 51 35	MACQ 10 & DOGG POUND/Nothin' But...
25 25 35 35	ACID FACTOR/Fantasy
62 62 33 32	NATE DOGG FSN00P.../Never Leave Me Alone
34 34 40 29	OUTKAST/ATLiens
35 35 40 29	MC LYTE/Cold Rock A Party
52 52 27 28	NEW EDITION/ I'm Still In Love...
- 28 28	MAKAVELI/To Live & Die In...
- 28 28	WESTSIDE CONNECTION/Gangstas Make...
5 5 28 25	DRU HILL/Tell Me
62 62 27 24	112/Only You
26 26 24 22	E-40/Rappers' Ball
41 41 22 21	SNOOP DOGGY DOGG/Snoop's Upside Ya...
11 11 14 17	IMMATURE/Watch Me Do My Thing
- 16 16	E-40/Things'll Never...
- 11 14	MONICA/For You I Will
10 10 9 14	KATALINA/Sonic Groove
26 26 1 12	2PAC/ Ain't Mad At Ya
- 7 12	DRU HILL/In My Bed
- 7 11	BLACKOUT ALLSTARS/ Like It
- 6 11	BLACKSTREET/Don't Leave Me
- 8 8	SPICE GIRLS/Wannabe
- 6 7	AZ YET/Hard To Say I'm...
8 8 7 5	BRAT FT-BOZ/Ghetto Love
- - - -	NO DOUBT/Don't Speak
- - - -	RICHIE RICH/Do G's Get To Go...

MARKET #8
WPGC/Washington
 (301) 441-3500
 Stevens/Albie D.

PLAYS	ARTIST/TITLE
64 61 63 63	TONI BRAXTON/ Love Me Some Him
66 62 62 61	DRU HILL/In My Bed
65 45 60 48	MONICA/For You I Will
59 49 38 48	EN VOGUE/Don't Let Go (Love)
48 51 47 46	LIL' KIM/No Time
65 64 63 46	AALIYAH/One In A Million
- 27 49 45	702/Get It Together
31 37 46 44	TONY TONI TONE/Let's Get Down
31 30 32 41	DONNELL JONES/Knocks Me Off My...
21 40 33 40	MINT CONDITION/What Kind Of Man...
36 37 25 37	WHITNEY HOUSTON/ Believe In You...
36 37 34 36	ERYKAH BADU/On And On
- 33 33	BLACKSTREET/Don't Leave Me
- 60 61 31	PEGGY SCOTT-ADAMS/Bill
37 51 39 29	FREAK NASTY/Da Dip
24 24 10 29	MAXWELL/Sumthin' Sumthin'
- 34 26	"AFKAP"/Friend, Lover
34 30 25 25	KEITH SWEAT/Nobody
- 29 24	ABYFACE/Every Time I...
37 36 27 24	CRYSTAL WATERS/Say... If You Feel...
23 28 - 24	R. KELLY/ Believe I Can Fly
- 18 40 24	MC LYTE/Cold Rock A Party
18 21 29 19	MAKAVELI/Hai Mary
- 15 15	TRACEY LEE/The Theme
- 15 15	LIL' KIM/Crush On U
- 12 14 10	CAMP LO/Luchini
- 7 7	AZ YET/Hard To Say I'm...
- 7 7	ZHANE/Request Line

MARKET #9
97.9 FM THE BOX
 K8XX/Houston
 (713) 623-2108
 Scorpio/Head

PLAYS	ARTIST/TITLE
68 68 70 63	FREAK NASTY/Da Dip
66 63 62 57	MAKAVELI/Hai Mary
67 66 66 55	AALIYAH/One In A Million
24 45 51 52	DRU HILL/In My Bed
61 51 55 48	MONICA/For You I Will
33 31 36 46	PUFF DADDY/Can't Nobody Hold...
- 15 34 46	HEAVY D/Big Daddy
46 48 53 44	LIL' KIM/No Time
- 33 46 44	702/Get It Together
- 41 41	ZHANE/Request Line
58 50 45 40	EN VOGUE/Don't Let Go (Love)
57 57 51 35	TONI BRAXTON/Un-break My Heart
69 66 53 32	GINUWINE/Pony
- 7 32	ALLURE/Head Over Heals
46 53 32 32	TELA/Sho' Nuff
25 46 48 31	IMMATURE/Watch Me Go My Thing
- 6 29	ERYKAH BADU/On And On
33 41 47 28	NEW EDITION/ I'm Still In Love...
30 27 26 22	ABYFACE/Seven Seas
34 34 30 21	KEITH SWEAT/Nobody
- 19 16 21	MONTELL JORDAN/What's On Tonight
35 26 27 14	WHITNEY HOUSTON/ Believe In You...
8 10 6 11	MC LYTE/Cold Rock A Party
35 34 37 9	GOODFELLAZ/Sugar Honey Ice Tea
- 7 7	AFTER 7/Sara Smile
- 7 7	KEITH SWEAT/Come With Me

MARKET #10
JAMN/Boston
 (617) 290-0009
 McCartney/Collins

PLAYS	ARTIST/TITLE
48 50 67 66	TONY TONI TONE/Let's Get Down
40 47 67 66	KEITH SWEAT/Nobody
65 65 65 66	KEITH SWEAT/Twisted
30 44 66 65	AALIYAH/Your Girl Only...
66 66 65 65	L.L. COOL J/Loungin
65 66 65 64	EN VOGUE/Don't Let Go (Love)
68 68 67 60	BLACKSTREET/No Diggity
65 57 43 52	TONI BRAXTON/Un-break My Heart
- 14 43 47	MONICA/For You I Will
34 57 51 46	GINUWINE/Pony
44 44 47 45	AMBER/This Is Your Night
44 35 44 43	ABYFACE/Every Time I...
65 46 43 42	NEW EDITION/ I'm Still In Love...
38 43 43 42	IMMATURE/Watch Me Go My Thing
65 59 38 40	ABYFACE/This Is For...
- 38 43 38	CRYSTAL WATERS/Say... If You Feel...
43 27 25 33	MINT CONDITION/What Kind Of Man...
- 32 34 31	MONICA/Don't Cry For Me
10 16 23 27	MC LYTE/Cold Rock A Party
31 33 42 27	TONI BRAXTON/You're Makin' Me...
- 10 30 26	BLACKOUT ALLSTARS/ Like It
- 20 20	BLACKSTREET/Don't Leave Me
14 - 11 16	BRANDY/Sittin' Up In My...
14 13 15 14	MARIAH CAREY/Always Be My Baby
- 15 14	MONTELL JORDAN/This Is How We Do It
12 - 10 13	MARIAH CAREY/Fantasy
13 12 14 12	MARK MORRISON/Return Of The Mack
- 12 12	GROOVE THEORY/Tell Me
- 11 11	QUAD CITY DJ'S/Com'on 'N Ride It...
12 10 10 10	L.L. COOL J/Don't It
- 10 10	BONE THUGS-N-HARMONY/Tha Crossroads
13 11 12 10	FUGEES/Killing Me Softly
- 5 6 9	SPICE GIRLS/Wannabe
- 5 6	MONTELL JORDAN/What's On Tonight
- 5 5	KEITH SWEAT/Just A Touch
- - - -	DRU HILL/In My Bed

MARKET #11
POWER 96
 WPOW/Miami
 (305) 653-6796
 Curry/Jones

PLAYS	ARTIST/TITLE
47 51 50 50	SPICE GIRLS/Wannabe
47 52 52 49	AALIYAH/One In A Million
55 52 48 49	NO DOUBT/Don't Speak
55 52 50 49	TONI BRAXTON/Un-break My Heart
55 29 35 46	BLACKSTREET/No Diggity
30 45 38 41	NEW EDITION/ I'm Still In Love...
19 33 38 41	ACID FACTOR/Fantasy
24 29 30 34	GINUWINE/Pony
- 14 34	WAY OUT WEST/The Gift
36 34 30 31	ROCHELLE/Me Ne
40 29 27 31	R. KELLY/ Believe I Can Fly
31 33 30 31	K5/Passion
- 14 29	ARMAND VAN HELDEN/Funk Phenomena
53 46 34 29	CRYSTAL WATERS/Say... If You Feel...
- 19 27 27	FREAK NASTY/Da Dip
- 4 19 26	EN VOGUE/Don't Let Go (Love)
17 19 28 26	FOXY BROWN/Get Me Home
16 35 29 26	LIVIN' JOY/Don't Stop Movin'
16 22 30 23	MONICA/For You I Will
26 24 25 23	MADONNA/Don't Cry For Me...
21 30 30 22	CELINE DION/It's All Coming...
32 18 - 21	EL SANCOCHO/Tumbao La Casa
- 16 16	LE CLUCK/Call Me
25 38 33 15	KEITH SWEAT/Twisted
12 33 33 14	L.L. COOL J/In My Bed
- 2 10	MC LYTE/Cold Rock A Party
16 25 27 9	RUPAUL/Dolores
- 2 6	RED AN'D BLACK/It's Party Time
4 7 4 5	OJ TRANS/Suki Suki Now
- 3 3	JON SECADA/Too Late, Too Soon
5 13 8 3	BUCWEE BODY/You Gotta Go
5 5 3 3	WESTSIDE CONNECTION/Bow Down
- 2 2	PUFF DADDY/Can't Nobody Hold...

MARKET #13
KUBE 93.1
 KUBE/Seattle
 (206) 285-2295
 Tierney/Cipic

PLAYS	ARTIST/TITLE
83 70 82 79	BLACKSTREET/No Diggity
- 58 68 75	MARK MORRISON/Return Of The Mack
- 77 71 75	NO DOUBT/Don't Speak
45 33 35 72	AZ YET/Hard To Say I'm...
- 67 67 70	BLACKSTREET/Don't Leave Me
77 81 79 69	SPICE GIRLS/Wannabe
60 63 55 62	TONI BRAXTON/Un-break My Heart
40 79 68 53	L.L. COOL J/Loungin
36 47 47 51	KEITH SWEAT/Nobody
81 32 46 46	EN VOGUE/Don't Let Go (Love)
- 44 44	ZHANE/Request Line
44 41 40 42	FREAK NASTY/Da Dip
24 27 35 41	NEW EDITION/ I'm Still In Love...
68 34 38 39	AALIYAH/Your Girl Only
- 38 39	MONICA/For You I Will
- 36 36	DRU HILL/In My Bed
59 48 50 31	CRYSTAL WATERS/Say... If You Feel...
- 28 28	PUFF DADDY/Can't Nobody Hold...
59 51 45 25	AALIYAH/One In A Million
37 27 25 24	GINUWINE/Pony
- 23 23	DJ KOOL/Let Me Clear My...
20 22 24 23	ROOTS/What They Do
37 26 27 20	L.L. COOL J/Ain't Nobody
53 39 34 18	MADONNA/Don't Cry For Me...
46 27 30 16	ABYFACE/Every Time I...
17 16 16 13	WHITNEY HOUSTON/ Believe In You...
20 21 11 11	MC LYTE/Cold Rock A Party
- 5	



WALT LOVE

Reputation Means More Than Sales

□ For CBS's WAOK & WVEE/Atlanta, it's the people who come first

WAOK-AM & WVEE-FM (V-103)/Atlanta GSM Diane Verzijl and Sales Manager Keely Collins represent heritage facilities with a capital H. Both share a sales perspective that's quite unique. Why? Because the two represent a Gospel-Urban combo that has successfully shifted demographics from the AM to the FM while maintaining the same sales strategies that first gave the CBS Radio stations success.

At the dawn of R&B, WAOK-AM created a reputation and image not only for its listeners, but for its clients. As the FM bandwidth expanded, so did the need for a strong Urban presence. Thus, V-103 was born.

Verzijl, a 15-year industry veteran, believes that strong presence should also hold forth in the way a client/station relationship should be maintained. "The most important thing my salespeople do is communicate with lots of clients to find out what their needs are, and try to help them do what they need to do." What does that really mean? "If they need to move product or increase traffic at their place of business, that's the first thing we'll do to really be of help with their most pressing needs. What we try to do is help grow people's businesses and make them rich."



Not just in sales, but with the entire radio station, we hold the philosophy that 'we work for you.' We're being hired to do the absolute best we can do for the agency that hired us and the client whose product we're selling to our audience.

—Diane Verzijl



Relationships And Results

As heritage Urban stations in the market, long-standing business relationships mean a lot for the WAOK & WVEE sales staff and their efforts. And although the two stations have long received more than respectable ratings, the numbers are little more than meaningless to potential sponsors. Comments Verzijl, "We certainly have a numbers story to tell, but it doesn't mean anything to an advertiser unless you can back it up with results. We rely a lot on the relationship our stations have with the listeners.

"Since V-103 and WAOK have been in the market for, collectively, more than 60 years doing Urban and Gospel radio in one way or another, our audience really believes that when we have an advertiser on the air it's something the two radio stations recommend.

"That's what really makes the difference. This is not just jukebox background music. It's their radio station inviting them into this place of business. Our heritage and reputation in Atlanta means everything to what we do. Therefore, we don't take anything lightly or for granted. We protect our good name and reputation at all times. This makes a huge difference. Plus, the relationship between the radio stations and the listeners is a real asset to the advertisers.

"I think the only other general-market format that shows a similar kind of sales relationship would perhaps be Country. That's because you get an [extremely diverse] group of people. I worked at other general-market formats like News/Talk and Beautiful Music. It just doesn't happen in the general market like it does at Urban."

Advertiser Cultural Awareness

Verzijl continues, "With these radio stations, we don't just represent a genre of music or a format. What we bring to advertisers is an entire culture. The listeners we bring to the table are from 12-years-old to dead! It's truly an entire family of listeners and the formats have been set up in such a way that there's something in the family. So, for example, a car dealer that has an expensive, more upscale vehicle can talk to our audience and can still effectively reach his consumer. But the other car dealer who has the younger, more hip, less expensive car can also use the same station to get the buyer they wish to reach.

"If an advertiser wants to invite the African-American consumer

into their place of business, this is the place to do that because our listeners believe us. But not only do our listeners believe us, they respond."

Working For Them

For Collins, a 12-year industry vet in her first sales manager position, taking the attitude that the station works first and foremost for the client is a top priority. Is there a special approach to selling V-103, a station that's No. 1 12+ and 25-54?

Says Collins, "Being the No. 1 station in the market only presents its own challenges. When you're a station like ours, you don't really have any friends in the market as far as other radio stations are concerned.

"One of the things that we always do to separate ourselves from the rest of the pack is make ourselves available to agencies and have them view us as their partners, as opposed to being just another radio station that they're placing a buy with. Not just in sales, but with the entire radio station, we hold the philosophy that 'we work for you.' So, we're being hired to do the absolute best we can do for the agency that hired us and the client whose product we're selling to our audience. The kind of relationship we like to have with agencies and clients is we're their marketing partner. We're just like that other department right down the hall from them. We work very hard to create partnerships."

Collins started out in sales as National Sales Coordinator at WATL-TV in 1984. Explains Collins, "I wanted to get into sales, but sales opportunities were very limited in television if you didn't already have direct sales experience. So, I decided to go into radio sales with the intention of going back to TV sales."

Her first radio sales job was in 1984 at then-CHR WZGC-FM (Z-93). Since then, she's served as a Sales Assistant at Rock WNEW-FM/New York before returning to Atlanta six years ago. Now the head of a staff of 16 local sales persons, she has two long-intertwined yet distinct formats to sell.

Gospel Music Strong

Is there any particular approach a long-standing station like Gospel WAOK should use when selling the station to potential advertisers? One,



PROUD STAFF — WAOK-AM & WVEE-FM/Atlanta Sales Manager Keely Collins (second row, second from right) and GSM Diane Verzijl (second row, wearing white blouse) pose with their sales staff for the Gospel combo.

says Collins, is to make sure people don't misunderstand the format. "There's a lot of misnomers about gospel music. A lot of people think gospel listeners are little old African-American ladies with gray or blue hair just sitting around. Some people also think gospel listeners don't buy the same products that mainstream Urban radio listeners buy. Most of the time we have to start by educating buyers, agencies, and clients about who the gospel listener is.

"Over the years, the listener has grown to be a bit younger than it's traditionally been known to be. Gospel music has become just so strong... you have to take a good look at Gospel stations and their au-



Over the years, the [gospel] listener has grown to be a bit younger than it's traditionally been known to be. Gospel music has become just so strong... you have to take a good look at Gospel stations and their audience.

—Keely Collins



dience. When you have artists like Kirk Franklin who are crossing over to the mainstream stations and getting regular airplay and you see more of it happening, you have to take it seriously.

"That's why we like to have WAOK stand alone on its own values. People who have a combo station as ours will use their Gospel station as a throw-in. But we've worked very hard at establishing the value of WAOK as its own entity. And it does have its own value and identity."

As consolidation changes the face of the radio industry, Collins says it's vital to stay on top of the latest ownership changes and deals. "The industry really has changed since I

began [my career] and it continues to change. The way we sold years ago isn't how we sell today. So it's important to really stay on top of what's happening in the communications industry.

"When selling radio today, it's very important to find what is unique and strong about your radio station that sets you apart from all of your competitors. That's what makes you different and that's what you have to sell. You have to drive that point home because in the end, what separates you from your competition? You have to do more than just sell the numbers you have. Selling numbers is a very small part of what we do.

"People already know about your numbers. We want to talk about the things we do and the things we can help you do in selling your product. We also want to tell a potential client what it is we do and what it is that keeps us at the top of what we do in our market. We want our clients to know that when they invest their money with us, they don't have to go to bed wondering if their ad is going to work on our station. We want them to know it's going to work. We want them to know about our commitment to our community. We want them to know our listeners trust us implicitly. When an advertiser or a product comes on either of your stations, it's like we've endorsed the product or people involved.

"When our listeners hear an ad on our stations, it's like we're telling them to go and patronize this business or buy that product. If something is not right, we're the first to hear about it. That's the kind of relationship we've developed with our listeners and it's just like we're part of the family.

"We're much more than another radio station they turn on to hear good music. There's something about Urban radio that allows us to have a relationship with our listeners like no other format has. We're everything to our listeners. We're their entertainment, we're the informational source, we're the educational source, and we're the voice of the community."

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	AALIYAH One In A Million (<i>BlackGround/Atlantic</i>)	3025	3174	3124	3029	78/0
3	2	2	2	WHITNEY HOUSTON I Believe In You And Me (<i>Arista</i>)	2825	2819	2520	2222	78/1
17	6	4	3	ERYKAH BADU On And On (<i>Kedar/Universal</i>)	2674	2418	2029	1518	80/1
13	7	5	4	DRU HILL In My Bed (<i>Island</i>)	2667	2350	2003	1587	79/2
4	3	3	5	BLACKSTREET Never Gonna Let You Go (<i>Interscope</i>)	2313	2473	2370	2205	72/0
12	14	7	6	MAXWELL Sumthin' Sumthin' (<i>Columbia</i>)	2203	1959	1779	1635	71/0
15	12	9	7	NEW EDITION You Don't Have To Worry (<i>MCA</i>)	2148	1908	1796	1546	76/0
16	13	8	8	BABYFACE Every Time I Close My Eyes (<i>Epic</i>)	2110	1944	1779	1520	78/1
34	18	13	9	MONICA For You I Will (<i>Warner Sunset/Atlantic</i>)	2105	1775	1397	880	78/1
14	10	11	10	IMMATURE Watch Me Do My Thing (<i>Loud/RCA</i>)	1902	1872	1805	1557	70/1
—	27	17	11	"AFKAP" Somebody's Somebody (<i>NPG/EMI</i>)	1784	1461	1125	580	72/0
9	9	12	12	LUTHER VANDROSS I Can Make It Better (<i>LV/Epic</i>)	1622	1845	1817	1751	59/0
2	4	10	13	EN VOGUE Don't Let Go (Love) (<i>EastWest/EEG</i>)	1507	1876	2221	2537	52/0
6	5	6	14	FOXY BROWN Get Me Home (<i>Violator/Def Jam/RAL/Mercury</i>)	1478	2038	2045	1952	62/0
22	19	18	15	MC LYTE Cold Rock A Party (<i>EastWest/EEG</i>)	1447	1442	1376	1250	65/0
—	39	26	16	KEITH SWEAT Just A Touch (<i>Elektra/EEG</i>)	1416	1173	754	157	71/1
5	8	16	17	TONY TONI TONE Let's Get Down (<i>Mercury</i>)	1411	1696	1949	2190	52/0
—	37	30	18	702 Get It Together (<i>Biv 10/Motown</i>)	1351	1009	784	369	72/3
32	29	24	19	PUFF DADDY Can't Nobody Hold Me Down (<i>Bad Boy/Arista</i>)	1301	1194	1048	963	73/1
10	15	15	20	ISLEY BROTHERS Tears (<i>T-Neck/Island</i>)	1296	1703	1753	1683	57/0
23	20	20	21	MONIFAH You Don't Have To Love Me (<i>Uptown/Universal</i>)	1292	1320	1269	1195	57/1
—	50	29	22	MAKAVELI Hail Mary (<i>Death Row/Interscope</i>)	1265	1050	599	188	70/2
31	26	25	23	DO OR DIE Playa Like Me And You (<i>Rap-A-Lot</i>)	1238	1194	1149	1030	68/5
11	11	14	24	JOHNNY GILL It's Your Body (<i>Motown</i>)	1228	1734	1802	1677	53/0
8	17	19	25	R. KELLY I Believe I Can Fly (<i>Jive</i>)	1195	1365	1532	1752	45/0
25	24	22	26	LIL' KIM No Time (<i>Undeas/Big Beat/Atlantic</i>)	1155	1225	1206	1181	54/0
—	38	31	27	MINT CONDITION You Don't Have To Hurt No More (<i>Perspective/A&M</i>)	1114	980	762	297	72/7
—	45	37	28	MONTELL JORDAN What's On Tonight (<i>Def Jam/RAL/Mercury</i>)	1103	886	676	193	72/1
18	22	23	29	KEITH SWEAT Nobody (<i>Elektra/EEG</i>)	1075	1205	1262	1451	41/0
50	34	32	30	AZ YET Hard To Say I'm Sorry (<i>LaFace/Arista</i>)	1064	977	869	584	69/2
—	44	35	31	RASHAAN PATTERSON Stop By (<i>MCA</i>)	1041	899	678	218	63/3
21	23	27	32	GINUWINE Pony (<i>550 Music/Epic</i>)	955	1097	1239	1345	35/0
7	16	21	33	TONI BRAXTON Un-break My Heart (<i>LaFace/Arista</i>)	915	1251	1551	1807	39/0
—	48	40	34	E-40 Things'll Never Change (<i>Sick Wid' It/Jive</i>)	889	812	611	292	66/2
40	36	38	35	SWEETBACK You Will Rise (<i>Epic</i>)	882	885	824	749	59/2
BREAKER			36	BRAT I/T-BOZ Ghetto Love (<i>So So Def/Columbia</i>)	856	655	422	190	65/6
BREAKER			37	YVETTE MICHELLE I'm Not Feeling You (<i>Loud/RCA</i>)	852	439	57	30	64/7
BREAKER			38	ALFONZO HUNTER Weekend Thang (<i>Def Squad/EMI</i>)	835	692	496	159	58/6
BREAKER			39	DONELL JONES You Should Know (<i>Untouchables/LaFace/Arista</i>)	835	779	664	237	58/1
33	31	34	40	BRAXTONS Only Love (<i>Atlantic</i>)	832	920	914	897	47/0
BREAKER			41	TASHA HOLIDAY Just The Way You Like (<i>MCA</i>)	801	412	16	—	57/6
DEBUT			42	MARK MORRISON Return Of The Mack (<i>Atlantic</i>)	790	598	264	24	53/0
DEBUT			43	HEAVY D Big Daddy (<i>Uptown/MCA</i>)	776	417	77	16	68/13
—	—	46	44	TRE' Take Your Time (<i>Mo Thug/Relativity</i>)	742	678	585	409	55/5
DEBUT			45	112 Cupid (<i>Bad Boy/Arista</i>)	725	209	—	—	66/3
DEBUT			46	RAY J Let It Go (<i>Elektra/EEG</i>)	722	351	117	52	66/5
—	—	49	47	DJ KOOL Let Me Clear My Throat (<i>American/WB</i>)	722	653	523	289	56/1
—	—	50	48	PUFF JOHNSON All Over Your Face (<i>Work/Epic</i>)	713	642	504	181	52/0
DEBUT			49	ZHANE' Request Line (<i>Illtown/Motown</i>)	661	116	44	16	67/60
DEBUT			50	PEGGY SCOTT-ADAMS Bill (<i>Miss Butch/Mardi Gras</i>)	602	505	354	235	28/4

This chart reflects airplay from January 27-February 2. Songs ranked by total plays. Highlighted songs indicate Breaker.
80 Urban reporters. 79 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

FUGEES Rumble In The Jungle (*Mercury*)
Total Plays: 555, Total Stations: 56, Adds: 1

TRUTH Everyday (*Priority*)
Total Plays: 550, Total Stations: 54, Adds: 2

TELA Sho 'Nuff (*Suav House/Relativity*)
Total Plays: 540, Total Stations: 38, Adds: 1

CRYSTAL WATERS Say...If You Feel Alright (*Mercury*)
Total Plays: 531, Total Stations: 41, Adds: 0

FOR REAL The Saddest Song I Ever Heard (*Rowdy/Arista*)
Total Plays: 519, Total Stations: 49, Adds: 0

KENNY LATTIMORE For You (*Columbia*)
Total Plays: 511, Total Stations: 51, Adds: 6

ICE CUBE The World Is Mine (*Jive*)
Total Plays: 468, Total Stations: 51, Adds: 4

RICHIE RICH Do G's Get To Go To Heaven? (*Def Jam/Mercury*)
Total Plays: 454, Total Stations: 49, Adds: 3

ANN NESBY This Weekend (*Perspective/A&M*)
Total Plays: 434, Total Stations: 45, Adds: 12

TONI BRAXTON I Don't Want To (*LaFace/Arista*)
Total Plays: 409, Total Stations: 69, Adds: 69

RICHIE RICH & ESERA TUAOLO Stay With Me (*Gridiron/Red Ant*)
Total Plays: 407, Total Stations: 35, Adds: 1

B-LEGIT I/DARYL HALL Ghetto Smile (*Sick Wid' It/Jive*)
Total Plays: 381, Total Stations: 41, Adds: 8

LATANYA If You Play Your Cards Right (*Blunt*)
Total Plays: 374, Total Stations: 29, Adds: 0

GHOST FACE KILLER All I Got Is You (*Epic*)
Total Plays: 368, Total Stations: 53, Adds: 15

CAMP LO Luchini (*Profile*)
Total Plays: 366, Total Stations: 29, Adds: 4

Songs ranked by total plays.

BREAKERS®

BRAT I/T-BOZ
Ghetto Love (*So So Def/Columbia*)
TOTAL PLAYS/INCREASE: 856/201
TOTAL STATIONS/ADDS: 65/6
CHART: 36

YVETTE MICHELLE
I'm Not Feeling You (*Loud/RCA*)
TOTAL PLAYS/INCREASE: 852/413
TOTAL STATIONS/ADDS: 64/7
CHART: 37

ALFONZO HUNTER
Weekend Thang (*Def Squad/EMI*)
TOTAL PLAYS/INCREASE: 835/143
TOTAL STATIONS/ADDS: 58/6
CHART: 38

DONELL JONES
You Should Know (*Untouchables/LaFace/Arista*)
TOTAL PLAYS/INCREASE: 835/56
TOTAL STATIONS/ADDS: 58/1
CHART: 39

TASHA HOLIDAY
Just The Way You Like (*MCA*)
TOTAL PLAYS/INCREASE: 801/389
TOTAL STATIONS/ADDS: 57/6
CHART: 41

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
TONI BRAXTON I Don't Want To (<i>LaFace/Arista</i>)	69
ZHANE' Request Line (<i>Illtown/Motown</i>)	60
LEVERT True Dat (<i>Atlantic</i>)	56
ROME I Belong To You (Every Time I See Your Face) (<i>RCA</i>)	46
GINA THOMPSON You Bring The Sunshine (<i>Mercury</i>)	45
CHARISSE ARRINGTON Ain't No Way (<i>MCA</i>)	35
TRACEY LEE The Theme (<i>By Storm/Universal</i>)	33
ME'SHELL NDEGEOCELLO Stay (<i>Maverick/Reprise</i>)	31
ASSORTED PHLAVERS Make Up Your... (<i>Hall Of Fame/Epic</i>)	22
GHOST FACE KILLER All I Got Is You (<i>Epic</i>)	15

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ZHANE' Request Line (<i>Illtown/Motown</i>)	+545
112 Cupid (<i>Bad Boy/Arista</i>)	+516
YVETTE MICHELLE I'm Not Feeling You (<i>Loud/RCA</i>)	+413
TONI BRAXTON I Don't Want To (<i>LaFace/Arista</i>)	+409
TASHA HOLIDAY Just The Way You Like (<i>MCA</i>)	+389
RAY J Let It Go (<i>Elektra/EEG</i>)	+371
HEAVY D Big Daddy (<i>Uptown/MCA</i>)	+359
702 Get It Together (<i>Biv 10/Motown</i>)	+342
MONICA For You I Will (<i>Warner Sunset/Atlantic</i>)	+330
"AFKAP" Somebody's Somebody (<i>NPG/EMI</i>)	+323

HOTTEST RECURRENTS

MINT CONDITION What Kind Of Man Would... (*Perspective/A&M*)

NAS Street Dreams (*Columbia*)

II D EXTREME You Got Me Goin' (*Gasoline Alley/MCA*)

BLACKSTREET No Diggity (*Interscope*)

NEW EDITION I'm Still In Love With You (*MCA*)

BABYFACE This Is For The Lover In You (*Epic*)

WHITNEY HOUSTON Somebody Bigger Than You And I (*Arista*)

"AFKAP" Betcha By Golly Wow! (*NPG/EMI*)

702 Steelo (*Biv 10/Motown*)

ROGER & ZAPP Living For The City (*Reprise*)

Breakers: Songs registering 800 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

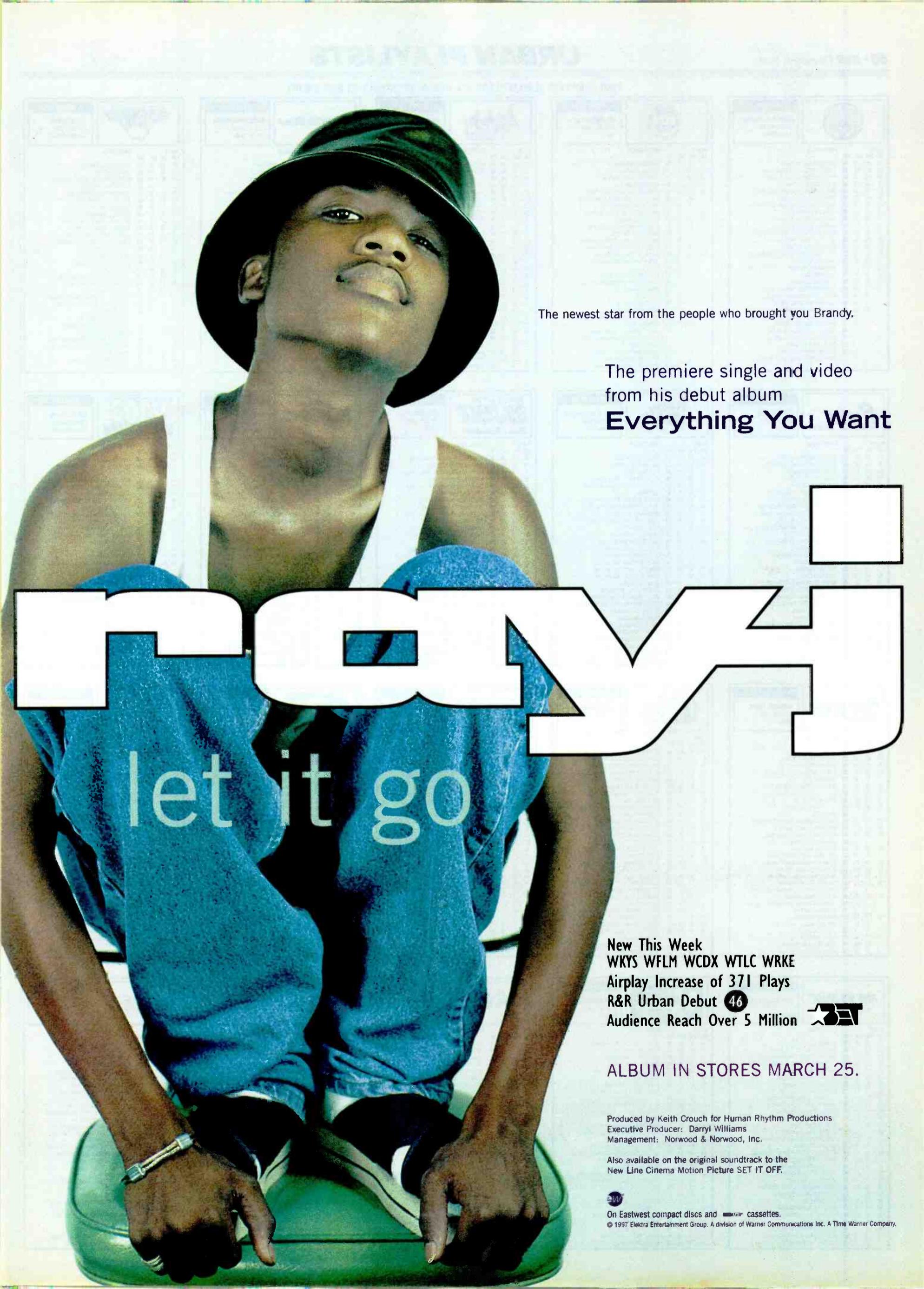
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let it go

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Airplay Increase of 371 Plays
R&R Urban Debut **46**
Audience Reach Over 5 Million



ALBUM IN STORES MARCH 25.

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Executive Producer: Darryl Williams
Management: Norwood & Norwood, Inc.

Also available on the original soundtrack to the
New Line Cinema Motion Picture SET IT OFF.



On Eastwest compact discs and  cassettes.
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URBAN PLAYLISTS

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

MARKET #2
KKBT/Los Angeles
 (213) 694-1800
 Austin/Snyder

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
42	48	50	54	AALIYAH/One In A Million
50	50	52	52	TONY TONI TONE/Let's Get Down
54	54	54	50	EN VOUGUE/Don't Let Go (Love)
29	34	40	48	BABYFACE/Every Time I...
52	52	48	46	MINT CONDITION/What Kind Of Man...
30	46	46	46	ERYKAH BADU/On And On
40	44	44	44	SNOOP DOGGY DOGG/Snoop's Upside Ya...
48	42	42	42	KEITH SWEAT/NoBODY
12	20	21	40	FOXY BROWN/Get Me Home
26	32	37	37	MAKAVELI/To Live & Die In...
15	30	34	35	MACK 10 & DOGG POUND/Nothin' But...
22	29	30	30	MC LYTE/Cold Rock A Party
22	29	29	29	ISLEY BROTHERS/Tears
20	25	26	27	WESTSIDE CONNECTION/Gangstas Make...
7	22	22	22	DRU HILL/In My Bed
5	13	16	25	MONICA/For You I Will
44	37	24	24	GINUWINE/Pony
6	14	18	19	E-40/Things I Never...
5	13	15	18	PUFF DADDY/Can't Nobody Hold...
-	5	14	17	NEW EDITION/You Don't Have To...
-	7	15	16	ICE CUBE/The World Is Mine
-	12	15	15	PUFF JOHNSON/All Over Your Face
-	5	14	14	YVETTE MICHELLE/I'm Not Feeling You
-	10	13	13	MAXWELL/Sumthin' Sumthin'
-	7	12	12	RICHIE RICH/O.G.'s Get To Go...
-	11	11	11	SHAGUIELLE O'NEAL/Straight
-	7	7	7	AZ YET/Hard To Say I'm...
-	5	5	5	ALLURE/Head Over Heals
-	5	5	5	MINT CONDITION/You Don't Have To...

MARKET #3
WELM/Chicago
 (312) 350-9000
 Alan

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
-	40	49	47	MAKAVELI/Hail Mary
22	30	36	47	702/Get It Together
40	43	45	42	ERYKAH BADU/On And On
19	22	29	41	DRU HILL/In My Bed
33	31	32	34	PUFF DADDY/Can't Nobody Hold...
-	21	34	32	B-LEGIT/FDARY/HALL/Ghetto Smile
-	33	34	31	BRAT F/T-BOZ/Ghetto Love
43	47	40	30	IMMATURE/Watch Me Do My Thing
36	33	36	27	E-40/Things I Never...
20	24	24	27	NEW EDITION/You Don't Have To...
-	-	17	25	MONICA/For You I Will
-	-	26	24	GHOST FACE KILLER/All I Got Is You
14	20	27	24	DDNELL JONES/You Should Know
15	10	-	-	DO OR DIE/Playa Like Me And...
-	-	15	21	"AFKAP"/Somebody's Somebody
-	-	24	24	RAY J/Let It Go
-	-	23	23	KEITH SWEAT/NoBODY
-	-	-	-	WHITNEY HOUSTON/ Believe In You...
-	-	-	-	20 ZHANE/Request Line
-	-	-	-	5 112/Cupid
14	18	13	16	LOST BOYZ/Get Up
-	-	15	16	HEAVY D/Big Daddy
-	-	21	16	YVETTE MICHELLE/I'm Not Feeling You
15	16	17	16	TELA/So 'Nuff
14	14	13	13	METHOD MAN/It's In The Game
5	5	5	7	ALFONZO HUNTER/Weekend Thang
5	5	5	7	AZ YET/Hard To Say I'm...
5	5	5	7	GINUWINE/Tell Me Do U Wanna
5	5	5	5	VILLAIN/Listen To My Flow
5	5	5	5	FUGEES/Rumble In The Jungle

MARKET #3
WGCI/Chicago
 (312) 427-4800
 Smokey/Cobbie

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
40	45	42	49	ERYKAH BADU/On And On
34	37	42	48	AALIYAH/One In A Million
36	38	47	47	EN VOUGUE/Don't Let Go (Love)
26	33	41	41	TONI BRAXTON/ Love Me Some Him
38	36	39	40	MONICA/For You I Will
50	41	40	38	TONY TONI TONE/Let's Get Down
17	33	36	36	DRU HILL/In My Bed
36	33	37	34	PEGGY SCOTT-ADAMS/Bill
16	27	31	32	FOXY BROWN/Get Me Home
22	27	32	32	DAVID JOSIAS/In My Life
17	32	37	31	BLACKSTREET/ Never Gonna Let...
4	33	27	29	GINUWINE/Pony
9	9	15	29	702/Get It Together
30	26	27	28	BLACKSTREET/ Never Gonna Let...
36	33	37	27	2PAC/ Ain't Mad At Ya
26	26	30	27	LATANYA/ You Play Your...
28	28	30	26	R. KELLY/ Believe I Can Fly
28	21	23	25	LUTHER VANDROSS/ I Can Make It Better
5	10	28	24	MINT CONDITION/You Don't Have To...
35	25	23	24	MINT CONDITION/What Kind Of Man...
31	30	25	24	"AFKAP"/ Betcha By Golly Wow!
-	6	20	23	GINA THOMPSON/ You Bring...
7	14	17	21	"AFKAP"/ Somebody's Somebody
18	24	18	20	RAY J/ Let It Go
24	16	20	20	MAXWELL/Ascension (Don't...)
7	30	30	18	KEITH SWEAT/Just A Touch
27	20	17	17	MEN OF STANDARD/Winter
-	8	18	17	MONTELL JORDAN/What's On Tonight
19	23	23	17	KEITH SWEAT/NoBODY
8	6	7	17	BABYFACE/Every Time I...

MARKET #4
POWER 99
WUSL/Philadelphia
 (215) 493-8000
 Young/Cooper

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
45	46	47	51	AALIYAH/One In A Million
35	41	40	40	MONICA/For You I Will
12	31	41	46	ERYKAH BADU/On And On
34	41	52	43	DRU HILL/In My Bed
23	51	41	41	TONI BRAXTON/ Love Me Some Him
48	38	47	41	R. KELLY/ Believe I Can Fly
-	-	8	37	ZHANE/Request Line
-	-	7	33	112/Cupid
40	37	35	32	EN VOUGUE/Don't Let Go (Love)
-	27	33	31	PEGGY SCOTT-ADAMS/Bill
-	5	5	5	NEW EDITION/You Don't Have To...
11	19	25	31	PUFF DADDY/Can't Nobody Hold...
27	29	27	31	LIL' KIM/No Time
33	37	32	29	MINT CONDITION/What Kind Of Man...
26	21	18	27	GINUWINE/Pony
28	32	23	26	MONICA/For You I Will
46	36	31	22	BLACKSTREET/ Never Gonna Let...
26	26	21	21	BLACKSTREET/ No Diggy
20	13	19	20	DRU HILL/In My Bed
17	17	17	20	L.L. COOL J/ Ain't Nobody
-	-	5	18	MINT CONDITION/You Don't Have To...
36	23	10	18	KEITH SWEAT/NoBODY
13	15	17	17	ROOTS/What They Do
33	26	20	17	FOXY BROWN/Get Me Home
10	11	12	16	MAXWELL/Sumthin' Sumthin'
22	24	16	16	BRANDY TAMIA/ Missing You
22	22	10	16	TONI BRAXTON/Un-break My Heart
28	32	28	16	NEW EDITION/ I'm Still In Love...
30	12	10	15	112/Only You

MARKET #6
WJLB/Detroit
 (313) 965-2000
 Saunders/Darrell

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
37	40	44	41	AALIYAH/One In A Million
40	40	37	39	GINUWINE/Pony
46	43	43	37	"AFKAP"/Somebody's Somebody
34	37	37	37	KEITH SWEAT/NoBODY
34	37	30	37	KEITH SWEAT/NoBODY
35	34	39	37	ANN NESBYT/ I'm Still Wearing...
23	23	25	26	AALIYAH/ Your Girl Only...
18	23	24	24	ERYKAH BADU/On And On
38	34	34	34	MAXWELL/Ascension (Don't...)
22	24	32	32	BRIAN MCKNIGHT/Still In Love...
37	35	32	32	D'ANGELO/Me And Those...
26	26	25	29	NEW EDITION/ I'm Still In Love...
26	26	25	26	TONY TONI TONE/Let's Get Down
28	25	24	22	SW/Use Your Heart
31	20	32	20	NEW EDITION/Hi Me Oh
24	31	29	20	BLACKSTREET/ No Diggy
15	15	14	19	DRU HILL/In My Bed
24	24	19	19	TONI BRAXTON/You're Makin' Me...
12	12	19	19	R. KELLY/ Believe I Can Fly
16	16	17	18	ZHANE/Request Line
-	5	16	16	MONTELL JORDAN/What's On Tonight
5	18	18	18	PUFF JOHNSON/All Over Your Face
22	22	18	18	112/Only You
15	17	17	17	AZ YET/Hard To Say I'm...
-	5	17	17	"AFKAP"/Somebody's Somebody
16	16	17	17	FUGEES/Killing Me Softly
17	16	16	16	WHITNEY HOUSTON/ Believe In You...
5	15	16	16	MINT CONDITION/You Don't Have To...
16	16	16	16	JOE/All The Things...
6	10	17	15	FOXY BROWN/Get Me Home
16	15	15	15	TOTAL/Do You Think...

MARKET #7
KKDA/Dallas
 (214) 263-9911
 Cheatham

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
27	54	61	63	ERYKAH BADU/On And On
42	40	58	61	BLACKSTREET/ Never Gonna Let...
58	60	61	60	KEITH SWEAT/NoBODY
59	56	59	59	MONICA/For You I Will
5	23	62	59	DRU HILL/In My Bed
60	62	66	57	EN VOUGUE/Don't Let Go (Love)
58	59	61	57	AALIYAH/One In A Million
60	60	60	54	MINT CONDITION/What Kind Of Man...
43	42	44	53	TONI BRAXTON/Un-break My Heart
61	57	59	53	R. KELLY/ Believe I Can Fly
28	50	50	50	WHITNEY HOUSTON/ Believe In You...
46	47	45	43	BABYFACE/Every Time I...
46	47	43	43	DO OR DIE/Playa Like Me And...
28	47	43	43	MAKAVELI/Hail Mary
44	46	43	43	FOXY BROWN/Get Me Home
14	17	17	33	NAS/Street Dreams
-	5	26	26	702/Get It Together
49	42	46	25	LIL' KIM/No Time
24	29	25	25	NEW EDITION/You Don't Have To...
-	5	23	23	KEITH SWEAT/Just A Touch
-	14	20	20	MAXWELL/Sumthin' Sumthin'
66	64	26	20	TONY TONI TONE/Let's Get Down
-	19	19	19	HEAVY D/Big Daddy
18	22	25	19	E-40/Things I Never...
18	22	25	19	PUFF DADDY/Can't Nobody Hold...
-	19	19	19	TELA/So 'Nuff
21	25	19	19	IMMATURE/Watch Me Do My Thing
8	13	14	14	MC LYTE/Cold Rock A Party
-	14	14	14	MINT CONDITION/You Don't Have To...
-	17	20	14	ROOTS/What They Do

MARKET #8
WKYS/Washington
 (202) 638-9300
 Williams/Fox

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
40	51	51	59	DRU HILL/In My Bed
50	50	52	56	AALIYAH/One In A Million
15	27	44	51	LIL' KIM/No Time
23	28	35	50	EN VOUGUE/Don't Let Go (Love)
43	36	46	44	TONI BRAXTON/Un-break My Heart
44	44	48	44	702/Steelo
20	37	47	40	WHITNEY HOUSTON/ Believe In You...
23	26	24	30	NEW EDITION/You Don't Have To...
29	29	39	39	MONICA/For You I Will
29	29	36	36	TONY TONI TONE/Let's Get Down
36	31	28	25	112/Come See Me
46	43	42	42	FOXY BROWN/Get Me Home
39	28	28	28	R. KELLY/ Believe I Can Fly
21	24	20	26	ERYKAH BADU/On And On
11	18	27	25	BABYFACE/Every Time I...
32	28	25	25	NEW EDITION/ I'm Still In Love...
43	38	27	24	BRANDY TAMIA/ Missing You
-	5	13	23	702/Get It Together
-	31	30	21	PEGGY SCOTT-ADAMS/Bill
-	7	10	19	MINT CONDITION/You Don't Have To...
8	14	11	16	YVETTE MICHELLE/I'm Not Feeling You
-	11	15	15	AZ YET/Hard To Say I'm...
-	21	14	14	HEAVY D/Big Daddy
-	12	12	12	KEITH SWEAT/Just A Touch
20	12	12	11	MAKAVELI/Hail Mary
6	6	10	11	PUFF DADDY/Can't Nobody Hold...
5	5	5	10	MC LYTE/Cold Rock A Party
15	10	10	7	ZHANE/Request Line
15	10	10	7	IMMATURE/Watch Me Do My Thing

MARKET #11
WEDR-FM 99 JAMZ
 Miami • Ft. Lauderdale

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
24	28	30	30	IMMATURE/Watch Me Do My Thing
11	13	15	25	SWEETBACK/You Will Rise
10	19	23	22	WHITNEY HOUSTON/Somebody Bigger...
18	21	20	21	MAXWELL/Sumthin' Sumthin'
23	22	18	21	CHAKA KHAN/Never Miss The Water
7	14	21	21	DRU HILL/In My Bed
7	16	21	20	DO OR DIE/Playa Like Me And...
23	20	18	20	ERIC BENET/Spiritual Thang
10	8	17	20	GERALD ADAMS/Give Me Your Lovin'
17	22	20	20	AALIYAH/One In A Million
9	16	20	20	JOHNNY GILL/It's Your Body
21	19	18	20	SANDRA ST. VICTOR/Rise
8	13	18	19	L.L. COOL J/ Ain't Nobody
25	21	17	19	TONY TONI TONE/Let's Get Down
19	22	19	19	702/Steelo
13	16	19	19	BRAXTONS/Only Love
9	9	8	18	PUFF DADDY/Can't Nobody Hold...
25	19	19	18	SW/It's All About U
14	17	17	17	BLACKSTREET/ Never Gonna Let...
6	16	17	17	MONICA/For You I Will
-	5	17	17	"AFKAP"/Somebody's Somebody
17	-	15	17	BLACKSTREET/ No Diggy
6	10	14	16	NEW EDITION/ You Don't Have To...
-	-	29	16	PEGGY SCOTT-ADAMS/Bill
7	13	17	16	ERYKAH BADU/On And On
18	16	17	16	WHITNEY HOUSTON/ Believe In You...
19	21	15	14	DAY TA DAVIS/Some
15	17	14	14	TURKISH DELICIA/In Your Wildest...
7	17	22	14	KEITH MURRAY/The Rhymer
17	-	-	-	DONELL JONES/Knocks Me Off My...

MARKET #12
HOT 97.5
WHTA/Atlanta
 (404) 756-9750
 Hegwood/Zulu

URBAN PLAYLISTS

URBAN AC PLAYLISTS

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

96.1 FM
Adult Satisfaction!

MARKET #34
KJSL/San Antonio
(210) 271-9600
Andrews/Ollervey

PLAYS	SW	LW	TW	ARTIST/TITLE
26	21	19	21	AALIYAH/One In A Million
19	21	19	20	MAXWELL/Sumthin' Sumthin'
5	16	17	20	NEW EDITION/You Don't Have To...
20	19	19	19	WHITNEY HOUSTON/ Believe In You...
19	25	19	19	BLACKSTREET/ Never Gonna Let...
5	10	17	18	ERIKAH BADU/ On And On
18	16	18	18	BRAXTONS/ Only Love
7	8	18	18	IMMATURE/ Watch Me Do My Thing
6	16	17	18	LUTHER VANDROSS/ Can Make It Better
10	17	17	17	DRU HILL/ In My Bed
-	-	-	-	ANN NESBY/ This Weekend
17	16	16	16	BAUBYFACE/ Every Time I...
-	-	-	-	"AFKAP"/ Somebody's Somebody
-	-	-	-	CURTIS MAYFIELD/ No One Knows...
-	-	-	-	KEITH SWEAT/ Just A Touch
-	-	-	-	MONICA/ For You I Will
-	-	-	-	MONTELL JORDAN/ What's On Tonight
-	-	-	-	112/Cupid
-	-	-	-	702/Get It Together
-	-	-	-	TRE/ Take Your Time
5	7	7	7	II D EXTREME/ You Got Me Goin'
-	-	-	-	YVETTE MICHELLE/ I'm Not Feeling You
-	-	-	-	KENNY LATTIMORE/ For You
-	-	-	-	MINT CONDITION/ You Don't Have To...
-	-	-	-	ALFONZO HUNTER/ Weekend Thang
-	-	-	-	PUFF JOHNSON/ All Over Your Face
-	-	-	-	MARK MORRISON/ Return Of The Mack
-	-	-	-	RASHAAN PATTERSON/ Stop By
5	6	10	5	MONIFAH/ You Don't Have To...
7	6	8	5	MONIFAH/ You Don't Have To...
5	6	5	5	DONELL JONES/ You Should Know

MARKET #36
WTLC/Indianapolis
(317) 923-1456
Rushmore/Rushmore

PLAYS	SW	LW	TW	ARTIST/TITLE
34	41	41	41	WHITNEY HOUSTON/ Believe In You
23	29	35	38	MAXWELL/Sumthin' Sumthin'
30	30	35	37	LUTHER VANDROSS/ Can Make It Better
32	38	35	37	BLACKSTREET/ Never Gonna Let...
19	17	25	33	NEW EDITION/ You Don't Have To...
16	19	27	32	BAUBYFACE/ Every Time I...
25	29	31	32	DRU HILL/ In My Bed
25	29	31	32	ERIKAH BADU/ On And On
26	30	32	32	MONIFAH/ You Don't Have To...
28	29	32	32	SW/NS/ All About U
34	34	38	30	EN VOEGUE/ Don't Let Go (Love)
19	19	25	30	CHAKA KHAN/ Never Miss The Water
30	30	31	29	112/Come See Me
28	31	29	28	GOODFELLAZ/ Sugar Honey Ice Tea
16	20	24	27	IMMATURE/ Watch Me Do My Thing
30	29	27	27	TONY TONI TONE/ Let's Get Down
20	27	27	27	BAUBYFACE/ This Is For...
17	21	25	26	BILLY PORTER/ Love Is On The Way
42	48	26	26	AALIYAH/ One In A Million
27	14	21	25	TONI BRAXTON/ Un-break My Heart
-	-	-	-	MONICA/ For You I Will
22	24	22	23	JESSE POWELL/ Gloria
20	19	22	22	JOHNNY GILL/ It's Your Body
-	-	-	-	"AFKAP"/ Somebody's Somebody
-	-	-	-	KEITH SWEAT/ Nobody
21	23	20	20	WHITNEY HOUSTON/ Somebody Bigger...
26	23	21	19	SHAQUILLE O'NEAL/ You Can't Stop...
13	18	19	19	PUFF DADDY/ Can't Nobody Hold...
28	16	17	19	"AFKAP"/ Betcha By Golly Wow!
28	32	27	19	ISLEY BROTHERS/ Tears

107.5 FM
WBLS/New York
(317) 923-0554
Rouse/Campbell

PLAYS	SW	LW	TW	ARTIST/TITLE
10	24	20	21	EN VOEGUE/ Don't Let Go (Love)
-	-	-	-	ERIKAH BADU/ On And On
29	22	19	19	AZ YET/ Last Night
27	21	19	19	MINT CONDITION/ What Kind Of Man...
30	22	17	18	R. KELLY/ Believe I Can Fly
13	14	17	19	MAXWELL/ Sumthin' Sumthin'
28	21	19	18	LUTHER VANDROSS/ Can Make It Better
5	5	9	18	BLACKSTREET/ Never Gonna Let...
29	22	18	18	TONI BRAXTON/ Un-break My Heart
29	21	18	17	"AFKAP"/ Betcha By Golly Wow!
29	20	18	17	WHITNEY HOUSTON/ Believe In You...
-	-	-	-	PEGGY SCOTT-ADAMS/ Bill
34	24	21	19	TURNER & WHITE/ In Your Wildest...
-	-	-	-	ZHANE/ Request Line
13	24	20	15	TONY TONI TONE/ Let's Get Down
-	-	-	-	"AFKAP"/ Somebody's Somebody
13	10	10	10	BAUBYFACE/ Every Time I...
-	-	-	-	AFTER 7/ Sara Smile
-	-	-	-	MONICA/ For You I Will
-	-	-	-	ANN NESBY/ This Weekend
-	-	-	-	SWEETBACK/ You Will Rise
-	-	-	-	JOHNNY GILL/ It's Your Body
-	-	-	-	ISLEY BROTHERS/ Tears
-	-	-	-	KEITH SWEAT/ Nobody
-	-	-	-	TONI BRAXTON/ Don't Want To

RHYTHM
102.3 KJLH

MARKET #2
KULH/Los Angeles
(212) 330-5550
Winston

PLAYS	SW	LW	TW	ARTIST/TITLE
16	23	37	38	ERIKAH BADU/ On And On
25	36	37	37	AALIYAH/ One In A Million
37	36	35	37	EN VOEGUE/ Don't Let Go (Love)
36	33	33	33	TONY TONI TONE/ Let's Get Down
37	25	25	25	LUTHER VANDROSS/ Can Make It Better
10	21	20	25	DRU HILL/ In My Bed
16	15	20	25	MAXWELL/ Sumthin' Sumthin'
10	12	15	24	ISLEY BROTHERS/ Tears
-	-	-	-	MONICA/ For You I Will
37	36	31	31	KEITH SWEAT/ Nobody
19	19	19	19	SWEETBACK/ You Will Rise
10	10	15	17	BAUBYFACE/ Every Time I...
10	5	11	17	DRU HILL/ In My Bed
-	-	-	-	MARK MORRISON/ Return Of The Mack
7	10	13	15	BLACKSTREET/ Never Gonna Let...
6	8	8	11	"AFKAP"/ Somebody's Somebody
7	10	10	10	AZ YET/ Hard To Say I'm...
12	10	8	8	BILLY PORTER/ Love Is On The Way
20	20	19	5	WHITNEY HOUSTON/ Believe In You...
38	26	14	5	MINT CONDITION/ What Kind Of Man...
-	-	-	-	RASHAAN PATTERSON/ Stop By
-	-	-	-	MINT CONDITION/ You Don't Have To...
-	-	-	-	KENNY LATTIMORE/ For You
-	-	-	-	ZHANE/ Request Line
-	-	-	-	KIRK FRANKLIN/ Watcha Lookin' 4
-	-	-	-	702/Get It Together

MARKET #3
WVAZ/Chicago
(312) 340-9000
Myles/Mulvihill

PLAYS	SW	LW	TW	ARTIST/TITLE
33	33	29	37	LATANYA/ You Play Your...
26	31	34	34	LUTHER VANDROSS/ Can Make It Better
15	24	34	33	BLACKSTREET/ Never Gonna Let...
36	36	33	33	MINT CONDITION/ What Kind Of Man...
34	35	34	31	TURNER & WHITE/ In Your Wildest...
36	34	21	26	"AFKAP"/ Betcha By Golly Wow!
22	24	21	26	GEORGE BENSON/ The Thinker
8	13	20	25	MAXWELL/ Sumthin' Sumthin'
37	33	24	24	ISLEY BROTHERS/ Tears
28	27	21	22	ERIKAH BADU/ On And On
34	23	16	21	LUTHER VANDROSS/ Your Secret Love
5	11	18	21	EN VOEGUE/ Don't Let Go (Love)
11	23	21	21	WHITNEY HOUSTON/ Believe In You...
16	18	15	20	TINA TURNER/ Something...
21	12	17	18	SWEETBACK/ You Will Rise
5	13	9	15	AZ YET/ Hard To Say I'm...
35	17	-	-	JOHNNY GILL/ Let's Get The Mood...
-	-	-	-	ME'SHELL NDEGEOCELLO/ Who Is He And...
-	-	-	-	R. KELLY/ Believe I Can Fly
6	5	10	10	MINT CONDITION/ What Kind Of Man...
-	-	-	-	GROOVE COLLECTIVE/ In The City
5	5	5	5	NORMAN BROWN/ After The Love Is...
-	-	-	-	CURTIS MAYFIELD/ No One Knows...
6	7	8	5	KEITH SWEAT/ Nobody
-	-	-	-	KENNY LATTIMORE/ For You
5	5	5	5	JOHNNY GILL/ It's Your Body
5	5	5	5	ART PORTER/ One More Chance
14	5	5	5	RASHAAN PATTERSON/ Stop By
5	5	5	5	BLOODSTONE/ I Should Have...
5	5	5	5	PAUL HARDCASTLE/ Got To Be Love

WPEG/Charlotte
(704) 333-0131
Carson/Quick

PLAYS	SW	LW	TW	ARTIST/TITLE
38	42	42	42	BLACKSTREET/ Never Gonna Let...
29	32	42	42	MONICA/ For You I Will
34	35	41	41	ERIKAH BADU/ On And On
19	34	41	41	DRU HILL/ In My Bed
40	41	41	41	WHITNEY HOUSTON/ Believe In You...
40	41	41	41	AALIYAH/ One In A Million
32	35	35	35	GINUWINE/ Pony
40	39	38	38	R. KELLY/ Believe I Can Fly
28	33	33	33	MAXWELL/ Sumthin' Sumthin'
29	39	34	34	TONY TONI TONE/ Let's Get Down
35	39	34	34	EN VOEGUE/ Don't Let Go (Love)
34	36	37	37	FOXY BROWN/ Get Me Home
-	-	-	-	702/Get It Together
21	23	25	31	LIL' KIM/ No Time
39	36	36	36	ISLEY BROTHERS/ Tears
21	22	27	30	NEW EDITION/ You Don't Have To...
26	32	28	28	JOHNNY GILL/ It's Your Body
7	22	25	25	MC LYTE/ Cold Rock A Party
19	21	25	25	IMMATURE/ Watch Me Do My Thing
19	20	25	25	DO OR DIE/ Playa Like Me And...
18	21	25	25	702/Steelo
28	26	23	23	TONI BRAXTON/ Un-break My Heart
40	29	22	22	KEITH SWEAT/ Nobody
36	28	21	21	BRANDY TAMIA/ Missing You
-	-	-	-	KEITH SWEAT/ Just A Touch
21	21	24	24	BABYFACE/ Every Time I...
5	21	21	21	MINT CONDITION/ You Don't Have To...
-	-	-	-	AZ YET/ Hard To Say I'm...
-	-	-	-	MAKAVELI/ Hat Mary
22	22	22	22	GINA THOMPSON/ The Things That...

WJHM/Orlando
(407) 333-0072
Allen/Hollywood

PLAYS	SW	LW	TW	ARTIST/TITLE
34	56	58	58	FREAK NASTY/ Da Dip
46	54	54	56	DRU HILL/ In My Bed
57	54	56	56	AALIYAH/ One In A Million
34	48	52	54	MONICA/ For You I Will
27	30	29	44	LIL' KIM/ No Time
47	35	37	43	GINUWINE/ Pony
-	-	-	-	TASHA HOLIDAY/ Just The Way You...
-	-	-	-	TONI BRAXTON/ Love Me Some Him
-	-	-	-	RASHAAN PATTERSON/ Stop By
29	29	33	34	FOXY BROWN/ Get Me Home
36	24	28	34	AZ YET/ Last Night
37	42	36	33	DONELL JONES/ Knocks Me Off My...
-	-	-	-	PEGGY SCOTT-ADAMS/ Bill
-	-	-	-	ZHANE/ Request Line
-	-	-	-	KEITH SWEAT/ Just A Touch
-	-	-	-	MAKAVELI/ Hat Mary
39	25	19	21	R. KELLY/ Believe I Can Fly
-	-	-	-	HEAVY D/ Big Daddy
-	-	-	-	4-E/ Things I Never...
-	-	-	-	T-E/LA/ Sho' Nuff
31	34	39	16	TONY TONI TONE/ Let's Get Down
26	34	34	34	WHITNEY HOUSTON/ Believe In You...
-	-	-	-	ERIKAH BADU/ On And On
-	-	-	-	DONELL JONES/ You Should Know
-	-	-	-	AZ YET/ Hard To Say I'm...
-	-	-	-	TONI BRAXTON/ Don't Want To

WDAS
103.3 FM - 1480 AM

MARKET #5
WDAS/Philadelphia
(610) 617-8500
Iamburo/Davis

PLAYS	SW	LW	TW	ARTIST/TITLE
23	24	26	28	MINT CONDITION/ What Kind Of Man...
24	22	28	27	TONI BRAXTON/ Un-break My Heart
28	18	15	26	R. KELLY/ Believe I Can Fly
22	23	25	26	LUTHER VANDROSS/ Your Secret Love
15	15	20	20	MAXWELL/ Sumthin' Sumthin'
6	5	5	19	EN VOEGUE/ Don't Let Go (Love)
5	1	26	17	BRANDY TAMIA/ Missing You
11	11	16	16	ERIKAH BADU/ On And On
8	10	12	16	WHITNEY HOUSTON/ Believe In You...
16	18	17	15	AZ YET/ Last Night
5	3	18	15	ISLEY BROTHERS/ Tears
23	24	21	15	JESSE POWELL/ Gloria
10	10	10	10	LUTHER VANDROSS/ Can Make It Better
10	10	10	10	MONICA/ For You I Will
10	10	10	10	BLACKSTREET/ Never Gonna Let...
8	10	10	10	BAUBYFACE/ Every Time I...
6	6	6	6	SWEETBACK/ You Will Rise
5	5	5	5	PAUL HARDCASTLE/ Got To Be Love
8	8	8	8	DRU HILL/ In My Bed
-	-	-	-	"AFKAP"/ Somebody's Somebody
-	-	-	-	RASHAAN PATTERSON/ Stop By
7	7	7	7	BRAXTONS/ Only Love
-	-	-	-	702/Get It Together
6	6	5	5	AALIYAH/ One In A Million
-	-	-	-	MINT CONDITION/ You Don't Have To...
-	-	-	-	GERALD ADAMS/ Give Me Your Lovin'
-	-	-	-	AZ YET/ Hard To Say I'm...
-	-	-	-	ALFONZO HUNTER/ Weekend Thang
-	-	-	-	KEITH SWEAT/ Just A Touch
-	-	-	-	TONI BRAXTON/ Don't Want To

V100
R & B Hits and Oldies

MARKET #7
KRBB/Dallas
(214) 630-3011
Buckner/Solis

PLAYS	SW	LW	TW	ARTIST/TITLE
24	26	31	31	WHITNEY HOUSTON/ Believe In You...
26	27	31	31	MINT CONDITION/ What Kind Of Man...
-	-	-	-	BLACKSTREET/ Never Gonna Let...
29	33	34	34	LUTHER VANDROSS/ Can Make It Better
31	29	31	28	BRANDY TAMIA/ Missing You
29	26	25	24	DONELL JONES/ Knocks Me Off My...
5	17	20	23	EN VOEGUE/ Don't Let Go (Love)
7	8	13	23	MONICA/ For You I Will
19	19	19	20	TONY TONI TONE/ Still A Man
26	13	-	-	ISLEY BROTHERS/ Tears
20	24	16	17	KEITH SWEAT/ Nobody
15	27	17	15	PEGGY SCOTT-ADAMS/ Bill
11	11	11	13	JODECI/ Get On Up
12	-	-	-	JOEY/ The Things...
31	23	13	13	AZ YET/ Last Night
14	11	12	12	JOHNNIE TAYLOR/ Good Love
-	-	-	-	MAXWELL/ Sumthin' Sumthin'
17	18	22	11	R. KELLY/ Believe I Can Fly
11	11	12	11	ANN NES

REPORTERS

Stations and their adds listed alphabetically by market

URBAN

KBCB/Alexandria, LA PD/MD: Donnie Taylor TONI BRAXTON "Want" LEVERT "True" HEAVY D "Daddy" CURTIS MAYFIELD "Knows" GINA THOMPSON "Bring" ROME "Belong" ME SHELL NDEGECELLO "Stay" ASSORTED PHILAVORS "Make"	WVVA/Charleston, SC PD: George Hamilton Cook 6 ZHANE "Request" 5 TONI BRAXTON "Want" 5 CHARISSE ARRINGTON "Ain't" 5 TRACEY LEE "Theme" 5 ROME "Belong" 5 GINA THOMPSON "Bring" 5 GINA THOMPSON "Bring" 5 CURTIS MAYFIELD "Knows"	KKDA/Dallas, TX PD/MD: Skip Cheatham 19 HEAVY D "Daddy" 14 MINT CONDITION "Hurt" 14 LEVERT "True" 11 KENNY LATTIMORE "For" 10 ANN NESBY "Weekend" ME SHELL NDEGECELLO "Stay" TRACEY LEE "Theme" GINA THOMPSON "Bring" CHARISSE ARRINGTON "Ain't" ROME "Belong"	WTMG/Gainesville, FL PD/MD: Don Cody 16 ZHANE "Request" 14 TONI BRAXTON "Want" 14 LEVERT "True" 11 KENNY LATTIMORE "For" 10 ANN NESBY "Weekend" ME SHELL NDEGECELLO "Stay" TRACEY LEE "Theme" GINA THOMPSON "Bring" CHARISSE ARRINGTON "Ain't" ROME "Belong"	WKGN/Knoxville, TN PD/MD: Wayne Swann 5 REDMAN "Whatever" 5 TONI BRAXTON "Want" 5 ME SHELL NDEGECELLO "Stay" 5 LEVERT "True" 5 GINA THOMPSON "Bring" 5 TRACEY LEE "Theme" 5 ZHANE "Request" 5 CHARISSE ARRINGTON "Ain't" 5 ROME "Belong" 5 DRU DOWN "Bubba"	KIPR/Little Rock, AR PD: Joe Booker MD: Terry Terrell 5 RICH & TUOLO "Stay" ROME "Belong" ME SHELL NDEGECELLO "Stay" LEVERT "True" TONI BRAXTON "Want" ZHANE "Request" ASSORTED PHILAVORS "Make" B-LEGIT F/DARYL HALL "Ghetto" GINA THOMPSON "Bring" CHARISSE ARRINGTON "Ain't" TRACEY LEE "Theme"	WBLX/Mobile, AL PD: Niecy Davis APD: Jimmy Mack 9 TONI BRAXTON "Want" 8 LEVERT "True" 6 HEAVY D "Daddy" 5 ALFONZO HUNTER "Weekend" 5 ZHANE "Request"	WJHM/Orlando, FL PD: Russ Allen MD: Cedric Hollywood 21 HEAVY D "Daddy" 9 ERYKAH BADU "On" TONI BRAXTON "Want"	WEAS/Savannah, GA DM: Don Wilson MD: Vic Thomas 5 TONI BRAXTON "Want" 5 FUGEES "Rumble" ZHANE "Request" ICE CUBE "World" LEVERT "True" TRE "Take" CHARISSE ARRINGTON "Ain't" BRAT FIT-BOZ "Ghetto" PEGGY SCOTT-ADAMS "Bill" LEVERT "True"																																																																																		
WHTA/Atlanta, GA PD: Steve Hegwood MD: Chaka Zulu 29 OUTKAST "Millennium" 10 REDMAN "Whatever" 5 TRACEY LEE "Theme" 5 ZHANE "Request" 5 WESTSIDE CONNECTION "Gangstas" SHADQUILLE O'NEAL "Straight" B-LEGIT F/DARYL HALL "Ghetto" 112 "Cupid" LEVERT "True"	WPEG/Charlotte, NC PD: Andre Carson MD: Nate Quick 25 IMMATURE "Thing" 19 PEGGY SCOTT-ADAMS "Bill" 17 ZHANE "Request" 5 ROME "Belong" TRACEY LEE "Theme" LEVERT "True" TONI BRAXTON "Want" GINA THOMPSON "Bring" KENNY LATTIMORE "For"	WROU/Dayton, OH PD/MD: Marco Simmons LEVERT "True" 112 "Cupid"	WJMZ/Greenville, SC PD: Marvin Hankston MD: Kelly Berry 9 GINA THOMPSON "Bring" 9 TRE "Take" ANN NESBY "Weekend" ROME "Belong" GHOST FACE KILLER "Got"	KNEK/Lafayette, LA PD: Tyrone Davis APD: Demetrius Lloyd 21 LEVERT "True" 14 ROME "Belong" 11 TRACEY LEE "Theme" 5 ME SHELL NDEGECELLO "Stay" 5 ZHANE "Request" 5 GINA THOMPSON "Bring" TONI BRAXTON "Want" CURTIS MAYFIELD "Knows" CHARISSE ARRINGTON "Ain't" ASSORTED PHILAVORS "Make"	KKBT/Los Angeles, CA PD: Harold Austin MD: Mariama Snider 6 AZ YET "Sorry" 5 ALLURE "Heals" MINT CONDITION "Hurt"	KRVV/Monroe, LA PD: Chris Collins MD: Vic Mathis 15 TONI BRAXTON "Want" 10 ROME "Belong" GINA THOMPSON "Bring" CHARISSE ARRINGTON "Ain't" TRACEY LEE "Theme" ASSORTED PHILAVORS "Make" ME SHELL NDEGECELLO "Stay" LEVERT "True" YVETTE MICHELLE "Feeling" GHOST FACE KILLER "Got" REDMAN "Whatever" ROME "Belong" TONI BRAXTON "Want" ZHANE "Request" LEVERT "True"	WAMO/Pittsburgh, PA PD: Ron Atkins MD: Kris Kelley 5 TONI BRAXTON "Want" 5 ZHANE "Request" 5 RASHAAN PATTERSON "Stop" 5 TASHA HOLIDAY "Just" 5 LEVERT "True" 5 BRAT FIT-BOZ "Ghetto"	WQOK/Raleigh, NC PD: Hosie Mack MD: Jerry Jam 16 ZHANE "Request" 5 MINT CONDITION "Hurt" 5 ANN NESBY "Weekend" 5 DO OR DIE "Playa" 5 ALFONZO HUNTER "Weekend" 5 E-40 "Never"	WQXX/Baltimore, MD MD: Lorenzo Thomas 5 ZHANE "Request" 5 GHOST FACE KILLER "Got" TONI BRAXTON "Want" AZ YET "Sorry"	WJTT/Chattanooga, TN PD: Keith Landecker 5 TONI BRAXTON "Want" 5 ZHANE "Request" 5 YVETTE MICHELLE "Feeling" KENNY LATTIMORE "For" ROME "Belong" LEVERT "True" ME SHELL NDEGECELLO "Stay" CHARISSE ARRINGTON "Ain't" HEAVY D "Daddy"	WJWM/Chicago, IL PD/MD: Jay Alan 20 WHITNEY HOUSTON "Believe" 20 ZHANE "Request" 7 GINUWINE "Tell"	WJXX/Augusta, GA PD: James Alexander MD: Lance Pantor 15 TONI BRAXTON "Want"	WJMN/Dothan, AL MD: Regina Dawkins AMD: Tony Black ASSORTED PHILAVORS "Make" KENNY LATTIMORE "For" GINA THOMPSON "Bring" ZHANE "Request" ANN NESBY "Weekend" ROME "Belong" CHARISSE ARRINGTON "Ain't" ME SHELL NDEGECELLO "Stay" KAYCEE GROGAN "So" TRACEY LEE "Theme" LEVERT "True" FRAZE "Ruff"	WEUP/Huntsville, AL PD: Steve Murray 5 ZHANE "Request" MINT CONDITION "Hurt" LEVERT "True" TONI BRAXTON "Want" CHARISSE ARRINGTON "Ain't" KENNY LATTIMORE "For" ME SHELL NDEGECELLO "Stay" ROME "Belong" HEAVY D "Daddy" BRAT FIT-BOZ "Ghetto" ALFONZO HUNTER "Weekend"	WRKQ/Lafayette, LA PD: Frank Tray MD: Troy D. 7 GINA THOMPSON "Bring" 7 TONI BRAXTON "Want" 7 ZHANE "Request" 7 LEVERT "True" 6 ROME "Belong" KAYCEE GROGAN "So" ASSORTED PHILAVORS "Make" ME SHELL NDEGECELLO "Stay" TRACEY LEE "Theme" BERNARD LITTON "Freak" CHARISSE ARRINGTON "Ain't"	WBBB/Macon, GA PD/MD: Kevin Fox 5 TRACEY LEE "Theme" 5 CHARISSE ARRINGTON "Ain't" 5 KAYCEE GROGAN "So" 5 ROME "Belong" 5 ASSORTED PHILAVORS "Make" 5 TONI BRAXTON "Want" 5 GINA THOMPSON "Bring" 5 ZHANE "Request" 5 B-LEGIT F/DARYL HALL "Ghetto" 5 SWEETBACK "Rise"	WZBZ/Louisville, KY VP Programming/PD: Tony Field APD: Paul Strong MD: Tim Jherard YVETTE MICHELLE "Feeling" GHOST FACE KILLER "Got" REDMAN "Whatever" ROME "Belong" TONI BRAXTON "Want" ZHANE "Request" LEVERT "True"	WYVE/Atlanta, GA PD: Tony Brown MD: Rajeeyah Shahbaz 12 702 "Together" 8 MONIEHAN "Have"	WJTT/Chattanooga, TN PD: Keith Landecker 5 TONI BRAXTON "Want" 5 ZHANE "Request" 5 YVETTE MICHELLE "Feeling" KENNY LATTIMORE "For" ROME "Belong" LEVERT "True" ME SHELL NDEGECELLO "Stay" CHARISSE ARRINGTON "Ain't" HEAVY D "Daddy"	WJMN/Dothan, AL MD: Regina Dawkins AMD: Tony Black ASSORTED PHILAVORS "Make" KENNY LATTIMORE "For" GINA THOMPSON "Bring" ZHANE "Request" ANN NESBY "Weekend" ROME "Belong" CHARISSE ARRINGTON "Ain't" ME SHELL NDEGECELLO "Stay" KAYCEE GROGAN "So" TRACEY LEE "Theme" LEVERT "True" FRAZE "Ruff"	WJXX/Augusta, GA PD: James Alexander MD: Lance Pantor 15 TONI BRAXTON "Want"	WJWM/Chicago, IL PD/MD: Jay Alan 20 WHITNEY HOUSTON "Believe" 20 ZHANE "Request" 7 GINUWINE "Tell"	WJMN/Dothan, AL MD: Regina Dawkins AMD: Tony Black ASSORTED PHILAVORS "Make" KENNY LATTIMORE "For" GINA THOMPSON "Bring" ZHANE "Request" ANN NESBY "Weekend" ROME "Belong" CHARISSE ARRINGTON "Ain't" ME SHELL NDEGECELLO "Stay" KAYCEE GROGAN "So" TRACEY LEE "Theme" LEVERT "True" FRAZE "Ruff"	WJXX/Augusta, GA PD: James Alexander MD: Lance Pantor 15 TONI BRAXTON "Want"	WJMN/Dothan, AL MD: Regina Dawkins AMD: Tony Black ASSORTED PHILAVORS "Make" KENNY LATTIMORE "For" GINA THOMPSON "Bring" ZHANE "Request" ANN NESBY "Weekend" ROME "Belong" CHARISSE ARRINGTON "Ain't" ME SHELL NDEGECELLO "Stay" KAYCEE GROGAN "So" TRACEY LEE "Theme" LEVERT "True" FRAZE "Ruff"	WJXX/Augusta, GA PD: James Alexander MD: Lance Pantor 15 TONI BRAXTON "Want"	WJMN/Dothan, AL MD: Regina Dawkins AMD: Tony Black ASSORTED PHILAVORS "Make" KENNY LATTIMORE "For" GINA THOMPSON "Bring" ZHANE "Request" ANN NESBY "Weekend" ROME "Belong" CHARISSE ARRINGTON "Ain't" ME SHELL NDEGECELLO "Stay" KAYCEE GROGAN "So" TRACEY LEE "Theme" LEVERT "True" FRAZE "Ruff"	WJXX/Augusta, GA PD: James Alexander MD: Lance Pantor 15 TONI BRAXTON "Want"	WJMN/Dothan, AL MD: Regina Dawkins AMD: Tony Black ASSORTED PHILAVORS "Make" KENNY LATTIMORE "For" GINA THOMPSON "Bring" ZHANE "Request" ANN NESBY "Weekend" ROME "Belong" CHARISSE ARRINGTON "Ain't" ME SHELL NDEGECELLO "Stay" KAYCEE GROGAN "So" TRACEY LEE "Theme" LEVERT "True" FRAZE "Ruff"	WJXX/Augusta, GA PD: James Alexander MD: Lance Pantor 15 TONI BRAXTON "Want"	WJMN/Dothan, AL MD: Regina Dawkins AMD: Tony Black ASSORTED PHILAVORS "Make" KENNY LATTIMORE "For" GINA 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URBAN AC TOP 30

FEBRUARY 7, 1997

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	2	2	1	LUTHER VANDROSS I Can Make It Better (LV/Epic) 981	887	853	822	34/0	
1	1	1	2	WHITNEY HOUSTON I Believe In You And Me (Arista) 895	889	920	889	34/0	
9	8	4	3	BABYFACE Every Time I Close My Eyes (Epic) 749	655	600	537	32/2	
12	9	5	4	MAXWELL Sumthin' Sumthin' (Columbia) 739	628	561	468	30/3	
8	6	6	5	ISLEY BROTHERS Tears (T-Neck/Island) 698	624	619	564	31/1	
6	3	3	6	EN VOGUE Don't Let Go (Love) (EastWest/EEG) 689	661	726	634	28/2	
5	5	8	7	TONI BRAXTON Un-break My Heart (LaFace/Arista) 631	579	631	649	23/0	
4	4	7	8	R. KELLY I Believe I Can Fly (Jive) 616	618	708	747	27/0	
14	12	9	9	BLACKSTREET Never Gonna Let You Go (Interscope) 607	561	496	427	26/1	
22	16	13	10	ERYKAH BADU On And On (Kedar/Universal) 570	454	405	318	27/3	
20	15	15	11	AALIYAH One In A Million (BlackGround/Atlantic) 514	439	406	349	22/0	
7	10	11	12	MINT CONDITION What Kind Of Man Would I Be (Perspective/A&M) 508	494	551	615	22/0	
—	28	19	13	MONICA For You I Will (Warner Sunset/Atlantic) 491	360	238	147	26/3	
11	13	14	14	KEITH SWEAT Nobody (Elektra/EEG) 485	449	477	516	21/0	
28	27	17	15	DRU HILL In My Bed (Island) 484	392	280	185	23/2	
—	26	20	16	"AFKAP" Somebody's Somebody (NPG/EMI) 441	336	288	109	26/5	
3	7	10	17	"AFKAP" Betcha By Golly Wow! (NPG/EMI) 404	515	606	803	20/0	
25	23	23	18	PAUL HARDCASTLE Got To Be Love (JVC) 401	323	316	280	21/1	
10	11	12	19	TINA TURNER /BARRY WHITE In Your Wildest Dreams (Virgin) 400	478	532	536	21/0	
24	24	22	20	SWEETBACK You Will Rise (Epic) 371	328	304	285	22/0	
13	14	16	21	TONY TONI TONE Let's Get Down (Mercury) 355	408	465	438	17/0	
21	21	21	22	BRANDY, TAMIA, KNIGHT, KHAN Missing You (EastWest/EEG) 327	331	333	348	15/0	
BREAKER	23		23	KENNY LATTIMORE For You (Columbia) 288	156	99	13	22/4	
BREAKER	24		24	MINT CONDITION You Don't Have To Hurt No More (Perspective/A&M) 262	198	134	71	17/2	
BREAKER	25		25	ANN NESBY This Weekend (Perspective/A&M) 252	154	31	29	22/7	
BREAKER	26		26	RASHAAN PATTERSON Stop By (MCA) 252	215	180	108	15/0	
—	—	30	27	PEGGY SCOTT-ADAMS Bill (Miss Butch/Mardi Gras) 232	178	142	96	12/2	
30	29	25	28	NEW EDITION You Don't Have To Worry (MCA) 232	228	199	159	10/1	
—	—	27	29	702 Get It Together (Biv 10/Motown) 223	200	142	62	16/2	
—	—	29	30	AZ YET Hard To Say I'm Sorry (LaFace/Arista) 209	178	155	122	14/0	

This chart reflects airplay from January 27-February 2. Songs ranked by total plays. Highlighted songs indicate Breaker.
34 Urban AC reporters. 33 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

ALFONZO HUNTER Weekend Thang (Def Squad/EMI)

Total Plays: 181, Total Stations: 15, Adds: 2

KEITH SWEAT Just A Touch (Elektra/EEG)

Total Plays: 177, Total Stations: 15, Adds: 2

BRAXTONS Only Love (Atlantic)

Total Plays: 164, Total Stations: 11, Adds: 0

MONTELL JORDAN What's On Tonight (Def Jam/RAL/Mercury)

Total Plays: 151, Total Stations: 11, Adds: 1

MONIFAH You Don't Have To Love Me (Uptown/Universal)

Total Plays: 133, Total Stations: 6, Adds: 0

CURTIS MAYFIELD No One Knows About A Good... (Warner Bros.)

Total Plays: 126, Total Stations: 15, Adds: 6

PUFF JOHNSON All Over Your Face (Work/Epic)

Total Plays: 122, Total Stations: 7, Adds: 0

KIRK FRANKLIN Whatcha Lookin' 4 (GospoCentric)

Total Plays: 108, Total Stations: 11, Adds: 2

GERALD ADAMS Give Me Your Lovin' (Cooks Hill)

Total Plays: 107, Total Stations: 6, Adds: 0

MARK MORRISON Return Of The Mack (Atlantic)

Total Plays: 105, Total Stations: 5, Adds: 0

ROME I Belong To You (Every...) (RCA)

Total Plays: 102, Total Stations: 12, Adds: 9

Songs ranked by total plays.

BREAKERS®

KENNY LATTIMORE

For You (Columbia)

TOTAL PLAYS/INCREASE: 288/132
TOTAL STATIONS/ADDS: 22/4
CHART: 23

MINT CONDITION

You Don't Have To Hurt No More (Perspective/A&M)

TOTAL PLAYS/INCREASE: 262/64
TOTAL STATIONS/ADDS: 17/2
CHART: 24

ANN NESBY

This Weekend (Perspective/A&M)

TOTAL PLAYS/INCREASE: 252/98
TOTAL STATIONS/ADDS: 22/7
CHART: 25

RASHAAN PATTERSON

Stop By (MCA)

TOTAL PLAYS/INCREASE: 252/37
TOTAL STATIONS/ADDS: 15/0
CHART: 26

MOST ADDED®

ARTIST TITLE LABEL(S) ADDS

TONI BRAXTON I Don't Want To (LaFace/Arista)	11
ROME I Belong To You (Every Time I See Your Face) (RCA)	9
CHARISSE ARRINGTON Ain't No Way (MCA)	8
ZHANE' Request Line (Illtown/Motown)	8
ANN NESBY This Weekend (Perspective/A&M)	7
GINA THOMPSON You Bring The Sunshine (Mercury)	7
CURTIS MAYFIELD No One Knows About... (Warner Bros.)	6
DEAN PHIL! I Do (A.B.Solute/Motown)	6
"AFKAP" Somebody's Somebody (NPG/EMI)	5
ME'SHELL NDEGEOCELLO Stay (Maverick/Reprise)	5

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S) TOTAL PLAY INCREASE

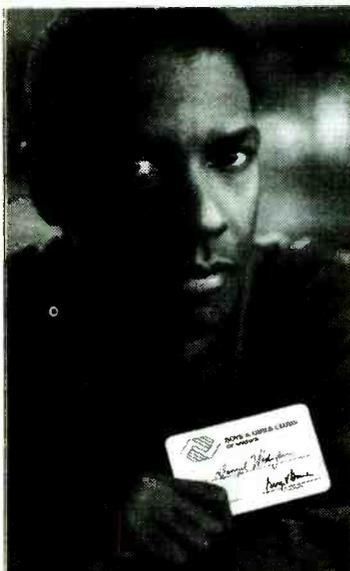
KENNY LATTIMORE For You (Columbia)	+132
MONICA For You I Will (Warner Sunset/Atlantic)	+131
ERYKAH BADU On And On (Kedar/Universal)	+116
MAXWELL Sumthin' Sumthin' (Columbia)	+111
"AFKAP" Somebody's Somebody (NPG/EMI)	+105
TONI BRAXTON I Don't Want To (LaFace/Arista)	+101
ANN NESBY This Weekend (Perspective/A&M)	+98
CHARISSE ARRINGTON Ain't No Way (MCA)	+95
BABYFACE Every Time I Close My Eyes (Epic)	+94
LUTHER VANDROSS I Can Make It Better (LV/Epic)	+94

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)

LUTHER VANDROSS Your Secret Love (LV/Epic)
JOHNNY GILL It's Your Body (Motown)
AZ YET Last Night (LaFace/Arista)
ANN NESBY I'm Still Wearing Your Name (Perspective/A&M)
NEW EDITION I'm Still In Love With You (MCA)
CHAKA KHAN Never Miss The Water (Reprise)
ERIC BENET Spiritual Thang (Warner Bros.)
MAXWELL Ascension (Don't Ever Wonder) (Columbia)
GEORGE BENSON The Thinker (GRP)
DONELL JONES Knocks Me Off... (Untouchables/LaFace/Arista)

Breakers: Songs registering 250 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.



Put this card
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of a child and
there'll be no
room for a gun.
A needle.
Or a knife.

Denzel Washington

It's only a piece of paper, but that little membership card has helped keep millions of kids off drugs, out of gangs and in school. To learn how you can help the Boys & Girls Clubs, call: 1 - 8 0 0 - 8 5 4 - C l u b .



The Positive Place For Kids



LON HELTON

A Tale Of Two Combos

□ Country pairs sold together in Cincinnati, separately in Jackson

Maximizing the revenues of local broadcast properties has become as complicated as programming those multiple signals in these post-Telecom days.

Indeed, many of the questions about how to program and sell multiple FMs are themselves unanswerable — moot points, at best. This week, managers in two completely different situations offer their insights into making the most of owning two Country FMs.

Combined In Cincy

Chancellor has chosen Country for both of its Cincinnati FMs. Explains VP/GM John Rohm, "Cincinnati is consistently the second-strongest Country market in the nation on the basis of cost per capita. Because we had a mainstream Country station in WUBE, which was also consistently a market leader, WYGY was devised not only as a blocker but as on-ramp to WUBE.



John Rohm

"The biggest challenge is to make sure both products are great and perform to their maximum levels. By developing tremendous products, you're able to reduce the natural resistance to a combo sale. Buyers often want to strip the stations apart and price them accordingly. So we must offer something compelling to be great in combo. As long as the client can see we're able to move customers through their facility or to their product or service, we can lower their resistance."

Chancellor/Cincinnati Director/Sales Erroll Dengler adds, "To sell in combo, stations have to be compatible by format or audience. Neither the sex nor median age can be too far apart."

Rohm agrees, noting, "Our Country combo gives clients a seamless product. The median age of this city is 38. Our two stations address the median age very well within a broad-

er spectrum. On Y96 they get a younger — though not teen — audience, and B105 delivers a big share of the exact audience they're trying to reach. Plus, they get a little overlap in the middle. And by virtue of our huge cume, we can compete in any buy. We can give the advertiser a buy that is balanced across all age levels.

"Being effective and efficient across the board makes for a very compelling reason to buy both stations. Break down the 25-54s in this market by sex and age, list the top five stations across each category, and pull out the stations in the top three most often. Here, it's Y96 and B105. That makes us an anchor buy in this market."

Selling Flexibility

Country-Country combos present a number of sales advantages, notes Dengler. "When an advertiser buys properties as a whole, the flexibility in what you can do with promotional add-ons can depend on the stations. A buy can be correct for both stations; a promotion may only be correct for one.

"We can match the young country audience WYGY delivers with B105's to give the complete spectrum they're looking for with the buy and the promotions — one you might not have with less synergistic format combinations.

"Advertisers claim their buying is based on cost-per-point or GRPs, etc. But they're really buying lifestyle. That's what radio's all about. We're selling the country lifestyle franchise in Cincinnati. When you own and control that in a market, you can sell more efficiently in combo. If you sell them apart, you're splintering the franchise, which is of no benefit to the client or our company."

Can't Buy Just One

If you want to buy just one of Cincinnati's Country outlets, you're out of luck. If you want the large 18-54 audience the pair delivers, you've gotta buy 'em both ... period. Explains Rohm, "From the very beginning, you must make the determination that the two stations are one entity. Advertisers will test your mettle by trying to separate the pair and make you determine the value of each. You must refuse to succumb to those pressures. It's easy to melt down and break it down 'just one time,' but that doesn't work. Word travels fast. It will kill you."

Adds Dengler, "The minute you vary from that, you're asking for trou-

ble. Pulling two stations apart literally divides them to be conquered. You want to control a piece of the pie while expanding it even further."

Keys To Success

Rohm and Dengler point out that the size and structure of the WUBE/WYGY sales staff is critical to its success. Says Rohm, "The Chancellor philosophy is to maintain large sales staffs that are highly trained and motivated. It's critical to have the largest sales staff we possibly can. It comes down to penetration. The more people we talk to, the more people who see our presentation, the greater the possibility of closing business.

"And we're not just talking warm bodies. We have the best people in the business, and we maintain the highest standards in the market. We invest in the skills and motivation of our people. Just as we give our listeners the best product we can, we want to give our clients the best reps on the street. There's no compromise when it comes to quality — in every aspect of our operation."



Erroll Dengler

Dengler says the sales department's structure is also a factor. "We have a layered management team. I don't think a sales manager can effectively manage over five or seven people. So we have three LSMs who oversee a total of 15 people, and our LSMs all handle key accounts. This allows us to satisfy the fundamental need of a client that wants to work closely with a manager."

Mix 'N' Match

Is there an ideal pairing of formats to produce the greatest sales potential? Rohm offers, "In consolidation, there is no right or wrong way. From market to market, decisions should be based on what the product is and how it's sold. We know how radio is bought in this market. On a frequent basis, we evaluate what we would have netted if we had sold the stations separately, and we keep an eye on how two stations in different formats would do. Our Country pair always ranks near the top. In Cincinnati, forced combo selling is the right answer for us."

SFX's Jackson Five

SFX owns four FMs in Jackson, MS — mainstream Country WMSI, young-targeted Country WKTF, Hot AC WJDX, and Classic Rocker WSTZ — along with an AM. Two sales staffs sell two pairs of FMs in combo. Would you be surprised to



RIMES WITH GRAMMY — At least that's probably what LeAnn Rimes is hoping for with her four Grammy nominations. In the meantime, Rimes (c) and dad Wilbur popped in to visit ABC Radio Networks' "America Country Countdown" host Bob Kingsley (l) before taking off for a promotional tour of Australia.

learn that the mainstream Country is paired with the Hot AC, while the 18-34 Country is teamed with the Classic Rocker? (The Sports AM is packaged with WKTF and WSTZ).

VP/GM Ken

Windham says

that's the way it is

— and it happened

more by accident than

design. "It just

evolved that way

due to the order in

which we acquired

stations. We had

WMSI-AM & FM play-

ing Country when we

bought the Hot AC.

When we later added

WKTF, we had a separate

sales staff for it. When

we added the Classic

Rocker about a year

ago [the AM flipped to

Sports about that same

time], we inherited a

sales staff. It made more

sense to integrate them

with the WKTF sales

staff than to rearrange

everybody."

The alignment made

sense to the SFX folks

for reasons besides mere

convenience. "There's a

real synergy of formats.

The Sports/Classic

Rocker/young-targeted

Country group has sim-

ilar demographics and

provides our sales staff

with a diverse portfolio

to walk out the door

with."

Odd Pairs Open Doors

Windham believes

WKTF's pairing with

the Classic Rocker has

helped the Catfish. "When

WKTF had a stand-alone

staff, it struggled at

first. But now that it's

paired with a strong

Classic Rocker that has

some market heritage,

I can't really say the



Ken Windham

would do better combined

with WMSI."

Teaming WKTF with

the Classic Rocker has

yielded surprise bonuses

for WKTF. Says Windham,

"The WSTZ sales staff

quickly took the Catfish

under its wing and into

events to which we pre-

viously had limited — if

any — access. They took

WKTF into their culture.

We suddenly found the

Catfish at outdoor rock

festivals and other events

where, even with WMSI's

market dominance, we

had previously been

shut out. It's been a

wonderful integration."

The connection has

also aided the Catfish's

programming efforts. FM

Country sisters constantly battle to keep the two apart in listeners' minds. Appearances at "non-country" events through its WSTZ association help the cause and the image. Notes Windham, "From the beginning, we wanted WKTF to be 'hipper' than WMSI. The Catfish is perceived as a 'cooler' station through its marriage to WSTZ."

Pairing Pitfalls

Despite the seemingly obvious synergy of teaming the two Country outlets, Windham notes that approach carries some perils: "Selling WMSI and WKTF together could be a dangerous concept because WMSI could get all the attention. And there's the possibility that the differences in the two stations wouldn't be totally understood."

This arrangement also precludes clients from playing the two Country outlets off one another. "They may not even know that both [Country] stations are SFX. Just like the two PDs focus on their stations, the sales staffs are focused on their particular Country station. The two sales staffs are friendly but definitely competitors."

Stressing Focus

Addressing the question of sales staff organization, Windham notes, "There are a lot of debates about whether one staff or separate sales staffs — or some hybrid — works better. It's difficult to know whether you've done the right thing. We're constantly evaluating things. If you're meeting your objectives,

that's the right way to do it. All you can do is make the programming decision and then maximize revenues the best you can."

Windham relies on strong sales management to help maximize revenues. "We depend heavily on good sales management to keep the folks focused and make sure that all products are being presented on the street equally. There's always the fear in

combo selling that the strongest station will get all the attention. Everyone has to maintain focus to achieve the budget and meet the goals. The sales staff must constantly be working on the combo sale — every pitch must include a combo presentation."



We're selling the country lifestyle franchise. When you own and control that in a market, you can sell more efficiently in combo. If you sell them apart, you're splintering the franchise, which is of no benefit to the client or our company.

— John Rohm



If you're meeting your objectives, that's the right way to do it. All you can do is make the programming decision and then maximize revenues the best you can.

— Ken Windham

country radio seminar \kən-tre\rad-ē-ō\sem-ə-när\ 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.

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Country Goes For A Group Hug

□ From the River to the Desert, label execs are always looking for great acts

The marketplace may get crowded with new artists, but there's always room for another platinum act. At least that's the ultimate goal whenever a label introduces a new name.

Relative newcomers **Lonestar** and **Ricochet** have gold albums, pushing them farther toward the veteran status enjoyed by **Alabama**, **Diamond Rio**, **Sawyer Brown**, **Little Texas**, the **Mavericks**, and **BlackHawk**.

Strength In Numbers

But recent months have seen the arrival of several even newer Country groups, including **Curb's** **Burnin' Daylight** and **Rising Tide's** **Buffalo Club**. The latest, **MCA's** **Big House**, charted in last week's **R&R** (1/31). (See a profile on Big House in this week's New Artist Fact File.)

The list of country groups continues to expand, with **Epic's** **Sons Of The Desert** and **Capitol's** **River Road** set to debut in the near future.

And although there's nothing yet on the release schedule, **Mercury** recently signed Nashville-based **Slicker Billy**, who have begun recording with producer **John Kelton**. Formed in 1986, the band has toured throughout the U.S. and Canada. The five-piece band includes members from Illinois, Arkansas, Ohio, and Tennessee.

Epic's Sons

Sons Of The Desert, a Texas quintet featuring lead vocalist **Drew Womack**, goes for adds February 14 with the debut single, "Whatever Comes First." The album is tentatively set for July release.

Epic/Nashville Sr. VP Doug Johnson, who produced the album, says his decision to sign **Sons Of The Desert** wasn't predicated by any perception that country groups are the next big trend. He tells **R&R**, "It's smart to always be aware, but I don't ever remember signing an artist based on anything other than having a burning in my soul for their music and whether we have room on the roster for what they are."

Explaining that he wasn't consciously looking for a group, he continues, "I heard these guys, and they just knocked me out. Our format needs to be a great balance of different styles. The one thing that needs

COUNTRY FLASHBACK

1 YEAR AGO

• No. 1: "Bigger Than The Beatles" - Joe Diffie

5 YEARS AGO

• No. 1: "What She's Doing Now" - Garth Brooks

10 YEARS AGO

• No. 1: "Mornin' Ride" - Lee Greenwood

15 YEARS AGO

• No. 1: "Only One You" - T.G. Sheppard

20 YEARS AGO

• No. 1: "Near You" - George Jones & Tammy Wynette

to be common in every act is that it has to be great ... as great a song, as great a record, and as real as it can possibly be."

Noting that the band members are all in their early 20s, Johnson says, "They've been in Texas playing all the cowboy clubs, but they were playing original music and **Eagles** music. They were playing a little left of center, but they always stay close enough to that center. They're a little bit of everything. Great singers, great songwriters, great harmonies. It was something I just absolutely personally loved."

Although **Ricochet** is on sister label **Columbia**, **Epic** had no groups on its roster. Saying he isn't concerned about a potential glut of country groups, Johnson adds, "What we need to worry about more is how great is an act, and how great is the music we're sending to radio. We all sit around and complain sometimes about what's on the radio, but they're only picking from what we send

them. That's where it has to start. We all want to be involved with music that a large mass of people hears ... and are moved by enough to listen to and buy. I always tell myself that I'm looking for something that fits in and sticks out all at the same time."

Capitol's Road

In a separate conversation with **R&R**, **Capitol/Nashville** President **Scott Hendricks** tells a similar story about **River Road**, the first group he signed after making the transition from independent producer to label head.

Hendricks notes, "I don't have any idea of what's coming [from other labels]. At Capitol, we haven't had a lot of groups. This is something I've been looking for for some time. I think I've found it."

River Road's debut single goes to radio in late April, followed by a July album release.

With lead vocalist-bassist **Steve Grisaffe**, **Lafayette**, LA-based **River Road** has spent the best part of a decade playing clubs throughout Louisiana, Texas, and Mississippi. They've also opened shows for numerous national acts, including **Garth Brooks**, **Tanya Tucker**, **Diamond Rio**, and **Keith Whitley**.

Citing the importance of longevity, Hendricks points out, "It is so rare to have a band that's been together for seven or eight years. You can definitely tell when a band's been together that long in terms of how they play."

"I'm always looking for a good act, in whatever package it comes in. When I saw these guys, I immediately thought, 'This is the band I've been looking for a long time'."

Hendricks, who co-produced **River Road's** album with **Gary Nicholson**, produced the first **Restless Heart** albums in the late '80s. He says, "It's been a long time between bands for me. This has been quite a bit of fun."

Is Hendricks worried about too many groups vying for attention? "I don't ever fear that. If we made a great record on **River Road**, I think they're worthy of the success we anticipate. I really don't worry what everybody else is doing."

"This is a great record. I think when radio hears it, they're going to agree."

Big House

NEW ARTIST FACT FILE

Current Single: "Cold Outside"

Current Album, Label: "Big House," MCA/Nashville (March 25 release)

Influences: the Eagles, Merle Haggard, Otis Redding, Buck Owens

Background

Formed a little more than two years ago, **Big House** consists of **Monty Byrom** (lead vocals, guitar), **Sonny California** (harmonica, percussion), **Ron Mitchell** (bass), **Tanner Byrom** (drums), and guitarists **David Neuhauser** and **Chuck Seaton**.

Monty Byrom tells **R&R**, "We all grew up together in Bakersfield. We'd all been together in different formations of bands."

During Byrom and Neuhauser's 15-year songwriting partnership, they had songs cut by **Eddie Money**, the **Stray Cats**, and others. Byrom explained, "The other cuts paid the bills for a long time, but we never had the cover we wanted — which was **George Jones**."

The **Big House** sound differs considerably from the music made by Bakersfield's musical founding fathers, **Buck Owens** and **Merle Haggard**. Byrom says, "I don't think it's as much about the sound as it is the integrity and the honesty."

Nashville Connection

Playing at clubs and coffee houses throughout Southern California, they kept looking toward Nashville. With the help of songwriter **Dennis Knutson**, they visited in 1995 for a showcase at the **Bluebird Cafe**. Byrom says, "That really bolstered our confidence enough to where we wanted to come back out here again. At that point, we had started making our record."

The voyage also put them in contact with **Peter Bunetta**, who co-produced the album with Byrom and Neuhauser. Bunetta's credits include work with **Mike Reid**, **John Prine**, and the late **Steve Goodman**.

The debut album cost approximately \$30,000 to record.

A Private Moment

Big House then returned to Nashville for another showcase before a room full of label executives, with the exception of **MCA/Nashville** President **Tony Brown**.

Brown later rented an L.A. rehearsal hall for a personal audition. Byrom recalls, "We did a little private showcase for Tony, which can be real uncomfortable when you're on a giant stage in a big room — and there's three people in the audience. Believe me, when it's **Tony Brown**, it doesn't make you any less nervous."

In a rare move, Brown decided that **MCA** would release the existing album.

'Soul Country'

Big House's distinctive sound comes from a diverse collection of musical styles. Byrom calls it "soul country," saying, "That's about the only way I can put it. I think any-



Big House

time you're equally influenced by **Otis Redding** and **Merle Haggard**, that's what happens. It screws you up when you're young, because you don't know which side of the fence to jump on. Finally, when you get older, you realize it's OK to be a country boy who likes rhythm & blues and country."

Big House's self-titled debut album, set for March 25 release, contains all original material. The debut single was written by Byrom, Neuhauser, Knutson, and **Max Reese**.

The song was born at Owens's Bakersfield studio after it reopened about two years ago. Byrom explains, "Buck doesn't let you smoke in the studio, so David and I walked outside to have a cigarette. It was about 20 degrees. David said, 'Damn, it's cold outside.' I said, 'That's our next song.' We wrote it in about two minutes."

Road Stories

While waiting on the single's release, **Big House** wasted no time in hitting the road, opening shows in '96 for **Wynonna**, **Collin Raye**, and **Travis Tritt & Marty Stuart**.

Byrom notes, "We were a completely acoustic act when we started out. There wasn't even an electric guitar in the band, especially when we were playing in coffee houses around L.A. Within a year, we went from playing little coffee houses and clubs to playing on stages the size of a 747."

Byrom recalls a show in Mississippi with **Patty Loveless** the day after she won a **CMA** Award. Byrom continues, "About halfway through the soundcheck, I looked out in this huge theater and I saw one little girl sitting in the back. It turned out to be **Patty**. When we finished, she stood up and applauded."

The Future

R&R interviewed Byrom the morning after he learned that "Cold Outside" charted on its January 27 add date. "I didn't sleep last night," he laughs.

Although **Big House** has already hit most of the stations on its radio tour, it's looking forward to future visits once they begin touring.

"Our plans are to get out and play," Byrom says. "For us, we're happy when we're playing."



MAJOR METAL — During a recent party announcing **Alan Jackson's** involvement in a **Ford Trucks** advertising campaign, **Arista/Nashville** made a special presentation of its own. **Jackson** took home a plaque commemorating his multiplatinum achievement for sales of 23 million units. Steadying the metal (l-r) are **Jackson's** manager **Chip Peay**, **Jackson**, and **Arista/Nashville Sr. VP/GM Mike Dungan**.

NEW & ACTIVE

THRASHER SHIVER Be Honest (Asylum/EEG)

Total Stations: 49, Total Points: 2417, Total Adds: 13, Including: KPLM 14, WPKX 14, WOVK 10, WYYD 10, KFKF 8, KXKT 7, WFRG 7, WMJC 7, WCKT 6, WGTY 6, KTOM 5, WIXY 5, WSIX 5

Plays Include: KRRV 26 (15), WIL 22 (13), WWQQ 22 (22), WPOC 20 (20), KBEQ 18 (18), WBYT 18 (18), WTCM 16 (12), WWQM 16 (16), KASH 15 (6), KJUG 15 (15), WXTA 15 (15), KNFR 14 (14), KXDD 14 (13)

GEORGE DUCAS Long Trail Of Tears (Capitol)

Total Stations: 50, Total Points: 2196, Total Adds: 13, Including: WPOC 16, KJUG 15, KNAX 14, WTCM 12, WCMS 11, WTCR 11, WLLR 10, WMSI 7, WMTZ 7, WROD 7, KASH 6, KXDD 5, WBYT 5

Plays Include: WGRL 23 (23), WWQQ 22 (7), WFMB 16 (16), KRRV 15 (12), KPLM 14 (14), WGH 14 (14), WSIX 14 (14), WRNS 13 (10), KSON 12 (12), WAXX 12 (12), KHAY 11 (8), KEEY 10 (10), KIKF 10 (10), WAMZ 10 (10), WOVK 10 (10), WTVY 10 (10), WWYZ 10 (10)

KIPPI BRANNON Daddy's Little Girl (Universal/Curb)

Total Stations: 36, Total Points: 1796, Total Adds: 12, Including: KTST 20, WRKZ 16, WGH 14, WPKX 14, WKLB 12, WTCM 12, WGKX 10, WOVK 10, KALF 7, WTHI 6, KHAY 5, WKSF 5

Plays Include: WOGY 20 (20), WRBQ 18 (18), WFGY 15 (15), WFMB 15 (15), WJCL 15 (15), WXCL 14 (14), WMTZ 13 (13), WAXX 12 (12), WTCR 11 (11), KFRG 10 (10), WAMZ 10 (10), WWYZ 10 (10), WGTY 9 (8)

RANDY TRAVIS Price To Pay (Warner Bros.)

Total Stations: 36, Total Points: 1707, Total Adds: 36, Including: WFGY 35, WUSQ 25, WONE 20, WRKZ 19, KHEY 17, WXTA 15, WPKX 14, WSIX 14, WTCM 14, WXCL 14, WFMB 13, KBUL 11, WTCR 11, KXKC 10, WKSJ 10, WTVY 10, KHAY 9, WGTY 9, WMTZ 9, WUSY 9, WDEZ 8, KSKS 7, KSOP 7, KASH 6, WCKT 6, WSM 6, WTHI 6

LITTLE TEXAS Kiss The Girl (Walt Disney)

Total Stations: 15, Total Points: 1628, Total Adds: 2, Including: WIL 20, KIKK 17

Plays Include: WKIX 33 (33), WPOC 26 (26), WUBE 25 (25), KHAK 23 (23), WBOB 23 (23), WMIL 21 (14), WBEE 18 (18), WMTZ 18 (18), KLLL 17 (17), KBEQ 12 (12), WXBM 9 (9), WWQQ 7 (7), KFDI 5 (5)

BURNIN' DAYLIGHT Say Yes (Curb)

Total Stations: 33, Total Points: 1617, Total Adds: 24, Including: KBEQ 18, WQMX 18, KJUG 15, WKDQ 15, WRNS 15, KYGO 13, WTCM 12, WCMS 11, WTCR 11, WGTY 10, WOVK 10, KIKK 9, WXBM 9, WEZL 7, WMJC 7, WTHI 6, KASE 5, KFDI 5, KHAY 5, KTTS 5, KVOO 5, WKSF 5, WRKZ 5, WSIX 5

Plays Include: WRBQ 18 (18)

STEPHANIE BENTLEY The Hopechest Song (Epic)

Total Stations: 29, Total Points: 1444, Total Adds: 5, Including: KPLM 14, WTCM 12, KNFR 7, WWQQ 7, KORD 5

Plays Include: KPLX 30 (15), KZLA 19 (19), KBEQ 18 (18), WKSF 18 (18), WWQM 16 (16), WMTZ 14 (13), WSIX 14 (14), WTNT 12 (12), WKKX 11 (5), WTCR 11 (11), WTVY 10 (10), WWYZ 10 (10), KALF 7 (7), WFRG 7 (7), KASH 6 (5), WCKT 6 (6), WTDR 6 (6), KFDI 5 (5), KGEE 5 (5), KIKF 5 (5), KTTS 5 (5), KVOO 5 (5), WDEN 5 (5), WRKZ 5 (5)

EMILIO I'd Love You To Love Me (Capitol)

Total Stations: 26, Total Points: 1259, Total Adds: 22, Including: KTTS 34, KTST 20, KYNG 20, KGNC 15, KJUG 15, KPLM 14, WSIX 14, WTCM 14, KIKF 10, WTVY 10, KHAY 9, KAJA 8, KHEY 7, KSKS 7, KASE 5, KFDI 5, KGEE 5, KORD 5, KTCS 5, KVOO 5, WDEN 5, WRKZ 5

Plays Include: KRYS 14 (14), KCYY 12 (12), KTEX 5 (5), WWYZ 5 (5)

LARRY STEWART Always A Woman (Columbia)

Total Stations: 21, Total Points: 1024, Total Adds: 0
Plays Include: WWQQ 22 (22), KTST 20 (20), WKSF 18 (18), KJUG 15 (15), WXTA 15 (15), WSIX 14 (14), WRNS 13 (13), WAXX 12 (12), WKNN 12 (12), WTCR 11 (11), WTVY 10 (10), WWYZ 10 (10), KALF 7 (7), WEZL 7 (7), WCKT 6 (6), WSM 6 (6), KFDI 5 (5), KTTS 5 (5), KVOO 5 (5), WDEN 5 (5)

NOEL HAGGARD Once You Learn (Atlantic)

Total Stations: 25, Total Points: 1001, Total Adds: 3, Including: WPKX 14, WTCM 12, WXTA 5

Plays Include: WWQQ 22 (22), WRBQ 18 (18), KJUG 15 (15), KRRV 15 (15), WRNS 13 (13), WAXX 12 (12), WTCR 11 (11), WTVY 10 (5), WWYZ 10 (10), KALF 7 (7), KAYD 7 (7), KUZZ 7 (7), KASH 6 (6), WCKT 6 (6), WXCL 6 (6), KFDI 5 (5), KTCS 5 (5), KTTS 5 (5), KVOO 5 (5), WDEN 5 (5), WKSF 5 (5), WRKZ 5 (5)

BILLY RAY CYRUS Three Little Words (Mercury)

Total Stations: 22, Total Points: 918, Total Adds: 7, Including: KJUG 15, KDRK 8, WBOB 8, WWQQ 7, KTEX 5, WQYK 5, WRKZ 5

Plays Include: WTCR 16 (16), WBCT 15 (15), WDEN 15 (5), WTNT 12 (12), WMJC 10 (10), WTVY 10 (10), WWYZ 10 (10), KHAK 8 (8), WXCL 6 (6), KBUL 5 (5), KTTS 5 (5), WBEI 5 (5), WKLB 5 (5), WSIX 5 (5)

GREAT PLAINS Wolverton Mountain (Magnatone)

Total Stations: 17, Total Points: 572, Total Adds: 1, Including: WWQQ 7

Plays Include: WTCM 16 (12), WGTY 14 (12), WCMS 11 (11), WTCR 11 (11), WFRG 7 (7), WSM 6 (6), WTHI 6 (6), KFDI 5 (5), KTTS 5 (5), KVOO 5 (5), WDEN 5 (5), WIOV 5 (5), WKSF 5 (5), WRKZ 5 (5), WTVY 5 (5), WWYZ 5 (5)

ROYAL WADE KIMES Another Man's Sky (Asylum/EEG)

Total Stations: 13, Total Points: 501, Total Adds: 4, Including: KTST 20, WFRG 7, KTCS 5, WQYK 5

Plays Include: KRRV 15 (12), WRNS 13 (13), WKSF 10 (10), KFDI 5 (5), KTTS 5 (34), WBBS 5 (5), WDEN 5 (5), WTVY 5 (5), WWYZ 5 (5)

JIM AUSTON Man In The Mirror (MCG/Curb)

Total Stations: 14, Total Points: 392, Total Adds: 1, Including: WFMB 12

Plays Include: WRNS 10 (10), WTVY 10 (10), WWQQ 7 (7), KFDI 5 (5), KIKF 5 (5), KTTS 5 (5), KVOO 5 (5), WDEN 5 (5), WRKZ 5 (5), WSOC 5 (5), WXTA 5 (5)

CHRIS LEDOUX When I Say Forever (Capitol)

Total Stations: 10, Total Points: 301, Total Adds: 0

Plays Include: KJUG 15 (15), WOVK 10 (10), KSOP 7 (7), KFDI 5 (5), KKAT 5 (5), KTTS 5 (5), KYGO 5 (5), WDEN 5 (5), WTVY 5 (5), WWYZ 5 (5)

Songs Ranked By Total Points

NATIONAL RADIO FORMATS

ABC RADIO NETWORKS

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Adds:

BIG HOUSE Cold Outside
DAVID KERSH Another You
MILA MASON Dark Horse
RANDY TRAVIS Price To Pay

Hottest:

FAITH HILL I Can't Do That Anymore
VINCE GILL Pretty Little Adriana
GEORGE JONES Billy B Bad
CLINT BLACK Half Way Up
ALAN JACKSON Everything I Love

AFTER MIDNITE ENTERTAINMENT

Craig Scott • (901) 755-9753

Adds:

ALABAMA Sad Lookin' Moon
MARY CHAPIN CARPENTER I Want To Be Your Girlfriend
MILA MASON Dark Horse
COLLIN RAYE On The Verge

Hottest:

BROOKS & DUNN A Man This Lonely
DARYLE SINGLETARY Amen Kind Of Love
RICK TREVINO Running Out Of Reasons To Run
CLINT BLACK Half Way Up
TOBY KEITH Me Too

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Adds:

TRACE ADKINS (This Ain't) No Thinkin' Thing
JOHN BERRY She's Taken A Shine
PATTY LOVELESS She Drew A Broken Heart
REBA McENTIRE How Was I To Know
DAVID LEE MURPHY Genuine Rednecks
GEORGE STRAIT King Of The Mountain

Hottest:

TRACY LAWRENCE Is That A Tear
MARK CHESNUTT It's A Little Too Late
TRISHA YEARWOOD Everybody Knows
VINCE GILL Pretty Little Adriana
CLINT BLACK Half Way Up

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

Super Country/Pure Country — Ken Moultrie

Adds:

KATHY MATTEA 455 Rocket
DAVID LEE MURPHY Genuine Rednecks
Hottest:
CLINT BLACK Half Way Up
TRACY LAWRENCE Is That A Tear
GEORGE STRAIT King Of The Mountain
TOBY KEITH Me Too
ALAN JACKSON Everything I Love

Digital Country — L.J. Smith

Adds:

BIG HOUSE Cold Outside
MARY CHAPIN CARPENTER I Want To Be Your Girlfriend
MILA MASON Dark Horse
KATHY MATTEA 455 Rocket

Hottest:

MARK CHESNUTT It's A Little Too Late
TRACY LAWRENCE Is That A Tear
VINCE GILL Pretty Little Adriana
BROOKS & DUNN A Man This Lonely
CLINT BLACK Half Way Up

New Country — L.J. Smith

Adds:

BIG HOUSE Cold Outside
MILA MASON Dark Horse
KATHY MATTEA 455 Rocket

BROADCAST PROGRAMMING CONTINUED

Hottest:

MARK CHESNUTT It's A Little Too Late
TRACY LAWRENCE Is That A Tear
VINCE GILL Pretty Little Adriana
BROOKS & DUNN A Man This Lonely
TRISHA YEARWOOD Everybody Knows

GREAT AMERICAN COUNTRY VIDEO NETWORK

Jim Murphy • (303) 784-8700

Adds:

KATHY MATTEA 455 Rocket
MARTINA McBRIDE Cry On The Shoulder Of The Road
CLAY WALKER Rumor Has It

Hottest:

KEVIN SHARP Nobody Knows
TRISHA YEARWOOD Everybody Knows
TRAVIS TRITT Where Corn Don't Grow
BROOKS & DUNN A Man This Lonely
DEANA CARTER We Danced Away

JONES SATELLITE NETWORKS

Phil Barry • (303) 784-8700

U.S. Country — Jim Murphy

Adds:

BILL ENGVALL Here's Your Sign (Get The Picture)
LORRIE MORGAN Good As I Was To You
COLLIN RAYE On The Verge
KEVIN SHARP She's Sure Taking It Well

Hottest:

CLINT BLACK Half Way Up
BROOKS & DUNN A Man This Lonely
VINCE GILL Pretty Little Adriana
DARYLE SINGLETARY Amen Kind Of Love
TRISHA YEARWOOD Everybody Knows

CD Country — John Hendricks

Adds:

BURNIN' DAYLIGHT Say Yes
DAVID KERSH Another You
RDYAL WADE KIMES Another Man's Sky
MILA MASON Dark Horse
COLLIN RAYE On The Verge
JOHN & AUDREY WIGGINS Somewhere In Love

Hottest:

TRACE ADKINS (This Ain't) No Thinkin' Thing
KENNY CHESNEY When I Close My Eyes
DERYL DODD That's How I Got To Memphis
LONESTAR Heartbroke Every Day
GEORGE STRAIT King Of The Mountain

WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

Hot Country — David Felker

Adds:

GARY ALLAN Forever And A Day
MILA MASON Dark Horse
KATHY MATTEA 455 Rocket
LORRIE MORGAN Good As I Was To You

Hottest:

MARK CHESNUTT It's A Little Too Late
TRISHA YEARWOOD Everybody Knows
VINCE GILL Pretty Little Adriana
BROOKS & DUNN A Man This Lonely
FAITH HILL I Can't Do That Anymore

Mainstream Country — David Felker

Adds:

PAUL BRANDT I Meant To Do That
CLAY WALKER Rumor Has It

Hottest:

TRACY LAWRENCE Is That A Tear
BROOKS & DUNN A Man This Lonely
MARK CHESNUTT It's A Little Too Late
VINCE GILL Pretty Little Adriana
TRISHA YEARWOOD Everybody Knows

TNN

THE NASHVILLE NETWORK

60.2 million households

Traci Todd,

Manager/Video Programming

ADDS

BIG HOUSE Cold House (MCA)
MARK CHESNUTT Let It Rain (Decca)
EMILIO I'd Love You To Love Me (Capitol)
SAWYER BROWN Six Days On The Road (Curb)

HEAVY

TRACE ADKINS (This Ain't) No Thinkin' Thing (Capitol)
JOHN BERRY She's Taken A Shine (Capitol)
BRS-49 Even If It's Wrong (Arista)
BROOKS & DUNN A Man This Lonely (Arista)
DEANA CARTER We Danced Away (Capitol)
TERRI CLARK Emotional Girl (Mercury)
TY HERNOON She Wants To Be Wanted Again (Epic)
FAITH HILL I Can't Do That Anymore (Warner Bros.)
TOBY KEITH Me Too (Mercury)
SAMMY KERSHAW Politics, Religion And Her (Mercury)
ALISON KRAUSS Baby Mine (Walt Disney)
MINDY MCCREARY Maybe He'll Notice Her Now (BNA)
SAWYER BROWN Six Days On The Road (Curb)
DARYLE SINGLETARY Amen Kind Of Love (Giant)
RICK TREVINO Running Out Of Reasons... (Columbia)
TRAVIS TRITT Where Corn Don't Grow (Warner Bros.)
SHANIA TWAIN God Bless The Child (Mercury)

Information current as of February 10.

CMT

COUNTRY MUSIC TELEVISION

30.8 million households

Tracy Rogers, Director/Programming

Paul Hastaba, VP/GM

ADDS

EMILIO I'd Love You To Love Me (Capitol)
NIKKI NELSON Too Little Too Much (Columbia)
JOE NICHOLS I Hate The Way I Love You (Intersound)
CARYL MACK PARKER One Night... (Magnatone/Sq.West)
SAWYER BROWN Six Days On The Road (Curb)

TOP 10

MINDY MCCREARY Maybe He'll Notice Her Now (BNA)
BROOKS & DUNN A Man This Lonely (Arista)
DARYLE SINGLETARY Amen Kind Of Love (Giant)
TRACY LAWRENCE Is That A Tear (Atlantic)
BRYAN WHITE That's Another Song (Asylum/EEG)
TRAVIS TRITT Where Corn Don't Grow (Warner Bros.)
MARK CHESNUTT It's A Little Too Late (Decca)
RICK TREVINO Running Out Of Reasons... (Columbia)
DEANA CARTER We Danced Away (Capitol)
TRISHA YEARWOOD Everybody Knows (MCA)

HEAVY

TRACE ADKINS (This Ain't) No Thinkin' Thing (Capitol)
JOHN BERRY She's Taken A Shine (Capitol)
BROOKS & DUNN A Man This Lonely (Arista)
DEANA CARTER We Danced Away (Capitol)
TOBY KEITH Me Too (Mercury)
TRACY LAWRENCE Is That A Tear (Atlantic)
DARYLE SINGLETARY Amen Kind Of Love (Giant)
RICK TREVINO Running Out Of Reasons... (Columbia)
TRAVIS TRITT Where Corn Don't Grow (Warner Bros.)
BRYAN WHITE That's Another Song (Asylum/EEG)
TRISHA YEARWOOD Everybody Knows (MCA)

HOT SHOTS

TRACE ADKINS (This Ain't) No Thinkin' Thing (Capitol)
GARY ALLAN Forever And A Day (Decca)
TRACY BYRD Don't Take Her She's All I Got (MCA)
MARK CHESNUTT Let It Rain (Decca)
TERRI CLARK Emotional Girl (Mercury)
EMILIO I'd Love You To Love Me (Capitol)
BILL ENGVALL Here's Your Sign... (Warner Bros.)
JOHN JENNINGS Everybody Loves Me (Vanguard)
MARTINA McBRIDE Cry On The Shoulder Of... (RCA)
LORRIE MORGAN Good As I Was To You (BNA)
DAVID LEE MURPHY Genuine Rednecks (MCA)
CARYL MACK PARKER One Night... (Magnatone/Sq.West)

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 5.

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL STATIONS/ADDS	PLAY RANK	TOTAL PLAYS	+/- PLAYS	TOTAL POINTS	+/- POINTS
8	5	2	1	BROOKS & DUNN A Man This Lonely (Arista)	191/0	1	7032	+252	36133	+1447
6	4	3	2	VINCE GILL Pretty Little Adriana (MCA)	191/0	2	6908	+164	35405	+889
11	9	6	3	RICK TREVINO Running Out Of Reasons To Run (Columbia)	191/0	3	6485	+496	32975	+2960
12	10	7	4	DARYLE SINGLETARY Amen Kind Of Love (Giant)	191/0	4	6371	+420	32106	+2254
9	8	9	5	CLINT BLACK Half Way Up (RCA)	191/0	5	6064	+245	30686	+1201
13	13	10	6	TOBY KEITH Me Too (Mercury)	188/1	6	6043	+747	30612	+3578
15	14	11	7	TRAVIS TRITT Where Corn Don't Grow (Warner Bros.)	189/0	7	5726	+791	28598	+3720
4	2	1	8	MARK CHESNUTT It's A Little Too Late (Decca)	170/0	8	5436	-1516	28486	-7179
19	17	14	9	DEANA CARTER We Danced Anyway (Capitol)	191/0	9	5281	+547	26873	+2645
17	16	13	10	PATTY LOVELESS She Drew A Broken Heart (Epic)	191/0	10	5242	+427	26620	+2146
24	22	17	11	LEANN RIMES Unchained Melody (MCG/Curb)	190/3	11	5097	+683	26376	+3622
20	19	16	12	REBA MCENTIRE How Was I To Know (MCA)	191/0	12	4954	+410	25467	+2312
22	21	20	13	JOHN BERRY She's Taken A Shine (Capitol)	191/2	14	4598	+407	23594	+2252
21	20	18	14	ALAN JACKSON Everything I Love (Arista)	189/0	15	4544	+164	23147	+871
7	6	5	15	FAITH HILL I Can't Do That Anymore (Warner Bros.)	157/0	13	4611	-1502	23086	-7788
2	1	8	16	TRACY LAWRENCE Is That A Tear (Atlantic)	152/0	16	4192	-1451	22311	-7387
5	3	4	17	TRISHA YEARWOOD Everybody Knows (MCA)	135/0	20	4080	-2685	21358	-13143
28	25	22	18	DIAMOND RIO Holdin' (Arista)	188/2	17	4169	+488	20925	+2370
33	28	24	19	TRACE ADKINS (This Ain't) No Thinkin' Thing (Capitol)	191/3	19	4083	+676	20767	+3556
23	23	21	20	TY HERNDON She Wants To Be Wanted Again (Epic)	183/1	21	4070	+319	20610	+1666
14	15	15	21	MINDY MCCREADY Maybe He'll Notice Her Now (BNA)	161/0	18	4085	-578	20236	-3107
31	27	26	22	LONESTAR Heartbroke Every Day (BNA)	180/7	22	3620	+433	18098	+2269
25	24	23	23	JAMES BONAMY All I Do Is Love Her (Epic)	172/1	23	3601	+28	17779	+145
-	39	31	24	CLAY WALKER Rumor Has It (Giant)	183/23	24	3373	+975	17246	+4988
29	26	27	25	SAMMY KERSHAW Politics, Religion And Her (Mercury)	177/7	25	3358	+179	16658	+966
35	30	28	26	KENNY CHESNEY When I Close My Eyes (BNA)	179/11	26	3290	+481	16627	+2552
32	29	29	27	MARTY STUART You Can't Stop Love (MCA)	174/4	27	3155	+317	15701	+1719
37	31	30	28	TERRI CLARK Emotional Girl (Mercury)	181/4	28	3114	+349	15594	+1698
-	41	37	29	TRACY BYRD Don't Take Her She's All I Got (MCA)	165/26	31	2684	-761	13522	+3880
41	35	34	30	RICOCHET Ease My Troubled Mind (Columbia)	170/6	30	2727	+377	13300	+1892
16	18	19	31	GEORGE STRAIT King Of The Mountain (MCA)	113/0	32	2588	-1724	12652	-8915
47	37	36	32	DAVID KERSH Another You (Curb)	166/16	34	2489	+534	12483	+2599
36	32	32	33	DERYL DODD That's How I Got To Memphis (Columbia)	155/1	33	2521	+10	12031	+105
34	33	33	34	PAUL BRANDT I Meant To Do That (Reprise)	148/4	35	2439	+52	11865	+64
39	34	35	35	NEAL MCCOY That Woman Of Mine (Atlantic)	153/6	36	2275	+146	10967	+688
48	40	38	36	BUFFALO CLUB If She Don't Love You (Rising Tide)	161/24	38	2170	+514	10909	+2672
BREAKER			37	LORRIE MORGAN Good As I Was To You (BNA)	137/24	39	1806	+510	8801	+2671
10	12	25	38	BRYAN WHITE That's Another Song (Asylum/EEG)	68/1	42	1571	-1790	8128	-8937
46	43	41	39	MARTINA MCBRIDE Cry On The Shoulder Of... (RCA)	131/17	41	1647	+332	7603	+1607
-	49	42	40	BILL ENGVALL Here's Your Sign (Get...) (Warner Bros.)	105/25	45	1396	+494	7381	+2636
-	46	43	41	KATHY MATTEA 455 Rocket (Mercury)	105/28	49	1298	+376	6208	+1684
-	46	43	42	MILA MASON Dark Horse (Atlantic)	102/46	50	1245	+620	6185	+3025
-	48	44	43	MARY CHAPIN CARPENTER I Want To Be Your... (Columbia)	95/27	52	1171	+380	5604	+1711
-	50	48	44	GARY ALLAN Forever And A Day (Decca)	73/16	55	831	+207	3975	+1069
-	50	48	45	BIG HOUSE Cold Outside (MCA)	75/32	57	782	+361	3546	+1612
DEBUT			46	COLLIN RAYE On The Verge (Epic)	56/55	59	689	+682	3484	+3454
-	45	45	47	DAVID LEE MURPHY Genuine Rednecks (MCA)	65/0	58	693	-79	3098	-419
-	47	47	48	REGINA REGINA More Than I Wanted To Know (Giant)	57/3	60	642	+13	3089	+79
DEBUT			49	AARON TIPPIN That's What Happens When I... (RCA)	72/38	61	639	+329	2914	+1532
DEBUT			50	GENE WATSON Change Her Mind (SOR)	53/31	65	519	+249	2547	+1240

This chart reflects airplay from February 3-9. Songs ranked by total points. Highlighted songs indicate Breaker.

191 Country reporters. 188 current playlists. Songs that are down in points for three consecutive weeks are moved to recurrent. © 1997, R&R Inc.

BREAKERS®

LORRIE MORGAN
Good As I Was To You (BNA)
 71% of our reporters on it (137 stations)
 24 Adds • Moves 40-37

MOST ADDED®

ARTIST TITLE LABEL(S)	TOTAL ADDS
COLLIN RAYE On The Verge (Epic)	55
MILA MASON Dark Horse (Atlantic)	46
AARON TIPPIN That's What Happens When I Hold... (RCA)	38
RANDY TRAVIS Price To Pay (Warner Bros.)	36
BIG HOUSE Cold Outside (MCA)	32
GENE WATSON Change Her Mind (SOR)	31
KATHY MATTEA 455 Rocket (Mercury)	28
MARY CHAPIN CARPENTER I Want To Be Your... (Columbia)	27
TRACY BYRD Don't Take Her She's All I Got (MCA)	26
BILL ENGVALL Here's Your Sign (Get...) (Warner Bros.)	25

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CLAY WALKER Rumor Has It (Giant)	+975
TRAVIS TRITT Where Corn Don't Grow (Warner Bros.)	+791
TRACY BYRD Don't Take Her She's All I Got (MCA)	+761
TOBY KEITH Me Too (Mercury)	+747
LEANN RIMES Unchained Melody (MCG/Curb)	+683
COLLIN RAYE On The Verge (Epic)	+682
TRACE ADKINS (This Ain't) No Thinkin' Thing (Capitol)	+676
MILA MASON Dark Horse (Atlantic)	+620
DEANA CARTER We Danced Anyway (Capitol)	+547
DAVID KERSH Another You (Curb)	+534

MOST INCREASED POINTS

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
CLAY WALKER Rumor Has It (Giant)	+4988
TRACY BYRD Don't Take Her She's All I Got (MCA)	+3880
TRAVIS TRITT Where Corn Don't Grow (Warner Bros.)	+3720
LEANN RIMES Unchained Melody (MCG/Curb)	+3622
TOBY KEITH Me Too (Mercury)	+3578
TRACE ADKINS (This Ain't) No Thinkin' Thing (Capitol)	+3556
COLLIN RAYE On The Verge (Epic)	+3454
MILA MASON Dark Horse (Atlantic)	+3025
RICK TREVINO Running Out Of Reasons... (Columbia)	+2960
BUFFALO CLUB If She Don't Love You (Rising Tide)	+2672

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
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)
GARY ALLAN Her Man (Decca)
TRACY BYRD Big Love (MCA)
GARTH BROOKS That Ol' Wind (Capitol)
TRACE ADKINS Every Light In The House (Capitol)
REBA MCENTIRE The Fear Of Being Alone (MCA)
TIM MCGRAW Maybe We Should Just Sleep On It (Curb)

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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Crystal Bernard

CRYSTAL BERNARD

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ACADEMY OF COUNTRY MUSIC 32ND ANNUAL AWARDS SHOW.

state of mind

Going For ADDS 2/14

COUNTRY REPORTERS

Stations and their adds listed alphabetically by market

<p>WQMX/Akron, OH PD: Kevin Mason MD: Bill Shiel 25 LEANN RIMES 18 COLLIN RAYE 18 LORRIE MORGAN 18 BURNIN' DAYLIGHT</p>	<p>WKLB/Boston, MA PD: Mike Brophy APD/MD: Ginny Rogers 12 COLLIN RAYE 12 KIPPI BRANNON 12 REGINA REGINA 5 AARON TIPPIN 5 GENE WATSON</p>	<p>KPLX/Dallas, TX PD: Smokey Rivers MD: Teresa Whitney 30 DAVID KERSH 30 RICOCHET 30 BUFFALO CLUB 15 NEAL MCCOY 15 GARY ALLAN 7 BILL ENGVALL</p>	<p>KSKS/Fresno, CA PD: Ken Boesen MD: Steve Montgomery 7 RANDY TRAVIS 7 KATHY MATTEA 7 AARON TIPPIN 7 EMILIO</p>	<p>WDAF/Kansas City, MO PD: Ted Cramer MD: David Bryan 20 COLLIN RAYE 20 ENCOLE 10 BUFFALO CLUB 10 MILA MASON 10 KATHY MATTEA</p>	<p>WBOW/Minneapolis, MN PD/MD: Bob Wood 30 TRACY BYRD 30 CLAY WALKER 8 MARTINA MCBRIDE 10 BURNIN' DAYLIGHT 8 M. CHAPIN CARPENTER 8 KATHY MATTEA</p>	<p>KPLM/Palm Springs, CA PD/MD: Al Gordon 14 STEPHANIE BENTLEY 14 EMILIO 14 MILA MASON 14 THRASHER SHIVER</p>	<p>KNCI/Sacramento, CA PD: Mark Evans MD: Jennifer Wood 15 TANYA TUCKER 15 KEVIN SHARP 14 KIPPI BRANNON 14 MILA MASON 5 GENE WATSON 5 AARON TIPPIN</p>	<p>WPCK/Springfield, MA PD: Jim Andrews MD: Kevin Wright 14 TRACY BYRD 14 RANDY TRAVIS 14 KIPPI BRANNON 14 MILA MASON 14 THRASHER SHIVER 14 NOEL HAGGARD</p>	<p>KJUG/Visalia, CA PD/MD: Dave Daniels 15 BILLY RAY CYRUS 15 CARYL MACK PARKER 15 BURNIN' DAYLIGHT 15 GEORGE DUCAS 15 EMILIO 15 BRENT LUCAS</p>
<p>WCNA/Albany, NY OM: Fred Horton MD: Bill Earley 13 GARY ALLAN 13 BUFFALO CLUB 13 DAVID KERSH 13 KATHY MATTEA 13 LORRIE MORGAN</p>	<p>WYRK/Bufalo, NY PD: Ken Johnson MD: Pat O'Brien 12 KENNY CHESNEY 12 M. CHAPIN CARPENTER</p>	<p>KYNG/Dallas, TX PD: Dan Pearman MD: Stacey Tackett 20 EMILIO 20 MILA MASON 10 BILL ENGVALL 10 GARTH BROOKS</p>	<p>WBCT/Grand Rapids, MI PD: Doug Montgomery MD: Kelly Irla 15 COLLIN RAYE 5 AARON TIPPIN</p>	<p>WVWV/Knoxville, TN MD: Chris Huff 13 COLLIN RAYE</p>	<p>WKSJ/Mobile, AL PD: Bill Black MD: Steve Kelly 17 AARON TIPPIN 10 RANDY TRAVIS 10 GENE WATSON</p>	<p>WXCQ/Saginaw, MI PD/MD: Rick Walker 7 KATHY MATTEA 7 MARTY STUART 7 LONESTAR</p>	<p>WVLS/St. Louis, MO PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>	<p>KTTS/Springfield, MO PD: Don Paul MD: Warren McDonald 34 EMILIO 5 COLLIN RAYE 5 BRS-43 5 BURNIN' DAYLIGHT 5 BEKKA & BILLY 5 RANDY TRAVIS</p>	<p>WACO/Waco, TX PD/MD: Glenn Michaels 12 COLLIN RAYE 12 M. CHAPIN CARPENTER 12 BUFFALO CLUB</p>
<p>KRST/Albuquerque, NM PD: Jim Petrick MD: Chaz Malibu 12 BILL ENGVALL 5 MARTINA MCBRIDE 5 GARY ALLAN</p>	<p>KHAK/Cedar Rapids, IA PD: Jeff Winfield MD: Dawn Johnson 23 JOHN MCGONIGLEY 8 MILA MASON 8 COLLIN RAYE 8 BIG HOUSE</p>	<p>WGNE/Daytona Beach, FL PD: John Rivers 20 RANDY TRAVIS 14 AARON TIPPIN</p>	<p>WTRQ/Greensboro, NC PD: Paul Franklin MD: Deano St. Clair 5 BILL ENGVALL</p>	<p>KXKC/Lafayette, LA PD: Renee Revett MD: Kelly Thompson 11 COLLIN RAYE 11 MILA MASON 10 M. CHAPIN CARPENTER 10 RANDY TRAVIS 10 GENE WATSON</p>	<p>KATM/Modesto, CA PD: Ed Hill MD: Chris Costa 5 BILL ENGVALL 5 GENE WATSON</p>	<p>WXTU/Philadelphia, PA PD: Gary McCarty MD: Jim Radler 17 CLAY WALKER 17 MARTINA MCBRIDE 17 TRACY BYRD 17 LORRIE MORGAN</p>	<p>WVLS/St. Louis, MO PD: Jeff Allen MD: Dave Louie 11 CLAY WALKER 11 DAVID KERSH 11 MILA MASON 5 AARON TIPPIN 5 PAUL BRANDT 5 GENE WATSON</p>	<p>WVWZ/Washington, DC PD: Mac Daniels MD: Jon Anthony 17 TRACE ADKINS 17 JOHN BERRY 17 TRACY BYRD 17 CLAY WALKER</p>	<p>WQEZ/Wausau, WI PD: Brian Kelly MD: Lou Stewart 8 BUFFALO CLUB 8 LORRIE MORGAN 8 M. CHAPIN CARPENTER 8 RANDY TRAVIS</p>
<p>KRRV/Alexandria, LA PD: Michael Bailey MD: Scott Bryant 12 BIG HOUSE 12 COLLIN RAYE 12 GENE WATSON 12 MILA MASON</p>	<p>WIXY/Champaign, IL PD/MD: Rob Kelley 18 CLAY WALKER 18 KATHY MATTEA 8 AARON TIPPIN 8 GENE WATSON 5 THRASHER SHIVER</p>	<p>KYGO/Denver, CO PD: John St. John MD: Jennifer Page 13 BURNIN' DAYLIGHT 13 BRICKMAN & MCBRIDE 5 AARON TIPPIN 5 RANDY TRAVIS</p>	<p>WRNS/Greenville, NC PD: Wayne Carlisle MD: Dale Knippers 15 BIG HOUSE 15 BURNIN' DAYLIGHT 14 KATHY MATTEA</p>	<p>WVOW/Lancaster, PA PD: Dick Raymond MD: Keith Patrick 5 BIG HOUSE 5 MILA MASON 5 AARON TIPPIN</p>	<p>KTOM/Monterey, CA Interim PD/MD: Karyann Hamilton MD: Carliee Cyrus 5 MILA MASON 5 THRASHER SHIVER</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>
<p>WFGJ/Altoona, PA PD/MD: Polly Wogg 35 RANDY TRAVIS 15 BIG HOUSE 15 DAVID KERSH 15 KATHY MATTEA</p>	<p>WSUB/Charleston, SC PD: Charlie Lindsay MD: John Dixon 15 CLAY WALKER 15 TRACY BYRD 15 MARTINA MCBRIDE</p>	<p>KJLY/Des Moines, IA PD: Beverlee Brannigan MD: Eddie Hatfield 21 LORRIE MORGAN 21 BUFFALO CLUB 21 KENNY CHESNEY</p>	<p>WESC/Greenville, SC PD: Ron Brooks MD: John Lundrum 18 GENE WATSON 5 AARON TIPPIN</p>	<p>WVWL/Lansing, MI PD: Barry Meritt MD: Doug Wagner 14 MARTINA MCBRIDE 10 LORRIE MORGAN 10 M. CHAPIN CARPENTER</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>
<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>	<p>WVWZ/Washington, DC PD: Bob Barnett APD: Mark Langston 20 LITTLE TEXAS 17 CLAY WALKER 5 BILL ENGVALL</p>

191 Total Reporters
191 Current Reporters
188 Current Playlists

Reported Frozen Playlist (1):
WKIS/Miami, FL

Did Not Report, Playlist Frozen (2):
WVWZ/Hartford, CT
WAMZ/Louisville, KY

COUNTRY PLAYLISTS

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

94.3 KIX 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	20	20	20	20	FAITH HILL/Can't Do That...
20	20	20	20	20	RICK TREVINO/Running Out Of...
20	20	20	20	20	MINDY MCCREARY/Maybe He'll Notice...
20	20	20	20	20	DARYLE SINGLETARY/Amen Kind Of Love
20	20	20	20	20	DEANA CARTER/We Danced Anyway
20	20	20	20	20	JOHN BERRY/She's Taken A Shine
20	20	20	20	20	PATTY LOVELESS/She Drew A Broken...
20	20	20	20	20	TRAVIS TRITT/Where Corn Don't...
20	20	20	20	20	LEANN RIMES/Unchained Melody
20	20	20	20	20	GEORGE STRAIT/King Of The Mountain
20	20	20	20	20	REBA MCENTIRE/How Was I To Know
20	20	20	20	20	LONESTAR/Heartbroke Every Day
10	10	10	10	10	TOBY KEITH/Me Too
10	10	10	10	10	ALAN JACKSON/Everything I Love
10	10	10	10	10	TY HERNDON/She Wants To Be...
10	10	10	10	10	TRACE ADKINS/(This Ain't) No...
10	10	10	10	10	DIAMOND RIO/Holdin'
10	10	10	10	10	TERRI CLARK/Emotional Girl
10	10	10	10	10	PAUL BRANDT/Meant To Do That
10	10	10	10	10	JAMES BONAMY/All I Do Is Love Her
10	10	10	10	10	SAMMY KERSHAW/Politics, Religion...
10	10	10	10	10	NEAL MCCOY/That Woman Of Mine
10	10	10	10	10	RICOCHET/Ease My Troubled...
10	10	10	10	10	DERYL DODD/That's How I Got...
10	10	10	10	10	KENNY CHESNEY/When I Close My Eyes
10	10	10	10	10	MARTINA MCBRIDE/Cry On...
10	10	10	10	10	DAVID LEE MURPHY/Genuine Rednecks
10	10	10	10	10	KATHY MATTEA/455 Rocket
10	10	10	10	10	BUFFALO CLUB/If She Don't Love...
10	10	10	10	10	GEORGE DUCAS/Long Trail Of Tears
10	10	10	10	10	REGINA REGINA/More Than I...
5	5	5	5	5	LORRIE MORGAN/Good As I Was To You
5	5	5	5	5	DAVID KERSH/Another You
5	5	5	5	5	BILL ENGVALL/Here's Your Sign...
5	5	5	5	5	TRACY BYRD/Don't Take Her...
5	5	5	5	5	M. CHAPIN CARPENTER/Want To Be Your...

93.9 KZLA MARKET #2
KZLA/Los Angeles (818) 246-0939 Sebastian/Fink

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
34	24	24	24	34	BROOKS & DUNNVA Man This Lonely
24	24	24	24	34	TY HERNDON/She Wants To Be...
24	24	24	24	34	TOBY KEITH/Me Too
24	24	24	24	34	JOHN M. MONTGOMERY/Friends
24	24	24	24	34	RICK TREVINO/Running Out Of...
19	19	19	19	24	TRACE ADKINS/(This Ain't) No...
24	24	24	24	24	JOHN BERRY/She's Taken A Shine
24	24	24	24	24	JAMES BONAMY/All I Do Is Love Her
7	7	7	7	19	BUFFALO CLUB/If She Don't Love...
7	7	7	7	19	DAVID KERSH/Another You
19	24	24	24	24	NEAL MCCOY/That Woman Of Mine
24	24	24	24	24	MINDY MCCREARY/Maybe He'll Notice...
7	7	7	7	19	STEPHANIE BENTLEY/The Hopechest Song
7	7	7	7	19	PAUL BRANDT/Meant To Do That
7	7	7	7	19	DERYL DODD/That's How I Got...
7	7	7	7	19	SAMMY KERSHAW/Politics, Religion...
7	7	7	7	19	LONESTAR/Heartbroke Every Day
24	24	24	24	19	PATTY LOVELESS/She Drew A Broken...
19	19	19	19	19	REBA MCENTIRE/How Was I To Know
19	19	19	19	19	RICOCHET/Ease My Troubled...
7	7	7	7	19	DIAMOND RIO/Holdin'
19	24	15	15	15	CLINT BLACK/Half Way Up
15	15	15	15	15	MARK CHESNUTT/It's A Little Too...
15	15	15	15	15	VINCE GILL/Pretty Little...
15	15	15	15	15	ALAN JACKSON/Little Bitty
15	15	15	15	15	TRACY LAWRENCE/Is That A Tear
15	15	15	15	15	LEANN RIMES/Unchained Melody
34	34	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	BRYAN WHITE/That's Another Song
34	15	15	15	15	TRISHA YEARWOOD/Everybody Knows
7	7	7	7	7	KIPPI BRANNON/Daddy's Little Girl
7	7	7	7	7	TRACY BYRD/Don't Take Her...
7	7	7	7	7	DEANA CARTER/We Danced Anyway
7	7	7	7	7	KENNY CHESNEY/When I Close My Eyes
7	7	7	7	7	TERRI CLARK/Emotional Girl
19	7	7	7	7	DIAMOND RIO/Holdin'
19	7	7	7	7	ALAN JACKSON/Everything I Love
7	7	7	7	7	KATHY MATTEA/455 Rocket

94.7 KICKS COUNTRY MARKET #3
WKXK/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	TRISHA YEARWOOD/Everybody Knows
35	35	35	35	35	MARK CHESNUTT/It's A Little Too...
35	35	35	35	35	FAITH HILL/Can't Do That...
35	35	35	35	35	CLINT BLACK/Half Way Up
20	20	20	20	20	RICK TREVINO/Running Out Of...
20	20	20	20	20	MINDY MCCREARY/Maybe He'll Notice...
20	20	20	20	20	DEANA CARTER/We Danced Anyway
20	20	20	20	20	JOHN BERRY/She's Taken A Shine
20	20	20	20	20	DARYLE SINGLETARY/Amen Kind Of Love
10	10	10	10	10	LEANN RIMES/Unchained Melody
20	20	20	20	20	JOHN BERRY/She's Taken A Shine
20	20	20	20	20	TOBY KEITH/Me Too
20	20	20	20	20	MINDY MCCREARY/Maybe He'll Notice...
20	20	20	20	20	PATTY LOVELESS/She Drew A Broken...
10	10	10	10	10	ALAN JACKSON/Everything I Love
35	35	20	20	20	JOHN M. MONTGOMERY/Friends
10	10	10	10	10	TRAVIS TRITT/Where Corn Don't...
10	10	10	10	10	DEANA CARTER/We Danced Anyway
20	20	20	20	20	CLAY WALKER/Rumor Has It
20	20	20	20	20	REBA MCENTIRE/How Was I To Know
35	35	20	20	20	KEVIN SHARP/Nobody Knows
35	35	20	20	20	TRACY LAWRENCE/Is That A Tear
10	10	10	10	10	DIAMOND RIO/Holdin'
10	10	10	10	10	TRACE ADKINS/(This Ain't) No...
10	10	10	10	10	TRACY BYRD/Don't Take Her...
14	14	14	14	14	DEANA CARTER/Strawberry Wine
14	14	14	14	14	REBA MCENTIRE/The Fear Of Being...
14	14	14	14	14	LEANN RIMES/One Way Ticket...
35	14	14	14	14	M. CHAPIN CARPENTER/Let Me Into Your...
20	14	14	14	14	ALAN JACKSON/Little Bitty
20	14	14	14	14	GARTH BROOKS/That Of Wind
35	20	14	14	14	TIM MCGRAW/Maybe We Should...
35	20	14	14	14	TRACE ADKINS/Every Light In...
35	20	14	14	14	GARY ALLAN/Her Man
35	20	14	14	14	TRACY BYRD/Big Love
10	10	10	10	10	JAMES BONAMY/All I Do Is Love Her
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...

99.5 WUSN MARKET #3
WUSN/Chicago (312) 649-0099 Sledge/Biondo

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
20	36	36	36	36	TRISHA YEARWOOD/Everybody Knows
36	36	36	36	36	CLINT BLACK/Half Way Up
36	36	36	36	36	FAITH HILL/Can't Do That...
20	36	36	36	36	BROOKS & DUNNVA Man This Lonely
20	36	36	36	36	DARYLE SINGLETARY/Amen Kind Of Love
20	36	36	36	36	VINCE GILL/Pretty Little...
14	20	36	36	36	DEANA CARTER/We Danced Anyway
20	20	36	36	36	REBA MCENTIRE/How Was I To Know
20	20	36	36	36	LEANN RIMES/Unchained Melody
20	20	20	20	20	MINDY MCCREARY/Maybe He'll Notice...
14	20	20	20	20	PATTY LOVELESS/She Drew A Broken...
14	20	20	20	20	TOBY KEITH/Me Too
20	20	20	20	20	BRYAN WHITE/That's Another Song
14	20	20	20	20	ALAN JACKSON/Everything I Love
20	20	20	20	20	TRAVIS TRITT/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	GEORGE STRAIT/King Of The Mountain
20	20	20	20	20	MARK CHESNUTT/It's A Little Too...
14	20	20	20	20	JOHN BERRY/She's Taken A Shine
14	20	20	20	20	LONESTAR/Heartbroke Every Day
14	14	20	20	20	TY HERNDON/She Wants To Be...
20	20	20	20	20	CLAY WALKER/Rumor Has It
20	20	20	20	20	DAVID KERSH/Another You
20	20	20	20	20	TERRI CLARK/Emotional Girl
14	14	20	20	20	ALAN JACKSON/Little Bitty
14	14	20	20	20	REBA MCENTIRE/The Fear Of Being...
14	14	20	20	20	BUFFALO CLUB/If She Don't Love...
14	14	20	20	20	KATHY MATTEA/455 Rocket
14	14	14	20	20	PAUL BRANDT/Meant To Do That
14	14	14	20	20	BIG HOUSE/Cold Outside
14	14	14	20	20	JAMES BONAMY/All I Do Is Love Her
14	14	14	20	20	TIM MCGRAW/Maybe We Should...
14	14	14	20	20	TRACE ADKINS/Every Light In...
14	14	14	20	20	MARTINA MCBRIDE/Cry On...
5	5	5	5	5	TRACY BYRD/Don't Take Her...
5	5	5	5	5	LORRIE MORGAN/Good As I Was To You
36	36	36	36	36	JOHN M. MONTGOMERY/Friends
36	36	36	36	36	GARY ALLAN/Her Man
5	5	5	5	5	MARTY STUART/You Can't Stop Love
5	5	5	5	5	BILL ENGVALL/Here's Your Sign...

94.9 KSAN MARKET #4
KSN/San Francisco (415) 291-0202 Roberts/Ryan

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
26	25	25	25	35	BROOKS & DUNNVA Man This Lonely
26	25	25	25	35	DEANA CARTER/We Danced Anyway
26	25	25	25	35	MARK CHESNUTT/It's A Little Too...
26	25	25	25	35	VINCE GILL/Pretty Little...
38	35	35	35	35	TOBY KEITH/Me Too
38	35	35	35	35	DAVID KERSH/Goodnight Sweetheart
38	35	35	35	35	TRACY LAWRENCE/Is That A Tear
38	35	35	35	35	JOHN M. MONTGOMERY/Friends
38	35	35	35	35	LEANN RIMES/Unchained Melody
26	25	25	25	25	TRACE ADKINS/(This Ain't) No...
15	25	25	25	25	GARY ALLAN/Her Man
15	25	25	25	25	JOHN BERRY/She's Taken A Shine
38	25	25	25	25	CLINT BLACK/Half Way Up
5	5	5	5	5	M. CHAPIN CARPENTER/Want To Be Your...
5	5	5	5	5	TERRI CLARK/Emotional Girl
15	15	15	15	15	ALAN JACKSON/Everything I Love
26	25	25	25	25	PATTY LOVELESS/She Drew A Broken...
5	5	5	5	5	REBA MCENTIRE/How Was I To Know
5	5	5	5	5	DARYLE SINGLETARY/Amen Kind Of Love
26	25	25	25	25	RICK TREVINO/Running Out Of...
5	5	5	5	5	TRACE ADKINS/(This Ain't) No...
5	5	5	5	5	CLAY WALKER/Rumor Has It
26	15	15	15	15	DIAMOND RIO/Holdin'
26	15	15	15	15	DAVID KERSH/Another You
26	15	15	15	15	TERRI CLARK/Emotional Girl
5	5	5	5	5	TY HERNDON/She Wants To Be...
26	15	15	15	15	DAVID KERSH/Another You
5	5	5	5	5	SAMMY KERSHAW/Politics, Religion...
5	5	5	5	5	RICOCHET/Ease My Troubled...
15	15	15	15	15	MARTY STUART/You Can't Stop Love
15	15	15	15	15	LEE ANN WOMACK/Never Again, Again
15	15	15	15	15	TRACE ADKINS/Every Light In...
15	15	15	15	15	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
15	15	15	15	15	DEANA CARTER/Strawberry Wine
15	15	15	15	15	KENNY CHESNEY/When I Close My Eyes
15	15	15	15	15	ALAN JACKSON/Little Bitty
15	15	15	15	15	PATTY LOVELESS/Lonely Too Long

93.3 YOUNG COUNTRY MARKET #4
KYCY/San Francisco (415) 391-9330 Logan

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
50	50	50	50	50	BROOKS & DUNNVA Man This Lonely
40	40	40	40	40	DIAMOND RIO/Holdin'
40	40	40	40	40	VINCE GILL/Pretty Little...
30	30	30	30	30	TOBY KEITH/Me Too
20	20	20	20	20	REBA MCENTIRE/How Was I To Know
50	50	50	50	50	KEVIN SHARP/Nobody Knows
50	50	50	50	50	TRISHA YEARWOOD/Everybody Knows
20	20	20	20	20	RICK TREVINO/Running Out Of...
10	10	10	10	10	TRACE ADKINS/(This Ain't) No...
10	10	10	10	10	JOHN BERRY/She's Taken A Shine
50	50	35	35	35	CLINT BLACK/Half Way Up
50	50	35	35	35	GARTH BROOKS/That Of Wind
20	20	35	35	35	TRACY BYRD/Don't Take Her...
40	40	25	25	25	DEANA CARTER/We Danced Anyway
30	30	35	35	35	TY HERNDON/She Wants To Be...
50	50	35	35	35	SAMMY KERSHAW/Politics, Religion...
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	ARTIST/TITLE	3W	2W	1W	TW
38	BROOKS & DUNNVA Man This Lonely	38	38	38	38
38	VINCE GILL/Pretty Little	38	38	38	38
28	RICK TREVIÑO/Running Out Of...	38	38	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	TRISHA YEARWOOD/Everybody Knows	38	38	38	38
28	DARYLE SINGLETARY/Amen Kind Of Love	38	38	38	38
38	FAITH HILL/Can't Do That	38	38	38	38
38	TRACY LAWRENCE/That A Tear	38	38	38	38
28	LEANN RIMES/Unchained Melody	38	38	38	38
28	TRAVIS TRITTT/Where Corn Don't...	38	38	38	38
28	TOBY KEITH/Me Too	38	38	38	38
18	PATTY LOVELESS/She Drew A Broken...	38	38	38	38
18	DEANA CARTER/We Danced Anyway	38	38	38	38
18	REBA MCGENTIRE/How Was I To Know	38	38	38	38
18	MINDY MCCREADY/Maybe He'll Notice...	38	38	38	38
18	ALAN JACKSON/Everything I Love	38	38	38	38
18	JOHN BERRY/She's Taken A Shine	38	38	38	38
-	DIAMOND RIO/Holdin'	38	38	38	38
-	CLAY WALKER/Rumor Has It	38	38	38	38
18	JAMES BONAMAY/All I Do Is Love Her	38	38	38	38
18	TY HERNDON/She Wants To Be...	38	38	38	38
-	LEONSTAR/Heartbroke Every Day	38	38	38	38
-	KENNY CHESNEY/When I Close My Eyes	38	38	38	38
38	JOHN M. MONTGOMERY/Friends	38	38	38	38
16	LEANN RIMES/One Way Ticket...	38	38	38	38
16	DAVID KERSH/Goodnight Sweetheart	38	38	38	38
38	LEANN RIMES/Unchained Melody	38	38	38	38
-	REBA MCGENTIRE/The Fear Of Being...	38	38	38	38
16	TIM MCGRAW/Maybe We Should...	38	38	38	38
16	M. CHAPIN CARPENTER/Let Me Into Your...	38	38	38	38
16	TRACY BYRD/Big Love	38	38	38	38
16	CLINT BLACK/Like The Rain	38	38	38	38
-	BILL ENGVALL/Here's Your Sign...	38	38	38	38

Y106.7		MARKET #12			
WYAY/Atlanta (770) 955-0106 McGinley/Gray					
PLAYS	ARTIST/TITLE	3W	2W	1W	TW
42	BROOKS & DUNNVA Man This Lonely	42	42	42	42
42	LEANN RIMES/Unchained Melody	42	42	42	42
32	DARYLE SINGLETARY/Amen Kind Of Love	42	42	42	42
32	PATTY LOVELESS/She Drew A Broken...	42	42	42	42
42	CLINT BLACK/Half Way Up	42	42	42	42
42	TOBY KEITH/Me Too	42	42	42	42
32	RICK TREVIÑO/Running Out Of...	42	42	42	42
32	TRAVIS TRITTT/Where Corn Don't...	42	42	42	42
42	MARK CHESNUTT/It's A Little Too...	42	42	42	42
42	TRISHA YEARWOOD/Everybody Knows	42	42	42	42
42	VINCE GILL/Pretty Little	42	42	42	42
32	DEANA CARTER/We Danced Anyway	42	42	42	42
32	REBA MCGENTIRE/How Was I To Know	42	42	42	42
18	ALAN JACKSON/Everything I Love	42	42	42	42
18	JOHN BERRY/She's Taken A Shine	42	42	42	42
18	DIAMOND RIO/Holdin'	42	42	42	42
18	LEONSTAR/Heartbroke Every Day	42	42	42	42
-	CLAY WALKER/Rumor Has It	42	42	42	42
18	RICKOCHET/Ease My Troubled...	42	42	42	42
18	TERRI CLARK/Emotional Girl	42	42	42	42
18	TRACY BYRD/Don't Take Her...	42	42	42	42
18	LORRIE MORGAN/Good As I Was To You	42	42	42	42
-	M. CHAPIN CARPENTER/I Want To Be Your...	42	42	42	42
18	TY HERNDON/She Wants To Be...	42	42	42	42
18	NEAL MCCOY/That Woman Of Mine	42	42	42	42
18	MARTY STUART/You Can't Stop Love	42	42	42	42
18	PAUL BRANDT/I Meant To Do That	42	42	42	42
18	DAVID KERSH/Another You	42	42	42	42
-	BUFFALO CLUB/It She Don't Love...	42	42	42	42
-	KATHY MATTEA/455 Rocket	42	42	42	42
18	DERYL DODD/That's How I Got...	42	42	42	42
18	REGINA REGINA/More Than I...	42	42	42	42
-	MILA MASON/Dark Horse	42	42	42	42
-	BILL ENGVALL/Here's Your Sign...	42	42	42	42
-	KEVIN SHARP/She's Sure Taking...	42	42	42	42
-	GARY ALLAN/Forever And A Day	42	42	42	42
-	BIG HOUSE/Cold Outside	42	42	42	42
42	JOHN M. MONTGOMERY/Friends	42	42	42	42

94 TRAMPSE		MARKET #13			
KMPS/Seattle (206) 443-9400 Sledge/Thomas					
PLAYS	ARTIST/TITLE	3W	2W	1W	TW
28	MARK CHESNUTT/It's A Little Too...	41	41	41	41
28	BROOKS & DUNNVA Man This Lonely	41	41	41	41
28	CLINT BLACK/Half Way Up	41	41	41	41
41	VINCE GILL/Pretty Little	41	41	41	41
41	FAITH HILL/Can't Do That	41	41	41	41
41	TRACY LAWRENCE/That A Tear	41	41	41	41
41	TRISHA YEARWOOD/Everybody Knows	41	41	41	41
41	GARY ALLAN/Her Man	41	41	41	41
28	JOHN M. MONTGOMERY/Friends	41	41	41	41
28	TRAVIS TRITTT/Where Corn Don't...	41	41	41	41
16	TRACE ADKINS/(This Ain't) No...	41	41	41	41
28	ALAN JACKSON/Everything I Love	41	41	41	41
28	REBA MCGENTIRE/How Was I To Know	41	41	41	41
28	GEORGE STRAIT/King Of The Mountain	41	41	41	41
28	MINDY MCCREADY/Maybe He'll Notice...	41	41	41	41
28	PATTY LOVELESS/She Drew A Broken...	41	41	41	41
28	DEANA CARTER/We Danced Anyway	41	41	41	41
28	TOBY KEITH/Me Too	41	41	41	41
28	MARTY STUART/You Can't Stop Love	41	41	41	41
16	JOHN BERRY/She's Taken A Shine	41	41	41	41
16	RICKOCHET/Ease My Troubled...	41	41	41	41
16	KEVIN SHARP/Nobody Knows	41	41	41	41
41	GARTH BROOKS/That Of Wind	41	41	41	41
22	TRACE ADKINS/The Fear Of Being...	41	41	41	41
22	GEORGE STRAIT/Can Still Make...	41	41	41	41
22	PAUL BRANDT/I Do	41	41	41	41
22	ALAN JACKSON/Little Bitty	41	41	41	41
22	TRACE ADKINS/Every Light In...	41	41	41	41
22	PATTY LOVELESS/Lonely Too Long	41	41	41	41
22	DEANA CARTER/Strawberry Wine	41	41	41	41
22	STUART & TRITTT/Honky Tonkin's...	41	41	41	41
-	DAVID KERSH/Another You	41	41	41	41
-	M. CHAPIN CARPENTER/I Want To Be Your...	41	41	41	41
-	BUFFALO CLUB/It She Don't Love...	41	41	41	41
16	LEANN RIMES/Unchained Melody	41	41	41	41
16	DAVID KERSH/Goodnight Sweetheart	41	41	41	41
16	DARYLE SINGLETARY/Amen Kind Of Love	41	41	41	41
16	DIAMOND RIO/Holdin'	41	41	41	41
16	SAMMY KERSHAW/Politics, Religion...	41	41	41	41
-	MILA MASON/Dark Horse	41	41	41	41

130.1		MARKET #14			
KSON/San Diego (619) 291-9797 Shepard/Upton					
PLAYS	ARTIST/TITLE	3W	2W	1W	TW
31	MARK CHESNUTT/It's A Little Too...	31	31	31	31
31	TRACY LAWRENCE/That A Tear	31	31	31	31
31	JOHN M. MONTGOMERY/Friends	31	31	31	31
20	TOBY KEITH/Me Too	31	31	31	31
20	DARYLE SINGLETARY/Amen Kind Of Love	31	31	31	31
20	VINCE GILL/Pretty Little	31	31	31	31
20	RICK TREVIÑO/Running Out Of...	31	31	31	31
20	BROOKS & DUNNVA Man This Lonely	31	31	31	31
20	TY HERNDON/She Wants To Be...	31	31	31	31
20	TRACE ADKINS/(This Ain't) No...	31	31	31	31
20	JAMES BONAMAY/All I Do Is Love Her	31	31	31	31
20	JOHN BERRY/She's Taken A Shine	31	31	31	31
20	CLINT BLACK/Half Way Up	31	31	31	31
20	JOHN BERRY/She's Taken A Shine	31	31	31	31
20	GEORGE STRAIT/King Of The Mountain	31	31	31	31
20	PATTY LOVELESS/She Drew A Broken...	31	31	31	31
12	DEANA CARTER/We Danced Anyway	31	31	31	31
12	ALAN JACKSON/Everything I Love	31	31	31	31
12	REBA MCGENTIRE/How Was I To Know	31	31	31	31
12	SAMMY KERSHAW/Politics, Religion...	31	31	31	31
12	LEONSTAR/Heartbroke Every Day	31	31	31	31
12	MARTY STUART/You Can't Stop Love	31	31	31	31
12	JOHN BERRY/She's Taken A Shine	31	31	31	31
12	LEANN RIMES/Unchained Melody	31	31	31	31
14	LEANN RIMES/One Way Ticket...	31	31	31	31
14	KEVIN SHARP/Nobody Knows	31	31	31	31
14	TRACE ADKINS/(This Ain't) No...	31	31	31	31
14	GEORGE STRAIT/Can Still Make...	31	31	31	31
14	PAUL BRANDT/I Do	31	31	31	31
14	GARTH BROOKS/That Of Wind	31	31	31	31
14	REBA MCGENTIRE/The Fear Of Being...	31	31	31	31
14	ALAN JACKSON/Little Bitty	31	31	31	31
14	DAVID KERSH/Goodnight Sweetheart	31	31	31	31
31	FAITH HILL/Can't Do That	31	31	31	31
12	DIAMOND RIO/Holdin'	31	31	31	31
12	TRACE ADKINS/(This Ain't) No...	31	31	31	31
-	LEANN RIMES/Unchained Melody	31	31	31	31
-	TRACE ADKINS/(This Ain't) No...	31	31	31	31
-	LEANN RIMES/Unchained Melody	31	31	31	31
-	SAMMY KERSHAW/Politics, Religion...	31	31	31	31
-	PATTY LOVELESS/She Drew A Broken...	31	31	31	31
-	NEAL MCCOY/That Woman Of Mine	31	31	31	31
-	PAUL BRANDT/I Meant To Do That	31	31	31	31
-	DERYL DODD/That's How I Got...	31	31	31	31
-	KEVIN SHARP/Nobody Knows	31	31	31	31
-	DAVID KERSH/Another You	31	31	31	31
-	M. CHAPIN CARPENTER/I Want To Be Your...	31	31	31	31
-	BUFFALO CLUB/It She Don't Love...	31	31	31	31
-	LEANN RIMES/Unchained Melody	31	31	31	31
-	DAVID KERSH/Goodnight Sweetheart	31	31	31	31
-	DARYLE SINGLETARY/Amen Kind Of Love	31	31	31	31
-	DIAMOND RIO/Holdin'	31	31	31	31
-	SAMMY KERSHAW/Politics, Religion...	31	31	31	31
-	MILA MASON/Dark Horse	31	31	31	31

WJMC Country 94.3		MARKET #15			
WJMC/Long Island (516) 423-6740 Asker					
PLAYS	ARTIST/TITLE	3W	2W	1W	TW
38	KEVIN SHARP/Nobody Knows	38	38	38	38
38	MARK CHESNUTT/It's A Little Too...	38	38	38	38
38	TRACY LAWRENCE/That A Tear	38	38	38	38
38	BROOKS & DUNNVA Man This Lonely	38	38	38	38
38	FAITH HILL/Can't Do That	38	38	38	38
38	TRISHA YEARWOOD/Everybody Knows	38	38	38	38
28	DARYLE SINGLETARY/Amen Kind Of Love	38	38	38	38
38	VINCE GILL/Pretty Little	38	38	38	38
38	RICK TREVIÑO/Running Out Of...	38	38	38	38
22	MARTY STUART/You Can't Stop Love	38	38	38	38
22	TRACE ADKINS/(This Ain't) No...	38	38	38	38
22	TRAVIS TRITTT/Where Corn Don't...	38	38	38	38
22	BRYAN WHITE/That's Another Song	38	38	38	38
22	MINDY MCCREADY/Maybe He'll Notice...	38	38	38	38
22	JAMES BONAMAY/All I Do Is Love Her	38	38	38	38
22	GEORGE STRAIT/King Of The Mountain	38	38	38	38
22	DEANA CARTER/We Danced Anyway	38	38	38	38
22	ALAN JACKSON/Everything I Love	38	38	38	38
22	REBA MCGENTIRE/How Was I To Know	38	38	38	38
22	ALAN JACKSON/Everything I Love	38	38	38	38
22	TY HERNDON/She Wants To Be...	38	38	38	38
15	JOHN BERRY/She's Taken A Shine	38	38	38	38
15	DIAMOND RIO/Holdin'	38	38	38	38
15	TRACE ADKINS/(This Ain't) No...	38	38	38	38
15	LEANN RIMES/Unchained Melody	38	38	38	38
15	SAMMY KERSHAW/Politics, Religion...	38	38	38	38
15	PATTY LOVELESS/She Drew A Broken...	38	38	38	38
15	NEAL MCCOY/That Woman Of Mine	38	38	38	38
15	PAUL BRANDT/I Meant To Do That	38	38	38	38
15	DERYL DODD/That's How I Got...	38	38	38	38
15	KEVIN SHARP/Nobody Knows	38	38	38	38
15	DAVID KERSH/Another You	38	38	38	38
15	M. CHAPIN CARPENTER/I Want To Be Your...	38	38	38	38
15	BUFFALO CLUB/It She Don't Love...	38	38	38	38
15	LEANN RIMES/Unchained Melody	38	38	38	38
15	DAVID KERSH/Goodnight Sweetheart	38	38	38	38
15	DARYLE SINGLETARY/Amen Kind Of Love	38	38	38	38
15	DIAMOND RIO/Holdin'	38	38	38	38
15	SAMMY KERSHAW/Politics, Religion...	38	38	38	38
15	MILA MASON/Dark Horse	38	38	38	38

NEW COUNTRY K102		MARKET #16	
KEEY/Minneapolis (612) 820-4200 Swedberg/Moon			
PLAYS	ARTIST/TITLE	3W	

COUNTRY PLAYLISTS

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

MARKET #22
WGAR/Cleveland
(216) 328-9950
Nugent/Collier

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
25	25	25	36	36	JOHN BERRY/She's Taken A Shine
25	25	36	36	36	BROOKS & DUNN/Man This Lonely
36	36	36	36	36	MARK CHESNUTT/It's A Little Too...
36	36	36	36	36	VINCE GILL/Pretty Little...
25	25	25	36	36	MINDY MCCREARY/Maybe He'll Notice...
36	36	36	36	36	DARYLE SINGLETARY/Armen Kind Of Love
25	25	36	36	36	TRAVIS TRITT/Where Corn Don't...
25	25	33	33	33	RICK TREVIÑO/Running Out Of...
25	25	25	25	25	TRACE ADKINS/(This Ain't) No...
25	25	25	25	25	CLINT BLACK/Half Way Up
-	-	-	-	-	TOBY KEITH/Me Too
-	-	-	-	-	TY HERNDON/She Wants To Be...
25	25	25	25	25	FAITH HILL/Can't Do That...
18	18	25	25	25	DEANA CARTER/We Danced Anyway
18	18	25	25	25	DIAMOND RIO/Holdin'
18	18	25	25	25	TY HERNDON/She Wants To Be...
25	25	25	25	25	ALAN JACKSON/Everything I Love
25	25	25	25	25	TOBY KEITH/Me Too
18	18	18	18	18	BRICKMAN & MCBRIDE/Valentine
25	25	25	25	25	NEAL MCCOY/That Woman Of Mine
25	25	25	25	25	REBA MCKENTRE/How Was I To Know
-	-	-	-	-	COLLIN RAYE/On The Verge
25	25	25	25	25	RICCOCHET/Ease My Troubled...
25	25	25	25	25	LEANN RIMES/Unchained Melody
25	25	25	25	25	MARTY STUART/You Can't Stop Love
-	-	-	-	-	CLAY WALKER/Rumor Has It
-	-	-	-	-	BUFFALO CLUBB/She Don't Love...
18	18	18	18	18	KENNY CHESNEY/When I Close My Eyes
18	18	18	18	18	TERRI CLARK/Emotional Girl
-	-	-	-	-	DAVID KERSH/Another You
18	18	18	18	18	SAMMY KERSHAW/Politics, Religion...
18	18	18	18	18	LONGSTAR/Heartbroke Every Day
-	-	-	-	-	MILA MASON/Dark Horse
-	-	-	-	-	BILL ENGVALL/Here's Your Sign...
15	15	15	15	15	TRACE ADKINS/Every Light In...
15	15	15	15	15	GARTH BROOKS/That Of Wind
36	36	36	36	36	TRACY BYRD/Big Love
36	36	36	36	36	TRACY LAWRENCE/Is That A Tear
15	15	15	15	15	MILA MASON/That's Enough Of...
36	18	15	15	15	TIM MCGRAW/Maybe We Should...
36	18	15	15	15	JOHN M. MONTGOMERY/Friends

MARKET #23
KYGO/Denver
(303) 321-0950
St. John/Page

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
30	30	30	30	30	MARK CHESNUTT/It's A Little Too...
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 & DUNN/Man This Lonely
30	30	30	30	30	DARYLE SINGLETARY/Armen Kind Of Love
30	30	30	30	30	MINDY MCCREARY/Maybe He'll Notice...
30	30	30	30	30	LEANN RIMES/One Way Ticket...
22	22	22	22	22	KENNY CHESNEY/When I Close My Eyes
22	22	22	22	22	CLINT BLACK/Half Way Up
22	22	22	22	22	VINCE GILL/Pretty Little...
22	22	22	22	22	TOBY KEITH/Me Too
22	22	22	22	22	TY HERNDON/She Wants To Be...
22	22	22	22	22	FAITH HILL/Can't Do That...
22	22	22	22	22	TRISHA YEARWOOD/Everybody Knows
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
13	13	13	13	13	LONGSTAR/Heartbroke Every Day
13	13	13	13	13	REBA MCKENTRE/How Was I To Know
13	13	13	13	13	JOHN BERRY/She's Taken A Shine
13	13	13	13	13	DERYL DODD/That's How I Got...
13	13	13	13	13	SAMMY KERSHAW/Politics, Religion...
13	13	13	13	13	DIAMOND RIO/Holdin'
13	13	13	13	13	GEORGE STRAIT/King Of The Mountain
13	13	13	13	13	PATTY LOVELESS/She Drew A Broken...
13	13	13	13	13	REBA MCKENTRE/How Was I To Know
22	22	22	22	22	GEORGE STRAIT/King Of The Mountain
-	-	-	-	-	BUFFALO CLUBB/She Don't Love...
13	13	13	13	13	TERRI CLARK/Emotional Girl
22	22	22	22	22	DEANA CARTER/We Danced Anyway
-	-	-	-	-	BILL ENGVALL/Here's Your Sign...
13	13	13	13	13	DAVID KERSH/Another You
-	-	-	-	-	LEANN RIMES/Unchained Melody
13	13	13	13	13	MARTINA MCBRIDE/Cry On...
-	-	-	-	-	CLAY WALKER/Rumor Has It
5	5	5	5	5	THRASHER SHIVER/Be Honest
5	5	5	5	5	NEAL MCCOY/That Woman Of Mine
-	-	-	-	-	BURNIN' DAYLIGHT/Say Yes
-	-	-	-	-	BRICKMAN & MCBRIDE/Valentine
-	-	-	-	-	LORRIE MORGAN/Good As I Was To You

MARKET #24
KUPL/Portland, OR
(503) 223-0300
Rogers/Taylor

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
36	36	36	36	36	TIM MCGRAW/Maybe We Should...
36	36	36	36	36	MARK CHESNUTT/It's A Little Too...
25	25	25	25	25	TRISHA YEARWOOD/Everybody Knows
25	25	25	25	25	TRACY LAWRENCE/Is That A Tear
25	25	25	25	25	RICK TREVIÑO/Running Out Of...
-	-	-	-	-	VINCE GILL/Pretty Little...
36	36	36	36	36	KEVIN SHARP/Nobody Knows
25	25	25	25	25	CLINT BLACK/Half Way Up
25	25	25	25	25	BROOKS & DUNN/Man This Lonely
25	25	25	25	25	LONGSTAR/Heartbroke Every Day
12	12	12	12	12	MINDY MCCREARY/Maybe He'll Notice...
12	12	12	12	12	TRAVIS TRITT/Where Corn Don't...
25	25	25	25	25	DEANA CARTER/We Danced Anyway
25	25	25	25	25	ALAN JACKSON/Everything I Love
25	25	25	25	25	JOHN BERRY/She's Taken A Shine
25	25	25	25	25	LEANN RIMES/Unchained Melody
25	25	25	25	25	PATTY LOVELESS/She Drew A Broken...
12	12	12	12	12	TERRI CLARK/Emotional Girl
12	12	12	12	12	REBA MCKENTRE/How Was I To Know
7	7	7	7	7	DARYLE SINGLETARY/Armen Kind Of Love
-	-	-	-	-	TRACE ADKINS/(This Ain't) No...
-	-	-	-	-	TRACE BYRD/Don't Take Her...
-	-	-	-	-	BILL ENGVALL/Here's Your Sign...
25	25	25	25	25	GEORGE STRAIT/King Of The Mountain
12	12	12	12	12	PAUL BRANDT/Meant To Do That
12	12	12	12	12	WADE HUGHES/Over My Head
12	12	12	12	12	TY HERNDON/She Wants To Be...
7	7	7	7	7	TRACE ADKINS/(This Ain't) No...
7	7	7	7	7	DIAMOND RIO/Holdin'
7	7	7	7	7	MARTY STUART/You Can't Stop Love
-	-	-	-	-	CLAY WALKER/Rumor Has It
-	-	-	-	-	RICCOCHET/Ease My Troubled...
12	12	12	12	12	TOBY KEITH/Me Too
-	-	-	-	-	NEAL MCCOY/That Woman Of Mine
-	-	-	-	-	COLLIN RAYE/On The Verge
-	-	-	-	-	BUFFALO CLUBB/She Don't Love...
-	-	-	-	-	BIG HOUSE/Cold Outside

MARKET #24
KWJJ/Portland, OR
(503) 226-4393
Mitchell/McCrae

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
25	25	25	25	25	VINCE GILL/Pretty Little...
38	40	40	40	40	BROOKS & DUNN/Man This Lonely
18	25	38	38	38	ALAN JACKSON/Everything I Love
18	38	38	38	38	RICK TREVIÑO/Running Out Of...
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 MCKENTRE/How Was I To Know
42	38	38	38	38	KEVIN SHARP/Nobody Knows
18	18	38	38	38	CLAY WALKER/Rumor Has It
18	18	38	38	38	BRYAN WHITE/That's Another Song
-	-	-	-	-	TRACE BYRD/Don't Take Her...
25	25	25	25	25	JOHN M. MONTGOMERY/Friends
18	18	25	25	25	CLINT BLACK/Half Way Up
38	38	25	25	25	FAITH HILL/Can't Do That...
25	38	25	25	25	MARK CHESNUTT/It's A Little Too...
18	25	25	25	25	TOBY KEITH/Me Too
18	18	25	25	25	PATTY LOVELESS/She Drew A Broken...
38	38	25	25	25	LEANN RIMES/Unchained Melody
18	18	25	25	25	TRAVIS TRITT/Where Corn Don't...
25	25	25	25	25	DIAMOND RIO/Holdin'
10	18	25	25	25	DARYLE SINGLETARY/Armen Kind Of Love
-	-	-	-	-	DEANA CARTER/We Danced Anyway
18	18	18	18	18	GEORGE STRAIT/King Of The Mountain
18	18	18	18	18	MARTY STUART/You Can't Stop Love
18	18	18	18	18	GARY ALLAN/Her Man
18	18	18	18	18	PAUL BRANDT/Meant To Do That
-	-	-	-	-	LONGSTAR/Heartbroke Every Day
-	-	-	-	-	BILL ENGVALL/Here's Your Sign...
-	-	-	-	-	COLLIN RAYE/On The Verge
-	-	-	-	-	TRACE BYRD/Don't Take Her...
-	-	-	-	-	LORRIE MORGAN/Good As I Was To You
-	-	-	-	-	CLAY WALKER/Rumor Has It
-	-	-	-	-	MINDY MCCREARY/Maybe He'll Notice...
18	18	18	18	18	PAUL BRANDT/Meant To Do That
5	5	5	5	5	JOHN BERRY/She's Taken A Shine
10	10	10	10	10	BR5-49/Even If It's Wrong
15	15	15	15	15	TY HERNDON/She Wants To Be...
-	-	-	-	-	BIG HOUSE/Cold Outside
-	-	-	-	-	CARYL MACK PARKER/One Night Stand
-	-	-	-	-	LORRIE MORGAN/Good As I Was To You
-	-	-	-	-	M. CHAPIN CARPENTER/Want To Be Your...
-	-	-	-	-	RICCOCHET/Ease My Troubled...

MARKET #25
WUBE/Cincinnati
(513) 721-1050
Closson/Hamilton

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
25	35	35	35	35	MARK CHESNUTT/It's A Little Too...
35	35	35	35	35	JOHN M. MONTGOMERY/Friends
35	35	35	35	35	KEVIN SHARP/Nobody Knows
35	35	35	35	35	DEANA CARTER/We Danced Anyway
25	25	35	35	35	BROOKS & DUNN/Man This Lonely
18	35	35	35	35	DARYLE SINGLETARY/Armen Kind Of Love
35	35	35	35	35	LEANN RIMES/Unchained Melody
25	25	35	35	35	VINCE GILL/Pretty Little...
25	25	35	35	35	FAITH HILL/Can't Do That...
-	-	-	-	-	LEE ANN WOMACK/Never Again, Again
18	25	25	25	25	COLLIN RAYE/What If Jesus...
25	25	25	25	25	ALAN JACKSON/Everything I Love
25	18	25	25	25	LITTLE TEXAS/Kiss The Girl
35	35	25	25	25	TRACY LAWRENCE/Is That A Tear
18	18	25	25	25	REBA MCKENTRE/How Was I To Know
25	25	25	25	25	VINCE GILL/Pretty Little...
25	25	25	25	25	TOBY KEITH/Me Too
25	25	25	25	25	TRAVIS TRITT/Where Corn Don't...
18	25	25	25	25	MINDY MCCREARY/Maybe He'll Notice...
25	35	25	25	25	DIAMOND RIO/Holdin'
35	35	25	25	25	TRISHA YEARWOOD/Everybody Knows
18	18	25	25	25	RICK TREVIÑO/Running Out Of...
18	18	18	18	18	JOHN BERRY/She's Taken A Shine
25	18	18	18	18	TRACY BYRD/Big Love
35	25	18	18	18	TIM MCGRAW/Maybe We Should...
18	18	18	18	18	PATTY LOVELESS/She Drew A Broken...
18	18	18	18	18	KENNY CHESNEY/When I Close My Eyes
18	18	18	18	18	CLINT BLACK/Half Way Up
-	-	-	-	-	TERRI CLARK/Emotional Girl
-	-	-	-	-	TRACE BYRD/Don't Take Her...
-	-	-	-	-	LORRIE MORGAN/Good As I Was To You
-	-	-	-	-	CLAY WALKER/Rumor Has It
-	-	-	-	-	MINDY MCCREARY/Maybe He'll Notice...
-	-	-	-	-	BILL ENGVALL/Here's Your Sign...
18	18	18	18	18	SAMMY KERSHAW/Politics, Religion...
18	18	18	18	18	TRACE ADKINS/(This Ain't) No...
5	25	18	18	18	DIAMOND RIO/Holdin'
5	18	18	18	18	DAVID KERSH/Another You
35	18	18	18	18	TERRI CLARK/Emotional Girl
13	13	13	13	13	TRACE ADKINS/(This Ain't) No...
35	25	13	13	13	ALAN JACKSON/Everything I Love
25	13	13	13	13	GARY ALLAN/Her Man

MARKET #26
KFRG/Riverside
(909) 825-9525
Masie/Jeffrey

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
37	37	37	37	37	KEVIN SHARP/Nobody Knows
37	37	37	37	37	TRISHA YEARWOOD/Everybody Knows
37	24	24	24	24	TRACY LAWRENCE/Is That A Tear
24	37	37	37	37	RICK TREVIÑO/Running Out Of...
24	24	24	24	24	GARY ALLAN/Her Man
24	37	37	37	37	BRYAN WHITE/That's Another Song
24	37	37	37	37	MARK CHESNUTT/It's A Little Too...
24	37	37	37	37	DARYLE SINGLETARY/Armen Kind Of Love
24	24	24	24	24	JOHN BERRY/She's Taken A Shine
24	24	24	24	24	MINDY MCCREARY/Maybe He'll Notice...
24	24	24	24	24	TY HERNDON/She Wants To Be...
24	24	24	24	24	VINCE GILL/Pretty Little...
16	16	16	16	16	JAMES BONAMY/All I Do Is Love Her
24	24	24	24	24	TOBY KEITH/Me Too
24	24	24	24	24	CLINT BLACK/Half Way Up
16	24	24	24	24	BROOKS & DUNN/Man This Lonely
16	24	24	24	24	PATTY LOVELESS/She Drew A Broken...
16	24	24	24	24	LEANN RIMES/Unchained Melody
16	24	24	24	24	REBA MCKENTRE/How Was I To Know
16	24	24	24	24	DEANA CARTER/We Danced Anyway
16	24	24	24	24	PAUL BRANDT/Meant To Do That
16	24	24	24	24	TRAVIS TRITT/Where Corn

A

TRACE ADKINS This Ain't No Thinkin' Thing (*Capitol 7087*)

Prod: Scott Hendricks Wr: Tim Nichols, Mark D. Sanders Pub: EMI Blackwood Music, Inc./Ty Land Music(all rights for Ty Land Music controlled and admin. by EMI Blackwood Music, Inc.)(BMI)/Starstruck Writers Group/Mark D. Music(ASCAP) Mgr: Borman Entertainment

RHETT AKINS Every Cowboy's Dream (*Decca 55291*)

Prod: Mark Wright Wr: Rhett Akins, Randy Boudreaux and Kim Williams Pub: Mike Curb Music/That's A Smash Publishing, Inc./Sony/ATV Tunes/Kim Williams Music(BMI) Mgr: Starstruck Entertainment

GARY ALLAN Forever And A Day (*Decca 55289*)

Prod: Mark Wright, Byron Hill Wr: Jim Lauderdale, Frank Dycus Pub: Mighty Nice Music/Laudersongs/W.B.M. Music/Dynda Jam Music Mgr:

JIM AUSTON Man In The Mirror (*MCG/Curb 6990*)

Prod: Randy Boudreaux Wr: Wayne Perry, Randy Boudreaux Pub: Zomba Enterprises Inc. (ASCAP)/That's A Smash Publishing, Inc.(BMI) Mgr: Randy Boudreaux

B

DAVID BALL I'll Never Make It Through This Fall (*Warner Bros. 46244*)

Prod: Ed Seay, Steve Buckingham Wr: David Ball, Billy Spencer Pub: EMI Blackwood Music, Inc./Montcrest Music(BMI)/Hamstein Stroudavarious Music(ASCAP) Mgr: Dan Goodman Management

STEPHANIE BENTLEY The Hopechest Song (*Epic 78326*)

Prod: Todd Wilkes, Paul Worley Wr: Angela Kaset Pub: Coburn Music, Inc.(BMI) Mgr: Corlew O'Grady

JOHN BERRY She's Taken A Shine (*Capitol 35464*)

Prod: Chuck Howard Wr: Greg Bamhill, Richard Bach Pub: Mike Chapman Publishing Enterprises(ASCAP)/Bayou Liberty Music(Adm. by All Nations Music)(ASCAP)/Emdar Music(Adm. by Full Keel Music Co.)(ASCAP)/Texas Wedge Music(Adm. by Emdar Music)(ASCAP) Mgr: Corlew O'Grady Management

BIG HOUSE Cold Outside (*MCA 55253*)

Prod: Peter Bunetta, Monty Byrom and David Neuhauser Wr: Monty Byrom, David Neuhauser, Dennis Knutson and Max Reese Pub: MCA Music Publishing, a div. of MCA Inc./Shinin' Stone Cold Publishing/Bik Haus Publishing(ASCAP)/Easy Landing L.L.C.(BMI)/Max Dog Music(ASCAP) Mgr: Al Bunetta Mgmt.

CLINT BLACK Half Way Up (*RCA 07863*)

Prod: James Stroud, Clint Black Wr: Clint Black, Hayden Nicholas Pub: Blackened Music(Adm. by Irving Music, Inc.)(BMI) Mgr: Jordan Berliant

BR5-49 Even If It's Wrong (*Arista 3061*)

Prod: Jozef Nuyens, Mike Janas Wr: Gary Bennett Pub: Bobbex Music, Five Towers Music - a div of Castle Publishing, Inc.(BMI) Mgr: Ten Ten Management

PAUL BRANDT I Meant To Do That (*Reprise 8480*)

Prod: Josh Leo Wr: Lynn Gillespie Chater, Kerry Chater and Paul Brandt Pub: Peermusic Ltd.(ASCAP)/Warner-Tamerlane Pub.Corp./Polywog Music SOCAN/BMI Mgr: Creative Trust

KIPPI BRANNON Daddy's Little Girl (*Curb/Universal 53092*)

Prod: Mark Bright Wr: Angela Kaset, Kenya Slaughter Walker and Stan Webb Pub: Purple Sun Music(Adm. by Ten Ten Music Group, Inc.)/Real GirlFriends Music/Stan Webb Music(SESAC) Mgr: Senior Management

GARTH BROOKS That Ol' Wind (*Capitol 7087*)

Prod: Allen Reynolds Wr: Leigh Reynolds, Garth Brooks Pub: Featibility Music(BMI)/Breon's Island(BMI)/Major Bob Music Co., Inc.(ASCAP)/No Fences Music(Adm. by Major Bob Music Co., Inc.)(ASCAP) Mgr: GB Management, Inc.

BROOKS & DUNN A Man This Lonely (*Arista 3066*)

Prod: Don Cook, Kix Brooks and Ronnie Dunn Wr: Ronnie Dunn, Tommy Lee James Pub: Sony/ATV Songs LLC dba Tree Publishing Co./Showbizly Music/Still Working For The Man Music, Inc.(BMI) Mgr: Titley Spalding & Associates

BUFFALO CLUB If She Don't Love You (*Rising Tide 53044*)

Prod: Barry Beckett Wr: Trey Bruce, Marc Beeson Pub: WB Music Corp./Big Tractor Music, admin. by WB Music Corp., ASCAP/EMI April Music Inc./K-Town Music, admin. by EMI April Music Inc., ASCAP Mgr: Dan Goodman Management

BURNIN' DAYLIGHT Say Yes (*Curb 1320*)

Prod: Mark Bright Wr: Marc Beeson, Chuck Jones Pub: EMI April Music Inc./K-Town Music(ASCAP)/Hamstein Cumberland Music(BMI)/Fugue Music(BMI) Mgr: AvalonEntertainment

TRACY BYRD Don't Take Her She's All I Got (*MCA 55292*)

Prod: Tony Brown Wr: Jerry Williams, Gary U.S. Bonds Pub: Jerry Williams Music(Adm. by Bug)/Embassy Music Corp./Exelorec Music(BMI) Mgr: Ritter Carter Management

C

MARY CHAPIN CARPENTER I Want To Be Your Girlfriend (*Columbia 78487*)

Prod: John Jennings, Mary Chapin Carpenter Wr: Mary Chapin Carpenter Pub: Why Walk Music(ASCAP) Mgr: Studio One Artists

DEANA CARTER We Danced Away (*Capitol 10373*)

Prod: Chris Farren Wr: Matraca Berg, Randy Scruggs Pub: Longitude Music Co.(BMI)/August Wind Music(Adm. by Longitude Music Co.)(BMI)/Great Broad Music(Adm. by Longitude Music)(BMI)/Heart of Hearts Music(BMI) Mgr: Left Bank Management

KENNY CHESNEY When I Close My Eyes (*BNA 64725*)

Prod: Barry Beckett Wr: Mark Alan Springer/Nettie Musick Pub: Tom Collins Music Corp./Murrah Music Corp.(BMI) Mgr: Dale Morris & Associates

MARK CHESNUTT It's A Little Too Late (*Decca 55231*)

Prod: Tony Brown Wr: Mark Chesnutt, Sluggor Morissette and Roger Springer Pub: EMI Blackwood Music, Inc./Songs of Jasper(BMI)/The Fat Rat Publishing Co./EMI April Music Inc.(ASCAP) Mgr: BDM Management

TERRI CLARK Emotional Girl (*Mercury 314532*)

Prod: Keith Stegall, Chris Waters and Terri Clark Wr: Rick Bowles, Terri Clark and Chris Waters Pub: Starstruck Angel Music, Inc./Dead Solid Perfect Music, Sony/ATV Songs LLC dba Tree Pub. Co./Chris Waters Music(BMI) Mgr: Woody Bowles Company

BILLY RAY CYRUS Three Little Words (*Mercury 314532*)

Prod: Terry Shelton, Billy Ray Cyrus Wr: Wayne Perkins, Jimmy Collins Pub: Reigning Music Co./Songs of Platinum Edge(ASCAP) Mgr: As Is Management

D

BILLY DEAN I Wouldn't Be A Man (*Capitol 30525*)

Prod: Tom Shapiro Wr: Mike Reid, Rory Michael Bourke Pub: BMG Songs, Inc.(ASCAP)/Polygram International Publishing, Inc.(ASCAP)/Songs De Burgo(ASCAP) Mgr: Starstruck Entertainment

DIAMOND RIO Holdin' (*Arista 3067*)

Prod: Michael D. Clute, Tim DuBois and Diamond Rio Wr: Kelly Garrett, Craig Wiseman Pub: Irving Music, Inc./Kelly Garrett Music(BMI)/Almo Music Corp./Daddy Rabbit Music(ASCAP) Mgr: International Artist Mgmt.

DERYL DODD That's How I Got To Memphis (*Columbia 78462*)

Prod: Chip Young, Blake Chancey Wr: Tom T. Hall Pub: Unichappell Music, Inc./Morris Music/Tom T. Hall/John D. Lent(BMI) Mgr:

GEORGE DUCAS Long Trail Of Tears (*Capitol 10376*)

Prod: Richard Bennett Wr: George Ducas, Michael P. Heeney Pub: Polygram Int'l Publishing, Inc.(ASCAP)/Veg-O-Music(ASCAP)/Bantry Bay Music(BMI) Mgr: Ten Ten Management

E

TY ENGLAND All Of The Above (*RCA 66903*)

Prod: James Stroud and Byron Gallimore Wr: Jon Robbin and Chris Waters Pub: Ten Ten Tunes(Adm. by Ten Ten Music Group, Inc.)/Sony/ATV Songs LLC dba Tree Publishing Co./Chris Waters Music(BMI) Mgr: Bob Doyle & Associates

BILL ENGVALL Here's Your Sign (Get The Picture) (*Warner Bros. 8487*)

Prod: Scott Rouse Wr: Bill Engvall, Scott Rouse and Ronny Scaife Pub: Twin Spurs Publishing/Shablou Music/Songs of Polygram Int'l, Inc./Virgin Timber Music(BMI) Mgr: Parallel Entertainment

G

VINCE GILL Pretty Little Adriana (*MCA 55251*)

Prod: Tony Brown Wr: Vince Gill Pub: Benefit Music(BMI) Mgr: Fitzgerald Hartley Company

GREAT PLAINS Wolverton Mountain (*Magnatone 3105*)

Prod: Brent Maher and Great Plains Wr: Merle Kilgore, Claude King Pub: Painted Desert Music Corp. Mgr: Ron Colton Management

H

NOEL HAGGARD Once You Learn (*Atlantic 6925*)

Prod: Barry Beckett Wr: Billy Livsey, Don Schlitz Pub: Irving Music, Inc.(BMI)/New Don Songs/New Hayes Music(ASCAP) Mgr: Hallmark Direction

WADE HAYES It's Over My Head (*Columbia 67563*)

Prod: Don Cook, Chick Raines Wr: Wade Hayes, Chick Raines and Bill Anderson Pub: Sony/ATV Songs LLC dba Tree Publishing Co., Mr. Bubba Music, Inc.(BMI) Mgr: Mike Robertson Management

TY HERNDON She Wants To Be Wanted Again (*Epic 78448*)

Prod: Doug Johnson Wr: Steven Dale Jones, Billy Henderson Pub: Sony Music Entertainment Mgr: Image Management

FAITH HILL I Can't Do That Anymore (*Warner Bros. 8386*)

Prod: Scott Hendricks, Faith Hill Wr: Alan Jackson Pub: Yee Haw Music(Adm. by WB Music Corp.)/WB Music Corp.(ASCAP) Mgr: Borman Entertainment

J

ALAN JACKSON Everything I Love (*Arista 3068*)

Prod: Keith Stegall Wr: Harley Allen, Carson Chamberlain Pub: Coburn Music, Inc.(BMI)(Adm. by Ten Ten Music Group, Inc.)/Just Cuts Music(All rights managed by Songs of Polygram Int'l, Inc.)(BMI) Mgr: Gary Overton Management

K

TOBY KEITH Me Too (*Mercury 138*)

Prod: Nelson Larkin, Toby Keith Wr: Toby Keith, Chuck Cannon Pub: Songs of Polygram Int'l, Inc./Tokoco Tunes/Wacissa River Music, Inc.(Adm. by CMI)(BMI) Mgr: TKO Artist Management

DAVID KERSH Another You (*Curb 1315*)

Prod: Pat McMakin Wr: Brad Paisley Pub: EMI April Music, Inc.(ASCAP) Mgr: Mark Hybner

SAMMY KERSHAW Politics, Religion And Her (*Mercury 133*)

Prod: Keith Stegall Wr: Tony Martin, Byron Hill Pub: Hamstein Cumberland Music/Baby Mae Music(Adm. by Hamstein Cumberland Music(BMI)/MCA Music Publishing, A division of MCA, Inc./Brother Bart Music and Sold For A Song(Adm. by MCA Music Pub.Corp. A division of MCA Inc.)(ASCAP) Mgr: Luck Management Group

ROYAL WADE KIMES Another Man's Sky (*Asylum/EEG 9753*)

Prod: Joe Mansfield, Michael D. Clute Wr: Royal Wade Kimes, Kent Blazy Pub: Mama's Blessing, Inc.(ASCAP)/Careers-BMG Music Publishing, Inc./A Hard Day's Write Music(All rights obo A Hard Day's Write Music Adm. by Careers-BMG Music Publishing, Inc.)(BMI) Mgr: Buddy Lee Attractions

L

TRACY LAWRENCE Is That A Tear (*Atlantic 82866*)

Prod: Tracy Lawrence, Flip Anderson Wr: John Jarrard, Kenny Beard Pub: Alabama Band Music(A Division of Wild Country, Inc.)/Miss Blyss Music (Adm. by Alabama Band Music)/Lac Grand Musique, Inc.(ASCAP) Mgr: TLE Management, Inc.

CHRIS LeDOUX When I Say Forever (*Capitol 7087*)

Prod: Gregg Brown Wr: Dennis Linde Pub: EMI Blackwood Music Inc.(BMI)/Linde Manor Publishing Co.(BMI) Mgr: TKO Artist Management

LITTLE TEXAS Kiss The Girl (*Disney 60902*)

Prod: Gary Burr Wr: Howard Ashman, Alan Menken Pub: Walt Disney Music Company(ASCAP)/Wonderland Music Company, Inc.(BMI) Mgr: Square West Entertainment

LONESTAR Heartbroke Every Day (*BNA 66642*)

Prod: Don Cook, Wally Wilson Wr: Bill LaBounty, Cam King and Rick Vincent Pub: Longitude Music Co./August Wind Music/San Joaquin Son Music/Rio Zen Music/Cam King Music/Sneaky Moon Music. All rights on behalf of August Wind Music, San Joaquin Son Music, Rio Zen Music and Cam King Music Adm. by Longitude Music Co.(BMI) Mgr: William N. Carter Career Mgmt.

PATTY LOVELESS She Drea A Broken Heart (*Epic 78451*)

Prod: Emory Gordy, Jr. Wr: Jon McElroy, Ned McElroy Pub: BMG Songs, Inc.(ASCAP) Mgr: Fitzgerald Hartley Co.

LYLE LOVETT Private Conversations (*MCA 11409*)

Prod: Lyle Lovett, Billy Williams Wr: Lyle Lovett Pub: Polygram Int'l Publishing Inc./Lylesongs (ASCAP) Mgr: Vector Management

M

MILA MASON Dark Horse (*Atlantic 7052*)

Prod: Blake Mevis Wr: David Tyson, Dean McTaggart and Amanda Marshall Pub: EMI April Music(Canada)Ltd./Into Wishin' Music Adm. by EMI April Music, Inc.(ASCAP)/Metatone, Inc./Down In Front Music/Dreaming In Public, SOCAN Mgr: Lapis Management

KATHY MATTEA 455 Rocket (*Mercury 144*)

Prod: Ben Wisch, Kathy Mattea Wr: Gillian Welch, David Rawlings Pub: Irving Music, Inc./Cracklin' Music(Adm. by Bug Music)(BMI) Mgr: Titley, Spalding & Associates

MARTINA McBRIDE Cry On The Shoulder Of The Road (*RCA 07863*)

Prod: Martina McBride, Paul Worley and Ed Seay Wr: Matraca Berg, Tim Kreckol Pub: Longitude Music Co./August Wind Music/Great Broad Music(Adm. by Longitude Music Co.)/Might Nice Music(BMI) Mgr: Bruce Allen Talent

NEAL McCOY That Woman Of Mine (*Atlantic 82907*)

Prod: Barry Beckett Wr: Don Cook and Tim Mensy Pub: Sony-ATV Songs LLC dba Tree Publishing Co./BMI/Sony-ATV Songs LLC dba Cross Keys Publishing Co./Miss Dot Music, Inc.(ASCAP) Mgr: Management Associates of Dallas, Inc.

MINDY McCREADY Maybe He'll Notice Her Now (*BNA 07863*)

Prod: David Malloy, Norro Wilson Wr: Tim Johnson Pub: Big Giant Music(BMI)(Adm. by WB Corp.) Mgr: Mores Nas Entertainment

REBA McENTIRE How Was I To Know (*MCA 11500*)

Prod: Reba McEntire, John Guess Wr: Cathy Majeski, Sunny Russ and Stephony Smith Pub: Sony/ATV Songs LLC dba Cross Keys Publishing Co./All Around Town Music/Starstruck Angel Music, Inc./EMI Blackwood Music Inc.(ASCAP/BMI) Mgr: Starstruck Entertainment

M

TIM McGRAW Maybe We Should Just Sleep On It (*Curb 1289*)

Prod: James Stroud, Byron Gallimore Wr: Jerry Laseter, Kerry Kurt Phillips Pub: Noosa Heads Music, Inc.(BMI)/Emdar Music Music/Texas Wedge Music(Adm. by Emdar Music)(ASCAP) Mgr: TMR II

LORRIE MORGAN Good As I Was To You (*BNA 64680*)

Prod: James Stroud Wr: Don Schlitz, Billy Livsey Pub: New Don Songs/New Hayes Music(ASCAP)/Irving Music, Inc.(BMI)/For Lyric Reprint Add: Rondor Music(London)Ltd.,admin. in the US by Irving Music, Inc.(PRS/BMI) Mgr: Susan Nadler

R

COLLIN RAYE On The Verge (*Epic 78525*)

Prod: Paul Worley, John Hobbs & Ed Seay Wr: Hugh Preatwood Pub: Careers-BMG Music Publishing, Inc.(BMI)/Hugh Prestwood Music Mgr: Scott Dean Management

REGINA REGINA More Than I Wanted To Know (*Giant 8562*)

Prod: James Stroud, Wally Wilson Wr: Bob Regan, Michael Noble Pub: AMR Publications, Inc./Home Music(All rights Adm. by AMR Publications, Inc.)(ASCAP)/Warner-Tamerlane Publishing Corp./Under the Bridge Music(All rights Adm. by Warner-Tamerlane Publishing Corp.)(BMI) Mgr: Bobby Roberts Company

RICOCHET Ease My Troubled Mind (*Columbia 67223*)

Prod: Ron Chancey, Ed Seay Wr: Michael Gravin, Chris Waters and Tom Shapiro Pub: Sony Tree Publishing Co., Inc.(BMI)/Moline Valley Music, Inc./Hamstein Stroudavarious Music/Kinetic Diamond Music/Curb Songs(ASCAP) Mgr: William Morris

LEANN RIMES Unchained Melody (*MCG/Curb*)

Prod: Wilbur C. Rimes Wr: Alex North, Hy Zaret Pub: 1955 Frank Music Corp.(ASCAP) Mgr: LeAnn Rimes Entertainment

S

BRADY SEALS Another You Another Me (*Reprise 8277*)

Prod: Rodney Crowell, Brady Seals Wr: Troy Seals, Will Jennings Pub: Irving Music, Inc./Baby Dimplin' Music/Blue Sky Rider Songs (BMI) Mgr: Gold Mountain

KEVIN SHARP Nobody Knows (*Asylum/EEG 61930*)

Prod: Chris Farren Wr: Joseph Richards, Don Dubose Pub: Hitco Music(Adm. by Longitude Music Co.)/Joe Shade Music(Adm. by Longitude Music Co.)/Djongsongs(Adm. by EMI Blackwood Music, Inc.)(BMI) Mgr: Sound & Serenity

DARYLE SINGLETARY Amen Kind Of Love (*Giant 8423*)

Prod: James Stroud, David Malloy Wr: Trey Bruce, Wayne Tester Pub: MCA Music Publishing, A division of MCA Inc.(ASCAP) Mgr: The Lib Hatcher Agency

LARRY STEWART Always A Woman (*Columbia 78445*)

Prod: Emory Gordy, Jr. Wr: Fred Knoblock, Steve O'Brien Pub: WB Music Corp.(ASCAP)/Knoblock Songs(ASCAP)/Steve O'Brien Music(BMI) Mgr: Fitzgerald Hartley

GEORGE STRAIT King Of The Mountain (*MCA 55288*)

Prod: Tony Brown, George Strait Wr: Paul Nelson, Larry Boone Pub: Sony/ATV Songs LLC dba Tree Publishing Co., Tenlee Music(BMI)/Sony/ATV Tunes LLC dba Cross Keys Publishing Co.(ASCAP) Mgr: The Erv Woosley Company

MARTY STUART You Can't Stop Love (*MCA 55270*)

Prod: Tony Brown, Justin Niebank Wr: Marty Stuart, Kostas Pub: Warner-Tamerlane Publishing Corp./Marty Party Music/Songs of Polygram International, Inc./Seven Angels Music(BMI) Mgr: Rothbaum & Garner

THRASHER SHIVER Be Honest (*Asylum/EEG 9733*)

Prod: Justin Niebank, Neil Thrasher, Kelly Shiver and Archie Jordan Wr: Archie Jordan, Kelly Shiver Pub: Major Bob Music Co., Inc.(ASCAP)/Rio Bravo Music, Inc./Son of Gila Monster Music(Adm. by Rio Bravo Music, Inc.)/Shylane Music(BMI) Mgr: Bob Doyle & Associates

T

AARON TIPPIN That's What Happens When I Hold You (*RCA*)

Prod: Steve Gibson Wr: Angela Kaset, Johnny Cymbal Pub: Purple Sun Music(SESAC)(Adm. by Ten Ten Music)(ASCAP) Mgr: Tip Top Management

TONY TOLIVER He's On The Way Home (*Rising Tide/Curb 53040*)

Prod: James Stroud, Kevin Beamish and Tony Toliver Wr: Reese Wilson, Tony Martin Pub: Hamstein Cumberland Music(BMI) Mgr: Bardine, Inc.

RANDY TRAVIS Price To Pay (*Warner Bros. 8653*)

Prod: Kyle Lehning Wr: Craig Wiseman, Trey Bruce Pub: Almo Music Corp./Daddy Rabbit Music/WB Music Corp./Big Tractor Music(All rights obo Big Tractor Music Adm. by WB Music Corp.)(ASCAP) Mgr: Lib Hatcher Mgmt.

RICK TREVINO Running Out Of Reasons To Run (*Columbia 78331*)

Prod: Steve Buckingham, Doug Johnson Wr: George Teren, Bob Regan Pub: Zomba Songs Inc.(BMI)/AMR Publications, Inc.(ASCAP)/Sierra Home Music (ASCAP) Adm. by AMR Publications, Inc.(ASCAP) Mgr: Dan Goodman Management

TRAVIS TRITT Where Corn Don't Grow (*Warner Bros. 46304*)

Prod: Don Was, Travis Tritt Wr: Roger Murrah, Mark Alan Springer Pub: Tom Collins Music Corp./Murrah Music Corp.(BMI) Mgr: Kragen & Company in association with Falcon Management

SHANIA TWAIN God Bless The Child (*Mercury 314522*)

Prod: Robert John "Mutt" Lange Wr: Twain, Lange Pub: Loon Echo, Inc.(BMI)/Zomba Enterprises, Inc.(ASCAP) Mgr: Mary Bailey Management

W

CLAY WALKER Rumor Has It (*Giant 8621*)

Prod: James Stroud, Clay Walker Wr: Clay Walker, M. Jason Greene Pub: Lori Jayne Music/Sondaddy Songs(BMI)(All rights Adm. by Muy Bueno Music Group) Mgr: Erv Woosley

GENE WATSON Change Her Mind (*SOR 510*)

Prod: Ray Pennington Wr: Larry Boone, Danny Mayo and Paul Nelson Pub: Hamstein Cumberland Music(BMI)/Larry Boone Designee Mgr: Serenity Management S

BRYAN WHITE That's Another Song (*Asylum/EEG 9687*)

Prod: Billy Joe Walker, Jr., Kyle Lehning Wr: John Paul Daniel, Monty Powell, Doug Pincock and Julie Medders Pub: High Steppe Music, Adm. by High Seas Music(ASCAP)/Acuff-Rose Music, Inc.(Adm. by Acuff-Rose Music, Inc.)/Locust Fork Music, Acuff-Rose Music, Inc. Adm. by Acuff-Rose Music, Inc./Sony/ATV Songs LLC dba Tree Publishing Co., Adm. by Sony/ATV Music Publishing, Inc.(BMI) Mgr: GC Management

MARK WILLS High Low And In Between (*Mercury 127*)

Prod: Carson Chamberlain, Keith Stegall Wr: David Kent, Harley Campbell Pub: Tom Collins Music Corp.(BMI) Mgr: Star Ray Management

JEFF WOOD You Just Get One (*Imprint*)

Prod: Mark Bright, Kevin Beamish Wr: Don Schlitz, Vince Gill Pub: Benefit Music(BMI)/New Don Songs/New Hayes Music(ASCAP) Mgr: McLachlan Scruggs International

Y

TRISHA YEARWOOD Everybody Knows (*MCA 11477*)

Prod: Garth Fundis Wr: Matraca Berg, Gary Harrison Pub: August Wind Music/Great Broad Music/Georgian Hill Music/Longitude Music Co. Mgr: Kragen & Company



MIKE KINOSHIAN

Barter: The Tricks Of The Trade

□ **Premiere's Kitchin discusses how he deals with swapping programming for spots**

Take your pick from countdowns, jingle packages, production libraries, music research, equipment, and liners. In many cases, good old hard cash won't be accepted to acquire these and other programming resources. Here's a look at how the industry is coping with barter.

Longform syndicated programming has been around for many years, but only in the '90s has the overwhelming number of services available really come into vogue. "The supply has certainly outlasted the demand," observes **Premiere Radio Networks** Exec. VP/Sales **Kraig Kitchin**. "Running down a parallel path is the fact that radio stations have converted from being a minute-based medium to unit-based. That may be about 24 months old in terms of coming into full bloom with most top 100-market stations, but



Kraig Kitchin

suddenly the unit has become a much more desirable commodity."

This development hasn't gone unnoticed at the programming level. "Programmers — by their very nature — aren't supposed to be business individuals running a station's finances. They're the ones providing the internal *creative* spark. However, in the last five or six years, we've seen more PDs become involved with the business end of radio.

"Their unit-cost sensitivity has risen. Programming and promotion departments have avails budgeted to them at the beginning of the year. This makes for better conversations [with companies like ours] because PDs know they have to focus in and negotiate for the best service or value-added components we can provide them."

Countering Objections

□

Radio stations have converted from being a minute-based medium to unit-based. Suddenly, the unit has become a much more desirable commodity.

□

When Kitchin and his marketing managers discuss barter costs with stations, it's typical for them to hear GMs pounding on their calculators. "Morning show services could require 14 :30s a week. The cost they come up with for those spots is always the number-one objection. That objection is usually met by asking the same GM to examine the 12-month inventory load sellout. Is it 91% or 92%?"

Kitchin then asks for a portion of the remaining percentage. "Is it so bad that, after finding 8% is unsold and it's worth \$700,000, we ask for only \$78,000 of it? Particularly in AC, unsold inventory is turned back to music. Playing one less song isn't the worst thing — especially if a sta-

Dealing With An Understanding Partner

The changing nature of our business is making some PDs become barter fans.

"Given the situation with duopolies and downsizing, you start looking at everything," remarks **KSSK-AM & FM/Honolulu** OM **Michael Shishido**. "As budgets continue to get cut, barter becomes more and more appealing. Stations have less money to go out on a whim to buy this and that. It's actually a welcome situation when we can trade spots for something we need. If the quality is there, we'll go out and chase it."

The natural pattern of strong ratings leading to healthy sales can spell barter drawbacks. "When we do barter, we make sure the company we're dealing with has a very lenient make-good policy," Shishido notes. "In sold-out situations, spots without money behind them won't get played. We'll make it up, however, as soon as we can. I don't think anybody — in sold-out situations — schedules trade or barter spots over those for cash."

KSSK-AM & FM are incredible ratings powerhouses, and Shishido has witnessed rate-card escalations. "You really start calculating how much the bartered item costs. If we can't justify the cost, we have to say 'no.' When it makes *programmers* cringe, you know the sales department will definitely do the same. We want to avoid those situations."



Michael Shishido

tion has safeguarded itself with a maximum number of units."

While many broadcasters offer to write *Premiere* checks for some products or services, Kitchin doesn't envision a cycle that swings back to cash. "I don't rule that out completely. And I wouldn't put it past our industry to go back to cash in some form for niche-oriented services. *Premiere*, for example, would have to send out 6000 invoices a month or quarter — which would be an interesting process.

"However, I see the next cycle offering live :10 currencies. That's an easier mechanism for stations to use with their programming. The next two-fold wave will be to go to units versus minutes, and to :10s rather than :30s and :60s."

Radio Exclusivity

AccuWeather, **Leeza Gibbons's** weekly AC countdown, and **Media-base** are just a few barter staples of the Sherman Oaks, CA-based company, which is now in its 11th year. "We made a decision a long time ago to play in only one economy. When we offered *Media-base*, we built it exclusively for radio programmers. If we sell it for cash, we'd have the opportunity to also offer it to record companies and promotion executives. The accuracy of this information would help them determine their next course.

"It's not that we don't wish them well, but we want to stay true to our programming pledge. It's allowed us to remain with the radio programmer and serve that master."

WW1: Programs For Cash 'Wouldn't Make Sense'

Quality syndicated barter programming and the name **Norm Pattiz** are practically synonymous. The legendary **Westwood One** Chairman understands that GMs and PDs respect the value of their commercial inventory.

"That's been the story since the very beginning," Pattiz points out. "In the early days, we had to convince them to charge premium rates for programs that could generate large audiences, and it's been an ongoing educational process. Radio is constantly changing, and — consequently — anything that services radio constantly changes. We're not supplying the same kind of programs today that we did 10 to 20 years ago. Companies like ours put much more emphasis on longform talk shows that eat up considerably more inventory than countdowns, concerts, or specials."

According to Pattiz, there's more syndicated programming being carried today than ever before. "Let's face it, **Westinghouse** — America's

largest radio station group — owns 25% of **Westwood One**. They didn't invest in us because they think it's a bad business. I can't think of a station group that doesn't have stations carrying some sort of syndicated programming from us or other program suppliers. We deliver markets for our advertisers and do business with stations that want to do business with us. It's gratifying for me to watch syndication work the way it's supposed to."

The barter business appears to be booming, and Pattiz says reverting to a system that offers programs for cash "just wouldn't make any sense at all. There's probably \$600-\$700 million of advertiser-supported national programming. That kind of money will never be made up at the

local station level for cash. There will always be a handful of shows like **Howard Stern** or **Don Imus** sold for cash, but local stations won't pick up the tab to take advertisers out of national radio."

Cash-Flow Conscious

Programmers overseeing multiple stations and consolidation have PDs becoming more conscious about cash flow. "There's much more pressure on the bottom line in major and medium markets. Well-run stations are the ones that allow PDs to continue to think about what they want on the product side. GMs need to determine whether or not the cost is appropriate. Ultimately, I've found there's always room for a good program and good programming.

"The days of putting on marginal programming to develop relationships with syndication companies, or to get another show from that company, are over. When you have a hot property, stations line up to get it. If they believe a program will deliver more audience and revenue than they could do locally, they'll take it."

A NEW ERA

'Barter Is No Longer A Free Ride'

Some PDs of limited commercial inventory-driven stations believe barter is just too expensive to even consider.

"The cost of a bartered item is balanced against the inventory it replaces," explains **WOMX/Orlando** PD **David Isreal**, who schedules nine units an hour on a barter-free station. "We were oversold in January and are close to being sold out this month."

Take the case of Isreal being pitched on something like a morning-show comedy service. "They say it costs just two spots a day. What they don't understand is, if I give them a spot, I lose it from my commercial inventory and it costs me money. That's the reality of today's business. Those two spots cost us \$300 a day — \$1500 a week. We can hire several employees with that kind of money.

"It's also two spots that can't be sold locally to help pay our debt service. That's the frustration I run into; I'm forced to throw up my hands and tell them we can't do business."

Rewind the situation to several years ago, though, and Isreal indicates it was a different ballgame. "If I wanted something on barter that required a few spots a week, I'd go to the GM and he'd say 'yes' with no problem. But now, we just don't have the avails, and we're much more conscious about it than we were five or 10 years ago. Barter is no longer a free ride."

Importance Of Inventory Management

A former station owner and AE, Isreal fully understands radio's business side. "You sell spots to make a living, but you [also must be] sensitive to the product's integrity. If you run too many spots, you can chase away listeners — which could result in lost share."

With owners focusing so much attention on the bottom line, Isreal comments, "Managers are finally looking at inventory management as an effective way of increasing profit. Stations with bad inventory management can be sold out, yet still not meet their sales goals."

Smart GMs, he believes, will start thinking more about average unit rate. "Barter has, effectively, an average unit rate of zero — an avail ran, but cash didn't come through the door. Depending on a station's bookkeeping methods, even a 'traded' spot calculates something to the bottom line. With barter, however, there's nothing."



David Isreal



Norm Pattiz

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
3	3	2	1	WHITNEY HOUSTON I Believe In You And Me (Arista) 2209 2177 2061 2082 95/0					
1	1	1	2	TONI BRAXTON Un-break My Heart (LaFace/Arista) 2162 2254 2223 2259 96/0					
2	2	3	3	BARBRA STREISAND & BRYAN ADAMS I Finally Found... (Columbia) 2072 2124 2152 2195 93/1					
4	4	4	4	ROD STEWART If We Fall In Love Tonight (Warner Bros.) 1689 1753 1845 1993 84/1					
15	12	8	5	JIM BRICKMAN w/MARTINA MCBRIDE Valentine (Windham Hill) 1673 1386 1148 892 90/6					
6	6	6	6	GLORIA ESTEFAN I'm Not Giving You Up (Epic) 1621 1576 1492 1378 83/0					
5	5	5	7	JOURNEY When You Love A Woman (Columbia) 1605 1674 1723 1874 85/0					
7	7	7	8	LIONEL RICHIE Still In Love (Mercury) 1463 1459 1444 1369 83/1					
12	11	9	9	KENNY LOGGINS For The First Time (Columbia) 1387 1278 1151 965 77/1					
10	9	10	10	ERIC CLAPTON Change The World (Reprise) 1126 1185 1172 1259 76/0					
24	18	14	11	PHIL COLLINS It's In Your Eyes (Any...) (Face Value/Atlantic) 1112 967 677 391 75/2					
17	14	13	12	DON HENLEY Through Your Hands (Revolution) 1069 1005 852 772 62/2					
BREAKER	13			CELINE DION All By Myself (550 Music) 1032 620 140 73 77/19					
9	10	11	14	CELINE DION It's All Coming Back To Me Now (550 Music) 966 1080 1156 1272 66/0					
BREAKER	15			R. KELLY I Believe I Can Fly (Jive) 873 734 515 461 67/5					
11	13	15	16	ELTON JOHN You Can Make History (Young Again) (MCA) 763 801 890 990 52/0					
13	16	16	17	DONNA LEWIS I Love You Always Forever (Atlantic) 727 764 794 948 52/0					
8	8	12	18	HUEY LEWIS & THE NEWS 100 Years From Now (Elektra/EEG) 696 1035 1329 1363 45/0					
20	19	18	19	PETER CETERA w/RONNA REEVES S.O.S. (River North) 654 652 636 586 47/1					
14	15	19	20	SEAL Fly Like An Eagle (Warner Sunset/Atlantic) 587 624 816 910 35/0					
25	23	22	21	BARRY MANILOW Bluer Than Blue (Arista) 534 508 443 373 50/1					
—	30	27	22	MADONNA Don't Cry For Me Argentina (Warner Bros.) 491 336 175 106 38/6					
26	26	24	23	NO DOUBT Don't Speak (Trauma/Interscope) 479 449 342 345 23/1					
28	27	25	24	JOHN MELLENCAMP Just Another Day (Mercury) 437 399 313 287 31/4					
DEBUT	25			BRYAN ADAMS I'll Always Be Right There (A&M) 418 11 — — 44/41					
DEBUT	26			JON SECADA Too Late, Too Soon (SBK/EMI) 392 8 — — 45/42					
16	17	21	27	CELINE DION Send Me A Lover (MMI) 371 541 765 787 29/0					
29	28	26	28	BABYFACE Every Time I Close My Eyes (Epic) 355 338 253 242 33/2					
DEBUT	29			KENNY G Havana (Arista) 352 — — — 40/40					
DEBUT	30			JEWEL You Were Meant For Me (Atlantic) 330 179 77 48 16/4					

This chart reflects airplay from February 3-9. Songs ranked by total plays. Highlighted songs indicate Breaker. 97 AC reporters. 92 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.

NEW & ACTIVE

MICHAEL ENGLISH When I Need You (Curb)

Total Stations: 35, Adds: 12, Plays: 311, WRCH 7 (7), WWLI 10 (5), WLEV 7, WMJQ 14 (14), WLZW 7, WKWK 5, WARM 6 (6), WBBQ 25 (25), WTCB 16 (7), WLRQ 8, WTVR 5 (5), WDEF 10 (5), WOOF 8 (8), WAHR 10 (5), KTDY 5, WVEZ 5, WRVR 9 (7), WLAC 8 (9), WLTS 8 (5), KMXR 5 (5), KQXT 7 (7), WROE 10 (7), WLIT 10 (10), WDOK 10, WOOD 7 (3), WFMK 10 (10), WGLM 7 (9), WQLR 16 (7), KUDL 5, KELO 7, KKLI 13, KRNO 14, KJSN 5 (5), KWAV 5 (5), KISC 7.

HOOTIE & THE BLOWFISH I Go Blind (Reprise)

Total Stations: 11, Adds: 1, Plays: 237, WEZN 33 (33), WFGP 7 (7), WALK 27 (27), WPEZ 15 (15), WTFM 22 (12), KQXT 14 (14), WAJI 15 (15), WENS 30 (30), WIOG 37 (35), KLYF 4, WQLR 33 (33).

CRYSTAL BERNARD Have We Forgotten What Love Is (River North)

Total Stations: 17, Adds: 3, Plays: 148, WRCH 7 (7), WWLI 10 (10), WKWK 5 (5), WTVR 5, WOOF 15 (15), WTFM 10 (10), WRVR 9 (9), KMXR 5 (5), KVL 9 (9), KQXT 5 (5), WFMK 20 (20), WGLM 7 (7), KUDL 5, KEZG 5, KRNO 14 (14), KWAV 5 (5), KSBL 12 (10).

FOR REAL The Saddest Song I Ever Heard (Rowdy/Arista)

Total Stations: 11, Adds: 0, Plays: 87, WWLI 10 (10), WTVR 5 (5), WDEF 5 (5), WAHR 10 (5), KMXR 5 (5), KQXT 7 (7), WROE 7 (7), WFMK 10 (10), WGLM 7 (7), KWAV 5 (5), KSBL 16 (10).

PETER WHITE /BASIA Just Another Day (Columbia)

Total Stations: 11, Adds: 2, Plays: 82, WRCH 7 (7), WSPA 2, WTVR 5 (5), WAHR 10 (10), KQXT 7 (7), WTPI 5 (5), WFMK 10 (10), WMGN 3 (3), KKLI 13 (13), KRNO 5, KKCW 15 (14).

ANNE MURRAY Me Too (EMI)

Total Stations: 10, Adds: 0, Plays: 66, WRCH 7 (7), WWLI 10 (10), WKWK 5 (5), WTVR 5 (5), WDEF 5 (5), KQXT 5 (5), WROE 7 (7), WFMK 10 (10), WGLM 7 (7), KWAV 5 (5).

Songs ranked by total plays. Station call letters followed by number of plays.

BREAKERS

CELINE DION
All By Myself (550 Music)

TOTAL PLAYS/INCREASE 1032/412 TOTAL STATIONS/ADDS 77/19 CHART 13

R. KELLY
I Believe I Can Fly (Jive)

TOTAL PLAYS/INCREASE 873/139 TOTAL STATIONS/ADDS 67/5 CHART 15

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
JON SECADA Too Late, Too Soon (SBK/EMI)	42
BRYAN ADAMS I'll Always Be Right There (A&M)	41
KENNY G Havana (Arista)	40
CELINE DION All By Myself (550 Music)	19
MICHAEL ENGLISH When I Need You (Curb)	12
JIM BRICKMAN w/M. MCBRIDE Valentine (Windham Hill)	6
MADONNA Don't Cry For Me Argentina (Warner Bros.)	6
R. KELLY I Believe I Can Fly (Jive)	5
JEWEL You Were Meant For Me (Atlantic)	4
JOHN MELLENCAMP Just Another Day (Mercury)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CELINE DION All By Myself (550 Music)	+412
BRYAN ADAMS I'll Always Be Right There (A&M)	+407
JON SECADA Too Late, Too Soon (SBK/EMI)	+384
KENNY G Havana (Arista)	+352
JIM BRICKMAN w/M. MCBRIDE Valentine (Windham Hill)	+287
MADONNA Don't Cry For Me Argentina (Warner Bros.)	+155
JEWEL You Were Meant For Me (Atlantic)	+151
PHIL COLLINS It's In Your Eyes (Any...) (Face Value/Atlantic)	+145
R. KELLY I Believe I Can Fly (Jive)	+139
MICHAEL ENGLISH When I Need You (Curb)	+135

HOTTEST RECURRENTS

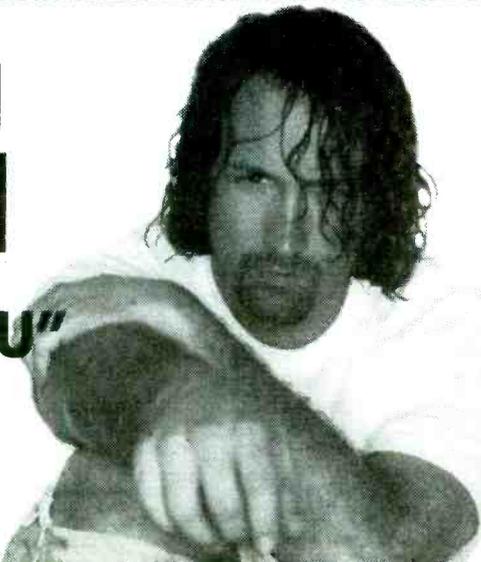
ARTIST TITLE LABEL(S)
KENNY G The Moment (Arista)
CELINE DION Because You Loved Me (550 Music)
BRYAN ADAMS Let's Make A Night To Remember (A&M)
MADONNA You Must Love Me (Warner Bros.)
TONY RICH PROJECT Nobody Knows (LaFace/Arista)
MARIAH CAREY Forever (Columbia)
PHIL COLLINS Dance Into The Light (Face Value/Atlantic)
VANESSA WILLIAMS Where Do We Go From Here (Mercury)
MARIAH CAREY Always Be My Baby (Columbia)
TRACY CHAPMAN Give Me One Reason (Elektra/EEG)

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.

michael ENGLISH

"WHEN I NEED YOU"

the new single ... from the album
"FREEDOM"



2nd Week Most Added AGAIN!!

NEW THIS WEEK:

WDOK KUDL WVEZ WLEV KISC WLRQ
KKLI KTDY KRNO WLZW KELO WKWK

INCREASED PLAYS AT:

WTCB 7x-16x WQLR 7x-16x WWLI 5x-10x
WDEF 5x-10x WAHR 5x-10x WOOD 3x-7x
WLTS 5x-8x WROE 7x-10x WRVR 7x-9x

WARREN HILL

PASSIONATE
POWERFUL
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"Shelter From The Storm"

*From the album SHELTER
Add date February 10th*

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AC PLAYLISTS

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

KOST 103.5 FM MARKET #2
KOST/Los Angeles (213) 427-1035 Kaye/Chang

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
26	26	26	26	26	ROD STEWART/If We Fall In...
26	26	26	26	26	TONI BRAXTON/Un-break My Heart
26	26	26	26	26	JOURNEY/When You Love...
26	26	26	26	26	CELINE DION/It's All Coming...
26	26	26	26	26	TINA TURNER/Missing You
26	26	26	26	26	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	DONNA 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...

93.9 WLIT/Chicago MARKET #3
(312) 329-9002 Edwards

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
17	17	17	17	17	BRICKMAN & MCBRIDE/Valentine
17	17	17	17	17	PHIL COLLINS/It's In Your Eyes...
17	17	17	17	17	WHITNEY HOUSTON/ Believe In You...
19	19	19	19	19	KENNY LOGGINS/For The First Time
19	19	19	19	19	ROD STEWART/If We Fall In...
17	17	17	17	17	GLORIA ESTEFANI/Not Giving...
17	17	17	17	17	HUEY LEWIS & NEWS/100 Years From Now
17	17	17	17	17	LIONEL RICHIE/Still In Love
17	17	17	17	17	JON SECADA/Too Late, Too Soon
19	19	19	19	19	STREISAND & ADAMS/ Finally Found...
19	19	19	19	19	TONI BRAXTON/Un-break My Heart
10	10	10	10	10	CELINE DION/All By Myself
10	10	10	10	10	R. KELLY/ Believe I Can Fly
10	10	10	10	10	MICHAEL ENGLISH/When I Need You
10	10	10	10	10	KENNY G/Havana
10	10	10	10	10	LIVINGSTON TAYLOR/Boatman
10	10	10	10	10	CAST OF RENT/Seasons Of Love
8	8	8	8	8	PHIL COLLINS/Dance Into The Light
17	17	17	17	17	JOURNEY/When You Love...
11	11	11	11	11	KENNY G/The Moment
8	8	8	8	8	MADONNA/You Must Love Me
8	8	8	8	8	TONY RICH PROJECT/Nobody Knows

B-101.1 WBEB/Philadelphia MARKET #5
(610) 667-9400 Conley/Rowland

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
23	23	23	23	23	ROD STEWART/If We Fall In...
23	23	23	23	23	TONI BRAXTON/Un-break My Heart
23	23	23	23	23	ERIC CLAPTON/Change The World
23	23	23	23	23	CELINE DION/Because You Loved Me
23	23	23	23	23	JOURNEY/When You Love...
19	19	19	19	19	ELTON JOHN/You Can Make...
19	19	19	19	19	GLORIA ESTEFANI/Not Giving...
19	19	19	19	19	HUEY LEWIS & NEWS/100 Years From Now
19	19	19	19	19	DON HENLEY/Through Your Hands
10	10	10	10	10	NO DOUBT/Don't Speak
19	19	19	19	19	SEAL/Fly Like An Eagle
19	19	19	19	19	LIONEL RICHIE/Still In Love
19	19	19	19	19	PHIL COLLINS/It's In Your Eyes...
23	23	23	23	23	STREISAND & ADAMS/ Finally Found...
23	23	23	23	23	WHITNEY HOUSTON/ Believe In You...
10	10	10	10	10	BRICKMAN & MCBRIDE/Valentine
10	10	10	10	10	BRUCE SPRINGSTEEN/Secret Garden
10	10	10	10	10	MADONNA/You Must Love Me
19	19	19	19	19	JOHN MELLENCAMP/Just Another Day
10	10	10	10	10	R. KELLY/ Believe I Can Fly

KVIL 103.7fm MARKET #7
KVIL/Dallas (214) 691-1037 Curtis/O'Neal

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
24	24	24	24	24	KENNY G/The Moment
24	24	24	24	24	CELINE DION/It's All Coming...
24	24	24	24	24	NEVILLE & ROBERTSON/Crazy Love
16	16	16	16	16	SEAL/Fly Like An Eagle
22	22	22	22	22	PETER DINKlage/Forever Tonight
22	22	22	22	22	ELTON JOHN/Blessed
16	16	16	16	16	WHITNEY HOUSTON/ Believe In You...
22	22	22	22	22	JIM BRICKMAN/Angeles Eyes
18	18	18	18	18	KENNY G/Havana
22	22	22	22	22	STREISAND & ADAMS/ Finally Found...
16	16	16	16	16	LIONEL RICHIE/Still In Love
21	21	21	21	21	ERIC CLAPTON/Change The World
12	12	12	12	12	R. KELLY/ Believe I Can Fly
15	15	15	15	15	PETER DINKlage/One Clear Voice
15	15	15	15	15	"AKAP"/Betcha By Golly Wow!
12	12	12	12	12	JON SECADA/Too Late, Too Soon
12	12	12	12	12	CETERA & REEVES/S.D.S.
12	12	12	12	12	TONY RICH PROJECT/Leavin'
9	9	9	9	9	BRICKMAN & MCBRIDE/Valentine
9	9	9	9	9	BARRY MANILOW/Bluer Than Blue
5	5	5	5	5	CRYSTAL BERNARD/Have We Forgotten...
5	5	5	5	5	TONY RICH PROJECT/Nobody Knows

Gold Rock 97.1 WASH-FM MARKET #8
WASH/Washington (202) 895-5000 Street/Martin

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
35	35	35	35	35	JOURNEY/When You Love...
35	35	35	35	35	CELINE DION/It's All Coming...
35	35	35	35	35	TONI BRAXTON/Un-break My Heart
28	28	28	28	28	ERIC CLAPTON/Change The World
28	28	28	28	28	STREISAND & ADAMS/ Finally Found...
28	28	28	28	28	WHITNEY HOUSTON/ Believe In You...
35	35	35	35	35	ELTON JOHN/You Can Make...
28	28	28	28	28	SARAH MCLACHLAN/Will Remember You
28	28	28	28	28	R. KELLY/ Believe I Can Fly
28	28	28	28	28	CELINE DION/All By Myself
28	28	28	28	28	GLORIA ESTEFANI/Not Giving...
21	21	21	21	21	MADONNA/Don't Cry For Me...
21	21	21	21	21	NO DOUBT/Don't Speak
28	28	28	28	28	PETER DINKlage/One Clear Voice
10	10	10	10	10	PHIL COLLINS/It's In Your Eyes...
10	10	10	10	10	KENNY LOGGINS/For The First Time
10	10	10	10	10	BRICKMAN & MCBRIDE/Valentine
10	10	10	10	10	DONNA LEWIS/I Love You Always...
10	10	10	10	10	CELINE DION/Because You Loved Me
10	10	10	10	10	GLORIA ESTEFANI/Reach
10	10	10	10	10	ELTON JOHN/Blessed
10	10	10	10	10	LIONEL RICHIE/Ordinary Girl

MAGIC 106.7 MARKET #10
WMJX/Boston (617) 542-0241 Kelley/Laurence

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
25	25	25	25	25	DONNA LEWIS/I Love You Always...
26	26	26	26	26	TONI BRAXTON/Un-break My Heart
26	26	26	26	26	JOURNEY/When You Love...
26	26	26	26	26	STREISAND & ADAMS/ Finally Found...
26	26	26	26	26	ERIC CLAPTON/Change The World
23	23	23	23	23	CELINE DION/It's All Coming...
12	12	12	12	12	CELINE DION/Because You Loved Me
12	12	12	12	12	TONY RICH PROJECT/Nobody Knows
13	13	13	13	13	MADONNA/You'll See
12	12	12	12	12	MARIAH CAREY/Always Be My Baby
12	12	12	12	12	ELTON JOHN/You Can Make...
12	12	12	12	12	SEAL/Don't Cry
13	13	13	13	13	TAKE THAT/Back For Good
10	10	10	10	10	ROD STEWART/If We Fall In...
12	12	12	12	12	MARIAH CAREY/Forever
7	7	7	7	7	VANESSA WILLIAMS/Where Do We Go...
7	7	7	7	7	CELINE DION/All By Myself
11	11	11	11	11	EVERYTHING BUT.../Missing
9	9	9	9	9	WHITNEY HOUSTON/ Believe In You...
9	9	9	9	9	ROD STEWART/If We Fall In...
7	7	7	7	7	PHIL COLLINS/It's In Your Eyes...
11	11	11	11	11	CELINE DION/Because You Loved Me
5	5	5	5	5	KENNY G/The Moment
8	8	8	8	8	LIVINGSTON TAYLOR/Boatman
5	5	5	5	5	1

92.5 KLSY MARKET #13
KLSY/Seattle (206) 454-1540 Irwin/Brooks

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
26	26	26	26	26	TONI BRAXTON/Un-break My Heart
26	26	26	26	26	STREISAND & ADAMS/ Finally Found...
26	26	26	26	26	CELINE DION/It's All Coming...
23	23	23	23	23	KENNY LOGGINS/For The First Time
23	23	23	23	23	WHITNEY HOUSTON/ Believe In You...
9	9	9	9	9	BRICKMAN & MCBRIDE/Valentine
26	26	26	26	26	JOURNEY/When You Love...
23	23	23	23	23	KENNY G/The Moment
17	17	17	17	17	DON HENLEY/Through Your Hands
17	17	17	17	17	CELINE DION/Send Me A Lover
23	23	23	23	23	PETER CETERA/One Clear Voice
17	17	17	17	17	DONNA LEWIS/I Love You Always...
9	9	9	9	9	BRYAN ADAMS/Let's Make A...
9	9	9	9	9	PHIL COLLINS/Dance Into The Light
17	17	17	17	17	CELINE DION/To Love You More
17	17	17	17	17	ROD STEWART/If We Fall In...
14	14	14	14	14	TONY RICH PROJECT/Nobody Knows
14	14	14	14	14	MADONNA/You Must Love Me
9	9	9	9	9	MADONNA/Don't Cry For Me...
17	17	17	17	17	ERIC CLAPTON/Change The World
9	9	9	9	9	SARAH MCLACHLAN/Will Remember You
9	9	9	9	9	GLORIA ESTEFANI/Reach
8	8	8	8	8	8
8	8	8	8	8	ROBERT MILES/Children
8	8	8	8	8	TRACY CHAPMAN/Give Me One Reason
8	8	8	8	8	JANET JACKSON/Control
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	HOUSTON & WINANS/Count On Me
8	8	8	8	8	DEEP BLUE SOMETHING/Breakfast At...
8	8	8	8	8	HOOTIE & BLOWFISH/Only Wanna Be...
8	8	8	8	8	EVERYTHING BUT.../Missing
8	8	8	8	8	GIN BLOSSOMS/It'll Hear It...

WALK 97.5 MARKET #15
WALK/Long Island (516) 475-5200 Michaels/Miller/Lombardo

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
30	30	30	30	30	TONI BRAXTON/Un-break My Heart
30	30	30	30	30	WHITNEY HOUSTON/ Believe In You...
10	10	10	10	10	JEWEL/You Were Meant...
30	30	30	30	30	JOURNEY/When You Love...
30	30	30	30	30	STREISAND & ADAMS/ Finally Found...
30	30	30	30	30	NO DOUBT/Don't Speak
10	10	10	10	10	HOOTIE & BLOWFISH/Go Blind
10	10	10	10	10	ROD STEWART/If We Fall In...
10	10	10	10	10	BRYAN ADAMS/Let's Make A...
10	10	10	10	10	GLORIA ESTEFANI/Not Giving...
10	10	10	10	10	CELINE DION/All By Myself
30	30	30	30	30	NO MERCY/Where Do You Go
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/Un-break My Heart
10	10	10	10	10	JOHN MELLENCAMP/Key West...
8	8	8	8	8	MARIAH CAREY/Forever
8	8	8	8	8	ROBERT MILES/Children
8	8	8	8	8	TRACY CHAPMAN/Give Me One Reason
8	8	8	8	8	JANET JACKSON/Control
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	HOUSTON & WINANS/Count On Me
8	8	8	8	8	DEEP BLUE SOMETHING/Breakfast At...
8	8	8	8	8	HOOTIE & BLOWFISH/Only Wanna Be...
8	8	8	8	8	EVERYTHING BUT.../Missing
8	8	8	8	8	GIN BLOSSOMS/It'll Hear It...

103.7 FM WLTE MARKET #16
WLTE/Minneapolis (612) 339-1029 Nolan

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
20	20	20	20	20	STREISAND & ADAMS/ Finally Found...
20	20	20	20	20	LIONEL RICHIE/Still In Love
20	20	20	20	20	HUEY LEWIS & NEWS/100 Years From Now
20	20	20	20	20	WHITNEY HOUSTON/ Believe In You...
20	20	20	20	20	KENNY LOGGINS/For The First Time
20	20	20	20	20	GLORIA ESTEFANI/Not Giving...
5	5	5	5	5	PHIL COLLINS/It's In Your Eyes...
16	16	16	16	16	JOURNEY/When You Love...
16	16	16	16	16	TONI BRAXTON/Un-break My Heart
16	16	16	16	16	ERIC CLAPTON/Change The World
8	8	8	8	8	BABYFACE/Every Time I...
16	16	16	16	16	TONY RICH PROJECT/Nobody Knows
16	16	16	16	16	CELINE DION/It's All Coming...
16	16	16	16	16	ELTON JOHN/You Can Make...
16	16	16	16	16	GLORIA ESTEFANI/Reach
12	12				

REPORTERS

Stations and their adds listed alphabetically by market

AC

WYJB/Albany, NY OMPD: Buzz Brindle MD: Pat Ryan 5 LONEL RICHIE "SM" 5 BRYAN ADAMS "Always"	WRRM/Cincinnati, OH PD/M: T.J. Holland 8 KENNY G "Havana"	WAJF/Wayne, IN OM: Lee Tobin PD: Barb Richards 5 BRYAN ADAMS "Always" 5 BRUCE SPRINGSTEEN "Secret"	KTGY/Lafayette, LA MD: Ed Parkline 32 DISHALLA "Give" 31 BODEANS "Hurt" 24 JOURNEY "Smash" 23 SHERYL CROW "Everyday" 5 MICHAEL ENGLISH "When" 5 "ARKAP" "River" 5 BRICKMAN & MCBRIDE "Valentine"	WLTS/New Orleans, LA PD: Steve Suter MD: Jim Harzo 27 BRYAN ADAMS "Always" 23 JON SECADA "Late" 5 KENNY G "Havana"	KELO/Sioux Falls, SD PD: Reid Hooten MD: Kathy James 7 JON SECADA "Late" 7 BRYAN ADAMS "Always" 7 MICHAEL ENGLISH "When" 7 KENNY G "Havana"
WLEV/Allentown, PA APD/M: Bill Marvlin 14 BRYAN ADAMS "Always" 14 CELINE DION "Myself" 7 MICHAEL ENGLISH "When"	WDOQ/Cleveland, OH PD: Steve Wilson MD: Scott Miller 10 MICHAEL ENGLISH "When"	WAFY/Fredrick, MD PD: John Fessler MD: Norman Henry Schmidt 12 CELINE DION "Myself" 12 JON SECADA "Late" 10 BRYAN ADAMS "Always"	KHLA/Lake Charles, LA OMPD: Don Ribera 34 JEWEL "You" 5 BRYAN ADAMS "Always"	KMGL/Oklahoma City, OK PD: Steve O'Brien MD: Kathi Yeager 7 JON SECADA "Late" 7 BRYAN ADAMS "Always" 7 MICHAEL ENGLISH "When" 7 KENNY G "Havana"	KISC/Spokane, WA PD: Rob Harter MD: Dawn Marcal 7 BRYAN ADAMS "Always" 7 JON SECADA "Late" 7 MICHAEL ENGLISH "When" 7 KENNY G "Havana"
WROE/Appleton, WI PD/M: Ford Colley 7 BRYAN ADAMS "Always" 7 KENNY G "Havana" 7 JON SECADA "Late"	KKLI/Colorado Springs, CO PD: Steve Larson MD: Sharon Green 13 JON SECADA "Late" 13 KENNY G "Havana" 13 MICHAEL ENGLISH "When"	KTHT/Fresno, CA PD/M: Mark Thomas 20 CELINE DION "Myself" 5 R. KELLY "Fly" 5 BRICKMAN & MCBRIDE "Valentine"	WFMK/Lansing, MI OMPD: Ray Marshall 10 JON SECADA "Late" 10 KENNY G "Havana"	WVNF/Springfield, MA OMPD: Gary James MD: Bridget Lynn 20 ROD STEWART "Fly" 20 STREASAND & ADAMS "Finally" 14 CARDIGANS "Loveboat" 14 BRICKMAN & MCBRIDE "Valentine" 10 CELINE DION "Myself" 10 MADONNA "City" 10 JOHN MELLENCAMP "Day"	WHYN/Springfield, MA OMPD: Gary James MD: Bridget Lynn 20 ROD STEWART "Fly" 20 STREASAND & ADAMS "Finally" 14 CARDIGANS "Loveboat" 14 BRICKMAN & MCBRIDE "Valentine" 10 CELINE DION "Myself" 10 MADONNA "City" 10 JOHN MELLENCAMP "Day"
WFPG/Atlantic City, NJ OMPD: Dick Fannessy MD: Marlene Aqua 7 CELINE DION "Myself"	WTCB/Columbia, SC PD/M: Brent Johnson 16 JON SECADA "Late" 12 BRYAN ADAMS "Always" 7 SHAWN COLVIN "Sunny" 7 KENNY G "Havana" 7 ALAN PARSONS "Blown"	WLHT/Grand Rapids, MI PD/M: Steve Dirksen 4 CELINE DION "Myself"	KSNE/Las Vegas, NV PD: Tom Chase MD: John Berry 5 KENNY G "Havana" 5 JON SECADA "Late" 5 BRYAN ADAMS "Always"	WMGF/Orlando, FL PD: Laura Dene MD: Dean Maccio 12 R. KELLY "Fly" 12 BRYAN ADAMS "Always" 12 CETERA & BRYAN "S.O.S." 12 CELINE DION "Myself" 7 KENNY G "Havana"	WHY/Springfield, MA OMPD: Gary James MD: Bridget Lynn 20 ROD STEWART "Fly" 20 STREASAND & ADAMS "Finally" 14 CARDIGANS "Loveboat" 14 BRICKMAN & MCBRIDE "Valentine" 10 CELINE DION "Myself" 10 MADONNA "City" 10 JOHN MELLENCAMP "Day"
WBBO/Augusta, GA PD/M: John Patrick 25 KENNY G "Havana"	WSNY/Columbus, OH PD: Chuck Knight MD: Bob Nurnally 15 JON SECADA "Late" 15 CELINE DION "Myself"	WOOD/Grand Rapids, MI OMPD/M: Stan Atkinson 5 BRYAN ADAMS "Always" 5 JON SECADA "Late" 4 KENNY G "Havana"	KEZG/Lincoln, NE PD: Scott Larson MD: Jeff Scott 13 R. KELLY "Fly" 13 JOHN MELLENCAMP "Day" 5 JON SECADA "Late" 5 CRYSTAL BERNARD "Forgotten" 5 BRYAN ADAMS "Always"	WBEB/Philadelphia, PA PD: Chris Conley MD: Donna Rowland 23 CELINE DION "Because" 10 MADONNA "Must"	WMAS/Springfield, MA PD: Paul Cannon APD/M: Kath Stephens 7 JON SECADA "Late" 7 BRYAN ADAMS "Always"
KKM/Austin, TX OM: Stan Main PD: Nolan Cruise No Adds	KMXR/Corpus Christi, TX PD/M: Jesse DeLeon 5 BRYAN ADAMS "Always" 5 KENNY G "Havana" 5 JON SECADA "Late"	WMAG/Greensboro, NC No Adds	KKCW/Portland, OR PD/M: Bill Minkler 15 KENNY G "Havana" 15 BRYAN ADAMS "Always"	WRV/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"
WLIF/Baltimore, MD OMPD: Gary Balaban MD: Mark Thoner 16 KENNY G "Havana" 7 CELINE DION "Myself" 7 BRYAN ADAMS "Always"	KVIL/Dallas, TX PD: Bill Curtis MD: Alex O'Neal 16 KENNY G "Havana" 12 JON SECADA "Late"	WSPA/Greenville, SC OM: Jim Kirkland PD/M: Greg McKinney 15 KENNY G "Havana" 2 PETER WHITE/FABASIA "Just"	WWLI/Providence, RI PD: Tom Holt MD: Bob Boivert 10 JON SECADA "Late" 10 MICHAEL ENGLISH "When" 5 BARYFACE "Close" 5 KENNY G "Havana"	KMXZ/Tucson, AZ PD/M: Bobby Rich 9 KENNY G "Havana"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"
WMJJ/Birmingham, AL OM: John Jenkins PD/M: John Stuart 11 MADONNA "City" 11 JON SECADA "Late"	KOSI/Denver, CO OM: Steve Taylor PD: Steve Hamilton 3 BRYAN ADAMS "Always"	WRCH/Hartford, CT PD: Allen Camp MD: Joe Hann 7 JON SECADA "Late" 7 BRYAN ADAMS "Always"	KRNO/Reno, NV PD: Larry Irons MD: Jenny Rolan 14 MICHAEL ENGLISH "When" 5 JON SECADA "Late" 5 PETER WHITE/FABASIA "Just" 5 BRYAN ADAMS "Always"	WLW/Utica, NY PD/M: Randy Jay 10 JON SECADA "Late" 10 MICHAEL ENGLISH "When"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"
WMJX/Boston, MA PD: Don Kelley MD: Mark Laurence No Adds	KLYF/Des Moines, IA PD: Kari McClelland MD: Tim White 4 HOOTIE & BLOWFISH "Blind"	WAHR/Huntsville, AL PD: John Malone MD: Bonny O'Brien 5 BRYAN ADAMS "Always" 5 KENNY G "Havana" 5 JON SECADA "Late" 5 ALAN PARSONS "Blown"	WVEZ/Louisville, KY OMPD: C.C. Matthews APD: Joe Fedele 5 MICHAEL ENGLISH "When" 5 JON SECADA "Late"	WASH/Washington, DC PD: Steve Street MD: Randi Martin 10 PHIL COLLINS "Eyes" 10 JON SECADA "Late" 10 BRICKMAN & MCBRIDE "Valentine"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"
WEZN/Bridgeport, CT PD/M: Steve Mercus 5 BRYAN ADAMS "Always"	WOOF/Dothan, AL GMPD: Leigh Simpson OM/M: Mike Holderfield 15 BRYAN ADAMS "Always" 15 JON SECADA "Late"	WENS/Indianapolis, IN OMPD: Greg Dunalin MD: Jim Carone 30 JEWEL "You"	WPEZ/Macon, GA PD/M: Jim Franklin 10 CELINE DION "Myself"	WEAT/West Palm Beach, FL OMPD: Lee Howard Jacoby APD/M: Chad Perry 6 KENNY G "Havana" 6 BRYAN ADAMS "Always" 6 JON SECADA "Late"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"
WMJQ/Buttalo, NY PD: Rob Lucas MD: Roger Christian 28 SHAWN COLVIN "Sunny" 14 KENNY G "Havana"	WXKC/Erie, PA PD: Ron Arlan MD: Paul Davies 7 MADONNA "City" 7 JON SECADA "Late"	WTP/Indianapolis, IN PD: Gary Havana MD: Steve Cooper 8 JOHN MELLENCAMP "Day" 8 BRYAN ADAMS "Always" 5 KENNY G "Havana"	WVLR/Melbourne, FL PD: Dave Kelly MD: Mark Cantoni 22 BRYAN ADAMS "Always" 22 KENNY G "Havana" 8 MICHAEL ENGLISH "When"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	
KDAT/Cedar Rapids, IA PD: Dick Stadler MD: Tom Cook 9 CELINE DION "Myself"	WIKY/Evansville, IN PD/M: Mark Baker 5 BRYAN ADAMS "Always"	WTFM/Johnson City, TN PD/M: Mark E. McKinney 22 BRYAN ADAMS "Always" 15 CELINE DION "Myself" 10 KENNY G "Havana"	WRVR/Memphis, TN OMPD: Joel Burke MD: Key Marley 7 KENNY G "Havana" 7 BRYAN ADAMS "Always"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	
WDEF/Chattanooga, TN PD/M: Danny Howard 25 JEWEL "You" 10 BRYAN ADAMS "Always" 10 KENNY G "Havana" 5 JON SECADA "Late"	KEZA/Fayetteville, AR OMPD: Chip Arledge APD/M: Rich Kelly 12 PHIL COLLINS "Eyes"	WQLR/Kalamazoo, MI OM: Ken Lanphear PD: Brian Wertz 17 JON SECADA "Late" 17 BRYAN ADAMS "Always" 7 KENNY G "Havana"	WLTE/Minneapolis, MN PD/M: Gary Nolan 8 KENNY G "Havana" 8 JON SECADA "Late" 8 BRYAN ADAMS "Always"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	
WLJT/Chicago, IL PD/M: Mark Edwards 17 JON SECADA "Late" 10 KENNY G "Havana"	WCRZ/Ft. MI OMPD: J. Patrick MD: George McIntyre 9 KENNY G "Havana" 7 JON SECADA "Late" 7 BRYAN ADAMS "Always"	KUDL/Kansas City, MO PD: Tom Land MD: Thom Walsh 5 CRYSTAL BERNARD "Forgotten" 5 MICHAEL ENGLISH "When"	KJSM/Modesto, CA PD/M: Gary Michaels 5 R. KELLY "Fly"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	
97 Total Reporters 97 Current Reporters 92 Current Playlists	Reported Frozen Playlist (1): WLQT/Dayton, OH	WJXB/Knoxville, TN PD: Jeff Jernigan MD: Barbara Bridges 7 CELINE DION "Myself" 7 BARRY MANILOW "Blue"	KWAV/Monterey, CA PD/M: Bernie Moody 20 BRYAN ADAMS "Always" 20 JON SECADA "Late" 5 KENNY G "Havana"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	
Did Not Report, Playlist Frozen (4): WTKT/Gainesville, FL WMGN/Madison, WI KXLY/Spokane, WA KEZK/St. Louis, MO	WGLM/Lafayette, IN PD/M: Dan McKay 17 BRYAN ADAMS "Always" 17 JON SECADA "Late" 7 KENNY G "Havana" 7 ALAN PARSONS "Blown" 5 SUZANNE VEGA "Thrill"	WLAC/Nashville, TN PD: Billy Shivers MD: Bryan Sargent 7 CELINE DION "Myself" 6 KENNY G "Havana"	KSBL/Santa Barbara, CA PD/M: Peter Bie 12 DON HENLEY "Hands"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	
	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	KZST/Santa Rosa, CA PD: Brent Ferris MD: Pat Schaffer 3 CELINE DION "Myself" 1 JON SECADA "Late"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	
	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	

HOT AC

WKDD/Akron, OH PD/M: Chuck Collins 22 BARYFACE "Close" 15 PAULA COLE "Cowboys" 5 SAVING GARDEN "Want"	WKQI/Detroit, MI PD: Tom O'Brien MD: Fred Buchalter 7 NO MERCY "Possa"	KSTP/Minneapolis, MN PD: Todd Fleher MD: Lighthouse Pack 25 JEWEL "You"	20 JOHN MELLENCAMP "Day" KBEE/Salt Lake City, UT OMPD: Steve Kelly APD/M: Sean Michaels 6 BRYAN ADAMS "Always"
KKOB/Albuquerque, NM OM: John Forsythe PD/M: Mike Parsons 6 GINA G "Don" 5 SAVING GARDEN "Want"	KATF/Dubuque, IA PD: Tim Dillon MD: Jackie Livingston 33 DUNCAN SHEIK "Barely" 33 PHIL COLLINS "Eyes" 5 CELINE DION "Myself"	KOSO/Modesto, CA PD: Donna Miller MD: Donna Miller 10 SHERYL CROW "Everyday" 10 HOLLY PALMER "Languages"	KISN/Salt Lake City, UT PD: Burke Allen MD: Brad Kelly 15 MADONNA "City" 15 "ARKAP" "River" 15 SHAWN COLVIN "Sunny"
KNXS/Anchorage, AK PD: Mark Carlson APD/M: Rocky Lennox 32 PAULA COLE "Cowboys" 14 AMANDA MARSHALL "Birmingham" 5 SHERYL CROW "Everyday"	KSII/EI Paso, TX PD: Courtney Nelson MD: Mike Martinez 16 AZ YET "Sunny"	WJLK/Monmouth-Ocean, NJ PD: Gary Guida MD: Lauren Pressley 10 PAULA COLE "Cowboys" 10 SHERYL CROW "Everyday"	KSMG/San Antonio, TX MD: Darin Thomas 24 SARAH McLAIDLIN "Possession" 6 JON SECADA "Late" 5 PAULA COLE "Cowboys"
KAMX/Austin, TX PD: Dusty Hayes MD: Jack Stevens 24 COLLECTIVE SOUL "World" 19 R.E.M. "Hus" 18 ALANIS MORISSETTE "Lam" 17 DISHALLA "Give" 14 GIN BLOSSOMS "T" 10 SHERYL CROW "Everyday"	WQSM/Fayetteville, NC PD/M: Dave Stone 10 BRYAN ADAMS "Always"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	KFMB/San Diego, CA PD: Tracy Johnson APD/M: Greg Shinn 21 ROMA APPLE "Sleep" 15 SPICE GIRLS "Wannabe" 13 SARAH McLAIDLIN "Possession" 4 SHAWN COLVIN "Sunny"
WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	KIO/San Francisco, CA PD: Casey Keating MD: Jay Nicholls 40 SARAH McLAIDLIN "Wif"
WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	KLLC/San Francisco, CA PD: Louis Kaplan MD: Julie Skocinski 37 OMC "Blame" 28 SNEAKER PIMPS "6" 24 SAVAGE GARDEN "Want" 24 RUN FACTORY "Year" 24 SPACE "Tennis"
WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WAEV/Savannah, GA OMPD: Scotty Stripes MD: Steve Williams 22 COLLECTIVE SOUL "Precious" 19 SEAL "Fly" 14 JON SECADA "Late"
WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	KPLZ/Seattle, WA PD/M: Kest Phillips 21 AMANDA MARSHALL "Graz" 21 SAVAGE GARDEN "Want" 21 KENNY G "Havana"
WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WNSH/South Bend, IN PD/M: Phil Brittan 9 CELINE DION "Myself" 9 BRYAN ADAMS "Always"
WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WMTX/Tampa, FL PD/M: Chuck Morgan MD: Doug Erickson 20 PAULA COLE "Cowboys" 20 ELEANOR McEVY "Precious" 5 JON SECADA "Late" 5 DON HENLEY "Hands"
WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WAKS/Orlando, FL PD/M: Meson Otton MD: Rico Blaino 5 JON SECADA "Late" 5 SUZANNE VEGA "Thrill"
WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	KMAJ/Topeka, KS PD: John Lee Hooker MD: Ross Russ 28 CELINE DION "Myself" 37 DOGS EYE VIEW "Tals" 15 HOLLY PALMER "Languages" 5 SHAWN COLVIN "Sunny"
WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WROX/Washington, DC PD: Randy James MD: Carol Parker 37 CELINE DION "Coming" 37 DISHALLA "Give" 37 DOGS EYE VIEW "Tals" 15 CELINE DION "Myself" 15 JEWEL "You"
WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WGN/Wilmington, NC PD: Mike Farrow MD: Craig Thomas 16 BRYAN ADAMS "Always" 16 JON SECADA "Late"
WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"
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WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"
WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"
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WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"
WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"	WVWF/Toledo, OH PD/M: Kim Carson 1 KENNY LOGGINS "First" 1 KEB "MO" "Just"
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FEBRUARY 7, 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>)	2949	2909	2777	2783	77/1
8	5	3	2	CARDIGANS Lovefool (<i>Mercury</i>)	2221	2042	1818	1708	70/4
3	3	2	3	TONI BRAXTON Un-break My Heart (<i>LaFace/Arista</i>)	2185	2158	2095	2097	59/0
12	9	7	4	JEWEL You Were Meant For Me (<i>Atlantic</i>)	2062	1691	1438	1300	67/2
6	6	6	5	HOOTIE & THE BLOWFISH I Go Blind (<i>Reprise</i>)	1845	1798	1764	1789	57/2
2	2	4	6	JOURNEY When You Love A Woman (<i>Columbia</i>)	1840	1931	2123	2208	60/0
17	14	9	7	DUNCAN SHEIK Barely Breathing (<i>Atlantic</i>)	1827	1595	1187	1067	64/2
5	4	5	8	SHERYL CROW If It Makes You Happy (<i>A&M</i>)	1687	1867	1887	1820	54/0
4	7	8	9	ALANIS MORISSETTE Head Over Feet (<i>Maverick/Reprise</i>)	1612	1667	1762	1945	55/0
20	17	11	10	COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	1336	1213	966	914	55/5
7	8	10	11	CELINE DION It's All Coming Back To Me Now (<i>550 Music</i>)	1259	1365	1470	1718	48/1
27	22	19	12	MADONNA Don't Cry For Me Argentina (<i>Warner Bros.</i>)	1199	919	570	424	50/7
13	13	13	13	DISHWALLA Counting Blue Cars (<i>A&M</i>)	1148	1148	1189	1281	40/2
23	20	18	14	JOHN MELLENCAMP Just Another Day (<i>Mercury</i>)	1091	968	783	705	52/5
11	12	15	15	ERIC CLAPTON Change The World (<i>Reprise</i>)	1057	1079	1204	1304	44/1
BREAKER			16	SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	1033	793	468	361	47/12
9	10	12	17	DONNA LEWIS I Love You Always Forever (<i>Atlantic</i>)	1020	1180	1380	1477	40/0
10	11	14	18	BARBRA STREISAND & BRYAN ADAMS I Finally Found... (<i>Columbia</i>)	1007	1138	1337	1325	38/0
19	18	17	19	DON HENLEY Through Your Hands (<i>Revolution</i>)	992	985	952	918	43/1
18	16	16	20	WHITNEY HOUSTON I Believe In You And Me (<i>Arista</i>)	941	1019	997	991	40/0
BREAKER			21	CELINE DION All By Myself (<i>550 Music</i>)	912	503	122	33	50/18
25	23	23	22	CRANBERRIES When You're Gone (<i>Island</i>)	761	664	560	445	35/2
—	—	26	23	PAULA COLE Where Have All The Cowboys Gone? (<i>Imago/WB</i>)	722	486	241	223	34/8
14	19	22	24	SEAL Fly Like An Eagle (<i>Warner Sunset/Atlantic</i>)	700	765	921	1207	31/1
28	24	24	25	EN VOGUE Don't Let Go (Love) (<i>EastWest/EEG</i>)	699	651	493	423	35/3
—	29	27	26	"AFKAP" The Holy River (<i>NPG/EMI</i>)	504	454	357	153	32/3
—	—	29	27	PHIL COLLINS It's In Your Eyes (Any Time At All) (<i>Face Value/Atlantic</i>)	432	369	230	171	26/4
DEBUT			28	SAVAGE GARDEN I Want You (<i>Columbia</i>)	429	248	114	92	19/8
30	27	28	29	ELEANOR MCEVOY Precious Little (<i>Columbia</i>)	420	377	376	290	23/1
—	—	30	30	SARAH MCLACHLAN Possession (<i>Nettwerk/Arista</i>)	395	332	222	219	17/2

This chart reflects airplay from February 3-9. Songs ranked by total plays. Highlighted songs indicate Breaker. 78 Hot AC reporters. 74 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.

NEW & ACTIVE

GINA G Ooh Aah...Just A Little Bit (*Eternal/Warner Bros.*)

Total Stations: 14, Adds: 1, Plays: 330, WVAF 11, WKEE 28 (26), WBLI 42 (42), WPLJ 18 (20), WQSM 33 (35), WMTX 23 (24), WMXL 16 (16), KKOB 6, WKDD 18 (14), WKQI 36 (34), WKTI 29 (27), KMAJ 14 (14), KALC 10 (10), KFMB 46 (41).

GLORIA ESTEFAN I'm Not Giving You Up (*Epic*)

Total Stations: 13, Adds: 0, Plays: 278, WSNE 22 (22), WVAF 42 (42), WBLI 18 (18), WHUD 20 (21), WMYI 16 (16), WAKS 6 (6), WGN 47 (47), WMXS 25 (25), KSII 28 (27), WHBC 18 (18), WNSN 19 (9), KBEE 10 (16), KIOI 7 (7).

SUBLIME What I Got (*Gasoline Alley/MCA*)

Total Stations: 15, Adds: 1, Plays: 275, WBMX 7 (9), WDBZ 20 (20), WQWZ 14 (14), WQSM 10 (15), WPLL 21 (19), WMTX 11 (11), WAKS 5, KMY 8 (8), WLUP 19 (23), WTMX 8 (9), KMAJ 5 (5), KALC 45 (45), KMXB 24 (20), KYSR 35 (35), KFMB 43 (31).

BABYFACE Every Time I Close My Eyes (*Epic*)

Total Stations: 17, Adds: 3, Plays: 258, WVAF 11 (11), WBLI 18 (18), WHUD 13 (14), WKYE 5 (5), WMTX 5, WAKS 13 (13), WMXL 16 (16), KURB 10, KSII 32 (27), WKDD 22, WAZY 16 (15), KMXG 21 (21), WNSN 9 (9), KATF 5 (5), KISN 19 (20), KIOI 12 (15), KPLZ 31 (31).

WALLFLOWERS One Headlight (*Interscope*)

Total Stations: 14, Adds: 4, Plays: 257, WBMX 18 (9), WKEE 20 (17), WBLI 18 (18), WDBZ 10 (10), WMC 5 (5), KKOB 13 (17), WLUP 24 (31), KHM 5, WTMX 19, WQAL 15, KALC 25 (25), KMXB 41 (35), KYSR 14, KLLC 30 (38).

DONNA LEWIS Without Love (*Atlantic*)

Total Stations: 15, Adds: 0, Plays: 254, WDAQ 14 (14), WSNE 14 (14), WKEE 30 (28), WBLI 18 (18), WJLK 11 (14), WHUD 9 (8), WPLL 26 (26), WXIL 22 (22), WMTX 7 (12), WAKS 13 (10), WMXL 9 (16), WKDD 15 (14), WAZY 22 (13), KLLC 37 (38), KIOI 7 (20).

BRYAN ADAMS I'll Always Be Right There (*A&M*)

Total Stations: 17, Adds: 14, Plays: 192, WDAQ 12, WVAF 5, WHUD 11, WPLJ 12, WQWZ 17, WQSM 10, WKYE 10, WMTX 5, WAKS 18 (7), WGN 16, WMXL 9, WMXS 25 (25), KMY 8, WNSN 9, KATF 5 (5), KMAJ 14, KBEE 6.

SPICE GIRLS Wannabe (*Virgin*)

Total Stations: 8, Adds: 1, Plays: 184, WKEE 13 (14), WBLI 42 (42), WMTX 14 (19), WKTI 10 (23), KALC 25 (25), KLLC 30 (38), KFMB 19, KPLZ 31 (21).

R. KELLY I Believe I Can Fly (*Jive*)

Total Stations: 9, Adds: 2, Plays: 181, WKEE 8, WBLI 25 (25), WHUD 13 (13), WMYI 4, WKYE 13 (13), WMTX 21 (18), KSII 32 (31), WKQI 25 (21), KSSK 40 (40).

AMANDA MARSHALL Fall From Grace (*Epic*)

Total Stations: 10, Adds: 2, Plays: 177, WBMX 8 (7), WDBZ 28 (28), WMXB 21 (20), WMXL 9 (8), KURB 26 (27), WTMX 10 (11), KMXB 15, KMXS 5 (5), KLLC 34 (38), KPLZ 21.

SHAWN COLVIN Sunny Came Home (*Columbia*)

Total Stations: 14, Adds: 9, Plays: 156, WBMX 19 (17), WDBZ 20 (20), WYXR 21, WKYE 5, WMXB 6, WMTX 5, WMC 5 (5), KMY 8, KDMX 9, WTMX 21 (21), WKQI 13 (8), KMAJ 5, KISN 15, KFMB 4.

JON SECADA Too Late, Too Soon (*SBK/EMI*)

Total Stations: 12, Adds: 10, Plays: 146, WVAF 11, WHUD 6, WKZL 23, WKYE 10, WAEV 14, WAKS 5, WGN 16, KMY 8, KSMG 6, WAZY 17, KMXG 21 (21), WNSN 9 (9).

SUZANNE VEGA No Cheap Thrill (*A&M*)

Total Stations: 9, Adds: 1, Plays: 77, WDAQ 12 (12), WHUD 5, WQSM 10 (15), WMXS 12 (12), KMY 8 (8), KMAJ 5 (5), KBEE 10 (8), KMXS 5 (36), KOSO 10 (10).

Songs ranked by total plays. Station call letters followed by number of plays.

BREAKERS

SHERYL CROW

Everyday Is A Winding Road (*A&M*)

TOTAL PLAYS/INCREASE: 1033/240
TOTAL STATIONS/ADDS: 47/12
CHART: 16

CELINE DION

All By Myself (*550 Music*)

TOTAL PLAYS/INCREASE: 912/409
TOTAL STATIONS/ADDS: 50/18
CHART: 21

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
CELINE DION All By Myself (<i>550 Music</i>)	18
BRYAN ADAMS I'll Always Be Right There (<i>A&M</i>)	14
SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	12
JON SECADA Too Late, Too Soon (<i>SBK/EMI</i>)	10
SHAWN COLVIN Sunny Came Home (<i>Columbia</i>)	9
PAULA COLE Where Have All The Cowboys Gone? (<i>Imago/WB</i>)	8
SAVAGE GARDEN I Want You (<i>Columbia</i>)	8
MADONNA Don't Cry For Me Argentina (<i>Warner Bros.</i>)	7
COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	5
JOHN MELLENCAMP Just Another Day (<i>Mercury</i>)	5

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CELINE DION All By Myself (<i>550 Music</i>)	+409
JEWEL You Were Meant For Me (<i>Atlantic</i>)	+371
MADONNA Don't Cry For Me Argentina (<i>Warner Bros.</i>)	+280
SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	+240
PAULA COLE Where Have All The Cowboys Gone? (<i>Imago/WB</i>)	+236
DUNCAN SHEIK Barely Breathing (<i>Atlantic</i>)	+232
SAVAGE GARDEN I Want You (<i>Columbia</i>)	+181
CARDIGANS Lovefool (<i>Mercury</i>)	+179
BRYAN ADAMS I'll Always Be Right There (<i>A&M</i>)	+155
COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	+123
JOHN MELLENCAMP Just Another Day (<i>Mercury</i>)	+123

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
BRYAN ADAMS Let's Make A Night To Remember (<i>A&M</i>)
MERRIL BAINBRIDGE Mouth (<i>Universal</i>)
JOHN MELLENCAMP Key West Intermezzo (I Saw...) (<i>Mercury</i>)
ROD STEWART If We Fall In Love Tonight (<i>Warner Bros.</i>)
TRACY CHAPMAN Give Me One Reason (<i>Elektra/EEG</i>)
NO MERCY Where Do You Go (<i>Arista</i>)
ALANIS MORISSETTE You Learn (<i>Maverick/Reprise</i>)
DC TALK Just Between You And Me (<i>Virgin</i>)
JEWEL Who Will Save Your Soul (<i>Atlantic</i>)
NATALIE MERCHANT Jealousy (<i>Elektra/EEG</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.

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HOT AC PLAYLISTS

February 7, 1997 R&R • 71

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95.5 WPLJ MARKET #1
WPLJ/New York
(212) 613-8900
Cuddy/Shannon/Preston

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
33	39	46	45	CARDIGANS/Lovefool	
25	28	42	45	MADONNA/Don't Cry For Me...	
44	43	42	44	NO DOUBT/Don't Speak	
44	45	42	42	HOOTIE & BLOWFISH/Go Blind	
41	42	40	40	TONI BRAXTON/Un-break My Heart	
40	39	44	39	SHERYL CROW/It Makes You...	
12	10	25	31	DUNCAN SHEIK/Barely Breathing	
41	41	31	31	NO MERCY/Where Do You Go	
12	12	26	30	GREASE MEGAMIX/Grease Megamix	
41	33	29	29	ALANIS MORISSETTE/Head Over Feet	
10	10	23	29	SHERYL CROW/Everyday Is...	
43	35	30	28	MERRIL BAINBRIDGE/Mouth	
26	25	28	28	JEWEL/You Were Meant...	
23	24	27	27	JOHN MELLENCAMP/Key West...	
-	-	-	-	12 SAVAGE GARDEN/I Want You	
-	-	-	-	28 COUNTING CROWS/A Long December	
-	-	-	-	12 PAULA COLE/Where Have All...	
24	23	20	23	CELINE DION/It's All Coming...	
12	12	20	22	CELINE DION/All By Myself	
12	12	20	18	GINA G/Ooh Aah...Just...	
19	10	-	-	16 STREISAND & ADAMS/Finally Found...	
20	16	-	-	12 SARAH MCLACHLAN/Possession	
17	18	21	12	JOHN MELLENCAMP/Just Another Day	
-	-	-	-	12 BRYAN ADAMS/It Always Be...	
14	11	11	11	DEL AMITRI/Roll To Me	
10	10	-	-	10 BLUES TRAVELER/Run-Around	
13	12	11	10	JANN ARDEN/Good Mother	
-	-	-	-	10 HOOTIE & BLOWFISH/Tucker's Town	
10	10	10	10	JEWEL/Who Will Save...	

K-BIG 104 MARKET #2
KBIG/Los Angeles
(213) 874-7700
Ervin/Verdery

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
29	29	29	29	NO DOUBT/Don't Speak	
28	28	29	29	TONI BRAXTON/Un-break My Heart	
29	29	29	29	CELINE DION/It's All Coming...	
28	28	28	28	ERIC CLAPTON/Change The World	
22	22	22	22	JOURNEY/When You Love...	
21	21	21	21	DISHWALLA/Counting Blue Cars	
28	28	28	28	DONNA LEWIS/I Love You Always...	
20	20	20	20	JEWEL/You Were Meant...	
28	28	28	27	CELINE DION/Because You Loved Me	
27	27	27	27	TRACY CHAPMAN/Give Me One Reason	
27	27	27	27	ALANIS MORISSETTE/Head Over Feet	
20	20	20	22	CARDIGANS/Lovefool	
19	20	20	22	MADONNA/Don't Cry For Me...	
-	-	-	-	21 SHERYL CROW/Everyday Is...	
-	-	-	-	21 HOOTIE & BLOWFISH/Go Blind	
19	19	19	21	SOPHIE B. HAWKINS/As I Lay Me Down	
19	19	19	20	ALANIS MORISSETTE/You Learn	
27	27	27	20	SEAL/Don't Cry	
19	19	19	19	NATALIE MERCHANT/Wonder	
27	27	27	19	GOO GOO DOLLS/Name	
19	19	-	-	19 GIN BLOSSOMS/It I Hear It...	
-	-	-	-	19 ALANIS MORISSETTE/Carnival	
-	-	-	-	19 NATALIE MERCHANT/Jalousy	
27	27	27	19	SEAL/Kiss From A Rose	
-	-	-	-	7 CELINE DION/All By Myself	

STAR 98.7 MARKET #2
KYSR/Los Angeles
(818) 955-7000
Pereilli/Ebbott

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
44	44	54	56	NO DOUBT/Don't Speak	
23	23	54	56	ALANIS MORISSETTE/Head Over Feet	
44	44	35	35	CARDIGANS/Lovefool	
44	44	35	35	JARS OF CLAY/Flood	
36	36	35	35	SHERYL CROW/It Makes You...	
36	36	35	35	SARAH MCLACHLAN/Possession	
36	36	35	35	SEAL/Fly Like An Eagle	
36	36	35	35	MERRIL BAINBRIDGE/Mouth	
36	36	35	35	COUNTING CROWS/A Long December	
36	36	35	35	SUBLIME/What I Got	
27	27	35	35	SHERYL CROW/Everyday Is...	
44	44	54	55	HOOTIE & BLOWFISH/Go Blind	
36	36	28	28	JEWEL/You Were Meant...	
27	27	28	28	TORI AMOS/Silent All These...	
27	27	28	28	SAVAGE GARDEN/I Want You	
27	27	28	28	DAVE MATTHEWS BAND/Crash Into Me	
27	27	28	28	CRANBERRIES/When You're Gone	
12	12	14	14	DUNCAN SHEIK/Barely Breathing	
23	23	15	15	TRACY CHAPMAN/Give Me One Reason	
23	23	15	15	DISHWALLA/Counting Blue Cars	
44	44	14	14	ALANIS MORISSETTE/Right Through You	
-	-	-	-	14 MADONNA/Don't Cry For Me...	
-	-	-	-	14 U2/Discotheque	
-	-	-	-	14 CELINE DION/It's All Coming...	
23	23	14	14	JEWEL/Who Will Save...	
14	14	14	14	NATALIE MERCHANT/Jalousy	
-	-	-	-	14 WALLFLOWERS/One Headlight	
13	13	13	13	JANN ARDEN/Insensitive	

101.9 MARKET #3
WLUP/Chicago
(312) 440-5270
Solk/Marino

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
-	-	-	-	40	DUNCAN SHEIK/Barely Breathing
-	-	-	-	30	JOHN MELLENCAMP/Just Another Day
-	-	-	-	35	HOOTIE & BLOWFISH/Go Blind
-	-	-	-	36	SHERYL CROW/It Makes You...
-	-	-	-	41	COUNTING CROWS/A Long December
-	-	-	-	32	BLUES TRAVELER/Hook
-	-	-	-	38	JOHN MELLENCAMP/Key West...
-	-	-	-	37	ALANIS MORISSETTE/Head Over Feet
-	-	-	-	37	ALANIS MORISSETTE/Head Over Feet
-	-	-	-	24	DISHWALLA/Counting Blue Cars
-	-	-	-	24	WALLFLOWERS/One Headlight
-	-	-	-	32	DON HENLEY/Through Your Hands
-	-	-	-	22	TRACY CHAPMAN/Give Me One Reason
-	-	-	-	28	TONI BRAXTON/Un-break My Heart
-	-	-	-	22	PAULA COLE/Where Have All...
-	-	-	-	20	DAVE MATTHEWS BAND/Crash Into Me
-	-	-	-	19	U2/Discotheque
-	-	-	-	19	SUBLIME/What I Got
-	-	-	-	25	SHERYL CROW/Everyday Is...
-	-	-	-	18	SARAH MCLACHLAN/Possession
-	-	-	-	16	ALANIS MORISSETTE/Right Through You
-	-	-	-	12	BETTER THAN EZRA/Desperately Wanting
-	-	-	-	11	BRUCE SPRINGSTEEN/Secret Garden
-	-	-	-	11	PRIMITIVE RADIO GODS/Standing Outside...
-	-	-	-	11	COLLECTIVE SOUL/December
-	-	-	-	10	NATALIE MERCHANT/Wonder
-	-	-	-	10	BOBEANS/Closer To Free
-	-	-	-	10	OASIS/Champagne Supernova
-	-	-	-	1	TRACY CHAPMAN/Smoke And Ashes
-	-	-	-	1	TORI AMOS/Silent All These...

101.9 MARKET #3
WTMX/Chicago
(312) 946-1019
James/Karak

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
-	-	-	-	36	SAVAGE GARDEN/I Want You
-	-	-	-	36	DC TALK/Just Between You...
-	-	-	-	36	NO DOUBT/Don't Speak
-	-	-	-	34	DUNCAN SHEIK/Barely Breathing
-	-	-	-	36	DISHWALLA/Counting Blue Cars
-	-	-	-	34	JOHN MELLENCAMP/Just Another Day
-	-	-	-	33	PAULA COLE/Where Have All...
-	-	-	-	22	SHAWN COLVIN/Sunny Came Home
-	-	-	-	18	BLUES TRAVELER/Run-Around
-	-	-	-	18	CARDIGANS/Lovefool
-	-	-	-	20	COUNTING CROWS/A Long December
-	-	-	-	21	JEWEL/You Were Meant...
-	-	-	-	19	WALLFLOWERS/One Headlight
-	-	-	-	17	SEAL/Fly Like An Eagle
-	-	-	-	16	NATALIE MERCHANT/Wonder
-	-	-	-	15	AMANDA MARSHALL/Birmingham
-	-	-	-	12	SHERYL CROW/Everyday Is...
-	-	-	-	12	PHIL COLLINS/It's In Your Eyes
-	-	-	-	11	AMANDA MARSHALL/Fall From Grace
-	-	-	-	10	DON HENLEY/Through Your Hands
-	-	-	-	9	JOHN MELLENCAMP/Key West...
-	-	-	-	9	SUBLIME/What I Got

KIOI 101.3 FM MARKET #4
KIOI/San Francisco
(415) 956-5101
Keating/Nachlis

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
41	41	41	40	ERIC CLAPTON/Change The World	
-	-	-	-	40	SARAH MCLACHLAN/I Will Remember You
-	-	-	-	40	MADONNA/You Must Love Me
39	39	39	40	TONI BRAXTON/Un-break My Heart	
29	29	29	27	JOURNEY/When You Love...	
28	28	28	27	STREISAND & ADAMS/Finally Found...	
25	25	25	25	WHITNEY HOUSTON/Believe In You...	
25	25	25	25	MERRIL BAINBRIDGE/Mouth	
25	25	25	25	CELINE DION/It's All Coming...	
41	41	41	25	DONNA LEWIS/I Love You Always...	
20	20	20	25	ROD STEWART/I Will Fall In...	
-	-	-	-	20	NO MERCY/Where Do You Go
-	-	-	-	20	NO DOUBT/Don't Speak
-	-	-	-	20	MADONNA/Don't Cry For Me...
19	19	17	16	MARIAH CAREY/Always Be My Baby	
17	17	17	16	TRACY CHAPMAN/Give Me One Reason	
17	17	14	14	CELINE DION/Because You Loved Me	
17	17	14	14	HOOTIE & BLOWFISH/Go Blind	
-	-	-	-	13	SEAL/Kiss From A Rose
7	15	15	12	BABYFACE/Every Time I...	
20	20	20	20	DONNA LEWIS/Without Love	
7	7	7	7	GLORIA ESTEFAN/It's Not Giving...	
7	7	7	7	LIONEL RICHIE/Still In Love	
-	-	-	-	7	CELINE DION/All By Myself

Alice @ 97.3 MARKET #4
KLLC/San Francisco
(415) 765-4097
Kaplan/Stoeckel

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
-	-	-	-	45	CARDIGANS/Lovefool
-	-	-	-	47	GARBAGE/1 Crush
-	-	-	-	47	311/All Mixed Up
-	-	-	-	45	SEAL/Fly Like An Eagle
-	-	-	-	45	NO DOUBT/Don't Speak
-	-	-	-	45	SHERYL CROW/Everyday Is...
-	-	-	-	38	CHRIS ISAAK/Dancin'
-	-	-	-	38	PAULA COLE/Where Have All...
-	-	-	-	38	GEGGY TA/Whoever You Are
-	-	-	-	38	CHALK FARM/Lie On Lie
-	-	-	-	38	DONNA LEWIS/Without Love
-	-	-	-	38	OMC/How Bizarre
-	-	-	-	38	CRANBERRIES/When You're Gone
-	-	-	-	38	MERRIL BAINBRIDGE/Mouth
-	-	-	-	38	MAXI PRIEST/Watching The World...
-	-	-	-	38	SUSANNA HOFFS/All I Want
-	-	-	-	38	AMANDA MARSHALL/Fall From Grace
-	-	-	-	38	SEMISONIC/N.T.
-	-	-	-	38	SPICE GIRLS/Wannabe
-	-	-	-	38	WALLFLOWERS/One Headlight
-	-	-	-	28	SNEAKER PIMPS/6 Underground
-	-	-	-	25	SMASHING PUMPKINS/1979
-	-	-	-	25	SHAWN COLVIN/It's Not Giving...
-	-	-	-	25	FIONA APPLE/Sleep To Dream
-	-	-	-	25	ASHLEY MACISAAC/Sleepy Maggie
-	-	-	-	25	LUSCIOUS JACKSON/Naked Eye
-	-	-	-	20	JEWEL/You Were Meant...
-	-	-	-	20	DAVE MATTHEWS BAND/Crash Into Me
-	-	-	-	20	JOHN MELLENCAMP/Just Another Day
-	-	-	-	22	JOHN MELLENCAMP/Key West...

STAR 104.5 FM MARKET #5
WYXR/Philadelphia
(610) 668-0750
Allan/Davis

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
56	56	44	44	DONNA LEWIS/I Love You Always...	
42	42	45	44	TONI BRAXTON/Un-break My Heart	
57	57	45	44	CELINE DION/It's All Coming...	
54	54	41	41	ALANIS MORISSETTE/Head Over Feet	
52	52	41	41	NO DOUBT/Don't Speak	
13	13	41	41	NO MERCY/Where Do You Go	
38	38	41	41	HOOTIE & BLOWFISH/Go Blind	
6	6	32	32	WHITNEY HOUSTON/Believe In You...	
7	7	32	31	JEWEL/You Were Meant...	
42	42	32	30	JOURNEY/When You Love...	
26	26	28	29	SHERYL CROW/It Makes You...	
26	26	28	29	CARDIGANS/Lovefool	
25	25	25	22	MADONNA/Don't Cry For Me...	
35	35	29	29	MERRIL BAINBRIDGE/Mouth	
40	40	29	27	DISHWALLA/Counting Blue Cars	
22	22	29	27	EN VOUGUE/Don't Let Go (Love)	
-	-	-	-	29	CELINE DION/All By Myself
-	-	-	-	25	COUNTING CROWS/A Long December
-	-	-	-	26	DUNCAN SHEIK/Barely Breathing
24	24	26	22	SAVAGE GARDEN/I Want You	
-	-	-	-	21	SHAWN COLVIN/Sunny Came Home
16	16	21	21	LA BOUCHE/Sweet Dreams	
-	-	-	-	21	TRACY CHAPMAN/Give Me One Reason
-	-	-	-	20	DEEP BLUE SOMETHING/Breakfast At...
-	-	-	-	20	MARIAH CAREY/Always Be My Baby
-	-	-	-	18	MELISSA ETHERIDGE/Like The Way I Do
-	-	-	-	18	NATALIE MERCHANT/Wonder
-	-	-	-	17	SMASHING PUMPKINS/1979
-	-	-	-	17	BLUES TRAVELER/Run-Around
7	7	7	7	"AFKAP"/The Holy River	

Q95 FM MARKET #6
WKQI/Detroit
(810) 967-3750
O'Brien/Buchalter

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
58	58	59	60	NO DOUBT/Don't Speak	
28	28	55	60	EN VOUGUE/Don't Let Go (Love)	
55	57	62	59	TONY RICH PROJECT/Nobody Knows	
18	18	28	58	MADONNA/Don't Cry For Me...	
59	56	56	56	CELINE DION/It's All Coming...	
61	59	33	55	JOURNEY/When You Love...	
58	57	57	55	TONI BRAXTON/Un-break My Heart	
59	61	61	56	SHERYL CROW/It Makes You...	
34	34	34	35	GINA G/Ooh Aah...Just...	
35	35	35	35	JOHN MELLENCAMP/Key West...	
24	24	35	35	DISHWALLA/Counting Blue Cars	
26	29	34	35	CARDIGANS/Lovefool	
36	36	34	34	BRYAN ADAMS/Let's Make A...	
56	56	56	33	ALANIS MORISSETTE/Head Over Feet	
26	28	33	33	DUNCAN SHEIK/Barely Breathing	
18	18	27	27	JEWEL/You Were Meant...	
-	-	-	-	28	SARAH MCLACHLAN/Possession
27	33	27	27	AMBER/This Is Your Night	
-	-	-	-	18	R. KELLY/I Believe I Can Fly
31	20	23	23	TONI BRAXTON/You're Makin' Me...	
18	23	21	21	COUNTING CROWS/A Long December	
19	19	18	18	DONNA LEWIS/I Love You Always...	
18	18	18	18	FUN FACTORY/Lanna B With U	
10	10	18	18	CRANBERRIES/When You're Gone	
18	18	16	16	"AFKAP"/The Holy River	
-	-	-	-	14	ELEANOR MCVEY/Precious Little
-	-	-	-	12	CELINE DION/All By Myself
33	33	14	14</		

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beneath the surface

FEATURING
MAYSA LEAK
(the voice of "deep waters")

on the hit track

"A SHADE OF BLUE"

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beneath the surface

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CAROL ARCHER

Positioning The Format In the General Market

□ WNUA/Chicago NSM John Viola on increasing share of national business

While national business accounts for less business than local sales — most radio station billing is split 70%-75% local to 25%-30% national — every penny that contributes to the bottom line is crucial. WNUA/Chicago NSM John Viola shares some of his strategies.

The greatest challenge for an NSM is to develop new business



John Viola

while increasing the station's share of available revenues. National business comes in from all over the country, and simply keeping tabs on details — merchandising, promotion, each clients' requirements, and net-

Service Your Clients

working with reps — is a complicated, nerve-racking task. Viola says. "Everything moves so quickly and turnaround is so fast that national sales is a different business than local radio."

"National is about getting market share from the available dollars that are being spent. That's really the game: maximizing that power ratio, your share of audience, and your share of dollars you get. You want to outdo and overachieve your market share. That's the strategy. From that standpoint, it's not really about new business development as much as it is servicing the clients and agencies — making sure their schedules run right, sending the airchecks out, doing all the little things — so that you're the preferred supplier.

"Getting new business is something you try to do, but with everything that's going on from an NAC standpoint — local sales staff, market development people, and vendor specialists — it's difficult because you don't have head-to-head competition. You're in competition with everyone in the market, so in every book you're not necessarily trying to take someone else's audience.

"From the programming side, OM Paul Goldstein and PD Tom Miller have the challenge of keeping or increasing the audience shares without a format competitor. There's not a lot of counterprogramming, so when I go in for a buy, I can't say, 'They don't deserve the business because we're a better NAC station.' The story is getting the client to understand the value of NAC in Chicago as it relates to the market."

Striving to position WNUA in the general market poses its challenges, too. Viola continues, "When NAC started in 1987, it was a boutique format with a minute come-

up while increasing the station's share of available revenues. National business comes in from all over the country, and simply keeping tabs on details — merchandising, promotion, each clients' requirements, and net-

That small audience was extremely upscale. The sell in those days was like a Classical sell. If someone was buying 100 points in the market, you could put a 15-spot schedule for eight points together. You'd get eight rating points out of the 100 each week and that's what you were competing for.

"What's happened is that NAC has grown, especially in Chicago where it is consistently top five 25-54 (give or take a rank position), so we are no longer a boutique. This is a 700,000 plus cuming radio station now, but at the same time it still maintains a nice qualitative profile. Maybe it's nowhere near what it was, but the listeners are affluent and highly educated. When you start inviting more people to the party, your audience becomes more a reflection of the market. NAC is still a qualitative sell, but it's no longer a boutique format."

NAC's Mainstream Appeal

"WNUA is now a mainstream radio station and now I'm going for general market dollars," Viola points out. "The challenge is that you are competing for mass-appeal business, but you are not always seen as

mass appeal because of the way the format has grown. NAC has never been as big as it is now, so my job is really about educating clients. I explain the market and how the station is programmed to the market. Then I show the numbers and [they speak for themselves].

"Sometimes I get responses like, 'It's a background format that is taking the place of Beautiful Music,'



When the market gets tight, we don't add units. If there's a bunch of dollars coming in, sometimes stations add units to accommodate advertisers, but we can't get away with that in NAC.



listeners are into new music.

"To get general market business, you try to establish the fact that your station is a base buy because of your format exclusivity and especially because of your audience exclusivity. Just because NAC is an exclusive format doesn't mean it warrants being bought. The audience that's listening is the only issue. People say NAC is an exclusive format, but on a spectrum buy, they want to buy each format. Rock, AC, Oldies, N/T, and Country are perceived as the mainstream formats, and NAC is not necessarily seen as in the spectrum. It depends on the market.

"There are NACs that have come



ARTISTS AND RADIO CONVERGE ON RETAIL — Higher Octave artists Shahin & Sepehr (seated) recently paid a visit to Tower Records where they were met by WJZW/Washington Smooth Jazz Sunday Brunch host Al Santos (l), station AE Jeane Cronauer (r), and Tower's Ted Cox (c).

in the past three or four years that have nowhere near the recognition and impact in the market that WNUA, KTWV/Los Angeles, and other more established stations have. When you talk about those stations, it's very different than the new NAC that plays the same music but that's just come on. Buyers in those markets aren't clear yet that they need NAC. It's a challenge to differentiate your product in a major market because some outlets are back in that Classical/boutique mode due to their newness. But those newer stations can price for business because there's not such a demand on their inventory."

Ads Don't Get Lost

"That comes back to general market business," he says. "We don't want as many units as other stations. AM or FM. We have limited inventory compared to everyone else. We can't add units because people come to our format for the way it's programmed, which leads to our numbers. And because we have less spots, advertisers spots don't get lost in this format — but that's a tough thing to qualify. If you can't price for business nationally, you're in big trouble. We're based on demand. We don't have the luxury of adding units, so we position the quality. When it's sold out, it's sold out. But when we have units, you're going to be one of 10 or 11 an hour, not 13, 14, or 15.

"When the market gets tight, we don't add units. If there's a bunch

of dollars coming in, sometimes stations add units to accommodate advertisers, but we can't get away with that in NAC.

This is a real issue for this format to consider," he suggests. "But the bottom line is still the bottom line. Everyone is under pressure to bill, but [spot load must be considered in the quest to maintain shares]. We've got to promote the value, quality, and the lifestyle of our audience so that people will buy us, not so much because we can come in at their cost per rating point. If we compete on a cost-per-rating-point basis, we're out of business."

I asked Viola to provide a success story. "Every general market buy is a success story — for example, when Kmart advertises tires and



When you start inviting more people to the party, your audience becomes more a reflection of the market. NAC is still a qualitative sell, but it's no longer a boutique format.



batteries on WNUA. When there are products like that, which are perceived as general market and there's no specific psychographic and the client just wants to blanket the market, that's a time when we have to sell our 700,000 come. They look at other big comes in AC and Urban, and we're not always thought of in those terms. If the client is going six deep and you're up on that ranker, you're going to be fine.

"When it's general market, you've really got to position yourself. The Kmart buyer said, 'I think you're too upscale and niched for this buy.' I looked her right in the eye and said, 'You can't fit 700,000 people in a boutique.' You isolate the concentration of adults 25-54 and there's very little waste in NAC. We're still in the process of getting 18-49 business consistently by splitting the demo in half, stressing our strength on the upper end."



BRICKMAN COLLABORATES WITH MARTINA McBRIDE — Windham Hill artist Jim Brickman (third from left) has just released his third album, "Picture This." Seen here commemorating his artistic pairing with Martina McBride (second from left), whose vocals grace the track "Valentine," are (l-r) the label's VP/Mktg. Ron McCarrell, McBride's manager Kim Blake, Windham Hill/High Street President Steve Vining, and Brickman's manager David Pringle.

FEBRUARY 7, 1997

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
8	6	6	1	DAVID SANBORN Rikke (<i>Elektra/EEG</i>)	755	588	544	501	46/0
2	2	3	2	ZACHARY BREAUX Never Can Say Goodbye (<i>Zebra</i>)	746	720	708	670	45/0
3	3	1	3	WAYMAN TISDALE Don't Take Your Love Away (<i>MoJazz/Motown</i>)	741	725	680	650	47/0
—	15	5	4	KENNY G Eastside Jam (<i>Arista</i>)	710	646	432	275	43/0
6	4	4	5	SLASH Obsession Confession (<i>Geffen</i>)	635	669	654	624	40/0
1	1	2	6	KEIKO MATSUI Bridge Over The Stars (<i>Countdown/Unity</i>)	608	720	759	700	44/0
27	17	8	7	GEORGE BENSON The Thinker (<i>GRP</i>)	576	519	419	293	36/4
13	12	7	8	BRAXTON BROTHERS When Love Comes Around (<i>Kokopelli</i>)	569	524	468	406	47/0
14	13	9	9	PAUL HARDCASTLE Jokers Wild (<i>JVC</i>)	526	487	456	403	44/1
12	10	10	10	MARK PORTMANN No Truer Words (<i>Zebra</i>)	479	461	481	436	44/2
11	14	12	11	VANESSA DAOU Two To Tango (<i>MCA</i>)	450	449	451	448	43/0
16	16	11	12	SOUL BALLET N.Y.C. Tripin (<i>Countdown/Unity</i>)	432	453	430	397	47/0
30	22	15	13	GROVER WASHINGTON JR. Soulful Strut (<i>Columbia</i>)	428	415	352	276	42/2
23	19	17	14	NORMAN BROWN Third World (<i>MoJazz/Motown</i>)	427	401	367	315	45/3
20	21	19	15	MICHAEL PAULO My Heart And Soul (<i>Noteworthy</i>)	422	375	359	333	43/3
5	8	14	16	SOUNDSCAPE Morning Song (<i>Instinct</i>)	400	424	503	624	37/0
28	24	22	17	DAVE KOZ Lullaby For A Rainy Night (<i>Capitol</i>)	381	356	329	285	39/4
15	18	18	18	BRIAN HUGHES Soul Fruit (<i>Higher Octave</i>)	372	388	396	402	42/1
BREAKER			19	JIM BRICKMAN You Never Know (<i>Windham Hill</i>)	372	318	118	25	41/0
19	20	20	20	BABYFACE Every Time I Close My Eyes (<i>Epic</i>)	361	360	366	334	41/0
10	11	16	21	DENNY JIOSA Lights Of The City (<i>Blue Orchid</i>)	353	412	481	462	34/0
29	27	24	22	DOC POWELL From The Heart (<i>Discovery</i>)	346	336	312	277	37/0
21	23	23	23	EXODUS QUARTET Summer Soulstice (<i>Instinct</i>)	340	342	340	324	38/0
—	—	30	24	KENNY BLAKE European Underground (<i>Heads Up</i>)	320	275	262	254	37/2
4	5	13	25	ART PORTER Lake Shore Drive (<i>Verve Forecast</i>)	297	437	613	637	29/0
26	29	27	26	TONI BRAXTON Un-break My Heart (<i>LaFace/Arista</i>)	293	315	293	299	31/0
DEBUT			27	GOTA European Comfort (<i>Instinct</i>)	292	143	46	6	43/6
—	—	29	28	ALFONZO BLACKWELL Hermina (<i>Street Life/All American</i>)	290	276	247	151	37/4
DEBUT			29	TOMMY EMMANUEL Midnight Drive (<i>Higher Octave</i>)	285	180	1	—	40/3
DEBUT			30	WILL LEE Georgy Porgy (<i>Go Jazz/Bean Bag</i>)	284	259	243	234	34/3

This chart reflects airplay from January 22-28. Songs ranked by total plays. Highlighted songs indicate Breaker.
51 NAC reporters. 49 current playlists. © 1997, R&R Inc.

BREAKERS®

JIM BRICKMAN

You Never Know (*Windham Hill*)

TOTAL PLAYS/INCREASE: 372/54
TOTAL STATIONS/ADDS: 41/0
CHART: 19

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
PETER WHITE Together Again (<i>Columbia</i>)	16
TIM BOWMAN I'll Be There (<i>I.M.</i>)	15
GOTA European Comfort (<i>Instinct</i>)	6
WARREN HILL Shelter From The Storm (<i>Discovery</i>)	5
GEORGE BENSON The Thinker (<i>GRP</i>)	4
ALFONZO BLACKWELL Hermina (<i>Street Life/All American</i>)	4
DAVE KOZ Lullaby For A Rainy Night (<i>Capitol</i>)	4
CHUCK LOEB Cruzin' South (<i>Shanachie</i>)	4
BOBBY LYLE Arubian Nights (<i>Atlantic</i>)	4
DIRK RICHTER Smooth Move (<i>Sin-Drome</i>)	4
SLIM MAN Fade To Gray (<i>GES</i>)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DAVID SANBORN Rikke (<i>Elektra/EEG</i>)	+167
GOTA European Comfort (<i>Instinct</i>)	+149
CHUCK LOEB Cruzin' South (<i>Shanachie</i>)	+149
TOMMY EMMANUEL Midnight Drive (<i>Higher Octave</i>)	+105
BOBBY LYLE Arubian Nights (<i>Atlantic</i>)	+96
WARREN HILL Shelter From The Storm (<i>Discovery</i>)	+82
KENNY G Eastside Jam (<i>Arista</i>)	+64
GEORGE BENSON The Thinker (<i>GRP</i>)	+57
JIM BRICKMAN You Never Know (<i>Windham Hill</i>)	+54
MICHAEL PAULO My Heart And Soul (<i>Noteworthy</i>)	+47

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

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

Total Plays: 274, Total Stations: 29, Adds: 0

PAOLO Paise (*Island*)

Total Plays: 271, Total Stations: 33, Adds: 1

LOUIE SHELTON Reflections (*Slam/Lightyear*)

Total Plays: 247, Total Stations: 31, Adds: 0

CELINE DION Falling Into You (*550 Music*)

Total Plays: 245, Total Stations: 27, Adds: 1

PHIL COLLINS The Same Moon (*Face Value/Atlantic*)

Total Plays: 233, Total Stations: 29, Adds: 2

CHUCK LOEB Cruzin' South (*Shanachie*)

Total Plays: 229, Total Stations: 32, Adds: 4

BOBBY LYLE Arubian Nights (*Atlantic*)

Total Plays: 185, Total Stations: 31, Adds: 4

DANIEL HO & KILAUEA Avalon Sunrise (*Brainchild*)

Total Plays: 142, Total Stations: 16, Adds: 1

PETER WHITE Venice Beach (*Columbia*)

Total Plays: 123, Total Stations: 11, Adds: 1

ANDY SNITZER A River's Road (*Warner Bros.*)

Total Plays: 110, Total Stations: 16, Adds: 2

TIM BOWMAN I'll Be There (*I.M.*)

Total Plays: 109, Total Stations: 27, Adds: 15

KENNY G w/TONI BRAXTON That Somebody Was You (*Arista*)

Total Plays: 105, Total Stations: 12, Adds: 0

WARREN HILL Shelter From The Storm (*Discovery*)

Total Plays: 96, Total Stations: 20, Adds: 5

ROGER SMITH Can You Stand The Rain (*JVC*)

Total Plays: 90, Total Stations: 11, Adds: 2

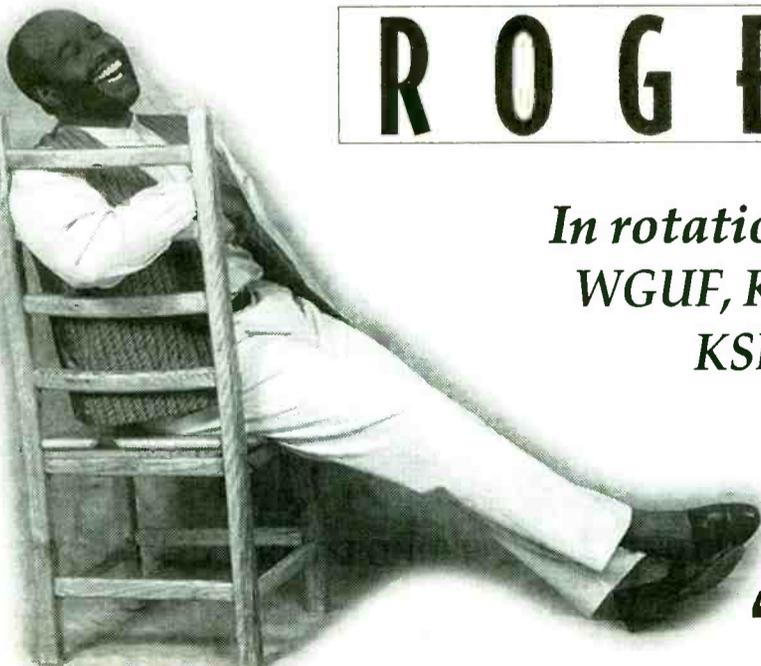
ZACHARY BREAUX Cafe Reggiao (*Zebra*)

Total Plays: 78, Total Stations: 7, Adds: 0

DENNY JIOSA Angel's Kiss (*Blue Orchid*)

Total Plays: 73, Total Stations: 10, Adds: 0

Songs ranked by total plays



ROGER SMITH

In rotation at these great NAC stations:

WGUF, KCJZ, KOAS, KCLC, KMJZ, KNIK,

KSBR, KRVR, KQBR, WLOQ, KHYS,

with "HERMOSA" on KBLX

R&R NEW & ACTIVE

"Can You Stand The Rain"

R&R NAC TOP 30 ALBUMS

FEBRUARY 7, 1997

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	EMPHASIS TRACKS (PLAYS)	
3	1	1	1	1 KENNY G The Moment (Arista)	1020	+8	"Eastside" (710)	"Somebody" (105)
1	3	2	2	2 ZACHARY BREAUX Uptown Groove (Zebra)	846	+37	"Never" (746)	"Cafe" (78)
7	8	6	3	3 DAVID SANBORN Songs From The Night Before (Elektra/EEG)	820	+149	"Rikke" (755)	"Spooky" (65)
6	4	4	4	4 WAYMAN TISDALE In The Zone (MoJazz/Motown)	750	+16	"Take" (741)	"Thinking" (9)
11	7	5	5	5 GEORGE BENSON That's Right (GRP)	729	+9	"Thinker" (576)	"Holdin'" (64)
2	2	3	6	6 KEIKO MATSUI Dream Walk (Countdown/Unity)	647	-112	"Bridge" (608)	"Chimney" (19)
8	6	7	7	7 SOUNDTRACK Curdled (Geffen)	635	-34	"Obsession" (635)	
10	10	8	8	8 PAUL HARDCASTLE Hardcastle 2 (JVC)	615	+8	"Jokers" (526)	"Island" (46)
20	18	10	9	9 BRAXTON BROTHERS Steppin' Out (Kokopelli)	612	+60	"Around" (569)	"Sunset" (27)
14	15	9	10	10 GROVER WASHINGTON JR. Soulful Strut (Columbia)	559	+5	"Soulful" (428)	"Stop" (60)
17	14	11	11	11 MARK PORTMANN No Truer Words (Zebra)	545	+17	"Truer" (479)	"Here" (52)
21	21	18	12	12 MICHAEL PAULO My Heart And Soul (Noteworthy)	500	+40	"Heart" (422)	"World" (19)
16	17	17	13	13 PETER WHITE Caravan Of Dreams (Columbia)	482	+16	"Just" (234)	"Venice" (123)
15	16	13	14	14 DAVE KOZ Off The Beaten Path (Capitol)	480	-18	"Lullaby" (381)	"Look" (50)
9	13	19	15	15 CHUCK LOEB The Music Inside (Shanachie)	470	+21	"Music" (233)	"Cruzin'" (229)
22	22	15	16	16 SOUL BALLET Soul Ballet (Countdown/Unity)	466	-21	"N.Y.C." (432)	"Livin'" (18)
26	23	22	17	17 NORMAN BROWN Better Days Ahead (MoJazz/Motown)	458	+21	"Third" (427)	"Days" (23)
5	12	16	18	18 SOUNDSCAPE Life Force (Instinct)	456	-26	"Morning" (400)	"Around" (45)
19	19	20	19	19 VANESSA DAOU Slow To Burn (MCA)	450	+1	"Two" (450)	
12	9	12	20	20 DENNY JIOSA Inner Voices (Blue Orchid)	441	-67	"Lights" (353)	"Kiss" (73)
18	20	21	21	21 BRIAN HUGHES Straight To You (Higher Octave)	428	-12	"Fruit" (372)	"Pamela" (35)
30	28	26	22	22 KENNY BLAKE An Intimate Affair (Heads Up)	405	+30	"European" (320)	"Sunday" (45)
27	26	23	23	23 DOC POWELL Laid Back (Discovery)	393	+2	"Heart" (346)	"Laid" (38)
—	—	29	24	24 JIM BRICKMAN Picture This (Windham Hill)	389	+61	"Never" (372)	"Valentine" (17)
28	25	24	25	25 EXODUS QUARTET Way Out There (Instinct)	383	-3	"Summer" (340)	"Red" (43)
29	24	25	26	26 BABYFACE The Day (Epic)	381	-1	"Close" (361)	"Simple" (12)
4	5	14	27	27 ART PORTER Lay Your Hands On Me (Verve)	342	-150	"Lake" (297)	"Chance" (17)
DEBUT	—	—	28	28 TOMMY EMMANUEL Midnight Drive (Higher Octave)	319	+111	"Midnight" (285)	"Fields" (15)
—	—	30	29	29 TONI BRAXTON Secrets (LaFace/Arista)	311	-11	"Heart" (293)	"Care" (9)
DEBUT	—	—	30	30 ALFONZO BLACKWELL Alfonzo... (Street Life/All American)	306	+14	"Hermina" (290)	"Kiss" (12)

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
TIM BOWMAN Love, Joy, Peace (I.M.)	15
GOTA It's So Different Here (Instinct)	6
SLIM MAN Secret Rendezvous (GES)	6
WARREN HILL Shelter (Discovery)	5
ALFONZO BLACKWELL Alfonzo... (Street Life/All American)	4
DIRK RICHTER Smooth Move (Sin-Drome)	4
GEORGE BENSON That's Right (GRP)	3
NORMAN BROWN Better Days Ahead (MoJazz/Motown)	3
KHANI COLE Piece Of My Soul (Fahrenheit)	3
TOMMY EMMANUEL Midnight Drive (Higher Octave)	3
BOBBY LYLE The Power Of Touch (Atlantic)	3
MARCUS JOHNSON PROJECT Lessons In Love (Positive)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GOTA It's So Different Here (Instinct)	+149
DAVID SANBORN Songs From The Night... (Elektra/EEG)	+149
TOMMY EMMANUEL Midnight Drive (Higher Octave)	+111
BOBBY LYLE The Power Of Touch (Atlantic)	+107
WARREN HILL Shelter (Discovery)	+82
JIM BRICKMAN Picture This (Windham Hill)	+61
BRAXTON BROTHERS Steppin' Out (Kokopelli)	+60
PAOLO Mystic Man (Island)	+45
MICHAEL PAULO My Heart And Soul (Noteworthy)	+40
SLIM MAN Secret Rendezvous (GES)	+40
PONCHO SANCHEZ Conga Blue (Concord)	+34
KENNY BLAKE An Intimate Affair (Heads Up)	+30

This chart reflects airplay from January 22-28. 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

Congratulations to **David Sanborn**, whose track "Rikke" from the outstanding "Songs From The Night Before" CD (Elektra/EEG) surged 6-1*, propelled by its top Most Increased status with +167 plays. Not only that, the album jumped 6-3*. Sanborn's homage to his wife, Rikke, is in heavy-current rotation at **WJJZ/Philadelphia** (29 plays), **WJZZ/Pittsburg** (11-25), **WSMJ/Richmond** (11-29), **WLVE/Miami** (6-15), and **KSSJ/Sacramento** (9-25), among others.

Yet another track from **Peter White's** "Caravan Of Dreams" CD (Columbia) has emerged as this week's top Most Added with 16 reporters inspired to add it with **Broad-**

cast Architecture's endorsement. "Together Again" was embraced by **WJZZ**, **WJZZ**, **WLVE**, **WJZZK/Charleston**, **WSMJ**, and **WVMV/Detroit**, plus 10 others. **KMJZ/Minneapolis PD Rob Moore** is already giving White 18 plays.

Tim Bowman's "I'll Be There" (I.M.) is second Most Added with 15 new reports, including **WJZZ**, **KHIH**, and **KCIY**. **WJZZK PD Tom Kennedy** gave Bowman 24 plays, with **WQCD/NY** at 11 plays and both **KKSF/SF** and **WJCD/Norfolk** at 10 plays apiece.

Kenny Blake's "European Underground" (Heads Up) picked up considerable momentum and moved 30-24*. The track grew 10-15 plays at **WLVE**; is up to 11 at

WJJJ, **WSMJ**, and **WVAE/Cincinnati**; and 10 apiece at **KKSF** and **KSSJ**.

Gota's "European Comfort" (Instinct), which debuted at 27*, is building very nicely with an early retail sales pattern to support its veracity. So early in its life, this great track is up to a dozen plays at **KIFM/San Diego**, **KMJZ**, and **WJZZ**.

File under "Something To Look Forward To," **Chris Botti's** breathtaking "Midnight Without You" (Verve), set for April release. This richly melodic sophomore effort combines Botti's haunting horn figures with profoundly pop sensibilities. A very satisfying project, indeed!

"Lullaby For A Rainy Night"

DAVE KOZ



Thanks NAC Radio
for your
continued support!

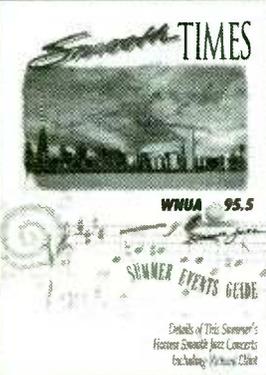
NAC TRACKS

22 - 17

Capitol

Stations and their adds by track listed alphabetically by market

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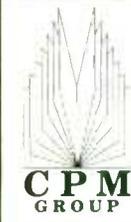
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"CPM Group did a tremendous job on our mailer kicking off Smooth Jazz, 98.7. The project came off without a hitch — truly a successful campaign. We'll be working together again."
— Suzanne Belanger, Promotion and Marketing Director, WVMV, 98.7FM/Detroit



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DIRECT MARKETING FOR RADIO

<p>KNIK/Anchorage, AK PD/MD: Dean Williams No Adds</p>	<p>KUCD/Honolulu, HI PD: Mahlon Moore No Adds</p>	<p>KXDC/Monterey, CA PD/MD: Scott O'Brien SLIM MAN "Fade" AUSTIN & GRUSIN "Now" DANIEL HO & KILAUEA "Remember" PATRICK YANDALL "Midnight" PATRICK YANDALL "Moment"</p>	<p>KSSJ/Sacramento, CA PD: Oon Langford MO: Keli Garrett BRICKMAN & MCBRIDE "Valentine" PETER WHITE "Together" TIM BOWMAN "There"</p>
<p>WJZF/Atlanta, GA PD/MD: Mark Edwards DIRK RICHTER "Smooth" KHANI COLE "Perfect"</p>	<p>KHYS/Houston, TX PD/MD: Ted Carson BOBBY LYLE "Arubian" DAVE KOZ "Lullaby" ROGER SMITH "Stand"</p>	<p>WQCD/New York, NY PD: Steve Williams MO: Rick LaBoy GARY TAYLOR "Time's" MARK PORTMANN "Truer" INCOGNITO "Beneath"</p>	<p>KCLC/St. Charles, MO PD: Rich Reighard MD: Scott Nenninger MICHAEL ROSS "Letter"</p>
<p>KAJZ/Austin, TX PD: Doc Burns TOMMY EMMANUEL "Midnight" GEORGE BENSON "Thinker" MICHAEL PAULO "Heart"</p>	<p>WFSJ/Jacksonville, FL PD: Hank Dole MD: Craig Williams ALFONZO BLACKWELL "Hermina"</p>	<p>WJCD/Norfolk, VA PD: Maxine Todd MD: Larry Hollowell JOE SAMPLE "Yourself" LUTHER VANDROSS "Secret"</p>	<p>KBZN/Salt Lake City, UT PD: Rob Riesen PETER WHITE "Together" TIM BOWMAN "There"</p>
<p>WOAZ/Boston, MA PD/MD: Bill George CHUCK LOEB "Cruzin" TOMMY EMMANUEL "Midnight" ANDY SNITZER "Road" TIM BOWMAN "There" PETER WHITE "Together" MARIAH CAREY "Underneath" ALFONZO BLACKWELL "Hermina"</p>	<p>KCIY/Kansas City, MO PD: Bret Michael MD: Michelle Chase TIM BOWMAN "There" BOBBY LYLE "Arubian" SLIM MAN "Fade"</p>	<p>KTNT/Oklahoma City, OK MD: Stephanie Stewart PHIL COLLINS "Same" MICHAEL PAULO "Heart" KENNY BLAKE "European"</p>	<p>KCJZ/San Antonio, TX PD/MD: Norm Miller TIM BOWMAN "There" PETER WHITE "Together"</p>
<p>WNUA/Chicago, IL OM: Paul Goldstein PD: Tom Miller EVAN MARKS "Long"</p>	<p>WEZV/Lafayette, IN PD/MD: Bob Miller GROVER WASHINGTON... "Soulful" DIRK RICHTER "Smooth" NATALIE COLE "Teach" GOTA "European"</p>	<p>WLOQ/Orlando, FL PD: Steve Huntington MD: Bob Church SLIM MAN "Middle" SAMANTHA SIVA "Angel" WILL LEE "Georgy" SLIM MAN "Fade" ROGER SMITH "Stand" WINDOWS "Lights" BENNETT & HOLIDAY "Child" CHARLIE BECHANT BAND "Wind"</p>	<p>KIFM/San Diego, CA PD: Mike Shepard APD/MD: Kelly Cole QUIET BOYS "Righteous" WARREN HILL "Shelter"</p>
<p>WJZK/Charleston, SC PD/MD: Tom Kennedy PETER WHITE "Together" ALFONZO BLACKWELL "Hermina" CHUCK LOEB "Cruzin"</p>	<p>KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart No Adds</p>	<p>WJZZ/Philadelphia, PA PD: Ann Gress MD: Michael Tozzi TIM BOWMAN "There" PETER WHITE "Together"</p>	<p>KBLX/San Francisco, CA PD: Kevin Brown MD: Ron Cadet MARCUS JOHNSON PROJ. "Back"</p>
<p>WVAE/Cincinnati, OH PETER WHITE "Together" TIM BOWMAN "There"</p>	<p>WSJW/Louisville, KY PD: Brian Conn BOBBY LYLE "Arubian" PETER WHITE "Together" TIM BOWMAN "There"</p>	<p>KOAZ/Phoenix, AZ PD/MD: Angela Handa WILL LEE "Georgy" WARREN HILL "Shelter" GEORGE BENSON "Thinker"</p>	<p>KKSF/San Francisco, CA PD: Lee Hansen MD: Blake Lawrence No Adds</p>
<p>WNWV/Cleveland, OH PD/MD: Bernie Kimble TIM BOWMAN "There" LIONEL RICHIE "Paradise"</p>	<p>WLVE/Miami, FL PD: Shirley Maldonado MD: Geoff Fischer PETER WHITE "Together" TIM BOWMAN "There" ALFONZO BLACKWELL "Hermina"</p>	<p>KYOT/Phoenix, AZ PD/MD: Nick Francis PETER WHITE "Venice" CELINE OION "Falling" PHIL COLLINS "Same"</p>	<p>KJZY/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton MARK PORTMANN "Truer" NORMAN BROWN "Third" SLIM MAN "Overdose" GROVER WASHINGTON... "Bordertown" JOE MCBRIDE "Steppin" RONNY JORDAN "Laidback" AUSTIN & GRUSIN "Now"</p>
<p>WZJZ/Columbus, OH PD: Bill Harman BRICKMAN & MCBRIDE "Valentine" RICKY PETERSON "Who'll" SLIM MAN "Fade"</p>	<p>KOAI/Dallas, TX PD: Michael Fischer MD: Ken Glaser WARREN HILL "Shelter" GOTA "European" MICHAEL PAULO "Heart" DOC POWELL "Charlene"</p>	<p>WJJJ/Pittsburgh, PA PD: Carl Anderson MD: Herschel TIM BOWMAN "There" PETER WHITE "Together"</p>	<p>KWJZ/Seattle, WA PD: Carol Handley TIM BOWMAN "There" PETER WHITE "Together"</p>
<p>KHHH/Denver, CO PD: Becky Taylor DAVE KOZ "Lullaby" PAOLO "Paisa" CHIELI MINUCCI "Cause" TIM BOWMAN "There" PAUL HARCASTLE "Jokers"</p>	<p>KMJZ/Minneapolis, MN PD: Rob Moore TOMMY EMMANUEL "Midnight" ANDY SNITZER "Road" PONCHO SANCHEZ "Watermelon" DAVE KOZ "Lullaby" STEVE VEALE "Palma"</p>	<p>KKJZ/Portland, OR PD: Shaun Yu MD: Hal Murray GOTA "European" GEORGE BENSON "Thinker" CHUCK LOEB "Cruzin" BOBBY LYLE "Arubian" DAVE KOZ "Lullaby" KENNY BLAKE "European" DOTSERO "Essensual" PETER WHITE "Together" WILL LEE "Georgy" GLORIA ESTEFAN "Giving" NORMAN BROWN "Third"</p>	<p>WSJT/Tampa, FL PD/MD: Ross Block GEORGE BENSON "Thinker" GROVER WASHINGTON... "Soulful" KHANI COLE "Everyday" NORMAN BROWN "Third"</p>
<p>WVMV/Detroit, MI PD/MD: Tom Sleeker PETER WHITE "Together" BRIAN HUGHES "Fruit"</p>	<p>KSBR/Mission Viejo, CA PD/MD: Terry Wedel MARCUS JOHNSON PROJ. "88" PETER WHITE "Together" SLIM MAN "Middle" DIRK RICHTER "Smooth" JAMES & WHALUM "Kickin" BRAD MEHLDAU "Blackbird"</p>	<p>WSMJ/Richmond, VA PD/MD: Tommy Fleming TIM BOWMAN "There" PETER WHITE "Together"</p>	<p>KOAS/Tulsa, OK PD: Steve Fernandez MD: Ron Allen GOTA "European"</p>
<p>WGUF/Ft. Myers, FL PD: Michael Bode BRICKMAN & MCBRIDE "Valentine" WARREN HILL "Shelter" DIRK RICHTER "Smooth" JEFF LANTZ "Rain" JEFF LANTZ "Maul"</p>	<p>KRVR/Modesto, CA PD: Jim Bryan MD: Doug Wulff KHANI COLE "Everyday" GOTA "European" WARREN HILL "Shelter" MARCUS JOHNSON PROJ. "88" STEVE VEALE "Palma" STEVE VEALE "Festivale"</p>	<p>KQBR/Sacramento, CA PD: Lawrence Tanter No Adds</p>	<p>51 Total Reporters 51 Current Reporters 49 Current Playlists</p>
<p>KEZL/Fresno, CA PD/MD: Mike Vasquez DANIEL HO & KILAUEA "Avalon" PETER WHITE "Together"</p>			<p>Did Not Report, Playlist Frozen (2): WSJZ/Buffalo, NY WJZW/Washington, DC</p>

NAC PLAYLISTS

February 7, 1997 R&R • 77

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

MARKET #1
WDCO/New York
(212) 210-2789
Williams/LaBoy

CD 101.9
Smooth Jazz

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
17	14	15	17		WHITNEY HOUSTON/ Believe In You...
16	16	14	16		JEFF LORBER/Katherine
16	16	16	16		ZACHARY BREAUX/Cafe Reggio
16	16	16	16		BRAXTON BROTHERS/Envidio
18	14	14	15		BABYFACE/Every Time I...
16	16	16	15		DOTSERO/Someone Like You
17	14	16	13		KENNY G/W/T. BRAXTON/That Somebody Was...
18	15	15	12		LUTHER VANDROSS/Goin' Out Of My Head
15	13	15	12		SOUL BALLET/N.Y.C. Tripin
16	16	16	12		ALFONZO BLACKWELL/Hermia
13	5	11	11		FATTBURGER/Oye Como Va
10	7	8	11		TIM BOWMAN/It's Be There
15	17	15	11		GROVER WASHINGTON.../Bordertown
9	13	10	10		SWETBACK/Gaze
10	9	10	10		TONY GUERRERO/When Love Comes...
16	9	9	9		CRAIG T. COOPER/When You Love...
7	5	9	9		TIM CLUNNINGHAM/This Is The Life
11	5	9	9		CHUCK LOEB/The Music Inside
14	12	9	9		TONI BRAXTON/Why Should I Care
8	14	9	8		PAUL HARDCASTLE/Bird Island
12	9	8	8		QUIET BOYS/Righteous
12	9	8	8		PAOLO/Paisa
11	8	8	8		WARREN HILL/Shelter From...
7	9	7	7		MISHA/Through The Rain
11	8	10	7		SHAHIN & SEPEHR/More Of You
11	8	14	7		NESTOR TORRES/Talk To Me
5	11	7	7		KEIKO MATSUI/Just Another Day
11	9	6	7		GOTAT/European Comfort
4	4	4	4		JAMES & WHALUM/Kickin' Back

MARKET #2
KTWW/Los Angeles
(213) 466-8283
Frank/Sawyer

THE WAVE
94.7 KTWW

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
12	12	12	13		DDC POWELL/Laid Back
15	12	13	13		DENNY JIOSA/Lights Of The City
12	12	12	12		EXODUS QUARTET/Summer Soultice
12	11	11	12		JEFF LORBER/Katherine
11	14	13	12		CHUCK LOEB/The Music Inside
12	13	12	12		SOUNDSCAPE/Morning Song
8	13	12	12		DAVE KOZ/Don't Look Back
9	12	9	12		DAVID SANBORN/Rikke
12	12	11	11		MICHAEL PAULO/That's The Way Of...
13	11	14	11		SLASH/Obsession Confession
12	12	11	11		ZACHARY BREAUX/Never Can Say...
13	15	12	11		BRAXTON BROTHERS/When Love Comes...
10	10	9	10		BABYFACE/Every Time I...
10	9	8	9		TINA TURNER/Something...
8	10	7	8		MARK PORTMANN/No Truer Words
10	8	8	9		BRIAN HUGHES/Paisa
8	8	7	9		TONI BRAXTON/How Could A...
8	8	8	8		PAUL HARDCASTLE/Jokers Wild
7	8	8	8		PETER WHITE/F/BASIA/Just Another Day
6	7	8	8		RANDY CRAWFORD/All The King's...
7	8	8	8		GEORGE BENSON/Holdin' On
8	8	8	8		NATALIE & NAT COLE/When I Fall In Love
8	8	8	8		KENNY G/Eastside Jam
10	8	11	8		SOUL BALLET/N.Y.C. Tripin
8	5	4	8		BRAXTON BROTHERS/When Love Comes...
5	6	7	8		GEORGE BENSON/The Thinker
3	7	8	8		JIM BRICKMAN/You Never Know
9	6	7	7		TONI BRAXTON/Un-break My Heart
8	7	7	7		LUTHER VANDROSS/Your Secret Love
8	8	8	7		KEIKO MATSUI/Bridge Over...

MARKET #3
WNUA/Chicago
(312) 645-9550
Miller

WNUA 95.5
Smooth Jazz

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
8	9	15	21		MICHAEL PAULO/My Heart And Soul
9	15	20	20		MARK PORTMANN/No Truer Words
10	15	19	19		LUTHER VANDROSS/Goin' Out Of My Head
10	17	19	19		NEVILLE & ROBERTSON/Crazy Love
10	17	17	16		KENNY G/Eastside Jam
11	17	16	16		KENNY G/Gettin' On The Step
9	19	19	16		BABYFACE/Every Time I...
9	19	19	15		TONI BRAXTON/Un-break My Heart
9	11	10	14		PETER WHITE/Venice Beach
11	10	11	11		SOUNDSCAPE/It's Be Around
8	11	8	12		JOE MCBRIDE/After Sunset
8	11	8	10		BRIAN HUGHES/Soul Fruit
8	17	18	10		WHITNEY HOUSTON/ Believe In You...
7	11	9	10		BRAXTON BROTHERS/When Love Comes...
8	9	11	9		JIM BRICKMAN/You Never Know
9	9	8	9		KIM PENSKY/That's The Way Of...
9	12	10	9		JEFF LORBER/Katherine
10	10	11	8		CELINE DION/Falling Into You
10	10	11	8		GROVER WASHINGTON.../Soulful Strut
10	10	8	8		TINA TURNER/Something...
9	11	10	8		DDC POWELL/Laid Back
9	11	10	8		CHUCK LOEB/The Music Inside
10	10	8	8		BRIAN CULBERTSON/Take Your Time
9	11	10	8		BRAXTON BROTHERS/When Love Comes...
10	7	5	7		TOM SCOTT/Only You
10	7	5	7		KEIKO MATSUI/Bridge Over...
10	7	5	7		DAVE KOZ/Lullaby For A...
9	11	10	7		TONY GUERRERO/Mysterie
8	10	11	7		EXODUS QUARTET/Summer Soultice

MARKET #4
KBLX/San Francisco
(415) 284-1029
Brown/Cadet

KBLX 102.9 FM
The Coast Station

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
14	15	15	18		TONI BRAXTON/Un-break My Heart
15	16	16	16		RONNY JORDAN/Laidback
15	15	15	15		LUTHER VANDROSS/Your Secret Love
13	15	15	15		VANESSA DAOU/Two To Tango
14	14	14	14		MARILYN SCOTT/Close Enough
13	13	13	13		CHUCK LOEB/The Music Inside
13	13	13	13		MAXWELL/Ascension (Don't...)
10	12	13	13		DAVID SANBORN/Rikke
11	12	12	12		JAMES & WHALUM/Kickin' Back
14	14	12	12		BABYFACE/Simple Days
8	11	12	12		MARK PORTMANN/No Truer Words
8	11	11	11		RANDY WILLIAMS/Nathan's Song
7	9	10	10		JAMES & WHALUM/Out Of The Cold
7	10	10	10		BABYFACE/Every Time I...
12	12	12	9		KENNY G/W/T. BRAXTON/That Somebody Was...
9	9	9	9		KENNY G/Eastside Jam
9	9	9	9		WAYMAN TISDALE/Don't Take Your...
9	9	9	9		WAYMAN TISDALE/Thinking Of You
7	9	9	9		ZACHARY BREAUX/Just Another Day
16	13	13	9		ART PORTER/Forever Love
16	13	13	9		GOTAT/European Comfort
9	9	9	9		ALFONZO BLACKWELL/Hermia
9	9	9	9		PAUL HARDCASTLE/Paisa
9	9	9	9		AL JARREAU/Goodhands Tonight
11	8	8	8		BRAXTON BROTHERS/Sunset Bay
3	8	8	8		BRAXTON BROTHERS/When Love Comes...
8	8	8	8		GROVER WASHINGTON.../I Can Count...
5	8	8	8		BOBBY LYLE/Arabian Nights
5	8	8	8		WAYMAN TISDALE/Don't Take Your...
5	8	8	8		WAYMAN TISDALE/Don't Take Your...
5	8	8	8		WAYMAN TISDALE/Don't Take Your...
5	8	8	8		WAYMAN TISDALE/Don't Take Your...

MARKET #4
KKSF/103.7 FM
Smooth Jazz

KKSF/San Francisco
(415) 975-5555
Harris/Winters

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
7	10	10	11		GEORGE BENSON/The Thinker
7	10	10	11		TIM BOWMAN/It's Be There
7	10	10	11		VANESSA DAOU/Two To Tango
9	8	8	8		KENNY G/Gettin' On The Step
7	8	8	8		TONY GUERRERO/For Your Love
5	9	10	10		DENNY JIOSA/Lights Of The City
7	9	10	10		DANIEL HO & KILAUJA/A Time To Remember
10	10	10	10		KEIKO MATSUI/Bridge Over...
9	8	9	10		MICHAEL PAULO/My Heart And Soul
9	9	10	10		DAVID SANBORN/Rikke
7	8	9	10		TOM SCOTT/Only You
7	9	9	10		LOUIE SHELTON/Reflections
7	8	10	10		KENNY BLAKE/European Undergroun
7	8	10	9		ZACHARY BREAUX/Cafe Reggio
7	8	9	9		GILBERTO & MICHAEL/Desafinado
8	10	10	9		AARON NEVILLE/Can't Imagine
8	10	10	9		ANDY SNITZER/My Dream Come True
9	11	9	11		SOUNDSCAPE/It's Be Around
7	10	9	10		GROVER WASHINGTON.../Bordertown
6	10	7	9		PETER WHITE/Venice Beach
5	5	8	9		KENNY G/Eastside Jam
7	8	8	8		KENNY G/Havana
5	7	8	8		PETER WHITE/Together Again
7	8	8	7		PHIL COLLINS/The Same Moon
7	10	8	7		EXODUS QUARTET/Summer Soultice
10	10	10	10		GOTAT/European Comfort
6	7	7	7		PAOLO/Paisa
5	9	9	7		MARK PORTMANN/No Truer Words
5	9	9	7		WAYMAN TISDALE/Don't Take Your...
5	9	8	6		NORMAN BROWN/Third World

MARKET #5
WJZZ/Philadelphia
(610) 667-3939
Gress/Tozzi

WJZZ 106.1
Smooth Jazz

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
10	32	31	33		KENNY G/Eastside Jam
12	23	23	33		ART PORTER/Lake Shore Drive
12	23	34	33		ALFONZO BLACKWELL/Hermia
33	30	31	32		GEORGE BENSON/The Thinker
30	30	29	32		DAVE KOZ/Lullaby For A...
32	33	29	29		DAVID SANBORN/Rikke
13	14	15	17		MICHAEL PAULO/My Heart And Soul
33	21	15	16		WAYMAN TISDALE/Don't Take Your...
13	13	13	13		EXODUS QUARTET/Summer Soultice
12	12	14	14		LOUIE SHELTON/Reflections
12	12	14	14		CELINE DION/Falling Into You
13	13	13	13		PAUL HARDCASTLE/Jokers Wild
12	13	13	13		KEIKO MATSUI/Bridge Over...
8	11	12	12		CHELLI MINUCCI/Cause We've Ended...
11	11	12	12		WILL LEE/Georgy Porgy
13	14	14	12		PAOLO/Paisa
11	11	12	12		LIONEL RICHIE/Nothing Else Matters
13	12	12	12		SOUNDSCAPE/Morning Song
6	11	11	12		NORMAN BROWN/Third World
12	13	12	12		KENNY BLAKE/European Undergroun
10	11	12	11		BRIAN HUGHES/Soul Fruit
10	11	11	11		WHITNEY HOUSTON/ Believe In You...
10	11	11	11		TOMMY EMMANUEL/Midnight Drive
10	11	11	11		SLASH/Obsession Confession
11	12	10	10		BABYFACE/Every Time I...
11	12	10	10		LUTHER VANDROSS/Goin' Out Of My Head
9	11	10	10		TONI BRAXTON/Un-break My Heart
10	11	10	10		MARSH CARMY/Underneath The Stars
32	20	11	9		SLASH/Obsession Confession
10	11	11	8		WHITNEY HOUSTON/Why Does It Hurt...
10	11	11	8		CHUCK LOEB/Cruzin' South

MARKET #6
WVWV/Detroit
(810) 855-5100
Sleeker

V98.7 FM
Smooth Jazz

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
23	24	24	25		KENNY G/Eastside Jam
23	23	24	24		GEORGE BENSON/The Thinker
23	24	24	24		ZACHARY BREAUX/Never Can Say...
11	24	23	23		DAVID SANBORN/Rikke
24	24	24	24		WAYMAN TISDALE/Don't Take Your...
24	24	24	21		SLASH/Obsession Confession
6	6	11	12		GROVER WASHINGTON.../Bordertown
12	12	12	12		BRAXTON BROTHERS/When Love Comes...
12	12	10	12		DAVE KOZ/Lullaby For A...
12	11	10	12		TIM BOWMAN/Rapture
10	12	11	12		PAUL HARDCASTLE/Jokers Wild
10	12	11	12		CHUCK LOEB/Cruzin' South
11	11	11	11		MARK PORTMANN/No Truer Words
12	12	11	11		DDC POWELL/From The Heart
10	11	11	11		DENNY JIOSA/Lights Of The City
23	24	24	21		KEIKO MATSUI/Bridge Over...
13	11	11	11		NORMAN BROWN/Third World
6	4	8	11		KENNY BLAKE/European Undergroun
1	12	10	10		GROVER WASHINGTON.../Soulful Strut
9	10	9	9		JIM BRICKMAN/You Never Know
23	10	7	8		SOUNDSCAPE/Morning Song
8	7	8	8		TONI BRAXTON/Un-break My Heart
6	6	6	6		MICHAEL PAULO/My Heart And Soul
7	6	6	6		CELINE DION/Falling Into You
6	6	6	6		GLORIA ESTEFANI/Not Giving...
7	6	6	6		PHIL COLLINS/The Same Moon
8	7	7	7		NATALIE & NAT COLE/When I Fall In Love
7	7	7	7		VANESSA DAOU/Two To Tango
9	7	7	7		WILL LEE/Georgy Porgy
10	7	7	7		TIM CLUNNINGHAM/This Is The Life
10	7	7	7		TOMMY EMMANUEL/Midnight Drive

MARKET #7
KOAJ/Dallas
(214) 630-3011
Fischer/Glaser

OASIS 107.5 FM
Smooth Jazz

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
14	16	15	20		ZACHARY BREAUX/Cafe Reggio
16	15	17	17		KENNY G/Eastside Jam
14	17	16	16		DAVE KOZ/Lullaby For A...
10	14	16	16		KEIKO MATSUI/Bridge Over...
10	14	16	16		BOBBY CALDWELL/Just Another Day
3	10	9	11		PETER WHITE/Venice Beach
10	9	9	10		GROVER WASHINGTON.../Bordertown
9	9	10	10		DANIEL HO & KILAUJA/Avalon Sunrise
9	9	10	10		WHITNEY HOUSTON/ Believe In You...
9	10	10	10		JOE MCBRIDE/After Sunset
10	10	10	10		TONY GUERRERO/Updown
10	10	10	10		VANESSA DAOU/Two To Tango
10	10	10	10		TONI BRAXTON/Un-break My Heart
8	11	9	10		DENNY JIOSA/Lights Of The City
8	11	9	10		LUTHER VANDROSS/Your Secret Love
9	8	9	9		CHUCK LOEB/Cru



CYNDEE MAXWELL

Between A Rock And A Hard Sell

Station and sales managers discuss Rock's selling points

Too young? Too heavy? What sort of obstacles face station managers when trying to sell a Rock station? Whether it's on the local or national level, many managers need to conquer misconceptions about the Rock audience today.

Do "bad" ratings make more of a difference when there's a "down" book? Conversely, how much difference do "good" ratings make when you have a good book? WRXL/Richmond, KBPI/Denver, and WTUE/Dayton agreed to provide some insight into buyer education when it comes to Rock radio and how ratings affect sales.

Testing The Testosterone Image

For WRXL Sales Manager **Bo Randall**, misconceptions are a "guy" thing. "Especially on the local level, Rock stations have an image of primarily targeting men. As we all know, men do nothing but drink beer, watch football, sit in Laz-E-Boys, and make gross noises. They don't shop — the women buy everything ... clothing, cars, groceries, furniture, homes. Men don't do any of that. It's the worst misconception that exists in the marketplace regarding Rock radio."

Besides its testosterone image, Randall also faces the false idea of an audience with empty pockets. "Another objection that's being overcome slowly as the baby boomers get older is that Rock radio still targets young people who have no disposable income to speak of. Our core cells are 25-44-year-olds. That's also the largest segment of the population.

"That's not so much a concern at the national level because those advertisers often go more for branding than for immediate traffic and sales that are necessarily verifiable. For example, Coke targets 18-34 because that's where you develop a



Rock stations have an image of primarily targeting men. As we all know, men do nothing but drink beer, watch football, sit in Laz-E-Boys, and make gross noises. It's the worst misconception that exists in the marketplace regarding Rock radio.

—Bo Randall



brand loyalty. National advertisers also buy more formats and ratings rather than household incomes or things of that nature."

As for ratings, Randall notices a difference between local and national sales. "The 'bad' book is more important at the national level because it's really transactional business that is driven by numbers and ratings. At the local level it's not as important because those clients are more interested in whether you can make their cash register ring and help them sell the products on their shelves. If you can demonstrate the ability to do that, then the ratings don't mean anything. The price of the commercial or the cost per point is immaterial because they know that we work."

Young Blood

At KBPI, "youth" is a negative perception that is perpetuated in the rivalry on the sales street. "Locally, our biggest objection is our competitor's painting us as a very young station because we're the only mainstream Rock station in town," says KBPI Sales Mgr. **Barry Remington**. "There are a couple of Classic Rock stations and other Alternative stations that skew older. So they try to make us out to be more of a teen station than we really are."

With Rock radio, it's important for Remington to stay on target when describing the audience and the music. "Since we play hard music, it's tough for buyers to understand it. And whether they're 25 or 35, most buyers are female. They don't like guitar-driven rock songs so everything seems foreign to them. You have to explain that this is the music that men 20-30 years old have always listened to — it's the **Van Halen** or the **Aerosmith** of the '80s. New music doesn't mean that only 15 year olds listen to it. It's an interesting position to be the only Rock station in town and, with no station younger than us, the competitors try to portray us in that light.

"Although I don't handle it directly, it seems to be the same problem nationally — others try to paint us as the 12-20-year-old station when in fact that isn't our target at all. We get them as a default because there isn't another station in town catering to them."

Education is the key for Remington when dealing with buyers. "It's a matter of explaining the format. It's easy to explain Country or Classic Rock. It's not easy to explain Rock when the new music is changing as rapidly as it is today. On the occasions that you do get buyers who listen to the format, then it's an easy sell. However, those unfamiliar with it require a logical, step-by-step explanation. That's how anything is, whether you're selling widgets or whatever — if the buyers don't know about it you have to go through an education process explaining who you're really targeting, why you're targeting them, and why the competition is saying something that in fact isn't the case. The beauty of radio is that you target the specific audience. Ours is the 20-30-year-old rocker."

Find The Story

"It's very true that ratings drive revenue," admits Remington. "Good sales people are going to make a good book look even better and really maximize ratings. In a bad book, we'll minimize the ratings



FUTURE PAIN — Blues rocker Corey Stevens (l) swung by WTFX/Louisville for an interview, only to be confronted by PD/afternoon jock Future Bob (c) and his newly pierced nipple. Drummer Peter Thornell looks on in disgust.

down draft with good sales people. Eventually, the ratings drive the station, but good sales people can either maximize or minimize that effect."

All ratings aside, Remington knows the importance of reading between the lines. "You always have to find the story. You rely heavily on the fact that you haven't had four bad books in a row and you can always explain why the ratings go up and down. Arbitron isn't an exact science. You have to extract info and figure out where your losses were and ask, 'does it make sense?' Should we have gone down? Is there a new direct competitor or has something changed? Or is it just a glitch? If that's the case you have to explain that you don't have a reason for the drop, that you're still the same station as before and you make the best of it. It's always an educational process — even in good books clients want to know why you're going up."

When giving buyers a station snapshot, Remington says it's important to make sure they get your good side. "Our job is to put our station in the best light possible. We have to paint a picture that tells why they should use KBPI, why to include KBPI in an older demographic buy, and why KBPI should be the main station in an 18-34 buy. Sales is always an educational process of giving people information to help them make a rational decision."



If the buyers don't know about [what you're selling] you have to go through an education process explaining who you're really targeting, why you're targeting them, and why the competition is saying something that in fact isn't the case.

—Barry Remington



We train our people to be relationship sellers, because if you have a good relationship with the buyers, they'll ride with you through the rough times and the good times.

—Mary Sutton



Great For Beers And Soft Drinks

Similar to the Richmond scenario, there are buyers who think only men listen to Rock in Dayton. "I would say a common objection to the format would be it's very male-oriented," says WTUE GSM **Mary Sutton**. "Really, we don't run into too many objections. I think the decision-makers now are a lot of the baby boomers who created rock. You're kind of in between the X Generation and the Baby Boomers. Our 'TUE audience is very loyal. They've been with morning show **Christopher & Kerrigan** for years and years. Our 'TUE audience is a perfect 18-34; it's great for the beers and it's great for the soft drinks and such."

Sutton agrees that although national buyers are very ratings driven, local buyers are more concerned with their own cash register. "When we have a really good book it's somewhat easier. When we have a down book we may see a little slacking off, but I really can't say it's entirely dependent on ratings. Sometimes, you have a lot of buyers out there who are a little skeptical about these ratings books, too."

Sutton would rather focus on people than numbers. "We train our people to be relationship sellers, because if you have a good relationship with the buyers, they'll ride with you through the rough times and the good times. So don't place entirely too much emphasis on the ratings because you can live by them or die by them."

Asst. Rock Editor **Frank Correia** contributed to this column.



CHOWDA HEADZ — The gang at WAAF/Boston recently got some blocking tips from New England Patriots middle linebacker Ted Johnson. Not saying "Cheese" are (l-r) Greg Hill, PD Dave Douglas, Johnson, Chris Engel, and Kevin Barbare.



ACTIVE ROCK PLAYLISTS

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
41	36	35	42		COLLECTIVE SOUL/Precious Declaration
35	34	33			OFFSPRING/All I Want
11	17	31	39		LIVE/Lakin's Juice
17	17	31	33		METALLICA/King Nothing
32	29	31	33		BUSH/Greedy Fly
32	29	31	31		ALICE IN CHAINS/Would?
30	26	27	30		METALLICA/Hero Of The Day
28	23	12	23		STABBING WESTWARD/Shame
24	34	34	34		U2/Discotheque
18	17	16	18		SEVEN MARY THREE/Devil Boy
16	17	18	17		SOUNDGARDEN/Rhinoceros
16	17	18	17		STIR/Looking For
14	17	18	17		WALLFLOWERS/One Headlight
30	17	16	16		SILVERCHAIR/Abuse Me
14	9	7	16		VAN HALEN/Me Wise Magic
16	16	14	15		BETTER THAN EZRA/Desperately Wanting
13	8	9	14		SMASHING PUMPKINS/Here Is No Why
10	11	10	12		REARROUND/Big Chair
15	12	5	11		R.E.M./The Wake-Up Bomb
10	13	11	11		STONE TEMPLE PILOTS/Tumble In The Rough
10	13	11	11		NUNO/Gravty
33	34	18	11		LOCAL H/Bound For The Floor
8	9	29	11		ALICE IN CHAINS/Again
8	9	8	10		SOUNDGARDEN/Pretty Noose
11	12	7	10		SEVEN MARY THREE/Water's Edge
10	6	8	9		SOUNDGARDEN/Burden In My Hand
13	8	12	29		HUNGER/Vanishing Cream
10	8	12	9		SEVEN MARY THREE/My My
5	9	8	8		GARY HOEY/Desire
10	11	7	8		SPONGE/Have You Seen Mary

101 WRIF MARKET #6
WRIF/Detroit
(810) 547-0101
Podell/Wellington

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
36	38	33	32		ALICE IN CHAINS/Would?
33	32	28	30		SOUNDGARDEN/Blow Up...
27	21	26			LIVE/Lakin's Juice
17	22	25	25		BUSH/Greedy Fly
32	34	32	24		METALLICA/Hero Of The Day
25	24	25	21		TOOL/Sinkist
10	12	15	20		SPONGE/Have You Seen Mary
4	4	12	19		WALLFLOWERS/One Headlight
33	35	22	18		VAN HALEN/Me Wise Magic
26	11	15	18		TONIC/Open Up Your Eyes
26	19	18	18		SILVERCHAIR/Abuse Me
14	21	18	17		METALLICA/King Nothing
23	11	20	11		COLLECTIVE SOUL/Precious Declaration
23	11	20	10		STABBING WESTWARD/Shame
7	6	6	9		SPONGE/Wax Ecstacy (Pt. 1)
5	5	6	8		STONE TEMPLE PILOTS/Trippin' On A Hole...
5	5	7	8		LIVE/All Over You
4	2	2	7		OFFSPRING/All I Want
6	7	7	7		STIR/Looking For
6	7	7	7		SMASHING PUMPKINS/Thirty-Three
1	1	3	7		NINE INCH NAILS/The Perfect Drug
1	1	7	7		TOOL/H
1	1	6	7		OZZY OSBOURNE/See You On...
7	5	4	7		FLYER/Hey Man, Nice Shot
4	7	4	6		CORROSION OF.../Drowning In...
5	9	6	6		NUNO/Gravty
5	9	6	6		OZZY OSBOURNE/Just Want You
7	6	4	6		SEVEN MARY THREE/Water's Edge

LEAGUE 97.1 MARKET #7
KEGL/Dallas
(972) 869-9700
Doherty/Scul

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
17	18	27	30		WALLFLOWERS/One Headlight
23	24	29	36		STIR/Looking For
21	27	34	36		SILVERCHAIR/Abuse Me
36	38	30	34		MATCHBOX 20/Long Day
20	21	23	34		BUSH/Greedy Fly
19	21	32	32		LIVE/Lakin's Juice
19	21	32	32		COLLECTIVE SOUL/Precious Declaration
19	21	32	32		THIRD DAY/Nothing At All
21	33	30	22		ERIC JOHNSON/S.R.V.
19	23	20	22		SPONGE/Have You Seen Mary
16	18	24	21		BETTER THAN EZRA/Desperately Wanting
13	22	24	21		TONIC/Casual Affair
18	18	20	20		REARROUND/Big And Mean
18	18	19	19		SOCIAL DISTORTION/When The Angels Sing
18	18	19	19		RUSH/Driven
6	11	17	18		STONE TEMPLE PILOTS/Tumble In The Rough
6	11	17	18		NINE INCH NAILS/The Perfect Drug
13	15	17	17		BIG HEAD TODD.../Resignation Superman
13	15	17	17		NUNO/Gravty
11	15	11	16		MOBY/That's When I...
11	15	11	16		MARILYN MANSON/Tourniquet
16	13	12	16		OFFSPRING/All I Want
4	8	11	14		METALLICA/King Nothing
14	15	14	14		SMASHING PUMPKINS/Thirty-Three
1	1	1	1		CORROSION OF.../King Of The Rotten
1	1	1	1		DC TALK/Jesus Freak
1	1	1	1		OFFSPRING/Gone Away
1	1	1	1		SENSE FIELD/Different Times
1	1	1	1		MATCHBOX 20/Push

Q102 MARKET #7
KTXQ/Dallas
(214) 528-5500
Lockridge/Redbeard

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
18	41	47	47		U2/Discotheque
45	49	46	47		LIVE/Lakin's Juice
32	36	43	41		311/All Mixed Up
30	36	43	41		BUSH/Greedy Fly
17	30	42	41		WALLFLOWERS/One Headlight
28	38	41	41		SILVERCHAIR/Abuse Me
33	37	41	39		GARBAGE/#! Crush
19	21	28	24		COLLECTIVE SOUL/Precious Declaration
19	21	28	24		GRAND STREET CRYERS/You Win Again
8	18	26	23		SMASHING PUMPKINS/Destination Unknown
6	19	24	22		SMASHING PUMPKINS/Thirty-Three
9	24	21	21		NINE INCH NAILS/The Perfect Drug
27	23	27	21		OFFSPRING/All I Want
15	19	23	19		PEARL JAM/Off He Goes
18	17	18	18		SPONGE/Have You Seen Mary
8	17	18	18		VERUCA SALT/Volcano Girls
7	8	18	18		QUICKSERV JOHNNY/Janitor Man
17	17	18	18		COUNTING CROWS/A Long December
18	19	18	17		SEMISOLIC/N.I.T.
13	19	17	16		BIG HEAD TODD.../Resignation Superman
17	19	16	16		STIR/Looking For
17	19	16	16		TONIC/Casual Affair
23	16	13	11		R.E.M./The Wake-Up Bomb
4	10	11	11		METALLICA/KING NOTHING
11	11	8	11		GREEN DAY/Brain Stew
34	21	8	10		DC TALK/Jesus Freak
16	17	11	10		RADISH/Dear Aunt Arctica
11	10	8	10		JARS OF CLAY/Flood
11	10	9	10		R.E.M./Bittersweet Me

WAF 107.3 FM MARKET #10
WAF/Boston
(617) 236-1173
Douglas/Osterfind

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
32	36	33	39		LIVE/Lakin's Juice
28	36	33	37		BUSH/Greedy Fly
32	36	34	34		TOOL/Sinkist
27	28	29	33		NIRVANA/Drain You
17	21	24	31		PEARL JAM/Red Mosquito
19	28	32	32		TONIC/Casual Affair
31	31	32	31		SMASHING PUMPKINS/Here Is No Why
23	28	32	31		FAILURE/Stuck On You
29	30	30	30		SPONGE/Have You Seen Mary
34	36	30	30		STONE TEMPLE PILOTS/Tumble In The Rough
31	32	32	29		SILVERCHAIR/Abuse Me
15	21	26	29		NUNO/Gravty
32	35	32	28		METALLICA/King Nothing
10	15	27	28		VERVE PIPE/The Freshman
28	31	33	26		HAZIE/Trip Free Life
15	19	18	23		RAGE AGAINST.../Down Rodeo
19	16	26	22		STIR/Looking For
5	5	20	20		LOCAL H/Fritz's Corner
19	18	17	17		COLLECTIVE SOUL/Precious Declaration
30	25	23	18		OFFSPRING/All I Want
16	13	16	16		POE/Helo
18	15	16	16		STABBING WESTWARD/Shame
15	14	15	15		ALICE IN CHAINS/Again
13	14	15	15		BUSH/Swallowed
14	17	14	14		NINE INCH NAILS/The Perfect Drug
16	15	14	14		KORN/No Place To Hide
14	13	12	14		ALICE IN CHAINS/Would?
12	16	13	13		SOUNDGARDEN/Blow Up...
11	12	12	13		ALICE IN CHAINS/Over Now

94.9 ZETA MARKET #11
WZTA/Miami
(305) 654-9494
Steele/Hess

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
27	32	37	35		SILVERCHAIR/Abuse Me
26	34	33	33		WALLFLOWERS/One Headlight
31	26	35	31		BETTER THAN EZRA/Desperately Wanting
16	18	22	29		STONE TEMPLE PILOTS/Lady Picture Show
26	28	28	28		BUSH/Greedy Fly
21	24	22	25		LIVE/Lakin's Juice
21	24	22	24		U2/Discotheque
17	18	19	23		COUNTING CROWS/A Long December
13	20	20	22		MATCHBOX 20/Long Day
13	20	20	22		NINE INCH NAILS/The Perfect Drug
13	20	20	22		COLLECTIVE SOUL/Precious Declaration
15	11	17	16		OFFSPRING/All I Want
15	14	15	16		METALLICA/King Nothing
30	20	24	16		SOCIAL DISTORTION/When The Angels Sing
13	13	11	15		SCREAMING TREES/All I Know
9	11	11	15		STONE TEMPLE PILOTS/Trippin' On A Hole...
7	9	9	9		VERUCA SALT/Volcano Girls
7	9	9	9		MARILYN MANSON/Tourniquet
11	8	13	13		VERUCA SALT/Volcano Girls
12	14	12	14		SOUNDGARDEN/Burden In My Hand
12	14	12	14		COUNTING CROWS/Angels Of...
9	11	11	11		PEARL JAM/Hail, Hail
13	10	9	11		SMASHING PUMPKINS/Tonight, Tonight
13	10	9	11		PEARL JAM/Off He Goes
10	10	9	10		LOCAL H/Bound For The Floor

KISW MARKET #13
KISW/Seattle
(206) 285-7625
Ryan/Faulkner

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
24	34	35	35		OZZY OSBOURNE/Walk On Water
26	33	34	34		METALLICA/Hero Of The Day
28	31	33	33		VAN HALEN/Me Wise Magic
18	28	35	33		TOOL/Sinkist
12	16	15	32		SPONGE/Have You Seen Mary
19	17	31	31		LIVE/Lakin's Juice
16	17	19	17		BUSH/Greedy Fly
16	17	19	17		SILVERCHAIR/Abuse Me
24	21	15	15		COLLECTIVE SOUL/Precious Declaration
24	21	15	15		SCREAMING TREES/Dying Days
14	13	13	15		GARY HOEY/Desire
29	29	33	15		TONIC/Open Up Your Eyes
27	34	36	13		COLLECTIVE SOUL/Precious Declaration
10	10	9	11		LOCAL H/Bound For The Floor
9	9	13	11		CORROSION OF.../Drowning In...
9	8	11	10		TOOL/H
9	8	11	10		SOUNDGARDEN/Rhinoceros
11	13	10	10		FAILURE/Stuck On You
11	13	10	10		SMASHING PUMPKINS/Thirty-Three
7	9	9	9		DARLAHOOD/Grow Your Own
7	9	9	9		VAN HALEN/Can't Get This...
7	9	9	9		METALLICA/King Nothing
14	16	17	3		STONE TEMPLE PILOTS/Ride The Clutch
16	15	16	3		PRESIDENTS OF.../Mach 5
16	15	16	3		OFFSPRING/Gone Away
16	15	16	3		MARILYN MANSON/Tourniquet

ROCK 105.3 MARKET #14
KIOZ/San Diego
(619) 560-5464
Stevens/Leder

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
29	15	29	28		SOUNDGARDEN/Blow Up...
16	18	28	28		LIVE/Lakin's Juice
31	29	27	27		CORROSION OF.../Drowning In...
25	30	31	26		BETTER THAN EZRA/Desperately Wanting
26	30	28	26		BUSH/Greedy Fly
14	14	16	26		METALLICA/King Nothing
11	14	16	26		SOCIAL DISTORTION/When The Angels Sing
8	29	26	26		WALLFLOWERS/One Headlight
32	30	28	23		MATCHBOX 20/Long Day
31	18	21	21		METALLICA/Hero Of The Day
1	15	17	16		SILVERCHAIR/Abuse Me
13	13	16	16		PROTEIN/My Blood
13	13	16	16		TONIC/Casual Affair
17	11	15	15		NICKELBACK/Sweet Thang
17	11	15	15		STONE TEMPLE PILOTS/Tumble In The Rough
9	18	14	14		LOCAL H/Bound For The Floor
2	14	14	14		U2/Discotheque
5	9	11	14		TOOL/H
9	11	13	14		MARILYN MANSON/Tourniquet
9	11	13	14		ALICE IN CHAINS/Again
11	13	13	13		TOADIES/I Come From...
10	12	10	12		COLLECTIVE SOUL/Precious Declaration
10	12	10	12		WALLFLOWERS/One Headlight
10	12	10	12		VAN HALEN/Me Wise Magic
11	11	11	11		STONE TEMPLE PILOTS/Lady Picture Show
11	11	11	11		ALICE IN CHAINS/Over Now
10	11	11	11		SOUNDGARDEN/Pretty Noose
2	6	10	10		CORROSION OF.../King Of The Rotten
11	9	14	10		OFFSPRING/All I Want
11	9	14	10		TYPE O NEGATIVE/Love You To Death

98 KUPD MARKET #18
KUPD/Phoenix
(602) 345-5921
Maranville/Jeffries

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
30	36	36	36		GRAVITY KILLS/Enough
26	33	36	36		METALLICA/King Nothing
26	34	36	36		

FEBRUARY 7, 1997

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
—	2	1	1	LIVE Lakini's Juice (<i>Radioactive</i>)	2275	1990	1654	—	75/0
10	6	3	2	BUSH Greedy Fly (<i>Trauma/Interscope</i>)	1829	1638	1423	1223	75/1
28	8	4	3	SILVERCHAIR Abuse Me (<i>Epic</i>)	1778	1620	1350	654	75/1
8	4	5	4	WALLFLOWERS One Headlight (<i>Interscope</i>)	1705	1619	1501	1315	67/0
18	7	6	5	U2 Discotheque (<i>Island</i>)	1578	1509	1379	826	63/0
1	1	2	6	SOUNDGARDEN Blow Up The Outside World (<i>A&M</i>)	1565	1740	1787	2001	68/0
14	13	9	7	METALLICA King Nothing (<i>Elektra/EEG</i>)	1464	1315	1098	952	67/0
4	5	7	8	STIR Looking For (<i>Aware/Capitol</i>)	1426	1508	1445	1403	62/0
9	10	8	9	BETTER THAN EZRA Desperately Wanting (<i>Swell/Elektra/EEG</i>)	1311	1377	1332	1263	60/0
31	19	15	10	TONIC Casual Affair (<i>Polydor/A&M</i>)	1196	1007	855	561	72/2
6	9	10	11	SPONGE Have You Seen Mary (<i>Columbia</i>)	1152	1272	1339	1330	59/0
2	3	11	12	STONE TEMPLE PILOTS Lady Picture Show (<i>Atlantic</i>)	1091	1241	1601	1707	57/0
17	18	14	13	SMASHING PUMPKINS Thirty-Three (<i>Virgin</i>)	1074	1019	912	860	55/0
5	11	12	14	LOCAL H Bound For The Floor (<i>Island</i>)	1063	1121	1286	1357	56/0
19	17	13	15	OFFSPRING All I Want (<i>Columbia</i>)	983	1032	965	800	67/0
BREAKER			16	COLLECTIVE SOUL Precious Declaration (<i>Atlantic</i>)	973	—	—	—	74/74
27	24	18	17	COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	970	838	770	658	43/1
12	14	17	18	METALLICA Hero Of The Day (<i>Elektra/EEG</i>)	797	925	1083	1147	52/0
—	—	26	19	NINE INCH NAILS The Perfect Drug (<i>Nothing/Interscope</i>)	756	623	304	—	64/3
20	21	21	20	R.E.M. The Wake-Up Bomb (<i>Warner Bros.</i>)	734	818	813	777	37/1
7	12	16	21	MATCHBOX 20 Long Day (<i>Lava/Atlantic</i>)	732	981	1106	1322	40/0
44	29	25	22	MARILYN MANSON Tourniquet (<i>Nothing/Interscope</i>)	689	646	574	385	59/4
BREAKER			23	BIG HEAD TODD & THE MONSTERS Resignation... (<i>Revolution</i>)	664	514	352	212	42/4
11	15	19	24	SUBLIME What I Got (<i>Gasoline Alley/MCA</i>)	644	836	1076	1214	45/0
3	16	20	25	BUSH Swallowed (<i>Trauma/Interscope</i>)	588	830	1057	1410	46/0
46	34	31	26	WIDESPREAD PANIC Hope In A Hopeless World (<i>Capricorn/Mercury</i>)	568	503	474	338	34/2
—	—	39	27	EELS Rags To Rags (<i>DreamWorks/Geffen</i>)	531	433	305	112	40/2
15	23	24	28	TOOL Stinkfist (<i>Zoo</i>)	515	662	780	883	38/0
23	25	23	29	SEMISONIC F.N.T. (<i>MCA</i>)	508	668	736	729	32/0
DEBUT			30	VERUCA SALT Volcano Girls (<i>Outpost/Geffen</i>)	506	180	35	—	51/24
—	49	37	31	SOCIAL DISTORTION When The Angels Sing (<i>550 Music</i>)	494	439	307	222	41/6
DEBUT			32	STONE TEMPLE PILOTS Tumble In The Rough (<i>Atlantic</i>)	472	269	137	124	49/26
34	33	33	33	GARBAGE #1 Crush (<i>Capitol</i>)	469	471	484	482	19/1
24	27	27	34	BLOODHOUND GANG Fire Water Burn (<i>Republic/Geffen</i>)	466	612	710	705	39/0
DEBUT			35	VERVE PIPE The Freshman (<i>RCA</i>)	454	270	187	156	34/7
40	38	36	36	TOM PETTY & THE HEARTBREAKERS Change... (<i>Warner Bros.</i>)	435	442	433	427	24/1
32	30	29	37	TYPE O NEGATIVE Love You To Death (<i>Roadrunner</i>)	432	524	559	551	36/0
DEBUT			38	TOOL "H" (<i>Zoo</i>)	419	114	22	5	58/17
41	39	40	39	POE Hello (<i>Modern/Atlantic</i>)	401	433	431	409	24/0
DEBUT			40	FOUNTAINS OF WAYNE Radiation Vibe (<i>Tag/Atlantic</i>)	394	297	199	191	26/2
—	—	49	41	SUBLIME Santeria (<i>Gasoline Alley/MCA</i>)	391	317	249	211	25/1
—	—	48	42	NUNO Gravity (<i>A&M</i>)	388	326	260	126	34/1
16	20	22	43	RUSH Half The World (<i>Atlantic</i>)	379	671	819	876	24/0
—	50	46	44	SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	360	335	307	290	19/2
39	40	41	45	VAN HALEN Me Wise Magic (<i>Warner Bros.</i>)	357	376	418	430	29/0
DEBUT			46	WILCO Outtasite (Outta Mind) (<i>Reprise</i>)	341	281	203	118	28/5
50	47	45	47	CATFISH Invisible (<i>Eureka/Discovery</i>)	338	351	320	305	28/0
45	41	42	48	DAVE MATTHEWS BAND Crash Into Me (<i>RCA</i>)	325	363	360	347	15/0
21	26	34	49	VAN HALEN Can't Get This Stuff No More (<i>Warner Bros.</i>)	310	462	712	775	22/0
DEBUT			50	ODDS Someone Who's Cool (<i>Elektra/EEG</i>)	306	187	9	1	28/4

This chart reflects airplay from January 27-February 2. Songs ranked by total plays. Highlighted songs indicate Breaker. 75 Active Rock reporters. 75 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1997, R&R Inc.

NEW & ACTIVE

ERIC JOHNSON S.R.V. (*Capitol*)

Total Plays: 298, Total Stations: 18, Adds: 1

THIRD DAY Nothing At All (*Silvertone*)

Total Plays: 273, Total Stations: 21, Adds: 3

KULA SHAKER Hey Dude (*Columbia*)

Total Plays: 212, Total Stations: 25, Adds: 6

SENSE FIELD Different Times (*Revelation/WB*)

Total Plays: 197, Total Stations: 19, Adds: 4

CRAVIN' MELON Come Undone (*Mercury*)

Total Plays: 197, Total Stations: 14, Adds: 3

BETH HART BAND Immortal (*143/Lava/Atlantic*)

Total Plays: 185, Total Stations: 13, Adds: 0

OC TALK Jesus Freak (*Forefront*)

Total Plays: 183, Total Stations: 21, Adds: 5

CAKE I Will Survive (*Capricorn/Mercury*)

Total Plays: 181, Total Stations: 13, Adds: 1

CORROSION OF CONFORMITY King Of The Rotten (*Columbia*)

Total Plays: 175, Total Stations: 21, Adds: 5

NICKELBAG Sweet Thang (*Iguana*)

Total Plays: 153, Total Stations: 14, Adds: 2

Songs ranked by total plays.

BREAKERS

COLLECTIVE SOUL

Precious Declaration (*Atlantic*)

TOTAL PLAYS/INCREASE: 973/973
TOTAL STATIONS/ADDS: 74/74
CHART: 16

BIG HEAD TODD & THE MONSTERS

Resignation Superman (*Revolution*)

TOTAL PLAYS/INCREASE: 664/150
TOTAL STATIONS/ADDS: 42/4
CHART: 23

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
COLLECTIVE SOUL Precious Declaration (<i>Atlantic</i>)	74
STONE TEMPLE PILOTS Tumble In The Rough (<i>Atlantic</i>)	26
VERUCA SALT Volcano Girls (<i>Outpost/Geffen</i>)	24
TOOL "H" (<i>Zoo</i>)	17
PORNO FOR PYROS Hard Charger (<i>Warner Bros.</i>)	16
KORN A.D.I.D.A.S. (<i>Immortal/Epic</i>)	10
LOCAL H Fritz's Corner (<i>Island</i>)	9
OFFSPRING Gone Away (<i>Columbia</i>)	9
PROTEIN My Blood (<i>Work</i>)	9
STORYVILLE Blind Side (<i>Code Blue/Atlantic</i>)	8

"Outtasite (Outta Mind)"

Active Rock Debut **46**

Rock Debut **50**

Alternative **39**

Soundscan 75,000+

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
COLLECTIVE SOUL Precious Declaration (<i>Atlantic</i>)	+973
VERUCA SALT Volcano Girls (<i>Outpost/Geffen</i>)	+326
TOOL "H" (<i>Zoo</i>)	+305
LIVE Lakini's Juice (<i>Radioactive</i>)	+285
STONE TEMPLE PILOTS Tumble In The Rough (<i>Atlantic</i>)	+203
BUSH Greedy Fly (<i>Trauma/Interscope</i>)	+191
TONIC Casual Affair (<i>Polydor/A&M</i>)	+189
VERVE PIPE The Freshman (<i>RCA</i>)	+184
SILVERCHAIR Abuse Me (<i>Epic</i>)	+158
THIRD DAY Nothing At All (<i>Silvertone</i>)	+158

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TONIC Open Up Your Eyes (<i>Polydor/A&M</i>)	+973
SOUNDGARDEN Burden In My Hand (<i>A&M</i>)	+326
SOCIAL DISTORTION I Was Wrong (<i>550 Music</i>)	+305
STONE TEMPLE PILOTS Trippin' On A Hole In... (<i>Atlantic</i>)	+203
SMASHING PUMPKINS Muzzle (<i>Virgin</i>)	+191
HAZIES Trip Free Life (<i>EMI</i>)	+189
ALICE IN CHAINS Over Now (<i>Columbia</i>)	+184
DARLAHOOD Grow Your Own (<i>Reprise</i>)	+158
STABBING WESTWARD Shame (<i>Columbia</i>)	+158
311 Down (<i>Capricorn/Mercury</i>)	+158

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.

MOST ADDED!

New:
WXTB KISS WXRA WKDF WTUE
WTPA KHOP WTKX WCPR WZAT WQKK
KIBZ KFMX WSFM WQLZ KEYJ WBXQ

2nd WEEK DEBUT 38!

H.

from the platinum album **AENIMA**

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management: Ted Gardner and Nikki Brown at Larrikin Management • www.zoology.com

If you're gonna play something good,
play "Nothing At All"!

THIRD DAY

"Nothing At All"

the first smash single from the debut album **THIRD DAY**
impacting at rock radio right now!

ROCK DEBUT 46

**ONE OF THE MOST ADDED-
3 WEEKS IN A ROW!**

ACTIVE ROCK #2 NEW & ACTIVE

60+

On 60+ stations and reacting at:

KEGL, KILO, KLPX, WIOT, WCCC, KMOD,
KDOT, WZXL, KEYJ, KLBJ, WHMH, WDRK,
KXUS, KBOY, KZZE, KOCD, WKLT, WRKT,
WBYR, KFGX, KFFX, KOZE, WSTZ, WBXQ,
WRBR, and more...

NEW AT:
WKLS/Atlanta
KATT/OKC
KISS/San Antonio
WBLM/Portland
WPLR/New Haven
KNCN/Corpus Christi

"Nothing..." is something at rock radio!

Over 100,000 units sold

Contact Silvertone at 212-620-8798 or 310-247-8300



Management: Dan Raines/Creative Trust

SILVERTONE
RECORDS

Stations and their adds listed alphabetically by market

ACTIVE ROCK

Table listing radio stations and their active rock playlists. Columns include station call letters, market, and a list of songs with their respective artists.

ROCK

Table listing radio stations and their rock playlists. Columns include station call letters, market, and a list of songs with their respective artists.

75 Total Reporters
75 Current Reporters
75 Current Playlists

87 Total Reporters
87 Current Reporters
85 Current Playlists

Did Not Report, Playlist Frozen (2):
WCKW/New Orleans, LA
WTBB/Panama City, FL



ROCK TOP 50

FEBRUARY 7, 1997

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	1	1	1	WALLFLOWERS One Headlight (<i>Interscope</i>)	2026	2017	1844	1712	86/1
9	5	4	2	COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	1396	1275	1165	987	69/0
3	3	3	3	JOHN MELLENCAMP Just Another Day (<i>Mercury</i>)	1374	1446	1403	1470	68/0
—	14	5	4	LIVE Lakini's Juice (<i>Radioactive</i>)	1368	1251	858	4	83/2
1	2	2	5	STONE TEMPLE PILOTS Lady Picture Show (<i>Atlantic</i>)	1275	1457	1644	1716	70/0
23	7	6	6	U2 Discotheque (<i>Island</i>)	1229	1212	1097	563	74/0
7	6	8	7	SPONGE Have You Seen Mary (<i>Columbia</i>)	1156	1185	1119	1142	71/0
5	4	7	8	SOUNDGARDEN Blow Up The Outside World (<i>A&M</i>)	1106	1195	1202	1269	66/0
18	13	11	9	TOM PETTY & THE HEARTBREAKERS Change... (<i>Wamer Bros.</i>)	1048	948	870	776	63/0
6	8	9	10	METALLICA Hero Of The Day (<i>Elektra/EEG</i>)	971	1008	1089	1219	65/0
17	18	14	11	BETTER THAN EZRA Desperately Wanting (<i>Swell/Elektra/EEG</i>)	885	853	822	779	63/1
37	25	15	12	WIDESPREAD PANIC Hope In A Hopeless World (<i>Capricorn/Mercury</i>)	867	784	584	348	72/8
25	23	21	13	BUSH Greedy Fly (<i>Trauma/Interscope</i>)	845	703	626	518	66/2
49	26	22	14	SILVERCHAIR Abuse Me (<i>Epic</i>)	839	681	550	201	65/6
13	15	13	15	STIR Looking For (<i>Aware/Capitol</i>)	796	867	840	886	64/0
28	24	20	16	METALLICA King Nothing (<i>Elektra/EEG</i>)	789	706	623	490	70/3
4	9	10	17	RUSH Half The World (<i>Atlantic</i>)	742	965	1074	1358	51/0
40	27	23	18	TONIC Casual Affair (<i>Polydor/A&M</i>)	720	670	534	324	69/5
11	12	12	19	VAN HALEN Can't Get This Stuff No More (<i>Warner Bros.</i>)	720	930	877	925	49/0
12	16	16	20	SUBLIME What I Got (<i>Gasoline Alley/MCA</i>)	677	783	840	912	43/0
BREAKER			21	COLLECTIVE SOUL Precious Declaration (<i>Atlantic</i>)	663	—	—	—	81/81
BREAKER			22	BIG HEAD TODD & THE MONSTERS Resignation... (<i>Revolution</i>)	652	490	273	131	58/6
19	20	24	23	DON HENLEY Through Your Hands (<i>Revolution</i>)	595	669	705	697	40/0
15	17	19	24	MATCHBOX 20 Long Day (<i>Lava/Atlantic</i>)	584	717	826	878	42/1
47	35	27	25	JOURNEY Can't Tame The Lion (<i>Columbia</i>)	580	577	447	231	44/4
31	31	29	26	SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	571	514	479	443	30/1
10	11	17	27	ZZ TOP Bang Bang (<i>RCA</i>)	551	763	894	939	39/1
20	21	25	28	LOCAL H Bound For The Floor (<i>Island</i>)	551	629	670	671	36/0
8	10	18	29	BUSH Swallowed (<i>Trauma/Interscope</i>)	548	722	966	1137	40/0
16	22	26	30	VAN HALEN Me Wise Magic (<i>Warner Bros.</i>)	526	582	665	848	50/0
26	28	28	31	DAVE MATTHEWS BAND Crash Into Me (<i>RCA</i>)	498	516	521	506	34/0
34	32	32	32	SMASHING PUMPKINS Thirty-Three (<i>Virgin</i>)	489	480	475	406	38/1
30	33	31	33	R.E.M. The Wake-Up Bomb (<i>Warner Bros.</i>)	435	490	468	472	35/1
—	44	36	34	OFFSPRING All I Want (<i>Columbia</i>)	397	351	283	190	39/1
29	30	33	35	ERIC JOHNSON S.R.V. (<i>Capitol</i>)	397	462	485	484	35/1
22	29	35	36	R.E.M. Bittersweet Me (<i>Warner Bros.</i>)	339	385	499	597	31/0
21	34	34	37	TOM PETTY & THE HEARTBREAKERS Climb That Hill (<i>Wamer Bros.</i>)	338	412	461	642	41/0
33	38	37	38	COREY STEVENS It's Over (<i>Eureka/Discovery</i>)	324	351	378	408	29/0
—	—	46	39	BLACK CROWES Better When You're Not Alone (<i>American/Reprise</i>)	304	183	94	17	29/5
—	—	50	40	JONNY LANG Lie To Me (<i>A&M</i>)	297	175	124	47	29/9
36	40	39	41	ALICE IN CHAINS Would? (<i>Columbia</i>)	273	316	315	350	15/0
44	43	41	42	BLOODHOUND GANG Fire Water Burn (<i>Republic/Geffen</i>)	244	291	297	279	26/0
DEBUT			43	VERVE PIPE The Freshman (<i>RCA</i>)	229	169	87	79	25/5
24	36	42	44	DARLAHOOD Grow Your Own (<i>Reprise</i>)	194	256	435	530	18/0
43	41	40	45	FAILURE Stuck On You (<i>Slash/WB</i>)	190	292	311	282	20/0
DEBUT			46	THIRD DAY Nothing At All (<i>Silvertone</i>)	181	125	37	10	26/7
38	47	45	47	CHALK FARM Lie On Lie (<i>Columbia</i>)	181	191	258	344	21/0
DEBUT			48	ODDS Someone Who's Cool (<i>Elektra/EEG</i>)	179	83	—	—	29/7
DEBUT			49	STORYVILLE Blind Side (<i>Code Blue/Atlantic</i>)	174	35	9	—	25/7
DEBUT			50	WILCO Outtasite (<i>Outta Mind</i>) (<i>Reprise</i>)	164	101	70	47	20/4

This chart reflects airplay from January 27-February 2. 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

NINE INCH NAILS The Perfect Drug (*Nothing/Interscope*)
Total Plays: 146, Total Stations: 17, Adds: 3

FOUNTAINS OF WAYNE Radiation Vibe (*Tag/Atlantic*)
Total Plays: 140, Total Stations: 14, Adds: 0

TOOL "H" (*Zoo*)
Total Plays: 118, Total Stations: 21, Adds: 8

EELS Rags To Rags (*DreamWorks/Geffen*)
Total Plays: 116, Total Stations: 17, Adds: 1

CRAVIN' MELON Come Undone (*Mercury*)
Total Plays: 116, Total Stations: 17, Adds: 4

STONE TEMPLE PILOTS Tumble In The Rough (*Atlantic*)
Total Plays: 115, Total Stations: 27, Adds: 19

SOCIAL DISTORTION When The Angels Sing (*550 Music*)
Total Plays: 107, Total Stations: 13, Adds: 2

MARILYN MANSON Tourniquet (*Nothing/Interscope*)
Total Plays: 99, Total Stations: 16, Adds: 4

R.E.M. Electrolite (*Warner Bros.*)
Total Plays: 86, Total Stations: 5, Adds: 1

NUNO Gravity (*A&M*)
Total Plays: 77, Total Stations: 13, Adds: 1

Songs ranked by total plays.

BREAKERS

COLLECTIVE SOUL Precious Declaration (*Atlantic*)

TOTAL PLAYS/INCREASE: 663/663
TOTAL STATIONS/ADDS: 81/81
CHART: 21

BIG HEAD TODD & THE MONSTERS Resignation Superman (*Revolution*)

TOTAL PLAYS/INCREASE: 652/162
TOTAL STATIONS/ADDS: 58/6
CHART: 22

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
COLLECTIVE SOUL Precious Declaration (<i>Atlantic</i>)	81
STONE TEMPLE PILOTS Tumble In The Rough (<i>Atlantic</i>)	19
JONNY LANG Lie To Me (<i>A&M</i>)	9
VAN MORRISON The Healing Game (<i>Polydor/A&M</i>)	8
TOOL "H" (<i>Zoo</i>)	8
WIDESPREAD PANIC Hope In A Hopeless... (<i>Capricorn/Mercury</i>)	8
ODDS Someone Who's Cool (<i>Elektra/EEG</i>)	7
STORYVILLE Blind Side (<i>Code Blue/Atlantic</i>)	7
THIRD DAY Nothing At All (<i>Silvertone</i>)	7
BIG HEAD TODD & THE MONSTERS Resignation... (<i>Revolution</i>)	6
KULA SHAKER Hey Dude (<i>Columbia</i>)	6
SILVERCHAIR Abuse Me (<i>Epic</i>)	6
VERUCA SALT Volcano Girls (<i>Outpost/Geffen</i>)	6

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
COLLECTIVE SOUL Precious Declaration (<i>Atlantic</i>)	+663
BIG HEAD TODD & THE MONSTERS Resignation... (<i>Revolution</i>)	+162
SILVERCHAIR Abuse Me (<i>Epic</i>)	+158
BUSH Greedy Fly (<i>Trauma/Interscope</i>)	+142
STORYVILLE Blind Side (<i>Code Blue/Atlantic</i>)	+139
JONNY LANG Lie To Me (<i>A&M</i>)	+122
BLACK CROWES Better When You're... (<i>American/Reprise</i>)	+121
COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	+121
LIVE Lakini's Juice (<i>Radioactive</i>)	+117
TOM PETTY & THE HEARTBREAKERS Change... (<i>Warner Bros.</i>)	+100

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
TONIC Open Up Your Eyes (<i>Polydor/A&M</i>)
SOUNDGARDEN Burden In My Hand (<i>A&M</i>)
STONE TEMPLE PILOTS Trippin' On A Hole In... (<i>Atlantic</i>)
WALLFLOWERS 6th Avenue Heartache (<i>Interscope</i>)
DISHWALLA Counting Blue Cars (<i>A&M</i>)
METALLICA Until It Sleeps (<i>Elektra/EEG</i>)
ALICE IN CHAINS Over Now (<i>Columbia</i>)
EVERCLEAR Santa Monica (Watch The World Die) (<i>Capitol</i>)
BLACK CROWES Blackberry (<i>American/Reprise</i>)
TOOL Stinkfist (<i>Zoo</i>)

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



"Sounds Great!
No Second Thoughts!" - Dana Jang, KSJO
"F**king Kicking Ass" - Darren Taylor, WKZQ

burning at:
KSJO, KUPD, KIOZ, KLB, WJRR, WKZQ, KZBB, WGLF, KDOT, KRZR, WSTZ, WXKE, WRKR, WMJB, KZZE, KRQR, KQWB, KCMQ, KFMX, KOCD, KZZK, WTKX, KICA, WTOS, WYKT, KWBR, WTFX, KFFX

contact: Iguana Records (914) 428-8600

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	3W	2W	LW	TW	ARTIST/TITLE
23	24	27	22	22	STONE TEMPLE PILOTS/Lady Picture Show
-	-	-	-	-	JOHN MELLENCAMP/Just Another Day
21	26	25	18	18	WALLFLOWERS/One Headlight
24	23	25	17	17	BETTER THAN EZRA/Desperately Wanting
-	-	-	-	-	WIDESPREAD PANIC/Hope In A Hopeless...
-	-	-	-	-	BIG HEAD TODD /Resignation Superman
8	9	5	14	14	DAVE MATTHEWS BAND/Crash Into Me
21	25	26	12	12	RUSH/Half The World
14	26	26	11	11	DISHWALLA/Give
-	-	-	-	-	COUNTING CROWS/Daylight Fading
-	-	-	-	-	JOHNNY LANG/Lie To Me
-	-	-	-	-	ERIC JOHNSON'S R.V.
-	-	-	-	-	COREY STEVENS/Blue Drops Of Rain
13	25	26	10	10	JOURNEY/Can't Tame The Lion
12	8	8	10	10	DISHWALLA/Counting Blue Cars
-	-	-	-	-	R.E.M./Electrolite
-	-	-	-	-	U2/Discotheque
25	28	12	6	6	R.E.M./Bittersweet Me
27	26	8	6	6	COUNTING CROWS/A Long December
5	5	7	6	6	SUBLIME/What I Got
6	5	6	5	5	JARS OF CLAY/Flood
-	-	-	-	-	LIVE/Lakin's Juice
21	11	7	4	4	GREEN DAY/Tired Of Waiting...
5	5	6	4	4	SMASHING PUMPKINS/Thirty-Three
5	5	7	3	3	FAILURE/Stuck On You
5	5	6	3	3	STR/Looking For
-	-	-	-	-	ZZ TOP/Bang Bang
-	-	-	-	-	COLLECTIVE SOUL/Precious Declaration

MARKET #6
WWBR 102.7
WWBR/Detroit
(810) 589-7900
Bevilacqua

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
27	15	31	28	28	VAN HALEN/Can't Get This...
28	31	28	28	28	STONE TEMPLE PILOTS/Lady Picture Show
28	29	28	28	28	ZZ TOP/Bang Bang
25	21	28	28	28	METALLICA/Hero Of The Day
25	29	28	28	28	SOUNDGARDEN/Blow Up...
13	23	23	23	23	METALLICA/King Nothing
13	16	15	22	22	TOM PETTY & HB/Change The Locks
13	13	15	21	21	SPONGE/Have You Seen Mary
25	31	28	21	21	LOCAL H/Bound For The Floor
26	31	28	20	20	TONIC/Open Up Your Eyes
-	-	-	-	-	LIVE/Lakin's Juice
17	13	17	17	17	BLACK CROWES/Blackberry
24	30	16	16	16	U2/Discotheque
15	14	15	16	16	RUSH/Half The World
-	-	-	-	-	BETTER THAN EZRA/Desperately Wanting
15	14	14	14	14	COUNTING CROWS/Angels O...
16	13	14	14	14	SUBLIME/What I Got
15	10	15	13	13	SOUNDGARDEN/Burden In My Hand
14	12	13	13	13	VAN HALEN/Me Wise Magic
17	13	14	12	12	DARLAHOOD/Grow Your Own
20	14	12	12	12	TOM PETTY & HB/Climb That Hill
9	12	12	12	12	STR/Looking For
11	12	10	10	10	BUSH/Greedy Fly
11	10	10	10	10	TOOL/Stinkist
-	-	-	-	-	JOHNNY LANG/Lie To Me
-	-	-	-	-	WIDESPREAD PANIC/Hope In A Hopeless...
-	-	-	-	-	U2/Discotheque
10	9	11	10	10	SEVEN MARY THREE/Cumbersome
-	-	-	-	-	WHITE ZOMBIE/More Human Than...
10	9	10	10	10	KENNY WAYNE SHEPHERD/Deja Voodoo

MARKET #12
WKL 96rock
WKL/Atlanta
(404) 325-9860
Hughes/Kepple

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
33	30	33	33	33	BUSH/Blackberry
33	35	32	33	33	METALLICA/Hero Of The Day
33	32	32	32	32	SOUNDGARDEN/Blow Up
11	16	15	27	27	SILVERCHAIR/Abuse Me
-	-	-	-	-	LIVE/Lakin's Juice
-	-	-	-	-	COLLECTIVE SOUL/Precious Declaration
12	15	16	17	17	SPONGE/Have You Seen Mary
18	16	15	17	17	BLACK CROWES/Blackberry
35	24	18	16	16	VAN HALEN/Me Wise Magic
15	16	14	16	16	DARLAHOOD/Grow Your Own
6	14	20	16	16	VAN HALEN/Can't Get This...
15	15	15	15	15	SOCIAL DISTORTION/Was Wrong
15	9	14	15	15	WIDESPREAD PANIC/Hope In A Hopeless...
6	10	13	15	15	BUSH/Greedy Fly
12	15	15	15	15	BETTER THAN EZRA/Desperately Wanting
-	-	-	-	-	WALLFLOWERS/One Headlight
-	-	-	-	-	COUNTING CROWS/A Long December
11	10	12	12	12	METALLICA/King Nothing
8	8	11	11	11	TYPE O NEGATIVE/Love You To Death
-	-	-	-	-	TONIC/Casual Affair
2	8	9	9	9	OFFSPRING/All I Want
-	-	-	-	-	ATLANTA RHYTHM...Voodoo
7	9	8	8	8	STR/Looking For
8	8	9	8	8	DISHWALLA/Charlie Brown's...
-	-	-	-	-	TOOL/H
7	7	7	6	6	SUBLIME/What I Got
6	7	7	6	6	FAILURE/Stuck On You
-	-	-	-	-	THIRD DAY/Nothing At All
-	-	-	-	-	STONE TEMPLE PILOTS/Tumble In The Rough

MARKET #15
WBAB 95.3/102.3
WBAB/Long Island
(516) 587-1023
Buchmann/Welman

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
28	28	30	30	30	COUNTING CROWS/A Long December
21	29	29	29	29	WALLFLOWERS/One Headlight
25	29	29	29	29	VAN HALEN/Me Wise Magic
30	26	26	26	26	JOHN MELLENCAMP/Just Another Day
21	20	20	20	20	SPONGE/Have You Seen Mary
-	-	-	-	-	JOURNEY/Can't Tame The Lion
18	18	19	20	20	ZZ TOP/Bang Bang
7	7	18	18	18	SUBLIME/What I Got
20	17	17	17	17	U2/Discotheque
17	17	17	17	17	RUSH/Half The World
8	17	17	17	17	WIDESPREAD PANIC/Hope In A Hopeless...
-	-	-	-	-	LIVE/Lakin's Juice
10	10	11	11	11	COREY STEVENS/It's Over
14	14	10	10	10	VAN HALEN/Can't Get This...
8	8	13	10	10	BETTER THAN EZRA/Desperately Wanting
-	-	-	-	-	BETH HART BAND/Immortal
9	9	10	10	10	SMASHING PUMPKINS/You're All I Need...
-	-	-	-	-	COLLECTIVE SOUL/Precious Declaration
8	8	12	9	9	WILCO/Outcaste (Dutta...)
5	5	5	5	5	RUSTED ROOT/Path I Do Believe
-	-	-	-	-	STORYVILLE/Blind Side
-	-	-	-	-	ODDS/Someone Who's Cool

MARKET #16
WRCN 103.7 FM
WRCN/Long Island
(516) 423-6740
Tortora/Rodger

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
32	32	35	34	34	SPONGE/Have You Seen Mary
16	26	26	26	26	U2/Discotheque
32	34	36	34	34	SOUNDGARDEN/Blow Up...
27	33	35	31	31	SUBLIME/What I Got
19	21	22	28	28	BUSH/Greedy Fly
33	23	21	28	28	311/All Mixed Up
21	26	27	27	27	TOOL/Stinkist
-	-	-	-	-	METALLICA/King Nothing
22	25	25	23	23	STR/Looking For
-	-	-	-	-	LIVE/Lakin's Juice
6	15	13	21	21	WALLFLOWERS/One Headlight
21	22	21	21	21	STONE TEMPLE PILOTS/Lady Picture Show
15	14	14	14	14	BETTER THAN EZRA/Desperately Wanting
-	-	-	-	-	COLLECTIVE SOUL/Precious Declaration
-	-	-	-	-	SILVERCHAIR/Abuse Me
18	18	21	19	19	TYPE O NEGATIVE/Love You To Death...
14	17	13	19	19	SMASHING PUMPKINS/You're All I Need...
17	21	22	19	19	LOCAL H/Bound For The Floor
17	10	19	19	19	LOCAL H/BANG/Fire Water Burn
16	19	14	16	16	PEARL JAM/Hail, Hail
-	-	-	-	-	TONIC/Casual Affair
-	-	-	-	-	311/All Mixed Up
22	21	22	15	15	VAN HALEN/Me Wise Magic
-	-	-	-	-	FOUNTAINS OF WAYNE/Radiation Vibe
-	-	-	-	-	BIG HEAD TODD /Resignation Superman
34	25	21	13	13	DZDY OSBOURNE/Walk On Water
8	11	11	13	13	DISHWALLA/Counting Blue Cars
-	-	-	-	-	SMASHING PUMPKINS/Thirty-Three
13	15	12	12	12	ALICE IN CHAINS/Again
-	-	-	-	-	VERUCA SALTY/Volcano Girls

MARKET #18
KDKB 103.7
KDKB/Phoenix
(602) 897-9300
Maranville/Peterson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
26	33	26	32	32	COUNTING CROWS/A Long December
27	32	26	32	32	SHERYL CROW/Everyday Is...
29	33	28	31	31	DON HEALEY/Through Your Hands
10	14	14	25	25	BETTER THAN EZRA/Desperately Wanting
29	32	26	25	25	ZACK WYLDE/Way Beyond Empty
10	18	14	24	24	JOURNEY/Can't Tame The Lion
20	9	27	23	23	WALLFLOWERS/One Headlight
10	12	14	19	19	MATCHBOX 20/Push
14	13	14	19	19	SPONGE/Have You Seen Mary
11	17	15	17	17	JOHN MELLENCAMP/Crushing Around
-	-	-	-	-	BIG HEAD TODD /Resignation Superman
20	18	12	15	15	DISHWALLA/Give
-	-	-	-	-	DAVE MATTHEWS BAND/Lie In Our Graves
19	17	8	12	12	TOM PETTY & HB/Change The Locks
5	12	12	12	12	VERVE PIPE/The Freshman
19	17	14	11	11	ERIC JOHNSON'S R.V.
17	12	16	10	10	MATCHBOX 20/Real World
7	10	6	9	9	STORYVILLE/Good Day For...
-	-	-	-	-	COLLECTIVE SOUL/Precious Declaration
-	-	-	-	-	JOHNNY LANG/Lie To Me
-	-	-	-	-	LIVE/Lakin's Juice
12	7	6	7	7	MATCHBOX 20/Long Day
-	-	-	-	-	SILVERCHAIR/Abuse Me
11	17	4	7	7	WALLFLOWERS/Laughing Out Loud
7	9	7	7	7	BLACK CROWES/Good Friday
5	7	4	6	6	DAVE MATTHEWS BAND/Crash Into Me
11	7	6	6	6	JOHN MELLENCAMP/Just Another Day
-	-	-	-	-	U2/Discotheque
7	5	6	5	5	JOHN MELLENCAMP/Key West...
5	5	2	5	5	WALLFLOWERS/6th Avenue Heartache

MARKET #21
WDVE 103.5
WDVE/Pittsburgh
(412) 937-1441
Romano/Winter

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
18	8	19	22	22	R.E.M./Bittersweet Me
24	22	20	20	20	MATCHBOX 20/Long Day
-	-	-	-	-	WILCO/Outcaste (Dutta...)
13	14	13	18	18	WALLFLOWERS/6th Avenue Heartache
13	12	15	16	16	CLARKS/Mercy
12	10	13	16	16	TONIC/Open Up Your Eyes
15	13	15	15	15	CLARKS/Caroline
10	12	9	15	15	STONE TEMPLE PILOTS/Lady Picture Show
13	11	13	15	15	TOM PETTY & HB/Climb That Hill
9	11	12	14	14	COUNTING CROWS/A Long December
19	19	18	14	14	WALLFLOWERS/One Headlight
-	-	-	-	-	BIG HEAD TODD /Resignation Superman
-	-	-	-	-	BETTER THAN EZRA/Desperately Wanting
7	8	10	12	12	GATHERING FIELD/Rhapsody In Blue
8	10	4	10	10	METALLICA/Hero Of The Day
13	16	17	10	10	COUNTING CROWS/Angels O...
8	7	12	10	10	STORYVILLE/Good Day For...
2	6	6	9	9	VAN HALEN/Me Wise Magic
10	14	14	8	8	ZACK WYLDE/Between Heaven...
6	8	10	8	8	JOHN MELLENCAMP/Just Another Day
11	9	7	7	7	COREY STEVENS/It's Over
7	5	4	7	7	CHALK FARM/Lie On Lie
-	-	-	-	-	REFERENCES/Bananas
12	14	6	7	7	WHY STORE/Lack Of Water
-	-	-	-	-	DAVE MATTHEWS BAND/Crash Into Me
10	8	15	5	5	BLACK CROWES/Good Friday
12	8	7	5	5	SPONGE/Have You Seen Mary
6	5	4	5	5	GATHERING FIELD/Lost In America
4	-	5	5	5	BONEPONY/Where The Water's...
6	5	5	5	5	GOD GOOD DOLLS/Naked

MARKET #25
WEBN 93.7
WEBN/Cincinnati
(513) 621-9326
Richards/Reinhart

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
19	35	31	33	33	METALLICA/Hero Of The Day
19	35	31	33	33	SILVERCHAIR/Abuse Me
18	35	31	33	33	ALICE IN CHAINS/Nutshell
-	-	-	-	-	LIVE/Lakin's Juice
-	-	-	-	-	MIGHTY JOE PLUM/Live Through This
17	19	18	21	21	STONE TEMPLE PILOTS/Lady Picture Show
18	22	18	21	21	SOCIAL DISTORTION/Was Wrong
-	-	-	-	-	COLLECTIVE SOUL/Precious Declaration
19	22	18	19	19	STABBING WESTWARD/Shame
12	14	15	17	17	PEARL JAM/Smile
5	5	17	17	17	SOUNDGARDEN/Rhinosauro
11	15	15	17	17	SOUNDGARDEN/Blow Up
19	10	10	17	17	METALLICA/King Nothing
6	7	7	17	17	WALLFLOWERS/One Headlight
19	10	6	16	16	STONE TEMPLE PILOTS/Push
19	10	6	16	16	METALLICA/Ain't My Bitch
16	15	12	15	15	HUNGER/Vanishing Cream
18	16	15	15	15	VAN HALEN/Me Wise Magic
14	22	16	15	15	PEARL JAM/In My Tree
15	10	14	14	14	SOUNDGARDEN/Burden In My Hand
-	-	-	-	-	COLLECTIVE SOUL/Precious Declaration



SKY DANIELS

Finding The Sales 'Center'

□ While programming explores the 'left,' sales finds what is 'right' about the format

Talk to programmers about Alternative's image, and you're likely to engage in lively discussion about the task of balancing the active, innovative demands of a core audience with decisions that will make the format remain accessible to a broader audience. Talk to the sales managers of those same stations and you're likely to hear discourse on what is being done to elevate the mainstreaming aspects of the format's evolution. PDs need to keep the edge sharpened, and sales needs to smooth it out.

Offense, Not Defense



Mike Glickenhau

XTRA(91X)/San Diego GM Mike Glickenhau knows as well as anyone the story of Alternative's long evolution into the mainstream. Glickenhau has helped cultivate an understanding of

both a regional and national basis since 1983. He recalls, "When we started there were only a handful of stations that were true 'Alternatives.' There was KROQ/L.A., KQAK (The Quake)/SF, WXRT/Chicago, and us. On a national basis, no one was able to relate to what the format was. We spent a lot of time defining the format to clients, and, frankly, dispelling the negative perceptions our competitors were spreading. We had no success stories to call upon, so selling Alternative was quite a challenge."

Early on, though, Glickenhau saw signals that were promising. "Almost immediately we captured good early qualitative results. Back then, Media Audit did a perceptual

that showed active acceptance locally. We also engaged the San Diego State University's marketing department to do an extensive local research survey. The findings presented a great listener profile. We were attracting upscale, college-educated listeners with disposable income. Sharewise, we were getting a good foothold in the ratings, but we still dealt with negative perceptions."

Glickenhau remembers showing then-91X PD Trip Reeb [current KROQ/L.A. GM] his view of who the station's audience was. "Remember, back then we ourselves hadn't fully established who we were targeting. Trip and I would go to our station events to analyze the audience composition ourselves. We did a lot of legwork discovering why these people chose us. We started to see an attractive audience assemble at our events, so we were confident in bringing prospective clients

to them, hoping it would defuse certain 'perception-reality' issues. We did sales kits targeting those conflicts, hoping we could erase any stigmas that were developing."

Time As An Ally

Glickenhau relishes remembering the evolution, noting eras of passage along the way. "As more stations evolved toward this approach, we were greatly helped on the national basis. We could now draw comparisons with stations that ad agencies might know first-hand. As the WHFS/Washingtons came on the scene, we saw a collective of stations building a format. We also began to see young media buyers themselves align with the format in the late '80s. We were their station, so rather than be at a perceptual disadvantage, we were able to benefit from personal bias. Things really continued to improve as a result of creative agencies implementing the music styles into commercials. When McDonald's started using synths in commercials, we had come a long way."

"We began to see young media buyers align themselves with the format in the late '80s. When McDonald's started using synths in commercials, we had come a long way."

— Mike Glickenhau

the trend begin to gain momentum, and there was greater demand for this format. Rock had begun to stretch itself to follow its upper-end, and younger demos were frustrated. By the time the early '90s arrived, the format underwent an explosion that propelled it into the mainstream fully. Questions of durability were no longer an issue. We were no longer just a 'West Coast' format.

"We also began to outgrow the ramifications of being populated by the least-signaled sticks owned by operators that were nearly bankrupt. Like a lot of young-end formats, originally owners viewed this as something you could run cheaply. It was music-driven, so you'd hire young staffs for nothing and let the music be the driving force."

Glickenhau now sees new challenges facing the format, as it plays hardball. "This has become a viable niche to the biggest operators like [91X owner] Jacor. They recognize a need to develop philosophies that effectively represent the nuances of this format. Even in situations where we develop large clusters like San Diego, we still want to maintain separate sales staffs to represent the identities of



MANHATTAN COUGH EPIDEMIC— Slash/Warner Bros. artists Soul Coughing recently brought a taste of their legendary live performance to the airwaves of WXRK/NY. Gathered beforehand were (kneeling, l-r) WXRK MD Alexa Tobin, WB's Linda Walsh, WXRK's Mark Birger; (standing, l-r) Soul Coughing's Sebastian Steinberg, WXRK PD Steve Kingston, Coughsters Dodi, Mark DeGliAntoni, and Yuval Gabay.

this format. Where the cluster notion takes sales remains to be seen.

"No one has experienced the clustering effect long enough to see what will evolve. We know that to effectively sell you have to have expert sales reps who can identify opportunities and offer real solutions to advertisers. All the perceptual surveys in the world won't mean anything to a client if they don't achieve results. This format now has truly captured the 18-34 opinion-makers that advertisers desire. Every product seeks to become the leader in lifestyle trends and choice. You won't find many advertisers only concerned with demographic issues these days. They want to set buying trends. They can do it with the innovators we capture."

Another Evolution

For **WHYT/Detroit GSM Jeff Marcero**, he experienced another kind of evolution in his sales career. Unlike 91X with its long, steady heritage as an Alternative station, WHYT underwent a couple of



Jeff Marcero

formatic changes in his seven-year career there as both an AE and GSM. He notes, "When we first evolved into an Alternative station in 1994, we didn't really herald a format change. We didn't 'launch' the product in that regard. Our music presentation simply evolved from a rhythmic/rap approach to a harder alternative one."

"When we brought in the new programming team of [PD] Garrett Michaels and [APD] Alex Tear, it began to develop toward the accessible approach we now have. We wanted to get our product to a point where we felt it was ready to benefit from marketing. A lot of Alternative stations suffer from ineffective marketing compared to their competitors. Either they aren't aggressive in promotion, or they throw money at underdeveloped entities in a premature fashion. We wanted to make sure both listeners and advertisers would appreciate what we are before we did extensive marketing."

Marcero knows that in the Heartland, getting advertisers to know

"what they are" requires effort. "It's no secret advertisers can have negative misconceptions about this format," he says. "Sum it by saying tattoos and body-piercing. The reality is this is the contemporary music of choice for active 18-34 year olds. When clients come to our events like our recent 'Holiday Hootenanny,' they see 14,500 motivated consumers. We have a great balance of male and female, a good-looking audience composition. It's taken time, but now advertisers relate to who we really are. When you can state that your music is represented by core artists who are megastars like U2, R.E.M., Sheryl Crow, and the Dave Matthews Band, you don't alienate the advertiser, you attract them."

Stating The Strategy

Marcero, like many Alternative GSMs, feels that the essence of the format will ultimately become the audience advertisers must have. In an effort to display this, he likes to inform clients of the station's strategic efforts. "We don't play by cost-per-point approaches. We methodically walk our prospective clients through our strategies, showing them how we intend to grow our product and in turn grow their's."

"We tell them where we are, where we are going, and how we intend to get there. We inform them as to how we can help them reach similar results. Just flashing numbers and saying 'trust us' isn't enough for a cautious advertiser. You need to show them that you've done your homework and have a viable plan. Alternative is at the point where they have to be accountable for their efforts. We've overcome perceptual concerns, now we have to fulfill the format's real potential."

"We don't play by cost-per-point approaches. We methodically walk our prospective clients through our strategies, showing them how we intend to grow our product, and in turn grow theirs."

— Jeff Marcero

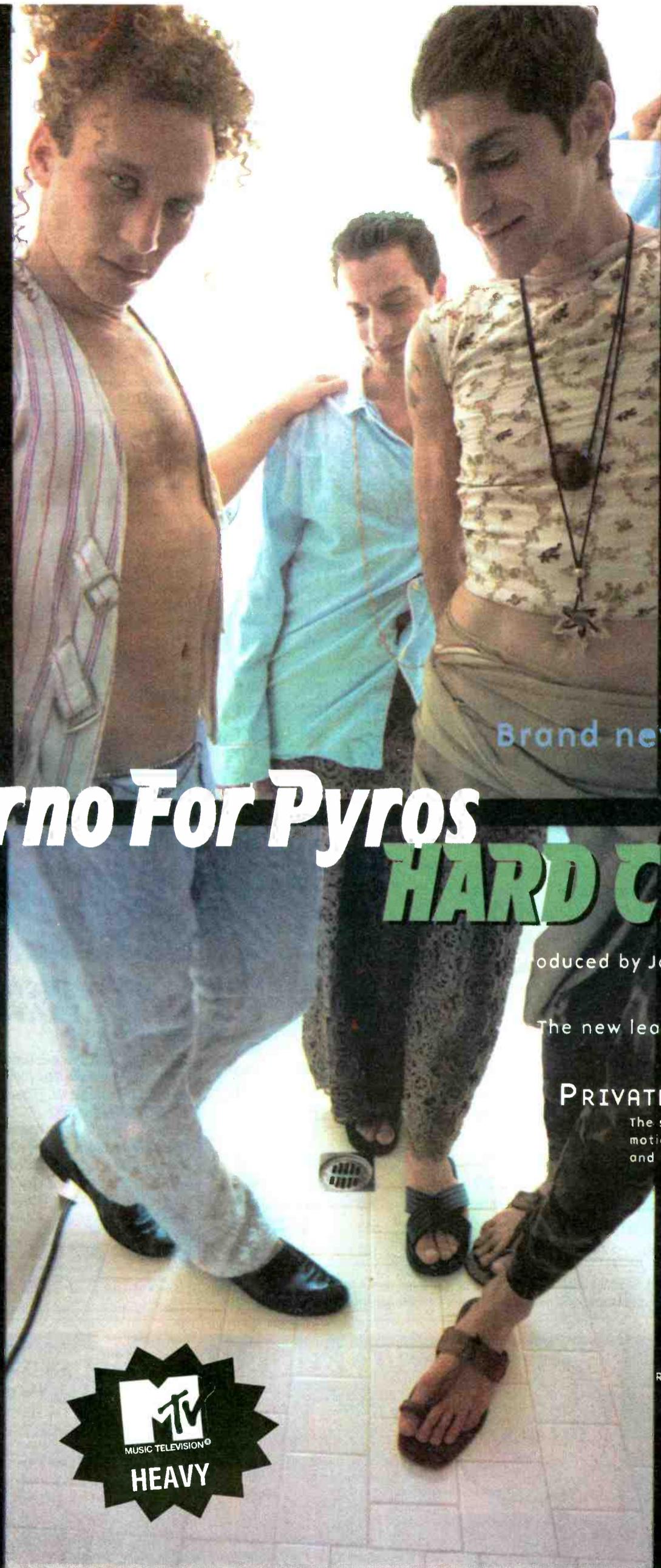
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SOHO "Whisper To A Scream"

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| KROQ | 91X | WQBK |
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| LIVE 105 | KLZR | KGDE |
| KOME | WAQZ | WCYY |
| WBCN | WOXY | WMAD |
| WFNX | WRLG | WBTZ |
| KDGE | KKND | WHMP |
| WHFS | KXRK | KPOI |
| KTBZ | WROX | KJEE |
| WENZ | WDGE | KXTE |
| KEGE | WBRU | KNRQ |
| KREV | WQXA | WWBX |
| KNDD | WBPZ | KFMZ |
| KPNT | KTEG | WGRG |
| KTCL | KICT | WBER |
| | | KRZQ |

Brand new Porno.

Porno For Pyros

HARD CHARGER

Produced by John King and Perry Farrell.

The new lead track from

HOWARD STERN

PRIVATE PARTS: THE ALBUM.

The soundtrack album from the motion picture by Rysher Entertainment and Paramount Pictures.

R&R **NEW & ACTIVE**

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Album in stores 2/25/97

Management:
Roger Leonard for CloudBreak Management



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FEBRUARY 7, 1997

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
3	1	1	1	U2 Discotheque (Island)	3361	3356	3311	2417	96/0
—	4	2	2	LIVE Lakini's Juice (Radioactive)	3196	3074	2720	14	95/0
2	3	4	3	SMASHING PUMPKINS Thirty-Three (Virgin)	2777	2769	2745	2656	91/0
5	5	5	4	COUNTING CROWS A Long December (DGC/Geffen)	2650	2525	2405	2234	84/0
1	2	3	5	GARBAGE #1 Crush (Capitol)	2553	2872	3072	3113	84/0
21	7	6	6	SILVERCHAIR Abuse Me (Epic)	2542	2390	2153	1586	93/2
11	9	7	7	WALLFLOWERS One Headlight (Interscope)	2541	2351	2108	1900	87/2
14	8	8	8	BUSH Greedy Fly (Trauma/Interscope)	2482	2298	2141	1728	88/1
4	6	9	9	311 All Mixed Up (Capricorn/Mercury)	2040	2250	2322	2396	74/0
20	14	11	10	CARDIGANS Lovefool (Mercury)	1976	1904	1809	1608	69/3
—	26	14	11	NINE INCH NAILS The Perfect Drug (Nothing/Interscope)	1899	1782	1197	—	92/0
19	10	10	12	DEPECHE MODE Barrel Of A Gun (Reprise)	1898	1955	1854	1617	90/0
28	22	16	13	SUBLIME Santeria (Gasoline Alley/MCA)	1876	1692	1387	1095	85/3
22	18	15	14	DAVE MATTHEWS BAND Crash Into Me (RCA)	1802	1713	1599	1526	80/4
17	12	12	15	OFFSPRING All I Want (Columbia)	1777	1882	1823	1620	85/0
26	20	17	16	SHERYL CROW Everyday Is A Winding Road (A&M)	1725	1637	1461	1261	73/1
9	11	13	17	BETTER THAN EZRA Desperately Wanting (Swell/Elektra/EEG)	1479	1796	1843	1992	64/0
BREAKER			18	VERUCA SALT Volcano Girls (Outpost/Geffen)	1384	808	260	—	85/8
BREAKER			19	SPACE Female Of The Species (Gut/Universal)	1115	876	602	313	67/9
27	28	24	20	SOUL COUGHING Super Bon Bon (Slash/WB)	1094	1120	1149	1112	59/0
8	19	21	21	NO DOUBT Don't Speak (Trauma/Interscope)	1038	1203	1530	2022	45/0
BREAKER			22	NO DOUBT Excuse Me Mr. (Trauma/Interscope)	1022	674	453	308	68/12
BREAKER			23	SOCIAL DISTORTION When The Angels Sing (550 Music)	1015	954	849	688	60/3
BREAKER			24	VERVE PIPE The Freshman (RCA)	1001	665	217	180	64/10
12	13	18	25	POE Hello (Modern/Atlantic)	1001	1470	1814	1868	48/0
31	31	27	26	SUICIDE MACHINES No Face (Hollywood)	1000	1042	1047	967	73/1
23	25	23	27	LUSCIOUS JACKSON Naked Eye (Grand Royal/Capitol)	956	1124	1273	1325	49/1
DEBUT			28	COLLECTIVE SOUL Precious Declaration (Atlantic)	923	—	—	—	73/72
—	49	43	29	PRODIGY Firestarter (Mute/Maverick/WB)	888	648	487	320	70/9
13	16	19	30	FOUNTAINS OF WAYNE Radiation Vibe (Tag/Atlantic)	869	1413	1633	1823	43/0
—	45	35	31	MUNDY To You I Bestow (Epic)	865	731	540	331	61/1
6	15	20	32	STONE TEMPLE PILOTS Lady Picture Show (Atlantic)	864	1319	1670	2074	45/0
29	30	28	33	WEEZER The Good Life (DGC/Geffen)	858	1008	1059	1027	50/0
10	17	22	34	SOUNDGARDEN Blow Up The Outside World (A&M)	854	1163	1633	1955	45/0
—	42	36	35	CAKE I Will Survive (Capricorn/Mercury)	840	712	563	358	55/4
7	23	25	36	BUSH Swallowed (Trauma/Interscope)	809	1091	1381	2069	38/0
—	—	44	37	R.E.M. Electrolite (Warner Bros.)	800	642	432	193	48/6
44	40	34	38	EELS Rags To Rags (DreamWorks/Geffen)	758	755	602	498	52/2
45	37	37	39	WILCO Outtasite (Outta Mind) (Reprise)	749	704	648	486	52/5
—	41	38	40	MARILYN MANSON Tourniquet (Nothing/Interscope)	690	696	592	361	59/3
18	24	26	41	RED HOT CHILI PEPPERS Love Rollercoaster (Geffen)	660	1048	1346	1618	36/0
DEBUT			42	KULA SHAKER Hey Dude (Columbia)	637	431	285	80	47/5
40	43	45	43	ASHLEY MACISAAC Sleepy Maggie (A&M)	552	586	549	553	37/1
25	27	32	44	BLOODHOUND GANG Fire Water Burn (Republic/Geffen)	538	855	1188	1317	35/0
35	36	42	45	REPUBLICA Drop Dead Gorgeous (RCA)	532	654	709	679	33/0
DEBUT			46	BIG HEAD TODD & THE MONSTERS Resignation... (Revolution)	524	294	233	91	35/5
DEBUT			47	FIONA APPLE Sleep To Dream (Work)	519	432	288	77	45/8
—	—	50	48	FUN LOVIN' CRIMINALS Fun Lovin' Criminals (EMI)	505	448	380	290	37/2
46	47	46	49	SPONGE Have You Seen Mary (Columbia)	486	559	513	468	21/0
—	—	—	50	BECK The New Pollution (DGC/Geffen)	479	303	181	67	56/33

This chart reflects airplay from January 27-February 2. Songs ranked by total plays. Highlighted songs indicate Breaker. 96 Alternative reporters. 95 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1997, R&R Inc.

BREAKERS®

VERUCA SALT		CHART
Volcano Girls (Outpost/Geffen)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	
1384/576	85/8	18

SPACE		CHART
Female Of The Species (Gut/Universal)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	
1115/239	67/9	19

NO DOUBT		CHART
Excuse Me Mr. (Trauma/Interscope)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	
1022/348	68/12	22

SOCIAL DISTORTION		CHART
When The Angels Sing (550 Music)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	
1015/61	60/3	23

VERVE PIPE		CHART
The Freshman (RCA)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	
1001/336	64/10	24

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
COLLECTIVE SOUL Precious Declaration (Atlantic)	72
PORNO FOR PYROS Hard Charger (Warner Bros.)	46
BECK The New Pollution (DGC/Geffen)	33
TOOL "H" (Zoo)	18
LOCAL H Fritz's Corner (Island)	13
NO DOUBT Excuse Me Mr. (Trauma/Interscope)	12
VERVE PIPE The Freshman (RCA)	10
PRODIGY Firestarter (Mute/Maverick/WB)	9
SNEAKER PIMPS 6 Underground (Virgin)	9
SPACE Female Of The Species (Gut/Universal)	9
STONE TEMPLE PILOTS Tumble In The Rough (Atlantic)	9
TONIC If You Could Only See (Polydor/A&M)	9
WHITE TOWN Your Woman (EMI)	9

Are you in Fritz's Corner?

LOCAL H

"Fritz's Corner"

#5 Most Added



MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
COLLECTIVE SOUL Precious Declaration (Atlantic)	+923
VERUCA SALT Volcano Girls (Outpost/Geffen)	+576
NO DOUBT Excuse Me Mr. (Trauma/Interscope)	+348
VERVE PIPE The Freshman (RCA)	+336
PRODIGY Firestarter (Mute/Maverick/WB)	+240
SPACE Female Of The Species (Gut/Universal)	+239
BIG HEAD TODD & THE MONSTERS Resignation... (Revolution)	+230
WHITE TOWN Your Woman (EMI)	+222
PORNO FOR PYROS Hard Charger (Warner Bros.)	+214
KULA SHAKER Hey Dude (Columbia)	+206

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.



"Outtasite (Outta Mind)"

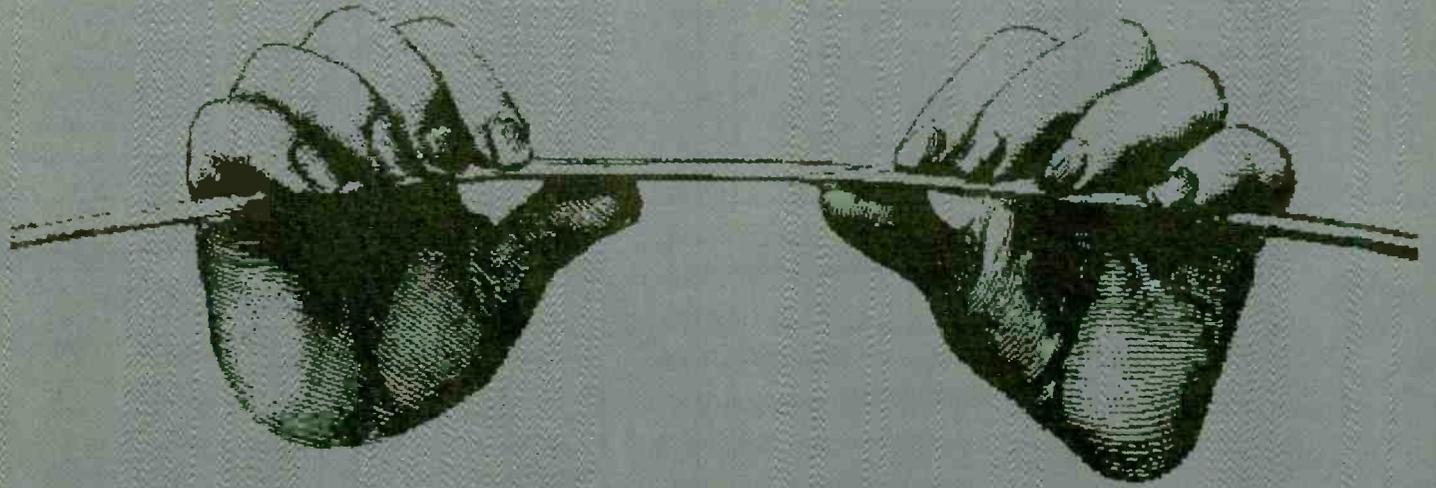
R&R: **39**, 749 plays BDS: #2 Chartbound!, 530 plays
Over 75,000 units scanned!!

WBZU-ADD	WGRD-ADD	WXZZ-ADD	WXSX-ADD
KQXR-ADD	KKDM-ADD	WMMS-22x	WXEG-23x
KLYY-23	WRXQ-21x	KROX-20x	WDGE-22x
WQXA-21x	KTEG-20x	KGDE-19x	KISF-18x
WDRE-19x	WNNX-17x	KZON-17x	KAEP-18x



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CAKE



I Will Survive

FROM THE ALBUM

Fashion Nugget

MANAGEMENT: BONNIE SIMMONS
OAKLAND, CA

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BDS MODERN ROCK MONITOR: 38*

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KNRK KZYR
WNFZ WVRK
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LIVE 105 KKND
WENZ WBIZ
THE FLASH WWBX
WDST WEGX
WIQB

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Rapidly Approaching Platinum!

ALTERNATIVE PLAYLISTS

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92.3 FM
K-ROCK

MARKET #1
WXRK/New York
(212) 314-9230
Kingston/Tobin

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
14	40	40	41	41	LIVE/Lakini's Juice
30	39	39	40	40	U2/Discotheque
33	35	39	39	39	METALLICA/Hero Of The Day
32	37	40	39	39	SOUNDGARDEN/Burden In My Hand
22	23	36	39	39	NIRVANA/Drain You
29	29	33	39	39	SMASHING PUMPKINS/Muzzle
39	40	33	38	38	SUBLIME/What I Got
30	35	35	38	38	NINE INCH NAILS/The Perfect Drug
36	31	32	35	35	311/All Mixed Up
36	31	32	35	35	RED HOT CHILI...Love Rollercoaster
39	38	38	33	33	GARBAGE/1 Crush
32	30	29	30	30	TOOL/Stinkfist
40	40	32	29	29	BUSH/Greedy Fly
18	22	24	28	28	SILVERCHAIR/Abuse Me
30	30	28	28	28	OFFSPRING/All I Want
16	25	27	27	27	BUSH/Greedy Fly
13	9	17	27	27	DAVE MATTHEWS BAND/Crash Into Me
38	35	29	26	26	CARDIGANS/Lovefool
19	19	24	24	24	DEPECHE MODE/Barrel Of A Gun
22	26	22	22	22	SUBLIME/Santeria
15	14	22	22	22	SOUL COUGHING/Super Bon Bon
15	10	13	21	21	COUNTING CROWS/A Long December
15	14	20	21	21	LUSCIOUS JACKSON/Naked Eye
32	26	21	19	19	SOUNDGARDEN/Blow Up...
41	33	25	19	19	SMASHING PUMPKINS/Thirty-Three
3	12	14	18	18	BECK/The New Pollution
12	14	10	17	17	SHERYL CROW/Everyday Is...
-	-	-	-	-	SPACE/Female Of...
-	-	-	-	-	VERUCA SALT/Volcano Girls
22	27	21	16	16	RAGE AGAINST...People Of The Sun

KROQ

MARKET #2
KROQ/Los Angeles
(818) 567-1067
Weatherly/Sandblom/
Worden

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
5	35	40	43	43	WHITE TOWN/Your Woman
-	-	-	-	-	LIVE/Lakini's Juice
38	38	38	40	40	BUSH/Greedy Fly
39	39	34	39	39	SUBLIME/Santeria
21	34	38	35	35	U2/Discotheque
28	30	22	34	34	311/Don't Stay Home
-	24	35	33	33	VERUCA SALT/Volcano Girls
28	21	33	32	32	SMASHING PUMPKINS/Thirty-Three
26	35	36	32	32	SPACE/Female Of...
26	31	26	27	27	SILVERCHAIR/Abuse Me
11	31	31	26	26	BECK/The New Pollution
20	23	23	25	25	DAVE MATTHEWS BAND/Crash Into Me
14	13	16	25	25	NO DOUBT/Excuse Me Mr.
39	36	28	24	24	GARBAGE/1 Crush
14	21	27	24	24	WALLFLOWERS/One Headlight
16	24	26	24	24	COUNTING CROWS/A Long December
-	-	-	-	-	OFFSPRING/Gone Away
34	26	21	21	21	OFFSPRING/All I Want
36	32	28	21	21	CARDIGANS/Lovefool
21	21	19	21	21	BUSH/Blow Up...
20	24	23	20	20	LOCAL H/Bound For The Floor
5	12	15	20	20	SQUIRREL NUT ZIPPERS/Hell
10	25	22	16	16	VERVE PIPE/The Freshman
20	15	9	14	14	SUICIDE MACHINES/No Face
-	-	-	-	-	NINE INCH NAILS/The Perfect Drug
22	15	17	13	13	DEPECHE MODE/Barrel Of A Gun
-	-	-	-	-	PRODIGY/Firestarter
-	-	-	-	-	BURK/My Miss You
-	8	6	11	11	FIONA APPLE/Sleep To Dream
-	-	-	-	-	TONIC/Who Could Only...

Q101

MARKET #3
WKQX/Chicago
(312) 527-8348
Gamble/Shuminas

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
29	53	64	61	61	OASIS/Whatever
36	56	6	58	58	COUNTING CROWS/A Long December
24	31	32	54	54	WALLFLOWERS/One Headlight
-	22	33	51	51	NINE INCH NAILS/The Perfect Drug
21	27	31	44	44	SPACE/Female Of...
67	62	62	44	44	CARDIGANS/Lovefool
48	38	42	38	38	SUBLIME/Santeria
25	42	20	36	36	BUSH/Greedy Fly
-	-	-	-	-	VERVE PIPE/The Freshman
36	27	27	33	33	SMASHING PUMPKINS/Thirty-Three
40	37	29	32	32	LOCAL H/Bound For The Floor
52	43	22	31	31	U2/Discotheque
-	29	30	30	30	LIVE/Lakini's Juice
14	15	25	29	29	SOUL COUGHING/Super Bon Bon
23	26	26	26	26	OFFSPRING/All I Want
25	30	17	25	25	REPUBLICA/Drop Dead Gorgeous
-	-	-	-	-	BECK/The New Pollution
16	20	16	23	23	PRODIGY/Firestarter
-	12	17	20	20	UNDERWORLD/Born Slippy
-	-	-	-	-	PORNO FOR PYROS/Hard Charger
-	-	-	-	-	WHITE TOWN/Your Woman
-	-	-	-	-	MUNDY/To You I Bestow
-	-	-	-	-	KORNA D.I.A.S.
-	14	14	18	18	VERUCA SALT/Volcano Girls
15	14	12	15	15	BLOODHOUND GANG/Fire Water Burn
25	15	14	15	15	SHERYL CROW/Everyday Is...
12	13	12	12	12	DEPECHE MODE/Barrel Of A Gun
52	47	23	14	14	311/All Mixed Up
12	11	14	14	14	NO DOUBT/Excuse Me Mr.

LIVE 105

MARKET #4
KITS/San Francisco
(415) 512-1D53
Sands/West/Axelsen

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
-	20	33	31	31	WHITE TOWN/Your Woman
10	30	29	30	30	LUSCIOUS JACKSON/Naked Eye
29	20	10	30	30	SMASHING PUMPKINS/Thirty-Three
-	28	28	28	28	LIVE/Lakini's Juice
-	-	-	-	-	ALABAMA 3/Am I Goin' To Goa
-	-	-	-	-	GREEN DAY/Don't Want To...
27	28	30	24	24	U2/Discotheque
31	30	30	23	23	SILVERCHAIR/Abuse Me
-	-	-	-	-	OMG/How Bizarre
-	-	-	-	-	CAKE/Will Survive
-	26	20	20	20	NINE INCH NAILS/The Perfect Drug
18	20	29	17	17	MUNDY/To You I Bestow
13	10	17	17	17	SUBLIME/Santeria
-	-	-	-	-	COUNTING CROWS/A Long December
-	-	-	-	-	WALLFLOWERS/One Headlight
-	-	-	-	-	STONE TEMPLE PILOTS/Tumble In The Rough
31	10	28	15	15	311/All Mixed Up
-	-	-	-	-	BECK/The New Pollution
21	17	20	15	15	NO DOUBT/Excuse Me Mr.
28	29	10	15	15	GARBAGE/1 Crush
5	5	9	15	15	MOBY/That's When I...
16	11	10	13	13	SNEAKER PIMPS/Underground
-	-	-	-	-	PAVEMENT/Shady Lane
19	17	17	12	12	DEPECHE MODE/Barrel Of A Gun
17	18	17	12	12	OFFSPRING/All I Want
7	14	15	12	12	RED HOT CHILI...Love Rollercoaster
17	16	14	12	12	PRODIGY/Breathe
-	-	-	-	-	ATARI TEENAGE RIOT/Atari Teenage Riot
19	19	12	12	12	KULA SHAKER/Hey Dude
18	18	10	12	12	SUICIDE MACHINES/No Face

89X

MARKET #5
CIMX/Detroit
(313) 961-9811
Brookshaw/Cannova

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
51	82	85	87	87	U2/Discotheque
33	66	80	86	86	OASIS/Whatever
-	70	76	84	84	LIVE/Lakini's Juice
86	83	87	87	87	311/All Mixed Up
70	87	83	85	85	SILVERCHAIR/Abuse Me
-	-	-	-	-	CARDIGANS/Lovefool
46	39	42	61	61	COUNTING CROWS/A Long December
67	40	37	57	57	SMASHING PUMPKINS/Thirty-Three
-	12	37	43	43	VERUCA SALT/Volcano Girls
-	-	-	-	-	SPACE/Female Of...
-	-	-	-	-	NO DOUBT/Excuse Me Mr.
-	12	40	40	40	WALLFLOWERS/One Headlight
47	51	52	38	38	OUR LADY PEACE/Superman's Dead
56	41	35	38	38	SUBLIME/Santeria
-	22	38	38	38	NINE INCH NAILS/The Perfect Drug
40	41	33	36	36	BUSH/Greedy Fly
-	-	-	-	-	ALANIS MORISSETTE/Right Through You
32	-	-	-	-	BIG SUGAR/If I Had My Way
78	37	34	27	27	CHANTAL KREVIATZUK/God Made Me
42	64	70	26	26	TOOL/Stinkfist
-	-	-	-	-	COLLECTIVE SOUL/Precious Declaration
-	-	-	-	-	WHITE TOWN/Your Woman
-	8	32	22	22	R.E.M./Electrolite
-	-	-	-	-	BECK/The New Pollution
5	13	11	20	20	COUNTING CROWS/Who's Cool
31	30	20	18	18	OFFSPRING/All I Want
37	24	17	17	17	DEPECHE MODE/Barrel Of A Gun
-	-	-	-	-	STONE TEMPLE PILOTS/Tumble In The Rough
9	-	-	-	-	RAGE AGAINST...Down Rodeo
8	12	12	8	8	SUICIDE MACHINES/No Face

6

MARKET #6
WHYT/Detroit
(313) 871-3030
Michaels/Tear

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
43	42	43	42	42	SUBLIME/What I Got
41	41	42	42	42	BARENAKED LADIES/The Old Apartment
41	42	40	41	41	311/All Mixed Up
38	38	39	40	40	NO DOUBT/Don't Speak
29	37	41	36	36	CARDIGANS/Lovefool
38	40	31	36	36	TONIC/Open Up Your Eyes
35	35	36	35	35	LUSCIOUS JACKSON/Naked Eye
32	34	35	32	32	SARAH MCLACHLAN/Possession
22	29	30	31	31	U2/Discotheque
26	31	31	31	31	BETTER THAN EZRA/Desperately Wanting
26	31	30	30	30	NO DOUBT/Spiderwebs
11	10	14	29	29	JEWEL/You Were Meant...
20	26	26	28	28	DEPECHE MODE/Barrel Of A Gun
18	15	21	28	28	SMASHING PUMPKINS/Thirty-Three
27	27	27	28	28	COUNTING CROWS/A Long December
25	27	23	28	28	WALLFLOWERS/One Headlight
28	28	21	28	28	STONE TEMPLE PILOTS/Lady Picture Show
28	25	27	28	28	DUNCAN SHEIK/Barely Breathing
14	27	27	28	28	R.E.M./Electrolite
28	28	27	28	28	BUSH/Blow Up...
13	15	19	27	27	SHERYL CROW/Everyday Is...
24	22	30	25	25	DAVE MATTHEWS BAND/Crash Into Me
27	28	26	24	24	GARBAGE/1 Crush
-	-	-	-	-	TORI AMOS/Silent All These...
-	-	-	-	-	LIVE/Lakini's Juice
-	-	-	-	-	TRICKY/Christian Sands
-	-	-	-	-	SILVERCHAIR/Abuse Me
-	-	-	-	-	SUBLIME/Santeria
-	-	-	-	-	SUICIDE MACHINES/No Face
-	-	-	-	-	NINE INCH NAILS/The Perfect Drug

94.5 THE EDGE

MARKET #7
KDGE/Dallas
(972) 770-7777
Folger/Smith/Peer

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
21	22	26	55	55	WALLFLOWERS/One Headlight
34	63	58	51	51	RED HOT CHILI...Love Rollercoaster
10	26	54	50	50	COUNTING CROWS/A Long December
46	67	52	38	38	U2/Discotheque
16	32	31	31	31	11/Gap
32	57	36	32	32	CARDIGANS/Lovefool
-	-	-	-	-	OMG/How Bizarre
21	23	27	26	26	SILVERCHAIR/Abuse Me
32	34	26	26	26	LIVE/Lakini's Juice
22	21	27	25	25	BETTER THAN EZRA/Desperately Wanting
-	-	-	-	-	COLLECTIVE SOUL/Precious Declaration
29	23	20	25	25	LUSCIOUS JACKSON/Naked Eye
23	24	29	23	23	BUSH/Greedy Fly
20	21	23	22	22	STONE TEMPLE PILOTS/Lady Picture Show
13	22	25	21	21	MATCHBOX 20/Long Day
31	26	17	20	20	DEPECHE MODE/Barrel Of A Gun
-	-	-	-	-	SPACE/Female Of...
21	22	23	23	23	SMASHING PUMPKINS/Thirty-Three
22	18	19	18	18	SUBLIME/Santeria
-	-	-	-	-	VERUCA SALT/Volcano Girls
16	19	16	17	17	SHERYL CROW/Everyday Is...
9	19	15	17	17	NO DOUBT/Excuse Me Mr.
-	-	-	-	-	VERVE PIPE/The Freshman
-	-	-	-	-	WHITE TOWN/Your Woman
-	-	-	-	-	PRODIGY/Firestarter
9	15	12	12	12	OFFSPRING/All I Want
-	-	-	-	-	OASIS/Whatever
-	-	-	-	-	JACKOPIERCE/Is It The Sun
-	-	-	-	-	DAVE MATTHEWS BAND/Crash Into Me
12	17	13	10	10	SOUL COUGHING/Super Bon Bon

WHFS 99.1

MARKET #8
WHFS/Washington
(301) 306-0991
Benjamin/Waugh/Ferris

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
35	35	35	35	35	311/All Mixed Up
25	35	35	35	35	CARDIGANS/Lovefool
35	35	35	35	35	DAVE MATTHEWS BAND/Crash Into Me
-	-	-	-	-	LIVE/Lakini's Juice
35	35	35	35	35	SILVERCHAIR/Abuse Me
25	35	35	35	35	SPACE/Female Of...
35	35	35	35	35	SUBLIME/Santeria
25	35	35	35	35	U2/Discotheque
25	25	25	25</		

ALTERNATIVE PLAYLISTS

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

101.5 FM MARKET #18
KZON/Phoenix (602) 258-8181 Pugh/Smith

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
6	5	14	28		COUNTING CROWS/Daylight Fading
24	27	26	28		DAVE MATTHEWS BAND/Crash Into Me
25	28	27	28		FOUNTAINS OF WAYNE/Radiation Vibe
17	24	28	27		PEARL JAM/Oh He Goes
20	21	26	26		BODEANS/Hurt By Love
15	18	21	26		POE/Hello
27	28	27	26		WALLFLOWERS/One Headlight
16	20	25	25		SMASHING PUMPKINS/Thirty-Three
-	4	14	24		R.E.M./Electrolite
4	12	16	17		WILCO/Outstare (Outta...)
16	17	16	17		ODDS/Someone Who's Cool
16	11	13	16		FIONA APPLE/Sleep To Dream
7	13	15	16		CHALK FARM/Live Tomorrow
15	17	14	16		WHY STORE/Father
8	11	12	16		UGLY AMERICANS/You Turn Me On
5	8	10	15		BIG HEAD TODD.../Resignation Superman
12	15	17	15		DISHWALLA/Give
13	16	13	14		SPONGE/Have You Seen Mary
16	22	13	14		U2/Discotheque
-	4	13	13		NO DOUBT/Happy Now?
-	4	13	13		SILVERCHAIR/Abuse Me
17	12	13	13		STR/Until Now
-	4	12	12		BETTER THAN EZRA/Normal Town
-	4	12	12		MEXICO 701/Want You
10	11	12	11		LUSCIOUS JACKSON/Naked Eye
11	12	11	11		SACHEL/Without Love
13	12	11	11		SCREAMING TREES/All I Know
4	9	10	10		MUNDY/You I Bestow
6	6	11	9		GARBAGE/1 Crush
-	4	9	9		JAMES/She's A Star

the 105.9 MARKET #20
WXDX/Pittsburgh (412) 937-1441 Castellini/Diana

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
31	34	34	35		LUSCIOUS JACKSON/Naked Eye
32	35	32	35		311/All Mixed Up
35	32	34	34		SMASHING PUMPKINS/Thirty-Three
35	34	34	34		BETTER THAN EZRA/Desperately Wanting
33	35	32	34		BUSH/Greedy Fly
31	34	34	34		CAKE/The Distance
24	24	24	34		NO DOUBT/Excuse Me Mr.
30	17	21	33		SHERYL CROW/Everyday Is...
-	24	32	33		CARDIGANS/Lovefool
34	36	35	32		COUNTING CROWS/A Long December
35	34	33	32		SUBLIME/What I Got
9	24	30	31		DAVE MATTHEWS BAND/Crash Into Me
35	35	35	30		BECK/Devils Haircut
26	30	29	29		SOCIAL DISTORTION/When The Angels Sing
35	35	32	29		LOCAL H/Bound For The Floor
-	-	28	28		OASIS/Whatever
20	27	26	28		U2/Discotheque
11	24	28	27		SARAH MCLACHLAN/Possession
25	28	28	27		GARBAGE/1 Crush
28	29	29	27		POE/Hello
-	28	26	26		LIVE/Lakini's Juice
-	-	25	25		REPUBLIC/Drop Dead Gorgeous
-	-	25	25		JAMES/She's A Star
-	-	18	18		VERUCA SALTO/No One Is
19	18	19	19		SOUL COUGHING/Super Bon Bon
20	14	19	19		SOUNDGARDEN/Blow Up...
14	14	19	19		OFFSPRING/All I Want
12	10	17	13		FIONA APPLE/Sleep To Dream
-	11	12	12		NINE INCH NAILS/The Perfect Drug
-	-	10	12		PRODIGY/Firestarter

107.9 END MARKET #22
WENZ/Cleveland (216) 861-0100 Robertson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
17	46	48	49		U2/Discotheque
19	19	47	49		SPONGE/Have You Seen Mary
13	17	44	49		BUSH/Greedy Fly
-	47	49	48		LIVE/Lakini's Juice
46	47	48	48		COUNTING CROWS/A Long December
47	48	47	48		DAVE MATTHEWS BAND/Crash Into Me
46	45	48	48		SMASHING PUMPKINS/Thirty-Three
20	18	45	48		OFFSPRING/All I Want
48	47	48	47		GARBAGE/1 Crush
-	18	20	21		JAMES/She's A Star
20	18	21	21		SUBLIME/Santeria
22	19	20	21		SPACE/Female Of...
23	18	20	20		CARDIGANS/Lovefool
23	19	20	20		WALLFLOWERS/One Headlight
17	18	19	20		SILVERCHAIR/Abuse Me
-	19	20	20		VERUCA SALTO/No One Is
21	18	20	20		K'S CHOICE/Not An Addict
22	20	17	20		MUNDY/You I Bestow
21	19	17	20		EELS/Rags To Rags
22	18	17	20		311/All Mixed Up
-	-	20	20		TRICKY/Christian Sands
20	19	19	19		CAKE/Will Survive
-	20	19	19		REDD KROSS/Stoned
-	-	18	19		VERVE PIPE/The Freshman
19	18	16	19		PEARL JAM/Oh He Goes
22	28	24	18		SOUL COUGHING/Super Bon Bon
21	17	20	18		LUSCIOUS JACKSON/Naked Eye
-	12	20	18		ASHLEY MACISAAC/Sleepy Maggie
20	21	19	18		WILCO/Outstare (Outta...)
20	19	18	18		WEEZER/The Good Life

wmms 103.5 FM MARKET #22
WMMS/Cleveland (216) 781-9667 Neumann

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
29	29	37	41		DARLAHODD/Grow Your Own
38	41	40	39		SPONGE/Have You Seen Mary
38	40	41	39		OFFSPRING/All I Want
44	43	39	38		BUSH/Greedy Fly
29	29	30	37		BETTER THAN EZRA/Desperately Wanting
41	41	35	36		ALICE IN CHAINS/Would?
28	27	30	31		MATCHBOX 20/Long Day
22	26	30	30		U2/Discotheque
32	30	30	30		WALLFLOWERS/One Headlight
27	29	30	29		POE/Hello
-	26	28	29		LIVE/Lakini's Juice
39	42	30	27		PRESIDENTS OF.../Mach 5
19	27	25	26		WILCO/Outstare (Outta...)
25	26	24	26		SUBLIME/What I Got
28	30	28	25		STR/Looking For
17	19	20	25		METALLICA/King Nothing
25	26	25	25		PEARL JAM/Black, Red, Yellow
24	19	23	25		COUNTING CROWS/A Long December
24	27	25	26		TYPE O NEGATIVE/love You To Death
41	40	37	34		TOM PETTY & HB/Climb That Hill
26	25	24	24		EELS/Rags To Rags
-	9	21	23		BIG HEAD TODD.../Resignation Superman
40	37	36	33		METALLICA/Hero Of The Day
-	-	22	22		TOM PETTY & HB/Change The Locks
18	19	17	22		COORSDION OF.../Drowning In
17	19	19	19		WEEZER/The Good Life
17	18	18	18		SUICIDE MACHINES/No Face
-	5	16	17		NINE INCH NAILS/The Perfect Drug
-	-	10	17		KULA SHAKER/Hey Dude
-	-	10	17		MUNDY/You I Bestow

SPACE 39 - 31 - 19
BLAST-OFF!
SEE SPACE & REEL BIG FISH Live
Fri. Night At Gavin At Tipitina's, New Orleans

94.7 NBX MARKET #24
KNRK/Portland, OR (503) 223-1441 Hamilton/Souther

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
37	37	38	38		SOUNDGARDEN/Blow Up...
-	-	37	37		COLLECTIVE SOUL/Precious Declaration
18	38	37	37		BUSH/Greedy Fly
-	22	36	37		LIVE/Lakini's Juice
-	38	35	37		NINE INCH NAILS/The Perfect Drug
36	38	38	37		SILVERCHAIR/Abuse Me
34	36	38	37		U2/Discotheque
23	22	23	23		DEPECHE MODE/Barrel Of A Gun
21	21	23	23		SOCIAL DISTORTION/When The Angels Sing
-	7	23	23		SPACE/Female Of...
21	24	22	22		NO DOUBT/Excuse Me Mr.
11	21	20	22		SMASHING PUMPKINS/Thirty-Three
21	21	21	21		311/All Mixed Up
35	21	21	21		LUSCIOUS JACKSON/Naked Eye
18	19	19	21		U2/Discotheque
-	22	21	21		SUBLIME/Santeria
-	21	21	21		VERVE PIPE/The Freshman
21	11	20	20		BETTER THAN EZRA/Desperately Wanting
14	4	22	20		FAULRE/Struck On You
-	21	20	20		MUNDY/You I Bestow
23	20	20	20		WEEZER/The Good Life
19	19	19	19		ALICE IN CHAINS/Over Now
19	19	19	19		ALICE IN CHAINS/Would?
18	15	15	15		DAVE MATTHEWS BAND/Crash Into Me
-	-	18	18		STONE TEMPLE PILOTS/Tumble In The Rough
38	20	38	18		STONE TEMPLE PILOTS/Lady Picture Show
21	21	21	17		OFFSPRING/All I Want
20	21	16	16		SHERYL CROW/Everyday Is...
-	-	16	16		OMG/How Bizarre

107.1 MARKET #25
WAQZ/Cincinnati (513) 621-9326 Harris/Schiesler

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
42	36	41	45		CARDIGANS/Lovefool
30	39	42	40		U2/Discotheque
33	30	34	39		POE/Hello
37	34	41	39		COUNTING CROWS/A Long December
35	32	32	38		NO DOUBT/Don't Speak
-	35	33	38		DUNCAN SHEIKS/Barely Breathing
32	33	39	37		DAVE MATTHEWS BAND/Crash Into Me
20	23	30	37		GARBAGE/1 Crush
13	19	24	36		SHERYL CROW/Everyday Is...
-	33	30	34		LIVE/Lakini's Juice
31	34	28	32		RED HOT CHILI.../Love Rollercoaster
-	7	18	31		TORI AMOS/Silent All These...
-	-	11	31		BODEANS/Hurt By Love
23	30	30	28		WALLFLOWERS/One Headlight
42	38	30	25		SILVERCHAIR/Abuse Me
12	21	22	22		R.E.M./Electrolite
19	21	22	22		SUBLIME/Santeria
33	30	34	22		DEPECHE MODE/Barrel Of A Gun
30	35	36	21		SMASHING PUMPKINS/Thirty-Three
20	21	19	20		SHAWN COLVIN/Sunny Came Home
-	9	19	20		REPUBLIC/Drop Dead Gorgeous
-	-	9	19		PAULA COLE/Whisper
19	18	20	18		LOCAL H/Bound For The Floor
21	23	20	17		FOUNTAINS OF WAYNE/Radiation Vibe
-	11	16	16		VERVE PIPE/The Freshman
7	7	7	16		BETTER THAN EZRA/Desperately Wanting
20	22	21	15		PEARL JAM/Oh He Goes
-	16	18	14		OFFSPRING/All I Want
32	32	28	13		STONE TEMPLE PILOTS/Lady Picture Show
-	12	13	12		NINE INCH NAILS/The Perfect Drug

97X MARKET #25
WOXY/Cincinnati (513) 523-4114 Teilmann/Fyffe

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
5	11	23	23		U2/Discotheque
5	11	23	23		DAVID BOWIE/Little Wonder
-	11	23	23		LIVE/Lakini's Juice
-	3	22	22		BRUCE COCKBURN/Night Train
21	23	10	22		BUTTER O'BUTTER/Up 69
-	3	21	21		BUILT TO SPILL/Intrastable
-	10	16	16		NINE INCH NAILS/The Perfect Drug
10	5	13	12		PAULA COLE/Whisper
2	11	12	12		R.E.M./Electrolite
7	12	12	12		MICHELLE SHOCKED/The Hard Way
1	9	10	12		JON SPENCER/Blues.../Wall
11	11	12	11		CHAINS/SAW KITTENS/Tongue Trick
11	12	12	11		CHAINS/SAW KITTENS/Heartcatchthump
11	12	11	11		WEDDING PRESENT/Fittes
-	3	11	11		WEDDING PRESENT/Hula Doll
1	11	12	11		WILCO/Someday Soon
10	12	12	11		WILCO/Monday
11	10	12	11		BILLY BRAGG/Space Race Is Over
-	10	11	11		DEPECHE MODE/Barrel Of A Gun
10	10	10	11		SOCIAL DISTORTION/When The Angels Sing
10	10	10	11		CAKE/Will Survive
11	10	11	11		ROBYN HITCHCOCK/Beautiful Queen
10	10	11	11		SPACE/Female Of...
11	11	11	11		HEADS/Punk Loita
-	3	11	11		LILYS/Daz En El Hogar
1	11	11	10		PAULA COLE/Road To Deeds
11	9	10	10		TRICKY/Christian Sands
-	1	10	10		TRICKY/Tricky Kid
12	11	12	10		MICHELLE SHOCKED/Homestead

103.9 MARKET #26
KCXX/Riverside (909) 384-1039 Arnold

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
-	13	27	39		DEPECHE MODE/Barrel Of A Gun
15	29	25	29		CARDIGANS/Lovefool
-	31	26	39		U2/Discotheque
-	31	28	38		LIVE/Lakini's Juice
23	31	25	35		NO DOUBT/Don't Speak
15	9	18	32		CAKE/The Distance
-	13	23	29		GARBAGE/1 Crush
14	13	17	28		BETTER THAN EZRA/Desperately Wanting
11	20	22	27		VALLEJO/Just Another Day
14	13	12	27		COUNTING CROWS/A Long December
14	29	13	27		SMASHING PUMPKINS/Thirty-Three
-	1	26	31		SILVERCHAIR/Abuse Me
12	13	13	26		SPACE/Female Of...
9	7	16	26		SUBLIME/Santeria
7	16	26	26		WALLFLOWERS/One Headlight
10	13	15	25		LUSCIOUS JACKSON/Naked Eye
15	9	25	23		DAVE MATTHEWS BAND/Crash Into Me
11	9	13	20		FOUNTAINS OF WAYNE/Radiation Vibe
8	15	12	20		FUN LOVIN' CRIMINALS/Fun Lovin' Criminals
11	18	13	13		COMMON SENSE/Every Day
10	8	11	12		EELS/Rags To Rags
-	7	12	12		SHERYL CROW/Everyday Is...
14	9	15	12		GOLDENFINGER/Pictures
-	1	10			

Break Through

Artist:

PRODIGY

TRACK: "FIRESTARTER"
 PRODUCER: L. HOWLETT
 LABEL: MUTE/MAVERICK/WB

years of serious raving, dating back to their breakthrough club hit "Charly." While Liam worked as a re-mixer for acts like **Jesus Jones**, he gained an acute awareness of what could reach the masses.

Now the electronica fervor is reaching evangelical heights, and Prodigy is bearing the burden of bringing the form to the mainstream. As **KITS/SF MD Aaron Axelsen** empathized, "Every trend requires its martyr to throw their lives down to break open the doors for others." The good news is Prodigy isn't going to be a sacrificial lamb. With "Firestarter" becoming a phenom, and "Breathe" poised to be an immediate follow-up, by the time the album arrives in June, the gospel will have been heard.

• **Influences:** Cypress Hill, House Of Pain, Specials, Helmet

• **Artist POV:** Howlett wants Prodigy to be a live experience, not just a recorded sound. "We don't care about having pop hits, because that comes from just being in people's faces all the time. Playing live onstage at festivals, that's where we get our buzz. Why shouldn't Prodigy be on stage with big rock bands. Our music is really rock music made with electronic equipment."

— Sky Daniels

essentials: It feels weird writing about Prodigy in Breakthrough Artist. Maybe because we've been championing them for a year, between the R&R Specialty Show panel play and the different articles we've done on electronica. Yet, here they are making the Alternative



chart and causing mass debates. The much-publicized heavy deal that **Freddy DeMann** and Co. threw at them has gained the entire genre a new measure of intense interest. C'mon, even the *Wall Street Journal* profiled the form this week.

For **Liam Howlett**, **Keith Flint**, **Maxim Reality**, and **Leeroy Thornhill**, it's been five

Breakthrough Artist highlights breaking artists charting for the first time.

Stone Temple Pilots
 "Tumble In The Rough" (Atlantic)
 KTBZ/Houston - PD Cruze:



When most people think of Stone Temple Pilots, they think, "Yeah ... cool band. That guy, **Weiland**, has that 'in-and-out-of-rehab' thing going on. I hope he's okay because that band really rocks." ■

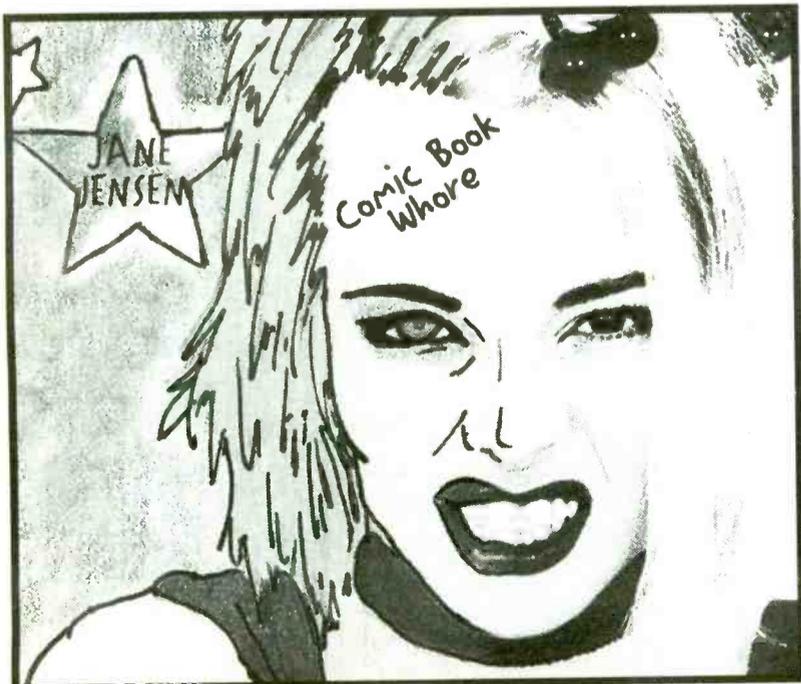
I, on the other hand, think, "core artist." All of their rock singles are still huge in research. The truth is, Stone Temple Pilots occupies a rare position for bands at this format: core artists, extremely credible to our PI listeners, and yet have huge, mass-appeal success. And while I remember hearing some programmers moaning about "Tiny Music"'s disappointing sales, here the album has very quietly sold a couple of bazillion copies. ■ "Tumble In The Rough" is a rocker in the tradition of this band's best and most successful tracks. All of the ingredients are present — a great guitar riff, a one-listen hook, and Weiland's rock-star swagger. As Alternative programmers begin to "reach" a little bit to find the "next big thing," I think it's important not to overlook what's right in front of our noses. And if you don't want to take my word for it, compare your research for the last "techno-pop-this-is-going-to-change-the-face-of-music-as-we-know-it" record to your score for "Trippin' On a Hole In a Paper Heart." ■ I rest my case.

Cruze:
ON THE RECORD
BUZZ

Collective Soul's blowout week demonstrates how a great song invalidates image concerns. The format would be best served by laying claim to this one early (and often) ... **Porno For Pyros'** latest track had to be rush released due to demands created by **Howard Stern's** early playing of it. Stations competing with Stern are focusing on retaining ownership of **Porno**, while not electing to mention his motion picture in the sell ... In the **We're-Not-Rock Dept.:** **Space** continues to explore the hit frontier. If you don't play this, your CHR competitor will ... Likewise, the buzz on **White Town** indicates a quick climb to pop acceptance ... One

common thread of success in the first quarter is the format's attention to bands with touring bases. On the heels of breakthroughs by bands like **311**, I'm seeing **Big Head Todd**, **Bosstones**, and **Wilco** benefit from roadwork...

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:
 WEQX/Albany
 WHMP/Springfield, MA
 WJPZ/Syracuse

Spinning At:
 WFNX KLZR KQRX WDX WZRH
 WCYY WQXA WRLG WXEG WRXQ
 KTCL WENZ KTOZ WXPS 37x WDGE
 WQXY KTBZ X96 WGRG KDEO
 WAQZ and more!

On tour with
BETTER THAN EZRA



NEW MUSIC SPECIALTY SHOWS

L7 Squares 'Off' On The Panel

L7 grabbed a solid ride from the R&R Specialty Show panel with "Wagon" rolling at WHFS/Washington, XTRA/San Diego, and WPLA/Jacksonville, amongst others. White Town is growing beyond being a West Coast phenom. This funky gender-bender is bumping and grinding at KPNT/St. Louis, WRXQ/Memphis, and others to place second. Remaining on the subject of sexual identity, James takes its deceptively pretty, while lyrically insightful, "She's A Star" to a strong third place by way of spins at KREV/Minneapolis, XHRM/San Diego, and more. With a need to retain 25-29s, can mainstream acceptance evade this gem? Overall, these are extremely fertile times for the panel, with tons of emerging artists as well as still vital old friends providing a hot stack for our hosts. Record To Watch: Atari Teenage Riot.

WXDX/Pittsburgh

Edge Of The X

Sunday, January 26



SILVERCHAIR Lie To Me (Epic)

SILVERCHAIR Pop Song For Us Rejects (Epic)

SILVERCHAIR The Door (Epic)

SILVERCHAIR No Association (Epic)

BEN FOLDS FIVE Brick (550 Music)

BEN FOLDS FIVE Selfless Cold And Dumped (550 Music)

MUNDY Pardon Me (Epic)

HANDSOME Needles (Epic)

NIXONS Leave (MCA)

THROWING MUSES Freeloader (Rykodisc)

PIGEONHEAD 31st Of July (Sub Pop)

JANE JENSEN More Than I Can (Interscope)

TOP 20 ARTISTS

Ranked by total number of shows reporting artist.

1. L7 (Slash/Reprise)
2. WHITE TOWN (EMI)
3. JAMES (Mercury)
4. SNEAKER PIMPS (Virgin)
5. SQUIRREL NUT ZIPPERS (Mammoth/Atlantic)
6. JON SPENCER BLUES... (Matador)
7. ORBIT (A&M)
8. BUILT TO SPILL (Warner Bros.)
9. MOBY (Elektra/EEG)
10. PRODIGY (Mute/Maverick/WB)
11. REEL BIG FISH (Mojo/Universal) Airplay Includes: WAQX, WPLA, WZRH
12. TRICKY (Island) Airplay Includes: KEGE, WEDG, WFNX
13. ATARI TEENAGE RIOT (Grand Royal) Airplay Includes: KOME, KNDD, XTRA
14. FROGPOND (Tristar) Airplay Includes: KNRQ, KXTE, WHFS
15. PAVEMENT (Matador) Airplay Includes: KREV, WBRU, KISF
16. BJORK (Elektra/EEG) Airplay Includes: KJEE, KNRX, WBTZ
17. SPACE (Gut/Universal) Airplay Includes: KXRK, WAQZ, WLUM
18. VERUCA SALT (Outpost/DGC/Geffen) Airplay Includes: KTBZ, KNRX, WQXA
19. JANE JENSEN (Interscope) Airplay Includes: WDGE, WRXQ, WXDX
20. OMC (Huh!/Mercury) Airplay Includes: KCXX, KPNT, XHRM



L7

Compiled by Lynn Beaudoin

SPECIALTY SHOW REPORTERS

Shows and their Top 5 songs listed alphabetically by market

<p>WQBK/Albany, NY Over The Edge Monday midnight-1am Kelli McNamara Birdbrain "Youth Of America" Bennet "Someone Always Gets There First" Frogpond "Be" White Town "Your Woman" Dodgy "In A Room" Comet "Rocket Flare"</p>	<p>KTBZ/Houston, TX Lunar Rotation Sunday 7-9pm David Sadof Dodgy "In A Room" Fluffy "Black Eye" James "She's A Star" Less Than Jake "Johnny Quest..." Pavement "Stereo"</p>	<p>KREV/Minneapolis, MN Counter Revolution Wednesday 10-11pm Christine Kaas Bis "School Disco" Gus Gus "Polyesterday" Built To Spill "Made Up Dreams" Bill Janovitz "Gaslight" Blur "Beetlebum"</p>	<p>XHRM/San Diego, CA The Flash Zone Saturday 9pm-2am Greg Pearson Sneaker Pimps "If Underground" Big Bad Todd "Resurrection Superstar" Fluffy "Black Eye" Bjork "I Miss You" Orbit "Medicine"</p>
<p>WFNX/Boston, MA Moods For Moderns Sunday 8-10pm Charlie Apex Twin "To Cure A..." Baby Gopal "Shiva" Bent "Tabloid Grind" Brigid Boden "Oh How I Cry..." Comet "Rocket Flare"</p>	<p>WPLA/Jacksonville, FL Forbidden Planet Saturday 8pm-1am Robert Goodman Less Than Jake "Automatic" Tear Garden "In Search Of..." Reel Big Fish "Sell Out" Queers "Punk Rock Girls" Everclear "Local God"</p>	<p>WZRH/New Orleans, LA Beyond The Charts Sunday 8-11pm Troy Blossman Dodgy "In A Room" Blinker The Star "My Dog" 60 Ft. Dolls "Stay" Reel Big Fish "Sell Out" Fastball "Human Torch"</p>	<p>XTRA/San Diego, CA Muckley's Floorboard Wednesday midnight-2am Chris Muckley White Town "Your Woman" Thingy "Pony!" Protein "My Blood" L7 "Off The Wagon" Zumpano "Let's Fight"</p>
<p>WEDG/Buffalo, NY Over And Beyond Sunday 9-10:30pm Rich Wall & Brad Maybe Odds "Someone Who's Cool" Bill Janovitz "Red Balloon" Built To Spill "Untrustable" Beck "The New Pollution" Moby "That's When I..."</p>	<p>KISF/Kansas City, MO Living Room Sunday 8-10pm Stan & Joel Outhouse "Welcome" Plexi "Roller Rock Cam" Chavez "Top Pocket Man" Engine 88 "Stairway" Orbit "Medicine"</p>	<p>KNRX/Oklahoma City, OK Xtremities Sunday 8-9:30pm Geno Pearson Squirrel Nut Zippers "Hell" My Dug Hel "Girl At The Bus Stop" K's Choice "Not An Addict" White Town "Your Woman" L7 "Off The Wagon"</p>	<p>KOME/San Jose, CA Nocturnal Noise Saturday midnight-1am Jeanette Grigevic Atari Teenage Riot "Ravage Riot" Blur "Beetlebum" Dart Punk "Da Funk" Bracket "Flea Market" NOFX "Murder The Gov't"</p>
<p>WBZ/Burlington, VT Spinning Unrest Sunday 8-10:30pm Steve Picard Orbit "Medicine" Bill Ding "3 Week Money..." Screaching Weasel "Cool Kids" Helmut "Exactly What You..." Built To Spill "Untrustable"</p>	<p>WDXL/Lansing, MI Above The Pale Sunday 9-10:30pm Chris Brunt Tricky "Christiansands" OMC "How Bizarre" Mundy "To You I Bestow" Jamiroquai "Cosmic Girl" Sneaker Pimps "6 Underground"</p>	<p>WXDX/Pittsburgh, PA Edge Of The X Sunday 9-11pm Ali Castellini/Brandon Davis Silverchair "Pop Songs For Us..." Nixons "Leave" Ben Folds Five "Selfless Cold and..." Mundy "To You I Bestow" David Bowie "Little Wonder"</p>	<p>KJEE/Santa Barbara, CA Dissonate Tendrils Sunday 10:20pm-midnight John Schroeter Jon Spencer Blues... "Wail" White Town "Your Woman" OMC "How Bizarre" Pigeonhead "Battle Flag" Cirrus "Break In"</p>
<p>WAQZ/Cincinnati, OH Before The Revolution Weeknights midnight-1am L7 "Off The Wagon" Reel Big Fish "Sell Out" Tricky "Christiansands" Sneaker Pimps "6 Underground" Space "Female Of..."</p>	<p>KXTE/Las Vegas, NV It Hurts When I Pee Sunday 10pm-midnight Chris Ripley Orbit "Medicine" Bloodhound Gang "Why Everyone..." Moby "That's When I..." Type O Negative "Love U To Death" Blood Club "Bleed Like A Man"</p>	<p>WDST/Poughkeepsie, NY Indie Flux Thursday 10-11pm Nic Harcourt Jon Spencer Blues... "Wail" Psychological "Asphalt Superstar" Gus Gus "Polyesterday" Garageband "Comeback" Faithless "Salva Mea"</p>	<p>KNDD/Seattle, WA Loudspeaker Sunday 10-11pm Bill Reid or Marco Collins Dart Punk "Dattendirekt" Apex Twin "Gn!B!y Song" Howie B. "Buttmeat" Atari Teenage Riot "Ravage Riot" Funk! Porcini "Carweck"</p>
<p>WOXY/Cincinnati, OH Gridlxxx Sunday 11pm-1am Dan Cromer Wedding Present "Hula Doll" Glenn Branca "2nd Movement" Butter 08 "9mm" Guided By Voices "If We Wait" Lilys "Daz En El Hogar"</p>	<p>KROQ/Los Angeles, CA Rodney On The ROQ Sunday 10pm-1am Rodney Bingenheimer Blur "Beetlebum" Gene "Wasteland" Boo Radleys "Ride The Tiger" 60 Ft. Dolls "Stay" Bomboras "Time Bomb"</p>	<p>WBRU/Providence, RI Breaking And Entering Wednesday midnight-2am Matt Maloney Pavement "Stereo" Pavement "Westie Can Drum" Blur "Beetlebum" Bis "This Is Fake D.I.Y." Crumbs "Dead Boys Too"</p>	<p>KNPT/St. Louis, MO New Music Sunday Sunday 7-9:30pm Les Aaron Apollo 440 "Ain't Talkin' Dub" Pavement "Stereo" White Town "Your Woman" H Five Of Roadrunners "What The Hell" Geneva "Into The Blue"</p>
<p>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" Cets "Rags To Rags"</p>	<p>WLUM/Milwaukee, WI Sunday Night Music Revolution Sunday 7-11pm Terry Havel Men At Work "Who Can It Be" Lazlo "Dverkill" Bennet "Someone Always..." Francis Gumm "Headlights" Blinker The Star "My Dog"</p>	<p>WDGE/Providence, RI House Of New Edge Music Tuesday 11pm-midnight John Allers James "She's A Star" OMC "How Bizarre" Jane Jensen "More Than I Can" Tonic "If You Could Only See" Orbit "Medicine"</p>	<p>WXSX/Tallahassee, FL Underground Lounge Sunday 8-10pm Rob The Lounge Lizard Magadog "Pipeline" Ashley MacIsaac "Sleepy Maggie" Fun Lovin' Criminals "The Fun Lovin'..." Horny Toad "Shiver" CJ Bolland "Sugar Is Sweeter"</p>
<p>WQXA/Harrisburg, PA The Sunday Morning News Sunday 8-10am Bill Hanson Moby "That's When I..." Fun Lovin' Criminals "The Fun Lovin'..." Odds "Someone Who's Cool" Sublime "Santaria" Javelin Boot "Radio Flyer"</p>	<p>KEGE/Minneapolis, MN Under The Edge Monday 1-2am Brian Davis Sebadach "Willing To Wait" Beth Orton "She Cries Your Name" Cat Power "Nude As The News" Sublime "Santaria" Stereolab "Flourescences" Atari Teenage Riot "Start The Riot"</p>	<p>KCXX/Riverside, CA Sunday Night Music Meeting Sunday 10pm-midnight Dwight Arnold Goldfinger "Answers" Sublime "April 29, 1992" Prodigy "Firestarter" Underworld "Born Slippy" Orbital "The Box"</p>	<p>WHFS/Washington, DC Now Hear This Sunday 8-10:30pm Dave Marsh Magic Dirt "Sparrow" London Suede "Trash" Tanya Donnelly "Bum" Norman Mayer Group "Moody" Blonde Redhead "Symphony Of Terrors"</p>

35 Total Reporters



TONIC
MOST ADDED!

KROQ KOME WLUM KKND
WRXQ WDXL WRLG WHTG

"If You Could Only See"

Alternative Radio Picked The Cut

On Your Desk Now

On Your Playlist 2/10

On Tour With Chalk Farm



FEBRUARY 7, 1997

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
			1	WALLFLOWERS One Headlight (<i>Interscope</i>)	778	727	757	764	38/0
			2	COUNTING CROWS A Long December (<i>DGC/Geffen</i>)	721	688	783	716	37/0
			3	DAVE MATTHEWS BAND Crash Into Me (<i>RCA</i>)	676	657	669	667	37/0
			4	SHERYL CROW Everyday Is A Winding Road (<i>A&M</i>)	657	608	607	587	37/1
				BODEANS Hurt By Love (<i>Slash/Reprise</i>)	496	555	575	563	34/0
15	11	10	6	BIG HEAD TODD & THE MONSTERS Resignation... (<i>Revolution</i>)	454	396	346	274	31/0
7	7	8	7	PAULA COLE Where Have All The Cowboys... (<i>Imago/WB</i>)	448	413	470	462	26/0
6	6	6		JOHN MELLENCAMP Just Another Day (<i>Mercury</i>)	433	454	477	505	29/0
21	13	11	9	R.E.M. Electrolite (<i>Warner Bros.</i>)	428	375	299	211	35/2
10	8	7		U2 Discotheque (<i>Island</i>)	420	433	456	296	29/0
9	10	12	11	WIDESPREAD PANIC Hope In A Hopeless World (<i>Capricorn/Mercury</i>)	409	362	354	298	33/0
—	16	13	12	SHAWN COLVIN Sunny Came Home (<i>Columbia</i>)	392	312	228	139	34/1
8	9	9		DON HENLEY Through Your Hands (<i>Revolution</i>)	378	407	429	432	24/0
14	12	14	14	JEWEL You Were Meant For Me (<i>Atlantic</i>)	309	297	310	279	25/2
BREAKER			15	FIONA APPLE Sleep To Dream (<i>Work</i>)	255	229	154	52	22/1
BREAKER			16	VERVE PIPE The Freshman (<i>RCA</i>)	251	197	135	99	24/3
23	19	17	17	SMASHING PUMPKINS Thirty-Three (<i>Virgin</i>)	230	214	220	208	18/2
18	14	15		WILCO Outtasite (Outta Mind) (<i>Reprise</i>)	227	257	271	237	24/0
22	22	18	19	BETTER THAN EZRA Desperately Wanting (<i>Swell/Elektra/EEG</i>)	220	204	212	209	14/1
28	23	21	20	CARDIGANS Lovefool (<i>Mercury</i>)	217	187	206	192	10/0
—	—	25	21	DUNCAN SHEIK She Runs Away (<i>Atlantic</i>)	210	173	127	20	21/0
DEBUT			22	ODDS Someone Who's Cool (<i>Elektra/EEG</i>)	197	131	80	78	20/2
20	18	20		BORROWERS Beautiful Struggle (<i>Guardian</i>)	188	196	220	225	21/1
—	—	29	24	STING Twenty Five To Midnight (<i>A&M</i>)	177	147	136	109	15/3
DEBUT			25	BRUCE COCKBURN Night Train (<i>Rykodisc</i>)	163	134	40	23	17/0
—	—	24		COUNTING CROWS Daylight Fading (<i>DGC/Geffen</i>)	160	175	161	177	17/1
25	24	—	27	ASHLEY MACISAAC Sleepy Maggie (<i>A&M</i>)	159	136	194	198	12/0
19	21	23		BRUCE SPRINGSTEEN High Hopes (<i>Columbia</i>)	156	175	218	227	16/0
12	17	26		PHISH Free (<i>Elektra/EEG</i>)	151	164	223	280	16/0
DEBUT			30	LOW & SWEET ORCHESTRA A Nail Won't Fix A Broken... (<i>Interscope</i>)	146	137	125	103	17/1

This chart reflects airplay from January 27-February 2. Songs ranked by total plays. Highlighted songs indicate Breaker. 42 Adult Alternative reporters. 40 current playlists. © 1997, R&R Inc.

NEW & ACTIVE

CHRIS ISAAK Dancin' (*Reprise*)
Total Plays: 133, Total Stations: 12, Adds: 1

VAN MORRISON The Healing Game (*Polydor/A&M*)
Total Plays: 115, Total Stations: 20, Adds: 18

PATTY GRIFFIN Every Little Bit (*A&M*)
Total Plays: 113, Total Stations: 14, Adds: 2

WILCO Monday (*Reprise*)
Total Plays: 107, Total Stations: 11, Adds: 1

NIL LARA Baby (*Metro Blue/Capitol*)
Total Plays: 98, Total Stations: 16, Adds: 3

LIVE Lakini's Juice (*Radioactive*)
Total Plays: 98, Total Stations: 9, Adds: 0

JONNY LANG Lie To Me (*A&M*)
Total Plays: 89, Total Stations: 8, Adds: 0

TORI AMOS Silent All These Years (*Atlantic*)
Total Plays: 83, Total Stations: 10, Adds: 3

TOM PETTY & THE HEARTBREAKERS Change The Locks (*Warner Bros.*)
Total Plays: 83, Total Stations: 12, Adds: 2

PAULA COLE Me (*Imago/WB*)
Total Plays: 83, Total Stations: 9, Adds: 1

ROOMFULL OF BLUES Standing Here At... (*Bullseye*)
Total Plays: 79, Total Stations: 12, Adds: 2

Songs ranked by total plays.

BREAKERS

FIONA APPLE
Sleep To Dream (*Work*)
TOTAL PLAYS/INCREASE: 255/26
TOTAL STATIONS/ADDS: 22/1
CHART: 15

VERVE PIPE
The Freshman (*RCA*)
TOTAL PLAYS/INCREASE: 251/54
TOTAL STATIONS/ADDS: 24/3
CHART: 16

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
VAN MORRISON The Healing Game (<i>Polydor/A&M</i>)	18
COLLECTIVE SOUL Precious Declaration (<i>Atlantic</i>)	12
FREEDY JOHNSTON On The Way Out (<i>Elektra/EEG</i>)	6
MAZZY STAR I've Been Let Down (<i>Capitol</i>)	4
TORI AMOS Silent All These Years (<i>Atlantic</i>)	3
BRIGID BODEN Must Go On (<i>A&M</i>)	3
NIL LARA Baby (<i>Metro Blue/Capitol</i>)	3
OMC How Bizarre (<i>Mercury</i>)	3
PHISH Character Zero (<i>Elektra/EEG</i>)	3
STING Twenty Five To Midnight (<i>A&M</i>)	3
WILLIAM TOPLEY Uptown (<i>Mercury</i>)	3
VERVE PIPE The Freshman (<i>RCA</i>)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
VAN MORRISON The Healing Game (<i>Polydor/A&M</i>)	+109
SHAWN COLVIN Sunny Came Home (<i>Columbia</i>)	+80
ODDS Someone Who's Cool (<i>Elektra/EEG</i>)	+66
COLLECTIVE SOUL Precious Declaration (<i>Atlantic</i>)	+61
TORI AMOS Silent All These Years (<i>Atlantic</i>)	+59
BIG HEAD TODD & THE MONSTERS Resignation... (<i>Revolution</i>)	+58
SARAH MCLACHLAN Possession (<i>Nettwerk/Arista</i>)	+58
VERVE PIPE The Freshman (<i>RCA</i>)	+54
R.E.M. Electrolite (<i>Warner Bros.</i>)	+53
PATTY GRIFFIN Every Little Bit (<i>A&M</i>)	+52

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.



WIDESPREAD panic

HOPE in a hopeless world

from the album "BOMBS & BUTTERFLIES"

produced and engineered by John Keane

mixed by Cliff Forrell and John Keane

© 1997 Capricorn Records
Manufactured & Marketed by Mercury Records

Adult Alternative Tracks **11**

Adult Alternative Albums **13**

In-Stores This Week!!!

Tour Dates:	March 21-22	Portland, OR	
March 11-13	Vail, CO	March 23	Seattle, WA
March 14-15	Park City, UT	March 25	Sacramento, CA
March 17	Jackson Hole, WY	March 26	Santa Cruz, CA
March 18-19	Bozeman, MT	March 28-29	San Francisco, CA

FEBRUARY 7, 1997

SW	2W	LW	TW	ARTIST	TITLE	LABEL(S)	TOTAL STATIONS/ADDS	TOTAL PLAYS	+/- PLAYS	EMPHASIS TRACKS (PLAYS)
1	1	2	1	COUNTING CROWS	Recovering The Satellites	(DGC/Geffen)	41/0	958	+26	"December" (721) "Daylight" (160)
2	2	1	2	SHERYL CROW	Sheryl Crow	(A&M)	40/0	929	-25	"Everyday" (657) "Change" (87)
3	3	3	3	WALLFLOWERS	Bringing Down The Horse	(Interscope)	40/0	887	+78	"Headlight" (778) "Maricans" (57)
4	4	4	4	DAVE MATTHEWS BAND	Crash	(RCA)	39/0	755	-2	"Crash" (676) "Two" (48)
7	8	7	5	R.E.M.	New Adventures In Hi-Fi	(Warner Bros.)	36/0	635	+53	"Electro" (428) "Me" (105)
5	5	5	6	JOHN MELLENCAMP	Mr. Happy Go Lucky	(Mercury)	30/0	573	-47	"Day" (433) "Key" (87)
8	7	8	7	PAULA COLE	This Fire	(Imago/WB)	32/1	569	+47	"Cowboys" (448) "Me" (83)
10	9	9	8	SHAWN COLVIN	A Few Small Repairs	(Columbia)	36/1	555	+46	"Sunny" (392) "House" (94)
14	13	11	9	BIG HEAD TODD & THE MONSTERS	Beautiful World	(Revolution)	35/0	540	+80	"Superman" (454) "Tell" (41)
6	6	6	10	BODEANS	Blend	(Slash/Reprise)	36/0	533	-54	"Hurt" (496) "Count" (15)
11	12	10	11	FIONA APPLE	Tidal	(Work)	31/0	461	-11	"Sleep" (255) "Shadowboxer" (138)
19	10	12	12	U2	Pop	(Island)	29/0	420	-13	"Disco" (420)
17	17	15	13	WIDESPREAD PANIC	Bombs & Butterflies	(Capricorn/Mercury)	33/0	415	+53	"Hope" (409) "Tail" (3)
9	11	13	14	SOUNDTRACK	Michael	(Revolution)	26/0	414	-11	"Hands" (378) "Spider" (34)
15	16	17	15	DUNCAN SHEIK	Duncan Sheik	(Atlantic)	30/1	377	+70	"Runs" (210) "Barely" (167)
13	14	14	16	WILCO	Being There	(Reprise)	30/0	362	-5	"Outtaside" (227) "Monday" (107)
21	15	16	17	JEWEL	Pieces Of You	(Atlantic)	25/2	361	+12	"You" (309) "Save" (52)
25	21	20	18	TOM PETTY & THE HEARTBREAKERS	She's The One	(Warner Bros.)	19/1	263	+13	"Hill" (139) "Locks" (83)
12	18	19	19	PHISH	Billy Breathes	(Elektra/EEG)	24/2	253	-1	"Free" (151) "Character" (53)
—	—	27	20	VERVE PIPE	Villains	(RCA)	24/3	251	+54	"Freshman" (251)
16	19	18	21	CHRIS ISAAK	Baja Sessions	(Reprise)	19/0	248	-12	"Dancin'" (133) "Tomorrow" (95)
22	26	22	22	SUBLIME	Sublime	(Gasoline Alley/MCA)	15/0	241	+22	"What" (154) "Santeria" (87)
24	24	23	23	BETTER THAN EZRA	Friction, Baby	(Swell/Elektra/EEG)	14/1	232	+16	"Wanting" (220) "King" (12)
26	25	24	24	SMASHING PUMPKINS	Mellon Collie And...	(Virgin)	18/2	230	+16	"Thirty" (230)
29	27	28	25	CARDIGANS	First Band On The Moon	(Mercury)	10/0	223	+27	"Lovefool" (217) "Deerit" (4)
—	—	26	26	STING	Mercury Falling	(A&M)	16/2	219	+19	"Twenty" (177) "Happy" (24)
18	20	21	27	BRUCE SPRINGSTEEN	Blood Brothers	(Columbia)	20/0	210	-34	"High" (156) "Without" (28)
DEBUT	DEBUT	DEBUT	28	BRUCE COCKBURN	The Charity Of Night	(Rykodisc)	19/1	206	+47	"Night" (163) "Jonah" (14)
DEBUT	DEBUT	DEBUT	29	ODDS	Nest	(Elektra/EEG)	20/2	197	+66	"Cool" (197)
23	22	25	30	BORROWERS	Borrowers	(Guardian)	22/1	196	-4	"Struggle" (188) "Mercy" (4)

This chart reflects airplay from January 27-February 2. Albums ranked by total plays, with plays from all cuts from an album combined. 42 Adult Alternative reporters. 40 current playlists. © 1997, R&R Inc.

REPORTERS			Stations and their adds by track listed alphabetically by market					
WXLE/Albany, NY PD: Cliff Nash 2 SHERYL CROW "Hard" 1 WILLIAM TOPLEY "Uptown" 1 COLLECTIVE SOUL "Precious"	WXR/VBoston, MA PD: Joanne Doody MD: Mike Mullaney 5 JEWEL "You" 2 HORNBY TOAD "Shiver" 2 BODEANS "Count" 1 SNEAKER PIMPS "6"	WXRT/Chicago, IL VP/Programming: Norm Wiener MD: Patty Martin 8 COLLECTIVE SOUL "Precious" 2 JAMES "Star" VAN MORRISON "Healing" JONNY LANG "Morning"	WJXB/Ft. Myers, FL PD: Stephanie Davis MD: Kurt Schraimer CRANBERRIES "Gone"	KMBY/Monterey, CA PD: Rich Berlin 9 COLLECTIVE SOUL "Precious" 9 PHISH "Character" 9 KULA SHAKER "Dude" 4 NO DOUBT "Excuse" 2 CHRIS WHITLEY "Automatic"	WMMO/Oriando, FL PD: Fitchwood Gruver MD: Jessie Scott 14 VAN MORRISON "Healing" 14 STING "Twenty" 7 FIVESTONES "Happy"	WMAX/Rochester, NY PD: Tom Sheridan MD: David Joslin 1 TOM PETTY & HB "Locks" SEPTEMBER 67 "Building" LEMONHEADS "Outdoor" SHAWN COLVIN "Sunny"	KFOG/San Francisco, CA PD: Paul Marzalek MD: Bill Evans 7 VAN MORRISON "Healing"	KMTT/Seattle, WA PD: Chris Mays MD: Dean Carlson 18 VAN MORRISON "Healing" 2 LOW & SWEET ORCH "Mail" 2 FREEDY JOHNSTON "Way" PHISH "Breathes"
KGSR/Austin, TX PD: Jody Denberg MD: Susan Castle 22 VAN MORRISON "Healing" 2 CHRIS SMITHER "Thanks" FREEDY JOHNSTON "Way" STING "Twenty" BRIGID BODEN "Must" MORPHINE "Early"	WNCS/Burlington, VT PD: Glenn Roberts MD: Jody Peterson VAN MORRISON "Healing" ANI DIFRANCO "Cradle" FREEDY JOHNSTON "Way"	KBXR/Columbia, MO DM: Michael Perry PD/MD: Dave "Keefer" Feighan FIONA APPLE "Sleep" VERVE PIPE "Freshman" COLLECTIVE SOUL "Precious" JEWEL "You"	WTTS/Indianapolis, IN PD/MD: Rich Anton 3 DUNCAN SHEIK "Barely" 1 ROOMFULL OF BLUES "Standing" COUNTING CROWS "Daylight" BETTER THAN EZRA "Wanting"	KPIG/Monterey, CA PD/MD: Laura Hopper 8 VAN MORRISON "Healing" 7 BRUCE COCKBURN "Pacing" 4 BIG HEAD TODD "Boom" 4 PIERCE PETTIS "Come" 3 PATTY GRIFFIN "House" 3 PATTY GRIFFIN "Never" 3 REGGAE COWBOYS "Dodge" PATTY GRIFFIN "Little" CRAVIN' MELON "Undone" CRAVIN' MELON "Sweet"	WXPN/Philadelphia, PA DM/MD: Bruce Ranes MD: Bruce Warran 6 FREEDY JOHNSTON "Way" 4 BORROWERS "Mercy" 3 VAN MORRISON "Healing" OMC "Bizarre" SQUIRREL NUT ZIPPERS "Hell" TORI AMOS "Silent" TARIKA "Avail" JAZZ PASSENGERS "Away" DAN BERN "Marilyn" BECK "Pollution"	KQPT/Sacramento, CA DM/MD: Jim Trapp APD/MD: Carrie Owens SARAH MCLACHLAN "Possession"	KOTR/San Luis Obispo, CA PD: Drew Ross MD: Steve Kettari 8 AFRO-CELT SOUND "Dark" 4 ROOMFULL OF BLUES "Standing" 4 TOWNES VAN ZANDT "Poncho"	KAEP/Spokane, WA PD: Scott Souhrada MD: Haley Jones 10 COLLECTIVE SOUL "Precious" 2 VERVE PIPE "Freshman" PRESIDENTS OF "Volcano"
KFXD/Boise, ID PD: Greg Roberts MD: Kevin Welch 10 BORROWERS "Struggle" 7 VAN MORRISON "Healing" WALLFLOWERS "Maricans" ROOMFULL OF BLUES "Fine" BRIGID BODEN "Must" MAZZY STAR "Let" NIL LARA "Baby" JOHN LEE HOOKER "Big" JOHN LEE HOOKER "Healing"	WMVY/Cape Cod, MA PD/MD: Barbara Dacey 1 MIDNIGHT OIL "Surf's" 1 VAN MORRISON "Healing" 1 FREEDY JOHNSTON "Way" 1 ODDS "Cool" 1 AMANDA MARSHALL "Grace"	KBCO/Denver, CO PD: Mike D'Conner MD: Scott Arboog STING "Twenty"	KSCA/Los Angeles, CA PD: Michael Morrison MD: Nicole Sandler 3 SMASHING PUMPKINS "Thirty"	WMMM/Madison, WI PD: Pat Gallagher MD: Tom Teuber 11 VAN MORRISON "Healing" COLLECTIVE SOUL "Precious" STEVE EARLE "Day" NIL LARA "Baby" STORYVILLE "Blind" VERVE PIPE "Freshman" WILCO "Monday"	WRLT/Nashville, TN PD: David Hall MD: Keith Coes 4 DEAR JAMES "Grace" VIC CHESNUTT "Ladle" COLLECTIVE SOUL "Precious" PAULA COLE "Me" STEVE EARLE "Day" MAZZY STAR "Let" VAN MORRISON "Healing" PHISH "Character" CHRIS SMITHER "Thanks"	KINK/Portland, OR PD: Carl Widling APD: Anita Garkook AIMEE MANN "Baby"	WVRV/St. Louis, MO PD: Scott Strong MD: Mike Richter No Adds	WTMN/Santa Fe, NM PD: Rich Robinson MD: Cole Crosslaw 18 FREEDY JOHNSTON "Way" 2 COLLECTIVE SOUL "Precious" R.E.M. "Electro" SHERYL CROW "Everyday" VAN MORRISON "Healing" BRIGID BODEN "Must" MAZZY STAR "Let" CHRIS WHITLEY "Automatic" DEAR JAMES "Cross"
WBOS/Boston, MA PD/MD: Jim Herron TOM PETTY & HB "Locks" SNEAKER PIMPS "6" WILLIAM TOPLEY "Uptown" VAN MORRISON "Healing" OCEAN BLUE "Slide"	WXRC/Charlotte, NC PD: Anthony Michaels 3 JOHN CALE "Notion" 3 WIDESPREAD PANIC "Tail" 3 WIDESPREAD PANIC "Radio" TORI AMOS "Silent" MAZZY STAR "Let" WILLIAM TOPLEY "Uptown" VAN MORRISON "Healing"	KXPX/Denver, CO PD: Deeg Chiron MD: Gary Schoenwetter 13 COLLECTIVE SOUL "Precious" 6 ODDS "Cool" 1 OMC "Bizarre"	KTCZ/Minneapolis, MN PD: Lauren MacLachlan APD/MD: Jane Fredericksen 1 JONNY LANG "Darter" 1 TIM MAHONEY "Change" JOHN MELLENCAMP "Circling"	WKOC/Norfolk, VA PD: Perry Stone MD: Holly Williams NIL LARA "Baby" COLLECTIVE SOUL "Precious"	KTHX/Reno, NV PD: Bruce Van Dyke MD: David Chaney 8 CHRIS ISAAK "Dancin'" 7 PHISH "Character" 7 VAN MORRISON "Healing" 7 BRUCE COCKBURN "Jonah" 7 CHRIS SMITHER "Help" 8 KULA SHAKER "Tattva" 5 YES "America"	KENZ/Salt Lake City, UT PD: Bruce Jones APD/MD: Dom Cassel 16 OMC "Bizarre" 5 COLLECTIVE SOUL "Precious"	KUMT/Salt Lake City, UT PD: Zoe Morris APD/MD: Kelly Monson 7 DUNCAN SHEIK "Barely" 7 JOURNEY "Woman"	KRSH/Santa Rosa, CA PD: Rich Zant MD: Bill Becker VAN MORRISON "Healing" SMASHING PUMPKINS "Thirty" CLARKS "Caroline" ROOMFULL OF BLUES "Fine" SPACE "Female"

NIL LARA

"BABY"

OPENING FOR
"BIG HEAD TODD & THE MONSTERS"
 National tour starts 3/13 in Minneapolis

NEW ADDS THIS WEEK:
 WMMM/Madison
 WKOC/Norwalk
 KFXD/Boise
 WNCS/Burlington

ON OVER 45 STATIONS INCLUDING:
 KFOG WXRT WXR/V WMVY WXPX
 WRLT KTMN KBXR KTHX KMBY

#10 MOST PLAYED TRACK - KMTT
#13 MOST PLAYED TRACK - CIDR

HEADLINING TOUR SELLS OUT!!
 Chicago / Detroit / Pittsburgh / Philadelphia / New York

- Over 43 weeks of Adult Alternative Chart Success
- Voted #1 Performance at Boulder AAA Conference
- Nominated Best New AAA Artist of '96

"Baby" sounds so good on the air and it reacts!
 -Dean Carlson, MD/KMTT Adult Alternative Station Of The Year

18* Hits APM • New & Active R&R
 Alternative New Artist Album Chart 48*

ADULT ALTERNATIVE PLAYLISTS

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

MARKET #2
KSCA/Los Angeles
 (213) 845-1600
 Morrison/Sandler

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
23	23	23	23	WALLFLOWERS/One Headlight
12	11	12	12	DUNCAN SHEIK/Barely Breathing
23	24	21	22	COUNTING CROWS/A Long December
23	24	21	22	SHERYL CROW/Everyday Is...
22	21	21	21	DAVE MATTHEWS BAND/Crash Into Me
13	18	17	19	STING/Twenty Five To...
11	14	13	16	CAKE/Will Survive
12	13	14	14	BIG HEAD TODD.../Resignation Superman
11	12	11	11	FIONA APPLE/Sleep To Dream
13	13	13	13	PATTY GRIFFIN/Every Little Bit
8	12	13	13	CHRIS ISAAK/Dancin'
12	11	12	13	JOHN MELLENCAMP/Just Another Day
6	7	7	7	VERVE PIPE/The Freshman
13	13	11	12	BODEANS/Hurt By Love
-	-	-	-	U2/Discotheque
11	11	12	12	COUNTING CROWS/Daylight Fading
10	11	12	12	FIONA APPLE/Shadowboxer
11	12	12	12	TOM PETTY & HB/Hope You Never
-	-	-	-	VAN MORRISON/The Healing Game
16	16	17	17	DON HENLEY/Through Your Hands
12	11	11	11	R.E.M./Electrolite
13	12	10	11	BORROWERS/Beautiful Struggle
12	12	11	11	GATHERING FIELD/Lost In America
11	10	11	11	TOM PETTY & HB/Climb That Hill
-	-	-	-	NIL LARA/Baby
12	11	11	11	R.E.M./Bittersweet Me
18	12	13	13	311/All Mixed Up
-	-	-	-	DUNCAN SHEIK/She Runs Away
11	9	10	10	WALLFLOWERS/The Difference
11	12	12	12	PAULA COLE/Where Have All...

MARKET #3
93.1 ART
RADIO CHICAGO

MARKET #3
WXRT/Chicago
 (312) 777-1700
 Winer/Martin

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
27	18	21	18	U2/Discotheque
16	13	15	12	DAVID BOWIE/Little Wonder
8	10	8	11	BODEANS/Hurt By Love
-	-	-	-	LIVE/Lakin's Juice
9	11	7	10	COUNTING CROWS/A Long December
9	10	7	10	ROBYN HITCHCOCK/Beautiful Queen
10	8	7	10	SHAWN COLVIN/Get Out Of This...
10	11	8	10	BIG HEAD TODD.../Resignation Superman
7	7	9	10	VERVE PIPE/The Freshman
8	8	9	9	BORROWERS/Beautiful Struggle
8	7	10	9	DAVE MATTHEWS BAND/Crash Into Me
5	9	6	9	BETTER THAN EZRA/Desperately Wanting
7	7	10	9	STORYVILLE/Good Day For...
10	8	8	9	WALLFLOWERS/One Headlight
8	7	8	9	WILCO/Outstate (Outta...)
6	7	9	9	MIDNIGHT OIL/Underwater
8	7	8	10	NIL LARA/Baby
8	9	9	9	PHISH/Free
-	-	-	-	COLLECTIVE SOUL/Precious Declaration
10	11	9	9	ASHLEY MACISAAC/Sleepy Maggie
5	5	7	8	JOHN MELLENCAMP/The Full Catastrophe
-	-	-	-	SHAWN COLVIN/Sunny Came Home
7	7	4	8	R.E.M./The Wake-Up Bomb
10	6	8	8	DON HENLEY/Through Your Hands
7	7	8	8	DAVID BOWIE/Love Train
7	7	5	7	KOMEDA/Boogie Woogie...
4	5	7	7	TOM PETTY & HB/Climb That Hill
6	7	7	7	BRUCE SPRINGSTEEN/High Hopes

MARKET #4
KFOG
 104.5 97.7

MARKET #4
KFOG/San Francisco
 (415) 543-1045
 Marszalek/Evans

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
9	12	12	21	TOM PETTY & HB/Climb That Hill
18	21	18	20	CHRIS ISAAK/Dancin'
20	20	18	20	DAVE MATTHEWS BAND/Crash Into Me
9	8	16	20	ODDS/Someone Who's Cool
5	17	18	20	WILCO/Monday
14	20	17	19	BIG HEAD TODD.../Resignation Superman
15	18	19	19	BODEANS/Hurt By Love
15	18	19	19	BRUCE SPRINGSTEEN/High Hopes
19	18	18	19	DON HENLEY/Through Your Hands
19	20	18	19	WALLFLOWERS/One Headlight
17	21	17	17	R.E.M./Electrolite
7	7	8	16	SHAWN COLVIN/Sunny Came Home
4	7	7	10	BRIAN SETZER ORCH./Rumble In Brighton
18	19	17	9	COUNTING CROWS/Daylight Fading
-	-	-	-	ROOMFULL OF BLUES/She'll Be So Fine
-	-	-	-	WIDESPREAD PANIC/Hope In A Hopeless...
6	14	8	9	ERIC JOHNSONS/R.V.
5	7	7	8	LYLE LOVETT/Private Conversation
-	-	-	-	PAULA COLE/Where Have All...
6	7	7	8	SHERYL CROW/Hard To Make A Stand
7	8	8	8	U2/Discotheque
-	-	-	-	UGLY AMERICANS/You Turn Me On
5	6	7	7	BIG HEAD TODD.../Please Don't Tell...
-	-	-	-	CHRIS WHITLEY/Automatic
5	6	7	7	PHISH/Free
8	5	7	7	ROBERT BRADLEY/Belly Bone
-	-	-	-	VAN MORRISON/The Healing Game
19	10	5	6	JOHN MELLENCAMP/Just Another Day
7	9	7	6	JONNY LANG/Lie To Me
7	5	7	5	R.E.M./Bittersweet Me

MARKET #5
88.5

MARKET #5
WXPN/Philadelphia
 (215) 898-6677
 Ranes/Warren

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
7	7	6	18	SEPTEMBER 67/Lucky Shoe
-	-	-	-	VERVE PIPE/The Freshman
-	-	-	-	BEAUSOLEIL/Can't You See
16	4	7	9	SPACED/Female Of...
6	4	3	9	MORCHEEBA/Trigger Hippie
7	9	7	8	COUNTING CROWS/Daylight Fading
4	4	8	8	SHAWN COLVIN/Sunny Came Home
7	10	7	8	SHERYL CROW/Everyday Is...
5	3	7	8	FIONA APPLE/Sleep To Dream
-	-	-	-	DON HENLEY/Through Your Hands
4	5	7	8	CARDIGANS/Lovefool
-	-	-	-	BRUCE COCKBURN/Night Train
7	7	5	8	AFRO-DELT SOUND.../Whirly Reel
8	7	7	8	R.E.M./Electrolite
-	-	-	-	GRAY EYE GLANCES/Halfway Back
5	3	7	8	LOW & SWEET ORCH./A Nail Won't Fix...
6	3	7	8	ODDS/Someone Who's Cool
7	7	7	7	LUSCIOUS JACKSON/Naked Eye
6	6	5	7	ENIGMA/Beyond The Invisible
-	-	-	-	PAULA COLE/Me
5	-	-	-	BRUCE SPRINGSTEEN/Without You
-	-	-	-	PATTY GRIFFIN/Every Little Bit
8	9	8	7	"AKAPAK" The Holy River
7	5	8	7	MADELINE PEYROUX/Dream Land
7	8	7	7	PHISH/Talk
7	9	8	7	LYLE LOVETT/It Ought To Be...
-	-	-	-	ROOMFULL OF BLUES/She'll Be So Fine
8	5	7	8	FIONA APPLE/Don't Be So Believable
4	4	4	4	R.E.M./How The West Was...
3	5	2	6	LISA MCCORMICK/Cars

MARKET #6
THE RIVER
93.9 FM

MARKET #6
CIDR/Detroit
 (519) 258-8888
 Brookshaw/Delisi

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
31	30	31	32	SHERYL CROW/Everyday Is...
22	26	30	31	R.E.M./Electrolite
24	25	30	30	U2/Discotheque
32	30	31	30	DAVE MATTHEWS BAND/Crash Into Me
-	-	-	-	SHAWN COLVIN/Sunny Came Home
30	30	31	25	COUNTING CROWS/A Long December
-	-	-	-	CHRIS ISAAK/Dancin'
21	22	23	21	WILCO/Monday
22	22	21	21	ODDS/Someone Who's Cool
22	22	21	21	DON HENLEY/Through Your Hands
-	-	-	-	FIONA APPLE/Sleep To Dream
31	31	23	15	WALLFLOWERS/One Headlight
-	-	-	-	SMASHING PUMPKINS/Thirty-Three
-	-	-	-	NIL LARA/Baby
12	10	12	13	ROBERT BRADLEY/Belly Bone
16	11	13	13	CHANTAL KREVIK/You Made Me
6	6	6	12	LYLE LOVETT/It Ought To Be...
11	10	11	11	STORYVILLE/Good Day For...
13	12	14	11	BRIAN SETZER ORCH./Legend Of Johnny...
-	-	-	-	BRUCE SPRINGSTEEN/Secret Garden
-	-	-	-	BRUCE SPRINGSTEEN/Night Train
30	18	10	10	BODEANS/Hurt By Love
22	22	12	9	WIDESPREAD PANIC/Hope In A Hopeless...
6	6	4	9	KEB' MO'/Just Like You
-	-	-	-	JEWEL/You Were Meant...
10	7	8	7	PHISH/Free
5	4	6	7	MUNDY/You're A Bestow
6	5	4	6	THORNETTA DAVIS/Sunday Morning
6	5	5	4	MICHELLE SHOCKED/Don't Hard Way
-	-	-	-	PATTY GRIFFIN/Every Little Bit

MARKET #7
KKZN

MARKET #7
KKZN/Dallas
 (214) 526-2400
 Doyle

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
-	-	-	-	WALLFLOWERS/One Headlight
-	-	-	-	DAVE MATTHEWS BAND/Crash Into Me
-	-	-	-	JOHN MELLENCAMP/Just Another Day
-	-	-	-	BIG HEAD TODD.../Resignation Superman
-	-	-	-	PAULA COLE/Where Have All...
-	-	-	-	COUNTING CROWS/A Long December
-	-	-	-	WILCO/Monday
-	-	-	-	DUNCAN SHEIK/Barely Breathing
-	-	-	-	SHERYL CROW/Everyday Is...
-	-	-	-	JEWEL/You Were Meant...
-	-	-	-	TOM PETTY & HB/Climb That Hill
-	-	-	-	WHY STORE/After
-	-	-	-	WIDESPREAD PANIC/Hope In A Hopeless...
-	-	-	-	ERIC JOHNSONS/R.V.
-	-	-	-	SHAWN COLVIN/Sunny Came Home
-	-	-	-	ODDS/Someone Who's Cool
-	-	-	-	TRACY CHAPMAN/Give Me One Reason
-	-	-	-	DISHWALL/Counting Blue Cars
-	-	-	-	MELISSA ETHERIDGE/I Want To Come Over
-	-	-	-	JARS OF CLAY/Flood
-	-	-	-	JOAN OSBORNE/Ladder
-	-	-	-	TRACY CHAPMAN/New Beginning
-	-	-	-	MELISSA ETHERIDGE/Nowhere To Go
-	-	-	-	JOAN OSBORNE/One Of Us
-	-	-	-	NATALIE MERCHANT/Wonder
-	-	-	-	CHRIS RE/Texas
-	-	-	-	LISA LOVETT/You Sleep?
-	-	-	-	JOHN HIATT/Don't You
-	-	-	-	R.E.M./Bittersweet Me
-	-	-	-	HOOTIE & BLOWFISH/Go Blind
-	-	-	-	NATALIE MERCHANT/Jalousy

MARKET #10
WBOS
 92.9 FM

MARKET #10
WBOS/Boston
 (617) 254-9267
 Herron

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
3	3	14	24	R.E.M./Electrolite
-	-	-	-	DISHWALL/Give
-	-	-	-	SPACE/Female Of...
-	-	-	-	SARAH MCLACHLAN/Possession
-	-	-	-	SHERYL CROW/Everyday Is...
12	12	24	24	VERVE PIPE/The Freshman
33	33	24	24	DAVE MATTHEWS BAND/Crash Into Me
24	24	24	24	WALLFLOWERS/One Headlight
33	33	24	24	COUNTING CROWS/A Long December
12	12	5	16	ASHLEY MACISAAC/Sleepy Maggie
3	3	16	16	JOHN MELLENCAMP/Just Another Day
8	8	9	14	MEXICO 70/1 Want You
-	-	-	-	FIONA APPLE/Sleep To Dream
-	-	-	-	SHAWN COLVIN/Sunny Came Home
8	8	14	14	ODDS/Someone Who's Cool
12	12	14	14	WIDESPREAD PANIC/Hope In A Hopeless...
12	12	14	14	DRIVING BLIND/By
12	12	14	14	GATHERING FIELD/Lost In America
-	-	-	-	JARS OF CLAY/Flood
24	24	24	24	BODEANS/Hurt By Love
-	-	-	-	OMC/How Bizarre
-	-	-	-	PATTY GRIFFIN/Every Little Bit
-	-	-	-	DAVID BOWIE/Little Wonder
-	-	-	-	PAULA COLE/Where Have All...
-	-	-	-	SMASHING PUMPKINS/Thirty-Three
8	8	9	9	TORI AMOS/Silent All These...
-	-	-	-	TORI AMOS/Silent All These...
-	-	-	-	BIG HEAD TODD.../Resignation Superman
-	-	-	-	CRAVIN' MELON/Come Undone
-	-	-	-	LEMONHEADS/The Outdoor Type
8	8	5	5	BORROWERS/Beautiful Struggle

MARKET #10
THE RIVER
 92.5 FM

MARKET #10
WXRV/Boston
 (508) 374-4733
 Doody/Mulaney

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
20	17	21	25	WIDESPREAD PANIC/Hope In A Hopeless...
-	-	-	-	BRUCE COCKBURN/Night Train
10	9	13	24	DAVE MATTHEWS BAND/Two Step
2	9	16	23	BIG HEAD TODD.../Resignation Superman
14	12	13	21	ODDS/Someone Who's Cool
18	21	17	20	BODEANS/Hurt By Love
23	21	20	20	LEMONHEADS/The Outdoor Type
6	13	15	19	JONNY LANG/Lie To Me
1	11	13	16	NO DOUBT/Hey You
7	17	13	14	PAULA COLE/Where Have All...
13	12	10	14	COUNTING CROWS/Daylight Fading
9	17	14	14	SPACE/Female Of...
20	22	17	14	311/All Mixed Up
11	6	12	13	PAULA COLE/Me
2	12	23	13	SHERYL CROW/A Change
12	15	11	13	COUNTING CROWS/A Long December
13	14	13	13	R.E.M./Bittersweet Me
15	14	13	13	WALLFLOWERS/One Headlight
12	13	13	13	CARDIGANS/Lovefool
7	10	17	13	ANI DIFRANCO/Grade And All
12	10	14	13	FOUNTAINS OF WAYNE/Radiation Vibe
6	11	15	13	U2/Discotheque
13	10	17	13	MERRIE AMSTERBERG/Say Goodbye
8	12	14	12	SHAWN COLVIN/Sunny Came Home
8	12	14	12	FIONA APPLE/Sleep To Dream
3	9	20	12	PETER MULVEY/Sign Of The Times
12	10	17	12	JOAN OSBORNE/Son Of A Preacher...
8	14	12	12	VERVE PIPE/The Freshman
13	13	12	11	SHAWN COLVIN/Get Out Of This...
13	13	14	11	R.E.M./Electrolite

MARKET #13
The Mountain
 107.7 FM

MARKET #13
KMTT/Seattle
 (206) 233-1037
 Mays/Carlson

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
8	17	19	19	TOM PETTY & HB/Climb That Hill
7	17	19	19	U2/Discotheque
18	18	19	19	SUZANNE VEGA/Headshots
19	18	19	18	COUNTING CROWS/A Long December
18	18	18	18	DAVE MATTHEWS BAND/Crash Into Me
19	18	18	18	FIONA APPLE/Sleep To Dream
19	18	18		

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are being filled as stations contact us for personnel. Whether a beginner or pro, we've placed someone like you in unadvertised jobs. Positions OPEN NOW include small to TOP-5 — jocks, news, producers, production, females, mornings! Looking? Call for free info. We place talent at ALL LEVELS.

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Working in Radio or TV & ready for a change? Call Shenny Enterprises @717-293-4664, 24hrs.

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Male & Female Morning Entertainers

Existing teams or individuals ready to be partners in a fresh, energetic morning show. Country experience useful. T&R to: Radio & Records, 10100 Santa Monica Bl., #235, 5th Floor, Los Angeles, CA 90067. EOE

EAST

Rock the nights at New England heritage station. No calls, please. T&R: Glenn Stewart, WHEB, 815 Lafayette Road, Portsmouth, NH 03801 EOE (2/7)

AT search. CHR big sound, small bucks, major market...25 miles. T&R: PD, WESA, Ten Chamber Plaza, Charlotte, PA 15022 EOE (2/7)

News/Talk seeking AM-drive personality. Radio experience. Career move professional. T&R: Timothy De Capua, WLKK, 18 W. 9th St, Erie, PA 16501 EOE (2/7)

America's top Oldies station seeking weekend AT. T&R: Steve Drepper, WQSR, 305 Washington Ave, Towson, MD 21204 EOE (2/7)

FT on-air host AAA PR station, 3-years minimum. T&R: Dept. BR, WXPB, 3905 Spruce St, Philadelphia, PA 19104 EOE (2/7)

Adult Alternative has an immediate FT opening in AM drive. T&R: Jody Petersen, WNCS, 169 Montpelier, VT 05602 EOE (2/7)

Connecticut CHR now accepting T&R for future openings. CT, RI & MA residents only. Females and minorities encouraged. I-98, 720 Main St, Willimantic, CT 06226 EOE (2/7)

NY/PA Christian FM network has immediate opening for morning drive time co-host. Must be quick-witted, conversational, positive, with enjoyable personality. Ministry minded is a must. Call 1-800-927-9083. EOE

OPENINGS

OPENINGS

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.

NEWS DIRECTOR

NEWS ANNOUNCERS full & parttime for new News/Talk station in Bucks County, PA. If lifestyle is more important than market size, send your tape & resume to: P.O. Box 2187, Doylestown, PA 18901. EOE

96WLEV MORNING SHOW CO-HOST

Do you want to have fun on the radio? 96WLEV has a rare opening for fulltime morning co-host. Minimum 2 years on-air experience plus digital production skills. Send tape and resume to: 96WLEV, EEO-TD, Box 25096, Lehigh Valley, PA 18002-0596. EOE/MF.

Dame Media Inc. is searching for entertaining AM Drive host for music-intensive station. We're looking for a strong, disciplined talent who preps and can deliver compelling radio. Quick wit a must... "bits" are not. Relate to adults with kids a priority, but it has to be hip. Must make a great presentation in public with a touch of P.T. Barnum. If you're focused on great radio entertainment, send T&R to: Tom Benson, Group PD, P.O. box 6477, Harrisburg, PA 17112. No calls, please. EOE

PROGRAM DIRECTOR



Barnstable Broadcasting has immediate opening for on-air PD at 98.3 WKJY on Long Island. Individual must be hands-on, aggressive, creative and true people person. Three+ years radio success with mastery of RCS a must. This bright AC needs an energetic, winning leader who is familiar with Long Island/New York area. Rush T&R to: JANE BARTSCH, GM, 1055 Franklin Ave., Garden City, NY 11530. EOE

GENERAL SALES MANAGER NEWSTALK 630 WMAL WASHINGTON, DC

We're looking for an aggressive person with 3-5 years major market radio management experience. Responsibilities include all sales, traffic & continuity, national sales, and inventory control & rate management. Must be a strong leader who enjoys perceptual sales and possesses strong follow-through. Knowledge of Washington market a plus. WMAL is an Equal Opportunity Employer. Send resume to: Tom Bresnahan, President & GM WMAL, 4400 Jenifer Street, NW, Washington, DC 20015. Fax 202/686-3053 or TomBWMAL@aol.com

OPENINGS

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

Air personalities, FT minimum 3-years experience. PT minimum 1-year exp. T&R: Dave Stewart, WPLL, 184 NW 187 St, Miami, FL 33169 EOE (2/7)

Talent sought for new FM in Virginia. Great company with benefits! T&R: Dave Parks, KCY, Box 1107, Harrisonburg, VA 22801 EOE (2/7)

Sunny 107 seeks midday Country pro! T&R: Mark Mathis, PD, KKSJ/KAPZ, Box 1488, Searcy, AR 72145 EOE (2/7)

WAMM in Harrisonburg, Virginia seeking two talented AT's with PD potential. Send tape: Beth Baker, Box 752, Harrisonburg, VA 22801 EOE (2/7)

92.5/KZPS (THE CLASSIC ROCK STATION) DALLAS seeks parttime on-air talent. Minimum three years in Classic Rock format required. Please call for application. Mary Young, Director/Human Resources, (972)770-7777. An Equal Opportunity Employer.

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.

WIMZ/Knoxville is actively seeking strong promotion director candidates. You should have at least 2 years of radio promotion/marketing experience. Rock format preferred. Resumes including references to: Program Director WIMZ Radio, P.O. Box 27100, Knoxville, TN 37927. No phone calls please! South Central Communications is an Equal Opportunity Employer. M/F/H



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

PAXSON NETWORKS/ TENNESSEE RADIO NETWORK

Assistant Chief Engineer. Immediate opening for experienced radio/satellite engineer, who is detail-oriented and can work with little supervision. Applicants should have thorough knowledge of radio broadcasting, satellite uplinking, ISDN, and computer operating systems. News Director/Anchor. Immediate opening for strong, on-air news director. Excellent management, communication, and motivational skills required to manage five additional anchors and data network. Computer skills and some digital production knowledge required. Two-three years previous radio news experience as news director in like environment preferred. Send resume to: Human Resources, Paxson Networks, 621 Mainstream Drive, Suite 230. Nashville, TN 37228 EOE.

MUSIC DIRECTOR/ ASST. PROGRAM DIRECTOR

WQEW, the home of American Popular Standards, is looking for a Music Director/Asst. Program Director. Applicants should have extensive musical knowledge of Standards, Broadway, and Movies. Knowledge of music scheduling systems a plus. Must be able to work well with people, write and produce taped radio shows and remote broadcasts. Superb production skills required. Send T&R to: Stan Martin, Box R, 122 Fifth Avenue, New York, NY 10011. No Calls. EOE

OPPORTUNITIES

OPENINGS

LOCAL SALES MANAGER

99X is Atlanta's New Rock music and sales leader. We consistently double the market's strong growth rate, and our integrated marketing programs that include direct mail, a monthly magazine, Internet, IVR, and, of course, spot sales, will provide an aggressive, detail-focused leader a unique opportunity. Susquehanna Broadcasting is looking for a proven manager with a long list of successes and experience as an on-the-streets coach/trainer. Resumes to: LSM, WNNX/Atlanta, 3405 Piedmont Rd., Suite 500, Atlanta, GA 30305.

Greenville/Spartanburg, SC #1 radio station, WSSL, has immediate openings for:

- Dynamic morning personality. Two years news/morning show experience. TV experience a plus. Women & minorities encouraged.
- Phone dominator who knows how to be a personality inside more music format.
- Weekend/parttime board operators/announcers. Experience required.

Rush tape, resume, photo, and related materials: Attn: Bruce Logan, PD WSSL, 7 North Laurens Street, Suite #801, Greenville, SC 29602. SFX Broadcasting. EOE M/F/H/V

MIDWEST

WIRX-Rock 107 St. Joseph, MI needs parttimers. T/R to Rob Olson, PD, 580 E Napier, Benton Harbor, MI 49022. EOE (2/7)

Promotion Director/Midday announcer for #1 CHR. Strong marketing, air, and production skills needed. T/R to Rick Roberts, 1-94, Box 1, Eau Claire, WI 54702 EOE (2/7)

100,000 watt Country station KFXI afternoon jock needed immediately/production/remotes. T/R to Sherry Lynn 1101 N. Highway 81, Marlow, OK 73055 405-658-9292. EOE (2/7)

100K Hot AC seeking PD/Midday. Great Opportunity for positive leader. T&R: WYCO, Tom Chapman, Box 778, Wausau, WI 54402-0778. EOE (2/7)

IMMEDIATE OPENING

Tired of existing partner? Want a change? Make more money? WZOK CHR has immediate opening for morning co-host. Must be creative, passionate, and positive. Plus, searching for midday personality. Experience required. T&R to: PD, 3901 Brendenwood, Rockford, IL 61107. Females encouraged. EOE

OPENINGS

Morning co-host and news director needed immediately for personality-driven, number one country morning show. College market, excellent company and facilities. Radio & Records, 10100 Santa Monica Bl., #234, 5th Floor, Los Angeles, CA 90067. EOE

Shadow Broadcast services/Chicago, a Westwood One company, seeks experienced fulltime and parttime Traffic, News and Sports air talent. T&R: Joe Scatah, 161 N. Clark, Chicago, IL 60601. No Phone Calls. 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 400,000! Already top-rated in 12-34 and 25-54. You must be 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

How would you like creative freedom??? How 'bout an excellent working environment??? What about good pay and benefits for a job well done??? We're searching for a charismatic, outgoing, female-friendly night personality who can work the phones, do excellent production and be part of a "team." In return, you'll be provided with the freedom to be a personality and all the tools you need to help us win!!! Rush T&R today!!! Radio & Records, 10100 Santa Monica Bl., #231, 5th Floor, Los Angeles, CA 90067. EOE

OPENINGS

Classic Rock PD Needed Now!

We are not being sold. Mel doesn't own us and won't! The right candidate will have a minimum of 2 years programming Selector experience, loves being on the air, believes in show prep, enjoys personal appearances, 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

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: Kimbeerly Jackson. No Phone Calls. EOE

OLDIES 97.5 has a rare opening for a morning drive host. We're looking for someone who understands the value of "contemporary" entertainment in an Oldies environment. We want a personality who is fun to listen to, can interact with the audience, and wants to live in one of America's greatest cities. We have a great company, solid ratings, and state-of-the-art studios. If you want a great opportunity, send a tape, resume, and copy of your latest rating to: PD WJIM, P.O. Box 30124, Lansing, MI 48909. EOE

OPENINGS

WWCK/Flint MI's Heritage CHR is looking for an in-studio anchor for our locally based morning show. You must fit into a team format and be responsible for bringing ideas and planning for the morning show. Excellent commercial production a must! T&R along with examples of creative show prep to: Scott Seipel, 3217 Lapeer Road, Flint, MI 48503. Salary \$20,000 to \$40,000 depending on experience and prep/planning skills.

WEST

Work in Montana, home of the Freeman and the Unabomber. Country station needs AT/News. T&R to Steve Stevenson, KFLN, Box 790, Baker, MT 59313 EOE (2/7)

Needed... female AT, strong production, afternoon drive, 5 years exp. T/R to Chris Halstead, KAFF, Box 1930, Flagstaff, AZ 86002. EOE (2/7)



DIRECTOR PROMOTIONS/ MARKETING

Do you have these skills: Can develop 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 computer 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 encouraged to apply.

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OPPORTUNITIES

February 7, 1997 R&R • 99

OPENINGS

KOST 103/L.A. seeks P.T. air talent. 2 yrs. min. experience. No calls pls. T&R to: Jhani Kaye: 610 S. Ardmore Ave., Los Angeles, CA 90005. COX Radio is an Equal Opportunity Employer.

Sacramento's Alternative, KWOD 106.5, is looking for fulltime and parttime air talent immediately! Music Director & programming responsibilities available with airshifts. The pay is medium, the work is hard, and the weather is warm! Rush T&R to: Ron Bunce, KWOD-FM, 801 K Street, 27th Floor, Sacramento, CA 98514. EOE

Morning AT, Ops., production for small market Country leader. UDS System. T&R: Bob Coker, GM KPER, P.O. Box 2276, Hobbs, NM 88241-2276 EOE

Lost our midday jock to Tampa! Oldies 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 production 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.

(Jacor-Las Vegas) KFM 102 has an opening for afternoon drive. If you are passionate about country music, already have a history of entertaining, communicating and winning 25-54s, good at meeting and greeting them, and have the attitude that will compel you to do everything it takes to win, then send your tape and resume to: Jay Phillips, KFMS-FM Program Director, 1130 East Desert Inn Road, Las Vegas, NV 89109. No phone calls please. Jacor-Las Vegas is an Equal Opportunity Employer. Qualified Women and Minorities are encouraged to apply.

KXRX-FM/Tri-Cities, Washington has immediate opening for afternoons/music director. Good production, AOR knowledge, and willingness to win regardless of task are must. Tape/resume to: Curt Cartier 2621 W. "A" St. Pasco, WA 99301. Females and minorities encouraged to apply. EOE. NO CALLS PLEASE.

OPENINGS

KFRR-FM, ALTERNATIVE/KJFX-FM, Classic Rock/KYNO-AM, All Sports Has the following openings:
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Promotions/Marketing Director: Off-air, one fulltime assistant, tons of interns, promote, market, outsmart the competition. Strong managerial and organizational skills required. Minimum 2 years' experience. Send T&R immediately to: Don O'Neal, Program Director, 1981 N. Gateway Blvd., #101, Fresno, CA 93727. EOE

NATIONAL MORNING SHOW SEARCH GOODTIME OLDIES COOL 101.1/CHANCELLOR

BROADCASTING SACRAMENTO
Morning personalities and teams. This is the opportunity you've desired, yet never found! No matter where you've been or what you're doing now! Send me your best morning show work! I like a "listener-driven," fun and entertaining show that will be, "Sacramento's morning show!" Send tape and resume to: Jon Brent/Program Director/1440 Ethan Way #200, Sacramento, CA 95825 EOE.



KDON is seeking top-notch talent for on-air Music Director (experience necessary.) Also wanted: On-air production genius. Rush T&R (no calls!) to: KDON, Jennifer Wilde/PD, 55B Plaza Circle, Salinas, CA 93906

Growing group needs PD/Morning Talent types now. Need good managers, professional, hard-working, team players. Send materials today. All formats. Radio & Records, 10100 Santa Monica Bl., #214, 5th Floor, Los Angeles, CA 90067. EOE

Seeking Hot Producer For Robert W. Morgan Show K-EARTH 101 213-930-2196. EOE

Seeking morning pro who does local radio and satisfies an audience. Daily show prep a must. Hot Country. PD/MD options. Great Northern California college town. Radio & Records, 10100 Santa Monica Bl., #229, 5th Floor. Los Angeles, CA 90067. EOE

POSITIONS SOUGHT

Morning Show Host, CHR, real, energetic, creative, great ratings, WZPL let me go and ratings went down. MARK VANNESS: (317) 257-2477 (1/31)

20-year veteran in large market seeking Country format, PD experience, up-tempo, fun! VIN: (860) 274-9384 (1/31)

Promotions oriented-experienced announcer available to relocate immediately. Middays or PM Drive preferred. CHRIS: (800) 769-4948-51 (1/31)

POSITIONS SOUGHT

Chief Engineer's position wanted: Lost job of 10 years when sale to Spanish network. Have experience with computers, transmitters, automations, DCS, UDS, digital studios. Have great references. Robert King, Call: (702) 876-5151

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Phones & cahones! Morning AT seeks ballistics challenge! Country/AC/Oldies-MIKE: (517) 362-7251 (1/31)

Veteran broadcaster seeks PD/OM position at Sports/ News/ Talk station, small-medium market. Interested in College PBP as well. ED: (702) 369-1801. (1/31)

Female talent. 5-years major market experience. On-air, production, programming. KATHY: (707) 765-0266. (1/31)

Young female talent ready, willing and able to jump in with both feet, anywhere! NICKI SOUTH: (405) 672-4583. (1/31)

Experienced AT/HAC/CHR/AC/Classics anywhere in Florida, southeast, south. JJ SHANNON: (407) 770-4749. (1/31)

Personality, production, pipes and copy, too! Experienced announcer seeks small to medium market on east coast. STEVE: (704) 672-1378. (1/31)

You want a morning show? I got your morning show right here, pal. Rock, CHR & Country experience. RICK: (812) 471-1565. Hi Mom! (1/31)

Dynamite Classic Rocker with 3-years experience in major market. Ready for primetime in CR/AC/NAC/CHR. ANDRE: (954) 581-7249. (1/31)

C.E position wanted: Job lost due to sale. Experienced with computers, transmitters, automations, DCS, UDS. Great references. ROBERT KING: (702) 876-5151. (1/31)

I love reading liners! NOT. 15-year radio veteran including major market, Country, AOR, AC, Oldies. JACK: (314) 434-8897. (1/31)

The savage! Now in my fourth successful year of nights at CHR WPRR, Altoona PA. Will go anywhere! The SAVAGE: (814) 946-5711. (1/31)

Mornings/Afternoons! Funny major market top-rated talent seeks major/large market. Stellar ratings, reference, voice(s), talent. ROGER: (410) 515-1967. (2/7)

The numbers don't lie! A proven ratings performer for Florida! Available now! RICK "HURRICANE" Hamilton (904) 814-3354. (1/31)

POSITIONS SOUGHT

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Drunk/drug addict. Unreliable and sorry. Do not hire me. I will only break your heart...Joe Kelly (501) 845-4292

Real person wants real job for real money, CR, Jazz, Talk, have headphones. Will travel anywhere! FOX: (904) 936-0396. (1/31)

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Radio & Records provides free (20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

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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.

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The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping and handling.

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Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310) 203-8727 or mail.. Visa, MC, AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PDT)** eight days prior to issue date. Address all ads to: R&R Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

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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.

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CURRENT #201 WYXR/Big Ron O'Brien, Z100/Paul Bryant, WOMC/Dick Purtan, WJFK/GreaseMan, WASH/Kevin & Kim, K101/Kelly Deangels, KFRC/Goss & Garrett, WGRD, \$7.50.
PERSONALITY PLUS #PP-110, KISW/Bob Rivers, WRGX/Marcow, WJMK/John Landecker, WKYS/Russ Parr, KMPS/Greg Thunder, \$7.50.
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PEOPLE #S-337, SACRAMENTO CHR KSPM, AOR KRXQ, KSEG, KWOD, City KNCI, KRAK, AC KGBY, KYMX, Gold KHYL, KXDA, \$7.50.
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SWEEPER VAULT #SV-13, Sweeper & Legal ID samples, all formats, Cassette, \$10.
#MR-5 (MODERN ROCK), #TS (TALK RADIO), #F-23 (ALL FEMALE), #CHN-23 (CHR NIGHTS), #UC-18 (URBANI), #O-18 (ALL OLDIES), #ADR-13 (ALL ADR), #S-335 (NY AM DRIVE) at \$7.50 each.
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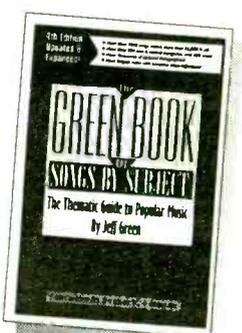
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CHR/POP

LW	TW	
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)
6	5	JEWEL You Were Meant For Me (Atlantic)
5	6	GINA G Ooh Aah...Just A Little Bit (Eternal/WB)
7	7	SPICE GIRLS Wannabe (Virgin)
9	8	MADONNA Don't Cry For Me Argentina (Warner Bros.)
8	9	R. KELLY I Believe I Can Fly (Jive)
11	10	COUNTING CROWS A Long December (DGC/Geffen)
14	11	KEITH SWEAT Nobody (Elektra/EEG)
10	12	MERRIL BAINBRIDGE Mouth (Universal)
16	13	SHERYL CROW Everyday Is A Winding Road (A&M)
15	14	BLACKSTREET No Diggity (Interscope)
12	15	ALANIS MORISSETTE Head Over Feet (Maverick/Reprise)
13	16	SHERYL CROW If It Makes You Happy (A&M)
21	17	"AFKAP" The Holy River (NPG/EMI)
20	18	DUNCAN SHEIK Barely Breathing (Atlantic)
18	19	AMBER This Is Your Night (Tommy Boy)
24	20	CRANBERRIES When You're Gone (Island)
19	21	NEW EDITION I'm Still In Love With You (MCA)
28	22	BABYFACE Every Time I Close My Eyes (Epic)
26	23	JOHN MELLENCAMP Just Another Day (Mercury)
22	24	KEITH SWEAT Twisted (Elektra/EEG)
25	25	HOOTIE & THE BLOWFISH I Go Blind (Reprise)
23	26	RED HOT CHILI PEPPERS Love Rollercoaster (Geffen)
17	27	DONNA LEWIS Without Love (Atlantic)
48	28	CELINE DION All By Myself (550 Music)
35	29	NO MERCY Please Don't Go (Arista)
33	30	BETTER THAN EZRA Desperately Wanting (Swell/Elektra/EEG)

CHR begins on Page 35.

CHR/RHYTHMIC

LW	TW	
1	1	EN VOGUE Don't Let Go (Love) (EastWest/EEG)
2	2	KEITH SWEAT Nobody (Elektra/EEG)
5	3	AALIYAH One In A Million (BlackGround/Atlantic)
7	4	SPICE GIRLS Wannabe (Virgin)
3	5	TONI BRAXTON Un-break My Heart (LaFace/Arista)
8	6	MONICA For You I Will (Warner Sunset/Atlantic)
4	7	BLACKSTREET No Diggity (Interscope)
6	8	TONY TONI TONE Let's Get Down (Mercury)
9	9	BABYFACE Every Time I Close My Eyes (Epic)
13	10	NO DOUBT Don't Speak (Trauma/Interscope)
10	11	R. KELLY I Believe I Can Fly (Jive)
12	12	GINUWINE Pony (550 Music)
11	13	NEW EDITION I'm Still In Love With You (MCA)
14	14	FOXY BROWN Get Me Home (Violator/Def Jam/RAL/Mercury)
21	15	DRU HILL In My Bed (Island)
20	16	AZ YET Hard To Say I'm Sorry (LaFace/Arista)
16	17	MC LYTE Cold Rock A Party (EastWest/EEG)
28	18	MARK MORRISON Return Of The Mack (Atlantic)
18	19	KEITH SWEAT Twisted (Elektra/EEG)
17	20	WHITNEY HOUSTON I Believe In You And Me (Arista)
24	21	FREAK NASTY Da Dip (Power)
23	22	BLACKOUT ALLSTARS I Like It (Columbia)
22	23	MADONNA Don't Cry For Me Argentina (Warner Bros.)
15	24	MINT CONDITION What Kind Of Man Would I Be (Perspective/A&M)
19	25	GINA G Ooh Aah...Just A Little Bit (Eternal/WB)
36	26	PUFF DADDY Can't Nobody Hold Me Down (Bad Boy/Arista)
31	27	ERYKAH BADU On And On (Kedar/Universal)
30	28	CRYSTAL WATERS Say...If You Feel Alright (Mercury)
45	29	BLACKSTREET Don't Leave Me (Interscope)
29	30	E-40 Things'll Never Change (Sick Wid' It/Jive)

CHR begins on Page 35.

URBAN

LW	TW	
1	1	AALIYAH One In A Million (BlackGround/Atlantic)
2	2	WHITNEY HOUSTON I Believe In You And Me (Arista)
4	3	ERYKAH BADU On And On (Kedar/Universal)
5	4	DRU HILL In My Bed (Island)
3	5	BLACKSTREET Never Gonna Let You Go (Interscope)
7	6	MAXWELL Sumthin' Sumthin' (Columbia)
9	7	NEW EDITION You Don't Have To Worry (MCA)
8	8	BABYFACE Every Time I Close My Eyes (Epic)
13	9	MONICA For You I Will (Warner Sunset/Atlantic)
11	10	IMMATURE Watch Me Do My Thing (Loud/RCA)
17	11	"AFKAP" Somebody's Somebody (NPG/EMI)
12	12	LUTHER VANDROSS I Can Make It Better (LV/Epic)
10	13	EN VOGUE Don't Let Go (Love) (EastWest/EEG)
6	14	FOXY BROWN Get Me Home (Violator/Def Jam/RAL/Mercury)
18	15	MC LYTE Cold Rock A Party (EastWest/EEG)
26	16	KEITH SWEAT Just A Touch (Elektra/EEG)
16	17	TONY TONI TONE Let's Get Down (Mercury)
30	18	702 Get It Together (Biv 10/Motown)
24	19	PUFF DADDY Can't Nobody Hold Me Down (Bad Boy/Arista)
15	20	ISLEY BROTHERS Tears (T-Neck/Island)
20	21	MONIFAH You Don't Have To Love Me (Uptown/Universal)
29	22	MAKAVELI Hail Mary (Death Row/Interscope)
25	23	DO OR DIE Playa Like Me And You (Rap-A-Lot)
14	24	JOHNNY GILL It's Your Body (Motown)
19	25	R. KELLY I Believe I Can Fly (Jive)
22	26	LIL' KIM No Time (Undeas/Big Beat/Atlantic)
31	27	MINT CONDITION You Don't Have To Hurt No... (Perspective/A&M)
37	28	MONTELL JORDAN What's On Tonight (Def Jam/RAL/Mercury)
23	29	KEITH SWEAT Nobody (Elektra/EEG)
32	30	AZ YET Hard To Say I'm Sorry (LaFace/Arista)
48	36	BRAT I/T-BOZ Ghetto Love (So So Def/Columbia)
—	37	YVETTE MICHELLE I'm Not Feeling You (Loud/RCA)
41	39	DONELL JONES You Should Know (Untouchables/LaFace/Arista)
41	39	DONELL JONES You Should Know (Untouchables/LaFace/Arista)
—	41	TASHA HOLIDAY Just The Way You Like (MCA)

URBAN begins on Page 47.

HOT AC

LW	TW	
1	1	NO DOUBT Don't Speak (Trauma/Interscope)
3	2	CARDIGANS Lovefool (Mercury)
2	3	TONI BRAXTON Un-break My Heart (LaFace/Arista)
7	4	JEWEL You Were Meant For Me (Atlantic)
6	5	HOOTIE & THE BLOWFISH I Go Blind (Reprise)
4	6	JOURNEY When You Love A Woman (Columbia)
9	7	DUNCAN SHEIK Barely Breathing (Atlantic)
5	8	SHERYL CROW If It Makes You Happy (A&M)
8	9	ALANIS MORISSETTE Head Over Feet (Maverick/Reprise)
11	10	COUNTING CROWS A Long December (DGC/Geffen)
10	11	CELINE DION It's All Coming Back To Me Now (550 Music)
19	12	MADONNA Don't Cry For Me Argentina (Warner Bros.)
13	13	DISHWALLA Counting Blue Cars (A&M)
18	14	JOHN MELLENCAMP Just Another Day (Mercury)
15	15	ERIC CLAPTON Change The World (Reprise)
21	16	SHERYL CROW Everyday Is A Winding Road (A&M)
12	17	DONNA LEWIS I Love You Always Forever (Atlantic)
14	18	BARBRA STREISAND & BRYAN ADAMS I Finally Found... (Columbia)
17	19	DON HENLEY Through Your Hands (Revolution)
16	20	WHITNEY HOUSTON I Believe In You And Me (Arista)
25	21	CELINE DION All By Myself (550 Music)
23	22	CRANBERRIES When You're Gone (Island)
26	23	PAULA COLE Where Have All The Cowboys... (Imago/WB)
22	24	SEAL Fly Like An Eagle (Warner Sunset/Atlantic)
24	25	EN VOGUE Don't Let Go (Love) (EastWest/EEG)
27	26	"AFKAP" The Holy River (NPG/EMI)
29	27	PHIL COLLINS It's In Your Eyes (Any...) (Face Value/Atlantic)
—	28	SAVAGE GARDEN I Want You (Columbia)
28	29	ELEANOR MCEVOY Precious Little (Columbia)
30	30	SARAH MCLACHLAN Possession (Nettwerk/Arista)

AC begins on Page 65.

AC

LW	TW	
2	1	WHITNEY HOUSTON I Believe In You And Me (Arista)
1	2	TONI BRAXTON Un-break My Heart (LaFace/Arista)
3	3	BARBRA STREISAND & BRYAN ADAMS I Finally Found... (Columbia)
4	4	ROD STEWART If We Fall In Love Tonight (Warner Bros.)
8	5	JIM BRICKMAN w/MARTINA MCBRIDE Valentine (Windham Hill)
6	6	GLORIA ESTEFAN I'm Not Giving You Up (Epic)
5	7	JOURNEY When You Love A Woman (Columbia)
7	8	LIONEL RICHIE Still In Love (Mercury)
9	9	KENNY LOGGINS For The First Time (Columbia)
10	10	ERIC CLAPTON Change The World (Reprise)
14	11	PHIL COLLINS It's In Your Eyes (Any...) (Face Value/Atlantic)
13	12	DON HENLEY Through Your Hands (Revolution)
20	13	CELINE DION All By Myself (550 Music)
11	14	CELINE DION It's All Coming Back To Me Now (550 Music)
17	15	R. KELLY I Believe I Can Fly (Jive)
15	16	ELTON JOHN You Can Make History... (MCA)
16	17	DONNA LEWIS I Love You Always Forever (Atlantic)
12	18	HUEY LEWIS & THE NEWS 100 Years From Now (Elektra/EEG)
18	19	PETER CETERA w/RONNA REEVES S.O.S. (River North)
19	20	SEAL Fly Like An Eagle (Warner Sunset/Atlantic)
22	21	BARRY MANILOW Bluer Than Blue (Arista)
27	22	MADONNA Don't Cry For Me Argentina (Warner Bros.)
24	23	NO DOUBT Don't Speak (Trauma/Interscope)
25	24	JOHN MELLENCAMP Just Another Day (Mercury)
—	25	BRYAN ADAMS I'll Always Be Right There (A&M)
—	26	JON SECADA Too Late, Too Soon (SBK/EMI)
21	27	CELINE DION Send Me A Lover (MMI)
26	28	BABYFACE Every Time I Close My Eyes (Epic)
—	29	KENNY G Havana (Arista)
—	30	JEWEL You Were Meant For Me (Atlantic)

AC begins on Page 65.

ACTIVE ROCK

LW	TW	
1	1	LIVE Lakini's Juice (Radioactive)
3	2	BUSH Greedy Fly (Trauma/Interscope)
4	3	SILVERCHAIR Abuse Me (Epic)
5	4	WALLFLOWERS One Headlight (Interscope)
6	5	U2 Discotheque (Island)
2	6	SOUNDGARDEN Blow Up The Outside World (A&M)
9	7	METALLICA King Nothing (Elektra/EEG)
7	8	STIR Looking For (Aware/Capitol)
8	9	BETTER THAN EZRA Desperately Wanting (Swell/Elektra/EEG)
15	10	TONIC Casual Affair (Polydor/A&M)
10	11	SPONGE Have You Seen Mary (Columbia)
11	12	STONE TEMPLE PILOTS Lady Picture Show (Atlantic)
14	13	SMASHING PUMPKINS Thirty-Three (Virgin)
12	14	LOCAL H Bound For The Floor (Island)
13	15	OFFSPRING All I Want (Columbia)
—	16	COLLECTIVE SOUL Precious Declaration (Atlantic)
18	17	COUNTING CROWS A Long December (DGC/Geffen)
17	18	METALLICA Hero Of The Day (Elektra/EEG)
26	19	NINE INCH NAILS The Perfect Drug (Nothing/Interscope)
21	20	R.E.M. The Wake-Up Bomb (Warner Bros.)
16	21	MATCHBOX 20 Long Day (Lava/Atlantic)
25	22	MARILYN MANSON Tourniquet (Nothing/Interscope)
30	23	BIG HEAD TODD & THE MONSTERS Resignation... (Revolution)
19	24	SUBLIME What I Got (Gasoline Alley/MCA)
20	25	BUSH Swallowed (Trauma/Interscope)
31	26	WIDESPREAD PANIC Hope In A Hopeless World (Capricorn/Mercury)
39	27	EELS Rags To Rags (DreamWorks/Geffen)
24	28	TOOL Stinkfist (Zoo)
23	29	SEMISONIC F.N.T. (MCA)
—	30	VERUCA SALT Volcano Girls (Outpost/Geffen)

ROCK begins on Page 78.

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THE BACK PAGES

NATIONAL AIRPLAY OVERVIEW FEBRUARY 7, 1997

Breakers In Blue

URBAN AC

LW	TW	ARTIST	SON	Label
2	1	LUTHER VAN DYKE	Can Make It Better	(LV/Epic)
1	2	WHITNEY HOUSTON	I Believe In You And Me	(Arista)
4	3	BABYFACE	Every Time I Close My Eyes	(Epic)
5	4	MAXWELL	Sumthin' Sumthin'	(Columbia)
6	5	ISLEY BROTHERS	Tears	(T-Neck/Island)
3	6	EN VOGUE	Don't Let Go (Love)	(EastWest/EEG)
8	7	TONI BRAXTON	Un-break My Heart	(LaFace/Arista)
7	8	R. KELLY	I Believe I Can Fly	(Jive)
9	9	BLACKSTREET	Never Gonna Let You Go	(Interscope)
13	10	ERYKAH BADU	On And On	(Kedar/Universal)
15	11	AALIYAH	One In A Million	(BlackGround/Atlantic)
11	12	MINT CONDITION	What Kind Of Man Would I Be	(Perspective/A&M)
19	13	MONICA	For You I Will	(Warner Sunset/Atlantic)
14	14	KEITH SWEAT	Nobody	(Elektra/EEG)
17	15	DRU HILL	In My Bed	(Island)
20	16	"AFKAP"	Somebody's Somebody	(NPG/EMI)
10	17	"AFKAP"	Betcha By Golly Wow!	(NPG/EMI)
23	18	PAUL HARDCASTLE	Got To Be Love	(JVC)
12	19	TINA TURNER / BARRY WHITE	In Your Wildest Dreams	(Virgin)
22	20	SWEETBACK	You Will Rise	(Epic)
16	21	TONY TONI TONE	Let's Get Down	(Mercury)
21	22	BRANDY, TAMIA, KNIGHT, KHAN	Missing You	(EastWest/EEG)
—	23	KENNY LATTIMORE	For You	(Columbia)
28	24	MINT CONDITION	You Don't Have To Hurt No..	(Perspective/A&M)
—	25	ANN NESBY	This Weekend	(Perspective/A&M)
26	26	RASHAAN PATTERSON	Stop By	(MCA)
30	27	PEGGY SCOTT-ADAMS	Bill	(Universal)
25	28	NEW EDITION	You Don't Have To Worry	(MCA)
27	29	702	Get It Together	(Biv 10/Motown)
29	30	AZ YET	Hard To Say I'm Sorry	(LaFace/Arista)

URBAN begins on Page 47.

COUNTRY

LW	TW	ARTIST	SON	Label
2	1	BROOKS & DUNN	A Man This Lonely	(Arista)
3	2	VINCE GILL	Pretty Little Adriana	(MCA)
6	3	RICK TREVINO	Running Out Of Reasons To Run	(Columbia)
7	4	DARYLE SINGLETARY	Amen Kind Of Love	(Giant)
9	5	CLINT BLACK	Half Way Up	(RCA)
10	6	TOBY KEITH	Me Too	(Mercury)
11	7	TRAVIS TRITT	Where Corn Don't Grow	(Warner Bros.)
1	8	MARK CHESNUTT	It's A Little Too Late	(Decca)
14	9	DEANA CARTER	We Danced Anyway	(Capitol)
13	10	PATTY LOVELESS	She Drew A Broken Heart	(Epic)
17	11	LEANN RIMES	Unchained Melody	(MCG/Curb)
16	12	REBA MCENTIRE	How Was I To Know	(MCA)
20	13	JOHN BERRY	She's Taken A Shine	(Capitol)
18	14	ALAN JACKSON	Everything I Love	(Arista)
5	15	FAITH HILL	I Can't Do That Anymore	(Warner Bros.)
8	16	TRACY LAWRENCE	Is That A Tear	(Atlantic)
4	17	TRISHA YEARWOOD	Everybody Knows	(MCA)
22	18	DIAMOND RIO	Holdin'	(Arista)
24	19	TRACE ADKINS	(This Ain't) No Thinkin' Thing	(Capitol)
21	20	TY HERNDON	She Wants To Be Wanted Again	(Epic)
15	21	MINDY MCCREADY	Maybe He'll Notice Her Now	(BNA)
26	22	LONESTAR	Heartbroke Every Day	(BNA)
23	23	JAMES BONAMY	All I Do Is Love Her	(Epic)
31	24	CLAY WALKER	Rumor Has It	(Giant)
27	25	SAMMY KERSHAW	Politics, Religion And Her	(Mercury)
28	26	KENNY CHESNEY	When I Close My Eyes	(BNA)
29	27	MARTY STUART	You Can't Stop Love	(MCA)
30	28	TERRI CLARK	Emotional Girl	(Mercury)
37	29	TRACY BYRD	Don't Take Her She's All I Got	(MCA)
34	30	RICOCHE	Ease My Troubled Mind	(Columbia)

40 37 LORRIE MORGAN Good As I Was To You (BNA)

COUNTRY begins on Page 54.

NAC

LW	TW	ARTIST	SON	Label
6	1	DAVID SANBORN	Rikke	(Elektra/EEG)
3	2	ZACHARY BREAUX	Never Can Say Goodbye	(Zebra)
1	3	WAYMAN TISDALE	Don't Take Your Love Away	(MoJazz/Motown)
5	4	KENNY G	Eastside Jam	(Arista)
4	5	SLASH	Obsession Confession	(Geffen)
2	6	KEIKO MATSUI	Bridge Over The Stars	(Countdown/Unity)
8	7	GEORGE BENSON	The Thinker	(GRP)
7	8	BRAXTON BROTHERS	When Love Comes Around	(Kokopelli)
9	9	PAUL HARDCASTLE	Jokers Wild	(JVC)
10	10	MARK PORTMANN	No Truer Words	(Zebra)
12	11	VANESSA DAOU	Two To Tango	(MCA)
11	12	SOUL BALLET	N.Y.C. Tripin	(Countdown/Unity)
15	13	GROVER WASHINGTON JR.	Souful Strut	(Columbia)
17	14	NORMAN BROWN	Third World	(MoJazz/Motown)
19	15	MICHAEL PAULO	My Heart And Soul	(Noteworthy)
14	16	SOUNDSCAPE	Morning Song	(Instinct)
22	17	DAVE KOZ	Lullaby For A Rainy Night	(Capitol)
18	18	BRIAN HUGHES	Soul Fruit	(Higher Octave)
26	19	JIM BRICKMAN	You Never Know	(Windham Hill)
20	20	BABYFACE	Every Time I Close My Eyes	(Epic)
16	21	DENNY JIOSA	Lights Of The City	(Blue Orchid)
24	22	DOC POWELL	From The Heart	(Discovery)
23	23	EXODUS QUARTET	Summer Soulstice	(Instinct)
30	24	KENNY BLAKE	European Underground	(Heads Up)
13	25	ART PORTER	Lake Shore Drive	(Verve Forecast)
27	26	TONI BRAXTON	Un-break My Heart	(LaFace/Arista)
—	27	GOTA	European Comfort	(Instinct)
29	28	ALFONZO BLACKWELL	Hermina	(Street Life/All American)
—	29	TOMMY EMMANUEL	Midnight Drive	(Higher Octave)
—	30	WILL LEE	Georgy Porgy	(Go Jazz/Bean Bag)

NAC begins on Page 73.

ROCK

LW	TW	ARTIST	SON	Label
1	1	WALLFLOWERS	One Headlight	(Interscope)
4	2	COUNTING CROWS	A Long December	(DGC/Geffen)
3	3	JOHN MELLENCAMP	Just Another Day	(Mercury)
5	4	LIVE	Lakini's Juice	(Radioactive)
2	5	STONE TEMPLE PILOTS	Lady Picture Show	(Atlantic)
6	6	U2	Discotheque	(Island)
8	7	SPONGE	Have You Seen Mary	(Columbia)
7	8	SOUNDGARDEN	Blow Up The Outside World	(A&M)
11	9	TOM PETTY & THE HEARTBREAKERS	Change...	(Warner Bros.)
9	10	METALLICA	Hero Of The Day	(Elektra/EEG)
14	11	BETTER THAN EZRA	Desperately Wanting	(Swell/Elektra/EEG)
15	12	WIDESPREAD PANIC	Hope In A Hopeless World	(Capricorn/Mercury)
21	13	BUSH	Greedy Fly	(Trauma/Interscope)
22	14	SILVERCHAIR	Abuse Me	(Epic)
13	15	STIR	Looking For	(Aware/Capitol)
20	16	METALLICA	King Nothing	(Elektra/EEG)
10	17	RUSH	Half The World	(Atlantic)
23	18	TONIC	Casual Affair	(Polydor/A&M)
12	19	VAN HALEN	Can't Get This Stuff No More	(Warner Bros.)
16	20	SUBLIME	What I Got	(Gasoline Alley/MCA)
—	21	COLLECTIVE SOUL	Precious Declaration	(Atlantic)
30	22	BIG HEAD TODD & THE MONSTERS	Resignation	(Revolution)
24	23	DON HENLEY	Through Your Hands	(Revolution)
19	24	MATCHBOX 20	Long Day	(Lava/Atlantic)
27	25	JOURNEY	Can't Tame The Lion	(Columbia)
29	26	SHERYL CROW	Everyday Is A Winding Road	(A&M)
17	27	ZZ TOP	Rang Bang	(RCA)
25	28	LOCAL H	Bound For The Floor	(Island)
18	29	BUSH	Swallowed	(Trauma/Interscope)
26	30	VAN HALEN	Me Wise Magic	(Warner Bros.)

ROCK begins on Page 78.

ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	U2	Discotheque	(Island)
2	2	LIVE	Lakini's Juice	(Radioactive)
4	3	SMASHING PUMPKINS	Thirty-Three	(Virgin)
5	4	COUNTING CROWS	A Long December	(DGC/Geffen)
3	5	GARBAGE	#1 Crush	(Capitol)
6	6	SILVERCHAIR	Abuse Me	(Epic)
7	7	WALLFLOWERS	One Headlight	(Interscope)
8	8	BUSH	Greedy Fly	(Trauma/Interscope)
9	9	311	All Mixed Up	(Capricorn/Mercury)
11	10	CARDIGANS	Lovefool	(Mercury)
14	11	NINE INCH NAILS	The Perfect Drug	(Nothing/Interscope)
10	12	DEPECHE MODE	Barrel Of A Gun	(Reprise)
16	13	SUBLIME	Santeria	(Gasoline Alley/MCA)
15	14	DAVE MATTHEWS BAND	Crash Into Me	(RCA)
12	15	OFFSPRING	All I Want	(Columbia)
17	16	SHERYL CROW	Everyday Is A Winding Road	(A&M)
13	17	BETTER THAN EZRA	Desperately Wanting	(Swell/Elektra/EEG)
33	18	VERUCA SALT	Volcano Girls	(Outpost/Geffen)
31	19	SPACE	Female Of The Species	(Gut/Universal)
24	20	SOUL COUGHING	Super Bon Bon	(Slash/WB)
21	21	NO DOUBT	Don't Speak	(Trauma/Interscope)
39	22	NO DOUBT	Excuse Me Mr.	(Trauma/Interscope)
29	23	SOCIAL DISTORTION	When The Angels Sing	(550 Music)
40	24	VERVE PIPE	The Freshman	(RCA)
18	25	POE	Hello	(Modern/Atlantic)
27	26	SUICIDE MACHINES	No Face	(Hollywood)
23	27	LUSCIOUS JACKSON	Naked Eye	(Grand Royal/Capitol)
—	28	COLLECTIVE SOUL	Precious Declaration	(Atlantic)
43	29	PRODIGY	Firestarter	(Mute/Maverick/WB)
19	30	FOUNTAINS OF WAYNE	Radiation Vibe	(Tag/Atlantic)

ALTERNATIVE begins on Page 85.

ADULT ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	WALLFLOWERS	One Headlight	(Interscope)
2	2	COUNTING CROWS	A Long December	(DGC/Geffen)
3	3	DAVE MATTHEWS BAND	Crash Into Me	(RCA)
4	4	SHERYL CROW	Everyday Is A Winding Road	(A&M)
5	5	BODEANS	Hurt By Love	(Slash/Reprise)
10	6	BIG HEAD TODD & THE MONSTERS	Resignation...	(Revolution)
8	7	PAULA COLE	Where Have All The Cowboys...	(Imago/WB)
6	8	JOHN MELLENCAMP	Just Another Day	(Mercury)
11	9	R.E.M.	Electrolite	(Warner Bros.)
7	10	U2	Discotheque	(Island)
12	11	WIDESPREAD PANIC	Hope In A Hopeless World	(Capricorn/Mercury)
13	12	SHAWN COLVIN	Sunny Came Home	(Columbia)
9	13	DON HENLEY	Through Your Hands	(Revolution)
14	14	JEWEL	You Were Meant For Me	(Atlantic)
16	15	IONA APPLE	sleep... (ream Work)	(Island)
19	16	VERVE PIPE	The Freshman	(RCA)
17	17	SMASHING PUMPKINS	Thirty-Three	(Virgin)
15	18	WILCO	Outtaside (Outta Mind)	(Reprise)
18	19	BETTER THAN EZRA	Desperately Wanting	(Swell/Elektra/EEG)
21	20	CARDIGANS	Lovefool	(Mercury)
25	21	DUNCAN SHEIK	She Runs Away	(Atlantic)
—	22	ODDS	Someone Who's Cool	(Elektra/EEG)
20	23	BORROWERS	Beautiful Struggle	(Guardian)
29	24	STING	Twenty Five To Midnight	(A&M)
—	25	BRUCE COCKBURN	Night Train	(Rykodisc Inc.)
24	26	COUNTING CROWS	Daylight Fading	(DGC/Geffen)
—	27	ASHLEY MACISAAC	Sleepy Maggie	(A&M)
23	28	BRUCE SPRINGSTEEN	High Hopes	(Columbia)
26	29	PHISH	Free	(Elektra/EEG)
—	30	LOW & SWEET ORCHESTRA	A Nail Won't Fix A Broken...	(Interscope)

ADULT ALTERNATIVE begins on Page 94.



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