

**R&R BACK PAGE EXPANDS!
ALL 12 FORMATS FEATURED**

This week R&R's Back Page expands to become the Back Pages, with Rock and Urban AC joining our format-by-format National Airplay Overview and NAC and Adult Alternative now sporting 30-position charts. All the new charts feature Breaker information and two-week trends, too.
Pages 82-83

**PROMO EXECS URGE PDs TO
FOLLOW INSTINCTS IN '96**

Four top promo execs — Columbia's Jerry Blair, Island's Joe Riccitelli, Elektra's Greg Thompson, and EMI's Peter Napoliello — tell us why program directors should rely less on research in the coming year.
Page 22

**VIEWING BOTH SIDES OF THE
RADIO-RETAIL RELATIONSHIP**

Tower Records Media Coordinator Jeff Vidulich and KRXQ/Sacramento PD Curtiss Johnson explain how to maximize your station's relationship with record retailers.
Page 63

PEOPLE IN THE NEWS

- Skip Weller named Chancellor Regional Mgr./Denver & Phoenix; Joe Bayliss to Sacramento trio GM; John Rohm to Cincinnati trombo GM
- Jack Purcell to head Reprise & Giant's consolidated Nashville promo efforts
- Rick Baumgartner elevated to WB/Nashville Dir./Nat'l Promo
- Tim Murphy now VP/Promo for Rising Tide/Nashville
- Dean Anthony named VP/PD for WHLI-AM/Long Island
- Rob Roberts appointed WHYI (Y-100)/Miami PD
- Harold Austin elevated to KKBT/L.A. PD

Page 3

THIS #1 WEEK

CHR/POP

- MARIAH CAREY One Sweet Day (Columbia/CRG)

CHR/RHYTHMIC

- MARIAH CAREY One Sweet Day (Columbia/CRG)

URBAN

- MONICA Before You Walk Out Of ... (Rowdy/Arista)

URBAN AC

- WHITNEY HOUSTON Exhale (Shoop Shoop) (Arista)

COUNTRY

- FAITH HILL It Matters To Me (WB)

NAC

- SPECIAL EFX Seduction (JVC)

HOT AC

- MARIAH CAREY One Sweet Day (Columbia/CRG)

AC

- MARIAH CAREY One Sweet Day (Columbia/CRG)

ACTIVE ROCK

- PEARL JAM I Got Id (Epic)

ROCK

- COLLECTIVE SOUL The World I Know (Atlantic)

ALTERNATIVE

- OASIS Wonderwall (Epic)

ADULT ALTERNATIVE

- TOM PETTY Waiting For Tonight (MCA)

NEWSSTAND PRICE \$6.50



Palmese Returns To Arista

Richard Palmese has been named Sr. VP/Promotion at Arista Records. Most recently President of MCA Records, Palmese held various posts in Arista's Promotion Department from 1975 to 1983.

Palmese will be the third-highest ranking exec at Arista, reporting to President Clive



Palmese

Davis. He fills the void left by Rick Bisceglia, who was reportedly assigned to a BMG post until his contract expires.

Palmese joined MCA in 1983 as Exec. VP/Marketing & Promotion and was named Exec. VP/GM in 1988. He rose to President two years later. During his MCA reign, Palmese

PALMESE/See Page 18

Fall Book Spawns Howls From L.A. GMs

At issue: Did Arbitron methodology tilt in favor of Spanish stations?

By RON RODRIGUES
R&R MANAGING EDITOR

The rapidly changing ethnic landscape in Los Angeles has been a fascinating phenomenon for sociologists, statisticians, and demographers. Now you can add to that list Arbitron execs and radio managers.

The market probably represents the most diverse mix of cultures of any American metro area, and 13 station managers are wondering if they've landed on the short end of Arbitron methodology, which they say is weighted in favor of Spanish-speaking listeners. They were

particularly incensed with the results of the Fall '95 survey, in which listening to Spanish-language radio was up 21% over the average of the previous four books.

In turn, the managers of stations that appeal to Latinos argue they're finally getting their due — that their numbers reflect top-notch marketing and programming, new market population data, and improved Arbitron methodologies.

In the middle of all this: Arbitron, which stands by its Fall '95 results and points out that the fall survey had a 50% greater sample than the previ-

ARBITRON/See Page 18

Spanish Station Gains Dominate Fall '95 Arbitrons

New York

	Su	'95	Fa	'95
WQHT-FM (CHR/R)	6.6	6.1		
WSKQ-FM (Span)	4.7	5.5		
WCBS-FM (Oldies)	4.8	4.9		
WRKS-FM (Urban/O)	6.1	4.9		
WLTW-FM (AC)	4.7	4.6		
WABC-AM (Talk)	3.6	4.5		
WPLJ-FM (Hot AC)	3.7	4.1		
WHTZ-FM (CHR/P)	4.2	3.8		
WCBS-AM (News)	3.3	3.7		
WXRK-FM (CR)	3.1	3.6		

WSKQ's Caribbean-flavored dance sound continued to electrify New York during the fall, according to the latest Arbitron numbers. The SBS station pulled into second place overall (the highest ever for a foreign-language station in New York) and moved 5.9-8.3 (third place) among 18-34s. Its AM counterpart, WADO, was up a full share. In L.A., controversy surrounds KLVE's stunning rise to the top (see story above) — but it holds commanding leads among 18-34s, 25-54s, and in mornings. Spanish KKHJ continues its rise and is tied for third in mornings.

COMPLETE RESULTS
FROM SIX MARKETS: PAGE 18

Los Angeles

	Su	'95	Fa	'95
KLVE-FM (Span)	4.8	6.9		
KPWR-FM (CHR/R)	5.3	5.5		
KFI-AM (Talk)	3.9	4.8		
KKBT-FM (Urban)	4.2	4.0		
KHIS-A/F (CHR/P)	4.2	3.6		
KOST-FM (AC)	3.2	3.6		
KROQ-FM (Alt)	4.5	3.6		
KRTH-FM (Oldies)	3.9	3.5		
KLAX-FM (Span)	3.3	3.2		
KTWV-FM (NAC)	2.9	3.2		

Goldman Jumps To VP/CBS AMs

CBS Radio has named industry veteran Ed Goldman VP/AM Stations. He succeeds Anna Mae Sokusky, who has held the position since 1988 and will remain with CBS through the end of January.

Goldman most recently was VP/GM of WBZ - A M / Boston and VP/Station Manager of WBZ-TV, posts he has held since 1993. Prior to that, he was President of Group W Television Sales.

"[Goldman's] depth of experience in managing News/Talk properties, combined with his knowledge of television news, make him an outstanding leader of this dynamic group of radio stations," CBS Radio Station Group President Dan Mason said. "Add Ed's thorough understanding of sports marketing on radio, and it's evident that these stations repre-

GOLDMAN/See Page 12



Goldman

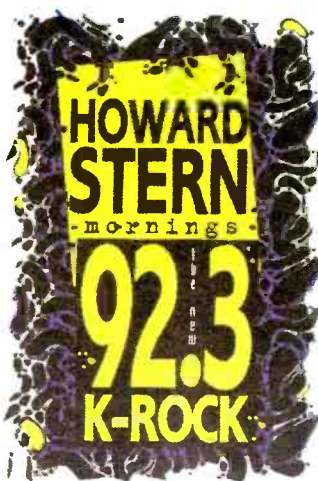
WXRK/NY Goes Alternative

Fate of staff still in air; KROQ's Weatherly to handle programming chores for time being

By SHAWN ALEXANDER
R&R ALTERNATIVE EDITOR

Infinity's WXRK (K-Rock)/New York switched from Classic Rock to Alternative last Friday (1/5) at 11am, following Howard Stern's show. Stern and sidekick Robin Quivers talked about the format change throughout their show and launched the first two hours under the respective aliases "Douche Baggy Bagg" and "Super Snatch."

Rumors began to swirl Thursday (1/4) when word leaked that there was a 5pm meeting at the station. Several Infinity execs were in the Big Apple to oversee WXRK's launch to "The New 92.3 K-Rock," including KROQ/Los Angeles VP/GM Trip Reeb and PD Kevin Weatherly and KOME/San Jose OM Ron Nenni and production person Jim Pratt. WXRK PD Andre Gard-



ner and the entire staff currently are still in place, although the station plans to remain jockless for at least 10 days. Weatherly will remain in New York through the

WXRK/See Page 10

Blizzard Buries NE Stations

Stations struggle to stay on-air during storm

By ADAM JACOBSON
R&R STAFF WRITER

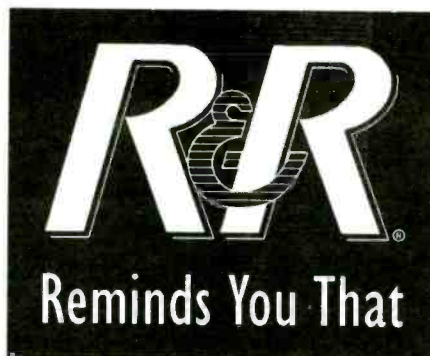
Just two weeks after music stations were playing "Let It Snow!" radio stations along the eastern seaboard were begging, "Make it stop!" The Blizzard of '96 came and went last weekend, dumping two feet of snow on the East Coast and relegating radio air talent and management to hotels — or in some cases their studios — for almost 72 hours.

At Hot AC WNNJ-FM/Newton, NJ, where 26 inches of snow paralyzed the town, GM Marvin Strauzer credits four loyal staffers with keeping the station on the air and providing the community with continuous information.

"Our guys did a yeoman's job of getting here and getting on the air," Strauzer told R&R. Production Director Chip Miller jockeyed 1-10pm Sunday, Operations Director Chris Abate helmed 6am-1pm Monday, and a parttimer handled the hours in between. As Miller got back behind the mike, Abate went to pick up middayer Ron Nelby in his four-wheel drive. Nelby arrived later to fill the 3-8pm period while the other three got rest; Miller returned to work from 8pm-midnight. WNNJ returned to a normal schedule Tuesday morning as host Mark West returned from Virginia after a 26-hour trek up I-95.

The on-air endurance award goes to Rock WWWV-FM/

BLIZZARD/See Page 12

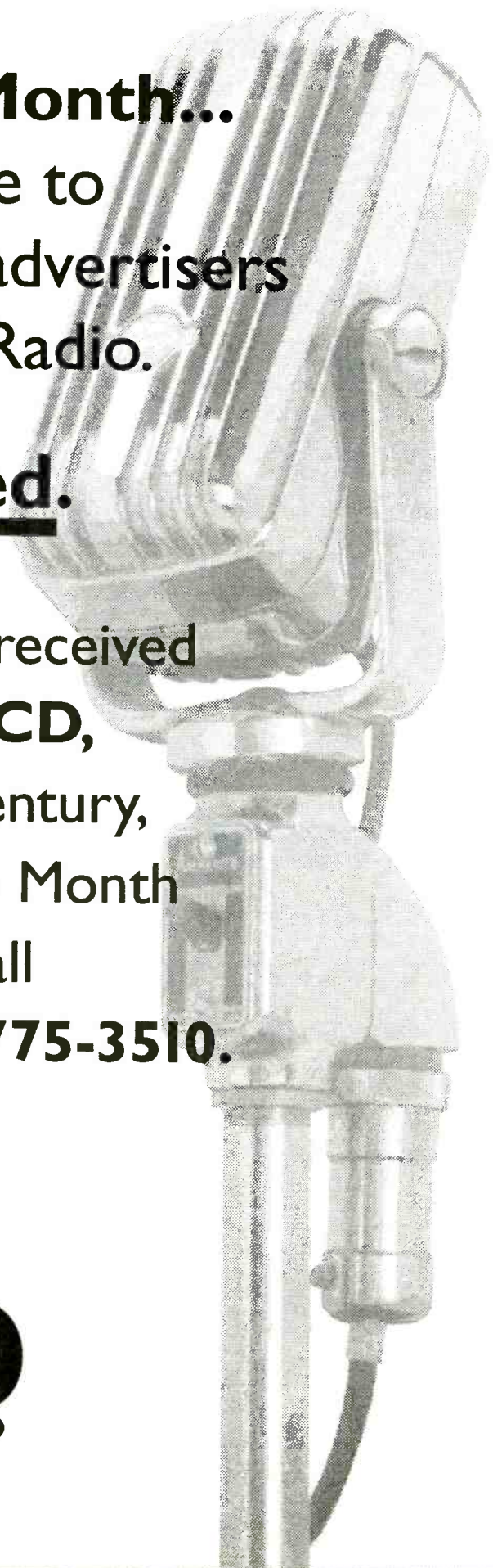


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Austin Ascends To KKBT/L.A. PD

Evergreen Urban KKBT/Los Angeles has elevated Harold Austin to PD, his third promotion in as many years. He joined the station as MD in 1993, became Asst. PD in '94, and was promoted to Director/Operations last year.



Austin

VP/GM Craig Wilberham told R&R, "Harold has studied [former

KKBT PD and Evergreen VP/Programming] Keith Naftaly's methods and philosophies and has really blossomed in the last few years. After looking at all the prime Urban programming talent around the country, we decided to award Harold the position."

"I feel very blessed and lucky that I've been able to get to this level," Austin commented. "To helm a station like the Beat certainly is an honor and quite a responsibility."

Along with Austin's promotion, the station also upped MD Maurice Devoe to Asst. PD and Music Coordinator Mariama Snider to MD.

Anthony Elevated To VP/PD At WHLI

WHLI/Long Island programmer Dean Anthony has been elevated to VP/PD at the Barnstable Broadcasting Full-Service AC.



Anthony

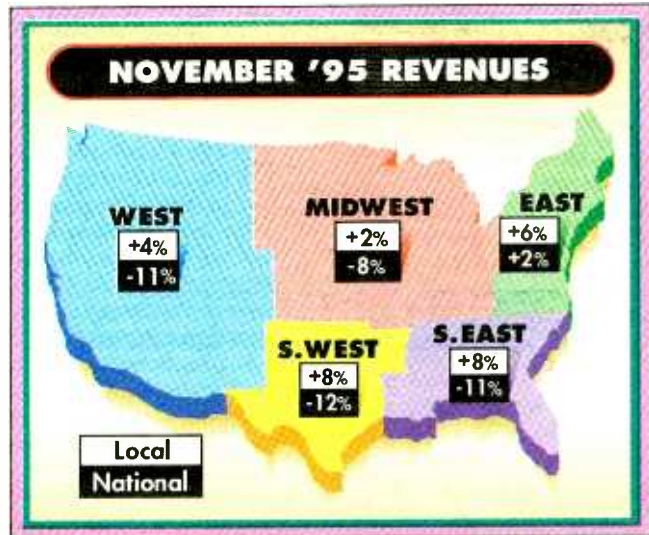
According to President/GM Jane Bartsch, "No programmer I've worked with has more station loyalty or passion for the product than Dean Anthony."

Anthony added, "Barnstable is an advancement-oriented company, and I expect my second decade with the company to be even more fulfilling than my first."

A former WMCA/New York "Good Guy," Anthony has been with WHLI since 1981.

R&R Observes King Holiday

In observance of the Martin Luther King Jr. Day federal holiday, R&R's Los Angeles, Nashville, and Washington, DC offices will be closed Monday, January 15.



Source: RAB

Billings Climb Again, But Barely

The streak is still alive. With a 2% overall increase in November, radio revenues have now climbed in 39 successive months, according to RAB figures. Local sales led the way with a 5% increase, but national spot totals were off 7%. National ad spending, economists suggest, has been depressed by lackluster fourth-quarter retail sales stemming from consumers' concerns over personal debt and the federal government's recent budget woes. But for the year to date, overall gains stand at a healthy 8%.

Chancellor Resets Exec Tier

■ Weller now Exec. VP; Bayliss, Rohm upped

Samuel "Skip" Weller will leave his position as VP/Director of Sales at Tribune's KEZW-AM & KOSI-FM/Denver to become Exec. VP/Regional Manager of Chancellor Broadcasting's KXKL-AM & FM & KZDG-FM/Denver and KMLE-FM/Phoenix.

Two other Chancellor Exec. VP/Regional Managers, Rick Eytcheson and George Toulas, will pass their GM duties on to new people. Eytcheson — who oversees 11 California stations — hands GM duties at three Sacramento stations, KFBK-AM, KGBY-FM & KHYL-FM, to Joe Bayliss, who was Director/Sales at the stations.

Toulas — who oversees 10 stations in Minneapolis-St. Paul, Pittsburgh, Orlando, Detroit, Atlanta and Cincinnati — passes his GM duties at Cincinnati's WUBE-AM & FM & WYGY-FM to KSTP-FM/Minneapolis GM John Rohm.

"The quality of the people who operate our stations on a day-to-day basis can make the difference," said Chancellor President/CEO Steve Dinetz. "We have identified three of the best in Joe, John, and Skip."

Roberts Revisits WHYI/Miami PD Post

Shamrock's KXKL/Denver PD Rob Roberts has accepted the PD chair for a second time at Clear Channel CHR WHYI-FM/Miami, effective January 16. He succeeds Casey Keating, who has been named PD at KIOI/San Francisco (R&R 1/5).

WBGG-FM & WHYI VP/GM David Ross told R&R, "Rob was naturally

my first choice; I never wanted him to leave in the first place. He understands the South Florida marketplace and that Y-100 is well-positioned to win. Rob will have a nice long run here if he wants it. I'm



Roberts

really looking forward to working with Rob again."

Roberts added, "Leaving GM Bob Zuroweste and the very talented staff at KXKL made it a very hard decision, but I couldn't turn down a second opportunity to work at Y-100. This is one of the most exciting times in my life, and I can't wait to jump back into it."

Besides KXKL and WHYI, Roberts also has held programming posts at KDMX/Dallas, WAXY/Miami, KZKL/Albuquerque, KAPT/Austin, and KRLB/Lubbock, TX.

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Country Chart	45	Adult Alternative Tracks	76
Adult Contemporary	52	Adult Alternative Albums	77

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Purcell Upped As Reprise, Giant Form 'Promotion Collective'

The restructuring of Giant/Nashville — which operates under an agreement between L.A.-based Giant Records and Warner Bros. Records — and the launching of Reprise/Nashville as a separate entity from WB/Nashville have resulted in a "promotion collective" that began working both Giant and Reprise product on January 9.



Purcell

WB/Nashville Director/National Promotion Jack Purcell has been upped to Sr. Director/Promotion of the Giant Reprise promotion collective, while WB Manager/Southwest Regional Promotion Rick Baumgartner has assumed Purcell's former post. Both report to WB-Re-

prise/Nashville Sr. VP/Promotion Bill Mayne.

The collective's regional promotion managers — based in the WB/Nashville building — are a mixture of WB and Giant staffers:

- Steve Sharp now handles the Northeast.
- Ken Tucker now works the Southeast from Nashville.

• David Berry remains in Dallas for the Southwest.

• Jean Cashman continues to handle the Midwest.

• Gary Greenberg continues to work the West Coast from L.A.

WB Regional Promotion Managers Bruce Adelman (West) and

GIANT & REPRISE/See Page 18

Murphy Rides Tide To VP/Promotion

Country radio consultant and former EZ Communications VP/Programming Tim Murphy has been named VP/Promotion at Rising Tide/Nashville, effective February 1. Also, independent producer Steve Fishell has been named Director/A&R.



Murphy

"Tim's going to be a real asset for us," label President Ken Levitan commented. "He brings extreme depth and experience in Country radio and programming to Rising Tide."

Murphy told R&R, "Ken has created a great team with [VP/A&R] Emory Gordy Jr. and Steve Fishell and I'm honored he's asked me to play. It's not often one gets to start from scratch with this much talent."

Murphy spent eight years at EZ's KMPS-AM & FM/Seattle as PD and OM, was elevated to VP/Programming in 1991, and left last year to form his own consultancy. He also has programmed Country outlets in Fresno and Flint, MI.

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FCC Shutdown Jams Deal-Making Machinery

□ Station owners concerned about finally closing the deal

When is a deal really a deal? That's the question radio station buyers, sellers, lawyers, and lenders are asking in the wake of the FCC's three-week shutdown.

"We have had a lot of discussion around here," said **Nancy Ory**, a lawyer with **Leventhal, Senter & Lerman**. "Do the transactions become final if the FCC is shut down and can't exercise its right to reverse its decision?"

Even after federal workers return to work this week, lawyers will have to wait for an answer to that question. With an average of 25 to 30 transactions filed each week with the agency, the reopened FCC is looking at a backlog of about 100 deals to process.

By law the Commission has 40 days to review deals it has approved and to change its opinion. Lawyers for buyers and sellers are optimistically proceeding as though that "review clock" kept ticking while the FCC was closed. "We are trying to figure out what happens to a deal that was approved before the Commission was closed," said attorney **Howard Weiss** of **Fletcher, Heald**

& Hildreth. "We are assuming our deals will close 10 to 15 days after the Commission reopens."

When it comes to applications and other regulatory filings, the Commission is indeed acting as though time stood still during the budget-crisis shutdown. In fact, the agency is allowing an extra day for filings. So any papers due while the FCC was closed will be considered on time if they arrive the second business day after the agency's official reopening. At **R&R's** Tuesday (1/9) press deadline the agency was still closed, this time due to the blizzard socking the East Coast.

'Comfort Letter'

The exact number of deals languishing at the FCC could not be determined. Even **Mellon Bank** in Pittsburgh, which processes FCC applications, said it couldn't estimate the amount of correspondence it had fielded during the three-week furlough.

The FCC shutdown has gummed up the deal-making works by preventing lawyers from accessing agency files necessary to complete the due diligence reports that lenders require. "At a closing, the communications lawyer renders an opinion that everything is hunky-dory, and [right now] no one can issue that opinion," said lawyer **John Crigler** of **Haley Bader & Potts**. "That makes banks nervous."

Thus, lawyers are adding conditions to contracts that allow the buyers and lenders to break the agreement if problems turn up later. "People are looking for a comfort letter, but that's all it is," said **Carl Frank**, a lawyer at **Wiley Rein & Fielding**. Frank also noted that he's "billed 10 hours in the last three weeks. It's been very, very quiet."

Of course, there could be some surprises in store once the FCC's impending paper tidal wave hits. "No one knows what complaint is in the mail bag," said Crigler.

BUSINESS BRIEFS

Supremes 'Bless' Safe Harbor

Radio's legal losing streak continued into the new year: The Supreme Court tacitly approved the FCC's policy of shifting indecent broadcast material to late-night "safe harbor" hours.

The justices implicitly blessed the policy on Monday (1/8) by refusing to hear the broadcast industry's appeal of a recent federal appeals court decision that upheld the safe harbor policy. The lower court based its ruling on the premise that the federal government has a compelling interest in protecting kids from sexually explicit broadcast material.

Andrew Schwartzman, an attorney for the broadcast and civil rights coalition that launched the safe harbor legal assault, expressed "profound disappointment" with the high court's action. "We certainly thought this case was worthy of [Supreme Court review], and we're surprised they didn't take it."

Schwartzman said the ruling leaves the coalition with just one arrow in its quiver — a still-pending Supreme Court appeal of the FCC's indecency enforcement procedures. Broadcasters have long argued that the agency's vague definition of indecency and long delays in resolving smut complaints deprive licensees of their right to due process under the law.

Unfortunately, a federal appeals court recently disagreed with that complaint. And — not surprisingly — there's no word on when the Supreme Court will decide whether to hear the appeal.

Deadlock-Defying Deals Set

The FCC may be closed, but the deal-making goes on. Here are some of the station sales that were announced while the FCC was shuttered:

- **Osborn Communications Corp.** purchased **KNAX-FM & KRBT-FM/Fresno** from **EBE Communications** for cash and stock totaling \$7 million. Osborn Communications, which is headed by President/CEO **Frank Osborn**, owns 16 other stations in 11 markets. Osborn will manage the stations under an LMA until the closing.

- **Benchmark Communications** has agreed to acquire three stations from **AmCom General Corp.** and to hire principal AmCom owner **George Francis** as a regional manager.

- **Benchmark** will buy **WJMZ-FM/Greenville** for \$6.8 million and **KRMD-AM & FM/Shreveport, LA** for \$6.7 million. Benchmark already owns Greenville stations **WESC-AM & FM & WFNQ-FM** and currently counts 24 stations in eight Southeast and Mid-Atlantic markets.

- Newly formed **Kommerstad Communications**, headed by President **Robert Kommerstad**, purchased nine northern Minnesota stations from **Jim Ingstad Broadcasting** for \$4.1 million in cash. The group includes **KLIZ-AM & FM & KVBR-AM & FM/Brainerd**, **KNSP-AM/Staples**, **KWAD-AM & KKWS-FM/Wadena**, and **KLLZ-AM & FM/Walker**. Broker for the deal was **Dick Chapin** of **Chapin Enterprises**.

- **WNCQ-AM & WCIZ-FM/Watertown, NY**, owned by **Watertown Radio Associates**, were sold to **Forever Broadcasting Inc.** for \$2.8 million. Also included in the purchased assets: the seller's LMA interest in **WKGG-FM/Cape Vincent, NY**. Forever is owned by **Jeffrey Shapiro**, **William Goddard**, and **Bruce Danziger**. **Dick Foreman** brokered the deal.

3% Gain Predicted In '96

Radio analyst and crystal-ball gazer **Jim Duncan** has released his predictions for 1996, foreseeing a 3% gain based on a sluggish economy. But because this is an election year, he believes ad revenues will receive an artificial boost that could account for as much as an 8% growth.

"As usual, the safe place to be is in the middle somewhere," he said. "My 1996 prediction is for radio sales to grow from 5.8% to 6.1%." Last year Duncan predicted growth of 7.75% and tallied the actual figure at 7.49%.

SFX Eliminates Class C Stock

SFX Broadcasting has eliminated its class C stock by buying back all 16,000-plus shares.

With more than 7 million shares of outstanding A and B stock, the elimination of the C stock will have little effect on dilution. "It cleans up the books a little," said an SFX spokesperson.

SFX paid 27 3/8 for the stock on December 20, while radio stocks were at a low ebb. The stocks rebounded in anticipation of the congressional deregulation of radio — which hasn't panned out in the expected time frame. At presstime on Tuesday (1/9) SFX traded at a near-record 29 1/4 a share.

CBC Files Stock Offering

Children's Broadcasting Corp. has filed a stock offering of five million shares of common stock, including 4,816,000 shares to be sold by the company and 184,000 by the shareholders.

The proceeds will be used to purchase stations and reduce debt. CBC has signed a letter of intent to acquire a New York station. Currently, the company broadcasts 24-hour children's programming via syndication and through owned and operated stations in Los Angeles, Dallas, Minneapolis, Kansas City, and Denver. The company broadcasts as **Radio Aahs** and trades on NASDAQ under the symbol **AAHS**.

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More Than Research—Answers.

Transactions Year In Review Continues

R&R continues its review of station transactions that were proposed in 1995. Last week we listed Alaska through Georgia. This week, Hawaii through New Jersey are reviewed.

Calls	City	Buyer	Price
Hawaii			
KFSH-FM	Hilo	New West Broadcasting	\$270,000
KHNR-AM	Honolulu	DCP Broadcasting Corp.	\$600,000
KSRF-FM	Poipu	Stangl Broadcasting Inc.	\$51,116
KSSK-AM & FM & KUCC-FM*	Honolulu	Patterson Broadcasting	—
Idaho			
KCID-AM & FM	Caldwell	AGM-Nevada LLC	\$1.2 million
KCID-AM	Caldwell	Vannoy Bishop & Larry Hancock	\$30,000
KIOV-AM	Payette	Associate Comm. of ID Inc.	—
KJHY-FM	Emmett	Capital West Inc.	\$355,895
KKIC-AM	Meridian	Western Pacific Inc.	\$101,500
KLVJ-AM & FM	Mountain	Valley Mountain Broadcasting	\$310,000
KOUU-FM	American	Idaho Wireless Corp.	\$85,000
KQXR-FM	Payette	Boise Viking Associates LP	\$450,000
KSEI-AM & KMGJ-FM	Pocatello	Conway Broadcasting Inc.	\$825,000
KTFI-AM	Twin Falls	AM 1270 Co.	\$300,000
Illinois			
KFNS-AM	Wood River	Par Broadcasting Inc.	\$68 million
WABT-FM	Dundee	M&M Broadcasting	\$975,000
WAIZ-FM	Seneca	Nelson Enterprises Inc.	\$6500
WBAN-AM	Rantoul	East Central IL Broadcasting	\$175,000
WBBA-AM & FM	Pittsfield	Gary Brown	\$190,000
WBBM-AM & FM*	Chicago	Westinghouse Electric Corp.	\$850 million
WCAZ-FM	Carthage	LandMark Broadcasting	\$375,000
WCAZ-AM	Carthage	Ralla Broadcasting Co. Inc.	\$350,000
WEJM-AM & FM & WVAZ-FM*	Oak Park-Lansing	Evergreen Media	\$243 million
WEMG-FM	Crete	Covenant Communications Inc.	\$650,000
WESL-AM	East St. Louis	M&R Enterprises Inc.	\$800,000
WFPS-FM	Freeport	Freeport Radio Inc.	\$618,000
WFRL-AM & WXXQ-FM	Freeport	Connoisseur Communications	\$2.3 million
WHPO-FM	Hoopeston	Broadcasting Partners Co.	\$255,000
WHZT-FM	Mahomet	Odyssey Broadcasting Inc.	\$250,000
WIHN-FM	Normal	David Goldwitzer	\$790,000
WIHN-FM	Normal	Kelly Communications	\$930,000
WJOL-AM & WLLI-FM	Joliet	Barden Broadcasting	\$1.7 million
WJTW-FM	Joliet	Barden Broadcasting Inc.	\$800,000
WKBF-AM & WPXR-FM	Rock Island	ASQ Acquisition Corp.	—
WKRS-AM & WXLC-FM	Waukegan	Spring Broadcasting	—
WKTW-FM	Tuscola	Magnitude of Tuscola LLC	\$250,000
WLMD-FM	Bushnell	Sharp Broadcasting	\$50,000
WLS-AM & FM*	Chicago	Walt Disney Co.	—
WMMC-FM	Marshall	Kurt Tuckerman	\$55,000
WOPA-AM	Chicago	WOPA-AM License	\$4.5 million
WROK-AM & WZOK-FM	Rockford	Connoisseur Communications	\$5 million
WSBC-AM	Chicago	WSBC Broadcasting LLC	\$800,000
WSCR-AM & WXRT-FM*	Chicago	Group W Radio	\$60 million
WVRV-FM	E. St. Louis	River City License Partnership	\$3.2 million
WVX-FM*	Highland Park	Kelso Partners IV	—
WYER-AM & WRBT-FM	Mt. Carmel	Old Northwest Broadcasting	\$575,000
WZNF-FM	Rantoul	Liberty Radio II	\$350,000
Indiana			
WAJE-FM	New Albany	Cox Broadcasting	\$8.5 million
WAJE-FM	New Albany	Excelsior Communications	\$1.04 million
WGGR-FM	Greenwood	IBL LLC	\$2.15 million
WHBU-AM & WAXT-FM	Anderson	Clearwater Enterprises Ltd.	\$615,000
WHZR-FM	Royal Center	Mid-America Radio Group	\$380,000
WIBN-FM	Earl Park	Brothers Broadcasting	\$100,000
WIFF-AM & FM	Auburn	Kovas CP Broadcasting	\$300,000
WKUZ-FM	Wabash	Charles & Toni Adams	—
WLNBFM	Ligonier	Brian Walsh Summit Radio Inc.	\$290,000
WNDZ-AM*	Portage	Kelso Partners IV	—
WNWI-AM	Valparaiso	Birach Broadcasting	\$375,000
WOCC-AM	Corydon	MC Communications	\$50,000
WXLW-AM	Indianapolis	Pilgrim Communications	\$700,000
Iowa			
KBIZ-AM & KTW-AM	Ottumwa	George Gillett Jr.	\$310,000
KCFI-AM & KZME-FM	Cedar Falls	Fite Communications	\$100,000
KCHA-AM & FM CP*	Charles City	Ingstad Northern IA Broadcasting	\$1.035 million
KCZE-FM*	New Hampton	Ingstad Northern IA Broadcasting	\$1.035 million
KCZO-FM*	Cresco	Ingstad Northern IA Broadcasting	\$1.035 million
KCZY-FM*	Osage	Ingstad Northern IA Broadcasting	\$1.035 million
KDEC-AM & FM	Decorah	Decorah Broadcasting Inc.	\$695,500
KFOC-AM	Davenport	Quad City Minority Broadcaster	\$45,000
KIDA-FM	Ida Grove	Maple River Broadcasting	\$150,000
KMXG-FM*	Clinton	KFKF Broadcasting Inc.	\$11 million

* Station prices might be part of a group deal and therefore may not reflect the price of the individual station.

Calls	City	Buyer	Price
KQCS-FM	Bettendorf	Hope Comm.	\$271,393
KQMG-AM & FM	Independence	Blin, Sanboef, et al	—
KSCJ-AM & KSUX-FM	Sioux City	Powell Broadcasting Co.	\$3.8 million
KVDB-AM & KTSB-FM	Sioux Center	Sioux County Broadcasting Inc.	\$600,000
KWOF-AM	Waterloo	Friendship Communications	—
KXKT-FM	Atlantic	Triathlon Broadcasting Co.	\$8.125 million
WMT-AM & FM*	Cedar Rapids	Palmer Broadcasting	\$14 million
WOC-AM & KUUL-FM*	Davenport	KFKF Broadcasting Inc.	—
Kansas			
KFH-AM, KQAM-AM & KXLK-FM*	Wichita	Triathlon Broadcasting	\$12 million
KFKF-FM*	Kansas City	EZ Communications	\$28 million
KIBN-FM	Wichita	La Mexicana Inc.	\$200,000
KINA-AM	Salina	Eagle Communications	\$235,000
KKWM (FM CP)	Winfield	Valu-Broadcasting	\$50,000
KLOE-AM & KKCI-FM	Goodland	Melia Communications Inc.	\$990,000
KMAJ - AM & KTOP-AM	Topeka	Midland Broadcasters Inc.	\$75,000
KMXV-FM & KUDL-FM*	Kansas City	Regent Communications	\$50 million
KOFO-AM	Ottawa	Bradley Howard	\$64,000
KRBB-FM	Wichita	Triathlon Broadcasting	\$3.3 million
KSOK-AM & KWKS-FM	Arkansas City	Great Scott Communications	\$260,000
KWIC-FM	Topeka	William Cordell	\$444,000
KZOC-FM	Osage City	C&C Consulting	\$175,000
Kentucky			
WANO-AM	Pineville	Cumberland Media Group Inc.	\$5000
WAPC-FM	Edmonton	Metcalf Communications	\$175,000
WBFC-AM	Stanton	Parks Broadcasting Co.	\$1
WBVR-FM	Bowling Green	WRUS Inc.	—
WCMI-AM & FM	Ashland	KenMar Inc.	\$750,000
WFMW-AM & WKTG-FM	Madisonville	Robert Kelley & Kathryn Pucke	—
WGZB-FM & WLSY-FM	Louisville	Blue Chip Broadcasting Co.	\$7.3 million
WHIR-AM & WMGE-FM	Danville	Hometown Broadcasting	\$425,000
WJGG-FM	Lexington	Newport Communications Corp.	\$3 million
WKED-AM & FM	Frankfort	Franklin County Broadcasting	\$550,000
WKNY-AM	Neon	Jesus Communications Inc.	\$40,000
WKYL-FM	Lawrenceburg	Vernon R. Baldwin Inc.	\$350,000
WLNT-AM	Winchester	Lyon Broadcast Group Inc.	\$110,000
WLOC-AM & FM	Munfordville	Royse Radio of Hart County Inc.	\$125,000
WLOU-AM	Louisville	WLOU Radio LLC	\$265,000
WLRS-FM	Louisville	James Champin	\$10
WMQQ-FM	Springfield	Wilson Group Inc.	\$250,000
WMTA-AM	Central City	WMTA Inc.	—
WQEG-FM	Russell Springs	Shoreline Communications	\$260,000
WQKS-AM	Hopkinsville	Ham Broadcasting Co.	\$90,000
WQKS-AM	Hopkinsville	Marsh Regional Broadcasting	\$142,000
WQNF-FM	Valley Station	Otting Broadcasting	\$600,000
WRKA-FM*	St. Matthews	Cox Broadcasting	\$8.5 million
WRZI-FM	Vine Grove	Basix Communications LLC	\$300,000
Louisiana			
KACY-AM & KSMB-FM	Lafayette	Powell Broadcasting Co.	\$4 million
KACY-AM & KSMB-FM	Lafayette	Sonace Communications Inc.	\$5.1 million
KFMV-AM & KFRA-FM	Franklin	Investors Broadcasting	\$10
KFXV-FM	Morgan City	Tiger Island Broadcasting Inc.	\$196,300
KLEB (FM CP)	Galliano	Fleur de Lis Broadcasting	\$600,000
KMEZ-FM	Belle Chasse	Barker	\$1.95 million
KMYV-FM	Monroe	Radioactive Images	\$728,000
KWJM-FM	Farmerville	Don Barron	—
WFPR-AM & WHMD-FM	Hammond	Guaranty Broadcasting Corp.	\$1 million
WJBO-AM & WFMF-FM	Baton Rouge	Gulfstar Communications	\$8.5 million
WJBO-AM, WYNK-AM & FM & WFMF-FM*	Baton Rouge	William Hicks	—
WSHO-AM	New Orleans	Shadowlands Communications	\$675,000
WSMB-AM	New Orleans	River City License Partners	\$750,000
WSMB-AM, WWL-AM & WLMG-FM & KMEZ	New Orleans	River City Broadcasting	—
WYLD-AM	New Orleans	Clear Channel Radio Lic.	\$200,000
WYNK-AM & FM	Baton Rouge	Gulfstar Communications	\$11.5 million
Maine			
WDME-FM	Foxcroft	Maine Media Inc.	\$275,000
WJTO-AM	Bath	Carl Strube Jr.	\$85,000
WKIT-FM	Brewer	The Zone Corporation	\$450,000
WKRH-FM	Bath	Blount Communications	\$375,000
WLPZ-AM & WCSO-FM	Westbrook	Northland Broadcasting	\$1.9 million
WNSW-AM	Brewer	Twelve Hundred Corp.	\$350,000
WTMS-FM	Presque Isle	Four Seasons Communications	\$600,000
WXBB-FM	Kittery	Fuller-Jeffrey Broadcasting	\$1 million
Maryland			
WASA-AM	Havre de Grace	Legends Broadcasting	\$200,000
WHFS-FM*	Annapolis	SFX Broadcasting	\$223.25 million
WLSL (FM CP)	Crisfield	Bay Broadcasting	\$25,000
WQSI-AM & WXVR-FM*	Frederick	SFX Broadcasting	\$223.25 million
WWPL-FM	Federalburg	Apex Associates	\$104,000
WXTR-FM*	Waldorf	SFX Broadcasting	\$223.25 million

Continued on Page 8

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

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

* Regency Club Rates Available

Reservation Request

Date of Arrival _____

Time of Arrival _____

Date of Departure _____

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Sharing Room with _____

Amount \$ _____

American Express Visa MasterCard Discover Diners/Carte Blanche Check

Account Number _____

Expiration Date: Month _____ Year _____

Signature _____

Print Name Here _____

Gold Passport # _____

Non-Smoking Room Requested

Continued from Page 6

Calls	City	Buyer	Price
Massachusetts			
WARA-AM	Attleboro	Michele Merolla	\$275,000
WARE-AM	Ware	Eastern Media Inc.	\$150,000
WBIV-AM	Natick	Langer Broadcasting	\$71,000
WBSM-AM & WFHN-FM	New Bedford	Spring Broadcasting	—
WCIB-FM	Falmouth	Radio Falmouth	\$2.5 million
WCOD-FM, WUNX-FM & WUNZ	Hyannis-Falmouth	Leapfrog	\$2.1 million
WKLB-FM	Framingham	Evergreen Media Corp.	\$34 million
WSNE-FM	Taunton	Multi-Market Radio Inc.	\$100.1 million
WXKS-AM & FM & WJMN-FM*	Everett-Medford	Evergreen Media	\$306.5 million
Michigan			
WAFU (FM CP)	Hartford	Dunes Broadcasting	\$1
WAKX-FM	Holland	Michigan Radio	\$3.75 million
WALM-AM	Albion	Liggett Broadcasting	\$1
WBCK-AM & WELL-AM & FM & WBXX-FM*	Battle Creek	Patterson Broadcasting Inc.	\$21.75 million
WCHT-AM & WGLQ-FM	Escanaba	Lakes Radio Inc.	\$800,000
WCSY-AM & FM	South Haven	WSJM Inc.	\$3.088 million
WDFN-AM & WWWW-FM*	Detroit	Chancellor Broadcasting	\$395 million
WDOZ-AM, WNIC-FM & WKQI-FM	Dearborn-Detroit	Evergreen Media	\$243 million
WDZR-FM	Mount Clemens	Regina Henry	—
WEXL-AM	Royal Oak	Sparks Broadcasting Co.	\$265,625
WGER-FM	Saginaw	Fritz Broadcasting Inc.	\$4.2 million
WGRD-AM & FM & WLHT-FM*	Grand Rapids	Patterson Broadcasting Inc.	—
WHEZ-AM & WFAT-FM	Portage	KLMS & KFMQ Inc.	—
WHFB-AM & FM	Benton Harbor	G. Woodward Stover	\$35,000
WION-AM	Ionia	Rhoden Enterprises Inc.	\$200,000
WJCO-AM	Jackson	Jackson Radio Partners Inc.	\$225,000
WJIM-AM & FM	Lansing	Jencom Broadcasting Inc.	\$2 million
WJR-AM & WHYT-FM*	Detroit	Walt Disney Co.	—
WKBZ-AM & FM	Muskegon-Whitehall	Grand Valley State Univ.	—
WKGH-FM	Allegan	Spectrum Communications	\$91,720
WKID-AM	Kalamazoo	Fairfield Broadcasting Co.	\$900,000
WLCS-FM	North Muskegon	Pyramid Broadcasting Inc.	\$535,000
WNBY-AM & FM	Newberry	F&W Broadcasting	\$250,000
WNBY-AM & FM	Newberry	Gerald Feutz	\$30,000
WOAP-AM & WMZX-FM	Owosso	Majac of Michigan Inc.	\$542,260
WQRS-FM*	Detroit	American Radio Systems Inc.	\$70 million
WTVB-AM & WNWN-FM	Coldwater	KLMS & KFMQ Inc.	\$3.9 million
WVFN-AM, WMMQ-FM & WVIC-FM	E. Lansing-Charlotte	MSP Communications	\$4.5 million
WVDX-FM	Lansing	Regional Radio Corp.	\$1.375 million
WWJ-AM & WYST-FM*	Detroit	Westinghouse Electric Corp.	—
WXLA-AM	Diamondale	Mid-Michigan FM Inc.	\$225,000
WYCD-FM*	Detroit	Infinity Broadcasting	\$275 million
Minnesota			
KDWB-FM*	Richfield	Chancellor Broadcasting	\$22 million
KFAN-AM & KEEY-FM*	Minneapolis	Chancellor Broadcasting	—
KGHS-AM & KSDM-FM	International Falls	LuVeme Walter	\$150,000
KITN-FM	Worthington	MN Valley Broadcasting	\$19,000
KKWQ-FM	Warroad	Border Broadcasting LP	\$350,000
KLXK-FM	Duluth	NB II	\$700,000
KOWO-AM & KRUE-FM	Waseca	Hometown Wireless Inc.	\$1 million
KQRS-AM, KEGE-AM & FM*	Minneapolis	Walt Disney Co.	\$1 billion
KTOE-AM & KDOG-FM	Mankato/N. Mankato	the Linder Children	—
KWNO-AM & FM	Winona-Rushford	KAGE Inc.	\$1 million
WCCO-AM & WLTE-FM*	Minneapolis	Westinghouse Electric Corp.	\$850 million
WELY-FM	Ely	Boundary Waters Broadcasters	\$37,000
WRSR (FM CP)	Two Harbors	Eclectic Ent.	\$100,000
Mississippi			
KTCF-FM	Crosby	BL Broadcasting	\$400,000
WAJV-FM	Brooksville	Radio Columbus Inc.	\$7500
WAZF-AM	Yazoo City	Michael Augustus	\$20,000
WBIP-AM & FM	Booneville	Community Broadcasting of MS	\$400,000
WCHJ-AM & WBKN-FM	Brookhaven	Ole Brooke Broadcasting	\$440,642
WJJK-FM	Vicksburg	New South Radio Inc.	\$1.62 million
WJXX-FM	Ellisville	JLW Broadcasting	\$260,000
WKNZ-FM	Collins	Sunbelt Broadcasting	\$257,000
WLTD-FM	Lexington	R&R Broadcasting	\$275,000
WMBU (FM CP)	Forest	Moody Bible	—
WONG-AM	Canton	Ola Communications	\$62,000
WOXD-FM	Oxford	Taylor Communications	\$230,000
WQNN-FM	Artesia	Charisma Broadcasting Co.	\$658,435
WTGY-FM	Charleston	Tommy Darby	\$174,000
WTRC-FM	Natchez	Will Perk Broadcasting	\$10
WTYX-FM	Jackson	Proteus Invest.	\$1.9 million
WVIV (FM CP)	Pearl	Connie Williams	\$50,000

* Station prices might be part of a group deal and therefore may not reflect the price of the individual station.

Calls	City	Buyer	Price
WVIX-AM	Vicksburg	Dominant Communications Corp.	\$1000
WVMI-AM	Biloxi	G&R Radio Inc.	\$125,000
WZKS (FM CP)	Union	Voncile Pearce	\$50,000
Missouri			
KBEQ-AM & FM	Blue Springs	EZ Communications	\$7.65 million
KCTE-AM	Independence	Metropolitan Radio Group Inc.	\$450,000
KEZK-FM*	St. Louis	Par Broadcasting Inc.	\$68 million
KFKF-FM*	Kansas City	EZ Communications Inc.	\$28 million
KGMV-FM	Aurora	My Country Inc.	\$1.235 million
KGRC-FM	Hannibal	Taylor Broadcasting	\$1.25 million
KHTO-FM & KZBE-FM	Mt. Vernon	Channel Z	\$1.4 million
KIDS-AM	Springfield	Branson Info Radio LLC	\$350,000
KKCJ-FM	Liberty	Heritage Media	\$5 million
KLTE-FM	Kirksville	Hiat Media Inc.	—
KMOX-AM & KLOU-FM*	St. Louis	Westinghouse Electric Corp.	\$850 million
KMOZ-AM & KQMX-FM	Rolla	Elkon Media	\$340,000
KOQL-FM	Columbia	Truman Broadcasting	\$490,000
KSLH-FM	St. Louis	Community Broadcasting Inc.	\$1.62 million
KTRX-FM	Tarkio	CSN International	\$50,000
KTUF-FM	Kirksville	KIRX Inc.	\$400,000
KWND-FM	Springfield	Radio Training Network	\$80,000
KYSN-FM	Joplin	Big Mack Broadcasting	\$1 million
KZPD-FM	Ash Grove	Moon Song Communications Inc.	\$450,000
KZPD-FM	Ash Grove	Positive Dimension Comm.	\$20,000
WMBH-AM	Joplin	William Neal	—
WBYY-AM & WISZ-AM	Rockford/Zeeland	Cook-Media II LLC	\$1,745,489
Montana			
KCAP-AM & KZMT-FM	Helena	One-On-One Sports Radio	—
KGHL-AM & KIDX-FM	Billings	One-On-One Sports Radio	—
KJJR-AM	Whitefish	Hiland Inc.	—
KLFM-FM	Great Falls	STARadio Group	\$925,000
KMMR-FM	Malta	Gregory Kielb	\$160,000
KMSL-AM & KQDI-FM	Great Falls	Sunbrook Communications	\$850,000
Nebraska			
KIBZ-FM & KKNB-FM	Lincoln/Crete	Triathlon Broadcasting Co.	\$3.225 million
KNBQ-FM	Nebraska City	Henry Broadcasting	\$3.5 million
KRRK-FM	Bennington	Triathlon Broadcasting Co.	\$2.7 million
KYNN-FM	Lincoln	Mitchell Broadcasting Co. of IA	\$1.7 million
KZKX-AM & KTGL-FM*	Seward-Beatrice	Triathlon Broadcasting	\$12 million
Nevada			
KCBN-AM, KRNO-FM & KWNZ-FM	Reno	Patterson Broadcasting	\$4.1 million
KFBI-FM	Pahrump	Crescent Communications	\$6 million
KHIT-AM	Sun Valley	Wagenvoord Ad. Group	—
KLAV-AM	Las Vegas	Gore-Overgaard Broadcasting	\$90,000
KLSQ-AM	Laughlin	KLSQ AM License	\$550,000
KMTW-AM	Las Vegas	Brandon 21st Cent.	\$350,000
KMTW-AM & KKLZ-FM	Las Vegas	Max Radio License	\$950,000
KMZQ-FM	Henderson	Crescent Communications	\$25.73 million
KOLO-AM	Reno	Universal Broadcasting	\$325,000
KRBO-FM	Las Vegas	Compass Communications Co.	\$2.5 million
KRCV-AM	Reno	Lotus Radio Corp.	\$235,000
KRLV-AM	Las Vegas	Far West Radio Inc.	\$315,000
KRRI-FM	Boulder City	American General Media	\$2.5 million
KWNZ-FM	Carson City	A&A Broadcasting	\$1.04 million
KZSR-FM	Reno	Larry Oakley	\$350,000
New Hampshire			
WEMJ-AM	Laconia	WEMJ Radio Inc.	\$171,000
WTSL-AM & WGXL-FM	Hanover	Conn. Valley Broadcasting LLC	\$940,000
WZEA-FM	Hampton	The Add Radio Group	\$1.1 million
WZJN-FM	Jackson	Stephen Powell	\$10,000
New Jersey			
WAYV-FM	Atlantic City	Atlantic-Allur	\$2.7 million
WAYV-FM	Atlantic City	Regina Henry	—
WBSS-FM	Millville	Press Broadcasting	\$2.75 million
WCMC-AM & WZXL-FM	Wildwood	Regina Henry	—
WFPG-AM & FM	Atlantic City	Spring Broadcasting	—
WHCY-FM	Blairtown	Nassau Broadcasting Partners	\$1.925 million
WHWH-AM & WPST-FM	Princeton-Trenton	Nassau Broadcasting	\$4.5 million
WKTU-FM	Ocean City	South Jersey Radio	\$850,000
WNJR-AM	Newark	Kelso Partners IV	—
WPAT-AM	Patterson	Hettel Broadcasting Corp.	\$19.5 million
WPAT-FM	Patterson	Spanish Broadcasting Systems	\$83.5 million
WQNJ-FM	Ocean Acres	New Wave Communications	\$1.1 million
WSJL-FM	Cape May	The Mullen Group	\$425,000
WWJZ-AM	Mount Holly	Manon Vivian	\$15,000

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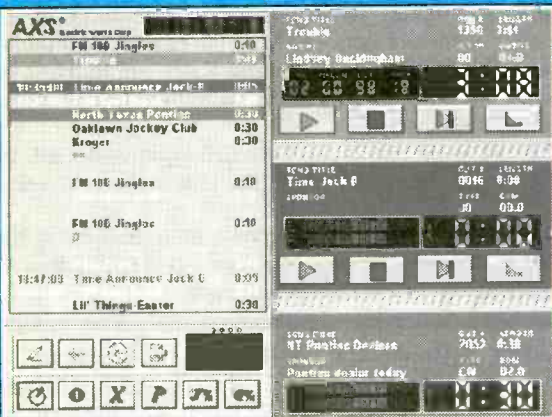
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Hogan Now Exec. VP Of Metromedia Int'l

Industry veteran **Bill Hogan** has been elevated to Exec. VP of **Metromedia International**, which owns and operates radio stations in Eastern and Central Europe, Russia, and the former Soviet republics.



Hogan

President/CEO **Carl Brazell Jr.** remarked, "Since Bill joined us almost a year ago to head up our international sales efforts, he has demonstrated essential skills in development analysis. [He has] the leadership qualities required to direct the growth of our radio stations and the vision to participate at the highest levels in the company's long-range business development."

Hogan has been President of **Westwood One Radio Networks** and served in top management posts at **Unistar Radio Network** and the **RKO Radio Network**; he also was Exec. VP of the **RKO Radio Group**. He will continue to oversee Metromedia's international advertising sales development activities.

Smith Set As PD At WNAP/Indianapolis

Former **WTFX-FM & WVAZ-FM/Louisville** programmer **Peter Smith** has been named PD at **WNAP-FM/Indianapolis**, effective January 22. **Greg Dunkin** — who had been programming the '70s outlet as well as **Emmis AC** sister **WENS-FM** — continues as the combo's Operations Director and **WENS**'s PD.

"Peter is a creative, strategic thinker and a world-class programmer," Dunkin said. "He has the ability to build a solid team, and we're thrilled to have him."

Smith's previous programming stops include **WLRN/Louisville**, **WMFX/Columbia**, and **KEAG/Anchorage, AK**.

Eason Appointed Qwest VP/Promo

Don Eason has been named VP/Promotion at **Qwest Records**. He most recently served in a similar capacity at **Perspective Records**.

"Don is one of the truly great promotion men at work today," said Qwest President **Jim Swindel**. "His track record, great personal warmth, and ability to get the job done make him a great asset to any company."

Prior to **Perspective**, Eason was VP/Promotion for **A&M Records** and **Epic Records**.



Eason

Peer Promoted To PD At KNNC/Austin

KNNC/Austin has promoted Asst. PD/MD **Mike Peer** to PD, following **Lynn Barstow**'s departure to **KGDE/Omaha**.

"We wanted to keep everything in-house," **KNNC** owner/GM **Richard Rees** told **R&R**. "[Mike] had good training with Lynn, has really progressed in the last year, and was ready for the job."

Peer added, "There are two Alternative stations [in the market], but I don't think **101X [KROX]** is all that Alternative. I want to position us as the true Alternative."

Prior to joining **KNNC** three years ago, Peer was Programming Asst./mix show host at **KHFI/Austin**.

Weiner-Schloss Is Las Vegas's Gain

Eight years to the day she became **KRZY-AM, KOLT-FM & KRST-FM/Albuquerque**'s GM, **Cindy Weiner-Schloss** has transferred to **Crescent Communications** Classic Rock/AC sisters **KFBI-FM & KMZQ-FM/Las Vegas** as GM.

"There's great opportunity for career growth [in Las Vegas]," Weiner-Schloss told **R&R**. "[KRST] has been Albuquerque's No. 1 station six of the last eight years, so it was time I tried a new challenge."

"KMZQ is usually [at least third] in its prime demos, and our objective is to improve the morning show and the station's overall numbers. **Howard Stern**'s [mornings on **KFBI**] are very popular here and do extremely well."

Weiner-Schloss also spent nine years at **WNYR & WEZO/Rochester**, the last six as GM.

WXRK

Continued from Page 1

week and handle day-to-day programming duties for now.

XRK VP/GM **Tom Chiusano** told **R&R**, "We've been talking about this for five months and knew we were going to change about a month ago. We concluded that this was the best opportunity for us to become what we've always wanted to be: the No. 1 music station in New York."

"It's clear that the interest had diminished with a lot of the music we

were playing. There wasn't enough interest in the market to give us the opportunity to get the ratings we wanted."

As for the fate of Gardner and the rest of the staff, Chiusano said no decisions have been made yet. "Hopefully Andre will stay. The way **KOME** evolved to where **Ron Nenni** became OM, that's how we hope the evolution will take place here — we need a real strong music person. I want to see who is available and who is interested. Ron is here to help coach Andre through this transition."

EXECUTIVE ACTION

WW1 Ent. Lifts Laud To VP/Affiliate Relations

Westwood One Sr. Director/Affiliate Relations **Liz Laud** has been promoted to VP/Affiliate Relations, Music & Event Programming for the **Westwood One Entertainment** division.

"Liz is a seasoned pro with a solid foundation in the radio community," said **WW1** Entertainment President **Greg Batusic**. "Her working knowledge of all music formats — in addition to the highly developed relationships she's fostered with stations across the country — will further solidify **Westwood One**'s strategic leadership role in the industry."

A 10-year company veteran, Laud joined **WW1** in 1986 as Affiliate Relations NSM. Prior to that, she served as Affiliate Relations Sales Manager at **DIR Broadcasting**. She began her career in 1980 in **PolyGram Records**' A&R Department.

North Elevated To WAJE & WRKA OM

☐ 'AJE goes Rock AC; names Michaels PD

On January 3, Cox's newly acquired **WAJE-FM/New Albany, IN (Louisville)** replaced the holiday music it had been programming since its December 1, 1995 sign-on with Rock AC. Sister **WRKA-FM/Louisville** PD **Fred North** has added OM duties for **WAJE & WRKA**, while **David Michaels** has been named **WAJE**'s PD.

New calls for **WAJE** — now known as "The River, 94.7" — are pending. GM **Brent Millar** told **R&R**, "We're programming the station for 25-40, and [our core artists include] **Fleetwood Mac, the Eagles, Genesis, Steely Dan, Elton John, the Rolling Stones, Bonnie Raitt, and Journey**. At the end of the month, we'll roll out one of the biggest marketing campaigns **Louisville** has ever seen for radio."

"[During the ownership transition], we relied heavily on Fred. It was obvious that he should become OM. And David was Fred's choice to be PD."

North previously programmed **WOLL/West Palm Beach** and **KSPZ/Colorado Springs**. Michaels formerly was Asst. PD at **KACE/Los Angeles, WKKV/Milwaukee, and WGRR/Cincinnati**.

Chiusano would not say if he intends to keep **Nenni** in New York.

Both **Chiusano** and **Weatherly** were hesitant to put a format label on the station. "It's all semantics," **Weatherly** explained. "I don't want to spend a lot of time on whether we're Alternative; that's up to the listeners. This will be a current-intensive music station for New York City."

Holding No. 1 come honors in New York, **WHTZ (Z100)** PD **Steve Kingston** said, "Z100 will continue its current music course in light of

K-Rock's flip to Alternative."

Crosstown Adult Alternative WNEW PD **Ted Edwards** commented, "K-Rock has effectively put themselves into a battle with **Z100** and **Q104 [WAXQ]** and taken themselves out of a battle with us. That can only work to our advantage. They were our [main] Adult Rock competitor, at least with males. We'll do everything we can to take advantage of their decision."

Sample hours and more details behind the change: Page 70

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

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

KABC - Los Angeles
KNBR - San Francisco
KYLD - San Francisco
WMZQ - Washington
WJMN - Boston
KHYS - Houston
KUBE - Seattle
Q106 - San Diego
WIL FM - St. Louis
WZPT - Pittsburgh
WZJM - Cleveland
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KGBY - Sacramento
WWBB - Providence
WMAG - Greensboro
WJNO - W. Palm Beach
B106 - Columbia
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UPDATE

Lipshutz Named WEZX/Wilkes Barre-Scranton PD

Rob Lipshutz has been named PD for **WEZX/Wilkes Barre-Scranton**. In April, he began working as a consultant for the **Shamrock** Rock station and most recently served as interim PD.

"Early next year, the station will begin its 16th year of playing great rock and roll for Northeast Pennsylvania," said Lipshutz. "Our plan is to keep Rock 107 dedicated to that purpose."

Lipshutz spent five years as a **Harris & Associates** consultant after working as a consultant for **Pollack Media Group**. He also held programming posts at **WAAF/Worcester-Boston**, **WCOZ/Boston**, **WHJY/Providence**, and **KAFX/Santa Rosa, CA**.

Tilden Now Evergreen Corporate Marketing Dir.

Beverly Tilden has joined **Evergreen Media Corp.** as Corporate Marketing Director. She previously worked at Sports **WEEI/Boston**.

"As we become a 35-station group in '96, we are particularly excited about Beverly joining the Evergreen team," said President/COO **James de Castro**. "She led the marketing team for one of the radio industry's great events: the annual **KISS [WXKS]** Concert in Boston."

Tilden brings 19 years of radio broadcast experience to Evergreen. Prior to serving as **WXKS's** Marketing Director, she held a similar post at crosstown **WHDH-AM & WZOU-FM**. She also was AE and Promotion Director at **WBZ-AM/Boston**.



Tilden

Kelly, Saloom Promoted At WKBN Broadcasting

WKBN Broadcasting Corp., which owns and operates **WKBN-AM & FM/Youngstown**, has promoted **William Kelly Jr.** to VP/ Radio GM and **Doris Saloom** to VP/Chief Administrative Officer.

Kelly, the Immediate Past Chairman of the **Arbitron** Advisory Council, most recently was **WKNB-AM & FM** GM. He came to the company 15 years ago following a stint as **WDVE/Pittsburgh** Sales Manager.

Saloom, a 38-year company veteran who began her career as a newsroom assistant at **WKBN-TV**, previously served as Asst. to the President of **WKBN Broadcasting Corp.**

Because Kelly and Saloom are the first non-family corporate officers elected at **WKBN Broadcasting**, Kelly told **R&R**, "It hit us both by surprise. We had no idea it was going to happen."

Poole Jumps In As Discovery Dir./Nat'l Promo

Gary Poole has been named Director/National Promotion at **Discovery Records**. Most recently VP/Broadcast Services for the alternative tipsheet **Next**, Poole will handle the label's growing Alternative/AAA/Rock roster.

"Gary comes to Discovery with strong radio contacts and a firm context on the Alternative format and genre," said VP/Promotion **Jack Ashton**. "Gary is the one to bring Discovery headlong into the Alternative format."

Poole's resume includes a decade of on-air stints at Los Angeles outlets **KLOS** and **KQLZ**, **KLOL/Houston**, San Jose's **KOME** and **KSJO**, **KCFX/Kansas City**, and **WWCD/Columbus**.



Poole

Harrison Appointed PD At WEQX/Albany

Alghini hired as Asst. PD/MD

WEQX/Albany, NY has elevated MD **Ian Harrison** to PD. He succeeds **Gary Schoenwetter**, who became **KXPK/Denver's** MD last fall. The station also has hired **IRS Records** regional **Marc Alghini** as Asst. PD/MD, effective February 1.

Owner/GM **Brooks Brown** told **R&R**, "Ian gets along great with our staff, and he's multifaceted: He's able to work well with the sales and promotions departments, he knows the music, and he likes to fly-fish."

Harrison — who joined **WEQX** as a parttimer two years ago and became MD about six months ago — commented, "This [station] is an original piece of work, and my motivation is to continue to make this station an original kick-ass Modern Rocker in Albany."

Radio

• **BOB STRACZEK** has been appointed VP/GM of **KSTB/Crystal Beach-Houston**. He had been a Sales Manager at **WPKR-FM/Quad Cities**.



Ken Payne Jeff McCausland

• **KEN PAYNE** and **JEFF McCAUSLAND** have been named GSM and Operations Director, respectively, at **KRBB-FM & KXLK-FM/Wichita**. Payne was Operations Director for **KRBB-FM** and PD for sister combo **KCOL-AM & KIMN-FM/Fort Collins, CO**. McCausland served as GSM of **KRBB-FM** prior to its purchase by **Triathlon Broadcasting** in September 1995.

• **ROSS PASSANTINO** has been promoted to LSM for **KCMO-FM & KLTH-FM/Kansas City**. He joined the stations as an AE in November '95.

• **GARY ALEMAN** and **BELYNDA STARR** have become Regional Sales Manager and LSM, respectively, at **WTOU & WKDD/Akron**. Both had been AEs for the **Barnstable** combo.

PROS ON THE LOOSE

Jack Boston — Morning show host **WMXQ/Birmingham** (205) 979-6669

Bob Dale — Mornings/operations **WUOY/Wilmington, NC** (910) 458-0604

John Dakins — PD/mornings **WIXC/Bay City, MI** (517) 652-8780

Mark Elliot — Mornings **WJJO/Madison, WI** (608) 273-9377

Dave Fuller — Middays **WWCK/Flint** (313) 439-2966

Dean Goss & Erin Garrett — Mornings **KFRC & KYCY/San Francisco** (415) 508-8348

Sue Peterson — Afternoons **WJJO/Madison, WI** (608) 255-3706

Phlash Phelps — Mornings **WSSX/Charlotte** (803) 402-0571

Rob Riesen — Afternoons **KBZN/Salt Lake City** (801) 943-3617

Chris Sullivan — MD/nights **WKCY-FM/Harrisonburg, VA** (540) 433-1388

The Original Magic Christian — Mornings **KJZY/Santa Rosa, CA** (707) 838-6999

James W — "Quiet Storm" host **WAMO/Pittsburgh** (412) 798-0944

Greg Williams — PD **KDLE/Wichita** (316) 264-9114

Steve Williams — PD/mornings **WTCF/Saginaw, MI** (517) 797-4420

Mike Young — Talk show host **WILM/Wilmington**, (302) 477-1407

Records

• **EPITAPH RECORDS** and **EUROSUN MEDIA CORP.** have agreed to a distribution agreement covering Poland, the Baltic States, Russia, and other former Soviet republics.

National Radio

• **JACK THOMAS** has been named host of **Backstage Productions' new "Music City News Radio Magazine"**. The weekly program features audio segments based on the magazine's most popular columns and articles. Also, **Backstage** unveils its new "Internet Country Countdown"; (800) 833-1334.

Goldman

Continued from Page 1

sent a powerful force in AM radio."

Goldman told **R&R**, "My first priority is to get to meet everybody. I'm not a micromanager, but I am a hands-on manager. I just want to let everybody see the face behind the name and let them know what I expect of them."

Goldman said he intends to use his

Blizzard

Continued from Page 1

Charlottesville, VA's Mike "Mr. Lonely" Smith. According to **GM Brad Eure**, **Smith** went on the air at noon Sunday and remained until 6am Monday. **WWWV's** morning man was transported to the station in a four-wheel drive Monday in time for his shift, allowing **Smith** to sleep.

Active Rock **WRRV/Newburgh, NY MD Andrew Boris** slid off I-84 into a snowbank while traveling from his home in **Poughkeepsie** to the station's studios in **Middletown** Monday. Although it took two hours for his car to be removed, he eventually arrived at the station. PD **Greg O'Brien's** car was buried in drifts somewhere, but he kept an emergency crew on hand in advance of the storm.

"The last time this happened, I pulled a 20-hour shift at [Classic Rock **WPDH/Poughkeepsie**]," **O'Brien** said. "I didn't want anybody to go through that."

Be Prepared

In **New York City**, where public schools closed for the first time in 18 years, it was business as usual for **Hot AC WPLJ's Scott Shannon** and **Todd Pettin-gill**. The duo stayed at a nearby hotel Sunday night in anticipation of the storm and walked in for their Monday show. Meanwhile, afternoon driver **Rocky Allen** received special **NYPD** permission to drive to the station for his shift.

Sister **WABC/New York** was forced to bring its power down from 50kw to 10kw during the storm's height, but was back at full power by Sunday night, according to PD **Phil Boyce**. Talk host **Bob Grant**, stranded in **Toms**

CHRONICLE

BIRTHS

WIOV/Lancaster, PA MD Robin Williams, husband **Matthew Schnader**, daughter **Holly Nicole**, December 29.

WTVY/Dothan, AL midday talent **Steve Crosby**, girlfriend **Amy**, son **Aaron Chase**, December 20.

CONDOLENCES

WKLT/Michigan GM Reggie Box, 46, December 29.

• **ITEX MEDIA** is extending its offer of the **ImageAudio Production Library** on a straight barter basis through 1996; (503) 244-4673 ext. 118.

TV and radio experience in **Boston** to develop synergies between the **CBS all-News** radio stations — of which there are two in several markets — and the co-owned TV stations. Those synergies could include marketing and promotion partnerships, cross-use of talent, and co-location. "Whatever the opportunities are, we're going to take advantage of them," he said.

River, NJ, had a listener with emergency clearance pick him up and drive him home, where he broadcast his show via **ISDN** circuit to **WABC's** **Manhattan** studios.

Co-owned **WMAL/Washington OM Jim Gallant** had every news and support staffer pulling 12-hour shifts, with as many as 12 people working the newsroom and hearty newshounds cruising the snow-choked streets. **Gallant**, who hasn't been on the air in years, even slid behind the microphone to handle some overnight updates. **News WTOP-AM** simply had reporters give conditions from their suburban **Virginia** and **Maryland** homes on-air.

The **Washington Post** reported that crosstown **Country WMZQ-AM & FM** morning duo **Gary Murphy** and **Jessica Cash** were stuck in **Memphis**, where they were preparing for a fundraiser. The pair phoned in every hour from a hotel where they stayed with three other staffers, including **OM Gary McCartie**. **GM Charlie Ochs** took over the morning show, returning to the air after a decades-long absence.

More To Come

In **Philadelphia**, which was nailed with 31 inches of snow, **Urban AC WDAS-FMPD Joe Tamburro** picked up two jocks in his four-wheel drive, drove them to the station, and put them up in a nearby hotel for the evening.

Crosstown Talker WWDB-FM also managed to stay on the air: Staffers stayed at a nearby hotel, and PD **Matthew Zucker** camped out at the studios. But as **Zucker** points out, "The aggravating thing is knowing it's coming again this weekend. A storm on the weekend is almost worse, because you're dealing with parttimers."

MEDIA

TELEVISION

TOP TEN SHOWS JANUARY 1-7

- 1 *ER*
- 2 *Seinfeld*
- 3 *Friends*
- 4 *Caroline In The City*
- 5 *Tostitos Fiesta Bowl*
(Nebraska vs. Florida)
- 6 *Single Guy*
- 7 *Movie (Sunday)*
("Jack Reed: A Killer Amongst Us")
- 8 *NFL On NBC Postgame*
(Colts vs. Chiefs)
- 9 *Home Improvement*
- 10 *Mad About You*

COMING NEXT WEEK

Friday, 1/12

• **Bonnie Raitt and Bryan Adams, "ABC In Concert"** (check local listings).

Saturday, 1/13

• **Alison Krauss & Union Station and Merle Haggard** perform as PBS begins a new "Austin City Limits" season (check local listings).

• **"Remember WENN"** — a new comedy-drama series set at a Pittsburgh radio station circa 1939 — debuts on AMC (9pm EST/6pm PST).

• **Joan Osborne, "Saturday Night Live."**

Sunday, 1/14

• **"Al Jarreau: Tenderness,"** a 1995 concert performance from the Disney-MGM studios, premieres on the Disney Channel (9pm).

Monday, 1/15

• **Merle Haggard** performs and **Denis Leary** is interviewed on "The Tonight Show With Jay Leno."

Wednesday, 1/17

• **Clint Black, Shawn Colvin, and Delbert McClinton** are profiled on "The Road" (TNN, 8pm EST/5pm PST).

Thursday, 1/18

• **Tracy Chapman, "Jay Leno."**
• **Denis Leary, "Late Late Show With Tom Snyder."**

FILMS

WEEKEND BOX OFFICE JANUARY 5-7

1 <i>12 Monkeys</i> (Universal)	\$13.84	Dance?", Magnapop ("Come On Inside"), X-Members ("End Of The World"), and Fourth Grade Nothing ("Adirectional" and a cover of Kim Wilde's "Kids In America"), as well as Dance Hall Crashers' "Don't Wanna Behave" and the Rugburns' "Suburbia." The "Bio-mix" of Men Without Hats' "Safety Dance" and classic tunes by Camper Van Beethoven ("Good Guys & Bad Guys"), Bow Wow Wow ("I Want Candy"), Time Zone ("World Destruction"), and Stealers Wheel ("Stuck In The Middle With You") complete the LP.
2 <i>Grumpier Old Men</i> (WB)	\$7.90	
3 <i>Jumanji</i> (TriStar)	\$7.52	
4 <i>Toy Story</i> (Buena Vista)	\$7.06	
5 <i>Waiting To Exhale</i> (Fox)	\$6.19	
6 <i>Father Of The Bride Part II</i> (Buena Vista)	\$5.75	
7 <i>Heat</i> (WB)	\$5.50	
8 <i>Sabrina</i> (Paramount)	\$4.59	
9 <i>Tom And Huck</i> (Buena Vista)	\$2.57	
10 <i>The American President</i> (Columbia)	\$2.25	

All figures in millions

Source: Entertainment Data Inc.

COMING ATTRACTIONS: This week's openers include "Bio-Dome," starring **Pauly Shore** and **Stephen Baldwin**. Look sharp for Australian recording artist **Kylie Minogue** in a supporting role. The film's **Priority** soundtrack showcases new songs by **Wax** ("Your Intelligence") and a rendition of **Bobby Freeman's** "Do You Wanna

Dance?", **Magnapop** ("Come On Inside"), **X-Members** ("End Of The World"), and **Fourth Grade Nothing** ("Adirectional" and a cover of **Kim Wilde's** "Kids In America"), as well as **Dance Hall Crashers'** "Don't Wanna Behave" and the **Rugburns'** "Suburbia." The "Bio-mix" of **Men Without Hats'** "Safety Dance" and classic tunes by **Camper Van Beethoven** ("Good Guys & Bad Guys"), **Bow Wow Wow** ("I Want Candy"), **Time Zone** ("World Destruction"), and **Stealers Wheel** ("Stuck In The Middle With You") complete the LP.

"Don't Be A Menace To South Central While Drinking Your Juice In The Hood," which stars **Shawn Wayans** and **Marlon Wayans**, also opens this week. The film's **Island** soundtrack sports cuts by **Jodeci**, **R. Kelly**, the **Isley Brothers**, **Lost Boyz**, **Mona Lisa**, **Ghostface Killers** featuring **Wu-Tang Clan**, and **Junior M.A.F.I.A.'s** **Lil Kim**.

Rounding out this week's openers is "Two If By Sea," starring **Sandra Bullock** and **A&M** recording artist **Denis Leary** and featuring music by the **Chieftains'** **Nick Glennie-Smith** and **Paddy Moloney**.

MUSIC & MOVIES

CURRENT

- **TOY STORY** (Walt Disney)
Single: You've Got A Friend In Me/Lyle Lovett & Randy Newman
- **WAITING TO EXHALE** (Arista)
Single: Exhale (Shoop Shoop)/Whitney Houston
Other Featured Artists: Toni Braxton, Brandy, TLC
- **GOLDENEYE**
Single: Goldeneye/Tina Turner (Virgin)
- **BALTO**
Single: Reach For The Light/Steve Winwood (MCA)
- **GET SHORTY** (Antilles/Verve)
Featured Artists: Morphine, Us3, Greyboys
- **ACE VENTURA: WHEN NATURE CALLS** (MCA)
Single: Burnin' Rubber/Mr. Miraianga (Way Cool Music)
Other Featured Artists: Matthew Sweet, Presidents Of The USA
- **MONEY TRAIN** (550 Music/Epic Soundtrax)
Single: Top Of The Stairs/Skee-Lo (Sunshine/Scotti Bros.)
Other Featured Artists: Shaggy, Neville Brothers, Luther Vandross
- **DEAD MAN WALKING** (Columbia/CRG)
Featured Artists: Bruce Springsteen, Mary Chapin Carpenter
- **WHITE MAN'S BURDEN** (TAG)
Single: We Got It Goin' On/Changing Faces
Other Featured Artists: Dave Matthews Band, Bush
- **THINGS TO DO IN DENVER WHEN YOU'RE DEAD** (A&M)
Featured Artists: Blues Traveler, Tom Waits, Dishwalla
- **THE BROTHERS McMULLEN** (Arista)
Single: I Will Remember You/Sarah McLachlan
Other Featured Artists: Seamus Egan
- **KIDS** (London/Island)
Single: Natural One/Folk Implosion
Other Featured Artists: Daniel Johnston, Sebadoh
- **EMPIRE RECORDS** (A&M)
Single: Til I Hear It From You/Gin Blossoms
Other Featured Artists: Edwyn Collins, Toad The Wet Sprocket

COMING

- **BIO-DOME** (Priority)
Featured Artists: Dance Hall Crashers, Wax
- **BEAUTIFUL GIRLS** (Elektra/EEG)
Featured Artists: Afghan Whigs, Satchel, Howlin' Maggie

'ZINE SCENE

WHTZ, WBRU, WAPL Top Stations In 'Rolling Stone' Readers' Poll!

The *Rolling Stone* readers' poll winners for Best Radio Station were **WHTZ/NY** (Large Market), **WBRU/Providence** (Medium Market), and **WAPL/Appleton, WI** (Small Market). Runners-up were **KROQ/L.A.**, **WAXQ/NYC**, **WHFS/Washington**, and **WDRE/Philly** (Large Market); **WMRQ/Hartford**, **WMMS/Cleveland**, **WFBQ/Indy**, and **WUFX/Buffalo** (Medium Market); and **WRDU/Raleigh**, **WEQX/Albany**, **KDEO/Honolulu**, and **WHTG/Asbury Park, NJ** (Small Market).

While **Live** took Artist Of The Year, the poll also yielded some spectacularly schizophrenic results: **Hootie & The Blowfish** and **Alanis Morissette** each scored big in the Best and Worst Album category, with **Morissette's** "You Oughta Know" among the runners-up for Best and Worst Single as well. The **Led Zeppelin** "Encomium" took Best and Worst Tribute Album honors, with the **Carpenters** and **John Lennon** tributes among the runner-ups in both categories. The **Red Hot Chili Peppers** placed in the Top 5 in the Best and Worst Album Cover race; **TLC** took similar Best and Worst Video honors.

That Was Then, This Is Now

Chubby Checker, the **Kingston Trio**, **Mickey Dolenz**, and **Meat Loaf** (!) are currently residing in the *Globe's* "Where Are They Now?" file.

Ex-Del Fuegos frontman **Dan Zanes** (Private Music), **Tamia** (Qwest), and **Kevin Mahogany** (WB) are the three recording artists spotlighted in *Newsweek's* "New Faces Of 1996" feature.

Altar Egos

Despite the *Globe's* screaming headline ("Duran Duran's Drummer's Living Hell With Wife"), the 'zine's story is about Duran Duran guitarist **John Taylor's** problems with his estranged better half, **Amanda de Cadenet**, who's been romantically linked with **Ashley Hamilton**, **Smashing Pumpkins** frontman **Billy Corgan**, actor/**Dogstar** bassist **Keanu Reeves**, and **Jack Nicholson**.

Dolly Parton's bodyguard ended their six-year love affair because she wouldn't divorce her husband, **Carl** (*National Enquirer*).

The *Star* sports a two-page spread of **Heather Locklear** and hubby/**Bon Jovi** guitarist **Richie Sambora** spending a "second honeymoon" in Hawaii.

Travis Tritt intends to marry a waitress he met at Nashville's **Hooters** restaurant. Incidentally, her friends told the *National Enquirer* that she underwent breast enlargement surgery to get the job.

While **Tommy Lee-Pamela Anderson** and **Lisa Marie Presley-Michael Jackson** make the *Star's* "Most Likely Marriages To Collapse" list, **Lorrie Morgan** and Sen. **Fred Thompson** (R-TN) and **Janet Jackson** and **Rene Elizondo** make the 'zine's "Most Likely To Get Married This Year" lineup.

Meanwhile, **Madonna** is telling pals that **David Geffen** is "gonna be my next husband" (*Globe*).

Incidentally, **Madonna** and **Barbra Streisand** are the only two recording artists on the *National Enquirer's* "10 Most Powerful Women In Showbiz" list.

And ... the *National Enquirer* notes that **Madonna** is so determined to maintain a hair-free body she spends \$600 each month on wax treatments.

Livin' In The Life

Seal has been spotted cozily entwined with model **Veronica Webb** at L.A.'s **Atlas Bar & Grill** (*Star*).

The strippers hired to spice up **Brad Pitt's** 32nd birthday bash were all lesbians hired by **Melissa Etheridge** (*National Enquirer*).

U2 bassist **Adam Clayton** checked into a clinic to beat his battle with the bottle (*Globe*).

Tupac Shakur recently strolled into a Santa Monica car dealership and paid \$250,000 for three **Jaguars** (*Star*).

Dionne Warwick has been begging **O.J. Simpson** to go live with her in Brazil (*Star*).

Career Opportunities

While **A&M A&R** exec **Jonathan McHugh** assesses the possibility of **John Travolta** resuming his once-successful singing career with "maybe he could do a duet with **Tony Bennett**," **Atlantic A&R** exec **Mike Gitter** suggests **Travolta** would be better served doing "a tiki-lounge tour of the states backed by members of **Morphine**" (*Entertainment Weekly*).

While **Courtney Love** is the subject of a six-page *Playboy* story, **Westwood One** syndicated financial taker **Bruce Williams** merits a page-long profile in *Money*.

Bruce Williams

When *Entertainment Weekly* asked **Nusrat Fateh Ali Khan** — who duets with **Pearl Jam** frontman **Eddie Vedder** on the "Dead Man Walking" soundtrack — what other Western vocalist he might like to work with, the Pakistani pop singer replied, "Bjork. I like her voice."

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

VIDEO

NEW THIS WEEK

- **NINE MONTHS** (Fox)
Hugh Grant, **Julianne Moore**, and **Tom Arnold** star in this feature film, which spawned a **Fox/Milan** soundtrack with **Little Steven's** "The Time Of Your Life," **Marvin Gaye's** "Let's Get It On," and **Tyrone Davis's** "Turn Back The Hands Of Time."
- **LORD OF ILLUSIONS** (MGM/UA)
Starring **Scott Bakula** and **Kevin J. O'Connor**, this feature film sports a **Mute** soundtrack with cuts by **Erasure** (a cover of **Burt Bacharach's** "Magic Moments") and **Diamanda Galas** ("Dancing In The Dark").



STREET TALK®

Portland Stations Survive Hostage Crisis

NAC KKJZ/Portland wound up in the middle of a hostage crisis last Thursday (1/4). PD **Shaun Yu** told ST that a gunman entered the KOIN Tower — home of KKJZ and duopoly partner **KUPL** — via a loading dock, adding the intruder apparently had some problems with some female employees on the building's fourteenth floor that got him fired from his messenger job.

The heavily armed gunman proceeded to shoot two people, both of whom are in stable condition, and took eight others hostage. However — along with the two radio outlets — the building houses a TV station and the **Internal Revenue Service**, so, as Yu said, "many of the tenants are potential terrorist targets."

The building was evacuated at 2:20pm, but KKJZ announcer **Gordon Lee** remained on-air, providing updates throughout what became a five-and-a-half hour ordeal. (**KATV-TV** and **KPTV-TV** each did live interviews with Gordon.)

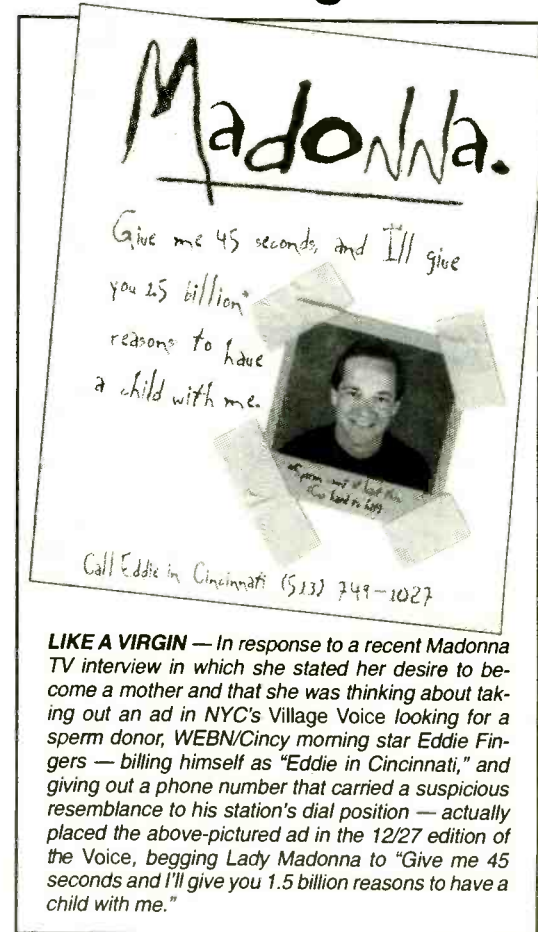
"Because we were able to secure both stations," Yu told ST, "the police felt our staff would be better off inside. But I was on the street, working with the police and reporting live. Eventually, the gunman released the hostages and surrendered. While I'm incredibly proud of the entire staff, I'm not sure this is the way to kick off a winter book."

Rising Tide officially announces its new name — **Universal Records**. (The NYC-based label's first single, **Intrigue's** "Dance With Me," will go to radio on January 16.) However, the NYC-based label's country music division will remain known as **Rising Tide/Nashville**.

Will AC **KMXZ/Tucson** PD **Bobby Rich** return to San Diego for wakeup duties?

Rumors

- Will new **KABL-AM & KBGG-FM/SF** PD **Bob Hamilton** also become Chancellor VP/Programming?
- Is **WEND/Charlotte** about to acquire the morning services of **Howard Stern**?
- Despite what you may have heard elsewhere, no decision has been made on whether there will be a format change at **Odyssey's** new L.A. trimulcast, **KBAX/KMAX & KAXX/Fallbrook-Arcadia-Ventura**.
- Is former **Zoo Nat'l Dir./Top 40 Promo Dana Keil** **Universal-bound**?
- Will AC **WJXA/Nashville** PD **Jim Kennedy** exit at month's end?
- Has **KTHT/Fresno** PD **Jon Zellner** been offered the **KMXV/KC** PD gig?



LIKE A VIRGIN — In response to a recent Madonna TV interview in which she stated her desire to become a mother and that she was thinking about taking out an ad in NYC's Village Voice looking for a sperm donor, **WEBN/Cincy** morning star **Eddie Fingers** — billing himself as "Eddie in Cincinnati," and giving out a phone number that carried a suspicious resemblance to his station's dial position — actually placed the above-pictured ad in the 12/27 edition of the Voice, begging Lady Madonna to "Give me 45 seconds and I'll give you 1.5 billion reasons to have a child with me."

Meanwhile ... **KKBH/San Diego** morning driver **Big Ron O'Brien**, OM **Gwen Roberts**, and morning show producer **Hal "9000" Abrams** exit. O'Brien replaced **Brian Whitman** just two weeks back. ST hears **KKBH** will take an AC direction to compete with **KYXY** and crosstown **KCBQ-FM** PD **Jesse Bullet** will come over as PD.

Ending months of speculation, **WHTZ (Z100)/NY** inks former **WPNT/Chicago** morning driver **Steve Cochran** for wakeups. Cochran's set to join co-host **Patty Steele** and producer **Elliot Segel** on Thursday (1/11), broadcasting *live!* before a **Sony Studios** audience — with **Smashing Pumpkins** frontman **Billy Corgan** pickin' all the music!

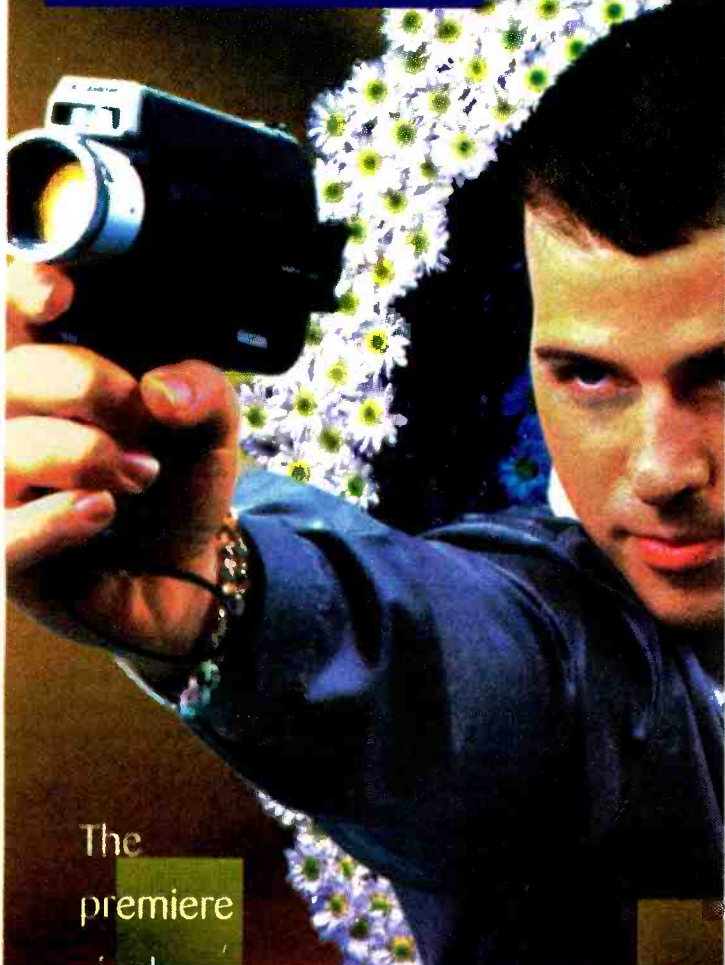
And ... former **WHTZ/NY** morning co-host **Ross Brittain** signs for mornings at **WKSS/Hartford**. He succeeds **Gary Craig**, who's rumored to be going to crosstown rival **WTIC-FM** when his six-month non-compete expires.

Liberty's WQSI-AM, WXTR-FM & WXVR-FM/Washington VP/GM **Bob Rich** is appointed acting VP/GM at co-owned **WHFS/Washington-Baltimore**.

Continued on Page 17

D:REAM

Shoot Me With Your Love



The premiere single from the forthcoming album World.

#5 Most Added R&R Pop

Produced by D:REAM and Tom Frederikse for FXU Management: MCT

Major Love From
KHOM
KZHT
WDJB
WXIS
WTWR
WWCK
WSSX
WERZ
and many more

On Sire compact discs and cassettes. <http://www.elektra.com>



THIS YEAR THE KID



IS GIVING IT AWAY!

EACH WEEK OVER 200 STATIONS BROADCAST THE ORIGINAL 80s MUSIC SHOW **Backtrax USA with Kid Kelly:**

- | | | |
|-------------------------|--------------------------|---------------------|
| KDWB Minneapolis | WTIC Hartford | WBMX Boston |
| WPNT Chicago | KKRZ Portland | WKQI Detroit |
| WRQX Washington | WTKI Milwaukee | KHMX Houston |
| WFLY Albany | WZPL Indianapolis | KPLZ Seattle |



Your Arbitron-rated station can get a free one-month trial of **Backtrax USA** on a market exclusive basis. Try it for a month and we know you'll want it for good. Call Kathy Gilbert at (201) 487-0900.



JANN ARDEN

In sensitive

*oh I really should have known
by the time you drove me home
by the saugeness in your eyes
your casual good-byes
by the chill in your embrace
the expression on your face
that told me*

*you might have some advice to give
on how to be
insensitive*

THE NEW SINGLE FROM **LIVING UNDER JUNE**

AC MONITOR DEBUT 38*

R&R AC CHART: DEBUT **29**

R&R HOT AC CHART: **24**

HAC MOST ADDED &
INCREASED AIRPLAY!

WBMX - #3 PHONES

WMXV - TOP 10 PHONES

KHMX - TOP 5 PHONES &

#6 CALLOUT

WKTJ - PHONES &

#1 CALLOUT

KDMX - PHONES!

KPLZ - ADDED THIS WEEK

PRODUCED AND MIXED BY ED CHERNEY, CO-PRODUCED BY JANN ARDEN
RECORDED BY ED CHERNEY AND DUANE SEYKORA, EXECUTIVE PRODUCER: NEIL MACGONIGILL FOR MUSICWORKS
MANAGEMENT / DIRECTION: NEIL MACGONIGILL / RUDI LEVALLEY, MUSICWORKS, INC.

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After the #1 hit

"I BELIEVE"

and the top 10 follow-up smash

"LET ME BE THE ONE"...

blessid union of souls oh virginia

the new single and video

from the gold debut album **HOME**

MOST ADDED!

Early Believers:

WHYI WVSR

WKQR WQGN

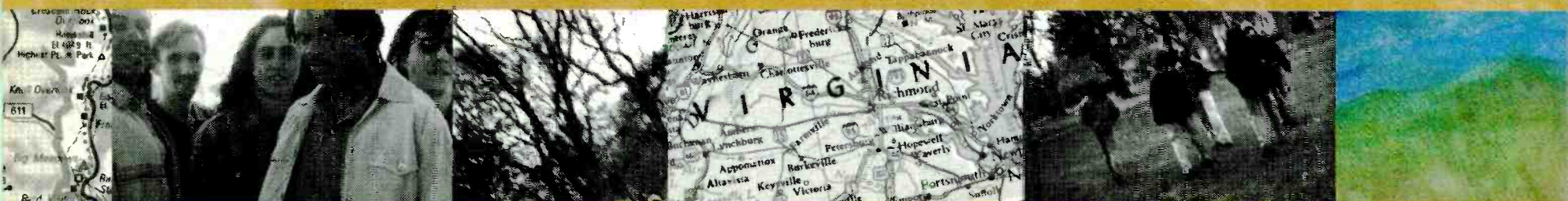
WNCI KGOT

WYKS KISR

WAYV WKMX

WXYK KQID

© 1996 EMI Records



EMI Records



Produced by: EMOSIA • Remixed by: Tom Lord-Alge for Hummina Productions Ltd. • Management: Mark Liggett • A&R: Pete Garbaro & Debbie Southwood Smith • E-Mail: Bless@UN@aol.com

STREET TALK®

Continued from Page 14

KVSP/Oklahoma City APD/night jammer **Terry Monday** becomes PD for KVSP and **KJMM/Tulsa**. KVSP weekend **Kila** will take over Monday's night shift.

After 20 years of managing **Bonneville** stations in the shadow of the Space Needle, **KIRO-AM/Seattle** VP/Station Mgr. **Joseph Abel** resigns. Abel told ST the decision was prompted by the company's recent Seattle reorganization.

Bonneville Seattle VP/GM **Kari Johnson Winston** said Abel won't be replaced; his former duties will be divided among other execs, including Winston.

Condolences to the family and friends of

Rumbles

• Sports **WDFN/Detroit** welcomes longtime local TV/radio sports personality **Eli Zaret** to mornings, slots locals **Stoney & Wojo** into afternoon drive, and goes satellite from 6pm-6am. Night guy **Ike Griffen** (aka **Mega-Mega-Sports Man**) and morning dudes **Dave & Sterns** are among the several staffers exiting.

• **KYLD & KYLZ/SF** PD **Mike Martin** reups for two more years.

• Look for **New World Communications** partner **Mark Shands** to serve as acting-PD/MD for **WPOW/Miami** until replacements for exiting PD **Funky Frank Walsh**, MD **John Rogers**, and morning co-host **Mindy Frumkes** can be found.

• **WKBO/St. Louis** morning drivers **Steve & D.C.** announce plans for national syndication; their first affiliate will be sister **KCMQ/Columbia, MO**.

• **Q101/Chicago** moves **Lex & Stoley** (aka the **Lupins**) from mornings to 10pm-midnight. Morning sidekick **Brooke Hunter** retains the wakeup shift.

• **WYUU/Tampa** morning drivers **Kelly & Alpha** segue to similar duties at **KXKL/Denver**.

• Ex-**WEQX/Albany, NY** PD **Gary Schoenwetter** joins **KXPK (The Peak)/Denver** as MD/early afternoons. Meanwhile, **KXPK** shifts **Jackie Selby** from nights to afternoons and moves parttimer **Sam Stock** to nights.

• Look for **KUKQ-AM/Phoenix** to flip from Alternative to Rock Entertainment, billing itself as "KUPD Two" — an alternative for **Sandusky's Active Rock KUPD-FM** — on January 15, under current PD **Larry Mac**. The format will offer specialty programming for rock 'n' roll junkies, including music, live concerts, nationally syndicated music and talk shows, sports, and more. MD **Allison Strong** exits to pursue other opportunities.

• **KZRQ/Albuquerque** flips from the Z-Rock satellite format to Hot AC.

• Ex-**WQLP/Quad Cities, IA-IL** PD **Ray Sherman** joins **Oldies WODJ/Grand Rapids, MI** for PD duties.

• **KDLE/Wichita** PD **Greg Williams** exits; MD **A.J. Jones** becomes acting PD. The station also changes calls to **KDGS**.

• Following **WPLY/Philly** Promo Dir. **Lynn Jeanrenaud's** exit, Y100 hires **WAEB & WZZO/Allentown MD/Mktg.** & Research Dir. **Maggie McAleer** as Mktg. Dir. and ups Asst. Promotion Dir. **Dave Burgess** to Promo Dir.

• Look for **WKXJ/Chattanooga** PD/midday maven **Art Sanders** to exit at the end of the month. Crosstown **WZST** nighttimer **Mikey Mike** becomes the new **WKXJ** PD. And in other Chattanooga news ... **WZST** GSM **Bill McKay** is upped to GM, replacing **Rex Tackett**, who heads to parent **Wickes Radio/San Antonio**.

• **WAVF/Charleston, SC** PD **Dave Rossi** exits.

• **WVSR/Charleston, WV** enters into a joint sales agreement with **Bristol Broadcasting's** crosstown Country **WQBE**. GM **Robert Thaler** exits, citing personal reasons, with no replacement named. And despite what you may have read last week, **WQBE** Sales Mgr. **Dick Findley** is not the new **WVSR** GM.

• **CHR KQHT/Grand Forks, ND** flips to '70s Oldies under PD **Brian Lee Rivers**.

• **KBAC/Santa Fe, NM** returns to the airwaves as an Alternative/Adult Alternative/NAC hybrid under PD **Ira Gordon**.

RADIO RECORDS



1

- **Shamrock Broadcasting** sets **Clancy Woods** as **WHTZ/NY** GM and **Sally Beamer** as **WFOX/Atlanta** GM.
- **Donald Moore** becomes **WVAZ** and **WEJM-AM & FM/Chicago** VP/GM.
- **Larry Pareigis** named **KYCY/SF** PD.
- **New San Diego PDs:** **Jesse Bullet** at **KCBQ** and **Bill Conway** at **KJQY**.

5

- **Andy Bloom** becomes **KLSX/L.A.** PD.
- **WZOU/Boston** PD **Steve Rivers** segues to crosstown rival **WXKS-FM (Kiss 108)**.
- **Jay Stevens** appointed **WPGC-FM/Washington** PD.
- **Barry James** named **WAXY/Miami** PD.

10

- **Don Jenner** upped to **Arista Records** Sr. VP/Promo.
- **Malrite Communications** sets **Steve Edwards** as VP/California Stations and **Bob Guerra** as **KLAC & KZLA/L.A.** OM.
- **Daryl Cox** promoted to **XHRM/San Diego** GM.
- **Ted Edwards** appointed **WYYY/Baltimore** PD.
- **John Moen** named **WLVE (Love 94)/Miami** PD.

15

- **Bill Ward** elevated to **Metromedia** Exec. VP.
- **Dale Reeves** named **WKTU/NY** PD.
- **WVON/Chicago** appoints **Velma Brazelton** Station Mgr. and **Ron King** PD.

20

- **Bill Sherard** promoted to **WGST/Atlanta** Ops Dir.
- **Jerry Stevens** named **WCAU-FM/Philly** PD.
- **Gerry Peterson** appointed **KCBQ/San Diego** PD.
- **Reggie Blackwell** becomes **WRFC/Athens, GA** PD.

former **KPWR/L.A.** air talent **Theresa Tran** (aka **Gina Davis**), who was killed while base jumping when her parachute failed to open.

Condolences also to **Virgin Records** VP/Promo **Al Moinet** and wife **Linda**, whose mother, **Rosalie Jackson**, passed away January 2.

Kiddos 'n' superlatives to **Work** VP/Rock Promo **Pam Edwards** and **Discovery** Nat'l Dir. **Rock/Alternative** Promo **Gary Poole** on the birth of their daughter, Tuesday (1/9). Baby **Poole** was unnamed at ST's deadline. May we suggest "Tuesday"?

Congratulations to **Columbia** Sr. Dir/Nat'l Singles Promo **Charlie Walk** on his engagement to **Lauran Miller**.

Records

- **Atlas/Polydor** is staffing up regionally to complement its existing promotional relationship with **A&M**. Joining **Atlas/Polydor** in Regional Dir. Promo slots are ex-**Hollywood** staffers **John "Archie" Souchack** (Northeast) and **Steve Stoff** (Southeast). Stay tuned ...
- **WAPE/Jacksonville** MD **Damon Cox** joins **Universal** for Boston promo duties.
- **Elektra** Nat'l Dir./AOR **John Pernick** exits.
- **JVC**-distributed **Victory Records** shutsters its doors.

L.A.D.

featuring darvy traylor



Ridin' Low

R&R RHYTHMIC: 17 - 15

MONITOR RHYTHM CROSSOVER: 15*

HOT 100: 52*

POWER 106	51X	#2 REQUEST
KYLD	67X	TOP 5 PHONES
KUBE	33X	TOP 5 PHONES
KLUC	48X	TOP 5 PHONES
WHHH	56X	TOP 5 PHONES
KGGI	31X	TOP 5 PHONES
KKFR	22X	#1 REQUEST
KQKS	13X	TOP 10 PHONES
KPRR	64X	TOP 5 PHONES
KWIN	70X	TOP 5 PHONES
Z90	29X	TOP 5 PHONES



#3 MOST REQUESTED



produced by
Richard "Rikko" Preuss

available on **Hollywood Records**
vinyl, compact discs and cassettes
HR-64004



Hollywood Records



RANDALL BLOOMQUIST

First-Quarter Sales: So Far, Not Too Bad

Let's face it, no first quarter is ever going to be queen of the sales prom. But as 1996 gets under way Talk GSMs report this particular opening quarter isn't too hideous. In fact, some stations have found it downright cute.

The Hotlanta Games

WGST/Atlanta GSM Steve Youlios says the first quarter is off to a strong start — that indicates 1996 will be a very good year — thanks in large part to the summer Olympics, which will take place in Atlanta. "With the Olympics coming up, advertisers have been trying to get their media buys done early," says Youlios. "A lot of them are booking well in advance — and for the full year. It's going to be a wild year for managing inventory in Atlanta."

Things are going so well that Youlios is concerned about the impact of Georgia's presidential primary, which takes place on March 5. "I'm particularly worried about the impact on February, which is a time when things usually start to pick up for us," he says.

Among WGST's hot first-quarter categories: computers and electronics, automotive, cellular phone services, local television stations, and — oddly enough — jewelry stores.

Healthy In Hartford

WTIC/Hartford GSM Jim Principi says the station is cashing in on a very bullish local radio market. "On a market basis January is up 13% and February is 18% ahead [of the same months last year]," he reports. "And WTIC is pacing well ahead of those numbers."

Principi says his station has benefited from its University of Connecticut basketball broadcasts and local radio's apparent success in regaining revenue it lost to television in the fourth quarter of 1995. Some of WTIC's hotter categories are automotive, banking, health care, and issues advertising. Retailing, Prin-

With the Olympics coming up, advertisers have been trying to get their media buys done early. A lot of them are booking well in advance. It's going to be a wild year for managing inventory in Atlanta.

— Steve Youlios

cipi says, is "doing okay."

WRKO/Boston is also running ahead of last year, thanks in large part to a surge in national revenues. "National wasn't pacing very well at all until a couple of weeks ago," says GSM Lynn O'Connell. "Then all of a sudden it really took off."

On the local level, O'Connell says the station's active categories are television, retail, and, to a lesser extent, political advertising.

Pumping Up The Loop

The new year is off to a slow start at WLUP/Chicago, according to GM Larry Wert. "All in all, the first quarter of last year was very good for us," he explains. "We're running slightly behind that level this year. January is coming in late and slow. But based on what I see for February and March I think it's possible we could [equal] last year's num-

bers."

Wert says the Loop is seeing lots of money from the local TV stations and regional gambling operations — floating casinos and Indian reservation gaming parlors.

WFLA/Tampa GSM Chuck Deskins reports that his station is also facing a sluggish start, primarily because he recently promoted two senior sales reps into management jobs. He believes that once he has resolved that personnel situation, WFLA's first quarter will be "flat to slightly ahead" on a year-to-year basis.

WRVA/Richmond is also trying to pick up the slack. GSM Ken Wayland says sales are running behind last year's pace. However, he is encouraged by the number of long-term commitments the station is receiving.

"Usually at this time we're getting some January and February hits," he explains. "People make a buy and then, if the cash register rings, they call back in March. But this year, advertisers seem to be committing to year-round marketing; they realize you have to do that in this competitive environment."

Wayland identifies his fat categories as financial, automotive, and groceries. Retail has been a mixed bag for the station as it reaps new revenue from the Richmond debut

of a couple of major chain stores, while suffering the continued loss of more "mom and pop" accounts.

WTAE/Pittsburgh is counting on its Steelers broadcasts to counteract a bad case of the winter blahs. According to GSM Mark Turley: "If the Steelers have a good run to the Super Bowl we'll be okay. But if they get eliminated early we're looking at a first quarter that is flat compared to last year."

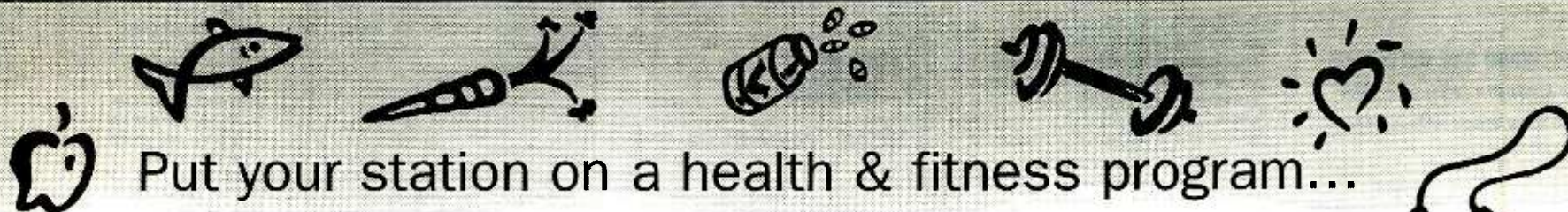
Turley's most active categories are: automotive and auto after-market, health care, and home improvement. Retail, he says, has been a so-so performer.

Usually at this time we're getting some January and February hits. But this year, advertisers seem to be committing to year-round marketing; they realize you have to do that in this competitive environment.

— Ken Wayland



75 BROADCAST YEARS — KDKA/Pittsburgh talker Fred Honsberger recently did his show live from the Museum of Television and Radio in New York City. The broadcast was part of the station's 75th anniversary celebration.



Put your station on a health & fitness program...

Joanie Greggains has consistently delivered number one ratings at San Francisco's KGO Radio for over a decade...number one among Adults and Women 25-54 and 25+. Now your ratings can get a healthy boost with **Let's Talk Health!**

Let's Talk Health with Joanie Greggains is relevant to everyone. Joanie is an expert and she talks to your listeners live as they ask the questions concerning them.

Plus...with "Let's Talk Health Tips," your weekdays will be healthy too.

These two-minute daily vignettes highlight nutrition, health, fitness, lifestyle, weight control and other vital health tips.

For more information, call **Horizon Radio Networks at (212) 949-1842.**

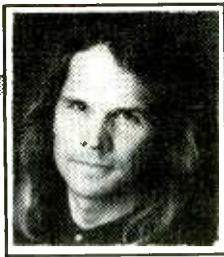
let's talk health *live*
with Joanie Greggains

Saturday
8-10AM (PT)

Horizon



radio networks



STEVE WONSIEWICZ

Trust Your Own Instincts

Label execs urge PDs to rely less on research in '96

Following up last week's column, I spoke with four senior VP/promotion execs who look at what transpired during '95 and how those trends will play out this year. Issues topping their new year's lists: artist development, music research, and alternative music.

JERRY BLAIR, COLUMBIA RECORDS

Jerry Blair cautions about singularly focusing too much on hit songs at the expense of helping build artists' careers. "You used to be able to develop artists slowly and steadily by building a following and a sales base through touring. You'd spend money on tour support and working the records at radio."

These days stations are only looking for hits, Blair says. "Artist loyalty means nothing. Don't get me wrong; hits are good for everybody, but just hit songs are not." **Toad The Wet Sprocket** have built a loyal fan base by constantly touring, and with every new release more records are sold — something not many bands are capable of today. Since many acts are identified with only one song, catalog development for that act will not be able to occur, he says.

"This business is going to be in dire straits if that doesn't change. Walk into a Waldenbooks or Barnes & Noble and you'll see people hanging out, drinking cappuccino and reading and buying books. Go next door to the record store and you'll see six people as opposed to 60. We're spending money on price and positioning, and people aren't even in the stores to take advantage of that."

Blair stresses that the radio and record industries have to realize they are in the same business. "Radio plays music to get people emotional about their station so their audience will listen more, and they can sell more advertising and generate income for their clients and themselves. By getting people emotional about the music, they in turn will buy records and generate income for retailers, the artists, and the record companies. We all need to work together to get people excited about both the artists and their songs."

Blair also warns about relying too much on music research. "Alternative radio wanted to say **Alice In Chains** wasn't recording hits. Meanwhile, 'Grind' was recently a top-requested song at several stations in the format. In the same vein, if we would have listened to re-



Jerry Blair



We [radio & records] all need to work together to get people excited about both the artists and their songs.

— Jerry Blair

searchers and programmers, we would have stopped with **Sophie B. Hawkins**. We would have never released another **Soul Asylum** single. Researchers were telling us the artists wouldn't be successful."

Methods such as callout research are fine for Blair so long as people use it intelligently. If programmers make sure songs receive enough airplay so their cuming listeners get to hear it, the problem of programmers adding songs too early will be avoided, he says.

"It's all going to go back to meaningful music, real songwriters, and songs that touch people. They want heroes and stars like **Mariah Carey** and **Hootie & The Blowfish**, who play music that touches them."

JOE RICCITELLI, ISLAND RECORDS

Joe Riccitelli firmly agrees with Blair's assessment that radio is beginning to rely too much on music research. He worries that radio has been testing records too early or using callout research too much as a barometer, and that programmers allow research to dictate things prematurely, without letting records grow.

"We've seen consultants in seminars say you can't research a record until it has 100 to 200 plays. But we're finding PDs in all formats spinning a record 40 times and expecting it to be familiar. That's dangerous because it creates a smaller window of opportunity for everyone."

Riccitelli says CHR stations fell into this trap several years ago, costing them dearly because the music didn't sound fresh. Now he finds it



Joe Riccitelli

moving over to Alternative stations.

While Alternative was embraced by the mainstream audience last year, Riccitelli says promotion execs should not abandon an artist's fan base for the sake of going for a quick strike at mass appeal radio. "We released the **Cranberries**' 'Zombie' first to Alternative because we had to image the band properly. It's the same with the **Melissa Etheridge** album. We had to have a No. 1 rock record at that format to serve her fan base. You can't simultaneously release records to all major formats yet. You have to keep the proper positioning to service the band's core audience."

Formatics still play a pretty big role in the imaging of artists, although he sees all formats eventually "blending into one."

Looking ahead, Riccitelli wonders if the time is ripe for male solo artists to make a comeback at contemporary radio. "With the exception of Country and maybe Urban radio, find me a successful new male artist. It's not really happening. Mat-



Variety is what built [Alternative] in the first place. If they niche themselves into only one dimension of music, then Alternative radio will get into trouble.

— Greg Thompson

thew Sweet is — to a limited degree — in alternative pop/crossover. There's **Boyz II Men**'s **Shawn Stockman**. We were lucky to have **Montell Jordan** this year. Outside of Montell, and now maybe **R. Kelly** and **Coolio**, very few new male artists broke through."

GREG THOMPSON, ELEKTRA ENTERTAINMENT

Two trends that Greg Thompson sees continuing into '96 are the popularity of a kinder, gentler rock sound and thought-provoking singer/songwriters. "It's going to be the great songwriters, the great vocalists, and the singer/songwriters who can mature into artists. They will make people passionate about music. Their records make people go from hearing a song on the radio to wanting to know more about an artist. Whether it's **Natalie Merchant**, **Better Than Ezra**, or **Alanis Morissette**, they all write very thought-provoking lyrics and move people."

While alternative music will prob-



We're finding PDs in all formats spinning a record 40 times and expecting it to be familiar. That's dangerous because it creates a smaller window of opportunity for everyone.

— Joe Riccitelli

ably continue to be the flavor of the year, Thompson stresses the need for variety, especially with a music genre as hot as alternative. "What surprised us was that there were some Alternative stations that resisted Natalie at first because her music wasn't the guitar-driven, loud, male-dominated grunge rock sound that was so popular. While many



Greg Thompson

stations almost did themselves a great disservice by walking away from that album, they suddenly ended up coming back in many cases — and it was one of the biggest callout records of the year. It proves that listeners

want that variety."

Alternative will make a huge mistake if it allows itself to become in any way generic, he says. "Variety is what built the format in the first place and made people think the stations were so cool. It's what created passionate listeners. If they get away from that and niche themselves into only one dimension of music, then Alternative radio will get into trouble."

Thompson disagrees with Blair and Riccitelli in his belief that 1996 could be the year that programmers and promotion execs stay with selected records longer. "We are going to see a lot more 'secret weapon' type of records, such as those by **Everything But The Girl**, **Sophie B. Hawkins**, and what we hope **Simply Red**'s 'Fairground' will turn into. They will be the records that programmers realize will help listeners associate that song and artist with their station. We all need to forget about the big chart picture, and deal with making the artist and the song a hit for them."

Movies and television will also play a larger role in artists being exposed in multiple areas, presenting the need for radio to help capitalize on that, he says.

PETER NAPOLIELLO, EMI RECORDS

For Peter Napoliello, 1996 could be the year when international-based artists are featured more prominently on mainstream radio, especially when it comes to the Hispanic community. "When we successfully went about fulfilling **Selena**'s dream [of crossover success], we were able to convince markets like the Midwest and New England of the power of her music and message. We proved that a type of music not usually associated with those markets can be attractive. The end result was significant sales and, just as important, songs that researched

through the roof."

As tragic as her death was, all the coverage helped bring to the forefront the importance of the artist, her heritage, and the significance of her music, in turn opening the door for other Hispanic artists. "There are no ethnic barriers if you have a hit song. The U.S. is ripe for this kind of music. You're going to see more domestic labels releasing this type of music."

Napoliello also applauds efforts to attract more foreign acts to American airwaves. "The whole vibe is coming back in a big way. Just look at all the attention on the **Beatles** album. You can see it in a band like **Oasis**, who are making their mark here. Let's hope it isn't treated like a passing fad or it could go underground again."

The "vibe" is also being seen in a lot of the European alternative and dance music with an uptempo beat and positive messages. "Much of what's being signed in the States in the alternative genre is still pretty depressing. The radiowaves need to be friendlier. There will always be room for safe, homogeneous rock 'n' roll. I'm not disrespecting it. I'm a fan of bands like **Hootie & The Blowfish** and **Blues Traveler**. Eleven-plus million people can't be wrong."

However, Napoliello never rules out anarchistic music, especially



Much of what's being signed in the States in the alternative genre is still pretty depressing. The radiowaves need to be friendlier.

— Peter Napoliello

with the younger audience. "Right now there isn't anything like that that's setting the world on fire. We're in a period of safe tempo, good songs, good hooks, and good musicianship. Kids still want to let out a little aggression — but in a somewhat safe way."

More Sound Decisions on Page 22.

TALK BACK TO R&R!

Do you have questions, comments, or feedback regarding this column or other issues?

Call me at (615) 244-8677 or e-mail: mailroom@rronline.com

R&R

LAUNCHING PAD

The Eyes Of Texas Are Upon Funland, Spot

Thanks to the success of Texas-based bands like **Deep Blue Something**, **Toadies**, and **Tripping Daisy**, alternative-leaning acts from the Lone Star State are enjoying unheard-of success in their own backyard as local programmers work overtime to discover new artists for their listeners.

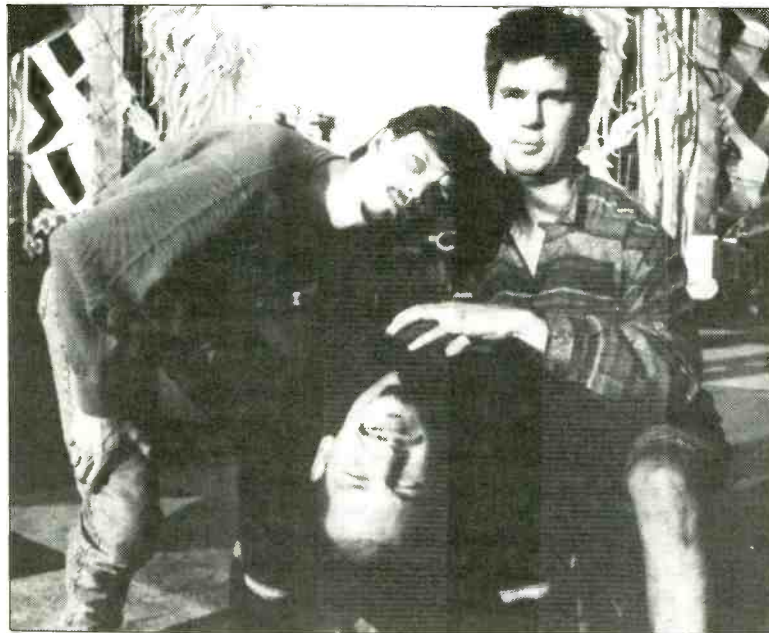
Two of the latest successes are a couple of trios: **Steve Records** act **Funland** and **Ardent Records** band **Spot**. In Funland's case, the singles "Angry Girl" and "Bleed Like Anyone" received airplay on such stations as **Alternative KNNC/Austin** and **Active Rock KEGL/Dallas, KTXQ/Dallas, KRAD/Corpus Christi, and KZRR/Albuquerque**. In Spot's case, the track "Moon, June, Spoon" broke at **Active Rock KTXQ/Dallas, KRAD/Corpus Christi, KNRX/Denver, WTGE/Baton Rouge, and WAVF/Charleston**.

According to Steve Records Director/A&R **David Dennard**—who signed such bands as **Tripping Daisy**, **Hagfish**, and the **Nixons** to his **Dragon Street Records** before moving on to major label deals—"Texas is really hot right now. Everyone's marveling at this being the golden year because it's all coming together. The bands who have been recording great music are now seeing major record sales.

"Programmers are really starting to take chances. There are three Rock stations in Dallas that are competing to break acts on the radio," he says. "[KTXQ MD] **Redbeard** and other programmers are taking records and testing them on the air. They're taking chances on the outer edge of the playlist and it's paying off for them and the bands. It's great to see this happening. It's like radio in the '60s."

Since the two bands remain primarily regional, both labels have

chosen to focus on their own backyard to continue building airplay. Steve Records serviced Funland's album, with emphasis on the tracks "Angry Girl," "Die Like A Satellite," and "Bleed Like Anyone," simultaneously to commercial and college radio. "Our basic philosophy is to try and



Spot

break the acts regionally in states including Texas, Louisiana, Oklahoma, and Arkansas. Once we start seeing some action there, then we'll start looking at other areas," Dennard says. To do that, the band—who parted ways with **Arista Records** after recording only an EP—performs on the local club circuit and does as many radio shows and promos as possible.

For Ardent Manager/Artist Development **Mary Breen**, the big push for Spot came once the label secured national retail distribution via **CEMA** in August. With airplay in Texas building and **CEMA** on board, the label is looking beyond the Southwest. "A lot

of stations unfortunately didn't take us seriously and didn't know who we were. Once we had **CEMA** on board, that helped a lot and started the ball rolling," Breen says.

Unlike Steve Records, Ardent opted to focus on college radio first, servicing "Moon, June, Spoon" to the

format in May. "Redbeard was just beginning to play 'Moon, June, Spoon,' but we felt we didn't have the resources yet to go after commercial radio. Plus, we were getting such a good response from college radio that we wanted to build on that." "Moon" was the most added single in its first week at college and eventually charted. Once the label felt confident about the track, it serviced it to commercial outlets in September.

Spot also frequents the local club circuit and visits radio stations in the Sun Belt. The band's next visits include **El Paso** and **Denver**, and then possibly **California**.



Funland

MUSIC NEWS & VIEWS

Diversity Key To '96 Grammy Nominations

NARAS's Greene credits radio, new policy

Credit radio and this year's change in nominating procedures for the wealth of female and alternative-leaning artists dominating the top categories for the 1996 Grammy awards. So says **NARAS** President/CEO **Michael Greene** in an interview this week with **R&R**.

Greene notes that the nomination policy changes announced last May 22 "absolutely" had a lot to do with the results. A national nominations review committee scrutinized the top vote-getters in the album of the year, record of the year, song of the year, and best new artist of the year categories.

"Unfortunately, in previous years we were getting nominees in one or two top categories who were there because of their popularity," adds Greene. "After taking the top 20 nominees and putting their recordings before the review committee, there's no question the quality of the artists we came up with was much more consistent.

"It's also important to note that [the changes] didn't accrue only to the **Coolios** and **Joan Osbornes** but to artists with huge public personas, like a **Michael Jackson** ... [artists] whom people perhaps pay too much attention to their problems and dismiss their artistry. Overall, it has allowed us to really get back to what I believe the academy was founded for in the first place—to recognize excellence instead of popularity."

As for radio's contribution, Greene observes, "A lot of it had to do with radio being willing to play female artists like **PJ Harvey**, **Alanis Morissette**, and **Joan Osborne** for the past year. Plus their commitment over the last few years to playing music by such ground-breaking women as **k.d. lang** and **Melissa Etheridge**. That—combined with the fact that we are in a new era of organic, singer/songwriter style of music—has really given a lot of vitality to those new artists. And that's definitely reflected in the voting."

Asked whether the nominations review committee will be pressed into service to review other categories, Greene says only, "We've been doing this for years in music video, classical, and jazz and have experienced much success. As we evolve, I'm sure that if we feel any of the other categories are in need of this process, we won't be reluctant to do it."

Female acts dominated the '96 nominations, with **Mariah Carey** and **Alanis Morissette** picking up six nods each. Following closely on their heels were **Joan Osborne**, who received five nominations, and **TLC** and **Shania Twain**, who earned four each. Females also dominated the best new artist category, with **Morissette**, **Osborne**, **Twain**, and **Brandy** receiving nominations; **Hootie & The Blowfish** was the only group to earn a nod in that category. On the male side, singer/songwriter/producer **Babyface** and **Glenn Ballard**, who co-wrote

and produced **Morissette's** breakthrough "Jagged Little Pill" album, each received five nominations. Artists/songs receiving nods in the other three major categories were: **Record of the Year**: **Carey/Boyz II Men's** "One Sweet Day"; **Coolio's** "Gangsta's Paradise"; **Osborne's** "One Of Us"; **Seal's** "Kiss From A Rose"; and **TLC's** "Waterfalls."

Song of the Year: **All-4-One's** "I Can Love You Like That"; **Seal's** "Kiss From A Rose"; **Osborne's** "One Of Us"; **Michael Jackson's** "You Are Not Alone"; and **Morissette's** "You Oughta Know."

Album of the Year: **Carey's** "Daydream"; **Jackson's** "HIStory Past, Present And Future Book I"; **Morissette's** "Jagged Little Pill"; **Osborne's** "Relish"; and **Pearl Jam's** "Vitalogy."

Editor's Note: For a complete list of the '96 Grammy nominees, check out **R&R's** site on the World Wide Web (<http://www.ronline.com>)

The winners in all 88 categories will be announced during the **CBS** telecast of the "Grammy Awards Show" from Los Angeles's Shrine Auditorium on February 28, 8-11pm EST.



Michael Greene



Mariah Carey



Joan Osborne



TONY NOVIA

CHR

CONTEMPORARY HIT RADIO

How Arbitron Diarykeepers Listen To Radio

Research Director Inc. study of 183,339 participants offers insights into patterns

As a former VP/Sales & Marketing for Arbitron, Rhody Bosley knows a few things about Arbitron and diarykeepers. Bosley and his partners at Research Director Inc. — a company specializing in the analysis, interpretation, and presentation of audience research and ratings data — recently conducted an analysis of 183,339 Arbitron diarykeepers from winter 1992-winter 1995 in markets ranging from 1 to 253. Please note the data in this study may show a bias since the participating stations are leaders in their markets.

Weekly Diary Returns



Rhody Bosley

If you're lucky enough to have a promotion budget for the book, in which phase do you run it? Many programmers tend to concentrate on the third phase because they feel Arbitron buffers or puts more diaries into that phase. But as Arbitron continues its efforts to improve, the numbers disprove this theory. As Arbitron has been preaching for some time, diary distribution is relatively equal from phase to phase, with the third phase in this case study only slightly higher.

Here is how a market with an in-tab of 2000 total diaries would break out according to Bosley's study:

	Phase 1 weeks 1-4	Phase 2 weeks 5-8	Phase 3 weeks 9-12
% of diaries	33.3%	32.8%	33.9%
# of diaries	666	656	678

As you can see, the phases from week to week are relatively balanced. So before you decide in which phase to advertise or spend the bulk of your money, you may want to conduct a diary review or use Maximizer to find patterns of your strengths and weaknesses — and those of your competitors — and trend them from book to book and phase to phase.

Please note in both the phase and week-by-week estimates, Research Director Inc. provided the percentages, which have been applied to an imaginary market of 2000 diaries. The 2000 diaries are not an average, but a useful way to observe the data in action. Also keep in mind these numbers are all averages and can vary from market to market, format to format, and book to book.

Week-By-Week Numbers

This next chart breaks out each week of the ratings period percentage of in-tab diaries, number of in-tab diaries, and quarter-hours that were recorded for a market with an in-tab of 2000 diaries.

Week	% Diaries In-Tab	# of Diaries In-Tab	% Total Quarter Hours
1	8.4%	168	8.3%
2	8.5%	170	8.5%
3	8.2%	163	8.1%
4	8.2%	163	8.1%
5	7.9%	158	8.0%
6	7.9%	158	7.9%
7	8.5%	170	8.6%
8	8.5%	170	8.7%
9	8.1%	162	8.0%
10	8.1%	162	7.9%
11	8.8%	176	8.7%
12	9.0%	180	9.1%

In this scenario the numbers once again show relative stability from week-to-week and phase-to-phase. A quick glance at the high total number of in-tab diaries for weeks 11 and 12 may deceive you if you don't look at offsetting low numbers in weeks nine and 10.

Creating Listener Loyalty

The ultimate destruction of a CHR, or any format, can occur when you lose your primary or P1 listeners. Consultants and programmers alike have their own theories about P1 listening. Some stations only test their P1 listeners when doing callout, while others open it up only making come a requirement to get into weekly callout. While numbers regarding P1 listeners have been tossed around for years, the numbers in this study point out the majority of quarter-hours for stations are still coming from your P1 listeners and, as expected, fluctuate from format to format.

Bosley points to P1 listening as "the percentage of come that listens to one station more than any other. The definition of P1 is a diarykeeper who 'listens to this station more than any other.' The segmentation of the audience into preference levels is a means to understand how diarykeepers are using the station. The reward for a station increasing P1 listening will be a higher share of the audience.

"The object of the ratings game is to collect more quarter-hours than anybody else. Hence, the P1 listener is most likely to contribute more quar-

ter-hours to the station. Ergo, the larger the percentage of the audience that qualifies as P1, the more quarter-hours of listening will be accumulated assuming a consistent come."

In this example, P1 listeners are defined as the station or format the diarykeeper listens to most in any diary.

Format	P1 listening come %	% Quarter-hours P1 listeners deliver
All	36.2%	72.0%
CHR	35.6%	68.4%
AC	34.2%	72.5%
Classic Rock	33.0%	70.9%
Country	41.2%	75.9%
News/Talk	42.9%	73.2%
Oldies	30.5%	66.7%

Whether or not you exclusively research your P1 listeners, you can see the importance of keeping them satisfied. In CHR, 35.6% of your listeners are delivering almost 70% of your quarter-hours. Now you can see why stations have set up databases and frequent-listener clubs to try and tap into these important listeners.

Diary Mentions By Day

Regardless of format, the audience listens less on weekends and the numbers prove it. While programmers have tried everything from specialty programs to theme weekends to increase listening, they've been ineffective compared with Monday-Friday listening habits. The cost to radio in potential advertising dollars is millions. Instead of giving away weekends as bonus

Day	% of All Come	CHR	AC	Country	News/Talk
Mon	52.1%	50.3%	49.6%	56.0%	63.1%
Tue	52.0%	49.8%	49.7%	55.6%	62.9%
Wed	51.5%	48.6%	49.1%	54.9%	62.2%
Thu	58.6%	60.1%	55.8%	62.6%	68.6%
Fri	56.0%	56.0%	52.9%	59.8%	65.7%
Sat	40.4%	42.2%	37.5%	44.6%	37.4%
Sun	32.0%	34.0%	30.0%	35.1%	30.6%

spots or a wedge to bring a cost-per-point schedule, as PD you have an opportunity to improve weekends. In your next perceptual or weekly callout, think about adding questions about weekend listening habits.

The most important reason to improve weekend numbers is to recycle those listeners into Monday-Friday listening. If you improve weekend listening, the chances of listeners sampling (and staying with) your morn-

Programming To Win

W MGI/Terre Haute, IN PD Beau Richards and veteran KLUC/Las Vegas PD Jerry Dean are two winning PDs who explain their approach to programming during the ratings sweeps.

Richards believes that if you don't have the core of the audience before the book starts, any efforts to shore up your core "is not going to make much of a difference."

The focus for WMGI's mail-back and fax-back contests is still Thursdays. But Richards "tries not to cater every major promotion around a Thursday because you never know when listeners are going to send diaries back."

This book Richards is taking the cash he normally would use for television and giving it away in \$50-to-\$1000 increments on weekdays over the entire 12 weeks.

Dean prefers to get a running start "a month before the book starts" and hits it heavy the first two phases. "If you wait until the first day of the book, it might take six or seven weeks before it makes an impression on anybody. By that time the book's half over. The same holds true for any TV or marketing we do."

Dean's goal to create listener loyalty "is to please his P1s and try to make them listen longer." He focuses about 50% of his callout and marketing research to what his P1s like.



Jerry Dean Beau Richards

ing show improve as well. It should come as no shock that Thursday, the first day of the diary, is still the most listened-to day of the week in CHR (followed by Friday). As a result, Thursdays and Fridays should remain important days for you to promote, advertise, and award big prizes.

At-Work Listening

While CHR is come driven, "at-work" listening is a necessary evil and for many CHR programmers a catch-22. The first quest is to define "at-work" listening. It's less traditional today than ever. Bosley has long preached that "at work" does not necessarily mean "in office." Bosley defines "at work" as "wherever the diarykeeper thinks is at work. For example, is a taxi driver in his car 'at work'? Is a carpenter listening on the job in someone's home at work or at home? Is someone who works in a home office at work or at home? What about listening at gas stations, beauty salons, retail stores, etc.? The bottom line is to know where your audience considers 'at work' and get more of them to listen at that location."

Some CHRs have resorted to no-repeat work days to attract "at-work" listening. Depending on your competitive situation, one problem with this approach for CHRs may be the lack of exposure of the hits. This can create unfamiliarity with your currents and more dependence on gold, which in turn can burn faster. Many successful CHRs stick with normal rotations and combine personality, music sweeps, giveaways, free lunches, office-of-the-day contests, special

programming (such as flashback noon hours), and fax and computer requests as hooks to promote in-office listening.

Whatever your approach, the importance of "at-work" listening can't be underestimated. While "at-work" only garners 22.9% of the diaries, it still delivers the most quarter-hours overall — a whopping 35.5%. If you still don't have a plan to increase "at-work" TSL, you may want to rethink your 1996 marketing plan.

Listening Location	% of Diaries	Listening Locations Monday-Sunday 6am-midnight % of Quarter-Hours
At Home	50.9%	32.4%
In Car	72.9%	30.1%
At Work	22.9%	35.5%
Other	6.9%	2.0%

Heavy Listening

If you've ever conducted a diary review in person you know the importance of heavy listening. While the majority of CHRs don't get many heavy listeners (defined here as those who listen for 100+ quarter-hours a week), heavy listening can help send them over the top. For example, 100 quarter-hours is a diarykeeper listening 9am-5pm for three days of the diary period.

Let's take station X. If the total in-tab of station X's market for the book is 1000 diaries, based on this data, 6.2% or 62 of those diaries will be heavy listeners. Those 62 diaries will also represent 30.6% for your station's quarter-hours. Through a combination of strong programming, marketing savvy, and TSL promotions, you must tap into your heavy listeners to maintain ratings superiority.

To obtain a copy of this special report contact Rhody Bosley, Julie Heath, or Marc Greenspan at the Research Director Inc. at (410) 377-5859.

GEORGE MICHAEL

jesus to a child

Written, Arranged and Produced by George Michael. Engineered by Chris Porter.

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- #1 Most Added - Top 40 (164 stations!)
- #1 Most Added - Hot AC
- #1 Most Added - AC
- #3 Most Added - Rhythm/Crossover

Major Market 1st Week Airplay:

Z100	KUBE	PRO-FM	WTIC	KIOI	WLIT
WXKS	KPLZ	WWKX	WKSS	WBMX	WRQX
STAR94	Q102	KKFR	KZHT	KHMX	and
B94	WIOQ	Q106	WZJM	WBEB	many
FM102	WNCI	WJJS	WKSE	WMTX	more!!!
KKRZ	WNVZ	WKBO	WKTJ	WMTX	

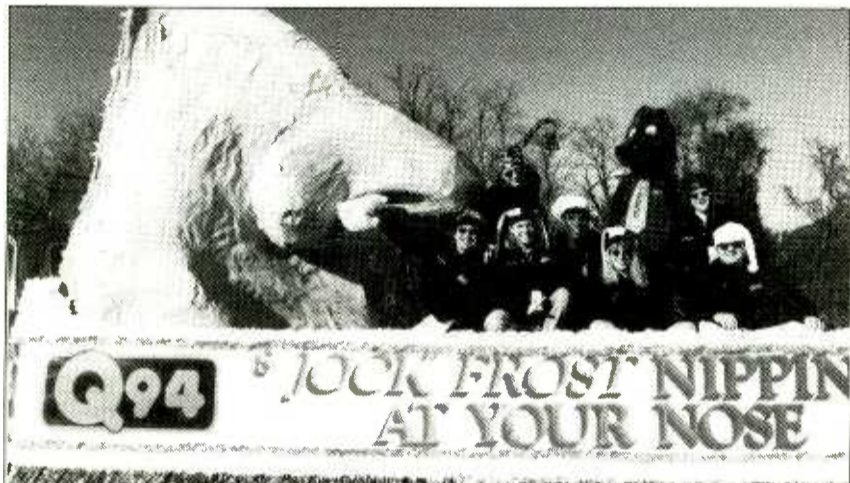


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POP/ALTERNATIVE TOP 20

3W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	3W	
8	1	OASIS Wonderwall (Epic)	590	433	17/0
1	2	GOO GOO DOLLS Name (Metal Blade/WB)	546	585	14/0
11	3	BUSH Glycerine (Trauma/Interscope)	506	361	15/3
5	4	FOLK IMPLOSION Natural One (London)	501	461	17/0
3	5	BLUES TRAVELER Hook (A&M)	498	474	16/0
4	6	COLLECTIVE SOUL The World I Know (Atlantic)	489	465	17/0
2	7	JOAN OSBORNE One Of Us (Blue Gorilla/Mercury)	481	524	15/0
6	8	RED HOT CHILI PEPPERS My Friends (WB)	449	458	15/0
10	9	SMASHING PUMPKINS 1979 (Virgin)	432	364	17/3
9	10	NATALIE MERCHANT Wonder (Elektra/EEG)	421	388	16/0
7	11	SMASHING PUMPKINS Bullet With... (Virgin)	373	453	13/0
20	12	SEVEN MARY THREE Cumbersome (Mammoth/Atlantic)	357	293	13/2
16	13	PEARL JAM I Got Id (Epic)	330	307	13/0
14	14	DEEP BLUE... Breakfast... (RainMaker/Interscope)	304	324	11/0
19	15	HOOTIE & THE BLOWFISH Time (Atlantic)	300	297	8/0
13	16	TOADIES Possum Kingdom (Interscope)	278	334	10/0
-	17	EVERYTHING BUT THE GIRL Missing (Atlantic)	277	219	8/0
-	18	NO DOUBT Just A Girl (Trauma/Interscope)	258	217	11/0
-	19	ALANIS MORISSETTE Hand In... (Maverick/Reprise)	256	276	11/0
17	20	PRESIDENTS OF THE UNITED... Lump (Columbia/CRG)	248	300	11/0

This chart reflects airplay from January 1-7. Songs ranked by total plays. 8 CHR/Pop stations that lean Alternative and 9 Alternative stations that lean Pop combine from the Custom Chart function on R&R ONLINE. Pop Contributors by market size: WHTZ/New York, KRBE/Houston, KUTQ/Salt Lake City, WEDJ/Charlotte, WRQK/Canton, OH., WPST/Trenton, NJ., WJET/Erie, PA., KHTY/Santa Barbara, CA. Alternative Contributors by market size: WPLY/Philadelphia, KDGE/Dallas, XHRM/San Diego, KISF/Kansas City, KCXX/Riverside, CA., KEDG/Las Vegas, WGRD/Grand Rapids, MI., KKNB/Lincoln, NE., WPGU/Champaign, IL. © 1996, R&R Inc.



Q94 NOSE THE WAY — The WRVQ (Q94)/Richmond airstaff picked a great float for a Christmas Parade: "Jock Frost" and literally nipping at his nose. Digging in are (front, l-r) Q94's Paul Anthony, Billy Surf, Kirby Carmichael, Lisa McKay, and Kevin Karlson, (standing, l-r) staffers Shadow Murdock, mascot "Zeke," and Pete McKenzie.



NEW HAVEN WELCOMES KADISON — Joshua Kadison (c) was all smiles during a visit to WKCI (KC101)/New Haven. Sharing this action shot are (l-r) WKCI midday talent Carla St. John and MD Jeff McCartney.

NEW & ACTIVE

FOLK IMPLOSION Natural One (London) Total Plays: 721, Total Stations: 45, Adds: 5	SEVEN MARY THREE Cumbersome (Mammoth/Atlantic) Total Plays: 428, Total Stations: 25, Adds: 9
MICHAEL JACKSON Earth Song (Epic) Total Plays: 707, Total Stations: 40, Adds: 1	BUSH Glycerine (Trauma/Interscope) Total Plays: 405, Total Stations: 50, Adds: 44
R. KELLY You Remind Me Of Something (Jive) Total Plays: 609, Total Stations: 30, Adds: 2	FUN FACTORY Celebration (Curb) Total Plays: 393, Total Stations: 23, Adds: 1
MELISSA ETHERIDGE I Want To Come Over (Island) Total Plays: 593, Total Stations: 84, Adds: 69	PAULA ABDUL Ain't Never Gonna Give You Up (Captive/Virgin) Total Plays: 355, Total Stations: 21, Adds: 1
DAVE MATTHEWS BAND Satellite (RCA) Total Plays: 588, Total Stations: 46, Adds: 8	HOOTIE & THE BLOWFISH I Go Blind (Reprise) Total Plays: 348, Total Stations: 9, Adds: 0
GEORGE MICHAEL Jesus To A Child (DreamWorks/Geffen) Total Plays: 559, Total Stations: 101, Adds: 101	L.A.D. Ridin' Low (Hollywood) Total Plays: 315, Total Stations: 19, Adds: 0
PLANET SOUL Set U Free (Strictly Rhythm) Total Plays: 513, Total Stations: 21, Adds: 4	SHAWN STOCKMAN Visions Of A Sunset (Polydor/A&M) Total Plays: 301, Total Stations: 28, Adds: 7
DENINE W/COLLAGE All Cried Out (Metropolitan) Total Plays: 496, Total Stations: 17, Adds: 7	ROD STEWART So Far Away (Lava/Atlantic) Total Plays: 293, Total Stations: 32, Adds: 2
SMASHING PUMPKINS 1979 (Virgin) Total Plays: 483, Total Stations: 46, Adds: 35	QUINCY JONES Rock With You (Qwest/WB) Total Plays: 239, Total Stations: 7, Adds: 3
L.L. COOL J Hey Lover (Def Jam/Island) Total Plays: 450, Total Stations: 28, Adds: 5	PEARL JAM I Got Id (Epic) Total Plays: 227, Total Stations: 11, Adds: 0

Songs ranked by total plays

SELECTED NEW RELEASES

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

ADDS JANUARY 16

Jann Arden	"Insensitive" (A&M)
Blessid Union Of Souls	"Oh Virginia" (EMI)
Green Day	"Brain Stew" (Reprise)
Meat Loaf	"Not A Dry Eye In The House" (MCA)
Rembrandts	"Drowning In Your Tears (EastWest/EEG)
Seven Mary Three	"Cumbersome" (Mammoth/Atlantic)



A SWEET TIME IN HOUSTON — Matthew Sweet (r) helped make KRBE/Houston's "Plugged-In Christmas" concert a success. Afternoon personality Ryan Chase helps Sweet feel welcome.

CHR/POP PLAYLISTS

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

7 NEW YORK		MARKET #1	
PLAYS		ARTIST/TITLE	
SW	4W	3W	TW
57	57	60	BUSH/Comedown
34	37	60	EVERYTHING BUT.../Missing
60	60	57	GOOD GOD DOLLS/Name
56	54	57	LIVE/All Over You
58	60	56	DEEP BLUE SOMETHING/Breakfast At...
43	48	45	JOAN OSBORNE/One Of Us
48	48	45	SMASHING PUMPKINS/Bullet With...
41	40	42	PEARL JAM/Better Man
44	44	40	GIN BLOSSOMS/TI I Hear It...
46	32	35	BETTER THAN EZRA/In The Blood
11	17	34	OASIS/Wonderwall
22	19	34	FOLK IMPLOSION/Natural One
39	41	32	PEARL JAM/Corduroy
21	20	32	BUSH/Glycerine
28	28	31	COOLIO/Gangsta's Paradise
55	55	30	RED HOT CHILI.../My Friends
12	24	28	BLUES TRAVELER/Hook
15	14	27	LIVE/Lightning Crashes
31	32	26	SPONGE/Molly
8	22	25	ALANIS MORISSETTE/Ironic
20	15	25	BETTER THAN EZRA/Good
9	18	24	NO DOUBT/Just A Girl
32	34	23	ALANIS MORISSETTE/Hand In My Pocket
16	18	22	SOPHIE B. HAWKINS/As I Lay Me Down
26	25	22	COLLECTIVE SOUL/The World I Know
18	20	22	SMASHING PUMPKINS/1979
17	16	22	ALANIS MORISSETTE/You Oughta Know
21	21	21	BODEANS/Closer To Free
10	14	20	GREEN DAY/When I Come Around
33	35	30	DEL AMITRI/Roll To Me
5	5	20	SOUL ASYLUM/Promises Broken
19	21	21	PEARL JAM/Get It
12	16	17	BLUES TRAVELER/Run-Around
14	13	17	SEAL/Kiss From A Rose
13	13	17	RANCID/Ruby Soho
20	25	15	GREEN DAY/Brain Stew
12	11	11	NATALIE MERCHANT/Wonder
15	12	15	DAVE MATTHEWS BAND/Satellite
35	30	15	DAVE MATTHEWS BAND/Ants Marching

KISFM 102.7		MARKET #2		
PLAYS		ARTIST/TITLE		
SW	4W	3W	TW	
67	68	67	60	EVERYTHING BUT.../Missing
79	79	80	80	PLANET SOUL/Set U Free
83	80	81	80	MARIAH CAREY/One Sweet Day
38	44	42	72	GROOVE THEORY/Tell Me
81	81	81	64	MARIAH CAREY/Fantasy
82	84	55	55	SELENA/Dreaming Of You
41	38	45	45	JANET JACKSON/Runaway
39	42	41	45	TLC/Diggin' On You
29	37	40	42	L.L. COOL J/Hey Lover
40	39	40	42	SOPHIE B. HAWKINS/As I Lay Me Down
9	17	39	39	LA BOUCHE/Be My Lover
39	40	37	37	HOOTIE & BLOWFISH/Only Wanna Be...
14	22	31	37	JON B./Pretty Girl
37	38	33	33	SEAL/Kiss From A Rose
36	34	27	32	PRETENDERS/I'll Stand By You
33	33	30	32	WHITNEY HOUSTON/Exhale (Shoop Shoop)
39	41	32	30	ACE OF BASE/Beautiful Life
28	32	29	28	MIGHTY DUB KATS/Magic Carpet Ride
34	30	31	28	NICKI FRENCH/Total Eclipse Of...
9	19	23	27	L.A.O./Ridin' Low
41	41	32	25	COOLIO/Gangsta's Paradise
24	34	22	22	MADONNA/You'll See
8	20	21	21	BIG MOUNTAIN/Get Together
22	23	19	19	TLC/Waterfalls
18	21	19	19	REAL MCCOY/Another Night
16	18	16	18	GREEN DAY/When I Come Around
23	19	18	18	OUTREACH/ROTHERS/Boom Boom Boom
20	20	18	18	CRANBERRIES/Oceans
31	17	21	18	SOUL FOR REAL/Every Little Thing...
12	18	18	18	DEFENIE W/COLLAGE/All Cried Out
14	10	10	18	ALANIS MORISSETTE/You Oughta Know
17	14	17	14	3T/Anything
10	10	14	14	MONTELL JORDAN/This Is How We Do It
10	10	14	14	TLC/Creep
10	10	14	14	ENIGMA/Return To Innocence
11	10	12	14	2 UNLIMITED/Get Ready For This
14	13	12	13	INI KAMAOE/Here Comes...
12	10	11	11	CORONA/The Rhythm Of...
12	10	11	11	L.V./Throw Your Hands Up
15	15	15	11	K7/Move It Like This

Q102		MARKET #5		
PLAYS		ARTIST/TITLE		
SW	4W	3W	TW	
60	57	59	60	DEEP BLUE SOMETHING/Breakfast At...
60	57	59	56	EVERYTHING BUT.../Missing
44	48	55	57	LE CLICK/Tonight Is The Night
57	51	52	56	FUN FACTORY/Close To You
30	35	31	31	LA BOUCHE/Be My Lover
58	55	54	54	MARIAH CAREY/One Sweet Day
59	56	59	53	REAL MCCOY/Automatic Lover
22	24	24	26	TLC/Diggin' On You
35	34	31	35	NATALIE MERCHANT/Carnival
34	34	32	34	QENINE W/COLLAGE/All Cried Out
55	56	57	54	SOPHIE B. HAWKINS/As I Lay Me Down
40	33	32	34	SOUL FOR REAL/Every Little Thing...
40	35	33	33	INTONATION F/DEE/Died In Your Arms
34	29	58	33	LIL' SUZY/When I Fall In Love
23	23	31	32	ACE OF BASE/Beautiful Life
10	8	9	31	IMMORTALS/Mortal Combat
37	29	28	29	MARIAH CAREY/Fantasy
29	31	24	25	MAX-A-MILLION/Sexual Healing
20	20	25	23	MAX-A-MILLION/Can Love You...
30	25	15	23	MONTELL JORDAN/This Is How We Do It
35	33	31	23	ALANIS MORISSETTE/Hand In My Pocket
16	15	20	22	TONY RICH PROJECT/Nobody Knows
15	15	20	22	STEVIE B/Dream About You
15	17	21	21	HOOTIE & BLOWFISH/Only Wanna Be...
23	21	19	21	FUN FACTORY/Celebration
32	33	21	21	JON B. & BABYFACE/Someone To Love
14	13	24	21	ALANIS MORISSETTE/You Oughta Know
15	15	21	21	TLC/Waterfalls
16	13	10	19	REAL MCCOY/Come And Get Your...
17	17	19	19	2 UNLIMITED/Get Ready For This
31	26	20	27	COOLIO/Gangsta's Paradise
16	14	17	16	FUN FACTORY/Wanna B With U
27	11	9	15	PLANET SOUL/Set U Free
11	11	14	14	BACKSTREET BOYS/We've Got It...
13	13	13	13	GEORGE MICHAEL/Jesus To A Child
15	20	20	13	WHITNEY HOUSTON/Exhale (Shoop Shoop)
19	24	26	11	BIG MOUNTAIN/Get Together
19	16	21	10	CRYSTAL WATERS/100% Pure Love
12	21	10	10	NICKI FRENCH/Total Eclipse Of...

106.1 KISSFM		MARKET #7		
PLAYS		ARTIST/TITLE		
SW	4W	3W	TW	
57	82	82	84	EVERYTHING BUT.../Missing
80	83	83	73	MARIAH CAREY/One Sweet Day
77	82	82	73	MARIAH CAREY/Fantasy
44	48	55	57	5F SPANISH FLY/Believe In Me
63	50	50	50	HOOTIE & BLOWFISH/Only Wanna Be...
48	43	43	48	ACE OF BASE/Beautiful Life
47	48	47	47	PRETENDERS/I'll Stand By You
53	46	46	45	ALANIS MORISSETTE/You Oughta Know
13	9	9	45	JANET JACKSON/Runaway
44	44	45	45	GROOVE THEORY/Tell Me
42	48	48	44	NATALIE MERCHANT/Carnival
44	37	41	41	JON B. & BABYFACE/Someone To Love
42	37	41	41	BLESSIO UNION OF.../Let Me Be The One
33	40	39	39	SEAL/Kiss From A Rose
67	30	30	35	SELENA/Dreaming Of You
47	44	44	44	TLC/Waterfalls
40	32	32	32	MADONNA/You'll See
31	34	34	25	COOLIO/Gangsta's Paradise
27	25	24	24	SOPHIE B. HAWKINS/As I Lay Me Down
44	43	43	42	TLC/Diggin' On You
13	17	17	21	LA BOUCHE/Be My Lover
16	16	16	18	2 UNLIMITED/Get Ready For This
15	14	18	18	SALT-N-PEPA/Whatta Man
5	22	22	22	ALANIS MORISSETTE/Hand In My Pocket
14	12	12	17	ERASURE/Fingers & Thumbs...
19	18	17	17	MONTELL JORDAN/This Is How We Do It
19	18	17	17	MONTELL JORDAN/This Is How We Do It
13	14	14	15	NICKI FRENCH/Total Eclipse Of...
13	14	14	15	CRYSTAL WATERS/100% Pure Love
14	18	15	15	BIZARRE INC./I'm Gonna Get You
16	18	15	15	REAL MCCOY/Another Night
16	17	17	15	CORONA/The Rhythm Of...
14	14	14	14	SNAP/Rhythm Is A Dancer
14	14	14	13	SALT-N-PEPA/Shoop
15	14	14	13	MELISSA ETHERIDGE/Come To My Window
11	11	11	11	PRESIDENTS OF.../Lump
12	14	14	10	AFTER 7/7/10 You Do Me Right
40	47	47	47	WHITNEY HOUSTON/Exhale (Shoop Shoop)
5	8	7	7	L.L. COOL J/Hey Lover
5	5	5	5	GOOD GOD DOLLS/Name

104 KRBE		MARKET #8		
PLAYS		ARTIST/TITLE		
SW	4W	3W	TW	
23	30	37	57	FOLK IMPLOSION/Natural One
50	34	50	57	ALANIS MORISSETTE/Ironic
35	53	52	53	SMASHING PUMPKINS/1979
22	31	35	52	OASIS/Wonderwall
51	52	52	52	GOOD GOD DOLLS/Name
22	22	32	32	GARBAGE/Queer
20	31	25	30	NATALIE MERCHANT/Wonder
49	47	51	30	NATALIE MERCHANT/Carnival
49	36	29	28	HEATHER NOVA/Walk This World
15	23	26	28	ENYA/Anywhere Is
15	18	19	27	KICKING HAROLD/Everything
21	22	27	27	SIMPLY RED/Fairground
26	24	24	26	BETTER THAN EZRA/In The Blood
21	22	28	25	RED HOT CHILI.../My Friends
22	28	30	24	SEVEN MARY THREE/Cumbersome
35	41	33	23	EVERYTHING BUT.../Missing
29	28	29	23	BUSH/Glycerine
31	52	21	23	ALANIS MORISSETTE/You Learn
19	12	20	23	SPACEDOG/In The Meantime
19	12	20	23	SARAH McLACHLAN/Will Remember You
16	19	19	22	BODEANS/Closer To Free
16	19	33	22	HOOTIE & BLOWFISH/Time
23	19	16	21	BLUES TRAVELER/Hook
18	24	23	20	EDWIN MACCAIN/Solitude
35	21	23	20	COLLECTIVE SOUL/The World I Know
20	20	20	20	EVERYTHING BUT.../Missing
19	19	19	19	JEWEL/Who Will Save...
29	17	22	17	BEATLES/Free As A Bird
19	19	17	17	LOS DEL RIO/BAYSIDE/Macarena
13	16	10	16	BETTER THAN EZRA/Good
17	17	17	16	PRESIDENTS OF.../Lump
16	17	15	15	GOOD GOD DOLLS/Naked
16	12	12	15	GREEN DAY/Brain Stew
16	12	12	15	SMASHING PUMPKINS/Bullet With...
16	16	15	15	SEAL/Don't Cry
21	24	22	15	LIVE/Selling The Drama
28	21	12	15	STONE TEMPLE PILOTS/Interstate Love...
55	46	13	15	DEEP BLUE SOMETHING/Breakfast At...
15	12	10	14	PEARL JAM/Daughter
15	19	17	14	ALANIS MORISSETTE/Hand In My Pocket

Kiss 101fm		MARKET #10		
PLAYS		ARTIST/TITLE		
SW	4W	3W	TW	
18	26	57	57	MARIAH CAREY/One Sweet Day
52	46	45	55	COLLECTIVE SOUL/December
38	40	40	54	DEL AMITRI/Roll To Me
33	49	49	53	ALANIS MORISSETTE/Hand In My Pocket
54	59	43	43	SOPHIE B. HAWKINS/As I Lay Me Down
19	36	42	46	DEEP BLUE SOMETHING/Breakfast At...
44	42	41	41	ALANIS MORISSETTE/You Oughta Know
40	43	41	41	HOOTIE & BLOWFISH/Only Wanna Be...
56	44	44	44	LISA LOEB/Do You Sleep?
20	20	20	39	GOOD GOD DOLLS/Name
58	57	57	39	EDWYN COLLINS/A Girl Like You
29	47	47	39	BLUES TRAVELER/Run-Around
27	26	26	38	MARIAH CAREY/Fantasy
37	36	38	38	COOLIO/Gangsta's Paradise
23	21	21	27	JOAN OSBORNE/One Of Us
26	34	27	27	NATALIE MERCHANT/Carnival
27	26	26	27	SEAL/Kiss From A Rose
32	23	24	24	HOOTIE & BLOWFISH/Let Her Cry
36	28	22	22	DIANA KING/Shy Guy
31	21	21	21	PEARL JAM/Better Man
24	35	35	31	GIN BLOSSOMS/TI I Hear It...
10	10	10	21	EVERYTHING BUT.../Missing
10	14	14	20	LA BOUCHE/Be My Lover
10	14	14	20	HOOTIE & BLOWFISH/Time
10	10	17	17	TONY RICH PROJECT/Nobody Knows
10	10	16	16	COLLECTIVE SOUL/The World I Know
7	6	6	15	BLUES TRAVELER/Hook
14	14	14	15	BLESSIO UNION OF.../Let Me Be The One
12	12	14	14	ALANIS MORISSETTE/Ironic
12	12	14	14	ANNIE LENNOX/No Mcre "I Love...
6	14	14	14	JAMIE WALTERS/Perfect World
16	20	14	14	ALL-4-ONE/Can Love You...
31	20	18	18	TAKE THAT/Back For Good
15	11	11	10	WHITNEY HOUSTON/Exhale (Shoop Shoop)
5	5	9	9	GEORGE MICHAEL/Jesus To A Child
5	5	7	7	SEAL/Don't Cry
17	10	10	5	SELENA/Dreaming Of You

100.7 FM		MARKET #11		
PLAYS		ARTIST/TITLE		
SW	4W	3W	TW	
26	28	47	47	SELENA/Dreaming Of You
47	50	50	47	SOPHIE B. HAWKINS/As I Lay Me Down
45	33	33	47	TAKE THAT/Back For Good
26	38	38	46	FUN FACTORY/Wanna B With U
43	45	45	46	BLUES TRAVELER/Run-Around
42	43	43	46	PETER CETERA/Forever Tonight
45	46	46	42	HOOTIE & BLOWFISH/Only Wanna Be...
24	27	27	33	MADONNA/You'll See
45	44	44	33	GIN BLOSSOMS/TI I Hear It...
23	23	23	33	BIG MOUNTAIN/Get Together
28	29	29	31	ALL-4-ONE/Can Love You...
27	19	1		

CHR/POP PLAYLISTS

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

MIX 107.5 FM
Denver's Best Music Mix

MARKET #23
KWMX/Denver
(303) 321-0950
Peake/Cagle

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
56	56	57	57		GOO GOO DOLLS/Name
55	55	56	56		BLUES TRAVELER/Run-Around
43	44	47	56		MARIAH CAREY/One Sweet Day
38	47	44	55		HOOTIE & BLOWFISH/Time
56	48	50	55		SOPHIE B. HAWKINS/As I Lay Me Down
52	58	49	55		GREEN DAY/When I Come Around
36	42	42	41		DEEP BLUE SOMETHING/Breakfast At...
40	53	45	41		TOAD THE WET.../Good Intentions
27	29	41	41		SEAL/Don't Cry
30	44	43	40		MADONNA/You'll See
30	40	39	40		LIVE/Lightning Crashes
31	44	41	39		LISA LOEB/Do You Sleep?
54	56	46	39		COLLECTIVE SOUL/December
23	28	25	38		MARIAH CAREY/One Sweet Day
38	41	40	36		DAVE MATTHEWS BAND/Ants Marching
30	38	43	36		NATALIE MERCHANT/Wonder
-	-	-	29		TONY RICH PROJECT/Nobody Knows
-	-	-	9		MELISSA ETHERIDGE/Want To Come Over
20	18	31	29		TLC/Diggin' On You
30	35	29	29		ALANIS MORISSETTE/Hand In My Pocket
14	23	27	27		COLLECTIVE SOUL/The World I Know
-	-	-	26		DAVE MATTHEWS BAND/Satellite
18	21	26	23		BIG MOUNTAIN/Get Together
21	20	23	23		DES'REE/You Gotta Be
15	17	-	22		DIONNE FARRIS/ Know
15	16	20	22		DEL AMITRI/Roll To Me
34	45	-	21		JOAN OSBORNE/One Of Us
36	45	43	21		ADINA HOWARD/Freak Like Me
22	23	20	21		ALL-4-ONE/Can Love You...
16	15	-	21		REMBRANDT'S/It Be There For...
-	-	-	13		SOUL ASYLUM/Promises Broken
14	11	13	15		WHITNEY HOUSTON/Exhale (Shoop Shoop)
-	-	-	7		EVERYTHING BUT.../Missing
16	15	12	14		BLUES TRAVELER/Run-Around
-	-	-	12		SMASHING PUMPKINS/1979
14	15	12	1		BLUES TRAVELER/Run-Around
-	-	-	-		GEORGE MICHAEL/Jesus To A Child

MARKET #24
KKRZ/Portland, OR
(503) 226-0100
Benson/Buchanan

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
57	63	64	58		MARIAH CAREY/One Sweet Day
45	58	62	57		WHITNEY HOUSTON/Exhale (Shoop Shoop)
24	42	42	57		ALANIS MORISSETTE/Hand In My Pocket
64	63	60	51		MARIAH CAREY/Fantasy
44	49	42	51		EVERYTHING BUT.../Missing
61	61	62	50		GIN BLOSSOMS/Ti I Hear It...
-	-	-	33		BLESSID UNION OF.../Let Me Be The One
47	34	39	47		DEL AMITRI/Roll To Me
-	-	-	16		TAKE THAT/Back For Good
37	41	46	41		NATALIE MERCHANT/Wonder
52	47	45	40		JANET JACKSON/Runaway
29	42	44	39		GOO GOO DOLLS/Name
42	45	37	37		FUN FACTORY/Wanna B With U
45	48	30	35		MADONNA/You'll See
-	-	-	52		MICHAEL JACKSON/Earth Song
22	29	29	31		DEEP BLUE SOMETHING/Breakfast At...
-	-	-	22		JOAN OSBORNE/One Of Us
-	-	-	7		TAKE THAT/Back For Good
49	44	42	29		TLC/Diggin' On You
5	7	15	28		SIMPLY RED/Fairground
61	43	39	26		SOPHIE B. HAWKINS/As I Lay Me Down
31	31	25	26		HOOTIE & BLOWFISH/Only Wanna Be...
19	22	17	23		COOLIO/Gangsta's Paradise
-	-	-	23		GEORGE MICHAEL/Jesus To A Child
-	-	-	23		TONY RICH PROJECT/Nobody Knows
18	19	20	22		ALL-4-ONE/Can Love You...
-	-	-	6		MONICA/Before You Walk...
21	23	20	20		JON B. & BABYFACE/Someone To Love
24	26	22	28		ALANIS MORISSETTE/You Oughta Know
-	-	-	18		ADINA HOWARD/Freak Like Me
31	22	21	16		SEAL/Kiss From A Rose
7	5	7	12		BLUES TRAVELER/Run-Around
28	27	13	11		BIG MOUNTAIN/Get Together
-	-	-	9		SEAL/Don't Cry
10	-	-	7		ACE OF BASE/Beautiful Life
-	-	-	6		NATALIE MERCHANT/Wonder
-	-	-	-		OASIS/Wonderwall

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

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
66	66	65	66		SOPHIE B. HAWKINS/As I Lay Me Down
27	55	65	66		COLLECTIVE SOUL/December
46	59	65	66		FUN FACTORY/Wanna B With U
65	65	65	65		GIN BLOSSOMS/Ti I Hear It...
37	40	61	64		GOO GOO DOLLS/Name
53	58	66	64		DEL AMITRI/Roll To Me
66	63	64	63		MARIAH CAREY/One Sweet Day
29	33	42	62		DEEP BLUE SOMETHING/Breakfast At...
65	41	42	42		JANET JACKSON/Runaway
39	36	28	41		MARIAH CAREY/Fantasy
40	39	40	40		TAKE THAT/Back For Good
27	31	38	39		MADONNA/You'll See
23	29	33	38		WHITNEY HOUSTON/Exhale (Shoop Shoop)
42	38	42	38		EDWIN MCCAIN/Solitude
25	28	29	34		TLC/Diggin' On You
34	32	30	30		ACE OF BASE/Beautiful Life
-	-	-	26		PM DAWN/Downtown Venus
66	36	-	30		HOOTIE & BLOWFISH/Only Wanna Be...
21	30	26	29		JOAN OSBORNE/One Of Us
21	31	28	28		BIG MOUNTAIN/Get Together
26	27	28	28		EVERYTHING BUT.../Missing
-	-	-	5		BLUES TRAVELER/Run-Around
-	-	-	23		BOONES/Closer To Free
-	-	-	23		SEAL/Don't Cry
25	27	24	26		PRESIDENTS OF.../Lump
32	25	29	26		TLC/Waterfalls
36	38	24	25		BLUES TRAVELER/Run-Around
34	37	-	23		SEAL/Kiss From A Rose
16	-	-	18		AKFAP/Gold
22	19	22	18		ALANIS MORISSETTE/Hand In My Pocket
-	-	-	17		GEORGE MICHAEL/Jesus To A Child
53	65	-	17		BLESSID UNION OF.../Let Me Be The One
-	-	-	17		NATALIE MERCHANT/Wonder
21	21	19	17		ALANIS MORISSETTE/You Oughta Know
36	36	25	14		ALL-4-ONE/Can Love You...
-	-	-	14		SOUL ASYLUM/Promises Broken
12	18	12	12		BEATLES/Free As A Bird
9	8	10	8		ELTON JOHN/Blessed
-	-	-	-		BLESSID UNION OF.../Oh Virginia

Mix 94.1 FM

MARKET #26
KMXV/Kansas City
(816) 753-0933
Land

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
66	66	72	73		JANET JACKSON/Runaway
28	28	66	72		MARIAH CAREY/Fantasy
68	68	71	72		MARIAH CAREY/One Sweet Day
29	29	67	72		MADONNA/You'll See
48	48	72	72		GOO GOO DOLLS/Name
71	71	75	71		PAULA ABDUL/Ain't Never Gonna...
-	-	-	41		HOOTIE & BLOWFISH/Time
-	-	-	22		HOOTIE & BLOWFISH/Go Blind
26	26	29	35		SIMPLY RED/Fairground
-	-	-	34		DEEP BLUE SOMETHING/Breakfast At...
68	68	29	33		TLC/Diggin' On You
28	28	30	32		TOAD THE WET.../Good Intentions
15	15	32	30		DAVE MATTHEWS BAND/Ants Marching
22	22	28	29		WHITNEY HOUSTON/Exhale (Shoop Shoop)
64	64	71	29		SOPHIE B. HAWKINS/As I Lay Me Down
30	30	30	29		ACE OF BASE/Beautiful Life
38	38	35	28		NATALIE MERCHANT/Wonder
49	49	31	28		ALANIS MORISSETTE/Hand In My Pocket
25	25	19	25		REAL MCCOY/Automatic Lover
37	37	31	24		SELENA/Dreaming Of You
17	17	27	21		BIG MOUNTAIN/Get Together
-	-	-	18		BLUES TRAVELER/Run-Around
-	-	-	18		BEATLES/Free As A Bird
-	-	-	19		TLC/Waterfalls
-	-	-	20		DEL AMITRI/Roll To Me
28	28	28	20		TAKE THAT/Back For Good
-	-	-	19		TLC/Creep
20	20	-	20		JADE/Every Day Of...
64	64	24	19		BLESSID UNION OF.../Let Me Be The One
25	25	30	18		GIN BLOSSOMS/Ti I Hear It...
25	25	68	17		HOOTIE & BLOWFISH/Only Wanna Be...
8	8	-	17		MICHAEL JACKSON/This Time Around
28	28	18	17		JOAN OSBORNE/One Of Us
7	7	18	17		NATALIE MERCHANT/Wonder
-	-	-	20		NICKI FRENCH/Total Eclipse Of...
-	-	-	11		BETTER THAN EZRA/Rosalia
-	-	-	20		MADONNA/Don't Stop
-	-	-	18		JANET JACKSON/Twenty Foreplay
-	-	-	11		TONY RICH PROJECT/Nobody Knows

92.1 FM

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

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
36	37	35	68		SELENA/Dreaming Of You
41	40	70	65		TOAD THE WET.../Good Intentions
66	68	65	64		MARIAH CAREY/One Sweet Day
25	27	61	60		MARIAH CAREY/Fantasy
27	35	30	60		HOOTIE & BLOWFISH/Time
69	68	67	62		GIN BLOSSOMS/Ti I Hear It...
41	36	40	51		GROOVE THEORY/Tell Me
33	34	41	50		MADONNA/Don't Stop
39	39	41	45		ACE OF BASE/Beautiful Life
43	39	36	45		EVERYTHING BUT.../Missing
69	65	37	42		GOO GOO DOLLS/Name
38	38	38	39		BIG MOUNTAIN/Get Together
30	33	35	39		DEF LEPPARD/When Love & Hate...
69	68	68	38		SOPHIE B. HAWKINS/As I Lay Me Down
33	33	35	38		WHITNEY HOUSTON/Exhale (Shoop Shoop)
14	17	37	37		JOAN OSBORNE/One Of Us
26	42	37	37		TLC/Diggin' On You
48	47	35	36		TAKE THAT/Back For Good
-	-	-	26		SOUL ASYLUM/Promises Broken
-	-	-	26		BLESSID UNION OF.../Let Me Be The One
24	24	36	30		COOLIO/Gangsta's Paradise
-	-	-	23		MELISSA ETHERIDGE/Want To Come Over
22	21	25	23		BETTER THAN EZRA/Rosalia
-	-	-	25		COLLECTIVE SOUL/The World I Know
-	-	-	25		TATIANA/Santa Maria
-	-	-	22		BOONES/Closer To Free
-	-	-	22		GREEN DAY/When I Come Around
23	21	24	22		ALANIS MORISSETTE/You Oughta Know
-	-	-	21		LA BOUCHE/Be My Lover
29	29	21	18		AKFAP/Gold
25	24	24	18		VAN HALEN/Can't Stop Lovin'...
-	-	-	20		COLLECTIVE SOUL/December
-	-	-	18		SEAL/Don't Cry
20	22	18	17		BEATLES/Free As A Bird
23	21	25	17		TLC/Waterfalls
-	-	-	21		PEARL JAM/Better Man
-	-	-	15		DIONNE FARRIS/ Know
20	-	-	15		PEARL JAM/Daughter
-	-	-	14		BLUES TRAVELER/Run-Around
24	21	26	13		FOUR SEASONS/December 1963 (94)

WNCI 97.9
Hot 100 Hits...Not Hot 100

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

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
44	56	60	59		DEEP BLUE SOMETHING/Breakfast At...
43	51	47	58		MARIAH CAREY/One Sweet Day
50	58	53	57		BLESSID UNION OF.../Let Me Be The One
57	50	57	57		JANET JACKSON/Runaway
48	55	53	53		ACE OF BASE/Beautiful Life
54	56	55	53		HOOTIE & BLOWFISH/Only Wanna Be...
53	58	57	52		TAKE THAT/Back For Good
47	50	49	50		GOO GOO DOLLS/Name
36	27	17	49		TLC/Diggin' On You
48	46	47	46		MARIAH CAREY/Fantasy
14	34	42	45		TOAD THE WET.../Good Intentions
14	14	42	45		CORRS/Runaway
53	40	45	45		DEL AMITRI/Roll To Me
48	38	35	45		SOPHIE B. HAWKINS/As I Lay Me Down
42	45	38	44		NATALIE MERCHANT/Wonder
41	54	45	42		GIN BLOSSOMS/Ti I Hear It...
12	35	42	40		HOOTIE & BLOWFISH/Time
17	25	29	36		ALANIS MORISSETTE/Hand In My Pocket
32	36	15	27		MADONNA/You'll See
14	14	18	26		JOAN OSBORNE/One Of Us
-	-	-	23		AKFAP/Gold
-	-	-	11		EVERYTHING BUT.../Missing
24	43	33	21		BLUES TRAVELER/Run-Around
12	14	13	19		EDWIN MCCAIN/Solitude
12	15	14	18		PAULA ABDUL/Ain't Never Gonna...
-	-	-	12		NATALIE MERCHANT/Wonder
-	-	-	9		SELENA/Dreaming Of You
-	-	-	16		COLLECTIVE SOUL/The World I Know
18	18	19	16		WHITNEY HOUSTON/Exhale (Shoop Shoop)
7	10	10	16		BIG MOUNTAIN/Get Together
11	15	18	15		DEE LEPPARD/When Love & Hate...
12	13	14	15		GROOVE THEORY/Tell Me
-	-	-	14		BLESSID UNION OF.../Oh Virginia
-	-	-	11		SEAL/Don't Cry
8	12	10	11		ELTON JOHN/Blessed
-	-	-	6		GEORGE MICHAEL/Jesus To A Child
-	-	-	-		MELISSA ETHERIDGE/Want To Come Over

Z104
TODAY'S BEST MUSIC

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

PLAYS	SW	4W	3W	TW	ARTIST/TITLE
53	47	62	68		SILK/Hooked On You
67	70	73	68		MARIAH CAREY/One Sweet Day
74	57	66	67		TLC/Diggin' On You
50	40	56	66		JON B. & BABYFACE/Someone To Love
71	56	60	68		SHAI/Comedown

CHR/POP PLAYLISTS

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

MARKET #44
WYHY/Nashville
 (615) 256-6556
 Quinn/Harrison

PLAYS

SW	4W	3W	TW	ARTIST/TITLE
54	44	49	61	MARIAH CAREY/One Sweet Day
63	40	41	61	HOOTIE & BLOWFISH/Only Wanna Be
43	21	43	61	TLC/Waterfalls
39	55	60	60	BLESSIO UNION OF /Let Me Be The One
60	61	60	59	GIN BLOSSOMS/Ti I Hear It
33	38	39	35	MADONNA/You'll See
24	35	39	35	EDWIN MCCAIN/Solitude
38	53	51	34	TAKE THAT/Back For Good
32	33	22	34	BEATLES/Free As A Bird
8	7	7	33	BLUES TRAVELER/Hook
39	37	39	33	BLUES TRAVELER/Run-Around
39	34	38	33	COLLECTIVE SOUL/December
38	53	50	32	GOO GOO DOLLS/Name
46	36	41	32	ALL-4-ONE/I Can Love You
39	37	40	31	SELENA/Could Fall In Love
36	36	31	31	DEL AMITRI/Roll To Me
53	47	40	30	JANET JACKSON/Runaway
29	35	33	29	TOAD THE WET /Good Intentions
6	3	3	29	NATALIE MERCHANT/Carnival
10	11	8	27	DEF LEPPARD/When Love & Hate
53	47	40	30	JANET JACKSON/Twenty Foreplay
26	35	31	27	MARIAH CAREY/Fantasy
10	11	8	27	HOOTIE & BLOWFISH/Time
18	18	26	26	GEORGE MICHAEL/Jesus To A Child
18	18	26	26	GREEN DAY/When I Come Around
17	20	22	25	REMBRANDT'S/I'll Be There For
17	20	22	25	SEAL/Kiss From A Rose
12	13	12	18	TLC/Oogin' On You
25	32	27	18	DAVE MATTHEWS BAND/What Would You
12	13	18	18	JON B. & BABYFACE/Someone To Love
38	36	41	17	FUN FACTORY/Wanna B With U
11	45	39	16	DEEP BLUE SOMETHING/Breakfast At
15	15	15	15	NATALIE MERCHANT/Wonder
10	12	14	14	BOYZ II MEN/Water Runs Dry
12	12	13	13	MICHAEL JACKSON/You Are Not Alone
3	7	16	11	ELTON JOHN/Blessed
36	34	35	10	WHITNEY HOUSTON/Exhale (Shoop Shoop)
6	18	14	10	ACE OF BASE/Beautiful Life
8	14	20	9	JOAN OSBORNE/One Of Us
8	11	10	9	PAULA ABUOL/Ain't Never Gonna

MARKET #45
WPXY/Rochester, NY
 (716) 454-2600
 Ingram/Rice

PLAYS

SW	4W	3W	TW	ARTIST/TITLE
60	58	56	50	COOLIO/Gangsta's Paradise
57	61	59	47	MARIAH CAREY/One Sweet Day
31	42	53	46	SOPHIE B. HAWKINS/As I Lay Me Down
58	49	47	42	FUN FACTORY/Wanna B With U
40	41	46	40	HOOTIE & BLOWFISH/Only Wanna Be
45	46	45	39	SEAL/Kiss From A Rose
57	53	47	38	SELENA/Could Fall In Love
34	39	42	37	EVERYTHING BUT /Missing
45	47	48	35	DENINE W/COLLAGE/All Cried Out
20	30	34	34	LA BOUCHE/Be My Lover
35	29	33	34	ALL-4-ONE/I Can Love You
46	43	33	30	BACKSTREET BOYS/We've Got It
36	32	35	29	GOO GOO DOLLS/Name
46	45	28	28	MARIAH CAREY/Fantasy
33	31	25	28	LE CLUCK/Tonight Is The Night
34	36	32	27	MONTELL JORDAN/This Is How We Do It
24	20	25	27	REAL MCCOY/Automatic Lover
32	34	29	26	ACE OF BASE/Beautiful Life
25	30	32	25	DEEP BLUE SOMETHING/Breakfast At
30	33	27	23	JANET JACKSON/Runaway
34	28	21	21	ALANIS MORISSETTE/You Oughta Know
20	30	28	21	SELENA/Oreaming Of You
17	30	32	21	ALANIS MORISSETTE/Hand In My Pocket
10	26	17	26	BIG MOUNTAIN/Get Together
17	21	26	16	MONICA/Before You Walk
17	21	26	16	GEORGE MICHAEL/Jesus To A Child
17	21	26	16	REMBRANDT'S/I'll Be There For
15	15	17	14	TLC/Waterfalls
15	15	17	14	HOOTIE & BLOWFISH/Time
15	13	13	13	CORONA/The Rhythm Di
16	13	16	13	NICKI FRENCH/Total Eclipse Of
15	13	15	13	FOUR SEASONS/December 1963 '94
15	14	15	13	REAL MCCOY/Another Night
15	17	16	12	PLANET SOUL/Set U Free
15	17	16	12	BEATLES/Free As A Bird
15	17	16	12	UNLIMITED/Get Ready For This
15	17	16	12	JOAN OSBORNE/One Of Us
13	11	11	11	VAN HALEN/Can't Stop Lovin'
11	11	11	11	MELISSA ETHERIDGE/In The Only One

MARKET #49
WDJX/Louisville
 (502) 589-4800
 Matthews/Meyer

PLAYS

SW	4W	3W	TW	ARTIST/TITLE
32	29	35	44	TAKE THAT/Back For Good
43	44	35	44	DEEP BLUE SOMETHING/Breakfast At
43	44	35	44	HOOTIE & BLOWFISH/Only Wanna Be
39	32	47	43	BLESSIO UNION OF /Let Me Be The One
43	42	44	43	NATALIE MERCHANT/Carnival
18	21	21	42	MARIAH CAREY/One Sweet Day
17	12	21	38	WHITNEY HOUSTON/Exhale (Shoop Shoop)
16	19	29	38	EVERYTHING BUT /Missing
43	42	41	36	MARIAH CAREY/Fantasy
43	44	42	32	JANET JACKSON/Runaway
24	39	43	32	ALANIS MORISSETTE/Hand In My Pocket
39	34	24	27	DEL AMITRI/Roll To Me
33	28	30	27	GIN BLOSSOMS/Ti I Hear It
7	9	7	27	HOOTIE & BLOWFISH/Time
30	8	27	20	TOAD THE WET /Good Intentions
42	43	34	23	GOO GOO DOLLS/Name
10	15	31	22	COLLECTIVE SOUL/December
27	30	19	21	BLUES TRAVELER/Run-Around
24	39	34	16	SELENA/Could Fall In Love
36	28	28	15	ACE OF BASE/Beautiful Life
10	19	14	14	VAN HALEN/Can't Stop Lovin'
30	39	37	14	TLC/Oogin' On You
10	14	12	12	SEAL/Don't Cry
15	15	15	12	BIG MOUNTAIN/Get Together
15	15	15	12	BLUES TRAVELER/Hook
3	6	2	12	BEATLES/Free As A Bird
3	6	2	12	MICHAEL JACKSON/Earth Song
16	10	10	10	TONY RICH PROJECT/Nobody Knows
4	5	4	10	EDWIN MCCAIN/Solitude
4	5	4	10	JOAN OSBORNE/One Of Us
6	9	10	10	SELENA/Oreaming Of You
10	10	10	7	SOUL ASYLUM/Promises Broken
11	10	7	7	HOOTIE & BLOWFISH/Only Wanna Be
13	11	6	6	BOYZ II MEN/Water Runs Dry
6	6	5	5	COLLECTIVE SOUL/The World I Know
9	7	6	5	BETTER THAN EZRA/Rosealia
9	7	6	5	PRESIDENTS OF /Lump

MARKET #50
WDCG/Raleigh-Durham
 (919) 361-1051
 Burns/Taylor

PLAYS

SW	4W	3W	TW	ARTIST/TITLE
41	46	58	59	DEEP BLUE SOMETHING/Breakfast At
46	48	50	49	HOOTIE & BLOWFISH/Time
47	51	50	49	EDWIN MCCAIN/Solitude
47	51	50	43	MARIAH CAREY/Fantasy
43	38	39	38	ALANIS MORISSETTE/Hand In My Pocket
24	22	37	38	GOO GOO DOLLS/Name
42	49	47	37	SOPHIE B. HAWKINS/As I Lay Me Down
33	32	35	36	JOAN OSBORNE/One Of Us
27	34	31	29	BETTER THAN EZRA/Rosealia
33	29	30	28	NATALIE MERCHANT/Carnival
19	17	17	28	ALANIS MORISSETTE/You Oughta Know
27	27	27	27	EDWIN COLLINS/A Girl Like You
26	21	21	27	NATALIE MERCHANT/Wonder
19	21	25	27	TOAD THE WET /Good Intentions
37	35	34	27	LISA LOEB/Do You Sleep?
25	26	28	26	HOOTIE & BLOWFISH/Only Wanna Be
25	29	30	25	BLUES TRAVELER/Run-Around
11	21	19	22	PEARL JAM/Get It
21	21	22	22	GARBAGE/Queer
20	20	18	22	MARIAH CAREY/One Sweet Day
17	16	17	22	COLLECTIVE SOUL/The World I Know
32	35	31	21	JANET JACKSON/Runaway
7	9	11	20	FOLK IMPLOSION/Natural One
21	23	21	20	SMASHING PUMPKINS/Bullet With
25	25	25	18	SEAL/Kiss From A Rose
16	25	23	18	TAKE THAT/Back For Good
12	13	10	17	GIN BLOSSOMS/Hey Jealousy
16	12	12	16	STONE TEMPLE PILOTS/Interstate Love Song
25	27	28	16	DEL AMITRI/Roll To Me
5	6	8	15	OASIS/Wonderwall
16	12	15	15	GREEN DAY/When I Come Around
23	20	20	14	RED HOT CHILI...My Friends
11	10	14	14	NEW ORDER/Bizarre Love
22	11	12	14	COLLECTIVE SOUL/December
12	13	10	14	COLLECTIVE SOUL/Shine
6	17	13	13	SOUL ASYLUM/Promises Broken
13	13	13	13	BODEANS/Closer To Free
13	13	13	13	ALANIS MORISSETTE/All I Really Want

MARKET #51
KJVO/Oklahoma City
 (405) 840-5271
 McCoy/Barreda

PLAYS

SW	4W	3W	TW	ARTIST/TITLE
29	39	56	42	GOO GOO DOLLS/Name
37	43	58	39	ALANIS MORISSETTE/Hand In My Pocket
36	40	55	39	MARIAH CAREY/One Sweet Day
31	26	22	38	WHITNEY HOUSTON/Exhale (Shoop Shoop)
29	28	32	34	BIG MOUNTAIN/Get Together
32	32	34	25	DEEP BLUE SOMETHING/Breakfast At
7	12	34	25	EVERYTHING BUT /Missing
7	12	34	25	JOAN OSBORNE/One Of Us
9	7	8	23	SEAL/Don't Cry
9	17	31	23	BLUES TRAVELER/Hook
29	26	29	23	MADONNA/You'll See
28	28	18	22	TLC/Diggin' On You
5	10	17	22	GROOVE THEORY/Tell Me
7	19	21	22	DEF LEPPARD/When Love & Hate
11	8	9	20	LA BOUCHE/Be My Lover
17	17	30	20	HOOTIE & BLOWFISH/Time
5	11	8	16	NICKI FRENCH/Total Eclipse Of P
7	10	15	15	OASIS/Wonderwall
15	14	13	13	SMASHING PUMPKINS/Bullet With
7	7	7	13	COLLECTIVE SOUL/The World I Know
5	7	13	13	JANET JACKSON/Twenty Foreplay
27	24	14	11	SELENA/Oreaming Of You
7	7	10	8	L.A.O./Ridin' Low
7	7	10	8	NATALIE MERCHANT/Wonder
5	9	5	5	PAULA ABUOL/Ain't Never Gonna
5	7	7	5	MONICA/Before You Walk
5	7	7	5	TAKE THAT/Back For Good
16	16	7	5	GIN BLOSSOMS/Hey Jealousy
7	7	7	5	FOAK'P/Gold
7	7	7	5	TOAD THE WET /Good Intentions
5	5	5	5	FOLK IMPLOSION/Natural One
5	5	5	5	TONY RICH PROJECT/Nobody Knows
5	5	5	5	SOUL ASYLUM/Promises Broken
5	5	5	5	STEVE WINWOOD/Reach For The Light
7	7	7	5	BETTER THAN EZRA/Rosealia
7	7	7	5	DAVE MATTHEWS BAND/Satellite
5	5	5	5	ROD STEWART/So Far Away
5	5	5	5	SHAWN STOCKMAN/Visions Of A Sunset
22	29	27	5	TOM PETTY/Waiting For Tonight
22	29	27	5	BEATLES/Free As A Bird

MARKET #52
WGTZ/Dayton
 (513) 294-5858
 Kaplan/Corbett

PLAYS

SW	4W	3W	TW	ARTIST/TITLE
17	17	26	51	ALANIS MORISSETTE/Hand In My Pocket
59	36	43	51	MARIAH CAREY/Fantasy
54	53	50	51	MARIAH CAREY/One Sweet Day
8	7	13	50	NATALIE MERCHANT/Wonder
15	27	43	49	WHITNEY HOUSTON/Exhale (Shoop Shoop)
37	34	43	46	JON B. & BABYFACE/Someone To Love
56	60	51	44	DEEP BLUE SOMETHING/Breakfast At
39	40	47	41	SOPHIE B. HAWKINS/As I Lay Me Down
29	28	39	39	NATALIE MERCHANT/Carnival
24	39	38	38	MADONNA/You'll See
44	39	38	38	COOLIO/Gangsta's Paradise
59	60	47	37	JANET JACKSON/Runaway
19	54	43	36	GOO GOO DOLLS/Name
58	59	55	36	COLLECTIVE SOUL/December
23	28	29	29	REAL MCCOY/Run Away
14	20	23	28	HOOTIE & BLOWFISH/Time
24	23	28	28	TLC/Diggin' On You
45	30	30	28	SEAL/Kiss From A Rose
59	59	45	28	GIN BLOSSOMS/Ti I Hear It
32	36	30	27	DIANA KING/Shy Guy
23	24	25	25	BIG MOUNTAIN/Get Together
36	29	27	25	TLC/Waterfalls
9	20	24	24	TOAD THE WET /Good Intentions
28	24	24	24	BLUES TRAVELER/Run-Around
58	60	38	23	BLESSIO UNION OF /Let Me Be The One
32	35	20	20	ALANIS MORISSETTE/You Oughta Know
20	21	19	19	EVERYTHING BUT /Missing
23	16	19	19	TAKE THAT/Back For Good
15	16	17	17	JANET JACKSON/Twenty Foreplay
15	16	17	17	EMERIL CLEAR/Santa Monica
18	17	17	17	PRESIDENTS OF /Lump
17	15	15	16	GEORGE MICHAEL/Jesus To A Child
17	15	15	16	DEF LEPPARD/When Love & Hate
7	14	15	15	JOAN OSBORNE/One Of Us
13	7	9	14	BLUES TRAVELER/Hook
7	12	14	14	TONY RICH PROJECT/Nobody Knows
10	7	13	13	LA BOUCHE/Be My Lover
10	7	13	13	GARBAGE/Queer

MARKET #53
WAPF/Jacksonville
 (904) 642-1055
 Thomas

PLAYS

SW	4W	3W	TW	ARTIST/TITLE
62	65	59	62	DEEP BLUE SOMETHING/Breakfast At
38	36	29	60	MARIAH CAREY/One Sweet Day
58	56	59	58	BLESSIO UNION OF /Let Me Be The One
44	44	52	55	ALANIS MORISSETTE/Hand In My Pocket
34	37	42	44	EVERYTHING BUT /Missing
21	35	39	47	GOO GOO DOLLS/Name
15	17	30	43	EDWIN MCCAIN/Solitude
20	27	23	42	JOAN OSBORNE/One Of Us

R&R CHR/RHYTHMIC TOP 50

JANUARY 12, 1996

5W	4W	3W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	3W	4W	5W	
1	1	1	1	MARIAH CAREY One Sweet Day (Columbia/CRG) 2017 2053 2100 2088 35/0					
5	2	2	2	L.L. COOL J Hey Lover (Def Jam/Island) 1615 1447 1481 1390 36/0					
3	4	3	3	WHITNEY HOUSTON Exhale (Shoop Shoop) (Arista) 1489 1332 1372 1431 32/0					
9	6	4	4	MONICA Before You Walk Out Of My Life (Rowdy/Arista) 1443 1258 1223 1115 29/0					
4	3	6	5	GROOVE THEORY Tell Me (Epic) 1170 1211 1378 1422 25/0					
19	11	11	6	TONY RICH PROJECT Nobody Knows (LaFace/Arista) 1141 966 858 631 26/1					
8	7	7	7	3T Anything (MJJ/550 Music) 1069 1143 1187 1178 27/0					
2	5	5	8	MARIAH CAREY Fantasy (Columbia/CRG) 1055 1223 1360 1592 28/0					
17	12	12	9	LA BOUCHE Be My Lover (Logic/RCA) 1016 740 776 708 23/1					
10	10	9	10	R. KELLY You Remind Me Of Something (Jive) 958 1053 943 980 28/0					
7	9	8	11	XSCAPE Who Can I Run To (So So Def/Columbia/CRG) 878 1064 1166 1262 22/0					
6	8	10	12	TLC Diggin' On You (LaFace/Arista) 861 975 1175 1322 20/0					
BREAKER	13			BRANDY Sittin' Up In My Room (Arista) 850 398 248 185 27/10					
12	14	13	14	PLANET SOUL Set U Free (Strictly Rhythm) 841 718 713 792 21/3					
20	20	17	15	L.A.D. Ridin' Low (Hollywood) 708 601 639 588 20/0					
27	27	23	16	JODECI Love U 4 Life (Uptown/MCA) 597 502 454 419 19/1					
28	24	18	17	QUINCY JONES Rock With You (Qwest/WB) 526 600 487 396 17/2					
BREAKER	18			MARY J. BLIGE Not Gon' Cry (Arista) 509 241 222 161 12/7					
24	21	26	19	MADONNA You'll See (Maverick/WB) 505 408 540 538 17/2					
25	22	22	20	COOLIO Too Hot (Tommy Boy) 504 511 529 492 21/0					
BREAKER	21			EVERYTHING BUT THE GIRL Missing (Atlantic) 503 357 339 268 15/3					
13	15	19	22	SELENA Dreaming Of You (EMI) 495 577 707 782 15/0					
15	17	15	23	MAX-A-MILLION Sexual Healing (S.O.S./Zoo) 486 651 685 781 15/0					
31	33	28	24	IMMATURE We Got It (MCA) 470 398 321 359 18/3					
21	25	25	25	ACE OF BASE Beautiful Life (Arista) 459 462 475 570 12/0					
18	18	14	26	SHAI Come With Me (Gasoline Alley/MCA) 444 680 666 671 16/0					
16	19	21	27	COOLIO Gangsta's Paradise (MCA) 429 525 646 712 15/0					
—	37	32	28	JANET JACKSON Twenty Foreplay (A&M) 417 349 278 70 17/0					
33	29	30	29	FAITH EVANS Soon As I Get Home (Bad Boy/Arista) 416 365 361 332 13/1					
50	39	33	30	KRIS KROSS Tonight's The Nite (Ruffhouse/Columbia/CRG) 413 332 275 214 22/2					
40	41	34	31	DOGG POUND Let's Play House (Death Row/Interscope) 394 321 269 250 23/2					
11	13	16	32	JANET JACKSON Runaway (A&M) 371 638 747 835 13/0					
14	16	20	33	JON B. Pretty Girl (Yab Yum/550 Music) 371 564 690 782 10/0					
23	23	24	34	SILK Hooked On You (Elektra/EEG) 358 469 513 553 9/0					
—	—	42	35	SHAWN STOCKMAN Visions Of A Sunset (Polydor/A&M) 305 248 96 54 17/2					
DEBUT	36			2PAC f/DR. DRE California Love (Death Row/Interscope) 295 15 28 — 14/13					
DEBUT	37			DENINE w/COLLAGE All Cried Out (Metropolitan) 293 192 132 81 10/3					
DEBUT	38			BARRIO BOYZZ How We Roll (SBK/EMI) 289 171 140 98 14/3					
DEBUT	39			YVETTE MICHELLE Every Day And Every Night (Loud/RCA) 277 152 111 37 15/5					
34	35	41	40	AFTER 7 'Til You Do Me Right (Virgin) 274 250 306 322 6/0					
—	—	46	41	RUFFNECK Everybody Be Somebody (Strictly Rhythm) 270 232 176 169 10/3					
49	46	43	42	CLICK Hurricane (Sick Wid' It/Jive) 265 247 236 216 12/1					
DEBUT	43			N-TRANCE Stayin' Alive (Radikal/Critique) 261 161 100 51 9/3					
—	48	50	44	L.V. Throw Your Hands Up (Tommy Boy) 251 198 229 189 11/1					
DEBUT	45			TOTAL No One Else (Bad Boy/Arista) 248 142 94 91 7/3					
DEBUT	46			XSCAPE Do You Want To (So So Def/Columbia/CRG) 247 185 187 154 6/2					
35	40	45	47	FROST East Side Rendezvous (Ruthless/Relativity) 232 232 275 313 8/0					
DEBUT	48			LINA SANTIAGO Feel So Good (Show Me Your...) (Universal) 227 82 46 — 7/4					
48	42	40	49	J'SON Take A Look (Hollywood) 219 264 269 217 6/0					
DEBUT	50			MONIFAH I Miss You (Come Back Home) (Uptown/Universal) 211 78 67 69 7/2					

This chart reflects airplay from January 1-7. Songs ranked by total plays. Highlighted songs indicate Breaker. 36 CHR/Rhythmic reporters. 34 current playlists. © 1996, R&R Inc.

BREAKERS®

BRANDY
Sittin' Up In My Room (Arista)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
850/452	27/10	13

MARY J. BLIGE
Not Gon' Cry (Arista)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
509/268	12/7	18

EVERYTHING BUT THE GIRL
Missing (Atlantic)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
503/146	15/3	21

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
2PAC f/DR. DRE California Love (Death Row/Interscope)	13
DEBORAH COX Who Do U Love (Arista)	12
BRANDY Sittin' Up In My Room (Arista)	10
GEORGE MICHAEL Jesus To... (DreamWorks/Geffen)	9
MARY J. BLIGE Not Gon' Cry (Arista)	7
D'ANGELO Lady (EMI)	5
YVETTE MICHELLE Every Day And Every Night (Loud/RCA)	5
LINA SANTIAGO Feel So Good (Show Me...) (Universal)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BRANDY Sittin' Up In My Room (Arista)	+452
2PAC f/DR. DRE California Love (Death Row/Interscope)	+280
LA BOUCHE Be My Lover (Logic/RCA)	+276
MARY J. BLIGE Not Gon' Cry (Arista)	+268
MONICA Before You Walk Out Of... (Rowdy/Arista)	+185
TONY RICH PROJECT Nobody Knows (LaFace/Arista)	+175
L.L. COOL J Hey Lover (Def Jam/Island)	+168
WHITNEY HOUSTON Exhale (Shoop Shoop) (Arista)	+157
DEBORAH COX Who Do U Love (Arista)	+149
EVERYTHING BUT THE GIRL Missing (Atlantic)	+146

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BRANDY f/WANYA MORRIS Brokenhearted (Atlantic)	10/3
TLC Waterfalls (LaFace/Arista)	10/3
SOUL FOR REAL Every Little Thing I Do (Uptown/MCA)	9/3
SEAL Kiss From A Rose (ZTT/Sire/WB)	11/1
SHAGGY Boombastic (Virgin)	7/3
MOKENSTEF He's Mine (Outburst/RAL/Island)	6/2
JON B. & BABYFACE Someone To Love (Yab Yum/550 Music)	8/0
MONTELL JORDAN This Is How We Do It (PMP/RAL/Island)	7/4
TLC Creep (LaFace/Arista)	6/0
ALL-4-ONE I Can Love You Like That (Blitz/Arista)	7/2

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

Long after
great Czech
hits number
look good.



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



HIP HOP TOP 20

3W	TW	ARTIST TITLE LABEL/S	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	3W	
1	1	L.L. COOL J Hey Lover (Def Jam/Island)	3814	3745	114/0
2	2	KRIS KROSS Tonite's The Nite (Ruffhouse/Columbia/CRG)	1957	1707	100/3
3	3	COOLIO Too Hot (Tommy Boy)	1465	1503	82/4
6	4	DOGG POUND Let's Play House (Death Row/Interscope)	1208	801	84/14
4	5	CLICK Hurricane (Sick Wid' It/Jive)	1094	1001	74/3
5	6	PHARCYDE Runnin' (Capitol)	801	881	65/5
7	7	M.C. HAMMER Goin' Up Yonder (Giant)	792	776	40/1
9	8	L.V. Throw Your Hands Up (Tommy Boy)	774	724	41/2
13	9	L.A.D. Ridin' Low (Hollywood)	726	618	21/0
10	10	RAW STILO Cutie (A&M)	721	689	42/0
11	11	COOLIO Gangsta's Paradise (MCA)	639	684	27/1
15	12	L.B.C. CREW Beware Of My Crew (Jac-Mac/WB)	637	553	43/4
18	13	AZ Gimme Yours (EMI)	617	514	57/2
8	14	KOOL G RAP Fast Life (Cold Chillin'/Epic Street)	567	738	43/1
14	15	BONE THUGS-N-HARMONY E. 1999 (Ruthless/Relativity)	548	588	38/0
16	16	GOODIE MOB Cell Therapy (LaFace/Arista)	510	539	27/1
—	17	2PAC F/DR. DRE California Love (Death Row/Interscope)	488	15	21/20
17	18	SKEE-LO Top Of The Stairs (Sunshine/Scotti Bros.)	452	535	39/0
12	19	BLAHZAY BLAHZAY Danger (Fader/Mercury)	433	644	30/1
19	20	EAZY-E Just Tuh Let U Know (Ruthless/Relativity)	399	392	36/4

This chart reflects airplay from January 1-7. Songs ranked by total plays. 36 CHR/Rhythmic reporters and 82 Urban reporters combine from the Custom Chart function on R&R ONLINE. Rap titles are manually extrapolated. For complete reporter lists refer to Rhythmic and Urban sections. © 1996, R&R Inc.

NEW & ACTIVE

L.L. COOL J Doin' It (Def Jam/RAL/Island) Total Plays: 206, Total Stations: 6, Adds: 1	FUGEES Fu-gee-la (Ruffhouse/Columbia/CRG) Total Plays: 113, Total Stations: 4, Adds: 1
R. KELLY Down Low (Nobody Has To Know) (Jive) Total Plays: 203, Total Stations: 6, Adds: 3	D'ANGELO Lady (EMI) Total Plays: 110, Total Stations: 5, Adds: 5
KOOL G RAP Fast Life (Cold Chillin'/Epic Street) Total Plays: 175, Total Stations: 8, Adds: 1	TLC Kick Your Game (LaFace/Arista) Total Plays: 109, Total Stations: 2, Adds: 0
DEBORAH COX Who Do U Love (Arista) Total Plays: 149, Total Stations: 13, Adds: 12	LOST BOYZ Jeeps, Beems, And Benz (Uptown/MCA) Total Plays: 107, Total Stations: 4, Adds: 1
AFTER 7 Damn Thing Called Love (Virgin) Total Plays: 143, Total Stations: 9, Adds: 0	MARIAH CAREY Open Arms (Columbia/CRG) Total Plays: 105, Total Stations: 3, Adds: 0
DEVONE Energy (Aqua-Boogie/Mercury) Total Plays: 140, Total Stations: 6, Adds: 1	BOYZ II MEN I Remember (Motown) Total Plays: 104, Total Stations: 6, Adds: 1
FROST La Familia (Ruthless/Relativity) Total Plays: 140, Total Stations: 5, Adds: 2	INTRO Funny How Time Flies (Atlantic) Total Plays: 103, Total Stations: 3, Adds: 1
EAZY-E Just Tuh Let U Know (Ruthless/Relativity) Total Plays: 133, Total Stations: 7, Adds: 0	JUNIOR M.A.F.I.A. Get Money (Big Beat/Atlantic) Total Plays: 102, Total Stations: 4, Adds: 1
L.B.C. CREW Beware Of My Crew (Jac-Mac/WB) Total Plays: 127, Total Stations: 5, Adds: 2	BUFFY Give Me A Reason (Velocity) Total Plays: 95, Total Stations: 2, Adds: 1
GOODIE MOB Cell Therapy (LaFace/Arista) Total Plays: 122, Total Stations: 5, Adds: 1	BONE THUGS-N-HARMONY E. 1999 (Ruthless/Relativity) Total Plays: 92, Total Stations: 5, Adds: 0

Songs ranked by total plays

SELECTED NEW RELEASES

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

ADDS JANUARY 16

D'Angelo	"Lady" (EMI)
Devone	"Energy" (Aqua-Boogie/Mercury)
4 Hero	"Mr. Kirk" (Sm:)e/Profile)
Frost	"La Familia" (Ruthless/Relativity)
Fugees	"Fu-Gee-La" (Ruffhouse/Columbia/CRG)
Groove Theory	"Keep Tryin'" (Epic)
Joe	"All The Things Your Man Won't Do" (Island)
Junior M.A.F.I.A.	"Get Money" (Big Beat/Atlantic)
R. Kelly	"Down Low" (Nobody Has To Know) (Jive)
Solo	"Where Do You Want Me To Put It" (Perspective/A&M)

ERIK SERMON

"Welcome"

featuring aaron hall & keith murray



ALREADY PLAYING:	ALSO PLAYING:	WOCQ add
WPGC 15X add	HOT 97	92Q
FLAVA 21X	POWER 106	XHTZ
KBXX 8X	WJMH	

CHR/RHYTHMIC REPORTERS

Stations and their adds listed alphabetically by market

KKSS/Albuquerque, NM PD: Roy Jaynes MD: Jacques James 22 BRANDY "Sittin'" 20 DOGG POUND "House" 11 TONY RICH PROJECT "Knows" 11 IMMATURE "Got"	KZFW/Corpus Christi, TX PD: Mike Squires MD: Tony Manes 12 GEORGE MICHAEL "Jesus" 9 DENINE W/COLLAGE "Cried"	WJMH/Greensboro, NC PD: John Squires MD: Tony Manes 12 GEORGE MICHAEL "Jesus" 9 DENINE W/COLLAGE "Cried"	KLUC/Las Vegas, NV PD: Jerry Dean MD: Cat Thomas 25 BRANDY "Sittin'" 19 DOGG POUND "House" 14 BARRIO BOYZ "Roll" MAX-A-MILLION "Groovin'"	WQHT/New York, NY PD: Steve Smith APD/MD: Tracy Cloberty 30 KRIS KROSS "Nite" 27 BOYZ II MEN "Remember" 27 D'ANGELO "Cruisin" 11 L.L. COOL J "Doin'" 12 GENIUS/GZA "Doin'"	WJIS/Roanoke, VA PD: David Lee Michaels MD: Jeff Nazquez 14 DEBORAH COX "Who" 12 MARY J. BLIGE "Not" GEORGE MICHAEL "Jesus"	XHTZ/San Diego, CA PD: Lisa Vazquez APD/MD: Jeff Nazquez 28 DEBORAH COX "Who" 21 PLANET SOUL "Set" 14 KOOL G RAP "Fast" 12 L.B.C. CREW "Crew" 10 RUFFNECK "Everybody" 10 2PAC F/DR. DRE "California" 9 QUINCY JONES F/TAMIA "Put" 9 YVETTE MICHELLE "Every" OIANA KING "Nobody" QUINCY JONES "Rock"	KWIN/Stockton, CA PD: Steve Wall MD: Mark Medina 48 LINA SANTIAGO "Feel" 35 FROST "Familia" 35 HEAVEN "Heart" 25 DEVONE "Energy" 13 2PAC F/DR. DRE "California" 10 SHAWN STOCKMAN "Visions" TERRY ELLIS "Where"
KKXX/Bakersfield, CA PD: Chris Squires MD: Tony Manes 12 GEORGE MICHAEL "Jesus" 9 DENINE W/COLLAGE "Cried"	KQKS/Denver, CO PD: Mark Feather APD: Michael Hayes MD: John Dicklesse 18 EVERYTHING BUT... "Missing" 5 YVETTE MICHELLE "Every" 5 BRANDY "Sittin'"	KJMJ/Las Vegas, NV PD: Mike Marino APD: M.C. Scrappy MD: Kid Stevens 19 ART OF NOISE "Love" 12 SWV "Night" MARIAH-CAREY "Always"	KCAQ/Oxnard, CA PD: Rooster Rhodes MD: Lucy B. DEBORAH COX "Who" MARY J. BLIGE "Not" SEAL "Don't"	WOCQ/Salisbury, MD PD: Wookiee MD: Marlon GEORGE MICHAEL "Jesus" TWINZ "Eastside" DEBORAH COX "Who" ERICK SERMON "Welcome"	KMEL/San Francisco, CA PD: Michelle Santuzo MD: Joey Arbogast 53 2PAC F/DR. DRE "California" 26 LINA SANTIAGO "Feel" 19 MARY J. BLIGE "Not" 14 MR. KIRK "4Hero" 13 BARRIO BOYZ "Roll"	WPGC/Washington, DC PD: Jay Stevens MD: Albia D. 47 D'ANGELO "Lady" 39 TONI BRAXTON "Flow" 39 FAITH EVANS "Kissing" 37 BRANDY/MORRIS "Brokenheart" 34 WHITNEY HOUSTON "Hurt" 29 2PAC F/DR. DRE "California" 20 HUCKLE BUCKS "Bud" 14 ERICK SERMON "Welcome" 13 FUGEES "Fu-gee-la" 10 DEBORAH COX "Who"	
WERQ/Baltimore, MD PD: Russ Ahee MD: Camille Cashwell 45 DEBORAH COX "Who" 42 YVETTE MICHELLE "Every" 31 R. KELLY "Low" 28 D'ANGELO "Lady" 27 WHITNEY HOUSTON "Hurt" 22 IMMATURE "Please" 20 LOST BOYZ "Jeeps"	KPRR/E Paso, TX PD: John Candelaria 55 MARY J. BLIGE "Not" 53 N-TRANCE "Alive" 50 BUFFY "Reason" 9 GEORGE MICHAEL "Jesus" DEBORAH COX "Who"	KJMN/Modesto, CA PD: Pete Jones DEBORAH COX "Who" YVETTE MICHELLE "Every" FROST "Familia" EVERYTHING BUT... "Missing" 2PAC F/DR. DRE "California" GEORGE MICHAEL "Jesus"	WWWX/Providence, RI PD: Joe Dawson MD: Raaghtyboy 45 EVERYTHING BUT... "Missing" 38 BRANDY "Sittin'" 24 DEBORAH COX "Who" 14 GEORGE MICHAEL "Jesus" 13 SHAWN STOCKMAN "Visions" 13 TOTAL "Else" 6 SEAL "Don't" D'ANGELO "Lady" O. REAM "Shoot" DEBORAH COX "Who" GEORGE MICHAEL "Jesus"	KZHT/Salt Lake City, UT DM: Brian DeGeus PD/MD: Geronimo O. REAM "Shoot" DEBORAH COX "Who" GEORGE MICHAEL "Jesus"	KYLD/San Francisco, CA PD/MD: Michael Martin 41 CLICK "Scandalous" 25 4 HERO "Kirk" 10 R. KELLY "Low" 9 MIGHTY DUB KATS "Magic" 6 TOTAL "Else" 5 FAITH EVANS "Soon" 5 XSCAPE "Want"	36 Total Reporters 36 Current Reporters Called In A Frozen Playlist (1) FLAV/Washington, DC	
WJMN/Boston, MA PD: Cathleen Jack McCartney MD: Cat Collins No Adds	KBOS/Fresno, CA PD/MD: Mark Adams 44 MADONNA "See" BRANDY "Sittin'" DENINE W/COLLAGE "Cried"	KJMN/Modesto, CA PD: Pete Jones DEBORAH COX "Who" YVETTE MICHELLE "Every" FROST "Familia" EVERYTHING BUT... "Missing" 2PAC F/DR. DRE "California" GEORGE MICHAEL "Jesus"	KDON/Monterey, CA PD: Michael Newman APD/MD: Jennifer Wilde 31 MONIFAH "Miss" 21 TONI BRAXTON "Flow" 17 QUINCY JONES "Rock" 13 TWINZ "Eastside" DEBORAH COX "Who" BARRIO BOYZ "Roll" L.V. "Throw" 2PAC F/DR. DRE "California"	KZHT/Salt Lake City, UT DM: Brian DeGeus PD/MD: Geronimo O. REAM "Shoot" DEBORAH COX "Who" GEORGE MICHAEL "Jesus"	KUBE/Seattle, WA PD: Mike Tierney APD/MD: Shellie Hart 52 GEORGE MICHAEL "Jesus" 52 MAX-A-MILLION "Fat" 51 BRANDY "Sittin'" 50 LA BOUCHE "Sweet" 22 2PAC F/DR. DRE "California" 7 IMMATURE "Got"	36 Total Reporters 36 Current Reporters Called In A Frozen Playlist (1) WPOW/Miami, FL	
WBBM/Chicago, IL PD: Todd Cavannah MD: Erik Bradley 57 BIG SISTER "Round"	WJMH/Greensboro, NC PD: Brian Douglas MD: Mary Kay 35 CLICK "Hurricane" 35 D'ANGELO "Lady" 35 OANGEROUS CREW "Buy" 35 2PAC F/DR. DRE "California"	KJMN/Modesto, CA PD: Pete Jones DEBORAH COX "Who" YVETTE MICHELLE "Every" FROST "Familia" EVERYTHING BUT... "Missing" 2PAC F/DR. DRE "California" GEORGE MICHAEL "Jesus"	WJBT/Jacksonville, FL PD: Pace Lopez Music Coord.: Jeff Lee 46 MONIFAH "Miss" 45 MARY J. BLIGE "Not" 32 TOTAL "Else" 28 INTRO "Time" 26 TLC "Works" 23 SPLACK PACK "Scrub" 17 JUNIOR M.A.F.I.A. "Money" 16 GOODIE MOB "Cell"	KZHT/Salt Lake City, UT DM: Brian DeGeus PD/MD: Geronimo O. REAM "Shoot" DEBORAH COX "Who" GEORGE MICHAEL "Jesus"	KTFM/San Antonio, TX PD: Cliff Tredway APD/MD: Charles Chavez 34 MARY J. BLIGE "Not" 14 C & C MUSIC FACTORY "Robi-Robs" OIANA KING "Nobody" 2PAC F/DR. DRE "California"	Did Not Report, Playlist Frozen (1) WPOW/Miami, FL	



WALT LOVE

African Americans Represent \$225 Billion In Consumer Spending

□ Interep study proves advertisers would be wise to target UC listeners

A new study from the Interep Radio Store gives potential advertisers more than 225 billion reasons to target African-American consumers — namely, their \$225.9 billion in household consumer spending.

Advertising Advantage



Brian Knox

According to "Higher Educational and Income Levels Define The New African-American Consumer," blacks have made impressive progress during the first half of the '90s in areas important to marketers of goods and services.

Most significant is the steady rise in African-American incomes. One of every four black households aged 45-54 has an annual household income of \$50,000 or more. (Of all employed blacks, 17.6% hold professional or managerial jobs and 28.1% hold technical or sales positions — that's nearly 46% already in upper-income occupations.)

And African Americans generally have a propensity to spend their increasing disposable income in the present rather than save for the future, a major marketing edge for advertisers.

"Having an average household income of \$50,000 or more means a lot to anyone in American society,

but it means a lot more to African-American families," says Brian Knox, VP/Marketing for Interep's

THE INTEREP RADIO STORE

Selling Today...Innovating for Tomorrow

Urban Radio Format Network. "Blacks don't have as much long-term debt as the white population, particularly when it comes to home ownership. A lot of people view the fact that blacks don't have a lot of assets or money saved up as a negative. [But] it should be viewed as a positive because we're making more each year and spending more of it. Not having a mortgage payment frees up a lot of dollars for someone living in a household bringing in \$50,000 or more."

At the same time, the Interep study notes that African Americans remain one of the youngest segments of the U.S. population: 29.2 years on average versus 34.3 years

for the entire country. In addition, Knox points out that minorities tend to have larger families (read: more consumers).

School Days

Another attractive demographic about today's black consumers is their higher degree of education over previous generations, which no doubt is behind the income increases. According to the report, African-American college enrollment has represented 45.2% of all minorities so far this decade. And among minority college graduates, African Americans garner the highest percentage receiving bachelor's (44%) and master's (35%) degrees.

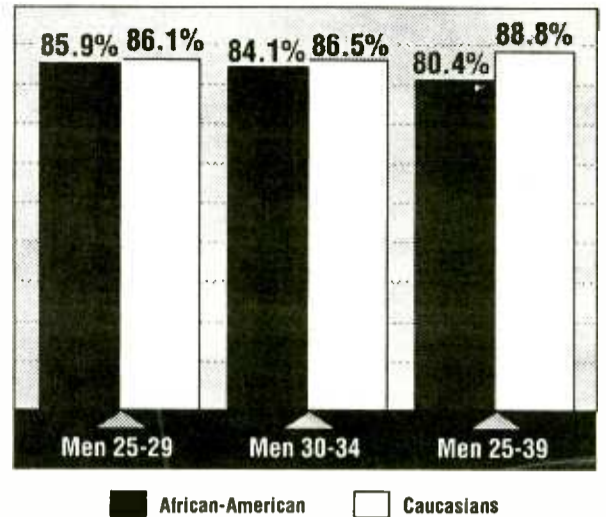
"Advertisers today tend to look for upscale audiences and one of the things they always look at is education," Knox says. "Blacks are almost at parity with the overall population when it comes to high educational achievement."

The improvement in college scores is apparently rooted early in life, as the Interep study declares a

People need to remember that African Americans are the majority minority in this country. We represent 45.7% of all minorities.

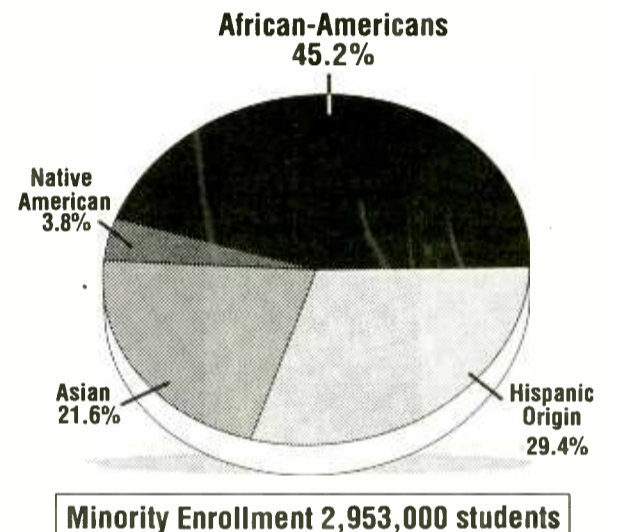
Educational attainment by age of men, 1993

(Have earned a high school diploma)



College enrollment of minorities in 1991

(not including foreign students)



Source: Interep Radio Store

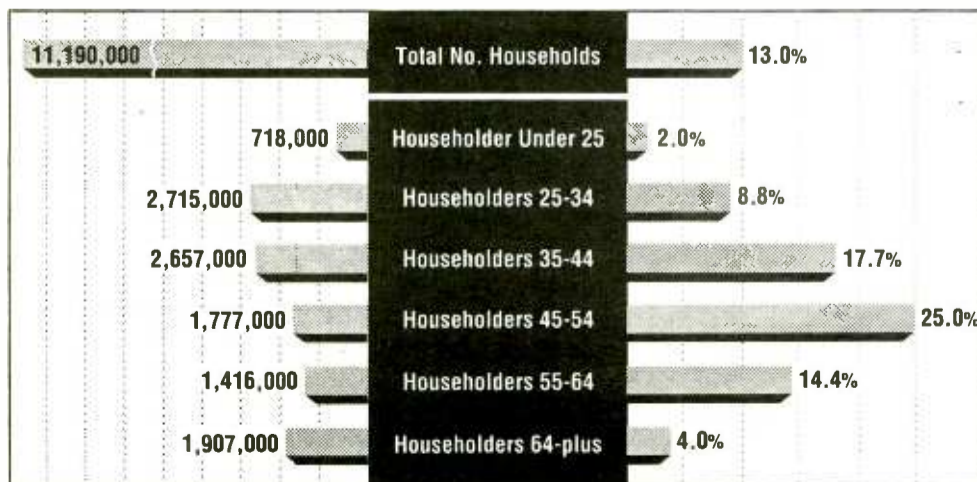
"dramatic rise" in SAT (college entrance) scores by blacks over a 15-year period — 20 points in the verbal and 31 in the mathematics portions. (Caucasians have experienced a slight decrease.)

Urban Radio Hits This Target
UC radio is the one medium that continues to successfully reach the African-American community on a regular basis. Blacks in all key demographic groups register higher weekly time spent listening (TSL) levels than total audience listening.

"People need to remember that African Americans are the majority minority in this country," Knox says. "We represent 45.7% of all minorities."

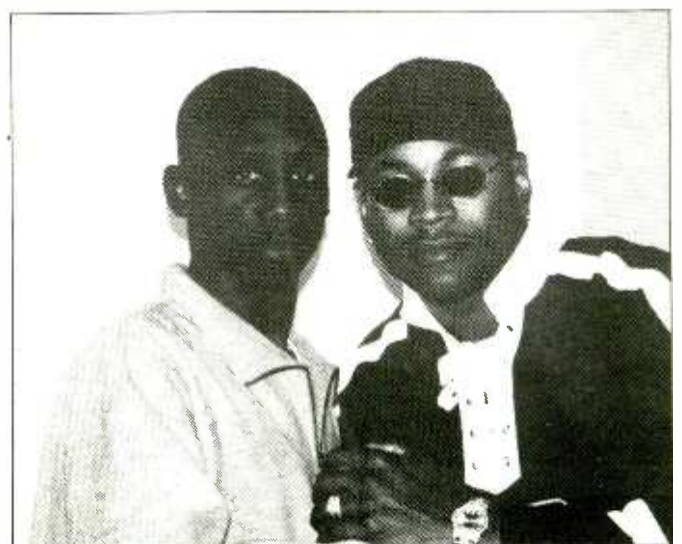
For More Info...
"Higher Educational and Income Levels Define The New African-American Consumer," compiled by Radio Store research consultant Elaine Pappas, can be obtained by contacting Brian Knox at The Interep Radio Store, 100 Park Avenue, 5th Floor, New York, NY, 10017 (212) 916-0521.

Percent of African-American households, by age with household incomes of \$50,000 or more, 1992



Source: Bureau of the Census

Number of Total Households % with \$50,000 plus Incomes
Source: Interep Radio Store



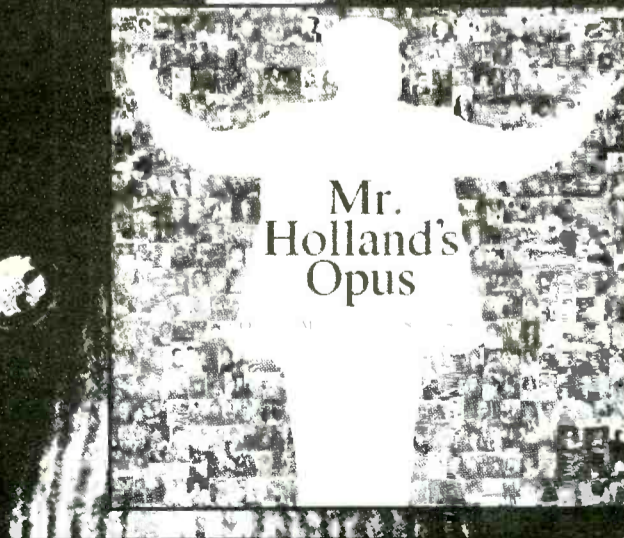
COOL-DOWN IN ATLANTA -- WHTA/Atlanta's MD Chaka Zulu pairs up with L.L. Cool J for a photo flash.

VISIONS OF A SUNSET

performed by
Shawn Stockman of Boyz II Men

Written and Produced by Shawn Stockman
Management: John Duxakis & Qadree El-Amin for Southpaw Entertainment

the hit single from the original motion picture soundtrack
Mr. Holland's Opus



UC CHART DEBUT ³⁵
URBAN BREAKER!
MOST ADDED!

FIND COMPLETE PLAYLISTS FOR ALL URBAN AC REPORTERS ON R&R ONLINE

MARKET #36 WTLC/Indianapolis (317) 923-1456 Buchanan/Buchanon. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #37 WPEG/Charlotte (704) 342-2644 Carson. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #2 WVAZ/Chicago (312) 360-9000 Myrick. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #4 KSOL/San Francisco (415) 989-5765 Hamilton/Silva. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #6 WMXD/Detroit (313) 965-2000 Dillard. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #38 WQUE/New Orleans (504) 827-6000 Stevens. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #39 WJHM/Orlando (407) 333-0072 Lindsey/Hollywood. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #7 KRBB/Dallas (214) 630-3011 Bacote/Solis. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #8 WMMJ/Washington DC (202) 686-9300 Acting PD/MD Doug Gimore. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #9 KMJQ/Houston (713) 623-0102 Conner/Boatner. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #42 WQMG/Greensboro (910) 275-1657 Brown. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #43 KJMS/Memphis (901) 323-0101 Base/St James. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #10 WILD/Boston (617) 427-2222 Johnson/Hall. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #11 WHQT/Miami (305) 759-4311 Kidd/Michaels. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #17 KKDK/St. Louis (314) 991-7797 Love/Scott. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #43 WHRR/Memphis (901) 529-4397 O'Jay/Bell. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #44 WQQK/Nashville (615) 227-1470 Wright. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #18 WWIN/Baltimore (410) 332-8200 Interim PD Denise Edwards. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #20 KMJK/Phoenix (602) 265-2442 Jackson. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

MARKET #21 WTMP/Tampa (813) 962-1300 Anderson/Powers. PLAYLIST with columns SW, 4W, 3W, TW and rows of artist/title.

First-Quarter Albums, Vintage Packages & Reissues On Horizon

Returning from the holidays, Nashville's record labels are wasting little time orchestrating the release of new albums by some of country's hottest acts. Before April, you'll be seeing the arrivals of new projects by **Wynonna, Diamond Rio, John Anderson, Tracy Lawrence, Lari White**, and others.

In addition to albums by individual artists, **Columbia** will be releasing "Hotter Than Asphalt," its second NASCAR-themed album. Set for a February 13 release, the collection will include new tracks by **Joe Diffie, Little Texas, Mark Collie, Waylon Jennings, Hank Williams Jr.**, and several others.

Here's a list of other new albums in the pipeline for the first quarter of '96:

- **Arista:** Linda Davis, "Some Things Are Meant To Be," January 30; Diamond Rio, "IV," February 27; Steve Wariner, "No More Mr. Nice Guy," March 12.
- **Asylum:** Curtis Day, "Curtis Day," January 30; Mandy Barnett, "Mandy Barnett," February 27; Bryan White, title TBA, March 26.
- **Atlantic:** Tracy Lawrence, "Time Marches On," January 23.
- **BNA:** John Anderson, "Paradise," January 30.
- **Capitol Nashville:** Lisa Brokop, "Lisa Brokop," February 20; Chris LeDoux, "Stampede," March 19.
- **Columbia:** Ricochet, "Ricochet," February 6; Chet Atkins, "Almost Alone," March 5.
- **Curb/MCA:** Wynonna, "Revelations," February 13.
- **Decca:** Various Artists, "Notfadeaway (Remembering Buddy Holly)," January 2; Frazier River, "Frazier River," March 12.
- **Epic:** Stephanie Bentley, "Hopechest," January 9; Patty Loveless, "The Trouble With The Truth," January 23; James Bonamy, "What I Live To Do," February 20.
- **Magnatone:** Rich McCready, "Hangin' On," February 20.
- **MCA:** Bobbie Cryner, "Girl of Your Dreams," January 2.
- **Mercury:** Keith Stegall, "Passages," February 27; Tom T. Hall, "Songs From Sopchoppy," March 19.
- **Polydor:** Chely Wright, "Right In The Middle Of It," January 9.
- **RCA:** Lari White, "Don't Fence Me In," February 13; the Thompson Brothers, "Cows On Main Street" (EP), March 12.
- **River North:** Steve Azar, "Heartbreak Town," February 27.

History Repeats

At least three labels have gone to the vaults to release historically significant greatest-hits packages and reissues.

Decca pays tribute to the classic productions of its former label head

COUNTRY FLASHBACK

1 YEAR AGO

- No. 1: "Gone Country" — Alan Jackson

5 YEARS AGO

- No. 1: "Forever's As Far As I'll Go" — Alabama

10 YEARS AGO

- No. 1: "Makin' Up For Lost Time" — Crystal Gayle & Gary Morris (second week)

15 YEARS AGO

- No. 1: "9 To 5" — Dolly Parton

20 YEARS AGO

- No. 1: "Sometimes" — Bill Anderson & Mary Lou Turner

with "The Nashville Sound: Owen Bradley." Set for January 16, the collection will include Bradley's most famous productions with **Conway Twitty, Patsy Cline**, and others.

RCA is continuing its aggressive "Essential Series" with "best of" packages by **Dottie West** and **Jim Ed Brown**, along with a reissue of Chet Atkins's "Picks On The Beatles," a '60s album which includes original liner notes by **George Harrison**. All three discs will be released January 30.

Capitol Nashville is displaying its heritage with four "Vintage Collection" compilations set for release January 23. The first round includes collections by **Merle Haggard, George Jones & Melba Montgomery, Tex Williams**, and **Wanda Jackson**. A February 20 release date has been set for two reissues, "Rose Maddox Sings Bluegrass" and **New Grass Revival's** self-titled album from the late '80s. Two **Merle Travis** releases follow on April 2 — "Walkin' The Strings" and "Folksongs Of The Hills."

What's Up With Wy

With a new album and her first tour since 1994, the new year was already shaping up as a busy one for Wynonna. As it turns out, her plans now in-

clude a wedding and a second child.

In the January 4 issue of the *Nashville Banner*, Wynonna says she's accepted a marriage proposal from **Arch Kelley III**, a 43-year-old Nashville businessman who's the father of her 1-year-old son, **Elijah Judd Kelley**. Wynonna also announced that their second child will be born in July.

No date has been set for the wedding, but she says, "We were waiting to hear that inner voice, and the voice said, 'Okay, it's time.' We wanted to be accountable, and we wanted to make sure these decisions were not influenced by family advice, by the fans, by anyone."

Wynonna's tour kicks off with a March 15 concert at L.A.'s Universal Amphitheatre. She plans to take off the months of June and July and return to the road in August for shows with **Alison Krauss** and **Amy Grant**.

Holly Day

Vanderbilt University's Stadium Club was decked out to resemble a '50s drive-in restaurant for a January 4 party celebrating the worldwide release of Decca's tribute album, "Notfadeaway (Remembering Buddy Holly)."

The album contains Holly songs recorded by an all-star cast, including **Mary Chapin Carpenter**, the **Mavericks**, **Waylon Jennings**, and the British pop band that borrowed its name from him — the **Hollies**.

Attending the party were some other contributors to the album, including **Nanci Griffith, Suzy Bogguss, Joe Ely, Todd Snider**, and the **Nitty Gritty Dirt Band's Jeff Hanna** and **Jimmy Ibbotson**.

The **Crickets**, Holly's original band, provided the evening's highlight with performances of their former boss's most famous songs. The group — comprised of **Sonny Curtis, J.I. Allison**, and **Joe Mauldin** — was augmented by three legendary session musicians: **Booker T. & The MG's** guitarist **Steve Cropper**; **Blood, Sweat & Tears** founder/keyboardist **Al Kooper**; and former **Elvis Presley** and **Emmylou Harris** keyboardist **Glen D. Hardin**.

Marty Stuart and **Steve Earle** contributed to the album and planned to attend the party. But as so often happens in the music biz, they got another gig — performing Holly's "Crying, Waiting, Hoping" on NBC-TV's "The Tonight Show With Jay Leno."

Holly-mania is slated to continue in the weeks to come on "The Late Show With **David Letterman**." **Joe Ely** and **Todd Snider** are set to appear January 24, with **Nanci Griffith** and

the **Crickets** performing January 29.

Meanwhile, TNN will televise a two-part Holly documentary on February 5 and 6. The program includes segments taped during last year's recording sessions, as well as unseen footage of Holly himself.

People Watch

Shania Twain and **Ty Herndon** were included in *People* magazine's year-end issue.

Twain was the only country act to make the list of "The 25 Most Intriguing People Of The Year." The brief story recapped Twain's formidable accomplishments during '95 following the release of her quadruple-platinum album, "The Woman In Me."

The magazine came out too soon to mention that Twain — who wasn't exactly a household name just a year ago — has been nominated for four Grammys: Best New Artist, Best Female Country Vocal Performance and Best Country Song (both for "Any Man Of Mine"), and Best Country Album ("The Woman In Me).

Ty Herndon made the magazine's "Sequels" section primarily because of his June arrest on an indecent exposure charge (which was later dismissed) and possession of methamphetamine. Now attending Narcotics Anonymous meetings and having weekly conversations with a therapist, Herndon says he was worried about his "ability to be a role model" after his arrest. He comments, "My grandmother told me, 'I don't know of any role model who started out as Snow White.'"

Bits 'N' Pieces

• **Garth Brooks, Reba McEntire**, and **Shania Twain** are confirmed to perform on the 23rd annual "American Music Awards" telecast. The world's most prominent redneck — **Jeff Foxworthy** — co-hosts the show, which airs January 29 on ABC-TV.

• **Dwight Yoakam's** December 19 show at the Viper Room in L.A. raised more than \$25,000 for the Los Angeles Mission and the Los Angeles Fireman's Relief Organization

— Calvin Gilbert

Country Radio Seminar CRS 27

continued from Page 42

• "Programming Workshop: Comedy & Show Prep": Creating radio comedy is no laughing matter. Learn to write, create, organize, and execute comedy on the radio and learn to produce parody songs and humorous commercials. Supplying the tips — and the yuks — will be **Adams & Doyle of WKLB/Boston, KYCY/San Francisco** morning personality **Buddy Baron**, **Morningstar Show Prep & Productions' Bob Hamilton**, and **Premiere Radio Networks' Larry Morgan**.

The educational activities conclude with two more sessions running from 2pm to 3:20pm:

• "Vanderbilt Voice Clinic": Renowned specialist **Dr. Robert Ossoff** of the Vanderbilt University Hospital & Voice Clinic, along with clinic staffers, reprise last year's highly rated, presentation on how to take care of your most precious asset — your voice.

• "Town Meeting": A larger version of the famous CRS "Rap Rooms" from days of yore. It's a free-form, free-wheeling discussion of what's going on in the biz.

Songwriters & Singers Wrap It Up

Wrapping up CRS 27 is "CRS Live!" The annual guitar-pull is again hosted by the inimitable **Charlie Monk**. Some of Nashville's hottest songwriters will be featured performing their own tunes. As always, expect a surprise guest or two.

Ten of Nashville's top new acts will put the exclamation point on this year's festivities with the traditional "New Faces Show & Banquet." Performing are **Jeff Carson, Helen Darling, Emilio, Ty Herndon, David Lee Murphy, Perfect Stranger, Ricochet, Daryle Singleary, Russ Taff**, and **Chely Wright**.

This promises to be an exceptional year for the seminar. As CRB President **Ed Salamon** notes, "Although the CRS has earned a reputation for educational excellence over the past 26 years, this year's agenda Committee was challenged with developing an even more compelling learning experience. I'm confident that every manager, programmer, salesperson, and air personality who attends CRS 27 will find the investment of time worthwhile."

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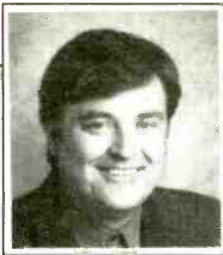
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LON HELTON

Country Radio Seminar 27: 'Investing In The Present ... Securing The Future'

The format's premier event, the Country Radio Seminar, is once again right around the corner. CRS 27 is set for February 28-March 2 at Nashville's Opryland Hotel and Convention Center. Just in case you need to be persuaded to attend, here's a rundown of the slated panels and activities ...

Wednesday, February 28

Registration takes place from 10am to 5pm.

The ever-popular Artist/Radio Taping Session, your chance to get liners from artists, is divided into two time slots — 11am-12:30pm and 2-5pm. Here are the rules:

- Perhaps most importantly, you must submit an ARTS application form, signed by your station GM, to CRS by Friday, February 23, 1996. No one will be admitted without an approved form. Only Country radio employees registered for CRS 27 may apply.

- A maximum of five minutes is allowed with each artist.

- Bring your own battery-powered recorder with microphone. One standard cassette tape will be provided to each ARTS attendee. Make sure the copy is typed or legibly printed. You may not bring cameras of any kind.

- You may record liners or drops for on-air use. You cannot record commercial copy or personal messages of any type.

Thursday, February 29

Opening ceremonies for CRS 27 get under way from 8:30am to 9:50am. The first panels kick off in the afternoon, with the following scheduled from 2:30pm to 3:50pm:

- "Guess Who's Not Coming To Your Market": This panel will explore positive and negative aspects of concert promotions — what happens when stations do and don't cooperate with one another. The dais will include Columbia/Nashville Sr. Dir./Promotion **Debi Fleischer**, Sawyer Brown's **Mark Miller**, and T.K. Kimbrell of TKO Management.

- "Better Profits & Ratings From Better Copy & Production": Freelance announcer **Ty Ford**, author of "Advanced Radio Production Techniques" and co-writer of the NAB's "Guideline for Radio Copywriting," will offer tips on copywriting and production designed to im-

prove productivity for sales and programming.

Another pair of panels run concurrently from 4pm to 5:30pm:

- "Record Industry & Radio Meet In The Middle — Again": This is a reprise of last year's popular panel featuring an R-rated, no-holds-barred discussion on radio-record relations. Epic/Nashville Sr. VP/Promotion **Jack Lameier** moderates Mercury/Nashville President **Luke Lewis**, WB-Reprise/Nashville Sr. VP/Promotion **Bill Mayne**, WYYD/Roanoke APD/MD **Robynn Jaymes**, and consultant **Craig Scott**.

- "Managing Sales For Profit": This workshop is an idea-sharing, solution-oriented roundtable session covering non-spot revenue, sales training, motivating your sales staff, tools and packages, and vendor programs. Confirmed to participate are KLLL/Lubbock, TX's **Janna Harris**, KEEY/Minneapolis's **Leslie Scheinman**, and WYNG/Evansville, IN's **Joyce Marshall**.

The first of two new talent showcases is set to celebrate leap year between 6-10pm. Labels will show off new artists in a large ballroom with two stages for non-stop music. Dinner will be served.

Friday, March 1

The day's sessions kick off with a speaker from 9am to 10:20am, followed by concurrent panels from 10:30am to 11:50am:

- "On the Air & On Line: Making The Internet Work For You": A guid-

ed tour through cyberspace shows you how to promote your station and generate new revenue on the Internet. Moderated by **Rich Reiman** of Intervox Communications, panelists include SW Networks' **Corinne Baldassano**, Rising Tide promotion head **Tim Murphy**, and Dean Sakai of KMPS/Seattle.

- "Ask The NAB": NAB VP & Legal Counsel **Jeff Bauman** answers your legal questions.

- "Radio Music Systems": Experts show you how to get the most from your music scheduling software. Providing answers are WBEE/Rochester PD **Bob Barnett**, TM Century's **Don Moore**, RCS's **Bill Weber**, WRKZ/Hersey, PA PD **Mitch Mahan**, Musicmaster's **Joe Knapp**, and KXKC/Lafayette, LA MD **Kelly Thompson**.

- "Music Licensing": The Radio Music Licensing Committee (RMLC) is the lobbying arm of the radio industry. It works closely with the NAB and stations to negotiate the industry's music licenses with ASCAP, BMI, and SESAC. The RMLC's **Dick Harris**, **David Fuhlert**, and **Dave Hicks** will bring you up to date about the present status of the agreements and what the future holds.

- "Country Radio Basics": "Basics" is a series of roundtables dedicated to particular topics. Among them: air and sales staff recruitment and training, record service, trade reporting, connecting with concerts, positioning for success, small markets on the fringe of majors, and research on no money. There'll be plenty of handouts and take-home info.

There are three panels between 2:30-3:50pm:

CRS Odds 'N' Ends

Here are a few of the things you'll need to know as you make plans to attend CRS 27.

- Registration rates are \$350 from now until February 9. After that, you'll pay \$425.

- A special registration fee of \$45 off the rate is available for those who choose not to attend the New Faces Show & Banquet.

- The CRS has block rates available at Opryland and three other hotels close to it. To get the CRS rates, you must register for the seminar in addition to making your room reservation request with the hotel. Rooms are reserved on a first-come, first-served basis. Remember, you must make your own hotel reservations.

- **Travel Agents International**, the official travel agency of the CRS, offers a couple of different air fare discounts. Call them at (800)666-6750 or (615)377-6750 for more information.

- For more information about CRS 27, contact the CRB office at (615) 327-4487.

- "The Art Of The Interview": Learn what to do to get the most from your interview subjects. Tips, stories, and role-playing are on tap from Media Mark's **Kip Kirby**, Rubin Media's **Ronna Rubin**, Westwood One's **Pam Green**, MCA/Nashville's **David Haley**, and MJI's **Maurice Miner**. Plus, a surprise guest who the CRB says is a "national TV personality known for laughs with **David Letterman**."

- "Promotion Awards & Idea Jam": WQCB/Bangor, ME PD **Bob Duchesne** promises to provide as many "promotions on the cheap" as humanly possible in 80 minutes. Awards will also be given for Best Sales/On-Air Promotion, Best Community-Service Event Promotion, and Best Programming Promotion.

- "Managing Sales For Profit, Part II": Reps from manufacturing, retailing, and broadcasting provide the basics on getting vendor programs started in your market. The CRB says, "If you think that you need to be in a Top 20 market to accomplish this, think there is some mystique to this that you haven't been able to unravel, or believe that generating non-ratings-driven business is key to your continued revenue growth, then this session is for you."

Following a short break are concurrent sessions from 4pm to 5:30pm:

- "Marketing & Promotion Workshop": More roundtables offering real solutions to your everyday problems. Among them: at-work promotions, multimedia promotions, St. Jude's Childrens Hospital, database

marketing, maximizing remotes and appearances, and off-air non-spot revenue promotions. Promotion Directors confirmed for the discussions are Laurie Belleau, KEEY/Minneapolis; Kathi Page, KZDG/Denver; Twana Burns, WUBE/Cincinnati; Sheila Silverstein, WPOC/Baltimore; and Karen Oboy, KMPS/Seattle.

- "Air Personalities: Winning In Your Daypart": Top personalities offer tips and tactics to stay on top.

Friday night's showcases run between 6:30-10:30pm. Another group of new artists entertain; dinner is provided.

Saturday, March 2

The final day gets started with a major panel from 9am to 11:50am and two pairs of concurrent sessions scheduled from 9am to 10:20am and 10:30-11:50am:

- "The Ultimate Research Clinic": The Eagle Research Group's **Matt Hudson** and **Roger Wimmer** begin this three-hour session, presenting for the first time results of a special lifestyle study of the Country audience. You'll also take part in a music test specially designed by the CRS. Moderated by ABC Radio Networks' **Mark Edwards** and consultant **Joel Raab**, panelists include Broadcast Programming's **Jaye Albright**, KJJY/Des Moines PD **Beverly Brannigan**, the Interep Radio Store's **Lynn Kite**, and consultant **Rusty Walker**.

- "The Art Of Motivating & Managing Air Talent": WSIX/Nashville VP/GM **John King**, Broadcast Programming's **Ken Moultrie**, and WLLR/Quad Cities GM **Jim O'Hara** offer tips and techniques on the care and feeding of a station's most precious commodity — the air talent.

- "Women In The Business: Myth Vs. Reality": Moderated by cultural anthropologist **Mary A. Bufwack**, co-author of "Finding Her Voice: A History Of Women In Country Music," a talk-show format will be used to explore various topics. Among the panelists is WXTU/Philadelphia morning personality **Gina Preston**.

- "How A Record Is Made: The Nuts & Bolts Of Hitmaking": Giant/Nashville President and producer par excellence **James Stroud** will bring a work tape, record new tracks, and mix it down right in front of your eyes.

Continued on Page 41



BIRDWATCHING AT JSN — Several Blackhawks were recently sighted at Jones Satellite Network, namely Henry Paul, Van Stephenson, and Dave Robbins of the Arista group, who dropped by for more than an hour of interviews and fan calls. Pictured (l-r) are Paul, Stephenson, U.S. Country OM Jim Murphy, Robbins, and JSN's Phil Barry.

TALK BACK TO R&R!

Do you have questions, comments, or feedback regarding this column or other issues?

Call me at (615) 244-8822 or e-mail: mailroom@rronline.com



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COUNTRY PLAYLISTS

January 12, 1996 R&R • 49

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WKLK 105.7 MARKET #10. Playlist for Boston area with artists like Clint Black, Jeff Carson, and Terry Clark.

99.9 KISS FM MARKET #11. Playlist for Miami area with artists like Blackhawk, Jeff Carson, and Reba McEntire.

101.5 FM Kicks MARKET #12. Playlist for Atlanta area with artists like Tim McGraw, Jeff Carson, and Reba McEntire.

Y106.7 MARKET #12. Playlist for Atlanta area with artists like Faith Hill, John M. Montgomery, and Doug Supernaw.

KCIN MARKET #13. Playlist for Seattle area with artists like Faith Hill, Shania Twain, and Reba McEntire.

94.7 KMPSE MARKET #13. Playlist for Seattle area with artists like Blackhawk, John M. Montgomery, and Shania Twain.

KSON FM MARKET #15. Playlist for San Diego area with artists like Tim McGraw, Jeff Carson, and Reba McEntire.

K102 MARKET #16. Playlist for Minneapolis area with artists like John M. Montgomery, Cowboy Love, and Bryan White.

BOB 100.1 MARKET #16. Playlist for Minneapolis area with artists like Tim McGraw, Faith Hill, and John M. Montgomery.

WIL FM MARKET #17. Playlist for St. Louis area with artists like Faith Hill, Shania Twain, and Reba McEntire.

KIX 106 MARKET #17. Playlist for St. Louis area with artists like Pam Tillis, Clint Black, and Tim McGraw.

WPOC 93.1 MARKET #18. Playlist for Baltimore area with artists like Tim McGraw, Faith Hill, and Reba McEntire.

Y108 MARKET #19. Playlist for Pittsburgh area with artists like Wade Hayes, Faith Hill, and Bryan White.

CAMEL COUNTRY 108 MARKET #20. Playlist for Phoenix area with artists like Doug Supernaw, Reba McEntire, and Terry Clark.

KNIX MARKET #20. Playlist for Phoenix area with artists like Blackhawk, Reba McEntire, and John M. Montgomery.

COUNTRY PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL COUNTRY REPORTERS ON R&R ONLINE

Market #21: WQYK/Tampa (813) 576-6055. Playlist table with columns SW, 4W, 3W, TW and Artist/Title.

Market #21: WRBQ/Tampa (813) 287-1047. Playlist table with columns SW, 4W, 3W, TW and Artist/Title.

Market #22: WGAR/Cleveland (216) 328-9950. Playlist table with columns SW, 4W, 3W, TW and Artist/Title.

Market #23: KYGO/Denver (303) 321-0950. Playlist table with columns SW, 4W, 3W, TW and Artist/Title.

Market #24: KUPL/Portland, OR (503) 223-0300. Playlist table with columns SW, 4W, 3W, TW and Artist/Title.

Market #24: KWJJ/Portland, OR (503) 228-4393. Playlist table with columns SW, 4W, 3W, TW and Artist/Title.

Market #25: WUBE/Cincinnati (513) 721-1050. Playlist table with columns SW, 4W, 3W, TW and Artist/Title.

Market #26: FM 106/WMil/Milwaukee (414) 545-8900. Playlist table with columns SW, 4W, 3W, TW and Artist/Title.

Market #26: YOUNG COUNTRY 104/KBEQ/Kansas City (816) 531-2535. Playlist table with columns SW, 4W, 3W, TW and Artist/Title.

Market #26: KFKF 94FM/KFKF/Kansas City (816) 753-4000. Playlist table with columns SW, 4W, 3W, TW and Artist/Title.

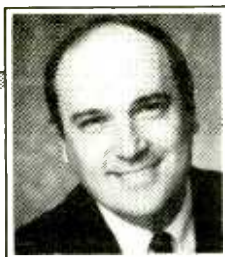
Market #26: WDAF-AM 61 Country/WDAF/Kansas City (816) 931-6100. Playlist table with columns SW, 4W, 3W, TW and Artist/Title.

Market #27: KFRG 95.1/KFRG/Riverside (909) 925-9525. Playlist table with columns SW, 4W, 3W, TW and Artist/Title.

Market #29: 105.1 KNCI/KNCI/Sacramento (916) 923-9200. Playlist table with columns SW, 4W, 3W, TW and Artist/Title.

Market #30: 95.3 KRTY/KRTY/San Jose (408) 293-8030. Playlist table with columns SW, 4W, 3W, TW and Artist/Title.

Market #31: Cat Country 98.1/WCTK/Providence (401) 467-4366. Playlist table with columns SW, 4W, 3W, TW and Artist/Title.



MIKE KINOSHIAN

KSFI's Craig: In Defense Of Soft AC

☐ SLC PD refutes Granum chief's claim that 'smooth jazz is format of future'

"Soft AC is probably never going to be any bigger than it is today, while smooth jazz is obviously the format of the future," said Granum President/CEO Herb McCord (R&R 12/15/95), commenting on why his company transformed Soft AC WSSH/Boston to NAC.

McCord was probably trying to do nothing more than put the most positive spin on a format flip. Regardless, Soft AC KSFI/Salt Lake City PD Dain Craig disagrees with McCord's assessment. "I don't think Jazz is the future. Soft AC is becoming what CHR was in the '80s.

"That audience is married and still likes those songs that don't have an 'edge.' Soft ACs can [maintain] a soft position, but we're aging with the audience by playing late-'70s and '80s hits. This music is readily accepted by AC listeners today, but wouldn't

Dain Craig
problem for AC."

History Repeats?

About five years ago, we witnessed an avalanche of B/EZ-Soft AC evolutions. Craig doesn't expect to see much Soft AC-to-NAC movement. "Soft AC offers a wide variety of artists. NAC has never been a contemporary format and isn't the answer. This music doesn't test well with AC audiences.

"It's similar to what happened in the mid-'80s when Rock stations went completely metal. You can listen for a little while, but everything starts sounding the same. There's very little variation in NAC's [frequent saxophone-intensive] songs, and it builds a high fatigue factor."

With certain key exceptions, Craig avoids playing NAC titles. "Unless you [carefully intersperse them], you run the risk of [alienating] your core audience. Of

course, we'll play Kenny G and an occasional Dave Koz or David Sanborn song. But they have to be very strong, and we don't do jazz at night. We tested the idea, it came back negative, and I don't anticipate doing anything like that in the future."

Elite Company

WALK-FM/Long Island; WARM-FM/York, PA; and Bob Lowry-consulted KSFI were the only Continuous Measurement Market ACs that ranked first 25-54 and 35-64 in 1995's winter, spring, and summer sweeps. "Soft AC works so well here because this is a conservative market and the station has been around a long time. Soft AC takes a long time to build; startup situations would be



Soft AC takes a long time to build; startup situations would be very difficult. It's one of those formats you'd like to be able to jump on first.



very difficult. It's one of those formats you'd like to be able to jump on first.

"Soft AC isn't like CHR, where you can spend \$300,000 on marketing and become No. 1 12+ in a couple of books."

Salt Lake City's AC field includes Hot ACs KISN-FM and KBEE, so KSFI doesn't win by default. A fourth AC, KMxB, recently switched to Rock Alternative KENZ. "KISN and KBEE are two totally different animals. KBEE's an uptempo '80s station, while KISN is trying to decide whether to compete against KBEE or us."

Closely watching what other Soft AC programmers do, Craig remarks, "KSFI doesn't daypart, but we added a bit more tempo on weekends. We're very careful and do a lot of local research. When it's time to make a move, we want to be sure that it's right for our audience. It's a very slow process because you don't want to bleed the audience off too quickly."

A Band By Any Other Name ...

Certain artists' names have made Craig reluctant to add their music. "If they weren't called

FORMAT EXCLUSIVES

Separating AC From Hot AC

Seven songs last year, including two by pianist Jim Brickman, cracked AC's Top 10 without charting Hot AC. No Hot AC exclusive song — one that charted Hot AC but not AC — managed to reach the Top 10.

Followed by peak chart positions, these were 1995's AC and Hot AC exclusive hits. Peak numbers are through 12/1/95.

AC	
Artist/Title	Peak
LINDA RONSTADT/The Blue Train	5
JIM BRICKMAN/Angel Eyes	9
JOSHUA KADISON/Take It On Faith	9
CURTIS STIGERS/This Time	9
STEVIE WONDER/For Your Love	9
JIM BRICKMAN/If You Believe	10
BEN TAYLOR/I Will	10
ANITA BAKER & JAMES INGRAM/When You Love Someone	11
CELINE DION/(You Make Me Feel Like) A Natural Woman	12
LINDA RONSTADT/A Dream Is A Wish Your Heart Makes	14
MICHAEL BOLTON/A Love So Beautiful	18
ANNIE LENNOX/A Whiter Shade Of Pale	18
JON SECADA & SHANICE/If I Never Knew	18
BRUCE HORNSBY/Swing Street	19
ANITA BAKER/I Apologize	20
JOSHUA KADISON/Beau's All Night Radio Love Line	20
STEVE WINWOOD/Reach For The Light	21
MICHAEL ENGLISH/Love Moves In Mysterious Ways	22
LINDA RONSTADT/Feels Like Home	22
TAKE 6/You Can Never Ask Too Much (Of Love)	22
CHRISTOPHER CROSS/Open Up My Window	23
DAVID SANBORN/This Masquerade	23
JOHN WAITE/Ain't No Sunshine	23
BETTE MIDLER/In This Life	24
MIKE & THE MECHANICS/Over My Shoulder	24
DUSTY SPRINGFIELD & DARYL HALL/Wherever Would I Be...	24
JACKSON BROWNE & TIMOTHY B. SCHMIT/Let It Be Me	26
BOB SEGER/In Your Time	26
AFTER 7/Til You Do Me Right	27
JOE COCKER/Have A Little Faith In Me	27
CURTIS STIGERS/Keep Me From The Cold	27
TYLER COLLINS/Never Alone (Eeyore's Lullaby)	28
MIDSOUTH/Without You I Haven't Got A Prayer	28
CARLY SIMON/Touched By The Sun	28
DEBBIE GIBSON/For Better Or Worse	30

Hot AC	
Artist/Title	Peak
GOO GOO DOLLS/Name	14
MEAT LOAF/I'd Lie For You (And That's The Truth)	15
TOM PETTY/You Don't Know How It Feels	15
TOAD THE WET SPROCKET/Good Intentions	15
BON JOVI/This Ain't A Love Song	16
COLLECTIVE SOUL/December	16
DEEP BLUE SOMETHING/Breakfast At Tiffany's	16
DAVE MATTHEWS BAND/Ants Marching	19
BONNIE RAITT & BRYAN ADAMS/Rock Steady	19
HOOTIE & THE BLOWFISH/Time	20
NICKI FRENCH/Total Eclipse Of The Heart	21
LISA LOEB & NINE STORIES/Do You Sleep?	21
ADAM ANT/Wonderful	22
SHERYL CROW/Can't Cry Anymore	22
JANN ARDEN/Could I Be Your Girl	23
JON B. & BABYFACE/Someone To Love	25
LONDONBEAT/Come Back	25
DAVE MATTHEWS BAND/What Would You Say	25
EVERYTHING BUT THE GIRL/Missing	26
HUMAN LEAGUE/Tell Me When	26
TLC/Waterfalls	26
BROWNSTONE/If You Love Me	29
EDDIE MONEY/After This Love Is Gone	30

ably would've played them a long time ago. It's a goofy-sounding name, and we thought about calling them 'Hootie' or 'the Blowfish.' Perhaps we'll play them in the future, but we're concerned about KSFI's image."

As Neil Diamond, Barbra Streisand, and Barry Manilow disappear from Soft AC playlists, some stations have contemplated embracing them exclusively. "They want to superserve the audience that loves [those three artists],

Kenny Rogers, the Carpenters, and a few others. The problem is the lack of variety. It would be very hard to program because there's a limited library."

TALK BACK TO R&R!

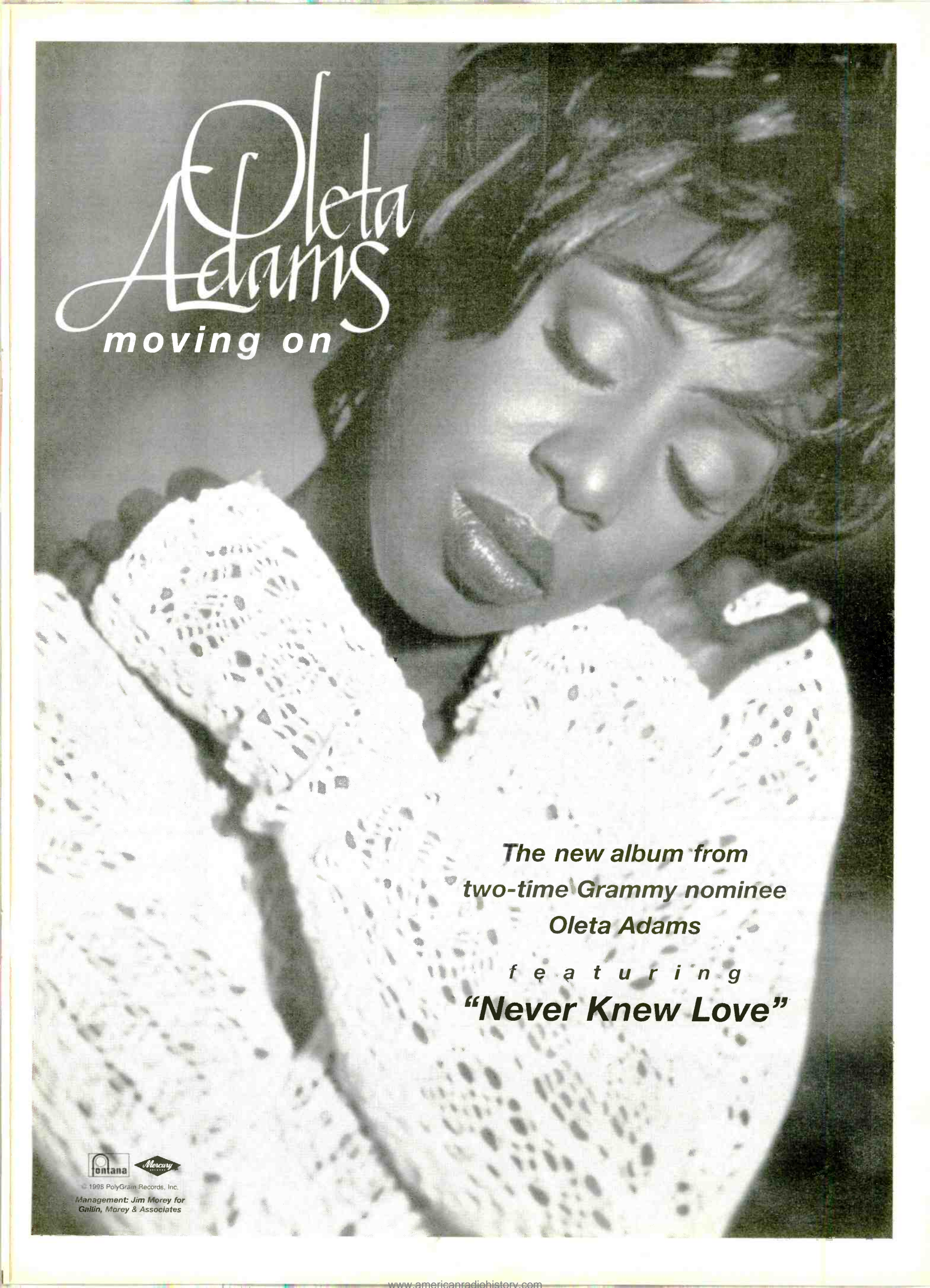
Do you have questions, comments, or feedback regarding this column or other issues?

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CAROLINE LAVELLE
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Add Date: January 15, 1996

CAROLINE LAVELLE
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HOT AC PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL HOT AC REPORTERS ON R&R ONLINE

MARKET #1: 95.5 WPLJ, WPLJ/New York, (212) 613-8900, Cuddy/Shannon/Preston. Includes playlist for SW, 4W, 3W, TW.

MARKET #2: STAR 98.7, KYSR/Los Angeles, (818) 955-7000, Beasing/Perelli. Includes playlist for SW, 4W, 3W, TW.

MARKET #3: mix 101.9, WTMX/Chicago, (312) 946-1019, James/Kartak. Includes playlist for SW, 4W, 3W, TW.

MARKET #4: K101 Total FM, K101/San Francisco, (415) 958-5101, Lindell. Includes playlist for SW, 4W, 3W, TW.

MARKET #5: Q95 FM, WKQJ/Detroit, (810) 967-3750, O'Brien/Buchalter. Includes playlist for SW, 4W, 3W, TW.

MARKET #7: Mix 102.9, KDMX/Dallas, (214) 991-1029, Morley/Ashley. Includes playlist for SW, 4W, 3W, TW.

MARKET #9: Mix 101.9, KHMK/Houston, (713) 790-0965, Paxton/Anhorn. Includes playlist for SW, 4W, 3W, TW.

MARKET #10: Mix 98.5, WBMX/Boston, (617) 236-6800, Strassel/Richards. Includes playlist for SW, 4W, 3W, TW.

MARKET #13: STAR 101.5, KPLZ/Seattle, (206) 223-5700, Dimick. Includes playlist for SW, 4W, 3W, TW.

MARKET #17: Y98, KYKY/St. Louis, (314) 531-0000, Rivers/Hewitt. Includes playlist for SW, 4W, 3W, TW.

MARKET #19: Variety 96 FM, WVTV/Pittsburgh, (412) 731-0996, Gilbert/Alexander. Includes playlist for SW, 4W, 3W, TW.

MARKET #21: MIX 96, WMTX/Tampa, (813) 536-9600, Dixon/Bianco. Includes playlist for SW, 4W, 3W, TW.

MARKET #22: Q104, WOAL/Cleveland, (216) 696-6666, Kachinske/Curry. Includes playlist for SW, 4W, 3W, TW.

MARKET #23: Alice 104 FM, KALC/Denver, (303) 572-7000, Cassidy/Lawson. Includes playlist for SW, 4W, 3W, TW.

MARKET #26: 94 WKTI, WKTI/Milwaukee, (414) 967-5339, Clayton/Peace. Includes playlist for SW, 4W, 3W, TW.

MARKET #29: V92, KGBY/Sacramento, (916) 929-5325, Laurence/Garcia. Includes playlist for SW, 4W, 3W, TW.

MARKET #35: B98.7, KBEE/Salt Lake City, (801) 485-6700, Kelly. Includes playlist for SW, 4W, 3W, TW.

MARKET #35: KISN 97.1 FM, KISN/Salt Lake City, (801) 262-9797, Morales/Young. Includes playlist for SW, 4W, 3W, TW.

MARKET #37: Sunny, WWSN/Charlotte, (704) 374-3500, McFadden. Includes playlist for SW, 4W, 3W, TW.

MARKET #42: 107.5 The Eagle, WKZL/Greensboro, (910) 274-8042, McHugh/McKnight. Includes playlist for SW, 4W, 3W, TW.



CAROL ARCHER

Smart Marketing: Telemarketing Builds Middays

Why and how one Top 25 market PD increased in-office listening

At-work listening is one of the traditional cornerstones of NAC's success. The latest ratings for **KTWV/Los Angeles**, **WNUA/Chicago**, **KKSF/San Francisco**, and **WJJZ/Philadelphia** reveal that workplace partisans can make the critical difference between lackluster AQH shares/TSL and the stellar performance in both areas enjoyed by them, as well as other outlets in different formats.

Perfect Workplace Environment

Recently, I asked the PD of a Top 25 market NAC station about the effectiveness of his decision to implement a telemarketing strategy in an effort to boost sagging midday numbers. He spoke openly. But because of competitive market forces, he asked for anonymity.

"If you look at the musical profile of an NAC station, it's the perfect environment for the workplace," he observes. "We have the best of both worlds with this format: The music is very hip and many people are extremely passionate about it, yet it creates an ideal ambiance in the workplace. Knowing that we already had the fanatics [as partisans], we realized there was a huge volume of potential quarter-hours out there during the work week. If you look at eight hours a day, five days a week, that's far more quarter-hours than even combined drivetimes. At the time, our TSL was average, but

we wanted to grow it. I looked at some AC stations that do well at work, and it was apparent that this was the natural thing to do to help us get to the next level."

With the goal of growing at-work listening in mind, the programmer explored a number of options, including a targeted television campaign and billboards to drive come into at-work listening, and discussed how to develop their own on-air promotion. Among less traditional vehicles was telemarketing, which seemed to make a lot of sense for him. "There are a handful of telemarketing companies that do similar things. They are based on getting phone lists that target workplace locations, delivering X number of people, minimum or maximum. We targeted by zip code and number of people in the location, which in the first phase was 10-to 50- people locations."

Making It Work

Those at work who controlled the radio dial were sought by the station and then enrolled in a stealth contest. Ordinary listeners tuning into the station who weren't aware of a contest wouldn't know about it—unless they received a call from the station alerting them about it. "The announcer would say, 'Thanks Bill Smith at Joe's Bar and Grill for lis-

tening while you work.' That's the listener's cue to call us within 60 minutes to win \$1000."

Was the stealth listening campaign effective? "It may be too soon to tell. The jury's still out," he says. "Through this process, we've had a couple of great months, a horrible month, and a mediocre month. So it'll be a couple of more months before we know the whole story. But I'll tell you one thing, our TSL in middays has shot up like a rocket—more than 30% 25-54 in the past five months. So I believe that indicators are very favorable for evaluating the campaign's success. Consider this: If the TSL for your radio station is in the neighborhood of nine or 10 hours, if you can get eight (or even six) hours a day from someone when they're at work, that will do some dramatic things for your TSL."

Can the financial investment in a telemarketing campaign such as this one be justified? On this issue, the PD is adamant. "Absolutely! A lot of times, you'll spend huge amounts on television without the certainty that the little bump experienced here and there in the ratings is [about] how much bang you're really getting for your buck. But with telemarketing, we feel the results are directly attributable to the money we've spent, which I might add is considerably less than a television campaign."

Greater Impact

The programmer goes on to describe other ways to utilize telemarketing, including placing everyone contacted on a mailing list for the station newsletter. "That way, they

Forthcoming Winter Releases

First-quarter releases for 1996 promise to include old friends of NAC and even a surprise or two. Here are just a few of the titles scheduled for release during January, February, and March:

Add Date	Artist Title	Label
1/11	GEORGE MICHAEL Jesus To A Child	Dreamworks/Geffen
1/11	BOB THOMPSON Ev'ry Time I Feel The Spirit	Ichiban
1/11	JEANNE NEWHALL Soul Of My Own	Marzipan
1/11	STEVE VEALE City Steps	Fahrenheit
1/11	VARIOUS Songs From West Side Story	RCA Victor
1/16	HIROKO Moments	JVC
1/18	ADRIAN GURVITZ Acoustic Heart	Playfull/Sunset Blvd.
1/18	DEREK NAKAMOTO Fuyu	Tribe
1/18	DOUG SMITH Deep Heart	Honest
1/24	COUNT BASIC Movin' In The Right Direction	Instinct
1/25	WILLIAM ORBIT Strange Cargo	Discovery
1/25	PETE ESCOVEDO Flying South	Concord
2/1	MIKE OLDFIELD Songs Of Distant Earth	Reprise
2/27	GEORGE HOWARD Attitude Adjustment	GRP
2/27	MATT BIANCO Gran Via	JVC
2/27	RIPPINGTONS Brave New World	GRP
3/12	KEVIN EUBANKS Best Of....	GRP
3/12	DIANA KRALL All For You	GRP
3/19	COLOUR CLUB N Da Phlo	JVC
3/26	GROOVE COLLECTIVE We The People	GRP

get product reinforcement and more impressions of your call letters. We also do a monthly fax newsletter, in which we might present some health and business motivation tips, as well as music information, station events, and reminders about how to win. It's fun, but it provides benefits to listeners and the station. If we can't reach someone by fax, we'll send them postcards. When we contact them, we get as much data and lifestyle information about them as we can. Then we can follow up by remembering their birthdays or giving them tickets to see their favorite art-

ists. All this serves to solidify our relationship with them and theirs with us."

Does telemarketing benefit only stations in larger markets or does it have a use in smaller markets as well? "In my view, the smaller the market, the greater the impact of telemarketing. For example, if we contact 20,000 people in this Top 25 market, a station in Wichita or Jacksonville could contact the same number for a similar investment. But the impact would be greater because the share of the market they'd reach would be much greater."

TALK BACK TO R&R!

Do you have questions, comments, or feedback regarding this column or other issues?

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COOKIN' IN PROVIDENCE—Narada artist Jesse Cook (c) dropped by WOTB/Providence for a live performance and interview with PD Bill Gray (r). Accompanying Cook was fellow artist (and "best multicultural name-holder") Miguel Ralph Andrew Low Foom.



BLUEMOON OVER BOSTON—Mesa/Bluemoon artists Rick Braun (second from l) and Brian Culbertson (c) performed at a WPLM/Boston listener appreciation party at Scullers Jazz Club recently. Sharing camera time with them are (l-r) WPLM GM Alan Anderson, OM/morning host Steve Williams, and former Mesa/Bluemoon Dir./Natl. Promotion Bud Harner.

5W	4W	3W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	3W	4W	5W	
5	4	1	1	SPECIAL EFX Seduction (JVC)	504	481	407	387	45/0
2	2	3	2	BONEY JAMES Camouflage (WB)	453	465	449	454	38/0
1	1	2	3	BOB MAMET Greenstreet (Atlantic)	425	466	478	465	38/0
3	3	6	4	PHILLIPE SAISSE Masques (Verve Forecast)	397	405	416	406	37/0
6	6	4	5	RICARDO SILVEIRA Francesa (Kokopelli)	391	416	375	367	40/0
4	5	5	6	DAVE KOZ & JASON MILES Cara's Theme (Lightyear)	386	412	406	392	36/1
16	11	7	7	RANDY CRAWFORD Give Me The Night (Bluemoon)	378	378	319	276	44/1
8	8	9	8	OLETA ADAMS Slow Motion (Fontana/Mercury)	345	352	327	314	36/0
10	7	8	9	SIMPLY RED Never Never Love (EastWest/EEG)	337	362	338	311	38/0
13	10	10	10	BOBBY CALDWELL Don't Ask My Neighbor (Sin-Drome)	319	326	320	297	34/0
27	24	17	11	PAUL TAYLOR 'Til We Meet Again (Countdown/Unity)	305	263	227	204	35/4
14	12	12	12	JAZZMASTERS Slomotion (JVC)	295	303	302	293	33/0
20	16	16	13	JONATHAN CAIN Elegance On The Catwalk (Higher Octave)	283	268	260	244	34/0
11	9	11	14	GEORGE BENSON The Long And Winding Road (GRP)	281	314	323	309	33/1
18	15	14	15	ALEX BUGNON Okra (RCA)	278	287	269	260	31/0
—	—	25	16	QUINCY JONES Do Nothin' Till You Hear... (Qwest/WB)	274	215	111	57	35/5
23	19	18	17	NAJEE As (EMI)	265	259	242	236	31/0
9	14	13	18	RICK BRAUN Groovis (Mesa/Bluemoon)	249	300	297	312	22/0
7	13	15	19	STANLEY CLARKE Deja's Theme (Epic)	239	275	302	317	27/0
15	17	19	20	MARC ANTOINE Sand Castle (NYC)	235	250	255	286	26/0
21	18	20	21	3RD FORCE Here Comes The Night (Higher Octave)	226	243	243	244	26/0
29	27	21	22	JIM BRICKMAN If You Believe (Windham Hill)	225	240	217	191	29/0
—	25	26	23	CHAKA KHAN Love Me Still (MCA)	219	213	224	173	30/1
12	20	22	24	FOURPLAY Play Lady Play (WB)	206	231	238	300	27/0
DEBUT			25	DENNY JIOSA Evening Drive (Blue Orchid)	202	183	153	158	29/2
17	22	23	26	KEIKO MATSUI Safari (White Cat/Unity)	198	227	234	268	22/0
—	30	30	27	WHITNEY HOUSTON Exhale (Shoop Shoop) (Arista)	195	186	188	170	22/1
DEBUT			28	BONEY JAMES Ain't No Sunshine (WB)	188	129	77	73	31/8
25	28	28	29	GREGG KARUKAS Welcome Home (Fahrenheit)	186	190	214	220	29/0
—	—	24	30	RUSS FREEMAN Holiday (GRP)	183	224	182	152	19/0

This chart reflects airplay from December 28-January 3. Songs ranked by total plays. Highlighted songs indicate Breaker. 47 NAC reporters. 43 current playlists. © 1996, R&R Inc.

BREAKERS®

No Songs Qualified For Breaker Status This Week

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
TONI BRAXTON Let It Flow (Arista)	12
BONEY JAMES Ain't No Sunshine (WB)	8
JAZZMASTERS Inner Changes (JVC)	7
QUINCY JONES Do Nothin' Till You Hear... (Qwest/WB)	5
PAUL TAYLOR 'Til We Meet Again (Countdown/Unity)	4
TORCUATO MARIANO Ocean Way (Windham Hill)	3
MICHAEL ROSS Last Love Letter (Mihi)	3
ENYA On My Way Home (Reprise)	2
FOURPLAY Licorice (WB)	2
DENNY JIOSA Evening Drive (Blue Orchid)	2

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TONI BRAXTON Let It Flow (Arista)	+97
BONEY JAMES Ain't No Sunshine (WB)	+59
QUINCY JONES Do Nothin' Till You Hear... (Qwest/WB)	+59
STEVE LAURY Gloria Ann (CTI)	+57
TORCUATO MARIANO Ocean Way (Windham Hill)	+49
PAUL TAYLOR 'Til We Meet... (Countdown/Unity)	+42
ENYA On My Way Home (Reprise)	+29
KEVIN TONEY 15 Years (Ichiban)	+29
JERALD DAEMYON Summer Madness (GRP)	+26
DAVID BENOIT Drive Time (GRP)	+25
BROOKLYN FUNK ESSENTIALS Take... (Groovetown)	+24
CHANTE' MOORE Wey U (Arista)	+24

Breakers: Song has achieved airplay at 65% of our reporters for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays.

NEW & ACTIVE

STEVE LAURY Gloria Ann (CTI)
Total Plays: 177, Total Stations: 20, Adds: 2

BRIAN CULBERTSON Come To Me (Mesa/Bluemoon)
Total Plays: 168, Total Stations: 15, Adds: 0

TORCUATO MARIANO Ocean Way (Windham Hill)
Total Plays: 166, Total Stations: 23, Adds: 3

BRIAN KRINEK Love For A Lifetime (Positive)
Total Plays: 160, Total Stations: 23, Adds: 0

DAVID BENOIT Drive Time (GRP)
Total Plays: 147, Total Stations: 19, Adds: 1

TONI BRAXTON Let It Flow (Arista)
Total Plays: 116, Total Stations: 14, Adds: 12

TONY GABLE & 206 Catina (Heads Up)
Total Plays: 95, Total Stations: 15, Adds: 0

SIMPLY RED So Many People (EastWest/EEG)
Total Plays: 90, Total Stations: 13, Adds: 2

BROOKLYN FUNK ESSENTIALS Take The... (To Brooklyn) (Groovetown/RCA)
Total Plays: 87, Total Stations: 14, Adds: 1

ENYA Anywhere Is (Reprise)
Total Plays: 86, Total Stations: 16, Adds: 1

KEVIN TONEY 15 Years (Ichiban)
Total Plays: 84, Total Stations: 12, Adds: 0

MICHAEL FRANKS Somehow Our Love Survives (WB)
Total Plays: 83, Total Stations: 11, Adds: 0

RICARDO SILVEIRA The Puzzle (Kokopelli)
Total Plays: 83, Total Stations: 11, Adds: 0

TOM SCOTT Fool On The Hill (GRP)
Total Plays: 81, Total Stations: 11, Adds: 1

TOLEDO Roots (Sony Latin Jazz)
Total Plays: 77, Total Stations: 7, Adds: 1

VIBRAPHONIC Can't Get Enough (Hollywood)
Total Plays: 62, Total Stations: 8, Adds: 1

BONEY JAMES Lights Down Low (WB)
Total Plays: 54, Total Stations: 7, Adds: 0

ALEX BUGNON Harlem On My Mind (RCA)
Total Plays: 54, Total Stations: 10, Adds: 1

FOURPLAY Dream Come True (WB)
Total Plays: 52, Total Stations: 7, Adds: 1

Songs ranked by total plays

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JANUARY 12, 1996

SW	4W	3W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS	#-PLAYS	EMPHASIS TRACKS (PLAYS)
1	1	1	1	BONEY JAMES Seduction (WB)	768	+51	"Camouflage" (453) "Sunshine" (188) "Lights" (54)
9	8	4	2	SPECIAL EFX Body Language (JVC)	610	+46	"Seduction" (504) "Bodybeat" (32) "Rhythm" (30)
8	7	8	3	SIMPLY RED Life (EastWest/EEG)	544	0	"Never" (337) "People" (90) "Fairground" (63)
7	6	6	4	VARIOUS ARTISTS (I...) Modern Jazz (GRP)	542	-9	"Winding" (281) "Fool" (81) "Life" (69)
2	4	3	5	FOURPLAY Elixir (WB)	539	-26	"Play" (206) "Licorice" (94) "Closer" (59)
5	3	2	6	RANDY CRAWFORD Naked And True (Bluemoon)	525	-61	"Give" (378) "Cajun" (117) "Glow" (16)
4	5	7	7	BOB MAMET Day Into Night (Atlantic)	512	-37	"Greenstreet" (425) "Calabay" (43) "Morningside" (14)
12	11	9	8	RICARDO SILVEIRA Storyteller (Kokopelli)	508	-14	"Francesca" (391) "Puzzle" (83) "Always" (21)
3	2	5	9	JAZZMASTERS Jazzmasters II (JVC)	473	-83	"Slomotion" (295) "Freedom" (127) "Inner" (25)
11	10	11	10	PHILLIPE SAISSE Masques (Verve Forecast)	462	-11	"Masques" (397) "Feelin'" (29) "Madison" (22)
14	14	12	11	OLETA ADAMS Moving On (Fontana/Mercury)	428	-21	"Motion" (345) "Never" (34) "Meet" (22)
13	13	13	12	BOBBY CALDWELL Soul Survivor (Sin-Drome)	428	-18	"Neighbor" (319) "Walk" (78) "Give" (13)
10	12	14	13	MARC ANTOINE Urban Gypsy (NYC)	407	-21	"Sand" (235) "Quarter" (113) "Matador" (39)
6	9	10	14	RICK BRAUN Beat Street (Mesa/Bluemoon)	407	-94	"Groovis" (249) "Cadillac" (93) "Harlem" (29)
16	16	16	15	ALEX BUGNON Tales From The Bright Side (RCA)	406	-6	"Okra" (278) "Harlem" (54) "Sunrise" (42)
15	15	15	16	VARIOUS ARTISTS People Soundtrack (Lightyear)	392	-25	"Cara's" (386) "Wonderful" (6)
—	—	22	17	QUINCY JONES Q's Jook Joint (Qwest/WB)	389	+49	"Nothin'" (274) "Put" (59) "Moody's" (28)
23	18	17	18	JONATHAN CAIN Piano With A View (Higher Octave)	386	+21	"Elegance" (283) "Heart" (42) "Lady" (27)
21	20	18	19	NAJEE Songs From The Key Of Life (EMI)	385	+24	"As" (265) "Feet" (50) "Love's" (36)
—	30	—	20	VARIOUS ARTISTS Waiting To Exhale ST (Arista)	354	+120	"Exhale" (195) "Flow" (116) "Wey" (33)
25	23	19	21	PAUL TAYLOR On The Horn (Countdown/Unity)	350	-5	"Meet" (305) "Exotica" (23) "Free" (22)
17	19	20	22	TORCUATO MARIANO Last Look (Windham Hill)	338	-10	"Ocean" (166) "Last" (91) "Africa" (25)
30	27	24	23	DENNY JIOSA Moving Pictures (Blue Orchid)	330	+22	"Evening" (202) "Greta" (40) "Cruising" (33)
18	17	21	24	TOM GRANT Instinct (Shanachie/Cachet)	312	-28	"Fantasy" (138) "Voyage" (136) "S.O.S." (15)
22	24	25	25	3RD FORCE Force Of Nature (Higher Octave)	293	-12	"Night" (226) "Forever" (23) "Home" (16)
DEBUT	26	—	26	STEVE LAURY Vineland Dreams (CTI)	280	+70	"Gloria" (177) "Angel" (31) "Street" (27)
19	21	26	27	STANLEY CLARKE At The Movies (Epic)	264	-37	"Deja's" (239) "Curve" (18) "Passenger" (7)
24	25	29	28	GREGG KARUKAS You'll Know It's Me (Fahrenheit)	260	-8	"Welcome" (186) "Know" (20) "Hearts" (15)
DEBUT	29	—	29	DAVID BENOIT Best Of David Benoit (GRP)	248	+24	"Drive" (147) "June" (101)
20	22	27	30	MAYSA Maysa (Blue Thumb)	244	-43	"Rain" (150) "Change" (72) "J.F.S." (15)

This chart reflects airplay from December 28-January 3. Albums ranked by total plays, with plays from all cuts from an album combined.

47 NAC reporters. 43 current playlists. © 1996, R&R Inc.

NAC NOTES By Carol Archer

The new year is off to a languid start, as witnessed by charts that reflect little activity. But don't be fooled: Combine the slow start with the fact that four stations froze their playlists, and you can really appreciate the strength of this week's most kinetic entries.

Toni Braxton's "Let It Flow" (Arista) is ablaze with top honors in Most Added (including KTWV/Los Angeles, KOAI/Dallas with eight plays, WJZW/Washington, KCIY/Kansas City, and WJCD/Norfolk with 14 plays) and Most Increased by far at +97 plays. Braxton's stirring vocal performance, coupled with

adult females' total awareness of the "Waiting To Exhale" film makes this one a natural.

Paul Taylor's "'Til We Meet Again" (Countdown/Unity) made an impressive move 17-11* with new adds at SW's Smooth FM (14 plays) and WJZW (11 plays), among others. It's in top rotation at WJJZ/Philadelphia (14 plays), WJCD (15 plays), and WNUA/Chicago (11 plays).

Don't let Steve Laury's "Gloria Ann" (CTI) slip by unnoticed. It's a millimeter from charting, number one in New & Active, and fourth Most Increased at +57.

Quincy Jones's sophisticated take on a jazz stan-

dard, "Do Nothin' Till You Hear From Me" (Qwest/Reprise) moved 25-16* and the album from 22-17*. It picked up five adds, including SW (with 12 plays the first week) and KYOT/Phoenix. It's tied with Boney James's "Ain't No Sunshine" (WB) for second Most Increased honors with +59.

Speaking of James, his "Seduction" CD remains number one with "Ain't No Sunshine" debuting at 28*. "Sunshine" is second Most Added with five stations, including KOAI. It remains in hot rotation at KKSJ/San Francisco (17 plays) and increased from three to 17 plays at WFSJ/Jacksonville.



Jonathan Cain "Elegance On The Catwalk"

R&R Tracks **16** - **13**
Gavin AA 19*

"Piano With A View"
R&R Albums **18**

Promotion: Roger Lifeset/ Peer Pressure
Tel. 818 991-7668 / Fax 818 991-7670

Yulara "all is one"
Smooth Jazz ... with an exotic twist.
ON YOUR DESK JAN. 22, 1996

Promotion: Michele Clark
Tel. 609 232-8883 / Fax 609 232-8887



Stations and their adds listed alphabetically by market

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savage beast.



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New York:
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* World-Wide Affiliates: All 50 states throughout the U.S., Canada, Mexico, England and Australia. English-speaking chauffeurs in Western and Eastern Europe, Hong Kong and Japan.

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what we do best.**



Limousine Service

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KRZN/Albuquerque, NM
PD/MD: Mark McGuire
SHAHIN & SEPEHR "Highway"
DENNY JIOSA "Amore"
NATALIE MERCHANT "Where"
CAROLINE LAVELLE "Rain"

KNIK/Anchorage, AK
PD/MD: Dean Williams
No Adds

WJZF/Atlanta, GA
PD/MD: Mark Edwards
LARRY GOLDINGS "Boogie"
PAUL TAYLOR "Meet"
ALEX BUGNON "Harlem"
BOB MAMET "Looking"

WLBI/Birmingham, AL
PD: Dave Edmunds
MD: Don Alias
BONEY JAMES "Sunshine"
TOLEOD "Bahia"
VIBRAPHONIC "Vibes"
GROVER WASHINGTON "Playing"

WSJZ/Buffalo, NY
PD: Steve Wiersman
MD: Chris Wittingham
TONI BRAXTON "Flow"

WFAE/Charlotte, NC
PD: Paul Stribling
MD: Tena Simmons
STEVE LAURY "Gloria"
ENYA "Anywhere"

WNUA/Chicago, IL
PD: Lee Hansen
APD/MD: Tom Miller
No Adds

WNWV/Cleveland, OH
PD/MD: Bernie Kimble
No Adds

KOAI/Dallas, TX
PD: Jim Teeson
MD: Bret Michael
EVERYTHING BUT... "Missing"
TONI BRAXTON "Flow"
TOM GRANT "Voyage"
BONEY JAMES "Sunshine"
JAZZMASTERS "Inner"

KHIH/Denver, CO
MD: Becky Taylor
No Adds

WJZZ/Detroit, MI
PD: O'Neal Stevens
MD: Rosetta Hines
MICHAEL ROSS "Page"
THURSOAY OIVA "Ty's"
SIMPLY REO "People"
GOIN' PUBLIC "Only"
MICHAEL ROSS "Letter"
MICHAEL ROSS "Sincerely"
SIMPLY REO "Believe"
VIBRAPHONIC "Enough"
TONY GABLE & 206 "Undeniable"
GEORGE BENSON "Winding"
STEVE LAURY "Street"
MARGI COLEMAN "Searchin'"

WGUF/Ft. Myers, FL
PD: Michael Bode
MD: Greg Hammonds
TONI BRAXTON "Flow"
MAX BENNETT... "Dancers"
SPYRO GYRA "Life"
MAYSA "Change"
JAZZMASTERS "Inner"

KUCD/Honolulu, HI
PD: Mahlon Moore
TORCUATO MARIANO "Ocean"
TONI BRAXTON "Flow"
QUINCY JONES "Nothin"
BONEY JAMES "Sunshine"

WFSJ/Jacksonville, FL
PD/MD: Hank Dole
WHITNEY HOUSTON "Exhale"

KCIY/Kansas City, MO
PD: Doug Gondek
MD: Michelle Chase
QUINCY JONES "Nothin"

WEZV/Lafayette, IN
PD/MD: Bob Miller
MICHAEL ROSS "Tell"
MICHAEL ROSS "Could"
MICHAEL ROSS "Letter"

KTWV/Los Angeles, CA
PD: Chris Brodie
APD/MD: Ralph Stewart
TONI BRAXTON "Flow"

KCFE/Minneapolis, MN
PD: Rob Moore
No Adds

KMJZ/Minneapolis, MN
PD/MD: Tom Sleeker
LUTHER VANDROSS "Hello"
KEVIN TONEY "Years"
NEAL SCHON "Moon"
TOM SCOTT "Fool"
BONEY JAMES "Sunshine"
BROOKLYN FUNK... "Train"
STEVE LAURY "Gloria"
JERALD DAEMYON "Peace"
DENNY JIOSA "Evening"
SIMPLY REO "People"

KSBR/Mission Viejo, CA
PD/MD: Terry Wedel
BONEY JAMES "Sunshine"
MCCOY TYNER "Happy"
MARK ISHAM "Sadness"
CECILIA COLEMAN QNT. "Hymn"
HERBIE MANN "Peri's"
BOB MAMET "Neptune"
RICARDO SILVEIRA "Storytell."
BOB MAMET "Jazzhouse"

KXDC/Monterey, CA
PD/MD: Scott O'Brien
KEN NAVARRO "Compassion"
FOURPLAY "Licorice"
TORCUATO MARIANO "Ocean"
BONEY JAMES "Sunshine"
OENNY JIOSA "Greta"
JERALD DAEMYON "Eyes"

KLJZ/New Orleans, LA
PD/MD: Michael Grayson
TONI BRAXTON "Flow"
JAZZMASTERS "Inner"

SW/New York, NY
PD: Mike Fischer
APD/MD: Haneen Hunter
CHANTE MOORE "Wey"
PAUL TAYLOR "Meet"
ENYA "Home"
QUINCY JONES "Nothin"
FOURPLAY "Licorice"
DAVID BENOIT "June"

WJCD/Norfolk, VA
PD: Maxine Todd
MD: Larry Hollowell
TONI BRAXTON "Flow"
JERALD DAEMYON "Madness"
MICHAEL DAVIS "Fish"

KTNT/Oklahoma City, OK
MD: Stephanie Stewart
CHAKA KHAN "Still"
DAVID BENOIT "Drive"

WLQO/Orlando, FL
PD: Steve Huntington
MD: Bob Church
DAVE KOZ/JASON MILES "Cara's"
JEANNE NEWHALL "Surrender"
BOBBY MCFERRIN "Friends"

WJZZ/Philadelphia, PA
PD: Anne Gress
No Adds

KYOT/Phoenix, AZ
PD/MD: Nick Francis
GOTA "Chillin'"
QUINCY JONES "Moody's"
QUINCY JONES "Nothin"
RICK BRAUN "Harlem"

KKJZ/Portland, OR
Acting PD: Shaun Yu
OENNY JIOSA "Evening"
KEIKO MATSUI "Sapphire"
ENYA "Trees"

WOTB/Providence, RI
PD/MD: Bill Gray
No Adds

WNND/Raleigh, NC
PD: Bob Linden
MD: John Heran
FAMILIAR SPIRIT "Call"
CARIBBEAN JAZZ PROJ. "Todo"
K.O. LANG "Maybe"
STING "Moonlight"
CARIBBEAN JAZZ PROJ. "Latin"
TAMARA DANIELSSON "Feel"
FAMILIAR SPIRIT "Girl's"

KQBR/Sacramento, CA
PD: Lawrence Tanter
APD/MD: Keli Garrett
No Adds

KSSJ/Sacramento, CA
PD: David Anderson
JAZZMASTERS "Inner"

KCLC/St. Charles, MO
PD: Rich Reighard
MD: Scott Nenninger
TOLEDO "Roots"
XIAME "Dancing"
ENYA "Home"
BOB JAMES "Swan"
NANCY RUMBEL "Passing"
RHYTHM OF CREATION "Grace"
PASSENGERS "Blue"

KBZN/Salt Lake City, UT
PD/MD: Dale Nelson
TONI BRAXTON "Flow"

KCJZ/San Antonio, TX
MD: Diane Travis
RANDY CRAWFORD "Give"
QUINCY JONES "Nothin"
PAUL TAYLOR "Meet"

KIFM/San Diego, CA
PD: Bob O'Connor
MD: Kelly Cole
No Adds

KBLX/San Francisco, CA
PD: Kevin Brown
MD: Ron Cadet
QUINCY JONES "Moody's"
BOB MAMET "Night"

KKSF/San Francisco, CA
PD: Steve Feinstein
MD: Dore Steinberg
OSCAR LOPEZ "Barricade"
MICHAEL ROSS "Letter"
RICHARD SAMUELS "Close"
FRANK CAPP QUARTET "Special"
EXODUS QUARTET "Havana"

KWJZ/Seattle, WA
PD: Dave McKay
MD: Michael Eads
TONI BRAXTON "Flow"
BONEY JAMES "Sunshine"
JAZZMASTERS "Inner"

WSJT/Tampa, FL
PD/MD: Ross Block
TOLEDO "Bahia"
TORCUATO MARIANO "Ocean"
FOURPLAY "Dream"
TONI BRAXTON "Flow"
PHYLLIS HYMAN "Paradise"
BONEY JAMES "Sunshine"

KOAS/Tulsa, OK
PD/MD: Rick Allen West
TONI BRAXTON "Flow"
JAZZMASTERS "Inner"

WJZW/Washington, DC
PD: Steve Kosbau
PAUL TAYLOR "Meet"
TONI BRAXTON "Flow"
JAZZMASTERS "Inner"

47 Total Reporters
46 Current Reports
43 Current Playlists

Reported Frozen Playlist (2):
KEZU/Fresno, CA
WJZE/Toledo, OH

Did Not Report, Playlist Frozen (1):
WQCD/New York, NY

Did Not Report For Two
Consecutive Weeks, Not Used
In This Week's Data (1):
WLVE/Miami, FL



CYNDEE MAXWELL

When R&R Stands For Radio & Retail

Staffers from both sides examine the relationship between their industries

Anyone who has worked in a music-intensive radio format understands the viability of having a good relationship with the record retailers in the area. The music listening audience is a prime target for music store retailers, at least in radio's opinion.

But what comes into play concerning where to place buys seems to have a lot more to do with budget rather than targeting the proper audience. With the co-op dollars available to retailers from record companies, there is an added layer of decision-making personnel involved in each buy.

Many stations work with retailers to varying degrees. What do programmers need to know to enhance those relationships? What do retailers want from radio? How can radio and retail support each other's efforts in the market? The first element to understand is when it comes to placing time on radio, Rock stations frequently aren't first to get the buy.

**JEFF VIDUCICH,
TOWER RECORDS**

Tower Records Media Coordinator **Jeff Vidulich** says that most of their promotion packages are in the Adult Alternative and Alternative formats because of the beliefs that those formats have more product available to them

than Rock and that labels seem more willing to spend more money there.

He also says that despite the increase of current product at Rock, the feeling from labels is that Rock is just starting to jump

“

One reason more money is spent in print is you can display 25-30 [CD covers]; in radio, you get 60 seconds. Labels get a decent cost per cut in print that fits in with their marketing plans.

—Jeff Vidulich

on the bandwagon and the true Alternatives have been playing the music forever.

“The process changes slowly,” says Vidulich, “and it takes time for stations that don't have a reputation for being musically ac-

tive to start getting a lot of buys after they shift to a more current position. The buys still go to the station that has supported the label overall for a longer period of time. There's only so much money the label will spend and only so much they'll spend with me. And the labels are most interested in advertising their newest bands.”

Vidulich says Tower likes to do a “Featured Artist of the Week” promotion with radio. “For example, at [Adult Alternative] KMTT/Seattle, every time the Featured Artist of the Week is played within a two-week period, they back-announce the sale at our store.

“If we were to build a one-year promotion with a station, we would want a Featured Artist of the Week to run for two weeks where we got liner mentions, live promos, or back-announcements every time the artist was on the air. In return, we would provide signage in the store for the station. We also like in-store appearances and ongoing promotions with the station where we get liners from them.”

‘A Weird Bird’

Vidulich continues, “Tower is a weird bird compared to the other chains. For example, the **Wherehouse** has some 300 stores on the West Coast, and we have about 40 in the same area. We give free space to radio in a lot of our stores by displaying their playlists. And all of our store managers have autonomy. You can walk into two stores in the same city and find a 30%-40% difference in the product. Most of the other retailers buy and stock centrally, so their store managers don't have input regarding what they stock.”

Vidulich believes Tower's non-traditional approach to business makes them more open to creative ideas from radio and willing to hear new concepts.

The bottom line, according to Vidulich: “How much actual product is being released that labels want to spend money on? It's an economic factor rather than a relationship issue. A significant amount of our advertising budget comes from co-op. One reason more money is spent in print is you can display 25-30 [CD covers]; in radio, you get 60 seconds. Labels get a decent cost per cut in print that fits in with their marketing plans. [Divide the number of artists in the ad by the cost of the ad and it's less expensive to



NUGENT'S WEBN FREAKS — Motor City Madman/Snakeskin Cowboy Ted Nugent gives the WEBN/Cincinnati freaks some backstage attention at one of his recent shows. Hanging onto each other are (back, l-r) WEBN's Jimmy The Weasel, Brian Cooney, Jules, Eddie Fingers, and MD Brad Hardin, Nugent, WEBN's Laura Steele, and Atlantic's Don Joseph; (front, l-r) WEBN's Murdock and Dolphin.

advertise in print than on the radio.] Also, print can expand by a couple of pages if needed, while radio generally has a maximum number of units available.”

**CURTISS JOHNSON,
KRXQ/SACRAMENTO**

One gripe radio tends to have with retailers: Retailers give the majority of their label advertising dollars to print.

But **KRXQ/Sacramento PD Curtiss Johnson** says the station has a good relationship with Tower, especially since it's headquartered in their hometown.

“We actively pursue those co-op dollars and channel them toward Tower,” Johnson comments. “We go to them with ideas on how to do

completely unscientific as far as the result, but it's more just for the image.”

“But in general, retailers are hoping that people hear music on the radio, in clubs, or wherever and like a certain artist enough that when they see an ad for the disc on sale, it drives them into the store. But retailers are relying on radio airplay or other exposure to help drive sales.”

Artist Familiarity

Further, retail relies on the audience knowing who the artist is, and as Johnson says, “That doesn't always happen. In fact, as you do research or even just talk to people out on the street, half of the time they have no clue who the artist is that does their favorite song, let alone the name of the song.”

Johnson concludes that while a good relationship with retailers won't make or break a station, “It's very nice to have those retail outlets to work with so that when peo-

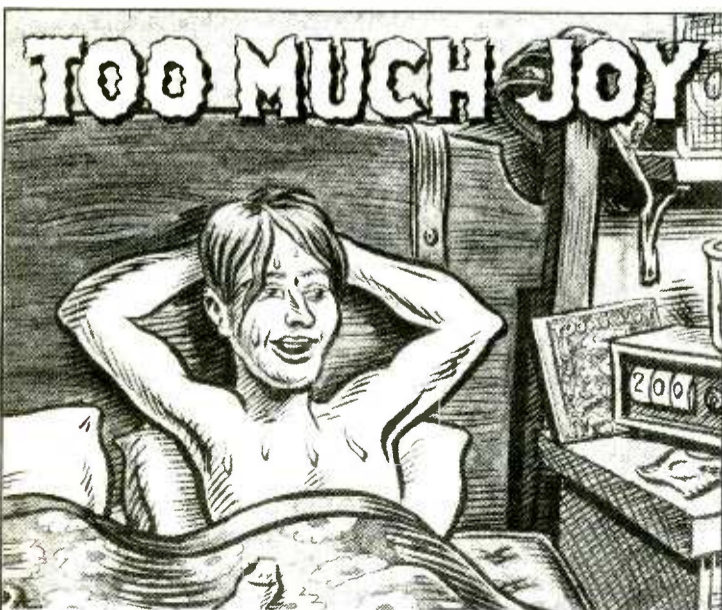
When labels want to promote different projects, they'll suggest giving away a guitar. But we've given away enough guitars for the most part. I'd rather have a token time buy to help expose the product on the air.

—Curtiss Johnson

ple are in the store looking at the CDs, there's reinforcement for the station. It allows the station other visible avenues of promotion besides the usual concerts. It's not critical, but it's the icing on the cake.”

“Frequently, we'll go to Tower with sponsorship opportunities. They're sponsoring ‘New Rock Test Drive’ which is a new music feature. We put on two songs that we aren't already playing and gauge the audience feedback. It's

TALK BACK TO R&R!
Do you have questions, comments, or feedback regarding this column or other issues?
Call me at (310) 788-1668 or e-mail: max@ronline.com



“The Kids Don't Understand”
Add Date: January 22, 1996

Contact: Gary Poole/Discovery Records 800-377-9620, ext. 217
e-mail: info@discoveryrec.com • web site: http://www.discoveryrec.com



BEFORE THE BOX AT:

KDKB 14X
WWCT 21X
WZAT 39X
KZOZ 24X
WDHA 7X
WCCC
WQWK
KOCD

Voice of Eujena

BROTHER CANE

from the album *Seeds*

Produced by Marti Frederiksen and Brother Cane

Management: Conrad Rafield and Jay Wilson for New Era Management, Inc.

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Stations and their adds listed alphabetically by market

ACTIVE ROCK

KEY/Abilene, TX
OMPD: Randy Jones
MD: Dave Anderson
16 DWELLERS "Sash"
15 ALANIS MORISSETTE "Really"

WAVF/Charleston, SC
MD: Hollie Anderson
24 GOLDEN SMOG "Red"
21 RUST "Baby"

WGBF/Evansville, IN
Int. PD: Mike Sanders
26 MELISSA ETHERIDGE "Come"

KBDY/Medford, OR
MD: Jennifer Wilde
BUSH "Glycerine"
ALICE IN CHAINS "Heaven"

KSJQ/San Jose, CA
PD: Dana Jiang
MD: Laurie Frie
CANDLEBOX "Understand"

WPYX/Albany, NY
OMPD: Fred Horton
MD: John Cooper
25 DEEP BLUE SOMETHING "Breakout"

KLAQ/El Paso, TX
OMPD: "Magic" Mike Ramsey
AMD: "Big" AJ Jones
25 ALICE IN CHAINS "Heaven"

WBAB/Long Island, NY
PD: Jeff Levine
MD: Ralph Tortora
BUSH "Glycerine"

WHEB/Portsmouth, NH
PD: Glenn Stewart
MD: Scott Loudal
14 GOO GOO DOLLS "Naked"

WVXV/Savannah, GA (cont.)
10 LIVE "Air"
10 U2 "Rattle and Hum"

KZRR/Albuquerque, NM
PD: Frank Jacson
MD: Phil Mahoney
MELISSA ETHERIDGE "Come"

WRCC/Chicago, IL
PD: Dave Richards
BPM/MD: Jo Robinson
ALICE IN CHAINS "Heaven"

WRQC/Fayetteville, NC
PD: Max Wolf
MD: Ann Thomas
40 HOOTIE & BLOWFISH "Time"

WZTA/Miami, FL
MD: Heidi Hess
MD: Greg Stabile
37 COLLECTIVE SOUL "World"

KWFR/San Luis Obispo, CA
PD: John Mackay
MD: Joe Alvinio
24 RADIOHEAD "High"

WAPL/Appleton, WI
OMPD: Garrett Hart
MD: Bob Baron
9 OZZY OSBOURNE "Side"

WRKT/Erie, PA
VP/Programming: Ron Kline
MD: Tim Stephens
11 BUSH "Glycerine"

WTFX/Louisville, KY
MD: Michael Leo
MD: Marco Marino
18 SON VOLT "Down"

WJHY/Providence, RI
PD: Bill Weaton
MD: Sharon Schiffino
BUSH "Glycerine"

KRWV/Sioux Falls, SD
KPD: John Ford
MD: Brian Wheeler
3 SEVEN MARY THREE "Waters"

WZZD/Allentown, PA
PD: Robin Lee
MD: Keith Meyer
10 GREEN DAY "Brain"

WARQ/Columbia, SC
PD: Dave Stewart
MD: Susan Green
1 ALANIS MORISSETTE "Really"

WJST/Ft. Myers, FL
PD: Shark
MD: David Taylor
18 PRESIDENTS OF "Peaches"

WZLW/Milwaukee, WI
OMPD: Keith Masters
POLARA "Sour"
1 POLARA "Sour"

KTVD/Santa Barbara, CA
PD: Jeff Hanley
OMPD: Paul Cavanagh
19 DON HENLEY "Know"

WKLS/Alliana, GA
PD: Jeff Hughes
MD: Beth Kappke
11 COLLECTIVE SOUL "World"

WZLX/Atlantic City, NJ
PD: Steve Raymond
MD: Rich DeStasio
16 JOHN MANNON BAND "Blues"

WTAO/Marion, IL
PD: Paxton Guy
MD: Tom Watkins
11 HOOTIE & BLOWFISH "Time"

WRXL/Richmond, VA
PD: Brian Rice
MD: Rick Mayhew
24 COLLECTIVE SOUL "World"

WADR/South Bend, IN
PD: Bill Martin
OMPD: Sue Fry
HOOTIE & BLOWFISH "Time"

WQB/Ann Arbor, MI
PD: John Vance
MD: Jerry Mason
4 GREEN DAY "Brain"

WBXZ/Columbus, OH
PD: Hal Fish
APD/MD: Ronni Hunter
12 EVERCLEAR "Monica"

KZBB/Ft. Smith, AR
OM: Dennis Snow
PD: Cindy Wilson
JIM CROW "Empty"

WKDF/Nashville, TN
PD: Kidd Reid
MD: Sherry Sexton
OASIS "Wonderwall"

WZAT/Savannah, GA
PD: Dr. Dave
APD: Dave Sheppard
MD: Kevin Mitchell
39 BROTHER CANE "Voice"

WRXR/Augusta, GA
PD: Jeff Sanders
APD/MD: Chuck Williams
OZZY OSBOURNE "Side"

WZZR/Ft. Pierce, FL
PD: Rick Dierker
APD/MD: Christie Banks
ALICE IN CHAINS "Heaven"

WQFM/Milwaukee, WI
PD: Terry Spilde
21 ACDC "Dir"
11 EVERCLEAR "Monica"

KFRO/McAllen, TX
PD: Bob Fonda
MD: M.J. Matthews
12 OZZY OSBOURNE "Side"

KXKX/Springfield, MO
PD: Todd Holman
MD: Tim Austin
SCUL ASYLUM "Promises"

WGRX/Baltimore, MD
PD: Brian Beddow
MD: Lee Geary
11 SELF "Cannon"

KRAB/Bakersfield, CA
PD: Chris Sculles
MD: Bruce Wayne
9 FOO FIGHTERS "Big"

KRZR/Fresno, CA
PD/MD: E. Curtis Johnson
18 PRESIDENTS OF "Peaches"

WKDF/Nashville, TN
PD: Kidd Reid
MD: Sherry Sexton
OASIS "Wonderwall"

WZAT/Savannah, GA
PD: Dr. Dave
APD: Dave Sheppard
MD: Kevin Mitchell
39 BROTHER CANE "Voice"

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APD/MD: Chuck Williams
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11 EVERCLEAR "Monica"

KFRO/McAllen, TX
PD: Bob Fonda
MD: M.J. Matthews
12 OZZY OSBOURNE "Side"

KXKX/Springfield, MO
PD: Todd Holman
MD: Tim Austin
SCUL ASYLUM "Promises"

WJYY/Baltimore, MD
PD: Rick Strauss
MD: Rob Heckman
21 VICTOR "Promise"

KEGL/Dallas, TX
PD: Duane Doherty
APD/MD: Cindy Scott
11 FILTER "Under"

WFLV/Greenville, NC
OMPD: Jay Lopez
OZZY OSBOURNE "Side"

WZAT/Savannah, GA
PD: Dr. Dave
APD: Dave Sheppard
MD: Kevin Mitchell
39 BROTHER CANE "Voice"

WRXR/Augusta, GA
PD: Jeff Sanders
APD/MD: Chuck Williams
OZZY OSBOURNE "Side"

WZZR/Ft. Pierce, FL
PD: Rick Dierker
APD/MD: Christie Banks
ALICE IN CHAINS "Heaven"

WQFM/Milwaukee, WI
PD: Terry Spilde
21 ACDC "Dir"
11 EVERCLEAR "Monica"

KFRO/McAllen, TX
PD: Bob Fonda
MD: M.J. Matthews
12 OZZY OSBOURNE "Side"

KXKX/Springfield, MO
PD: Todd Holman
MD: Tim Austin
SCUL ASYLUM "Promises"

KXKX/Springfield, MO
PD: Todd Holman
MD: Tim Austin
SCUL ASYLUM "Promises"

WJYY/Baltimore, MD
PD: Rick Strauss
MD: Rob Heckman
21 VICTOR "Promise"

KEGL/Dallas, TX
PD: Duane Doherty
APD/MD: Cindy Scott
11 FILTER "Under"

WFLV/Greenville, NC
OMPD: Jay Lopez
OZZY OSBOURNE "Side"

WZAT/Savannah, GA
PD: Dr. Dave
APD: Dave Sheppard
MD: Kevin Mitchell
39 BROTHER CANE "Voice"

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KXKX/Springfield, MO
PD: Todd Holman
MD: Tim Austin
SCUL ASYLUM "Promises"

ROCK

77 Total Reporters
77 Current Reporters
75 Current Playlists

Reported Frozen Playlist (1):
WHTF/York, PA

Did Not Report, Playlist Frozen (1):
WAXQ/New York, NY

No longer reporters (2):
WXRC/Charlotte, NC
WLLZ/Detroit, MI

Now Rock reporters (2):
WCCC/Hartford, CT
WQFM/Milwaukee, WI

83 Total Reporters
81 Current Reporters
79 Current Playlists

Did Not Report, Playlist Frozen (2):
WPLR/New Haven, CT
KLPX/Tucson, AZ

Did Not Report For Two Consecutive Weeks, Not Used In This Week's Data (2):
KYYS/Kansas City, MO
KMXJ/Little Rock, AR



SHAWN ALEXANDER

The Story Behind WXRK's Surprise Format Flip

Howard Stern launches 'The New 92-3 K-Rock'; station hopes to recycle massive morning audience to other dayparts

Out of left field, Infinity's WXRK/New York switched to Alternative last Friday (1/5; for additional details, see story on page one).

Although it was no longer Classic Rock, it was classic radio. Howard Stern promoted the format change throughout his show, announcing he was going to be a DJ for the first time in 11 years. He discussed the songs he would play and even interviewed acting 'XRK PD Kevin Weatherly, who's PD of co-owned KROQ/Los Angeles.

And what did Stern ask Weatherly? "He wanted to know if the station was going to sound like KOME [San Jose], which Stern thinks is the greatest-sounding station," said Weatherly.

Stern 'Best Salesperson'

WXRK VP/GM Tom Chiusano, who has worked with Stern for more than 10 years, said, "When I dis-

cussed this with him yesterday, he was almost as excited as I've ever seen him. When Howard believes in something, he is the best salesperson — the best ally you could possibly hope for. It was real easy for me to tell him what we had planned.

"He really did go home and cull through his own CD library, bringing a lot of his own music. For the most part it was compatible with what we were playing. It was a wonderful way to kick it off. Over the years Howard has talked about wanting to come in some day and do his own music show. All through his show he said this was going to be the coolest radio station in New York City."

Having Stern announce the change was brilliant. After all, what better way to get the word out than using Stern with his massive ratings. In the Summer '95 Arbitron, he scored a 7.0 12+, nearly 11 in 18-49, and nearly 17 in 18-49 men. Looking at WXRK's Sternless dayparts (Monday-Friday, 10am-midnight, and Saturday and Sunday), it's crystal clear why management entertained the idea of a format change: K-Rock registered a meager 2.0 12+, close to a five in 18-49, and just over a four in 18-49 men.

"K-Rock will remain a 20-40-year-old male-oriented station," noted Chiusano. "We have greatly increased the likelihood that we're going to take advantage of the most important radio show in the country and, more importantly, in New York City where the Stern show is the highest-rated morning show. We're going to increase dramatically the amount of recycling that's going to happen from Howard's show down through the rest of our dayparts."

Weatherly added, "Howard is the reason why this made sense. It's working in some of the other markets playing this kind of music. It fits; it works. This market already has some stations that are doing very well. I have the utmost respect for Z100 [WHTZ] and what they're doing. I think this is completely different, and we have Howard giving it the seal of approval. We're going to do what we think fits Stern. When you have Howard Stern start your day, I think that helps to differentiate the rest of the day from the other stations.

"When you start with the kind of numbers Howard Stern has, it makes sense to try to complement that. Can we be as broad musically as the Howard Stern show? No, but we can come close to that. Obviously, what this station is today and what it will be

CHOM-FM: We Conceived The 'Get A Life' Promotion

Rock CHOM-FM/Montreal Promotion Director Jennifer Roman and PD Ian MacLean sent me the following letter in response to last month's column on KEDG (The Edge)/Las Vegas's low-dough TSL promotion, "Get A Life":

It was with great surprise, and even some maternal pride, that we read your column (R&R 12/1/95). The "Birth Of A Life" story certainly put Jacobs Media in the limelight.

Our surprise comes from Jacobs Media's claim of having "given birth" to "Get A Life." Unless CHOM-FM gave birth to twins without knowing it in 1993, we would like to report an abduction!

CHOM-FM conceived and carried "Get A Life" to term for spring ratings in 1994. We brought it back to Montrealers in Spring 1995 under the name "Get A Life Too" (which yielded two grand prize winners).

Because of its incredible market success, CHUM/Toronto (part of our 23-station radio family in Canada) ran it during the Fall '94 and Spring '95 ratings, under the name "I Want It All." And if that is not grounds for kidnapping, our Winnipeg station, Q94.3 [CHIQ], has also run it twice (under its original name) and complemented it with an extensive direct mail campaign!

Now we know that some may say your small neighbors to the North get most of our great ideas from you big boys to the South. But in this case, CHOM-FM is the true birth mother — with stretch marks to prove it!

How then could Jacobs Media have found out about our little child, you might ask? "Get A Life" was presented for the first time in the U.S. by Jennifer Roman at the PROMAX conference in New Orleans in June '94. At this conference, she handed out complete press kits that included spots, press releases, contest rules, and prize lists from "Get A Life"'s first year.

Subsequent to this presentation, PROMAX ran a full column on the contest and included the prize list in PROMOFAX (the radio marketing and promotion update newsletter, distributed weekly to all of PROMAX's mostly American radio members).

And if that is not enough to ensure "Get A Life"'s birthright, WLLZ/Detroit ran it last summer. Ask their Promotion Director, Suzanne Belanger, where she got the "How To Run Get A Life Kit" and she'll tell you a little Canadian bird gave it to her.

All we Canadians can say is that it's a damn shame our Canadian copyright on the name doesn't extend across the U.S. border; we'd be counting the great American greenbacks on this one. We love the 40% you get on our dollar!

six months from now might be completely different. As the station evolves it will take on different forms."

No Pigeonholing

Weatherly is maintaining a current-intensive approach at the New K-Rock. "We're positioning the station as new, so we don't want to play a lot of gold because people would get confused with the former Classic Rock position. And we don't want to pigeonhole the station as being limited to one type of music because we don't know where this is going. Certainly there will be some gold in the mix, and there will be some records that probably haven't gotten a lot of airplay in New York City. Hopefully, we can put together a decent mix that people will like. There's nothing more exciting than doing this in New York City."

How will the station compare to sister KROQ? Well, the imaging liners on the New 92-3 K-Rock — which also uses the slogan, "New York's New K-Rock" — sound just like the "World Famous KROQ" in L.A. Weatherly said, "Since K-Rock in New York and L.A. are both owned by Infinity Broadcasting and since I'm involved with both stations, it would only make sense that there's going to be some common ground shared between the two. However, I fully admit — coming in from the outside — that I'm all ears. I want to talk to people who live in New York City and make this a successful New York City station. Hits are hits."

For several years many industry execs wondered why the No. 1 market didn't have an Alternative station. As alternative music's popularity increased over the last couple of years, three New York stations — CHR/Pop Z100, Active Rock WAXQ (Q104), and Adult Alternative WNEW — began covering this musical genre. Chiusano noted, "No one was really focused. Everyone tried to do a little bit of it. Somebody had to declare. If we didn't do it, somebody was going to."

Aggressive Approach

Chiusano was hesitant to discuss long-term marketing plans. "Right now we're going to be very involved at the street level. We expect to be the most aggressive and best street-level station in New York City. And there will be a concerted effort to get more of those people who were so hard to reach outside of radio. We have the great advantage of having them in very big numbers already listening to us.

"We've had nothing but a positive response from the entire advertising market. They know what's going on around the country. They know the music trends and the stations that have been successful, especially those lucky enough to have Howard as their morning man. We had one advertiser that we called after our meeting [the day before the change]. He gave us an order for a movie and then called back 10 minutes later to add to that order. That's how strongly he believed in what we were doing."

The 'New K-Rock'

Using the nom de aire Douche Baggy Bag, Howard Stern and sidekick Robin Quivers (under the alias of Super Snatch) kicked off WXRK/New York's rebirth as the "New K-Rock."

Programmed entirely by Stern, the two-hour debut featured the following tunes in the first hour:

MARILYN MANSON

Sweet Dreams (Are Made Of This)

SKUNK ANANSIE Selling Jesus

FAITH NO MORE Midlife Crisis

TOADIES Possum Kingdom

E'NUFF Z'NUFF I Get High

SMASHING PUMPKINS

Bullet With Butterfly Wings

HOLE Violet

BUSH Glycerine

NINE INCH NAILS Hurt

SILVERCHAIR Pure Massacre

Here's what played after Stern's two-hour launch (1pm):

RAGE AGAINST THE MACHINE

Killing In The Name

GARBAGE Only Happy When It Rains

NIRVANA Heart-Shaped Box

HUM Stars

GREEN DAY J.A.R.

NO DOUBT Just A Girl

LIVE I Alone

GOO GOO DOLLS Naked

PEARL JAM Better Man

ROMEO VOID Never Say Never

SUBLIME Date Rape

JANE'S ADDICTION

Been Caught Stealing

OFFSPRING Gotta Get Away



"The Kids Don't Understand"

Add Date: January 22, 1996

Contact: Gary Poole/Discovery Records 800-377-9620, ext. 217
e-mail: info@discoveryrec.com • web site: http://www.discoveryrec.com



ALTERNATIVE REPORTERS

Stations and their adds listed alphabetically by market

Table listing radio stations and their playlist adds across various markets including Albany, NY; Boston, MA; Denver, CO; Kansas City, MO; Nashville, TN; Poughkeepsie, NY; San Diego, CA; San Francisco, CA; San Jose, CA; Seattle, WA; Tampa, FL; and many others. Each entry includes station call letters, format, and a list of song titles and artists.

NEW & ACTIVE

Table listing top songs ranked by total plays. Includes entries like 'NIXONS Sister (MCA)', 'GREN She Shines (IRS)', 'TEARS FOR FEARS Falling Down (Epic)', 'STABBING WESTWARD What Do I Have To Do (Columbia/CRG)', 'JONATHA BROOKE & THE STORY Nothing Sacred (Blue Thumb)', 'TOADIES Away (Interscope)', 'GOD LIVES UNDERWATER All Wrong (American/Reprise)', 'MELISSA ETHERIDGE I Want To Come Over (Island)', 'PRESIDENTS OF THE UNITED... Peaches (Columbia/CRG)', 'CIV Choices Made (Lava/Atlantic)', 'FRANK BLACK Men In Black (American/WB)', '311 All Mixed Up (Capricorn)', and 'BOTTLE ROCKETS I'll Be Comin' Around (TAG)'. Includes a 'Songs ranked by total plays.' note.

Advertisement for 'The Bottle Rockets' featuring the slogan 'I'll Be Comin' Around'. Includes the text 'STATIONS THAT COULDN'T WAIT:' followed by station names: KPNT/St. Louis, KNRK/Portland, KISF/Kansas City, KROX/Austin, WRXQ/Memphis, WOXY/Cincinnati, and more. A 'GOING FOR ADDS NOW!!!' graphic and the TAG RECORDING logo are also present.

ALTERNATIVE PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ALTERNATIVE REPORTERS ON R&R ONLINE

MARKET #19 WNRP/Pittsburgh (412) 471-9950 Manning/Madison. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #19 WDXP/Pittsburgh (412) 846-4100 Winter/Frankenberry. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #20 KEDJ/Phoenix (602) 266-1360 Clay/Christopher. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #22 WENZ/Cleveland (216) 861-0100 Bennett/Robertson. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #22 WMMS/Cleveland (216) 781-9667 Gorman/Kubinski. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #23 KTCL/Denver (303) 571-1232 Hayes/Moses. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #24 KBBT/Portland, OR (503) 222-1011 Numme/Scott. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #24 KNRK/Portland, OR (503) 223-1441 Hamilton/Souther. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #25 WAQZ/Cincinnati (513) 621-9326 Harris/Schiesler. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #25 WOXY/Cincinnati (513) 523-4114 Tellmann/Pytte. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #26 WLUM/Milwaukee (414) 771-1021 Bunce/Erwin/Bulut. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #26 KISF/Kansas City (816) 254-1073 Anthony/Justice. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #26 KLRZ/Kansas City (913) 843-1320 Roger The Dodger/Osburn. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #27 KCKX/Riverside (909) 882-2575 Summers/Arnold. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #29 KWOD/Sacramento (916) 448-5000 Cosper. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #30 KOMO/San Jose (408) 985-9800 Neen/Taylor. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #31 WBRU/Providence (401) 272-9550 Tobin/Hindley. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #31 WJGE/Providence (401) 823-3343 Petersen. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #33 WKOC/Norfolk (804) 671-1000 Bradley. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.

MARKET #33 WRDX/Norfolk (804) 640-8500 Corley/Mitchell. Playlist table with columns SW, 4W, 3W, TW and rows of Artist/Title.



...AND OUT COME THE WOLVES — WFNX/Boston staffers hijacked Rancid bassist Tim Armstrong after a recent show and crammed into a photo booth. Saying cheese are (clockwise from top) 'FNX's Jason Steeves, Newbury Comics' Aimee, Armstrong, and 'FNX's Kat.



GREN AND BARE IT — KROQ/Los Angeles middayer Tami Heide and Gren's Brett White get acquainted after the band's video shoot for their first single, "She Shines," at the Viper Room.



LEFTOVER XMAS SMILES — WDST/Woodstock, NY MD/morning man Nic Harcourt shares an intimate moment with Blue Thumb recording artist Jonatha Brooke at the station's holiday benefit concert that raised nearly \$10,000 in donations. Other acts on the bill included Ben Arnold, October Project, Del Amitri, the Urchins, and local bands Abba Rage and Lunchmeat.



DAYTON CRASHERS — The Dance Hall Crashers crashed WXEG/Dayton for an on-air interview. Hangin' out in the hallway are (l-r) MCA's Liz Healy, DHC's Jason Hammon and Mikey Weiss, 'XEG MD Jeff Stevens, and PD Mike Stern.



PRESIDENTS IN NEW YORK — Who would have guessed that the Presidents Of The United States Of America would visit a radio station? Captured with WRGX (X-107)/Hawthorne, NY APD/MD Darrin Smith (l) and PD Steve Blatter (r) are the band's Dave Dederer, Chris Ballew, and Jason Finn.



YOU CALL THIS GARBAGE? — Shirley Manson (c), lead singer of Almo Sounds/Geffen recording artists Garbage, thought very highly of CIMX (89X)/Detroit PD/MD Vince Cannova. Posing in the studio are (l-r) mega-producer/Garbage band member Butch Vig, Cannova, Duke Erikson, and Steve Marker.



ALREADY ON:

- KRBE/Houston
- WDZR/Detroit
- KEGL/Dallas
- KEGE/Minneapolis
- KIOZ/San Diego
- KEDJ/Phoenix
- KUPD/Phoenix

- KUTQ/Salt Lake City
- WPBZ/West Palm Beach
- KEDG/Las Vegas
- WDGE/Providence
- KPOI/Honolulu
- WQBK/Albany
- KFMA/Tucson

- WQXA/Harrisburg
- WMAD/Madison
- KTUX/Shreveport
- WKLL/Utica
- KRAD/Corpus Christi
- KEYJ/Abilene
- WDST/Woodstock
- WYOU/Bangor
- KOCD/Joplin



JANUARY 12, 1996

SW	4W	3W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	3W	4W	5W	
5	3	1	1	TOM PETTY Waiting For Tonight (MCA)	584	596	539	459	34/0
10	8	4	2	COLLECTIVE SOUL The World I Know (Atlantic)	554	454	418	379	30/1
7	9	7	3	TRACY CHAPMAN Give Me One Reason (Elektra/EEG)	446	407	400	393	31/1
9	6	8	4	SMASHING PUMPKINS 1979 (Virgin)	435	405	423	382	31/1
3	4	5	5	RED HOT CHILI PEPPERS My Friends (WB)	413	449	503	498	24/0
BREAKER			6	OASIS Wonderwall (Epic)	396	299	264	198	25/1
2	2	3	7	BEATLES Free As A Bird (Apple/Capitol)	389	542	542	544	27/0
1	1	2	8	TOAD THE WET.. Good Intentions (Reprise/Columbia/CRG)	352	553	557	621	25/0
BREAKER			9	JULIAN COPE Try Try Try (American/Reprise)	351	289	293	280	31/0
4	5	6	10	NATALIE MERCHANT Wonder (Elektra/EEG)	341	438	470	497	26/0
6	7	9	11	GOO GOO DOLLS Name (Metal Blade/WB)	329	382	420	419	18/0
8	11	10	12	PRETENDERS Sense Of Purpose (WB)	318	374	347	388	25/0
BREAKER			13	MELISSA ETHERIDGE I Want To Come Over (Island)	317	224	184	189	28/7
BREAKER			14	DAVE MATTHEWS BAND Satellite (RCA)	312	257	229	217	24/1
15	14	12	15	BRUCE SPRINGSTEEN Youngstown (Columbia/CRG)	297	313	314	312	29/1
25	19	19	16	JOE SATRIANI (You're) My World (Relativity)	275	277	264	242	24/1
13	13	11	17	JOHN HIATT Cry Love (Capitol)	262	347	339	355	22/0
14	12	16	18	CHRIS ISAAK Go Walking Down There (Reprise)	259	289	346	352	23/2
27	28	25	19	PASSENGERS Miss Sarajevo (Island)	233	231	215	232	26/1
30	—	29	20	SON VOLT Drown (WB)	231	215	207	215	26/0
DEBUT			21	NATALIE MERCHANT Jealousy (Elektra/EEG)	228	168	114	109	22/5
21	22	20	22	BETTER THAN EZRA Rosealia (Swell/Elektra/EEG)	226	268	254	260	17/1
—	—	28	23	FOLK IMPLOSION Natural One (London)	216	217	206	186	14/0
DEBUT			24	BADLEES Fear Of Falling (Atlas/A&M)	213	190	159	134	24/5
17	17	22	25	DEEP BLUE SOMETHING Breakfast... (RainMaker/Interscope)	213	245	283	302	16/2
—	—	30	26	ALANIS MORISSETTE All I Really Want (Maverick/Reprise)	209	211	191	171	12/0
26	30	27	27	K.D. LANG If I Were You (WB)	199	217	212	234	17/0
DEBUT			28	JOAN OSBORNE Ladder (Blue Gorilla/Mercury)	187	128	103	93	18/2
16	23	24	29	ROLLING STONES Like A Rolling Stone (Virgin)	185	239	242	307	20/0
12	15	18	30	JOAN OSBORNE One Of Us (Blue Gorilla/Mercury)	169	286	305	358	16/0

This chart reflects airplay from January 1-7. Songs ranked by total plays. Highlighted songs indicate Breaker. 43 Adult Alternative reporters. 40 current playlists. © 1996, R&R Inc.

NEW & ACTIVE

- BLUES TRAVELER** Regarding Steven (TAG/Atlantic)
Total Plays: 162, Total Stations: 16, Adds: 2
- TEARS FOR FEARS** Falling Down (Epic)
Total Plays: 160, Total Stations: 20, Adds: 7
- ALANIS MORISSETTE** Ironic (Maverick/Reprise)
Total Plays: 157, Total Stations: 17, Adds: 7
- SEVEN MARY THREE** Cumbersome (Mammoth/Atlantic)
Total Plays: 153, Total Stations: 12, Adds: 0
- SPACEHOG** In The Meantime (Sire/EEG)
Total Plays: 148, Total Stations: 9, Adds: 0

- TORI AMOS** Caught A Light Sneeze (Atlantic)
Total Plays: 146, Total Stations: 24, Adds: 24
- ENYA** Anywhere Is (Reprise)
Total Plays: 141, Total Stations: 10, Adds: 2
- RADIOHEAD** High & Dry (Capitol)
Total Plays: 135, Total Stations: 13, Adds: 2
- BUSH** Glycerine (Trauma/Interscope)
Total Plays: 132, Total Stations: 8, Adds: 0
- DAVE MATTHEWS BAND** Tripping Billies (TAG/Atlantic)
Total Plays: 129, Total Stations: 14, Adds: 0

Songs ranked by total plays.

BREAKERS®

OASIS
Wonderwall (Epic)
TOTAL PLAYS/INCREASE: 396/97
TOTAL STATIONS/ADDS: 25/1
CHART: 6

JULIAN COPE
Try Try Try (American/Reprise)
TOTAL PLAYS/INCREASE: 351/62
TOTAL STATIONS/ADDS: 31/0
CHART: 9

MELISSA ETHERIDGE
I Want To Come Over (Island)
TOTAL PLAYS/INCREASE: 317/93
TOTAL STATIONS/ADDS: 28/7
CHART: 13

DAVE MATTHEWS BAND
Satellite (RCA)
TOTAL PLAYS/INCREASE: 312/55
TOTAL STATIONS/ADDS: 24/1
CHART: 14

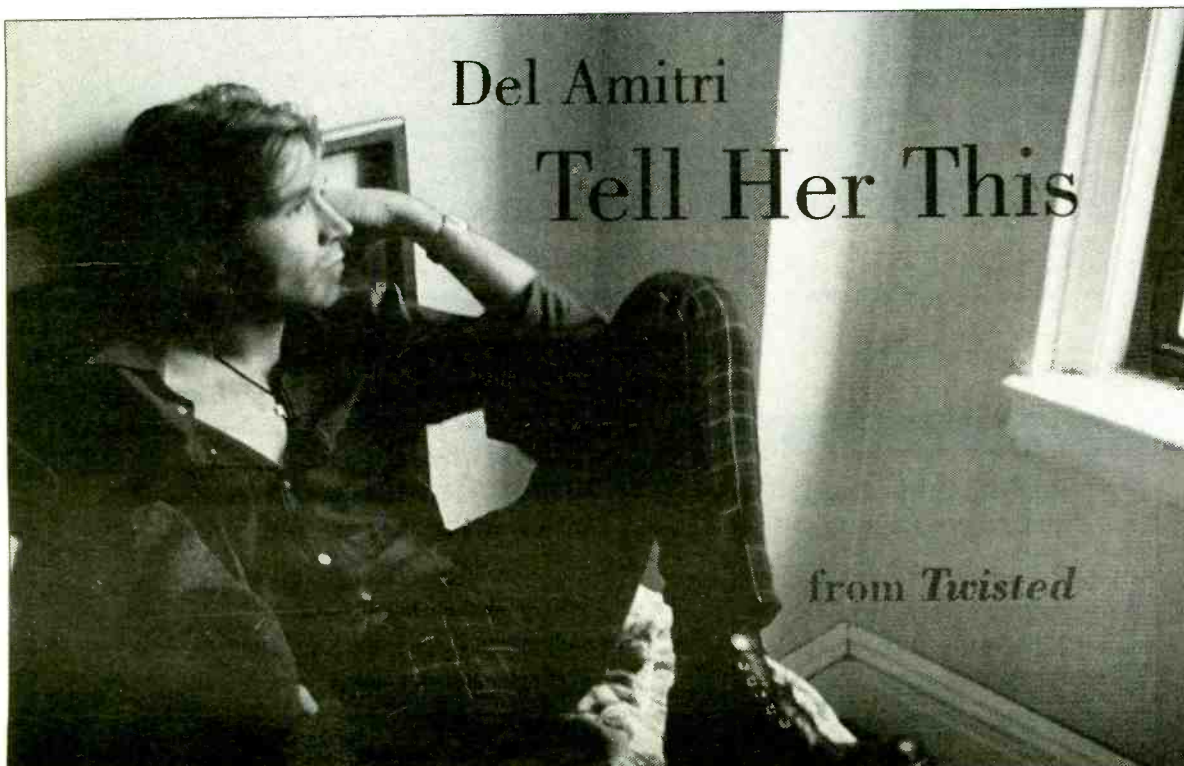
MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
TORI AMOS Caught A Lite Sneeze (Atlantic)	24
DOG'S EYE VIEW Everything Falls Apart (Columbia/CRG)	11
MELISSA ETHERIDGE I Want To Come Over (Island)	7
JARS OF CLAY Flood (Silvertone)	7
ALANIS MORISSETTE Ironic (Maverick/Reprise)	7
TEARS FOR FEARS Falling Down (Epic)	7
RED HOT CHILI PEPPERS Aeroplane (WB)	6
BADLEES Fear Of Falling (Atlas/A&M)	5
GOO GOO DOLLS Naked (Metal Blade/WB)	5
NATALIE MERCHANT Jealousy (Elektra/EEG)	5

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TORI AMOS Caught A Lite Sneeze (Atlantic)	+146
COLLECTIVE SOUL The World I Know (Atlantic)	+100
OASIS Wonderwall (Epic)	+97
MELISSA ETHERIDGE I Want To Come Over (Island)	+93
ENYA Anywhere Is (Reprise)	+91
ALANIS MORISSETTE Ironic (Maverick/Reprise)	+90
BLUES TRAVELER Regarding Steven (TAG/Atlantic)	+63
JULIAN COPE Try Try Try (American/Reprise)	+62
NATALIE MERCHANT Jealousy (Elektra/EEG)	+60
JOAN OSBORNE Ladder (Blue Gorilla/Mercury)	+59

Breakers: Song has achieved 300 total plays for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays.



Del Amitri
Tell Her This

from Twisted

“This song is winter. As beautiful, bare, and reflection-inspiring as a crisp December morning, this track cuts to the quick with touching lyrical sentiment and beautiful guitar work. Play it.”

-Billboard, 1/6/96



ADULT ALTERNATIVE PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ADULT ALTERNATIVE REPORTERS ON R&R ONLINE

MARKET #2 KSCA/Los Angeles (213) 845-1600 Morrison/Kelly. Includes playlist for 101.9 ALBUM ALTERNATIVE.

MARKET #3 WXRT/Chicago (312) 777-1700 Winer/Martin. Includes playlist for 93.1 RT RADIO CHICAGO.

MARKET #4 KFDG/San Francisco (415) 543-1045 Marszalek/Evans. Includes playlist for KFOG 104.5 97.7.

MARKET #6 CIDR/Detroit (519) 258-8888 Brookshaw/Delisi. Includes playlist for THE RIVER 93.9 FM.

MARKET #10 WBOS/Boston (617) 254-9267 Herron. Includes playlist for WBOS 92.9 FM.

MARKET #10 WXRW/Boston (508) 374-4733 Doody/Mullaney. Includes playlist for RIVER 92.5 FM.

MARKET #11 WSHE/Miami (305) 587-1035 Pugh. Includes playlist for SHE 103.5 South Florida's Rock Alternative.

MARKET #13 KMTT/Seattle (206) 233-1037 Mays/Carlson. Includes playlist for The Mountain 103.1 FM.

MARKET #15 KUPR/San Diego (619) 729-5945 Coher/Novak. Includes playlist for PROGRESSIVE 95.7 KUPR.

MARKET #16 KTCZ/Minneapolis (612) 339-0000 MacLeash/Frederickson. Includes playlist for Cities 97 FM.

MARKET #17 WVRV/St. Louis (314) 231-3699 Strong/Richter. Includes playlist for FM RIVER 101.

MARKET #18 WRNR/Baltimore (410) 626-0103 O'Mealy/Einstein. Includes playlist for WRNR 103.1 FM.

MARKET #20 KZON/Phoenix (602) 258-8181 Ebbott/Smith. Includes playlist for 101.5 KZON AS ROCK ALTERNATIVE.

MARKET #21 WHPT/Tampa (813) 577-7131 Beck/Taylor. Includes playlist for 102.5 The Point.

MARKET #23 KBCC/Denver (303) 444-5600 O'Connor/Arbough. Includes playlist for KBCC 92.3 FM.

MARKET #23 KXPK/Denver (303) 989-1340 Clifton/Schoenwetter. Includes playlist for 96.1 The Peak.

MARKET #24 KINK/Portland, OR (503) 226-5071 Widing/Garlock. Includes playlist for KINK fm 102.

MARKET #29 KPPT/Sacramento (916) 923-6800 Trapp/Owens. Includes playlist for 100.5 THE ZONE.

MARKET #32 WWCW/Columbus, OH (614) 444-9923 Purcell/McGuire/Davis. Includes playlist for 101.1.

MARKET #35 KUMT/Salt Lake City (801) 262-9797 Norris/Monson. Includes playlist for Mountain 105.7 FM.

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OPENINGS

OPENINGS

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EAST

Seeking newpeople with upbeat delivery and good writing skills. T&R: Lynne MacNamee, WXLO, 250 Commercial Street, Worcester, MA 01608. (1/12)

Seeking OM/morning AT: not afraid of partial satellite. Hot AC. T&R: WELK, OM, 228 Randolph, Elkins, WV 26241. (1/12)

New England Radio Warriors Needed: Three-station group in beautiful Cape Cod is seeking aggressive full and parttimers for Rock, Top 40 and AC. T&R's to; Group OM Ron Bowen, 154 Barnstable Rd. Hyannis, MA 02601. EOE

K92, WXLK/WLYK has immediate openings for the following:

9am-Noon Personality: minimum 2 years experience. Duties include position as Assistant Promotions Director.

3pm-7pm Personality: Looking for our next afternoon legend!! Must be a production wizard who loves the work.

T&R and production samples to EEO Coordinator, Box 92, Roanoke, VA 24022. Females and minorities encouraged EOE/MF.

THE RIVER/97.3 WRVW

America's most successful Rock/AC needs FT afternoon AT. Must have at least 2 years' experience. Must understand unique Adult Rock approach. T&R: Chris Tyler, P.O. Box 6477, Harrisburg, PA 17112. EOE.

Radio

Major market leader seeks highly motivated self-starter to join their sales team as Account Executive. Entry level position with enormous growth potential. Ideal candidate should possess excellent written and oral communication skills, be results oriented and willing to work hard for high income potential. 2-3 years sales experience preferred. Salary plus commission. Excellent fringe benefits. Equal Opportunity Employer. Send resume to: Radio & Records, 10100 Santa Monica Bl., #830, 5th Floor, Los Angeles, CA 90067

Y94FM

We have a great gig for a real entertainer. Can you relate to your audience? Do you have great phone skills? If so, send tape and resume to Alan Furst, New City National PD, Y94 FM, 500 Plum Street, Syracuse, New York, 13204 EOE.

SOUTH

Coastal Carolina 50,000 Arrow seeking PM drive T&R: Shawn Knight, WXQR, 721 Market Street, Suite 101, Wilmington, NC 28401. (1/12)

WSPA, Lite Rock, Greenville-Spartanburg, SC seeks qualified parttime air talent. CALL: Greg McKinney: (864) 271-9200. (1/12)

Seeking air talent. Two years broadcast experience required. T&R: Mike Smith, WMQX, 7819 National Service Road, Suite 401, Greensboro, NC 27409. (1/12)

WQSL needs 7pm-mid. today! Killer phones a must. T&R: Jake Edwards, 721 Market St., Suite 101, Wilmington, NC 28401. (1/12)

Florida soft AC seeks adult personality. WXCW Crystal River. T&R: Steve Manuel, Box 1507, Brooksville, FL 34605. (1/12)

B-106 WTCB, Columbia's 100,000 Watt AC, has an opening for 7pm-Midnight personality. No calls! T&R to Brent Johnson, P.O. Box 5106, Columbia, SC 29250. EOE

100,000 WATT CHR FLAME THROWER NEEDS NIGHTTIME TALENT

We've promoted our night guy to afternoons. Now we need a hot energetic, hard working night slammer who can dominate the 12-24 audience. Work in a brand new, state-of-the-art control room, and get paid for it! T&R: Jon Reilly, WKBC-FM, P.O. Box 938, North Wilkesboro, NC 28695, EOE

MORNING SHOW CO-HOST

Hot Country station in the Southern region seeks an incredibly funny, topical, and experienced morning person who can literally annihilate the competition and have fun doing it. The ideal candidate will have the chance to help select a co-host. Rush tape, resume, and photo to: Radio & Records, 10100 Santa Monica Bl., #832, 5th Floor, Los Angeles, CA 90067. Confidentiality will be absolute. EOE



Houston's Mix 96.5 is searching the nation for our next 7-midnight personality. We need someone who is a REAL personality... no disc jockey's. You have to care about your listeners and have genuine enthusiasm for creative air work. We're looking for someone who is fun, upbeat and can relate to the lifestyle of our 25-34 female listener. If this is you, rush your material to Pat Paxton, 1990 Post Oak Blvd., Ste. 2300, Houston, TX 77056. Nationwide Communications is an equal opportunity employer.

WUSY (US-101) accepting T&R's for morning show air talent at "R&R" # 5 rated AM-dive drivetime dominator. We want a person who knows morning show hot buttons and how to push them. If you know how to entertain morning show audiences, act immediately!!! This is not an entry level position. We want the best to work at the CMA medium market station of the year. Previous Country experience is a necessity! No calls!!! Tapes & Resumes to: US-101, Bob Sterling, P.O. Box 8799, Chattanooga, TN 37414. Colonial Broadcasting/WUSY (US-101) is an Equal Opportunity Employer.

Great station. Great climate. Great town. Great job. Need a news director/anchor host at KGNB AM 1420 (news/talk) in New Braunfels, Texas, between San Antonio and Austin. Call Wayne/Fred: 1-800-594-2056

MORNINGS IN NASHVILLE

Morning show partner/sidekick opening immediately at WRMX, Oldies 96.3 in Music City USA! You'll be teamed with market veteran Rhett Walker. Females are especially encouraged to apply. Send us your best stuff ASAP: Bill Jones, Group Program Director, South Central Communications, 504 Rosedale Avenue, Nashville, TN 37211 EOE M/F

MIDWEST

Seeking evening talent for full service AC. Digital experience helpful. T&R: Larry Timpe, WKAN, 2 Dearborn Square, Kankakee, IL 60901. (1/12)

Indiana-Iowa Des Moines, IA seeking newperson for 50KW FM and 1KW AM. T&R: Ted Baker, KJJC/KXLQ, 202 N. Howard, Indianapolis, IA 50125. (1/12)

The "New" Oldies 97.5, Lansing's newest and fastest growing station seeks program director/morning drive announcer. Send Tape and Resume to WJIM-FM, P.O. Box 30124, Lansing, MI 48909. EOE

Oldies FM looking for PD. Morning announcer to take us to the next level. Live days/satellite at night. Radio & Records, 10100 Santa Monica Bl., #831, 5th Floor, Los Angeles, CA 90067. EOE

WHB/Kansas City and KMZU/Carrollton, MO are now expanding staff. We are looking for upbeat, experienced jocks, all shifts. Must have great voice and personality. Good phones, computer friendly and production capable. Public appearances are required. Country format. Also seeking aggressive news anchor with ability to call sports. Promotions Director w/track record. PD Ellis Martin, WHB/KMZU, 102 N. Mason, Carrollton, MO 64633. No Calls. EOE

DIRECTOR OF PROMOTION/ MARKETING

KS95-FM a Twin Cities Adult Contemporary Station is looking for a Promotions/Marketing person. Ability to deal with the public; 4 years previous major market experience in promotion and marketing; knowledge of FCC rules and regulations as they pertain to contests; familiarity with programming concepts; applicant must be highly organized and able to prioritize own work; an understanding of television buying would be helpful. Please call Bob Davis at 612-642-4141 and Submit resumes to: AMY J. STEDMAN, KSTP-FM, Job #192-95, 3415 University Ave., St. Paul, MN 55114. AN EQUAL OPPORTUNITY EMPLOYER.

WEST

AC station seeks creative person with AM drive experience. Stable position, good benefits. T&R to: Russ Davidson, KLLY, 3651 Pegasus Dr., Bakersfield, CA. (1/12)

Promotions director in the wine country. Send resumes to KLCQ, Darrell Fairbanks, Box 2158, Santa Rosa, CA 95405. (1/12)

Southern Oregon's premier CHR is accepting T&R's for future full-and parttime openings. Send your best to: Matt Roberts, c/o KTMT-FM, P.O. Box 159, Medford, OR 97501.

MUSIC REFERENCE

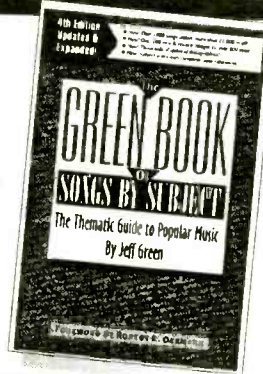
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CHR/POP

Table with 2 columns: 3W, TW. Lists songs by artists like MARIAH CAREY, GOO GOO DOLLS, WHITNEY HOUSTON, etc.

CHR begins on Page 23.

CHR/RHYTHMIC

Table with 2 columns: 3W, TW. Lists songs by artists like MARIAH CAREY, L.L. COOL J, WHITNEY HOUSTON, etc.

CHR begins on Page 23.

URBAN

Table with 2 columns: 3W, TW. Lists songs by artists like MONICA, FAITH EVANS, MARIAH CAREY, etc.

URBAN begins on Page 34.

HOT AC

Table with 2 columns: 3W, TW. Lists songs by artists like MARIAH CAREY, ELTON JOHN, TAKE THAT, etc.

No Songs Qualified For Breaker Status This Week

AC begins on Page 52.

AC

Table with 2 columns: 3W, TW. Lists songs by artists like MARIAH CAREY, WHITNEY HOUSTON, MADONNA, etc.

AC begins on Page 52.

ACTIVE ROCK

Table with 2 columns: 3W, TW. Lists songs by artists like PEARL JAM, BUSH, SEVEN MARY THREE, etc.

ROCK begins on Page 63.



Breakers in Blue

NATIONAL AIRPLAY OVERVIEW JANUARY 12, 1996

URBAN AC	
3W	TW
1	1
2	2
3	3
4	4
5	5
6	6
7	7
8	8
9	9
10	10
11	11
12	12
13	13
14	14
15	15
16	16
17	17
18	18
19	19
20	20
21	21
22	22
23	23
24	24
25	25
26	26
27	27
28	28
29	29
30	30

URBAN begins on Page 34.

ROCK	
3W	TW
5	1
1	2
3	3
4	4
9	5
7	6
8	7
6	8
16	9
14	10
2	11
13	12
30	13
41	14
25	15
23	16
33	17
12	18
19	20
18	21
27	22
15	23
20	24
11	25
29	26
17	27
10	28
28	29
40	30

ROCK begins on Page 63.

COUNTRY	
3W	TW
5	1
12	2
13	3
9	4
10	5
16	6
1	7
14	8
17	9
18	10
20	11
7	12
3	13
2	14
25	15
26	16
23	17
22	18
33	19
24	20
4	21
21	22
28	23
11	24
29	25
30	26
38	27
31	28

Complete list of Country Breakers on Page 45

COUNTRY begins on Page 41.

ALTERNATIVE	
3W	TW
2	1
4	2
1	3
3	4
5	5
6	6
9	7
10	8
14	9
12	10
18	11
35	12
21	13
22	14
19	15
11	16
7	17
28	18
8	19
16	20
15	21
13	22
20	23
23	24
31	25
—	26
39	27
29	28
17	29
—	30

ALTERNATIVE begins on Page 70.

NAC	
3W	TW
1	1
3	2
2	3
6	4
4	5
5	6
7	7
9	8
8	9
10	10
17	11
12	12
16	13
11	14
14	15
25	16
18	17
13	18
15	19
19	20
20	21
21	22
26	23
—	24
23	25
30	26
—	27
28	28
24	29
—	30

No Songs Qualified For Breaker Status This Week

NAC begins on Page 59.

ADULT ALTERNATIVE	
3W	TW
1	1
4	2
7	3
8	4
5	5
14	6
3	7
2	8
15	9
6	10
9	11
10	12
26	13
21	14
12	15
19	16
11	17
16	18
25	19
29	20
—	21
20	22
28	23
—	24
22	25
30	26
27	27
—	28
24	29
18	30

ADULT ALTERNATIVE begins on Page 76.

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