

# COUNTRY AIRPLAY Monitor

• We Listen To Radio •

February 28, 1997 \$ 4.95 Volume 5 • No. 9

## COUNTRY HIGHLIGHTS

#1

★★★★ NO. 1 ★★★★★

TOBY KEITH

*Me Too* (MERCURY NASHVILLE)

★★★★ AIRPOWER ★★★★★

TRACY BYRD • *Don't Take Her She's All I Got* (MCA)  
KENNY CHESNEY • *When I Close My Eyes* (BNA)

### NEW RELEASES

SUZIE BOGGUSS • *She Said, He Heard* (CAPITOL NASHVILLE)  
JOE DIFFIE • *This Is Your Brain* (EPIC)  
GREG HOLLAND • *Divine Intervention* (ASYLUM)  
KENTUCKY HEADHUNTERS • *Singin' The Blues* (BNA)  
JEFFREY STEELE • *A Girl Like You* (CURB)

## Three-Way Battle, Heavy Sales, Make Kansas City Unique To Country Format

by Phyllis Stark

With almost 21 shares of listening, album sales that dramatically outpace the market size, and a three-way battle among an AM heavy-weight and two unhappily allied FM sister stations, Kansas City is one of the most unique radio markets for country music.

The market's three main players are KFKF, WDAF (61 Country), and KFKF's sister station, KBEQ (Q104), but the country niche is also served by AM farm station WHB and KFKF's AM, KOWW (the Cow), which targets a 45-plus audience with ABC's Real Country format.

Each station has its own particular niche. KFKF is the straight-ahead mainstream station; KBEQ positions itself as "Young Country"; and 61 Country, which is heavy on service elements, such as news, weather, and traffic, skews older. "Just about every way you can do country is represented here," says KFKF OM Dale Carter. "[We] clearly have the broad spectrum covered."



CARTER

"I can go to almost any other market, and, if there are two or three [country] stations, a lot of them do sound the same," agrees KBEQ PD Mike Kennedy. "[We] really do have three very distinct country music stations. The overall texture of the three stations is very, very different."

All three stations were off dramatically last summer, and all three were able to rebound in the fall Arbitron survey. KFKF's 12-plus numbers have gone 7.7-5.9-7.6 since last spring; it's currently the market's No. 2 station. WDAF's 8.4-6.9-7.3 move was good for No. 3. KBEQ has gone 6.3-5.3-5.5 since spring and is No. 6 12-plus.

Programmers

at all three stations point to poor diary placement in key country counties as the problem in the summer book, something Carter says he verified by going to Arbitron headquarters and "tearing the books apart. Certain counties that are kind to us just didn't get diaries," he says. "KFKF hasn't had a book that bad since the '80s." Recognizing the problem for what it was, all three stations say they made no programming changes and still bounced back in the fall.



KENNEDY

Carter says the format gets almost 21 shares of listening because "they very much have the country lifestyle in this market, so we're not pretending."

PDs say that even though the market is ranked No. 27 by Arbitron, it is frequently in the top 10 or even the top five in sales of specific albums. "Kansas City is one of the best markets in the country for selling product," says Carter.

Kennedy cites figures that show Kansas City indexing at 127 on album sales on a scale where 100 represents an average population-to-sales ratio. "If we have a specific artist KBEQ believes in and gets behind, like Stephanie Bentley, if we play it, it sells here," says Kennedy, who can cite more than a few tracks doing better on his station than nationally. "This is a great market for new artists."

### AND IN THIS CORNER

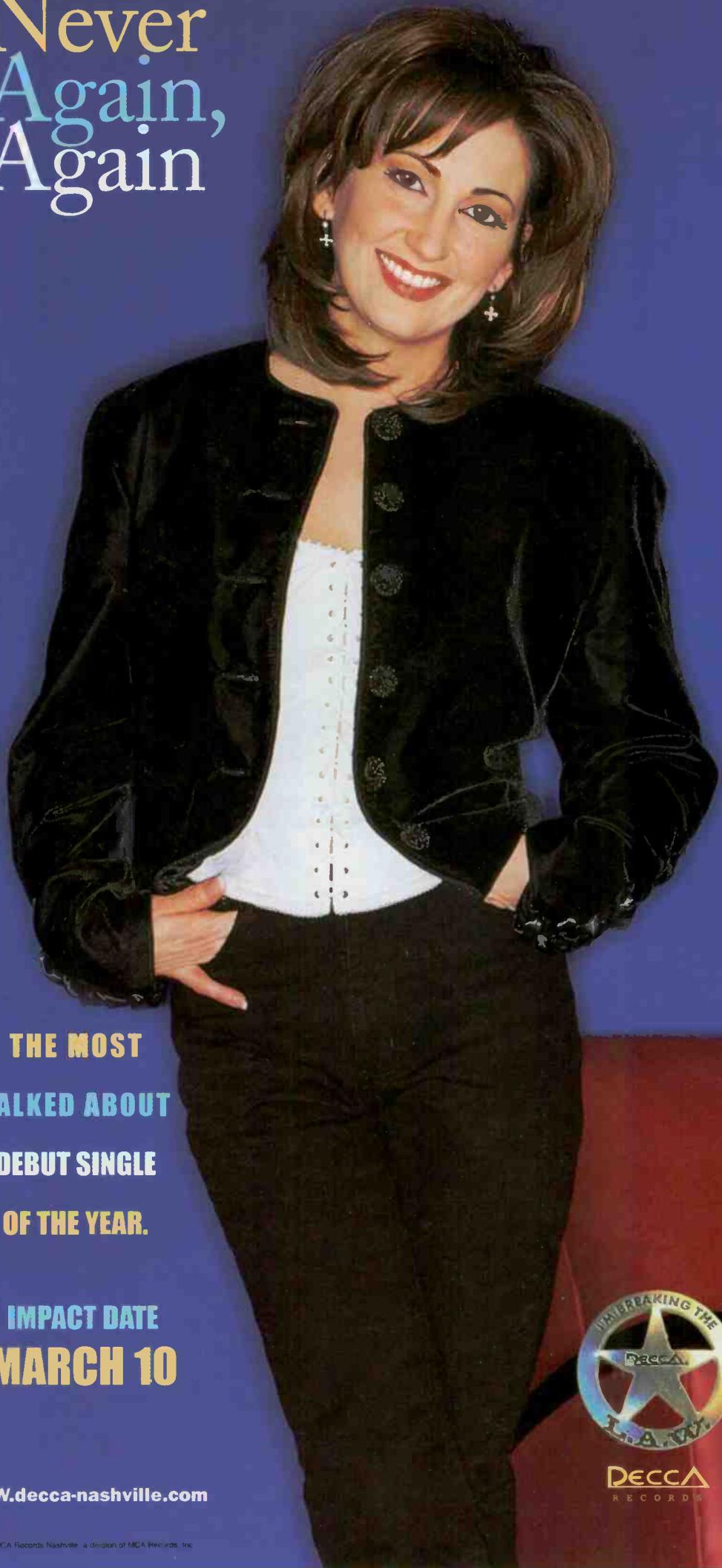
Here's how Kansas City's stars differ:

- KFKF reinforces its mainstream position with the slogan "It's how Kansas City spells country, KFKF." It plays 35 to 40 currents,

*Continued on page 5*

# Lee Ann Womack

## Never Again, Again



THE MOST  
TALKED ABOUT  
DEBUT SINGLE  
OF THE YEAR.

IMPACT DATE  
MARCH 10



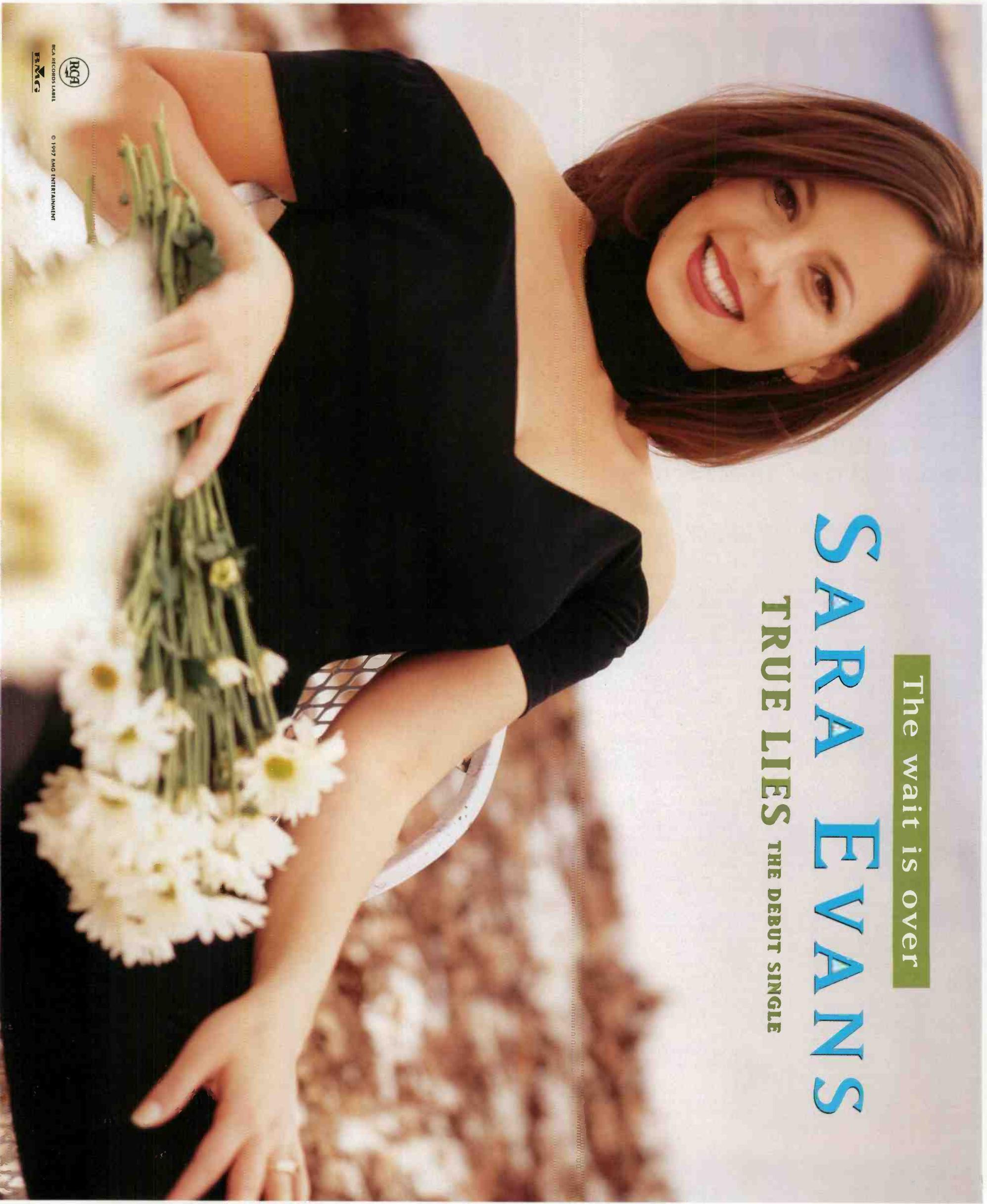
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## Strawberry Guitar



Capitol Nashville artist Deana Carter embraces a strawberry red guitar during a recent guest appearance on SW Networks' weekly syndicated show, "Country's Most Wanted With Carl P. Mayfield." Pictured with Carter are host Mayfield, left, and co-host "P-Team Dean" Warfield, right.



## RADIOACTIVE BY PHYLLIS STARK

### WYCD Goes For Joe; Ongaro Exits WMIL

**J**oe Armao is named WYCD Detroit GM, succeeding Scott Meier, who assumes GM duties at sister station WXYT, as tipped here three weeks ago. Armao was GM at KVEN/KHAY/KBBY Ventura, Calif., and was previously VP/GM at WDSY Pittsburgh.

Terry Wood, GM of Clear Channel's WKVW Milwaukee, adds those duties at WMIL/WOKY in the wake of Clear Channel's takeover of the stations. Longtime GM Brian Ongaro exits.

Gail Austin, PD of KBOB Davenport, Iowa, is the new PD at WQIK Jacksonville, Fla., replacing Jon Allen.

As expected, WKSI Greensboro, N.C., has changed format, flipping to modern AC as the Point Feb. 21. PD Chuck Finley remains, along with newperson Marty Ryan, but the rest of the airstaff is out.

Jefferson-Pilot's second Denver country FM, the former KQKS, picks up new calls this week, KCKK (Kick 104.3).

Guaranty Broadcasting, owner of WTGE (Cat Country) Baton Rouge, La., picks up WZRH New Orleans, currently a modern rock outlet. Darrell Picou, GM of Guaranty's country WHMD Hammond, La., will also be GM of WZRH when the sale closes.

In similar news, WKYQ Paducah, Ky., GM Gary Morse adds PD duties over Bristol Broadcasting's new duop partner WDDJ, as that station returns from rock to top 40 under new PD T.J. McKay and MD Mark Summer from country WWZD Tupelo, Miss.

Suburban WIRE Indianapolis is sold from Boone County Broadcasters to crosstown WHHH and WGGP. WIRE will remain country.

With a format change to modern reportedly pending, PD Melissa McConnell exits KRAZ Santa Rosa, Calif.; reach her at 510-432-1957.

Zoe Zuest, PD of co-owned triple-A KRSH, is now PD.

Oldies KASM-FM St. Cloud, Minn., picks up Radio One Networks' Go Country! format and new calls KDDG (the Dog).

KIXQ Joplin Mo., PD Chris Cannon exits. Sister top 40 KSYN OM Spyder will cover programming duties, while KIXQ night jock Mitch McMann moves to Cannon's midday slot. Afternoon host J.C. Walker adds MD stripes. Dee Williams, last at modern WKRL Syracuse, N.Y., comes aboard as morning co-host, replacing Cody Carlson.

OM Jon McGann exits KASH Anchorage, Alaska.

John Kimel, owner of WLFE Burlington, Vt., enters into an LMA with New England Broadcasting and gives up his MD and night shift duties. PD Kevin Greenan picks up the MD title, and midday host Peter Murray moves to nights. AE Dee Raleigh takes on middays, with former WJFB Burlington morning host Chris Cameron joining WLFE for the same duties.

KYCW Seattle morning co-host Lisa Dent exits March 14. PD Matt Bruno wants T&Rs.

Former WSSL Greenville, S.C., morning news reporter Wendy White, who recently resigned with plans to move to Nashville, instead lands at WTDR Charlotte, N.C., in a similar capacity.

WNCY Appleton, Wis., loses morning man J. Davis and midday jock Amber Thomas. PD Randy Shannon wants T&Rs.

Sorry to report the Feb. 21 death of former KSO Des Moines, Iowa, PD Jarrett Day, 53, of cancer. Day, who most recently worked at KMGO Centerville, Iowa, was named to the Midwest Country Hall of Fame last October. Contributions to Day's Memorial Fund can be made to 1706 E. 14th St., Des Moines, Iowa 50316.

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## COUNTRY CONFIDENTIAL BY WADE JESSEN

### Some Friends Lost In Country's Move Uptown

**C**ountry music is now speaking to a much broader constituency than at any time in its history. We're a national, urbanized format, no longer confined to specific regions of the country. But in our move uptown, we may have overlooked some important segments of our audience.

I think about the things country music has always delivered best, like blue-collar themes, patriotism, and the values of the average Joe. We recently went through one of the nastiest presidential elections in history, and country music didn't stand up to be counted. Seems to me that the time would have been prime for songs like Merle Haggard's "Rainbow Stew" or "Are The Good Times Really Over."

When I learned that Sawyer Brown was reviving Dave Dudley's 1963 hit "Six Days On The Road" it reminded me that the cryin', lovin', and leavin' thing might have had the upper hand in the format a little too long. And I thought about it more when I heard the ode to a trucker, "18 Wheels," on Lee Ann Womack's new album. It seems to me we've had a bit of a dry spell with themes other than love's little ups and downs.

Try to list recent hit songs that reflect the real blue-collar America. There's "Home" and "Little Bitty" by Alan Jackson, "American Honky-Tonk Bar Association" by Garth Brooks, "Heartland" by George Strait, "Time Marches On" by Tracy Lawrence, "Cowboy Love" by John Michael Montgomery, and "All I Want Is A Life" by Tim McGraw. Neal McCoy sings about being born dirt-poor on a dead-end country road in "The City Put The Country Back In Me."

There's also Travis Tritt's "Where Corn Don't Grow," which originally appeared on Waylon Jennings' 1990 album "The Eagle," and Lyle Lovett's "Don't Touch My Hat." Tritt's song uses a son-of-the-soil analogy to make its point and carries a powerful message. Lovett's song, while not a major hit, speaks of an old-time cowboy value, although it may have been too quickly dismissed as a tongue-in-cheek novelty.

I'm not suggesting we flood the market with unrelatable, outdated themes like train wrecks and trucks that talk to one another, but being more conscious of everyday themes might not be a bad idea. "Six Days On The Road" isn't just talking about truckers' hearts growing fonder in the absence of their mates. Nor are "Big Wheels In The Moonlight" by Dan Seals or "Mama Knows The Highway" by Hal Ketchum. Songs about the road appeal to the restlessness that's inside everyone. You don't have to be a truck driver to relate. You only need to feel the urge to roam. You may think certain trucking songs or tunes about the open road are limited in appeal, but they probably are not. The mood and feeling of "On The Road" by Lee Roy Parnell proves that, as does Kathy Mattea's love song to a car, "455 Rocket."

As for socially conscious material, the timing is perfect for an occasional politically incorrect song. Songs like that may be polarized in their appeal, but the passions they ignite may ultimately be a shot in the arm for the format. Besides, if they stir people up too much, we always have the cryin', lovin', and leavin' songs to break the fall.

## ON THE ROW

### Rimes' Apparel Line; Rose Alters State

**L**eAnn Rimes has unveiled a line of girls' and juniors' apparel as part of a global licensing agreement with Sony Signatures Licensing, according to Billboard Bulletin. The initial line includes shirts, a vest, and a hat, and plans call for expanding the merchandise line to include gifts, novelties, stationery, back-to-school items, and collectibles depicting Rimes.

Jennifer Rose joins Rick Alter Management as director of media and artist relations. She previously was GM at Midtown Tone & Volume Recording Studios. Rick Alter Management represents BlackHawk, new Decca artist Chris Knight, and Nicolette Larson.

Ellen Caldwell had been hired as director of media relations and publicity at Rising Tide. She previously was director of media relations at the Recording Industry Assn. of America.

Eddie Rabbitt has signed a recording deal with Roswell, Ga.-based Intersound Entertainment. His debut album for the label is set to be released in late summer and features six of Rabbitt's hits and six new songs. Crystal Gayle, the Bellamy Brothers, and Dan Seals are also on the Intersound roster.

River North artist Ronna Reeves has signed a booking agreement with the Bobby

Roberts Agency for live bookings. Movie and TV bookings will still be handled by William Morris.

Consultancy Albright, Hill & O'Malley is hosting a client meeting March 5 at Nashville's Opryland Hotel just prior to the start of Country Radio Seminar. Speakers will include Arbitron's Bob Michaels and BNA artist Mindy McCready. Also, Broadcast Programming's annual client-only "seminar before the seminar" in Nashville March 5 has been shortened an hour and will run from 11 a.m.-2 p.m. to eliminate a conflict with the second phase of the artist-taping session at CRS.

San Antonio, Texas-based publishing company Bill Green Music has opened a Nashville office and hired Brandon Kinney, previously with Patrick Joseph Music, as creative director.

Photographer Karen Will Rogers is assembling a hardcover photography book, "Music Row Dogs & Nashville Cats," featuring photos of country stars and their pets. Participating artists include Tracy Byrd, Holly Dunn, Steve Kolander, Little Texas, and Ronna Reeves. A percentage of the book's proceeds will be donated to the Nashville Humane Assn. and other animal-rights groups in the artists' names.

Dallas-based TCWR Records is releasing on March 1 "These Colors Won't Run," an album of 14 patriotic songs about war. Performers include Bobby Bare, Charley Pride, Moe Bandy, Johnny Paycheck, Riders In The Sky, and Curb artist Jeff Moore. A portion of the proceeds will go to the Military Order of the Purple Heart, victims of Gulf War syndrome, and various veterans organizations. The album is available only through mail and phone orders.

## PROMOTIONS

### Jell-O Shots, Go-Cart Race For St. Jude

**K**CLR (Clear 99) Columbia, Mo., raised more than \$63,000 for St. Jude Children's Research Hospital in Memphis at its seventh annual radiothon by staging stunts like hiding a pair of **George Strait** concert tickets in a pair of jeans at a JC Penney store. Hundreds of listeners stormed the store, where evening jock **Garrett Brown** was waiting in a pair of size-72 jeans, which he asked listeners to stuff with \$1 bills. It took more than 500 bills to fill the oversized jeans. Among the events leading up to the 12-hour radiothon was a Jell-O for Jude's night at a local bar, where more than 500 Jell-O shots were sold for \$1 each, with proceeds going to the hospital.

Magnatone artist **Caryl Mack Parker** joined Winston Cup drivers and other celebrities in **WGNE** Daytona Beach, Fla.'s go-cart race fundraiser for St. Jude Children's Research Hospital. The Feb. 11 event was dubbed the Race for Their Lives.

**KVET** Austin, Texas, morning hosts **Bob Cole** and **Sammy Allred** raced lawn mowers on asphalt

at speeds approaching five miles an hour Feb. 21 to kick off the station's penny-a-thon fund-raiser to benefit Make-A-Wish Foundation. The goal of the fund-raiser was to collect 2 million pennies from listeners.

**WYGY** (Y96.5) Cincinnati staged a benefit show Feb. 9 for the families who lost everything at an apartment fire in Fairfield, Ohio, Jan. 29. **Danny Frazier** of **Frazier River** was among the performers. Attendees had a chance to bid on a guitar signed by Fairfield native **Brady Seals**.

**KYCY** San Francisco is marketing the "JD Made Me Do It!" greatest-hits CD, which features clips of the jock getting listeners to do crazy things to win a "JD made me do it!" T-shirt. The CD is being sold only at **JD's** live appearances, and proceeds benefit charity. **KYCY** recently donated the proceeds from other merchandise sales and \$125,000 worth of public-service announcements to the City of Hope clinical-research center in Southern California.

**WDSY** (Y108) Pittsburgh gave 25 qualifiers a chance to win a five-day trip to Hawaii by bringing them to a local car dealership, giving them each a cup full of sand, and having them use a sand sifter to search for a pearl. The participant who found the pearl got the trip.

**WMJC** Long Island, N.Y., had its logo placed on the dancefloor of local nightclub **Matty T's** Nashville USA using an advertising tool recently introduced by Nashville-based the Floor Advertising Co. The ad, which resembles a sticker with a protective coating, uses a specially designed laminating film over an adhesive-backed graphic. The ad measures 17" by 35." **PHYLLIS STARK**

### KBUL Teriyaki



While in Reno, Nev., for a show, staffers from Career Records and MCA Records joined KBUL personnel for a night on the town. Pictured in front row, from left, are **Tona Graham** (a guest of MD **Chuck Reeves**); Career's **Denise Nichols**; and PD **Randy Black's** wife, **Dineen**. Pictured in the back row, from left, are a **Benihana** of Tokyo waitress; MCA's **Bill Mackey**; Mackey's wife, **Suzi**; **Black**; **Reeves**; and a **Benihana** chef.

### No Excuses, No Regrets



Word Nashville's debut country artist, **Brent Lamb**, recently visited stations to promote his album, "No Excuses, No Regrets," and introduce his first single, "Love Lives On." Pictured, from left, are **WIVK** Knoxville, Tenn., PD **Les Acree**, **Lamb**, and **Word Nashville** director of promotion **Lee Durham**.

# AIRBORNE

Instant information on Country's new artists

Edited by Sue Falco

### Big House

"COLD OUTSIDE" (MCA)

The six members of **Big House**, all veterans of the Bakersfield, Calif., music scene, got together just a year ago and were quickly signed to MCA. Since then, the group has opened for **Travis Tritt**, **Wynonna**, **Patty Loveless**, and **Collin Raye**, in between recording dates for a self-titled debut album, which is due March 25. Harmonies are shared by all of the group members: brothers **Monty** and **Tanner Byrom**, **David Neuhauser**, **Chuck Seaton**, **Sonny California**, and **Ron Mitchell**.



### Kippi Brannon

"DADDY'S LITTLE GIRL" (CURB/UNIVERSAL)

**Kippi Brannon** was signed to MCA at age 14 and charted with such singles as "If I Could See You Tonight," "He Don't Make Me Cry," "In My Dreams," and a remake of **Webb Pierce's** "Slowly" between age 15 and 17. In



1982, she was a top new female vocalist nominee at the Academy of Country Music Awards. But after four singles and without having recorded a full album, she quit the business to attend college. During her break from music, **Brannon** married twice and worked as a secretary and an accounting assistant, among other jobs. Now 30 and the single mother of a 9-year-old girl, **Brannon** makes her **Curb/Universal** debut, "I'd Be With You."

### The Buffalo Club

"IF SHE DON'T LOVE YOU" (RISING TIDE)

Three musically diverse artists came together to form this band. Guitarist **Charlie Kelley** grew up on a farm listening to everything from **Bryan Adams** to **Willie Nelson**. Lead vocalist **Ron Hemby**, a former member



of the **Imperials**, brings in a strong gospel background from his native Missouri. Drummer **John Dittrich**, formerly of **Restless Heart**, hails from New York and Texas, where he enjoyed jazz and top 40. The band's self-titled debut is scheduled for release in March.

### Bill Engvall

"HERE'S YOUR SIGN (GET THE PICTURE)" (WARNER BROS.)

Comedian **Bill Engvall**, a native of Galveston, Texas, originally planned to be a teacher until he discovered that he loved making people laugh. He has made several appearances on "The Tonight Show" and, in 1992, won the American Comedy Award for best male



stand-up comedian. **Engvall**, who currently lives in Los Angeles, released his debut come-

dy album on **Warner Bros.** last May. **Engvall** will be hosting the **New Faces** show during **Country Radio Seminar** March 8.

### ★ Jack Ingram

"THAT'S NOT ME" (RISING TIDE)

**Houston** native **Jack Ingram** began performing in the early '90s while attending **Southern Methodist University** in **Dallas**, where he had a standing gig every Tuesday night at local night-spot **Adair's**. A series of self-made albums produced between 1992 and 1995 helped the singer/songwriter become a fixture on the Texas and Southeastern college circuit and led



to his 1996 signing with **Rising Tide**. His current album, "Livin' Or Dyin'," was produced by **Steve Earle** and **Ray Kennedy** and was cut live in the studio with **Ingram's** own band. The set includes a duet with **Jerry Jeff Walker** on "Picture On My Wall," plus covers of **Guy Clark's** "Rita Ballou" and **Jimmie Dale Gilmore's** "Dallas."

### ★ Sons Of The Desert

"WHATEVER COMES FIRST" (EPIC)

The Texas-based **Sons Of The Desert** honed their skills in dance halls and nightclubs, playing everything from **Vince Gill** to **Elton John** covers and traveling for two years in a '72 **Dodge Apollo RV**. Group members are lead singer **Drew Womack**, guitarist **Tim Womack** (**Drew's** older brother), bassist **Doug Virden**, keyboardist **Scott Saunders**, and drummer **Brian Westrum**, a Minnesota native who once played in a polka group. In an unusual move for **Nashville**, album producers **Doug Johnson** and **Johnny Slate** let the band members play on their **Epic** debut album, which includes a cover of the **Monkees'** "Last Train To **Clarksville**." **Drew Womack** penned most of the material on the 12-song set.

### Lee Ann Womack

"NEVER AGAIN, AGAIN" (DECCA)

**Lee Ann Womack** grew up in the east Texas town of **Jackson** listening to **Grand Ole Opry** broadcasts from **Nashville** and picturing herself on the **Opry** stage. The daughter of a part-time country DJ, **Womack** often accom-



panied her father to the radio station, where he would let her play her favorite records, which usually included **Bob Wills**, **Ray Price**, and **Glen Campbell**. Now 30 years old and the mother of 5-year-old

daughter **Aubrie**, **Womack** is hoping to finally realize her **Opry** dream. Her self-titled debut album, due **May 13**, was produced by **Mark Wright** and includes a duet with label-mate **Mark Chesnut**, "Make Memories With Me."

★ Denotes first appearance. *Airborne* features those artists who are making their debut chart runs in *Country Airplay Monitor*. Send information on new artists to **Sue Falco** c/o *Country Airplay Monitor*, 1515 Broadway, 15th Floor, New York, N.Y. 10036.

## Three-Way Battle, Heavy Sales, Make Kansas City Unique To Country Format

Continued from page 1

going back to about 1989 for gold, although Carter will play "some older stuff if the artist is still relevant, such as 'Tennessee River' by Alabama."

Both KFKF and KBEQ had their marketing budgets cut toward the end of the fall and finished the year with almost no promotion. Now, both are back on TV, and KFKF is giving away a trip to Hawaii every day.

WDAF recently celebrated its 20th anniversary by re-creating its first day on the air, complete with lots of gold from 1977 and its original jocks in their original dayparts. (KFKF, by the way, is the successor to '60s AM powerhouse KCKN, programmed by Ted Cramer, now PD at WDAF. Carter says, "We wish [WDAF] well on their 20th, but we've been around for 34 years.")



CRAMER

While WDAF plays a lot of music, it also incorporates more service elements for its 45-plus-year-old audience, with Cramer noting that his is the only station in the market doing news after 9 a.m. WDAF will go further back on gold; it will also sit out songs with lyrics that Cramer believes don't relate to an older audience, such as "Mama Don't Get Dressed Up For Nothing."

KBEQ targets the 18-34 demo—something that Kennedy says accounts for its ratings fluctuation, particularly what he sees as the volatility of Arbitron's measurement of 18-24 year olds. KBEQ gives those listeners a lot more attitude on the air, much of it in the form of Randy Miller, who hosts what KFKF's Carter terms "a mean-spirited morning show." ("Sounds like somebody's skin's too soft," Kennedy responds.) Kennedy also notes that MD/p.m. driver T.J. McEntire "has the same kind of magnetism that Randy has in the morning."

Kennedy plays an average of 40 to 45 currents, and the music mix is about 70% current and recurrent to 30% gold. He has no specific cutoff on gold but says, "I'll go back as far as we need to . . . It's not necessarily a year; it's a song and the texture and what it sounds like."

KBEQ also plays songs by such artists as Steve Azar, whose singles were big on his station but not national hits, and newcomer Harley Allen, who has not yet made a dent nationally. Kennedy has been playing Allen's album cut, "Love Ain't Supposed To Hurt," for about six weeks. In fact, Kennedy plays a lot of album cuts, which he rotates as currents, including current Tim McGraw's "She Didn't Ask And I Didn't Say."

### THE TRUCE SHALL SET YOU FREE?

KFKF and KBEQ became co-owned almost two years ago, and it has been an uneasy alliance between the once-bitter rivals ever since. "Hate might be the right word" to



Tracy Lawrence, "Is That A Tear"  
Sammy Kershaw, "Politics, Religion And Her"  
Vince Gill, "You Better Think Twice"  
Terri Clark, "Emotional Girl"  
Alabama, "Sad Lookin' Moon"  
Faith Hill, "You Can't Lose Me"  
Alan Jackson, "Little Bitty"  
Reba McEntire, "How Was I To Know"  
Paul Brandt, "I Meant To Do That"  
The Buffalo Club, "If She Don't Love You"  
Brooks & Dunn, "Boot Scootin' Boogie"  
Mila Mason, "Dark Horse"  
Patty Loveless, "She Drew A Broken Heart"  
Mindy McCready, "A Girl's Gotta Do (What A Girl's Gotta Do)"  
Garth Brooks, "Friends In Low Places"



Aaron Tippin, "That's As Close As I'll Get To Loving You"  
Tracy Byrd, "Holdin' Heaven"  
Deana Carter, "We Danced Anyway"  
Vince Gill, "No Future In The Past"  
Reba McEntire, "How Was I To Know"  
Tim McGraw, "I Like It, I Love It"  
Joe Diffie, "Whole Lotta Gone"  
Mark Chesnutt, "It's A Little Too Late"  
Mark Wills, "Jacob's Ladder"  
George Strait, "Blue Clear Sky"  
Patty Loveless, "Here I Am"  
Lonestar, "Heartbroke Every Day"  
Diamond Rio, "Love A Little Stronger"  
Mila Mason, "Dark Horse"

describe their relationship prior to being co-owned, says Carter, "and it's still something that emerges."

"Sometimes it can get ugly, but we're having fewer and fewer of those days because we're trying to make money for EZ Communications, then ARS," he adds. (EZ is set to be taken over by American Radio Systems any day.)

"Ours is a unique situation. There's two stations—we're pretty aggressive competitors for almost three years, so to think we can all get together and hold hands and skip down the hallway is unrealistic," says Kennedy. "But we've come together, and we understand that the goal is to maximize ratings and revenues for both stations. Some of our agendas do cross paths; quite often they don't."



James House, "This Is Me Missing You"  
Clay Walker, "Rumor Has It"  
Toby Keith, "Does That Blue Moon Ever Shine On You"  
Patty Loveless, "Blame It On Your Heart"  
Ricochet, "Ease My Troubled Mind"  
Lorrie Morgan and Jon Randall, "By My Side"  
Kenny Chesney, "When I Close My Eyes"  
Patsy Cline, "Walkin' After Midnight"  
Lonestar, "Heartbroke Every Day"  
John Berry, "She's Taken A Shine"  
Tanya Tucker, "Little Things"  
Alabama, "Reckless"  
Shania Twain, "You Win My Love"  
David Ball, "When The Thought Of You Catches Up With Me"  
Wynonna, "Heaven Help My Heart"

KBEQ runs liners and sweepers poking fun at KFKF, such as "If you hate your job, you must be listening to KFKF at work" and "If you listen to KFKF, your friends will laugh at you." Carter says, "My response is always, if I'm where I am in the ratings and they are where they are in the ratings, I don't care. I appreciate them using my calls on the air." He also believes that "it will just confuse the listeners and, historically, confusion always benefits the leaders."

Kennedy says those liners are part of Q104's attitude. "We've had an attitude on this station from day one, and if we start diluting [it] . . . we're going to start losing some of the appeal of the station." Kennedy says that's understood at the corporate level, where he's been told to "do what brought you to the table."

Since the merger, Carter says, the challenge has been, "how do we grow KBEQ without it coming at the expense of KFKF?" Carter says he probably doesn't have the answer, but adds, "I don't know that I need to have the answer. My job is to keep KFKF at or near No. 1 25-54 and near No. 1 12-plus."

## MONITOR PROFILE

### WPOC's 'Unknown' PD Scott Lindemulder Wants To Walk The Walk For Country

After a lengthy search for a replacement for Bob Moody, WPOC Baltimore GM Jim Dolan recently announced that the station's new PD would be Scott "O'Brien" Lindemulder. The announcement sparked a one-word reaction throughout the country music community—"who?"

Because he's never worked in country before, Lindemulder is an unknown, but he says he has been a fan of the music for some time. He took the reins at WPOC Feb. 24 after a four-year stint programming soft AC WTVR Richmond, Va., which he helped take from outside the top 10 to No. 1 in its core demo of 35- to 44-year-old women, he says, and No. 4 in the market overall in the fall '96 ratings.

Prior to WTVR, he was MD/nights at album rock WGCX Mobile, Ala., and previously was production/public-affairs director and p.m. driver at classic rock WAFX Montgomery, Ala.

At WTVR, Lindemulder says success came in



Scott Lindemulder  
Program Director  
WPOC Baltimore

*I'm not the guy  
replacing Moody,  
I'm the guy  
programming  
WPOC*

spite of limited resources, so he is now looking forward to having the tools that come with a major-market operation like WPOC. "We are a good operation for this level, but we're limited," he says of WTVR. "We don't have the best salaries, promotional van, or facilities, and we make more money than anybody else in this market," he claims. "I'll have more to work with in a market the size of Baltimore." But Lindemulder knows those tools aren't all it takes to win. "You don't have to have the best research or be paid the most to be No. 1. You have to know what you're doing," he says. And while he believes he's a pro, Lindemulder is also not afraid to admit he has a lot to learn.

"I screw up almost every week. That's why I learn so much," he says. "I'm not afraid to say I don't know all there is to know about radio." That includes not knowing all there is to know about country, which is why Lindemulder will be relying heavily on newly upped APD Greg Cole.

"If I'm going to learn from somebody, it's going to be Greg," he says. "He's going to be a great ally for me. He's going to teach me what he knows, and I'm going to teach him what I know."

Among the things Lindemulder says he has to learn at WPOC are artist history and how to not let his personal tastes get in the way of the programming. "Because I am so open to a lot of musical styles, I'll probably have an abundance of songs I want to play that I'll have to temper my personal involvement with . . . to what the audience wants to hear," he says. As for artist history, he says, "I know Joe Diffie's 'Third Rock From The Sun,' but I don't know what Diffie was doing three albums ago or if he's even had three albums."

In Richmond, he learned about country from rival WKHK, which shares a lot of audience with WTVR. In AC, he says, the target listener is "upper-demo females who tend to make more money than the average, have kids, and their biggest problem in life is finding . . . a

second of the day that isn't accounted for." But what he learned from being next to WKHK's booth at the state fair is that country attracts a much more diverse audience. He recalls watching a man "in a denim jacket spitting tobacco" telling the WKHK jock about his favorite song. Minutes later, a "well-dressed lady" came up to the same booth and told the jock about her favorite song, which turned out to be the same title. "There is such a wide appeal in this format," he says. "The lyrics are so straightforward, the music is so relatable, you don't have to pigeon-hole it into one particular demographic."

One element he may bring to country is the programming clock that served him well in AC. "Country music listeners seem to be, from a lot of stations I've heard and others I've picked apart on paper, more forgiving about where you put the stopsets and how many you have." For instance, some country stations put a stopset in the first quarter-hour, something he says AC would never do. But though WTVR stops at :17 and :48, don't look for WPOC to automatically do the same. "I need to analyze it a lot more," he says. "The station and I need to spend time together. I don't think you'll see any changes in the first few weeks."

Lindemulder is looking forward to team building with WPOC's staff. "I don't like to be called boss," he says. "I don't like to say people work for me. I need people working with me . . . I expect a lot from the people I work with, but I give a lot, too. What we do isn't hard, but it's got to be fun."

He's particularly looking forward to working with morning host Laurie DeYoung, whom he describes as "an incredible talent . . . I've heard her show once, and I'm so psyched to work with her." He's already decided that he'd like DeYoung to do her show from live remotes more often to boost her visibility. DeYoung's visibility will also be enhanced shortly with the launch of a new TV spot that pairs her with Vince Gill.

Asked what he'd like the country community to know about him, he says, "This is going to continue to be a great radio station through a great relationship with them. I'm open to all ideas, [I] return all phone calls, time permitting, and any way I can help the country community help my radio station, that's where my energies are going to be."

One thing he isn't concerned about is filling Moody's sizable shoes. "That's not where my thoughts are," he says. "Bob is well-known coast to coast and built a great thing there. I have to . . . keep a great station doing what it's doing and keep the evolution going. There will [always] be elements of Bob in there, and in time it will also sound like a Scott Lindemulder-programmed station. I'm not the guy replacing Bob Moody, I'm the guy programming WPOC."

Lindemulder knows his programming philosophy, "find out what they want and give it to them," is the oldest cliché in the book, but he says if every programmer who "talked the talk walked the walk, we'd have a more competitive situation out here in radio . . . If everybody who was saying those generalities [was] doing that, we'd have such great radio on such a bigger lever that we wouldn't be coughing up all this extra revenue that radio should get but TV gets and newspapers get [instead]. Radio touches more people, head and shoulders above the rest."

As for country, Lindemulder says, "I'm excited about the format. It's a challenge for me but one that I want. I can't get my mind off of it." And while he is aware of country's recent downturn in sales and ratings, Lindemulder looks at it with the practical eye of an outsider. "Country formats and sales are no longer kicking ass," he says. "Now they're just winning."

PHYLLIS STARK

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■ Nomination Ballots Inserted for 1997 Billboard/Airplay Monitor Radio Awards	May 2	April 23
■ Mid West Conclave (July 16 - 20)	July 18	July 9
■ Final Ballots Inserted for 1997 Billboard/Airplay Monitor Radio Awards		
■ NAB Show (Sept. 17 - 20)	Sept. 19	Sept. 10
■ Billboard/Airplay Monitor Radio Seminar and Awards (Oct. 16 - 18)	Oct. 17	Oct. 8

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<b>TRACY LAWRENCE</b> • <i>Better Man, Better Off</i> (ATLANTIC)	+897
KPLX +24, WCOL +20, WKXC +19, WKXK +18, WIL +18, KRKY +17, WTQR +16, WGKX +15, WTDR +15, WNOE +15	
<b>COLLIN RAYE</b> • <i>On The Verge</i> (EPIC)	+636
KYNG +18, WQDR +16, WBOB +14, WKIX +13, KRMD +13, WXBM +13, KVOO +13, WKXC +12, WHSL +11, WKCN +11	
<b>ALABAMA</b> • <i>Sad Lookin' Moon</i> (RCA)	+590
KYNG +21, WFRE +14, KYCW +13, WWGR +12, WKSF +12, KGMV +12, KKCS +12, KJJY +12, WQDR +12, KIKF +12	
<b>KEVIN SHARP</b> • <i>She's Sure Taking It Well</i> (143/ASYLUM)	+520
WGRL +20, KTST +18, KYCY +18, KNIX +15, KZSN +14, WKIX +12, WBOB +12, KRMD +12, KRST +12, WCMS +12	
<b>DAVID KERSH</b> • <i>Another You</i> (CURB)	+519
KFKF +16, WKXK +14, WKCN +14, WVLL +14, KMDL +13, WPOC +12, WKCO +11, KZSN +11, WFMS +11, WCOS +10	
<b>THE BUFFALO CLUB</b> • <i>If She Don't Love You</i> (RISING TIDE)	+509
WPOC +16, WESC +15, KIKF +15, WBOB +14, KFMS +14, KYCW +13, WXBM +12, WDOD +12, WMZQ +12, WBBS +11	
<b>SAWYER BROWN</b> • <i>Six Days On The Road</i> (CURB)	+446
KKBQ +18, WYAY +17, WSTH +16, WRNS +15, KKAT +15, WBOB +14, WKSF +13, WYGY +13, KWJJ +13, KYCW +13	
<b>DIAMOND RIO</b> • <i>Holdin'</i> (ARISTA)	+427
KPLX +23, WBOB +19, WGRL +18, WSM +16, WRNS +15, KTST +14, KJJY +14, WZZK +13, KYCW +12, KUBL +10	
<b>TRACY BYRD</b> • <i>Don't Take Her She's All I Got</i> (MCA)	+403
KPLX +18, WIRK +16, WTQR +15, WDOD +14, KKBQ +14, KSN +13, WLWI +11, KRMD +10, WFRE +10, KMDL +9	
<b>TOBY KEITH</b> • <i>Me Too</i> (MERCURY NASHVILLE)	+380
WKCO +27, WQIK +19, WHSL +15, WCOS +13, WFMS +13, KUPL +12, WMJC +11, KFGR +11, KFDI +11, WTGE +10	
<b>MINDY MCCREADY</b> • <i>A Girl's Gotta Do (What A Girl's Gotta Do)</i> (BNA)	+367
WYCD +17, KBQ +17, WYAY +17, WWGR +16, WPOC +13, WKIX +12, KKCS +12, WAMZ +12, KGMV +11, WIRK +11	
<b>CLAY WALKER</b> • <i>Rumor Has It</i> (GIANT)	+366
WMZQ +17, WGRL +14, WWGR +12, KOUL +11, KTTS +11, WPOC +11, WTGE +10, KSKS +10, KFGR +10, WXTU +10	
<b>KENNY CHESNEY</b> • <i>When I Close My Eyes</i> (BNA)	+359
WGRL +21, KRKY +16, KYCW +16, KPLX +16, WQXK +14, WCOS +12, WNCY +11, WQMX +10, KSSN +10, WOKO +9	
<b>MILA MASON</b> • <i>Dark Horse</i> (ATLANTIC)	+321
WBOB +13, WQXK +11, WZZK +11, WCLB +10, KWNR +10, WKKO +10, WYYD +10, WBUB +9, KYGO +9, WKHX +9	
<b>BRYAN WHITE</b> • <i>Sitting On Go</i> (ASYLUM)	+316
KYNG +17, WIL +17, KBQ +15, WUBE +13, WQBE +11, WYAY +11, WSTH +10, WXBQ +10, WKCO +10, WGAR +10	

## MOST NEW AIRPLAY THIS WEEK

	No. Of Stations		No. Of Stations
<b>ALABAMA</b> <i>Sad Lookin' Moon</i> (RCA)	43	<b>SONS OF THE DESERT</b> <i>Whatever Comes First</i> (Epic)	25
<b>TRACY LAWRENCE</b> <i>Better Man, Better Off</i> (Atlantic)	41	<b>COLLIN RAYE</b> <i>On The Verge</i> (Epic)	22
<b>KEVIN SHARP</b> <i>She's Sure Taking It Well</i> (143/Asylum)	39	<b>SAWYER BROWN</b> <i>Six Days On The Road</i> (Curb)	22
<b>MINDY MCCREADY</b> <i>A Girl's Gotta Do (What A Girl's Gotta Do)</i> (BNA)	33	<b>JOHN MICHAEL MONTGOMERY</b> <i>I Miss You A Little</i> (Atlantic)	21
<b>BRYAN WHITE</b> <i>Sitting On Go</i> (Asylum)	27	<b>MILA MASON</b> <i>Dark Horse</i> (Atlantic)	20

# VIDEO PLAYLISTS

CMT  
COUNTRY MUSIC TELEVISION

**TNN**  
THE NASHVILLE NETWORK  
The Heart of Country

		TW	LW
1	Brooks & Dunn, A Man This Lonely	5	5
2	Daryle Singletary, Amen Kind Of Love	5	4
3	Deana Carter, We Danced Anyway	5	3
4	Rick Trevino, Running Out Of Reasons To Run	4	3
5	Sammy Kershaw, Politics, Religion And Her	4	4
6	Alison Krauss, Baby Mine	4	4
7	BR5-49, Even If It's Wrong	4	4
8	John Berry, She's Taken A Shine	4	4
9	Cledus "T." Judd, Cledus Went Down To Florida	4	0
10	Terri Clark, Emotional Girl	4	4
11	Shania Twain, God Bless The Child	3	4
12	Toby Keith, Me Too	3	4
13	Ty Herndon, She Wants To Be Wanted Again	3	4
14	Travis Tritt, Where Corn Don't Grow	3	4
15	Trisha Yearwood, I Need You	3	0
16	Paul Brandt, I Meant To Do That	3	1
17	Deryl Dodd, That's How I Got To Memphis	3	3
18	Mark Chesnut, Let It Rain	3	2
19	Tracy Lawrence, Better Man, Better Off	3	0
20	Martina McBride, Cry On The Shoulder Of The Road	3	3
21	Billy Ray Cyrus, Three Little Words	3	3
22	Tracy Byrd, Don't Take Her She's All I Got	3	3
23	Doug Supernaw & Herschel Walker, Four Score And Seven Beers Ago	3	2
24	Kathy Mattea, 455 Rocket	3	2
25	Clay Walker, Rumor Has It	3	3
26	Sawyer Brown, Six Days On The Road	3	4
27	James Bonamy, All I Do Is Love Her	2	2
28	Thrasher Shiver, Be Honest	2	2
29	Kevin Sharp, She's Sure Taking It Well	2	0
30	Great Plains, Wolverton Mountain	2	2

1	Tracy Lawrence, Better Man, Better Off	TW	LW
2	Trace Adkins, (This Ain't) No Thinkin' Thing	37	10
3	Brooks & Dunn, A Man This Lonely	33	30
4	Daryle Singletary, Amen Kind Of Love	32	31
5	Rick Trevino, Running Out Of Reasons To Run	31	28
6	Deana Carter, We Danced Anyway	29	27
7	Tracy Byrd, Don't Take Her She's All I Got	29	28
8	Clay Walker, Rumor Has It	29	22
9	Ty Herndon, She Wants To Be Wanted Again	28	21
10	Travis Tritt, Where Corn Don't Grow	28	33
11	Toby Keith, Me Too	28	29
12	John Berry, She's Taken A Shine	27	28
13	Kevin Sharp, She's Sure Taking It Well	27	29
14	Mindy McCready (Feat. Lonestars R. McDonald), Maybe He'll Notice Her Now	27	8
15	Terri Clark, Emotional Girl	26	32
16	Nikki Nelson, Too Little, Too Much	22	21
17	Martina McBride, Cry On The Shoulder Of The Road	22	21
18	Caryl Mack Parker, One Night Stand	21	20
19	Sawyer Brown, Six Days On The Road	21	37
20	John Jennings, Everybody Loves Me	21	22
21	Emilio, I'd Love You To Love Me	21	21
22	Cledus "T." Judd, Cledus Went Down To Florida	21	5
23	Trisha Yearwood, I Need You	20	5
24	Gary Allan, Forever And A Day	20	22
25	David Lee Murphy, Genuine Rednecks	20	21
26	Billy Ray Cyrus, Three Little Words	20	21
27	Mark Chesnut, Let It Rain	18	21
28	Jim Brickman With Martina McBride, Valentine	17	22
29	James Bonamy, All I Do Is Love Her	16	8
30	Sammy Kershaw, Politics, Religion And Her	15	13
31	Deryl Dodd, That's How I Got To Memphis	15	13
32	Regina Regina, More Than I Wanted To Know	15	14
33	Patricia Conroy, I Don't Wanna Be The One	15	14
34	Brent Lamb, Love Lives On	14	15
35	Ricochet, Ease My Troubled Mind	14	15
36	Paul Brandt, I Meant To Do That	14	14
37	Jo Dee Messina, Do You Wanna Make Something Of It	14	14
38	Bill Engvall With Special Guest Travis Tritt, Here's Your Sign (Get The Picture)	14	20
39	Lorrie Morgan, Good As I Was To You	14	19
40	Charlie Major, This Crazy Heart Of Mine	14	14
41	Crystal Bernard, State Of Mind	14	4
42	Thrasher Shiver, Be Honest	14	14
43	Kathy Mattea, 455 Rocket	14	15
44	Noel Haggard, Once You Learn	14	14
45	Kippi Brannon, Daddy's Little Girl	14	14
46	Big House, Cold Outside	14	14
47	Bryan Smith, Jack Of All Trades	14	14
48	Royal Wade Kimes, Another Man's Sky	14	14
49	Mark Wills, Places I've Never Been	14	4
50	Jeff Wood, Use Mine	14	13

## COUNTRY RECURRENT AIRPLAY

RANK	TW	LW	TITLE	ARTIST (LABEL)
1	2487	2799	<b>NOBODY KNOWS</b>	KEVIN SHARP (143/ASYLUM)
2	1937	1986	<b>ONE WAY TICKET (BECAUSE I CAN)</b>	LEANN RIMES (CURB)
3	1783	2231	<b>I CAN'T DO THAT ANYMORE</b>	FAITH HILL (WARNER BROS.)
4	1726	1915	<b>FRIENDS</b>	JOHN MICHAEL MONTGOMERY (ATLANTIC)
5	1633	1636	<b>BIG LOVE</b>	TRACY BYRD (MCA)
6	1616	1649	<b>HER MAN</b>	GARY ALLAN (DECCA)
7	1486	1540	<b>EVERY LIGHT IN THE HOUSE</b>	TRACE ADKINS (CAPITOL NASHVILLE)
8	1390	1580	<b>THE FEAR OF BEING ALONE</b>	REBA MCENTIRE (MCA)
9	1369	1332	<b>STRAWBERRY WINE</b>	DEANA CARTER (CAPITOL NASHVILLE)
10	1217	1286	<b>MY MARIA</b>	BROOKS & DUNN (ARISTA)
11	1204	1190	<b>SO MUCH FOR PRETENDING</b>	BRYAN WHITE (ASYLUM)
12	1195	1272	<b>MAYBE WE SHOULD JUST SLEEP ON IT</b>	TIM MCGRAW (CURB)
13	1185	1303	<b>LIVING IN A MOMENT</b>	TY HERNDON (EPIC)
14	1150	1256	<b>LIKE THE RAIN</b>	CLINT BLACK (RCA)
15	1141	1200	<b>LONELY TOO LONG</b>	PATTY LOVELESS (EPIC)
16	1132	1169	<b>THAT OL' WIND</b>	GARTH BROOKS (CAPITOL NASHVILLE)
17	1125	1033	<b>DADDY'S MONEY</b>	RICOCHE (COLUMBIA)
18	1090	1230	<b>GOODNIGHT SWEETHEART</b>	DAVID KERSH (CURB)
19	1060	1162	<b>BELIEVE ME BABY (I LIED)</b>	TRISHA YEARWOOD (MCA)
20	1052	1065	<b>ME AND YOU</b>	KENNY CHESNEY (BNA)
21	1029	1095	<b>BLUE CLEAR SKY</b>	GEORGE STRAIT (MCA)
22	1015	1067	<b>CHECK YES OR NO</b>	GEORGE STRAIT (MCA)
23	1000	990	<b>GUYS DO IT ALL THE TIME</b>	MINDY MCCREADY (BNA)
24	993	943	<b>NO ONE NEEDS TO KNOW</b>	SHANIA TWAIN (MERCURY NASHVILLE)
25	975	990	<b>I CAN STILL MAKE CHEYENNE</b>	GEORGE STRAIT (MCA)

Recurrents are titles which have appeared on the Hot Country Singles chart for 20 weeks and have dropped below the top 20.



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Broadcast Data Systems logo and text: Playlists supplied by Broadcast Data Systems' Radio Track service...

COUNTRY

Grid of country music charts for stations WKXX, WFMS, WQYK, KFRG, WTQR, and WIVK. Includes artist names, song titles, and chart positions.

Grid of country music charts for stations WUBE, WSIX, WHKO, WSOC, WWKA, and WSM. Includes artist names, song titles, and chart positions.

Grid of country music charts for stations WAMZ, KSAN, WKLB, WRBQ, WKIS, and WZZK. Includes artist names, song titles, and chart positions.

Grid of country music charts for stations KFKF, WTDR, KWJJ, WDAF, WWYZ, and WMIL. Includes artist names, song titles, and chart positions.

Playlists supplied by Broadcast Data Systems' Radio Track service...

For Week Ending February 23, 1997

Main table containing 40 columns of radio station playlists (e.g., KXXY, WUSY, KUPL, KSON, WVLK, WSSL, etc.) with song titles and play counts.

# MONITOR SOUNDTRACK REPORTS

For Week Ending February 23, 1997



Detailed song tracking information for the last 3 weeks for all songs showing increased play this week. Total plays and gain do not include video play. Markets listed in order of population.

## COUNTRY

Total Plays/Gain				Total Plays/Gain				Total Plays/Gain				Total Plays/Gain				Total Plays/Gain			
TRACE ADKINS 3888/248				ALABAMA 1486/590				JOHN BERRY 4299/296				THE BUFFALO CLUB 2340/509				TRACY BYRD 3395/403			
<i>(This Ain't) No Thinkin' Thing (Capitol Nashville)</i>				<i>Sad Lookin' Moon (RCA)</i>				<i>She's Taken A Shine (Capitol Nashville)</i>				<i>If She Don't Love You (Rising Tide)</i>				<i>Don't Take Her She's All I Got (MCA)</i>			
Total Stations: 161 Chart Move: 14-11				Total Stations: 141 Chart Move: 45-38				Total Stations: 159 Chart Move: 12-9				Total Stations: 158 Chart Move: 33-27				Total Stations: 160 Chart Move: 19-17			
City	Station	Plays	Gain	City	Station	Plays	Gain	City	Station	Plays	Gain	City	Station	Plays	Gain	City	Station	Plays	Gain
Chicago	WKKW	19	16	Chicago	WKKW	19	16	Chicago	WKKW	19	16	Chicago	WKKW	19	16	Chicago	WKKW	19	16

Total Stations: 162 Chart Move: 5-2				Total Stations: 160 Chart Move: 20-18				Total Stations: 160 Chart Move: 23-21				Total Stations: 159 Chart Move: 16-13				Total Stations: 152 Chart Move: 29-29			
DEANA CARTER 4975/240				KENNY CHESNEY 3349/359				TERRI CLARK 3092/263				DIAMOND RIO 3831/427				BILL ENGVALL WITH SPECIAL GUEST TRAVIS TRITT 2250/86			
<i>We Danced Anyway (Capitol Nashville)</i>				<i>When I Close My Eyes (BNA)</i>				<i>Emotional Girl (Mercury Nashville)</i>				<i>Holdin' (Arista)</i>				<i>Here's Your Sign (Get The Picture) (Warner Bros.)</i>			
City	Station	Plays	Gain	City	Station	Plays	Gain	City	Station	Plays	Gain	City	Station	Plays	Gain	City	Station	Plays	Gain
Chicago	WKKW	19	16	Chicago	WKKW	19	16	Chicago	WKKW	19	16	Chicago	WKKW	19	16	Chicago	WKKW	19	16

# COUNTRY AIRPLAY **Monitor** SONG ACTIVITY REPORTS

For Week Ending February 23, 1997



Detailed song tracking information for the last 3 weeks for all songs showing increased play this week. Total plays and gain do not include video play. Markets listed in order of population.

## C O U N T R Y

TY HERNDON 1959/13										ALAN JACKSON 3671/256										TOBY KEITH 5088/380										DAVID YERUSH 2514/519										TRACY LAWRENCE 2199/897									
She Wants To Be Wanted Again (Epic)										Everything I Love (Arista)										Me Too (Mercury Nashville)										Another Yuh (Curb)										Better Man, Better Off (Atlantic)									
Total Stations: 156 Chart Move: 21-22										Total Stations: 162 Chart Move: 15-15										Total Stations: 161 Chart Move: 6-1										Total Stations: 158 Chart Move: 31-25										Total Stations: 156 Chart Move: 38-30									
City	Station	IP	W	L	W	W	W	W	W	City	Station	IP	W	L	W	W	W	W	W	City	Station	IP	W	L	W	W	W	W	City	Station	IP	W	L	W	W	W	W	City	Station	IP	W	L	W	W	W	W			
L.A.	CMT	23	23	18	323					L.A.	CMT	27	28	29	337					L.A.	CMT	27	28	29	337					L.A.	CMT	27	28	29	337					L.A.	CMT	31	10	10	10				

LONESTAR 3171/271										PATTY LOVELESS 4570/149										MILA MASON 1552/321										KATHY MATTEA 1513/241										MARTINA MCBRIDE 1310/185									
Heartbroke Every Day (BNA)										She Drew A Broken Heart (Epic)										Dark Rocket (Atlantic)										455 Rocket (Mercury Nashville)										Cry On The Shoulder Of The Road (RCA)									
Total Stations: 157 Chart Move: 22-20										Total Stations: 161 Chart Move: 9-7										Total Stations: 145 Chart Move: 40-36										Total Stations: 134 Chart Move: 39-37										Total Stations: 122 Chart Move: 41-39									
City	Station	IP	W	L	W	W	W	W	W	City	Station	IP	W	L	W	W	W	W	W	City	Station	IP	W	L	W	W	W	W	City	Station	IP	W	L	W	W	W	W	City	Station	IP	W	L	W	W	W	W			
L.A.	CMT	23	23	18	323					L.A.	CMT	27	28	29	337					L.A.	CMT	27	28	29	337					L.A.	CMT	27	28	29	337					L.A.	CMT	31	10	10	10				

# MOTOROLA AIRPLAY **SOUNG ACTIVITY REPORTS**

For Week Ending February 23, 1997



Detailed song tracking information for the last 3 weeks for all songs showing increased play this week. Total plays and gain do not include video play. Markets listed in order of population.

## COUNTRY

NEAL MCCOY 1628/233										REBA MCENTIRE 4303/250										LORRIE MORGAN 1949/303										COLLIN RAYE 2267/636										RICOCHET 2673/287									
That Woman Of Mine (Atlantic)										How Was I To Know (MCA)										Good As I Was To You (BNA)										On The Verge (Epic)										Ease My Troubled Mind (Columbia)									
Total Stations: 138 Chart Move: 37-35										Total Stations: 161 Chart Move: 11-8										Total Stations: 138 Chart Move: 35-33										Total Stations: 155 Chart Move: 35-28										Total Stations: 156 Chart Move: 24-23									
City	Stn	W	L	W	Z	W	W	W	IP	City	Stn	W	L	W	Z	W	W	W	IP	City	Stn	W	L	W	Z	W	W	W	IP	City	Stn	W	L	W	Z	W	W	W	IP	City	Stn	W	L	W	Z	W	W	W	IP
LA	KMTV	10	13	9	122					LA	KMTV	24	22	14	136					LA	KMTV	14	14	7	45					LA	KMTV	14	14	7	45					LA	KMTV	14	14	7	45				

LEANN RIMES 4673/19										KEVIN SHARP 1123/520										MARTY STUART 2503/214										TRAVIS TRITT 4572/188										CLAY WALKER 3766/366									
Unchained Melody (Curb)										She's Sure Taking It Well (143/Asylum)										You Can't Stop Love (MCA)										Where Corn Don't Grow (Warner Bros.)										Rumor Has It (Giant)									
Total Stations: 162 Chart Move: 7-5										Total Stations: 129 Chart Move: 51-40										Total Stations: 157 Chart Move: 26-26										Total Stations: 160 Chart Move: 10-6										Total Stations: 161 Chart Move: 17-14									
City	Stn	W	L	W	Z	W	W	W	IP	City	Stn	W	L	W	Z	W	W	W	IP	City	Stn	W	L	W	Z	W	W	W	IP	City	Stn	W	L	W	Z	W	W	W	IP	City	Stn	W	L	W	Z	W	W	W	IP
LA	KMTV	34	31	26	224					LA	KMTV	33	31	34	401					LA	KMTV	33	31	34	401					LA	KMTV	35	26	276						LA	KMTV	35	26	276					



She sings like an **ANGEL**

and plays like the **DEVIL**

-Neil Pond/Country America

# The debut single from **Anita Cochran** **I COULD LOVE A MAN LIKE THAT**



Written by  
ANITA COCHRAN  
Produced by  
ANITA COCHRAN for  
Thunderbird Productions  
and JIM ED NORMAN  
for JEN Productions, Inc.

Going for airplay **March 17**

From the  
forthcoming album  
**BACK TO YOU.**

Compiled from a national sample of airplay supplied by Broadcast Data Systems' Radio Track service to Country Airplay Monitor. 182 country stations are electronically monitored 24 hours a day, 7 days a week. Songs are ranked by number of detections. © 1997 Billboard/BPI Communications.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE/LABEL/PROMOTION LABEL	ARTIST	DETECTIONS	
					TW	LW
<b>★ ★ ★ No. 1 ★ ★ ★</b>						
1	6	16	ME TOO MERCURY NASHVILLE 1 week at No. 1	TOBY KEITH	5088	4708
2	5	13	WE DANCED ANYWAY CAPITOL NASHVILLE	DEANA CARTER	4975	4735
3	1	20	RUNNING OUT OF REASONS TO RUN COLUMBIA	RICK TREVINO	4942	5085
4	2	22	AMEN KIND OF LOVE GIANT	DARYLE SINGLETARY	4717	5005
5	7	12	UNCHAINED MELODY CURB	LEANN RIMES	4673	4654
6	10	16	WHERE CORN DON'T GROW WARNER BROS.	TRAVIS TRITT	4572	4384
7	9	12	SHE DREW A BROKEN HEART EPIC	PATTY LOVELESS	4570	4421
8	11	11	HOW WAS I TO KNOW MCA	REBA MCENTIRE	4303	4053
9	12	14	SHE'S TAKEN A SHINE CAPITOL NASHVILLE	JOHN BERRY	4299	4003
10	3	14	A MAN THIS LONELY ARISTA	BROOKS & DUNN	4150	4872
11	14	7	(THIS AIN'T) NO THINKIN' THING CAPITOL NASHVILLE	TRACE ADKINS	3888	3640
12	8	15	HALF WAY UP RCA	CLINT BLACK	3843	4539
13	16	13	HOLDIN' ARISTA	DIAMOND RIO	3831	3404
14	17	6	RUMOR HAS IT GIANT	CLAY WALKER	3766	3400
15	15	8	EVERYTHING I LOVE ARISTA	ALAN JACKSON	3671	3415
16	4	18	PRETTY LITTLE ADRIANA MCA	VINCE GILL	3596	4751
<b>★ ★ ★ AIRPOWER ★ ★ ★</b>						
17	19	7	DON'T TAKE HER SHE'S ALL I GOT MCA	TRACY BYRD	3395	2992
<b>★ ★ ★ AIRPOWER ★ ★ ★</b>						
18	20	12	WHEN I CLOSE MY EYES BNA	KENNY CHESNEY	3349	2990
19	13	23	IT'S A LITTLE TOO LATE DECCA	MARK CHESNUTT	3173	3765
20	22	14	HEARTBROKE EVERY DAY BNA	LONESTAR	3171	2900
21	23	9	EMOTIONAL GIRL MERCURY NASHVILLE	TERRI CLARK	3092	2829
22	21	19	SHE WANTS TO BE WANTED AGAIN EPIC	TY HERNDON	2959	2946
23	24	8	EASE MY TROUBLED MIND COLUMBIA	RICOCHE	2673	2386
24	18	19	IS THAT A TEAR ATLANTIC	TRACY LAWRENCE	2524	3140
25	31	8	ANOTHER YOU CURB	DAVID KERSH	2514	1995
26	26	20	YOU CAN'T STOP LOVE MCA	MARTY STUART	2503	2289
27	33	8	IF SHE DON'T LOVE YOU RISING TIDE	THE BUFFALO CLUB	2340	1831
28	35	3	ON THE VERGE EPIC	COLLIN RAYE	2267	1631
29	29	7	HERE'S YOUR SIGN (GET THE PICTURE) WARNER BROS. BILL ENGVALL WITH SPECIAL GUEST TRAVIS TRITT		2250	2164
30	38	3	BETTER MAN, BETTER OFF ATLANTIC	TRACY LAWRENCE	2199	1302
31	30	20	LITTLE BITTY ARISTA	ALAN JACKSON	2007	2083
32	28	18	POLITICS, RELIGION AND HER MERCURY NASHVILLE	SAMMY KERSHAW	1977	2194
33	34	7	GOOD AS I WAS TO YOU BNA	LORRIE MORGAN	1949	1646
34	25	18	EVERYBODY KNOWS MCA	TRISHA YEARWOOD	1815	2374
35	37	13	THAT WOMAN OF MINE ATLANTIC	NEAL MCCOY	1628	1395
36	40	5	DARK HORSE ATLANTIC	MILA MASON	1552	1231
37	39	8	455 ROCKET MERCURY NASHVILLE	KATHY MATTEA	1513	1272

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE/LABEL/PROMOTION LABEL	ARTIST	DETECTIONS	
					TW	LW
38	45	2	SAD LOOKIN' MOON RCA	ALABAMA	1486	896
39	41	7	CRY ON THE SHOULDER OF THE ROAD RCA	MARTINA MCBRIDE	1310	1125
40	51	5	SHE'S SURE TAKING IT WELL 143/ASYLUM	KEVIN SHARP	1123	603
41	36	18	THAT'S HOW I GOT TO MEMPHIS COLUMBIA	DERYL DODD	966	1440
42	46	6	I WANT TO BE YOUR GIRLFRIEND COLUMBIA	MARY CHAPIN CARPENTER	959	832
43	47	5	COLD OUTSIDE MCA	BIG HOUSE	890	752
44	48	8	FOREVER AND A DAY DECCA	GARY ALLAN	706	724
45	50	7	CHANGE HER MIND STEP ONE	GENE WATSON	685	634
46	59	2	A GIRL'S GOTTA DO (WHAT A GIRL'S GOTTA DO) BNA	MINDY MCCREADY	681	314
47	68	2	SIX DAYS ON THE ROAD CURB	SAWYER BROWN	613	167
48	42	17	I MEANT TO DO THAT REPRISE	PAUL BRANDT	587	1107
49	43	20	ALL I DO IS LOVE HER EPIC	JAMES BONAMY	527	1062
50	52	4	THAT'S WHAT HAPPENS WHEN I HOLD YOU RCA	AARON TIPPIN	526	489
51	67	2	I MISS YOU A LITTLE ATLANTIC JOHN MICHAEL MONTGOMERY		476	181
52	58	2	PLACES I'VE NEVER BEEN MERCURY NASHVILLE	MARK WILLS	470	321
53	75	2	SITTIN' ON GO ASYLUM	BRYAN WHITE	439	123
<b>★ ★ ★ HOT SHOT DEBUT ★ ★ ★</b>						
54	<b>NEW</b>		WHATEVER COMES FIRST EPIC	SONS OF THE DESERT	427	116
55	64	2	LITTLE THINGS CAPITOL NASHVILLE	TANYA TUCKER	409	248
56	70	2	I NEED YOU MCA	TRISHA YEARWOOD	399	155
57	57	5	DADDY'S LITTLE GIRL CURB/UNIVERSAL	KIPPI BRANNON	390	323
58	55	5	LONG TRAIL OF TEARS CAPITOL NASHVILLE	GEORGE DUCAS	374	327
59	56	4	I'D LOVE YOU TO LOVE ME CAPITOL NASHVILLE	EMILIO	354	323
60	69	3	THE HOPECHEST SONG EPIC	STEPHANIE BENTLEY	353	161
61	62	4	SAY YES CURB	BURNIN' DAYLIGHT	347	273
62	54	20	KISS THE GIRL WALT DISNEY	LITTLE TEXAS	344	372
63	61	3	BE HONEST ASYLUM	THRASHER SHIVER	343	292
64	49	12	KING OF THE MOUNTAIN MCA	GEORGE STRAIT	311	653
65	71	2	BAD FOR US WARNER BROS.	LITTLE TEXAS	294	151
66	63	3	PRICE TO PAY WARNER BROS.	RANDY TRAVIS	254	255
67	66	3	LITTLE RAMONA (GONE HILLBILLY NUTS) ARISTA	BR5-49	228	198
68	65	5	THREE LITTLE WORDS MERCURY NASHVILLE	BILLY RAY CYRUS	223	228
69	<b>NEW</b>		THIS IS YOUR BRAIN EPIC	JOE DIFFIE	182	0
70	60	8	MORE THAN I WANTED TO KNOW GIANT	REGINA REGINA	180	314
71	74	3	STILL STANDING TALL REPRISE	BRADY SEALS	163	138
72	53	3	VALENTINE WINDHAM HILL JIM BRICKMAN WITH MARTINA MCBRIDE		162	456
73	72	5	DO THE RIGHT THING MCA	GEORGE STRAIT	157	149
74	<b>RE-ENTRY</b>		YOU JUST GET ONE IMPRINT	JEFF WOOD	120	113
75	<b>RE-ENTRY</b>		CHEROKEE BOOGIE ARISTA	BR5-49	115	91

Records showing an increase in detections over the previous week, regardless of chart movement. Airpower awarded to those records which attain 3200 detections for the first time. If two records are tied in number of plays, the record being played on more stations is placed first. Records below the top 20 that are decreasing in plays are removed from the chart after 20 weeks.

**Wake up with us...**



# Billboard Bulletin

Daily industry news via fax every morning.

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# COUNTRY AIRPLAY Monitor

• We Listen To Radio •

February 21, 1997 \$ 4.95 Volume 5 • No. 8

## COUNTRY HIGHLIGHTS

★★★★ NO. 1 ★★★★★

#1

**RICK TREVINO**

*Running Out Of Reasons To Run* (COLUMBIA)

★★★★ AIRPOWER ★★★★★

DIAMOND RIO • *Holdin'* (ARISTA)  
CLAY WALKER • *Rumor Has It* (GIANT)

### NEW RELEASES

RHETT AKINS • *Somebody Knew* (DECCA)  
BEKKA & BILLY • *Patient Heart* (ALMO SOUNDS)  
JACK INGRAM • *That's Not Me* (RISING TIDE)  
LITTLE TEXAS • *Bad For Us* (WARNER BROS.)  
LYLE LOVETT • *That's Right (You're Not From Texas)* (CURB/UNIVERSAL)  
DAVID LEE MURPHY • *Breakfast In Birmingham* (MCA)  
NIKKI NELSON • *Too Little Too Much* (COLUMBIA)  
JOE NICHOLS • *I Hate The Way I Love You* (INTER SOUND)  
SAWYER BROWN • *Six Days On The Road* (CURB)  
BRYAN WHITE • *Sittin' On Go* (ASYLUM)  
JEFF WOOD • *Use Mine* (IMPRINT)

## Country Slips, N/T Up, AC Rebounds In Fall '96 National Arbitrons

by Sean Ross

Bill Clinton probably figured it out for himself on the night of this year's State of the Union address, but O.J. Simpson is bigger news than he is, at least in terms of impact on radio ratings.

News/talk radio took the biggest jump of any format in Billboard and Airplay Monitor's exclusive national Arbitron numbers last fall, but while N/T was up 16.2-16.8 12-plus in the presidential-election book, it didn't get the same kind of boost this fall that it got from the first Simpson verdict last year, when

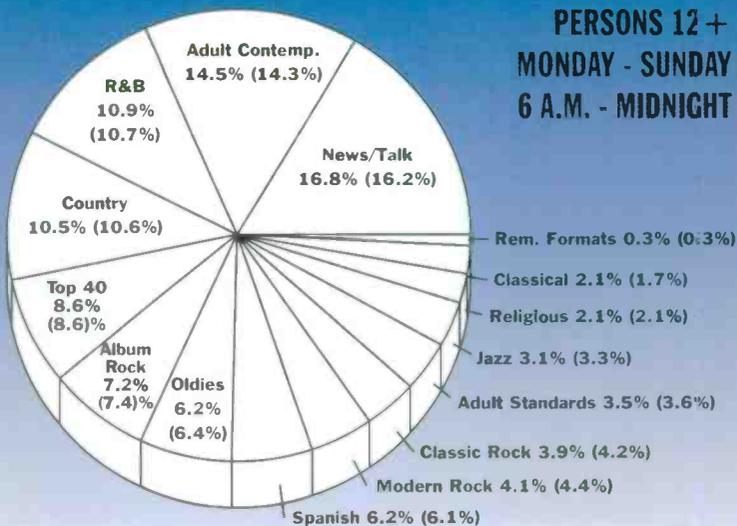
the format was up 15.5-16.9. Still, that puts N/T within a tenth of a share of its best number ever.

In other format highlights, AC rebounded from a devastating summer book and, as was once customary, was up 14.3-14.5 in the fall book, although that was less than some observers expected, judging from some of the strong AC numbers in the first individual market returns. R&B continued to cement its hold on third place, up 10.7-10.9, even with teens back in school, and again posted record numbers in many key demos and

*Continued on page 5*

### ARBITRON FORMAT SHARE FALL '96

PERSONS 12 +  
MONDAY - SUNDAY  
6 A.M. - MIDNIGHT



(Numbers in parentheses represent Summer '96 shares)

Monitor Classifieds

pg. 6

She sings like an **ANGEL** and plays like the **DEVIL**

-Neil Pond/Country America

# Anita Cochran

The debut single from

## I COULD LOVE A MAN LIKE THAT

Written by  
ANITA COCHRAN  
Produced by  
ANITA COCHRAN for  
Thunderbird Productions  
and JIM ED NORMAN  
for JEN Productions, Inc.

From the  
forthcoming album  
**BACK TO YOU.**

Going for airplay  
**March 17**

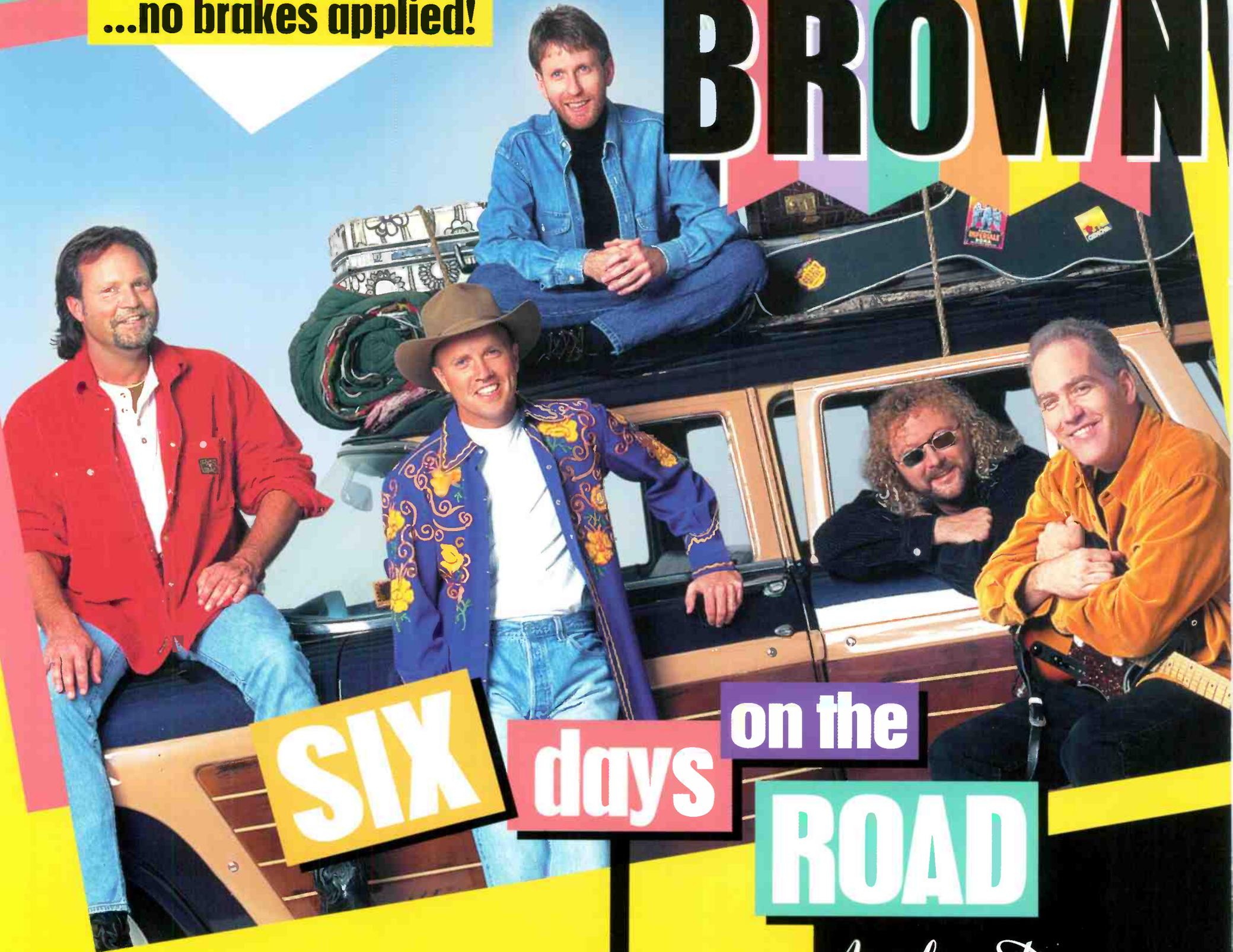


Management: Dick Williams Inc. © 1997 Warner Bros. Records Inc.

Introducing  
the **RED HOT NEW** single

**...no brakes applied!**

# Sawyer **BROWN**



**SIX** days on the **ROAD**

*Airplay Date*  
**February 24th**

Watch for their new

**SIX** days on the **ROAD SHOW '97** Coming to a town near you!

<http://www.acton.com/country/sawyerbrown.html>

**CURB**  
RECORDS

## Country Radio Music Awards To Honor Hall

Tom T. Hall, who has made a strong comeback as a songwriter in the past year, will be presented with the Legend Award during Entertainment Radio Networks' fourth annual Country Radio Music Awards, set to take place at Nashville's Ryman Auditorium 8-10 p.m. CST March 4.

Bryan White will host the show, which is expected to be carried live on more than 250 stations. Performers will include Clint Black, Tracy Lawrence, James Bonamy, Kevin Sharp, Mindy McCready, Ricochet, and Ty Herndon. Following are the nominees:

**Best female artist:** Terri Clark, Patty Loveless, LeAnn Rimes, Shania Twain, Trisha Yearwood.

**Best male artist:** Clint Black, Garth Brooks, Alan Jackson, Tracy Lawrence, Bryan White.

**Best group or duo:** Brooks & Dunn, Diamond Rio, Lonestar, Ricochet, Sawyer Brown.

**Best new artist:** James Bonamy, Paul Brandt, Deana Carter, Mindy McCready, LeAnn Rimes.

**Album of the year:** Brooks & Dunn, "Borderline"; Vince Gill, "High Lonesome Sound"; Patty Loveless, "The Trouble With The Truth"; LeAnn Rimes, "Blue"; Bryan White, "Between Now And Forever."

**Single of the year:** Brooks & Dunn, "My Maria"; Billy Dean, "It's What I Do"; Toby Keith, "Does That Blue Moon Ever Shine On You"; Tracy Lawrence, "Time Marches On"; George Strait, "Blue Clear Sky."

**Song of the year:** "Blue" (Bill Mack); "I Think About You" (Don Schlitz and Steve Seskin); "The River And The Highway" (Gerry House and Don Schlitz); "Strawberry Wine" (Matraca Berg and Gary Harrison); "Worlds Apart" (Vince Gill).

Winners are determined by radio listeners who vote by 800 number Feb. 10-28.

PHYLLIS STARK



## RADIOACTIVE BY PHYLLIS STARK

## Chancellor, Evergreen, Viacom Become One

**C**hancellor Broadcasting Co. and Evergreen Media Corp. are merging in a deal valued at \$3.9 billion. The new Chancellor Media Corp. plans to buy all 10 Viacom radio stations for \$1.07 billion, which will give it 103 properties. Chancellor chairman **Tom Hicks** will be chairman of the new entity. Evergreen chairman/CEO **Scott Ginsburg** becomes president/CEO of the new company. Chancellor's **Steven Dinetz** and Evergreen's **Jimmy deCastro** are the new co-CEOs.

**KSHE** St. Louis VP/GM **John Beck** is upped to senior VP of Emmis Broadcasting, putting him over country **WKKX** (Kix 106.5).

Boston-based syndicator Superadio goes into the country overnight-syndication business, launching the nightly "Silver Grill" show featuring **KPLX** Dallas p.m. driver **Cody Alan**. The show will be fed nightly starting at 7 p.m., so that affiliates have the option of using it in nights or overnights.

Susquehanna Radio swaps **WGH-FM** Norfolk, Va., and its duop partners to Heritage Media in exchange for jazz **WVAE** Cincinnati.

**WVQM** (Q106)/**WHIT** Madison, Wis., are sold by Enterprise Media Partners to Mid-West Family Broadcast Group for \$6.4 million.

**KSON-AM** San Diego returns to simulcasting its country FM in the wake of children's radio syndicator KidStar folding.

**WNSX** Poughkeepsie, N.Y., drops ABC's adult modern format, becoming **WTND** (Thunder Country). **WTND** now simulcasts Westwood One satellite country with co-owned regional outlets **WTHN** and **WTHK**. The trio is local in mornings.

**KLAA** Alexandria, La., flips from AC to True Country, LA103.5. **Dave Graichen** from **KDEA** Lafayette, La., is the new PD.

**Barry Hill** (aka **Stormin' Norman**) exits the PD/morning host job at **WBTU** Fort Wayne, Ind., to work with New York-based music scheduling company **RCS**. Also, production director **Johnny Roberts** exits radio. **GM Richard Young** is looking to replace both and wants T&Rs.

**KKUS** Tyler, Texas, morning man **Bobby Bell** is upped to PD/afternoons, replacing former PD/midday host **J.D. Patrick**, who moves to album rock **KKTX** Long-

view, Texas, as PD. **Nikki Allen** from **KJCS** (KJ103) Nacogdoches, Texas, joins for middays. **Cornbread** joins for mornings from that shift at top 40 **KNRV** Killeen, Texas. **Jess Wright** from **KNRV** joins for nights, replacing **Pamela Page**, who will continue in weekends.

**MD Chuck Reeves** is upped to APD/MD at **KBUL** Reno, Nev.

**WVCN** Columbus, Ga., names p.m. driver **Andy Woods** MD, replacing **Sheryn Green**, who will be reassigned. Night jock **Rimi Daniels** gets middays. Overnighter **James Marcus** goes to nights; P/T **Brian Thomas** is now in overnights.

**WXTU** Philadelphia morning co-host **Dr. Michael Lynn** exits; reach him at 215-878-9301. He will not be replaced.

**Steve Jordan** is upped from P/T to overnights at **KYCY** San Francisco. He will assist in the programming department, including music calls.

P/T jock **Greg Anthony** moves to overnights at **KBUQ** Phoenix.

**KKNU** Eugene, Ore., morning co-host **Amy King** moves to that job at **KUPL** Portland, Ore.

**WPFB** Dayton, Ohio, ups morning co-host **Tammy Puckett** to the vacant midday slot.

**KIIM** Tucson, Ariz., morning member **Texas Terry Phillips** exits for afternoons at **AC WIOG** Saginaw, Mich. **John Collins** joins **KIIM** in nights from afternoons at classic hits sister **KHYT**, as **Michael Thomas** returns to overnights.

**Ed Paoline** segues from afternoons to middays at **WDSB** Wilmington, Del., replacing **Brenda Bessett**, who moves to **WASH** Washington, D.C. Former **WCAU** Philadelphia jock **David Fleetwood** joins **WDSB** for afternoons.

**KIXQ** Joplin, Mo., morning co-host **Cody Carlson** exits.

**ABC Radio's** "American Country Countdown With Bob Kingsley" picks up affiliate **WGRX** (Froggy 100.7) Baltimore.

**NARAS** will debut the RadioActive Award to honor stations in the top 50 markets that consistently front- and back-announce acts and song titles. It will be presented at the Grammy-nominee reception in New York Feb. 25. No country stations are among the winners. It is co-sponsored by ASCAP, BMI, and MJJ Broadcasting.



## COUNTRY CONFIDENTIAL BY WADE JESSEN

## What's New And In Demand On Music Row

**W**e all know that labels send out advances of music to give us quality time with the latest sounds, and sometimes it works wonders. Here's the word on three advances that seem to be in demand at radio and along Music Row.

• "Lee Ann Womack" (Decca): The folks at the label tell me that the commercial album will be self-titled, but the advance disc, "Make Memories With Me," is named for Womack's duet with labelmate Mark Chesnutt. This set of 11 songs could easily be called "Hey, Just In Case You Forgot What Country Music Sounded Like, Check This Out." Only the art and graphics people at the label would object, because it would be too hard to fit on the spine of the CD.

Womack is equal parts mountain and prairie, and despite being a gifted singer, she doesn't do anything fancy here. Apparently, she's been singing long enough to have learned the art of subtlety. Don't get me wrong, Womack's voice is an elaborate, complex, and elegant instrument—she just doesn't rub it in or put it in your face. But you damn sure know she could.

The material on this set was chosen carefully. I related so completely to "Montgomery To Memphis" that even being reminded of those ancient emotional wounds was both pleasant and healing. I've talked to at least five people who like "Am I The Only Thing You've Done Wrong" best of all, and "The Fool" sounds like a single contender. Womack sings to the significant others of truck drivers on "18 Wheels," and I can't recall the last time someone did that. I laugh out loud when I hear "Buckaroo," since it's a textbook example of proclaiming country tastes and roots. This woman, unapologetically, is looking for a lover without uptown tastes and pretenses. She warns, "If you aspire to sophistication, I'll tell you now, you're in the wrong location. Get out of here before this country girl gets to you, buckaroo."

• "Big House" (MCA): Small wonder that everyone is so curious about this band. It is not

a hair band, the band members aren't all 22 years old, and I don't think they were ever on "You Can Be A Star." When the eponymous advance disc came out, I kept hearing comparisons to the Tractors and the Eagles. First time I heard "You Ain't Lonely Yet," I understood the Tractors comparison, but the Eagles thing still puzzles me. About the third or fourth time through the album, I lost all comparisons and got really hooked on Big House. In this case, any comparisons might be unfair because I've never heard anything like this before. The album was produced in only two days and, according to label sources, wasn't modified once it reached the label's desks.

I often lose interest in groups once I've listened a few times. Big House is an exception, and I'm dying to know how listeners will like this stuff. After all, they're the boss.

• "Three Chords And The Truth," by Sara Evans (RCA): This is one instance where song sequencing on an advance disc was really important. By the time I got to the Justin Tubb classic "Imagine That," I was already sold. Had I heard that cut first, I might have been more skeptical, since Patsy Cline's 1962 hit is sacred ground. But Evans didn't try to outdo Cline's take on the song. She quite respectfully reads it pretty much like the original, and it's probably the best showcase for Evans' vocals on the entire project.

Evans is a country singer of the first order, and she handles the ballads just as well as the uptempo songs. I was drawn to the uptempo stuff such as "Shame About That" and "If You Ever Want My Lovin'," because that type of butt-twitching country music is in embarrassingly short supply these days. And Evans doesn't stop short with these two toe-tappers, proving that they weren't just an exercise.

I'm daydreaming about hearing "Walk Out Backwards" in heavy rotation, but "Unopened" and the album's title track are more likely singles.

## ON THE ROW

## New CRS Performers And Sessions Added

**S**everal performers have been added to the lineup for Country Radio Seminar. **Cledus "T." Judd** will appear at the first-time attendee reception March 5. **The Kentucky Headhunters** will perform at the ASCAP and Premiere Radio Networks-sponsored lunch March 7. **Raul Malo** has been added to the otherwise all-female lineup at the Country Music Assn.'s lunch March 8. **Bill Engvall** will host the New Faces Show March 8.

In other CRS news, a last-minute panel has been added March 8 in the afternoon just prior to "WGRS Live!" Airplay Monitor editor **Sean Ross** will moderate "Niche Country: A Fragment Of Our Imagination?" The panelists—**WSM-AM-FM** Nashville's **Kyle Cantrell**, **WMLB** Cumming, Ga.'s **Chris Marino**, **KNCI/KRAK** Sacramento, Calif.'s **Doug McGuire**, **WGRL** Indianapolis' **Sam McGuire**, **KYGO-AM/KQKS** (Country 104.3) Denver's **Chuck St. John**, and Gavin's **Rob Bleetstein**—will discuss both the country gold and progressive country niches.

Also at CRS, BP Consulting Group's annual "seminar before the seminar" will be held March 5, 11 a.m.-3 p.m., in Nashville's Opryland Hotel, the day before CRS activities swing into full gear. The lineup will include BNA artist **Lorrie Mor-**

gan, RCA Label Group's **Joe Galante**, Benchmark Co.'s **Rob Balon**, Arbitron's **Bob Michaels**, EZ Communications' **Becky Brenner**, and **KZLA** Los Angeles PD **John Sebastian**.

**Garth Brooks** surprised the 2 millionth ticket buyer on his current concert tour in Charleston, W.Va., with a new car, a four-day trip to either the U.S. Virgin Islands or the Cayman Islands, snorkeling equipment, a video camera, a still camera, and Garth Brooks merchandise. In July, Brooks surprised the 1 millionth ticket buyer in Denver with a Camaro and other gifts.

Imprint Records marketing department staffer **Beth Gunn** is upped to the newly created product manager position at the label.

Effective March 1, Borman Entertainment is relocating to 1208 17th Ave. S., Nashville, Tenn. 37212. Phone and fax numbers remain the same.

Capitol Nashville VP of artist development **Susan Levy** and her husband, **Greg O'Brien**, are expecting their first child at the end of May.

R.I.G. Label Group chairman **Joe Galante** presented BNA artist **Mindy McCready** with a platinum belly-button ring during her platinum-record party Feb. 11.

**Ty England** and his wife, **Shanna**, welcomed their third child, son **Levi Wyatt**, Feb. 14.

**Trisha Yearwood**, **Marty Stuart**, **Kim Richey**, and the **Mavericks' Robert Reynolds** and **Paul Deakin** will appear at the National Assn. of Campus Activities Feb. 22-26 in Philadelphia as part of a CMA-sponsored educational session, "Promoting Country Music On Campus."

Juno Award-winning Canadian country band **Prairie's Oyster's** fifth album, "Blue Plate Special," will be the debut release from **Walter Yetnikoff's** New York-based **Vel Vel Records** March 18.

## Letter: Don't Trash The Safe List

To the editor:

I would like to respond to the comment in a recent Monitor Profile, "If we spent more time getting to know the listeners in our markets and less time pondering generic safe lists, we'd be much better served" (Country Airplay Monitor, Feb. 7). I totally agree with the value of getting to know the listeners in the market your radio station serves. However, I would like to argue that a reliable, generic safe list is also very valuable to radio programmers who can't get hold of reliable in-house research because of budgetary or other constraints.

I have successfully programmed in various markets around the nation. Each time I have used research from outside the market in determining my playlists. Whether it

be from a reliable research firm, consultant, or simply culled from friends who have access to research in their market, the information I get has always served me well in the market I was programming at the time. Why? I believe it is for the same reason that Reba McEntire, George Strait, and Garth Brooks sell out concert auditoriums in any market and other acts don't—because the cream always rises to the top.

My point is that a reliable, generic safe list can give you information to put you in much better shape than you'll be in if you try to guess what songs to play for your listeners.

Art Opperman  
Competitive Edge Music Logs  
Green Bay, Wis.

## Buses, Planes, And Coverters



So anxious was WKIS Miami PD Bob McKay to have BR5-49 play at the station's recent chili cook-off that he arranged for helicopters to pick up the band at the airport so it could make the gig on time. They did, with just 15 minutes to spare. Pictured arriving by helicopter, from left, are BR5-49's "Hawk" Shaw Wilson, "Smilin'" Jay McDowell, Don Herron, Gary Bennett, and Chuck Mead. The helicopter ride ended a day of travel that included a seven-hour bus ride from Sault Sainte Marie, Mich., to Detroit, followed by a flight from Detroit to Fort Lauderdale, Fla.

## Show Me The Money



KSAN San Francisco's new morning men Welch, right, and Woody made an early splash in the market with their "handfuls of cash" promotion. The pair set off one Saturday morning in a limousine with a security guard and a briefcase full of cash and made surprise visits all over town to hand out the money.

# AIRBORNE

Instant information on Country's new artists

Edited by Sue Falco

### Big House

"COLD OUTSIDE" (MCA)

The six members of Big House, all veterans of the Bakersfield, Calif., music scene, got together just a year ago and were quickly signed to MCA. Since then, the group has opened for Travis Tritt, Wynonna, Patty Loveless, and Collin Raye, in between recording dates for a self-titled debut album, which is due March 25. Harmonies are shared by all of the group members: brothers Monty and Tanner Byrom, David Neuhauser, Chuck Seaton, Sonny California, and Ron Mitchell.



### Kippi Brannon

"DADDY'S LITTLE GIRL"  
(CURB/UNIVERSAL)

Kippi Brannon was signed to MCA at age 14 and charted with such singles as "If I Could See You Tonight," "He Don't Make Me Cry," "In My Dreams," and a remake of Webb Pierce's "Slowly" between age 15 and 17. In 1982, she was a top new female vocalist nominee at the Academy of Country Music Awards. But after four singles and without having recorded a full album, she quit the business to attend college. During her break from music, Brannon married twice and worked as a secretary and an accounting assistant, among other jobs. Now 30 and the single mother of a 9-year-old girl, Brannon makes her Curb/Universal debut, "I'd Be With You."



### The Buffalo Club

"IF SHE DON'T LOVE YOU"  
(RISING TIDE)

Three musically diverse artists came together to form this band. Guitarist Charlie Kelley grew up on a farm listening to everything from Bryan Adams to Willie Nelson. Lead vocalist Ron Hemby, a former member of the Imperials, brings in a strong gospel background from his native Missouri. Drummer John Dittrich, formerly of Restless Heart, hails from New York and Texas, where he enjoyed jazz and top 40. The



band's self-titled debut is scheduled for release in March.

### Bill Engvall

"HERE'S YOUR SIGN (GET THE PICTURE)"  
(WARNER BROS.)

Comedian Bill Engvall, a native of Galveston, Texas, originally planned to be a teacher until he discovered that he loved making people laugh. He has made several appearances on "The Tonight Show" and, in 1992, won the American Comedy Award for best male stand-up comedian. Engvall, who currently lives in Los Angeles, released his debut comedy album on Warner Bros. last May.

### Regina Regina

"MORE THAN I WANTED TO KNOW"  
(GIANT)

The newest female duet was indirectly brought together by Reba McEntire. Regina Leigh spent nearly three years on the road as a background vocalist for McEntire. Regina Nicks spent nearly six years working as McEntire's personal assistant at Starstruck Entertainment. Overheard singing to herself at Starstruck, Nicks was encouraged to meet with a producer who, in turn, reintroduced her to Leigh.

### ★ Lee Ann Womack

"NEVER AGAIN, AGAIN" (DECCA)

Lee Ann Womack grew up in the east Texas town of Jackson listening to Grand Ole Opry broadcasts from Nashville and picturing herself on the Opry stage. The daughter of a part-time country DJ, Womack often accompanied her father to the radio station, where he would let her play her favorite records, which usually included Bob Wills, Ray Price, and Glen Campbell. Now 30 years old and the mother of 5-year-old daughter Aubrie, Womack is hoping to finally realize her Opry dream. Her self-titled debut album was produced by Mark Wright and includes a duet with labelmate Mark Chesnutt, "Make Memories With Me."



★ Denotes first appearance. Airborne features those artists who are making their debut chart runs in Country Airplay Monitor. Send information on new artists to Sue Falco c/o Country Airplay Monitor, 1515 Broadway, 15th Floor, New York, NY 10036.

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## Country Slips, N/T Up, AC Rebounds In Fall '96 National Arbitrons

Continued from page 1

dayparts. Country continued to slip, off 10.6-10.5, but that's almost flat, suggesting that the format may be close to bottoming out. More important, those results suggested that the size of country's core audience has stabilized and will not continue to decline as the number of available stations declines.

Top 40 was flat at an 8.6 share after two books of growth—not so bad when you consider that the format usually has a bad fall and that the number of stations coming into the format wasn't growing at the time. All three rock formats were off: album (7.4-7.2), modern (4.4-4.1), and classic (4.2-3.9), despite an abundance of superstar product in that format this fall. Oldies stations continued to slip, going 6.4-6.2, tying them with the Spanish-language format, which posted its best-ever 12-plus number, up 6.1-6.2.

The national ratings reflect a combination of numbers in Arbitron's four-book-a-year continuous-measurement markets. With the release of the fall book, the ratings begin their eighth year in Billboard.

### COUNTRY'S LONG DECLINE SLOWS

Remember two years ago, before top 40's turnaround, when the only good news about the format was that it wasn't collapsing quite so quickly? If it seemed like a stretch then, top 40 did eventually reverse, albeit modestly, and country is indeed falling more slowly now. It's down a tenth in some demos and dayparts, up a tenth or so in others.

The best news is that country held more or less steady despite the loss of more rated stations, from 285 to 267 in the fall. Initially, it looked like country stations were changing to other formats and taking their listeners with them. This time it looked like the size of the country core has leveled out, and if one station goes away, another picks up the slack.

It's still the case that country is worse off in 35-64 than it was before the boom started. It's down 12.2-12.0 there, well short of the 13.1 it had in spring '89, when we started measuring national ratings info. Same now goes for men, by the way. While women are up 11.4-11.5, men are off 10.1-9.9, the first time country has been below a 10 share with adult men since we started in '89. It'll be interesting to see if the new crop of gold-based country FMs does anything to turn that around.

There's also some pretty noticeable continued erosion with teens. They're off 8.1-7.6, putting them about where they were in the summer of '92, just after Billy Ray Cyrus broke through.

### LISTENERS DON'T ROCK THE VOTE

Even with its customary post-baseball dropoff at night (15.0-13.2), N/T stations (including all-sports outlets) were up sharply in middays (16.3-17.6) and afternoons (14.7-15.3). The format was down in mornings, 20.6-20.2. The midday and afternoon spikes point toward some extra election-time attention for Rush Limbaugh and the groundswell of publicity around Dr. Laura Schlessinger's show this fall.

N/T's station count held steady during the fall at about 350 in the continuous-measurement markets. With Airplay Monitor's exclusive M Street Format Monitor issue showing a boom for both sports and N/T stations again at year's end, the number of new outlets could start driving the format past even the record 16.9 share it received last fall. The brutal fall and winter weather will probably be a plus for the format also.

The success of N/T in the fall, particularly with men, probably had something to do with the continued sluggish numbers for all rock formats, despite a reasonably heavy slate of superstar releases: Bush, Counting Crows, R.E.M., Pearl Jam, Sheryl Crow, and, at modern, the snowballing success of No Doubt.

Album rock was off a tenth of a share across the board, except among teens, where it was off 7.4-7.0. Since album rock hasn't done

much to solicit teens in the past 10 years or so, except picking them up by default when a market has no top 40, its drop in that demo probably reflects the availability of top 40 in more markets again. As for classic rock, which tends to seesaw from book to book, its 3.9 share is still ahead of the 3.4 it had last fall.

As for modern, its three-tenths drop was its first measurable downtick since the format's growth spurt began in winter '93. And this in a book during which the number of available stations in the format held steady. And a book during which the format should have profited by having more exclusive music, given top 40's lesser interest in modern crossovers.

Modern was down 4.0-3.4 in middays, something explained by teens going back to school and no longer controlling workplace or home listening, but it wasn't up significantly in other dayparts to compensate. It was down 5.0-4.8 with men; 2.8-2.4 with women, its lowest female number in nearly two years.

You might have expected modern to look younger and more male this fall, given that format's increased emphasis on harder, non-crossover music (at least between the No Doubt hits). Surprise: Modern was off more at the younger end (11.2-10.9 teens; 7.9-7.6 18-34) than with upper demos (3.8-3.7 25-54; 1.8-1.7 35-64).

### TOP 40, R&B SURVIVE AC FALL CLASSIC

AC is used to good fall books, and this was one. The format's 14.3-14.5 rise puts it ahead of last fall, when it was off 14.7-14.1. While AC outlets continue to disappear, new modern AC stations are keeping the number of available stations constant. AC also had a great winter last year, while top 40 was clobbered, and it will be interesting to see whether the cold weather favors long stretches indoors with soft, relaxing favorites or long stretches on N/T radio.

AC was up sharply during middays (16.3-16.8), largely because teens were out of the picture. But it was also up nicely at night, 11.6-12.3.

As for top 40, it's reasonable to expect some changes in male and adult numbers at a time when many of the format's stations were becoming less rock- and more rhythm-driven. But top 40 held flat in most places. And the good news is that where it usually caves in the fall, when school reconvenes, top 40 held steady. It was off in middays as expected (7.9-7.0), but it was up in mornings (7.2-7.8) and nights (11.3-12.2) to compensate, something it didn't do on the same scale last fall.

The biggest demo boost for top 40 this time was teens, up 26.9-29.1. The format was off slightly 18-34 (13.3-13.2), 25-54 (7.0-6.9), and flat in 35-64 (4.2). With women, it was up a hair (7.9-8.0), but with men, it was off 6.3-5.9, belying the format's less rocking nature today.

We've suggested over the past year that part of R&B's boom was a function of top 40's refusal to play a significant amount of R&B crossovers. We'll have a better sense of that theory in the winter, since many of the R&B ballads that are quickly becoming a prevalent flavor in top 40 were only starting to cross at the end of the fall book. R. Kelly, Keith Sweat, Toni Braxton, BLACKstreet, and the return of New Edition and En Vogue, however, were definitely good to R&B, which had its best book ever—the second time in six months R&B shattered its own record 12-plus number.

R&B radio was down sharply in middays (9.7-8.4), but it was up 9.0-9.4 in mornings and 10.4-10.8 in afternoons, breaking its own records in those dayparts, too. Same for 18-34, where it was up 13.4-13.9. The adult R&B format, were you to measure it separately, was flat at a 3.7 share 12-plus, although it still beats mainstream R&B in the 35-64 demo, 4.5 to 4.2.

## MONITOR PROFILE

### Rising Tide's Matraca Berg, A Songwriting Winner, Seeks Success As A Performer

**I**f you hear a song with a strong female viewpoint, chances are good that Matraca Berg was one of the writers. Her recent hits include Deana Carter's "Strawberry Wine" and "We Danced Anyway," Martina McBride's "Cry On The Shoulder Of The Road" and "Wild Angels," Patty Loveless' "You Can Feel Bad," and Trisha Yearwood's "Everybody Knows" and "XXXs and OOOs." She also co-wrote Reba McEntire's "The Last One To Know." Berg considers her songwriting talent to be a gift. "I feel like it's sometimes Christmas morning, and I'm getting up wondering what's going to be under the tree for me today," she says of her craft. Sometimes, it comes easy to her. "Cry On The Shoulder Of The Road," for example, literally "came out of the shower spigot. As soon as I turned on the water it hit me." Other times, it's not so easy. "You have to hate your job sometimes in order to love it," she says. "It's rarely ever easy... You have to sweat over 50 songs before you



**Matraca Berg**  
Recording Artist  
Rising Tide Records

*Just because  
you've written  
hit songs  
doesn't mean you  
have a career  
as an artist*

get that totally inspired 20 minutes."

Berg says she's "not a 9-to-5 writer. I tend to work on inspiration. I do co-write, but I like to have something to bring to the table before I show up."

She had her first hit, the Karen Brooks and T.G. Sheppard duet "Faking Love," when she was just 18 years old. Berg co-wrote that song with Bobby Braddock, who will be appearing with her at the Country Radio Seminar session "WCRS Live!" March 8. More recently, she co-wrote a song with another "WCRS Live!" participant, Clint Black, whom she met years ago when she opened for him on tour. The song, "Holding Onto You," may become a Black/McBride duet.

Berg is also a recording artist, but her success on that side of the business hasn't come as easily as her songwriting credits. She recorded two albums for RCA. The first, "Lying To The Moon" (1990), was worked country. The second, "The Speed Of Grace" ('94), was worked to triple-A radio. Now signed to Rising Tide, Berg will release her next country album, produced by Rising Tide's Emory Gordy, Jr., in the fall.

Berg says she recorded a second country album for RCA, but it was rejected. Label head Joe Galante had moved to New York, and Berg says briefly making her a triple-A artist was "his way of trying to protect me and bail me out." Berg calls that period of her career "strange. It was almost like I was sleepwalking at that time. I was told frequently by many people that I was not a country artist when my first record came out six years ago, and, at that time, I started believing them, because I wasn't getting much headway [with country radio]. Back then, if you were a female, they only gave you so many different slots. There were few females on the playlist, other than Mary Chapin Carpenter, that made different-sounding, singer/songwriter records."

But when she heard about the formation of Rising Tide, headed by former manager Ken Levitan, Berg wanted to again pursue a country

career. "I admired Ken's work as a manager with artists like Lyle Lovett. He seems to know what to do with the stepchildren."

Unfortunately, Berg had sold the lion's share of her best songs shortly before signing with Rising Tide, keeping only "a couple that are very special to me." Berg says selling her songs was a move made out of frustration. "I was going to do a record with another label, and that fell through. I was just pissed off, and I walked into my publishers office—he'd been sitting on those songs for a year—and I said, 'Pitch everything.'" She admits that was painful at first, but given the success her songs have had in the last year, she says, "It doesn't break my heart so much this year."

Although she is now happily married to Jeff Hanna of the Nitty Gritty Dirt Band (which was also recently signed to Rising Tide), Berg says marital happiness hasn't had a negative effect on her songwriting, which tends to center on themes of lost and broken relationships. "Sometimes you continue to write good when you're happy and you don't worry about paying the bills."

No one is more surprised than Berg that her biggest hit to date turned out to be "Strawberry Wine." "I wouldn't have thought that would be the biggest song I'd ever written," she says. "I was as surprised as anyone when that thing started moving like it did. I was almost certain I was going to ruin Deana's career before it even started. A five-minute waltz about losing your virginity is not an [obvious] first single choice."

Her favorite song on her upcoming album is called "The Resurrection," which Berg says is about Nashville and its "out with the old in with the new" attitude.

Berg is well aware that there is a lot riding on what country radio thinks of her new set, but she is grateful that the format has always embraced her songwriting talents, particularly in the last few years. In a recent trade ad for McBride's "Cry On The Shoulder Of The Road," Berg was given an opportunity to write a brief note to programmers thanking them for supporting her songs. She says that ad "was a great opportunity to say 'thank you,' because radio took some big chances with 'Strawberry Wine'."

But because of her experiences as an artist, she has mixed feelings about country radio. "Right now, I love them," she says, but "I did get my feelings hurt a little bit when my first record didn't do so well and the first single off the second record didn't even chart. But looking back, I feel also that I wasn't quite ready ready at that time. I was like a deer in headlights, and maybe that came across... I don't blame radio as much as I used to because I am a bit of a fatalist and I think things happen for a reason."

A lot has changed for Berg professionally since "The Speed Of Grace" was released. Most notably, she gained a lot of experience performing. "When I put out my triple-A record, I played a lot of small clubs and got comfortable with performing," she says. "When I made my first records, I hadn't performed a lot, and that's not a good thing when all of a sudden you're opening for Clint Black in front of 10,000 people."

Even with that experience, she is reluctant to predict what will happen with her as-yet-untitled new set. "There's too many factors involved that I have no control over," she says. "I've seen Gretchen Peters put a record out, so you can't say you've got it in the bag because you've had some hits [for other people]." Berg is a huge fan of Peters' but says her style and album are different from Peters' Imprint Records '96 debut set.

"Just because you've written hit songs for people doesn't mean you have a career as an artist," she says. "There's too many factors involved, but I have the advantage of experience and I keep coming back for more." **PHYLLIS STARK**

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# AIRPLAY Monitor® GREATEST GAINERS

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## Strongest Increase In Airplay This Week

INCREASE  
IN PLAYS

<b>TRACY LAWRENCE</b> • <i>Better Man, Better Off</i> (ATLANTIC)	+920
KYCY +26, WWGR +24, WGRL +24, KXKC +20, WIVK +18, KKBO +18, WYGY +17, KDDK +15, KYNG +15, KBEQ +15	
<b>ALABAMA</b> • <i>Sad Lookin' Moon</i> (RCA)	+830
KASE +25, WYAY +22, KSOP +18, WWGR +17, KVET +17, WGAR +17, WXBO +16, WEZL +16, KMPS +16, WQMX +15	
<b>CLAY WALKER</b> • <i>Rumor Has It</i> (GIANT)	+674
KYCY +22, KSSN +22, WWGR +18, WFRE +15, WKCN +14, KIIM +14, WVLC +13, WRBQ +13, WMJC +12, KGMV +12	
<b>COLLIN RAYE</b> • <i>On The Verge</i> (EPIC)	+562
KPLX +25, WGRL +20, KYNG +19, WCOL +18, KDDK +16, WCMS +15, WUSN +15, WWGR +14, KXKT +14, KIKF +14	
<b>TRACY BYRD</b> • <i>Don't Take Her She's All I Got</i> (MCA)	+553
WZZK +17, WKCN +16, KXXY +16, KYCY +15, KYNG +15, KVOO +15, WGGY +14, WCLB +13, WMSI +12, WOKO +12	
<b>LEANN RIMES</b> • <i>Unchained Melody</i> (CURB)	+378
KIKK +20, KJYJ +16, WMJC +15, KIIM +15, WBEE +15, KMPS +15, KZSN +14, KDRK +14, WQXK +13, KNAX +13	
<b>KENNY CHESNEY</b> • <i>When I Close My Eyes</i> (BNA)	+358
KPLX +16, WBOB +14, WTQR +14, WKXK +13, KCCY +12, KIKF +12, KIIM +11, WYRK +10, WSTH +9, WCTK +9	
<b>DIAMOND RIO</b> • <i>Holdin'</i> (ARISTA)	+331
WBOB +19, WGGY +18, WYCD +15, WQIK +14, KSOP +14, WMZQ +14, KXXY +13, WGRL +12, KEKY +12, KRMD +11	
<b>MILA MASON</b> • <i>Dark Horse</i> (ATLANTIC)	+312
KKCS +16, WGRL +13, WCOL +13, WPOC +13, WXTU +12, KGMV +11, KZLA +11, KCCY +10, WBUB +10, KYCY +10	
<b>KATHY MATTEA</b> • <i>455 Rocket</i> (MERCURY NASHVILLE)	+307
KPLX +15, WQXK +13, KSON +13, WCHY +11, WCLB +10, WKLB +10, KYCY +9, KXKT +8, WYYD +8, WQDR +8	
<b>DEANA CARTER</b> • <i>We Danced Anyway</i> (CAPITOL NASHVILLE)	+305
WGGY +17, WKXK +16, WFMS +16, WYNK +15, KKAT +15, WBOB +13, WHYL +13, KYCY +12, WQXK +12, WKJN +12	
<b>JIM BRICKMAN WITH MARTINA MCBRIDE</b> • <i>Valentine</i> (WINDHAM HILL)	+285
KPLX +26, KGMV +19, WKTF +18, WKXC +17, WTDR +16, KBEQ +15, WPOC +13, WUSN +13, WXTU +10, KSCS +9	
<b>LORRIE MORGAN</b> • <i>Good As I Was To You</i> (BNA)	+282
WGRL +24, KBEQ +17, WGAR +16, WYNK +13, KTST +12, WCOL +10, KWNR +10, WSSL +10, WTDR +9, WGH +9	
<b>TRACE ADKINS</b> • <i>(This Ain't) No Thinkin' Thing</i> (CAPITOL NASHVILLE)	+280
WDAF +14, WCTK +12, KMDL +10, WVLC +10, KSSN +10, WKHK +10, WQIK +10, WTDR +10, WSTH +9, KGMV +9	
<b>RICOCHET</b> • <i>Ease My Troubled Mind</i> (COLUMBIA)	+276
WBOB +15, WFRE +15, WKCN +13, WIRK +13, KTST +12, WCLB +11, WSSL +11, WRBQ +10, WPOC +10, WVLC +9	

## MOST NEW AIRPLAY THIS WEEK

	No. Of Stations		No. Of Stations
<b>TRACY LAWRENCE</b> <i>Better Man, Better Off</i> (Atlantic)	69	<b>KATHY MATTEA</b> <i>455 Rocket</i> (Mercury Nashville)	20
<b>ALABAMA</b> <i>Sad Lookin' Moon</i> (RCA)	58	<b>MINDY MCCREADY</b> <i>A Girl's Gotta Do (What A Girl's Gotta Do)</i> (BNA)	17
<b>COLLIN RAYE</b> <i>On The Verge</i> (Epic)	50	<b>LORRIE MORGAN</b> <i>Good As I Was To You</i> (BNA)	17
<b>KEVIN SHARP</b> <i>She's Sure Taking It Well</i> (143/Asylum)	24	<b>MARK WILLS</b> <i>Places I've Never Been</i> (Mercury Nashville)	16
<b>MILA MASON</b> <i>Dark Horse</i> (Atlantic)	21	<b>JIM BRICKMAN WITH MARTINA MCBRIDE</b> <i>Valentine</i> (Windham Hill)	14

# VIDEO PLAYLISTS

**TNN**  
THE NASHVILLE NETWORK  
The Heart of Country

	TW	LW		TW	LW
1	Brooks & Dunn, A Man This Lonely	5	4	1	Sawyer Brown, Six Days On The Road
2	Shania Twain, God Bless The Child	4	4	2	Ty Herndon, She Wants To Be Wanted Again
3	Toby Keith, Me Too	4	4	3	Mindy McCready (Feat. Lonestar's R. McDonald), Maybe He'll Notice Her Now
4	Faith Hill, I Can't Do That Anymore	4	4	4	Brooks & Dunn, A Man This Lonely
5	Ty Herndon, She Wants To Be Wanted Again	4	4	5	Nikki Nelson, Too Little, Too Much
6	Travis Tritt, Where Corn Don't Grow	4	4	6	Trace Adkins, (This Ain't) No Thinkin' Thing
7	Sammy Kershaw, Politics, Religion And Her	4	4	7	Travis Tritt, Where Corn Don't Grow
8	Allison Krauss, Baby Mine	4	4	8	John Berry, She's Taken A Shine
9	Daryle Singletary, Amen Kind Of Love	4	4	9	Toby Keith, Me Too
10	Mindy McCready (Feat. Lonestar's R. McDonald), Maybe He'll Notice Her Now	4	3	10	Daryle Singletary, Amen Kind Of Love
11	BR5-49, Even If It's Wrong	4	2	11	Deana Carter, We Danced Anyway
12	John Berry, She's Taken A Shine	4	2	12	Rick Trevino, Running Out Of Reasons To Run
13	Trace Adkins, (This Ain't) No Thinkin' Thing	4	2	13	Trisha Yearwood, Everybody Knows
14	Terry Clark, Emotional Girl	4	2	14	Tracy Lawrence, Is That A Tear
15	Sawyer Brown, Six Days On The Road	4	0	15	Bryan White, That's Another Song
16	Rick Trevino, Running Out Of Reasons To Run	3	5	16	Tracy Byrd, Don't Take Her She's All I Got
17	Trisha Yearwood, Everybody Knows	3	4	17	Gary Allan, Forever And A Day
18	Tracy Lawrence, Is That A Tear	3	4	18	Mark Chesnut, Let It Rain
19	Deryl Dodd, That's How I Got To Memphis	3	3	19	John Jennings, Everybody Loves Me
20	Deana Carter, We Danced Anyway	3	5	20	David Lee Murphy, Genuine Rednecks
21	Emilio, I'd Love You To Love Me	3	0	21	Martina McBride, Cry On The Shoulder Of The Road
22	Martina McBride, Cry On The Shoulder Of The Road	3	2	22	Billy Ray Cyrus, Three Little Words
23	Billy Ray Cyrus, Three Little Words	3	3	23	Terry Clark, Emotional Girl
24	Bill Engvall With Special Guest Travis Tritt, Here's Your Sign (Get The Picture)	3	2	24	Clay Walker, Rumor Has It
25	Lorrie Morgan, Good As I Was To You	3	3	25	Emilio, I'd Love You To Love Me
26	Tracy Byrd, Don't Take Her She's All I Got	3	3	26	Bill Engvall With Special Guest Travis Tritt, Here's Your Sign (Get The Picture)
27	Clay Walker, Rumor Has It	3	4	27	Caryl Mack Parker, One Night Stand
28	James Bonamy, All I Do Is Love Her	2	4	28	Lorrie Morgan, Good As I Was To You
29	Thrasher Shiver, Be Honest	2	1	29	Brent Lamb, Love Lives On
30	Great Plains, Wolverton Mountain	2	2	30	Ricochet, Ease My Troubled Mind
				31	Shania Twain, God Bless The Child
				32	BR5-49, Even If It's Wrong
				33	Kathy Mattea, 455 Rocket
				34	Patricia Conroy, I Don't Wanna Be The On
				35	Sammy Kershaw, Politics, Religion And Her
				36	Paul Brandt, I Meant To Do That
				37	Jo Dee Messina, Do You Wanna Make Something Of It
				38	The Mavericks, I Don't Care If You Love Me Anymore
				39	Charlie Major, This Crazy Heart Of Mine
				40	Regina Regina, More Than I Wanted To Know
				41	Thrasher Shiver, Be Honest
				42	Noel Haggard, Once You Learn
				43	Kippi Brannon, Daddy's Little Girl
				44	Big House, Cold Outside
				45	Bryan Smith, Jack Of All Trades
				46	Royal Wade Kimes, Another Man's Sky
				47	James Bonamy, All I Do Is Love Her
				48	Reba McEntire, The Fear Of Being Alone
				49	Deryl Dodd, That's How I Got To Memphis
				50	Jeff Wood, Use My Love

## COUNTRY RECURRENT AIRPLAY

RANK	TW	LW	TITLE	RANK	TW	LW	TITLE
	PLAYS	PLAYS	ARTIST (LABEL)		PLAYS	PLAYS	ARTIST (LABEL)
1	2799	3422	NOBODY KNOWS KEVIN SHARP (143/ASYLUM)	14	1200	1280	LONELY TOO LONG PATTY LOVELESS (EPIC)
2	1986	2302	ONE WAY TICKET (BECAUSE I CAN) LEANN RIMES (CURB)	15	1190	1233	SO MUCH FOR PRETENDING BRYAN WHITE (ASYLUM)
3	1649	1970	HER MAN GARY ALLAN (DECCA)	16	1169	1398	THAT OL' WIND GARTH BROOKS (CAPITOL NASHVILLE)
4	1636	1866	BIG LOVE TRACY BYRD (MCA)	17	1162	1159	BELIEVE ME BABY (I LIED) TRISHA YEARWOOD (MCA)
5	1580	1713	THE FEAR OF BEING ALONE REBA MCENTIRE (MCA)	18	1095	1023	BLUE CLEAR SKY GEORGE STRAIT (MCA)
6	1540	1670	EVERY LIGHT IN THE HOUSE TRACE ADKINS (CAPITOL NASHVILLE)	19	1067	1079	CHECK YES OR NO GEORGE STRAIT (MCA)
7	1430	2865	MAYBE HE'LL NOTICE HER NOW MINDY MCCREADY (FEAT. LONESTAR'S RICHIE McDONALD) (BNA)	20	1065	1118	ME AND YOU KENNY CHESNEY (BNA)
8	1332	1483	STRAWBERRY WINE DEANA CARTER (CAPITOL NASHVILLE)	21	1033	1126	DADDY'S MONEY RICOCHET (COLUMBIA)
9	1303	1388	LIVING IN A MOMENT TY HERNDON (EPIC)	22	990	1080	I CAN STILL MAKE CHEYENNE GEORGE STRAIT (MCA)
10	1286	1206	MY MARIA BROOKS & DUNN (ARISTA)	23	990	909	GUYS DO IT ALL THE TIME MINDY MCCREADY (BNA)
11	1272	1570	MAYBE WE SHOULD JUST SLEEP ON IT TIM MCGRAW (CURB)	24	988	974	MORE THAN YOU'LL EVER KNOW TRAVIS TRITT (WARNER BROS.)
12	1256	1318	LIKE THE RAIN CLINT BLACK (RCA)	25	983	999	TIME MARCHES ON TRACY LAWRENCE (ATLANTIC)
13	1230	1337	GOODNIGHT SWEETHEART DAVID KERSH (CURB)				

Recurrents are titles which have appeared on the Hot Country Singles chart for 20 weeks and have dropped below the top 20.

SAVE THESE DATES

1997 **Billboard & Monitor** Radio Seminar & Awards

October 16 - 18, 1997  
The Renaissance Orlando Resort

Orlando

Playlists supplied by Broadcast Data Systems' Radio Track service. Songs ranked by number of plays in monitored week.

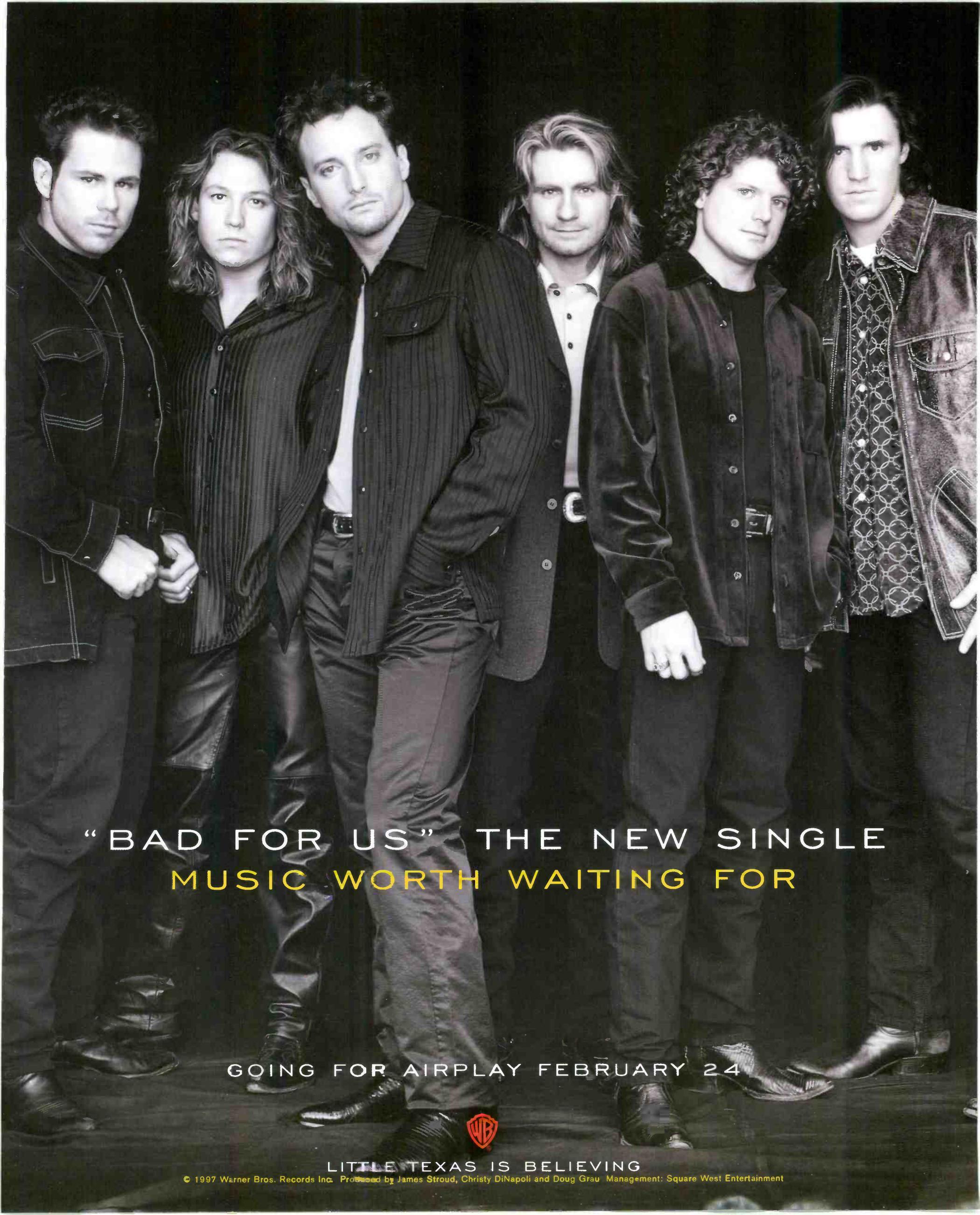
COUNTRY

Grid of country music playlists for stations KZLA, WUSN, WXTU, WKHX, WMZQ, and KSCS. Includes station names, PDs, and song lists with ratings.

Grid of country music playlists for stations KKBQ, KILT, KYGO, KYNG, WWWW, and WIL. Includes station names, PDs, and song lists with ratings.

Grid of country music playlists for stations KIKK, WYCD, KPLX, KMPS, KEYE, and WGAR. Includes station names, PDs, and song lists with ratings.

Grid of country music playlists for stations WBOB, WDSY, KNIX, WYAY, KMLE, and WPOC. Includes station names, PDs, and song lists with ratings.



“BAD FOR US” THE NEW SINGLE  
MUSIC WORTH WAITING FOR

GOING FOR AIRPLAY FEBRUARY 24

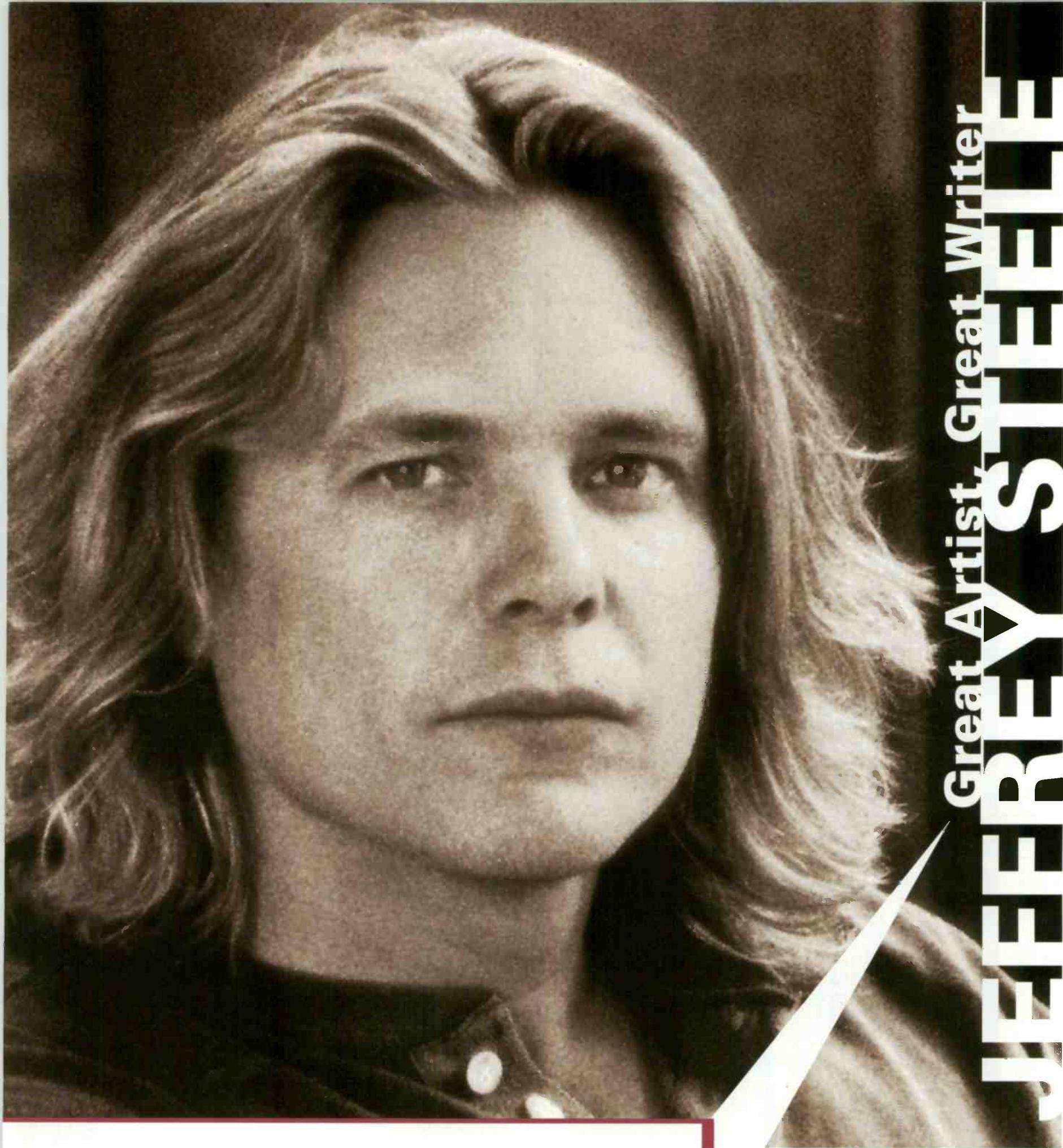


LITTLE TEXAS IS BELIEVING

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Playlists supplied by Broadcast Data Systems' Radio Track service. Songs ranked by number of plays in monitored week.

Grid of 48 country music playlists for stations including WKXX, WFMS, WQYK, KFRG, WTQR, WIVK, WUBE, WSIX, WHKO, WSOC, WWKA, WSM, WAMZ, KSAN, WKLB, WRBQ, WKIS, WZZK, KFKF, WTDR, KWJJ, WDAF, WWYZ, and WMIL. Each station's playlist includes song titles, artists, and numerical rankings.



Great Artist, Great Writer

**JEFFREY STEELE**

- **Three Top 10 singles:**

“They Don’t Make Them Like That Anymore”

“She’d Give Anything”

“A Cowboy’s Born With A Broken Heart”

- **Co-Writer on 3 Kevin Sharp cuts**

- **Current Grammy Award nominee**

**Watch for his forthcoming  
album available April 15th.**

**All songs co-written by**

**Jeffrey Steele**



# MONITOR SOUND ACTIVITY REPORTS

For Week Ending February 16, 1997



## C O U N T Y

TRACE ADKINS 3640/280 <i>(This Ain't) No Thinkin' Thing (Capitol Nashville)</i>										JOHN BERRY 4003/274 <i>She's Taken A Shine (Capitol Nashville)</i>										TRACY BYRD 2992/553 <i>Don't Take Her She's All I Got (MCA)</i>										DEANA CARTER 4735/305 <i>We Danced Anyway (Capitol Nashville)</i>										KENNY CHESNEY 2990/358 <i>When I Close My Eyes (BNA)</i>									
Total Stations: 161					Chart Move: 19-14					Total Stations: 159					Chart Move: 14-12					Total Stations: 160					Chart Move: 28-19					Total Stations: 162					Chart Move: 8-5					Total Stations: 158					Chart Move: 26-20				
City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP
LA.	CMT	20	22	151	Jacksonv.	WOJK	18	9	30	LA.	CMT	20	22	151	Jacksonv.	WOJK	18	9	30	LA.	CMT	20	22	151	Jacksonv.	WOJK	18	9	30	LA.	CMT	20	22	151	Jacksonv.	WOJK	18	9	30										

TERRI CLARK 2829/115 <i>Emotional Girl (Mercury Nashville)</i>										DIAMOND RIO 3404/331 <i>Holdin' (Arista)</i>										BILL ENGVALL WITH SPECIAL GUEST TRAVIS TRITT 2164/133 <i>Here's Your Sign (Get The Picture) (Warner Bros.)</i>										TY HERNDON 2946/107 <i>She Wants To Be Wanted Again (Epic)</i>										TOBY KEITH 4708/207 <i>Me Too (Mercury Nashville)</i>																								
Total Stations: 159					Chart Move: 25-23					Total Stations: 159					Chart Move: 20-16					Total Stations: 149					Chart Move: 34-29					Total Stations: 156					Chart Move: 22-21					Total Stations: 161					Chart Move: 7-6																			
City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP	City	W	L	W	TP
LA.	CMT	25	23	121	Austin	WOJK	18	9	30	LA.	CMT	25	23	121	Austin	WOJK	18	9	30	LA.	CMT	25	23	121	Austin	WOJK	18	9	30	LA.	CMT	25	23	121	Austin	WOJK	18	9	30																									





S U Z Y B O G G U S S  
" S H E S A I D , H E H E A R D "

THE NEW SINGLE FROM THE ALBUM,  
GIVE ME SOME WHEELS

WRITTEN BY SUZY BOGGUSS & DON SCHLITZ

PRODUCED BY TREY BRUCE & SCOTT HENDRICKS

ADD DATE: MARCH 3



Compiled from a national sample of airplay supplied by Broadcast Data Systems' Radio Track service to Country Airplay Monitor, 162 country stations are electronically monitored 24 hours a day, 7 days a week. Songs are ranked by number of detections by 1997 Billboard/BPI Communications.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE/LABEL/PROMOTION LABEL	ARTIST	DETECTIONS		
					TW	LW	
			★ ★ ★ NO. 1 ★ ★ ★				
1	3	19	RUNNING OUT OF REASONS TO RUN COLUMBIA 1 week at No. 1	RICK TREVINO	5085	4925	
2	4	21	AMEN KIND OF LOVE GIANT	DARYLE SINGLETARY	5005	4900	
3	1	13	A MAN THIS LONELY ARISTA	BROOKS & DUNN	4872	5335	
4	2	17	PRETTY LITTLE ADRIANA MCA	VINCE GILL	4751	5094	
5	8	12	WE DANCED ANYWAY CAPITOL NASHVILLE	DEANA CARTER	4735	4430	
6	7	15	ME TOO MERCURY NASHVILLE	TOBY KEITH	4708	4501	
7	10	11	UNCHAINED MELODY CURB	LEANN RIMES	4654	4276	
8	6	14	HALF WAY UP RCA	CLINT BLACK	4539	4554	
9	11	11	SHE DREW A BROKEN HEART EPIC	PATTY LOVELESS	4421	4175	
10	9	15	WHERE CORN DON'T GROW WARNER BROS.	TRAVIS TRITT	4384	4278	
11	12	10	HOW WAS I TO KNOW MCA	REBA MCENTIRE	4053	4013	
12	14	13	SHE'S TAKEN A SHINE CAPITOL NASHVILLE	JOHN BERRY	4003	3729	
13	5	22	IT'S A LITTLE TOO LATE DECCA	MARK CHESNUTT	3765	4584	
14	19	6	(THIS AIN'T) NO THINKIN' THING CAPITOL NASHVILLE	TRACE ADKINS	3640	3360	
15	17	7	EVERYTHING I LOVE ARISTA	ALAN JACKSON	3415	3430	
			★ ★ ★ AIRPOWER ★ ★ ★				
16	20	12	HOLDIN' ARISTA	DIAMOND RIO	3404	3073	
			★ ★ ★ AIRPOWER ★ ★ ★				
17	23	5	RUMOR HAS IT GIANT	CLAY WALKER	3400	2726	
18	13	18	IS THAT A TEAR ATLANTIC	TRACY LAWRENCE	3140	3789	
19	28	6	DON'T TAKE HER SHE'S ALL I GOT MCA	TRACY BYRD	2992	2439	
20	26	11	WHEN I CLOSE MY EYES BNA	KENNY CHESNEY	2990	2632	
21	22	18	SHE WANTS TO BE WANTED AGAIN EPIC	TY HERNDON	2946	2839	
22	24	13	HEARTBROKE EVERY DAY BNA	LONESTAR	2900	2720	
23	25	8	EMOTIONAL GIRL MERCURY NASHVILLE	TERRI CLARK	2829	2714	
24	33	7	EASE MY TROUBLED MIND COLUMBIA	RICOCHE	2386	2110	
25	15	17	EVERYBODY KNOWS MCA	TRISHA YEARWOOD	2374	3470	
26	29	19	YOU CAN'T STOP LOVE MCA	MARTY STUART	2289	2278	
27	16	20	I CAN'T DO THAT ANYMORE WARNER BROS.	FAITH HILL	2231	3466	
28	30	17	POLITICS, RELIGION AND HER MERCURY NASHVILLE	SAMMY KERSHAW	2194	2199	
29	34	6	HERE'S YOUR SIGN (GET THE PICTURE) WARNER BROS. BILL ENGVALL WITH SPECIAL GUEST TRAVIS TRITT	TRAVIS TRITT	2164	2031	
30	32	19	LITTLE BITTY ARISTA	ALAN JACKSON	2083	2163	
31	36	7	ANOTHER YOU CURB	DAVID KERSH	1995	1738	
32	27	20	FRIENDS ATLANTIC	JOHN MICHAEL MONTGOMERY	1915	2463	
33	38	7	IF SHE DON'T LOVE YOU RISING TIDE	THE BUFFALO CLUB	1831	1640	
34	43	6	GOOD AS I WAS TO YOU BNA	LORRIE MORGAN	1646	1364	
35	44	2	ON THE VERGE EPIC	COLLIN RAYE	1631	1069	
36	37	17	THAT'S HOW I GOT TO MEMPHIS COLUMBIA	DERYL DODD	1440	1724	
37	42	12	THAT WOMAN OF MINE ATLANTIC	NEAL MCCOY	1395	1381	

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE/LABEL/PROMOTION LABEL	ARTIST	DETECTIONS		
					TW	LW	
38	55	2	BETTER MAN, BETTER OFF ATLANTIC	TRACY LAWRENCE	1302	382	
39	46	7	455 ROCKET MERCURY NASHVILLE	KATHY MATTEA	1272	965	
40	47	4	DARK HORSE ATLANTIC	MILA MASON	1231	919	
41	45	6	CRY ON THE SHOULDER OF THE ROAD RCA	MARTINA MCBRIDE	1125	1003	
42	40	16	I MEANT TO DO THAT REPRISE	PAUL BRANDT	1107	1500	
43	31	19	ALL I DO IS LOVE HER EPIC	JAMES BONAMY	1062	2192	
44	41	20	THAT'S ANOTHER SONG ASYLUM	BRYAN WHITE	1005	1485	
			★ ★ ★ HOT SHOT DEBUT ★ ★ ★				
45	NEW		SAD LOOKIN' MOON RCA	ALABAMA	896	66	
46	49	5	I WANT TO BE YOUR GIRLFRIEND COLUMBIA	MARY CHAPIN CARPENTER	832	721	
47	50	4	COLD OUTSIDE MCA	BIG HOUSE	752	610	
48	51	7	FOREVER AND A DAY DECCA	GARY ALLAN	724	600	
49	35	11	KING OF THE MOUNTAIN MCA	GEORGE STRAIT	653	1775	
50	52	6	CHANGE HER MIND STEP ONE	GENE WATSON	634	479	
51	57	4	SHE'S SURE TAKING IT WELL 143/ASYLUM	KEVIN SHARP	603	339	
52	59	3	THAT'S WHAT HAPPENS WHEN I HOLD YOU RCA	AARON TIPPIN	489	309	
53	69	2	VALENTINE WINDHAM HILL	JIM BRICKMAN WITH MARTINA MCBRIDE	456	171	
54	54	19	KISS THE GIRL WALT DISNEY	LITTLE TEXAS	372	395	
55	60	4	LONG TRAIL OF TEARS CAPITOL NASHVILLE	GEORGE DUCAS	327	295	
56	62	3	I'D LOVE YOU TO LOVE ME CAPITOL NASHVILLE	EMILIO	323	254	
57	61	4	DADDY'S LITTLE GIRL CURB/UNIVERSAL	KIPPI BRANNON	323	264	
58	NEW		PLACES I'VE NEVER BEEN MERCURY NASHVILLE	MARK WILLS	321	103	
59	NEW		A GIRL'S GOTTA DO (WHAT A GIRL'S GOTTA DO) BNA	MINDY MCCREADY	314	94	
60	53	7	MORE THAN I WANTED TO KNOW GIANT	REGINA REGINA	314	415	
61	65	2	BE HONEST ASYLUM	THRASHER SHIVER	292	219	
62	63	3	SAY YES CURB	BURNIN' DAYLIGHT	273	252	
63	66	2	PRICE TO PAY WARNER BROS.	RANDY TRAVIS	255	192	
64	NEW		LITTLE THINGS CAPITOL NASHVILLE	TANYA TUCKER	248	87	
65	70	4	THREE LITTLE WORDS MERCURY NASHVILLE	BILLY RAY CYRUS	228	155	
66	68	2	LITTLE RAMONA (GONE HILLBILLY NUTS) ARISTA	BR5-49	198	171	
67	NEW		I MISS YOU A LITTLE ATLANTIC	JOHN MICHAEL MONTGOMERY	181	71	
68	NEW		SIX DAYS ON THE ROAD CURB	SAWYER BROWN	167	35	
69	73	2	THE HOPECHEST SONG EPIC	STEPHANIE BENTLEY	161	128	
70	NEW		I NEED YOU MCA	TRISHA YEARWOOD	155	0	
71	NEW		BAD FOR US WARNER BROS.	LITTLE TEXAS	151	6	
72	71	4	DO THE RIGHT THING MCA	GEORGE STRAIT	149	141	
73	58	11	IT'S OVER MY HEAD COLUMBIA	WADE HAYES	148	323	
74	75	2	STILL STANDING TALL REPRISE	BRADY SEALS	138	113	
75	NEW		SITTIN' ON GO ASYLUM	BRYAN WHITE	123	50	

Records showing an increase in detections over the previous week, regardless of chart movement. Airpower awarded to those records which attain 3200 detections for the first time. If two records are tied in number of plays, the record being played on more stations is placed first. Records below the top 20 that are decreasing in plays are removed from the chart after 20 weeks.

**THANKS**  
COUNTRY RADIO  
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**A TOP 5 HIT!**



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**NOW!**

Going for  
**AIRPLAY: 2/24**

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# COUNTRY AIRPLAY Monitor

• We Listen To Radio •

February 14, 1997 \$ 4.95 Volume 5 • No. 7

## COUNTRY HIGHLIGHTS

★★★★ NO. 1 ★★★★★

#1

**BROOKS & DUNN**

*A Man This Lonely* (ARISTA)

★★★★ AIRPOWER ★★★★★

TRACE ADKINS • *(This Ain't) No Thinkin' Thing* (CAPITOL NASHVILLE)

### NEW RELEASES

CRYSTAL BERNARD • *State Of Mind* (RIVER NORTH)  
 CLEDUS "T." JUDD • *Cledus Went Down To Florida* (RAZOR & TIE)  
 JOHN MICHAEL MONTGOMERY • *I Miss You A Little* (ATLANTIC)  
 CARYL MACK PARKER • *One Night Stand* (MAGNATONE)  
 KEVIN SHARP • *She's Sure Taking It Well* (143/ASYLUM)  
 SONS OF THE DESERT • *Whatever Comes First* (EPIC)  
 TANYA TUCKER • *Little Things* (CAPITOL NASHVILLE)  
 THREE HANKS: HANK WILLIAMS SR., JR. & III • *Moanin' The Blues* (CURB)  
 TRISHA YEARWOOD • *I Need You* (MCA)

## 'Young Country': 'Format That Wouldn't Last' Celebrates Its Fifth Birthday

by Phyllis Stark

The "Young Country" handle, now used by about 17 stations, has meant different things to different stations throughout its five-year history, but it continues to be perhaps the most misunderstood positioner in the industry.

Just over five years ago, on Jan. 27, 1992, Alliance Broadcasting's KYNG Dallas was the first to sign on using the handle Young Country. Over the next few years, the name spread to sister stations WYCD Detroit, KYCW Seattle, and KYCY San Francisco and, at its peak, was licensed to about 16 more stations, according to KYNG PD Dan Pearman.

But almost immediately, the country industry began to equate "young country" with "young demos," which, Pearman says, were never the primary target. As a result, PDs at Young Country stations—those that used the positioner, as opposed to the handful of (usually) short-lived country stations that actually leaned significantly younger and rockier—were frequently pitched by labels on rock-sounding songs or songs by younger artists and told, "This is a Young Country record."

In fact, signing on at a time when country stations were increasingly cur-

rent-based, most of the Alliance Young Country outlets were actually more conservative musically than the industry mean. Throughout the stations' history, Pearman has taken the tack that "Young Country is an attitude, not an age," that 25-54 is the primary demo, and that the station's high-profile personalities are what really set the stations apart. "We talk too much for kids," he says. "It takes an adult to keep up with us and to be entertained by us."

As for the demos they actually attract, in the fall Arbitrons, KYNG's best demo was 35-44, where it had an average composition of 12.6% among males and 13.7% among females, according to a Tapscan demographic profile report. KYCW scored best in average composition among men 25-34 (11.9%), but scored almost as high among men 45-54 (11.6%).

Among women, KYCW had an average composition of 12.8% 25-34, but scored 12% 35-44 and 11.9% 45-54. WYCD scored highest (15.3%) among women 45-54. Only KYCY came close to fitting the young-demo stereotype with 12.8% composition among men 25-34 and 15.8% among women 18-24.

"All of our stations have demonstrated that we can generate ratings in a lot

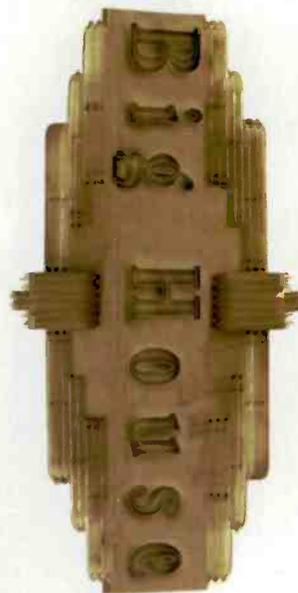
*Continued on page 6*

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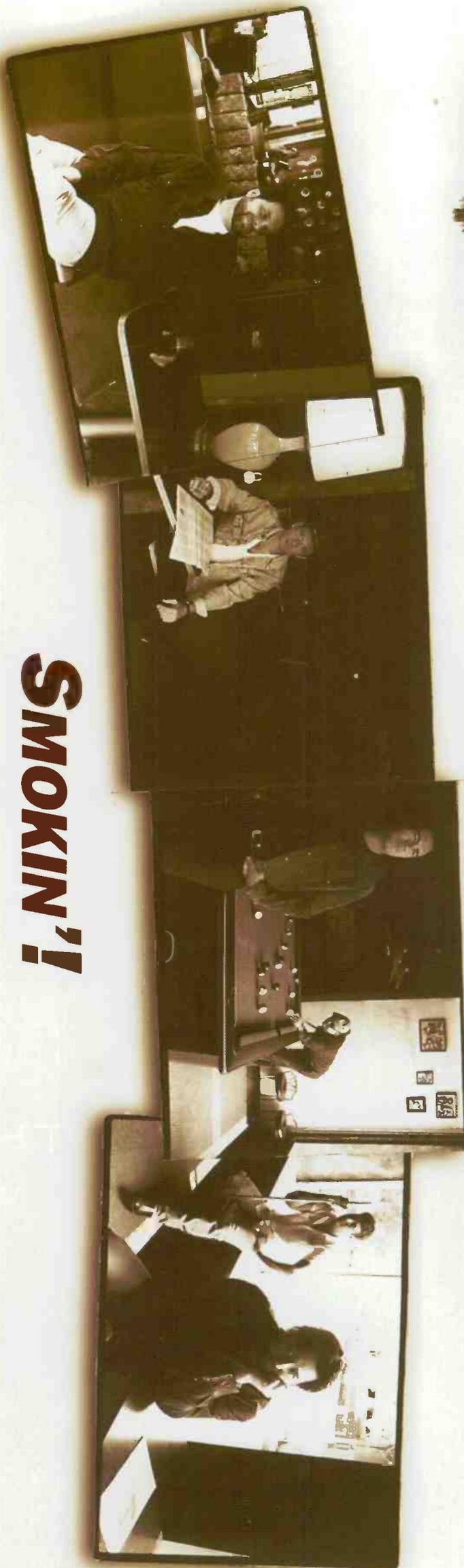
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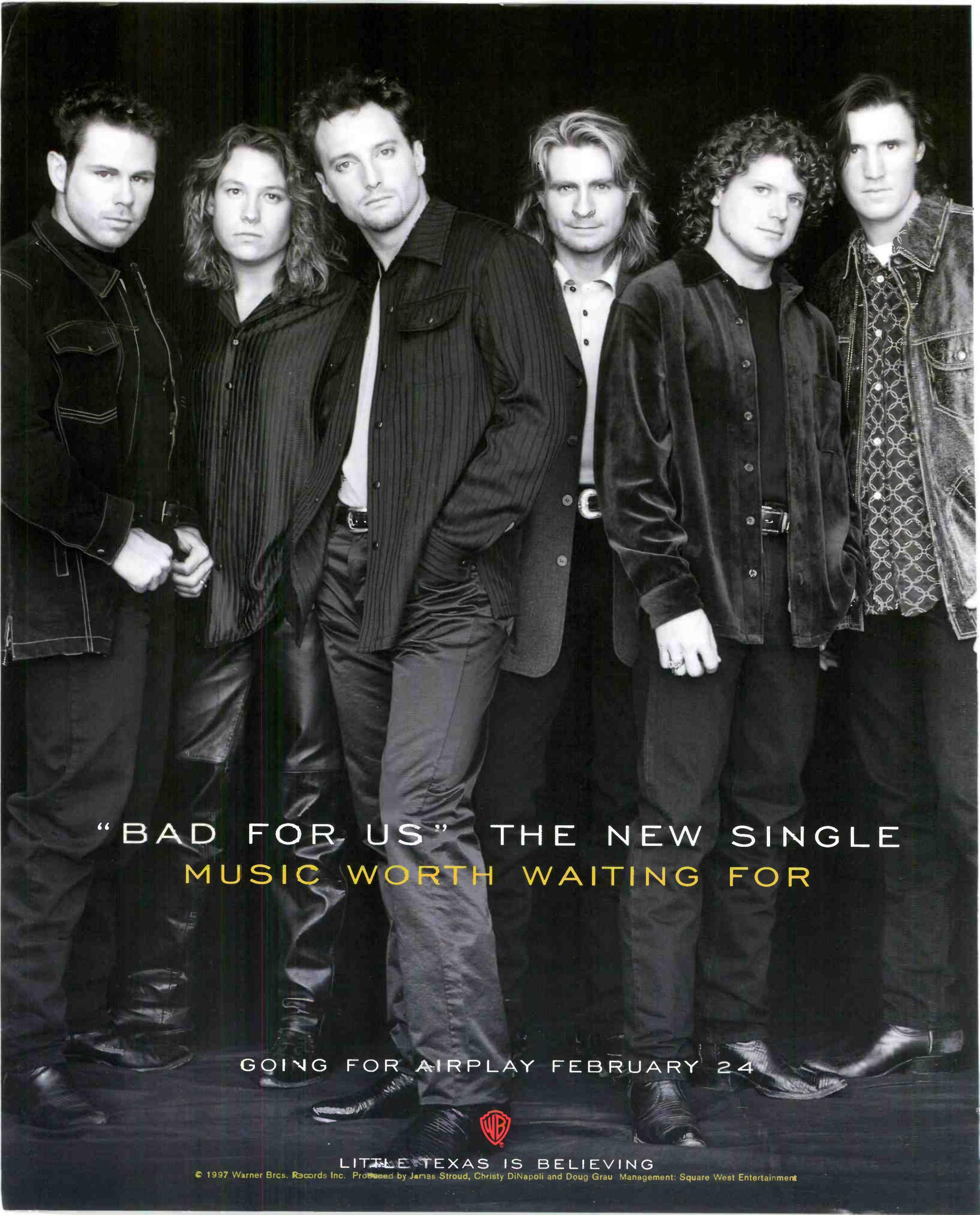


### THIS WEEK In Country Airplay Monitor

- 3 Scott O'Brien Named WPOC PD
- 3 MCA Sets Up 1-Watt Station
- 6 Monitor Profile: KCYY's R.J. Curtis

Monitor Classifieds

pg. 8



“BAD FOR US” THE NEW SINGLE  
MUSIC WORTH WAITING FOR

GOING FOR AIRPLAY FEBRUARY 24



LITTLE TEXAS IS BELIEVING

© 1997 Warner Bros. Records Inc. Produced by James Stroud, Christy DiNapoli and Doug Grau Management: Square West Entertainment

## Westinghouse/CBS To Acquire TNN, CMT

Westinghouse/CBS is acquiring cable networks TNN: The Nashville Network and CMT: Country Music Television from Gaylord Entertainment for \$1.55 billion in stock. Gaylord Communications Group president David Hall will join CBS Cable as president of TNN and CMT at the close of the transaction, which is expected later this year.

Other Gaylord assets to be merged into Westinghouse/CBS are CMT Canada, a joint venture with Shaw Cable of Canada, plus several cable production companies and a chain of NASCAR-themed retail stores. Gaylord Entertainment will retain

ownership of the Grand Ole Opry, Opryland Hotel and theme park, two TV stations, three Nashville radio stations, including WSM-AM-FM, Opryland Music Group, Word Records and Music, CMT International, and cable network Z Music Television.

Westinghouse's Group W Satellite Communications and Gaylord have had an affiliation since 1982 under which GWSC provided affiliate relations, advertising sales, and marketing. Westinghouse/CMT also holds a one-third interest in CMT International, which it will transfer back to Gaylord.

PHYLLIS STARK



## RADIOACTIVE BY PHYLLIS STARK

## WPOC Taps O'Brien; Another Duop Country Gone

**S**cott "O'Brien" Lindemulder is named PD at WPOC Baltimore. O'Brien, who starts Feb. 24, is currently PD at AC WTVR Richmond, Va., and previously programmed WGCX Mobile, Ala. He replaces Bob Moody, now a consultant with McVay Media. Also, Greg Cole is promoted from MD to APD at WPOC.

Amaturo Group's KFRG Riverside, Calif., will simulcast on two additional signals effective Feb. 14. The first, the previously tipped KXFG, is brand-new at 92.9 and licensed to Sun City, Calif. KFRG also begins temporarily simulcasting on sister KXEZ, which recently changed its call letters from KOOJ (Country Airplay Monitor, Jan. 24). KXEZ had been a separately programmed country station. The simulcast on KXEZ is expected to last until March 15, when KXEZ will begin trimulcasting a new format along with sister stations KNJO Thousand Oaks, Calif., and KRCI Avalon, Calif. All three are at 92.7 FM. The new trimulcast format is not expected to be country.

Gone from KXEZ are MD/morning man Gary Cruise and overnight host Mercedes Robin Diamond, who did promotions and middays at KXEZ, moves to KFRG for promotions. KXEZ night jockey Jimmy Steele moves to overnights at KFRG as Jimmy Hoppa. He replaces Davy Croakett. KXEZ p.m. driver Doug Vincent also moves to KFRG in an undetermined capacity.

As expected, former WUSY Chattanooga, Tenn., PD Bob Sterling heads to WKHK (K95) Richmond, Va., as PD at the end of the month. He replaces Mark Richards, who ex-

its Feb. 28.

Bob Case returns to Phoenix as GM of KBUQ (Young Buck Country). Case is currently VP of programming at New Century Broadcasting's KJR-AM-FM/KUBE Seattle. He replaces Reid Reker, who exits.

McVay Media's Bob Moody signs on to consult WKIX Raleigh, N.C.

Osborn Communications will close this week on WACT Tuscaloosa, Ala., where it already owns country rival WTXT. Look for WACT to change format before the spring book.

Afternoon jockey Hunter Scott adds PD duties at WKKW Morgantown, W.Va. He replaces PD/midday host Travis Jones, who moves to the sports department. No new midday host has been named.

KTPI Lancaster, Calif., PD Mark Collard steps down to concentrate on mornings. He is also handling MD duties for now in the wake of former MD/night jockey Marshall Thomas' move to crosstown AC KGMX.

J. Davis, formerly the OM for WNCY (Y100) Appleton, Wis., resurfaces as PD of AC WLEV Allentown, Pa.

KNAX Fresno, Calif., morning host Kevin Musso exits; he is replaced by night host Stefan Carpenter.

WCTQ Venice, Fla., ups its power from 6,000 to 25,000 watts, according to PD Rich Stevens. The tower and transmitter have been moved to Sarasota, and the studios will follow. Also, WCTQ picks up the syndicated evening show "Country Heartlines With John Crenshaw" and the syndicated overnight show "After MidNite With Blair Garner." Stevens needs record service.

## MCA Sets Up Station To Promote Acts

Borrowing an idea pioneered by Atlantic Records in New York several years ago, MCA Records will become the first Nashville label to utilize a low-powered radio outlet to promote its product when it signs on a station atop a billboard this month. The 1-watt station, which does not require an FCC license, is expected to sign on at 106.9 FM by Feb. 17.

MCA has a long-term lease on a 1,600-square-foot billboard, which sits more than six stories high over the high-traffic intersection at 21st and West End avenues in Nashville. MCA senior director of artist development/A&R Stephen McCord, who developed the low-powered radio station idea for the record label, says its potential audience is huge. Citing Tennessee Audit Bureau figures, McCord says 70,000 cars pass by the billboard daily, and it generates 44,000 visual impressions in each 24-hour period.

The board will change every 30-60 days to feature a different artist signed to MCA or sister label Decca. The station will be promoted with a permanent banner on the board that says "Tune in now to 106.9 FM—MCA radio." Decca's Gary Allan will be the first artist featured.

In most cases, McCord says, the artist being featured on the station will correspond to who's pictured on the board. Programming will include music, interview snippets, and ads for MCA product. According to McCord, the label is considering an advertising tie-in with parent the Seagram Co., which does not advertise most of its liquor products on FCC-licensed radio stations.

McCord says the label will master a new CD each month or two with a 30- to 60-minute program, which will be permanently looped to repeat itself on the station.

PHYLLIS STARK



## COUNTRY CONFIDENTIAL BY WADE JESSEN

## Time Didn't Run Out At 'Midnight Cinderella'

**I**n order to maintain credibility and continuity on our airplay chart, we have to have rules, but we've had to break one chart rule a few times in the past several months in order to accurately reflect what's happening at radio.

If you read the fine print at the bottom of the chart, you'll find a brief explanation of why certain titles are removed. It reads "Records below the top 20 that are decreasing in plays are removed from the chart after 20 weeks." However, you'll occasionally notice a title that has accumulated more than 20 weeks and is below No. 20 that remains on the chart, such as Collin Raye's "What If Jesus Comes Back Like That" and Garth Brooks' "It's Midnight Cinderella."

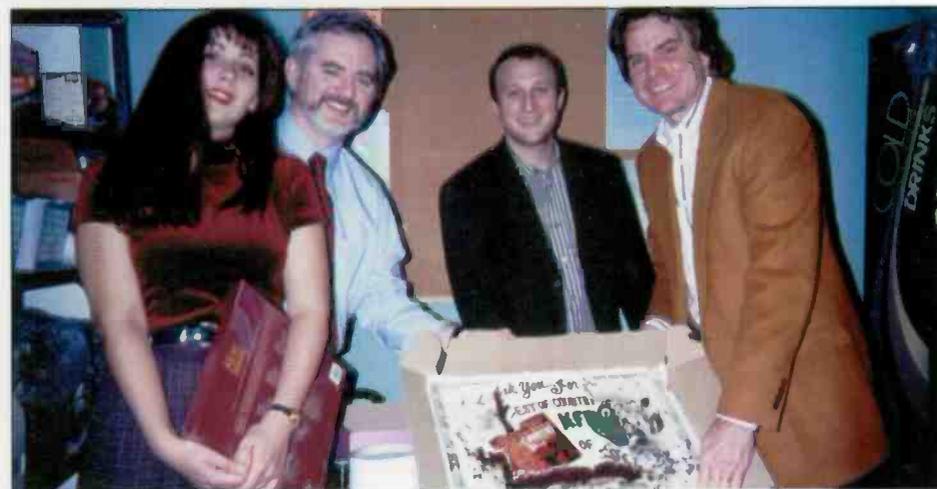
The Brooks title had accumulated almost 20 weeks at the lower end of the chart from unsolicited album play, and "What If Jesus Comes Back Like That" darted in and out of the lower rungs of the chart for the same reasons, accumulating more than 10 weeks of chart activity. When the labels for those titles began soliciting airplay for them as singles, we decided to let those songs ascend the chart without regard to chart weeks accumulated prior to the official release.

As complicated and sophisticated as technology-based charts are, there are times when the rules must be broken in order to follow radio's lead and mirror national airplay activity. The Raye and Brooks titles are examples of how man must work with machine to get it right. Currently, we allow titles that may have accumulated unsolicited album play to remain on the chart after 20 weeks, provided that they have been serviced to radio as promo singles and as long as they continue to show increases.

However, a concern is whether there is a trend at radio toward releases that develop slower. If we observe an increase in the number of titles for which this rule must be suspended, modifications to this rule will be proposed. The Raye and Brooks titles may be isolated cases, but the issue is worthy of close observation. Since it's our goal to provide the most accurate information possible and offer a true reflection of the marketplace, we may occasionally consider such modifications.

As always, your input is critical, regardless of your affiliation. If you have comments on this or any chart-related issue, please call me at 615-321-4291 or E-mail wjessen@billboard-group.com.

## KFRG Takes The Cake



Walt Disney Records staffers brought a cake to KFRG Riverside, Calif., to thank the station for supporting the album "The Best Of Country Sing The Best Of Disney." Unfortunately, station jocks ate half the cake before this photo could be taken. Pictured with the leftovers, from left, are KFRG electronic-marketing director Tina Mastramico, KFRG OM Ray Massie, and Walt Disney Records' Rob Hershenson and Tim Hyde.

## ON THE ROW

### Asylum Adds Byrd; MCA Signs McEntire

**A**rtist manager Stan Byrd is named VP of promotion at Asylum Records, replacing Denny Mosesman, who exited in December. Byrd's management company, BDM Management, manages Mark Chesnutt. His partner, Joe Ladd, assumes day-to-day responsibilities for Chesnutt's career. Byrd also has been operating independent promotion company Chart Attack since 1984.

Reba McEntire has signed a new, long-term contract with MCA, her label of the past 14 years. The deal includes the development of film and TV projects for McEntire to star in and produce through her company, Star-

struck Films, which will be based at MCA parent Universal Studios in Los Angeles. Veteran Hollywood executive Shelley Browning will be head of production at Starstruck Films. Browning told Billboard Bulletin that Starstruck has acquired the rights to a current best-selling mystery book for seven figures and a screenplay.

Adrian Michaels from Third Coast Entertainment joins RCA as Dallas-based Southwest regional, replacing Suzette Tucker, who returns to Nashville to do mid-Atlantic promotion for the label. Tucker replaces Tony Benken.

Former BNA West Coast regional Greg Stevens joins Rising Tide as Southwest regional, replacing Rosie Fitchpatrick, who exits. Stevens relocates to Dallas. Also, Mercury Nashville Gavin promoter Wes Hall exits.

Helen Darling has been dropped from the Decca roster. Paul Jefferson has been dropped by Almo Sounds.

Claire Cook is named director of media and artist relations at Magnatone Records. She previously was public relations and advertising manager at Windsor Publications.

## WMJC Dances With Deana



Capitol Nashville artist Deana Carter, left, poses with WMJC Long Island, N.Y., MD/midday host Suzanne Alexander during a recent station visit to promote her second single, "We Danced Anyway."

## That Woman Of Neal's



Country Star American Music Grill in Las Vegas has become a regular stop for many country artists as they pass through town. KFMS air personality Shari Singer, right, gets to meet and interview many of them at the restaurant, including Atlantic's Neal McCoy. McCoy's current single is "That Woman Of Mine."

## Ty Seizes The Moment



Epic's Ty Herndon recently spoke to Westwood One Radio Networks' affiliates during a live satellite interview for the "Celebrity Connection" program. Pictured, from left, are WW1 president of formats Ed Salamon, Herndon, WW1 director of artist relations Pam Green, and producer Andrea Dresdale.

# AIRBORNE

Instant information on Country's new artists

Edited by Sue Falco

### Big House

"COLD OUTSIDE" (MCA)

The six members of Big House, all veterans of the Bakersfield, Calif., music scene, got together just a year ago and were quickly signed to MCA. Since then, the group has opened for Travis Tritt, Wynonna, Patty Loveless, and Collin Raye, in between recording dates for a self-titled debut album, which is due March 25. Harmonies are shared by all of the group members: brothers Monty and Tanner Byrom, David Neuhauser, Chuck Seaton, Sonny California, and Ron Mitchell.



Drummer John Dittrich, formerly of Restless Heart, hails from New York and Texas, where he enjoyed jazz and top 40. The band's self-titled debut is scheduled for release in March.

### Bill Engvall

"HERE'S YOUR SIGN (GET THE PICTURE)" (WARNER BROS.)

Comedian Bill Engvall, a native of Galveston, Texas, originally planned to be a teacher until he discovered that he loved making people laugh. He has made several appearances on "The Tonight Show" and, in 1992, won the American Comedy Award for best male stand-up comedian. Engvall, who currently lives in Los Angeles, released his debut comedy album on Warner Bros. last May.



### Kippi Brannon

"DADDY'S LITTLE GIRL" (CURB/UNIVERSAL)

Kippi Brannon attended high school in her native Goodlettsville, Tenn., with Deana Carter and Mila Mason, but it was Brannon who first made her mark as a country singer. She was signed to MCA at age 14 and charted with such singles as "If I Could See You Tonight," "He Don't Make Me Cry," "In My Dreams," and a remake of Webb Pierce's "Slowly" between age 15 and 17. In 1982, she was a top new female vocalist nominee at the Academy of Country Music Awards. But after four singles and without having recorded a full album, she quit the business to attend college. During her break from music, Brannon married twice and worked as a secretary and an accounting assistant, among other jobs. Now 30 and the single mother of a 9-year-old girl, Brannon makes her Curb/Universal debut, "I'd Be With You."



### Noel Haggard

"ONCE YOU LEARN" (ATLANTIC)

Noel Haggard spent most of his childhood on the sidelines watching his legendary father, Merle Haggard, perform. At the age of 9, Noel was playing guitar for Bob Wills. He played regularly in a band through his mid-20s, quit for a time, and two years later went out again, this time opening for his father. It was during that tour he decided Nashville was the road to take. His debut album, "One Lifetime," is due in March. Abilene Boot Co. has already signed on to sponsor the artist.



### Regina Regina

"MORE THAN I WANTED TO KNOW" (GIANT)

The newest female duet was indirectly brought together by Reba McEntire. Regina Leigh spent nearly three years on the road as a background vocalist for McEntire. Regina Nicks spent nearly six years working as McEntire's personal assistant at Starstruck Entertainment. Overheard singing to herself at Starstruck, Nicks was encouraged to meet with a producer who, in turn, reintroduced her to Leigh.

★ Denotes first appearance. Airborne features those artists who are making their debut chart runs in Country Airplay Monitor. Send information on new artists to Sue Falco c/o Country Airplay Monitor, 1515 Broadway, 15th Floor, New York, NY 10036.

### The Buffalo Club

"IF SHE DON'T LOVE YOU" (RISING TIDE)

Three musically diverse artists came together to form this band. Guitarist Charlie Kelley grew up on a farm listening to everything from Bryan Adams to Willie Nelson. Lead vocalist Ron Hemby, a former member of the Imperials, brings in a strong gospel background from his native Missouri.



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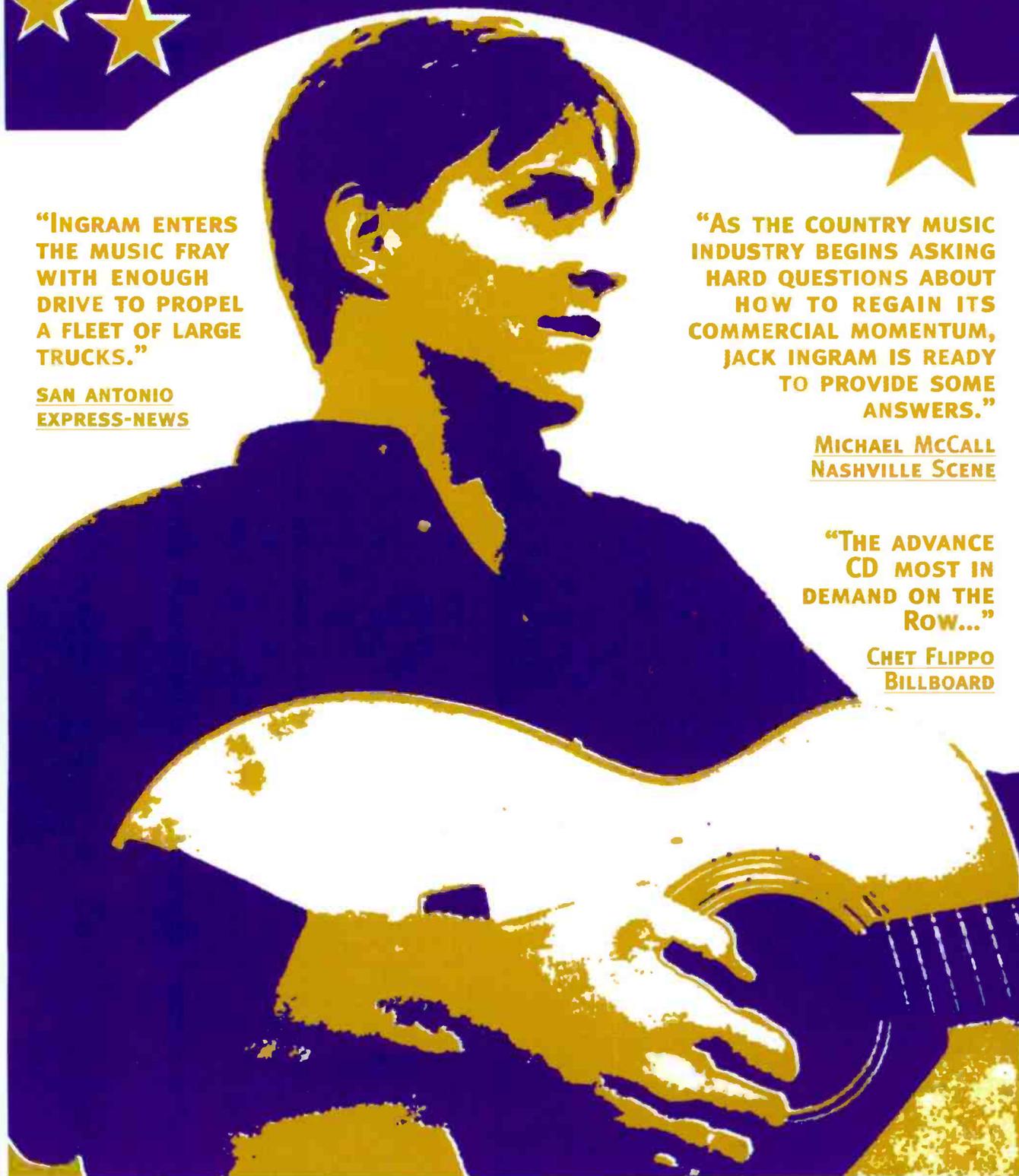
SAN ANTONIO EXPRESS-NEWS

"AS THE COUNTRY MUSIC INDUSTRY BEGINS ASKING HARD QUESTIONS ABOUT HOW TO REGAIN ITS COMMERCIAL MOMENTUM, JACK INGRAM IS READY TO PROVIDE SOME ANSWERS."

MICHAEL MCCALL NASHVILLE SCENE

"THE ADVANCE CD MOST IN DEMAND ON THE ROW..."

CHET FLIPPO BILLBOARD



LISTENING FOR AIRPLAY ON FEBRUARY 24TH

## 'Young Country': 'Format That Wouldn't Last' Celebrates Its Fifth Birthday

Continued from page 1

of different demos," says KYCY PD Eric Logan, who previously programmed KYCW.

Still, the name can be a potential drawback when it comes to attracting older demos. At KRAK Sacramento, Calif., the management had made the decision to take the station in a Young Country direction late last year, then very suddenly shifted gears and opted for classic country instead because, VP/GM Doug McGuire says, "I was lying awake at night thinking, 'This is the wrong move.'"

McGuire says the positioner has strengths, but also weaknesses, most notably a limited appeal. "The name is very powerful because it positions the station as fresh, new, and fun and repositions the competition as old country," he says. "The problem that comes with it is it also advertises itself as being a youth radio station and makes it difficult getting demos over 34."

But despite that eleventh-hour change of heart at KRAK, McGuire says he still believes in the Young Country concept, which is in place on co-owned KYCW and KBEQ Kansas City.

### THE GOLD RUSH

While they have evolved musically almost every year, the Young Country stations have almost always been as gold-based as their competitors, despite the perception that they exclusively focused on new music. In some cases, such as at KYCW, they are actually *more* gold-based than their rivals. In other cases, just the opposite is true. KYNG, for example, is "playing less gold today than two or three years ago in part due to our competitors going more gold-based," says Pearman.

That strikes at the heart of another lingering misconception about the Young Country stations, which is that they are musically identical. But, according to Pearman, "no two Young Country stations sound the same," although playing album cuts, such as Garth Brooks' cover of Kiss' "Hard Luck Woman," has been a hallmark of most of them.

So if it's not a demo or a music position, what does Young Country actually mean? For Logan, Young Country refers to a lifestyle and is defined by "stations that are made up of the markets they are in." While he says the stations have "the same philosophy, we let the talent interpret that philosophy." KYCY jocks, for example, have been known to ask visiting celebrities to fill their mouths with crackers, then answer questions on the air.

One part of the Young Country philosophy that's true of every station is having high-personality shows on the air around the clock.

"Young Country is all about doing things a different way and having fun and trying to put a smile on somebody's face," Logan says. It's also about being completely relatable, which sometimes means switching gears quickly. On Feb. 7, for example, KYCY spent the morning broadcasting live from a memorial service for a beloved San Francisco columnist, then staged a "honey-money roll" in the afternoon.

"To me, it has very little to do with music," says KYCW PD Matt Bruno of the Young Country concept. "[We're] not in competition with other stations, we're trying to cut through the noise in people's lives. [That] idea is what sets us apart. We have a saying—'It's everything in between the records.' It's also the production," which Bruno says is designed "to give a sense of attitude," including lots of self-deprecating humor that "creates a sense of being human."

### AN EVOLVING POSITION

While Logan defines the Young Country phi-

losophy as "nonstatic," there are a few things about it that haven't changed in its five-year history. Chief among them, KYNG's Pearman says, is "the philosophy of getting noticed."

KYCY's Logan says the biggest evolution the Young Country concept has undergone is in what its staffers have learned about personality radio. "It's a consistent series of checks and balances," he says. "Are we over the edge or not going far enough?"

Both have had to weather snipes from the industry, which predicted an early demise for Young Country. Pearman recalls quotes in the trades when KYNG signed on that said it wouldn't last six months. Logan recalls a Country Radio Seminar a few years ago at which "everyone was accusing the Young Country stations of putting down country and not being proud of its roots. A lot of people were saying the Young Country stations are the reason the format's going to die."

KYCW's Bruno says Young Country has also had to overcome the perceptions that "it's a talk format that plays music" and that the humor is blue. "It's really a mouthpiece for the audience [that] does most of the talking," he says. "We're just mirroring what the audience wants to talk about."

But like anything that stands the test of time, people's attitudes about Young Country have changed. "Now, instead of being perceived as the new kids on the block, people realize we're not going away," says Pearman.

"People now somewhat understand what we're trying to do," adds Logan. "I think the philosophy is going to stand the test of time, whether we keep the name or not. This is a philosophy . . . I will probably will take with me wherever I go."

Bruno says the stations have also matured a little bit along with their audiences. "At first, the audiences may have thought 'Young Country equals fun.' Just the entertainment aspect was emphasized, but then the listeners got to know who the personalities are, and they became like friends," he says. "Their expectations have changed for the station . . . [Now] they look to us to be informed and brighten their spirits."

Now owned by CBS, KYNG, KYCY, and WYCD continue to be the flagship stations for Young Country. KYCW is now a licensee of the name, as are about 14 other stations, including KBEQ Kansas City and WYGY Cincinnati, according to Pearman.

Bruno says the biggest challenge Young Country will face in the Telecom Act era is trying to convince large-group owners who are revenue-driven that the concept is worthwhile. "There is a loss of intimacy and a sense of shared purpose," he says. "People think now in terms of revenues being important. Before, it was about creating something of worth. That's my job now, to try to hold it all together and do something special when we're one of 90 stations and you're not really sure if it matters if you do something special when there is such a demand for cash flow."

But Bruno believes the Young Country concept is more viable now than it was five years ago. "More than ever, you need to have that human element on the radio," he says. "It's self-evident everywhere in America that 'more music' works. Much as I hate to admit it, it does. But in the face of that, it's so important that somebody have more of a community focus and be centered on what's going on in people's lives. It's more of a challenge now than it was in [1992] to get management committed to it."

## MONITOR PROFILE

### R.J. Curtis Returns To Radio As Y100 Returns 'Country Favorites' To The Mix

**R**atings success for one station often comes at a rival's expense. But San Antonio, Texas, competitors KCYY (Y100) and KAJA both showed healthy fall Arbitron gains; even Y100 sister classic country KKYX was up two-tenths of a share.

Y100 PD R.J. Curtis believes the fall numbers were primarily a rebound from the summer, when Y100 and KAJA were off sharply. "What the fall was all about is a recovery of what reality is for country shares in this market," says Curtis.

KCYC is currently No. 4 12-plus and was up 5.3-6.7 in the fall. KAJA is right behind it, at No. 5, thanks to a 5.3-5.9 fall spike. Both stations were marketed with fall TV campaigns.

Despite the close battle, Curtis takes the high road on the station-rivalry issue. "I haven't seen it get ugly. It won't get ugly from our side," he says. "One of the biggest challenges we're going to face is P2 and P3 listeners going away from the format . . . The best thing both stations can do is promote country music and build the lifegroup."



**R.J. Curtis**  
Program Director  
KCYY San Antonio, Texas

*"The pulse on older music is going to get a little louder"*

His diplomacy extends to describing KAJA as "an outstanding radio station—solid, very focused, and executed very well. They don't veer off the road and make weird mistakes."

Still, he sees an opportunity for both stations to benefit by taking different musical positions, something that has already happened to a certain extent. "We go back a little further in terms of ages of music we play," he says. "They are 'hot country KAJA,' and they live up to that . . . Y100 had been 'today's hot new country' for a long time, and right now we are 'good times and continuous country favorites.' That opens you up to play some stuff that goes back a little further . . . We play stuff from the '80s, and I think they do too, but when you listen to the two stations you'll get more of an [oldies presence] on Y100."

"There is a need to play some older music on the radio right now, [but] we've got to be careful about how we do that," says Curtis. "There is a fine line between mixing it correctly and going overboard and becoming an oldies station. It's where you play it in the hour, what you surround it with, texturing the hour so it's there, but it's a flavor. It's like putting seasoning on your dinner."

"The pulse on older music is going to get a little louder for a lot of people," says Curtis. "They feel a void of that on the radio."

Curtis says KAJA is "living large off playing a lot of new music." As for Y100, "one key benefit we have is a music-quantity position. Every hour starts with 12 in a row; we guarantee 50 minutes of music every hour. That's very powerful."

Y100 is about 40% gold right now and plays about 38 currents. Here's a recent afternoon hour: Daryle Singletary, "Amen Kind Of Love"; Clint Black and Wynonna, "A Bad Goodbye"; Brooks & Dunn, "My Maria"; Faith Hill, "I Can't Do That Anymore"; Pam Tillis, "Maybe It Was Memphis"; George Strait, "I Can Still Make Cheyenne" and "The Fireman"; Vince Gill, "Pretty Little Adriana"; Mary Chapin Carpenter, "Down At The Twist And Shout"; John Michael

Montgomery, "Friends"; Randy Travis, "Too Gone Too Long"; Patty Loveless, "She Drew A Broken Heart"; Bryan White, "I'm Not Supposed To Love You Anymore"; Kathy Mattea, "18 Wheels And A Dozen Roses"; and David Kersh, "Another You."

Curtis, a Los Angeles native, worked at hometown KBIG while in college. He later moved to KDUO Riverside, Calif., and was upped to PD at the beautiful music station six months later. Two weeks after country KZLA signed on in L.A. in 1980, he got a job there doing weekends and worked his way up to nights, then mornings, and then APD/MD. That landed him the PD job at KNIX Phoenix, where he stayed for six years before returning to KZLA as OM. He spent most of last year working at syndicator After MidNite Entertainment before joining KCYY in October.

Curtis says the six weeks he was unemployed between the KZLA and After MidNite jobs and the 10 months he spent out of clay-to-day programming at the syndicator taught him a lesson. "I love radio," he says. "If this last year taught me anything, it's that I missed it and this is what I'm supposed to do." In that year, Curtis says, "there were label opportunities . . . I never went for one of those because I knew I'd miss radio."

Curtis chose his next radio opportunity carefully, walking into a successful station, where "you just have to get on board the train and get up to speed with it, as opposed to having everyone on the train [accommodate] your pace."

There were a few minor things that needed his attention. "I felt we may have been a little bit cluttered, and I wasn't completely comfortable with the mix of music on the radio station. I felt we may have been playing a few clunkers."

On the clutter front, Curtis says, "there were a lot of promotional things on-air; a lot of messages we were sending out, too many statements we were making." Those messages have been scaled down, Curtis says, but there are some things on-air he's not crazy about. "If you come into a situation like this, you have to understand certain things need to be on the station, even if you don't like them, heritage-type things that are a part of Y100." For example, a top of the hour ID that includes twin fiddles playing a few seconds of "Deep In The Heart Of Texas." Curtis says, "It sounds kind of dated, [but] that's been on-air since the station went on-air." He is in the process of updating the ID, but will keep the fiddles.

"The other fear for me was I didn't want to come in and be too produced for the room," he says. "I do like a produced sound. I like something happening all the time, but I didn't want to get too caught up in creative calisthenics that were just for me. That's the fine line you walk."

Curtis' consultant at Y100, Scott Huskey, is also his predecessor there. Huskey is now with Rusty Walker Consulting.

In discussing country's future, Curtis quotes a President Clinton line from the presidential debates: "It's not midnight in America, Sen. Dole." Curtis says, "We're not faced with the carriage turning back into a pumpkin here real quickly."

One thing he feels will help the format is if competing stations finally take different music positions. "I'd like to see, in particular in this market, listeners be able to distinguish between the two stations," he says. "There are camps of Y100 and KAJA listeners, but there is a big camp of shared listeners that go back and forth and are just there for the right song."

"The challenge is, there are listeners going away from country radio . . . We've got to find ways of keeping [them] interested in listening . . . That's a tremendous challenge. Because the P2s and P3s are going away, we need to spend a lot of time listening to what the P1s want."

PHYLLIS STARK

## ON THE AIR

### NEW STATIONS AND OTHER REPORTER CHANGES FROM BDS & AIRPLAY MONITOR

Effective immediately, WTGE Baton Rouge, La., joins the country panel, which now totals 162 reporters. PD/MD Randy Chase may be reached at 504-388-9898. Also this week, the power playlist section has been revised to reflect the fall 1996 Arbitron results. Stations are shown in descending order of TSA cume.

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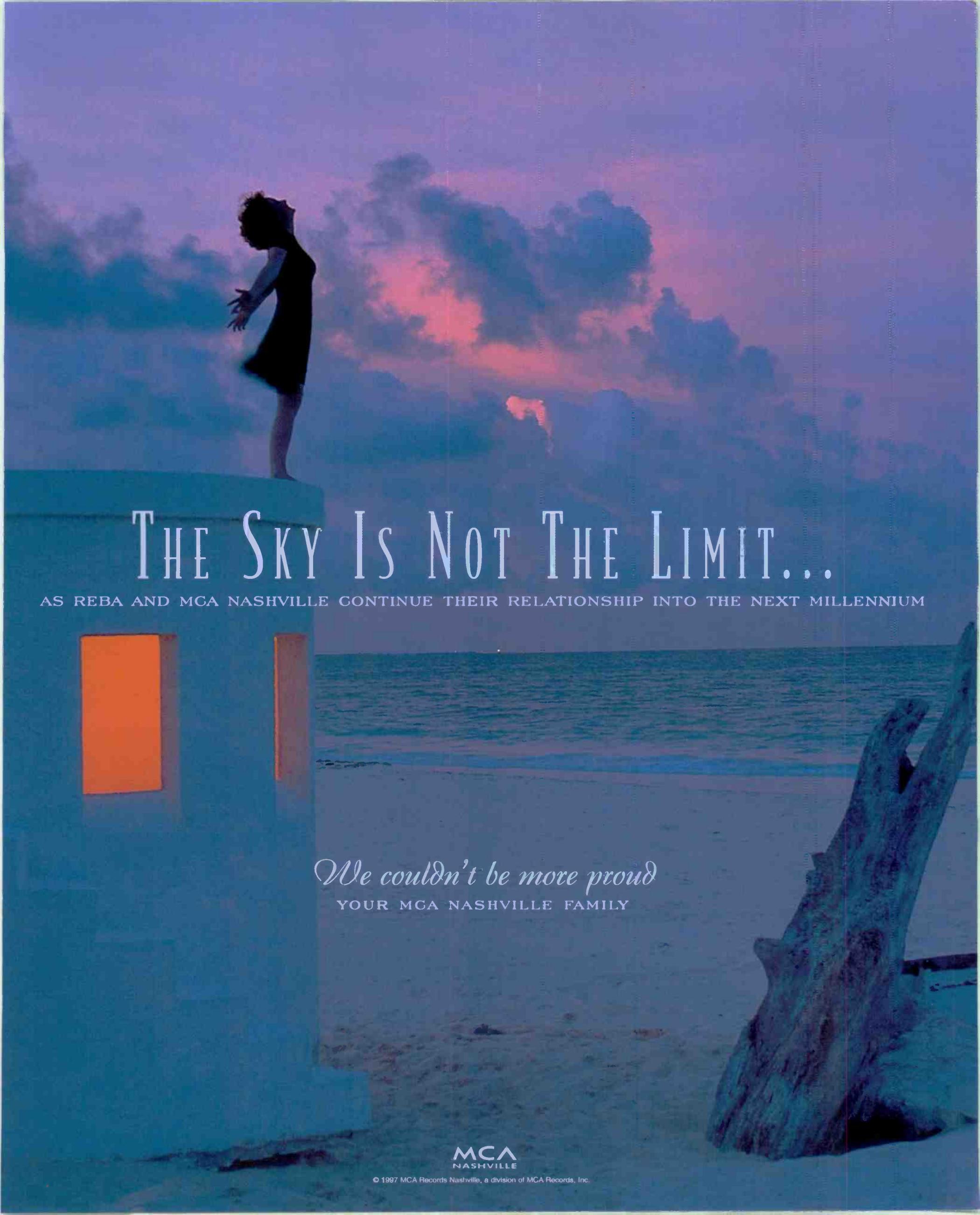


Playlists supplied by Broadcast Data Systems' Radio Track service. Songs ranked by number of plays in monitored week.

For Week Ending February 9, 1997

COUNTRY

Grid of 48 country music playlists for various stations including WKXX, WFMS, WQYK, KFRG, WTQR, WIVK, WUBE, WSIX, WHKO, WSOC, WKKA, WSM, WAMZ, KSAN, WKLB, WRBQ, WKIS, WZZK, KFKF, W'DR, KWJJ, WDAF, WWYZ, and WMIL. Each playlist includes song titles, artists, and chart positions.



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Playlists supplied by Broadcast Data Systems' Radio Track service. Songs ranked by number of plays in monitored week. Playlists are listed in order of TSA weekly cumes, beginning with the highest-cumulating station. Cumes are updated twice yearly following the release of the Spring and Fall Arbitron surveys. The number of stations shown each week varies depending upon space.

COUNTRY

KXXY Oklahoma City PD: Charlie Harrigan MD: Bill Reed. Table with 30 rows of song titles, artists, and ratings.

WUSY Chattanooga PD: Clay Hunnicutt MD: Bill Poindexter. Table with 30 rows of song titles, artists, and ratings.

KUPL Portland, OR PD: Lee Rogers MD: Rick Taylor. Table with 30 rows of song titles, artists, and ratings.

KSON San Diego PD: Mike Shepard MD: Nick Upton. Table with 30 rows of song titles, artists, and ratings.

WVLK Lexington PD/MD: Matt Austin. Table with 30 rows of song titles, artists, and ratings.

WSSL Greenville PD: Bruce Logan MD: Dude Walker. Table with 30 rows of song titles, artists, and ratings.

WQDR Raleigh OM: Len Shackelford. Table with 30 rows of song titles, artists, and ratings.

KBEQ Kansas City PD: Mike Kennedy MD: T.J. McEntire. Table with 30 rows of song titles, artists, and ratings.

WXBQ Johnson City PD: Bill Hagy MD: Reggie Neel. Table with 30 rows of song titles, artists, and ratings.

WKKX St. Louis PD: Jeff Allen MD: Dave Louis. Table with 30 rows of song titles, artists, and ratings.

KYCW Seattle PD: Matt Bruno MD: Penny Coyne. Table with 30 rows of song titles, artists, and ratings.

WESC Greenville OM: Ron Brooks MD: John Landrum. Table with 30 rows of song titles, artists, and ratings.

KCYC San Antonio PD/MD: R.J. Curtis. Table with 30 rows of song titles, artists, and ratings.

WBCT Grand Rapids OM: Doug Montgomery MD: Kelly Iris. Table with 30 rows of song titles, artists, and ratings.

KYCY San Francisco PD/MD: Eric Logan. Table with 30 rows of song titles, artists, and ratings.

WGNA Albany, NY OM: Fred Horton MD: Bill Earley. Table with 30 rows of song titles, artists, and ratings.

WCOL Columbus, OH PD: Gary Moss MD: John Crenshaw. Table with 30 rows of song titles, artists, and ratings.

WNOE New Orleans Acting PD: Eddie Edwards Acting MD: Cadillac Jack. Table with 30 rows of song titles, artists, and ratings.

KSSN Little Rock PD: Greg Mazingo MD: Tom Travis. Table with 30 rows of song titles, artists, and ratings.

WYNK Baton Rouge PD/MD: Brian King. Table with 30 rows of song titles, artists, and ratings.

KAJA San Antonio PD/MD: Keith Montgomery. Table with 30 rows of song titles, artists, and ratings.

KASE Austin PD: Brad Hansen MD: Steve Gary. Table with 30 rows of song titles, artists, and ratings.

KWEN Tulsa PD: Dave Block MD: Tim Howard. Table with 30 rows of song titles, artists, and ratings.

WGKX Memphis PD: J.L. Fisk MD: Mark Billingsley. Table with 30 rows of song titles, artists, and ratings.

Detailed song tracking information for the last 3 weeks for all songs showing increased play this week. All plays and gains do not include video play. Markets listed in order of population.

COUNTRY

Table for TRACE ADKINS (This Ain't No Thinkin' Thing) with columns for Total Plays/Gain, Chart Move, and city/state data.

Table for JOHN BERRY (She's Taken A Shine) with columns for Total Plays/Gain, Chart Move, and city/state data.

Table for CLINT BLACK (Half Way Up (RCA)) with columns for Total Plays/Gain, Chart Move, and city/state data.

Table for BROOKS & DUNN (A Man This Lonely (Arista)) with columns for Total Plays/Gain, Chart Move, and city/state data.

Table for THE BUFFALO CLUB (If She Don't Love You (Rising Tide)) with columns for Total Plays/Gain, Chart Move, and city/state data.

Table for TRACY BYRD (Don't Take Her She's All I Got) with columns for Total Plays/Gain, Chart Move, and city/state data.

Table for DEANA CARTER (We Danced Anyway) with columns for Total Plays/Gain, Chart Move, and city/state data.

Table for KENNY CHESNEY (When I Close My Eyes) with columns for Total Plays/Gain, Chart Move, and city/state data.

Table for TERRI CLARK (Emotional Girl) with columns for Total Plays/Gain, Chart Move, and city/state data.

Table for DIAMOND RIO (Holdin') with columns for Total Plays/Gain, Chart Move, and city/state data.



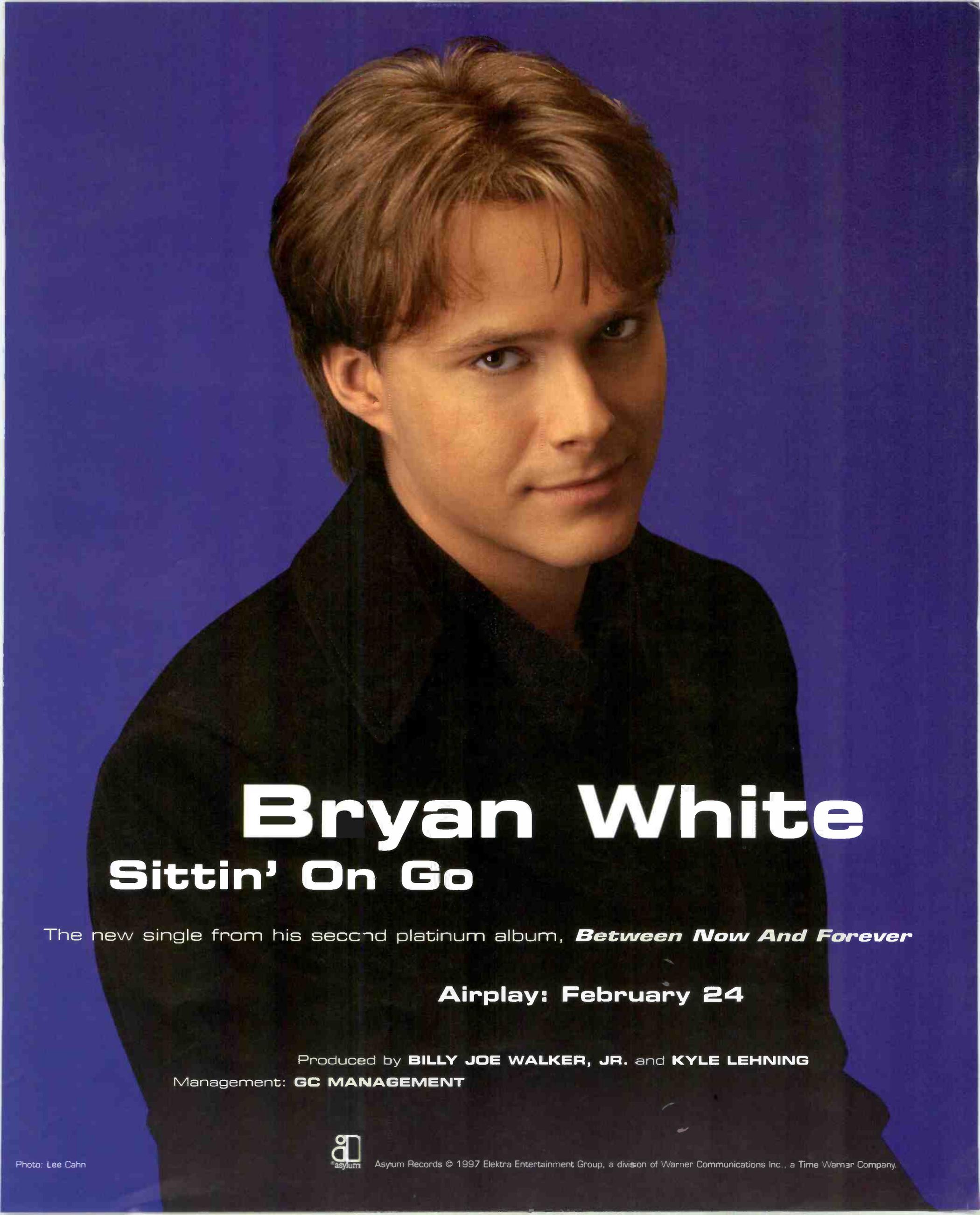
For Week Ending February 9, 1997

Detailed song tracking information for the last 3 weeks for all songs showing increased play this week. Total plays and gain do not include video play. Markets listed in order of population.

COUNTRY

Main table containing song activity data for 12 artists: Neal McCoy, Reba McEntire, Lorrie Morgan, Ricochet, Leann Rimes, Darryl Singletary, Marty Stuart, Rick Trevino, Travis Tritt, and Clay Walker. Each artist's section includes song titles, station codes, and weekly activity metrics across various markets.



A portrait of Bryan White, a young man with light brown hair, looking slightly to the right. He is wearing a dark, high-collared jacket. The background is a solid, deep blue color.

# Bryan White

## Sittin' On Go

The new single from his second platinum album, *Between Now And Forever*

**Airplay: February 24**

Produced by **BILLY JOE WALKER, JR.** and **KYLE LEHNING**  
Management: **GC MANAGEMENT**



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Compiled from a national sample of airplay supplied by Broadcast Data Systems' Radio Track service to Country Airplay Monitor. 162 country stations are electronically monitored 24 hours a day, 7 days a week. Songs are ranked by number of detections. © 1997 Billboard/BPI Communications.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE/LABEL/PROMOTION LABEL	ARTIST	DETECTIONS	
					TW	LW
<b>★ ★ ★ NO. 1 ★ ★ ★</b>						
1	2	12	<b>A MAN THIS LONELY</b> ARISTA 1 week at No. 1	BROOKS & DUNN	5335	5188
2	3	16	PRETTY LITTLE ADRIANA MCA	VINCE GILL	5094	5012
3	7	18	RUNNING OUT OF REASONS TO RUN COLUMBIA	RICK TREVINO	4925	4518
4	6	20	AMEN KIND OF LOVE GIANT	DARYLE SINGLETARY	4900	4572
5	1	21	IT'S A LITTLE TOO LATE DECCA	MARK CHESNUTT	4584	5324
6	8	13	HALF WAY UP RCA	CLINT BLACK	4554	4486
7	12	14	ME TOO MERCURY NASHVILLE	TOBY KEITH	4501	4055
8	11	11	WE DANCED ANYWAY CAPITOL NASHVILLE	DEANA CARTER	4430	4204
9	13	14	WHERE CORN DON'T GROW WARNER BROS.	TRAVIS TRITT	4278	3996
10	15	10	UNCHAINED MELODY CURB	LEANN RIMES	4276	3848
11	14	10	SHE DREW A BROKEN HEART EPIC	PATTY LOVELESS	4175	3928
12	16	9	HOW WAS I TO KNOW MCA	REBA MCENTIRE	4013	3756
13	5	17	IS THAT A TEAR ATLANTIC	TRACY LAWRENCE	3789	4570
14	17	12	SHE'S TAKEN A SHINE CAPITOL NASHVILLE	JOHN BERRY	3729	3489
15	4	16	EVERYBODY KNOWS MCA	TRISHA YEARWOOD	3470	4945
16	10	19	I CAN'T DO THAT ANYMORE WARNER BROS.	FAITH HILL	3466	4261
17	19	6	EVERYTHING I LOVE ARISTA	ALAN JACKSON	3430	3307
18	9	22	NOBODY KNOWS 143/ASYLUM	KEVIN SHARP	3422	4354
<b>★ ★ ★ AIRPOWER ★ ★ ★</b>						
19	21	5	<b>(THIS AIN'T) NO THINKIN' THING</b> CAPITOL NASHVILLE	TRACE ADKINS	3360	2988
20	22	11	HOLDIN' ARISTA	DIAMOND RIO	3073	2797
21	18	20	MAYBE HE'LL NOTICE HER NOW BNA MINDY MCCREADY (FEATURING LONESTAR'S RICHIE McDONALD)		2865	3380
22	23	17	SHE WANTS TO BE WANTED AGAIN EPIC	TY HERNDON	2839	2751
23	31	4	RUMOR HAS IT GIANT	CLAY WALKER	2726	2133
24	25	12	HEARTBROKE EVERY DAY BNA	LONESTAR	2720	2555
25	30	7	EMOTIONAL GIRL MERCURY NASHVILLE	TERRI CLARK	2714	2270
26	28	10	WHEN I CLOSE MY EYES BNA	KENNY CHESNEY	2632	2336
27	20	19	FRIENDS ATLANTIC JOHN MICHAEL MONTGOMERY		2463	3053
28	37	5	DON'T TAKE HER SHE'S ALL I GOT MCA	TRACY BYRD	2439	1776
29	33	18	YOU CAN'T STOP LOVE MCA	MARTY STUART	2278	1968
30	32	16	POLITICS, RELIGION AND HER MERCURY NASHVILLE	SAMMY KERSHAW	2199	2051
31	27	18	ALL I DO IS LOVE HER EPIC	JAMES BONAMY	2192	2457
32	29	18	LITTLE BITTY ARISTA	ALAN JACKSON	2163	2282
33	35	6	EASE MY TROUBLED MIND COLUMBIA	RICOCHET	2110	1854
34	38	5	HERE'S YOUR SIGN (GET THE PICTURE) WARNER BROS. BILL ENGVALL WITH SPECIAL GUEST TRAVIS TRITT		2031	1696
35	24	10	KING OF THE MOUNTAIN MCA	GEORGE STRAIT	1775	2750
36	41	6	ANOTHER YOU CURB	DAVID KERSH	1738	1398
37	39	16	THAT'S HOW I GOT TO MEMPHIS COLUMBIA	DERYL DODD	1724	1674

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE/LABEL/PROMOTION LABEL	ARTIST	DETECTIONS	
					TW	LW
38	43	6	IF SHE DON'T LOVE YOU RISING TIDE	THE BUFFALO CLUB	1640	1176
39	34	20	MAYBE WE SHOULD JUST SLEEP ON IT CURB	TIM MCGRAW	1570	1944
40	40	15	I MEANT TO DO THAT REPRISE	PAUL BRANDT	1500	1547
41	26	19	THAT'S ANOTHER SONG ASYLUM	BRYAN WHITE	1485	2484
42	42	11	THAT WOMAN OF MINE ATLANTIC	NEAL MCCOY	1381	1318
43	44	5	GOOD AS I WAS TO YOU BNA	LORRIE MORGAN	1364	1015
<b>★ ★ ★ HOT SHOT DEBUT ★ ★ ★</b>						
44	<b>NEW</b>		<b>ON THE VERGE</b> EPIC	COLLIN RAYE	1069	10
45	48	5	CRY ON THE SHOULDER OF THE ROAD RCA	MARTINA MCBRIDE	1003	756
46	49	6	455 ROCKET MERCURY NASHVILLE	KATHY MATTEA	965	737
47	51	3	DARK HORSE ATLANTIC	MILA MASON	919	561
48	45	20	POOR, POOR PITIFUL ME MERCURY NASHVILLE	TERRI CLARK	911	1002
49	50	4	I WANT TO BE YOUR GIRLFRIEND COLUMBIA	MARY CHAPIN CARPENTER	721	627
50	57	3	COLD OUTSIDE MCA	BIG HOUSE	610	342
51	52	6	FOREVER AND A DAY DECCA	GARY ALLAN	600	497
52	59	5	CHANGE HER MIND STEP ONE	GENE WATSON	479	262
53	55	6	MORE THAN I WANTED TO KNOW GIANT	REGINA REGINA	415	403
54	56	18	KISS THE GIRL WALT DISNEY	LITTLE TEXAS	395	383
55	<b>NEW</b>		<b>BETTER MAN, BETTER OFF</b> ATLANTIC	TRACY LAWRENCE	382	0
56	53	5	GENUINE REDNECKS MCA	DAVID LEE MURPHY	366	501
57	63	3	SHE'S SURE TAKING IT WELL 143/ASYLUM	KEVIN SHARP	339	186
58	47	10	IT'S OVER MY HEAD COLUMBIA	WADE HAYES	323	766
59	64	2	THAT'S WHAT HAPPENS WHEN I HOLD YOU RCA	AARON TIPPIN	309	170
60	60	3	LONG TRAIL OF TEARS CAPITOL NASHVILLE	GEORGE DUCAS	295	230
61	65	3	DADDY'S LITTLE GIRL CURB/UNIVERSAL	KIPPI BRANNON	264	162
62	62	2	I'D LOVE YOU TO LOVE ME CAPITOL NASHVILLE	EMILIO	254	190
63	68	2	SAY YES CURB	BURNIN' DAYLIGHT	252	133
64	54	17	YOU JUST GET ONE IMPRINT	JEFF WOOD	223	423
65	<b>NEW</b>		<b>BE HONEST</b> ASYLUM	THRASHER SHIVER	219	42
66	<b>NEW</b>		<b>PRICE TO PAY</b> WARNER BROS.	RANDY TRAVIS	192	21
67	58	9	ALL OF THE ABOVE RCA	TY ENGLAND	186	297
68	<b>NEW</b>		<b>LITTLE RAMONA (GONE HILLBILLY NUTS)</b> ARISTA	BR5-49	171	53
69	<b>NEW</b>		<b>VALENTINE</b> WINDHAM HILL JIM BRICKMAN WITH MARTINA MCBRIDE		171	75
70	66	3	THREE LITTLE WORDS MERCURY NASHVILLE	BILLY RAY CYRUS	155	155
71	69	3	DO THE RIGHT THING MCA	GEORGE STRAIT	141	122
72	71	4	THE OLD STUFF CAPITOL NASHVILLE	GARTH BROOKS	139	109
73	<b>NEW</b>		<b>THE HOPECHEST SONG</b> EPIC	STEPHANIE BENTLEY	128	83
74	73	19	CHEROKEE BOOGIE ARISTA	BR5-49	115	107
75	<b>NEW</b>		<b>STILL STANDING TALL</b> REPRISE	BRADY SEALS	113	0

Records showing an increase in detections over the previous week, regardless of chart movement. Airpower awarded to those records which attain 3200 detections for the first time. If two records are tied in number of plays, the record being played on more stations is placed first. Records below the top 20 that are decreasing in plays are removed from the chart after 20 weeks.

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# COUNTRY AIRPLAY Monitor

• We Listen To Radio •

February 7, 1997 \$ 4.95 Volume 5 • No. 6

## COUNTRY HIGHLIGHTS

★★★ NO. 1 ★★★

#1

**MARK CHESNUTT**

*It's A Little Too Late* (DECCA)

★★★ AIRPOWER ★★★

ALAN JACKSON • *Everything I Love* (ARISTA)

### NEW RELEASES

BR5-49 • *Little Ramona* (Gone Hillbilly Nuts) (ARISTA)

TRACY LAWRENCE • *Better Man, Better Off* (ATLANTIC)

COLLIN RAYE • *On The Verge* (EPIC)

BRADY SEALS • *Still Standing Tall* (REPRISE)

MARK WILLS • *Places I've Never Been* (MERCURY NASHVILLE)

## Is Seeing Still Believing? Some Labels Forgo Tours For The 'Showcase In A Box'

by Phyllis Stark

A year ago, programmers and labels began complaining that increased traffic was making radio tours for new acts less effective (Country Airplay Monitor, Jan. 19, 1996). In an average week at any given station, two or three acts were making scheduled visits to meet the staff and perform in the station's conference room, and that pace hasn't slowed at all since that time. More recently, the effectiveness of fly-in showcases for radio has been the subject of similar scrutiny. Last fall, for example, several showcases were canceled because not enough radio people were available to attend due to conflicting events. Already this year, there is a showcase scheduled almost every weekend until Country Radio Seminar in March.

In light of this environment, a handful of labels are choosing to forgo the showcase and, in some cases, the radio tour, in favor of more creative and considerably less expensive ways of making an impact at radio.

Late last year, for example, Giant Records supplemented a radio tour for new act Regina Regina by sending programmers a "showcase in a box." According to label GM Alan Shapiro, the box contained "things you'd find at a showcase," including a "backstage pass" laminate, a T-shirt, a color photo of the artists personalized for each programmer, pretzels, and a

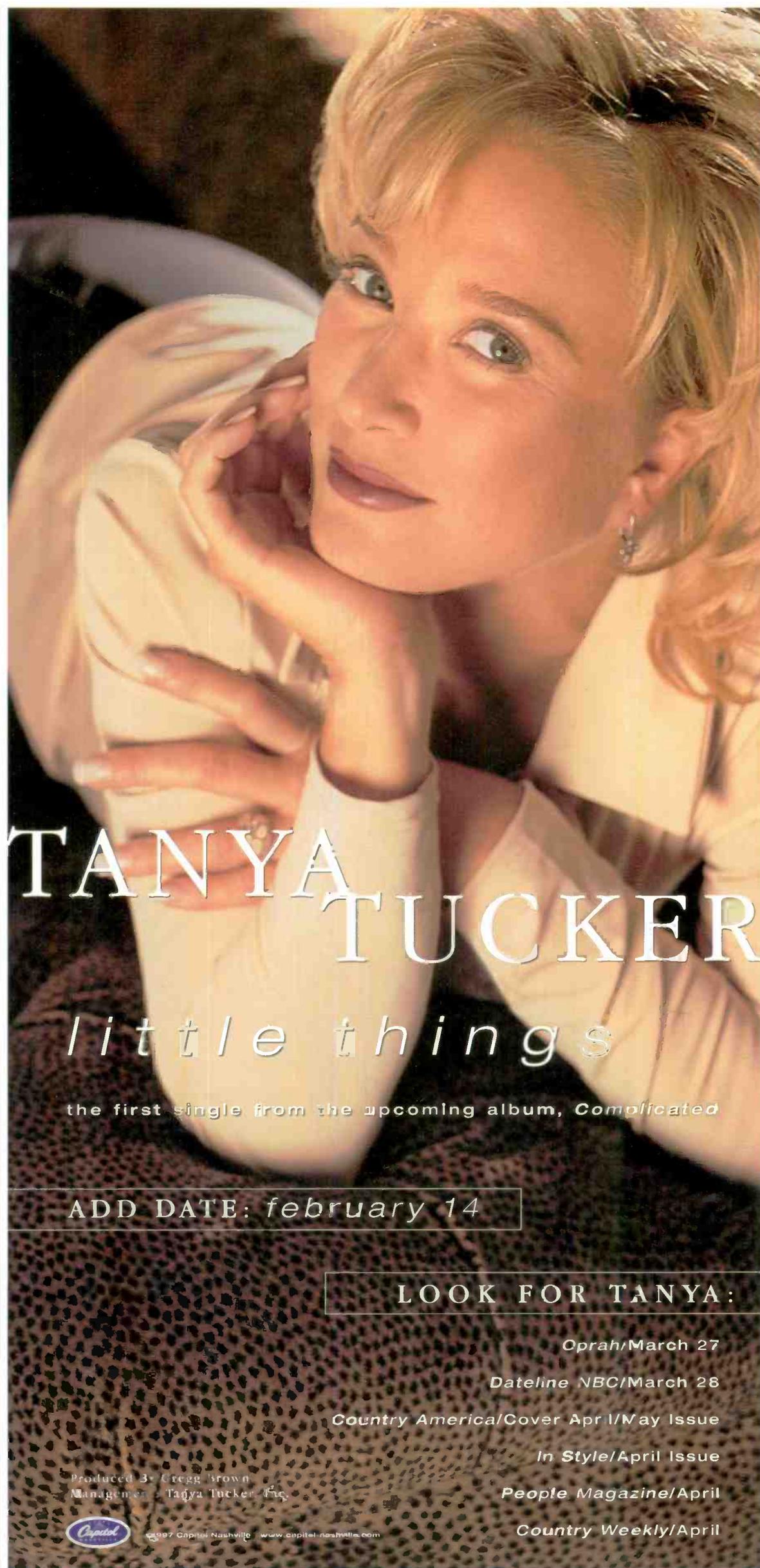
four-song performance video professionally shot with five cameras at a Nashville club. The box also contained a contest flier with five questions about the act that programmers could fill out to qualify to win a cruise. One cruise winner was drawn from each of the label's five regional divisions.

A week and a half prior to mailing the "showcase in a box," the label sent programmers invitations to the "showcase" that read "When: at your convenience. Where: in your living room."

More recently, Columbia/DKC launched former Highway 101 singer Nikki Nelson's solo career by sending videos, to about 300 programmers, that were customized for each recipient. The beginning and end of each video was the same, but in a middle portion Nelson sat near a mannequin dressed in merchandise from the station being targeted and sent a personal message to each programmer relating information she had learned about the programmer to something about herself. The label's regional staff gathered the station merchandise and provided Nelson with the data about the PDs.

Last fall the video idea was also used by Asylum Records, which staged a short scene in a bar/pool hall in which artist Royal Wade Kimes was interviewed by members of the label's

*Continued on page 5*



TANYA TUCKER

little things

the first single from the upcoming album, *Complicated*

ADD DATE: february 14

LOOK FOR TANYA:

Oprah/March 27

Dateline NBC/March 28

Country America/Cover Apr/1/May Issue

In Style/April Issue

People Magazine/April

Country Weekly/April

Produced By: Gregg Brown  
Management: Tanya Tucker, Inc.

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### THIS WEEK In Country Airplay Monitor

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- 4 M Street: Country's Slide Continues
- 5 The Many Opinions Of Dale Van Horn

Monitor Classifieds

pg. 6

AIRPLAY: FEBRUARY 24

# beckka & billy

PATIENT HEART

ALM ©  
SOUNDS

## Jackson, Gill Lead TNN Music City News Noms

Alan Jackson and Vince Gill lead the nominations in the TNN Music City News Awards, with Jackson scoring seven nominations and Gill following with six.

The awards will be held June 16, the first day of Fan Fair, at Nashville's Grand Ole Opry House. In addition to the 14 fan-voted categories, winners of the Music City News Living Legend Award and the Minnie Pearl Award will be announced during the telecast on TNN. Following is a partial list of nominees:

**Entertainer of the year:** Billy Ray Cyrus, Vince Gill, Alan Jackson, Reba McEntire, George Strait

**Female artist of the year:** Terri Clark, Faith Hill, Patty Loveless, Reba McEntire, Lorrie Morgan

**Male artist of the year:** Billy Ray Cyrus, Vince Gill, Alan Jackson, George Strait, Bryan White

**Star of tomorrow (female):** Deana Carter, Mindy McCready, Jo Dee Messina, M.C. Potts, LeAnn Rimes

**Star of tomorrow (male):** Trace Adkins, Paul Brandt, Ty England, Wade Hayes, Ty Herndon  
**Album:** Bryan White, "Between Now And Forever"; George Strait, "Blue Clear Sky"; Alan Jackson, "Everything I Love"; Vince Gill, "High Lonesome Sound"; Billy Ray Cyrus, "Trail Of Tears"

**Vocal duo:** Bellamy Brothers, Brooks &

Dunn, Daryl & Don Ellis, Regina Regina, Sweethearts Of The Rodeo

**Vocal band:** Alabama, BlackHawk, Diamond Rio, Sawyer Brown, the Mavericks

**Vocal group:** 4 Runner, the Forester Sisters, the Moffatts, Oak Ridge Boys, Statler Brothers

**Vocal collaboration:** Alan Jackson and Jeff Foxworthy, "Games Rednecks Play"; Dolly Parton and Vince Gill, "I Will Always Love You"; Eddy Arnold and LeAnn Rimes, "Cattle Call"; Lorrie Morgan and Jon Randall, "By My Side"; Travis Tritt and Marty Stuart, "Honky Tonkin's What I Do Best"

**Single:** LeAnn Rimes, "Blue"; George Strait, "Blue Clear Sky"; Alan Jackson, "Little Bitty"; Billy Ray Cyrus, "Trail Of Tears"; Vince Gill, "World's Apart"

**Video:** Alan Jackson and Jeff Foxworthy, "Games Rednecks Play"; Alan Jackson, "Little Bitty"; Neal McCoy, "Then You Can Tell Me Goodbye"; Billy Ray Cyrus, "Trail Of Tears"; Vince Gill, "World's Apart."

In other award news, initial nominees for the Academy of Country Music Awards have been selected and will be included on a preliminary ballot mailing to ACM voting members Feb. 6. Nominees will be narrowed down to a final list to be mailed to voting members March 10. Winners will be announced April 23 on the ACM Awards telecast on NBC. **PHYLLIS STARK**



## RADI ACTIVE BY PHYLLIS STARK

### Albright, Hill, O'Malley Form Consultancy

**J**aye Albright's Radio IQ consultancy has merged with **Keith Hill** and **Michael O'Malley's** consulting partnership. The new venture is dubbed "Albright, Hill & O'Malley—Radio IQ, The Country Radio Specialists." The partners estimate that the merger makes the new entity country radio's second-largest consultancy, with nearly 70 clients.

KWNR Las Vegas GM **Mike Ginsburg** adds GM duties of rival KFMS, as part of the merger of those two stations under Jacor. Former GM **Fred Murr** will continue to oversee oldies/AC combo KBGO/KSNE. KWNR GSM **Steve Groesbeck** becomes GSM of KFMS. NSM **Lynn Becker** replaces him. In other Jacor GM news, with the arrival of **Tom Sly** at Jacor's Salt Lake City outlets, **Bill Hurley** is now concentrating his GM duties on the two country properties, **KKAT** and **KBKK**.

Country veteran **Bruce Blevins**, most recently with Nationwide's San Diego outlets, will be the new GM of classic hits **KHTC** Phoenix when Nationwide closes on that property.

Look for **WXYT/WYCD** Detroit GM **Scott Meier** to relinquish those duties at WYCD to concentrate on WXYT. WYCD afternoon co-host **Lori Rigato** adds co-producer duties for that daypart, along with song parodist **Greg Stryker**.

**WCKT** Fort Myers, Fla., OM **Ron Ellis** exits. Former PD **Jay Orr** returns to replace him. Orr most recently was at **KKTX** Longview, Texas.

**WKSF** Asheville, N.C., PD **Dale Mitchell** is the new PD/morning host at Patterson's **WCHY** Savannah, Ga., replacing **Bruce Logan**. Also, Patterson country group PD **Bruce Clark** gets another FM to oversee as OM of Patterson's Pensacola, Fla., stations, where AC **WMEZ** becomes country **WXBM's** duop partner.

**WPZM** Huntsville, Ala., PD/afternoon jock **Tex Carter** relinquishes PD duties to move to mornings, replacing **Catfish Kelly**, who exits. Carter will continue to handle music duties, but owner/GM **Bill Dunnivant** is looking for a new PD. Also, night jock **Biscuit** becomes morning co-host and has not been replaced.

Top 40 **WFBC-FM** (B93.7) Greenville, S.C., morning co-host **Marty McFly** is now VP of programming at **WGSQ** Cookeville, Tenn., replacing **Kimberly Vance**. His co-host in Greenville was **Hawk Harrison**. His morning man in Cookeville

will be Hawk's brother, **Gator Harrison**.

In sale news, the \$30 million sale of **WWWW** Detroit and sister station **WDFN** from Chancellor Broadcasting to Evergreen Media closed Jan. 31. **WAKT** Panama City, Fla., and '70s oldies sister **WRBA** have been sold by Styles Broadcasting Co. to Root Communications for \$3.4 million. **WKDQ** Evansville, Ind., is sold by Bristol Broadcasting Co. to **Alan Brill's** TSB IV, L.C.C., for \$8 million. Also, the sale of **WNCY** Green Bay, Wis., and its sisters from Central States Network to Midwest Communications has closed.

**WHOK** (K95.5) Columbus, Ohio, morning hosts **Michael C. Bandy** and **Jason Bailey** are now simulcasting their show on sister station **WHQK** (Kix Country 105). **Charlie Cook** moves from mornings to overnights at **WHQK**. At crosstown rival **WCOL**, **Mike Tyler** is upped from weekends to morning-show producer. He replaces **Eric Schneider**, who exited.

ABC Radio's "American Country Countdown With Bob Kingsley," which finally picked up a Nashville affiliate at **WZPC** (PC103) last October, added another important market in January with the addition of suburban New York's **WRGX** (Y107). Also, **Alan Ross** joins Y107 for the vacant morning shift. He hosted nights at AC **WMXV** New York for more than 10 years.

**WYXY** (Y93.9) Springfield, Ill., morning host **Jim Shea** heads to mornings at **WKWS** (Kicks 96) Charleston, W.Va., where he'll join **Johnny Walker**. **Willie Fox** exits.

**KSON** San Diego night host **Kathy White** moves to jazz sister **KIFM**. **Terese Arena** joins **KSCS** Dallas as news director from sister **WBAP**, where she was midday news anchor. She replaces **Paul Bottoms**.

**Betsy Geise** from rival **KCCI-TV** joins mornings at **KHKI** (the Hawk) Des Moines, Iowa. Also, **Chris Carson** from rival **KJYY** joins **KHKI** for nights, replacing **Dave Mason**.

**KRMD** Shreveport, La., adds "Country Heartlines With John Crenshaw," a syndicated evening show, and ups P/T **Charlie Jackson** to late nights.

**WLS** Chicago president/GM **Zemira Jones** adds those duties at sister station **WKXX**, replacing **Gregg Lindahl**, who exits.

Small Planet picks up syndication of **WRBQ** Tampa, Fla.-produced Sunday-morning Christian country show "Rise-Up," effective Feb. 23.



## COUNTRY CONFIDENTIAL BY WADE JENSEN

### Fan Choices Show Music Row Who's Boss

**N**ominees for the fan-voted TNN Music City News Awards have been announced, and the list shows what can happen when fans flex their muscles (see story, this page).

This is the one time of the year when fans are tapped to single out their favorites, and the results are often quite different from that of industry-voted shows, such as the Academy of Country Music and Country Music Assn. Awards. For example, Billy Ray Cyrus, who garnered five TNN/MCN nominations, has been absent from the podiums of industry awards shows since "Achy Breaky Heart" took the CMA single of the year trophy in '92. These new nominations for Cyrus demonstrate the gap that sometimes exists between consumer tastes, radio, and Music Row.

(TNN/MCN nominees resulted from preliminary balloting in the December and February issues of consumer publication Music City News, and final votes will be cast via 900 numbers, which are being promoted on TNN.)

Final nominations in several TNN/MCN categories show how initial ballots can be influenced by fans. A good example is the vocal duo of the year category, which consists of the Bellamy Brothers, Brooks & Dunn, Darryl & Don Ellis, new Giant duo Regina Regina, and Sweethearts Of The Rodeo. In this category, it's not hard to identify dedicated fans and fan clubs at work. Brooks & Dunn are perennial favorites, and the Bellamy Brothers have enjoyed a loyal following both domestically and abroad. The Ellis brothers have an active, loy-

al audience built on exposure from their days on the Epic roster and small-venue performances. In this category, even Sweethearts Of The Rodeo aren't a surprise, since they have hits under their belt and have remained active in recording and performing since their Columbia days in the mid-'80s. But it's a curiosity to me how a duo as new as Regina Regina could be nominated from a constituency of fans when its debut single is only now beginning to gain ground at country radio, and an album wasn't available at retail during the initial balloting process. Giant Records publicist Ray Crabtree offers one possible explanation. Regina Leigh, one-half of Regina Regina, spent nearly three years on the road as a back-up singer for Reba McEntire. Crabtree suggests that the duo's TNN/MCN nomination may have resulted from recognition by die-hard McEntire fans.

The relative dearth of vocal duos may also account for some of the surprising nominations at the TNN/MCN Awards and at the CMAs, where the nominees don't look that much different. Only the ACM has opted to combine duos that regularly perform into one category with vocal duet collaborations. Not that all awards shows should use the same methodology, but the current CMA and TNN/MCN systems show one duo with an almost embarrassing advantage over the other nominees. At least for now, it might be worthwhile for TNN/MCN and CMA to follow the ACM's lead and combine the group and duo category until the duo field becomes a bit more even.

## ON THE ROW

### RCA Drops England; CMT Adds Chris Parr

**T**y England is dropped from the Nashville artist roster at RCA after recording two albums for the label and charting five singles. His self-titled debut album peaked at No. 13 on the Top Country Albums Chart in '95. The follow-up, "Two Ways To Fall," peaked at No. 54 in October '96.

Billboard Bulletin reports that **Chris Parr** is named director of programming at CMT, replacing **Tracy Rogers**, who resigned in November. Parr formerly was VP of label relations for home-shopping channel MOR Music Television.

**George Strait**, **Jeff Foxworthy**, and **Crystal Bernard** will co-host the Academy of Country Music Awards April 23 in Los Angeles.

Country winners in the Jan. 27 American Music Awards were **Garth Brooks** (favorite male artist), **Shania Twain** (favorite female artist), **Brooks & Dunn** (favorite band, duo or group), **LeAnn Rimes** (favorite new artist), and **George Strait's** "Blue Clear Sky" (favorite album).

**Reba McEntire** has hired the Creative Artists Agency to represent her in film, TV, music, and live-performance ventures.

Arista Records president **Clive Davis** will be interviewed by Arista/Nashville president **Tim DuBois** during a one-day music-law symposium sponsored by Leadership Music and scheduled for April 17 at the Regal Maxwell House in Nashville. The symposium, "The Client—The Firm—The Deal," will include sessions on music-law principles, contract negotiation, and hiring and compensating attorneys.

The Country Music Assn. has announced that the SRO '97 will be held Sept. 29-Oct. 1 at the Nashville Convention Center. The annual event, which previously began the day after the CMA

Awards, will now be held the following week. SRO targets professionals in the live entertainment and touring businesses.

**Alan Jackson** will open the 14,000-square-foot Showcar Cafe in Pigeon Forge, Tenn., this summer. The decor will feature a country theme, with Jackson recording and touring memorabilia, including his first tour bus. The menu will include Jackson family recipes. The \$5.6 million construction project will hold 300 patrons.

**WSIX** Nashville morning man **Gerry House** will host a songwriter's night for the Songwriters Guild of America Feb. 7 at Nashville's 12th & Porter. Performers will include **Bob DiPiero**, **John Scott Sherrill**, **Craig Karp**, **Larry Cordle**, and **Carl Jackson**. The event is being held in conjunction with the Songwriters Guild Foundation's "Building A Songwriting Career" seminar, set for Feb. 7-9 at Nashville's Union Station Hotel.

### Wood's Biker Fantasy



Imprint Records artist **Jeff Wood**, right, lived a biker fantasy when he joined **KNIX** Phoenix jock **W. Steven Martin**, left, for Martin's annual Charity Riders Toy Ride. The event contributed 2½ truckloads of new toys and \$2,000 cash to Martin's 22nd annual drive. The toys are used by Arizona law enforcement officers who come in contact with needy children while on duty.

**M Street Format Monitor****Country Slide Continues; Modern Rebounds**

The country format lost outlets for the fifth straight month, with a net loss of 7 stations in January, according to the M Street Format Monitor. While top 40's resurgence ground to a halt, modern rock had its best month of station growth in some time, due to a rash of small-market start-ups.

News/talk, after a relatively fallow period, got its best bounce in a while, but the format receiving the best news was sports/talk, which received

up 20 stations over the past two months, muscling ahead of mainstream R&B, which had a net loss of three outlets in January. But adult R&B and R&B oldies were up, with R&B oldies having its best showing to date (46 stations).

M Street is a Nashville-based provider of radio station data to the broadcast and music industries. The M Street Format Monitor appears in the first issue of Monitor each month.

SEAN ROSS

RANK		The M Street FORMAT MONITOR	STATION COUNT		
THIS MONTH	LAST MONTH		JAN. '97	DEC. '96	NET GAIN OR LOSS
1	1	Country	2,511	2,518	-7
2	2	News/Talk	1,119	1,112	7
3	3	Adult Contemporary	932	935	-3
4	4	Oldies	734	735	-1
5	5	Religion (Music)	604	606	-2
6	6	Adult Standards	509	505	4
7	7	Spanish	468	467	1
8	8	Religion (Talk)	423	426	-3
9	9	Soft AC/Easy Listening	392	390	2
10	10	Classic Rock/Hits	358	357	1
11	11	Top-40/Mainstream/Rhythm	332	336	-4
12	12	Top-40/Adult	284	279	5
13	13	Mainstream Rock	263	265	-2
14	15	Sports	181	171	10
15	14	R&B	178	181	-3
16	16	R&B Adult/Oldies	166	164	2
17	17	Miscellaneous	158	157	1
18	18	Modern Rock	156	149	7
19	19	Triple-A	120	120	0
20	20	Jazz	93	94	-1
21	21	Classical	40	41	-1
<b>Total commercial operating stations</b>			<b>10,021</b>	<b>10,008</b>	
<b>Stations off the air</b>			<b>257</b>	<b>274</b>	

○ Formats showing an increase in station count over the previous chart, regardless of chart movement.

**'Blue' Denim**

Bob Kingsley, host of ABC Radio's "American Country Countdown With Bob Kingsley," chatted with Grammy-nominated artist LeAnn Rimes just before she took off on a promotional tour of Australia and outfitted the artist and her father with "ACC" denim jackets. Pictured, from left, are Kingsley and LeAnn and Wilbur Rimes.

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**AIRBORNE**

Instant information on Country's new artists

Edited by Sue Falco

★ **Big House**

"COLD OUTSIDE" (MCA)

The six members of Big House, all veterans of the Bakersfield, Calif., music scene, got together just a year ago and were quickly signed to MCA. Since then, the group has opened for Travis Tritt, Wynonna, Patty Loveless, and Collin Raye, in between recording dates for a self-titled debut album, which is due March 25. Harmonies are shared by all of the group members: brothers Monty and Tanner Byrom, David Neuhauser, Chuck Seaton, Sonny California, and Ron Mitchell.



won the American Comedy Award for best male stand-up comedian. Engvall, who currently lives in Los Angeles, released his debut comedy album on Warner Bros. last May.

★ **Noel Haggard**

"ONCE YOU LEARN" (ATLANTIC)

Noel Haggard spent most of his childhood on the sidelines watching his legendary father, Merle Haggard, perform. At the age of 9, Noel was playing guitar for Bob Wills. He played regularly in a band through his mid-20s, quit

for a time, and two years later went out again, this time opening for his father. It was during that tour he decided Nashville was the road to take. His debut album, "One Lifetime," is due in March. Abilene Boot Co. has already signed on to sponsor the artist.



★ **Regina Regina**

"MORE THAN I WANTED TO KNOW" (GIANT)

The newest female duet was indirectly brought together by Reba McEntire. Regina Leigh spent nearly three years on the road as

a background vocalist for McEntire. Regina Nicks spent nearly six years working as McEntire's personal assistant at Starstruck Entertainment. Overheard singing to herself at Starstruck, Nicks was encouraged to meet with a

producer who, in turn, reintroduced her to Leigh.



★ **The Buffalo Club**

"IF SHE DON'T LOVE YOU" (RISING TIDE)

Three musically diverse artists came together to form this band. Guitarist Charlie Kelley grew up on a farm listening to everything from Bryan Adams to Willie Nelson. Lead vocalist Ron Hemby, a former member of the Imperials, brings in a strong gospel background from his native Missouri. Drummer John Ditrach, formerly of Restless Heart, hails from New York and Texas, where he enjoyed jazz and top 40. The band's self-titled debut is scheduled for release in March.



★ **Jeff Wood**

"YOU JUST GET ONE" (IMPRINT)

Oklahoma native Jeff Wood's first musical memory is being 6 years old at Disneyland and ending up onstage with one of the performing bands. Through high school and college, Wood performed acoustically and

spent a lot of weekends watching Garth Brooks at the local Holiday Inn. After graduating from Oklahoma State University, Wood asked Brooks to show him around Nashville. He moved there a year later, was signed to a

publishing deal, and penned "Cowboy Love" for John Michael Montgomery. He was signed briefly to Liberty before landing at Imprint.



★ **Bill Engvall**

"HERE'S YOUR SIGN (GET THE PICTURE)" (WARNER BROS.)

Comedian Bill Engvall, a native of Galveston, Texas, originally planned to be a teacher until he discovered that he loved making people laugh. He has made several appearances on "The Tonight Show" and, in 1992,

★ Denotes first appearance. Airborne features those artists who are making their debut chart runs in Country Airplay Monitor. Send information on new artists to Sue Falco c/o Country Airplay Monitor, 1515 Broadway, 15th Floor, New York, NY 10036.

## Is Seeing Still Believing? Some Labels Forgo Tours For The 'Showcase In A Box'

Continued from page 1

promotion staff while playing darts and pool and sitting at the bar. That video was also sent to radio to introduce the artist in place of a radio tour or showcase.

### AN ISSUE OF TIME

Shapiro says the "showcase in a box" idea emerged from a discussion about how hard it is to get programmers out to showcases in the fourth quarter. "One of the reasons we did it is because every time we spoke to someone about a showcase at that time of the year, we heard that showcases were getting canceled for lack of response, [or] eight people would show up," he says. Label publicist Ray Crabtree hit upon the idea of "taking the concert to them . . . We've never seen it done before, and we just took a shot on it."

Programmers' time constraints figured into the Nikki Nelson strategy. According to Columbia VP of national country promotion Debi Fleischer, programmers not only "get a kick out of [the video] being personalized" and "appreciate the time and effort that was taken to personalize each of them," but also "seem to very much appreciate the fact that we're trying to be respectful of their obligations and their lack of time, and we're trying to cut down the process . . . Every time we talked to a station, it seemed that there was another artist they were expecting. We were out there too crossing paths with other labels, [and] we were hearing more and more that it was starting to take up a little too much time" for radio. In Nelson's case, the time issue tied nicely into the title of her debut single, "Too Little, Too Much."

In addition to saving time, another advantage to the video, as opposed to a personal visit, Fleischer says, is that programmers "feel like they can be very honest" about the music. "It doesn't put them in an uncomfortable position" with the artist sitting right in front of them as they hear it.

### MAKING AN IMPACT

But do these alternatives have as much of an impact on programmers as showcases and personal visits? Shapiro points to the fact that Regina Regina got airplay on more than 30 stations the week before Christmas as evidence that the "showcase in a box" concept was effective. Fleischer says her expectations for the Nelson video are no different from what they would be for a showcase or radio tour. But programmers have differing opinions about their effectiveness.

WYYD Roanoke, Va., PD Robynn Jaymes says showcases, and particularly station visits, still have more of an impact. "I'm still of the old school of 'I want to see you sing to believe you,'" she says. "I know it's a real pain to put together showcases or have an artist come to a market, but a visual really grabs me . . . I guess I am probably going to be more passionate about somebody I've seen."

And although she thought the packaging for Regina Regina was "very creative," Jaymes still

hasn't played the record, saying "the product's got to be there, too."

KRMD Shreveport, La., PD John Swan prefers a visit. "No matter how busy I am, I love to meet the new artists when they come to the station," he says. "Those are all great ideas, but I still think it's really something when they take the time to come to the station . . . I've been in the business 17 years but I [still] like to meet them . . . I still like the warm fuzzy."

KSON San Diego OM Mike Shepard, who oversees programming at three stations, prefers the idea of an alternative to a visit or a showcase that he can view on his own time. "If I get something like a showcase in a box, when I do have some spare time, I can break out the video at my convenience as opposed to [the label rep] saying they're coming Friday at noon and I have three meetings stacked up," he says. The same goes for showcases. Shepard says, "Everybody at our stations has been given added responsibilities, so if you go to a showcase, you're three days behind."

As for what impact the video ideas actually have, Shepard says that depends on whether the point is "to get attention or to influence. If it's to get attention it may work, but if it's to influence, I don't know that it's effective."

"I tend to go right for the music," says KCYY (Y100) San Antonio, Texas, PD R.J. Curtis. "Bottom line is, What does it sound like? I don't think great packaging or a great showcase ever [matters]. When you get down to the music meeting, it's really about that piece of music . . . It does get your attention, but it's about what's on the disk."

Swan says neither creative packaging nor an artist visit will have much sway over his playlist decisions. "It doesn't affect me when it comes down to playing the music," he says. "I have to hear what it sounds like." But he adds that if an artist doesn't come around personally, it has no negative impact either. "There are a lot that haven't [visited]," he says. "Shania certainly hasn't come to my station, but I've got to play her records."

### SEEING IS BELIEVING

They may be getting more creative with the packaging, but labels still know that seeing is believing. That's why Giant still took Regina Regina out on a 12-week radio tour to visit more than 120 stations and why Columbia is staging a "Nikki Night" at Country Radio Seminar that will include gambling tables and an acoustic set.

And Fleischer says the label has not scrapped the idea of ever doing showcases and label tours again, given the right environment. For the next artist the label introduces, she says, "if we feel the best thing to do is a huge weekend blowout . . . we'll still do it. If traffic slows down for artist visits, that's not to say we won't take another artist around on visits. You have to customize to the artist and the time. Right now there is a glut of artists visiting radio stations, and every weekend there's a showcase."

## Good As She Was To Him



BNA artist Lorrie Morgan recently stopped by KWNR and KFMS Las Vegas while she was in town for the National Finals Rodeo performing at the Las Vegas Hilton. Pictured with Morgan, left, is KWNR event coordinator Sean Cassidy.

## MONITOR PROFILE

### Van Horn Focuses On The Listeners, Not The Labels, At Kelly's Peoria Outlets

**K**elly Communications VP of programming Dale Van Horn has a few things to get off his chest.

"We need to get back to spending more time with our CD players than our computer terminals," says Van Horn, who oversees programming for four Peoria, Ill., stations, including country WXCL. "We need to think more about who's listening to the music, not who's looking at our playlists . . . We are allowing numbers to manipulate our format, rather than listeners and their hearts and ears . . . In programming today, we seem to be more concerned about where our next job is coming from, rather than the job we're hired to do."

"We have created a generation of country programmers who have no passion for the music or the performers who make it," Van Horn continues. "If we spent more time getting to know the listeners in our markets and less time pondering generic safe lists, we'd be much better served."

Playlists from different markets that look vir-



**Dale Van Horn**  
VP of Programming  
Kelly Communications

*'We're allowing numbers to manipulate our format, rather than listeners and their hearts and ears'*

tually identical are one of Van Horn's key peeves. "Our slogan is 'Peoria's Country,' [and] if I had to have a credo for my programming philosophy, that would be it," he says. "Many programmers have gotten away from the philosophy that they were hired to program a station in their market, not to follow a trend, not to follow what John Sebastian is doing at KZLA [Los Angeles]. It's interesting but has as much to do with Peoria as Bob Dole has to do with Little League baseball."

Prior to moving to Peoria, Van Horn worked at WKIX and WQDR Raleigh, N.C., where, he says, "Aaron Tippin was way too twangy. In Peoria, with 20,000 Caterpillar workers and [Tippin] being the anthem of the working man, I can't afford not to play him. We must, as programmers, understand that each market is a fingerprint."

He's also concerned about how quickly hit records come and go in country. "Donna Lewis can maintain a No. 1 status on [top 40] chart for nine weeks and then drop to No. 2 or 3. In country, a record is No. 1 and then drops to No. 22. I don't believe that records are born or die the same week. I can't believe we should all add the George Strait record the same week and discard it the same week because we've been motivated by record companies to do that. We are all so concerned about declining country shares but don't take the time to look at our own individual markets and decide if it's right for us."

Among Van Horn's other key concerns for the country format are that older artists aren't getting a fair shake and that core artists aren't being properly maintained. "We've gotten to the point where it's easier for a label to break a new artist than to jump-start [an] artist that may be considered not cool anymore. That bothers me. I am interested in exposing the best material I can, whether it comes from Alan Jackson or Gene Watson. [Some programmers] said 'no' to Watson because he is perceived as passé and because he's on Step One Records. We are saying 'no' to product for the wrong reasons. We seem to be

concerned about declining shares, and yet we're not playing the best music we can play. When I do my music each week I look for the sound my station needs each week, not who's bulletted on the chart . . . Atlantic is going to have a lot more success launching Noel Haggard than Curb will have rejuvenating Merle Haggard. There's something wrong with that.

"We will stand for five minutes and applaud Merle at the Opry House, but God forbid we play his records. Don't get me wrong. We shouldn't play a tune simply because it is by a country legend if the tune doesn't merit consideration. In these days of declining audience, we can't afford to play bad music by anyone. However, to eliminate a song because the artist isn't young, pretty, or a cowboy is sheer madness."

"The name of the game is, always has been, and will continue to be . . . play the best music available," Van Horn says. "You will never convince me that 'A Good Year For The Roses' by George [Jones] and Alan [Jackson] wouldn't elicit more response than some of the ear candy we've allowed on our station. We owe these great talents an apology, but the biggest apology should go to our listeners. We are doing them a major disservice."

Van Horn, who also programs adult standards WOAM, top 40 WKZW, and modern WIHN, says country is lucky to have so many exclusive core artists, but it seems unconcerned about maintaining them. "I look at my CHR and say on that station I would be so blessed to have the core artists that country has now . . . artists that are indigenous to our format. In CHR, if you break an artist like Mariah Carey, all of a sudden you're sharing her with hot AC and urban."

Van Horn may have strong opinions, but he's probably also had to overcome more obstacles than most other PDs. "Being blind, I had so many people tell me early in my career, 'You can't make it as a broadcaster,'" he says. "Fortunately . . . I was taught very early on you will succeed or fail based on your own abilities."

Under Van Horn's guidance, WXCL is No. 1 in the market, 16.3 12-plus, and maintains an almost 5-share lead over the No. 2 station. He says WXCL "has been allowed to maintain our status as mainstream. We were never forced to be either young country or traditional country."

WXCL's playlist is about 60% current/recurrent and 30% gold. The remaining 10% is comprised of what Van Horn calls "texture cuts that fit the sound of our station but defy year categorizations," including Jones' "He Stopped Loving Her Today," Mel McDaniel's "Louisiana Saturday Night," and several Keith Whitley records. "I've seen so many quotes in the trades of stations that cut off at '86 or '87. That's ridiculous," he says. "I don't want my station to be predictable. One of the reasons we have a problem in our format right now is we've become predictable."

The station, which has no consultant, airs 38-42 currents and rotates powers 42 times a week, mediums 28 times, and lights 14 times.

Here's a recent afternoon hour on WXCL: Garth Brooks, "American Honky-Tonk Bar Association"; LeAnn Rimes, "One Way Ticket (Because I Can)"; Patty Loveless, "Lonely Too Long"; Brooks & Dunn, "A Man This Lonely"; the Mavericks, "Here Comes The Rain"; Jo Dee Messina, "You're Not In Kansas Anymore"; Mark Chesnutt, "It's A Little Too Late"; Randy Travis, "Before You Kill Us All"; Wynonna, "Tell Me Why"; Travis Tritt, "Where Corn Don't Grow"; Diamond Rio, "It's All In Your Head"; Daryle Singletary, "Too Much Fun"; George Strait, "Ocean Front Property"; Tracy Byrd, "Big Love"; BlackHawk, "I'm Not Strong Enough To Say No"; and Sammy Kershaw, "Politics, Religion, And Her."

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<b>RICK TREVINO</b> • <i>Running Out Of Reasons To Run (COLUMBIA)</i>	<b>+397</b>
WBUB +17, WKXK +16, WROO +15, KOUL +13, WYNK +13, WNOE +13, WMSI +12, WKCT +12, KXKT +12, KNAX +12	
<b>DARYLE SINGLETARY</b> • <i>Amen Kind Of Love (GIANT)</i>	<b>+387</b>
WBOB +20, KIKK +16, WNCY +15, KSSN +14, WIRK +14, WIOV +13, WQYK +13, WFMS +13, WBEE +12, KKAT +12	
<b>BROOKS &amp; DUNN</b> • <i>A Man This Lonely (ARISTA)</i>	<b>+380</b>
WKQC +26, WYGY +22, WYCD +21, WKXK +17, WUSN +14, KFRG +13, KSSN +12, WRBQ +12, KFMS +11, KTST +10	
<b>REBA MCENTIRE</b> • <i>How Was I To Know (MCA)</i>	<b>+377</b>
WKXK +19, WHSL +14, WBCT +14, KYNG +14, KJJY +13, KGMV +12, KHEY +12, WRNS +11, WSTH +11, KYCY +10	
<b>DAVID KERSH</b> • <i>Another You (CURB)</i>	<b>+360</b>
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<b>LORRIE MORGAN</b> • <i>Good As I Was To You (BNA)</i>	<b>+313</b>
WKSF +11, WCUZ +11, KTST +10, KXKC +10, WHSL +9, WSTH +9, WWGR +8, WIOV +8, WYCD +8, KRYS +8	
<b>RICOCHET</b> • <i>Ease My Troubled Mind (COLUMBIA)</i>	<b>+298</b>
WQDR +18, WWGR +15, WYCD +14, KWEN +14, WBCT +13, WGH +13, WHSL +10, KVET +10, WAMZ +10, WGGY +9	

## MOST NEW AIRPLAY THIS WEEK

	No. Of Stations		No. Of Stations
<b>CLAY WALKER</b>	42	<b>TRACE ADKINS</b>	19
<i>Rumor Has It (Giant)</i>		<i>(This Ain't) No Thinkin' Thing (Capitol Nashville)</i>	
<b>TRACY BYRD</b>	31	<b>LORRIE MORGAN</b>	19
<i>Don't Take Her She's All I Got (MCA)</i>		<i>Good As I Was To You (BNA)</i>	
<b>MILA MASON</b>	25	<b>THE BUFFALO CLUB</b>	16
<i>Dark Horse (Atlantic)</i>		<i>If She Don't Love You (Rising Tide)</i>	
<b>DAVID KERSH</b>	22	<b>MARY CHAPIN CARPENTER</b>	16
<i>Another You (Curb)</i>		<i>I Want To Be Your Girlfriend (Columbia)</i>	
<b>BILL ENGVALL WITH SPECIAL GUEST TRAVIS TRITT</b>	21	<b>RICOCHET</b>	15
<i>Here's Your Sign (Get The Picture) (Warner Bros.)</i>		<i>Ease My Troubled Mind (Columbia)</i>	

# VIDEO PLAYLISTS

## TNN THE NASHVILLE NETWORK The Heart of Country

	TW	LW		TW	LW		
1	Travis Tritt, Where Corn Don't Grow	5	4	14	Bill Engvall With Special Guest Travis Tritt, Here's Your Sign (Get The Picture)	23	21
2	Mindy McCready (Feat. Lonestars R. McDonald), Maybe He'll Notice Her Now	5	4	15	Brooks & Dunn, A Man This Lonely	27	28
3	Shania Twain, God Bless The Child	4	4	16	Rick Trevino, Running Out Of Reasons To Run	27	34
4	Brooks & Dunn, A Man This Lonely	4	4	17	Kevin Sharp, Nobody Knows	25	32
5	Toby Keith, Me Too	4	4	18	Billy Ray Cyrus, Three Little Words	21	21
6	Rick Trevino, Running Out Of Reasons To Run	4	4	19	Trace Adkins, (This Ain't) No Thinkin' Thing	21	22
7	Faith Hill, I Can't Do That Anymore	4	5	20	Lorrie Morgan, Good As I Was To You	21	21
8	Trisha Yearwood, Everybody Knows	4	4	21	Tracy Byrd, Don't Take Her She's All I Got	21	21
9	Bryan White, That's Another Song	4	4	22	Terri Clark, Emotional Girl	21	37
10	Mark Chesnut, It's A Little Too Late	4	4	23	Gary Allan, Forever And A Day	21	21
11	Alison Krauss, Baby Mine	4	3	24	Mark Chesnut, Let It Rain	21	32
12	Daryle Singletary, Amen Kind Of Love	4	4	25	Clay Walker, Rumor Has It	21	21
13	John Berry, She's Taken A Shine	4	4	26	David Lee Murphy, Genuine Rednecks	20	21
14	Trace Adkins, (This Ain't) No Thinkin' Thing	4	3	27	Martina McBride, Cry On The Shoulder Of The Road	20	21
15	Lorrie Morgan, Good As I Was To You	4	2	28	John Jennings, Everybody Loves Me	20	5
16	Doug Supernaw & Herschel Walker, Four Score And Seven Beers Ago	4	2	29	John Berry, She's Taken A Shine	18	20
17	Clay Walker, Rumor Has It	4	0	30	James Bonamy, All I Do Is Love Her	15	14
18	James Bonamy, All I Do Is Love Her	3	3	31	Ty Herndon, She Wants To Be Wanted Again	15	14
19	Ty Herndon, She Wants To Be Wanted Again	3	4	32	Reba McEntire, The Fear Of Being Alone	14	15
20	Tracy Lawrence, Is That A Tear	3	5	33	BRS-49, Even If It's Wrong	14	15
21	BRS-49, Even If It's Wrong	3	3	34	Paul Brandt, I Meant To Do That	14	15
22	Deryl Dodd, That's How I Got To Memphis	3	3	35	Crystal Bernard, Have We Forgotten What Love Is	14	15
23	Deana Carter, We Danced Anyway	3	3	36	Alan Jackson, Little Bitty	14	24
24	Ricochet, Ease My Troubled Mind	3	3	37	Deryl Dodd, That's How I Got To Memphis	14	14
25	David Lee Murphy, Genuine Rednecks	3	0	38	Harley Allen, Boy She Did	14	14
26	Martina McBride, Cry On The Shoulder Of The Road	3	2	39	Regina Regina, More Than I Wanted To Know	14	14
27	Billy Ray Cyrus, Three Little Words	3	3	40	Thrasher Shiver, Be Honest	14	14
28	Tracy Byrd, Don't Take Her She's All I Got	3	3	41	Great Plains, Woverton Mountain	14	14
29	Terri Clark, Emotional Girl	3	4	42	Kippi Brannon, Daddy's Little Girl	14	12
30	Gary Allan, Forever And A Day	3	0	43	Bryan Smith, Jack Of All Trades	14	14
				44	Royal Wade Kimes, Another Man's Sky	14	4

## COUNTRY RECURRENT AIRPLAY

RANK	TW PLAYS	LW PLAYS	TITLE ARTIST (LABEL)	RANK	TW PLAYS	LW PLAYS	TITLE ARTIST (LABEL)
1	2549	2826	ONE WAY TICKET (BECAUSE I CAN) LEANN RIMES (CURB)	14	1171	1173	DADDY'S MONEY RICOCHET (COLUMBIA)
2	2257	3155	BIG LOVE TRACY BYRD (MCA)	15	1156	1076	BLUE CLEAR SKY GEORGE STRAIT (MCA)
3	2256	2624	HER MAN GARY ALLAN (DECCA)	16	1137	1259	ME AND YOU KENNY CHESNEY (BNA)
4	1851	1982	EVERY LIGHT IN THE HOUSE TRACE ADKINS (CAPITOL NASHVILLE)	17	1136	1136	SHE NEVER LETS IT GO TO HER HEART TIM MCGRAW (CURB)
5	1598	1783	STRAWBERRY WINE DEANA CARTER (CAPITOL NASHVILLE)	18	1130	1154	I CAN STILL MAKE CHEYENNE GEORGE STRAIT (MCA)
6	1556	1881	THAT OL' WIND GARTH BROOKS (CAPITOL NASHVILLE)	19	1071	1074	MORE THAN YOU'LL EVER KNOW TRAVIS TRITT (WARNER BROS.)
7	1452	1609	GOODNIGHT SWEETHEART DAVID KERSH (CURB)	20	1062	1074	NO ONE NEEDS TO KNOW SHANIA TWAIN (MERCURY NASHVILLE)
8	1414	1351	SO MUCH FOR PRETENDING BRYAN WHITE (ASYLUM)	21	1055	1045	GUYS DO IT ALL THE TIME MINDY MCCREADY (BNA)
9	1393	1418	LIVING IN A MOMENT TY HERNDON (EPIC)	22	1036	1028	CHECK YES OR NO GEORGE STRAIT (MCA)
10	1360	1473	LONELY TOO LONG PATTY LOVELESS (EPIC)	23	1014	1032	TIME MARCHES ON TRACY LAWRENCE (ATLANTIC)
11	1318	1288	MY MARIA BROOKS & DUNN (ARISTA)	24	966	908	ANY MAN OF MINE SHANIA TWAIN (MERCURY NASHVILLE)
12	1298	1301	BELIEVE ME BABY (I LIED) TRISHA YEARWOOD (MCA)	25	955	953	I LIKE IT, I LOVE IT TIM MCGRAW (CURB)
13	1296	1428	LIKE THE RAIN CLINT BLACK (RCA)				

Recurrents are titles which have appeared on the Hot Country Singles chart for 20 weeks and have dropped below the top 20.

# SAVE THESE DATES

# 1997 Billboard & Monitor

# Radio Seminar & Awards

## October 16 - 18, 1997

## The Renaissance Orlando Resort

### Orlando



For Week Ending February 2, 1997



Playlists supplied by Broadcast Data Systems' Radio Track service. Songs ranked by number of plays in monitored week. Playlists are listed in order of TSA weekly come, beginning with the highest-cumulative station. Comes are updated twice yearly following the release of the Spring and Fall Arbitron surveys. The number of stations shown each week varies depending upon space.

## COUNTRY

WUSN			KZLA			WKHX			KSCS			WMZQ			WXTU		
Chicago PD: Alan Sledge MD: Tricia Biondo			Los Angeles PD: John Sebastian APD/MD: Bill Fink			Atlanta PD: Neil McGinley MD: Johnny Gray			Dallas PD: Dean James MD: Linda O'Brian			Washington, DC PD: Mac Daniels MD: Jon Anthony			Philadelphia OM/PD: Gary McCarty MD: Jim Radler		
TW	LW		TW	LW		TW	LW		TW	LW		TW	LW		TW	LW	
1	Brooks & Dunn, A Man This Lonely	36 22	1	John Michael Montgomery, Friends	32 31	1	Tracy Lawrence, Is That A Tear	38 35	1	Alan Jackson, Everything I Love	13 31	1	Brooks & Dunn, A Man This Lonely	38 36	1	Clint Black, Half Way Up	34 31
2	Vince Gill, Pretty Little Adriana	35 30	2	Ty Herndon, She Wants To Be Wanted Again	32 27	2	Rick Trevino, Running Out Of Reasons To	36 31	2	Darley Singletary, Amen Kind Of Love	33 22	2	John Michael Montgomery, Friends	36 34	2	Rick Trevino, Running Out Of Reasons To	33 31
3	Trisha Yearwood, Everybody Knows	34 32	3	Tracy Lawrence, Is That A Tear	31 26	3	Clint Black, Half Way Up	36 29	3	Brooks & Dunn, A Man This Lonely	32 31	3	Vince Gill, Pretty Little Adriana	36 34	3	Tracy Lawrence, Is That A Tear	32 32
4	Deana Carter, We Danced Anyway	34 24	4	Brooks & Dunn, A Man This Lonely	30 25	4	Brooks & Dunn, A Man This Lonely	36 32	4	Rick Trevino, Running Out Of Reasons To	30 33	4	Mark Chesnut, It's A Little Too Late	36 36	4	Mark Chesnut, It's A Little Too Late	32 33
5	Clint Black, Half Way Up	34 34	5	Toby Keith, Me Too	27 27	5	Mark Chesnut, It's A Little Too Late	36 36	5	Clint Black, Half Way Up	28 27	5	Kevin Sharp, Nobody Knows	36 37	5	Kevin Sharp, Nobody Knows	31 31
6	Gary Allan, Her Man	33 37	6	John Berry, She's Taken A Shine	26 25	6	Trisha Yearwood, Everybody Knows	35 35	6	Ty Herndon, She Wants To Be Wanted Again	23 21	6	Gary Allan, Her Man	35 37	6	Faith Hill, I Can't Do That Anymore	30 29
7	John Michael Montgomery, Friends	33 36	7	Neal McCoy, That Woman Of Mine	24 23	7	Faith Hill, I Can't Do That Anymore	35 35	7	George Strait, King Of The Mountain	18 29	7	Trisha Yearwood, Everybody Knows	33 32	7	Trisha Yearwood, Everybody Knows	29 29
8	Darley Singletary, Amen Kind Of Love	32 23	8	Kevin Sharp, Nobody Knows	24 30	8	Vince Gill, Pretty Little Adriana	32 34	8	LeAnn Rimes, Unchained Melody	18 22	8	Alan Jackson, Everything I Love	32 32	8	Vince Gill, Pretty Little Adriana	28 31
9	Faith Hill, I Can't Do That Anymore	32 30	9	James Bonamy, All I Do Is Love Her	23 27	9	Darley Singletary, Amen Kind Of Love	29 21	9	LeAnn Rimes, Unchained Melody	17 17	9	LeAnn Rimes, Unchained Melody	32 35	9	Bryan White, That's Another Song	27 30
10	LeAnn Rimes, Unchained Melody	28 25	10	Kevin Sharp, Nobody Knows	22 11	10	David Kersh, Nobody Knows	26 41	10	Deana Carter, We Danced Anyway	16 13	10	Reba McEntire, How Was I To Know	32 31	10	Darley Singletary, Amen Kind Of Love	24 21
11	Mark Chesnut, It's A Little Too Late	23 23	11	Mindy McCready, Maybe He'll Notice Her N	21 28	11	LeAnn Rimes, Unchained Melody	23 23	11	Kevin Sharp, Nobody Knows	16 13	11	Clint Black, Half Way Up	31 29	11	Alan Jackson, Everything I Love	24 21
12	Patty Loveless, She Drew A Broken Heart	23 20	12	Paty Loveless, She Drew A Broken Heart	20 22	12	Mindy McCready, Maybe He'll Notice Her N	20 22	12	Gene Watson, Change Her Mind	16 17	12	Tracy Byrd, Big Love	30 29	12	John Berry, She's Taken A Shine	24 24
13	John Berry, She's Taken A Shine	23 19	13	Paul Brandt, I Meant To Do That	20 18	13	Deana Carter, We Danced Anyway	22 22	13	Faith Hill, I Can't Do That Anymore	16 19	13	Travis Tritt, Where Corn Don't Grow	30 32	13	Toby Keith, Me Too	24 24
14	Kevin Sharp, Nobody Knows	22 32	14	Reba McEntire, How Was I To Know	20 20	14	Paty Loveless, She Drew A Broken Heart	21 21	14	Deana Carter, We Danced Anyway	16 13	14	Toby Keith, Me Too	30 31	14	James Bonamy, All I Do Is Love Her	24 24
15	Travis Tritt, Where Corn Don't Grow	22 32	15	Ty Herndon, She Wants To Be Wanted Again	19 19	15	Toby Keith, Me Too	21 21	15	Travis Tritt, Where Corn Don't Grow	15 10	15	Clint Black, Half Way Up	29 29	15	Deana Carter, We Danced Anyway	24 21
16	Bill Engvall, Here's Your Sign	21 18	16	Buffalo Club, Where Corn Don't Grow	18 19	16	Reba McEntire, How Was I To Know	20 18	16	Sammy Kershaw, Politics, Religion And He	14 6	16	Deana Carter, We Danced Anyway	29 29	16	Ty Herndon, She Wants To Be Wanted Again	24 22
17	Tracy Lawrence, Is That A Tear	20 21	17	Marty Stuart, You Can't Stop Love	18 21	17	Daryl Dodd, That's How I Got To Memphis	18 18	17	Daryl Dodd, That's How I Got To Memphis	14 10	17	Rick Trevino, Running Out Of Reasons To	28 28	17	Patty Loveless, She Drew A Broken Heart	22 14
18	Bryan White, That's Another Song	19 17	18	Ricochet, Ease My Troubled Mind	17 18	18	LeAnn Rimes, One Way Ticket	18 19	18	LeAnn Rimes, One Way Ticket	13 5	18	John Berry, She's Taken A Shine	27 29	18	Travis Tritt, Where Corn Don't Grow	21 20
19	Diamond Rio, Holdin'	18 16	19	Reba McEntire, How Was I To Know	17 17	19	Tim McGraw, Maybe We Should Just Sleep O	17 18	19	LeAnn Rimes, Unchained Melody	18 18	19	Marty Stuart, You Can't Stop Love	19 19	19	Mindy McCready, Maybe He'll Notice Her N	19 19
20	Reba McEntire, How Was I To Know	17 19	20	Mark Chesnut, It's A Little Too Late	17 17	20	Mary Chapin Carpenter, Let Me Into Your	18 18	20	Vince Gill, Pretty Little Adriana	13 21	20	George Strait, King Of The Mountain	25 14	20	Alan Jackson, Little Bitty	19 18
21	Alan Jackson, Everything I Love	17 16	21	LeAnn Rimes, Unchained Melody	17 17	21	Trace Adkins, (This Ain't) No Thinkin' T	18 9	21	Trace Adkins, (This Ain't) No Thinkin' T	13 20	21	Garth Brooks, That Ol' Wind	19 19	21	John Berry, She's Taken A Shine	24 21
22	Toby Keith, Me Too	17 20	22	Trisha Yearwood, Everybody Knows	16 17	22	James Bonamy, All I Do Is Love Her	18 16	22	Lonestar, Heartbreak Every Day	13 6	22	Garth Brooks, That Ol' Wind	26 22	22	Alan Jackson, Little Bitty	19 18
23	Alan Jackson, Little Bitty	16 22	23	Vince Gill, Pretty Little Adriana	16 17	23	Diamond Rio, Holdin'	18 11	23	Trace Adkins, (This Ain't) No Thinkin' T	12 11	23	Paty Loveless, She Drew A Broken Heart	17 10	23	LeAnn Rimes, Unchained Melody	15 15
24	LeAnn Rimes, One Way Ticket	15 20	24	Tracy Byrd, Big Love	16 16	24	Tracy Byrd, Big Love	17 19	24	Reba McEntire, How Was I To Know	12 8	24	Paty Loveless, She Drew A Broken Heart	15 15	24	Clint Black, Half Way Up	17 16
25	Mindy McCready, Maybe He'll Notice Her N	15 15	25	Tracy Lawrence, Is That A Tear	15 15	25	Deana Carter, Strawberry Wine	16 15	25	Mark Chesnut, It's A Little Too Late	11 13	25	Alan Jackson, Little Bitty	15 15	25	Lonestar, Heartbreak Every Day	17 16
26	Rick Trevino, Running Out Of Reasons To	15 18	26	Alan Jackson, Little Bitty	15 14	26	Garth Brooks, That Ol' Wind	16 13	26	John Michael Montgomery, Friends	11 17	26	Deana Carter, Strawberry Wine	15 15	26	LeAnn Rimes, Unchained Melody	16 18
27	Sammy Kershaw, Politics, Religion And He	15 8	27	Darley Singletary, Amen Kind Of Love	15 15	27	Clint Black, Half Way Up	16 17	27	Alabama, The Maker Said Take Her	11 11	27	Alan Jackson, Little Bitty	15 15	27	Diamond Rio, Holdin'	16 17
28	George Strait, King Of The Mountain	14 11	28	Clint Black, Half Way Up	14 21	28	Clint Black, Half Way Up	16 17	28	Alan Jackson, Little Bitty	11 11	28	Deana Carter, Strawberry Wine	15 15	28	LeAnn Rimes, Unchained Melody	16 17
29	Ricochet, Ease My Troubled Mind	14 11	29	Kenny Chesney, When I Close My Eyes	14 13	29	Ty Herndon, She Wants To Be Wanted Again	16 18	29	David Kersh, Goodnight Sweetheart	10 9	29	Alan Jackson, Little Bitty	15 15	29	LeAnn Rimes, One Way Ticket	16 17
30	George Strait, Stronger Than Pride	14 10	30	Faith Hill, I Can't Do That Anymore	13 17	30	David Lee Murphy, The Road You Leave Beh	15 15	30	David Kersh, Goodnight Sweetheart	10 9	30	Vince Gill, Words Apart	14 13	30	David Lee Murphy, The Road You Leave Beh	16 19

For those of us who have spent  
Valentine's Day alone ...

# Kevin Sharp

## She's Sure Taking It Well

The second single and video  
from his gold debut,

### Measure Of A Man

Produced by Chris Farrer

Management: Sound & Serenity Management



Airplay:  
Valentine's Day



Playlists supplied by Broadcast Data Systems' Radio Track service. Songs ranked by number of plays in monitored week.

For Week Ending February 2, 1997

Grid of 48 country music playlists for stations including WTQR, WDSY, WSIX, KMLE, KFRG, WSOC, WUBE, WQYK, WKXK, WRBQ, WWKA, WHKO, WAMZ, WKLB, WWYZ, KSN, WSSL, WMIL, WSM, KWJJ, WKIS, KBEQ, WZZK, and WDAF. Each station's playlist includes song titles, artists, and play counts.

# SONG ACTIVITY REPORTS

For Week Ending February 2, 1997



Detailed song tracking information for the last 3 weeks for all songs showing increased play this week. Total plays and gain do not include video play. Markets listed in order of population.

## COUNTRY

Total Plays/Gain		Total Plays/Gain		Total Plays/Gain		Total Plays/Gain		Total Plays/Gain	
<b>JOHN BERRY 3466/244</b>									
<i>She's Taken A Shine (Capitol Nashville)</i>									
Total Stations: 158 Chart Move: 20-17									
LA	WV	WV	WV	WV	WV	WV	WV	WV	WV
Chicago	WV	WV	WV	WV	WV	WV	WV	WV	WV
<b>CLINT BLACK 4453/143</b>									
<i>Half Way Up (RCA)</i>									
Total Stations: 160 Chart Move: 7-8									
LA	WV	WV	WV	WV	WV	WV	WV	WV	WV
Chicago	WV	WV	WV	WV	WV	WV	WV	WV	WV
<b>JAMES BONAMY 2438/96</b>									
<i>All I Do Is Love Her (Epic)</i>									
Total Stations: 155 Chart Move: 28-27									
LA	WV	WV	WV	WV	WV	WV	WV	WV	WV
Chicago	WV	WV	WV	WV	WV	WV	WV	WV	WV
<b>PAUL BRANDT 1538/105</b>									
<i>I Meant To Do That (Reprise)</i>									
Total Stations: 143 Chart Move: 39-40									
LA	WV	WV	WV	WV	WV	WV	WV	WV	WV
Chicago	WV	WV	WV	WV	WV	WV	WV	WV	WV
<b>BROOKS &amp; DUNN 5155/380</b>									
<i>A Man This Lonely (Arista)</i>									
Total Stations: 160 Chart Move: 6-2									
LA	WV	WV	WV	WV	WV	WV	WV	WV	WV
Chicago	WV	WV	WV	WV	WV	WV	WV	WV	WV
<b>TRACY BYRD 1757/668</b>									
<i>Don't Take Her She's All I Got (MCA)</i>									
Total Stations: 137 Chart Move: 44-37									
LA	WV	WV	WV	WV	WV	WV	WV	WV	WV
Chicago	WV	WV	WV	WV	WV	WV	WV	WV	WV
<b>DEANA CARTER 4178/285</b>									
<i>We Danced Away (Capitol Nashville)</i>									
Total Stations: 161 Chart Move: 12-11									
LA	WV	WV	WV	WV	WV	WV	WV	WV	WV
Chicago	WV	WV	WV	WV	WV	WV	WV	WV	WV
<b>KENNY CHESNEY 2321/511</b>									
<i>When I Close My Eyes (BNA)</i>									
Total Stations: 155 Chart Move: 36-28									
LA	WV	WV	WV	WV	WV	WV	WV	WV	WV
Chicago	WV	WV	WV	WV	WV	WV	WV	WV	WV
<b>TERRI CLARK 2260/415</b>									
<i>Emotional Girl (Mercury Nashville)</i>									
Total Stations: 155 Chart Move: 35-30									
LA	WV	WV	WV	WV	WV	WV	WV	WV	WV
Chicago	WV	WV	WV	WV	WV	WV	WV	WV	WV



Detailed song tracking information for the last 3 weeks for all songs showing increased plays this week. Total plays and gain do not include airplay. Markets listed in order of population.

COUNTRY

DIAMOND RIO 2783/348 Holdin' (Arista) Total Stations: 158 Chart Move: 26-22

DERYL DODD 1663/43 That's How I Got To Memphis (Columbia) Total Stations: 145 Chart Move: 37-39

BILL ENGVALL WITH SPECIAL GUEST TRAVIS TRITT 1693/490 Here's Your Sign (Get The Picture) (Warner Bros.) Total Stations: 127 Chart Move: 41-38

VINCE GILL 4981/137 Pretty Little Adriana (MCA) Total Stations: 161 Chart Move: 7-3

TY HERNDON 2737/71 She Wants To Be Wanted Again (Epic) Total Stations: 157 Chart Move: 24-23

ALAN JACKSON 3290/98 Everything I Love (Arista) Total Stations: 161 Chart Move: 21-19

TOBY KEITH 4028/438 Me Too (Mercury Nashville) Total Stations: 160 Chart Move: 15-12

DAVID KERSH 1387/360 Another You (Curb) Total Stations: 133 Chart Move: 45-41

SAMMY KERSHAW 2038/139 Politics, Religion And Her (Mercury Nashville) Total Stations: 152 Chart Move: 33-32

LONESTAR 2536/252 Heartbroke Every Day (BNA) Total Stations: 153 Chart Move: 30-25

# MONITOR SONG ACTIVITY REPORTS

For Week Ending February 2, 1997


  
 Broadcast Data Systems
   
 Detailed song tracking information for the last 3 weeks for all songs showing increased play this week. Total plays and gain do not include video play. Markets listed in order of population.

## COUNTRY

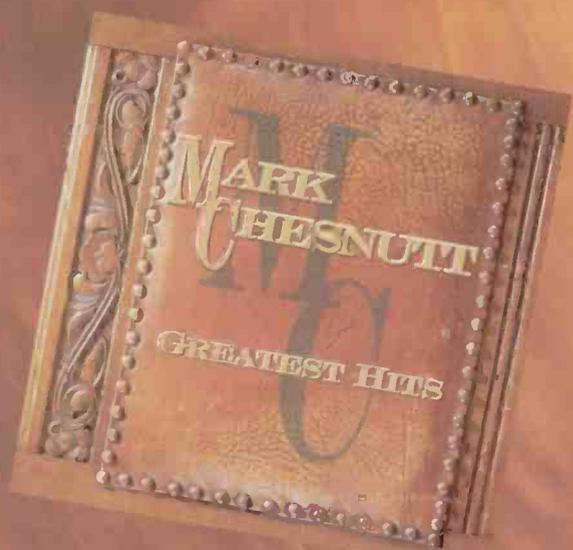
PATTY LOVELESS 3907/158										MINDY MCCREARY (FEAT. LONESTARS RICHELLE McDONALD) 3363/95										REBA MCENTIRE 3742/377										RICOCHET 1841/298										LEANN RIMES 3832/283										
She Drew A Broken Heart (Epic)										Maybe He'll Notice Her Now (BNA)										How Was I To Know (MCA)										Ease My Troubled Mind (Columbia)										Unchained Melody (Curb)										
Total Stations: 160										Total Stations: 159										Total Stations: 160										Total Stations: 143										Total Stations: 160										
Chart Move: 13-14										Chart Move: 19-18										Chart Move: 17-16										Chart Move: 38-35										Chart Move: 16-15										
City	Station	TP	W1	W2	W3	W4	W5	W6	W7	City	Station	TP	W1	W2	W3	W4	W5	W6	W7	City	Station	TP	W1	W2	W3	W4	W5	W6	W7	City	Station	TP	W1	W2	W3	W4	W5	W6	W7	City	Station	TP	W1	W2	W3	W4	W5	W6	W7	
LA.	CMT	23	24	25	26	27	28	29	30	LA.	CMT	28	29	30	31	32	33	34	35	36	LA.	CMT	25	26	27	28	29	30	31	32	LA.	CMT	14	15	16	17	18	19	20	21	LA.	CMT	25	26	27	28	29	30	31	32
Chicago	KIKF	23	24	25	26	27	28	29	30	Chicago	KIKF	28	29	30	31	32	33	34	35	36	Chicago	KIKF	25	26	27	28	29	30	31	32	Chicago	KIKF	14	15	16	17	18	19	20	21	Chicago	KIKF	25	26	27	28	29	30	31	32

DARYLE SINGLETERY 4537/387										MARTY STUART 1958/46										RICK TRUITT 4487/397										TRAVIS TRITT 3965/294										CLAY WALKER 2120/810										
Amen Kind Of Love (Giant)										You Can't Stop Love (MCA)										Running Out Of Reasons To Run (Columbia)										Where Corn Don't Grow (Warner Bros.)										Rumor Has It (Giant)										
Total Stations: 160										Total Stations: 154										Total Stations: 160										Total Stations: 159										Total Stations: 150										
Chart Move: 9-6										Chart Move: 32-33										Chart Move: 11-7										Chart Move: 14-13										Chart Move: 40-31										
City	Station	TP	W1	W2	W3	W4	W5	W6	W7	City	Station	TP	W1	W2	W3	W4	W5	W6	W7	City	Station	TP	W1	W2	W3	W4	W5	W6	W7	City	Station	TP	W1	W2	W3	W4	W5	W6	W7	City	Station	TP	W1	W2	W3	W4	W5	W6	W7	
LA.	CMT	29	30	31	32	33	34	35	36	LA.	CMT	27	28	29	30	31	32	33	34	35	LA.	CMT	27	28	29	30	31	32	33	34	LA.	CMT	28	29	30	31	32	33	34	35	LA.	CMT	21	22	23	24	25	26	27	28
Chicago	KIKF	29	30	31	32	33	34	35	36	Chicago	KIKF	27	28	29	30	31	32	33	34	35	Chicago	KIKF	27	28	29	30	31	32	33	34	Chicago	KIKF	28	29	30	31	32	33	34	35	Chicago	KIKF	21	22	23	24	25	26	27	28



# MARK CHESNUTT

~~11~~  
~~TEN~~ HITS  
AND ~~TWO~~ <sup>1</sup>  
NEW SONGS



Thanks for making  
“IT’S A LITTLE TOO LATE”

#1 at Billboard for two weeks

#1 at R&R

#1 at Gavin

#1 at TNN

When it rains it pours...

“LET IT RAIN” the next single  
coming soon.



Decca  
RECORDS

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Compiled from a national sample of airplay supplied by Broadcast Data Systems' Radio Track service to Country Airplay Monitor. 161 country stations are electronically monitored 24 hours a day, 7 days a week. Songs are ranked by number of detections. © 1997 Billboard/BPI Communications.

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE/LABEL/PROMOTION LABEL	ARTIST	DETECTIONS		
					TW	LW	
			<b>*** No. 1 ***</b>				
1	1	20	<b>IT'S A LITTLE TOO LATE</b> DECCA 2 weeks at No. 1	MARK CHESNUTT	5289	5330	
2	6	11	A MAN THIS LONELY ARISTA	BROOKS & DUNN	5155	4775	
3	4	15	PRETTY LITTLE ADRIANA MCA	VINCE GILL	4981	4844	
4	3	15	EVERYBODY KNOWS MCA	TRISHA YEARWOOD	4913	5100	
5	2	16	IS THAT A TEAR ATLANTIC	TRACY LAWRENCE	4551	5125	
6	9	19	AMEN KIND OF LOVE GIANT	DARYLE SINGLETARY	4537	4150	
7	11	17	RUNNING OUT OF REASONS TO RUN COLUMBIA	RICK TREVINO	4487	4090	
8	7	12	HALF WAY UP RCA	CLINT BLACK	4453	4310	
9	5	21	NOBODY KNOWS 143/ASYLUM	KEVIN SHARP	4334	4832	
10	8	18	I CAN'T DO THAT ANYMORE WARNER BROS.	FAITH HILL	4242	4265	
11	12	10	WE DANCED ANYWAY CAPITOL NASHVILLE	DEANA CARTER	4178	3893	
12	15	13	ME TOO MERCURY NASHVILLE	TOBY KEITH	4028	3590	
13	14	13	WHERE CORN DON'T GROW WARNER BROS.	TRAVIS TRITT	3965	3671	
14	13	9	SHE DREW A BROKEN HEART EPIC	PATTY LOVELESS	3907	3749	
15	16	9	UNCHAINED MELODY CURB	LEANN RIMES	3832	3549	
16	17	8	HOW WAS I TO KNOW MCA	REBA MCENTIRE	3742	3365	
17	20	11	SHE'S TAKEN A SHINE CAPITOL NASHVILLE	JOHN BERRY	3466	3222	
18	19	19	MAYBE HE'LL NOTICE HER NOW BNA MINDY MCCREARY (FEATURING LONESTAR'S RICHIE McDONALD)		3363	3268	
			<b>*** AIRPOWER ***</b>				
19	21	5	<b>EVERYTHING I LOVE</b> ARISTA	ALAN JACKSON	3290	3192	
20	10	18	FRIENDS ATLANTIC	JOHN MICHAEL MONTGOMERY	3035	4101	
21	29	4	(THIS AIN'T) NO THINKIN' THING CAPITOL NASHVILLE	TRACE ADKINS	2971	2296	
22	26	10	HOLDIN' ARISTA	DIAMOND RIO	2783	2435	
23	24	16	SHE WANTS TO BE WANTED AGAIN EPIC	TY HERNDON	2737	2666	
24	22	9	KING OF THE MOUNTAIN MCA	GEORGE STRAIT	2733	3126	
25	30	11	HEARTBROKE EVERY DAY BNA	LONESTAR	2536	2284	
26	18	18	THAT'S ANOTHER SONG ASYLUM	BRYAN WHITE	2464	3335	
27	28	17	ALL I DO IS LOVE HER EPIC	JAMES BONAMY	2438	2342	
28	36	9	WHEN I CLOSE MY EYES BNA	KENNY CHESNEY	2321	1810	
29	25	17	LITTLE BITTY ARISTA	ALAN JACKSON	2268	2467	
30	35	6	EMOTIONAL GIRL MERCURY NASHVILLE	TERRI CLARK	2260	1845	
31	40	3	RUMOR HAS IT GIANT	CLAY WALKER	2120	1310	
32	33	15	POLITICS, RELIGION AND HER MERCURY NASHVILLE	SAMMY KERSHAW	2038	1899	
33	32	17	YOU CAN'T STOP LOVE MCA	MARTY STUART	1958	1912	
34	27	19	MAYBE WE SHOULD JUST SLEEP ON IT CURB	TIM MCGRAW	1925	2350	
35	38	5	EASE MY TROUBLED MIND COLUMBIA	RICOCHET	1841	1543	
36	31	20	THE FEAR OF BEING ALONE MCA	REBA MCENTIRE	1824	2093	
37	44	4	DON'T TAKE HER SHE'S ALL I GOT MCA	TRACY BYRD	1757	1089	

THIS WEEK	LAST WEEK	WKS. ON CHART	TITLE/LABEL/PROMOTION LABEL	ARTIST	DETECTIONS		
					TW	LW	
38	41	4	HERE'S YOUR SIGN (GET THE PICTURE) WARNER BROS.	BILL ENGVALL WITH SPECIAL GUEST TRAVIS TRITT	1693	1203	
39	37	15	THAT'S HOW I GOT TO MEMPHIS COLUMBIA	DERYL DODD	1663	1620	
40	39	14	I MEANT TO DO THAT REPRISE	PAUL BRANDT	1538	1433	
41	45	5	ANOTHER YOU CURB	DAVID KERSH	1387	1027	
42	42	10	THAT WOMAN OF MINE ATLANTIC	NEAL MCCOY	1308	1160	
43	48	5	IF SHE DON'T LOVE YOU RISING TIDE	THE BUFFALO CLUB	1165	921	
44	50	4	GOOD AS I WAS TO YOU BNA	LORRIE MORGAN	1009	696	
45	43	19	POOR, POOR PITIFUL ME MERCURY NASHVILLE	TERRI CLARK	991	1142	
46	46	20	LET ME INTO YOUR HEART COLUMBIA	MARY CHAPIN CARPENTER	776	1022	
47	47	9	IT'S OVER MY HEAD COLUMBIA	WADE HAYES	766	955	
48	52	4	CRY ON THE SHOULDER OF THE ROAD RCA	MARTINA MCBRIDE	751	609	
49	53	5	455 ROCKET MERCURY NASHVILLE	KATHY MATTEA	737	550	
50	58	3	I WANT TO BE YOUR GIRLFRIEND COLUMBIA	MARY CHAPIN CARPENTER	625	337	
51	60	2	DARK HORSE ATLANTIC	MILA MASON	558	323	
52	57	5	FOREVER AND A DAY DECCA	GARY ALLAN	497	349	
53	54	4	GENUINE REDNECKS MCA	DAVID LEE MURPHY	496	448	
54	49	16	YOU JUST GET ONE IMPRINT	JEFF WOOD	419	833	
55	55	5	MORE THAN I WANTED TO KNOW GIANT	REGINA REGINA	403	382	
56	56	17	KISS THE GIRL WALT DISNEY	LITTLE TEXAS	383	366	
57	64	2	COLD OUTSIDE MCA	BIG HOUSE	342	196	
58	51	8	ALL OF THE ABOVE RCA	TY ENGLAND	297	674	
59	61	4	CHANGE HER MIND STEP ONE	GENE WATSON	262	209	
60	68	2	LONG TRAIL OF TEARS CAPITOL NASHVILLE	GEORGE DUCAS	230	139	
61	63	20	WOULD I WARNER BROS.	RANDY TRAVIS	198	199	
			<b>*** Hot Shot Debut ***</b>				
62	<b>NEW</b>		<b>I'D LOVE YOU TO LOVE ME</b> CAPITOL NASHVILLE	EMILIO	188	1	
63	75	2	SHE'S SURE TAKING IT WELL 143/ASYLUM	KEVIN SHARP	184	98	
64	<b>NEW</b>		<b>THAT'S WHAT HAPPENS WHEN I HOLD YOU</b> RCA	AARON TIPPIN	170	72	
65	<b>RE-ENTRY</b>		<b>DADDY'S LITTLE GIRL</b> CURB/UNIVERSAL	KIPPI BRANNON	162	72	
66	66	2	THREE LITTLE WORDS MERCURY NASHVILLE	BILLY RAY CYRUS	155	160	
67	59	18	HIGH LOW AND IN BETWEEN MERCURY NASHVILLE	MARK WILLS	151	336	
68	<b>NEW</b>		<b>SAY YES</b> CURB	BURNIN' DAYLIGHT	133	26	
69	73	2	DO THE RIGHT THING MCA	GEORGE STRAIT	122	113	
70	72	4	ALWAYS A WOMAN COLUMBIA	LARRY STEWART	114	114	
71	70	3	THE OLD STUFF CAPITOL NASHVILLE	GARTH BROOKS	109	116	
72	67	19	BURY THE SHOVEL GIANT	CLAY WALKER	108	139	
73	<b>RE-ENTRY</b>		<b>CHEROKEE BOOGIE</b> ARISTA	BR5-49	107	88	
74	71	19	AIN'T GOT NOTHIN' ON US ATLANTIC	JOHN MICHAEL MONTGOMERY	103	114	
75	74	15	HAVE WE FORGOTTEN WHAT LOVE IS RIVER NORTH	CRYSTAL BERNARD	95	109	

Records showing an increase in detections over the previous week, regardless of chart movement. Airpower awarded to those records which attain 3200 detections for the first time. If two records are tied in number of plays, the record being played on more stations is placed first. Records below the top 20 that are decreasing in plays are removed from the chart after 20 weeks.

country radio seminar 'kən-treɪˈræd-ə-ŋ-ə-nær 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 rement) 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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