

A Monster Of A Remake!

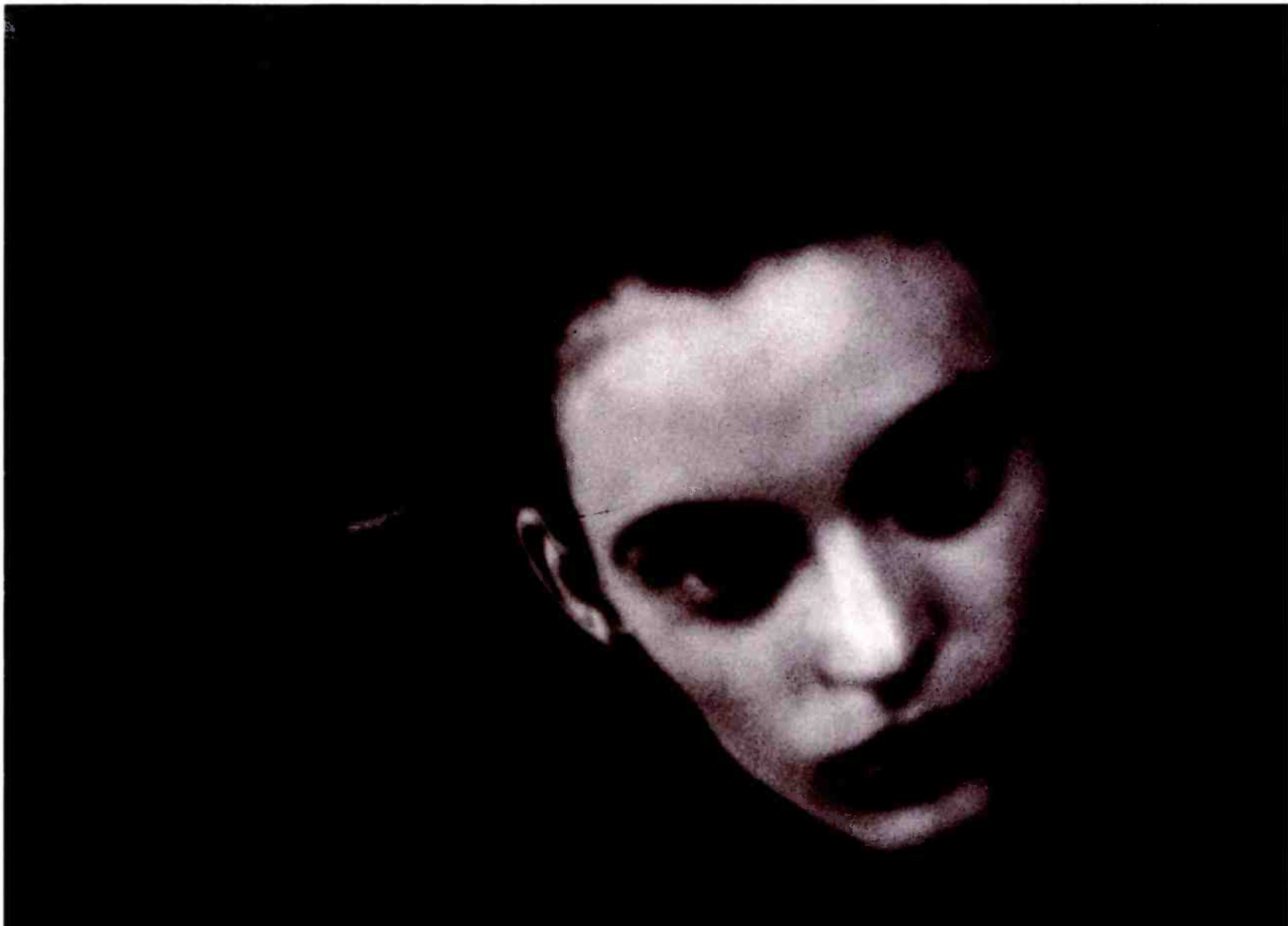
Well, they did it. The **Wallflowers'** cover of **David Bowie's** "Heroes" is roaring up six different charts. The first single from **Epic's** *Godzilla* soundtrack took just two weeks to stomp into the Top 10 at Rock and Alternative, and it continues to do serious damage in four other formats.



THE INDUSTRY'S NEWSPAPER

Pitino At The R&R Convention!

Basketball icon **Rick Pitino** will address attendees at **R&R Convention '98**, June 11-13 in Los Angeles. Pitino, who will speak at a Saturday (6/13) morning session, is widely regarded as a master strategist as well as an expert on team-building and organizational skills. See next page for more details.



The Smashing Pumpkins
Ava Adore

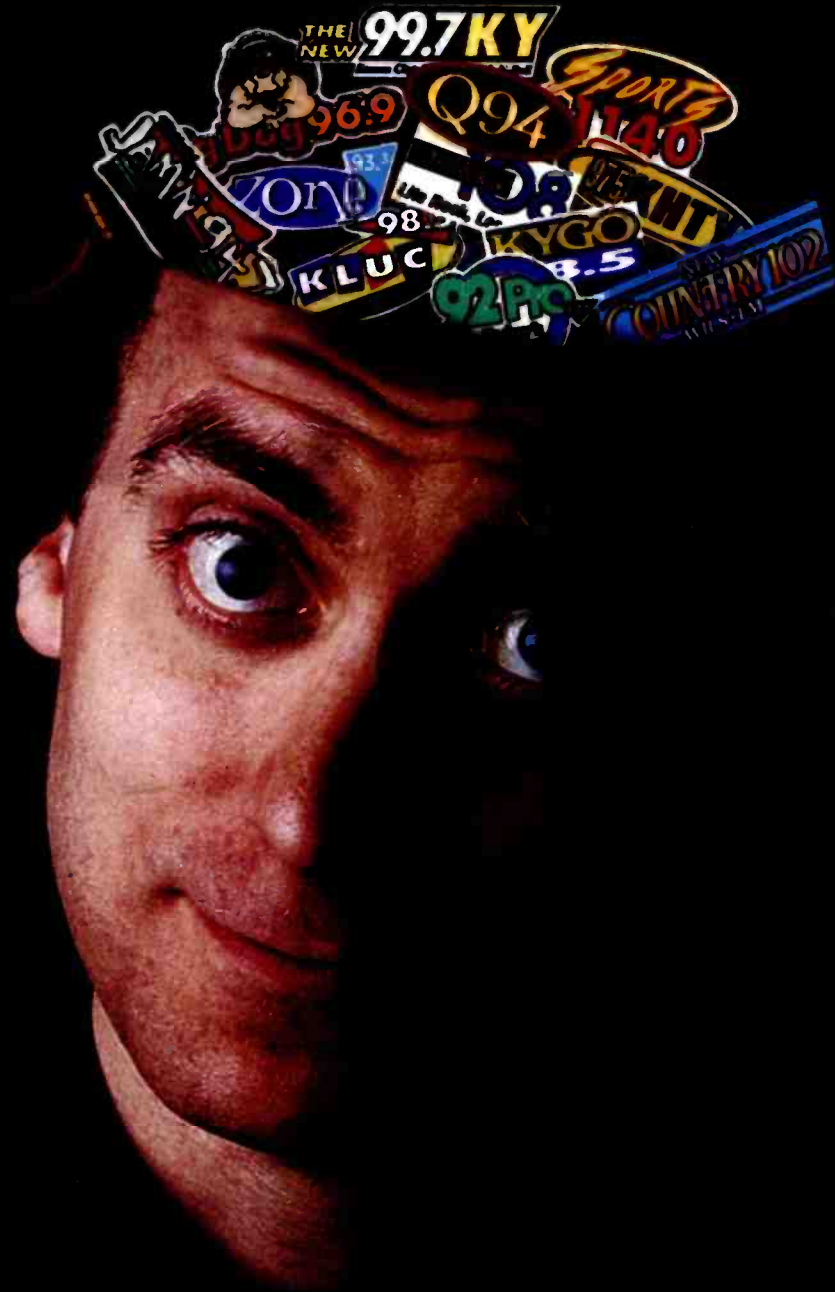
the first song from the new album *Adore*

Produced by Billy Corgan and Brad Wood

Mixed by Flood and Billy Corgan - Management: Q Prime, Inc.

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R&R CONVENTION UPDATE!

We're about five weeks away from Convention '98. Are you registered yet? Get a load of these great sessions scheduled for opening day:

- **NAC/Smooth Jazz:** A three-hour, free-wheeling conversation about changing responsibilities, working smarter, alternative revenue streams, pay-for-play, and other topics. Participants will be the format's biggest names, including Tim Pohman, Chris Brodie, Ralph Sherman, Paul Goldstein, and others.
- **Talent:** Dan O'Day will offer proven, powerful techniques to critique and coach radio talent.
- **Alternative:** More superstars, including Jeff Pollack, Kevin Weatherly, Brian Philips, and others, will go at it over demographic targets, artist development, consolidation, and the use of station events as a profit center.
- **CHR:** Jon Coleman will offer exclusive results of research in the Top 40 markets to dissect segmentation of CHR and the role of rock and rhythm.

To register, check out the form on Page 10, or register online at www.rronline.com.

IN THE NEWS

- **ABC** switches rep firms from Katz to Interep
- **Dan Savadove** becomes VP/GM of WIOQ/Philadelphia
- **Greg Sax** appointed VP/Promo for Atlantic/Nashville
- **Bruce McDonald, Drew Murray** now VPs/Promo at Restless
- **Chancellor Media** buys Global Sales Development, forms Chancellor Marketing Group

Page 3

THIS #1 WEEK

- CHR/POP**
 - NATALIE IMBRUGLIA Torn (RCA)
- CHR/RHYTHMIC**
 - NEXT Too Close (Arista)
- URBAN**
 - ARETHA FRANKLIN A Rose Is Still A Rose (Arista)
- URBAN AC**
 - JANET I Got Lonely (Virgin)
- COUNTRY**
 - RANDY TRAVIS Out Of My Bones (DreamWorks)
- NAC/SMOOTH JAZZ**
 - CHRIS CAMOZZI Swing Shift (Discovery)
- HOT AC**
 - NATALIE IMBRUGLIA Torn (RCA)
- AC**
 - SAVAGE GARDEN Truly Madly Deeply (Columbia)
- ACTIVE ROCK**
 - CREED Torn (Wind-up)
- ROCK**
 - KENNY WAYNE SHEPHERD Blue On Black (Revolution)
- ALTERNATIVE**
 - FASTBALL The Way (Hollywood)
- ADULT ALTERNATIVE**
 - FASTBALL The Way (Hollywood)

NEWSSTAND PRICE \$6.50



Marcus To Lead Chancellor's Charge Into The Next Century

■ Pres./CEO plans to plug group into multimedia

BY JEFFREY YORKE
R&R WASHINGTON BUREAU CHIEF

At 51, the world — or at least the new media advertising world — is Jeffrey Marcus' oyster. Marcus, who last week was named Chancellor Media's President/CEO effective June 1, said he will immediately begin exploring modes of advertising new to the Irving, TX-based company and expects to guide the company through a rapid evolution that will make Chancellor a superpower in the multimedia advertising world.



Marcus

Marcus, who also currently chairs the company's executive committee, told R&R that while

he knows little about the Internet and its potential for generating revenues from advertising, he has every intention of exploring that spectrum immediately after taking the helm.

Marcus has built three cable television companies and recently sold his interest in Marcus Cable. He said he "will remain Chairman and a general partner" in the cable company due to a three-year contract with his new partner, Paul Allen. While he is open to almost any form of media advertising that will produce a smile on the face of Chancellor shareholders, Marcus has prom-

MARCUS/See Page 28

Arbitron Acquires Tapscan Radio & Agency Businesses

■ Simpson set to become VP/GM of new division

BY PATRICE WITTRIG
R&R WASHINGTON BUREAU

After months of behind-the-scenes deal-making, Arbitron on Tuesday (5/5) bought Tapscan's radio station, advertiser/agency, and international media assets, including software currently under development. Tapscan develops ratings analysis software for broadcasters and related advertisers and agencies — and it's radio's largest in-

ventory control provider. Although the terms of the deal were not disclosed, Tapscan's radio division brought in \$10 million in revenue last year.

"Tapscan is a company that is as skilled at developing and marketing media software as Arbitron is at surveying consumers about their media, product purchase, and retail behavior," said Arbitron President Stephen Morris. "Hav-

TAPSCAN/See Page 14

Puerto Rico: Market No. 11

■ Arbitron to survey the island twice yearly

BY ALAN JAKYBEN
R&R STAFF WRITER

MIAMI — Following eight months of meetings with various station heads and a pilot ratings survey conducted in February, Arbitron will begin semiannual radio audience surveys for the entire commonwealth of Puerto Rico — instantly creating a Top 15 market.

The island of Puerto Rico, which has traditionally consisted of three distinct markets — San Juan, Ponce, and Mayaguez — will be included with the small islands of Culebra and Vieques in creating America's 11th largest market. As a result, Miami-Ft. Lauderdale is bumped down to 12th; all consecutive

PUERTO RICO/See Page 14

Pitino To Address R&R Convention '98

Basketball legend and Boston Celtics coach Rick Pitino will address the R&R Convention '98, June 11-13 in Los Angeles.

Pitino hit it big as coach of the University of Kentucky Wildcats during the 1989-1997 seasons. In those eight years, he won more than 80% of his games, amassing a 219-50 record. Three of those teams made it to the Final Four over a five-year period. He guided his 1996 team to a national championship, and his 1997 team made it to the national championship game.

His earlier college experience included two years as head coach of Providence College, culminating in a Final Four appearance in

1987. He also coached Boston University for five seasons, including a post-season appearance in his final season of 1983.



Pitino

Professionally, Pitino served as head coach of the New York Knicks during the 1987- 88 and 1988-89 seasons. His teams made the NBA playoffs on both occasions. Last year, he was named President/Head Coach of the Celtics.

He is widely regarded as a master strategist. He also is respected for his team-building and organizational skills, subjects that he plans to share with R&R Convention attendees on Saturday morning, June 13.

PITINO/See Page 11

Ellis Elevated To Mercury SVP/Promo

Mercury Records has elevated VP/Promotion Steve Ellis to Sr. VP/Promotion. Based in New York, he continues to report to Exec. VPGM David Leach.



Ellis

"Steve has proven himself to be a leader in the world of promotion and has surrounded himself with an incredible team," Leach said. "I know he will continue to gain an edge for our artists at radio."

Ellis noted, "This is a wonderful opportunity and, once again, I want to thank David Leach for

ELLIS/See Page 11

Stations 'Deal With Residue Of Fifty Years Of Communism'

SECOND OF A TWO-PART SERIES

R&R Editor-in-Chief Ron Rodrigues and Associate Editor Matt Spangler witnessed Western entrepreneurs' influence in Moscow, Prague, and Budapest on their 10-day tour of privately run radio stations in those cities.

'Country Radio' a hit in Czech Republic

BY RON RODRIGUES
R&R EDITOR-IN-CHIEF

In the Czech Republic, it's not necessarily an insult if someone calls your mother a tramp.

Tramping is a long-practiced tradition in this region of Europe. When the weather warms up, thousands of working-class families from the

TRAMPING/See Page 12

Management, sales, programming

BY MATT SPANGLER
R&R WASHINGTON BUREAU

You've got your passport, your shots, your disposable cameras ... what else do you need to get started as an international broadcaster? A little bit of cash and a local partner who knows the ropes would be helpful.

In the early days of privati-

MANAGEMENT/See Page 28

Mottola Now Sony Music's Pres./CEO

BY STEVE WONSIEWICZ
R&R MUSIC EDITOR

Sony Corporation has elevated Thomas Mottola to President/CEO of Sony Music Entertainment (SME). Mottola, who was previously President/COO, will continue reporting to Sony Corporation President Nobuyuki Idei and Chairman Norio Ohga and overseeing SME's worldwide operations.



Mottola

Commenting on the promo-

MOTTOLA/See Page 14

**you
need
tempo?
-we've
got
tempo!**



Diana KING

"Diana King is the new core artist for Y-100...
make way for the next diva."

-Rob Roberts, AI Chio Y-100

FIND MY WAY BACK

The follow-up single to "I Say A Little Prayer" from the 1.5 million selling *My Best Friend's Wedding* soundtrack. Diana King's new album, *Think Like A Girl* is in stores now and contains the singles "I Say A Little Prayer," "L-L-Lies" and "Find My Way Back."

Produced by Amy Mackay
and Richard Perry
Mastered by Bob
Carmichael

WORK

MAY 8, 1998

WIOQ/Philadelphia Appoints Savadove VP/General Mgr.

Patterson Broadcasting VP/Eastern Region Dan Savadove has been named VP/GM at Chancellor's CHR/Pop WIOQ Philadelphia. He replaces Gil Rozzo, who exits. Savadove had been based in Philadelphia for the past year and a half, until Capstar's acquisition of Patterson closed in February.



Savadove

"Dan's experience in Philadelphia and with the CHR format make him the perfect choice to lead WIOQ to its next level of success," Chancellor Sr. VP/Regional Operations Bill Figenshu told R&R. "Chancellor already maintains one of the strongest programming positions in the Philadelphia market, and this appointment will further strengthen that presence. All of us at Chancellor are proud to have him on-board."

Savadove told R&R, "I'm thrilled to be with Chancellor Media, Jimmy de Castro, Bill Figenshu, and the great people in this company. Chancellor represents radio's best performance-oriented and people-oriented company. WIOQ has the poten-

SAVADOVE/See Page 12



ABC Radio Sales President George Pine, ABC Radio Division President Robert Callahan, and Interep Chairman Ralph Guild.

ABC To Drop Katz For Interep

■ Pine tapped as President of 'ABC Radio Sales'

By PATRICK WITTRIG
R&R WASHINGTON BUREAU

Come June 1, Katz Radio Group will have a big hole to fill in its representation lineup — ABC Radio has signed NYC-based Interep to become its exclusive national sales firm. Terms of the deal were not released. In return, Interep will form ABC Radio Sales. The company, which will be run by President George Pine, has projected \$74 million in billing for 1998.

ABC Radio Sales will open offices in New York, Los Angeles, Chicago, Detroit, Atlanta, Boston, Minneapolis, Houston, San Francisco, Dallas, and Philadelphia to manage the ABC load. ABC joins Clear Channel and CBS on the list of Interep clients.

Rumors of ABC making such a move intensified over the past year, particularly after ABC Radio Networks President David Kantor bolted to form Chancellor-owned AMFM Networks, and Chancellor's subsequent purchase of Katz. Despite the rumors, the folks at Katz were stung upon learning of ABC's decision last week (4/30): Katz had created its Amcast division just to sell ABC's O&Os.

Katz Sr. VP/Information Systems Gerry Boehme told R&R, "We've worked with the ABC stations and had a great relationship. The related events that have led ABC to decide to be in another camp have to do with the creation of AMFM Networks and Chancellor's plans."

ABC/See Page 12

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Country Action	66	Adult Alternative Tracks	101
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Chancellor Establishes Marketing Group

■ Glander now President of entity formed through company's Global Sales Development acquisition

In an effort to enhance the revenue it derives from sales promotion activities, Chancellor Media has formed the Chancellor Marketing Group through its acquisition of Global Sales Development, a Richmond-based consulting firm. Global founder/President Allison Glander will serve as President of the new entity and as Sr. VP/Chancellor Media Corp. "The acquisition demonstrates Chancellor Media's commitment to increasing its top-line growth and unlocking the value at each of its 108 radio stations," COO Jim de

Castro commented. "Global Sales Development will help us establish a beachhead in the marketing services business to capitalize on our core competencies of creativity, local execution and equity-building media.

"Promotion revenue represents a reservoir of untapped growth for Chancellor Media. Our tremendous growth over the past few years has established a critical mass that allows us to work more effectively on behalf of our largest clients. Chan-

GLOBAL/See Page 12

Atlantic/Nashville Sets Sax As VP/National Promotion

Atlantic/Nashville Manager/Southwest Promotion Greg Sax has been promoted to VP/National Promotion. He succeeds Larry King as head of the department. King was Director/National Promotion when he left to become Exec. VP at Bang II three months ago. The last person to hold the VP/Promotion title was present VP/GM Bryan Switzer.

"It gives me great pride to know that we have such talented and respected people as Greg within our company," Switzer said. "He has tremendous pride in Atlantic Records and an unmatched passion for our artists and their music. Greg's enthusiasm and positive attitude make him an integral part of our promotion staff and the future success of Atlantic."

Sax told R&R, "I've been very privileged to be part of such an incredible organization the last four

SAX/See Page 12

McDonald, Murray: Restless VPs/Promo

Restless Records has tapped Bruce McDonald as VP/Alternative Promotion and Drew Murray as VP/Rock Promotion. Based in Los Angeles, they report to Sr. VP/Promotion Dave Darus.

"Bruce was one of the pioneering programmers of the Alternative format before making the transition to a label," Darus commented. "And Drew Murray and Rock radio are synonymous. His relationships and years of experience have made him a long-loved guy in this format."

McDonald joins Restless from Polydor Records, where he most recently was Director/National Alternative Promotion. Prior to joining that label in '96, he programmed WFNX/Boston and WHTG/Monmouth-Ocean. He also founded his own record company, Another Round, in '93.

Murray spent 20 years at Mercury/PolyGram, where he most recently was Sr. Director/Rock Promotion.



The Name Ownership Game

In May of 1974, R&R reported that Chicago legend Larry Lujack had filed an application for a trademark on the term "Superjock," which he used at WCFL and WLS. Since then we have reported on several people claiming legal ownership of certain "brand names."

Examples: WXTB/Tampa morning man Bubba The Love Sponge received a federal trademark in 1990 for his moniker, consultant Mike Joseph owns the rights to "Hot Hits," and KRTH/Los Angeles midday personality Brian Beirne has a registered trademark on "Mr. Rock N' Roll."



Larry Lujack

Sticking With Radio For 25 Years



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AFTRA Seeks To Unionize Shadow, Metro Markets

By Matt Spangler
R&R WASHINGTON BUREAU

While employees of one major news, traffic, weather, and sports outsourcing company may have voted down union representation last month, that is not stopping the American Federation of Television and Radio Artists' organizing initiatives.

On May 1, AFTRA filed objections with the National Labor Relations Board to "the conduct" of the April 23 election in which Metro Networks employees in Philadelphia voted 23-18 against unionization.

John Kailin, a spokesman for AFTRA's Philadelphia local, said, "The 'laboratory conditions' required by the law for the conduct of a fair election were not present," meaning that the election could not have been fair if reporters Randy Brock and Mary Colleen were fired (in January) for attempting to organize a Metro Philadelphia union. Metro Philadelphia GM Mike Shields told R&R these charges are "without merit."

Meanwhile, NLRB has sent Metro a settlement agreement regarding the Brock/Colleen charges. Metro spokeswoman Kelly Barton told R&R the company "wants to see this resolved. If it makes business sense to resolve it, we will." AFTRA also said it will continue "to work inside"

Metro Philadelphia "as a voice for better wages and working conditions."

AFTRA officials were reluctant to speak with R&R about efforts to unionize in Metro markets across the country. Jerry Daley, who represents broadcasters in L.A. for AFTRA, told R&R that the Bay Area was the only market he knew of in which Metro employees had successfully unionized (the vote occurred in November). In fact, Philadelphia was the only other market he was aware of in which Metro had even held a vote.

Competitor Votes For Contract

The union has had more luck with Shadow Broadcast Services, Metro's foremost competitor for traffic and news reporting services. Daley said AFTRA has contracts with Shadow in six markets, including San Diego, San Francisco, New York, and Los Angeles.

Shadow's Washington, DC employees voted for AFTRA representation on April 2. Pat O'Donnell, executive director of AFTRA's Washington local, told R&R the union would begin contract negotiations with Shadow next week, and they are expected to run a couple of months.

O'Donnell said she understands that employees of outsourcing organizations like Shadow and Metro will receive lower salaries than those employed by broadcast shops. The major issue up for discussion in the DC Shadow negotiations, however, is whether Shadow's part-timers should receive the same benefits accorded to full-time employees, like health, retirement, overtime pay, holidays, sick leave, etc. Without a contract with AFTRA, she said, part-timers will not be provided with these benefits, which should be standard for all employees.

In general, in markets where it represents on-air employees, the union has a number of missions, said Kim Roberts, an attorney with AFTRA's national office. It seeks minimum pay scales with guaranteed and "consis-

AFTRA/See Page 8

Bloomberg BUSINESS BRIEFS

Lucent To Get CD Radio In 'Chip' Shape

Lucent Technologies will develop and supply communications chips for CD Radio's nationwide U.S. satellite-to-car-radio broadcasting system that is scheduled for launch next year. CD Radio will use digital signal processor (DSP) and radio-frequency chips from Lucent's microelectronics group for its 50 channel, \$9.95-per-month satellite radio broadcast service scheduled for roll-out in the 48 contiguous states on Dec. 1, 1999. The chips fit into a card that is inserted into the cassette slot of a car radio, enabling existing radios to receive CD Radio's broadcasts.

Meanwhile, Worldspace, a prime investor in the American Mobile Satellite Co. that will be CD Radio's direct rival in the U.S. satellite delivery of radio programming, said Monday that it will invest \$500 million in a digital radio system in Africa over the next three years. The U.S. company said it will launch a satellite over Africa this October, potentially allowing all Africans to receive its signal. The new digital receivers will sell for around \$200 each.

FCC Shuts Down Spanish-Language Pirate

Acting in conjunction with U.S. Marshals, the FCC's Detroit field office seized the equipment of an unlicensed station broadcasting as "La Gigante" at 106.3 MHz on May 1. WCHB-FM/Detroit — recently sold to Radio One Inc. by Bell Broadcasting Co. — had complained that the pirate FM was interfering with the licensed station's broadcasts at 105.9 MHz.

Noncom KNON Fined For Airing Spots

The FCC fined noncommercial KNON-FM/Dallas \$5000 on May 1 for airing what the commission ruled were promotional announcements in 1994 and 1996. The commission objected to one announcement in which Blue Suede Shoe was identified as "the only store ... where you can find ..." (use of the word "only" was called promotional). Another spot advertised the "all-you-can-eat catfish" special at a local restaurant, which the FCC says implies price information. The station would not comment on the fine.

Free Airtime Not An Issue — This Time

Rep. John Dingell spokesman Dennis Fitzgibbons told R&R on April 30 that while free airtime requirements "will inevitably be raised and will be a talking point" later this month when the House begins mulling campaign finance reform, he doesn't detect "a great appetite by members to force the issue because it's hard to look at in isolation." He added that in the unlikely event free airtime did become part of this reform, "there's no way they can do it for this year. The earliest that anything would happen is 2000, if that soon."

Liquor Rule Is Unconstitutional, Says Official

Oregon Attorney General Hardy Myers told the Oregon Liquor Control Commission (OLCC) on April 27 that its rule prohibiting broadcast advertising of distilled spirits violates the state constitution. OLCC Administrator Pam Erickson said the commission will vote on eliminating the liquor ad ban at a meeting in Portland, OR May 18-19.

FCC's Portals Move Delayed To September

The FCC's controversial move to the Portals office complex has been delayed until September, according to the Government Services Administration (GSA), the federal agency that manages government property in Washington. GSA spokesman Hap Connors told R&R the FCC's DC headquarters won't move for months because the commission requested a \$2-\$6 million redesign of the interior of the building two weeks ago. "For the record, GSA is not particularly happy about this," Connors said.

A commission spokeswoman told R&R this redesign was part of the original plan for the building. She wasn't able to confirm the cost of the redesign, however, but said that it would be devoted to lights and sprinklers. Congress is expected to confirm the appropriation for the move within a month, she said.

License Petitions Dismissal Applauded

The FCC's Mass Media Bureau last week tossed out petitions to block renewal of four Denver TV stations' licenses filed in

Continued on Page 8

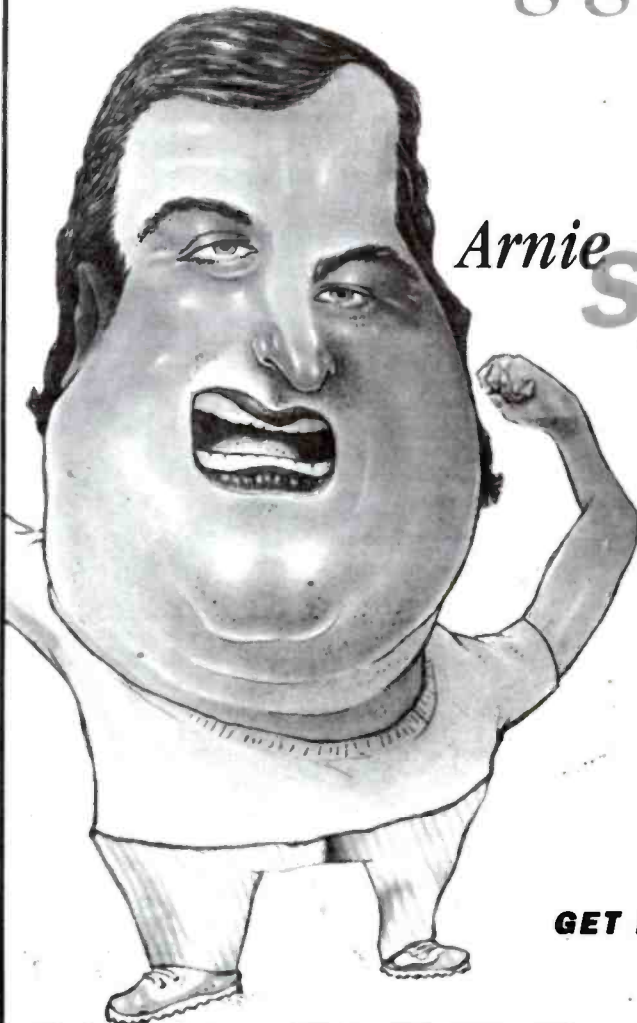
R&R/Bloomberg Radio Stock Index

This weighted index consists of all publicly traded companies that derive more than 5% of gross revenues from radio advertising.

	Change Since				
	One Year Ago	One Week Ago	5/1/98	One Year Ago	One Week Ago
Radio Index	107.03	226.6	230.13	+115.11%	+1.56%
Dow Industrials	7071.2	9064.62	9147.07	+31.62%	+0.92%
S&P 500	812.97	1107.9	1121.0	+40.19%	+1.22%

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stinking genius...



Arnie Spanier

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oneone
SPORTS

LIGHTNING IN A BOTTLE



Vidpak™ video mailers are the next big thing.

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Finally imagine that in many markets Vidpak™ costs less than a TV campaign, and with the Vidpak™ self-liquidation program it can even pay for itself.

*Critical Mass Media study of WLNK Vidpak™

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DEAL OF THE WEEK

• **KOMA-AM & FM & KRXX-FM/Oklahoma City**
\$53,375,000

1998 DEALS TO DATE

Dollars To Date: \$2,040,951,038
 (Last Year: \$4,732,476,438)

Dollars This Week: \$95,985,494
 (Last Year: \$61,729,552)

Stations Traded This Year: 627
 (Last Year: 844)

Stations Traded This Week: 23
 (Last Year: 40)

TRANSACTIONS AT A GLANCE

- Family Life Broadcasting acquisitions \$1 million
 KOJO-FM/Lake Charles, LA
 KLMN-FM & KRGN-FM/Amarillo, TX
 KAMY-FM/Lubbock, TX
 KENT-AM & FM/Odessa, TX
- WICE (FM CPY)Wetumpka, AL \$375,000
- KIEV-AM/Glendale (Los Angeles), CA \$33.4 million
- KDIF-AM/Riverside-San Bernardino \$2.65 million
- KLDZ-FM/Santa Barbara, CA \$1.5 million
- KRTM-FM/Temecula, CA \$268,484
- WYPA-AM/Chicago No cash consideration
- WQST-AM/Forest, MS \$10
- WBBV-FM/Vicksburg, MS \$385,000
- WGTN-AM/Georgetown, SC \$107,000
- KLZK-FM/Brownfield, TX \$1,025,000
- KBHT-FM & KLIS-FM/Crockett and KWBC-AM & KMBV-FM Navasota, TX \$1.9 million

TRANSACTIONS

Renda Ends Diamond's Days

☐ Buys company's last three stations in OKC; meanwhile, Salem scores an AM sister in L.A.

Deal Of The Week

KOMA-AM & FM & KRXX-FM/Oklahoma City

PRICE: \$53,375,000
 TERMS: Asset sale for cash
 BUYER: Renda Broadcasting Inc., headed by President Anthony Renda. It owns 14 other stations, including KMGL-FM/Oklahoma City. Phone: (412) 531-0314
 SELLER: Diamond Broadcasting Inc., headed by President Daniel Lee. It has no other broadcast interests. Phone: (847) 509-8000
 FREQUENCY: 1520 kHz; 92.5 MHz; 107.7 MHz
 POWER: 50kw; 100kw at 984 feet; 98.5kw at 990 feet
 FORMAT: Oldies; Oldies; Classic Rock
 BROKER: Jack Minkow and Bob Heymann of Broadcast Asset Management Corp.

Group Deal

PRICE: \$1 million
 TERMS: Asset sale for cash
 BUYER: Family Life Broadcasting System, headed by President Randy Carlson. Phone: (520) 742-6976
 SELLER: Marantha Radio Inc., headed by President H. Gene Ray. Phone: (305) 947-6012

KOJO-FM/Lake Charles, LA

FREQUENCY: 91.7 MHz
 POWER: 3kw at 329 feet
 FORMAT: Religious

KLMN-FM & KRGN-FM/Amarillo, TX

FREQUENCY: 89.1 MHz; 103.1 MHz
 POWER: 3kw at 328 feet; 3kw at 300 feet
 FORMAT: Religious; Religious

KAMY-FM/Lubbock, TX

FREQUENCY: 90.1 MHz
 POWER: 40kw at 492 feet
 FORMAT: Religious

KENT-AM & FM/Odessa, TX

FREQUENCY: 920 kHz; 90.5 MHz
 POWER: 1kw day/500 watts night; 6.5kw at 454 feet
 FORMAT: Religious; Religious

Alabama

WICE (FM CPY) Wetumpka

PRICE: \$375,000
 TERMS: Stock sale for 51%
 BUYER: Montgomery Broadcast Properties Ltd. is acquiring Vision Communications Ltd. II
 SELLER: Phillip Williams. Phone: (205) 825-8463

California

KIEV-AM/Glendale (Los Angeles)

PRICE: \$33.4 million
 TERMS: Asset sale for cash

BUYER: Salem Communications Corp., headed by President Edward Atsinger. It owns KLTX-AM & KKLA-AM & FM/Los Angeles. Phone: (805) 987-0400

SELLER: Southern California Broadcasting Co., headed by Fred and Ron Beaton. Phone: (818) 244-8483
 FREQUENCY: 870 kHz
 POWER: 20kw day/3kw night
 FORMAT: Talk
 BROKER: Blackburn & Co.

KDIF-AM/Riverside-San Bernardino

PRICE: \$2.65 million
 TERMS: Asset sale for cash
 BUYER: Jacor Communications Inc., headed by President Randy Michaels. Phone: (606) 655-6523
 SELLER: Hispanic Radio Broadcasters
 FREQUENCY: 1440 kHz
 POWER: 1kw
 FORMAT: Regional Mexican
 BROKER: Jorgenson Broadcast Brokerage

KLDZ-FM/Santa Barbara

PRICE: \$1.5 million
 TERMS: Asset sale for cash
 BUYER: Citicasters Co., a wholly owned subsidiary of Jacor Communications Inc., headed by President Randy Michaels. It owns KIST-AM, KOSB-AM, KSBL-FM & KTYD-FM/Santa Barbara and KAHS-AM/Thousand Oaks, CA. Phone: (606) 655-2267
 SELLER: Joelmart Inc. Phone: (909) 784-4210

FREQUENCY: 107.7 MHz
 POWER: 25kw at 95 feet
 OLDIES: Oldies
 BROKER: Jay Meyer
 COMMENT: KLDZ, while currently on the air, is technically operating under a construction permit.

KRTM-FM/Temecula

PRICE: \$268,484
 TERMS: Stock sale for payment of existing promissory note, station equipment, and a consulting agreement
 BUYER: CSN International, headed by President Charles Smith, is acquiring Penfold Communications Inc. It owns five other stations and has filed with the FCC to build 15 other stations. Phone: (714) 979-0706
 SELLER: Mickie Evans, Lynn Diehl, Chandra Manahan, and James Briney. Phone: (909) 694-0886

Illinois

WYPA-AM/Chicago

PRICE: No cash consideration
 TERMS: Transfer of stock for cancellation of loans (worth \$8.3 million)
 TO: Achievement Radio Holdings Inc., headed by President Darryl Thompson, is acquiring Personal Achievement Radio of Illinois Inc. Phone: (203) 406-1500
 FROM: N. John Douglas. Phone: (650) 324-5888
 FREQUENCY: 820 kHz

POWER: 5kw day/1.2kw night
 FORMAT: Talk

Mississippi

WQST-AM/Forest

PRICE: \$10
 TERMS: Asset sale for cash
 BUYER: Eddie Smith. Phone: (601) 469-4300
 SELLER: American Family Association, headed by President Donald Wildmon. Phone: (601) 844-8888

WBBV-FM/Vicksburg

PRICE: \$385,000
 TERMS: Stock sale for cash
 BUYER: New South Radio of Vicksburg Inc., headed by President Frank Holladay, is acquiring Bishop Broadcasting Inc. Through its parent company, it owns WIIN-AM, WJKK-FM & WYOY-FM/Jackson, MS. Phone: (601) 693-2661
 SELLER: Billie Bishop. Phone: (601) 638-0101
 BROKER: Connelly Co.

South Carolina

WGTN-AM/Georgetown

PRICE: \$107,000
 TERMS: Asset sale for cash
 BUYER: Carolina Electronic Service

Continued on Page 8



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EARNINGS

Radio Drives CBS; Clear Channel Has Record Q1

CBS Corp. (NYSE: CBS) reported first-quarter earnings before interest, taxes, depreciation, and amortization (EBITDA) of \$271 million (three cents per share). The company had been expected to report a cash flow of \$268 million (two cents). Radio Group EBITDA increased 24.2%, to \$113 million from \$91 million in the first quarter of 1997. Radio sales were up 5.4%, to \$330 million from \$313 million last year. Radio reported a 46.8% operating profit, to \$69 million from \$47 million last year.

CBS President/COO Mel Karmazin said in a statement: "The Radio Group, including the outdoor division, significantly outperformed the industry growth." CBS CFO Fred Reynolds told investors the radio group should outpace the industry in the second quarter with double-digit revenue growth.

Wall Street praised radio's performance to date, but advised investors to be on the lookout for the growth of the TV side. Richard Ryan, an analyst with Credit Lyonnais, said, "Radio group is driving the company." UBS Securities analyst Ed Hatch said that, as company management has heretofore been focused on radio, the TV station group will be "the key growth driver" of the company in the future. He said he expects the stock, which closed at \$35.06 on Monday, to rise to \$50-\$60 per share within the next two to three years.

Clear Channel Communications (NYSE: CCU) posted the most successful first-quarter earnings in its history. Gross revenue increased 107%, to \$229.8 million from \$110.8 million in the same period in 1997. After-tax cash flow gained 83%, to \$53.9 million from \$29.4 million last year. Operating income before depreciation and amortization was up 127%, to \$79.9 million from \$35.2 million. Net income declined 27%, however, to \$5.6 million from \$7.6 million. Schroder & Co. said the results were "outstanding" and "well

ahead of expectations," and set a 12-month price target of \$120 per share. The stock closed at \$90.94 Tuesday.

Cox Radio Inc. (NYSE: CXR) registered a 78.6% increase in net revenue for the first quarter of 1998, to \$52.1 million from \$29.2 million in the same period in 1997. The company attributes the gain to the \$250-million purchase of 18 stations from NewCity Communications, which closed in April 1997. That deal is also primarily credited for the 81.1% increase in station operating expenses, to \$35.5 million from \$19.6 million in 1997. Other factors accounting for the expense hike include higher programming and sales costs. Broadcast cash flow was up 73.4% in the first quarter, to \$16.6 million from \$9.6 million last year. On a same-station basis, net revenue gained 11.7%, to \$32 million from \$28.6 million in 1997. Same-station broadcast cash flow increased 31%, to \$11.9 million from \$9.1 million. Schroder & Co. said the strong showings should continue in the second quarter, with broadcast cash flow currently about 20% ahead of last year.

Privately held Radio One Inc. boasted a 44.4% gain in gross revenue for the first quarter of 1998, to \$9.1 million from \$6.3 million in the same period in 1997. Broadcast cash flow was up 87.5% in the first quarter, to \$3 million from \$1.6 million last year. Broadcast cash flow margin grew to 36.9% from 28.3% in 1997. EBITDA increased 155%, to \$2.3 million from \$0.9 million last year. Among other factors, the company credited the continuing growth of WPHI-FM/Philadelphia, which it acquired last year, for the record results. CFO Scott Royster said he expects Radio One to be, "in terms of relative profitability," near the top of publicly reporting radio companies this year.

Jefferson-Pilot Communications (NYSE: JP) reported a 5.2% increase in earnings for the first quarter, to \$7.3 million from \$6.9 million in the same period in '97. Broadcast cash flow edged up to \$17.7 million from \$17 million last year. Earnings for parent company Jefferson-Pilot Corp. were up 21.5%.

Ackerley Group (NYSE: AK) said Monday that its first-quarter net revenue increased 13% to \$81 million, vs. \$71.4 million for the same period in 1997. Net income was \$0.8 million (three cents), vs. \$3.2 million (10 cents) for the same period in 1997. Operating cash flow for the broadcasting segment increased 10% to \$10.3 million. Excluding recent broadcast acquisitions and LMAs, same-station operating cash flow increased 15% to \$10.7 million. Also, the company announced the retirement of Bill Ackerley, co-President/COO, effective May 4.

Sinclair Broadcast Group Inc. (NASDAQ: SBGI) reported first-quarter net broadcast revenues were \$112.6 million, a 13.9% increase over 1997's \$98.9 million. Broadcast cash flow rose 17.7% to \$50.4 million, compared to \$42.8 million in 1997. After-tax cash flow per share gained four cents to hit 23 cents, compared to 19 cents for last year. The growth of radio and TV revenues, broadcast cash flow and the acquisition of Heritage Media's radio and television properties are reflected in the rise in total revenues. The company's total debt increased to \$1.4 billion, due to the closing of the Heritage deal. "Our radio division achieved yet another outstanding quarter with 8.5% net broadcast revenue growth and 40% broadcast cash flow growth," said Sinclair CFO David Amy. Meanwhile, Sinclair's board of directors has approved a 2-for-1 stock split of its common shares. Shareholders will receive one share for every share held of record May 14.

Bloomberg BUSINESS BRIEFS

Continued from Page 4

February by Rocky Mountain Media Watch, which alleged that the stations' newscasts contained too much violence. NAB Communications Director Dennis Wharton told R&R the decision "also applies to radio news departments as well. The issue is whether the government ought to get involved in regulating the content of newscasts. We don't think that's appropriate." NAB President Eddie Fritts said the FCC action underscored a broadcaster's right to "exercise editorial judgment," while RTNDA President Barbara Cochran said the decision "supports definitively the editorial freedom of broadcast journalists." A lawyer in the Mass Media Bureau told R&R that it's conceivable the same legal tack could apply to a petition to deny a radio license based on alleged indecency, but made it clear that each petition is considered on "the case's individual merits."

USADR's DAB Design Leads IBOC Development

USA Digital Radio—inventor of the in-channel, on-band (or IBOC) system—was the only Digital Audio Broadcast system presented by the U.S. at the International Telecommunications Union (ITU) conference in Geneva in March. Rick Martinson, Manager of USADR's Digital Audio Broadcast Systems division, told R&R the pioneer company currently has the only IBOC system designed for both AM and FM bands. FCC Planning and Negotiations Division Deputy Chief Larry Olson agreed that USADR's design is the only IBOC system to have progressed to the ITU forum. At this time, he said, the USADR IBOC system "is the only thing that stands a chance." Olson said "the FCC is supportive of any DAB designs that will benefit U.S. broadcasters, including USADR's." Olson reported that USADR "has made great strides" recently after a rocky start about eight years ago. The system is in the final phase of development and is set for multimarket testing in the fall.

Meanwhile, Digital Radio Express President Norm Miller told R&R that his company has an agreement with "a major broadcaster" to test its IBOC system beginning in five to six weeks. Data from that testing will then be analyzed by a subcommittee of the NRSC.

ATS Offers Stock To Pay Down CBS Tax Debt

American Tower Systems Corp. said on April 30 that it will soon file with the Securities and Exchange Commission for a public offering of Class A common stock. Proceeds of the offering will go toward paying off tax liabilities incurred as a result of the merger of American Radio Systems Corp. and CBS Corp., as well as the spinoff of ATS from ARS. ATS estimates its total tax liability at \$315-\$345 million. If payment to CBS is required before the offering begins, ATS said it will raise the funds through privately financed senior securities and bank loans. Consummation of the CBS-ARS deal is awaiting final FCC approval, which is expected this quarter.

Jacor Files \$500 Million Shelf Registration

Jacor Communications filed a shelf registration with the Securities and Exchange Commission on April 30 for up to \$500 million in preferred, convertible, and common stock, as well as depositary shares and convertible debt securities. The company said the funds raised would be used for general corporate purposes (\$4.5 million will go to buy Regional Mexican KZWC-FM/Walnut Creek, CA from Z

Continued on Page 12

TRANSACTIONS

Continued from Page 6

Co., headed by President Ray Littlejohn. Phone: (803) 256-3466
SELLER: Ling Comm Inc., headed by President Charles Ling. Phone: (803) 450-3074

Texas

KLZK-FM/Brownfield
PRICE: \$1,025,000

TERMS: Asset sale for \$605,000 cash and a \$420,000 promissory note
BUYER: Ramar Communications Inc., headed by CEO/Chairman Ray Moran. It owns KXTO-AM & FM/Lubbock, TX. Phone: (806) 745-3434
SELLER: KLZK Inc., headed by Paul Beane. Phone: (806) 792-4658
FREQUENCY: 103.9 MHz
POWER: 3kw at 298 feet
FORMAT: This station is dark.

KBHT-FM & KLIS-FM/
Crockett & KWBC-AM &
KMBV-FM/Navasota

PRICE: \$1.9 million
TERMS: Asset sale for cash
BUYER: Equicom Inc., headed by President Dain Schutt. It owns 23 other stations. Phone: (512) 257-2280
SELLER: Nicol Broadcasting Ltd., headed by President Tom Nicol. Phone: (409) 544-9350
FREQUENCY: 93.5 MHz; 96.7 MHz; 155.0 kHz; 92.5 MHz
POWER: 50kw at 479 feet; 3kw at 299 feet; 250 watts; 6kw at 262 feet
FORMAT: AC; Country; Country; AC
BROKER: John Saunders

AFTRA

Continued from Page 4

ment" increases in those minimum levels; severance pay in the event of the termination of employees; safety rules for talent who go up in helicopters or planes; free and portable health and retirement coverage for all employees, including part-timers; and the right of the union to arbitrate work rights issues. Roberts said the union "has stepped up its efforts and commitment to organize a number of areas, not just Shadow/Metro and similar services."

O'Donnell said AFTRA will seek to organize any and all nonunion employees in Washington where the union currently has about 40 contracts with radio and TV shops. If AFTRA's negotiations with Shadow are successful, she said, Metro will go to "the top of the list" in priority.

Barton told R&R last month that the company strives to match the ben-

efits its employees had under union shops whenever federal law permits. She said Metro offers three different types of health insurance in addition to vision and dental plans, pays overtime, and provides 401(k) and stock purchase plans.

CBS Benefits War Wages On

Meanwhile, AFTRA locals representing CBS Corp. employees in Chicago, Los Angeles, San Francisco, Baltimore, Philadelphia, New York, and Washington, DC began holding a series of meetings this week on the recent benefits negotiations between the company and the union.

In March, the AFTRA national office and nine locals filed charges with the NLRB against CBS, saying that the company violated federal law when it implemented a new benefits package Jan. 1 without first negotiating with the union. The board has not yet issued a complaint against CBS in any of the markets.

ATTENTION DALLAS PROGRAM DIRECTORS

Attend "Beyond the Basics" Arbitron's Program Director Seminar

Learn How to Be a Better Programmer

Attend the Arbitron "Beyond the Basics" PD Seminar in Dallas on Thursday, June 4, and walk away with valuable information designed to lead you to the top. Join Bob Michaels, Arbitron's resident PD guru, and a handful of other Arbitron people "in the know" for a full-day seminar on everything a veteran PD should know about. Arbitron knowledge is power for you; learn how to put it to good use.

Kid Curry, Program Director of WPOW-FM/Miami, attended last year's seminar. He says, "During the session, I looked around the room and thought, 'Man, I hope my competitors aren't here.'"

Mark Edwards, VP, Programming, WLIT-FM/Chicago, says, "The seminar is a great top-to-bottom refresher on methodology and programming tools. No matter how much you think you know about Arbitron, there's always more to learn."

Some Seminar Highlights:

- How to use the Programmers Package to your station's advantage
- Use local market consumer information to get you closer to your station's audience
- Pinpoint where your listeners and your competition's listeners live in your market
- SelectorREACH: Who Hears the Hits and How Often

Dallas Seminar Time and Place

Thursday, June 4, 8:30AM – 4:30PM
Harvey Hotel
4545 West John Carpenter Freeway
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(800) 922-9222

Seminar Sign-Up

Fax this form to register, and send a check for \$90 made out to "The Arbitron Company." Send to Bob Michaels, Arbitron, One Galleria Tower, 13355 Noel Road, Suite 1120, Dallas, TX 75240. Fax: (972) 385-5377. To qualify for this seminar, you must be an Arbitron client.

For more information, Call Bob Michaels, manager, Radio Programming Services, at (972) 385-5357.

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HOTEL REGISTRATION

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If you have any questions, please call the R&R Convention Hotline at 310-788-1696.

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Travel is available via American, United, Delta, or USAir. Call today!

Kelly Joins Oldies WYUU/Tampa As PD

Jeff Kelly has been appointed PD at Oldies WYUU/Tampa. He most recently worked at a Youngstown quiet.

"Jeff brings the experience, expertise, and enthusiasm needed to grow 'U92' immediately," WISP & WYUU VP/GM Drew Rashbaum said.

In Youngstown, Kelly was Operations Director for WBBG, WICT, WPAO, WRTK & WWSY. Entercom owns WISP & WYUU in the Tampa market.

Bevilacqua Becomes WHJY/Providence PD

Five-year WWBR/Detroit PD Joe Bevilacqua has been named to a similar post at Rock WHJY/Providence, effective May 18. He fills the position vacated when Bill Weston left to program WAXQ/New York last November (R&R 10/24/97).



Bevilacqua

"Joe is absolutely the right guy to build on WHJY's heritage and success," remarked GM Jim Corwin. "He is a smart programmer and has worked with some great talent in Detroit, including Ted Nugent. He also has a production background, and all those things are what 'HJY' needs right now."

Bevilacqua enthused, "I'm thrilled beyond belief! There is an amazing bevy of talent at 'HJY, and I get to build on their success. I couldn't be happier." Previously, Bevilacqua spent three years as Creative Services Director at WONE/Akron. He had also been MD at WHOT/Youngstown. Back at Classic Rock WWBR, Asst. PD Steve Black has been named interim PD.

Hodgson Returns To Sinclair/Milwaukee

Sinclair Communications has appointed Craig Hodgson GM of its three Milwaukee facilities. He succeeds Carolyn Merz, who exits Oldies WEMP-AM, Rhythmic AC WAMG-FM, and Hot AC WMYX-FM.



Hodgson

"This is a homecoming for Craig," Sinclair Radio COO Barry Drake noted. "He knows Milwaukee and — since he ran WEMP, WAMG [then WEZW], and WMYX between 1988-94 — he knows these stations. We look forward to growing under his leadership."

Hodgson left radio to manage WTJC-TV/Dayton (now WDPX)

and WPXE-TV/Kenosha, WI. He told R&R, "I left here in August '94 and absolutely love being back. I'd missed everything about radio — the dynamics, the people, and the fast pace. There's just no business like it, and I'll never take it for granted again."

"These are the finest facilities in radio, and I don't say that just because I had a hand in designing the place; they're really very beautiful. WMYX is a great-sounding station that's doing very well; Magic is also a

HODGSON/See Page 12

Lytle Organization, RAB Sever Ties

Sales trainer Chris Lytle has terminated his relationship with the RAB. Lytle had handled a variety of correspondence courses for the Bureau, including a new certification program, CRMM (Certified Radio Marketing Master), that was to replace the familiar CRMC certification. In response to Lytle's announcement, RAB said it is doing away with the CRMM designation and will bring back the CRMC in a new form.

According to Lytle's news release, his company had a breakdown in contract negotiations with RAB — negotiations that it acknowledged were unresolvable. It said Lytle and his company will focus on general market training in addition to radio, and that they had been awarded exclusive rights by Certified Marketing Services Int'l to offer correspondence courses to a wider variety of companies.

"A truly global strategy is inconsistent with an endorsement from a single trade organization, and we now have to concentrate our energies to marketing the courses directly to clients, both inside and outside of radio," the release said.

RAB President/CEO Gary Fries confirmed the contract difficulties, plus said that RAB was growing concerned about the pricing of Lytle's programs.

"The increase in prices associated with the Lytle programs was becoming a major concern, and approving an agreement that did not give us a voice in the fees charged for our primary sales training and professional certification programs was simply not in the best interest of our members," Fries declared.

Fries said RAB will take some of its training in-house, and that it will work with other outside organizations, including Revenue Development Systems.

Just three months ago, Lytle and the RAB announced they were blending their certification programs into a single CRMM designation. But RAB President/CEO Gary Fries said the CRMM program will be disbanded at the end of this month, to be replaced by a CRMC-2000 program.

EXECUTIVE ACTION

Van Houten To Direct Metro Source Nat'l Sports

Metro Networks has tapped Tim Van Houten as National Sports Director for its Metro Source information service. He most recently was Sports Director for Sports America.

"Tim's knowledge and love of sports — along with his integrity, professionalism, and work ethic — will take our sports coverage to the highest level possible," Sr. VP/News John Tomlinson remarked. "With his leadership, our sports service to local news affiliates and Metro Source affiliates will set new standards in business."

While at Sports America, Van Houten co-hosted a syndicated radio talk show with Irv Cross, Ray Scott, and Charlie Jones. He's also been Sports Director of the Great Lakes Radio Network and Exec. Director/Sports for the Wisconsin and Illinois Radio Networks.

Kolosine Steps Up To Astralwerks GM

Virgin Records America has promoted Errol Kolosine to GM of its Astralwerks Records. Based in Astralwerks' New York headquarters, Kolosine reports to VRA co-President Ray Cooper and will oversee the Astralwerks, Caroline, Melankolic, Real-world, and Source imprints.



Kolosine

"Errol's expertise and experience in marketing and promotion on behalf of Caroline/Astralwerks will be a significant fac-

tor in the development of his new role," Cooper said. "He is a welcome addition to the team of executives within the Virgin group."

Kolosine most recently spent a year as Astralwerks' National Director/Marketing & Promotion. Prior to that, he spent 18 months as National Director/Radio Promotion. He first joined the company in 1994 as Manager/College Radio. Kolosine began his career as MD at college radio station WVFS/Tallahassee.

Ellis

Continued from Page 1

letting me 'step into his shoes.' David's trust, guidance, and confidence in me have made the transition to head the promotion department a challenging but easy one. I look forward to many years at Mercury Records."

Prior to joining Mercury, Ellis was Sr. Director/Promotion for Curb/Atlantic Records. He also has worked at KDWB/Minneapolis and was PD at New York's WAPP and WQHT (Hot 97), as well as KLSX/Los Angeles.

Pitino

Continued from Page 1

"Rick understands the vital importance that teamwork plays in the success of an organization," remarked R&R Publisher/CEO Erica Farber. "He has built a number of championship organizations and is highly regarded as one of the greatest motivational speakers of our time."

Registration details for R&R Convention '98 can be obtained by calling (310) 788-1696. Registration is also available online by going to the R&R website: www.ronline.com.

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Tramping

Continued from Page 1

cities would pack up, jam the roads heading to the countryside, and set up camp. It's here that the idea of singing around a campfire probably began. All you need is a guitar. Many of these songs are Czech folk music, but a lot is imported from the U.S. and other parts of the world. More significantly, almost none of this music was available on government-run stations during the Communist era.

Enter Zdenek Petera. Armed with an economics degree and a taste of commercial radio from his worldly travels, Petera jumped at the chance for a Prague radio license when frequencies were made available by the newly democratized Czech government. He had no doubt about the format of his station: It would emulate the music people sang along to while tramping. It would be country music in the purest sense ... *music from the country!*

Stations in Europe don't have call letters as we do. Instead, you register your station name with the government, and that's what you're officially known by. Petera decided to call his station "Country Radio," and it was an instant hit. Today, a local ratings service puts Country Radio solidly in first place with shares averaging in the high teens, rivaling the kinds of numbers you see in America's hard-core country markets.

But Prague's Country Radio doesn't sound very much like Country radio in Dallas or any other American city. It's much more traditional and folk-based. While the station does sprinkle in the sounds of Trisha Yearwood and George Strait, etc., you're more likely to hear the likes of Hank Williams Sr. and Bobby Bare. Toss in some renegade stuff from Dwight Yoakam and Lyle Lovett, along with Bob Dylan and Peter, Paul & Mary, and you've got a station that suits itself perfectly to a large number of Prague's residents.

In the Czech Republic, it is difficult for a competitor to move over and grab a slice of that 18 share. The country's bureaucrats have a tight rein on radio formats, and they're loath to allow format changes during the license period. Operators are pretty much stuck with whatever they promised in their application. So, for now at least, entrepreneur Zdenek Petera and his partners in Metromedia International have a lock on the working-class radio listeners of Prague.

Pirate Radio 1

Metromedia's first investment in this city actually occurred at another station in town, and there couldn't be a greater contrast between the two. Like Country Radio, Radio 1 acquired its license as soon as the government made it available. Unlike Country Radio, it was on the air before it was licensed. Radio 1 started out as a pirate station.

Ten years ago, when the scent of democracy filled the air in this country, Vladimir Vintř — who with his graying long hair and denim outfit could be central casting's offering as road manager for a rock band — went on the air with an unlicensed, free-form, counterculture FM station. Broadcasting from a WWII bunker high above the city, the station played a lot of rock and blues music shunned by the government stations. It sounded a lot like the old KSAN/San Francisco or its progressive counterparts

PD Edwards: The Missing Link At WLNK

Former KZQZ/San Francisco PD Mike Edwards has been tapped to program WLNK/Charlotte. He fills the hole created when Stacy Cantrell resigned from the Jefferson-Pilot Pop/Alternative Hot AC late last year.

According to VP/GM Rick Jackson, "When you have a critical management position open, you never know if you're going to be lucky enough to time it right and find the person you really want; we did."

Corporate VP/Operations & Programming Don Benson added, "Mike's experience will make him



Edwards

a great addition to our team. We obviously waited a long time to fill this position because we were looking for the person who was the right fit. Mike is it, and we're delighted to get him."

Noted Edwards, "KZQZ is off to a good start, and I'm leaving it in good hands so that I may accomplish a career-long goal — to join Jefferson-Pilot in the Carolinas."

Edwards, who begins his new duties on May 18, previously programmed WMGs/Wilkes Barre, WKSE/Buffalo, and WDCG/Raleigh.

around the country.

The station weathered an uneasy existence with the government (including a temporary equipment seizure) long enough to become licensed. Radio 1 effectively has the same format as it did when it was a pirate station. Broadcasting from a small downtown studio, it's equipped with all of the modern digital accessories you'd find anywhere, but it still has the air of a college station: some 30-40 personalities — working one-hour to four-hour shifts anywhere from once to five times a week — constitute its weekly lineup, and each air personality decides what to play, drawing from broad guidelines.

Perhaps the most "American-like" station operating in Eastern Europe, certainly under Metromedia's umbrella, is Radio Juventas in Budapest. The company owns this station outright, and its three top positions are staffed by expatriated Americans.

Auditorium Testing

One of the first stops on Matt Spangler's and my tour of Budapest was an auditorium test on behalf of Juventas. In an old, office building downtown sat about 30 Hungarian men and women ranging in age from about 25-49. The group appeared to be composed of student-types, along with working- and middle-class radio listeners.

On the other side of the glass, Owen Leach — who, along with former partner Frank Cody, probably tested enough Americans on their music preferences to populate a large metro area — was at the controls of the test. "It works here the

exact same way it works back home," he said. A song plays, the respondents dial in their responses, and the TV screen in the control room displays the results.

I thought "In The Year 2525" an odd selection until I saw the results on the screen: big scores on that one. But thanks to restrictive radio programming in the old days, there are large gaps in the pop and rock repertoire. Motown stuff, for example, doesn't budge the needle. The station also plays a generous amount of local product. That's important, because it thrives on local appearances, and the bands they play often lend support.

As our trip came to a close, I realized how different, and yet how similar, European radio was from its American counterpart. Most of the differences were behind the scenes: In Europe, there was more government regulation and red tape, a somewhat less intense attitude among salespeople, and none of the frenzied consolidation pressure that hangs over us in America. Commercial radio is barely eight years old in this region of the world, and the attitudes that filter throughout these facilities are the same: Radio is king here ... the Internet, Nintendo and other electronic alternatives haven't made a dent yet, and the possibilities for radio are limitless.

The similarities? You can hear those on the air. A lot of the music, the promos, stopsets, and sweepers could play anywhere. You really don't have to know the local language to hear great radio. When the announcer and his support staff have passion, it somehow comes through whether or not you know what they're saying.

Savadove

Continued from Page 3

potential to be a top radio station, and we are going to figure out how to do it and do it right."

Global

Continued from Page 3

cellor Marketing Group will design and execute integrated marketing campaigns for these national marketers, which will add incremental revenues to Chancellor's sales base."

Global Sales Development currently works with 160 stations in 32 markets. The company has an established working relationship with Chancellor that has generated over

\$12 million in new revenues. Glander added, "Chancellor Marketing Group is dedicated to servicing the needs of major corporate promotions that are locally executed — in the stores and on the streets — and that is what Chancellor Marketing Group will deliver. Creating an entire division dedicated to this function will enable Chancellor Media to make the most of this revenue opportunity."

UPDATE

Prager Now Katz Media VP/Chief Info Officer

David Prager has been promoted to VP/Chief Information Officer at Katz Media Group in New York. He had been Director/Systems Development & Technical Planning for Katz's corporate information services department since 1996.

"In the two years that David has been with us, he has played an integral role in developing our technology platform and improving our daily operations," said Sr. VP/Director of Information Services Gerry Boehme. "He understands the importance of designing systems from the user's point of view, and he knows how applications need to function within our company and our industry."

Prior to joining Katz, Prager was a systems architect with Applied Information Services.

Bloomberg BUSINESS BRIEFS

Continued from Page 8

Spanish Radio Network). In December, Radio One agreed to acquire KZWC and KZSF for \$22 million from Z Spanish, but the group opted to "refocus [its] resources elsewhere," Radio One/CEO Alfred Liggins said.

ABC

Continued from Page 3

Boehme told R&R that Katz is "in discussion with several groups" to fill the ABC space. He declined to identify any of the potential new business, but added that "nothing is final."

Katz President Stu Olds, who is vacationing and not available for comment this week, said in a prepared release, "[ABC Radio Division President] Bob Callahan's decision to break the long-standing ties with Katz was due to the introduction of AM/FM Networks and the dramatic impact it had on the ABC Radio Networks." Olds said the Amcast staff will be retained for current and prospective clients.

Simultaneous with the Interep/ABC deal, 25-year Interep veteran Pine becomes President of ABC Radio Sales. President of Interep East since 1993, Pine will oversee all of ABC Radio Sales operations and is currently in the throes of hiring a sales staff for the new group.

Sales

Continued from Page 18

Two other key things to bring along are success stories and items that show the value your station provides. For example, spot schedules show market impact vs. expenditure levels. Other options (e.g., promotions) provide added value to increase the effectiveness of the on-air campaign.

Radio continues to stand out as a strong advertising medium that adapts to changing lifestyles. The effective use of radio involves taking advantage of its potential benefits by correctly designing and implementing a buy using the best stations with the right mix of creative and commercial exposure.

Sax

Continued from Page 3

Waco, TX when he joined the label in 1994. He'll soon move from Dallas to Nashville.

great-sounding station that probably can be doing better; and WEMP is still hanging in there, contributing about a point in adult demos."

In addition to being GM for Direct Marketing Results and Rich White & Associates' Regional Manager, Hodgson previously managed KLTH/Kansas City and KKLZ & KMTW/Las Vegas.

"George was the spearhead of the ABC development program and is the right person to be running the group," Interep Chairman Ralph Guild told R&R. He said that Interep is recruiting inside and outside of the company.

Guild and his college buddy-turned-business partner, Daren McGavren, formed the rep firm McGavren-Guild in the early 1960s; that later became Interep. While Guild and his contemporaries may witness a shrinking demand for rep firms as the industry consolidates and advertisers go directly to the group instead of engaging a middleman, Guild appears to be king of the hill.

"Even though the scale has changed, the value of a rep firm hasn't changed," Boehme told R&R. "From the broadcast group perspective, a group still needs representation within cities. It comes down to selling the group, not just the stations. As for advertisers, the groups don't provide the markets that the advertiser needs all the time."

Costs depend on three factors: historical prices, current market conditions, and value-added elements. Costs should always be considered in terms of audience coverage objectives. An analysis of reach/frequency targets plus station cost factors can help determine how much money needs to be spent on the campaign. If budgets have already been set, reach/frequency goals can be maximized based on available dollars using planning models.

Sax's radio experience includes stints at KLDD, KEGL, and the Satellite Music Network in Dallas. He was MD/afternoon driver at WACO

Hodgson

Continued from Page 11

great-sounding station that probably can be doing better; and WEMP is still hanging in there, contributing about a point in adult demos."

In addition to being GM for Direct Marketing Results and Rich White & Associates' Regional Manager, Hodgson previously managed KLTH/Kansas City and KKLZ & KMTW/Las Vegas.

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Radio

• **MICHAEL CELLA** has been appointed Dir./Ops., Connecticut/Western MA for Metro Networks. He comes to the company from his previous post of Exec. Producer and on-air host at Shop And Save Radio.

Records



Smith

• **TOM "SMITTY" SMITH** is hired as Nat'l Dir./Promotion for Ng Records. He arrives at the label from operating his own indie radio promo & mktg. firm, S.P. Unlimited.

National Radio

• **UNITED STATIONS RADIO NETWORKS (USRN)** has formed an advertising sales partnership with live national Talk network **TALK AMERICA**. The latter will take over distribution for USRN's *Barry Farber Show* and *Online Today* with *David Lawrence*.

Also, the company has hired **EDD HALL** to host its weekly three-hour, retrospective series, *Country Giants*. Highlighted artists and dates are as follows:

May 9-10: George Strait
June 6-7: Brooks & Dunn
July 4-5: Alan Jackson
Aug. 1-2: Reba McEntire
Sept. 5-6: Vince Gill
Oct. 3-4: Garth Brooks

— (212) 869-1111

• **SW NETWORKS** has booked the following guest for its upcoming satellite programming:

May 11: Earl Woods, on his biography about his son, Tiger

— (212) 833-7320

Products & Services

• **MANNGROUP RADIO SERVICES INC.** has announced a long-term venture with jingle and music library producer **GROOVE ADDICTS INC.** to distribute the latter's format-specific music packages to radio on a barter basis. The first two packages are the Urban-focused "Kool Moves" and the Alternative-g geared "Extreme Noise."

— (213) 512-0144

CHRONICLE

MARRIAGES

Warner Bros. Records Nat'l Dir./Promo **Dave Lombardi** to Kelley Martyn, May 3.

KXTE/Las Vegas PD **Mike Stern** to KXTE Business Mgr. **Julie Roeder**, May 2.

CONDOLENCES

Jacor Nat'l Dir./Country Programming **Jaye Albright's** father, Richard, April 29.

Steel guitarist **Harold "Curly" Chalker**, 66, April 30.

Editor's Note:

National Radio Formats will not appear this week. This feature will return in next week's issue.

Puerto Rico

Continued from Page 1

markets will decrease by one ranking. The Puerto Rico survey area will contain 118 radio broadcasters, the majority of which have translators scattered throughout the territory.

An official announcement by Arbitron was made last weekend during the Puerto Rico Radio Broadcasters Assn.'s (PRRBA) annual convention in San Juan, following a presentation of the pilot study to the 10 broadcasters. Arbitron has been working with since last autumn to determine the feasibility of creating a rated market.

"Radio broadcasters in Puerto Rico will have greater visibility among the thousands of advertising agencies that use Arbitron as a source for radio ratings," Arbitron President Steve Morris said. "The radio audience information for Puerto Rico will now be delivered, along with the radio ratings for all the other Arbitron radio markets, right to the desktops of the people who spend billions of dollars on radio advertising."

With the exception of Monmouth-Ocean, NJ (market No. 46), all markets ranked between 1 and 73 are measured continuously. However, Puerto Rico will be measured twice yearly and contain only qualitative data. The market's first survey is set for summer '98, covering the weeks of July 2 through September 23. The market will then regularly receive fall and spring surveys. Clara Carneiro, Arbitron's manager of U.S. Hispanic radio services, told R&R the market will receive only two surveys per year "due to the economics of the island."

Until now, the only radio survey measuring actual listening in Puerto Rico has been conducted by Aseores, a locally based company that polls people door-to-door and via telephone. With Arbitron's arrival, sales managers throughout the market will be provided with "greatly needed avenues for" continued growth island-wide, PRRBA Exec. Director Jose Rivas Domenici said.

Domenici, who owns WMNT-AM (Radio Atenas/Manatee, PR, has expressed some concerns about what Arbitron's island-wide survey will do to his station. "They have to make sure our station shows up. We can't show up in the island-wide book. Aseores gives us a special report in certain areas, and that's what we still have to discuss with Arbitron."

WUNO-AM & WFID-FM/San Juan GM Joe Pagan told R&R, however, that Arbitron already has the methods in place to achieve such a goal. "Regional pullout reports will always be available via Maximiser. The data is there to create your own listening areas." Stations such as WMNT are few and far between today in Puerto Rico, thanks to intense consolidation of the island over the last five years. In the pilot study Arbitron conducted, the No. 1 radio station in Puerto Rico was Tropical-formatted "Cadena Salsoul," which comprises WIVA-FM/Mayaguez, WRIO-FM/Ponce, and WPRM-FM/San Juan. Following in rank were Spanish News/Talk "Radio Reloj" (with eight signals), Tropical "Cosmos 94" (three signals), Spanish Contemporary "KQ105" (two signals), and CHR/Pop "La Megaestación" (three signals).

While the PRRBA won't endorse any survey or methodology used to determine radio-listening habits, Pa-

gan said, "We welcome any supplier that can increase our radio property values, and provide us the opportunity to give us ad dollars we were not able to attract otherwise. Before this, we weren't even on the national radar."

Pagan noted that Arbitron's pilot study to determine whether or not Puerto Rico could become a radio market wasn't done to develop ratings. "This test was conducted to discover whether or not Arbitron's methodology would work in Puerto Rico. We weren't sure if Puerto Ricans would return any diaries. We anticipated 1000, but we had a return rate of 56% and a response rate of 46%. They were so excited about it — they received over 2000 diaries! It blew away any misconceptions about Hispanics not being able to fill out diaries and return them."

Carneiro said that in markets where a high-density Hispanic area (HDHA) exists, Arbitron will increase the amount of times a household is contacted to three. The company also persists in its attempts to have Hispanic diarykeepers fully understand how to properly fill out the diaries. "We can't say that a blank page in a diary means that a person didn't listen to the radio in this period," she said. As in stateside markets that contain HDHAs, bilingual diaries were distributed to all potential diarykeepers in Puerto Rico.

Irwin Pollack, President of NH-based consultancy Radio Sales Intelligence, has been working closely with PRRBA member stations to get sales managers on the island acquainted with the sales techniques and methods they'll need to compete with comparable markets such as Atlanta and Miami. "A lot of the operators have to be stronger and more focused. They're going to have to do everything better, faster, and sharper. But there's no sophistication or a lot of the problem-solving skills here among the sales managers."

"As Arbitron comes, the key is to attract ad dollars from the States to place on San Juan-based stations. But as companies have to spend, everyone is going to get stronger because the stakes are getting higher. The pressure is on, but the payback is greater. It could become a \$100-million market overnight. Think of Coors, Ford, and all the national chains that will now be placing ads on stations in San Juan. This is like a station going from eight units an hour to 12."

Official details about Arbitron's plan to create the nation's newest radio market first surfaced last Thursday (4/30) during the company's first-ever Hispanic PD fly-in, held in Miami. Conducted by Carneiro and Manager/Radio Programming Services Bob Michaels, the all-day session featured detailed Spanish-language sessions on interpreting Scarborough qualitative research, MapMaker, Maximiser '97, and the new programmer's package.

The well-attended event was created following a tour of Arbitron by a group of Spanish station representatives who had brought a translator along to help them better understand a lot of the technical information. Michaels expects to hold another PD fly-in next year, most likely in Los Angeles.

R&R Director/Research Services *Hurricane Heeran* contributed to this story.

Tapscan

Continued from Page 1

ing the resources of both organizations working together toward the same strategic objectives has tremendous advantages for Arbitron and for our customers. Arbitron will be able to improve more quickly the services we offer our current clients and to expand more rapidly into new segments of the U.S. and global media marketplace."

Arbitron VP/Communications Thom Mocarsky told R&R that the coupling of services will deliver "a complementary strategy so we don't have to take a lot of time to develop applications that deliver the everyday sales data. We'll be able to get out applications faster and better." He said the Columbia, MD-based ratings company has "so much we want to do, that we needed additional software" to deliver expanded information and greater detail about who in America is listening to the radio and what the audience likes and dislikes. In fact, in diaries dropped in Arbitron's top 60 markets, the company will likely soon go beyond the standard questions — a listener's age, sex, the county where they live, and whether they work full- or part-time — and add more probing questions about a diarykeeper's income, education, and the number of dependent children in the home.

One other possible question to be added to the Arbitron diary is a request for a work ZIP code that will provide a much larger window for researchers and advertisers on America's mobile work force. Mocarsky said the acquisition of Tapscan "may make that happen sooner, now that we have the resources to pull it off."

He said Arbitron, which has just under 3000 ratings clients compared to about 1400 radio clients held by Tapscan, also expects to expand its available data on listeners 21 and older, a much-requested bracket by those agencies representing beer and gaming advertisers.

Mixed Reactions

As word of the deal spread through radioland this week, the reaction was mixed, but few expressed real concern that the acquisition would give the ratings giant another club to beat advertisers for higher rates. In fact, several voices suggested that Arbitron's service rates are already on the stiff side, noting that the company has taken heat for its pricing; they speculated that by adding Tapscan to its product line, Arbitron will be able to stifle criticism and, in the future, expand its pricing plan.

Mottola

Continued from Page 1

tion. Idei said, "I am pleased to acknowledge Tommy's and Sony Music Entertainment's success with this well-earned promotion. Sony Music is one of Sony's strongest assets, and its impact on our long-term strategic plans grows each year. The company's value has increased substantially since its acquisition in 1988, and its annual results have surpassed our expectations."

PROS ON THE LOOSE

Mark Stevens — PD/afternoons KFMS/Las Vegas (702) 247-1476

Bruce Masterson, CEO/President of Strategic Media Research in Chicago, told R&R the two companies are "a natural fit and will ultimately serve the industry better."

New York-based radio lawyer and consultant Barry Skidelsky quipped, "If you can't beat your competition, you buy them. Arbitron's acquisition of Tapscan reflects a continuing trend throughout our industry that shows it is better to acquire competitors than to fight with them. I look forward to the day when AT&T will give me back my black, chunky phone that never broke and handle both my local and long-distance phone service."

Hefel Broadcasting Exec. VP/COO David Lykes said, "Both are very fine companies, and Tapscan is a very user-friendly service," which he believes will enhance Arbitron's service. "When you put two good companies together, generally good things happen."

Radio One Chairperson Cathy Hughes noted that the consolidation of the research and software companies "is the way the industry is moving." But she expressed concern that competition would be eliminated and that fewer companies would control pricing of research. Hughes, who's fast-growing urban group has 14 radio outlets, said, "We are already paying through the nose, and you don't have an alternative. Arbitron does not have a competitor."

Tapscan, which opened its doors in Birmingham 17 years ago when **Jim Christian** founded the operation, will retain its television and cable software systems in the U.S. and its new mobile tracking business, MobilTrak, and will continue operating as Tapscan Inc. **Drew Simpson**, who was President/CEO of Tapscan Worldwide, has become VP/GM of the new Arbitron-owned division also named Tapscan Worldwide. Christian, who will consult Arbitron for an undisclosed period, said, "This is a great moment for me personally and for the talented staff of Tapscan Worldwide. It's a chance to work with the best media data in the world and a chance to deliver great new products and services to many thousands of stations and agencies."

The 69 Tapscan staffers who have worked in the radio division will become Arbitron employees. Tapscan has satellite offices in Boston, Los Angeles, Chicago, Toronto, and Vancouver, and no decision has been made about the future of staff there and in those locations, Mocarsky told R&R.

R&R Washington Bureau Chief *Jeffrey Yorke* contributed to this story.

Mottola noted, "I appreciate the acknowledgment by Messrs. Ohga and Idei of the worldwide success we have achieved, and the opportunity to continue building on and leveraging our strengths in the global market. I am particularly grateful to the management and employees of Sony Music Entertainment throughout the world, who contribute so much toward the achievement of our goals."

Prior to joining CBS Records, Mottola was one of the top artist managers in the music industry. He was founder/President of Champion Entertainment, where he managed the careers of such major stars as Hall & Oates, John Mellencamp, and Carly Simon.

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The Internet Friend or foe

Gina Smith from ABC News, Good Morning America, and host of her own ABC Radio Network program moderates a discussion with representatives from web service providers and entertainment executives to zero-in on ways radio stations and record companies can maximize their potential.

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The Research Group's "Virtual Radio" guru Larry Campbell and Broadcast Programming's "Total Radio" innovator Edie Hilliard go head to head with radio executives and programmers in a no-holds barred battle over the virtues of this new technology and its impact on all facets of radio broadcasting into the next millennium.

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New Strategies For Market Dominance

What techniques and strategies must businesses be ready to use if they are to compete in this rapidly changing landscape? Oren Harari, author of *Leapfrogging The Competition: Five Giant Steps To Market Leadership* and a professor at the University of San Francisco, offers these observations:

• **Challenge conventions.** Many successful business operators have a difficult time believing there are better ways of doing things (even if they know there are, their current procedures may be difficult to change).

In order to change, you must ask yourself how a well-capitalized, creative start-up company could grab a big chunk of your business. Then ask yourself how a well-established company with deep pockets could do the same. Pose this question to

people at all levels and in all departments in your company; then reach outside the company by quizzing customers, trusted suppliers, and other knowledgeable people in your industry and other industries.

By using this process, you may discover customers who are using you in ways you might not have imagined. An employee might have a cost-cutting measure. A vendor could offer a tip he or she picked up elsewhere. People in other industries may have already experienced

dilemmas you're facing now (Lord knows, consolidation is old hat among the banking, insurance, department store, grocery, and automotive retailing industries).

Harari cites a plastics company that found it could boost production by forming joint working groups with some of its preferred customers. Such a procedure would not even have been in the ballpark under its old habits.

• **Encourage "floods" of data.** Your company can actually profit from this age of "information overload" by giving your employees access to valuable new sources of information.

One employee may have a plan to shorten the time between customer order and product delivery, but he or she may need additional details — such as inventory control, logistics, costs, and the like — in order to come up with an intelligent proposal.

Giving employees access to such nonproprietary information makes them feel like part of the process, offers them an opportunity to come up with new methods, and gives them insight into why certain decisions were made in the first place.

• **Hang out with customers.** Too many managers rely on market research without realizing that it only offers a snapshot of today's consumer behavior; it cannot give you insight into future developments your company is working on.

Thousands of products, such as the Sony Walkman and in-line skates, were developed not because consumers cried out for them, but because their inventors felt they could create a market for them. Shrewd competitors anticipate the future behavior of consumers and take calculated risks in exploiting it.

The best managers hang out with their customers, listen to what they can't articulate about their needs, and watch for needs they don't even know they have. In one example, a medical equipment manufacturer encouraged its salespeople to spend time with medical staff at hospitals. In this way, the company experienced firsthand the intense financial pressures everyone was under. From this, it was able to develop disposable products that cut both labor and material costs significantly — something it wouldn't have been able to do had its salespeople not shared the day-to-day experiences of its clients.



By Dick Kazan

The Importance Of Your Back Office

PART THREE OF A THREE-PART SERIES

Would you like to become wealthy in the radio business? If you've read the first two parts of this series, you're now aware of various opportunities and how to approach them. But another important way to make substantial money is our topic today. It's your back office. Even if you're not directly responsible for its activities, what it does (or doesn't do) will still have a direct impact on you as station owners aggressively pursue earnings.

Though often taken for granted, not only can your back office be a major income producer, but, if mismanaged, it can literally destroy your company. Here are some tips that you'll find invaluable.

• **Don't Extend Too Much Credit To Large Accounts.** If you do, they will have enormous leverage over you and they will determine how much and when to pay you. My computer leasing company financed millions of dollars in equipment for what was then one of the nation's largest retailers, Carter Hawley Hale. Their subsidiaries, such as the Broadway Department Stores in Los Angeles, were household names, and the credit-rating agencies gave them favorable reviews. We left safe.

When they became slow in making their payments, we continued to finance new equipment for them, in part because it was risky to offend someone who owed us so much money. They subsequently went bankrupt, and we took a multimillion-dollar write-off. The lesson: Institute tight credit controls and regularly review your exposure.

• **Actively Manage Collections.** Collections should be a continuous process. Keep your sales force abreast of any accounts in which money is past due and let them help you collect it. You can always withhold their commissions until you've been paid.

TRW is a wonderful company and was our largest account. Informally, they did what many large organizations do, and that's to let their vendors wait 45 to 60 days for payment. In effect, they make vendors into bankers who provide interest-free loans. We knew their senior management, provided their company with extraordinary service, and were paid on a timely basis.

• **Have A Due-On-Sale Provision.** Your contract should have language requiring each customer to pay in full if they are sold or if there is a change in corporate control. With no advance notice, companies merge all the time — Citicorp with Travelers Group, Beneficial with Household Finance, etc. — and you could be adversely affected.

The Warehouse music and video chain was a successful Los Angeles-area account of ours. They were very profitable, expanding rapidly, and we financed much of their equipment. In fact, their business was so good, they were subsequently acquired by investors who paid a premium and raised the money by borrowing against the company's assets. This now highly leveraged company (with drastically reduced credit quality) was no match for Blockbuster and nearly went under. We stopped financing new equipment and, over time, carefully collected the money we were owed, wishing our contract had had a due-on-sale provision.

A final tip: It has been rumored that the CEO of a certain large broadcasting group personally approves all expenditures over \$2500. In a big company, this wouldn't be practical, but the concept is interesting. When I as a CEO personally reviewed expense reports and vendor invoices, some of our employees became irritated because they felt this expressed a lack of confidence and trust in them. Yet, we became easily the most cost-efficient firm in our industry. Later, as our company grew larger, I relinquished much of this role, and our overhead skyrocketed. The lesson: Carefully review expenditures, even if you need to assign someone else to assist you.

There you have it. In this three-part series, you've seen various ways in which you can make your fortune. With the dramatic changes taking place in radio, you've never had more opportunity. If you have questions, comments, or other ideas to share, please contact me at the e-mail address below.

Dick Kazan is a successful entrepreneur who founded one of the largest computer leasing corporations in the United States. He created and hosts *The Road To Success*, the first radio talk show to offer on-air business consulting to business owners and employees. E-mail your comments or questions to him at rkazan@ix.netcom.com.

DATELINE

• **April 2 (through June 24)** — Spring Arbitron.

• **May 6-8** — Radio Only Management Conference. Phoenician Hotel, Scottsdale, AZ; (609) 424-6800.

• **May 17-20** — 38th Annual Broadcast Cable Financial Mgmt. Conference. Hyatt Regency, New Orleans; (847) 296-0200.

• **May 21-27** — 21st Annual NABOB Spring Broadcast Management Conference. Hotel TBD, St. Thomas U.S. Virgin Islands; (202) 463-8970.

• **May 30** — '98 RTNDA Spring Training Conference. Wyndham Garden Hotel, Buckhead, Atlanta; (202) 659-6510.

• **May 30** — 1998 MTV Movie Awards. Barker Hanger, Santa Monica, CA.

• **June 4** — Seventh Annual Radio-Mercury Awards Show. Marriott Marquis, New York; (212) 681-7207.

• **June 11-13** — R&R Convention '98. Century Plaza Hotel, Los Angeles, CA.

• **June 15-21** — International Country Music Fan Fair. Tennessee State Fairgrounds, Nashville; (615) 244-2840.

• **June 17-20** — PROMAX Convention. Toronto Convention Center; (310) 788-7600.

• **June 20** — '98 RTNDA Spring Training Conference. Sheraton Plaza Hotel, St. Louis; (202) 659-6510.

• **July 2 (through September 23)** — Summer Arbitron.

• **July 7** — Major League Baseball All-Star Game. Coors Field, Denver.

• **July 16-19** — 23rd Annual Conclave. Marriott City Center, Minneapolis; (612) 927-4487.

• **July 29-August 2** — '98 Women In Communications Conference. Ritz Carlton, Philadelphia; (410) 544-7442.

• **August 6-8** — Talentmasters Morning Show Bootcamp. Grand Hyatt, Atlanta; (770) 926-7573.

• **September 10** — MTV Music Awards. Universal Amphitheater.

• **September 10-12** — 47th Annual AWRT Convention. Westin City Center, Washington, DC; (703) 506-3290.

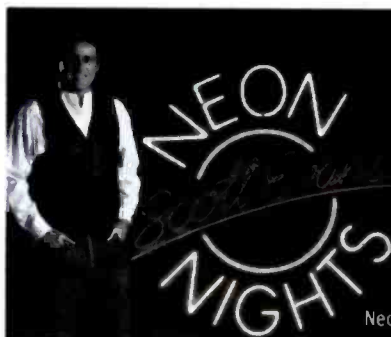
• **September 23** — CMA Awards. Grand Ole Opry, Nashville.

• **September 23-26** — '98 RTNDA International Conference & Exhibition. San Antonio Convention Center; (202) 659-6510.

• **October 11** — '98 Radio Hall of Fame Awards Ceremony. Chicago Cultural Center; (312) 629-6005.

• **October 14-17** — NAB Radio Show. Seattle Convention Center; (202) 429-5354.

• **October 16-18** — North By Northwest. Portland Hilton; (512) 467-7979.



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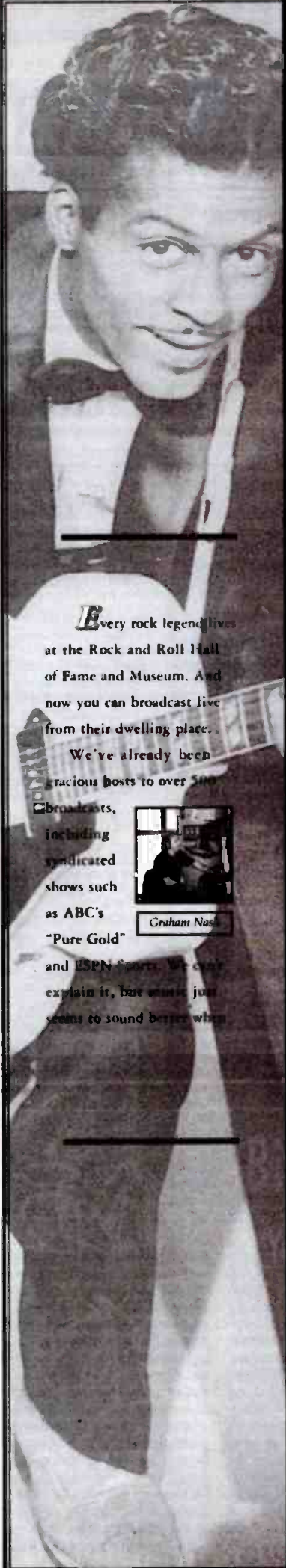
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BUT YOU'VE NEVER
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We've already been gracious hosts to over 500 broadcasts, including syndicated shows such as ABC's "Pure Gold" and ESPN Sports. We can't explain it, but music just seems to sound better when



Graham Nash



What a beautiful facility you have, we sounded like we were right in our own studios! You'll be glad to know, we came home to nothing but "rave reviews!" - Jon Holiday, Operations Manager, "Good Time Oldies," Jones Radio Network, Denver, CO

"The Rock and Roll Hall of Fame and Museum provides a great home for OUR music. It's why all of us got into the business. This "house rocks!" - Diane Morales, Promotions Director, K-Earth 101, Los Angeles, CA

"ABSOLUTELY...no glitches at all - and with live broadcasts, that is sometimes a rarity." - Kimberly Gerlach, Promotions Director, V100, Topeka, KS



it comes from the source. The studio costs you nothing and gives you unheard of exposure. You can check it out on the web at www.rrhofmuseum.com. Oh, and don't be surprised if you run into someone like Graham Nash or Blues Traveler while broadcasting. To book a date at the Rock and Roll Hall of Fame and Museum, or for more information, call Dave Hirtz at 216-515-1961 or e-mail dhirtz@rockhall.org. See you soon.



Blues Traveler



What's In Your Sales Briefcase?

Radio sales from the buyer's point of view

By Gerry Boehme

One of the first radio sales presentations I ever saw featured an experienced GM who demonstrated his sales technique by giving us a tour of his briefcase. I've always remembered two things from that meeting. First, he had a really large briefcase. More importantly, his bag held just about anything he would ever need to make an effective sales call.

His materials included information about radio's value, advantages and disadvantages of other media, his station's biggest strengths, short profiles of other stations in the market, research about the client's product and its target audience, success stories featuring similar products or marketing strategies, and a specific marketing plan to generate results.

Other than client and product information, much of the material in his briefcase didn't change much from one call to the next. Most of his preparation involved learning about the client, assessing her/his objectives, and preparing a proposal that would be effective. This GM felt that if he couldn't make the sale out of his briefcase, he hadn't done a good job of preparing for the pitch. He felt he should be able to anticipate what he'd need before the appointment so he could take advantage of any opportunity he'd uncover.

I still think about that presentation today. Perhaps his briefcase

has been replaced by a laptop, but the basic philosophy still makes sense. Today's advertiser has many options, more than ever before. The wealth of choices allows clients to pick and choose, working to get the best mix of media to accomplish their goals. Clients, agencies, and even retailers now have direct access to information that they used to depend on us to deliver. More than ever, anticipation and preparation are still the keys to success.

Anticipation means looking at the opportunity from the buyer's point of view. We already know what we want: the sale. Do we know what the buyer wants and why? Are we prepared to deliver anything the prospective client needs, from preliminary fact-finding to detailed marketing strategies, before we make the call? If we do a good job of anticipating what may be necessary, we can prepare and fill our briefcases (or laptops) with all the material we might need to get the order.

No matter which format or po-

tential sponsor you're working with, here are some things every radio sales briefcase should include:

Radio's Strengths

We have to sell radio before we sell our station. It never hurts to position the medium even to established radio advertisers, who may be making unjustified assumptions and not using radio to its fullest advantage. Among the points we should stress:

- Universal availability and appeal, including impressive trends in listening over the past 10-15 years for key age groups.
- Mobility and the freedom to participate in other activities while listening, helping to make radio the only medium that can adapt to any lifestyle.
- Radio's ability to target audiences and the loyalty listeners feel toward their favorite stations.
- The power of using imagination and theater of the mind.

A Station Review

Most of us can offer a wealth of information about our own station, but what do we say about our competitors? Is it all negative, or do we give credit to every station for their relative strengths and explain how we fit in the market?

All programming attracts different age groups and lifestyles. The more positive we can be about all stations in the market, the more we can be perceived as a marketing resource instead of a seller of time.

Several Information Sources

In-depth market information helps people make accurate decisions. Quantitative audience estimates (Arbitron or some other source) serve as the basis for determining the audience size in terms of age, sex, race, and geography. Applications like Maximiser help define the audience in more specific terms, like marketing area (ZIP code clusters) or faithful listening. Qualitative sources such as Scarborough, Media Audit, or Retail Direct go beyond the standard Arbitron demos by including lifestyles, consumption patterns, and product preferences.

Being the "information source" can establish your position as the first place a buyer turns to when starting to plan a campaign.

Planning & Buying Tips

Good radio campaigns depend on defining goals, communicating the message, and choosing the right stations. Guiding advertisers through the process puts us in good position to be included in the mix.

All campaigns seek to accomplish some goal: create awareness, generate store traffic, or motivate purchases of products. Most importantly, the advertiser has to define the target au-

RADIO GETS RESULTS

SUCCESS STORIES FROM THE RAB

The Water Source: A Clear Victory

SITUATION: The Water Source is a Memphis-based bottled water distributor that provides its customers with free home or office delivery of Mountain Valley Spring Water, along with other brands such as Diamond and Clearidge. The company competes with other local bottled-water suppliers and the well-known store-bought brands (Evian, Naya, Ozark, etc.), in addition to another less publicized yet formidable rival — Memphis tap water. The city of Memphis is reputed to have the purest public water system in the country.

OBJECTIVE: The Water Source had been in business 15 years. During that time, the company restricted its advertising efforts to newspaper, direct mail, and trade show displays. The mix had been successful, but the pressure of increased competition necessitated a change in the firm's advertising philosophy and objectives.

CAMPAIGN: Account executive Shellie Fleming of Memphis radio station WSRR-FM met with Phil Russom, managing partner of The Water Source. After this initial information-gathering session, Fleming came up with a great promotional idea that established The Water Source as a sponsor of tailgate parties prior to University of Memphis home football games. The campaign was designed to not only provide The Water Source with exposure over the airwaves, but also allow the company to hand out samples of its products during the pre-game events.

RESULTS: Both the tailgate promotion and the on-air schedule of commercials were great successes. The company's message obviously made an impression, because the phones quickly began to ring. Since its inaugural campaign, The Water Source has been a regular advertiser on WSRR. "Advertising on WSRR helped increase our business more than 100%; it put us on the map," said Mr. Russom. "We particularly like the immediate results we get from advertising with radio, and we appreciate the commitment to service and creative assistance we receive from our account executive." In early 1997, Fleming signed the company to a contract calling for a 45% increase in annual billing. The Water Source is now the dominant bottled water company in the Mid-South.

RAB TOOLBOX

More marketing information and resources from the RAB

FROM MEDIA TARGETING 2000

From 6am to 6pm, bottled water users spend 45% of their media time with radio. Compare this to 40% with television and only 9% of the time with newspaper.

FROM RAB'S INSTANT BACKGROUND COLLECTION — BOTTLED WATER

Imported bottled water grew 15.1% in 1996, following a 6.6% drop in 1995, to reach a record high total of 111.8 million gallons. France was the largest exporter of bottled water to the U.S. in 1996, with 58.5% of the market, compared to 29.7% for Canada, 6.7% for Italy, and 5.1% for all others (*Beverage World*, October, 1997).

FROM RAB CATEGORY FILES

"In 1996, bottled water accounted for \$3.6 billion at the wholesale level and a 13% share of total refreshment beverage sales."
— *Beverage World*, 1/98

For more information, call RAB's Member Service HelpLine at (800) 232-3131, or log on to Radiolink at <http://www.rab.com>.

diency group, which can be described by any combination of sex, age, race, lifestyle, or consumption characteristics. Good salespeople ask good questions. The more information you have, the better you can plan a campaign that reaches the right target group with an effective message.

Once the target is identified and the goal is defined, the implementation of any campaign depends on exposing the right people to the message enough times to generate the desired result. In radio research terms, the goals of the buy can be expressed as reach (the number of people who hear the message) and frequency (the number of times the message is heard by any one person).

There's no one way to plan a

schedule. Used exclusively, radio may deliver all the objectives of the buy. Used as a part of the media mix, radio may be asked to provide certain elements within an overall marketing plan.

The campaign length, flights, and dayparts can be influenced by budget considerations, the inclusion of other media, and the reach/frequency goals. Choosing the right frequency is perhaps the most difficult part of making a buy (see "What's The Right Amount Of Frequency?" box). It can be influenced by creative considerations and campaign objectives (like the need for creating aware-

Continued on Page 12

What's The Right Amount Of Frequency?

One of the most commonly asked questions we receive is "how much frequency is enough?"

Effective advertising occurs when the consumer receives a message enough times to motivate behavior. The right amount of effective frequency depends on various marketing factors.

Established Vs. New: An established advertiser already has high awareness and would need less frequency than a new advertiser that needs to build awareness through a higher number of exposures.

Brand Loyalty: The higher the brand loyalty, the less need for frequency.

Brand Dominance: The dominant brand in most cases requires lower frequency levels than a less dominant one. This is because the dominant brand already has higher consumer acceptance and a higher level of awareness.

Purchase Cycle: Products or services with longer purchase cycles generally require less frequent reminders than those with shorter cycles. Shorter cycle products need higher frequency levels in order to maintain continuing awareness.

Competitive Strategy: If an advertiser's goal is to beat the competition or if the competitive environment is very strong, a higher frequency level is required.

Target Group: Each target group has a different recall level. Younger listeners are generally more easily distracted and less attentive; therefore, they need higher frequency levels.

Unfortunately, there is no clear rule on how much frequency is the right amount. Techniques like Optimum Effective Scheduling (OES) recommend very high spot loads and frequency levels in one week to guarantee listener impact and results for the client. While the exact amount of frequency remains open to interpretation, there seems to be general agreement that a minimum of three is necessary to generate results.

In the absence of specific frequency goals stated by the client, setting the average frequency at three will maximize reach at the three-or-more level. For example, if an agency buyer specifies a buy at 150 gross rating points with no frequency or reach goal, the salesperson should plan it at a 50 reach and a three frequency to maximize reach at the three-plus level.



FRANK MINIACI

SCREEN SCENE

Radio Goes To The Movies

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

May 15

THE HORSE WHISPERER (Touchstone) — 14-year-old Grace MacLean (Scarlett Johansson) is emotionally and physically scarred after suffering a terrible riding accident on her prized horse, Pilgrim. Grace's mother, Annie (Kristin Scott Thomas), a high-powered magazine editor, launches an all-out campaign to find a "horse whisperer," someone with the unique gift of curing troubled horses. She packs up her daughter and heads to Montana to seek the help of Tom Booker (Robert Redford), a legend for this sort of work. Love blossoms between the two.

May 20

GODZILLA (Universal) — Nuclear scientist Nick Tatopoulos is ripped from his research for the greatest project of his life — to help the U.S. track the beast behind several mysterious disasters. As Nick begins his investigation, the enormous creature descends upon NYC, causing complete chaos. The army mobilizes its troops to attack, but the monster swiftly and effortlessly disappears. Phillippe Roche, an enigmatic insurance investigator, leads an odd team to assess the destruction left in the creature's wake. He and Nick must join forces to unravel the mystery behind the incredible creature. Starring Matthew Broderick, Jean Reno, Maria Pitillo, and Hank Azaria.

May 22

BULWORTH (20th Century Fox) — Warren Beatty portrays a U.S. senator who is going over the edge. Inspired by the beautiful Nina (Halle Berry), Bulworth finds himself saying publicly for the first time what he's always known to be true about race and wealth in America.

QUEST FOR CAMELOT (Warner Bros.) — WB's first fully animated feature film is set in the days when King Arthur was newly crowned. The story revolves around the exploits of Kayley, a lively and strong-willed girl, and Garrett, a resourceful young blind man. Lending their voices are Jessalyn Gilsig, Cary Elwes, Gabriel Byrne, Gary Oldman, Don Rickles, and Eric Idle.

June 5

COUSIN BETTE (Fox Searchlight) — Jessica Lange plays the title character, a calculating spinster who takes on the world of secret treachery, passions, and ambitions with a cunning sense of fair play. Always ridiculed and never married, she has long lived in the shadow of her beautiful and beloved sister, Adeline. Bette is just one of a cast of characters that makes up the aristocratic Hulot family in 1840s France. Co-starring Bob Hoskins, Elisabeth Shue, Hugh Laurie, and Aden Young.

June 12

SIX DAYS, SEVEN NIGHTS (Touchstone) — Harrison Ford is Quinn Harris, a rough-hewn aviator who hates tourists and lives an uncomplicated existence in a tropical paradise. Robin Monroe (Anne Heche) is a driven magazine editor on holiday with her fiancé, Frank Martin (David Schwimmer). When an unexpected deadline requires Robin go to Tahiti, she reluctantly bribes Harris to take her. Along the way, the two are forced down due to a storm, and danger and romance ensue for the two castaways.

THE TRUMAN SHOW (Paramount) — Truman Burbank (Jim Carrey) is the most famous face on television, only he doesn't know it. He is the unwitting star of a non-stop, 24-hour-a-day documentary soap opera. His friends, his family ... everyone around him is an actor. He's a prisoner in a made-for-TV paradise! This is the story of his escape. Also starring Laura Linney, Noah Emmerich, Ed Harris, and Holland Taylor.

June 19

MULAN (Walt Disney Pictures) — Mulan chronicles the daring adventures of a young Chinese woman whose irrepressible spirit clashes with her tradition-bound society. When her country is forced into war, she takes her ailing father's conscription notice and joins the Chinese army to save his life. Lending their voices to this animated adventure are Ming-Na Wen, Eddie Murphy, B.D. Wong, Harvey Fierstein, and Gedde Watanabe.

June 26

OUT OF SIGHT (Universal) — A prison breakout goes awry when Jack Foley (George Clooney), an escaped bank robber with no intention of going back, takes Karen Sisco (Jennifer Lopez) hostage. A by-the-book federal marshal, she is determined to recapture him, but then must figure out if she can sleep with him and arrest him. Co-starring Ving Rhames, Albert Brooks, and Don Cheadle.

July 1

ARMAGEDDON (Touchstone) — An asteroid the size of Texas is heading directly toward Earth at 22,000 mph. NASA's executive director must send up a crew to destroy it. He enlists Harry S. Stamper (Bruce Willis), the world's foremost deep core oil driller, and his roughneck team. They must land on the asteroid, drill into its surface, and drop a nuclear device into the core. Co-starring Ben Affleck, Billy Bob Thornton, Liv Tyler, and Will Patton.

July 10

LETHAL WEAPON 4 (Warner Bros.) — They're back! Detectives Riggs (Mel Gibson) and Murtaugh (Danny Glover) reteam with the hyperactive Leo Getz (Joe Pesci) and are joined this time by junior detective Lee Butters (Chris Rock). The team struggles to unravel a series of events involving an Asian crime overlord (Jet Li).

MADLINE (TriStar) — "In an old house in Paris that was covered in vines, lived 12 little girls in two straight lines." begins the classic series of Madeline books by Ludwig Bemelman. Hatty Jones plays the fearless Madeline. Frances McDormand glides with grace as Miss Clavel, and Nigel Hawthorne is the villainous Lord "Cucuface."

SMALL SOLDIERS (DreamWorks) — What would happen if toy technology took on military intelligence? What if action figures took their jobs a little too seriously? *Small Soldiers* tells the story of an all-out war between the Gorgonites, a small but intrepid band of monstrous-looking creatures, and the war-loving Commando Elite, led by Major Chip Hazard (Tommy Lee Jones). Co-starring in this blend of live action and state-of-the-art computer animation are Kirsten Dunst, Gregory Smith, Jay Mohr, Phil Hartman, and Denis Leary.

July 13

POLISH WEDDING (Fox Searchlight) — The love, jealousies, and entanglements that face a

Promo Of The Week

HOT TUBBIN' IT ON SECRETARY'S DAY — WAQY/Springfield, MA decided to pay homage to a neglected segment of the populace, the male secretary, on April 22. The selected men were able to relax in a hot tub with Rock 102.5's Bax and O'Brien during lunch hour on Main Street in downtown Springfield. The guys also received Red Sox tickets, movie tickets, and CDs.

working-class Polish-American clan from Detroit are the focus of this film, which stars Lena Olin as the mother, Gabriel Byrne as the father, and Claire Danes as the daughter, Hala, who is the center of the family's tempestuous storm.

July 17

THE MASK OF ZORRO (TriStar) — A sweeping romantic adventure of love and honor, tragedy and triumph, set against Mexico's fight for independence from the iron fist of Spain. Twenty years have passed since Don Diego de la Vega (Anthony Hopkins) fought oppression as the legendary hero Zorro. He now must find a successor to stop the tyrant Raphael Montero, who stole everything he loved and left him to rot in prison. Don Diego chooses Alejandro Murietta (Antonio Banderas), a bandit with a troubled past, and transforms him into the fearless romantic hero he once was.

July 24

JANE AUSTEN'S MAFIA! (Touchstone) — Organized crime gets the *Airplane!* treatment. The story of the Cortino family begins when the young and innocent Vincenzo Cortino is driven from his home in Sicily and forced to swim to America. There he grows up to become the infamous patriarch of a powerful crime family. Getting along in years, Vincenzo (played by the late Lloyd Bridges) must choose between his psychotic son Joey or the war hero Anthony. Jay Mohr, Olympia Dukakis, Christina Applegate, and Billy Burke co-star.

SAVING PRIVATE RYAN (DreamWorks) — June 6, 1944. The Allies launch the biggest invasion in military history as millions in war-ravaged Europe wait and hope. As vast armies storm the beaches, a crack unit of troops is ordered to find and retrieve one man: Private James Ryan. As the soldiers push deeper into enemy territory, they find themselves questioning their orders. Why is one man worth risking eight? Co-starring Tom Hanks, Edward Burns, Tom Sizemore, Matt Damon, and Vin Diesel.

July 29

THE PARENT TRAP (Walt Disney Pictures) — In this all-new remake of the Disney classic, two identical twin sisters, who've never met, who conspire to reunite their mom and dad, who never should have been apart. Starring Dennis Quaid, Natasha Richardson, Lisa Ann Walter, and Elaine Hendrix.

July 31

A PERFECT MURDER (Warner Bros.) — Millionaire industrialist Steven Taylor (Michael Douglas) has it all — except the fidelity of his young wife, Emily (Gwyneth Paltrow). When he finds out she's having an affair with a struggling downtown artist (Viggo Mortensen), he sets in motion a terrible plot — the perfect murder — with Emily as the target. However, in the final scheme of things — once foul play is in the air — a cat-and-mouse game ensues with some unexpected predators.

BASEKETBALL (Universal) — Director David Zucker (*Airplane!*, *Naked Guns*) tackles the field of professional sports. Helping add laughs are Trey Parker, Matt Stone, and Bob Costas.

August 7

THE NEGOTIATOR (Warner Bros.) — Danny Roman (Samuel L. Jackson) is at wit's end and holding the chief of the Chicago Internal Affairs Bureau at gunpoint — all because Roman has been falsely accused of murder and theft. He can prove his innocence, but he just needs a little time. He requests the services of respected negotiator Chris Sabian (Kevin Spacey), who squares off with his opponent while trying to defuse an explosive situation.

Dates are subject to change.
Compiled by R&R Associate Editor Margo Ravel; (310) 788-1659

TALK BACK TO R&R!

We encourage your feedback. If you have comments regarding this column or would like to see your work here, contact Frank Miniaci directly at (310) 788-1650 or by e-mail at miniaci@ronline.com.

ZINE SCENE

You Can Bank On It!

Janet Jackson has joined forces with **Magic Johnson** and **Motown Records' Jheri Busby** and invested \$3 million for a controlling share of California-based **Founders National Bank**. They hope to use their contacts and drawing power to get the African-American elite to plunk their savings there (*Time*).

David Pullman, the dealmaker who put together the **David Bowie** bond deal, rates other rock stars on their bankability. **Ozzy Osbourne** merits a BBB+ with an estimated value of more than \$20 million; **Alanis Morissette** isn't considered a long-term bet and garners a "definitely junk" rating. **Blondie** receives an A rating, and the investment worth is approximately \$15 million. Says **Blondie** frontwoman **Deborah Harry**: "Only \$15 million? Well, if we're going to be betting, Mama needs a new pair of shoes" (*Details*).

What's In A Name?

"I've been waiting to do this for over a month. And now, stay tuned for 'Snatches' — where there's a time and a place" — **WBAI-FM**/New York engineer **Michael G. Haskins** anticipates the debut of the world's first gynecological call-in program, a special edition of the station's *Healthstyles* show (*New York*).

All In The Family

Children of rockers who have followed the same road are featured in *Entertainment Weekly*. One highlight: "It wasn't about, like, 'You're **John Lennon's** son,' because he doesn't give a s—. If he wants people to hear [new album *Into The Sun*], I wish that for him. If he wants to stay more underground, I'll help guide it in that direction," says **Beastie Boy Adam Yauch**, who asked **Sean Lennon** to record an album for the **Grand Royal** label.

Also in the works are album from **Elijah Blue's** (son of **Cher & Gregg Allman**) band **Deadly**; **Pete Townshend's** daughter **Emma**; **Rufus Wainwright** (son of **Lou Don III & Kate McGarrigle**); **Adam Cohen** (son of **Leonard Cohen**); **Chris Stills** (son of **Stephen Stills**); and **Loretta Lynn's** granddaughters, **Patsy & Peggy Lynn**.

Who's Kissin' ...

Madonna is in a red-hot fling with **Titanic** hunk **Billy Zane** (*Star*).

LeAnn Rimes falls for **Party Of Five** hunk **Andrew Keegan**, and friends say, "LeAnn was so anxious to show off her handsome new beau, she posed for pictures with Andrew and happily introduced him to all her country music pals" (*Globe*).

Paul McCartney and **Michael Jackson** have kissed and made up following the tragic death of **Linda**. McCartney was mad at Jackson after he bought the **Beatles'** catalog and allowed one of the songs to be used for a commercial. "The terrible feud is over," Jackson told a friend (*National Enquirer*).

... Who's Hissin'!

Michael Jackson is already pushing his wife, **Debbie Rowe**, to have a third child, but Rowe is threatening to have her tubes tied — unless Jackson spends more time with her and stays away from **Lisa Marie Presley** (*Star*).

And **Madonna** was trying to patch up a long-standing feud with pal **Sandra Bernhard** when she called to congratulate Bernhard on her pregnancy. Madonna offered to be the child's godmother, but Bernhard said don't call me, I'll call you (*National Enquirer*).

Truer Words ...

"I truly believe that when men are looking at women, they can't see past their hooters. You could have the stupidest woman imaginable, but if she's got a beautiful pair of hooters, a man is gonna want to fuck her. Whereas if I have a stupid man in front of me, I don't give a fuck how big his dick is, I want him out of my life" — **Garbage's Shirley Manson** defines the difference between men and women (*Details*).

We Can Be Heroes ...

"As soon as I hear there's a pond in trouble of any sort, I'll be there. If it's a problem with slit, or some kind of dock that's come loose ... some fish that aren't getting along, whatever it is, it's my job to be there. To hell with the \$5 million [a week]" — **Jerry Seinfeld** on his charitable presence at the fund-raiser for the **Eagles'** **Walden Woods Project** (*Entertainment Weekly*).

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

MUSIC & MOVIES

CURRENT

- **HE GOT GAME** (Def Jam/RAL/Mercury)
Single: He Got Game/Public Enemy
Other Featured Artists: **KRS-One**, **Flavor Flav**, **Stephen Stills**
- **CITY OF ANGELS** (Warner Sunset/Reprise)
Singles: **Uninvited/Alanis Morissette**
Iris/Goo Goo Dolls
Other Featured Artists: **U2**, **Paula Cole**, **John Lee Hooker**
- **THE BIG HIT** (TVT Soundtrax)
Featured Artists: **Sugar Hill Gang**, **Buck-O-Nine**, **LaTanya**
- **BLACK DOG** (Decca)
Single: **Drivin' My Life Away/Rhett Akins**
Other Featured Artists: **Big House**, **Patty Loveless**, **Gary Allan**
- **LOST IN SPACE** (TVT)
Single: **Lost In Space (Theme)/Apollo Four Forty**
Other Featured Artists: **Crystal Method**, **Death In Vegas**, **Propellerheads**
- **SLIDING DOORS** (Jersey/MCA)
Single: **Have Fun, Go Mad/Blair**
Other Featured Artists: **Space Monkeys**, **Jamiroquai**
- **THE PLAYERS CLUB** (Heavyweight/A&M)
Singles: **We Be Clubbin'/Ice Cube**
Same Tempo/Changing Faces
Other Featured Artists: **Jay-Z**, **Scarface**
- **MAJOR LEAGUE III: BACK TO THE MINORS** (Curb)
Singles: **Small Talk/Sawyer Brown**
Other Featured Artists: **Smokin' Armadillos**, **Alabama**, **Sister Hazel**

COMING

- **WOO** (Sony Music Soundtrax/Epic)
Single: **Money/Charli Baltimore** (Unentertainment/Epic/Sony Music Soundtrax)
Other Featured Artists: **Brownstone**, **M.C. Lyte** t/N. **Gilbert**, **Lost Boyz**
- **QUEST FOR CAMELOT** (Curb/Atlantic)
Single: **Looking Through Your Eyes/LeAnn Rimes**
Other Featured Artists: **Celine Dion**, **Bryan White**, **Corrs**
- **I GOT THE HOOK-UP** (No Limit/Priority)
Single: **I Got The Hook-Up/Master P t/Sons Of Funk**
Other Featured Artists: **Snoop Doggy Dogg**, **Montell Jordan**, **Jay-Z**
- **THE HORSE WHISPERER** (MCA/Nashville)
Single: **A Soft Place To Fall/Allison Moorer**
Other Featured Artists: **Dwight Yoakam**, **Mavericks**, **George Strait**
- **BULWORTH** (Interscope)
Single: **Zoom/Dr. Dre & L.L. Cool J** (Aftermath/Interscope)
Other Featured Artists: **RZA**, **Public Enemy**, **Mack 10 & Ice Cube**
- **GODZILLA** (Sony Music Soundtrax)
Single: **Heroes/Wallflowers** (Epic)
Other Featured Artists: **Puff Daddy** t/**Jimmy Page**, **Ben Folds Five**, **Days Of The New**
- **HOPE FLOATS** (Capitol)
Single: **Chances Are/Bob Seger & Martina McBride**
Other Featured Artists: **Rolling Stones**, **Mavericks**, **Deana Carter**

CYBERSPACE

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

Net Chats

Shawn Colvin, Monday (5/11) at 10pm ET/7pm PT, America Online (keyword: OPRAH).

On The Web

Pietasters and Reverend Horton Heat, concert, Friday (5/8) at 9:30pm ET/6:30pm PT (www.LiveConcerts.com).

Agents Of Good Roots, concert, Saturday (5/9) at 8:30pm ET/5:30pm PT (www.rollingstone.com).

Bad Religion, concert, Monday at 8:30pm ET/5:30pm PT (www.rollingstone.com).

Bjork, concert, Tuesday (5/12) at 8pm ET/5pm PT (www.Rocktropolis.com).

Fuel, concert, Tuesday at 9pm ET/6pm PT (www.rollingstone.com).

Fastball, chat, Wednesday (5/13) at 7pm ET/4pm PT (www.sonicnet.com, chat.yahoo.com).

Morcheeba, concert, Wednesday at 8pm ET/5pm PT (www.Rocktropolis.com).

The Jesus Lizard, chat, Wednesday at 8pm ET/5pm PT (www.ticketmaster.com).

MUSIC DATEBOOK

MONDAY, MAY 18

- 1970 **The Beatles'** last LP, *Let It Be*, is released.
- 1989 The "Concert Against AIDS" series of benefits begins in San Francisco. **Huey Lewis**, **Linda Ronstadt**, **Grateful Dead**, **Tracy Chapman**, **Los Lobos**, **Joe Satriani**, and **Tower Of Power** headline the show in honor of late promoter **Zohn Artman**, who died of AIDS.
- Born: **Big Joe Turner** 1911, **Perry Como** 1913, **Joe Bonsall** (Oak Ridge Boys) 1948, **Rick Wakeman** (Yes) 1949, **George Strait** 1952, **Martika** 1969
- Releases: **Prince's** "When Doves Cry" 1984, **Beverly Hills Cop II** ST 1987

TUESDAY, MAY 19

- 1958 **Bobby Darin's** "Splish Splash" becomes first 8-track recording released on vinyl.
- 1976 **Keith Richards** crashes his car and is arrested when cocaine is found in his possession.
- Born: **Pete Townshend** 1945, **Dusty Hill** (ZZ Top) 1949, **Joey Ramone** (Ramones) 1952, **Grace Jones** 1952

WEDNESDAY, MAY 20

- 1954 **Bill Haley And His Comets'** "Rock Around The Clock" is released.
- 1967 **Jimi Hendrix** signs his first American contract with Reprise.

- 1968 **Pete Townshend** marries **Karen Astley**.
- 1995 **Don Henley** marries **Sharon Summerrail** in Malibu.
- Born: **Peggy Lee** 1920, **Joe Cocker** 1944, **Cher** 1946, **Jane Wiedlin** (ex-Go-Go) 1958, **Nick Heyward** 1961
- Releases: **Frankie Valli's** "Can't Take My Eyes Off You" 1968

THURSDAY, MAY 21

- 1971 **Paul McCartney** releases the *Ram LP*.
- 1992 **Bette Midler** is **Johnny Carson's** last guest on *The Tonight Show*.
- Born: **Ronald Isley** 1941, **Leo Sayer** 1948

FRIDAY, MAY 22

- 1958 **Jerry Lee Lewis** arrives in the UK, confirms his marriage to his cousin, and has his tour cancelled.
- 1989 **The Jacksons** release *2300 Jackson St.*, this time without **Michael** or **Marion**.
- Born: **Bernie Taupin** 1950, **Morrissey** 1959
- Releases: **Queen's** "You're My Best Friend" 1976

SATURDAY, MAY 23

- 1989 **The Allman Brothers** announce they'll do a 20th anniversary tour; they last performed together in 1982.

- 1995 **Motley Crue** bassist **Nikki Sixx** and wife **Brandi** become parents to son **Decker Nilsson**.
- Born: **Baltimora** 1957
- Releases: **Beach Boys'** "I Get Around" 1964, **Beatles'** "Paperback Writer" 1966, **Temptations'** "Ball Of Confusion" and **Three Dog Night's** "Mama Told Me (Not To Come)" 1970, **Tina Turner's** *Private Dancer* and **Corey Hart's** *First Offense* 1984

SUNDAY, MAY 24

- 1974 **Duke Ellington** dies of lung cancer.



Axl Rose — Welcome to the jungle!

- 1990 After marrying in Las Vegas a month earlier, **Erin Everly** and **Axl Rose** file for divorce.
- Born: **Bob Dylan** 1941, **Patti Labelle** 1944, **Rosanne Cash** 1955, **Vivian Trimble** (Luscious Jackson) 1963, **Rich Robinson** (Black Crowes) 1969



59.4 million households
Patti Galluzzi,
VP/Music Programming

ADDS

BIG PUNISHER LADE Still Not A Player (Loud)
LENNY KRAWITZ If You Can't Say No (Virgin)
MADONNA Ray Of Light (Maverick/WB)
USHER My Way (LaFace/Arista)

EXCLUSIVE

GOOD GOD DOLLS Iris (Reprise)

HEAVY

BACKSTREET BOYS Everybody (Backstreet's Back) (Jive)
BRANDY & MONICA The Boy Is Mine (Atlantic)
MARIAH CAREY My All (Columbia)
DAVE MATTHEWS BAND Don't Drink The Water (RCA)
DESTINY'S CHILD No, No, No (Gass/Road/Columbia)
JCE CUBE We Be Cussin' (Heavyweight/A&M)
NATALIE IMBRUGLIA Torn (RCA)
JANET I Get Lonely (Virgin)
R-CI & JOJO All My Life (MCA)
MADONNA Ray Of Light (Maverick/WB)
MARCY PLAYGROUND Sex And Candy (Capitol)
MASTER P Make 'Em Say Ugh (No Limit/Priority)
BRIAN MCKNIGHT Anytime (Motown)
NEXT Too Close (Arista)
PUFF DADDY & THE FAMILY Victory (Bad Boy/Arista)
WALL FLOWERS Heroes (Epic)

JAM OF THE WEEK

SPARKLE Be Careful (Rock Land/Interscope)

STRESS

TORI AMOS Spark (Atlantic)
CHEERY POPPIN' DADDIES Zoot Suit Riot (MCA/Universal)
EVERCLEAR I Will Buy You A New Life (Capitol)
FASTBALL The Way (Hollywood)
HANSON Weird (Mercury)
MONTELL JORDAN Let's Ride (Def Jam/RAL/Mercury)
MATCHBOX 20 Real World (Lava/Atlantic)
PRAS MICHEL Ghetto Supastar... (Interscope)
SEBASTIAN Closing Time (MCA)
SHANIA TWAIN You're Still The One (Mercury)

BREAKTHROUGH

GARBAGE Push It (Almo Sounds/Interscope)
LENNY KRAWITZ If You Can't Say No (Virgin)

ACTIVE

BIG PUNISHER LADE Still Not A Player (Loud)
BOYZ II MEN Can't Let Her Go (Motown)
BUSTA RHYMES Turn It Up/Fire It Up (Elektra/EGG)
CANIBUS 2nd Round K.O. (Universal)
PAULA COLE Me (Imago/WB)
FUEL Shimmer (550 Music)
GREEN DAY Redundant (Reprise)
LBX Money, Power, And Respect (Bad Boy/Arista)
SARAH MCLACHLAN Adia (Arista)
MYA I/SISQO It's All About Me (Universal/Interscope)
NY SYNG I Want You Back (RCA)
PROPELLERHEADS History Repeating (DreamWorks/Geffen)
PUBLIC ANNOUNCEMENT Body Bumpin' ... (A&M)
RADIOHEAD No Surprises (Capitol)
THIRD EYE BLIND Losing A Whole Year (Elektra/EGG)
USHER My Way (LaFace/Arista)
VERVE Lucky Man (H&V/Argie)

Video airplay from May 11-17.



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

ADDS

JON B. They Don't Know (7th Yum/550 Music)
CHEERY POPPIN' DADDIES Zoot Suit Riot (MCA/Universal)
CELINE DION To Love You More (550 Music)
GLORIA ESTEFAN Heaven's What I Feel (Epic)
MADONNA Ray Of Light (Maverick/WB)
LEANN RIMES Looking Through Your Eyes (Curb/Atlantic)

XL

CELINE DION To Love You More (550 Music)
NATALIE IMBRUGLIA Torn (RCA)
MADONNA Ray Of Light (Maverick/WB)
MARCY PLAYGROUND Sex And Candy (Capitol)
SAVAGE GARDEN Truly Madly Deeply (Columbia)

LARGE

MARIAH CAREY My All (Columbia)
PAULA COLE Me (Imago/WB)
DAVE MATTHEWS BAND Don't Drink The Water (RCA)
FASTBALL The Way (Hollywood)
ARETHA FRANKLIN A Rose Is Still A Rose (Arista)
MATCHBOX 20 Sam (Lava/Atlantic)
SARAH MCLACHLAN Adia (Arista)
YONDA SHEPLER Searchin' My Soul (550 Music)
SHANIA TWAIN You're Still The One (Mercury)
WALL FLOWERS Heroes (Epic)

MEDIUM

BABYFACE & DEE FEE Fire (7th Yum/550 Music)
ERIC CLAPTON My Father's Eyes (Duck/Reprise)
GLORIA ESTEFAN Heaven's What I Feel (Epic)
EBBA FORSBERG Lost Count (Maverick/WB)
JANET I Get Lonely (Virgin)
MATCHBOX 20 Real World (Lava/Atlantic)
EDWIN MCCAIN I'll Be (Atlantic)
DONNIE RAITT One Belief Away (Capitol)

CUSTOM

ALL Love Letters (Island)
TORI AMOS Spark (Atlantic)
JON B. They Don't Know (7th Yum/550 Music)
BLACK LAB Time Ago (DGC/Geffen)
BRANDY & MONICA The Boy Is Mine (Atlantic)
CHEERY POPPIN' DADDIES Zoot Suit Riot (MCA/Universal)
MARC CONN Already Home (Atlantic)
RANDY CRAWFORD Bye Bye (BlueMoon/Water) (Arista)
INDIGO GIRLS Jewel On Lachlan (Arista)
WYCLEF JEAN Gone Till November (RuffHouse/Columbia)
JOE All That I Am (Jive)
ELTON JOHN Recover Your Soul (Rocket/Island)
R-CI & JOJO All My Life (MCA)
LENNY KRAWITZ If You Can't Say No (Virgin)
LISA LOEB Let's Forget About It (Geffen)
BRIAN MCKNIGHT Anytime (Mercury)
STEVE POLTZ Silver Lining (Mercury)
LEANN RIMES Looking Through Your Eyes (Curb/Atlantic)
ROBBIE ROBERTSON Unbound (Capitol)
SEBASTIAN Closing Time (MCA)

Video airplay from May 11-17.

★ **3ET** 36 million households
Lydia Cole,
VP/Music Programming

Video Playlist

MYA I/SISQO ... It's All About Me (Universal/Interscope)
JANET I Get Lonely (Virgin)
NEXT Too Close (Arista)
BOYZ II MEN Can't Let Her Go (Motown)
BUSTA RHYMES Turn It Up... (Elektra/EGG)
SPARKLE Be Careful (Rock Land/Interscope)
MONTELL JORDAN Let's Ride (Def Jam/RAL/Mercury)
GENE CRIC WILLIAMS Do For Love (Amaru/Jive)
ZWEN PEN Party Ain't A Party (L.F. Man/Interscope)
PUBLIC ANNOUNCEMENT Body Bumpin' ... (A&M)

Video playlist for week ending May 8.

Rap City Top 10

LBX Money, Power, And Respect (Bad Boy/Arista)
BIG PUNISHER LADE Still Not A Player (Loud)
GANGSTAFR Royalty (A&M/Tybe/Virgin)
COCA BOYNAIS Black Trump (Duck Down/Priority)
DIXIE GET At Me Dog (Def Jam/Mercury)
MASTER P Make 'Em Say Ugh (No Limit/Priority)
BUSTA RHYMES Turn It Up... (Elektra/EGG)
EVERETT Pure Uncut (Savage House/Universal)
ALL CITY The Actual (Geffen)
PUBLIC ENEMY Ho Got Game (Def Jam/Mercury)

Video playlist for week ending May 8.

TELEVISION

TOP TEN SHOWS APRIL 27-MAY 3

Total Audience
(98 million households)

- Seinfeld (Thursday)
- ER
- Movie (Monday)
(Merlin, Part 2)
- Veronica's Closet
- Friends
- Just Shoot Me
- Frasier
- Touched By An Angel
- Dateline NBC (Tuesday)
(tie) 60 Minutes

Adults 18-49

- Seinfeld (Thursday)
- ER
- Movie (Monday)
(Merlin, Part 2)
- Veronica's Closet
- Friends
- Just Shoot Me
- The X-Files
- Frasier
- King Of The Hill
- The Drew Carey Show

Source: Nielsen Media Research

COMING NEXT WEEK

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

Friday, 5/8

- Hanson perform on MTV's Live From The 10 Spot (10pm).
- Mya I/Sisqo, Vibe (check local listings).

Saturday, 5/9

- Wynonna performs on PBS' Austin City Limits (check local listings).
- Indigo Girls, Lush, and Joan Osborne perform on PBS' On Tour (check local listings).

Puff Daddy and Jimmy Page,
Saturday Night Live (NBC,
11:30pm).

Sunday, 5/10

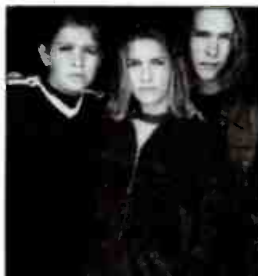
Ani DiFranco lends her voice to Fox's King Of The Hill (8:30pm).

Monday, 5/11

Deryl Dodd and Juice Newton, Prime Time Country (TNN, 9pm ET/6pm PT).
Xscape, Vibe.
Tori Amos. The Tonight Show With Jay Leno (NBC, 11:35pm).
Faith Hill, Late Show With David Letterman (CBS, 11:35pm).

Tuesday, 5/12

Linda Davis and Brenda Lee, Prime Time Country.
Mase, Vibe.
Olivia Newton-John. Jay Leno.



Hanson, David Letterman.
Ray Davies, Late Night With Conan O'Brien (NBC, 12:35am).

Wednesday, 5/13

Charley Pride, Prime Time Country.
Bonnie Raitt, David Letterman.
Todd Snider, Conan O'Brien.

Thursday, 5/14

Keith Harling, Prime Time Country.
Brandy, Jay Leno.
Foo Fighters, David Letterman.

FILMS

WEEKEND BOX OFFICE MAY 1-3

- He Got Game \$7.61
(Buena Vista)*
- City Of Angels \$6.60
(WB)
- The Big Hit \$5.75
(Sony)
- Les Miserables \$5.01
(Sony)*
- Black Dog \$4.80
(Universal)*
- Titanic \$4.01
(Paramount)
- Paulie \$3.74
(DreamWorks)
- The Object Of My Affection (Fox) \$3.39
- Lost In Space \$2.98
(New Line)
- Sliding Doors \$1.64
(Miramax)

All figures in millions
* First week in release
Source: Entertainment Data Inc.

COMING ATTRACTIONS:

This week's openers include Woo, starring Jada Pinkett Smith and recording artist L.L. Cool J. The film's Entertainment/Epic/Sony Music Soundtrax CD features MC Lyte I/Nicci Gilbert's "Woo Woo (Freak Out)", Nate Dogg I/Warren G's "Nobody Does It Better", Adina Howard I/Jamie Foxx's "T-Shirt & Panties", DMX, Lox & Mase's "Niggas Dun Started Sumthin'", Allure I/50 Cents' "Let It Be", Heavy D I/McGruff's "Take A Ride", Eightball I/Paychodrama's "Drama In My Life", Too Short I/Slink Capone's "I Know You Love Her", and Brownstone's "Searching (For Your Love)". Cuts by Chicco DeBarge ("Superman"), Lost Boyz ("Bouncin'"), Simone Hines ("I Will"), Cam'Ron ("357"), Jane Blaze (J-A-N-E Meets N.O.R.E.), Mona Lisa ("Gell'it On"), Charli Baltimore ("Money"), and Mint Condition's Stokley ("If You Love Me") complete the ST.

Opening at select theaters this week is Homegrown, starring Billy Bob Thornton. Look sharp for



recording act Jon Bon Jovi in a supporting role. The film's Will Records soundtrack sports Cowboy Junkies' "Hold On To Me," Apollo Four Forty's "Electro Glide In Blue." Green Apple Quick Step's "Stars," Buck-O-Nine's version of "Pass The Dutchie," the Toyes' "Smoke Two Joints," Artificial Joy Club's "Sick And Beautiful," Sebadoh's "I Smell A Rat," Lucky Me's "Burn," Death In Vegas' "GBH," Elaine Summers' "Gone To Stay," Home Grown's "We Are Dumb," and Chaser's "Great Escape."

THE BOX 21 million households
Peter Cohen,
VP Programming

National Top 20

- MC REN Ruthless For Life (Ruthless/Epic)
SPARKLE Be Careful (Rock Land/Interscope)
CANIBUS 2nd Round K.O. (Universal)
BIG PUNISHER LADE Still Not A Player (Loud)
PRAS MICHEL Ghetto Supastar... (Interscope)
MYA I/SISQO ... It's All About Me (Universal/Interscope)
MASTER P I/SONS OF FUNNIE! Got... (No Limit/Priority)
BOYZ II MEN Can't Let Her Go (Motown)
EIGHTBALL Pure Uncut (Savage House/Universal)
LX Money, Power, And Respect (Bad Boy/Arista)
TORI AMOS Spark (Atlantic)
LBE Door #1 (EastWest/EGG)
XSCAPE The Arms Of The One Who... (So So Def/Columbia)
BACKSTREET BOYS Everybody (Backstreet's Back) (Jive)
CHARLI BALTIMORE Money (Intertainment/Epic)
DR. DRE & L.L. COOL J Zoom (Aftermath/Interscope)
MY VICE CUBE Cheddar (Playday/FFRR/Red Ant)
ARETHA FRANKLIN A Rose Is Still A Rose (Arista)
BUSTA RHYMES Turn It Up... (Elektra/EGG)
TORI AMOS Spark (Atlantic)
MASTER P Make 'Em Say Ugh (No Limit/Priority)

Most requested from the week ending May 1.

POLLSTAR CONCERT PULSE

Pos.	Artist	Avg. Gross (\$ in 000s)
1	ROLLING STONES	\$3843.0
2	YANNI	\$593.3
3	LUIS MIGUEL	\$478.1
4	AEROSMITH	\$346.4
5	ALAN JACKSON	\$256.7
6	LEANN RIMES/BRYAN WHITE	\$207.3
7	OASIS	\$205.2
8	SARAH MCLACHLAN	\$125.9
9	HARRY CONNICK JR.	\$113.2
10	BOB DYLAN	\$111.6
11	B.B. KING	\$93.9
12	PANTERA	\$90.2
13	OUR LADY PEACE	\$77.7
14	MATCHBOX 20	\$68.0
15	BACKSTREET BOYS	\$66.7

Among this week's new tours:

- GERALD ALBRIGHT
- MEREDITH BROOKS
- BRUCE COCKBURN
- FIXX
- MICK LOWE
- ANNIE MURRAY
- JEFFREY OSBORNE
- SLAYER

The CONCERT PULSE is courtesy of Pollstar, a publication of Promoters On-Line Listings, (800) 344-7363, California (208) 271-7800.

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 ON THE ROAD THIS SUMMER WITH
 THE WARPED TOUR AND BLINK 182!

**GOING FOR ADDS
 MAY 12TH**

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 IF YOU WANT TO, GO ON AND BE FUNKY..."

**PATTY
 GRIFFIN
 ONE
 BIG
 LOVE**



THE FIRST SINGLE
 FROM THE NEW ALBUM
FLAMING RED



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GOING FOR ADDS MAY 12TH

Early Believers:

**WCBR KINK KXL CIDR WRRX
 WCLZ KFAN KSPN KTAO WEBK**



STREET TALK®

Power Outage: Kordus, Mercer Exit

In a Tuesday shocker, KPWR/L.A. VP/GM **Marie Kordus** and PD **Michelle Mercer** exit. **Emmis** President/Radio Division **Doyle Rose** told R&R that Kordus has been offered an opportunity with Emmis' new TV division. Rose also said, "Changes — especially with bright, talented people — are always tough, but we felt it was time to bring in a new coach and new approach to the station, although there will be no changes to the format." While no Interim players have been announced, Rose expects to have both positions filled within 30 days. In the meantime, look for Emmis Exec. VP **Rick Cummings** to be spending more time at Power and Emmis VP/Programming, New York **Steve Smith** to begin racking up even more frequent flyer miles.

• **KUFO/Portland** apparently thought Cinco de Mayo was spelled with an S & M. Afternoon sidekick **Porkchop** became a human piñata Tuesday afternoon. He was hoisted via crane over a parking lot, where listeners could pony up a buck (donated to the Oregon Humane Society) to crack the whip and take a whack at him.

As rumored here first, Chancellor's **AMFM Network** will syndicate a CHR/Rhythmic weekly countdown hosted by **WKTU/NY** morning driver **Hollywood Hamilton**, starting July 4. Look for an upcoming announcement on former **KTU** jock **RuPaul**.

Another Mystery Morning Launch

To publicize the return of morning vets **Kelly & Kline** to the Bay Area, **KEZR/San Jose** held a "Men In White" promotion where the pair, dressed in white tuxedos and riding in a white limo, gave out money to people in crowded places. The "mystery money men," who would put \$50 into someone's hand and simply say, "Share the wealth," became the talk of the town's local TV and print media till they hit the air and announced who they were.

Continued on Page 24

Yo Quiero Cinco de Mayo

The Mexican holiday again provided radio stations with a number of unusual ways to celebrate, including ...

• **WXSJ/Tallahassee, FL** threw a party at a local Mexican restaurant filling a 350-gallon dunk tank full of mayonnaise. Listeners took a toss at the station's air talent for charity.

• **KXLY & KZZU/Spokane** did a variation on the theme with its "Sinko de Mayor" contest. The city's mayor sat in a dunk tank for a couple of hours while listeners took shots at hizzoner for charity.



SMELLS LIKE BEETLE SPIRIT? — This was the scene last week as four **KROOL.A.** listeners got the chance to "Live In It Until You Win It." The VW Beetle was given away Wednesday (5/6) after 15 aromatic days with no bathing!

Rumors

- Is a heritage Seattle station about to "shut up and play the hits"?
- Is veteran Rock jock **Sandy Thomas** getting ready to launch a new syndicated morning show to go head-to-head with **Howard Stern**? And wasn't that ABC's **Robert Hall** spotted with **Thomas** recently in NYC?
- Has former **KCMG/L.A.** PD **Harold Austin** already been notified about the new opening at **KPWR**? Or does the smart money have **Austin** staying with Chancellor?
- Was former **KKPN/Houston** PD **Mike Marino** talking with **KBBT/Portland** and **KQKS/Denver**? Will his next conversation be with **KZQZ/SF** VP/GM **Allan Hotten**?
- Has consultant **Randy Kabrich** already handed in his recommendations for the new PD at **WWHT/Syracuse**?
- Due to overwhelming reaction, will **KITS/SF** incorporate some of the programming elements from its April Fool's **K-GAY "All Gay, All Day"** stunt into its regular weekly programming?



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WPXY/ROCHESTER KBIG/L.A. WASH/WASHINGTON, D.C. WALK/L.I. and more.

IMPACTING ALL FORMATS MAY 12TH

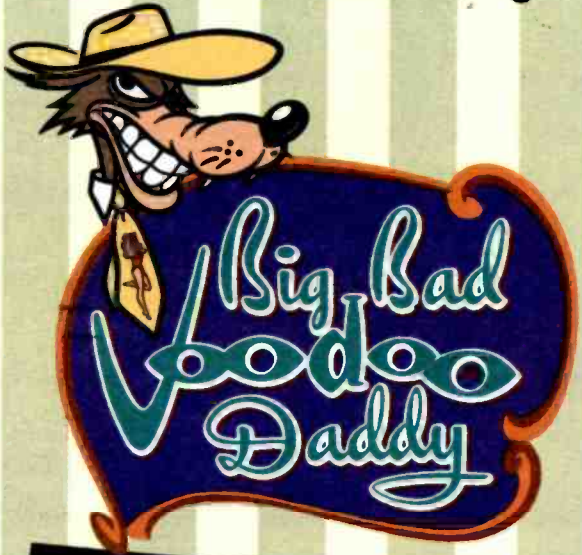


Produced by David Foster for Capitol Music Group. May 12th, 2003. © 2003 Capitol Music Group. All rights reserved.



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"you & me & the bottle makes 3 tonight (baby)"

the first track from their debut album

165,000

SOUNSCAN

"Irresistible, danceable tunes"

-CMJ

"bright and boisterous, cool and hip"

-WASHINGTON POST

Sold-Out Tour Continues Through Summer!

"from brayin' horns to jumpin' drums, you gotta love the voodoo that they do"

-BALTIMORE SUN

Already On:

**KTCL KEDJ KWOD WBER KFMA
XHRM WBTZ KITS XTRA WWCD
KJEE WBRU WEQX WWDX WEBO**

New At:

WLUM KLZR WJSE WSFM KRSH WDOX

**BBVD + Tour = Big Sales
BBVD + Tour + Airplay = Big Bad Sales**

Produced by Brad Benedict, Michael Frondelli & Scotty Moreis
Management: Gary Stomler & Andy Vogel • Gary Stomler Management

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Continued from Page 22

Mixing media: Look for KYSR (Star 98.7)/L.A. midday guy **Larry Morgan** in his role as a cop on the May 13 episode of ABC-TV's *Dharma & Greg*.

If you were one of those who could not attend the Big Motor City Radio & Record Reunion a couple of weeks ago, Art Vuolo has a videotape of the event, which raised over \$10,000 for the Detroit Children's Hospital. Contact Vuolo at Box 880, Novi, MI 48376.

Take 'Your' Daughter To Work Day

KXFX/Santa Rosa, CA's "Matthew In The Morning" doesn't have any kids and his dog is a "he," so Matthew asked Fox listeners to let him adopt their daughters for "Take Your Daughter To Work Day." Nine 13-16-year-olds played games and answered embarrassing questions about their parents. Among

Rumbles, Pt. 1

- Jacor Nat'l Dir./Country Prog. **Jaye Albright** — who is OM of Country KFMS & KWNR/Las Vegas — assumes day-to-day programming duties at KFMS, taking over for exiting PD **Mark Stevens**.

- **Larry Kent** becomes Regional PD at Gulfstar's East Texas stations.

- **WQBB/Knoxville** drops Adult Standards in favor of Country.

- **KMEL/SF APD Pete Azarnooch** returns to his previous post as the station's Prod. Dir.

- **KOAI/Dallas MD Ken Glasser** joins KBLX/SF for similar duties.

- **KKLO/San Diego** middayer **Kerry** adds music duties, although **Hitman Haze, MD** at sister KHTS, will take KKLO's music calls.

- New CHR/Rhythmic **WXXP/Long Island** names **WVYB/Daytona Beach MD Skyy Walker** OM.

- **KYSR/L.A. swing jock Tommy Sanders** joins **KFMA/Tucson** as MD/mornings, and former Star 98.7 morning co-host **Shirley Lester** joins co-owned **KBIG** for similar duties.

- Syndicated host **Delliah** is picked up for nights at **KRWW/Seattle**, her 159th affiliate.

- **WAEB/Allentown** Promo Dir. **Laura St. James** does some moonlighting, adding weekends at **WBEB/Philadelphia**.

- **WMGB/Macon, GA** adds syndicated morning drivers **Steve & DC**.

R&R Convention '98 Update

Can you believe it's just five short weeks till R&R Convention '98, to be held June 11-13 in Los Angeles? Have you registered? Made all your travel arrangements? Mark your calendar for **Mike Kinoshian's** Hot AC session, Friday, June 12 at 2pm. "How Talent Differentiates From The Competition." Join **KFMB/San Diego** programmer **Tracy Johnson**, **KALC/Denver & KYSR/L.A.** morning personality **Jamie White**, and others in a round-table discussion about how Hot AC programmers use talent to separate their stations from the pack. How do Hot ACs compete in markets with big CHR morning shows? **KYSR/L.A.** recently put on a big morning show. Will other Pop/Alternatives or Hot ACs do the same? Personality is a plus in this session.

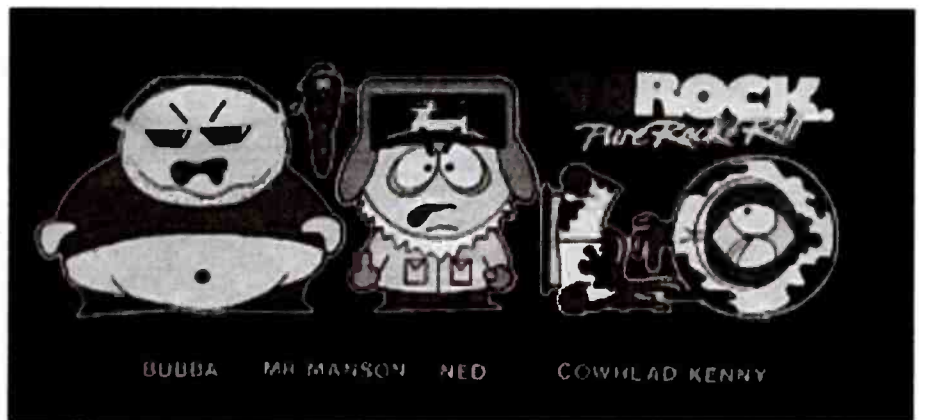
the participants was the OM's kid, who revealed that her dad burp-talks around the house and does a lousy Marge Simpson impersonation. For spilling the beans on the air, Matthew didn't lose his

Continued on Page 26

Greenville's Naked Truth



FOUR TRUE RADIO 'BUFFS'—**WFBC/Greenville, SC's** morning team of **Hawk Harrison, Tom Steele, Kato, and Heidi** posed in the nude for a local art class while on the air Thursday morning. The finished painting was displayed at a local art festival in downtown Greenville over the weekend.



BUBBA MR MANSON NED COWHEAD KENNY

PROMO OF THE WEEK — 98 ROCKS BUBBA PARK — WXTB (98 Rock)/Tampa recently sent out this "Bubba Park" T-shirt spoofing those lovable third-graders from Comedy Central's *South Park*.

500,000 Albums Sold!

MOST ADDED
5 weeks in a row!

NEW THIS WEEK:

WPLJ/New York	WFLZ/Tampa
KKRZ/Portland	Q102/Cincinnati
WTMX/Chicago	Q95/Detroit
WAKS/Tampa	XL106.7/Orlando
WTIC/Hartford	KMXB/Las Vegas
FLY92/Albany	KALZ/Fresno
WLSS/Baton Rouge	KSTZ/Des Moines
WVSR/Charleston	WA1A/Melbourne
WAEZ/Johnson City	Z104/Madison
WHTS/Davenport	

CHERRY POPPIN' DADDIES

ZOOT SUIT RIOT

TOP 40 - MAJOR MARKET AIRPLAY

KIIS/Los Angeles	19x	KYSR/Los Angeles	39x	KLLC/San Francisco	11x
KHKS/Dallas	11x	KRBE/Houston	21x	KKPN/Houston	38x
WBMX/Boston	10x	KBKS/Seattle	42x	KPLZ/Seattle	27x
KFMB/San Diego	12x	Q106/San Diego	17x	KYKY/St. Louis	13x
WALC/St. Louis	42x	KSLZ/St. Louis	42x	KZZP/Phoenix	19x
WWMX/Baltimore	12x	WDRV/Pittsburgh	24x	WSSR/Tampa	14x
WOAL/Cleveland	28x	KALC/Denver	13x	KBBT/Portland	32x
KMXV/Kansas City	15x	KZZO/Sacramento	48x	WPNT/Milwaukee	27x
WNCI/Columbus	15x	WPTE/Norfolk	15x	KQMB/Salt Lake	22x
WNKS/Charlotte	12x	WLNK/Charlotte	18x	WSHE/Orlando	31x
WKSI/Greensboro	35x	WQZQ/Nashville	14x	WPXY/Rochester	12x
G105/Raleigh	41x	WMBX/West Palm Bch	35x	WDJX/Louisville	14x
WLCE/Bufalo	23x	KAMX/Austin	21x		

...and many more!



R&R Hot AC 26

R&R CHR/Pop 45 - 39

R&R Pop/Alternative 17 - 15

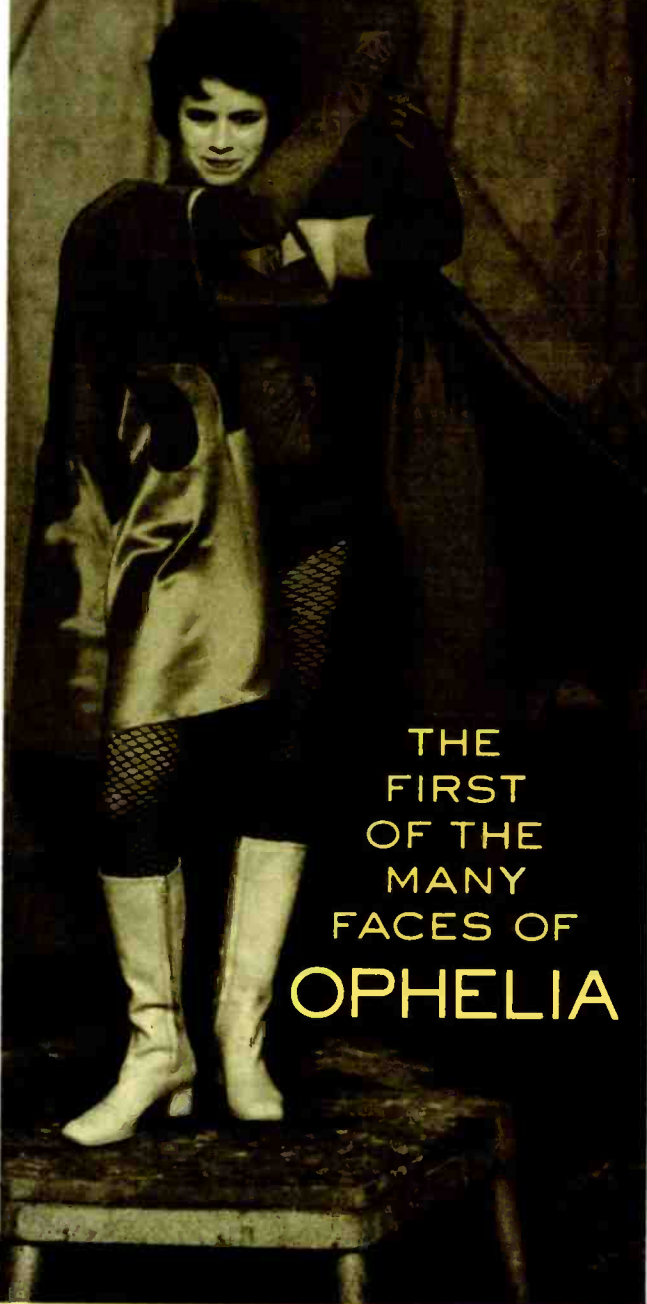
R&R Alternative 16

On Tour This Summer!

STREET TALK®

NATALIE MERCHANT

Kind & Generous



THE
FIRST
OF THE
MANY
FACES OF
OPHELIA

New At Pop

- KKRZ Portland
 - KMXV Kansas City
 - WHYI Miami
 - WZJM Cleveland
 - KALC Denver
 - WZYP Huntsville
 - WGTZ Dayton
 - WFLY Albany
- and more*

New At Modern AC

- WPLJ New York
 - WTCI Hartford
 - KALC Denver
 - KISN Salt Lake City
 - WSHE Orlando
- and more*

Already On ...

Pretty much everywhere

New At Modern Rock

- KNRK Portland
 - WEND Charlotte
 - KNDD Seattle
 - KROX Austin
- and more*

R&R

Adult Alternative 30 - 5

Hot AC Debut 21

Alternative Debut 36

CHR/Pop Debut 36

MANAGEMENT: JORI LANDAU MANAGEMENT / JORI LANDAU AND BARBARA CARR
ENGINEERED BY TODD VOB / MIXED BY JIM SCOTT

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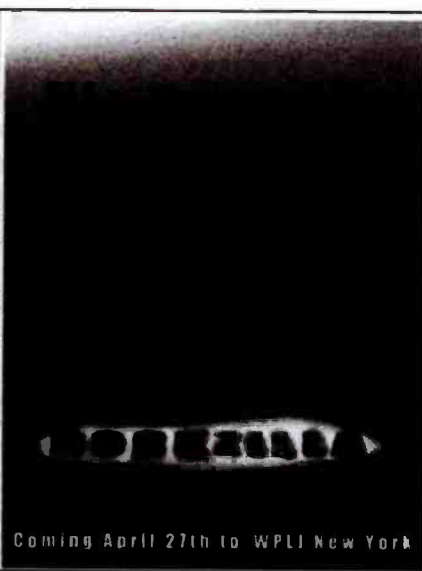
Rumbles, Pt. 2

- Country WFMS/Indianapolis picks up **Bill Whyte** for mornings.
- WXSJ/Tallahassee, FL ups **Mike The Janitor** to APD. He replaces Evan Delaney, who will concentrate on his morning show and creative imaging for the station.
- **Christopher Rude** returns to WKLS/Atlanta for afternoons.
- **Ed Parreira** succeeds Russ Novak as PD at Hot AC KCIX/Boise, ID.
- WHMS/Champaign, IL PD **Paul Kraimer** takes the long-vacant PD slot at WIFC/Wausau, WI.
- WYOY/Jackson, MS MD **Kevin Vaughn** adds APD duties and segues from nights to middays, as Promo Dir. **Mandy Morgan** moves from middays to morning co-host.
- WTCF/Saginaw, MI nighttimer **Tom Grimm** adds MD duties.
- WJMX/Florence, SC APD/MD/afternoon driver **Cactus Jack** exits and is replaced by **Kyle**.
- At WBTU/Ft. Wayne, IN: **Rod Tanner** and **Rebecca** host mornings, **Ken Knapp** moves into middays, former morning man **Dan Daniels** returns for afternoons, and **Chevy Smith** picks up nights.

Continued from Page 24

job, but there's no word on how long the OM's daughter may be grounded.

For Mother's Day this weekend, Urban KKBT/L.A. is hosting its annual "Mother's Day Brunch For Single Mothers" on Sunday, featuring a free brunch for



ROCKZILLA RETURNS! — After a five-month absence while he recovered from major back surgery, WPLJNY afternoon personality **Rocky Allen** returned to the airwaves with outdoor and Internet fanfare.

RADIO RECORDS



1

- **Jacor** appoints **Jack Evans** and **Marc Chase** as Regional VP/Prog. for West and Midwest, respectively.
- **Bill Gamble** grabbed as PD of WKXX/Chicago.
- **Ron Geallin** becomes Sr. VP/Promotion at RCA Records.
- **Pat McMahon** accepts PD chair of KRRW/Dallas.
- **Duane Doherty** tapped as WZTA/Miami PD.
- R&R debuts Pop/Alternative chart; "One Headlight" by Wallflowers first No. 1.

5

- **Dan Mason** set as Pres./Group W Radio.
- **Jim du Bois** upped to KFAN & KEEY/Minneapolis OM; **Gregg Swedberg** becomes KEEY PD.
- **Gary Hoffmann** named PD of WZPL/Indianapolis for the third time.
- **Barry James** jumps to WTMX/Chicago as PD.

10

- **Tom Bresnahan** recruited as Pres./GM of WMAL/Washington.
- **Dave Glew** appointed Epic/Portrait/CBS Associated Labels' Sr. VP/GM.
- **Charlie Seraphin** tapped as VP/GM of KNX-FM/L.A.
- **J.D. Spangler** set as WUSN/Chicago PD/mornings.
- **Marty Bender** becomes PD of WRIF/Detroit.

15

- **Dave Martin** made VP/GM of WLW & WSKS/Cincinnati.
- **Jack Randall** appointed WAWA & WLUM/Milwaukee OM.
- Leap o' the week: **Jim Pemberton** joins WLLZ/Detroit as APD from KBOS/Tulane, CA.
- New morning men for NYC: **Joel Sebastian** joins WKHK, while **Ken "Spider" Webb** spins from WBLS to crosstown WRKS.

20

- **Steve Rivers** tapped as PD of KUPD/Phoenix.
- **Charles Steiner** joins WXLO/New York as ND.
- **Dave Cook** goes to WHDH/Boston as ND.
- **Chuck Cotton** promoted to Sales Mgr. of KFMB-AM & FM/San Diego.

Mom and kids plus entertainment from Def Jam's **Montell Jordan**.

Condolences to the family and friends of longtime WJNO/West Palm Beach personality **Lee Fowler**, who died April 28. Fowler, 58, worked at WJNO for 13 years until suffering a stroke last year.

Records

- **Hollywood West Coast Regional Director Ann Eason** joins Wind-Up Entertainment as West Coast Regional Director.
- At Red Ant, Hollywood rap **Mike Lieberman** becomes Los Angeles Regional; Former PLG, Motown, and WB rap **Bruce Mix** handles San Francisco Regional; **Christopher "The Minister" Allen** is named Rock/West Coast Alternative Manager; and **Ron Metz** exits.

Send us your Street Talk! Call **Frank Miniaci** at 310-788-1880 or by e-mail at miniaci@ronline.com.

"Immediate phones! This is the song that will
cross Everclear into the mainstream."

- Tom Gjerdrum, PD/WZPL

everclear I will buy you a new life

the new single from SO MUCH FOR THE AFTERGLOW approaching platinum

Added This Week:
KBKS - Seattle
KZZP - Phoenix

R&R CHR/Pop Debut 44

"Incredible research! 70% familiar.

#5 out of 30 songs tested."

Tracy Johnson, PD

Greg Simms, MD/KFMB



On Tour With Marcy Playground

Major Market Spins:

KFMB - San Diego	55x
WALC - St. Louis	38x
KKLQ - San Diego	38x
WKRQ - Cincinnati	35x
WXYV - Baltimore	30x
WZPL - Indianapolis	22x
KALC - Denver	21x
KLLC - San Francisco	18x
KZZO - Sacramento	21x

Also On:

WXKS - Boston
WNKS - Charlotte
KSLZ - St. Louis
WSSR - Tampa

Management

Continued from Page 1
zation in Eastern Europe, one could generally get in and acquire control of a radio station for under \$1 million, according to Metromedia International President/CEO Carl Brazell. Nowadays, you can expect to pay north of \$10 million, or — like the price Emmis International doled out for a national frequency in November — \$20 million.

Since only a handful of Eastern European countries allow 100% ownership by foreign broadcast companies, most stations are owned by consortiums, such as Hungaria Radio RT, which owns Budapest's "Shlager Radio" (Emmis owns 54%, with the remainder divided among Credit Suisse First Boston and two Hungarian companies).

Metromedia bought majority ownership of Moscow's Radio 7 in 1994, partnering with telejournalist Vladimir Pozner. Clear Channel International obtained a controlling interest in Prague's Radio Bonton in 1997, joining hands with founder and Czech record/film/video executive Martin Kratochvil. Metromedia penetrated the Prague market in 1996, partnering first with former radio renegade Vladimir Vintir and his Radio 1, then, in February 1998, with Zdenek Petera, a former economist and founder of the No. 1 station, Country Radio.

In Budapest, Metromedia owns 100% of Radio Juventus, of which the company bought a controlling share in 1993.

Most of the stations divide management among Americans and natives as well. At Radio 7, the only American on the payroll is "General Director" (GD) Bud Stiker. Former KVET/Austin sales/news guy Paul Weyland runs Radio Bonton in conjunction with Czech Honza Zilvar. Radio Juventus has mostly American top brass — Managing Director Mike Loncke, Director/Sales Gaston Vadasz (a Budapest native, but a longtime American radio sales vet), and Operations Director Mark West — but the programming director is local Attila Varkonyi. Randy Bongarten, vice chairman of Hungaria Radio, is the only American at Schlager Radio; the managing director is Hungarian. Back in Prague, Radio 1 and Country Radio are still managed by Vintir and Petera, respectively, though they are advised by Hank Loeser. GD of Metromedia's Czech operations.

The American expatriates and the natives seem to mix very well. Most of the local staff speak English proficiently or fluently. Many of the American employees have an adequate or better understanding of the native tongues; some took classes before going over, while others receive language training overseas. Still others, like Vadasz and Loeser (who served in the Peace Corps in the Czech Republic and helped set up many of the country's private radio operations), are bilingual.

But the most significant obstacle when doing business in these countries is "dealing with the residue of 50 years of communism," as Weyland put it. He told R&R that since coming to Bonton in August, he has had to bring his staffers up to speed in "Radio 101." He says the typical sales speech before he came on-board went something like this: "I'm with Radio Bonton. Here's my package, and here's a 30% discount."

Loeser, who advises sales staffs throughout Metromedia's Eastern European operations, told R&R that he often has to turn "order-takers" into "go-getters." The Czechs, for example, are not gung-ho about getting in advertisers' faces, nor are they wild about working on commission.

They come from a system that took care of their every need for 70 years. In Moscow — where the job marketplace is so

miserable, Radio 7 has attracted former nuclear physicists, linguists, teachers, and even an ex-MiG pilot — the state is still fiercely protective of the worker. The government provides health and dental benefits, and it is virtually impossible to fire any employee after a three-month probationary period.

Das Kapital

So, how does an international operator make money once set up? The proportion of agency to direct sales varies from market to market. In Moscow, 65% is agency, while 35% is direct. There is a similar ratio in Vilnius, Lithuania, where two agencies — which also own several of the major frequencies — control 70% of advertising.

As it is in the U.S., retail is the largest sector of advertising in Russia. Banks and car dealers are the biggest up-and-comers in that category. A significant slice of business also comes from multinational clients like Nestlé.

In Hungary, where there are liberal licensing laws for ad agencies, 80%-85% of revenue is generated from agency business. Due to the country's size (about the same as Indiana), there is no need for a national rep firm. In Prague, however, where there are huge local sales staffs (20 personnel at Bonton, eight at Country Radio), national rep firms like Regie Radio — which also owns stations and a network — and MMS have a monopoly on national spot revenue.

The sales base in Prague has evolved from domination by multinational companies — such as Philips, Ericsson, and Siemens — to the emergence of retail advertisers.

In Moscow and Prague, stations sell spots (30 or 60 seconds) to advertisers. But in Budapest, time avails are measured by the second. Also in Hungary, rate cards are published, a truly foreign prospect to American salespeople.

All three markets have ratings services. In Moscow, Com Con measures a few thousand listeners per "book," surveying them with face-to-face interviews. Prague is one of the better-measured markets; its diary-based Media Projekt is very much like Arbitron, with quarter-hours, rolling six-month averages, etc. (One source told R&R that Arbitron has actually been "sniffing around" this market.) In Budapest, GFK does a telephone survey, while Gallup provides a diary-based service. These surveys recently began offering meaningful data like AQH and TSL.

Programming

When you first scan the dial in an Eastern European market, you get the feeling that life is a constant preparation for Friday night. Thumping club beats and hip-hop mixes (American artists such as Run-D.M.C. or native acts like Animal Cannibals were the rage in March) blend seamlessly with commercials and public-service programming.

Some of the Eastern European stations that Americans have an interest in are strictly formatted as in the U.S., while others have more free-form programming that is roughly equivalent to college radio. Moscow's Radio 7 aims for the 18-34 demo, programming '60s-'90s music, with — to make the establishment happy — a couple of classical tracks per hour. There is a minute and a half of news per hour, and intermittent traffic reports.

Prague's Radio Bonton, which went from block programming to "all hits" last October, plays rock, CHR, AC, and dance/techno. One device inspired by America: "power plays" at the top of every hour.

Budapest's Radio Juventus can best be described as a Full Service station

Marcus

Continued from Page 1

used to steer clear of what he knows so well: the cable business. He's never worked as a sales representative, announcer, programmer, or GM, and he claims no long pedigree in the radio business. But Marcus said that since early 1995, he has learned quite a bit about the business as a member of Chancellor's board of directors.

He watched the industry change drastically from the catbird seat as Chancellor acquired Shamrock Broadcasting. Later, as the Telecom Act opened the

for young adults. It plays AC, CHR, and oldies, and features sports and news programming. Its crosstown competitor, Schlager Radio, spins "the biggest hits of the '60s and '70s."

Radio 1 in Prague is among the most free-form of all commercial Eastern European stations. Loeser described the station's sound as "anarchic." The station's DJs are largely student volunteers, who are, for the most part, given free rein. They mix dance and alternative with poetry readings, native Czech songs, Brazilian dance music, classical, punk — whatever comes along.

The love of country music in the Czech Republic is rooted in the nation's tradition of "tramping," state-sponsored festivals from the communist era in which thousands of citizens gathered in the country and sat around campfires singing folk and country songs. Country Radio hence mixes country tunes with folk, bluegrass, oldies, and even some rock and jazz.

Promotion Competition

Undoubtedly one of the most valuable tools American broadcasters have brought to the former Soviet bloc countries is promotion, called "competition" in Czech.

Country Radio annually organizes a large music festival where awards are given out. Its sister station, Radio 1, sponsors many cultural events and benefits. For example, it held a contest for local bands; 50 winners were compiled on a CD that circulated among the clubs.

Radio Bonton gave itself the slogan "Na Ply Kule," which, loosely translated, means "I'm Full Balls." The station also has a Chevy truck that it sends all over town.

In addition to its billboard campaign — which depicts a tomato with the word "blabla," referring to its chatty competitors — Radio Juventus has sponsored many volunteer events, such as a Special Olympics concert in 1996 and sports benefits. At the NAB show in Las Vegas last month, the station was honored for its community service with the International Broadcasting Excellence award.

Brazell said opportunities still exist for foreign investors who wish to get into Central and Eastern Europe, but the price of entry is much higher than it was when Metromedia came in in the early '90s. Metromedia EVP Bill Hogan told R&R there are several other considerations: First, the governments limit frequency allocations and foreign ownership; second, the economies are often too weak to support expansion in advertising; and third, there is no strong lobbying organizations like the NAB that would effect change in broadcasting systems.

Russia "is the only place where the window is wide open," Hogan said. The risk of political instability is particularly high, though. About a year ago, for instance, the Parliament almost voted to outlaw foreign ownership of political media — and nationalists still make those sorts of threats.

floodgates, he helped navigate the company through a slew of other deals, including the purchase of Colfax Communications. Asked to describe himself, Marcus said, "My major strength is as a leader, a consensus-builder, here to help create a culture." And although he is excited about creating new advertising avenues and markets, he hasn't forgotten who brought him to the dance: radio. He said Chancellor will remain first and foremost a radio company with complementary companies surrounding it. The company will continue to fill the holes in markets where it does not own its limit of radio stations, and it will look for opportunities to grow in new markets. "When we look at the expansion of Chancellor, we think that same-store sales are very important. We've got to look for more stores until we reach our limits in major markets."

That could be soon. So there is plenty of industry speculation that Chancellor — which is backed by the investment firm Hicks, Muse, Tate & Furst, the primary funding group behind middle- and small-market radio group Capstar Broadcasting Partners — could be talking more swap deals or even a major merger. But Marcus is quick to report that Chancellor has "no specific plans to merge with Capstar." He pointed out that just two weeks ago, Capstar announced plans to launch an IPO and intends to make shares of the company public soon. "Capstar will do its IPO, and we'll address this at some other time."

Instead, Marcus wants to expand Chancellor's other activities and acquire other companies. He said Hicks, Muse's involvement with LIN Television and other TV acquisitions will likely help Chancellor expand into the television arena. Whether Chancellor expands into program production remains to be seen, Marcus said, adding that network television affiliates appear to have the most appeal to his group. Another appealing vehicle is outdoor advertising. He is interested in acquiring "any outdoor advertising vehicle that can attract an advertiser. It's all about the message. We are open to any way to effectively get the message out for the advertiser."

He said Chancellor will have to "take the next logical step to expansion, as have CBS and Clear Channel, and we have to do what they have been able to accomplish." He wants to look "medium by medium" in expanding the company, and said he is not wed to any one mode, such as only bus shelters or only billboards, but wants to determine "if there is enough out there to grab, both domestically and internationally."

Chancellor will know no boundaries geographically, either, promised Marcus. He said as long as there are no artificial or political barriers to a corporation's international growth, he will take the company anywhere. He said Chancellor will likely follow the path of Hicks, Muse and explore Latin America.

"That area probably has to be the most appealing to our cousins at Hicks, Muse," acknowledged Marcus, who said he has a good working relationship with both Steve and Tom Hicks. When Tom Hicks announced Marcus' accession to the top of Chancellor, replacing the hastily departed Scott Ginsburg, he called Marcus "the ideal individual to guide Chancellor through the next stage of its development."

Asked about Marcus, Chancellor COO Jim de Castro said he likes the idea of reporting directly to Marcus: "He is a really good guy. He can stand up to the Hickses, and he can stand up on his own. He is his own man."

Marcus said Chancellor's radio operation is in good hands with de Castro, and that other chiefs will be rounded up to run Chancellor's new operations as they are created.

Marcus is a partner in a group of 17 major investors selling the Texas Rangers baseball team, and is also one of the larger partners in a group that includes the Hicks brothers, that is buying the team. He said his interest in the Rangers has no spillover benefit to the broadcasting business and will not lead to exclusive broadcast rights for that or any sports team.

Asked about long-heard rumors that Capstar or Chancellor is having merger talks with Jacor Communications, Marcus quickly pointed out that these are changing times in the radio industry and that "everybody talks to everybody." Beyond that, Marcus said he had nothing to say.



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AL PETERSON

What's All This Talk About Talk Radio?

Panel of five debates the format's past, present, and future

Question: What do you get when you put five successful and experienced talk hosts together in the same room? A lot of opinions! And that's just what the audience at a recent Talk radio forum sponsored by the Museum of Radio and Television came to hear.

Gathered together were five of L.A.'s most notable talkers, including **Michael Jackson** and **Ken Minyard**, both of KABC; KLSX-FM afternoon host and Westwood One syndicated talent **Tom Leykis**; **John Kobylt** of KFI's *John And Ken Show*, syndicated by Fisher Entertainment; and **Tracey Miller**, heard on both KLSX and WCKG-FM/Chicago. This diverse group of some of the best Talk has to offer provided all in attendance with a lively and always entertaining discussion about what they think is right — and wrong — with Talk radio today.

The panel, moderated by museum Vice President and Director **Steve Bell**, was open to both museum members and the general public. A sold-out auditorium forced museum officials to set up a closed-circuit broadcast in an adjacent room to handle the overflow crowd. Remember, these were not industry people. These were just average Talk listeners and fans of the individual hosts on the panel who gave up their personal evening hours to come hear what they tune in for every day — entertaining and engaging conversation from some of the best talents the format has to offer.

Local Vs. National

Bell kicked things off by suggesting to the group that there had been a fundamental shift in the format, moving away from local hosts to more nationally oriented broadcasts. As Bell asked, "Has the reduction of more and more local hosts destroyed something that has always been unique to Talk radio?" Minyard responded, "Well, the short answer is yes. The real problem is that in the smaller and medium markets, we're not developing new local talents who will take over the mantle from the rest of us."

Jackson, who is a strong proponent of being local, offered this anecdote: "My show was carried nationally for eight years, and I had two banks of phones — one for the national callers and one for Los Angeles. Anytime I wanted to improve the caliber of the conversation, I ignored the national lines." He continued by suggesting, "Stations carry syndication for one simple reason, and that is to save money. We should stop being quite so greedy."

Not surprisingly, Kobylt offered a very different point of view, as the *John And Ken Show* is now syndicated to over 70

markets nationwide. "I'm glad we have a syndicated show," said Kobylt. "Frankly, I don't see L.A.'s entertainment needs as being all that different from the rest of the world out there. Sure, the city had a great run there for awhile with the O.J. trial and the floods and the riots. But after that all died down, if we had to rely on Los Angeles alone for gripping and emotional news to talk about and entertain with every day, we'd be completely out of luck."

Leykis offered this sobering observation: "The reality is that, in this market, the three highest Talk programs are syndicated shows." When Bell asked if syndication really best served the local community, Miller suggested that wasn't really what it's all about. "With big companies owning large numbers of radio stations across the country, it's more cost-effective for the company to have someone who can be syndicated on multiple stations. They save some money, the host is able to make some money, and it's a win-win situation for everybody. That's the real bottom-line issue."

Is Politics A Listener Killer?

Bell asked the group if they sensed there was a trend away from politics as an issue on Talk radio because the audience is tired of it. Leykis said, "Yes, but let's talk about why they're tired of it. It's because the Dow Jones



MEETING OF THE MOUTHS — Sharing the longest period of time that any of these individuals has spent without uttering a single word or opinion are talk hosts (l-r) Tom Leykis (KLSX/L.A. and Westwood One), Ken Minyard (KABC/L.A.), Tracey Miller (KLSX/L.A. and WCKG/Chicago), John Kobylt (KFI/L.A. and Fisher Entertainment), and Michael Jackson (KABC/L.A.). The quintet gathered recently to — what else? — talk, at L.A.'s Museum of Television and Radio.

average is over 9100, unemployment is down to the lowest rates we've seen in 26 years, and people are happy, optimistic, and spending money. They don't think we have any big political problems, so they just don't want to talk about it right now."

Jackson suggested that a majority of Talk hosts identify themselves as conservatives, politically speaking, and spend much of their time blasting the president because they feel that they can be influential. "I think they are influential in one regard — they don't turn people on, they turn people off. And with each succeeding election in this country, fewer and fewer people even bother to vote."

Countered Leykis, "Let's be real here. Even as the most listened-to format in the country, how much influence can 15% of radio listeners really have on politics?" Minyard, never quite able to muzzle a wit honed from hosting mornings for more than a quarter century, quipped, "You mean to say that a bunch of ex-disc jockeys

can't influence the political direction of this country?"

Reminded that he and his partner had been influential in starting a tax revolt by New Jersey citizens that, arguably, led to the demise of Democratic governor Jim Florio and the state legislature, Kobylt continued to profess that their show has no ideology or political agenda. "We just found a way to get ratings and make more money and get more listeners," he said.

Leykis, who was well-known for his campaign against the spraying of malathion in Los Angeles several years ago, added, "Remember, that was an issue that I deeply cared about. And although there are a lot of other issues that I care about, if it isn't going to get me on the 11 o'clock news, I'm not going to do a campaign about it. If all of us up here told the truth, we'd admit that we're in the business of grabbing ears so we can get ratings and sell advertising. That's our job. Our job is not to try to change the course of political history."

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Making Sure The Show Succeeds

Bell inquired about what some of the panelists did to prepare for a daily show. "How do you stay ahead and prepare to respond to the many things going on around you that often change so quickly?" Said Leykis. "Naturally, you have to read, watch TV, and stay informed all day, every day. But you do that because you like to. You can't be good at it without wanting to do it. I think that every one of us up here would be doing that whether we were on the radio or not." Kobylt offered up his personal habit of observing the reactions of his wife and friends to subjects. "When I see them getting all excited or worked up about something they've read or seen, I listen in. Frankly, I spend a lot of time when I'm at a barbecue or party just eavesdropping to hear what regular people are interested in talking about."

In response to Bell's inquiry about how important a producer is to a show, Miller replied, "Frankly, I think producers should get more money. They're generally underpaid for all they do. They're the ones who go through and pull all the items and stories that could make for an interesting topic. A good understanding between the producer and the host makes for a better overall show." Kobylt added that call screeners are an integral part of the show too. "We want callers to have sort of a walk-on cameo roll on the show, so our screener must seek out interesting and entertaining personalities. And they have to size up this individual in about 15 seconds. It's a tough and important job."

Jackson replied that he has never called the person he works with the producer. "That title indicates they are the person who decides on the guests," he said. "I am the only one who can make that decision about my program. Furthermore, I have often found that if I make the contact call myself, as the host of the program, it can be far more effective. For example, during the O.J. Simpson trial, I personally called every lawyer, every morning. And there were many times when that paid off, because I would get the story hours before others. People would ask me, 'How the hell did you get that?' And the answer is, by making the call yourself. If you make the call yourself instead of using a producer or an assistant, it adds stature to the call and you are more likely to get through to the person you want."

New Technology

Bell asked how new technologies, including the Internet and e-mail, have changed the way the hosts approached their jobs. Leykis commented, "The Internet isn't just impacting Talk; it's everywhere. If you are not using it to communicate with listeners and to gather information, you're

simply going to fall behind everybody else who is using it. It's changed the way we all work. For example, I get as many as 2000 e-mails a week from listeners. In a radio station, that mail would come in and sit in a box or a drawer and probably never get answered. But now I can just point and click, dash out a few lines, and respond instantly. So the listener now feels that he has some sort of a connection with a host that was not available before.

"I'm glad somebody dragged me into learning about this when they did, because I don't think I could do a radio show today without it as a tool and resource," Leykis concluded. Nodding in agreement, Kobylt added, "Doing a nationally syndicated show every day means being in touch with a lot of different cities. Our producer can download 15 or 20 newspapers every day, and we can then digest the materials in about two hours. I can't imagine how we could do the show nearly as well without using the net."

Since some of the panelists work with partners and others are solo hosts, Bell asked the group to cite some of the advantages or disadvantages to being in each situation. Minyard offered that doing mornings was a little different than doing a typical show on a Talk station. "Talk radio and morning radio are really two distinctly different things. It's a different dynamic in the morning. Along with wanting to move things forward and getting all the elements in, you also usually need and want the element of humor. A partner really can help you in that area, and it always gives you someone to go to when you need to." Added Miller, who is now working with Jonathon Brandmeier at KLSX and WCKG. "A partner can be that in-studio audience that gives you an immediate reaction." Jackson, who has always worked as a solo act, said, "I don't think I could work with anyone else. I've always worked with the listener as my partner."

Words Of Wisdom

A member of the audience who said she was an aspiring talk host asked the group to give some advice on how to negotiate a deal with a station. Jackson, recalling his first meeting with Ben Hoberman many years ago at KABC, offered this story. "Ben shook my hand and said, 'I'm very glad to meet you.' He then told me he hoped we could come to an agreement, but that if we didn't, the radio station would still be there tomorrow. I told him that was very intimidating. He told me, 'That's your first lesson. Now go out and hire a lawyer.' It was good advice then, and it's good advice now." All agreed that, although finding those good small-market training grounds has become increasingly difficult in the consolidated world of radio today, it's still the best way to learn the trade.

"In a small market," said Minyard, "you can afford to make a few mistakes, you can get really connected to the community and what's going on in it, and you can learn how to do the job from that whole experience. But in the end, do like all of us have done — go in and give it your best shot, then take what they give you. When you're first starting out, you have no right to make any demands."

Minyard, who is one of the true deans of the Talk format, offered this thought to all in attendance. "I still believe that Talk has a tremendous capacity to do something, to make some difference," he said. "And I still believe that we in radio can do some good in the world. Of course you have to get ratings, but there's still room to shoot high. I don't believe that you always have to talk down to the listeners and shoot for the lowest common denominator. It's our job to take a subject that is difficult to understand and make it interesting. That's your job; it's what you're paid to do. If you want to be a professional in this business, you can't just deal with the easy things."



CAN I GET A WORD IN HERE, PLEASE? — Talking about Talk at L.A.'s Museum of Television and Radio are (l-r) Tracey Miller (KLSX/L.A. and WCKG/Chicago), Tom Leykis (KLSX/L.A. and Westwood One), Ken Minyard (KABC/L.A.), John Kobylt (KFVL.A. and Fisher Entertainment), Michael Jackson (KABC/L.A.), and moderator Steve Bell, VP and Director of MT&R.

Gathered together for just one very special evening, this diverse group of talents found both common ground on which to agree and many topics they could debate without ever reaching resolution. But Jackson, always the consummate gentleman both on and off the air, offered this closing thought: "While the five of us on this stage may all view and ap-

proach our jobs differently, there is room for all of us. We have many things in common, not the least of which can be summed up by ABC's motto. Our job is to 'entertain, enlighten, and inform.' Along with that, I also think it is to show hospitality to both our guests and listeners. And all the people on this stage are truly Talk professionals."

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STEVE WONSIEWICZ

SOUND DECISIONS

Neo-Industrial: The Second Wave

Genre's rock- and rhythmic-based acts building on foundation laid in '96

Music trends vs. music cycles: Reams of newsprint could be put to use analyzing the concept. Yet when it comes to the neo-industrial sounds of alt rock bands like Stabbing Westward, Econoline Crush, and Gravity Kills or the more rhythmic electronica of a God Lives Underwater, it's the latter concept that definitely comes into play.

The former notion, music trends, was the focus of one of my earliest "Sound Decisions" columns (R&R 2/2/96). Back then, PDs and promo vets were talking about the impressive inroads the neo-industrial genre was making at commercial Alternative and Active Rock. Reasons cited: grunge overkill, the improving songwriting of the new generation of bands, and the growing club concert scene.

Two years and an untold number of concerts and radio shows later, these bands are returning with compelling new albums. Their perseverance over the past two or three years has paid off — airplay, while still a challenge, is coming much easier than it did circa '95-'96.

Follow-Up Time

What the neo-industrial bands are going through is pretty much SOP in the business. Over the next couple of years, the '97 crop of ska bands and female singer/songwriters will release follow-up albums, and those artists are going to have to address many of the same issues.

Active Rock
Curtiss Johnson KRXQ/Sacramento Station Manager/PD **Curtiss Johnson** offers a couple of reasons why '98 could be an even better year for the neo-industrial bands and their sonic colleagues: "Listeners do not put much thought into things like cycles and trends like we do in the industry. They develop a bond with a band or that particular sound, and they'll end up listening to a Stabbing Westward or Gravity Kills album for the next couple of years while the bands are between records, so the music never really goes away."

"As a result, we're seeing a lot of these bands continuing to grow and build on their base, and the acceptance of the bands and songs is also increasing. It's all part of the new phase of hard rock that has become more acceptable in the mainstream because of its rhythmic nature and because we're hearing more melodies. It's working on a couple of different levels."

What has also helped — in an

People don't get caught up in trends or cycles. Some of the electronic bands have been successful because they had the right song, like the Chemical Brothers and Prodigy. Others didn't.

—Oedipus

offhand way, explains Johnson — is that a "Smells Like Teen Spirit" or "You Oughta Know" hasn't surfaced across multiple formats. "It's like any sound that has been out there for a long time: Unless it's the 'next big thing' or a band comes out with a huge hit, the genre tends to grow naturally. The record companies and radio stations haven't saturated the market. That's why it hasn't become something of a fad. This particular genre is on a steady growth cycle, and that's the way it's probably going to continue."

Fickle Fans

Alternative WBCN/Boston VP/Programming **Oedipus** concurs. "People don't get caught up in trends or cycles. Some of the electronic bands have been successful because they had the right song, like the Chemical Brothers and Prodigy. Others didn't. There always will be a small cult of people who are into only ska or industrial, but what listeners ultimately want are hits."

Using that same line of reasoning, Oedipus posits that listeners will embrace the bands a couple of years later even if the music scene changes somewhat. "Listeners will come back if the music's good. But the one thing we've learned is that the audience is becoming increasingly fickle. Attention spans have really shortened."

"Stabbing Westward has fol-

lowed up with a very strong song, which is very important. Not growing can kill a band overnight, because the demand is for the next big sound."

The fickle nature of the Alternative audience, says Oedipus, puts even more pressure on the labels. "It really comes down to the record company: Do they just want the station to play a band's new song and hope listeners will like it, or will the record company put up a whole marketing campaign — get coverage in various publications, do radio shows, buy ad time, and do alternative marketing on things like the Internet? It depends on how much effort they put into it."

Another key point: The neo-industrial bands offer Alternative and Active Rock a prime source of exclusive programming. That's especially important for Alternative, given the inroads made by Pop/Alternative. Oedipus continues, "Alternative is looking for certain artists to call their own, because the other formats are increasingly borrowing from our music, whether it's Pop/Alternative, CHR, or Rock — particularly the first two. A band like Stabbing Westward probably won't get played on Pop/Alternative or CHR for a while."

Taking It To The Streets

A&M Sr. VP/Promotion **Peter Napoliello** believes the steady inroads the genre has made over the years dovetail nicely with the changing lifestyles of younger listeners. "You have a whole new generation of kids coming up. They are off the Nintendo machines and discovering music, so, in effect, that's a brand-new audience."

"But it's also being helped by the post-teens who are in their 20s now and whose nightlife — for a good portion of that audience — consists of going to raves and dance clubs geared toward heavy electronic music, whether it's rhythmic or rock. Because of that and the exposure of Prodigy on MTV, there is this gigantic audience that's ready to be fed. We're looking at taking God Lives Underwater from a 100,000-unit fan base not to 200,000 units, but to 500,000 and a million."

While the music and bands are more mainstream than ever before, in setting up, marketing, and promoting the new releases, the labels have

CMA Hosts Second New Technology Conference

A handful of the wired world's brightest will be joined by leading record company high-tech execs when they convene in Nashville on May 13 for the second annual MINT (Music Industry & New Technologies) conference organized by the Country Music Association.

The meeting will offer insights into intellectual property/copyright issues, selling music online, the latest software technology, webcasts, and marketing and promotion strategies in a combination of panels, round-table discussions, workshops, and demonstrations. Here are three of the key sessions and who's participating:

- "The Impact Of The Internet On The Music Business, Parts 1 & 2": Creative marketing, electronic commerce, and online music distribution will be among the topics explored. Panelists include Sonicnet/Beatnik-President **Nicholas Butterworth**, Universal New Media Group VP/Sales & Marketing **Lisa Crane**, Vanderbilt University professor **Donna Hoffman**, A2B Music COO **Larry Miller**, BMG Entertainment Sr. VP/Marketing **Kevin Conroy**, Tower Records VP/Publishing & Direct To Consumer **Mike Farrace**, Music Boulevard Network President **J.J. Rosen**, MCA/Nashville Manager/Label Services **Skiff Wagner**, *Music Row* magazine founder/Publisher/Editor **David Ross**, and The Gales Company founder/President **David Gales**.

- "Getting The Most From Your Website": Understanding what consumers want and developing creative content will be this session's focus. Panelists include EdgeNet Media President/CEO **Tim Choate**, MadCap President **Richard Grimes**, MJI Broadcasting Corporate Development exec **Margaret Shiverick**, BellSouth.net's **Jim Wood**, and Country.com's **Ruth Hummed**.

- "Show Me The Money": Website marketing strategies and selling advertising and sponsorships will be covered in this panel. Participants include WebMedia President **Joe Marnell**; Adfinity Network VP/Marketing & Business Development **Mike Rowsom**; Music Boulevard Network VP/Marketing, Advertising & Sales **Debbie Newman**; and GCI Group Sr. VP **Chris Clark**.

often gone directly to the streets to begin their campaigns. Napoliello continues, "We serviced clubs and radio simultaneously with 12-inch vinyl and CD packages; but we took God Lives Underwater to the streets like you would a hip-hop record, with stickers and street teams attacking venues as the kids were leaving the clubs and giving away cassette samplers and flyers. And we worked the Alternative specialty shows very early. It was all designed so that, at the launch date, there was already familiarity in the market."

Buzz Builders

Columbia also kept it relatively simple during the early phases of Stabbing Westward's new album launch. Sr. VP/Promotion **Jerry Blair** comments, "In between the release of the single and the album, we played some key major markets so we could build a buzz with their fans and programmers. It wasn't just about the new song. We wanted people to see the evolution of the band, because they have developed into a tight rock band over the course of three albums and a lot of touring. The plan worked magically: We had the best first week of sales ever for the band."

Interestingly, one thing the rockier industrial bands might not have this time around is MTV, which makes reserving the core fan base at the onset critical, as well as exploring other avenues. Blair observes, "Stabbing Westward had a couple of songs on the last album

You have a whole new generation of kids coming up. They are off the Nintendo machines and discovering music, so, in effect, that's a brand-new audience.

—Peter Napoliello

that were big hits, and we had some great videos. However, with MTV maybe being less apt to step out early in high rotation on rock- and alternative rock-based videos, we have had to think about other ways to market the group."

To that end, Columbia has been buying local ad time on MTV in key markets and putting up posters around appropriate clubs and stores. It has even bought space in *Spin* and *Rolling Stone*, as well as the gaming magazine *Wizard*.

Blair sums it up: "Now the challenge is to spread the word. And that's the same challenge all record companies face. You have a song and a video, you tour, and you get press in magazines like *Rolling Stone*. The things we are doing, hopefully, will build on that fan base."

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: swonz@aol.com

RR LAUNCHING PAD

Guster's 'Airport Song' Landing On Alternative Playlists

New bands wanting to maintain that much-sought-after "indie cred" at mainstream Alternative radio — a stiff challenge in today's market — could pick up some ideas from Guster.

"The whole thing's not right," he jokes, "but that's what I like about it."

Guster's good-natured approach and grass-roots marketing and promotion have served it well, contrib-

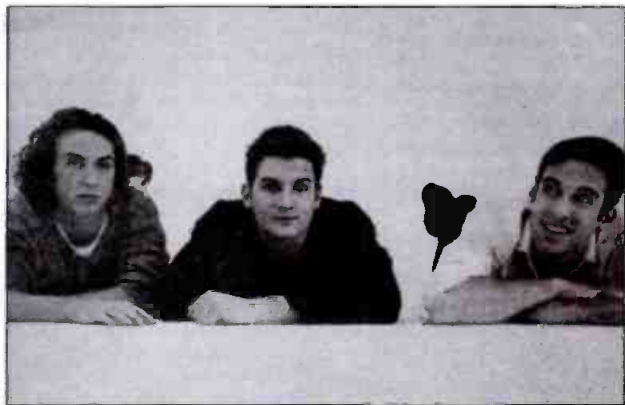
The band also communicates regularly with fans via its website, which also offers CD and merchandise for sale. There's even a section on the site devoted to bootleg trading of its concerts.

Sire started setting up the project in January, with the primary goal being to piggyback on the solid foundation laid by the band over the years. VP/Promotion Sherri Trahan recalls, "We wanted enough time so the band could tour for a while and so we could set it up properly at radio, since it's a top priority for us. It was really important to the band that we have a grass-roots approach, because they'd worked so hard with the rep program and things like that. They've already built a big fan base, and we knew tapping into that would only help our story."

As part of the campaign, Sire started bringing in programmers to see the band's shows long before the rerelease of *Goldfly* on April 7. Trahan comments, "They are such a great band live that we knew programmers would become believers. But we also wanted them to see things like the rep program."

The label also rereleased the new album a couple of weeks before the official add date, says Trahan, "in order to get some more SoundScan under our belt and have a sales story."

Guster is currently on tour with Widespread Panic and G. Love & Special Sauce through July. It then boards the H.O.R.D.E. tour for shows in late August and early September.



Guster

The Boston-based band, which over the years has accumulated a wallful of plaques from local "best of" lists and awards shows, is enjoying its first taste of major commercial airplay with its Hybrid/Sire debut single, "Airport Song." The track, from the album *Goldfly*, was the third most added song at Alternative its first week at radio, picking up 20 stations out of the box.

Stations reporting the track include WNNX (99X)/Atlanta, WBCN and WFNX in Boston, WXEX and WBRU in Providence, WMRQ/Hartford, XHRM/San Diego, KKND/New Orleans, WRXQ/Memphis, and WRAX/Birmingham.

Sonically, Guster isn't a run-of-the-mill alternative band. Formed in 1992, it's comprised of three Tufts University alumni — two acoustic guitarists and a percussionist who plays all his instruments by hand. Their debut album, *Parachute* — produced by Mike Deneen (Letters To Cleo, Aimee Mann) — was voted Best Local Debut Record by the *Boston Globe* in 1995. The band followed that up with a Boston Music Award for Best New Local Rock Band the same year.

That sound is what immediately intrigued 99X MD Sean Demery, who first heard the single during a new-music listening session at a recent industry gathering. "I fell in love with the song and the album," says Demery. "There are at least four or five stellar cuts on the album. The single has melody, it has a hook, and the musical styling is different. What's not to like?"

Demery has also taken a liking to the band's irreverent humor, which is typified in its website.

uting to sales of over 25,000 copies for *Parachute* before it was picked up by Hybrid/Sire. To spread the Guster gospel, the band formed what it calls a "rep program" about three years ago: Volunteers sell Guster CDs and merchandise and distribute flyers and related materials, all the time promising to repay the band. In return, the reps are entitled to a spot on the guest list for a local/regional show. The program has become so popular that guest slots have been filling up before they could all be handed out. To meet demand, plans are in the works for future "rep shows."



A GOODY MOB GREET'S MCA'S WASHINGTON — MCA/Silas vocalist Keith Washington recently celebrated the release of his new album, *KW*, at a Sam Goody store in his hometown of Detroit. Washington took the opportunity to perform a handful of songs from the album. Shown (l-r) are MCA's Kelvyn Ventour and Jaki Gardner, Washington, MCA's Eddie Barreto, and store manager Darrell Peterson.

MUSIC NEWS & VIEWS

It's Armageddon For Aerosmith!

Aerosmith has recorded the title track for the much-anticipated Touchstone Pictures movie *Armageddon*, starring Bruce Willis, Billy Bob Thornton, Ben Affleck, and Steve Buscemi. The song, a romantic ballad penned by multiple Grammy winner Diane Warren, was produced by Matt Serletic (Matchbox 20, Candlebox) and features a 52-piece orchestra.



Aerosmith

Artist Labels Galore!

Plenty of action on the label start-up front this week. Metallica drummer Lars Ulrich has formed his own label, **The Record Company**. The first act signed is Canadian quintet DDT ... Boxer Mike Tyson has started **Tyson Records**, according to *The New York Times*. Already signed to the label are **Protege** and **Donnie** ... Crooner Lou Rawls and publicity ace **David Brokaw** have launched the **Rawls & Brokaw Records** imprint. The first release will be a set of classic covers from Rawls titled *Seasons For U* ... Jazz impresario **Herbie Hancock** has formed a self-titled record company in conjunction with **Verve Records**.

Tour update: Metallica has tapped **Alice In Chains** guitarist **Jerry Cantrell** and **Days Of The New** as support acts for its upcoming tour, which begins on June 24 in West Palm Beach, FL ... **Candlebox** embarks on a national headlining tour on May 23 in Somerset, WI in support of its forthcoming album, *Happy Pills* ... **Prodigy** returns to the U.S. for a round of shows, beginning June 16 in Washington ... **Tori Amos'** national headlining tour officially bows on July 15 in Milwaukee ... **Swingsters** the **Royal Crown Revue** will open for the **B-52s/Pretenders** tour that bows on June 18 in New Jersey.

This 'n' that: **Sean "Puffy" Combs** has entered the movie business, founding a production company called **Bad Boy Films**. The first project is a crime thriller based on the book *King Suckerman*. No word yet on whether Puffy will also star ... Former **Red Hot Chili Peppers** guitarist **John Frusciante** has rejoined the band. Look for a new Peppers album sometime next year ... '80s hair band **Poison** is re-forming and will perform a month of dates with fellow rockers **Whitesnake** and **Dokken**. No word yet on if or when to expect a new album ... **Arista** has set July 14 as the in-store date for **Monica's** new album, *The Boy Is Mine*. Producers and songwriters involved in the album include **David Foster**, **Diane Warren**, **Dallas Austin**, **Missy Elliott**, and **Jermaine Dupri** ... **Counting Crows** will release a two-CD set of live material this summer titled *Across A Wire: Live From New York* ... Word from Detroit is that hard rocker and radio personality **Ted Nugent** is exploring the possibility of taking his successful morning show to TV. No word yet on when the **Motor City Madman's** show might debut ... **Don and David Was of Was (Not Was)** fame have been in the studio working on new material. The two, who are not signed to a label, have yet to determine when the new album will be released ... **Blondie** is working on a new disc that is slated to come out this fall.

R&R TOP 20

R&R's exclusive sub-chart combining airplay from Hot AC, Alternative, Adult Alternative, and CHR/Pop

LW	TW	ARTIST/TITLE (LABEL/S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
1	1	NATALIE IMBRUGLIA Tom (RCA)	2014	2060	43/0
2	2	MARCY PLAYGROUND Sex And Candy (Capitol)	1742	1796	38/0
3	3	FASTBALL The Way (Hollywood)	1682	1607	41/0
7	4	ALANIS MORISSETTE Uninvited (Warner Sunset/Reprise)	1412	1204	34/4
4	5	MATCHBOX 20 3am (Lava/Atlantic)	1322	1397	34/0
6	6	EDWIN MCCAIN I'll Be (Lava/Atlantic)	1281	1238	35/2
9	7	MATCHBOX 20 Real World (Lava/Atlantic)	1213	1015	37/4
5	8	THIRD EYE BLIND How's It Going To Be (Elektra/EEG)	1206	1367	32/0
11	9	SARAH MCLACHLAN Adia (Arista)	1042	989	38/0
15	10	GOO GOO DOLLS Iris (Warner Sunset/Reprise)	1007	814	37/3
12	11	PAULA COLE Me (Imago/WB)	1004	956	32/0
-	12	NATALIE MERCHANT Kind & Generous (Elektra/EEG)	959	319	40/7
8	13	VERVE Bitter Sweet Symphony (Hut/Virgin)	923	1138	30/1
13	14	SMASH MOUTH Walkin' On The Sun (Interscope)	871	862	26/0
17	15	CHERRY POPPIN' DADDIES Zoot Suit Riot (Mojo/Universal)	864	678	37/2
10	16	GREEN DAY Time Of Your Life (Good...) (Reprise)	793	992	24/0
19	17	WALLFLOWERS Heroes (Epic)	788	661	35/2
16	18	LOREENA MCKENITT The Mummers' Dance (Quintan Road/WB)	768	803	23/0
14	19	SAVAGE GARDEN Truly Madly Deeply (Columbia)	768	852	20/0
-	20	SISTER 7 Know What You Mean (Arista Austin/Arista)	673	590	24/1

This chart reflects airplay from April 27-May 3. Songs ranked by total plays. Contributing stations combine from the Custom Chart function on R&R ONLINE. © 1998, R&R Inc.

PERSPECTIVE

BY

Dan Persigehl



The most important thing we're finding is that, regardless whether it's called Pop, Alternative or Hot AC, we have to be a little more open-minded. That's what we do here with a modern format. We're certainly not attached as Alice in Chains' "Alice" was to the format, but we're working.

In certain markets, the format placement sometimes dictates that, "I'm not a pop station. The problem with that is that you're not a pop station, that's why you don't sound like pop." We're not going to be a pop station, but we'd better have a format that's great music that offers just the right amount of variety. Otherwise, you're selling up to focus your effort into a three share.

The music right now in our format is as good as it's been in a very long time. There's a lot of music from artists like Black, Lat, Fastball, Marcy Playground and Edwin McCain that's appealing to pop music fans. Although it originated from the Alternative side, that music has not previously been produced and released in such a manner that it would have an impact on mass appeal radio stations. Pop Alternative, it seems, is just as mass appeal as Pop hits.

Morning shows are important to any format, but especially when you're a come-driven radio station, you need to find those insulators against changes in competitive environments. And one of the best insulators is a strong morning show.

Dan Persigehl is PD of Pop/Alternative Hot AC 104.7 KZZP/Phoenix.

Forward-thinking executives lend their perspectives about Pop/Alternative music and formats each week.



New & Active

SEMISONIC Closing Time (MCA)
Total Plays: 660, Total Stations: 29, Adds: 4

EVERCLEAR I Will Buy You A New Life (Capitol)
Total Plays: 553, Total Stations: 23, Adds: 1

VONDA SHEPARD Searchin' My Soul (550 Music)
Total Plays: 515, Total Stations: 24, Adds: 3

TORI AMOS Spark (Atlantic)
Total Plays: 355, Total Stations: 19, Adds: 2

REBEKAH Sin So Well (Elektra/EEG)
Total Plays: 334, Total Stations: 21, Adds: 1

PEARL JAM Wishlist (Epic)
Total Plays: 334, Total Stations: 14, Adds: 1

ATHENAEUM What I Didn't Know (Atlantic)
Total Plays: 286, Total Stations: 11, Adds: 0

NAKED Raining On The Sky (Red Ant)
Total Plays: 245, Total Stations: 13, Adds: 1

LISA LOEB Let's Forget About It (Geffen)
Total Plays: 208, Total Stations: 11, Adds: 0

BLACK LAB Time Ago (DGC/Geffen)
Total Plays: 202, Total Stations: 11, Adds: 1

Songs ranked by total plays

Contributing Stations

KPEK/Albuquerque, NM (HAC)
KAMX/Austin, TX (HAC)
KLLY/Bakersfield, CA (HAC)
WBIX/Boston, MA (HAC)
WLCB/Buffalo, NY (HAC)
WLNC/Charlotte, NC (HAC)
WTRX/Chicago, IL (HAC)
WZEG/Denver, CO (HAC)
KALC/Denver, CO (HAC)
KOPX/Denver, CO (AA)
WPLT/Detroit, MI (HAC)
KYSR/Fresno, CA (HAC)
WISL/Greensboro, NC (HAC)
WKZI/Greensboro, NC (HAC)
KXPM/Mounton, TX (HAC)

KOZN/Kansas City, MO (HAC)
KNXN/Las Vegas, NV (HAC)
WLRL/Long Island, NY (AR)
KYSR/Los Angeles, CA (HAC)
WPLL/Miami, FL (HAC)
WPNW/Milwaukee, WI (HAC)
KOSD/Modesto, CA (HAC)
KCDU/Modesto-Salters, CA (HAC)
WYTE/Portland, OR (HAC)
WFSH/Orlando, FL (HAC)
WFLY/Philadelphia, PA (AR)
KZON/Phoenix, AZ (HAC)
KZZP/Phoenix, AZ (HAC)
WDRV/Pittsburgh, PA (HAC)
KDBT/Portland, OR (HAC)

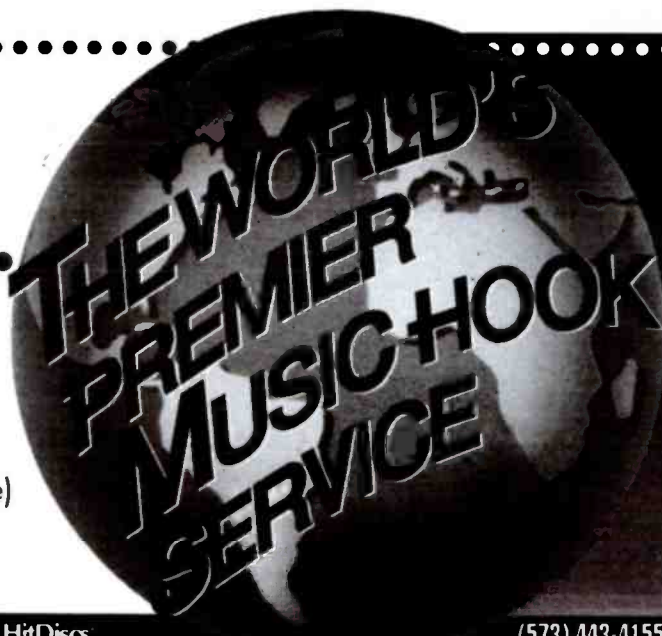
WDGG/Raleigh, NC (CHR/P)
WZNE/Rochester, NY (HAC)
KZZO/Sacramento, CA (HAC)
WALC/St. Louis, MO (HAC)
WVRV/St. Louis, MO (AA)
KENZ/Soft Lake City, UT (AA)
KFMB/San Diego, CA (HAC)
KLLC/San Francisco, CA (HAC)
KRLZ/Santa Barbara, CA (HAC)
WHPY/Tampa, FL (AA)
WSSR/Tampa, FL (HAC)
WWSB/West Palm Beach, FL (HAC)
WXLQ/Worcester, MA (HAC)

43 Total Stations

HAC-Hot AC AR-Alternative AA-Adult Alternative CHR/P-CHR/Pop

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EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES MAY 8, 1998

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

CHR/POP

ARTIST TITLE LABEL(S)	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL% FAMILIARITY	TOTAL% BURN
	TW	LW	2W	3W		
CELINE DION My Heart Will Go On (550 Music)	3.93	4.01	4.09	4.11	92.6%	40.4%
NATALIE IMBRUGLIA Torn (RCA)	3.92	3.97	3.91	3.76	82.0%	19.5%
K-CI & JOJO All My Life (MCA)	3.91	3.95	4.06	4.05	83.5%	18.0%
BRIAN MCKNIGHT Anytime (Motown)	3.84	4.03	3.90	3.94	67.5%	12.8%
SHANIA TWAIN You're Still The One (Mercury)	3.80	3.84	3.73	3.74	70.4%	12.6%
DESTINY'S CHILD No, No, No (Grass Roots/Columbia)	3.79	3.60	3.64	3.80	59.6%	15.3%
USHER Nice & Slow (LaFace/Arista)	3.77	3.79	3.69	3.87	63.1%	20.4%
WILL SMITH Gettin' Jiggy Wit It (Columbia)	3.76	3.79	3.63	3.81	82.8%	25.1%
MARCY PLAYGROUND Sex And Candy (Capitol)	3.74	3.68	3.71	3.87	76.6%	21.2%
THIRO EYE BLINO How's It Going To Be (Elektra/EEG)	3.63	3.57	3.77	3.79	70.9%	19.7%
MARIAH CAREY My All (Columbia)	3.57	—	—	—	65.3%	15.0%
EDWIN MCCAIN I'll Be (Lava/Atlantic)	3.54	3.42	3.30	3.45	41.1%	8.9%
'N SYNC I Want You Back (RCA)	3.53	3.49	3.57	3.57	67.5%	17.2%
MATCHBOX 20 3am (Lava/Atlantic)	3.52	3.56	3.63	3.76	80.3%	27.8%
GOO GOO DOLLS Iris (Warner Sunset/Reprise)	3.49	—	—	—	39.9%	8.6%
JANET Together Again (Virgin)	3.46	3.50	3.47	3.38	86.9%	30.3%
CREED My Own Prison (Wind-up)	3.43	3.38	—	—	28.3%	6.2%
MADONNA Frozen (Maverick/WB)	3.41	3.35	3.40	3.25	82.8%	25.1%
FASTBALL The Way (Hollywood)	3.40	3.57	3.56	—	50.2%	12.1%
BEN FOLDS FIVE Brick (550 Music)	3.36	3.67	3.61	3.65	69.0%	23.6%
BACKSTREET BOYS Everybody (Backstreet's Back) (Jive)	3.33	3.41	3.36	3.36	64.0%	21.7%
PAULA COLE Me (Imago/WB)	3.26	3.36	3.31	3.39	47.3%	10.8%
ROBYN Do You Really Want Me (RCA)	3.26	3.38	3.36	3.28	62.6%	21.4%
ERIC CLAPTON My Father's Eyes (Duck/Reprise)	3.25	3.16	3.11	3.20	53.4%	17.7%
BILLIE MYERS Kiss The Rain (Universal)	3.18	3.33	3.41	3.45	72.7%	28.3%
S.O.A.P. This Is How We Party (Crave)	3.14	3.23	3.19	—	34.5%	11.6%
TONIC Open Up Your Eyes (Polydor/A&M)	3.05	3.09	—	—	49.3%	16.7%
VONDA SHEPARD Searchin' My Soul (550 Music)	3.05	—	—	—	30.0%	6.7%
CHUMBAWAMBA Amnesia (Republic/Universal)	2.78	2.87	2.97	3.10	33.3%	12.1%

Total sample size is 400 respondents with a +/-5 margin of error. Total average favorability estimates are based on a scale of 1-5 (1 = dislike very much, 5 = like very much). Total familiarity represents the percentage of respondents who recognized the song. Total burn represents the number of respondents who said they are tired of hearing the song. Sample composition is based on females aged 12-34, who responded favorably to a CHR/Pop musical montage in the following regions and markets: **EAST:** Baltimore, Boston, Long Island, New York, Philadelphia, Pittsburgh, Providence, Washington, DC. **SOUTH:** Atlanta, Charlotte, Dallas, Houston, Miami, New Orleans, Norfolk, Orlando, Tampa. **MIDWEST:** Cincinnati, Cleveland, Columbus, Indianapolis, Kansas City, Minneapolis, St. Louis. **WEST:** Los Angeles, Portland, Salt Lake City, San Diego, San Francisco, Seattle. Songs are removed from Callout America after 20 weeks of testing. © 1998. R&R Inc.

CALLOUT AMERICA® Hot Scores

By ANTHONY ACAMPORA

Last week, Tony Novin touched on one of the great benefits of programming CHR/Pop: The ability to play the best songs from other formats mixed with some that Pop radio can call its own. The variety at the format appears to be wider than it's been in a long time, with success stories from several musical genres appearing in Callout America. R&R's exclusive survey of 400 women 12-34.

On the adult side, "My Heart Will Go On" by Celine Dion (550 Music) reclaims its perch atop the list this week with a 3.93 total favorability score. While high burn scores can hurt a song (this one just reached 40%), the favorability score is still very strong.

On the Pop/Alternative front, "Torn" by Natalie Imbruglia (RCA) climbs to second with a 3.92. "Torn" is No. 2 among teens, No. 1 18-24, and No. 5 25-34. "Sex And Candy" by Marcy Playground (Capitol) is ninth overall, seventh 12-17, and fourth 18-24.

A couple of hit R&B ballads have become two of 1998's biggest songs at Pop: "All My Life" by K-Ci & JoJo (MCA) and "Anytime" by Brian McKnight (Motown) are third and fourth in total favorability, respectively.

Let's not overlook Country's contribution to CHR: "You're Still The One" by Shania Twain (Mercury) has become a certified multi-format hit. "Still" is fifth overall, sixth 12-17, eighth 18-24, and second 25-34.

Our rap representative is Will Smith's "Gettin' Jiggy With It" (Columbia). All demos are gettin' jiggy with this one — it even ranks third 25-34 (3.74).

"No, No, No" by Destiny's Child (Grass Roots/Columbia) is clearly crossing over from Urban and Rhythmic to Pop, moving up to sixth overall (3.79). "No" is third 12-17 and sixth 18-24.

And, Mariah Carey returns to the Callout America survey as "My All" (Columbia) ranks eleventh overall and ninth 25-34 in its debut week.



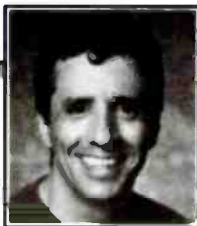
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TONY NOVIA

It's Take Two For Morris In Twin Cities

□ Student of the business finally gets his PD shot at KDWB

How many football games have you watched where a great backup quarterback sits on the sideline, waiting for his opportunity to get in the game? Sometimes he gets to show his stuff because of an injury, a romp, or — in some cases — a pay dispute involving the starting quarterback. Sometimes the backup never gets in the game and has to be traded to get his shot. And sometimes he just fades away.



Rob Morris

This analogy also works for APDs and MDs looking to get their shot at becoming a PD. For the next few weeks, we are going to take you up close and personal with some of America's next generation of great PDs who have recently moved up from the APD/MD ranks at some of the biggest CHR in the country. This week, the spotlight shines on KDWB/Minneapolis PD Rob Morris.

While Morris has always been in the game at legendary KDWB, his goal all along was to be starting quarterback. After longtime PD Mark Bolke resigned to join the consulting ranks, Morris (who was MD) got the interview, but not the gig. When the man who did get the job, Dan Kieley, later exited for the coveted KIIS/Los Angeles PD position, Morris was up again, and this time he wasn't about to let the starting position slip through his hands.

Herein lies Morris' story, from which we can all learn. Read on as he walks us through the jungle of how he worked the corporate and consultant web, rallied the staff, and used past experience to ultimately get what he deserved.

R&R: *Were you bummed when you didn't get the PD shot when Mark Bolke resigned, and why did you hang in there?*

RM: I was only at KDWB six months when Mark resigned, and I was interim PD for about two months. While I may not have realized it at the time, Dan Kieley getting the PD job over me ended up working out for the best. [WRQC, WTCZ, and KDWB VP/GM] Marc Kalman handled the situation with total class and reassured me that I had a bright future with the station. He explained that this was just a situation where he felt he needed someone with a little more seasoning, and Dan brought a lot more to the table in terms of experience in major markets and marketing. Dan made me feel very welcome and told me we were going to work together. He explained that this was a team effort, and I asked him to allow me the opportunity to learn, grow, and move forward with my career. The company lived up to its word and took care of me financially, and I learned a lot from Dan. If Dan would have stayed here, I feel confident that Chancellor would have given me my shot somewhere as a PD.

R&R: *Obviously, Kalman's personal touch and positive words gave you a vote of confidence after being turned down for a PD job you really wanted and thought you were ready for. What did you learn*

through this process?

RM: I learned that I needed to gain experience. I learned that I needed to make better contact and make the GM and corporate people more aware of who I was, what I was doing, and what my abilities were. I learned to be politically correct whenever necessary and, most of all, I learned about interviewing. After all, there were five guys in the interviewing process, including consultants and corporate people.

R&R: *Round two: Kieley gets the opportunity of a lifetime to program KIIS/Los Angeles, and you get your second chance at the PD job. What was going through your mind, and how did you go about it this time around?*

RM: The interviewing process was easier this time, because I understood what they were going to be looking for. Last time, I was lacking experience. This time, I had two more years under my belt and, in the case of



KDWB, I knew the formula of Coke. Thankfully, we were successful, so in my corner was that unknown factor of what would happen — what changes would be made — if they brought in someone else. Could that new person upset the apple cart? That was another unknown factor that played heavily in my favor. Other selling points that helped included my relationship with the staff and my knowledge of the station's strengths — and perhaps our weakness. I'd seen the research for the past three years and knew where we were going and perhaps what we could do to become better. Finally, I felt better going into the interview process because I was able to interview in a more intelligent manner with people like Bill Richards and Marc Kalman.

R&R: *They didn't immediately give you the job, though, choosing to also interview outside candidates. Did Marc Kalman keep you in the loop the second time around?*

RM: Yes, even more so. He wanted me to get this job.

R&R: *How did you find out that you officially had the gig?*

RM: Marc called me into his office in late July and said I had passed the corporate muster. He gave me a year deal, and it has since been ex-

Inside The Numbers At KDWB

After 40 years in the format, KDWB is still making a lot of noise in the Twin Cities and has surged nicely since Morris became interim PD in May 1997. He officially became PD August 1, 1997, putting the Summer-Fall-Winter books under his belt. Arbitron numbers are 6am-mid., Monday-Sunday.

	SP '97	SU '97	FA '97	WI '98
P12+	6.9	8.1	7.8	8.0
Cume	503,400	557,600	566,000	571,300
P18-34	9.6	10.9	11.6	11.7
Cume	240,400	255,500	262,400	250,400
W18-34	12.6	16.6	16.7	17.5
Cume	143,300	163,500	155,900	158,000
P25-54	5.4	5.9	5.2	5.8
Cume	246,600	285,700	266,200	275,000
W25-54	7.1	8.7	7.5	8.9
Cume	149,200	180,100	160,700	177,200

tended another two years.

R&R: *This was no easy process. Perseverance was really the name of the game. What advice can you offer to the MDs and others who want their PD shot?*

RM: Absorb as much information as you can from the people you work for. Get to know their philosophy and talk to different people, but at the same time work on formulating your own philosophies. Learn what works and does not work. Learn from the past and try to grow for the future. Be a big sponge and become a student of the business. Never waiver in your confidence in your ability. Network to make sure you are staying in touch. Check out things like R&R ONLINE to stay on top of the news, trends, openings, etc. Keep your tape and resumé in order and, most of all, don't get discouraged.

R&R: *Can you put into words how you trained to become a PD?*

RM: A lot of it has been learning to be a student and having great teachers. I can also point to networking with fellow programmers, staying in touch with cutting-edge promotions, listening, learning, teaching and motivating talent, and staying ahead of the curve. Reading the trades and staying on top of the Internet gives me another leg up. It is my job to constantly be gauging the ever-changing audience tastes and to stay on top of what's going on in the entertainment business, as well as what's going on in the world. Recently, deadly tornados came through southern Minnesota and devastated many towns. It is our responsibility as broadcasters to be on top of what's going on and to respond in the appropriate manner.

R&R: *What is it about KDWB that has made it so successful and allowed it to turn out so many great alumni?*

RM: Great people! Brian Phillips, Mr. Ed, Mark Bolke, Dan Kieley, and Kevin Peterson are just a handful of the people who have passed through these halls. These people have created and passed on a consistency of being a winner. Each of them has the ability to work with and nurture talent. They have been successful personally because, first and foremost, the radio station has been successful. Each of them has stepped into KDWB and not messed with the Coke formula.

R&R: *Many outsiders look at your*

market — as they did with me in Atlanta — and point out that it is undersigned, which makes it a lot easier for you to win. How do you respond to that?

RM: The only format missing in this market is Urban. I don't know if we are quite as undersigned as Atlanta, but let's say you put another CHR and Urban format here. It would still be a bloody dogfight, and I think we'd have the upper hand with our staff, knowledge of the market, and 40 years in the format. You also have to ask yourself: Can a two- or three-share Urban station bring in the necessary cash flow to operate in a market of this size? I think it would be a very tough sell.

R&R: *Your ratings are still growing. What have you done since you took over?*

RM: The philosophy has not really changed too much. We tweaked the library a little, we focused some more, and we figured out that we need to be a CHR radio station. We have to make sure to play up our strengths.

R&R: *What are you training for next?*

RM: While everyone gives me grief about the cold weather, I am very happy at KDWB and with Chancellor. My long-term goal is to become a VP/Programming or even a GM and see where that leads me. With the help of guys like Marc Kalman, Steve Rivers, Tom Poleman, John Cook, and all of the other Chancellor PDs and executive staff, I feel that is a very achievable goal.

“

I learned that I needed to gain experience. I learned that I needed to make better contact and make the GM and corporate people more aware of who I was, what I was doing, and what my abilities were.

”



Janet Jackson expresses her appreciation for being a KDWB core artist to PD Rob Morris at a recent Twin Cities gathering.

Jefferson Pilot Communications

*Congratulates our nominees for the
R&R Industry Achievement Awards:*

<i>Dan Bowen</i>	<i>CHR/Pop Program Director of the Year</i>	<i>WSTR/Atlanta</i>
<i>J.R. Ammons</i>	<i>CHR/Pop Music Director of the Year</i>	<i>WSTR/Atlanta</i>
<i>Alan Hennes</i>	<i>Promotion/Marketing Director of the Year</i>	<i>WSTR/Atlanta</i>
<i>Mike Shepard</i>	<i>Country Program Director of the Year</i>	<i>KSON/San Diego</i>
<i>Tony Randall & Kris Rochester</i>	<i>Country Personalities of the Year</i>	<i>KSON/San Diego</i>
<i>Kelly Cole</i>	<i>NAC/Smooth Jazz Music Director of the Year</i>	<i>KIFM/San Diego</i>
<i>Susan DeVincent</i>	<i>NAC/Smooth Jazz Personality of the Year</i>	<i>KIFM/San Diego</i>

3W	2W	1W	TW	ARTIST TITLE (LABEL(S))	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	1 NATALIE IMBRUGLIA Torn (RCA)	7494	7279	7006	6753	137/0
3	2	2	2	2 K-CI & JOJO All My Life (MCA)	6961	6787	6473	6304	133/0
7	5	4	3	3 MARCY PLAYGROUND Sex And Candy (Capitol)	6126	5825	5390	4865	132/1
2	3	3	4	SAVAGE GARDEN Truly Madly Deeply (Columbia)	5576	5963	6196	6424	126/0
4	4	5	5	MATCHBOX 20 3am (Lava/Atlantic)	5324	5533	5678	5869	121/0
8	7	7	6	6 'N SYNC I Want You Back (RCA)	4779	4580	4540	4497	121/1
9	8	6	7	7 WILL SMITH Gettin' Jiggy Wit It (Columbia)	4653	4587	4443	4365	109/1
10	10	8	8	ROBYN Do You Really Want Me (RCA)	3886	3970	3983	3951	109/0
21	17	12	9	9 BRIAN MCKNIGHT Anytime (Motown)	3802	3436	2940	2428	116/4
24	18	16	10	10 SHANIA TWAIN You're Still The One (Mercury)	3740	3122	2542	2130	114/6
15	14	10	11	11 BACKSTREET BOYS Everybody (Backstreet's Back) (Jive)	3660	3477	3252	3054	124/0
6	6	9	12	MADONNA Frozen (Maverick/WB)	3437	3909	4611	5026	101/0
12	11	11	13	JANET Together Again (Virgin)	3299	3452	3642	3852	94/0
36	28	19	14	VONDA SHEPARD Searchin' My Soul (550 Music)	3223	2717	1911	1105	125/3
—	38	26	15	ALANIS MORISSETTE Uninvited (Warner Sunset/Reprise)	3114	2232	1222	611	118/13
14	15	17	16	THIRD EYE BLIND How's It Going To Be (Elektra/EEG)	2912	3056	3195	3214	81/0
13	12	13	17	BACKSTREET BOYS As Long As You Love Me (Jive)	2832	3344	3537	3848	92/0
11	13	15	18	BILLIE MYERS Kiss The Rain (Universal)	2818	3149	3414	3863	88/0
44	29	22	19	GOO GOO DOLLS Iris (Warner Sunset/Reprise)	2801	2285	1772	888	116/3
46	31	28	20	FASTBALL The Way (Hollywood)	2754	2039	1470	768	124/13
31	27	21	21	MARIAH CAREY My All (Columbia)	2513	2294	1967	1601	111/6
25	21	20	22	PAULA COLE Me (Imago/WB)	2438	2411	2292	2108	109/0
5	9	14	23	CELINE DION My Heart Will Go On (550 Music)	2374	3164	4236	5183	84/0
16	16	18	24	ERIC CLAPTON My Father's Eyes (Duck/Reprise)	2349	2931	3035	2970	86/0
27	24	23	25	S.O.A.P. This Is How We Party (Crave)	2271	2258	2094	1836	107/2
26	26	27	26	EDWIN MCCAIN I'll Be (Lava/Atlantic)	2048	2091	2039	1941	83/1
23	22	25	27	USHER Nice & Slow (LaFace/Arista)	1983	2236	2272	2236	73/0
35	34	31	28	SARAH MCLACHLAN Adia (Arista)	1680	1569	1344	1222	90/1
33	32	32	29	REBEKAH Sin So Well (Elektra/EEG)	1674	1544	1449	1258	94/3
34	33	30	30	DESTINY'S CHILD No, No, No (Grass Roots/Columbia)	1674	1586	1405	1240	79/3
48	45	35	31	NEXT Too Close (Arista)	1610	1219	868	692	78/11
42	40	36	32	BLAIR Have Fun, Go Mad (Jersey/MCA)	1439	1183	1076	936	82/3
—	—	40	33	WALLFLOWERS Heroes (Epic)	1414	907	175	—	90/9
17	19	29	34	BEN FOLDS FIVE Brick (550 Music)	1372	1924	2397	2932	51/0
37	36	34	35	LISA LOEB Let's Forget About It (Geffen)	1313	1343	1298	1100	76/0
DEBUT	DEBUT	DEBUT	36	NATALIE MERCHANT Kind & Generous (Elektra/EEG)	1125	150	—	—	95/23
45	42	38	37	JANET I Get Lonely (Virgin)	1109	1078	949	844	52/4
—	47	39	38	BLACK LAB Time Ago (DGC/Geffen)	1038	959	823	520	73/3
—	—	45	39	CHERRY POPPIN' DADDIES Zoot Suit Riot (Mojo/Universal)	1000	730	397	106	69/12
30	30	33	40	TONIC Open Up Your Eyes (Polydor/A&M)	900	1537	1674	1603	39/0
40	44	43	41	UNCLE SAM I Don't Ever Want To See You... (Stonecreek/Epic)	812	825	896	1000	21/0
DEBUT	DEBUT	DEBUT	42	SPICE GIRLS Stop (Virgin)	787	578	377	186	61/5
—	—	49	43	ALL SAINTS Never Ever (London/Island)	771	621	423	250	69/10
DEBUT	DEBUT	DEBUT	44	EVERCLEAR I Will Buy You A New Life (Capitol)	670	559	465	378	52/5
DEBUT	DEBUT	DEBUT	45	GLORIA ESTEFAN Heaven's What I Feel (Epic)	634	574	355	92	47/0
DEBUT	DEBUT	DEBUT	46	MADONNA Ray Of Light (Maverick/WB)	626	175	107	48	91/81
DEBUT	DEBUT	DEBUT	47	FIVE When The Lights Go Out (Arista)	618	332	83	—	56/11
29	39	42	48	VERVE Bitter Sweet Symphony (Hut/Virgin)	607	836	1168	1622	23/0
DEBUT	DEBUT	DEBUT	49	XSCAPE The Arms Of The One Who... (So So Def/Columbia)	568	483	311	188	46/2
DEBUT	DEBUT	DEBUT	50	SOLID HARMONIE I'll Be There For You (Jive)	540	490	412	263	43/5

This chart reflects airplay from April 27-May 3. Songs ranked by total plays. Highlighted songs indicate Breaker.

138 CHR/Pop reporters. 135 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

BREAKERS

No Songs Qualified For Breaker Status This Week

MOST ADDED

ARTIST TITLE (LABEL(S))	ADDS
MADONNA Ray Of Light (Maverick/WB)	81
BRANDY & MONICA The Boy Is Mine (Atlantic)	57
NATALIE MERCHANT Kind & Generous (Elektra/EEG)	23
BABYFACE & DES'REE Fire (Yab Yum/550 Music)	20
SEMISONIC Closing Time (MCA)	15
MEREDITH BROOKS Stop (Capitol)	14
MATCHBOX 20 Real World (Lava/Atlantic)	14
FASTBALL The Way (Hollywood)	13
ALANIS MORISSETTE Uninvited (Warner Sunset/Reprise)	13
CHERRY POPPIN' DADDIES Zoot Suit Riot (Mojo/Universal)	12

MOST INCREASED PLAYS

ARTIST TITLE (LABEL(S))	TOTAL PLAY INCREASE
NATALIE MERCHANT Kind & Generous (Elektra/EEG)	+975
ALANIS MORISSETTE Uninvited (Warner Sunset/Reprise)	+882
FASTBALL The Way (Hollywood)	+715
SHANIA TWAIN You're Still The One (Mercury)	+618
GOO GOO DOLLS Iris (Warner Sunset/Reprise)	+516
WALLFLOWERS Heroes (Epic)	+507
VONDA SHEPARD Searchin' My Soul (550 Music)	+506
MADONNA Ray Of Light (Maverick/WB)	+451
SEMISONIC Closing Time (MCA)	+392
NEXT Too Close (Arista)	+391

HOTTEST RECURRENTS

ARTIST TITLE (LABEL(S))	TOTAL PLAY INCREASE
SMASH MOUTH Walkin' On The Sun (Interscope)	95/23
USHER You Make Me Wanna... (LaFace/Arista)	73/3
ROBYN Show Me Love (RCA)	69/10
SUGAR RAY Fly (Lava/Atlantic)	61/5
PAULA COLE I Don't Want To Wait (Imago/WB)	52/5
TONIC If You Could Only See (Polydor/A&M)	47/0
THIRD EYE BLIND Semi-Charmed Life (Elektra/EEG)	91/81
CHUMBAWAMBA Tubthumping (Republic/Universal)	56/11
MATCHBOX 20 Push (Lava/Atlantic)	23/0
SISTER HAZEL All For You (Universal)	46/2

Breakers: Songs registering 2000 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

Michael W. Smith

"Love Me Good"

The new single from his forthcoming release *LIVE THE LIFE*

First Week Out: WEZB WERZ KRUF WAYV
KISR WWKZ WNKI KOID

Album shipping over 400,000 copies

MARKETING & PROMOTION CONTACT: JIVE RECORDS
E-mail: jive@jive.com

NEW & ACTIVE

NAKED Raining On The Sky (<i>Red Ant</i>) Total Plays: 540, Total Stations: 39, Adds: 1	DAZE Superhero (<i>Columbia</i>) Total Plays: 315, Total Stations: 26, Adds: 6
SEMISONIC Closing Time (<i>MCA</i>) Total Plays: 497, Total Stations: 55, Adds: 15	AMBER One More Night (<i>Tommy Boy</i>) Total Plays: 310, Total Stations: 9, Adds: 0
LEANN RIMES Looking Through Your Eyes (<i>Curb/Atlantic</i>) Total Plays: 487, Total Stations: 54, Adds: 1	FLEETWOOD MAC Landslide (<i>Reprise</i>) Total Plays: 178, Total Stations: 7, Adds: 1
MATCHBOX 20 Real World (<i>Lava/Atlantic</i>) Total Plays: 475, Total Stations: 31, Adds: 14	CREED My Own Prison (<i>Wind-up</i>) Total Plays: 175, Total Stations: 15, Adds: 5
LA BOUCHE You Won't Forget Me (<i>RCA</i>) Total Plays: 458, Total Stations: 40, Adds: 9	MASE F/TOTAL What You Want (<i>Bad Boy/Arista</i>) Total Plays: 115, Total Stations: 6, Adds: 0
KENNY WAYNE SHEPHERD Blue On Black (<i>Revolution</i>) Total Plays: 439, Total Stations: 30, Adds: 1	WILL SMITH Just The Two Of Us (<i>Columbia</i>) Total Plays: 102, Total Stations: 7, Adds: 3
PUBLIC ANNOUNCEMENT Body Bumpin' Yippie-Ye-Yo (<i>A&M</i>) Total Plays: 437, Total Stations: 29, Adds: 4	NO AUTHORITY One More Time (<i>MU/Work</i>) Total Plays: 101, Total Stations: 10, Adds: 1
SISTER 7 Know What You Mean (<i>Arista Austin/Arista</i>) Total Plays: 394, Total Stations: 25, Adds: 2	BRANDY & MONICA The Boy Is Mine (<i>Atlantic</i>) Total Plays: 100, Total Stations: 57, Adds: 57
MEREDITH BROOKS Stop (<i>Capitol</i>) Total Plays: 330, Total Stations: 42, Adds: 14	BOYZ II MEN Can't Let Her Go (<i>Motown</i>) Total Plays: 95, Total Stations: 5, Adds: 0
STYLI-E, FINE FICHLI Romeo And Juliet (<i>Grand Jury/RCA</i>) Total Plays: 324, Total Stations: 12, Adds: 0	BABYFACE & DESTREE Fire (<i>Yab Yum/550 Music</i>) Total Plays: 93, Total Stations: 23, Adds: 20

Songs ranked by total plays



YOU MAY BE A WINNER! — WDRQ/Detroit morning show personality Chad Mitchell (r) gets some tips on how to become the next big millionaire from the man who should know, Ed McMahon.



FLASHBACK TO THE FUTURE — Universal artist Olivia Newton-John is back in action. She was out promoting her single, "I Honestly Love You," with the folks at WHTZ/New York. (l-r) Universal Sr. National Dir./Top 40 Promotion Charlie Foster, MD Paul "Cubby" Bryant, Olivia, A&M Axl, and Universal New York Regional Manager David Nathan.

NEW RELEASES

ADDS MAY 12

CORRS	Dreams (<i>Lava/Atlantic</i>)
DAYS OF THE NEW	The Down Town (<i>Outpost/Geffen</i>)
GETAWAY PEOPLE	She Gave Me Love (<i>Tangerine/Columbia</i>)
DIANA KING	Find My Way Back (<i>Work</i>)
MATCHBOX 20	Real World (<i>Lava/Atlantic</i>)
MYA f/SISQO	It's All About Me (<i>University/Interscope</i>)
OLIVIA NEWTON-JOHN	I Honestly Love You (<i>MCA/Universal</i>)
NU FLAVOR	Baby Be There (<i>Reprise</i>)
JIMMY RAY	I Got Rolled (<i>Epic</i>)



BACK OFF, THESE MEN ARE MINE — Atlantic artist Brandy decided to check out the men at KSLY/San Luis Obispo, CA while promoting her latest single, "The Boy Is Mine." Looking quite happy to be chosen are (l-r) Atlantic National Director/Pop Promotion Pamela Jouan, KSLY/San Luis Obispo MD Adam Burnes, Brandy, PD Dave Christopher, and Atlantic Sr. VP/Promotion Danny Buch.



SMILEY WITH SINS ... — Elektra artist Rebekah (r) experiences KKLO/San Diego's Smiley In The Morning Show with host Dave Smiley.

Stations and their ads listed alphabetically by market

Table listing radio stations across various markets with their respective owners, program managers, and advertising spots. Markets include Albany, NY; Alexandria, LA; Allentown, PA; Amarillo, TX; Anchorage, AK; Charleston, SC; Charlotte, NC; Chicago, CA; Cincinnati, OH; Cleveland, OH; Columbia, SC; Dallas, TX; Dayton, OH; Denver, CO; Detroit, MI; Evansville, IN; Fort Worth, TX; Fresno, CA; Greenville, NC; Harrisburg, PA; Houston, TX; Indianapolis, IN; Jacksonville, MS; Kansas City, MO; Knoxville, TN; Lafayette, LA; Lancaster, PA; Lexington, KY; Lincoln, NE; Little Rock, AR; Louisville, KY; Lubbock, TX; Madison, WI; Miami, FL; Memphis, TN; Minneapolis, MN; Mobile, AL; Montgomery, AL; Nashville, TN; New Haven, CT; New Orleans, LA; New York, NY; Norfolk, VA; Oklahoma City, OK; Omaha, NE; Orlando, FL; Philadelphia, PA; Portland, ME; Portland, OR; Raleigh, NC; Reading, PA; Richmond, VA; Roanoke, VA; Sacramento, CA; Salt Lake City, UT; San Antonio, TX; San Diego, CA; San Francisco, CA; San Jose, CA; Savannah, GA; Seattle, WA; Springfield, IL; Springfield, MO; Springfield, MA; St. Louis, MO; Tallahassee, FL; Tampa, FL; Toledo, OH; Tucson, AZ; Tulsa, OK; Utah Valley, UT; Vancouver, BC; Washington, DC; Wichita, KS; Wilmington, DE; Youngstown, OH.

138 Total Reporters
138 Current Reporters
135 Current Playlists

Did Not Report, Playlist Frozen (3):
WZYP/Huntsville, AL
WZZL/Lansing, MI
WXXM/Myrtle Beach, SC

CHR/POP PLAYLISTS


May 8, 1998 R&R • 41

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



MARKET: PHOENIX
WPHZ/New York
 (812) 239-2300
 Poteman/Bryant

PLAYS	TRW	LB	TW	ARTIST/TITLE
51	66	61	62	NATALIE IMBRUGLIA/Tom
44	66	61	62	K-C & JUDITH My Life
64	61	62	61	JANEY Together Again
64	61	62	61	WILL SMITH/Gatlin Jagg We B
62	60	61	62	SANJAE GARDEN/Truly Madly Deeply
62	60	41	38	MATCHBOX 20/3am
16	33	32	30	BRAND MORISSETTE/Unleashed
62	41	38	32	ALANIS MORISSETTE/Unleashed
39	40	39	38	AMBER/One More Night
52	39	38	37	CELINE DION/My Heart Will Go On
43	37	36	35	PALULA COLELA Don't Want to Wait
62	33	32	30	NOTORIOUS B.I.G. No Money Mo Problems
36	40	39	38	ALANIS MORISSETTE/Unleashed
13	30	29	28	SHARMA TWAIN/You're Still The One
32	30	29	28	BILLIE MYERS/Max The Ram
35	34	33	32	MARCY PLAYGROUND/Sen And Candy
19	29	28	27	MARINA CAREY/My All
31	31	29	28	SELMA/Owning Of You
36	40	39	38	BECK/You Can't Deny It
31	29	28	27	THIRD EYE BLOODHRS B Going To Be
3	21	20	19	HASTBALL/The Way
2	19	18	17	SMASH MOUTH/Whelan On The Sun
41	22	21	20	BACKSTREET BOYS/Long As You
4	22	21	20	SPICE GIRLS/Shop
18	23	22	21	DANNA KING/She's A Liberal
23	22	21	20	LEARNIN RIBBLE/How Do I Live
10	18	17	16	MATCHBOX 20/Hear World
20	16	15	14	BACKSTREET BOYS/Everybody
17	15	14	13	S.O.A.P./This Is How We Party
22	14	13	12	PUFF DADDY /It Be Messing You
24	14	13	12	CHUBBAMAMA/Tubthumping
23	13	12	11	USHER/You Make Me Wanna
14	13	12	11	JOCK JAMM/Jam
13	12	11	10	FLORIAN SCHWEN/No Cry
10	11	10	9	SUGAR RABBIT/
14	13	12	11	VONDA SHERPARD/Searcher My Soul
14	13	12	11	PALULA COLELA
10	12	11	10	TORQUE/You Could Only
10	12	11	10	VERVE/PIPT/The Freshmen



MARKET: LOS ANGELES
KRMF/Los Angeles
 (818) 845-1027
 Kiteley/Austin

PLAYS	TRW	LB	TW	ARTIST/TITLE
77	75	72	71	NATALIE IMBRUGLIA/Tom
74	75	72	71	K-C & JUDITH My Life
53	76	73	72	THIRD EYE BLOODHRS B Going To Be
78	59	60	59	MADONNA/From
41	45	41	39	'N SYNC/What You Back
42	42	41	38	MARCY PLAYGROUND/Sen And Candy
74	74	70	68	SANJAE GARDEN/Truly Madly Deeply
5	16	15	14	BRAND MORISSETTE/Unleashed
74	73	68	65	CELINE DION/My Heart Will Go On
59	60	60	43	WILL SMITH/Gatlin Jagg We B
40	40	39	38	USHER/You Make Me Wanna
38	39	38	37	BACKSTREET BOYS/Long As You
37	40	37	36	AMBER/One More Night
40	40	37	36	JANEY Together Again
31	34	33	32	USHER/You Make Me Wanna
31	34	33	32	JANEY Together Again
31	34	33	32	USHER/You Make Me Wanna
28	28	26	25	HASTBALL/The Way
26	26	24	23	DESTINY'S CHILD/It's A Long Way
26	26	24	23	WYCLEF JEAN/Go To The Sun
10	24	23	22	NEFT/Too Close
20	24	23	22	MARINA CAREY/My All
18	23	22	21	ALANIS MORISSETTE/Unleashed
5	10	9	8	CHEERY POPPIN /Zoot Suit Riot
5	10	9	8	MARINA CAREY/My All
10	21	19	18	S.O.A.P./This Is How We Party
10	21	19	18	VONDA SHERPARD/Searcher My Soul
17	17	15	14	PUBLIC ENEMY/My Adrenaline
13	14	13	12	GLORIA ESTERAN/Heaven's What I Feel
9	14	12	11	PALULA COLELA
10	11	10	9	BRANDY & MONICA/My Boy Is Mine
10	11	10	9	BLAIR/How Feels Go Mac
10	11	10	9	SPICE GIRLS/Shop
10	11	10	9	JANEY Together Again
10	11	10	9	USHER/You Make Me Wanna
10	11	10	9	FLORIAN SCHWEN/No Cry
10	11	10	9	SUGAR RABBIT/
14	12	11	10	VONDA SHERPARD/Searcher My Soul
14	12	11	10	WILL SMITH/Gatlin Jagg We B
10	12	11	10	MATCHBOX 20/Push



MARKET: SAN FRANCISCO
KZZL/San Francisco
 (415) 957-0957
 Olean

PLAYS	TRW	LB	TW	ARTIST/TITLE
25	61	67	64	NATALIE IMBRUGLIA/Tom
66	65	61	60	SANJAE GARDEN/Truly Madly Deeply
46	60	55	54	MADONNA/From
65	63	55	54	K-C & JUDITH My Life
70	63	55	54	'N SYNC/What You Back
36	46	47	46	AMBER/One More Night
48	55	47	46	'N SYNC/What You Back
24	32	27	26	JANEY Together Again
45	54	46	45	WILL SMITH/Gatlin Jagg We B
44	53	46	45	MATCHBOX 20/3am
61	47	46	45	BRAND MORISSETTE/Unleashed
35	35	32	31	'N SYNC/What You Back
44	50	34	33	PALULA COLELA Don't Want to Wait
44	50	34	33	MATCHBOX 20/3am
62	36	36	36	KARAY/You Say
63	36	36	36	DELBE DION/My Heart Will Go On
27	19	24	21	ROBYN/Show Me Love
10	22	21	20	'N SYNC/What You Back
19	31	26	25	SPICE GIRLS/Shop
33	33	26	25	LA BOUCE/You Won't Forget Me
42	38	30	29	ROBYN/Show Me Love
18	22	19	18	NEFT/Too Close
18	22	19	18	KIP & EMMY/Strong My Way
26	23	21	20	ALANIS MORISSETTE/Unleashed
11	31	25	24	AQUA/Barb
11	31	25	24	MARINA CAREY/My All
45	51	24	23	BACKSTREET BOYS/Long As You
26	30	24	23	USHER/You Make Me Wanna
10	21	21	20	BU FLORIAN/From
34	24	22	21	S.O.A.P./This Is How We Party
33	26	22	21	USHER/You Make Me Wanna
24	25	20	19	DAZE/Supaher
38	26	25	24	TOTAL/What About Us
10	15	18	17	CHUBBAMAMA/Tubthumping
18	17	16	15	BACKSTREET BOYS/Everybody
17	16	15	14	JANEY Together Again
12	12	19	17	THIRD EYE BLOODHRS B Going To Be
23	19	17	16	NOTORIOUS B.I.G. No Money Mo Problems
7	13	13	12	BACKSTREET BOYS/Everybody
13	13	12	11	MADONNA/From
10	12	11	10	MATCHBOX 20/Push



MARKET: PHILADELPHIA
WTOO/Philadelphia
 (610) 687-6100
 Katalina/Towers

PLAYS	TRW	LB	TW	ARTIST/TITLE
62	59	64	64	WILL SMITH/Gatlin Jagg We B
51	35	63	63	ROBYN/Show Me Love
46	60	63	62	SANJAE GARDEN/Truly Madly Deeply
40	58	62	61	MATCHBOX 20/3am
50	58	62	61	PALULA COLELA Don't Want to Wait
43	38	47	46	USHER/You Make Me Wanna
47	45	46	45	NATALIE IMBRUGLIA/Tom
35	33	44	44	JANEY Together Again
31	24	43	43	DEBRA MIDWINTER/How Do I Live
44	38	39	39	K-C & JUDITH My Life
43	38	41	41	USHER/You Make Me Wanna
25	26	31	31	BACKSTREET BOYS/Everybody
35	30	35	35	LUTRICIA McALUINI/That's Just...!
16	17	30	29	'N SYNC/What You Back
42	36	27	28	BOYZ II MEN/You Face My Face
18	23	20	20	MADONNA/From
30	30	25	27	BILLIE MYERS/Max The Ram
19	27	26	27	BRAND MORISSETTE/Unleashed
21	27	26	27	ROBYN/Show Me Love
10	18	18	18	GLORIA ESTERAN/Heaven's What I Feel
23	27	25	26	VOICES OF THE PRYTHUM (Say It)
11	21	20	19	ALL SAINTS/Never Ever
10	18	12	14	S.O.A.P./This Is How We Party
14	14	14	14	SOLID HARMONY/It's For The Love
10	10	12	13	ISCAP/This Arms OIL
10	10	12	13	SPICE GIRLS/Shop
22	22	22	22	HANSON/Close
58	12	12	12	CELINE DION/My Heart Will Go On
15	10	10	10	WALLFLOWERS/Hereos
10	10	10	10	NEFT/Too Close
10	10	10	10	BRANDY & MONICA/My Boy Is Mine
10	10	10	10	JANEY Together Again



MARKET: DENVER
106.1 KISS FM
 (303) 733-3400
 Lambert/Reynolds

PLAYS	TRW	LB	TW	ARTIST/TITLE
72	72	72	71	BRAND MORISSETTE/Unleashed
70	72	65	65	SANJAE GARDEN/Truly Madly Deeply
63	61	67	67	MATCHBOX 20/3am
67	71	73	73	K-C & JUDITH My Life
69	64	61	61	USHER/You Make Me Wanna
55	63	62	61	WILL SMITH/Gatlin Jagg We B
17	42	41	41	NATALIE IMBRUGLIA/Tom
48	48	47	47	PALULA COLELA Don't Want to Wait
46	46	47	46	JANEY Together Again
42	46	47	46	MATCHBOX 20/3am
46	47	44	45	DELBE DION/My Heart Will Go On
28	35	44	44	ANGEL/Head In The Clouds
50	45	44	44	SMASH MOUTH/Whelan On The Sun
42	45	40	40	BOYZ II MEN/You Face My Face
29	45	40	40	'N SYNC/What You Back
60	59	40	41	USHER/You Make Me Wanna
18	15	16	15	DELBE DION/My Heart Will Go On
37	34	30	30	ROBYN/Show Me Love
22	26	27	26	MADONNA/From
25	25	24	23	JOCK JAMM/Jam
19	19	19	18	MARINA CAREY/My All
20	21	19	19	DAZE/Supaher
18	19	18	17	NEFT/Too Close
15	19	17	17	KIP & EMMY/Strong My Way
16	20	17	17	EN VOIGLES/Don't Let Me Go
16	20	17	17	JANEY Together Again
16	20	17	17	URBAN SWAN/Don't Say 'Em
19	19	19	18	LISA DEEB/Let's Forget
19	19	19	18	BACKSTREET BOYS/Everybody
43	39	39	38	DELBE DION/My Heart Will Go On
16	16	15	14	QUAD CITY DJS/From Top To Bottom
15	16	15	14	ROBYN/Show Me Love
8	13	11	11	DESTINY'S CHILD/It's A Long Way
14	12	12	12	JAM/Jam
6	8	8	8	REBEKAH/Sin So Well
8	8	7	7	PALULA COLELA
8	8	7	7	BU FLORIAN/From
8	8	7	7	CHERRY POPPIN /Zoot Suit Riot



MARKET: WASHINGTON
WPHZ/Washington
 (703) 522-1041
 O'Brien/Ross

PLAYS	TRW	LB	TW	ARTIST/TITLE
41	62	63	60	NATALIE IMBRUGLIA/Tom
32	59	65	65	BRAND MORISSETTE/Unleashed
58	61	62	63	SANJAE GARDEN/Truly Madly Deeply
60	61	60	61	WILL SMITH/Gatlin Jagg We B
60	61	58	59	K-C & JUDITH My Life
60	61	61	61	JANEY Together Again
54	50	60	60	USHER/You Make Me Wanna
15	15	14	14	'N SYNC/What You Back
52	44	44	44	LA BOUCE/You Won't Forget Me
44	37	37	36	MADONNA/From
43	37	39	41	ROBYN/Show Me Love
40	36	36	36	BU FLORIAN/From
31	34	36	36	DAZE/Supaher
47	45	45	45	AQUA/Barb Back Time
48	44	44	43	MATCHBOX 20/3am
12	21	21	21	JAM/Jam
17	21	21	21	DESTINY'S CHILD/It's A Long Way
19	21	21	21	NEFT/Too Close
51	42	36	36	DELBE DION/My Heart Will Go On
25	23	23	23	LORENA RABELL/How Do I Live
30	29	29	29	ROBYN/Show Me Love
19	16	16	16	SMASH MOUTH/Whelan On The Sun
15	16	16	16	WILL SMITH/Gatlin Jagg We B
29	27	27	27	S.O.A.P./This Is How We Party
16	10	10	10	BACKSTREET BOYS/Everybody
23	23	23	23	CHUBBAMAMA/Tubthumping
15	14	15	15	KIP & EMMY/Strong My Way
60	59	48	48	PALULA COLELA Don't Want to Wait
30	35	35	35	SPICE GIRLS/Shop
20	20	16	16	VONDA SHERPARD/Searcher My Soul
18	16	16	16	ERIN MCCLARY/E
30	30	30	30	SMASH MOUTH/Whelan On The Sun
22	27	27	27	SMASH MOUTH/Whelan On The Sun
46	46	46	46	SMASH MOUTH/Whelan On The Sun
46	46	46	46	SMASH MOUTH/Whelan On The Sun
13	13	13	13	SMASH MOUTH/Whelan On The Sun
16	18	18	18	SMASH MOUTH/Whelan On The Sun
33	29	28	28	SMASH MOUTH/Whelan On The Sun
33	29	28	28	SMASH MOUTH/Whelan On The Sun
13	13	13	13	SMASH MOUTH/Whelan On The Sun
16	18	18	18	SMASH MOUTH/Whelan On The Sun
33	29	28	28	SMASH MOUTH/Whelan On The Sun
33	29	28	28	SMASH MOUTH/Whelan On The Sun
13	13	13	13	SMASH MOUTH/Whelan On The Sun
16	18	18	18	SMASH MOUTH/Whelan On The Sun
33	29	28	28	SMASH MOUTH/Whelan On The Sun
33	29	28	28	SMASH MOUTH/Whelan On The Sun
13	13	13	13	SMASH MOUTH/Whelan On The Sun
16	18	18	18	SMASH MOUTH/Whelan On The Sun
33	29	28	28	SMASH MOUTH/Whelan On The Sun
33	29	28	28	SMASH MOUTH/Whelan On The Sun
13</				

CHR/POP PLAYLISTS


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



MARKET
WXYW/Baltimore
(410) 653-7200
Ferguson/Dee

PLAYS


SW	TW	TH	FR	SA	SU	ARTIST/TITLE
92	92	91	92	MARCY PLAYGROUND/Six And Candy		
92	92	91	91	K-CI & JUDAH My Life		
52	52	51	81	NATALIE IMBRUGLIA/Tom		
92	92	91	81	CELINE DION/My Heart Will Go On		
44	44	34	87	SEBASTIAN MUFFARR/Flappers Delight		
39	39	31	64	ROBYN/Do You Really		
41	41	38	51	MADONNA/From		
40	40	52	48	MATCHBOX 20/3am		
42	42	51	45	WYCLIFF JEAN/Gone Till November		
30	30	39	48	JANET/Jet Set Lonely		
-	-	-	-	39	40	'N SYNCA Want You Back
46	46	25	37	BACKSTREET BOYS/Everybody		
15	15	21	37	AMBER/How Move High		
39	39	31	34	LA BOUCHE/You Don't Forget Me		
39	39	40	33	BRIAN MOONLIGHT/Anytime		
33	33	30	32	USHER/You Make Me Wanna		
41	41	35	31	BACKSTREET BOYS/Long As You...		
-	-	-	-	34	31	EVERCLEAR/We Buy You
91	91	41	34	USHER/After & Now		
25	25	20	28	ROBYN/Show Me Love		
40	40	15	21	S.O.A.P/This Is How We Party		
33	33	30	26	SMASH MOUTH/We're on the Sun		
36	36	27	25	MATCHBOX 20/Push		
26	26	24	23	SUGAR RAVY/		
-	-	-	-	20	20	BLAIR/Have Fun, Go Mad
-	-	-	-	21	16	ALANIS MORISSETTE/Uninvited
14	14	13	15	JAKARANDA/Never Let You Go		
16	16	15	14	DAVE NAVARRA/Don't Let Me Be Misunderstood		
11	11	11	10	NEILSON/		
14	14	15	11	REACT/Can't Keep My		
12	12	13	11	MAHAR CAREY/My All		
-	-	-	-	10	11	MURPHY/She's My Best Friend
19	19	15	10	H-TOWN/It's a Wonderful Life		
-	-	-	-	7	7	VONDA SHEPARD/Sucker My Soul
-	-	-	-	-	-	ALL SAINTS/Never Ever
-	-	-	-	-	-	MADONNA/Ray of Light



MARKET
WBZZ/Pittsburgh
(412) 920-9400
Edgall/Healy

PLAYS

SW	TW	TH	FR	SA	SU	ARTIST/TITLE
41	41	59	87	MARCY PLAYGROUND/Six And Candy		
57	54	56	63	SARGE GARDEN/Truly Madly Deeply		
57	55	55	51	MATCHBOX 20/3am		
47	38	52	48	THIRD EYE BLIND/How's It Going to Be		
35	33	43	44	BILLY MYERS/Kiss The Rain		
40	44	38	43	NATALIE IMBRUGLIA/Tom		
27	31	34	38	ROBYN/Do You Really		
39	47	38	33	JANET/Jet Set Lonely		
35	35	35	31	K-CI & JUDAH My Life		
40	34	34	29	BACKSTREET BOYS/Long As You...		
31	26	36	28	MADONNA/From		
17	20	21	28	REBEKAH/Sin So Sweet		
35	37	33	28	TOMMY/How's It Going to Be		
39	33	37	27	GREEN DAY/Time of Your Life...!		
19	18	18	19	EDWIN MCCARTHY/Be		
28	28	26	26	VERVE/After Sweet		
21	23	23	24	SISTER AZA/What You Mean		
25	23	26	23	PAULA COLLE/		
6	6	25	21	GOOD GOOD DOLLS/S		
23	22	21	21	SISTER HAZEL/For You		
74	25	23	21	SUGAR RAVY/		
17	17	15	15	FASTBALL/How		
15	19	19	19	'N SYNCA Want You Back		
-	-	-	-	23	20	WALLFLOWERS/Herzoes
20	20	20	20	CHURUBANABANA/Whumpung		
22	22	25	20	OMC/How Bizarre		
42	24	27	20	SMASH MOUTH/We're on the Sun		
21	22	19	26	TOMMY/How's It Going to Be		
31	24	25	25	BEEN FOLDS FIVE/		
11	17	15	15	PAULA COLLE/Don't Want to Wait		
55	58	51	10	CELINE DION/My Heart Will Go On		
23	24	21	19	WALLFLOWERS/One Headlight		
-	-	-	-	17	18	BRIAN MOONLIGHT/Anytime
-	-	-	-	18	20	JEWEL/Foolish Games
-	-	-	-	6	18	NATALIE MERCH/Wind & Generous
6	14	17	14	SHANNA TWAIN/You're Still the One		
-	-	-	-	12	12	MEREDITH BROOKS/
-	-	-	-	11	12	OUR LADY PEACE/
-	-	-	-	11	12	ALANIS MORISSETTE/Uninvited
-	-	-	-	12	12	MARAH CAREY/My All



MARKET
WFLZ/Tampa
(813) 839-3993
Harris/Dominio

PLAYS

SW	TW	TH	FR	SA	SU	ARTIST/TITLE	
70	75	73	73	MARCY PLAYGROUND/Six And Candy			
72	71	67	73	WILL SMITH/Gather Jigg Wk II			
44	51	68	72	'N SYNCA Want You Back			
63	65	74	67	NATALIE IMBRUGLIA/Tom			
68	73	71	67	K-CI & JUDAH My Life			
71	69	75	68	MADONNA/From			
-	-	-	-	33	47	ALANIS MORISSETTE/Uninvited	
16	42	41	40	GOOD GOOD DOLLS/S			
42	39	40	40	ROBYN/Do You Really			
51	48	47	47	MATCHBOX 20/3am			
41	48	47	47	SARGE GARDEN/Truly Madly Deeply			
35	36	37	36	BACKSTREET BOYS/Everybody			
32	35	32	36	MARAH CAREY/My All			
30	31	28	36	JANET/Jet Set Lonely			
24	31	40	34	WYCLIFF JEAN/You Don't Forget Me			
33	33	29	31	BACKSTREET BOYS/Long As You...			
22	30	30	32	BILLY MYERS/Kiss The Rain			
-	-	-	-	6	19	11	ISCAPE/The Arms CL
35	30	27	31	UNCLE SAM/Don't Ever Wait			
-	-	-	-	10	30	MATCHBOX 20/3am	
13	18	18	18	BRIAN MOONLIGHT/Anytime			
33	34	30	29	THIRD EYE BLIND/How's It Going to Be			
31	32	28	28	ROBYN/Do You Really			
-	-	-	-	12	27	FASTBALL/How	
22	25	30	32	BILLY MYERS/Kiss The Rain			
-	-	-	-	6	19	11	ISCAPE/The Arms CL
35	30	27	31	UNCLE SAM/Don't Ever Wait			
-	-	-	-	10	30	MATCHBOX 20/3am	
13	18	18	18	BRIAN MOONLIGHT/Anytime			
33	34	30	29	THIRD EYE BLIND/How's It Going to Be			
31	32	28	28	ROBYN/Do You Really			
-	-	-	-	12	27	FASTBALL/How	
22	25	30	32	BILLY MYERS/Kiss The Rain			
-	-	-	-	6	19	11	ISCAPE/The Arms CL
35	30	27	31	UNCLE SAM/Don't Ever Wait			
-	-	-	-	10	30	MATCHBOX 20/3am	
13	18	18	18	BRIAN MOONLIGHT/Anytime			
33	34	30	29	THIRD EYE BLIND/How's It Going to Be			
31	32	28	28	ROBYN/Do You Really			
-	-	-	-	12	27	FASTBALL/How	
22	25	30	32	BILLY MYERS/Kiss The Rain			
-	-	-	-	6	19	11	ISCAPE/The Arms CL
35	30	27	31	UNCLE SAM/Don't Ever Wait			
-	-	-	-	10	30	MATCHBOX 20/3am	
13	18	18	18	BRIAN MOONLIGHT/Anytime			
33	34	30	29	THIRD EYE BLIND/How's It Going to Be			
31	32	28	28	ROBYN/Do You Really			
-	-	-	-	12	27	FASTBALL/How	
22	25	30	32	BILLY MYERS/Kiss The Rain			
-	-	-	-	6	19	11	ISCAPE/The Arms CL
35	30	27	31	UNCLE SAM/Don't Ever Wait			
-	-	-	-	10	30	MATCHBOX 20/3am	
13	18	18	18	BRIAN MOONLIGHT/Anytime			
33	34	30	29	THIRD EYE BLIND/How's It Going to Be			
31	32	28	28	ROBYN/Do You Really			
-	-	-	-	12	27	FASTBALL/How	
22	25	30	32	BILLY MYERS/Kiss The Rain			
-	-	-	-	6	19	11	ISCAPE/The Arms CL
35	30	27	31	UNCLE SAM/Don't Ever Wait			
-	-	-	-	10	30	MATCHBOX 20/3am	
13	18	18	18	BRIAN MOONLIGHT/Anytime			
33	34	30	29	THIRD EYE BLIND/How's It Going to Be			
31	32	28	28	ROBYN/Do You Really			
-	-	-	-	12	27	FASTBALL/How	
22	25	30	32	BILLY MYERS/Kiss The Rain			
-	-	-	-	6	19	11	ISCAPE/The Arms CL
35	30	27	31	UNCLE SAM/Don't Ever Wait			
-	-	-	-	10	30	MATCHBOX 20/3am	
13	18	18	18	BRIAN MOONLIGHT/Anytime			
33	34	30	29	THIRD EYE BLIND/How's It Going to Be			
31	32	28	28	ROBYN/Do You Really			
-	-	-	-	12	27	FASTBALL/How	
22	25	30	32	BILLY MYERS/Kiss The Rain			
-	-	-	-	6	19	11	ISCAPE/The Arms CL
35	30	27	31	UNCLE SAM/Don't Ever Wait			
-	-	-	-	10	30	MATCHBOX 20/3am	
13	18	18	18	BRIAN MOONLIGHT/Anytime			
33	34	30	29	THIRD EYE BLIND/How's It Going to Be			
31	32	28	28	ROBYN/Do You Really			
-	-	-	-	12	27	FASTBALL/How	
22	25	30	32	BILLY MYERS/Kiss The Rain			
-	-	-	-	6	19	11	ISCAPE/The Arms CL
35	30	27	31	UNCLE SAM/Don't Ever Wait			
-	-	-	-	10	30	MATCHBOX 20/3am	
13	18	18	18	BRIAN MOONLIGHT/Anytime			
33	34	30	29	THIRD EYE BLIND/How's It Going to Be			
31	32	28	28	ROBYN/Do You Really			
-	-	-	-	12	27	FASTBALL/How	
22	25	30	32	BILLY MYERS/Kiss The Rain			
-	-	-	-	6	19	11	ISCAPE/The Arms CL
35	30	27	31	UNCLE SAM/Don't Ever Wait			
-	-	-	-	10	30	MATCHBOX 20/3am	
13	18	18	18	BRIAN MOONLIGHT/Anytime			
33	34	30	29	THIRD EYE BLIND/How's It Going to Be			
31	32	28	28	ROBYN/Do You Really			
-	-	-	-	12	27	FASTBALL/How	
22	25	30	32	BILLY MYERS/Kiss The Rain			
-	-	-	-	6	19	11	ISCAPE/The Arms CL
35	30	27	31	UNCLE SAM/Don't Ever Wait			
-	-	-	-	10	30	MATCHBOX 20/3am	
13	18	18	18	BRIAN MOONLIGHT/Anytime			
33	34	30	29	THIRD EYE BLIND/How's It Going to Be			
31	32	28	28	ROBYN/Do You Really			
-	-	-	-	12	27	FASTBALL/How	
22	25	30	32	BILLY MYERS/Kiss The Rain			
-	-	-	-	6	19	11	ISCAPE/The Arms CL
35	30	27	31	UNCLE SAM/Don't Ever Wait			
-	-	-	-	10	30	MATCHBOX 20/3am	
13	18	18	18	BRIAN MOONLIGHT/Anytime			
33	34	30	29	THIRD EYE BLIND/How's It Going to Be			

CHR/POP PLAYLISTS

May 8, 1998 R&R • 43

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

B97

WEZL/New Orleans
(504) 581-7002
Larson

PLAYS	NO	ARTIST/TITLE
48	49	58 JANET/Together Again
46	50	48 BACKSTREET BOYS/Long As You
39	44	49 NATALIE IMBRUGLIA/Tom
49	47	47 MATCHBOX 20/Sun
47	49	48 SHANNA/Thank You For Staying With Me
47	49	47 SARGE GARDEN/Truly Madly Deeply
41	57	46 EDWIN MCCARTNEY/Be
48	39	37 SMASH MOUTH/When On The Sun
38	37	37 BILLIE NIVERS/Kiss The Rain
39	36	37 MADONNA/Frozen
20	32	37 MARCY PLAYGROUND/See And Candy
36	30	30 THIRD EYE BLDH/Don't Ever Want
33	37	38 ERIC CLAPTON/Father's Eyes
33	36	36 PAULA COLLEEN
40	37	36 BEN FOLDS/FIVEbrick
21	22	21 ALANIS MORISSETTE/Uninvited
21	22	22 K.O. & JOUDAH My Life
22	22	22 FLETCHER/MACI and's
20	22	22 DANNY MONTAYE/You Do It Right
15	22	22 VONDA SHEPARD/Searcher My Soul
46	46	23 LISA LOEB/Da
21	21	21 K.O. & JOUDAH My Life
19	21	21 MARIAN CAREY/My All
11	18	22 RORY'DO/You Really
20	21	21 TONIC/You Do It Right
15	17	16 FASTBALL/The Way
15	17	16 CHUMBAWAMBA/Thunderdome
18	18	18 SUGAR RAVY/Ry
15	13	14 AMBER/You're In My Heart
42	42	13 SHARON CLOUTON/You're On My Mind
13	16	13 LEANIN' BROS/Hey You
8	13	13 SARAH MCLAUGHLIN/And
13	14	10 TONIC/You Do It Right
18	17	18 ROBERT/Do You Want To
15	13	14 LA BOULIE/Don't Ever Want
15	15	15 LA BOULIE/You Won't Forget Me
15	15	15 LA BOULIE/You Won't Forget Me
15	16	12 MEREDITH BROOKS/Bach
13	12	12 MOOTIE & BLOWFISH/You Really
11	11	11 NATALIE IMBRUGLIA/Tom
11	11	11 BRIAN MCDONNELL/Anytime

Kiss 98.5

WOLC/Dallas/Fort Worth
(714) 984-5100
O'Neill/Universal

PLAYS	NO	ARTIST/TITLE
60	56	61 NATALIE IMBRUGLIA/Tom
59	54	57 GOD GOOD DOLL\$
36	45	57 MARCY PLAYGROUND/See And Candy
58	52	54 K.O. & JOUDAH My Life
48	43	54 SARGE GARDEN/Truly Madly Deeply
59	57	54 BRIAN MCDONNELL/Anytime
61	57	54 WILL SMITH/Gettin' Jiggy Wit It
57	54	54 NEXT/Too Close
35	40	37 BU FLAVOR/Hesitant
24	33	43 JOEJANET/Together Again
26	28	39 40 THIR'D EYE BLDH/Don't Ever Want
36	42	39 UNCLE SAM/Don't Ever Want
35	40	37 BU FLAVOR/Hesitant
28	35	39 BARENHAED LADIES/When I Fall
53	47	37 USHER/Rice & Rice
16	18	14 ALANIS MORISSETTE/Uninvited
37	42	33 DESTINY'S CHILD/It's A Wonderful Life
42	43	29 PAULA COLLEEN
37	33	36 MARCY PLAYGROUND/See And Candy
37	33	36 USHER/Rice & Rice
28	27	26 S.O.A.P./This Is How We Party
20	24	24 RORY'DO/You Really
21	22	22 K.P. & BRYAN/Swing My Way
17	20	22 VONDA SHEPARD/Searcher My Soul
17	20	22 MACE/FITZALL/You Want
20	25	17 NATALIE IMBRUGLIA/Tom
20	25	17 BLACK Lab/Tonight
18	21	20 BACKSTREET BOYS/Everybody
25	21	15 USHER/You Make Me Wanna
11	18	18 THIRD EYE BLDH/Don't Ever Want
11	18	18 SPICE GIRLS/Stop
55	45	38 CELINE DION/My Heart Will Go On
15	17	17 JANITA Get Lonely
15	17	17 RODEO/You're In My Heart
13	16	16 BOB/You're In My Heart
15	14	14 LA BOULIE/You Won't Forget Me
15	16	12 MEREDITH BROOKS/Bach
13	12	12 MOOTIE & BLOWFISH/You Really
11	14	14 BOY 2 MEN/Seasons Of Love
17	12	14 BACKSTREET BOYS/Long As You

Kiss95.7

WOLC/Dallas/Fort Worth
(504) 574-7819
Jones/McGowan

PLAYS	NO	ARTIST/TITLE
61	70	71 BRIAN MCDONNELL/Anytime
66	72	80 K.O. & JOUDAH My Life
69	65	87 USHER/You Make Me Wanna
66	65	87 SARGE GARDEN/Truly Madly Deeply
33	48	58 DESTINY'S CHILD/It's A Wonderful Life
60	68	66 WILL SMITH/Gettin' Jiggy Wit It
49	50	47 NEXT/Too Close
65	63	62 JANET/Together Again
64	64	47 RORY'DO/You Really
35	40	37 BU FLAVOR/Hesitant
31	36	45 RORY'DO/You Really
45	46	44 THIRD EYE BLDH/Don't Ever Want
16	24	44 NATALIE IMBRUGLIA/Tom
45	49	40 MADONNA/Frozen
53	40	39 40 CELINE DION/My Heart Will Go On
36	39	34 S.O.A.P./This Is How We Party
48	37	36 MATCHBOX 20/Sun
24	27	35 BU FLAVOR/Hesitant
10	25	24 WILL SMITH/Gettin' Jiggy Wit It
10	25	24 MARIAN CAREY/My All
23	21	20 MADONNA/Frozen
44	30	33 BACKSTREET BOYS/Long As You
20	22	24 MACE/FITZALL/You Want
19	20	23 BACKSTREET BOYS/Everybody
10	22	23 CELINE DION/My Heart Will Go On
6	21	21 TAMA FENNIS/Prisoner Of Love
9	17	18 LA BOULIE/You Won't Forget Me
9	17	18 BROOKLYN BOUNCE/Get Ready To Bounce
5	14	16 EDWIN MCCARTNEY/Be
5	14	16 REBEKAH/SO WHAT
5	14	16 FASTBALL/The Way
11	11	11 SHANNA/Thank You For Staying With Me
9	13	13 SARAH MCLAUGHLIN/And
6	12	13 INFRANCE/Do You Thank Me Or Not
5	12	12 VONDA SHEPARD/Searcher My Soul
14	12	11 ERIC CLAPTON/Father's Eyes
8	11	11 BLESSID UNDISCOVERED/In Your Eyes
8	11	11 LEANIN' BROS/Hey You
7	8	8 SPICE GIRLS/Stop
10	5	7 WYOLE/JANIE/GONE 'TIL NOVEMBER

107.5 FM

WYWE/Noah/Wythe
(615) 654-2400
Quinn/Peace

PLAYS	NO	ARTIST/TITLE
62	61	62 SARGE GARDEN/Truly Madly Deeply
62	61	62 MATCHBOX 20/Sun
45	60	62 NATALIE IMBRUGLIA/Tom
63	61	61 BACKSTREET BOYS/Long As You
61	61	61 SMASH MOUTH/When On The Sun
33	35	41 MARCY PLAYGROUND/See And Candy
52	35	39 CELINE DION/My Heart Will Go On
38	37	37 JANET/Together Again
6	12	24 WILL SMITH/Gettin' Jiggy Wit It
21	17	20 K.O. & JOUDAH My Life
23	21	20 RORY'DO/You Really
20	21	21 ALANIS MORISSETTE/Uninvited
35	35	33 MADONNA/Frozen
24	24	24 SHARON CLOUTON/You're On My Mind
5	11	21 SHANNA/Thank You For Staying With Me
13	14	24 PAULA COLLEEN
12	13	24 BACKSTREET BOYS/Everybody
10	11	22 S.O.A.P./This Is How We Party
10	11	22 MADONNA/Ray Of Light
10	11	21 RORY'DO/You Really
24	20	21 BEN FOLDS/FIVEbrick
17	18	21 THIR'D EYE BLDH/Don't Ever Want
6	19	28 FASTBALL/The Way
6	19	28 BLAIR/How Far Do You Go
20	18	18 TONIC/You Do It Right
34	33	18 RORY'DO/You Really
15	12	17 EDWIN MCCARTNEY/Be
15	12	17 GOD GOOD DOLL\$
20	20	17 CHUMBAWAMBA/Thunderdome
32	25	24 PAULA COLLEEN/Don't Ever Want
20	19	20 THIR'D EYE BLDH/Don't Ever Want
21	18	18 LA BOULIE/You Won't Forget Me
20	20	17 SUGAR RAVY/Ry
17	16	16 MATCHBOX 20/Sun
11	11	11 GARDEN/Truly Madly Deeply
17	13	17 ERIC CLAPTON/Father's Eyes
16	10	18 LISA LOEB/Da
10	10	18 JONIE WELLER/ZOOZ/SUIT RICH

WOLC/Dallas/Fort Worth

(714) 984-5100
O'Neill/Universal

PLAYS	NO	ARTIST/TITLE
48	49	58 JANET/Together Again
46	50	48 BACKSTREET BOYS/Long As You
39	44	49 NATALIE IMBRUGLIA/Tom
49	47	47 MATCHBOX 20/Sun
47	49	48 SHANNA/Thank You For Staying With Me
47	49	47 SARGE GARDEN/Truly Madly Deeply
41	57	46 EDWIN MCCARTNEY/Be
48	39	37 SMASH MOUTH/When On The Sun
38	37	37 BILLIE NIVERS/Kiss The Rain
39	36	37 MADONNA/Frozen
20	32	37 MARCY PLAYGROUND/See And Candy
36	30	30 THIRD EYE BLDH/Don't Ever Want
33	37	38 ERIC CLAPTON/Father's Eyes
33	36	36 PAULA COLLEEN
40	37	36 BEN FOLDS/FIVEbrick
21	22	21 ALANIS MORISSETTE/Uninvited
21	22	22 K.O. & JOUDAH My Life
22	22	22 FLETCHER/MACI and's
20	22	22 DANNY MONTAYE/You Do It Right
15	22	22 VONDA SHEPARD/Searcher My Soul
46	46	23 LISA LOEB/Da
21	21	21 K.O. & JOUDAH My Life
19	21	21 MARIAN CAREY/My All
11	18	22 RORY'DO/You Really
20	21	21 TONIC/You Do It Right
15	17	16 FASTBALL/The Way
15	17	16 CHUMBAWAMBA/Thunderdome
18	18	18 SUGAR RAVY/Ry
15	13	14 AMBER/You're In My Heart
42	42	13 SHARON CLOUTON/You're On My Mind
13	16	13 LEANIN' BROS/Hey You
8	13	13 SARAH MCLAUGHLIN/And
13	14	10 TONIC/You Do It Right
18	17	18 ROBERT/Do You Want To
15	13	14 LA BOULIE/Don't Ever Want
15	15	15 LA BOULIE/You Won't Forget Me
15	16	12 MEREDITH BROOKS/Bach
13	12	12 MOOTIE & BLOWFISH/You Really
11	11	11 NATALIE IMBRUGLIA/Tom
11	11	11 BRIAN MCDONNELL/Anytime

WOLC/Dallas/Fort Worth

(800) 597-6700
Sullivan/Fox

PLAYS	NO	ARTIST/TITLE
71	73	71 K.O. & JOUDAH My Life
45	45	71 MARCY PLAYGROUND/See And Candy
30	64	71 WILL SMITH/Gettin' Jiggy Wit It
71	68	71 MADONNA/Frozen
66	67	67 NATALIE IMBRUGLIA/Tom
65	61	67 MATCHBOX 20/Sun
68	66	66 SARGE GARDEN/Truly Madly Deeply
68	66	66 MARIAN CAREY/My All
61	65	65 SHANNA/Thank You For Staying With Me
64	65	65 BILLIE NIVERS/Kiss The Rain
21	41	45 ALANIS MORISSETTE/Uninvited
4	45	45 RORY'DO/You Really
45	44	45 THIR'D EYE BLDH/Don't Ever Want
41	42	44 ERIC CLAPTON/Father's Eyes
42	42	43 CELINE DION/My Heart Will Go On
72	52	43 BACKSTREET BOYS/Long As You
72	52	43 PAULA COLLEEN
42	42	43 JANITA Get Lonely
18	20	35 BACKSTREET BOYS/Everybody
40	32	30 DANNY MONTAYE/You Do It Right
35	28	29 VONDA SHEPARD/Searcher My Soul
33	28	29 SUGAR RAVY/Ry
26	30	29 SMASH MOUTH/When On The Sun
20	29	29 CHUMBAWAMBA/Thunderdome
26	28	28 USHER/You Make Me Wanna
26	28	28 RORY'DO/You Really
7	11	24 SARAH MCLAUGHLIN/And
25	28	24 THIR'D EYE BLDH/Don't Ever Want
25	28	24 MATCHBOX 20/Sun
22	22	22 NATALIE IMBRUGLIA/Tom
22	22	22 NATALIE IMBRUGLIA/Tom
13	22	22 LISA LOEB/Da
11	10	19 REBEKAH/SO WHAT
45	45	18 BRIAN MCDONNELL/Anytime
21	21	11 THE MOVIES/Up Your Love
38	45	18 TUESDAYS In Your Bed
8	9	9 WALL FLOWERS/Hesitant
8	9	9 SPICE GIRLS/Stop
		9 NEXT/Too Close

98PX

WPXY/Rochester, NY
(716) 239-7440
Ingram/Inc

PLAYS	NO	ARTIST/TITLE
62	64	64 NATALIE IMBRUGLIA/Tom
57	61	60 SMASH MOUTH/When On The Sun
47	59	68 MATCHBOX 20/Sun
46	53	68 SARGE GARDEN/Truly Madly Deeply
57	55	47 RORY'DO/You Really
41	41	40 WILL SMITH/Gettin' Jiggy Wit It
46	46	46 SISTER HAZEL/As You Were
58	57	37 BACKSTREET BOYS/Long As You
27	32	33 SHANNA/Thank You For Staying With Me
39	38	30 BILLIE NIVERS/Kiss The Rain
24	35	34 K.O. & JOUDAH My Life
37	36	34 JANET/Together Again
29	33	28 LISA LOEB/Da
30	31	28 MADONNA/Ray Of Light
58	41	31 CELINE DION/My Heart Will Go On
28	28	20 NOTORIOUS B.I.G./Mo'Nesty Money Mo' Problems
23	25	27 FASTBALL/The Way
36	37	27 PAULA COLLEEN/Don't Ever Want
25	28	27 THE WET JET/Grady Love
19	27	26 MARCY PLAYGROUND/See And Candy
27	24	26 AMBER/How Much More Night
31	33	34 SUGAR RAVY/Ry
30	31	26 MATCHBOX 20/Sun
31	22	29 SARGE GARDEN/Truly Madly Deeply
7	20	20 GOD GOOD DOLL\$
25	24	23 CELINE DION/My Heart Will Go On
25	24	23 BACKSTREET BOYS/Everybody
		23 NATALIE IMBRUGLIA/Tom
17	21	21 GRAY COLE/You're In My Heart
16	20	19 PAULA COLLEEN
		19 THE MOVIES/Up Your Love
		19 THIR'D EYE BLDH/Don't Ever Want
		19 RORY'DO/You Really
		19 NATALIE IMBRUGLIA/Tom
		19 ALANIS MORISSETTE/Uninvited
		19 EVERYTHING BUT... A Mixtape

107.5 FM

WOLC/Dallas/Fort Worth
(915) 671-0511
Burns/Taylor/Idge

PLAYS	NO	ARTIST/TITLE
57	57	54 MARCY PLAYGROUND/See And Candy
46	51	54 NATALIE IMBRUGLIA/Tom
36	51	52 81 SEMS/Oh Casualty Time
35	42	47 CHERRY POPPER, /ZOOZ/SUIT RICH
59	53	40 SEVEN MARY THREE/Love
36	38	41 ADHD/Am I Ever Gonna Get My Heart Around
23	34	37 AGENTS OF GOOD ROOTS/Swing Up The Froon
23	34	37 TONY/You're In My Heart
21	34	38 VONDA SHEPARD/Searcher My Soul
50	47	38 VERVE/When We Meet
50	31	32 LORNEA MCDONNELL/The Mummy's Dance
27	24	28 GOD GOOD DOLL\$
35	25	29 SUPERHEROES/It's All About Me
11	20	20 FASTBALL/The Way
22	24	26 SISTER /How Much More Night
17	20	21 SMASH MOUTH/When On The Sun
26	27	19 29 311/Beautiful Disaster
16	20	19 BEN FOLDS/FIVEbrick
46	44	18 MATCHBOX 20/Sun
17	20	18 ERIC CLAPTON/Father's Eyes
16	17	18 BARENHAED LADIES/When I Fall
18	19	18 FAR TOO JENSEN/Good As You
9	14	14 THIR'D EYE BLDH/Don't Ever Want
11	12	12 TONIC/You Do It Right
10	10	11 BLACK Lab/Tonight
10	10	11 PAULA COLLEEN/Don't Ever Want
10	10	11 THE DOUBTING TEAM/You're In My Heart
48	40	35 11 DUNCAN SHENKMAN/Thru The Heart
11	12	11 ALANIS MORISSETTE/Uninvited
27	21	21 EDWIN MCCARTNEY/Be
		10 ALANIS MORISSETTE/Uninvited
		10 CREDLY/Don't Ever Want
		10 ONE/WO BEARS
		10 NATALIE IMBRUGLIA/Tom
		10 BARENHAED LADIES/When I Fall
		10 EVERCLEAR/Santa Monica

KIF

WQVJ/Vero Beach
(517) 474-9233
Kelly/Basenberger

PLAYS	NO	ARTIST/TITLE
33	42	74 PAULA COLLEEN/Don't Ever Want
73	72	74 NATALIE IMBRUGLIA/Tom
73	74	73 K.O. & JOUDAH My Life
57	75	73 NATALIE IMBRUGLIA/Tom
44	47	46 SHANNA/Thank You For Staying With Me
45	47	46 THIR'D EYE BLDH/Don't Ever Want
37	43	44 MARCY PLAYGROUND/See And Candy
24	28	41 WILL SMITH/Gettin' Jiggy Wit It
74	72	48 CELINE DION/My Heart Will Go On
13	32	37 VONDA SHEPARD/Searcher My Soul
26	37	

MAY 8, 1998

				TOTAL PLAYS				TOTAL	
3W	2W	LW	TW	TW	LW	2W	3W	STATIONS/ADDS	
			1	NEXT Too Close (Arista)	2593	2550	2441	2346	47/1
1	3	2	2	BRIAN MCKNIGHT Anytime (Motown)	2087	2234	2301	2449	44/0
2	2	3	3	K-CI & JOJO All My Life (MCA)	2054	2159	2367	2422	38/0
7	6	4	4	PUBLIC ANNOUNCEMENT Body Bumpin' Yippie-Yi-Yo (A&M)	1862	1816	1662	1492	43/0
9	5	5	5	JANET I Get Lonely (Virgin)	1753	1758	1730	1476	43/2
11	9	8	6	MONTELL JORDAN Let's Ride (Def Jam/RAL/Mercury)	1577	1492	1396	1377	37/0
4	4	6	7	USHER Nice & Slow (LaFace/Arista)	1555	1681	1910	2160	36/0
5	7	7	8	SYLK-E. FYNE I/CHILL Romeo And Juliet (Grand Jury/RCA)	1421	1586	1610	1667	36/1
6	8	10	9	MASE I/TOTAL What You Want (Bad Boy/Arista)	1279	1274	1445	1644	31/0
		26	10	SPARKLE Be Careful (Rock Land/Interscope)	1267	670	162	85	42/5
10	11	9	11	DESTINY'S CHILD No, No, No (Grass Roots/Columbia)	1192	1305	1325	1413	32/0
12	12	12	12	WILL SMITH Gettin' Jiggy Wit It (Columbia)	1149	1146	1264	1373	26/0
33	21	15	13	MYA I/SISQO OF DRU HILL It's All About Me (University/Interscope)	1074	945	746	510	37/1
22	19	16	14	VOICES OF THEORY Dimelo (Say It) (H.O.L.A./Red Ant)	1059	890	771	633	34/3
20	22		15	MARIAH CAREY My All (Columbia)	1024	849	732	650	35/2
8	10		16	K.P. & ENVYI Swing My Way (EastWest/EEG)	1023	1219	1371	1485	27/0
21	18	19	17	BACKSTREET BOYS Everybody (Backstreet's Back) (Jive)	988	853	773	640	27/1
15	14	14	18	SAVAGE GARDEN Truly Madly Deeply (Columbia)	979	1011	990	980	19/0
13	13	13	19	LORD TARIQ & PETER GUNZ Deja Vu (Codeine/Columbia)	977	1011	1107	1117	29/0
19	17	18	20	BOYZ II MEN Can't Let Her Go (Motown)	976	876	824	664	32/0
29	24	21	21	TAMIA Imagination (Qwest/WB)	929	830	691	554	26/2
17	16	17	22	XSCAPE The Arms Of The One Who... (So So Def/Columbia)	913	889	862	816	33/0
BREAKER			23	USHER My Way (LaFace/Arista)	813	425	190	33	34/4
27	25	23	24	'N SYNC I Want You Back (RCA)	637	708	662	610	18/0
24	26	25	25	ICE CUBE We Be Clubbin' (Heavyweight/A&M)	629	681	632	627	20/0
BREAKER			26	BRANDY & MONICA The Boy Is Mine (Atlantic)	625	—	—	—	41/41
BREAKER			27	LINK Whatcha Gone Do? (Relativity)	621	462	206	81	27/3
BREAKER			28	BIG PUNISHER I/JOE Still Not A Player (Loud)	574	466	397	282	19/3
32	27	29	29	MASTER P Make 'Em Say Ugh (No Limit/Priority)	562	562	601	515	26/0
BREAKER			30	PRAS MICHEL I/DOB & MYA Ghetto Supastar (That Is...) (Interscope)	550	196	78	—	26/8
14	15	22	31	CELINE DION My Heart Will Go On (550 Music)	545	784	925	1084	15/0
26	31	30	32	UNCLE SAM I Don't Ever Want To See You.. (Stonycreek/Epic)	538	559	541	619	19/0
BREAKER			33	BRIAN MCKNIGHT The Only One For Me (Motown)	533	424	311	110	31/0
30	30	31	34	ROBYN Do You Really Want Me (RCA)	517	551	564	519	16/0
42	35	35	35	BUSTA RHYMES Turn It Up (Elektra/EEG)	480	467	453	360	23/1
16	20	24	36	TIMBALAND & MAGOO Luv 2 Luv You (BlackGround/Atlantic)	475	691	747	858	15/1
		48	37	IMAJIN Shorty (You Keep Playin' With) (Jive)	473	294	71	30	26/4
18	23	26	38	MADONNA Frozen (Maverick/WB)	462	563	698	794	14/0
23	29	27	39	WYCLEF JEAN Gone Till November (Ruffhouse/Columbia)	461	570	576	629	15/0
31	32	32	40	TIMBALAND & MAGOO Clock Strikes (BlackGround/Atlantic)	450	511	502	516	22/0
38	33	33	41	HI-TOWN DJs Ding-A-Ling (Restless)	410	476	496	453	22/1
41	36	40	42	LOX Money, Power, And Respect (Bad Boy/Arista)	403	411	404	365	23/5
	47	43	43	M:G Sweet Honesty (Classified)	390	351	292	241	10/0
28	28	34	44	QUEEN PEN w/LOST BOYZ & CREW Party... (Li' Mar/Interscope)	388	472	588	573	15/0
DEBUT			45	NATALIE IMBRUGLIA Torn (RCA)	388	274	191	168	10/4
DEBUT			46	JON B. They Don't Know (Yab Yum/550 Music)	377	264	227	147	21/3
	43	42	47	PUFF DADDY Victory (Bad Boy/Arista)	370	372	331	234	25/1
	49	45	48	S.O.A.P. This Is How We Party (Crave)	324	326	273	208	12/1
DEBUT			49	ALL SAINTS Never Ever (London/Island)	316	239	212	135	16/2
	48	46	50	WC I/ICE CUBE Cheddar (Payday/FFRR/Red Ant)	315	300	273	239	15/0

This chart reflects airplay from April 27-May 3. Songs ranked by total plays. Highlighted songs indicate Breaker. 49 CHR/Rhythmic reporters. 48 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

BREAKERS

USHER My Way (LaFace/Arista)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
813/388	34/4	23
BRANDY & MONICA The Boy Is Mine (Atlantic)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
625/625	41/41	26
LINK Whatcha Gone Do? (Relativity)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
621/159	27/3	27
BIG PUNISHER I/JOE Still Not A Player (Loud)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
574/108	19/3	28
PRAS MICHEL I/DOB & MYA Ghetto Supastar (That Is...) (Interscope)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
550/354	26/8	30
BRIAN MCKNIGHT The Only One For Me (Motown)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
533/109	31/0	33

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
BRANDY & MONICA The Boy Is Mine (Atlantic)	41
DESTINY'S CHILD I'd Rather Go Down Pt. 1 (Grass Roots/Columbia)	12
MADONNA Ray Of Light (Maverick/WB)	9
PRAS MICHEL I/DOB & MYA Ghetto Supastar... (Interscope)	8
BABYFACE & DES'REE Fire (Yab Yum/550 Music)	6
NU FLAVOR Baby Be There (Reprise)	6
LOX Money, Power, And Respect (Bad Boy/Arista)	5
SPARKLE Be Careful (Rock Land/Interscope)	5
DO OR DIE I/JOHNNY P & TWISTA Still (Rap-A-Lot/Noo Trybe)	4
IMAJIN Shorty (You Keep Playin' With) (Jive)	4
NATALIE IMBRUGLIA Torn (RCA)	4
MASE I/LOX, BLACK ROB & DMX 24 Hrs. To... (Bad Boy/Arista)	4
USHER My Way (LaFace/Arista)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BRANDY & MONICA The Boy Is Mine (Atlantic)	+625
SPARKLE Be Careful (Rock Land/Interscope)	+597
USHER My Way (LaFace/Arista)	+388
PRAS MICHEL I/DOB & MYA Ghetto Supastar... (Interscope)	+354
IMAJIN Shorty (You Keep Playin' With) (Jive)	+179
MARIAH CAREY My All (Columbia)	+175
VOICES OF THEORY Dimelo (Say It) (H.O.L.A./Red Ant)	+169
LINK Whatcha Gone Do? (Relativity)	+159
PUBLIC ENEMY I/S. STILLS He Got... (Def Jam/Mercury)	+142
BACKSTREET BOYS Everybody (Backstreet's Back) (Jive)	+135

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
USHER You Make Me Wanna... (LaFace/Arista)
JANET Together Again (Virgin)
NOTORIOUS B.I.G. Mo Money Mo Problems (Bad Boy/Arista)
SOMETHIN' FOR... My Love Is The Shih! (Wamer Bros.)
BOYZ II MEN A Song For Mama (Motown)
SERMON, MURRAY & REDMAN Rapper's Delight (Priority)
MARIAH CAREY I/BONE THUGS... Breakdown (Columbia)
MASE Feel So Good (Bad Boy/Arista)
ROBYN Show Me Love (RCA)
PUFF DADDY... I'll Be Missing You (Arista/Bad Boy)

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 increase in total plays. Weighted chart appears on R&R ONLINE.



DING-A-LING

HI-TOWN DJs

On tour June & July!
Video Ships This Week!

R&R CHR/Rhythmic **41** Rhythmic Top 40 Monitor #38

Billboard Hot Rap Singles Debut 48*

New At: WPOW/Miami - ADD! WJMN/Boston KUBE/Seattle

REQUESTING!

#1 Phones!! KLUC • B95 • WKXJ • KIKI

Top 5 Phones!! KYLD • WWKX • KWNZ • KOHT • KDGS • KHTN • KPTY

EXPLODING SALES!

Warehouse singles ranking #24-21 nationally 897 pieces!

Sales tripled at Camelot! #47-40 • Transworld #84-73

Las Vegas #12 • Chattanooga #13 • San Francisco #35 • Hawaii #8



R&R HIP HOP TOP 20

LM	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS	TOTAL STATIONS/ADDS
2	1	ICE CUBE We Be Clubbin' (Heavyweight/A&M)	2739	2779 96/0
3	2	BUSTA RHYMES Turn It Up (Elektra/EEG)	2289	2253 97/1
1	3	SYLK-E. FYNE F/CHILL Romeo And Juliet (Grand Jury/RCA)	2229	2904 74/1
4	4	LOX Money, Power, And Respect (Bad Boy/Arista)	2187	2141 94/5
5	5	TIMBALAND & MAGOO Clock Strikes (BlackGround/Atlantic)	2086	2208 97/0
9	6	BIG PUNISHER F/JOE Still Not A Player (Loud)	1921	1655 86/4
12	7	MASTER P F/SONS OF FUNK I Got The Hook Up (No Limit/Priority)	1768	1508 84/1
10	8	CHARLI BALTIMORE Money (Unretirement/Epic)	1738	1654 93/3
8	9	MASE F/TOTAL What You Want (Bad Boy/Arista)	1680	1719 47/0
14	10	PUFF DADDY Victory (Bad Boy/Arista)	1584	1482 103/1
6	11	K.P. & ENVIY Swing My Way (EastWest/EEG)	1473	1820 52/0
18	12	MISSY "MISDEMEANOR" ELLIOTT Hit 'Em...(EastWest/EEG)	1452	1282 93/2
13	13	LORD TARIQ & PETER GUNZ Deja Vu (Codeine/Columbia)	1375	1490 53/0
17	14	LUKE Raise The Roof (Luke/Island)	1256	1218 76/1
16	15	WILL SMITH Gettin' Jiggy Wit It (Columbia)	1228	1247 31/0
15	16	LINK Whatcha Gone Do? (Relativity)	1190	843 85/8
15	17	QUEEN PEN W/LOST BOYZ & CREW Party Ain'...(Li'l Man/Interscope)	1143	1342 46/1
20	18	YO YO F/GERALD LEVERT Iz It Still All Good?... (EastWest/EEG)	1142	979 71/4
7	19	SILKX THE SHOCKER Just Be Straight With Me (No Limit/Priority)	1132	1748 51/0
19	20	WC FACE CUBE Cheddar (Payday/FFRR/Red Ant)	1107	999 75/3

This chart reflects airplay from April 27-May 3. Songs ranked by total plays. 49 CHR/Rhythmic reporters and 87 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. © 1998, R&R Inc.

NEW & ACTIVE

LUKE Raise The Roof (Luke/Island) Total Plays: 300. Total Stations: 16. Adds: 1	LARRYN HILL Can't Take My Eyes Off You (Columbia) Total Plays: 174. Total Stations: 5. Adds: 3
ANGEL GRANT Li'l Red Boat (Flyte Tyme/Universal) Total Plays: 292. Total Stations: 14. Adds: 2	SPICE GIRLS Stop (Virgin) Total Plays: 170. Total Stations: 12. Adds: 1
MISSY "MISDEMEANOR" ELLIOTT Hit 'Em... (EastWest/EEG) Total Plays: 279. Total Stations: 18. Adds: 0	WILL SMITH Just The Two Of Us (Columbia) Total Plays: 170. Total Stations: 5. Adds: 2
MO THUGS FAMILY All Good (Relativity) Total Plays: 261. Total Stations: 9. Adds: 2	OO OH DE F/BOBBY P & TIMBA SI P/ F/FRAN (Rap-A-Lot/Loke Type) Total Plays: 147. Total Stations: 8. Adds: 4
DUNE So In Love With You (4Play/Universal) Total Plays: 259. Total Stations: 8. Adds: 0	JAGGED EDGE Gotta Be (So So Def/Columbia) Total Plays: 139. Total Stations: 3. Adds: 0
ESMON FOSTER Crazy For You (Nightbird/A&A) Total Plays: 237. Total Stations: 14. Adds: 1	SHANNA THORN You're Still The One (Mercury) Total Plays: 136. Total Stations: 6. Adds: 3
PUBLIC ENEMY FIREPHEN SKILLS He Got Game (Def Jam/Mercury) Total Plays: 236. Total Stations: 16. Adds: 2	MYSTICAL The Man Right Chas (Big Boy/Live) Total Plays: 131. Total Stations: 3. Adds: 0
FIVE When The Lights Go Out (Arista) Total Plays: 204. Total Stations: 11. Adds: 1	MASTER P F/SONS OF FUNK I Got The Hook Up (No Limit/Priority) Total Plays: 129. Total Stations: 5. Adds: 1
SOUTHBYE COON X SHUN Pain Da Roof... (Funkystar/Bratwurst) Total Plays: 202. Total Stations: 10. Adds: 0	ROCKWELL In A Dream (Robbins) Total Plays: 124. Total Stations: 4. Adds: 0
PUFF DADDY F/MASE Been Around...(Bad Boy/Arista) Total Plays: 184. Total Stations: 4. Adds: 0	MU FLAVOR Baby Be There (Reprise) Total Plays: 123. Total Stations: 16. Adds: 6

Songs ranked by total plays

NEW RELEASES

ADDS MAY 12

DEF SQUAD Full Cooperation (Def Jam/Mercury)	JOHN FORTE' Ninty Nine...(Refugee Camp/Ruffhouse/Columbia)
ICE CUBE My Loved One (Heavyweight/A&M)	DIANA KING Find My Way Back (Work)
MILITIA Who's the Next (Red Ant)	NICOLE Make It Hot (EastWest/EEG)
RELL f/JAY-Z Love For Free (Roc-A-Fella/Def Jam/Mercury)	



WEARING THE THREADS — Clothes make the man... in this case, KPWR/L.A.'s Jeff Garcia (l) and Island Records recording act WC (c) and Crazy Toonz, who tried on Powergear wear recently at the new album release party for WC.

CHR/RHYTHMIC REPORTERS

Stations and their adds listed alphabetically by market

KXSS/Albuquerque, NM PD: Ray Thomas AP/MS: Josely James 21 DO OR DIE "Power" 18 BRANBY & MONICA "Boy" BUSTA RHYMES "Turn" DESTINY'S CHILD F/UD "Boy" LOE "Money" WILL "They"	WJMN/Boston, MA PD: Captain Jack McCartney AP/MS: Col Collins 41 USHER "They" 41 BRANBY & MONICA "Boy" 41 BRANBY & MONICA "Boy"	WDRB/Detroit, MI PD: Alan Ross MS: Doug Wood 41 BRANBY & MONICA "Boy" MADONNA "Light" KEVIN "Them"	KDOW/Houston, TX PD: Bob Scarpio MS: Greg Wood 41 BRANBY & MONICA "Boy" 23 MAJAL "Story" 11 LOE "Money"	KDMV/Manchester, MA PD: Jim Kelle AP/MS: Steve Patino BRANBY & MONICA "Boy" LOE "Money" WKTU/New York, NY PD: Frankie Stone AP/MS: Andy Stone 11 MICHELLE HOLLANDAY "They" NATALIE IMBRULIA "Them"	WDCQ/Salisbury, MD PD: Wanda MS: Bobbie 28 BRANBY & MONICA "Boy" 18 BRANBY & MONICA "Boy" 18 BRANBY & MONICA "Boy" 18 BRANBY & MONICA "Boy" 18 BRANBY & MONICA "Boy" 18 BRANBY & MONICA "Boy"	KUCB/Seattle, WA PD: Eric Posson 24 BRANBY & MONICA "Boy" LOE "Money" SHELLE LANE "They" MADONNA "Light"	KWYN/Stockton, CA PD: John Gorman 47 BRANBY & MONICA "Boy" 38 BRANBY & MONICA "Boy" 8 BRANBY & MONICA "Boy" WILL SMITH "They" DESTINY'S CHILD F/UD "Boy"	WPCB/Washington, DC PD: Jay Stevens AP/MS: Marissa Brown 10 L.L. COOL J "Power"	KDGS/Wichita, KS PD: Steve Dornell AP/MS: Ricardo Cherry MS: A. J. Jones 10 BRANBY & MONICA "Boy" 8 BRANBY & MONICA "Boy" 7 MADONNA "Light" 7 OO OH DE "Power" BU FLAVOR "They"	WFOQ/Baltimore, MD PD: Tom Catesano AP/MS: Frank Sita MS: Darren Britz 27 BRANBY & MONICA "Boy" 18 BRANBY & MONICA "Boy"	WBLJ/Birmingham, AL PD: Mickey Johnson AP/MS: Doytha Parker MS: Lauryn Hill "They" 1 JAY-Z "They" 8 MICHAEL "Power" 3 LUV CREW "They" 3 MASE F/OC "They"	WJMN/Chicago, IL PD: Todd Catesano MS: Erik Bradley 11 VOICES OF THE CITY "Them" 8 BRANBY & MONICA "Boy" 3 BRANBY & MONICA "Boy" 3 MADONNA "Light"	KZFM/Corpus Christi, TX PD: Ed Brown MS: Mary Kay 47 PRINCE MICHELLE "Them" 19 PUBLIC ENEMY "Them" 19 GOODIE MOR "Them"	KHNL/Honolulu, HI PD: Alan Ota MS: Robbie Agui 43 MURIEL SAMBERG "Them" 41 BRANBY & MONICA "Boy" 41 BRANBY & MONICA "Boy" 41 BRANBY & MONICA "Boy" 41 BRANBY & MONICA "Boy"	KHNL/Honolulu, HI PD: Elmas Shone MS: Kelly Holmgren MS: Mark Holmgren BRANBY & MONICA "Boy" DESTINY'S CHILD F/UD "Boy" SHARON THORN "Them" SARAFACE & DESTINY "They" REBELOUC "Them"	KDMV/Manchester, MA PD: Bruce St. James AP/MS: Krysti Kid Stevens 24 BRANBY & MONICA "Boy" LOE "Money" DESTINY'S CHILD F/UD "Boy" VOICES OF THE CITY "Them"	KPTV/Phoenix, AZ PD: Bob Thomas AP/MS: Sherry Knight MS: Eric Walker 8 BACKSTREET BOYS "Power" DESTINY'S CHILD F/UD "Boy" SHELLE LANE "They" S.G.A.P. "They"	WVOC/Providence, RI PD: Jerry Giamanno MS: Sandy B. 48 BRANBY & MONICA "Boy" WILL SMITH "They" 7 PRINCE MICHELLE "Them"	KWJZ/Reno, NV PD: Jeff Banks AP/MS: Bill Shakespeare 31 ANGEL GRANT "Them" MADONNA "Light" BRANBY & MONICA "Boy" SARAFACE & DESTINY "They"	KGGI/Riverside, CA PD: Steve Leland AP/MS: James Duran 4 BRANBY & MONICA "Boy" 1 DESTINY'S CHILD F/UD "Boy"	WLLS/Roseville, WA PD: David Lee Hunsdale AP/MS: Holman Morgan PD: Mike Kano MS: Bobby Dale 9 BRANBY & MONICA "Boy" BRANBY & MONICA "Boy"	KKFR/Phoenix, AZ PD: Bruce St. James AP/MS: Krysti Kid Stevens 24 BRANBY & MONICA "Boy" LOE "Money" DESTINY'S CHILD F/UD "Boy" VOICES OF THE CITY "Them"	WLLS/Roseville, WA PD: David Lee Hunsdale AP/MS: Holman Morgan PD: Mike Kano MS: Bobby Dale 9 BRANBY & MONICA "Boy" BRANBY & MONICA "Boy"	KSFM/Sacramento, CA PD: Bob West MS: John E. Cape BRANBY & MONICA "Boy"	XHTZ/San Diego, CA PD: Lou Vesper AP/MS: Mike Schone 18 BRANBY & MONICA "Boy" MASE F/OC "They" CASSIO OMARCA "Them" KIMEL/San Francisco, CA PD: Jay Arterey 17 BRANBY & MONICA "Boy" 27 BRANBY & MONICA "Boy" 9 PRINCE MICHELLE "Them" 9 PUFF DADDY "They" 9 DESTINY'S CHILD F/UD "Boy" SHELLE LANE "They"	KYLD/San Francisco, CA PD: Michael Martin AP/MS: Jerry Jim Archer 18 BRANBY & MONICA "Boy" 27 BRANBY & MONICA "Boy" 9 PRINCE MICHELLE "Them" 9 PUFF DADDY "They" 9 DESTINY'S CHILD F/UD "Boy" SHELLE LANE "They"	48 Total Reporters 49 Current Reporters 48 Current Playlists Did Not Report, Playlist Frozen (1): KLUC/Las Vegas, NV
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WHATCHA GONE DO?
LINK



©1998 RELATIVITY RECORDS

CHR/Rhythmic Chart Breaker 37-27

New Adds: KHTS/ San Diego KKFR/ Phoenix
KQM/ Honolulu KHFI/ Austin

Urban New & Active

New Adds: WKYS WEDR WHRK KBCE KRVV



RELATIVITY

KKSS 38x KYLZ 48x KQKS 47x KSFM 46x
KMEL 22x KLUC 23x KPTY 49x KISV 42x
and more

KKBT 16x WJLB 15x WZAK 20x WSOJ 30x
WTKT 26x WJMI 33x WJZD 23x WESE 33x



WALT LOVE

Programmers United: On A Mission To Teach

■ Gerod Stevens forms an organization to help people share their knowledge

In this post-Telecom Act era, working-class individuals in our industry continue to feel disenfranchised and nervous about the stability of their employment. One answer to this problem is to make oneself more valuable as an employee. That's what **Programmers United** and its first annual **Programmers Retreat** are all about.

"Programmers United was put together because of the need for this type of organization in our industry at this point in time," says its founder/president **Gerod Stevens**, who is also OM of WODT-AM &



Gerod Stevens

WQUE-FM/New Orleans. "As a young programmer, I attended conventions and sat in on a lot of panel discussions. They were informative, but it wasn't the same as being taught. We have a lack of teaching taking place, a lack of teaching the who, what, when, where, and how — the 'how' more than anything else.

"In talking with a number of other programmers around the country in this format, it's evident we need to work a lot more on how to become more efficient and how to become more successful in a business that seems to be growing technical-wise, management-wise, and company-wise. Organizational and managerial skills are something all of us need more of."

The Main Goal

"I'm a strong believer in Urban/black radio," Stevens says, "and the first thing I did was talk with a number of black and Urban radio programmers about my thoughts of an organization where we would all work together and share knowledge to help one another. The idea is to be of service to people in our industry who want to always be on their game when it comes to all their skills — especially their management skills.

"Let's say there was some new technological advancement in our industry that I was privy to and was good at, and you didn't have any knowledge of it at all. I would help you get up to speed so you wouldn't be in danger of losing your job because you didn't know how to use this new technology. This new organization is going to be in place to help with a situation like that.

"We hope to attract people who are already programmers or MDs or who want to become programmers or MDs. We want everyone who's interested in the programming area, so that includes promotion directors, public affairs directors, news direc-

tors and their news reporters, air personalities who are looking at moving up during their careers, and college students who want to learn about the professional side of the industry."

Some of programmers Stevens has approached to help make **Programmers United** a positive and successful reality include:

- Former L.A. programmer Harold Austin
- WKXI-AM & FM & WJMI-FM/Jackson, MI OM Stan Branson
- KKDA-FM/Dallas PD Skip Cheatham
- KMJQ/Houston PD Carl Conner
- WPHI-FM/Philadelphia PD Mic Fox
- WWDW-FM/Sumpter, SC OM/DP Paul Jackson
- WYLD-FM/New Orleans PD LeBron Joseph
- WUSL-FM/Philadelphia OM/DP Helen Little
- WQOK-FM/Raleigh PD Hosie Mack
- WVAZ-FM/Chicago OM/DP Maxx Myrick
- WGCI-AM & FM/Chicago OM/DP Elroy Smith

Retreat Agenda

When will the first retreat be held? "Our first meeting is planned for October 22-24 at Dallas' Intercontinental Hotel," Stevens says. "One of the subjects we'll be getting into involves the nontraditional revenue arena, non-spot revenue dollars. That's been suggested to us because so many PDs are not only expected to program, but also to be promotions people and event pro-

motors as well. So now we, as PDs, are trying to generate non-spot revenue, and we have to find new avenues to do this on an ongoing basis.

"As we speak, we are continuing our discussions with concert promoters Al Hayman and Walt Reader. We want to get people of this caliber who work with the really big-name acts. We've found that some people we've spoken with are not receptive to this because our stations, in some cases, are now becoming competitive with them in putting on their own concerts locally. We now have to look into com-



The idea is to be of service to people in our industry who want to always be on their game when it comes to all their skills — especially their management skills.



ing up with new budgets to pay artists to come in and do a date for us instead of when record labels and the artists would do a track date for free or at a reduced price.

"We're also going to look at the subject of 'What Are Consultants?' and really get into what their main job is supposed to be. Just how is a consultant supposed to work with you when it comes to interaction?"

"For the consultants, Vinny Brown is one person we've talked with. He recently took the WBSL-FM/New York PD position, but since he had his own programming consultancy, he can still give us first-hand knowledge. Plus, we've talked with Ray Boyd of Atlanta and with my consultant, Don Kelly, who has



MEN IN RADIO PREFER BRANDY — At a recent gathering, Atlantic recording artist Brandy took time out of her schedule to meet and greet the press and radio people. Enjoying her company are (l-r) KMJK/Phoenix MD Tim Higgs, KDKO/Denver PD Rick Walker, and (standing) KQBR/Sacramento PD Clifford Brown Jr.

already confirmed. I also had some conversations with Harry Lyles and Jerry Boulding, who still does some consulting, and he said yes too."

A Lot To Learn

Stevens wants to make it clear this is not a conference or convention; it's a retreat with a lot of teaching, learning, and networking for everyone in attendance. "More than anything, we hope to get it into the minds of our people that there is an enormous amount of stuff in our business that we're not covering at some of the traditional black-oriented radio/music industry conventions/conferences that we all attend each year. If we're not teaching our own how to succeed and survive in this industry, we're all going to end up being failures.

"In some cases, it's already happening. A number of our owners and PDs don't know how to make a lot of money with their radio stations, and the best way out for them has been to sell to a bigger organization. One of the seminars we're getting together now is 'How To Buy Your Own Radio Station.' We make a lot of money in this industry, and collectively we have a lot of money if we choose to come together and put it together to own 100-plus radio stations. We could do that if we wanted to; we could do all the things others are doing, like going public.

"If we did come together, we

could become a powerful force. Most of us have taken a defeatist attitude, but not all of us. This is what **Programmers United** is all about. It's about thinking, teaching, learning, and then taking action — maybe first in our own lives and then in a larger manner. Thank God for Cathy Hughes of Radio One, who's trying to grow her company rather than sell out.

"The learning aspect of conferences has just dissipated. Some of the most well-attended affairs in Urban radio are no longer getting the attendance they used to get in years gone by. We need to rekindle the interest in wanting to learn when we come together at an event. Then we need to make sure we have people who can teach all of us the things we need to know to continue to go forward in our industry as professionals, not just as black professionals. We need things that will help us in our careers."



If we're not teaching our own how to succeed and survive in this industry, we're all going to end up being failures.



UC DATABANK

Blacks Watch More TV Than Non-Blacks

Black households watch 43% more television than non-black households each week, but the gap has closed by 7% since 1993, according to *Mediaweek*. Black households watch an average of 72.4 hours of TV a week, compared to non-black households, which average 50.8 hours per week.

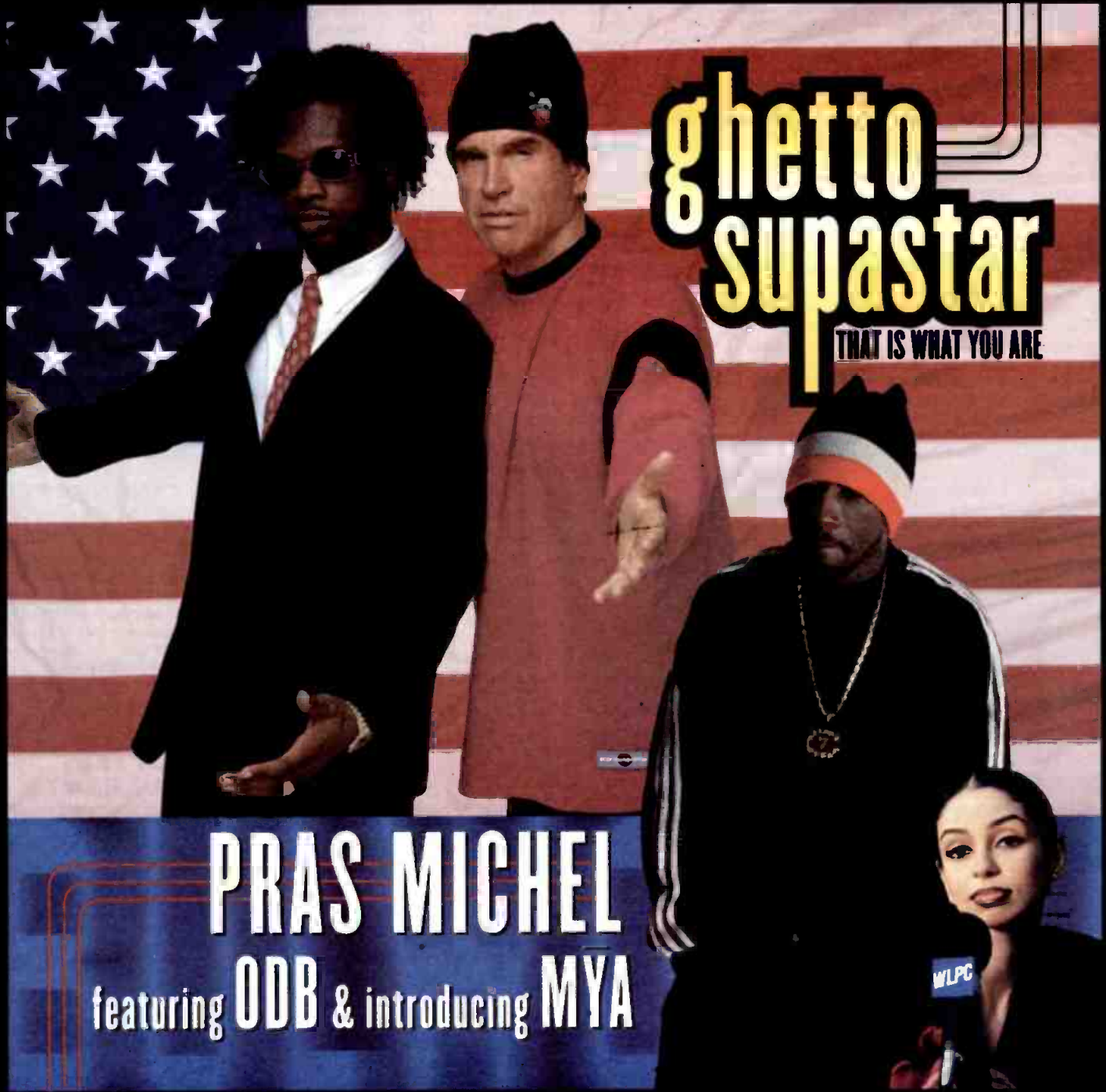
Black households watch more TV in all dayparts. The least differential comes in prime time, where black households average 14.9 hours a week compared to 13.4 hours for non-black households. Non-blacks watch more TV across adult demographic groups under 50, but black children and black teens watch more prime-time TV than their white counterparts.

Source: Study On TV Viewing By Race, *Mediaweek*, Feb. 16, '98.



'TIS THE SEASON (FOUR SEASONS, THAT IS!) — Motown recording artists *Boyz II Men* visited R&R's Walt Baby Love at his show *The Countdown* at the *Premiere Radio Networks* studios in Sherman Oaks, CA. Pictured (standing, l-r) are the show's writer/producer Dianna Rose, group members Shawn Stockman and Wanya Morris, Love, and the group's Nate Morris and Michael McCary; (seated, l-r) production engineer Eric Caver and associate producer Timothy Polk.

THE NEW SINGLE FROM THE BULWORTH SOUNDTRACK



PRAS MICHEL

featuring **ODB** & introducing **MYA**

IMPACTING MAY 11 & 12

Pras appears courtesy of Refugee Camp Entertainment/Ruffhouse/Columbia Records. ODB appears courtesy of Elektra Entertainment Group. Mya appears courtesy of Universal Music Entertainment/Interscope.

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MAY 8, 1998

Table with columns for Rank, Artist, Title, Label, and Total Plays. Includes tracks like 'A Rose Is Still A Rose' by Aretha Franklin and 'Shorty (You Keep Playin' With)' by Ima-Jin.

This chart reflects airplay from April 27-May 3. Songs ranked by total plays. Highlighted songs indicate Breaker.

NEW & ACTIVE

- NICOLE Make It Hot (EastWest/EEG) Total Plays: 620, Total Stations: 68, Adds: 14
SAM SALTER There You Are (LaFace/Arista) Total Plays: 618, Total Stations: 82, Adds: 4
LINK Whatcha Gone Do? (Relativity) Total Plays: 599, Total Stations: 59, Adds: 5

- LATANYA I/TWISTA What U On (Blunt/TVT) Total Plays: 543, Total Stations: 47, Adds: 3
CAM'RON 357 (Magnum P.L.) (Unentertainment/Epic) Total Plays: 542, Total Stations: 46, Adds: 3
BEBE WINANS Thank You (Atlantic) Total Plays: 538, Total Stations: 47, Adds: 2

Songs ranked by total plays.

BREAKERS

Table of Breaker songs with columns for Artist, Title, Label, Total Plays, and Chart Position. Includes IMAJIN Shorty, CHANGING FACES Same Tempo, and DESTINY'S CHILD I/JD With Me Part 1.

MOST ADDED

Table of Most Added songs with columns for Artist, Title, Label, and Adds. Includes BRANDY & MONICA The Boy Is Mine, MYRON Destiny, and GOODIE MOB Black Ice.

MOST INCREASED PLAYS

Table of Most Increased Plays songs with columns for Artist, Title, Label, and Total Play Increase. Includes BRANDY & MONICA The Boy Is Mine, SPARKLE Be Careful, and SAM SALTER There You Are.

HOTTEST RECURRENTS

Table of Hottest Recurrents songs with columns for Artist, Title, Label, and Total Play Increase. Includes BRIAN MCKNIGHT Anytime, DESTINY'S CHILD No, No, No, and QUEEN PEN w/LOST BOYZ & CREW Party...

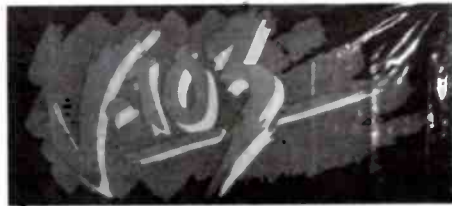
Breakers: Songs registering 1000 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week.

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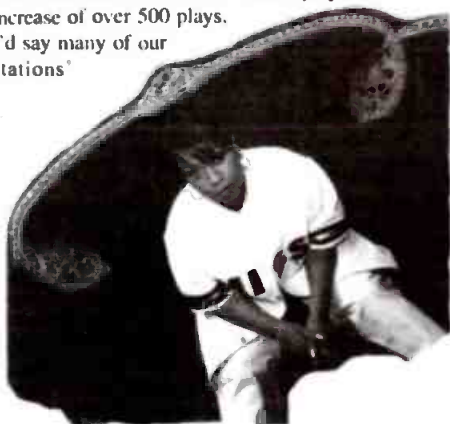
ARTIST BREAKDOWN

ARTIST: MISSY

"MISDEMEANOR" ELLIOTT

LABEL: EASTWEST/EEG

Her nickname should be "Felony" because it should be illegal to possess so much talent! Missy "Misdemeanor" Elliott's fourth single from her debut album, *Supa Dupa Fly*, places this diva in New And Active status during the single's second week of release. (But don't look for her to stay there for long!) "Hit 'Em Wit Da Hee" was the third Most-Added song on the mainstream Urban Most Added list (R&R 4/17). She used "The Rain" as an introduction to her style; followed it with "Sock It 2 Me" (for the few who may not have been hypnotized by the debut single); went on to "Beep Me 911" (for those who may have doubted her consistency); and now closes the deal with "Hit 'Em Wit Da Hee." With a play increase of over 500 plays, I'd say many of our stations



audiences have been "hit."

This singer/rapper/writer/arranger/producer was discovered by Devante of Jodeci when she managed to get backstage at a concert. She convinced Devante to let her group Sista audition for him. Looking like the "female" Jodeci and with Timbaland as their producer, Sista was signed the same day as Ginuwine. Though as a group they didn't succeed, Elliott has resurfaced and is not just riding the tide, she's controlling the waves!

"Hit 'Em Wit Da Hee" featuring Lil' Kim, has Missy singing about her technique for getting what she wants: "Friendly Skies," a duet with Ginuwine, compares a sexual experience with an airplane flight. Elliott is the pilot, and her object of affection is the passenger. For "safety" purposes, Elliott requests that the passenger stay in his seat, she'll take care of everything. (It's been awhile since I've flown.) The supportive "Best Friend" enlists the vocals of Aaliyah, and "Don't Be Commin' (In My Face)" is advice from a strong female to all playas — boys who are dogs yet call themselves men.

Supa Dupa Fly is filled with interesting tracks — some slamming, some "different," all great. With her debut album so appropriately titled, I can't wait to see what Missy releases next. Peace.

— Tanya O'Quinn
Asst. Urban Editor

Artist Breakdown highlights artists with strong chart momentum.

IN MY OPINION

with Don Cody

Sparkle
"Be Careful"
Rock Land/Interscope

PD/MD, WTMG/GAINESVILLE, FL

The new song burning up the airwaves is "Be Careful" by Sparkle, which was written and produced by Grammy-award winner R. Kelly.

"Be Careful" delivers a strong message about a relationship going sour — both parties sing about very sensitive and emotional incidents that occurred throughout a two-year period. When you hear "Be Careful" for the first time or the 15th time, you'll hear a verse or two that will make you think or reflect on your own relationship.

Our listeners relate well to this dynamic and well-produced song. It definitely packs a punch in regards to the issue of love/relationship. Clearly the most-requested song, "Be Careful" has Magic 101.3 listeners reminiscing about their past and present relationships.

I believe "Be Careful" will be No. 1 before Father's Day, if Interscope isn't careful.

ADVANCE NOTICE

Giving you fair warning: These are the singles that are going for adds on Monday (5/11) and Tuesday (5/12).

N'DEA DAVENPORT Bring It On (V2)

EOL Love The Way (RCA)

JOHN FORTE Ninety Nine ... (Refugee Camp/Ruffhouse/Columbia)

ARETHA FRANKLIN Here We Go Again (Arista)

ALICIA KEYES Rock With Me (Columbia)



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WJLB/Florida
(712) 447-1000
Brown/Campbell

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
39	39	39	38						K-C & JOJOVA My Life
29	33	31							ARETHA FRANKLIN/Rose Is Still
36	33	32							NEXT/Too Close
40	32	25							KEITH WASHINGTON/Bring It On
28	26	24							JANETA Get Lonely
18	21	24							BRIAN MCKENIGHT/The Only One For Me
...

THE BEAT

WKBT/Los Angeles
(213) 634-1800
Santos/Vossler/Fuller

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
35	32	35							ICE CUBE/We Be Clubbin'
9	24	37							BIG PUNISHER FUDGE/Still Not A Player
37	35	37							BRIAN MCKENIGHT/Anytime
...

WGCI
"We Play the Hits"

WGCV/Chicago
(312) 427-4800
Smith/Airas

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
40	40	57							NEXT/Too Close
42	37	47							K-C & JOJOVA My Life
18	25	47							MONTPELL JORDAN/Let's Ride
...

Philly 103.9

WPHI/Philadelphia
(215) 884-9400
Mico/...

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
42	43	37							SPARKLE/Be Careful
57	52	50							K-C & JOJOVA My Life
49	49	55							BIG PUNISHER FUDGE/Still Not A Player
...

POWER 99fm

WUSL/Philadelphia
(215) 483-8900
Little/Cooper

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
46	48	57							BIG PUNISHER FUDGE/Still Not A Player
46	49	45							JANETA Get Lonely
36	38	45							NEXT/Too Close
...

104

WJZA/Dallas
(972) 263-9911
Cheatham

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
40	40	44							ARETHA FRANKLIN/Rose Is Still
18	40	46							MYA FISSQOON'S All About Me
...

WCHB
103.9

WCHB/Detroit
(313) 871-0590
Alexander/Preston

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
37	36	49							MYA FISSQOON'S All About Me
62	55	49							MONTPELL JORDAN/Let's Ride
58	54	44							JANETA Get Lonely
...

WJLB
103.9

WJLB/Detroit
(313) 965-2000
Saunders/G

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
40	40	46							MYA FISSQOON'S All About Me
29	43	45							MONTPELL JORDAN/Let's Ride
34	41	45							JOE & JAYLA My Life
...

WJZZ

WJZZ/Washington
(301) 306-1111
Lisa

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
40	40	46							MYA FISSQOON'S All About Me
22	30	40							ARETHA FRANKLIN/Rose Is Still
44	45	44							K-C & JOJOVA My Life
...

WJLB

WJLB/Dallas
(972) 427-2222
Anderson/Gousby

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
25	25	25							MONTPELL JORDAN/Let's Ride
25	25	25							TAMIA/Imagination
24	25	25							ARETHA FRANKLIN/Rose Is Still
...

WEDR-FM
99JAZZ

WEDR/Miami
(305) 623-7711
Hollywood

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
36	34	36							OL SKOOL...Jam I Dreaming
26	37	36							ARETHA FRANKLIN/Rose Is Still
...

NOT 97.5

WHTA/Atlanta
(404) 765-9750
Taylor

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
53	53	59							PUFF DADDY/FABES/Been Around A Player
53	53	59							BIG PUNISHER FUDGE/Still Not A Player
...

V103

WVEE/Atlanta
(404) 898-8900
Brown/Shabazz

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
40	40	37							BRIAN MCKENIGHT/Anytime
45	43	35							K-C & JOJOVA My Life
...

WJZZ

WJZZ/Atlanta
(404) 898-8900
Brown/Shabazz

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
26	26	27							SYLVE FIVE FINGER L/Roomie And Juliet
28	30	47							JOE & JAYLA My Life
...

WAMO
106JAZZ

WAMO/Pittsburgh
(412) 471-2181
Adkins/Reiley

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
17	18	24							JOE & JAYLA My Life
27	20	29							ARETHA FRANKLIN/Rose Is Still
...

WJZZ

WJZZ/Tampa
(813) 670-1300
Steale/Carroll

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
48	48	49							ARETHA FRANKLIN/Rose Is Still
18	18	18							MYA FISSQOON'S All About Me
...

93.1FM
103.1FM

WJZZ/Cleveland
(216) 621-9300
Rush/Stephens

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
45	45	60							ARETHA FRANKLIN/Rose Is Still
56	50	55							MONTPELL JORDAN/Let's Ride
...

WJZZ

WJZZ/Cincinnati
(513) 679-6000
Fields/Jones

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
39	38	38							JANETA Get Lonely
14	23	37							MYA FISSQOON'S All About Me
...

NOT 105 JAZZ!

KPSB/Kansas City
(816) 763-2040
Weaver/Fears

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
25	25	25							ARETHA FRANKLIN/Rose Is Still
46	44	53							JANETA Get Lonely
...

V103
JAMS!

WJZZ/Wisconsin
(414) 321-1007
Bell/Scott

MARKET #1

PLAYS	SW	TW	LW	TU	TH	FR	SAT	SUN	ARTIST/TITLE
39	45	60							SPARKLE/Be Careful
46	44	53							MONTPELL JORDAN/Let's Ride
...

FIND COMPLETE PLAYLISTS FOR ALL URBAN AC REPORTERS ON R3 ONLINE

WNOV 35.1 WNOV/Birmingham (414) 468-9668 Robinson

WDCW/Columbus, OH (614) 481-1444 Strong/Stevens

KJLA 32.5 KJLA/Los Angeles (310) 330-5550 Winston

WVAZ/Chicago (312) 360-9090 Wicks/Muhammad

WDAS 31.5 WDAS/Philadelphia (610) 661-6550

96.1 Adult Satisfaction! KSAJ/San Antonio (210) 271-9600 Andrews/Olivarez

103.1 AMZ WWRK/San Antonio (210) 484-0009 Holtzman/Karazon

100.3 KRVV/Dallas (214) 630-3011 Reese

102.3 WKKD/Durham (313) 965-2900 Starr/Wankin

102.3 FM WJML/Washington (301) 306-1111 Gilmore

WPEC/Charlotte (704) 333-0131 Carson/Guik

WJAX/Orlando (407) 393-0072 Allen

MAJIC 102 WJAX/Houston (713) 623-2108 Conner/Boatner

HO 102 WWTW/Atlanta (404) 464-4404 Kidd/Mitchell

KISS 104.7 WJLA/Atlanta (404) 658-0068 Kennedy

93.7 WOLV/Atlanta (770) 552-9393 Dillard

MAJIC 107 KBLZ/Phoenix (602) 263-2442 Jackson/Higgs

100.3 KISSfm KATZ/Boston (314) 692-5108 Admitt

MAJIC 95.9 WJZZ/Birmingham (205) 332-8700 Brown/Cze

MAY 8, 1998

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
3	2	1	1	JANET I Get Lonely (Virgin)	1130	1080	1038	938	40/2
1	1	2	2	ARETHA FRANKLIN A Rose Is Still A Rose (Arista)	1039	1077	1082	1097	42/0
4	3	3	3	K-CI & JOJO All My Life (MCA)	906	930	954	936	34/0
6	4	4	4	KEITH WASHINGTON Bring It On (Silas/MCA)	827	846	887	836	34/0
2	5	5	5	MARY J. BLIGE Seven Days (MCA)	746	805	844	973	34/0
9	9	7	6	PHIL PERRY One Heart One Love (Peak/Private/Windham Hill)	668	670	652	646	30/1
5	6	6	7	BRIAN MCKNIGHT Anytime (Motown)	662	704	822	879	31/0
17	13	12	8	JOE All That I Am (Jive)	649	593	523	419	33/0
10	11	11	9	CECE WINANS Well, Alright! (PMG/Atlantic)	635	609	600	574	31/1
11	10	10	10	EDDIE M. Tell Me (If You Still Care) (JVC/JMI)	611	643	625	549	31/0
—	20	13	11	BRIAN MCKNIGHT The Only One For Me (Motown)	601	516	349	127	32/1
8	8	8	12	RANDY CRAWFORD Bye Bye (Bluemoon/Atlantic)	582	658	727	752	29/1
7	7	9	13	OL SKOOL WK. SWEAT & XSCAPE Am I Dreaming (Kala/Universal)	536	648	732	770	25/0
—	23	18	14	LSG Door #1 (EastWest/EEG)	529	455	336	228	28/1
—	—	19	15	LUTHER VANDROSS It's All About You (LV/Epic)	513	429	264	80	32/1
14	14	15	16	WILL DOWNING If She Knew (Motown)	507	505	502	463	29/0
BREAKER			17	SPARKLE Be Careful (Rock Land/Interscope)	507	238	28	22	28/2
12	12	14	18	JONATHAN BUTLER Lost To Love (N2K Encoded Music)	498	507	541	534	26/1
23	17	16	19	DAVINA Come Over To My Place (Loud/RCA)	482	469	436	364	23/1
29	27	20	20	XSCAPE The Arms Of The One Who... (So So Def/Columbia)	461	425	321	281	26/0
16	15	17	21	BONEY JAMES It's All Good (Warner Bros.)	448	468	488	429	26/1
—	24	21	22	MARIAH CAREY My All (Columbia)	439	392	333	193	23/0
26	22	22	23	JON B. They Don't Know (Yab Yum/550 Music)	415	392	345	324	19/0
BREAKER			24	REGINA BELLE Don't Let Go (MCA)	406	235	24	47	29/3
BREAKER			25	BIG BUB Settle Down (Kedar/Universal)	371	336	326	249	20/0
BREAKER			26	BEBE WINANS Thank You (Atlantic)	366	282	105	6	27/1
—	29	27	27	VOICES OF THEORY Dimelo (Say It) (H.O.L.A./Red Ant)	332	328	312	245	18/0
28	26	28	28	TAMIA Imagination (Qwest/WB)	320	328	326	286	14/0
—	—	30	29	PUBLIC ANNOUNCEMENT Body Bumpin' Yippie-Yi-Yo (A&M)	315	270	245	230	14/0
DEBUT			30	ERYKAH BADU Apple Tree (Kedar/Universal)	308	268	209	116	18/1

This chart reflects airplay from April 27-May 3. Songs ranked by total plays. Highlighted songs indicate Breaker.
42 Urban AC reporters. 39 current playlists. Songs that are down in plays for three consecutive weeks and below No. 15 are moved to recurrent.
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NEW & ACTIVE

- BOYZ II MEN** Can't Let Her Go (Motown)
Total Plays: 257, Total Stations: 12, Adds: 1
- 7 MILE** Do Your Thing (Crave)
Total Plays: 202, Total Stations: 14, Adds: 0
- EBONI FOSTER** Crazy For You (Nightbird/MCA)
Total Plays: 201, Total Stations: 9, Adds: 0
- PAMELA WILLIAMS** Still In Love (Heads Up)
Total Plays: 185, Total Stations: 12, Adds: 0
- CHICO DEBARGE** No Guarantee (Kedar/Universal)
Total Plays: 184, Total Stations: 8, Adds: 0
- NANCY WILSON** If I Had My Way (Columbia)
Total Plays: 178, Total Stations: 19, Adds: 5

- NEXT** Too Close (Arista)
Total Plays: 170, Total Stations: 9, Adds: 0
- BRANDY & MONICA** The Boy Is Mine (Atlantic)
Total Plays: 154, Total Stations: 21, Adds: 21
- ANGEL GRANT** Li' Red Boat (Flyte Tyme/Universal)
Total Plays: 149, Total Stations: 11, Adds: 3
- SAM SALTER** There You Are (LaFace/Arista)
Total Plays: 135, Total Stations: 16, Adds: 0

Songs ranked by total plays

BREAKERS

SPARKLE Be Careful (Rock Land/Interscope) TOTAL PLAYS/INCREASE: 507/269 TOTAL STATIONS/ADDS: 28/2 CHART: 17
REGINA BELLE Don't Let Go (MCA) TOTAL PLAYS/INCREASE: 406/171 TOTAL STATIONS/ADDS: 29/3 CHART: 23
BIG BUB Settle Down (Kedar/Universal) TOTAL PLAYS/INCREASE: 371/35 TOTAL STATIONS/ADDS: 20/0 CHART: 25
BEBE WINANS Thank You (Atlantic) TOTAL PLAYS/INCREASE: 366/84 TOTAL STATIONS/ADDS: 27/1 CHART: 26

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
BRANDY & MONICA The Boy Is Mine (Atlantic)	21
NANCY WILSON If I Had My Way (Columbia)	5
MYRON Destiny (Island)	4
REGINA BELLE Don't Let Go (MCA)	3
ANGEL GRANT Li' Red Boat (Flyte Tyme/Universal)	3
JUANITA DAILEY Love Hurts (Woo/Chiban)	2
JANET I Get Lonely (Virgin)	2
SPARKLE Be Careful (Rock Land/Interscope)	2
WILLIS Let's Get Freaky (Viking)	2

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SPARKLE Be Careful (Rock Land/Interscope)	+269
REGINA BELLE Don't Let Go (MCA)	+171
BRANDY & MONICA The Boy Is Mine (Atlantic)	+154
SAM SALTER There You Are (LaFace/Arista)	+99
NANCY WILSON If I Had My Way (Columbia)	+96
BRIAN MCKNIGHT The Only One For Me (Motown)	+85
LUTHER VANDROSS It's All About You (LV/Epic)	+84
BEBE WINANS Thank You (Atlantic)	+84
LSG Door #1 (EastWest/EEG)	+74
UNCLE SAM Baby You Are (Stonecreek/Epic)	+74
JOE All That I Am (Jive)	+56

HOTTEST RECURRENTS

- SWV** Rain (RCA)
- PATTI LABELLE** Someone Like You (MCA)
- UNCLE SAM** I Don't Ever Want To See... (Stonecreek/Epic)
- BOYZ II MEN** A Song For Mama (Motown)
- ALI** Love Letters (Island)
- SOUNDS OF BLACKNESS** Hold On (Change...) (Perspective/A&M)
- PATRICE RUSHEN** Sweetest Taboo (Discovery)
- USHER** Nice & Slow (LaFace/Arista)
- LUTHER VANDROSS** I Won't Let You Do That To Me (LV/Epic)
- DRU HILL** We're Not Making Love No More (LaFace/Arista)

Breakers: Songs registering 300 plays or more for the first time. Bullsets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.



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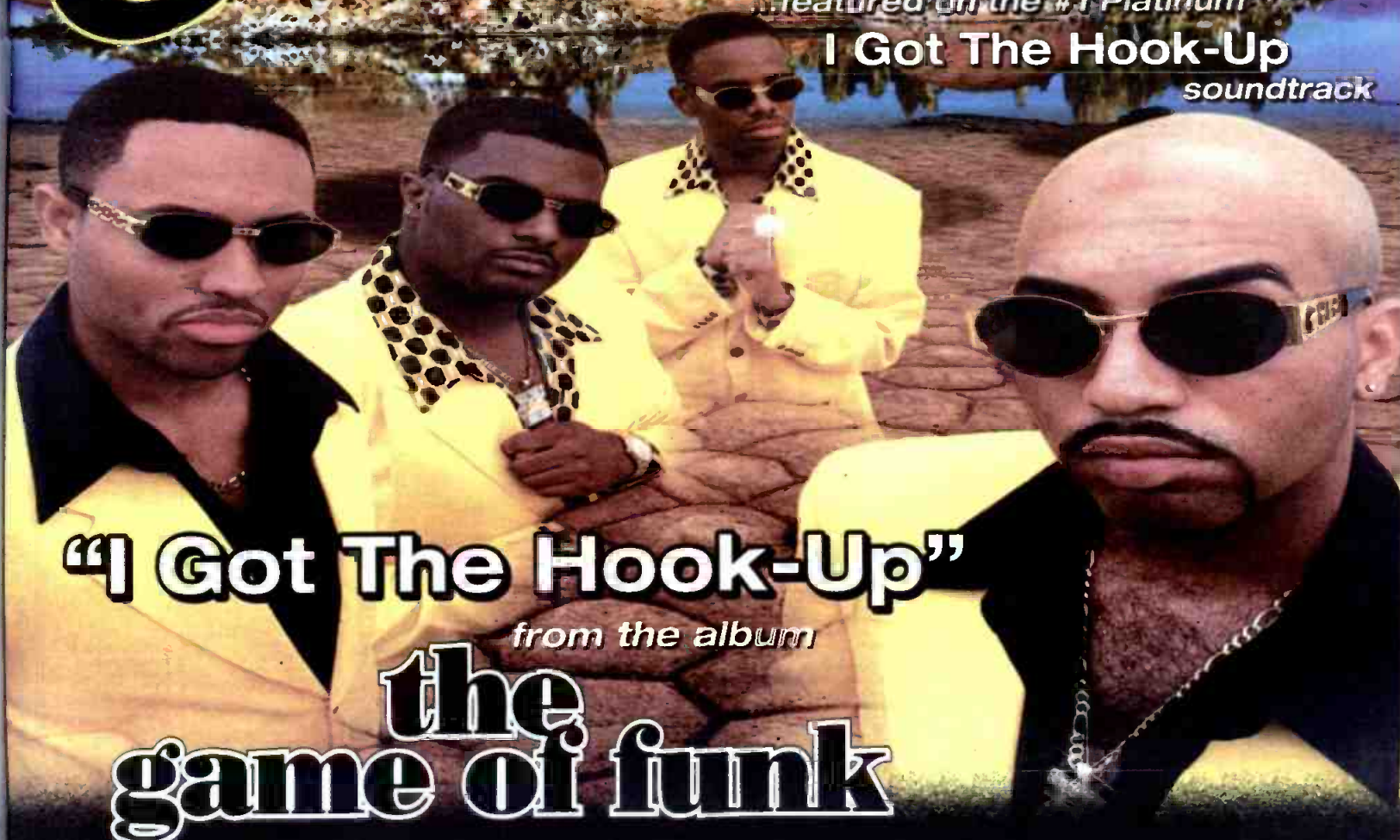
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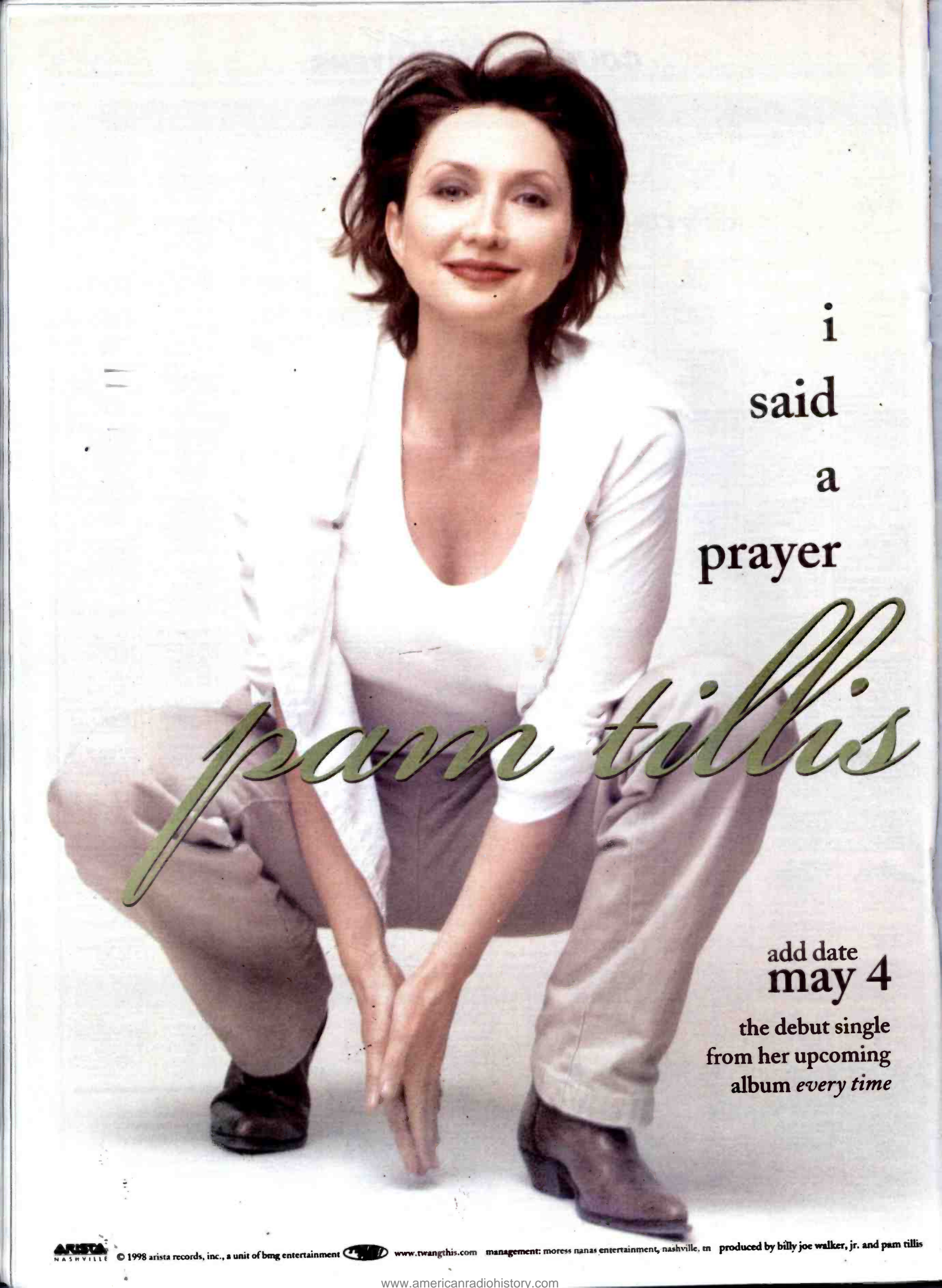
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LON HELTON

A Questionnaire For Prospective PDs

■ **Jacor VP/GM Dave Robbins separates the wheat from the chaff**

Featured this week is the rather daunting questionnaire presented to prospective programmers by WCOL & WNCI/Columbus, OH VP/GM Dave Robbins.

One thing's for sure, this granddaddy of all queries most likely weeds out those not serious about the job. But regardless of whether you ever run into something this extensive, it's a great exercise that will force you to really ponder things that may ordinarily get just a passing thought. Especially in an age when you don't know who may own your station tomorrow, it's important to examine the beliefs and practices that drive your management technique and everyday behavior. If nothing else, the questionnaire is sure to prepare you for anything that might come your way in your next interview. So, curl up with a large beverage of choice, read it over, and come face to face with your real thoughts and philosophies.



Dave Robbins

LET'S GET PERSONAL

1. What motivates you?
2. Tell us about your family.
3. What makes a great radio station?
4. What should a radio station do for its listeners?
5. What has been your greatest management challenge?
6. What's happened to the format?
7. How do we fix it?
8. What would your (past/present) staff say about you if we interviewed them?
9. If the three "M's" of programming are Music, Marketing, and Morning Show, what are the necessary elements for excellence in each?
10. What is the craziest thing you've ever done, professionally or personally?
11. Describe your philosophy on monitoring the competition.
12. How do you maintain a competitive advantage? How do you accomplish this when you're being directly attacked?
13. What are your goals two years from now, five years from now, and 10 years from now?
14. Define "hip."
15. What are the first things you do when you start at a new radio station?
16. How do you counterprogram against the competition?
 - Stopsets
 - Music
 - Slogans
17. Should a station be a leader? When?
18. What is important to 25-40-year-old women? How do you get them to listen longer?
19. Is there a difference between 18-24, 25-34, and 35-44 women?

FORMATICS, PROMOTIONS, AND SPECIAL PROGRAMMING

1. What identifiers or other elements are important (jingles, sweepers, testimonials)?
2. How do you feel about talking over song intros?
3. How many dry segues should a station do per hour? What's the advantage?
4. What is your philosophy on promotions?
5. What is the best promotion you've ever been involved with?
6. How important are promotions (participation by average listeners vs. just listening)?
7. How do you respond when your competition comes up with a great promotion?
8. How do you overcome financial limitations to accomplish your marketing and promotional goals?
9. How important is advertising? What types do you like and why?
10. How important is community involvement?
11. What is the importance of personality in a radio station?
12. What things do you like your personalities to concentrate on?
13. What is important in a morning personality?
14. What style should they have?
15. What type of humor should they have?

Is it important to be well-liked by the staff?

16. What specific elements are important to a good morning show?
 - Sports
 - Weather
 - Timechecks
 - Traffic
 - Music — how much?
17. How do you handle strong-willed morning talent?
18. How important is show prep?
19. Do you believe in structure for the morning show? What do you use?
20. How do you evaluate your air talent?
21. What basics do you expect every break?

MANAGEMENT

1. What are your standards for attitude in the workplace?
2. Give us a few examples of how you found creative solutions to problems at work.
3. How do your people benefit by working for you?
4. What are your strengths?
5. What are your weaknesses?
6. What is your definition of leadership, and what leadership qualities will you bring to the radio station?
7. What is the biggest disagreement that you have had with another department head, and how did you resolve it?
8. How well do you manage your time?
9. In what ways does an assistant program director assist you?
10. In what way does a music director assist you?
11. Do you assign duties to members of the airstaff?
12. What is important in your relationship with your GM?
13. What should his/her role be in regard to you?
14. How involved should he/she be in programming?

15. What is important in dealing with sales?
16. How do you evaluate the performance of those assisting you?
17. When is it time to let someone on your staff go?
18. How do you go about letting someone go? What do you tell them?
19. How do you deal with interruptions (phone calls and people)?
20. How do you make time for everything in your day?
21. How many meetings per day/week do you believe in?
22. What are your feelings about working with consultants?

RESEARCH

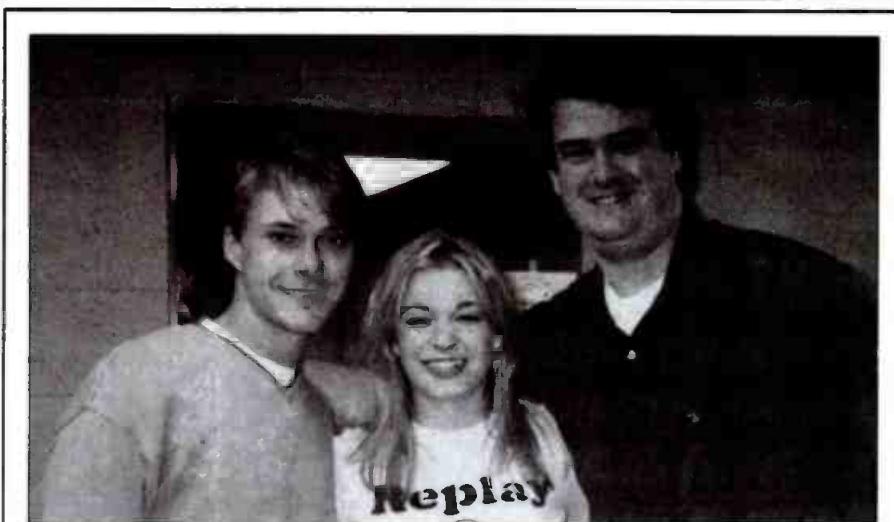
1. What are your feelings, experiences with strategic research studies, focus groups?
2. How do you use this information?
3. What are your feelings on call-out research?
4. What about auditorium tests for oldies?
5. Gut vs. research: What is the role of each?
6. When you decide what songs to play, how important are:
 - Listening
 - Trade magazines
 - Record people
 - Other PDs
 - Sales
 - Requests
 - Research
7. When do you see record people and take their calls?
8. What does a song have to do to be a Power?
9. When do you move a song to Re-current or drop it entirely?
10. What elements are important in keeping the proper music balance?
11. How do you feel about music computers vs. human programming?

EXPECTATIONS

1. Describe an instance where you used an atypical solution to solve a typical problem.
2. What do you believe is the personal profile for someone to be successful at this job?
3. Describe a situation in which you were a member of a team but disagreed with the way others wanted to approach a project.
4. How would you define cooperation?
5. Give me an example of a time when you needed to understand the position of another in order to get your work done. How did you go about getting that understanding?
6. What do you consider a positive work environment?
7. Describe the best/worst boss you ever had.
8. How would your subordinate describe your strengths and weaknesses?
9. What do you think are the traits of the ideal manager?
10. Describe a mistake you made in your last position and what you learned from it.
11. Describe a situation in which you had to make a difficult decision.
12. What are you most passionate about?
13. How do you define success in life?
14. When you are not working, how do you spend your time?
15. What books have you read? How have they affected you?
16. What personal characteristics sometimes interfere with the way you work?
17. Could you describe your ideal job?
18. How do you plan your day?

TELL ME MORE ABOUT YOU

1. What one thing does a PD have to be good at in order to succeed?
2. What personality trait(s) do you like best in a person?
3. What personality trait(s) do you like least in a person?
4. Are you a person who "tells it like it is," or would you say you are a "tactful" person?
5. Should you ever "threaten" people to get them to do what's right?
6. What do you do if someone insults you in front of others?
7. Is it important to be well-liked by the staff?
8. Are you "quick to form opinions" or "slow to form opinions"?
9. Is it ever alright to tell a lie?
10. Are you "big on planning" or "big on spontaneity"?
11. Write an example of the last time you were creative.
12. If you left our station, what would you leave us with?
13. What are your hobbies?
14. Favorite books?
15. Give us the biggest reason(s) you should be hired over all other applicants.



A LOT TO TALK ABOUT — When the "Something To Talk About" tour came through Tupelo, WWZD afternoon driver Paul Stone (r) made sure he got his chance to chat and get a picture with its two stars, LeAnn Rimes and Bryan White.

OLIVIA JOHNSTON

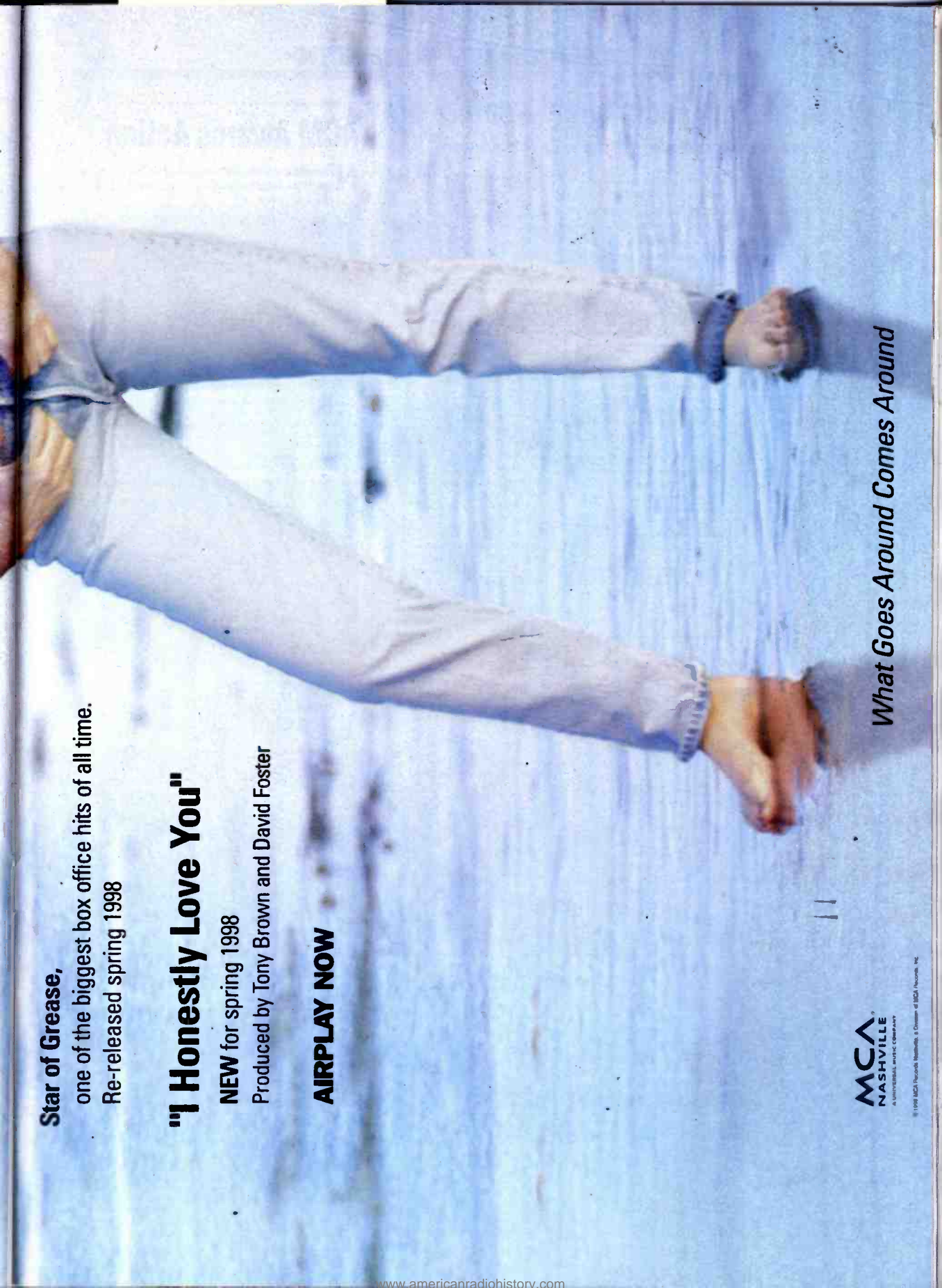
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- If You Love Me (Let Me Be)
- Have You Ever Been Mellow
- Please Mr. Please
- Let It Shine
- Come On Over

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What Goes Around Comes Around

MINT Refreshes Technology Issues

■ CMA conference examines increasing problems in intellectual property

Cutting-edge technology will be on display at MINT '98, the second annual Music Industry & New Technology conference taking place May 13 at the Nashville Arena. And while the hardware and software is sure to dazzle everyone, the issue of intellectual property — and the use of artists' names — is likely to create an even greater stir among local music executives.

MINT '98 is presented by the Country Music Association and BellSouth. If you're unable to personally attend the event, the two sponsors have teamed with Traveler Information Services to construct an impressive website that will feature live audio and video coverage of panel discussions, presentations, and exhibits throughout the day. The site is already up and running at www.cmamint.com.

For additional information on the MINT panel discussions, please refer to the Sound Decisions column in this week's R&R. Here's a quick look at some of the issues sure to be on Nashville's collective mind.

Property & Piracy

You might not be familiar with Hal Barza's name, but you can bet that local executives will be heeding his comments during the MINT conference. Barza, the senior litigation partner in the Los Angeles law firm of Loeb & Loeb, is the lead attorney in a recent lawsuit against a California businessman who owns the Internet registration for the names of several prominent country artists.

Barza is representing 27 prominent artists who recently filed suit after fans innocently entered their names in Internet addresses, only to be led to a pornographic website. The routing to the adult website only took place for a short time, but it prompted the lawsuit, which outlines seven charges involving trademark and publicity infringement. Barza moderates the "Get Downloading: Property & Piracy" panel discussion on intellectual property rights and new technologies. Panelists include RPM Management President Scott Siman, who has led the charge to regain the Internet address of one artist's name, client Tim McGraw.

Other noteworthy speakers throughout the MINT conference include Warner Music Group VP/Marketing & New Technologies Chris Tobey, a 20-year industry veteran who participates in the panel session "Impact of the Internet on the Music Business." U.S. Customs Service Assistant Commissioner Bonni Tishler will be speaking on cyber-smuggling and intellectual property piracy.

A limited number of MINT registrations are still available at \$225. To attend, phone the CMA at (615) 244-2840.

The Complete Hank

The Limited Series, Garth Brooks' six-CD collection released this week, isn't the only country boxed set you'll be seeing this year ... nor is it the most extensive. Mercury Nashville will be offering *The Com-*

COUNTRY FLASHBACK

1 YEAR AGO

• No. 1: "One Night At A Time" — George Strait (second week)

5 YEARS AGO

• No. 1: "Tender Moment" — Lee Roy Parnell

10 YEARS AGO

• No. 1: "Eighteen Wheels And A Dozen Roses" — Kathy Mattea (second week)

15 YEARS AGO

• No. 1: "Common Man" — John Conlee

20 YEARS AGO

• No. 1: "It's All Wrong But It's All Right" — Dolly Parton (second week)

plete *Hank Williams*, a 10-CD set produced in cooperation with Colin Escott and the Country Music Foundation. The initial release of 10,000 numbered units takes place on September 22 to coincide with the 75th anniversary of Williams' birth. Containing more than 220 recordings, including at least 50 previously unissued tracks, it includes all of the MGM and Sterling recordings and more than 130 non-session and radio/television recordings.

Noteworthy tracks include a duet of "I Can't Help It If I'm Still In Love With You" with Anita Carter, a demo version of "Kaw-Liga," and a WSM-AM/Nashville aircheck of Williams' debut performance of "Lovesick Blues" on the Grand Ole Opry. The set will also include two extensive booklets featuring rare photos; Williams' handwritten lyrics; original ads, posters, charts, and LP covers; photos of artifacts; and original art. As an indication of Williams' wide influence, the booklet will include quotes from Kris Kristofferson, R.E.M.'s Mike Mills, Van Morrison, and Lucinda Williams. Another revelation will be a list of those who have recorded Williams' songs.

Big Bucks For Charity

Here's a quick wrap-up of three charity events that have taken place recently in Nashville:

• "A Time To Care," a concert and auction for the American Red Cross, raised more than \$10,000 at the Wildhorse Saloon with appearances by Trace Adkins, Wade Hayes, Naomi Judd, David Ball, Burnin' Daylight, Deryl Dodd, Eddy Raven, and Ruby Lovett. The money goes

to the organization's tornado relief efforts in East Nashville.

• The "Four Women For Victims" event at Caffè Milano netted more than \$11,000 for victims' rights organizations in the Nashville area. The two shows were billed as featuring Patty Loveless, Martina McBride, Matraca Berg, and Gretchen Peters, but they could have called it "Four Women and Two Men For Victims" after Vince Gill and Jim Lauderdale showed up for guest performances.

• Sammy Kershaw's second annual "Torch Breakfast" raised more than \$10,000 for the Tennessee Special Olympics. Kershaw spent \$3500 on auction items — including a guitar he had just donated — and gave all of the goods to young Special Olympics athletes. During the event at Planet Hollywood, Kershaw was made an honorary police chief by Emmitt Turner, who is Nashville's real police chief. Enjoying his new title, Kershaw borrowed a set of handcuffs from a police officer and slapped them on his Mercury labelmate, Mark Wills. Wills was a good sport, but he says he hopes he never again feels the sensation of cold steel on his wrists.

• In terms of fund-raising, it's hard to beat music executive/restaurant Buddy Killen, whose 18th annual Easter Seals Benefit raised more than \$88,000 through dinner tickets and a celebrity auction. The evening included performances by Ronnie McDowell, Mita Mason, Michael Peterson, Mark Wills, and Bobby Goldsboro.

Bits 'N' Pieces

• While in L.A. for the ACM Awards, Martina McBride and Bob Seger shot the video for "Chances Are," their duet that appears on the *Hope Floats* soundtrack album. The song will be serviced only to AC stations. McBride has also been added to the lineup of artists performing during this summer's Liliith Fair tour. With stops in Oklahoma City (July 1) and Bonner Springs, KS (July 2), McBride will be appearing with Sarah McLachlan, Natalie Merchant, Sinéad O'Connor, and the Indigo Girls.

• The CMT Presents WalMart Music Across America Tour '98 kicked off last week in Amarillo, TX with performances by Sons Of The Desert, the Thompson Brothers Band, and comic Kacey Jones. This year's tour roster includes Steve Wariner, David Kersh, Ty Herndon, Gary Allan, Daryle Singletary, Jason Sellers, Sara Evans, and Eddy Raven.

• Steve Wariner and the Kinleys have been added to the talent for the Fruit of the Loom CountryFest '98, taking place June 20 at the Nashville Arena. Previously announced performers include Clint Black, Reba McEntire, Neal McCoy, and Chris LeDoux.

• Look for John Michael Montgomery to be featured in an upcoming *Sports Afield* cover story about turkey hunting in Kentucky.

— Calvin Gilbert

ACM Awards Action

Nashville's movers and shakers were in L.A. recently for the ACM Awards show. Here's a glance at some of the post-show activities ...



STRAIT TO VICTORY — George Strait and Trisha Yearwood were MCA's big winners at the ACMs. Strait led with two wins for Male Vocalist and Album of the Year for Carrying Your Love With Me. Yearwood took home a win in the Top Female Vocalist category. Enjoying the festivities (l-r) are Universal Music Group President Zach Horowitz, Reba McEntire, Yearwood, Olivia Newton-John, Strait, MCA/Nashville President Tony Brown, and MCA-Decca/Nashville Chairman Bruce Hinton.



SONY SCORES — Sony Music/Nashville celebrated the Kinleys' ACM win as Best New Duo or Group. Pictured in the front row are (l-r) Dixie Chicks Martie Seidel and Emily Erwin, Rick Trevino, and Sony/Nashville Sr. VP/Sales & Marketing Mike Kraski; (back, l-r) Epic/Nashville Sr. VP/National Country Promotion Jack Lameier, Dixie Chick Natalie Maines, Heather and Jennifer Kinley, Asleep At The Wheel's Ray Benson, Patty Loveless, Charlie Daniels, Sony/Nashville President Allen Butler, and new Epic artist Shana Petrone.



WOMACK WINS — The Decca crew was in a celebratory mood after Lee Ann Womack walked away with the ACM's Top New Female Vocalist award. Gathered are (l-r) MCA-Decca/Nashville Chairman Bruce Hinton, Universal Music Group President Zach Horowitz, Gary Allan, VP/National Promotion Rick Baumgartner, Womack, Shane Stockton, Rhett Atkins, Sr. VP/GM Sheila Shipley Bidy, Sr. VP/A&R Mark Wright, and Director/A&R Frank Liddell.



LOOKING AHEAD — Arista/Nashville President Tim DuBois hosted an intimate gathering with several of the label's artist roster, including Brooks & Dunn, Pam Tillis, and Diamond Rio — who all have new albums set for release in June. Pictured are (l-r) Ronnie Dunn, Kix Brooks, Tillis, DuBois, and Diamond Rio's Marty Roe.

George Strait

George,
you
the man!

CONGRATULATIONS!



"One Step At A Time" Shipped Platinum

"One Step At A Time" Debuts #1 on the Billboard Country Chart

Academy of Country Music award for Top Male Vocalist

Academy of Country Music award for Album of the Year for
"Carrying Your Love With Me"

George Strait Country Music Festival 18 history-breaking dates

MCA
NASHVILLE

MAY 8, 1998

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL STATIONS/AOS	PLAY RANK	TOTAL PLAYS	± PLAYS	TOTAL POINTS	± POINTS
6	5	2	1	RANDY TRAVIS Out Of My Bones (<i>DreamWorks</i>)	204/0	1	7481	+202	36401	+1137
5	4	3	2	FAITH HILL This Kiss (<i>Warner Bros.</i>)	204/0	2	7469	+166	36102	+908
8	7	5	3	STEVE WARINER Holes In The Floor Of Heaven (<i>Capitol</i>)	204/2	3	7282	+281	35332	+1403
7	6	6	4	TRACY BYRD I'm From The Country (<i>MCA</i>)	204/0	4	7095	+144	33909	+874
9	8	7	5	MICHAEL PETERSON Too Good To Be True (<i>Reprise</i>)	201/0	5	6517	+148	31311	+588
12	11	9	6	TIM MCGRAW One Of These Days (<i>Curb</i>)	204/0	6	6486	+729	31068	+3495
3	1	1	7	GARTH BROOKS Two Pina Coladas (<i>Capitol</i>)	195/0	7	6299	-1110	30553	-5376
14	12	11	8	GEORGE STRAIT I Just Want To Dance With You (<i>MCA</i>)	203/1	8	6269	+669	30388	+3405
17	14	12	9	MARK WILLIS I Do (Cherish You) (<i>Mercury</i>)	204/2	9	5998	+703	29033	+3411
47	17	14	10	BROOKS & DUNN & REBA If You See Him/If You... (<i>Arista/MCA</i>)	204/1	10	5268	+520	25645	+2774
20	15	15	11	LEANN RIMES Commitment (<i>MCG/Curb</i>)	196/0	12	4918	+254	24115	+1371
13	13	13	12	JOHN MICHAEL MONTGOMERY Love Working On You (<i>Atlantic</i>)	194/0	11	5083	-39	24006	-176
4	3	4	13	TOBY KEITH Dream Walkin' (<i>Mercury</i>)	166/0	14	4769	-2442	23590	-11449
24	17	14	14	CLINT BLACK The Shoes You're Wearing (<i>RCA</i>)	200/4	13	4829	+443	22775	+2024
22	18	16	15	LONESTAR Say When (<i>BNA</i>)	192/4	15	4705	+286	22596	+1592
25	22	19	16	KENNY CHESNEY That's Why I'm Here (<i>BNA</i>)	198/2	16	4702	+410	22318	+2331
23	20	18	17	GARY ALLAN It Would Be You (<i>Decca</i>)	199/1	17	4688	+392	22155	+1952
26	23	20	18	SAMMY KERSHAW Matches (<i>Mercury</i>)	189/3	19	3993	+375	18136	+1909
28	25	23	19	TY HERNDON A Man Holdin' On (<i>Epic</i>)	187/7	21	3888	+573	18117	+2826
27	24	22	20	MARK CHESNUTT I Might Even Quit Lovin' You (<i>Decca</i>)	189/2	20	3925	+404	17936	+2076
32	28	24	21	TERRI CLARK Now That I Found You (<i>Mercury</i>)	185/10	23	3517	+569	16456	+2889
30	27	25	22	KEITH HARLING Papa Bear (<i>MCA</i>)	179/5	24	3125	+324	14739	+1610
11	10	10	23	PATTY LOVELESS To Have You Back Again (<i>Epic</i>)	119/0	28	2922	-2766	14386	-12666
38	34	31	24	COLLIN RAYE I Can Still Feel You (<i>Epic</i>)	173/12	26	2952	+522	13801	+2578
35	30	28	25	JOE DIFFIE Texas Size Heartache (<i>Epic</i>)	178/10	25	2956	+349	13710	+1725
37	33	30	26	DIXIE CHICKS There's Your Trouble (<i>Monument</i>)	177/15	31	2843	+445	13595	+2336
29	26	26	27	HAL KETCHUM I Saw The Light (<i>MCG/Curb</i>)	165/2	30	2856	+135	13506	+720
34	31	29	28	LEE ANN WOMACK Buckaroo (<i>Decca</i>)	173/16	27	2940	+433	13318	+1870
31	29	27	29	BRYAN WHITE Bad Day To Let You Go (<i>Asylum/EEG</i>)	169/4	29	2913	+184	13244	+919
BREAKER			30	TRISHA YEARWOOD There Goes My Baby (<i>MCA</i>)	162/51	32	2603	+1125	12508	+5413
	42	33	31	MARTINA MCBRIDE Happy Girl (<i>RCA</i>)	159/35	34	2319	+693	10951	+3327
BREAKER			32	SHANIA TWAIN From This Moment On (<i>Mercury</i>)	136/109	33	2329	+1862	10654	+8171
39	37	32	33	CHELY WRIGHT I Already Do (<i>MCA</i>)	148/10	38	1929	+252	8979	+1306
DEBUT			34	GARTH BROOKS To Make You Feel My Love (<i>Capitol</i>)	77/77	40	1432	+1432	7276	+7276
45	40	37	35	SUZIE BOGGUSS Somebody To Love (<i>Capitol</i>)	119/13	43	1367	+246	6333	+1252
	42		36	TRACE ADKINS Big Time (<i>Capitol</i>)	107/34	41	1422	+477	6152	+2313
43	41	36	37	DARYLE SINGLETARY That's Where You're Wrong (<i>Giant</i>)	106/6	44	1282	+143	5707	+586
49	45	39	38	WYONNA Always Will (<i>Curb/Universal</i>)	95/6	45	1204	+155	5277	+717
DEBUT			39	PAM TILLIS I Said A Prayer (<i>Arista</i>)	94/76	50	1090	+837	5094	+3837
	45		40	CLAY WALKER Ordinary People (<i>Giant</i>)	83/31	47	1106	+480	4931	+2181
48	46	41	41	WADE HAYES When The Wrong One Loves... (<i>DKC/Columbia</i>)	94/8	49	1097	+147	4728	+636
46	44	40	42	SHANE STOCKTON What If I'm Right (<i>Decca</i>)	94/1	52	995	+38	4391	+152
DEBUT			43	LARI WHITE Stepping Stone (<i>Lyric Street</i>)	92/65	55	921	+665	4138	+2995
DEBUT			44	DWIGHT YOAKAM Things Change (<i>Reprise</i>)	40/22	63	565	+325	2895	+1646
19	16	21	45	ALABAMA She's Got That Look In Her... (<i>RCA</i>)	25/0	66	461	-2825	2755	-13224
DEBUT			46	RESTLESS HEART No End To This Road (<i>RCA</i>)	55/43	59	591	+446	2712	+1853
	48		47	DAVID KERSH Wonderful Tonight (<i>Curb</i>)	40/17	65	480	+169	2528	+770
DEBUT			48	KINLEYS Dance In The Boat (<i>Epic</i>)	50/13	62	568	+151	2354	+749
	49		49	JOHN BERRY Over My Shoulder (<i>Capitol</i>)	55/14	64	541	+151	2341	+601
	50		50	JASON SELLERS This Small Divide (<i>BNA</i>)	43/4	67	449	+52	1967	+264

This chart reflects airplay from May 4-10. Songs ranked by total points. Highlighted songs indicate Breaker.

204 Country reporters. 200 current playlists. Songs that are down in points for three consecutive weeks and below No. 1 are moved to recurrent. © 1998, R&R Inc.

BREAKERS.

TRISHA YEARWOOD
There Goes My Baby (MCA)
 79% of our reporters on it (162 stations)
 51 Adds • Moves 34-30

SHANIA TWAIN
From This Moment On (Mercury)
 67% of our reporters on it (136 stations)
 109 Adds • Moves 46-32

MOST ADDED.

ARTIST TITLE LABEL(S)	TOTAL AOS
SHANIA TWAIN From This Moment On (<i>Mercury</i>)	109
GARTH BROOKS To Make You Feel My Love (<i>Capitol</i>)	77
PAM TILLIS I Said A Prayer (<i>Arista</i>)	76
LARI WHITE Stepping Stone (<i>Lyric Street</i>)	65
TRISHA YEARWOOD There Goes My Baby (<i>MCA</i>)	51
RESTLESS HEART No End To This Road (<i>RCA</i>)	43
MARTINA MCBRIDE Happy Girl (<i>RCA</i>)	35
TRACE ADKINS Big Time (<i>Capitol</i>)	34
CLAY WALKER Ordinary People (<i>Giant</i>)	31
LISA BROKOP How Do I Let Go (<i>Columbia</i>)	28

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SHANIA TWAIN From This Moment On (<i>Mercury</i>)	+1862
GARTH BROOKS To Make You Feel My Love (<i>Capitol</i>)	+1432
TRISHA YEARWOOD There Goes My Baby (<i>MCA</i>)	+1125
PAM TILLIS I Said A Prayer (<i>Arista</i>)	+837
TIM MCGRAW One Of These Days (<i>Curb</i>)	+729
MARK WILLIS I Do (Cherish You) (<i>Mercury</i>)	+703
MARTINA MCBRIDE Happy Girl (<i>RCA</i>)	+693
GEORGE STRAIT I Just Want To Dance With You (<i>MCA</i>)	+669
LARI WHITE Stepping Stone (<i>Lyric Street</i>)	+665
TY HERNDON A Man Holdin' On (<i>Epic</i>)	+573

MOST INCREASED POINTS

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
SHANIA TWAIN From This Moment On (<i>Mercury</i>)	+8171
GARTH BROOKS To Make You Feel My Love (<i>Capitol</i>)	+7276
TRISHA YEARWOOD There Goes My Baby (<i>MCA</i>)	+5413
PAM TILLIS I Said A Prayer (<i>Arista</i>)	+3837
TIM MCGRAW One Of These Days (<i>Curb</i>)	+3495
MARK WILLIS I Do (Cherish You) (<i>Mercury</i>)	+3411
GEORGE STRAIT I Just Want To Dance With You (<i>MCA</i>)	+3405
MARTINA MCBRIDE Happy Girl (<i>RCA</i>)	+3327
LARI WHITE Stepping Stone (<i>Lyric Street</i>)	+2995
TERRI CLARK Now That I Found You (<i>Mercury</i>)	+2889

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
SHANIA TWAIN You're Still The One (<i>Mercury</i>)
JO DEE MESSINA Bye, Bye (<i>Curb</i>)
TRISHA YEARWOOD Perfect Love (<i>MCA</i>)
CLAY WALKER Then What (<i>Giant</i>)
DAVID KERSH If I Never Stop Loving You (<i>Curb</i>)
CLINT BLACK Nothin' But The Tailights (<i>RCA</i>)
TIM MCGRAW Just To See You Smile (<i>Curb</i>)
COLLIN RAYE Little Red Rodeo (<i>Epic</i>)
GARTH BROOKS She's Gonna Make It (<i>Capitol</i>)
MARTINA MCBRIDE w/JIM BRICKMAN Valentine (<i>RCA</i>)

Breakers: Song has achieved airplay at 60% of reporter base for the first time. Bullets awarded to songs gaining in plays and/or points over the previous week. Total Points: The sum of each station's total plays of a song multiplied by the station's individual weight. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Play Rank: Ranks all charted songs by total plays. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays.

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Womack

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The New Album Gallery

May 12, 1998

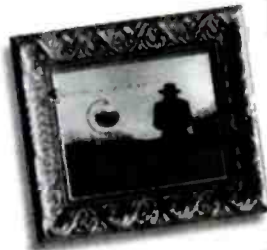


TRACY BYRD

I'm From The Country (MCA)

It doesn't seem that long ago that Tracy Byrd was a newcomer who followed Mark Chesnutt out of the Beaumont, TX club scene. However, it's been five years since the release of Byrd's first album and his greatest-hits album is reportedly in the works. For the time being, Byrd is releasing *I'm From The Country*, his fifth MCA album. The title comes from the current single, and perhaps it's appropriate since Byrd has never wavered from straight-ahead country. Steel guitar and fiddle is prominent throughout the 11 tracks.

One of the highlights is the opening track, "Gettin' Me Over Mountains," which Byrd wrote with Larry Boone and Paul Nelson. The album is somewhat unique since it includes songs written by other singer/songwriters who are new artists in their own right. They include Monument's Gil Grand, Arista's Brad Paisley, and Asylum's Mark Nesler.



JOE ELY

Twistin' In The Wind (MCA)

As a mainstay of the Texas music scene, Joe Ely's career longevity is matched by the level of respect he enjoys from other singer/songwriters. With more than a dozen albums in his discography, Ely's uncompromising approach to his music has also made him a critics' favorite. On *Twistin' In The Wind*, Ely is backed by some longtime studio collaborators, including guitarist David Grissom and steel guitarist Lloyd Maines, the latter having been one of the top session musicians in Texas long before his new identity as the

father of the Dixie Chicks' Natalie Maines. With titles such as "Sister Soak The Beans" and "Behind The Bamboo Shade," Ely wrote 10 of the album's 12 songs. One of the more intriguing titles — "If I Could Teach My Chihuahua To Sing" — was provided by Kimmie Rhodes and Gabe Rhodes. While not directly related to his latest solo album, Ely's recent reunion with Butch Hancock and Jimmie Dale Gilmore in their band, the Flatlanders, culminated in a track for *The Horse Whisperer* film soundtrack. The Flatlanders will perform that song, "The South Wind Of Summer," during a May 20 appearance on *The Late Show With David Letterman*.



OLIVIA NEWTON-JOHN

Back With A Heart (MCA)

If any skepticism exists regarding Olivia Newton-John's country credentials, keep in mind that she was the CMA's Female Vocalist of the Year in 1974. While closely identified with her role in the film *Grease*, Newton-John had always crossed the boundaries between country and pop with hits such as "Let Me Be There," "If You Love Me (Let Me Know)," and "Have You Never Been Mellow." In fact, during last year's guest

appearance at a charity concert in Nashville, her 1975 hit "Please Mr. Please" sounded more country than some of the other things which may have crossed your desk recently. *Back With A Heart*, her first album for the MCA/Nashville imprint, was recorded in Nashville and Los Angeles with a list of producers including Tony Brown, Don Cook, David Foster, John Farrar, Gary Burr, and Chris Farren. Showing an increasing presence on the creative side, Newton-John co-wrote seven songs on the album.



LeANN RIMES

Sittin' On Top Of The World (Curb)

There's no shortage of tracks here. LeAnn Rimes delivers a 15-cut package which opens with her current single, "Commitment," and ends with her version of Prince's "Purple Rain." In between, there are a lot of the sounds that have allowed Rimes to cross over from Country to AC. And Rimes has included at least one hard-core country song, "These Arms Of Mine." In light of Rimes' AC success with Diane Warren's "How Do I Live," she has dipped into the songwriter's catalog with

"Feels Like Home." Bryan White stops by for background vocals on "When Am I Gonna Get Over You," which he co-wrote with John Tirro. There's a remake of Jann Arden's recent AC hit "Insensitive." Deborah Allen and Rafe Van Hoy co-wrote three songs, including "Rock Me," which Allen had previously recorded. Rimes displays her songwriting talent with "More Than Anyone Deserves," composed with Ron Grimes.

GOING FOR ADDS

May 11, 1998

Garth Brooks "To Make You Feel My Love"

Capitol: Destined to be the biggest country record ever written by Bob Dylan, "To Make You Feel My Love" will be making two appearances at retail — on Brooks' boxed set, *The Limited Series*, and on the soundtrack album for the Sandra Bullock/Harry Connick Jr. film, *Hope Floats*, with a low-key arrangement featuring an acoustic guitar underlined by an organ. Brooks turns in a subtle — and remarkable — vocal performance.

Toby Keith "Double Wide Paradise"

Mercury: Toby Keith goes for a decidedly rural theme with the latest single from his *Dream Walkin'* album. Written by Billy Madden and Paul Thorn, it's one of the few tracks on the album that Keith didn't write himself. Heartland America will latch onto the imagery, but it will be interesting to see how those in the big city respond to it.

Olivia Newton-John "I Honestly Love You"

MCA: Olivia Newton-John returns to the country fold with "I Honestly Love You," her major crossover hit from 1974. The release of this remake coincides with the arrival of her new album, *Back With A Heart*. Co-produced by David Foster and Tony Brown, the track features background vocals from pop producer/songwriter Kenneth "Babyface" Edmonds.

Dwight Yoakam "Things Change"

Reprise: Even before the official add date, Dwight Yoakam is enjoying impressive airplay for this first single from his new album, *A Long Way Home*, set for a June 9 release. With his last two releases being a holiday album and a collection of cover material, it's been almost three years since Yoakam has delivered an album of all-new material. Look for him to promote the album heavily in the national media via print interviews and television appearances.

Jeff Eastwood

"Say It Isn't So"

The Following Stations Have Heard It:

- | | | | | | | |
|------|------|------|------|------|------|------|
| KQLB | WMLB | KDKD | KGLT | WKKY | KRJT | KBUK |
| KVMR | WMOQ | KTJJ | WZBR | WCHO | KULM | KYXS |
| KLOA | WTGA | KFAL | WNBR | KVOO | KULP | KNBT |
| WKZE | WTHO | KDHX | WSBY | WRIU | KNAF | WAXM |
| WJTH | KFDI | KLPW | WKRX | WQLA | KEEP | KAPS |
| WJJC | KDMO | KKDY | WFDU | KMKS | KFAN | WDHC |

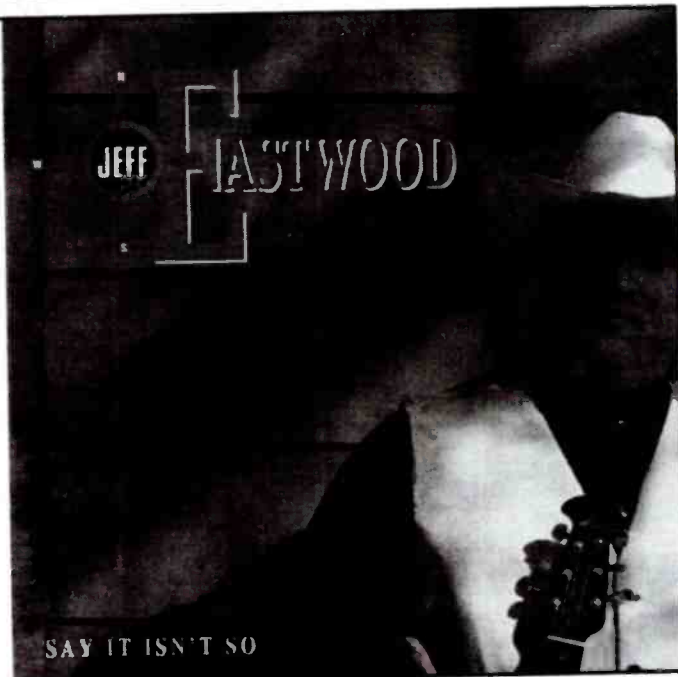
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Trisha Yearwood

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Country Music Association
FEMALE VOCALIST OF THE YEAR

*Trisha,
Congratulations on a
fantastic year!*

MCA
NASHVILLE

KRAVETZ

NEW & ACTIVE

MONTY HOLMES Why'd You Start Lookin' So Good (Bang II)

Total Stations: 43, Total Points: 1958, Total Adds: 10, Including: WPOC 16, WTOR 15, WPKX 11, WOVK 10, KKNU 9, KHEY 7, KIZN 7, KSOP 7, WEZL 5, WRKZ 5

Plays Include: WRNS 19 (19), WXBO 18 (6), WKSJ 17 (17), WNKT 17 (9), KFMS 16 (16), WKHK 15 (15), WOBE 15 (15), WTHI 15 (15), WXCL 14 (14), KWNR 13 (13), WQHK 13 (13), WSOC 13 (5), WYNK 13 (13), WKNN 12 (12), WLWI 12 (12)

DERYL DODD Time On My Hands (Columbia)
Total Stations: 41, Total Points: 1935, Total Adds: 0, Including: WOBE 25 (15), WXBO 24 (23), WWQM 19 (19), KVOO 17 (17), WRNS 17 (17), KXKC 16 (16), WMTZ 16 (16), KJUG 15 (15), WTHI 15 (15), WXTA 15 (15), KNFR 14 (14), WUSN 14 (14), WUSQ 14 (14), WSOC 13 (13), WKDQ 12 (12), WIOV 11 (11), WPKX 11 (11), WWJO 11 (11), KEEY 10 (10), KKNU 10 (9), KTTS 10 (10), WKCN 8 (8), WSM 8 (8), KSKS 7 (7), KSOP 7 (7), WGTR 7 (7), WIBW 7 (7)

RHETT AKINS Drivin' My Life Away (Decca)
Total Stations: 34, Total Points: 1587, Total Adds: 0, Including: KJUG 22 (15), WKSJ 18 (5), WRNS 18 (18), WBBN 17 (17), WXTA 16 (16), KASH 15 (15), KGNC 15 (7), KSOP 15 (7), WGTY 15 (15), KPLM 14 (14), KWCV 14 (14), KYGO 13 (5), WWZD 12 (12), KRWO 11 (11), WWJO 11 (11), KBEQ 10 (5), WGRL 10 (10), WNOE 10 (10), WOVK 10 (9), WYZZ 10 (10), KVOO 8 (8), KTEX 7 (7), WGTR 7 (7), WPOR 7 (7)

LINDA DAVIS I Wanna Remember This (DreamWorks)
Total Stations: 37, Total Points: 1497, Total Adds: 13, Including: KASH 15, WUSQ 14, WSIX 12, WAXX 10, WMTZ 10, WXBM 9, WGTR 7, WPOR 7, WWJO 7, WKKT 5, WWFG 5, WXXQ 5, WYCD 5
Plays Include: WXTU 21 (21), KJUG 15 (15), WRNS 15 (15), WXCL 14 (14), KKNU 10 (9), KYNG 10 (5), WAMZ 10 (10), WOVK 10 (10), KVOO 8 (8), WCTO 8 (5), WFMS 8 (8)

MILA MASON The Strong One (Atlantic)
Total Stations: 43, Total Points: 1404, Total Adds: 14, Including: WKDD 12, KBUL 11, KKNU 10, WOVK 10, KVOO 8, KHEY 7, KIZN 7, KJUG 7, WGTR 7, KORD 5, KVOX 5, KWCV 5, WKCO 5, WNCY 5
Plays Include: WAYZ 20 (20), WRNS 19 (19), KTST 15 (15), WXBM 15 (15), KPLM 14 (14), WLWI 12 (12), WGKX 10 (10), KSOP 7 (7), WBBN 7 (7), WSSL 7 (7), WWQD 7 (7), WWZD 7 (7)

MELODIE CRITTENDEN I Should've Known (Asylum/EEG)
Total Stations: 29, Total Points: 1077, Total Adds: 6, Including: WRNS 15, WTCM 12, KKNU 9, KJUG 7, WWZD 7, KVOX 5
Plays Include: WAYZ 20 (20), WGRL 20 (20), WMTZ 16 (10), KJUG 15 (15), KTST 15 (15), WUSQ 14 (14), WFRG 13 (13), KXXY 10 (10), WAXX 10 (10), WOVK 10 (10), WNKT 9 (9), KGE 7 (7), WBBN 7 (7), WTCR 6 (6), KFDI 5 (5), WOVK 10 (10), KHEY 7 (7), WBC 5 (5), WDEN 5 (5), WKKT 5 (5), WWWW 5 (5), WYZZ 5 (5), WYGY 5 (5)

LISA BROKOP How Do I Let Go (Columbia)
Total Stations: 31, Total Points: 1032, Total Adds: 28, Including: WOMX 18, KTST 15, WFGY 15, WXCL 14, KXKC 12, WGTY 12, WKDQ 12, WAXX 10, WMJC 10, WOVK 10, KVOO 8, KGE 7, KHEY 7, KJUG 7, KXDD 7, WIBW 7, WTCR 6, KFDI 5, KKAT 5, KORD 5, KRWO 5, KTTS 5, KVOX 5, WDEN 5, WKKT 5, WWFG 5, WXXQ 5, WYCD 5

ALLISON MOORER A Soft Place To Fall (MCA)
Total Stations: 33, Total Points: 1027, Total Adds: 4, Including: WWZD 7, WBBN 5, WSOC 5, WYGY 5
Plays Include: KVOO 17 (17), WGTY 16 (14), KPLM 14 (14), WUSQ 14 (14), WXCL 14 (14), KFDI 12 (5), WPKX 11 (11), WWJO 11 (11), WAXX 10 (10), WNOE 10 (5), WOVK 10 (10), KHEY 7 (7), KJUG 7 (7), KNFR 7 (7), KSOP 7 (7), WGTR 7 (7), WMSI 7 (7), WWQD 7 (7), WTCR 6 (6), KASH 5 (5), KRWO 5 (5), KTTS 5 (5), WBC 5 (5), WDEN 5 (5), WIL 5 (5), WKKT 5 (5), WRKZ 5 (5), WYZZ 5 (5), WXXQ 5 (5)

GIL GRAND Famous First Words (Monument)
Total Stations: 31, Total Points: 953, Total Adds: 3, Including: WWJO 7, KVOX 5, WTHI 5
Plays Include: KJUG 15 (15), WRNS 15 (15), WTCM 15 (15), WXBM 15 (15), WOVK 10 (10), KVOO 8 (8), WKCN 8 (8), WRBQ 8 (5), KJUG 7 (7), KSKS 7 (7), WBBN 7 (7), WIBW 7 (7), WWZD 7 (7), WTCR 6 (6), KATM 5 (5), KFDI 5 (5), KORD 5 (5), KRRV 5 (5), KRWO 5 (5), KTTS 5 (5), KWCV 5 (5), KZKX 5 (5), WBYT 5 (5), WDEN 5 (5), WKKT 5 (5), WRKZ 5 (5), WYZZ 5 (5)

BIG HOUSE Faith (MCA)
Total Stations: 17, Total Points: 486, Total Adds: 16, Including: WRNS 18, WTCM 18, WOVK 10, WNKT 9, KJUG 7, KUZZ 7, WWQD 7, WTCR 6, KFDI 5, KRRV 5, KRWO 5, KTTS 5, KZKX 5, WDEN 5, WKKT 5, WKML 5

JEFF FOXWORTHY Totally Committed (Warner Bros.)
Total Stations: 14, Total Points: 416, Total Adds: 1, Including: WGGY 16
Plays Include: KRTY 14 (5), KVOO 8 (8), KJY 7 (7), KSOP 7 (7), WDJR 7 (7), WTCR 6 (6), KASH 5 (5), KATM 5 (5), KFDI 5 (5), KUBL 5 (5), KXDD 5 (5), WDEN 5 (5), WSOC 5 (5)

Songs Ranked By Total Points

NATIONAL RADIO FORMATS

ABC RADIO NETWORKS Coast-To-Coast

Mark Edwards • (214) 991-9200

Adds: GARTH BROOKS To Make You Feel My Love PAM TILLIS I Said A Prayer SHANIA TWAIN From This Moment On

Hottest: BROOKS & DUNN & REBA If You See Him/If You See Her GARY ALLAN It Would Be You STEVE WARNER Holes In The Floor Of Heaven

Real Country Dave Nicholson • (602) 966-6236

Adds: TRACE ADKINS Big Time DERYL DODD Time On My Hands COLLIN RAYE I Can Still Feel You CLAY WALKER Ordinary People TRISHA YEARWOOD There Goes My Baby

Hottest: TRACY BYRD I'm From The Country KENNY CHESNEY That's Why I'm Here ALAN JACKSON Must've Had A Ball TIM MCGRAW One Of These Days GEORGE STRAIT I Just Want To Dance With You

AFTER MIDNITE ENTERTAINMENT Mandy McCormack • (818) 461-5435

Adds: MARTINA MCBRIDE Happy Girl LEE ANN WOMACK Buckaroo

Hottest: FAITH HILL This Kiss RANDY TRAVIS Out Of My Bones TRACY BYRD I'm From The Country STEVE WARNER Holes In The Floor Of Heaven GEORGE STRAIT I Just Want To Dance With You JOHN MICHAEL MONTGOMERY Love Working On You

ALTERNATIVE PROGRAMMING Steve Knoll • (800) 231-2818 Gary Knoll

Adds: TRACE ADKINS Big Time MONTY HOLMES Why'd You Start Lookin' So Good MILA MASON The Strong One SHANIA TWAIN From This Moment On CLAY WALKER Ordinary People TRISHA YEARWOOD There Goes My Baby

Hottest: BROOKS & DUNN & REBA If You See Him/If You See Her COLLIN RAYE I Can Still Feel You

BROADCAST PROGRAMMING Walter Powers • (800) 426-9082 Super Country/Pure Country Ken Moultrie

Adds: MARTINA MCBRIDE Happy Girl LARI WHITE Stepping Stone TRISHA YEARWOOD There Goes My Baby

Hottest: TRACY BYRD I'm From The Country FAITH HILL This Kiss STEVE WARNER Holes In The Floor Of Heaven SHANIA TWAIN You're Still The One GARTH BROOKS Two Pina Colodas

Digital Country L.J. Smith

Adds: TERRI CLARK Now That I Found You MARTINA MCBRIDE Happy Girl SHANIA TWAIN From This Moment On

Hottest: FAITH HILL This Kiss GEORGE STRAIT I Just Want To Dance With You GARTH BROOKS Two Pina Colodas STEVE WARNER Holes In The Floor Of Heaven BROOKS & DUNN & REBA If You See Him/If You See Her

New Country Smith

Adds: TERRI CLARK Now That I Found You MARTINA MCBRIDE Happy Girl SHANIA TWAIN From This Moment On

Hottest: FAITH HILL This Kiss GEORGE STRAIT I Just Want To Dance With You TRACY BYRD I'm From The Country STEVE WARNER Holes In The Floor Of Heaven GARTH BROOKS Two Pina Colodas

JONES SATELLITE NETWORKS Phil Barry • (303) 784-8700

U.S. Country Jim Murphy

Adds: TRACE ADKINS Big Time PAM TILLIS I Said A Prayer SHANIA TWAIN From This Moment On TRISHA YEARWOOD There Goes My Baby

Hottest: FAITH HILL This Kiss TOBY KEITH Dream Walkin' MICHAEL PETERSON Too Good To Be True RANDY TRAVIS Out Of My Bones STEVE WARNER Holes In The Floor Of Heaven

CD Country John Hendricks

Adds: GARTH BROOKS To Make You Feel My Love TOBY KEITH Double Wide Paradise DAVID KERSH Wonderful Tonight MARK NEBLER Used To The Rain COLLIN RAYE I Can Still Feel You STEVE WARNER & GARTH BROOKS Burnin' The Roadhouse Down

Hottest: TIM MCGRAW One Of These Days MARTINA MCBRIDE Happy Girl FAITH HILL This Kiss TY HERNDON A Man Hoiden On TRACY BYRD I'm From The Country

RADIO ONE COUNTRY PLAYLIST Jim Barbee • (970) 949-3339

Adds: No New Adds
Hottest: JOHN MICHAEL MONTGOMERY Love Workin' On You TIM MCGRAW One Of These Days JOE DIFFIE Texas Size Heartache KENNY CHESNEY That's Why I'm Here COLLIN RAYE I Can Still Feel You

WESTWOOD ONE RADIO NETWORKS Charlie Cook • (805) 294-9000

Tracy Thompson Mainstream Country David Felker

Adds: GARTH BROOKS To Make You Feel My Love SHANIA TWAIN From This Moment On

Hottest: TRACY BYRD I'm From The Country GARTH BROOKS Two Pina Colodas STEVE WARNER Holes In The Floor Of Heaven FAITH HILL This Kiss RANDY TRAVIS Out Of My Bones

Hot Country David Felker

Adds: TRACE ADKINS Big Time GARTH BROOKS To Make You Feel My Love DARYLE SINGLETERY That's Where You're Wrong SHANIA TWAIN From This Moment On

Hottest: RANDY TRAVIS Out Of My Bones FAITH HILL This Kiss STEVE WARNER Holes In The Floor Of Heaven TOBY KEITH Dream Walkin' MICHAEL PETERSON Too Good To Be True

COUNTRY VIDEO



ADDS

LINDA DAVIS I Wanna Remember This MONTY HOLMES Why'd You Start Lookin' So Good COLLIN RAYE I Can Still Feel You

ELITE

BROOKS & DUNN & REBA If You See Him/If You See Her KENNY CHESNEY That's Why I'm Here TY HERNDON A Man Hoiden On TERRI CLARK Now That I Found You TRACY BYRD I'm From The Country



60.2 million households Traci Todd Manager/Video Programming

ADDS

STEVE WARNER Holes In The Floor Of Heaven (Capitol)

TOP 10

- TRACE ADKINS Lonely Won't Leave Me Alone (Capitol) ALABAMA She's Got That Look In Her Eyes (RCA) TRACY BYRD I'm From The Country (MCA) KENNY CHESNEY That's Why I'm Here (BNA) FAITH HILL This Kiss (Warner Bros.) GEORGE JONES Wild Irish Rose (MCA) CLEBUS T. JUDD Wives Do It All The Time (Razor & Tie) TOBY KEITH Dream Walkin' (Mercury) SAMMY KERSHAW Matches (Mercury) MINDY MCCREADY You'll Never Know (BNA)

Information current as of May 4



42 million households Chris Parr, Director/Programming Paul Hastaba, VP/GM

ADDS

- ARTISTS FOR CYSTIC FIBROSIS One Heart At A Time (Atlantic) CLINT BLACK The Shoes You're Wearing (RCA) DAVID KERSH Wonderful Tonight (Curb) OLIVIA NEWTON-JOHN I Honestly Love You (MCA) DWIGHT YOAKAM Things Change (Reprise)

TOP 10

- SHANIA TWAIN You're Still The One (Mercury) TOBY KEITH Dream Walkin' (Mercury) MICHAEL PETERSON Too Good To Be True (Reprise) FAITH HILL This Kiss (Warner Bros.) CLAY WALKER Then What (Giant) TRACE ADKINS Lonely Won't Leave Me Alone (Capitol) RANDY TRAVIS Out Of My Bones (DreamWorks) TRACY BYRD I'm From The Country (MCA) JOHN MICHAEL MONTGOMERY Love Working... (Atlantic) MINDY MCCREADY You'll Never Know (BNA)

HEAVY

- BROOKS & DUNN & REBA If You See Him/If You See Her (Arista/MCA) TRACY BYRD I'm From The Country (MCA) FAITH HILL This Kiss (Warner Bros.) TOBY KEITH Dream Walkin' (Mercury) TIM MCGRAW One Of These Days (Curb) JOHN MICHAEL MONTGOMERY Love Working... (Atlantic) MICHAEL PETERSON Too Good To Be True (Reprise) RANDY TRAVIS Out Of My Bones (DreamWorks) STEVE WARNER Holes In The Floor Of Heaven (Capitol) CLAY WALKER Then What (Giant) MARK WILLIS I Do (Cash/You) (Mercury)

HOT SHOTS

- RHETT AKINS Drivin' My Life Away (Decca) ARTISTS FOR CYSTIC FIBROSIS One Heart At A Time (Atlantic) BIG HOUSE Faith (MCA) JOE DIFFIE Texas Size Heartache (Epic) DIXIE CHICKS There's Your Trouble (Monument) JEFF FOXWORTHY Totally Committed (Warner Bros.) DAVID KERSH Wonderful Tonight (Curb) COLLIN RAYE I Can Still Feel You (Epic) LEANN RINES Commitment (Curb) JASON SELLERS This Small Divide (BNA) THOMPSON BROTHERS BAND Back On The Farm (RCA) TRISHA YEARWOOD There Goes My Baby (MCA) DWIGHT YOAKAM Things Change (Reprise)

Heavy rotation songs receive 28 plays per week. Hot Shots receive 21 plays per week.

Information current as of May 6

COUNTRY PLAYLISTS

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

Y106.7

TODAY'S #1 COUNTRY

MARKET #24
WYRV/Atlanta
(770) 955-0106
McGinley/Mitchell/Gray

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
42	42	42	42	42	GARTH BROOKS/Two Pina Colodas
32	32	32	32	32	BROOKS & DUNN & REBAU You See Him
42	42	42	42	42	TRACY BYRDM/From The Country
42	42	42	42	42	FAITH HILL/This Kiss
42	42	42	42	42	TIM MCGRAW/One Of These Days
42	42	42	42	42	MICHAEL PETERSON/Too Good To Be True
42	42	42	42	42	LEARN RIMES/Commitment
42	42	42	42	42	GEORGE STRAIT/Just Want To...
42	42	42	42	42	RANDY TRAVIS/Out Of My Bones
42	42	42	42	42	STEVE WARNER/Holes In...
32	32	32	32	32	GARY ALLAMAY/You'd Be The One
32	32	32	32	32	CLINT BLACK/The Shoes You're...
27	27	27	27	27	KENNY CHESNUT/That's Why I'm Here
27	27	27	27	27	MARK CHESNUTTA/Might Even Quilt...
27	27	27	27	27	JOE DUFFIE/Texas Size Heartache
27	27	27	27	27	SAMMY KERSHAW/Matches
27	27	27	27	27	ONESTAR/Say When
27	27	27	27	27	BRYAN WHITE/Bad Day To Let...
27	27	27	27	27	LEE ANN WOMACK/Backuroo
27	27	27	27	27	TRACE ADKINS/Big Time
27	27	27	27	27	JOHN BERRY/Over My Shoulder
27	27	27	27	27	DIXIE CHICKS/There's Your Trouble
27	27	27	27	27	TERRI CLARK/Now That I Found You
27	27	27	27	27	TRISHA YEARWOOD/There Goes My Baby
27	27	27	27	27	TY HERNDON/Man Holdin' On
27	27	27	27	27	HAL KETCHUM/Saw The Light
27	27	27	27	27	MARTINA MCBRIDE/Happy Girl
27	27	27	27	27	COLLIN RAYE/Can Still Feel You
27	27	27	27	27	SHANIA TWAIN/From This Moment On
27	27	27	27	27	CLAY WALKER/Ordinary People
27	27	27	27	27	JOE DUFFIE/Texas Size Heartache
27	27	27	27	27	TRISHA YEARWOOD/There Goes My Baby
27	27	27	27	27	DWIGHT YOAKAM/Things Change
16	16	16	16	16	TRACE ADKINS/Only Woman
42	42	42	42	42	TOBY KEITH/Dream Walkin'
42	42	42	42	42	DAVID KERSHAW I Never Stop...
42	42	42	42	42	PATTY LOVELESS/To Have You Back
32	32	32	32	32	JOHN M. MONTGOMERY/Love Working
42	42	42	42	42	SHANIA TWAIN/You're Still The One

94.1 WMPX

MARKET #25
KMPX/Seattle
(206) 443-9400
Richards/Thomas

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
41	41	41	41	41	GARTH BROOKS/To Make You Feel...
41	41	41	41	41	BROOKS & DUNN & REBAU You See Him
41	41	41	41	41	GEORGE STRAIT/Just Want To...
28	28	28	28	28	FAITH HILL/This Kiss
41	41	41	41	41	GARTH BROOKS/Two Pina Colodas
41	41	41	41	41	JOE DEE MESSINA/Bye, Bye
41	41	41	41	41	RANDY TRAVIS/Out Of My Bones
41	41	41	41	41	FAITH HILL/This Kiss
41	41	41	41	41	SHANIA TWAIN/You're Still The One
28	28	28	28	28	SHANIA TWAIN/From This Moment On
28	28	28	28	28	TIM MCGRAW/One Of These Days
28	28	28	28	28	TOBY KEITH/Dream Walkin'
28	28	28	28	28	ALABAMA/She's Got That...
28	28	28	28	28	JOHN M. MONTGOMERY/Love Working
28	28	28	28	28	MICHAEL PETERSON/Too Good To Be True
28	28	28	28	28	LEARN RIMES/Commitment
16	16	16	16	16	CLINT BLACK/The Shoes You're...
16	16	16	16	16	WYNONNA/Jambalaya
16	16	16	16	16	MARK WILLIS/Do (Cherish You)
16	16	16	16	16	TRACY BYRDM/From The Country
16	16	16	16	16	TERRI CLARK/Now That I Found You
16	16	16	16	16	CHELLY WRIGHT/Already Do
16	16	16	16	16	KENNY CHESNUT/That's Why I'm Here
16	16	16	16	16	PATTY LOVELESS/To Have You Back
16	16	16	16	16	TRISHA YEARWOOD/There Goes My Baby
14	14	14	14	14	SAMMY KERSHAW/Matches
14	14	14	14	14	TY HERNDON/Man Holdin' On
14	14	14	14	14	HAL KETCHUM/Saw The Light
14	14	14	14	14	MARTINA MCBRIDE/Happy Girl
14	14	14	14	14	COLLIN RAYE/Can Still Feel You
14	14	14	14	14	SHANIA TWAIN/From This Moment On
14	14	14	14	14	GARTH BROOKS/She's Gotta Make It
14	14	14	14	14	COCHRAN & WARNER/What If I Said
14	14	14	14	14	MCBRIDE W/BRICKMANN/Valettine
14	14	14	14	14	CLINT BLACK/Notin' But...
14	14	14	14	14	TRISHA YEARWOOD/Perfect Love
14	14	14	14	14	SAMMY KERSHAW/Of My Life
14	14	14	14	14	TIM MCGRAW/Just To See You
14	14	14	14	14	MICHAEL PETERSON/From Here To
14	14	14	14	14	SHANIA TWAIN/Love Gets Ill
14	14	14	14	14	GEORGE STRAIT/One Night At A Time
14	14	14	14	14	TIM MCGRAW W/ HILL'S Your Love

93.5 YOUNG

MARKET #26
KYCW/Seattle
(206) 216-0965
Brenner/Coyne

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
21	21	21	21	21	RANDY TRAVIS/Out Of My Bones
21	21	21	21	21	TIM MCGRAW/One Of These Days
47	47	47	47	47	FAITH HILL/This Kiss
47	47	47	47	47	GARTH BROOKS/Two Pina Colodas
47	47	47	47	47	MICHAEL PETERSON/Too Good To Be True
21	21	21	21	21	STEVE WARNER/Holes In...
47	47	47	47	47	TOBY KEITH/Dream Walkin'
21	21	21	21	21	JOHN M. MONTGOMERY/Love Working
21	21	21	21	21	GEORGE STRAIT/Just Want To...
21	21	21	21	21	BROOKS & DUNN & REBAU You See Him
21	21	21	21	21	LONESTAR/Say When
21	21	21	21	21	ALABAMA/She's Got That...
21	21	21	21	21	MARK CHESNUTTA/Might Even Quilt...
21	21	21	21	21	SAMMY KERSHAW/Matches
15	15	15	15	15	CLINT BLACK/The Shoes You're...
15	15	15	15	15	GARY ALLAMAY/You'd Be The One
21	21	21	21	21	KENNY CHESNUT/That's Why I'm Here
21	21	21	21	21	TRACY BYRDM/From The Country
15	15	15	15	15	KEITH HARLING/Papa Bear
15	15	15	15	15	DIXIE CHICKS/There's Your Trouble
15	15	15	15	15	COLLIN RAYE/Can Still Feel You
15	15	15	15	15	HAL KETCHUM/Saw The Light
15	15	15	15	15	TRISHA YEARWOOD/There Goes My Baby
15	15	15	15	15	LILA MCCANN/Wanna Fall In Love
15	15	15	15	15	MARTINA MCBRIDE/Happy Girl
15	15	15	15	15	CLAY WALKER/Ordinary People
15	15	15	15	15	LEARN RIMES/Commitment
15	15	15	15	15	LEE ANN WOMACK/Backuroo
15	15	15	15	15	CHELLY WRIGHT/Already Do
15	15	15	15	15	TRISHA YEARWOOD/There Goes My Baby
13	13	13	13	13	DIXIE CHICKS/There's Your Trouble
13	13	13	13	13	SHANIA TWAIN/Don't Be Stupid
13	13	13	13	13	GEORGE STRAIT/About Way
13	13	13	13	13	CLAY WALKER/Then What
47	47	47	47	47	DAVID KERSHAW I Never Stop...
13	13	13	13	13	TRISHA YEARWOOD/Perfect Love
13	13	13	13	13	CLINT BLACK/Notin' But...
13	13	13	13	13	WADE HAYES/The Day That She...

102

MARKET #27
KEYE/Minneapolis
(612) 829-4200
Sweedberg/Moon

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
40	40	40	40	40	GARTH BROOKS/Two Pina Colodas
40	40	40	40	40	STEVE WARNER/Holes In...
40	40	40	40	40	DAVID KERSHAW I Never Stop...
40	40	40	40	40	FAITH HILL/This Kiss
40	40	40	40	40	LONESTAR/Say When
26	26	26	26	26	TRACY BYRDM/From The Country
26	26	26	26	26	MARK WILLIS/Do (Cherish You)
26	26	26	26	26	GEORGE STRAIT/Just Want To...
26	26	26	26	26	TIM MCGRAW/One Of These Days
26	26	26	26	26	MICHAEL PETERSON/Too Good To Be True
26	26	26	26	26	RANDY TRAVIS/Out Of My Bones
26	26	26	26	26	JOHN M. MONTGOMERY/Love Working
26	26	26	26	26	GARY ALLAMAY/You'd Be The One
26	26	26	26	26	LEARN RIMES/Commitment
26	26	26	26	26	DIXIE CHICKS/There's Your Trouble
26	26	26	26	26	MARTINA MCBRIDE/Happy Girl
26	26	26	26	26	COLLIN RAYE/Can Still Feel You
26	26	26	26	26	BROOKS & DUNN & REBAU You See Him
10	10	10	10	10	KENNY CHESNUT/That's Why I'm Here
10	10	10	10	10	TRISHA YEARWOOD/There Goes My Baby
18	18	18	18	18	LEARN RIMES/Commitment
18	18	18	18	18	DARYLE SINGLETARY/That's Where...
18	18	18	18	18	TERRI CLARK/Now That I Found You
18	18	18	18	18	KEITH HARLING/Papa Bear
18	18	18	18	18	CLINT BLACK/The Shoes You're...
10	10	10	10	10	JOE DUFFIE/Texas Size Heartache
18	18	18	18	18	LEE ANN WOMACK/Backuroo
18	18	18	18	18	TRACE ADKINS/Big Time
18	18	18	18	18	CLAY WALKER/Ordinary People
18	18	18	18	18	DIXIE CHICKS/There's Your Trouble
18	18	18	18	18	GARTH BROOKS/To Make You Feel...
18	18	18	18	18	PAM TILLIS/Said A Prayer
10	10	10	10	10	SAMMY KERSHAW/Matches
10	10	10	10	10	CHELLY WRIGHT/Already Do
10	10	10	10	10	DERYL DODD/Time On My Hands
10	10	10	10	10	TY HERNDON/Man Holdin' On
10	10	10	10	10	SHANE STOCKTON/What If I'm Right
10	10	10	10	10	WYNONNA/Always Will
10	10	10	10	10	TRISHA YEARWOOD/There Goes My Baby
10	10	10	10	10	TOBY KEITH/Dream Walkin'
10	10	10	10	10	LARI WHITE/Sleeping Stone

92.5

MARKET #28
KSDO/San Diego
(619) 291-9797
Shepard/Barnes

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
31	31	31	31	31	JOE DEE MESSINA/Bye, Bye
31	31	31	31	31	TRACY BYRDM/From The Country
31	31	31	31	31	SHANIA TWAIN/You're Still The One
31	31	31	31	31	MICHAEL PETERSON/Too Good To Be True
31	31	31	31	31	FAITH HILL/This Kiss
20	20	20	20	20	TRACY BYRDM/From The Country
20	20	20	20	20	GARTH BROOKS/Two Pina Colodas
20	20	20	20	20	TIM MCGRAW/One Of These Days
20	20	20	20	20	KENNY CHESNUT/That's Why I'm Here
20	20	20	20	20	RANDY TRAVIS/Out Of My Bones
20	20	20	20	20	GARY ALLAMAY/You'd Be The One
20	20	20	20	20	JOHN M. MONTGOMERY/Love Working
20	20	20	20	20	LEARN RIMES/Commitment
20	20	20	20	20	KEITH HARLING/Papa Bear
20	20	20	20	20	GEORGE STRAIT/Just Want To...
20	20	20	20	20	CLINT BLACK/The Shoes You're...
20	20	20	20	20	MARK WILLIS/Do (Cherish You)
20	20	20	20	20	BROOKS & DUNN & REBAU You See Him
12	12	12	12	12	LEE ANN WOMACK/Backuroo
12	12	12	12	12	JOE DUFFIE/Texas Size Heartache
12	12	12	12	12	SAMMY KERSHAW/Matches
12	12	12	12	12	DIXIE CHICKS/There's Your Trouble
12	12	12	12	12	GARTH BROOKS/To Make You Feel...
31	31	31	31	31	TRISHA YEARWOOD/Perfect Love
14	14	14	14	14	LILA MCCANN/Wanna Fall In Love
14	14	14	14	14	CLINT BLACK/Notin' But...
14	14	14	14	14	LEE ANN WOMACK/Backuroo
14	14	14	14	14	TIM MCGRAW/Just To See You
14	14	14	14	14	TERRI CLARK/Now That I Found You
31	31	31	31	31	DAVID KERSHAW I Never Stop...
31	31	31	31	31	TOBY KEITH/Dream Walkin'
12	12	12	12	12	SHANE STOCKTON/What If I'm Right
12	12	12	12	12	TY HERNDON/Man Holdin' On
12	12	12	12	12	TERRI CLARK/Now That I Found You
12	12	12	12	12	WYNONNA/Always Will
12	12	12	12	12	TRISHA YEARWOOD/There Goes My Baby
12	12	12	12	12	LONESTAR/Say When
12	12	12	12	12	TRACE ADKINS/Big Time

WJLC

Country 94.3

MARKET #29
WJLC/Long Island
(516) 423-6740
Asker/Alexander

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
38	38	38	38	38	FAITH HILL/This Kiss
26	26	26	26	26	TIM MCGRAW/One Of These Days
26	26	26	26	26	MICHAEL PETERSON/Too Good To Be True
38	38	38	38	38	TOBY KEITH/Dream Walkin'
26	26	26	26	26	TRACY BYRDM/From The Country
38	38	38	38	38	SHANIA TWAIN/You're Still The One
26	26	26	26	26	STEVE WARNER/Holes In...
38	38	38	38	38	RANDY TRAVIS/Out Of My Bones
26	26	26	26	26	GARTH BROOKS/Two Pina Colodas
21	21	21	21	21	BRYAN WHITE/Bad Day To Let...
26	26	26	26	26	KENNY CHESNUT/That's Why I'm Here
26	26	26	26	26	LEARN RIMES/Commitment

COUNTRY PLAYLISTS

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

KYGO 98.5
KYGO/Overseas
(303) 371-0950
St. John/Svensden

PLAYS	SW	FW	LT	WT	ARTIST/TITLE
22	27	20	20	20	THE MCGRAW/One Of These Days
30	30	32	32	32	STEVE WARNER/Holes In
22	22	22	22	22	KEITH HALL/This Kiss
30	30	32	32	32	RANDY TRAVIS/Out Of My Bones
30	30	32	32	32	TRACY BYRD/From The Country
22	22	22	22	22	FAITH HILL/This Kiss
30	30	32	32	32	TOBY KEITH/Dream Walkin'
30	30	32	32	32	LONESTAR/Say When
13	13	13	13	13	COLLIER RAYE/Can Still Feel You
-	-	-	-	-	13 20 BROOKS & DUBIN & REBAR/You See Him
13	13	20	20	20	CLINT BLACK/Not In The Boat
13	22	20	20	20	GEORGE STRAIT/Just Want To
13	13	20	20	20	TY HERNDON/A Man Holds On
13	13	20	20	20	LEANN RIMES/Commitment
22	22	20	20	20	SAMMY KERSHAW/Matches
13	13	20	20	20	JOHN M MONTGOMERY/Love Working
22	22	20	20	20	MARK WELLS/Do (Cherish You)
22	22	20	20	20	NEBRY CHESNEY/That's Why I'm Here
22	22	20	20	20	GARY ALLAN/You'd Be The One
22	22	20	20	20	MICHAEL PETERSON/Too Good To Be True
-	-	-	-	-	13 DAVID MCNEELY/Wonderful Tonight
-	-	-	-	-	5 CLAY WALKER/Ordinary People
-	-	-	-	-	13 WYRONA/Always Will
-	-	-	-	-	13 RESTLESS HEART/End To This Road
-	-	-	-	-	13 SHARNA THAIN/From This Moment On
-	-	-	-	-	5 13 RHETT AKERS/Drive My Life Away
13	13	20	20	20	DIKIE CHICKS/There's Your Trouble
5	5	5	5	5	BRYAN WHITE/But Day To Let
13	13	13	13	13	JOE DEE MESSINA/Bye Bye
13	13	13	13	13	JOE DEE MESSINA/Bye Bye
5	5	5	5	5	LEE ANN WOMACK/Backaroo
5	5	5	5	5	TRACE ADKINS/Big Time
-	-	-	-	-	5 JASON SELLERS/This Small Divide
-	-	-	-	-	6 MARTHA MCBRIDE/Happy Girl
-	-	-	-	-	6 TRISHA YEARWOOD/Thru Gonna My Baby
-	-	-	-	-	6 LARI WHITE/Stepping Stone
5	5	5	5	5	SUZIE BOGGS/Sombody To Love
5	5	5	5	5	WADE HAYES/When The Wrong
5	5	5	5	5	CHELY WRIGHT/Already Do
5	5	5	5	5	MARK CHESNUTT/Might Even Out

WGAR 93.9
WGAR/Cleveland
(216) 378-9950
Nugent/Collier

PLAYS	SW	FW	LT	WT	ARTIST/TITLE
31	35	35	35	35	GARTH BROOKS/Two Pina Colodas
35	35	35	35	35	TRACY BYRD/From The Country
35	35	35	35	35	FAITH HILL/This Kiss
35	35	35	35	35	SHARNA THAIN/You're Still The One
23	23	23	23	23	MICHAEL PETERSON/Too Good To Be True
23	23	23	23	23	GEORGE STRAIT/Just Want To
23	23	23	23	23	RANDY TRAVIS/Out Of My Bones
23	23	23	23	23	STEVE WARNER/Holes In
23	23	23	23	23	MARK WELLS/Do (Cherish You)
23	23	23	23	23	TIM MCGRAW/One Of These Days
-	-	-	-	-	18 23 TRACE ADKINS/Big Time
-	-	-	-	-	18 23 GARY ALLAN/You'd Be The One
23	23	23	23	23	CLINT BLACK/Not In The Boat
-	-	-	-	-	23 23 DIKIE CHICKS/There's Your Trouble
-	-	-	-	-	23 23 LONESTAR/Say When
-	-	-	-	-	23 23 PATTY LOVELESS/To Have You Back
-	-	-	-	-	23 23 BROOKS & DUBIN & REBAR/You See Him
-	-	-	-	-	18 23 JOHN M MONTGOMERY/Love Working
-	-	-	-	-	18 23 MARK WELLS/Do (Cherish You)
-	-	-	-	-	18 23 NEBRY CHESNEY/That's Why I'm Here
23	23	23	23	23	LEANN RIMES/Commitment
23	23	23	23	23	PAM TILLIS/Said A Prayer
-	-	-	-	-	23 23 TRISHA YEARWOOD/Thru Gonna My Baby
18	18	18	18	18	HAL KETCHUM/Saw The Light
-	-	-	-	-	18 18 GARTH BROOKS/Two Pina Colodas
-	-	-	-	-	18 18 KERRY CHESNEY/That's Why I'm Here
-	-	-	-	-	18 18 TY HERNDON/A Man Holds On
-	-	-	-	-	18 18 KEITH HALL/This Kiss
-	-	-	-	-	18 18 KEITH HALL/This Kiss
-	-	-	-	-	18 18 MARTHA MCBRIDE/Happy Girl
-	-	-	-	-	18 18 LEE ANN WOMACK/Backaroo
-	-	-	-	-	18 18 TERRY CLARK/Now That I Found You
15	15	15	15	15	COCHRAN & WARRNER/What I See
15	15	15	15	15	DOE CHICKS/Can Love You
35	35	35	35	35	TOBY KEITH/Dream Walkin'
35	35	35	35	35	DAVID KERSHAW/Never Stop
35	35	35	35	35	MICHAEL PETERSON/Too Good To Be True
35	35	35	35	35	TIM MCGRAW/One Of These Days
15	15	15	15	15	JOE DEE MESSINA/Bye Bye
15	15	15	15	15	COLLIER RAYE/Can Still Feel You
15	15	15	15	15	GEORGE STRAIT/Just Want To
35	35	35	35	35	SHARNA THAIN/You're Still The One

98.7
KUPJ/Portland, OR
(503) 723-0300
Rohlf/Taylor

PLAYS	SW	FW	LT	WT	ARTIST/TITLE
25	36	36	36	36	GEORGE STRAIT/Just Want To
25	36	36	36	36	MARK WELLS/Do (Cherish You)
25	36	36	36	36	TRACY BYRD/From The Country
25	36	36	36	36	STEVE WARNER/Holes In
25	36	36	36	36	FAITH HILL/This Kiss
25	36	36	36	36	SHARNA THAIN/You're Still The One
25	36	36	36	36	DAVID KERSHAW/Never Stop
25	36	36	36	36	TOBY KEITH/Dream Walkin'
25	36	36	36	36	RANDY TRAVIS/Out Of My Bones
25	25	25	25	25	MARK CHESNUTT/Might Even Out
25	25	25	25	25	LONESTAR/Say When
25	25	25	25	25	PATTY LOVELESS/To Have You Back
25	25	25	25	25	GARTH BROOKS/Two Pina Colodas
-	-	-	-	-	25 25 BROOKS & DUBIN & REBAR/You See Him
-	-	-	-	-	25 25 LEANN RIMES/Commitment
-	-	-	-	-	25 25 JOHN M MONTGOMERY/Love Working
-	-	-	-	-	25 25 MICHAEL PETERSON/Too Good To Be True
-	-	-	-	-	25 25 GARY ALLAN/You'd Be The One
-	-	-	-	-	25 25 TIM MCGRAW/One Of These Days
25	25	25	25	25	NEBRY CHESNEY/That's Why I'm Here
25	25	25	25	25	LONESTAR/Say When
15	15	15	15	15	SUZIE BOGGS/Sombody To Love
15	15	15	15	15	LEE ANN WOMACK/Backaroo
15	15	15	15	15	TERRI CLARK/Now That I Found You
-	-	-	-	-	15 15 BRYAN WHITE/But Day To Let
-	-	-	-	-	15 15 TY HERNDON/A Man Holds On
15	15	15	15	15	CLINT BLACK/Not In The Boat
15	15	15	15	15	JOE DEE MESSINA/Bye Bye
-	-	-	-	-	5 18 KEITH HALL/This Kiss
-	-	-	-	-	5 18 KEITH HALL/This Kiss
-	-	-	-	-	5 18 TERRY CLARK/Now That I Found You
-	-	-	-	-	5 18 CLINT BLACK/Not In The Boat
-	-	-	-	-	5 18 TRISHA YEARWOOD/Thru Gonna My Baby
-	-	-	-	-	5 18 DOE CHICKS/There's Your Trouble
-	-	-	-	-	5 18 KEITH HALL/This Kiss
-	-	-	-	-	5 18 TRISHA YEARWOOD/Thru Gonna My Baby
-	-	-	-	-	5 18 SAMMY KERSHAW/Matches
-	-	-	-	-	5 18 MARTHA MCBRIDE/Happy Girl
-	-	-	-	-	5 18 MIA MASON/The Strong One

93.5
KJLL/Portland, OR
(503) 728-4393
Mitchell/McGee

PLAYS	SW	FW	LT	WT	ARTIST/TITLE
37	37	37	37	37	JOE DEE MESSINA/Bye Bye
37	37	37	37	37	STEVE WARNER/Holes In
37	37	37	37	37	TRACY BYRD/From The Country
37	37	37	37	37	TIM MCGRAW/Just To See You
27	27	27	27	27	COLLIER RAYE/Can Still Feel You
27	27	27	27	27	CLINT BLACK/Not In The Boat
27	27	27	27	27	GARTH BROOKS/She's Gonna Make It
27	27	27	27	27	CLAY WALKER/Then What
27	27	27	27	27	SHARNA THAIN/You're Still The One
27	27	27	27	27	FAITH HILL/This Kiss
27	27	27	27	27	RANDY TRAVIS/Out Of My Bones
27	27	27	27	27	RANDY TRAVIS/Out Of My Bones
27	27	27	27	27	DOE CHICKS/Can Love You
17	17	17	17	17	MARK WELLS/Do (Cherish You)
17	17	17	17	17	GEORGE STRAIT/Just Want To
17	17	17	17	17	DAVID KERSHAW/Never Stop
-	-	-	-	-	17 17 SAMMY KERSHAW/Matches
17	17	17	17	17	TIM MCGRAW/One Of These Days
17	17	17	17	17	TRISHA YEARWOOD/Perfect Love
17	17	17	17	17	MICHAEL PETERSON/Too Good To Be True
17	17	17	17	17	BRYAN WHITE/But Day To Let
17	17	17	17	17	COLLIER RAYE/Can Still Feel You
17	17	17	17	17	MARK CHESNUTT/Might Even Out
17	17	17	17	17	BROOKS & DUBIN & REBAR/You See Him
17	17	17	17	17	GARY ALLAN/You'd Be The One
17	17	17	17	17	JOHN M MONTGOMERY/Love Working
-	-	-	-	-	17 17 TERRY CLARK/Now That I Found You
-	-	-	-	-	17 17 KEITH HALL/This Kiss
-	-	-	-	-	17 17 KERRY CHESNEY/That's Why I'm Here
17	17	17	17	17	CLINT BLACK/Not In The Boat
17	17	17	17	17	TRISHA YEARWOOD/Thru Gonna My Baby
17	17	17	17	17	DOE CHICKS/There's Your Trouble
17	17	17	17	17	LEE ANN WOMACK/Backaroo
17	17	17	17	17	GARTH BROOKS/Two Pina Colodas
-	-	-	-	-	17 17 SHARNA THAIN/You're Still The One

105
WUVE/Cincinnati
(513) 771-1050
Coston/Hamilton

PLAYS	SW	FW	LT	WT	ARTIST/TITLE
35	35	35	35	35	STEVE WARNER/Holes In
35	35	35	35	35	FAITH HILL/This Kiss
25	25	25	25	25	GEORGE STRAIT/Just Want To
25	25	25	25	25	RANDY TRAVIS/Out Of My Bones
35	35	35	35	35	JOE DEE MESSINA/Bye Bye
35	35	35	35	35	TRACY BYRD/From The Country
35	35	35	35	35	STEVE WARNER/Holes In
35	35	35	35	35	SHARNA THAIN/You're Still The One
35	35	35	35	35	GARTH BROOKS/Two Pina Colodas
25	25	25	25	25	MICHAEL PETERSON/Too Good To Be True
25	25	25	25	25	TRISHA YEARWOOD/Perfect Love
18	18	18	18	18	DIKIE CHICKS/Can Love You
18	18	18	18	18	DARLE SINGLETARY/That's Where
-	-	-	-	-	18 18 MARK WELLS/Do (Cherish You)
-	-	-	-	-	18 18 JOE DEE MESSINA/Bye Bye
-	-	-	-	-	18 18 KEITH HALL/This Kiss
-	-	-	-	-	18 18 BRYAN WHITE/But Day To Let
-	-	-	-	-	18 18 KIMBLEY/Dance In The Boat
-	-	-	-	-	18 18 DOE CHICKS/There's Your Trouble
-	-	-	-	-	18 18 CLINT BLACK/Not In The Boat
-	-	-	-	-	18 18 LARI WHITE/Stepping Stone
18	18	18	18	18	JOHN M MONTGOMERY/Love Working
18	18	18	18	18	CLINT BLACK/Not In The Boat
25	25	25	25	25	TERRI CLARK/Now That I Found You
-	-	-	-	-	18 18 MARTHA MCBRIDE/Happy Girl
18	18	18	18	18	KEITH HALL/This Kiss
18	18	18	18	18	LEE ANN WOMACK/Backaroo
13	13	13	13	13	LILA MCGRAW/When Fall In Love
13	13	13	13	13	COLLIER RAYE/Can Still Feel You
13	13	13	13	13	CLAY WALKER/Then What
10	10	10	10	10	CLINT BLACK/Not In The Boat

93.5 FM
WYU/Cincinnati
(513) 771-1050
Marshall/Gard

PLAYS	SW	FW	LT	WT	ARTIST/TITLE
26	26	47	47	47	STEVE WARNER/Holes In
47	47	47	47	47	FAITH HILL/This Kiss
47	47	47	47	47	TRACY BYRD/From The Country
47	47	47	47	47	RANDY TRAVIS/Out Of My Bones
47	47	47	47	47	TIM MCGRAW/One Of These Days
47	47	47	47	47	GARTH BROOKS/Two Pina Colodas
26	26	47	47	47	BROOKS & DUBIN & REBAR/You See Him
47	47	47	47	47	SHARNA THAIN/You're Still The One
47	47	47	47	47	JOE DEE MESSINA/Bye Bye
31	31	31	31	31	CLINT BLACK/Not In The Boat
31	31	31	31	31	YEARWOOD & BROOKS/In Another's Eyes
31	31	31	31	31	DEARA CARTER/How I Got There
31	31	31	31	31	LILA MCGRAW/When Fall In Love
31	31	31	31	31	MARTHA MCBRIDE/Happy Girl
31	31	31	31	31	SHARNA THAIN/You're Still The One
31	31	31	31	31	NEAL MCCOY/You Can't Be
-	-	-	-	-	28 31 TRISHA YEARWOOD/Thru Gonna My Baby
-	-	-	-	-	28 31 JOE DEE MESSINA/Bye Bye
-	-	-	-	-	28 31 TRISHA YEARWOOD/Thru Gonna My Baby
26	26	26	26	26	MARK WELLS/Do (Cherish You)
26	26	26	26	26	JOE DEE MESSINA/Bye Bye
26	26	26	26	26	TRACE ADKINS/Big Time
26	26	26	26	26	JOHN M MONTGOMERY/Love Working
26	26	26	26	26	TOBY KEITH/Dream Walkin'
26	26	26	26	26	TRISHA YEARWOOD/Thru Gonna My Baby
26	26	26	26	26	TERRI CLARK/Now That I Found You
26	26	26	26	26	CLINT BLACK/Not In The Boat
26	26	26	26	26	LEANN RIMES/Commitment
26	26	26	26	26	MICHAEL PETERSON/Too Good To Be True
-	-	-	-	-	26 26 SHARNA THAIN/You're Still The One
-	-	-	-	-	16 18 DWIGHT YODAN/Things Change
16	16	16	16	16</	



MIKE KINOSHIAN

Double Digits Bolster Stations' Market Impact

Three top 30 PDs assessed their competition, then created a strategy to beat them

Reaching double digits within a station's target demo is a lofty goal, and — in the right size market — certain to yield worthwhile benefits. Three top 30 market programmers who helped guide their stations to such results this fall shed light on their competitive market situations.

While WMJX/Boston's fall women 18-34 share was actually greater than its women 25-54 and women 35-64 stats, the Mainstream AC placed first overall in the latter two older demos and finished second behind CHR/Pop Kiss 108 FM (WXKS-FM) among women 18-34. WMJX PD Don Kelley attributes a strong nighttime *Love Songs* show for part of the station's younger-end following. "Women listeners have a button — and a habit — for the station. That helps our young end at night. Many people go to sleep with the station on and listen to us first thing in the morning, which also helps our morning numbers."



Don Kelley

State Of The Format

Consistency, he emphasizes, is another Magic 106.7 strength. "Stations move around and people jockey for different positions. [WMJX parent] Greater Media owns five Boston FMs, and we're trying to put each one in the best position."

"The thing that seems to work best to Magic's advantage is that people know who we are. Our listeners know the songs we play, what to expect from us, and we remind them of that as often as we can." However, Kelley expresses concern over Mainstream AC's overall current state of affairs. "Many long-term artists who we've used in promos and television spots over the years are now having a hard time. They don't always come up with hits and have missed several times in a row."

"Record companies are trying to work songs to AC first, then move to other formats — Hall & Oates is a great recent example. Record people tell me they do that because the cost of marketing songs to CHR is so great. It's more efficient for them to try to market Hall & Oates or Chicago to AC first."

The end result, in Kelley's opinion, is that Mainstream AC can't "develop its own hits. That's been my experience in every market in which I've programmed. If the AC is the only station in town playing something, the song won't get enough exposure. You'll usually play a hot current only enough to satisfy your own audience, and you can't break it if it's not being played in another format. A song needs to have cross-format play or be in a movie or television show to really become a hit."

Recalling a mid-'80s experience when he programmed in nearby Worcester, Kelley says, "We were pounding one particular hot current, but when we did our auditorium test,

our core didn't know it. How could they be unfamiliar with it when we were pounding it? Unlike most other records we were playing, that particular song had no cross-format play. I'm not sure the music industry fully grasps that, because they're trying to work different things at different times on different charts."

"Today we're having a very hard time getting good test scores on Jim Brickman. We played [Brickman & Martina McBride's] 'Valentine' a lot, but you wouldn't know it. We still play Motown oldies and have much more girth in terms of music eras than you'd normally hear on one radio station these days, but it works."

At-Work Advantage

As is the case with most other ACs, WMJX is a big at-work station. "We really pound that. More and more early-20s females get to choose the station they want to listen to at work, and they tend to pick stations they already know. We're very appropriate for workplace listening, and it winds up affecting all dayparts."

"We have huge sharing with the CHR/Pop [Kiss] and CHR/Rhythmic [WJMN] stations. One thing that has certainly helped us is that the two longest-running market stations in the same format are Kiss [107.9] and Magic [106.7]. We're close to each other on the dial, and that helps both stations."

Once a very successful traditional Hot AC, WBMX ("Mix") has developed a Pop/Alternative lean. "Habits in a market like Boston die slowly," remarks Kelley. "When they were straight-ahead Hot AC, they had very strong upper-end numbers because of the station's Oldies heritage. It used to be an Oldies-based AC and an Oldies station before that. Mix has been pretty aggressive with the Pop/Alternative stuff. That helped them build younger numbers, but cost them at the upper end. You'd expect something like that with such a musical shift."

"Since going younger, they've picked up more male listeners. They're now fighting a different battle. Mix really sounds great for what they do, but they have moved away from us musically. They're not showing any signs of second-guessing their decision. The playlist crossover between Magic and Mix might now be one or two songs an hour. 18-24 months ago, it was about nine an hour."

Twin Towers

After spending several years programming Hot ACs WWMX/Baltimore and WRAL/Raleigh for Capitol Broadcasting, Todd Fisher now oversees programming for Hubbard Broadcasting Hot AC KSTP-FM/Minneapolis.

"Radio's a spontaneous medium, and you must be in sync with listener expectations and desires. It's pretty harrowing if you must go through six layers of management to do things like research."

"I got a taste of ARS when they came in and bought Capitol. Hats off to them for what they do, but I could see how much harder it was going to be to get things done. In terms of layers, having to convince people, and the whole art of programming, it was a whole different approach from what we'd done for Capitol. It also affected picking songs and marketing and promotion — which is so much AC's essence. Decisions weren't going to be made right away. They were being put on hold because you had to get a consensus on something. That's a factor with the people I network with who are involved with these big companies."

Clearly happy with the Hubbard/Minneapolis environment, which is comprised of KSTP AM & FM and a television station, the 15-month KS 95 programmer adds, "It's a great revenue market — it's really on fire here. My boss is just the best and, much like Atlanta, Minneapolis isn't over-radioed. But there's a Rock bloodbath going on here. I don't know how long it's going to take, but it looks like it's going to be a scorched-earth battle to the bitter end."

Less than three shares separate KSTP-FM from women 18-34 front-runner (CHR) KDWB. Although WLTE leads the women 25-54 race and ranks second among women 35-64, Fisher doesn't view the Lite AC as a direct threat. "They're very good at what they do, but there's no perceptual competition between us. They have an older, mainly 45+ audience. I'm not taking a shot, but they're old and soft; we're more contemporary. The 'inside' analysis is that there's a hole between them and us. There may be something emerging, but we'll have to see over the years."

Stressing the importance of keeping his station well-researched and focused on marketing, Fisher comments, "We're not trying to be Pop/Alternative, we're Hot AC. People point fingers and say Pop/Alternatives are younger, but that's a totally 'inside' thing."

"We're two years away from the year 2000, when 1985 will be 15 years ago. It's catching up to people that Mainstream and Hot ACs are more contemporary than they've ever been. It's just a case of us following where the audience wants to go, especially if you're plugged into what women 25-34 want."

Perhaps because KS 95 has preempted such a move, the Twin Cities are presently not being served by a true Pop/Alternative Hot AC. Fisher opines, "When [Alternative KZMZ] 'The Zone'

33

Magic's listeners know the songs we play, what to expect from us, and we remind them of that as often as we can.

— Don Kelley

went on the air, they looked to be 'Alternative Lite,' wanting to lean a little more to that Pop/Alternative end. But they've evolved and have definitely gone into 'Alternativeland' and are really not in our universe."

"If somebody in this market wants to be Pop/Alternative, they'll probably end up evolving into some sort of Alternative. They're going to either have to take us head-on or shift to another direction, and that direction will be Alternative."

A number of mainstream Hot ACs nationwide developed an aggressive Pop/Alternative flavor, but Fisher is noticing that "they're becoming a bit more conservative again. They're looking at the need to play more broad-based artists like Celine Dion and possibly Elton John. They can't sit there and be super-niched for long without seeing some erosion. They'll have to broaden out in some direction."

KS 95 doesn't shy away from the likes of Eric Clapton, Celine Dion, Elton John, or LeAnn Rimes. Fisher says, "Pop/rock is this radio station's real core, and we'll lean a little bit in either direction. On the other hand, we'll look at playing the occasional Bare Naked Ladies or daypart the Verve's 'Bitter Sweet Symphony' to 'hippen up' the station at night. For the most part, though, we're focused on women 25-34 and will wait to see how some 'edgier' songs develop before we play them."

It's been several months since morning personalities Van Patrick & Sheryl Kay arrived from CHR/Pop WRVW/Nashville and Pop/Alternative Hot AC KBBT/Portland, respectively. "They're getting used to things and are going to be great," promises Fisher. "They're down-to-earth people who sound like the radio station. Van's wife is pregnant, and his family won't move here until next month. He's been a little distracted by that and has been going back and forth to Nashville."

"We spent a lot of time with Van & Sheryl before they went on the air and told them what we wanted from the show. There's a relationship there that will really bud and grow on the air."

Several years have elapsed since Chuck Knapp last held down KS 95's morning-drive slot, but many people still associate the veteran programmer/personality with that role. As Fisher points out, replacing such a well-known talent is "the hardest thing any station can face. This is the third morning show in our more than 20-year history. We were underperforming in morning drive. The station was second and third in middays and afternoons, but seventh in mornings. It was time to seriously look at enhancing those morning-drive numbers, thus the change."

Milwaukee's Brewing Hotbed

Look no further than Milwaukee for one of the country's most crowded format playgrounds. After the dust settled this fall, traditional Hot AC WKTI — displaying double digits in both demos — was the victor among women 18-34

and 25-54. Fellow Hot AC WMYX placed second women 25-54 and third women 18-34, while yet a third Hot AC, Pop/Alternative WPNT, ranked fourth 18-34. Meanwhile, Lite AC WLTV finished third among women 35-64 and Rhythmic-leaning WAMG was eighth among women 35-64.

"We need to be No. 1 among females 25-54, but when we're No. 1 among females 18-34, I have to constantly scratch my head," admits WKTI PD Danny Clayton. "We're performing very well 25-34, which is probably giving us most of that 18-34 demo."

With WPNT's emergence, Clayton expected to see some fall-to-fall 18-34

erosion, but points out, "It actually seems that we've gotten a little stronger on the younger end. WMYX has become much better over the years and is a legitimate use of that signal. It's a well-programmed radio station that we've been trying to

shake off the bottom of our shoe for a while, but they won't go away. WPNT is a log being thrown in front of us, but it has a pretty limited signal. WMYX PD Brian [Kelly] is an excellent counter-programmer, so when WPNT plays spots, Brian or I — or both of us — roll one of their big songs right over the top of them."

"WMYX has shifted hotter and hotter over the years, giving up the 'Light' position. WLTV now has it all to itself. They have [syndicated night personality] Delilah, who performs very well for them."

Provided they continue being mass-appeal, mainstream Hot ACs will, according to Clayton, enjoy further success. "We have to wait and can't overreact to certain music trends. As brilliant as I think songs like 'Bitter Sweet Symphony' and Marcy Playground's 'Sex And Candy' are, we can't fall for them. If they're truly mass-appeal, we must give them time before we're able to add them. In the rush to play stuff like that, it's muddying the waters and will get us in trouble."

"Much like McDonald's and USA Today, we have to be very familiar. In the past, we got ourselves into trouble when we became a little too adventurous."

WKTI is one of the more promotionally active Hot ACs, with baseball's Milwaukee Brewers as one of its strong packaging partners. "We wrap up a lot of stuff to fit our listener's lifestyle. The Brewers switched to the National League this year, and we're following that. We always have a huge Opening Day party and have signage within County Stadium."

"We're also pretty active in all street festivals because, when the weather's good in the Midwest, everyone is outside."



Danny Clayton



Todd Fisher

Sometimes you have to take a chance to fall in love.

bob

SEGER

martina

McBRIDE



**R&R AC New & Active
#2 Most Added!!**

Including:

**WLTE WLIF WRVR WVEZ
WTVR WMGS KWAV WTCB
WTFM WFMK WAHR WCRZ
WRWC KLTA WKWK WGLM**

“Chances Are”

the first single from the forthcoming soundtrack

music from the motion picture

**HOPE
FLOATS**

**Watch for upcoming HOPE FLOATS cast
television appearances:**

**May 18 - Today Show with Sandra Bullock
and Harry Connick Jr.**

May 19 - Letterman with Sandra Bullock

May 20 - Rosie with full cast

May 22 - Letterman with Harry Connick Jr.

Album In-Store May 19



HOPE FLOATS Special May 24

HOPE FLOATS opens nationally May 29

Martina McBride appears courtesy of The RCA Records Label

Executive Soundtrack Producers: Don Was and Forest Whitaker • Motion Picture Artwork, Photos and TM © 1998 Twentieth Century Fox Film Corporation.
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3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	1	2	1	SAVAGE GARDEN Truly Madly Deeply (Columbia) 2505 2573 2632 2625 108/0					
1	2	1	2	ERIC CLAPTON My Father's Eyes (Duck/Reprise) 2467 2594 2612 2626 110/0					
6	5	3	3	ELTON JOHN Recover Your Soul (Rocket/Island) 2289 2233 2107 2005 109/1					
7	7	6	4	SHANIA TWAIN You're Still The One (Mercury) 2257 2052 2002 1885 106/2					
5	3	4	5	JOHN TESH (JAMES INGRAM) Give Me Forever (I Do) (GTSP/Mercury) 2201 2213 2200 2229 106/0					
4	4	5	6	BACKSTREET BOYS As Long As You Love Me (Jive) 2014 2106 2199 2256 101/1					
8	8	8	7	DAKOTA MOON A Promise I Make (Elektra/EEG) 1774 1707 1648 1596 99/0					
3	6	7	8	CELINE DION My Heart Will Go On (550 Music) 1761 1930 2089 2327 102/0					
12	11	9	9	MADONNA Frozen (Maverick/WB) 1547 1432 1286 1148 91/3					
11	10	10	10	AMY GRANT Like I Love You (A&M) 1440 1414 1364 1259 87/1					
14	13	11	11	MICHAEL BOLTON Safe Place From The Storm (Columbia) 1264 1198 1078 1045 79/2					
10	12	12	12	PAULA COLE I Don't Want To Wait (Imago/WB) 1059 1189 1274 1388 67/0					
20	16	14	13	LEANN RIMES Looking Through Your Eyes (Curb/Atlantic) 977 904 746 630 84/7					
9	9	13	14	FLEETWOOD MAC Landslide (Reprise) 882 1168 1379 1513 60/0					
BREAKER			15	SARAH McLACHLAN Adia (Arista) 881 779 662 580 74/6					
13	14	15	16	ELTON JOHN Something About The Way You... (Rocket/Island) 858 897 968 1076 60/0					
22	21	18	17	MARIAH CAREY My All (Columbia) 849 712 592 468 69/3					
19	19	17	18	DARYL HALL & JOHN OATES The Sky Is Falling (Push) 757 725 707 705 59/0					
26	24	20	19	BONNIE RAITT One Belief Away (Capitol) 680 611 470 274 63/6					
—	26	23	20	GLORIA ESTEFAN Heaven's What I Feel (Epic) 664 431 277 120 60/9					
23	22	19	21	NATALIE IMBRUGLIA Torn (RCA) 661 621 557 405 40/7					
25	25	21	22	PETER CETERA She Doesn't Need Me Anymore (River North) 575 544 456 363 55/4					
30	27	24	23	VONDA SHEPARD Searchin' My Soul (550 Music) 379 337 246 153 28/3					
—	—	25	24	CHICAGO All Roads Lead To You (Reprise) 374 289 153 52 41/8					
29	—	26	25	38 SPECIAL Saving Grace (Razor & Tie) 252 244 175 163 27/2					
—	—	29	26	JAMES TAYLOR Jump Up Behind Me (Columbia) 234 190 134 52 32/3					
27	28	28	27	JANET Together Again (Virgin) 228 214 208 199 11/0					
DEBUT			28	JANIS IAN Getting Over You (Windham Hill) 176 144 87 73 21/3					
DEBUT			29	K-CI & JOJO All My Life (MCA) 175 133 124 95 18/2					
—	—	30	30	SHAWN COLVIN Nothin On Me (Columbia) 162 166 135 127 14/1					

This chart reflects airplay from April 27-May 3. Songs ranked by total plays. Highlighted songs indicate Breaker 112 AC reporters. 107 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1998, R&R Inc.

NEW & ACTIVE

DIANA KRALL Peel Me A Grape (Impulse!/GRP)
Total Stations: 26, Adds: 1, Plays: 157, WMJX 1 (1), WRCH 6 (6), WWLI 5 (5), WLIF 2 (2), WKWK 10 (10), WGSY 8 (8), WEAT 3 (3), WDEF 3 (2), KVIL 7 (7), KMGL 3 (3), WTPI 8 (8), WFMK 10 (10), WGLM 7 (7), WMGN 9 (9), WSWT 2, WRWC 12 (12), KATF 5 (5), WQLR 5 (2), WLTE 6 (6), KELO 5 (5), KGBX 12 (12), KRNO 1 (1), KJSN 5 (3), KWAV 12 (3), KKCW 2 (2), KISC 8 (7).

MARILYN SCOTT Starting To Fall (Warner Bros.)
Total Stations: 20, Adds: 5, Plays: 128, including WWLI 10 (5), WLIF 2 (2), WKWK 10 (5), WGSY 8 (8), WSPA 2 (1), WDEF 10 (5), WAJI 5, WOOD 7, WTPI 10 (9), WFMK 10, WGLM 13 (4), WMGN 5 (5), WRWC 12 (5), KELO 5, KCLI 7 (5), KJSN 5 (5), KWAV 7 (2).

BRIAN MCKNIGHT Anytime (Motown)
Total Stations: 19, Adds: 5, Plays: 100, including WLTW 7, WWLI 5 (5), WLIF 4 (4), WMJQ 22 (17), WHUD 1, WKWK 5 (5), WMGS 5 (5), WGSY 7 (7), WTVR 5, WEAT 3 (3), WRMF 8 (7), WDEF 3 (3), WGLM 7 (8), WRWC 8 (8), WLTE 7 (5), KWAV 3 (3).

OLIVIA NEWTON-JOHN I Honestly Love You (MCA/Universal)
Total Stations: 11, Adds: 8, Plays: 72, including WLTW 7 (5), WLIF 7, WPCH 3, WTVR 3, WJXB 10, WLIT 4, WLTE 5 (5), KELO 7, KKCW 14 (13), KSBL 12.

STEVE PERRY I Stand Alone (Atlantic)
Total Stations: 18, Adds: 18, Plays: 48, including WWLI 5, WLIF 7, WTVR 5, WDEF 6, WCRZ 1, WGLM 2, KELO 7, KWAV 15.

BOB SEGER & MARTINA MCBRIDE Chances Are (Capitol)
Total Stations: 16, Adds: 16, Plays: 26, including WLIF 4, WMGS 7, WTVR 3, WCRZ 4, KLTA 5, KWAV 3.

Songs ranked by total plays.
Station call letters followed by number of plays.

BREAKERS

SARAH McLACHLAN
Adia (Arista)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
881/102	74/6	15

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
STEVE PERRY I Stand Alone (Atlantic)	18
BOB SEGER & MARTINA MCBRIDE Chances Are (Capitol)	16
GLORIA ESTEFAN Heaven's What I Feel (Epic)	9
CHICAGO All Roads Lead To You (Reprise)	8
OLIVIA NEWTON-JOHN I Honestly Love You (MCA/Universal)	8
NATALIE IMBRUGLIA Torn (RCA)	7
LEANN RIMES Looking Through Your Eyes (Curb/Atlantic)	7
CELINE DION To Love You More (550 Music)	6
SARAH McLACHLAN Adia (Arista)	6
BONNIE RAITT One Belief Away (Capitol)	6

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GLORIA ESTEFAN Heaven's What I Feel (Epic)	+233
SHANIA TWAIN You're Still The One (Mercury)	+205
MARIAH CAREY My All (Columbia)	+137
MADONNA Frozen (Maverick/WB)	+115
SARAH McLACHLAN Adia (Arista)	+102
CHICAGO All Roads Lead To You (Reprise)	+85
LEANN RIMES Looking Through Your Eyes (Curb/Atlantic)	+73
BONNIE RAITT One Belief Away (Capitol)	+69
DAKOTA MOON A Promise I Make (Elektra/EEG)	+67
MARILYN SCOTT Starting To Fall (Warner Bros.)	+67

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
LEANN RIMES How Do I Live? (Curb)
RICHARD MARX & DONNA LEWIS At The Beginning (Atlantic)
VANESSA WILLIAMS Oh How The Years Go By (Mercury)
JIM BRICOMAN w/s. ASHTON & C. RAYE The Gift (Windham Hill)
BACKSTREET BOYS Quit Playing Games (With My Heart) (Jive)
KENNY G Loving You (Arista)
JEWEL You Were Meant For Me (Atlantic)
JEWEL Foolish Games (Atlantic)
KENNY G My Heart Will Go On (Arista)
BLESSID UNION Light In Your Eyes (Capitol)

Breakers: Songs registering 875 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.



holly cole "Onion Girl"

The new single from her critically acclaimed album *DARK DEAR HEART*

"Cole's vocals define the album...she consistently proves that delivering a lyric is as much a creative art as writing one." - Rolling Stone

- The tour continues through May 17th
- Watch for Lilith Fair dates in July

ADDS 5/11





HOT AC TOP 30

MAY 8, 1998

BREAKERS

VONDA SHEPARD

Searchin' My Soul (550 Music)

TOTAL PLAYS/INCREASE: 1371/321 TOTAL STATIONS/ADDS: 64/6 CHART: 17

MATCHBOX 20

Real World (Lava/Atlantic)

TOTAL PLAYS/INCREASE: 1294/289 TOTAL STATIONS/ADDS: 51/9 CHART: 18

GOO GOO DOLLS

Iris (Warner Sunset/Reprise)

TOTAL PLAYS/INCREASE: 1231/314 TOTAL STATIONS/ADDS: 59/9 CHART: 20

NATALIE MERCHANT

Kind & Generous (Elektra/EEG)

TOTAL PLAYS/INCREASE: 1200/806 TOTAL STATIONS/ADDS: 65/22 CHART: 21

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
NATALIE MERCHANT Kind & Generous (Elektra/EEG)	22
ALANIS MORISSETTE Uninvited (Warner Sunset/Reprise)	11
CHEERY POPPIN' DADDIES Zoot Suit Riot (Mojo/Universal)	9
GOO GOO DOLLS Iris (Warner Sunset/Reprise)	9
MATCHBOX 20 Real World (Lava/Atlantic)	9
FASTBALL The Way (Hollywood)	8
DANNY WILDE + THE REMBRANDTS Long... (EastWest/EEG)	7
EDWIN MCCAIN I'll Be (Lava/Atlantic)	7
SEMISONIC Closing Time (MCA)	7
VONDA SHEPARD Searchin' My Soul (550 Music)	6

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NATALIE MERCHANT Kind & Generous (Elektra/EEG)	+806
ALANIS MORISSETTE Uninvited (Warner Sunset/Reprise)	+345
VONDA SHEPARD Searchin' My Soul (550 Music)	+321
GOO GOO DOLLS Iris (Warner Sunset/Reprise)	+314
MATCHBOX 20 Real World (Lava/Atlantic)	+289
FASTBALL The Way (Hollywood)	+257
CHEERY POPPIN' DADDIES Zoot Suit Riot (Mojo/Universal)	+227
WALLFLOWERS Heroes (Epic)	+216
EDWIN MCCAIN I'll Be (Lava/Atlantic)	+206
SHANIA TWAIN You're Still The One (Mercury)	+179

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
TONIC If You Could Only See (Polydor/A&M)
PAULA COLE I Don't Want To Wait (Imago/WB)
SISTER HAZEL All For You (Universal)
BEN FOLDS FIVE Brick (550 Music)
SUGAR RAY Fly (Lava/Atlantic)
GREEN DAY Time Of Your Life (Good Riddance) (Reprise)
CHUMBAWAMBA Tubthumping (Republic/Universal)
LISA LOEB I Do (Geffen)
MATCHBOX 20 Push (Lava/Atlantic)
THIRD EYE BLIND Semi-Charmed Life (Elektra/EEG)

Brokers: Songs registering 1200 plays or more for the first time. Artists 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.

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	NATALIE IMBRUGLIA Torn (RCA)	3908	3805	3702	3617	93/1
2	2	2	2	MATCHBOX 20 3am (Lava/Atlantic)	3137	3230	3313	3417	83/0
3	3	3	3	SAVAGE GARDEN Truly Madly Deeply (Columbia)	2927	3047	3013	3189	77/0
11	7	5	4	EDWIN MCCAIN I'll Be (Lava/Atlantic)	2377	2171	2027	1899	78/7
7	4	4	5	MARCY MCCAIN Sex And Candy (Capitol)	2293	2232	2246	2154	63/3
16	13	7	6	FASTBALL The Way (Hollywood)	2290	2033	1763	1581	77/8
6	5	6	7	ERIC CLAPTON My Father's Eyes (Duck/Reprise)	2205	2139	2184	2173	68/0
21	18	11	8	ALANIS MORISSETTE Uninvited (Warner Sunset/Reprise)	2122	1777	1413	1131	87/11
9	8	9	9	SMASH MOUTH Walkin' On The Sun (Interscope)	1937	1932	1995	2072	57/0
12	9	10	10	MADONNA Frozen (Maverick/WB)	1868	1871	1966	1851	61/0
14	12	12	11	PAULA COLE Me (Imago/WB)	1858	1775	1847	1781	72/0
5	6	8	12	THIRD EYE BLIND How's It Going To Be (Elektra/EEG)	1840	2010	2174	2208	58/1
18	16	14	13	SARAH MCCLACHLAN Adia (Arista)	1727	1625	1492	1346	68/1
4	10	15	14	LOREENA MCKENITT Dance Longers' Dance (Quintan Road/WB)	1530	1693	1962	2303	50/0
19	19	18	15	BACKSTREET BOYS As Long As You Love Me (Jive)	1441	1416	1361	1340	46/0
8	11	13	16	VERVE Bitter Sweet Symphony (Hut/Virgin)	1387	1710	1909	2121	52/1
BREAKER	17	19	17	VONDA SHEPARD Searchin' My Soul (550 Music)	1371	1050	823	585	64/6
BREAKER	18	20	18	MATCHBOX 20 Real World (Lava/Atlantic)	1294	1005	820	708	51/9
13	14	16	19	BILLIE MYERS Kiss The Rain (Universal)	1275	1472	1683	1823	52/0
BREAKER	20	21	20	GOO GOO DOLLS Iris (Warner Sunset/Reprise)	1231	917	610	396	59/9
BREAKER	21	22	21	NATALIE MERCHANT Kind & Generous (Elektra/EEG)	1200	394	—	—	85/22
10	15	17	22	CELINE DION My Heart Will Go On (550 Music)	1139	1428	1626	1941	39/1
27	26	26	23	SHANIA TWAIN You're Still The One (Mercury)	1044	865	738	562	43/3
23	22	23	24	SISTER 7 Know What You Mean (Arista Austin/Arista)	1035	949	916	810	42/1
20	21	19	25	SHAWN COLVIN Nothin On Me (Columbia)	988	1062	1151	1146	48/0
—	29	27	26	CHEERY POPPIN' DADDIES Zoot Suit Riot (Mojo/Universal)	977	750	526	351	52/9
22	23	25	27	FLEETWOOD MAC Landslide (Reprise)	952	884	853	815	36/1
—	—	29	28	WALLFLOWERS Heroes (Epic)	929	713	271	—	45/4
25	27	28	29	ELTON JOHN Recover Your Soul (Rocket/Island)	660	746	634	612	29/0
28	30	30	30	JANET Together Again (Virgin)	566	512	513	492	21/1

This chart reflects airtplay from April 27-May 3. Songs ranked by total plays. Highlighted songs indicate Breaker. 93 Hot AC reporters. 92 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1998, R&R Inc.

NEW & ACTIVE

REBEKAH Sin So Well (Elektra/EEG)
Total Stations: 33. Adds: 2. Plays: 540. WBXX 12 (7), WMGX 25 (27), WKLO 13 (13), WKLI 19 (13), WVMX 10, WDRV 22 (21), WZNE 9 (8), WOMP 7 (10), WCGO 14 (13), WOSM 22 (25), WKSI 7 (7), WPTT 37 (38), WMBX 45 (26), WSSR 28 (26), WMBX 7 (5), KPEK 22 (22), KDMY 9 (9), KKY5 16 (14), WKOD 17 (17), WVMX 1 (1), WOAL 13 (13), WPMI 28 (25), WWWW 18 (12), KOZN 30 (25), KMKB 1 (1), KMXX 12 (12), KILY 7 (11), KYSR 18 (25), KOSO 20 (15), KCDU 12 (13), KFMB 13 (26), KLLC 16 (17), KRUZ 10 (11).

LISA LOEB Let's Forget About It (Geffen)
Total Stations: 28. Adds: 0. Plays: 467. WBXX 12 (3), WDAO 17 (17), WMGX 23 (26), WKLI 14 (11), WKEE 12 (12), WDRV 22 (21), WOMP 10 (13), WQWZ 17 (16), WCGO 16 (11), WOSM 21 (20), WPTT 25 (24), WKLI 18 (17), WMBX 23 (25), KURB 19 (20), KPEK 18 (18), KAMX 21 (21), KDMY 9 (8), KKY5 10 (17), WTMX 20, WOAL 15 (15), WPMI 26 (27), WWWW 12 (10), KMDS 7 (7), KOSO 15 (5), KBBT 27 (41), KRUZ 15 (15), KPLZ 11 (13), KEYW 12 (12).

SEMISONIC Closing Time (MCA)
Total Stations: 25. Adds: 7. Plays: 409, including WKLI 15 (8), WLCE 5, WDRV 23 (20), WZNE 20 (21), WOMP 10 (10), WOSM 21, WKSI 32 (35), WPTT 14 (11), WSHE 15 (20), WSSR 10 (9), KPEK 50 (46), KZZP 22 (22), WPMI 10, KOZN 22, WALC 45 (43), KALC 5 (5), KILY 20 (21), KYSR 26 (27), KYSR 28 (28), KOSO 5 (5), KLLC 11 (10).

EVERCLEAR I Will Buy You A New Life (Capitol)
Total Stations: 26. Adds: 2. Plays: 395. WZNE 13 (7), WOMP 12 (13), WOSM 12 (15), WKLI 29 (19), WSSR 12 (7), KPEK 18 (2), KDMY 9 (10), KKPX 14 (15), KZZP 22, WKOD 14, WTMX 17 (45), WWWW 10 (10), KOZN 34 (29), WALC 42, KALC 18 (5), KILY 15 (10), KOSO 10 (5), KZZO 22 (2), KFMB 55 (60), KLLC 17 (18).

K-CI & JOJO All My Life (MCA)
Total Stations: 15. Adds: 2. Plays: 385. WDAO 25, WKEE 27 (26), WCGO 14, WOSM 57 (53), WKSI 21 (15), KKO8 19 (9), KKY5 46 (48), KSI 45 (44), KRAY 4 (2), WMBX 18, WVVY 28 (31), KMXX 19 (19), KCCX 33 (8), KPLZ 18, KEYW 11.

BONNIE RAITT One Belief Away (Capitol)
Total Stations: 15. Adds: 0. Plays: 277. WDAO 17 (17), WMGX 24 (26), WKLI 20 (15), WQWZ 28 (27), WPLL 18 (20), WKLI 30 (28), KURB 25 (22), WMC 22 (18), KPEK 19 (19), KDMY 18 (18), WKOD 15 (21), WOAL 6, WWWW 15 (16), KFMB 14 (17), KRUZ 6.

NAKED Raining On The Sky (Red Ant)
Total Stations: 15. Adds: 1. Plays: 278. WKLO 16 (15), WKLI 14 (12), WDRV 23 (21), WOMP 13 (11), WSHE 19 (20), WSSR 12, WMBX 10 (11), KDMY 19 (19), KKPX 25 (21), KZZP 22 (11), WALC 44, KALC 7 (10), KOSO 20 (15), KCDU 12 (14), KLLC 20 (23).

JARS OF CLAY Five Candles (You Were There) (Essential/Silvertone)
Total Stations: 22. Adds: 1. Plays: 264. WDAO 5 (4), WKLI 15 (10), WOMP 13 (12), WQWZ 16 (16), WWOE 8 (7), WPTT 38 (37), WMBX 18 (18), WAKS 5 (5), WSSR 16 (16), KURB 10 (15), WMC 1 (5), KKO8 2, KDMY 9 (10), KKY5 10 (11), WTMX 20 (17), WWWW 15 (12), KILY 8 (9), KOSO 5 (5), KLLC 16 (17), KRUZ 5 (10), KPLZ 18 (12), KEYW 11 (10).

BLACK LAB Time Ago (DGC/Geffen)
Total Stations: 15. Adds: 1. Plays: 232, including WDAO 16 (18), WKLI 20 (10), WKEE 8, WOMP 11 (12), WOSM 15 (10), WKSI 32 (33), WPTT 16 (14), KAMX 40 (35), KDMY 2 (2), KDMX 24 (24), KZZP 29 (22), KALC 5 (5), KILY 4 (4), KOSO 10 (5).

TORI AMOS Spark (Atlantic)
Total Stations: 12. Adds: 2. Plays: 222, including WBXX 11 (3), WLCE 8 (8), WSHE 18, WSSR 7 (7), KAMX 32 (34), WTMX 18 (6), WPMI 24 (24), KOZN 40 (37), KYSR 22 (24), KBBT 26 (21), KLLC 16 (16).

MEREDITH BROOKS Stop (Capitol)
Total Stations: 12. Adds: 5. Plays: 145, including WOMP 27 (26), WSSR 8 (7), WMBX 6, KURB 5, KDMY 16 (2), KKPX 2, WTMX 44, WWWW 5, KILY 3, KZZO 17, KEYW 12 (5).

JUNKSTER The Only One (RCA)
Total Stations: 9. Adds: 2. Plays: 63, including WOMP 10 (11), WPTT 11, WSSR 9 (7), WVMX 5 (3), KMXX 8 (8), KILY 5, KLLC 17 (9).

Songs ranked by total plays. Station call letters followed by number of plays.

KURR • WSSL • WKKT • WBVR • WKHT • WNEW • WMMR • WRZQ • KRZZ • WAPL • WCBC • WFMX • WXRK • KIKI • WJRR • WTEN • WXXM • KISS • WYRC

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HOT AC PLAYLISTS

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

Big 105.5 MARKET #1
WJVL/New York
(212) 704-1051
Wax

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
35	35	39	41		PAULA COLLEA Don't Want To Wait
35	35	41			SARAGE GARDEN/Truly Madly Deeply
35	35	41			CELIE HOONBY/Heart We Go On
18	18	27			BACKSTREET BOYS/Long As We Can See
10	10	31			MADONNA/Frozen
18	18	28			LEARN TO CRAWL/You're So Into Me
10	10	27			BILLIE MYERS/Kiss The Rain
20	20	21			ELTON JOHN/Something About
6	6	26			NHAN MICH/Long As We Can See
6	6	26			VONDA SHEPARD/Searchin' My Soul
7	7	24			NATALIE IMBRUGLIA/For You
7	7	24			PAULA COLLEA Don't Want To Wait
7	7	24			FLEETWOOD MAC/Landslide
19	19	21			AMITY/Together Again
10	10	23			ERIC CLAPTON/Father's Eyes
19	19	23			SHARBA THAM/You're Still The One
5	5	22			SISTER HAZEL/For You
77	77	22			TOBY/TW You Could Only
8	8	22			NO MERCY/When Do You Go On
20	20	21			SHAWN COLVIN/Sunny Came Home
1	1	21			JEWEL/You Were Meant For
1	1	21			MATCHBOX 20/Real World
5	5	20			THIRD EYE BLIND/How's It Going To Be
19	19	21			THIRD EYE BLIND/How's It Going To Be
18	18	20			CHERRY POPPUP/Just Sittin' Here
6	6	20			SMASH MOUTH/When It Comes To You
5	5	20			DARIN ROBERTS/You Can't Say No
16	16	21			WJVL/Goodies
6	6	20			CHERRY POPPUP/Just Sittin' Here
26	26	21			SUGAR RAY/You

95.5 WPLJ MARKET #2
WJVL/New York
(212) 613-8900
Cuddy/Sannoni/Mascaro

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
47	50	51	52		NATALIE IMBRUGLIA/For You
32	47	48			ERIC CLAPTON/Father's Eyes
35	35	46			BACKSTREET BOYS/Long As We Can See
50	50	48			MATCHBOX 20/Real World
48	50	50			SARAGE GARDEN/Truly Madly Deeply
28	30	48			FLEETWOOD MAC/Landslide
46	47	48			ELTON JOHN/Something About
45	47	47			BILLIE MYERS/Kiss The Rain
75	37	37			VONDA SHEPARD/Searchin' My Soul
27	36	37			FASTBALL/The Way
34	31	34			SISTER HAZEL/For You
46	45	31			PAULA COLLEA Don't Want To Wait
21	16	32			EDWIN MCCARTHY/Be
21	17	32			SHARBA THAM/You're Still The One
79	33	33			MADONNA/Frozen
17	25	33			SARAH McLACHLAN/Adia
23	27	33			MARCY PLAYGROUNDES/See And Candy
24	20	33			MATCHBOX 20/Real World
14	11	33			PAULA COLLEA
32	30	31			THIRD EYE BLIND/How's It Going To Be
13	15	31			WALLFLOWERS/One Headlight
12	14	31			THIRD EYE BLIND/How's It Going To Be
15	17	31			CHERRY POPPUP/Just Sittin' Here
13	17	31			SMASH MOUTH/When It Comes To You
13	17	31			DARIN ROBERTS/You Can't Say No
13	17	31			MEREDITH BROOKS/Crash Into Me
31	33	30			CELIE HOONBY/Heart We Go On
1	1	30			NATALIE IMBRUGLIA/For You

STAR 102.9 MARKET #3
KYSR/Los Angeles
(818) 955-7000
Parelli/Ebbett

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
45	50	51	52		NATALIE IMBRUGLIA/For You
50	50	51			THIRD EYE BLIND/How's It Going To Be
55	55	56			MATCHBOX 20/Real World
60	62	60			MARCY PLAYGROUNDES/See And Candy
61	62	65			SMASH MOUTH/When It Comes To You
54	58	61			SARAH McLACHLAN/Adia
40	39	61			SARAGE GARDEN/Truly Madly Deeply
29	35	60			CHERRY POPPUP/Just Sittin' Here
39	36	62			FASTBALL/The Way
38	38	60			MADONNA/Frozen
40	37	61			SARAH McLACHLAN/Adia
34	31	60			ALANIS MORISSETTE/Uninvited
17	23	60			NATALIE IMBRUGLIA/For You
34	33	60			WALLFLOWERS/One Headlight
25	24	60			SARAH McLACHLAN/Adia
50	50	60			SMASH MOUTH/When It Comes To You
26	27	60			MATCHBOX 20/Real World
18	21	61			SUGAR RAY/You
18	21	61			WALLFLOWERS/One Headlight
41	41	61			TOBY/TW You Could Only
29	20	60			CHERRY POPPUP/Just Sittin' Here
39	27	60			BILLIE MYERS/Kiss The Rain
36	20	60			PAULA COLLEA Don't Want To Wait

101.9 THE MIX MARKET #4
WTKW/Chicago
(815) 946-1019
James/Karak

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
46	44	44			FASTBALL/The Way
46	45	45			MATCHBOX 20/Real World
45	45	45			NATALIE IMBRUGLIA/For You
31	30	44			MADONNA/Frozen
45	45	46			SARAGE GARDEN/Truly Madly Deeply
30	31	44			GOD GOO DOLLS/Save
45	45	46			WALLFLOWERS/One Headlight
45	45	46			BAREBARO/Just Sittin' Here
13	13	46			ALANIS MORISSETTE/Uninvited
19	16	47			GREEN DAY/Time Of Your Life
46	45	47			PEARL JAM/Whatever
45	45	47			LISA LOEB/Do You
18	17	47			JARS OF CLAY/Five Castles
13	13	47			VERVE/Butter Sweet
13	17	47			TONI AMOS/Speak
20	45	47			EVERCLEAR/You Will Be Fine
35	29	48			PAULA COLLEA Don't Want To Wait
16	17	48			SARAH McLACHLAN/Adia
16	17	48			SMASH MOUTH/When It Comes To You
16	17	48			SHAWN COLVIN/Nothin' On Me
13	15	48			SARAH McLACHLAN/Adia
14	16	48			BILLIE MYERS/Kiss The Rain
14	17	48			EDWIN MCCARTHY/Be
17	14	48			MEREDITH BROOKS/Crash Into Me
32	17	48			MARCY PLAYGROUNDES/See And Candy
1	1	48			JURIS/You Could Only
1	1	48			VONDA SHEPARD/Searchin' My Soul
1	1	48			CORINNE BAILEY RAE/When Love Takes Over
1	1	48			CHERRY POPPUP/Just Sittin' Here

Alice @ 97.3 MARKET #5
KLLC/San Francisco
(415) 765-4097
Kaplan/Steele

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
44	47	46			FASTBALL/The Way
37	46	46			LORENA MCKENRITT/The Mummies' Dance
17	38	46			PAULA COLLEA
44	46	46			NATALIE IMBRUGLIA/For You
32	45	46			SARAH McLACHLAN/Adia
46	43	46			MADONNA/Frozen
46	43	46			SARAGE GARDEN/Truly Madly Deeply
17	18	46			ALANIS MORISSETTE/Uninvited
46	38	46			MATCHBOX 20/Real World
39	34	46			VERVE/Butter Sweet
46	43	46			MEREDITH BROOKS/Crash Into Me
19	24	46			ALANIS MORISSETTE/Uninvited
19	24	46			ALANIS MORISSETTE/Uninvited
30	34	46			GREEN DAY/Time Of Your Life
36	35	46			ALANIS MORISSETTE/Uninvited
19	23	46			TONI AMOS/Speak
18	24	46			GARRISON STARR/Superhero
44	39	46			SHAWN COLVIN/Nothin' On Me
18	19	46			DAVE MATTHEWS BAND/Crash Into Me
17	20	46			SISTER HAZEL/For You
1	1	46			NATALIE IMBRUGLIA/For You
10	18	46			EDWIN MCCARTHY/Be
13	19	46			MEREDITH BROOKS/Crash Into Me
10	18	46			TONI AMOS/Speak
9	17	46			BILLY BRAY/Butter Sweet
17	18	46			JARS OF CLAY/Five Castles
17	18	46			SMASH MOUTH/When It Comes To You
6	7	46			VERVE/Butter Sweet

STAR 102.9 MARKET #6
WTKW/Philadelphia
(610) 668-0750
Johnson/Askey

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
35	34	35			SARAGE GARDEN/Truly Madly Deeply
30	31	35			BACKSTREET BOYS/Long As We Can See
31	32	35			PAULA COLLEA Don't Want To Wait
31	32	35			MATCHBOX 20/Real World
25	25	35			ELTON JOHN/Something About
25	25	35			MADONNA/Frozen
16	23	35			NATALIE IMBRUGLIA/For You
19	22	35			REN FOLDS/Five Castles
19	21	35			MADONNA/Frozen
33	34	35			CELIE HOONBY/Heart We Go On
23	24	35			SUGAR RAY/You
16	17	35			JURIS/You Could Only
12	14	35			THIRD EYE BLIND/How's It Going To Be
10	12	35			FLEETWOOD MAC/Landslide
8	12	35			FASTBALL/The Way
21	19	35			SHARBA THAM/You're Still The One
15	17	35			MADONNA/Frozen
15	17	35			DURAN DURAN/Notorious B.I.B.
13	18	35			JEWEL/You Were Meant For
10	18	35			SHAWN COLVIN/Nothin' On Me
8	18	35			LEARN TO CRAWL/You're So Into Me
7	18	35			BACKSTREET BOYS/Long As We Can See
22	10	35			CHURCH & DWIGHT/When Love Takes Over

102.9 MARKET #7
KDKB/Dallas
(972) 951-1029
Stein/Thomas

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
66	66	68			SARAGE GARDEN/Truly Madly Deeply
54	50	66			SISTER HAZEL/For You
64	67	66			PAULA COLLEA Don't Want To Wait
28	35	66			BACKSTREET BOYS/Long As We Can See
65	66	67			MATCHBOX 20/Real World
32	35	69			MADONNA/Frozen
37	35	69			NATALIE IMBRUGLIA/For You
67	66	68			SMASH MOUTH/When It Comes To You
40	64	68			TOBY/TW You Could Only
37	35	68			MARCY PLAYGROUNDES/See And Candy
15	32	68			GOD GOO DOLLS/Save
30	31	68			ALANIS MORISSETTE/Uninvited
31	30	68			THIRD EYE BLIND/How's It Going To Be
33	37	68			MADONNA/Frozen
32	36	68			WALLFLOWERS/One Headlight
12	38	68			ALANIS MORISSETTE/Uninvited
30	34	68			FASTBALL/The Way
31	29	68			SUGAR RAY/You
4	33	68			DURAN DURAN/Notorious B.I.B.
14	26	68			NATALIE IMBRUGLIA/For You
11	24	68			BLACK LAMB/Time
19	21	68			FLEETWOOD MAC/Landslide
21	21	68			REN FOLDS/Five Castles
26	21	68			SHAWN COLVIN/Nothin' On Me
24	22	68			ELTON JOHN/Something About
18	19	68			NORBITA/When Love Takes Over
42	18	68			CELIE HOONBY/Heart We Go On
19	14	68			PAULA COLLEA
2	18	68			MEREDITH BROOKS/Crash Into Me
2	18	68			MATCHBOX 20/Real World

Q95.5 MARKET #8
WTKW/Detroit
(810) 967-3750
Gillies/Buchalter

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
57	58	57			BACKSTREET BOYS/Long As We Can See
58	57	57			SMASH MOUTH/When It Comes To You
56	58	58			SARAGE GARDEN/Truly Madly Deeply
35	32	58			PAULA COLLEA Don't Want To Wait
30	33	58			NATALIE IMBRUGLIA/For You
55	58	58			CELIE HOONBY/Heart We Go On
54	59	58			MATCHBOX 20/Real World
35	33	58			ROBYN/Show Me Love
35	34	58			BILLIE MYERS/Kiss The Rain
34	32	58			MADONNA/Frozen
34	35	58			SUGAR RAY/You
30	26	58			JANET/Together Again
12	23	58			VONDA SHEPARD/Searchin' My Soul
35	35	58			LORENA MCKENRITT/The Mummies' Dance
20	20	58			ERIC CLAPTON/Father's Eyes
20	12	58			VERVE/Butter Sweet
15	15	58			MARCY PLAYGROUNDES/See And Candy
18	18	58			CHURCH & DWIGHT/When Love Takes Over
7	20	58			MATCHBOX 20/Real World
26	13	58			THIRD EYE BLIND/How's It Going To Be
33	34	58			TOBY/TW You Could Only
18	18	58			LEARN TO CRAWL/You're So Into Me
18	18	58			THIRD EYE BLIND/How's It Going To Be
12	14	58			SHARBA THAM/You're Still The One
18	18	58			VERVE/Butter Sweet
10	10	58			GOD GOO DOLLS/Save
19	12	58			JAN/When Love Takes Over
1	1	58			CHERRY POPPUP/Just Sittin' Here

MIX 102.3 FM MARKET #9
WTKW/Washington
(202) 686-3100
Kosbau/Parker

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
19	18	35			SUGAR RAY/You
34	35	36			MATCHBOX 20/Real World
33	31	36			SMASH MOUTH/When It Comes To You
35	29	36			PAULA COLLEA Don't Want To Wait
36	34	36			NATALIE IMBRUGLIA/For You
35	33	36			SARAGE GARDEN/Truly Madly Deeply
21	20	36			LISA LOEB/Do You
20	33	36			SHAWN COLVIN/Nothin' On Me
35	35	36			SISTER HAZEL/For You
1	5				

NAC/SMOOTH JAZZ PLAYLISTS

May 8, 1998 R&R • 79

FIND COMPLETE PLAYLISTS FOR ALL NAC/SMOOTH JAZZ REPORTERS ON R&R ONLINE

CD 101.5
WJZZ/Atlanta
(404) 352-7019
Mullen/LeBoey

PLAYS	TIME	ARTIST/TITLE
20	11 24	BOBEY JAMES/After The Rain
21	11 24	TESH FIRINGRAM/Give Me Forever...
22	11 24	JONATHAN BUTLER/Dancing On The Shore
23	11 24	CHUCK LOEB/Just Us
24	11 24	SPYRO GYRA/Worshiping Dance
25	11 24	BRIAN MCBRIDE/Anytime
26	11 24	CHELIE MINUCCI/Dreams
27	11 24	OPEN DOOR/That's How I Feel
28	11 24	DAKOTA MOORE/Promise I Make
29	11 24	BRYAN SWAGG/Kaleidoscope
30	11 24	SOUNDSCAPE/Brand New Day
31	11 24	WILLIE DOWNING/Share
32	11 24	SMPLY RED/When It Rains It Pours

KTVA/Seattle
KTVA/Seattle
(206) 461-7700
Brodie/Stewart

PLAYS	TIME	ARTIST/TITLE
20	11 19	FOUR 80 EAST/Eastside
21	11 19	JOYCE COOLING/After Hours
22	11 19	RIPPINGTONS/Another Life
23	11 19	BOBEY JAMES/After The Rain
24	11 19	KIM WATERS/Nightfall
25	11 19	B-TRIBE/Sometimes
26	11 19	RICHARD ELLIOTT/In The Groove
27	11 19	PEACE OF MIND/Peace Of Mind
28	11 19	CHRIS STANDING/Cool Shades
29	11 19	KENNY G/My Heart Will Go On
30	11 19	JONATHAN BUTLER/Dancing On The Shore
31	11 19	CANDY DULFER/Smooth
32	11 19	BOB JAMES/After The Rain
33	11 19	BRIAN BROMBERG/By The Fireplace
34	11 19	ERIC CLAPTON/Behind His Woman
35	11 19	DAKOTA MOORE/Promise I Make
36	11 19	KEVIN CARLSON/My Heart Will Go On
37	11 19	BOB MARLEY/My Mind
38	11 19	ERIC CLAPTON/Behind His Woman
39	11 19	BOB MARLEY/My Mind
40	11 19	TESH FIRINGRAM/Give Me Forever...
41	11 19	PHIL PERRY/One Heart One Love
42	11 19	BRIAN BROMBERG/By The Fireplace
43	11 19	BOBEY JAMES/After The Rain
44	11 19	KIM WATERS/Nightfall
45	11 19	BOBEY JAMES/After The Rain
46	11 19	BOBEY JAMES/After The Rain
47	11 19	BOBEY JAMES/After The Rain
48	11 19	BOBEY JAMES/After The Rain
49	11 19	BOBEY JAMES/After The Rain
50	11 19	BOBEY JAMES/After The Rain

WVHA/Chicago
WVHA/Chicago
(312) 645-9550
Goldstein/Sites

PLAYS	TIME	ARTIST/TITLE
20	11 19	RICHARD ELLIOTT/In The Groove
21	11 19	DOWN TO THE BONE/Brooklyn Heights
22	11 19	CHUCK LOEB/Just Us
23	11 19	CANDY DULFER/Smooth
24	11 19	TIM WYSELING/Summerland
25	11 19	BOBEY JAMES/After The Rain
26	11 19	BOBEY JAMES/After The Rain
27	11 19	JONATHAN BUTLER/Dancing On The Shore
28	11 19	DEWEY JOSE/That's How I Feel
29	11 19	CHARLES FAMBROUGH/My Heart Will Go On
30	11 19	BRIAN BROMBERG/By The Fireplace
31	11 19	CHRIS CAMOZZI/Swing Shift
32	11 19	RAMSEY JAMES/After The Rain
33	11 19	BRIAN BROMBERG/By The Fireplace
34	11 19	FOUR 80 EAST/Eastside
35	11 19	DAKOTA MOORE/Promise I Make
36	11 19	ERIC CLAPTON/Behind His Woman
37	11 19	CHRIS STANDING/Cool Shades
38	11 19	ERIC CLAPTON/Behind His Woman
39	11 19	JAMIE TAYLOR/Dance With A Lion
40	11 19	JOHN TESH/Grand Give Me Forever...
41	11 19	RICHARD SMITH/First Kiss
42	11 19	BRIAN BROMBERG/By The Fireplace
43	11 19	DOWN TO THE BONE/Brooklyn Heights
44	11 19	BOBEY JAMES/After The Rain
45	11 19	BOBEY JAMES/After The Rain
46	11 19	BOBEY JAMES/After The Rain
47	11 19	BOBEY JAMES/After The Rain
48	11 19	BOBEY JAMES/After The Rain
49	11 19	BOBEY JAMES/After The Rain
50	11 19	BOBEY JAMES/After The Rain

KBLX/San Francisco
KBLX/San Francisco
(415) 284-1029
Brown/Cadet

PLAYS	TIME	ARTIST/TITLE
20	11 19	BOBEY JAMES/After The Rain
21	11 19	PIECES OF A DREAM/Pieces
22	11 19	FOUR 80 EAST/Eastside
23	11 19	CHUCK LOEB/Just Us
24	11 19	BOBEY JAMES/After The Rain
25	11 19	BOBEY JAMES/After The Rain
26	11 19	BOBEY JAMES/After The Rain
27	11 19	BOBEY JAMES/After The Rain
28	11 19	BOBEY JAMES/After The Rain
29	11 19	BOBEY JAMES/After The Rain
30	11 19	BOBEY JAMES/After The Rain
31	11 19	BOBEY JAMES/After The Rain
32	11 19	BOBEY JAMES/After The Rain
33	11 19	BOBEY JAMES/After The Rain
34	11 19	BOBEY JAMES/After The Rain
35	11 19	BOBEY JAMES/After The Rain
36	11 19	BOBEY JAMES/After The Rain
37	11 19	BOBEY JAMES/After The Rain
38	11 19	BOBEY JAMES/After The Rain
39	11 19	BOBEY JAMES/After The Rain
40	11 19	BOBEY JAMES/After The Rain
41	11 19	BOBEY JAMES/After The Rain
42	11 19	BOBEY JAMES/After The Rain
43	11 19	BOBEY JAMES/After The Rain
44	11 19	BOBEY JAMES/After The Rain
45	11 19	BOBEY JAMES/After The Rain
46	11 19	BOBEY JAMES/After The Rain
47	11 19	BOBEY JAMES/After The Rain
48	11 19	BOBEY JAMES/After The Rain
49	11 19	BOBEY JAMES/After The Rain
50	11 19	BOBEY JAMES/After The Rain

KKJF 103.7 FM
Smooth Jazz
KKJF/San Francisco
(415) 975-9880
Hammes/Larabee

PLAYS	TIME	ARTIST/TITLE
20	11 24	BRIAN BROMBERG/By The Fireplace
21	11 24	RICHARD ELLIOTT/In The Groove
22	11 24	JOE SAMPLI/Night Flight
23	11 24	DOWN TO THE BONE/Brooklyn Heights
24	11 24	CHELIE MINUCCI/Dreams
25	11 24	BOBEY JAMES/After The Rain
26	11 24	BOBEY JAMES/After The Rain
27	11 24	BOBEY JAMES/After The Rain
28	11 24	BOBEY JAMES/After The Rain
29	11 24	BOBEY JAMES/After The Rain
30	11 24	BOBEY JAMES/After The Rain
31	11 24	BOBEY JAMES/After The Rain
32	11 24	BOBEY JAMES/After The Rain
33	11 24	BOBEY JAMES/After The Rain
34	11 24	BOBEY JAMES/After The Rain
35	11 24	BOBEY JAMES/After The Rain
36	11 24	BOBEY JAMES/After The Rain
37	11 24	BOBEY JAMES/After The Rain
38	11 24	BOBEY JAMES/After The Rain
39	11 24	BOBEY JAMES/After The Rain
40	11 24	BOBEY JAMES/After The Rain
41	11 24	BOBEY JAMES/After The Rain
42	11 24	BOBEY JAMES/After The Rain
43	11 24	BOBEY JAMES/After The Rain
44	11 24	BOBEY JAMES/After The Rain
45	11 24	BOBEY JAMES/After The Rain
46	11 24	BOBEY JAMES/After The Rain
47	11 24	BOBEY JAMES/After The Rain
48	11 24	BOBEY JAMES/After The Rain
49	11 24	BOBEY JAMES/After The Rain
50	11 24	BOBEY JAMES/After The Rain

WJZZ/Atlanta
WJZZ/Atlanta
(404) 352-7019
Mullen/LeBoey

PLAYS	TIME	ARTIST/TITLE
12	11 19	CHUCK LOEB/Just Us
13	11 19	BOBEY JAMES/After The Rain
14	11 19	CHRIS CAMOZZI/Swing Shift
15	11 19	AVRUE BLUE/Always There
16	11 19	KIM WATERS/Nightfall
17	11 19	PAUL HARCAS/Paradise Cove
18	11 19	PHILIP L. SAUSSE/Always
19	11 19	RICHARD ELLIOTT/In The Groove
20	11 19	TESH FIRINGRAM/Give Me Forever...
21	11 19	RICK RHODES/It's A Wonderful Life
22	11 19	EVAN MARKS/Coast To Coast
23	11 19	SPYRO GYRA/Worshiping Dance
24	11 19	CHRIS BOTTLE/Wash
25	11 19	BRIAN TAYLOR/One Arabian Knight
26	11 19	ERIC CLAPTON/Behind His Woman
27	11 19	BOBEY JAMES/After The Rain
28	11 19	FOUR 80 EAST/Eastside
29	11 19	SOUNDSCAPE/Brand New Day
30	11 19	ERIC CLAPTON/Behind His Woman
31	11 19	DOWN TO THE BONE/Brooklyn Heights
32	11 19	JONATHAN BUTLER/Dancing On The Shore
33	11 19	DAKOTA MOORE/Promise I Make
34	11 19	EVAN MARKS/Coast To Coast
35	11 19	SPYRO GYRA/Worshiping Dance
36	11 19	CHRIS BOTTLE/Wash
37	11 19	BRIAN TAYLOR/One Arabian Knight
38	11 19	ERIC CLAPTON/Behind His Woman
39	11 19	BOBEY JAMES/After The Rain
40	11 19	FOUR 80 EAST/Eastside
41	11 19	SOUNDSCAPE/Brand New Day
42	11 19	ERIC CLAPTON/Behind His Woman
43	11 19	DOWN TO THE BONE/Brooklyn Heights
44	11 19	JONATHAN BUTLER/Dancing On The Shore
45	11 19	DAKOTA MOORE/Promise I Make
46	11 19	EVAN MARKS/Coast To Coast
47	11 19	SPYRO GYRA/Worshiping Dance
48	11 19	CHRIS BOTTLE/Wash
49	11 19	BRIAN TAYLOR/One Arabian Knight
50	11 19	ERIC CLAPTON/Behind His Woman

ASIS 107.5
KJZZ/Dallas
(214) 630-3011
Fischer/Gasser

PLAYS	TIME	ARTIST/TITLE
20	20 26	BRIAN BROMBERG/By The Fireplace
21	20 26	JONATHAN BUTLER/Dancing On The Shore
22	20 26	RICHARD ELLIOTT/In The Groove
23	20 26	CHRIS CAMOZZI/Swing Shift
24	20 26	SPYRO GYRA/Worshiping Dance
25	20 26	DOWN TO THE BONE/Brooklyn Heights
26	20 26	PHILIP L. SAUSSE/Always
27	20 26	YANNI/Dance With A Lion
28	20 26	CHRIS BOTTLE/Wash
29	20 26	DEAR JAMES/Market Street
30	20 26	EVAN MARKS/Coast To Coast
31	20 26	BRIAN BROMBERG/By The Fireplace
32	20 26	BRAXTON BROTHERS/Happy Again
33	20 26	CHELIE MINUCCI/Dreams
34	20 26	WILLIE DOWNING/Share
35	20 26	ERIC CLAPTON/Behind His Woman
36	20 26	GREGG KARUKAS/Blue Touch
37	20 26	BOBEY JAMES/After The Rain
38	20 26	FOUR 80 EAST/Eastside
39	20 26	TESH FIRINGRAM/Give Me Forever...
40	20 26	BRIAN BROMBERG/By The Fireplace
41	20 26	ERIC CLAPTON/Behind His Woman
42	20 26	DAKOTA MOORE/Promise I Make
43	20 26	KEVIN CARLSON/My Heart Will Go On
44	20 26	BOBEY JAMES/After The Rain
45	20 26	BOBEY JAMES/After The Rain
46	20 26	BOBEY JAMES/After The Rain
47	20 26	BOBEY JAMES/After The Rain
48	20 26	BOBEY JAMES/After The Rain
49	20 26	BOBEY JAMES/After The Rain
50	20 26	BOBEY JAMES/After The Rain

98.7 FM
WVHA/Chicago
(312) 645-9550
Goldstein/Sites

PLAYS	TIME	ARTIST/TITLE
21	19 20	DOWN TO THE BONE/Brooklyn Heights
22	19 20	EVAN MARKS/Coast To Coast
23	19 20	RICHARD ELLIOTT/In The Groove
24	19 20	CHUCK LOEB/Just Us
25	19 20	CHRIS CAMOZZI/Swing Shift
26	19 20	PHILIP L. SAUSSE/Always
27	19 20	PHIL PERRY/One Heart One Love
28	19 20	BRAXTON BROTHERS/Happy Again
29	19 20	RICHARD ELLIOTT/In The Groove
30	19 20	TESH FIRINGRAM/Give Me Forever...
31	19 20	EVAN MARKS/Coast To Coast
32	19 20	JONATHAN BUTLER/Dancing On The Shore
33	19 20	CHELIE MINUCCI/Dreams
34	19 20	CHARLES FAMBROUGH/My Heart Will Go On
35	19 20	FOUR 80 EAST/Eastside
36	19 20	BRYAN SWAGG/Kaleidoscope
37	19 20	BRIAN BROMBERG/By The Fireplace
38	19 20	JOYCE COOLING/After Hours
39	19 20	BRIAN BROMBERG/By The Fireplace
40	19 20	BRIAN BROMBERG/By The Fireplace
41	19 20	BRIAN BROMBERG/By The Fireplace
42	19 20	BRIAN BROMBERG/By The Fireplace
43	19 20	BRIAN BROMBERG/By The Fireplace
44	19 20	BRIAN BROMBERG/By The Fireplace
45	19 20	BRIAN BROMBERG/By The Fireplace
46	19 20	BRIAN BROMBERG/By The Fireplace
47	19 20	BRIAN BROMBERG/By The Fireplace
48	19 20	BRIAN BROMBERG/By The Fireplace
49	19 20	BRIAN BROMBERG/By The Fireplace
50	19 20	BRIAN BROMBERG/By The Fireplace

Smooth Jazz 96.9
WJZZ/Atlanta
(404) 352-7019
Mullen/LeBoey

PLAYS	TIME	ARTIST/TITLE
10	11 22	BOBEY JAMES/After The Rain
11	11 22	CHRIS CAMOZZI/Swing Shift
12	11 22	EVAN MARKS/Coast To Coast
13	11 22	CHUCK LOEB/Just Us
14	11 22	DOWN TO THE BONE/Brooklyn Heights
15	11 22	CHELIE MINUCCI/Dreams
16	11 22	PHILIP L. SAUSSE/Always
17	11 22	TESH FIRINGRAM/Give Me Forever...
18	11 22	EVAN MARKS/Coast To Coast
19	11 22	SPYRO GYRA/Worshiping Dance
20	11 22	CHRIS BOTTLE/Wash
21	11 22	BRIAN TAYLOR/One Arabian Knight
22	11 22	ERIC CLAPTON/Behind His Woman
23	11 22	BOBEY JAMES/After The Rain
24	11 22	FOUR 80 EAST/Eastside
25	11 22	SOUNDSCAPE/Brand New Day
26	11 22	ERIC CLAPTON/Behind His Woman
27	11 22	DOWN TO THE BONE/Brooklyn Heights
28	11 22	JONATHAN BUTLER/Dancing On The Shore
29	11 22	DAKOTA MOORE/Promise I Make
30	11 22	EVAN MARKS/Coast To Coast
31	11 22	SPYRO GYRA/Worshiping Dance
32	11 22	CHRIS BOTTLE/Wash
33	11 22	BRIAN TAYLOR/One Arabian Knight
34	11 22	ERIC CLAPTON/Behind His Woman
35	11 22	BOBEY JAMES/After The Rain
36	11 22	FOUR 80 EAST/Eastside
37	11 22	SOUNDSCAPE/Brand New Day
38	11 22	ERIC CLAPTON/Behind His Woman
39	11 22	DOWN TO THE BONE/Brooklyn Heights
40	11 22	JONATHAN BUTLER/Dancing On The Shore
41	11 22	DAKOTA MOORE/Promise I Make
42	11 22	EVAN MARKS/Coast To Coast
43	11 22	SPYRO GYRA/Worshiping Dance
44	11 22	CHRIS BOTTLE/Wash
45	11 22	BRIAN TAYLOR/One Arabian Knight
46	11 22	ERIC CLAPTON/Behind His Woman
47	11 22	BOBEY JAMES/After The Rain
48	11 22	FOUR 80 EAST/Eastside
49	11 22	SOUNDSCAPE/Brand New Day
50	11 22	ERIC CLAPTON/Behind His Woman

Smooth Jazz 96.9
WJZZ/Atlanta
(404) 352-7019
Mullen/LeBoey

PLAYS	TIME	ARTIST/TITLE
17	14 17	DAKOTA MOORE/Promise I Make
18	14 17	PHILIP L. SAUSSE/Always
19	14 17	ERIC CLAPTON/Behind His Woman
20	14 17	DOWN TO THE BONE/Brooklyn Heights
21	14 17	CHELIE MINUCCI/Dreams
22	14 17	JONATHAN BUTLER/Dancing On The Shore
23	14 17	TESH FIRINGRAM/Give Me Forever...
24	14 17	BRAXTON BROTHERS/Happy Again
25	14 17	MARIAH CAREY/Anytime
26	14 17	EVAN MARKS/Coast To Coast
27	14 17	CHUCK LOEB/Just Us
28	14 17	KEITH CARLSON/My Heart Will Go On
29	14 17	CHRIS STANDING/Cool Shades
30	14 17	BOBEY JAMES/After The Rain
31	14 17	CHRIS CAMOZZI/Swing Shift
32	14 17	KIM WATERS/Nightfall
33	14 17	JOYCE COOLING/After Hours
34	14 17	BOBEY JAMES/After The Rain
35	14 17	BRIAN BROMBERG/By The Fireplace
36	14 17	ERIC CLAPTON/Behind His Woman
37	14 17	SPYRO GYRA/Worshiping Dance
38	14 17	GREGG KARUKAS/Blue Touch
39	14 17	FOUR 80 EAST/Eastside
40	14 17	TESH FIRINGRAM/Give Me Forever...
41	14 17	RICHARD ELLIOTT/In The Groove
42	14 17	BRIAN BROMBERG/By The Fireplace
43	14 17	BOBEY JAMES/After The Rain
44	14 17	BOBEY JAMES/After The Rain
45	14 17	BOBEY JAMES/After The Rain
46	14 17	BOBEY JAMES/After The Rain
47	14 17	BOBEY JAMES/After The Rain
48	14 17	



CAROL ARCHER

Shirley Maldonado: From The Beach To Beantown

■ NAC veteran heads north from sunny Miami to program WSJZ/Boston

When I emerged from U.S. Customs in Miami on my return from Barbados in January, I was met by a tanned, trim, beaming Shirley Maldonado. On the beach — literally — since her sudden departure from WLVE/Miami last September, she was taking a well-deserved break while fielding a variety of offers. Over lunch and sangria at Coconut Grove's Cafe Tu Tu Tango, she spoke about the kind of endeavor she was seeking, one with a company committed to the NAC/SJ format and the proper allocation of resources. With her appointment as PD of Greater Media's revitalized WSJZ/Boston, Maldonado's wishes seem to have come true.

Although she has programmed secondary-market stations such as the former KLJZ/New Orleans and WNND/Raleigh, it is for her impressive major-market successes that Maldonado is best known. Under her aegis, WQCD (CD101.9)/New York enjoyed its biggest week ever, scoring a six share 25-54. And while programming Paxson's WLVE (Love 94)/Miami



Shirley Maldonado

before the group's sale to Clear Channel, she moved that station from 15th to fifth 25-54 in one week.

How difficult was the adjustment from the tropics to the industrial Northeast? "I was in shock and miserable the first week," she remembers. "There I was, going from 80 degrees to about 20 and snow in Boston, plus I had all the wrong clothes.

But that's all about the challenge of change, and whenever someone says, 'You can't do that,' that's when I really want to do it. Boston is a great city. Cultural life is everywhere, and so is the intelligentsia [saying this word, she uses the Spanish pronunciation, "intelli-hensee-ah"], with 53 colleges and universities, like Harvard, M.I.T., Boston College, Tufts, and Emerson.

"The NAC format has never happened to any meaningful degree in this market because there's never been sufficient commitment to it — although Granum did make a serious investment — or the wholehearted support of top management. You can imagine how I feel with Greater Media's support. This is a wonderful new adventure. Greater Media is a great fan of the format, although they're not very knowledgeable about it. They have reached out

to me — and to Broadcast Architecture and Frank Cody — in terms of support for learning where to go to find the answers, and they want to go for it. We plan to communicate more with the audience, both through research and marketing efforts, and marketing is the key to sustaining great numbers.

"My greatest challenges at this station begin with educating the people within the station and in the market too. There are different levels of advancement and understanding on both sides. For example, I look at the research and see there are PIs who are as passionate as they were in any other market where I've programmed, but the universe of those people is small in comparison to a more mature radio station. We have to try to keep that interest level up among those people who are already into it and already get it while bringing the new people along and converting them to PIs.

"Internally, I want to work with the people on-air about how to communicate with the audience and open up. They've been within this structure, which is a

good place to start, but in order to move on to the next level, we really need to dig down deep inside and communicate more effectively with our audience. We will be more focused about where we are and where we need to go. This is a wonderful opportunity, and I'm very excited about it."

Smooth 96.9



STEVE HAS ALL THE FUN — WNUA/Chicago MD Steve Stiles (c) beamed in the company of Atlantic's Erica Linderholm (l) and independent promoter Kim Clark (r) over dinner at San Diego's Croce's Restaurant.



CALL THE TALENT POLICE! — And watch them arrest these three for possessing more than their fair share. KSSJ/Sacramento PD Steve Williams, GRP Sr. VP/Promotion Suzanne Berg, and bassist Marcus Miller are snapped here in a talent conspiracy.

Coryell Earns Personality Nomination

Please note that KKSJ/San Francisco's highly rated morning personality Roger Coryell is one of the five nominees in the NAC/SJ Personality of the Year category on the ballot for R&R's Industry Achievement Awards. The other finalists are WQCD/NY's Pat Prescott, WQCD's Ray White, KTWW/L.A.'s Talaya, and KIFM/San Diego's Susan DeVincent.



Roger Coryell

NAC/SJ Stars Shine At Convention '98

■ Radio, record execs join artists at Confab

For almost two decades, R&R's conventions were the pinnacle — "the mother of all conventions." Next month (June 11-13), the R&R Convention returns after a six-year hiatus to — where else? — L.A.'s Century Plaza Hotel to celebrate a quarter century of service to the radio and music industries.

The three-day meeting combines everything the industry has come to expect from an R&R convention: absolutely first-rate learning opportunities that cross format and professional lines of interest facilitated by the best and brightest players in their fields, renowned keynote speakers, format sessions that provide depth and focus on today's most important issues, stellar musicians in live performance, and world-class partying.

The first NAC/Smooth Jazz format session — "Today's Reality, Tomorrow's Challenge," sponsored by Broadcast Architecture — opens the convention, meeting Thursday, June 11, 12:30-3:30pm. Taking an in-depth look at this format's key issues — including pay-for-play, which some think cannot happen in NAC — will be some of its most successful management figures, representing a cross section of ownership configurations, market sizes, and programming philosophies.

Panelists are KTWW/L.A. VP/GM Tim Pohlman and PD Chris Brodie, WNUA/Chicago VP/GM Ralph Sherman Jr. and VP/Programming Paul Goldstein, Jefferson-Pilot Asst. VP/OM San Diego Radio Mike Shepard, KIFM/SD Asst. PD/MD Kelly Cole, and WLOQ/Orlando CEO John Gross and PD Steve Huntington. KKSJ/San Francisco VP/OM Lee Hansen will co-moderate this hard-hitting session. R&R's first-ever radio awards — for Station, PD, MD, and Local Personality of the Year — will also be presented.



More Highlights

• The opening-night cocktail party will leave even the blasé star-struck as they greet old friends and rub elbows with TV and film celebrities. You'll also have a chance to support an important charity at a silent auction to benefit the T.J. Martell Foundation. The "NAC Family Dinner," an unofficial event sponsored by the record community, follows immediately in a fabulous setting less than one block from the hotel. Hang with your friends and party till you drop!

• A wonderful treat for all music lovers is set for Friday at 5:30pm. Warner Bros' *Fourplay* performs a live set in the Century Room. This core act of fabled players — Bob James, Larry Carlton, Harvey Mason, and Nathan East — is sure to bring the house down with selections from their brand-new CD, *Four*.

• Superstar George Benson — so electrifying, I've seen him get 60,000 people dancing! — performs selections from his new GRP release, *Standing Together*, during Saturday's luncheon. This high-powered event also features a staggering array of celebrated air personalities who will tell war stories and impart their wisdom to attendees.

• The Radio Group Heads general session — which includes former Chancellor Chairman/CEO Scott Ginsburg, Chancellor COO Jimmy de Castro, and Jacor's Randy Michaels — is another must-attend. Protective headgear is suggested.

• The second NAC/Smooth Jazz session, sponsored by I.e. music, follows immediately on Saturday at 3:45pm. An amazing assortment of talented individuals from both sides of the business will meet to discuss their artistic and professional missions with the hope of creating greater synergy. The panelists are I.e. music owner (and jazz icon) Lee Ritenour, GRP Chairman Tommy Lipuma, Zebra President Ricky Schultz, Instinct co-President Gerald Helm, N2K VP/A&R Carl Griffin, Verve Director/National Promotion Bud Harner, producer Paul Brown, keyboardist Jeff Lorber, KTWW Asst. PD/MD Ralph Stewart, KKSJ MD Blake Lawrence, imageradio "Jamz" PD Ron Cadet, WJZ/Philadelphia PD Anne Gress, KOAI/Dallas PD Mike Fischer, KWJZ/Seattle PD Carol Handley, KIFM Asst. PD/MD Kelly Cole, and KYOT/Phoenix PD Nick Francis. Music industry awards — for NAC/SJ Label Promotion Executive and NAC/SJ Label of the Year — will be presented during the meeting. Lee Ritenour will perform a very special live set of tunes from his new CD, *This Is Love*.

There's lots more planned for R&R Convention '98. Act now so you don't miss out. Visit R&R's website at www.ronline.com for more details and to register online.

GEORGE

“Standing
Together”

THE TITLE TRACK FROM THE NEW ALBUM
STANDING TOGETHER
IMPACTING MAY 14th

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BENSON

MAY 8, 1998

BW	ZW	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	ZW	JW	
7	5	3	1	CHRIS CAMOZZI Swing Shift (Discovery)	889	819	701	651	51/0
3	3	2	2	CHUCK LOEB Just Us (Shanachie)	859	888	869	883	46/0
2	1	1	3	CHIELI MINUCCI Dreams (JVC/JMI)	832	895	915	944	46/0
9	8	6	4	JONATHAN BUTLER Dancing On The Shore (N2K Encoded Music)	761	703	631	605	49/0
5	4	5	5	DOWN TO THE BONE Brooklyn Heights (Nu Groove)	737	725	739	734	41/1
12	12	8	6	BRIAN BROMBERG By The Fireplace (Zebra)	638	588	515	529	47/0
1	2	4	7	BONEY JAMES After The Rain (Warner Bros.)	623	760	885	954	44/0
11	9	9	8	BRAXTON BROTHERS Happy Again (Windham Hill Jazz)	602	584	571	586	47/1
19	13	10	9	RICHARD ELLIOT In The Groove (Metro Blue/Blue Note)	593	517	472	374	51/2
8	7	7	10	EVAN MARKS Coast To Coast (Verve Forecast)	588	636	641	649	36/0
15	14	11	11	FOUR 80 EAST Eastside (Cargo/MCA)	578	515	460	406	47/2
10	10	13	12	JOHN TESH / JAMES INGRAM Give Me Forever... (GTSP/Mercury)	473	471	565	595	37/0
17	16	16	13	ERIC CLAPTON Needs His Woman (Duck/Reprise)	460	437	406	389	37/0
29	24	17	14	KIM WATERS Nightfall (Shanachie)	453	430	328	301	44/0
BREAKER			15	B-TRIBE Sometimes (Atlantic)	417	368	343	311	43/2
BREAKER			16	DAKOTA MOON A Promise I Make (Elektra/EEG)	414	305	262	251	37/6
BREAKER			17	BOB MAMET At Midnight (Atlantic)	411	341	259	256	30/0
8	11	14	18	BRIAN TARQUIN One Arabian Knight (Instinct)	409	446	538	667	37/1
16	18	18	19	MARILYN SCOTT Starting To Fall (Warner Bros.)	403	406	395	406	33/0
25	20	20	20	BRIAN CULBERTSON On My Mind (Bluemoon/Atlantic)	394	372	359	327	40/1
21	17	19	21	BRIAN HUGHES One 2 One (Higher Octave)	389	394	397	371	35/0
13	15	15	22	JOYCE COOLING After Hours (Heads Up)	387	442	456	472	35/0
28	22	23	23	GREGG KARUKAS Blue Touch (I.E./Verve)	385	354	340	306	43/3
24	23	21	24	PHIL PERRY One Heart One Love (Peak/Private/Windham Hill)	362	370	338	330	31/1
—	29	25	25	SPYRO GYRA Morning Dance (GRP)	360	321	263	227	35/0
—	—	29	26	KEIKO MATSUI Toward The Sunrise (Countdown/Unity)	312	271	254	255	37/1
DEBUT			27	CHRIS STANDRING Cool Shades (Instinct)	307	255	186	104	37/2
DEBUT			28	BOB JAMES Love Is Where (Warner Bros.)	302	211	179	156	36/5
DEBUT			29	CHRIS BOTTI Mr. Wah (Verve Forecast)	297	269	239	234	35/3
14	19	26	30	RANDY CRAWFORD Bye Bye (Bluemoon/Atlantic)	294	315	394	450	26/0

This chart reflects airplay from April 22-28. Songs ranked by total plays. Highlighted songs indicate Breaker.
52 NAC reporters. 51 current playlists. © 1998, R&R Inc.

BREAKERS.

B-TRIBE		Sometimes (Atlantic)		CHART
TOTAL PLAYS/INCREASE	417/49	TOTAL STATIONS/ADDS	43/2	5
DAKOTA MOON		A Promise I Make (Elektra/EEG)		CHART
TOTAL PLAYS/INCREASE	414/109	TOTAL STATIONS/ADDS	37/6	16
BOB MAMET		At Midnight (Atlantic)		CHART
TOTAL PLAYS/INCREASE	411/70	TOTAL STATIONS/ADDS	30/0	17

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
RAMSEY LEWIS Fragile (GRP)	18
MARIAH CAREY My All (Columbia)	8
SIMPLY RED Mellow My Mind (EastWest/EEG)	8
AVENUE BLUE Seventh Heaven (Mesa/Bluemoon/Atlantic)	6
DAKOTA MOON A Promise I Make (Elektra/EEG)	6
DAVID GARFIELD & FRIENDS Babylon Sisters (Zebra)	6
KENNY G Baby G (Arista)	6
BRYAN SAVAGE Kaleidoscope (Higher Octave)	6
STEVE COLE When I Think Of You (Bluemoon/Atlantic)	5
PAUL HARDCASTLE Shelbi (JVC/JMI)	5
BOB JAMES Love Is Where (Warner Bros.)	5
SIMPLY RED The Air That I Breathe (EastWest/EEG)	5

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DAKOTA MOON A Promise I Make (Elektra/EEG)	+109
BOB JAMES Love Is Where (Warner Bros.)	+91
KENNY G Baby G (Arista)	+80
RICHARD ELLIOT In The Groove (Metro Blue/Blue Note)	+76
CHRIS CAMOZZI Swing Shift (Discovery)	+70
BOB MAMET At Midnight (Atlantic)	+70
FOUR 80 EAST Eastside (Cargo/MCA)	+63
MARIAH CAREY My All (Columbia)	+60
JONATHAN BUTLER Dancing On The Shore (N2K Encoded Music)	+58
CHRIS STANDRING Cool Shades (Instinct)	+52

Breakers: Songs registering 400 plays or more for the first time. Builts awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

NEW & ACTIVE

CANDY DULFER Smooth (N2K Encoded Music)
Total Plays: 290, Total Stations: 30, Adds: 1

JOE SAMPLE Night Flight (Warner Bros.)
Total Plays: 259, Total Stations: 26, Adds: 0

BRYAN SAVAGE Kaleidoscope (Higher Octave)
Total Plays: 248, Total Stations: 33, Adds: 6

PETE BELASCO Love Train (Verve Forecast)
Total Plays: 229, Total Stations: 20, Adds: 1

DIANA KRALL You're Getting To Be... (Impulse!/GRP)
Total Plays: 206, Total Stations: 19, Adds: 3

JONATHAN CAIN A Day To Remember (Higher Octave)
Total Plays: 206, Total Stations: 24, Adds: 1

PAUL HARDCASTLE Shelbi (JVC/JMI)
Total Plays: 203, Total Stations: 30, Adds: 5

MARIAH CAREY My All (Columbia)
Total Plays: 169, Total Stations: 19, Adds: 8

KENNY G Baby G (Arista)
Total Plays: 163, Total Stations: 23, Adds: 6

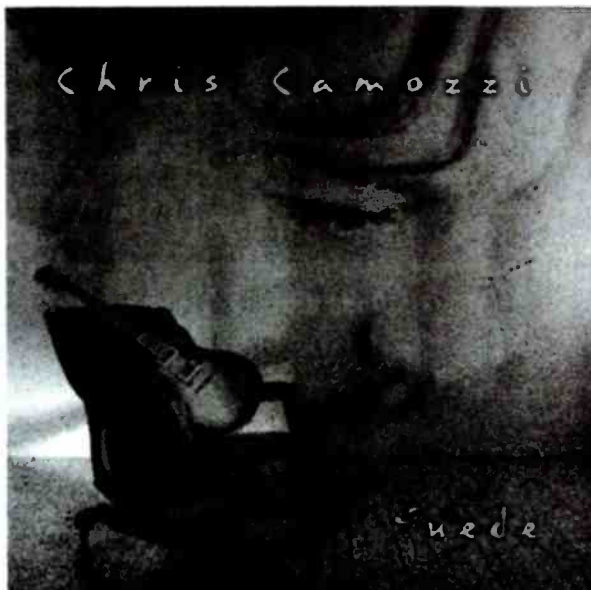
PAMELA WILLIAMS Pump Up The Heat (Heads Up)
Total Plays: 145, Total Stations: 20, Adds: 2

RICK RHODES Eurotica (Award)
Total Plays: 125, Total Stations: 13, Adds: 0

PEACE OF MIND Peace Of Mind (Nu Groove)
Total Plays: 120, Total Stations: 15, Adds: 3

KIM PENSYL Quiet Cafe (Fahrenheit)
Total Plays: 114, Total Stations: 14, Adds: 1

Songs ranked by total plays



CHRIS CAMOZZI "Swing Shift"

THANK YOU NAC RADIO!

R&R Tracks Chart 1

R&R Album Chart 1

Contact: Leigh Armistead/Sire Records Group 800-377-9620 ext. 216
All That Jazz 310-395-6995

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS	± PLAYS	EMPHASIS TRACKS (PLAYS)
7	5	3	1	1 CHRIS CAMOZZI <i>Suede (Discovery)</i>	896	+69	"Swing" (889) "Suede" (7)
3	3	1	2	CHUCK LOEB <i>The Moon, The Stars... (Shanachie)</i>	894	-27	"Just" (859) "Water" (34)
2	2	2	3	CHIELI MINUCCI <i>It's Gonna Be Good (JVC/JMI)</i>	832	-63	"Dreams" (832)
9	7	5	4	4 JONATHAN BUTLER <i>Do You Love Me? (N2K Encoded Music)</i>	791	+50	"Shore" (761) "Elizabeth" (22)
5	4	6	5	5 DOWN TO THE BONE <i>From Manhattan To Staten (Nu Groove)</i>	748	+9	"Brooklyn" (737) "Staten" (11)
1	1	4	6	BONEY JAMES <i>Sweet Thing (Warner Bros.)</i>	670	-151	"Rain" (623) "Sweet" (19)
15	10	9	7	RICHARD ELLIOT <i>Jumpin' Off (Metro Blue/Blue Note)</i>	646	+31	"Groove" (593) "Want" (53)
13	14	10	8	8 BRIAN BROMBERG <i>You Know That Feeling (Zebra)</i>	644	+52	"Fireplace" (638) "Hero" (4)
10	9	8	9	9 VARIOUS ARTISTS <i>Melrose Place Jazz (Windham Hill Jazz)</i>	643	+12	"Happy" (602) "Amanda's" (37)
12	11	11	10	ERIC CLAPTON <i>Pilgrim (Duck/Reprise)</i>	602	+25	"Needs" (460) "Eyes" (107)
8	8	7	11	EVAN MARKS <i>Three Day Weekend (Verve Forecast)</i>	588	-48	"Coast" (588)
20	16	12	12	12 FOUR 80 EAST <i>The Album (Cargo/MCA)</i>	578	+63	"Eastside" (578)
11	12	15	13	JOHN TESH <i>Grand Passion (GTSP/Mercury)</i>	511	+19	"Forever" (473) "Grand" (38)
27	23	18	14	14 KIM WATERS <i>Love's Melody (Shanachie)</i>	473	+23	"Nightfall" (453) "Sunny" (20)
21	19	19	15	15 BRIAN CULBERTSON <i>Secrets (Bluemoon/Atlantic)</i>	457	+8	"Mind" (394) "Straight" (37)
14	15	13	16	JOYCE COOLING <i>Playing It Cool (Heads Up)</i>	455	-54	"Fireplace" (387) "Imagine" (39)
30	22	21	17	17 SPYRO GYRA <i>Road Scholars (GRP)</i>	454	+37	"Morning" (360) "Friends" (94)
17	18	17	18	BRIAN HUGHES <i>One 2 One (Higher Octave)</i>	453	-4	"One" (389) "Stringbean" (53)
—	—	26	19	19 BOB MAMET <i>Adventures In Jazz (Atlantic)</i>	452	+85	"Midnight" (411) "News" (25)
6	13	16	20	BRIAN TARQUIN <i>Last Kiss Goodbye (Instinct)</i>	439	-30	"Arabian" (409) "Freeway" (24)
29	24	25	21	21 B-TRIBE <i>Sensual Sensual (Atlantic)</i>	417	+49	"Sometimes" (417)
18	20	20	22	MARILYN SCOTT <i>Avenues Of Love (Warner Bros.)</i>	417	-3	"Starting" (403) "Look" (14)
—	—	30	23	23 DAKOTA MOON <i>Dakota Moon (Elektra/EEG)</i>	414	+109	"Promise" (414)
28	21	23	24	GREGG KARUKAS <i>Blue Touch (I.E./Verve)</i>	411	+34	"Blue" (385) "Havana" (14)
16	17	22	25	RANDY CRAWFORD <i>Every Kind Of Mood (Bluemoon/Atlantic)</i>	371	-9	"Bye" (294) "Silence" (42)
26	25	24	26	PHIL PERRY <i>One Heart One Love (Peak/Private/Windham Hill)</i>	362	-8	"Heart" (362)
DEBUT	—	—	27	27 KEIKO MATSUI <i>Full Moon And The Shrine (Countdown/Unity)</i>	351	+61	"Sunrise" (312) "Steps" (26)
—	—	—	28	28 BOB JAMES <i>Playin' Hooky (Warner Bros.)</i>	350	+92	"Where" (302) "Mind" (39)
DEBUT	—	—	29	29 CHRIS STANDRING <i>Velvet (Instinct)</i>	342	+59	"Shades" (307) "Victoria" (31)
—	29	27	30	30 CANDY DULFER <i>For The Love Of You (N2K Encoded Music)</i>	340	+7	"Smooth" (290) "You" (50)

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
RAMSEY LEWIS <i>Dance Of The Soul (GRP)</i>	18
SIMPLY RED <i>Blue (EastWest/EEG)</i>	13
MARIAH CAREY <i>Butterfly (Columbia)</i>	8
DAKOTA MOON <i>Dakota Moon (Elektra/EEG)</i>	6
DAVID GARFIELD & FRIENDS <i>Tribute To Jeff (Zebra)</i>	6
KENNY G <i>Greatest Hits (Arista)</i>	6
BRYAN SAVAGE <i>Soul Temptation (Higher Octave)</i>	6
STEVE CDLE <i>Stay Awhile (Bluemoon/Atlantic)</i>	5
BOB JAMES <i>Playin' Hooky (Warner Bros.)</i>	5
VARIOUS ARTISTS <i>Welcome To The Jazz (Instinct)</i>	4
CHRIS BOTTI <i>Midnight Without You (Verve Forecast)</i>	3
PAUL HARDCASTLE <i>Cover To Cover (JVC/JMI)</i>	3
GREGG KARUKAS <i>Blue Touch (I.E./Verve)</i>	3
PEACE OF MIND <i>Journey To... (Nu Groove)</i>	3
THOM ROTELLA <i>Can't Stop (Telarc)</i>	3
MARK WINKLER <i>City Lights (Chartmaker)</i>	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DAKOTA MOON <i>Dakota Moon (Elektra/EEG)</i>	+109
BOB JAMES <i>Playin' Hooky (Warner Bros.)</i>	+92
BOB MAMET <i>Adventures In Jazz (Atlantic)</i>	+85
CHRIS CAMOZZI <i>Suede (Discovery)</i>	+69
KENNY G <i>Greatest Hits (Arista)</i>	+68
FOUR 80 EAST <i>The Album (Cargo/MCA)</i>	+63
KEIKO MATSUI <i>Full Moon And The Shrine (Countdown/Unity)</i>	+61
MARIAH CAREY <i>Butterfly (Columbia)</i>	+60
CHRIS STANDRING <i>Velvet (Instinct)</i>	+59
BRIAN BROMBERG <i>You Know That Feeling (Zebra)</i>	+52
JONATHAN BUTLER <i>Do You Love Me? (N2K Encoded Music)</i>	+50
B-TRIBE <i>Sensual Sensual (Atlantic)</i>	+49
PAMELA WILLIAMS <i>Eight Days Of Ecstasy (Heads Up)</i>	+43
BRYAN SAVAGE <i>Soul Temptation (Higher Octave)</i>	+39
SPYRO GYRA <i>Road Scholars (GRP)</i>	+37

This chart reflects airplay from April 22-28. Albums ranked by total plays, with plays from all cuts from an album combined. 52 NAC reporters. 51 current playlists. © 1998, R&R Inc.

NAC NOTES By Carol Archer

It comes as no surprise that Chris Camozzi's "Suede," as well as his album *Swing Shift (Discovery)*, surged to the top position on our NAC/Smooth Jazz charts this week. Destined to become a format classic, the track has it all: a memorable melody, a great hook, first-rate musicianship, and sparkling production. Felicitations all around!

In only its third week on the chart, Dakota Moon's "A Promise I Make" (*Elektra/EEG*), vaults 27-16*/Breaker with an increase of +109 plays (plus six new adds), making it the hottest current song, no mean

feat for any vocal. It's the tune's emotional intensity, coupled with a drop-dead gorgeous vocal, that is leaving listeners weak in their knees.

The Bohs are rockin': Bob Mamet's "At Midnight" (*Atlantic*) powers 24-17*/Breaker with +70 plays (and his album *Adventures In Jazz* bolts 26-19*), and Bob James' "Love Is Where" (*Warner Bros.*) debuts at 28* with five new adds and an increase of +91; both are demonstrating their considerable potential.

Atlantic's hot with its second Breaker of the week

— our highest, too — B-Tribe's "Sometimes," which moves 22-15*.

Ramsey Lewis' sensitive cover of Sting's "Fragile" (*GRP*) is by far the Most Added track, earning adds at 18 of our reporters, including KKSJ/SF, KYOT/Phoenix, and KHII/Denver.

Louie Shelton may not be a household name, but if you love the guitar work on "Lowdown" and countless other pop classics, you'll love "Satin Dreams" (*Sin-Drome*). This is an outstanding song, Shelton plays his ass off, and it's KTWV/L.A.'s only add.

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NAC/SMOOTH JAZZ REPORTERS

Stations and their adds by track listed alphabetically by market

<p>WHRL/Albany, NY OM/PD: Brant Curtiss BRYAN SAVAGE "Kaleidoscope" JEANNE NEWHALL "Face" RAMSEY LEWIS "Fragile"</p>	<p>WZJZ/Columbus, OH PD/MD: Bill Harman STEVE COLE "Think" RANDY CRAWFORD "Silence" CANDY DULFER "Smooth" MARK WINKLER "Lights"</p>	<p>KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart LOUIE SHELTON "Satin"</p>	<p>WJCD/Norfolk, VA OM/PD: Maxine Todd MD: Larry Hollowell BRAXTON BROTHERS "Happy" MARIAH CAREY "My" CHRIS BOTTI "Wah" BRIAN TARQUIN "Arabian" BRIAN CULBERTSON "Mind"</p>	<p>KSSJ/Sacramento, CA PD: Steve Williams APD/MD: Ken Jones No Adds</p>	<p>KJZY/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton DAKOTA MOON "Promise" DIANA KRALL "Getting" THOM ROTELLA "Dance" TIM WEISBERG "Ke's" JUAN CARLOS QUINTERO "Way" SMOKE N' FUNCTION "Smokee"</p>
<p>KNHK/Anchorage, AK GM/PD: Dean Williams CHRIS HO "Hide" BRIAN TARQUIN "Midnight" JOHN TESH "Grand" DAVID GARFIELD... "Babylon" MARIAH CAREY "My" MARK WINKLER "Lights" SIMPLY RED "Mellow" LAURA POWERS "Surrender" LAST CARAVAN "Siesta" ANI DIFRANCO "Castle"</p>	<p>KOAI/Dallas, TX PD: Michael Fischer MD: Ken Glaser FOUR 80 EAST "Eastside" PHIL PERRY "Heart" BABYFACE & DES'REE "Fire" SIMPLY RED "Air"</p>	<p>WLVE/Miami, FL PD: Gregg Steele DIANA KRALL "Getting" B-TRIBE "Sometimes" SIMPLY RED "Air" BOB JAMES "Where" MARIAH CAREY "My" GREGG KARUKAS "Blue"</p>	<p>KTNT/Oklahoma City, OK PD: Steve English MD: Stephanie Stewart BOB JAMES "Where"</p>	<p>KCLC/St. Charles, MO PD: Rich Raigerl MD: Chris Kurtz RICHARD ELLIOT "Groove" MARIAH CAREY "My" LAURA POWERS "Surrender" DAVID GARFIELD... "Babylon"</p>	<p>KWJZ/Seattle, WA PD/MD: Carol Handley AVENUE BLUE "Seventh" KENNY G "Baby"</p>
<p>KAJZ/Austin, TX PD: Ted Carson MD: Candace Andrews JOHN SCOFIELD "Go" AVENUE BLUE "Seventh" THOM ROTELLA "Dance" SHADES OF BROWN "Four" SOFT SUGAR "Downtown"</p>	<p>JRN/Denver, CO PD: Steve Hibbard MD: Greg Allen KIM PENSYL "Tickle" STEVE COLE "Think" MARIAH CAREY "My"</p>	<p>WJZI/Milwaukee, WI APD/MD: Chris Moreau BADI ASSAD "Waves" PAUL HARDCASTLE "Shelbi"</p>	<p>WLDQ/Orlando, FL PD: Steve Huntington MD: Lee Hogan KIRK WHALUM "Daddy" TONY DARREN "Late" BRIAN MCKNIGHT "Anytime" DAVID GARFIELD... "Babylon" RAMSEY LEWIS "Fragile" TONY DARREN "Sun" LOSTON HARRIS "Comes"</p>	<p>KBZN/Salt Lake City, UT PD: Rob Riesen DAKOTA MOON "Promise" PEACE OF MIND "Peace"</p>	<p>WHCO/Syracuse, NY PD: Betch Charles APD/MD: Kenny Dees CHARLES FAMBROUGH "Easy" CHRIS BOTTI "Wah" DENNY JIOSA "Money" BOB JAMES "Where" GERALD ALBRIGHT "Porter"</p>
<p>MSMJ/Bakersfield, CA PD/MD: Joel Widdows RAMSEY LEWIS "Fragile"</p>	<p>KHH/Denver, CO PD: Becky Taylor MD: Cheri Marquart RAMSEY LEWIS "Fragile" GREGG KARUKAS "Blue"</p>	<p>KMJZ/Minneapolis, MN PD: Rob Moore PAMELA WILLIAMS "Pump" SIMPLY RED "Mellow" SIMPLY RED "Know"</p>	<p>WJJZ/Philadelphia, PA PD: Ann Gress MD: Michael Tozzi BABYFACE & DES'REE "Fire" TURNING POINT "Goes" STEVE COLE "Think"</p>	<p>KCJZ/San Antonio, TX PD/MD: Norm Miller APD: Cody Robbins DAKOTA MOON "Promise" KENNY G "Baby" FOUR 80 EAST "Eastside" CHRIS BOTTI "Wah" JONATHAN CAIN "Remember"</p>	<p>WJZT/Tallahassee, FL PD: Denny Alexander CHRIS STANDING "Shades" BRYAN SAVAGE "Kaleidoscope" DIANA KRALL "Getting" PAUL HARDCASTLE "Shelbi" MARIAH CAREY "My" SIMPLY RED "Mellow"</p>
<p>WSJZ/Boston, MA PD/MD: Shirley Maldonado RAMSEY LEWIS "Fragile" KENNY G "Baby"</p>	<p>WVMV/Detroit, MI PD: Tom Sleeker MD: Sandy Kovach B-TRIBE "Sometimes" GREGG KARUKAS "Blue"</p>	<p>KSBK/Mission Viejo, CA MD: Terry Wedel MD: Wally Davidson RAMSEY LEWIS "Fragile" STEVE COLE "Think" TIM WEISBERG "Ke's"</p>	<p>KYOT/Phoenix, AZ PD/MD: Nick Francis RAMSEY LEWIS "Fragile" PETE BELASCO "Train" KENNY G "Baby"</p>	<p>KJFM/San Diego, CA PD: Mike Shepard APD/MD: Kelly Cole BRYAN SAVAGE "Kaleidoscope" DOWN TO THE BONE "Brooklyn" SIMPLY RED "Mellow" JUAN CARLOS QUINTERO "Way"</p>	<p>WSJT/Tampa, FL PD/MD: Ross Block AVENUE BLUE "Seventh" DAKOTA MOON "Promise" PAUL HARDCASTLE "Shelbi"</p>
<p>WCCJ/Charlotte, NC APD/MD: Greg Morgan AVENUE BLUE "Seventh" RAMSEY LEWIS "Fragile" JOHN TESH "Grand"</p>	<p>WGUF/Ft. Myers, FL PD/MD: John Conrad PAUL HARDCASTLE "Shelbi" PEACE OF MIND "Peace" SOUNDSCAPE "Brand" BOB JAMES "Where" MARIAH CAREY "My"</p>	<p>KRYR/Modesto, CA PD: Jim Bryan MD: Doug Wulff AVENUE BLUE "Seventh" DAKOTA MOON "Promise" SHAKATAK "Walk" JAMIE BONK "Knew"</p>	<p>WJJJ/Pittsburgh, PA PD: Carl Anderson MD: Herschel KENNY G "Baby" RAMSEY LEWIS "Fragile" DAKOTA MOON "Promise"</p>	<p>KBLX/San Francisco, CA PD: Kevin Brown MD: Ron Cadot RICHARD ELLIOT "Groove" DAVID GARFIELD... "Babylon" FOUR 80 EAST "K-Town" LONNIE LISTON SMITH "Quiet"</p>	<p>KDAS/Tulsa, OK PD/MD: Ron Allen GRADY NICHOLS "Miss" BRYAN SAVAGE "Kaleidoscope" MARIAH CAREY "My" CHRIS STANDING "Shades"</p>
<p>WNUA/Chicago, IL VP/Prog: Paul Goldstein APD/MD: Steve Silies JANET "Every" SIMPLY RED "Air"</p>	<p>KEZL/Fresno, CA PD/MD: Mike Vasquez RAMSEY LEWIS "Fragile"</p>	<p>KXDC/Monterey, CA PD/MD: Scott O'Brien SHAKATAK "Walk" AVENUE BLUE "Seventh" SIMPLY RED "Mellow"</p>	<p>WVCD/Myrtle Beach, SC OM/PD: Earl Taylor JOHN TESH "Grand" MARK WINKLER "Sunny" BRYAN SAVAGE "Kaleidoscope" KIM PENSYL "Cafe" RAMSEY LEWIS "Fragile" THOM ROTELLA "Dance" DAVID GARFIELD... "Babylon"</p>	<p>KKSF/San Francisco, CA VP/OM: Lee Hansen MD: Blake Lawrence STEVE COLE "Think" RAMSEY LEWIS "Fragile" SIMPLY RED "Air"</p>	<p>WJZW/Washington, DC PD: Kenny King RAMSEY LEWIS "Fragile"</p>
<p>WVAE/Cincinnati, OH OM: T.J. Holland APD/MD: Steve Wiersman PAUL HARDCASTLE "Shelbi" KEIKO MATSUI "Sunrise"</p>	<p>WFSJ/Jacksonville, FL PD: Hank Dole MD: Craig Williams BOB JAMES "Where" SIMPLY RED "Air"</p>	<p>WVVC/Myrtle Beach, SC OM/PD: Earl Taylor JOHN TESH "Grand" MARK WINKLER "Sunny" BRYAN SAVAGE "Kaleidoscope" KIM PENSYL "Cafe" RAMSEY LEWIS "Fragile" THOM ROTELLA "Dance" DAVID GARFIELD... "Babylon"</p>	<p>WSMJ/Richmond, VA PD/MD: Tommy Fleming LONNIE LISTON SMITH "Beautiful" SHAKATAK "Walk" DENNY JIOSA "Money" RANDY CRAWFORD "Silence" RAMSEY LEWIS "Fragile"</p>	<p>KMGQ/Santa Barbara, CA PD: Vince Garcia MD: Steve Bauer RANDY CRAWFORD "Silence" PEACE OF MIND "Peace" BONEY JAMES "Innocence" RAMSEY LEWIS "Fragile" BRIAN HUGHES "Sringbean" SIMPLY RED "Mellow"</p>	<p>KWSJ/Wichita, KS MD: Dallas Scott BRYAN SAVAGE "Kaleidoscope" PAMELA WILLIAMS "Pump"</p>
<p>WNWV/Cleveland, OH PD/MD: Bernie Kimble RAMSEY LEWIS "Fragile" SIMPLY RED "Mellow"</p>	<p>WEZV/Lafayette, IN PD/MD: Bob Miller DAVID GARFIELD... "Babylon" KENNY G "Baby" RAMSEY LEWIS "Fragile" JOYCE COOLING "Imagine"</p>	<p>WQCD/New York, NY PD: John Mullen MD: Rick LaBay SIMPLY RED "Mellow"</p>	<p>52 Total Reporters 82 Current Reporters 51 Current Playlists</p>	<p>Did Not Report: Playlist Frozen (1): KCIV/Kansas City, MO</p>	

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CYNDEE MAXWELL

The Human Element Of Consolidation

Conversations with Fiddick, Bridges suggest ways to help with psychology of change

Prior to the Telecom Act, radio had been insulated from much change seemingly from the beginning of time. But when change did hit two years ago, it was radical and dramatic. While at times it's been a scramble to keep up with the evolution, virtually all of the attention has been focused on the stations and organizations. Little coverage has been devoted to the people within those structures.

While my heart has gone out to the many people who have been adversely affected, I hadn't been able to find a way to present the "human resources" issues in a column until I discovered a book in the management section of Barnes & Noble recently. I was also inspired by last week's Publisher's Profile (R&R, 4/24) featuring the president/co-founder of Heritage Media, Paul Fiddick.



Paul Fiddick

In that interview, a top radio executive finally openly acknowledged that the industry changes were having a profound impact on radio station staffs! When asked what his greatest disappointment was, he replied: "If I have a disappointment, it isn't a personal or professional disappointment; it's the collateral damage that's been done to people with all of the station trading activity that's gone on in the last couple of years. That is something I didn't really appreciate until it happened to my company. I realized how upsetting the uncertainty is to the whole organization — we're talking about the employees and their spouses and their families."

Fiddick comments further on the topic at my request. "Look at any market today — certainly in the markets that represent two-thirds of all the billing in the industry — half the stations have been sold within the last two years. This means, by definition, half of the people who work in radio in those markets have gone through the experience of a sale. That is an unprecedented number of people in an unprecedented short period of time.

"So you've got this change climate at work that everybody in the business has gone through. It just doesn't affect one station or one staff or even one person; it affects the significant other of that person and their kids. There's this whole community of people that is being visited by an uncertainty having to do with change of ownership that it didn't ask for and didn't deserve for anything that it did or didn't do. It's stressful. And there's a cost that's more than not sleeping well."

Be Human!

Fiddick admits he doesn't know how employees deal with the changes and says, "Any advice I would have would just sound like a platitude." Managers, however, don't get off the hook. He says there are many things managers can do to help people adjust. "It begins with just being human, just understanding that the people who

are working for you are going through as much turmoil as you are at whatever level you're at. Except that it may be worse for them, because they may be in a more dispensable position than the position you're in, and they're almost certainly working with less information.

"One thing we can manage is the flow of information. We're usually not in a position to influence events *per se* — if the station's being sold, the station's being sold; there's nothing anybody can do about that. But the information about to whom and what's going to happen can be shared.

"If there's a mistake that companies and managers make, it is that they purposely withhold information about what's going on, on the premise that if they don't tell anybody anything, they won't think about it. That's silly; they're thinking about it all the time. They're obsessing about it. If you know something and you purposely don't tell someone, they assume. They start making up stories. They say, 'If my boss isn't telling me something about this and I know he or she knows, then the truth must be so terrible they can't tell us.' They start coming up with these nightmare scenarios that, when you hear them, drive you crazy because they're almost always worse than the truth."

Fiddick concludes, "The more you tell them, the more relaxed they get about it. I've had a lot of experience in buying stations and dealing with those cultures and then selling the company. So I've had a lot of 'laboratory work,' if you will, in understanding that. But beyond that it's a matter of being close to people, a lot of one-on-one time, and trying to get people to understand — and this is a hard lesson to learn — change is neither inherently good or bad, it just is. If people think back on their own lives, professional or personal, there has been uninvited change that turned out to be the best thing in the world for them."

The Change Expert

William Bridges, Ph.D., is a business consultant and a preeminent authority on change and managing change. Recognized by the *Wall Street Journal* as one of the top 10 independent executive development presenters in the U.S., he has worked with thousands of people who have undergone change in their lives. Originally, his work centered on the typi-

cal types of changes that many people experience — career changes, divorce, moving, etc.

However, in the early '80s his work transformed as certain workplace changes became more common: mergers, reorganizations, layoffs, shifts in strategy or product or culture. Focusing on how managers could handle these organizational changes in order to leave the company stronger instead of weaker, the former professor created "Managing Organizational Transition" seminars for such corporations as Intel, Levi Strauss, Apple, Hewlett-Packard, Pacific Bell, and IBM.

In his book, *Managing Transitions: Making The Most Of Change*, Bridges provides a perspective on the difficulties of trying to get people to change, tactics to help people cope with change, and methods to deal with nonstop change, both organizationally and personally.

As implied in the title, transitions are the key to change. In the first paragraph of his book, Bridges states: "It isn't the changes that do you in, it's the transitions. Change is not the same as transition. Change is situational: the new site, the new boss, the new team roles, the new policy. Transition is the psychological process people go through to come to terms with the new situation. Change is external, transition is internal." Without transition, change will not work.

The first thing to understand about transition is that it's not simply gradual or unfinished change. "The starting point for transition is not the outcome, but the ending that you will have to make to leave the old situation behind. Situational change hinges on the new thing, but psychological transition depends on letting go of the old reality and the old identity you had before the change took place. Nothing so undermines organizational change as the failure to think through who will have to let go of what when change occurs. Transition starts with an ending — paradoxical but true."

Bridges says that even good changes are transitions that begin with having to let go of something. "The failure to identify and be ready for the endings and losses that change produces is the largest single problem that organizations in transition encounter."

The Neutral Zone

"The second step of transitional management," Bridges explains, "is understanding what comes after the letting go: the neutral zone. This is the no man's land between the old reality and the new. It's the limbo between the old sense of identity and the new. It's a time when the old way is gone and the new doesn't feel comfortable yet."

Bridges says that it's important to understand the neutral zone for several reasons. "First, if you don't expect it as well as understand why it is there, you're likely to try to rush through it and to be discouraged when you can-

[[

If there's a mistake that companies and managers make, it is that they purposely withhold information about what's going on, on the premise that if they don't tell anybody anything, they won't think about it.

—Paul Fiddick

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not do so. You may mistakenly conclude that the confusion you feel is a sign there's something wrong with you.

"Second, you may be frightened in this no man's land and try to escape. Employees do this frequently, which is why there's an increased level of turnover during major organizational changes. To abandon the situation, however, is to abort the transition — both personally and organizationally — and to jeopardize the change.

"Third, if you escape prematurely from the neutral zone, you'll not only compromise the change, but also lose a great opportunity. Painful though it often is, the neutral zone is the individual's and the organization's best chance for creativity, renewal, and development. This gap between the old and new is the time when innovation is most possible and when revitalization begins. The neutral zone is thus both a dangerous and an opportune place, and it is the very core of the transition process."

Bridges explains that to deal successfully with transition, managers must choose tactics that don't merely change the situation, but help people make that necessary psychological reorientation that must happen for the change to work. "It's the losses and endings that people experience and the transition that they're resisting. That's why it does little good to talk about how healthy the outcome of the change will be. Instead, you have to deal directly with the losses and endings."

Among the key tactics to deal with that, Bridges suggests the following:

- Identify who's losing what — specifically, in detail, and in every layer of the change
- Accept the reality and importance of the subjective losses of each employee

- Don't be surprised at "overreaction"
- Acknowledge the losses openly and sympathetically, simply and directly
- Expect and accept the signs of grieving
- Compensate for the losses so that the people affected don't feel only pain or loss
- Give people information, and do it again and again
- Define what's over and what isn't — specifically, in every aspect of the change
- Mark the endings with an action or activity that dramatizes it
- Treat the past with respect, never denigrate or ridicule it; rather, make distinctions nonjudgmentally
- Let people take a piece of the old way with them — small mementos for example

Bridges says, "The single biggest reason organizational changes fail is that no one thought about endings or planned to manage their impact on people. Naturally concerned about the future, planners and implementers usually forget that people have to let go of the present first. They forget that while the first task of *change management* is to understand the destination and how to get there, the first task of *transition management* is to convince people to leave home. You'll save yourself a lot of grief if you remember that."

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@realtee.com

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** PARK AVENUE **

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KEGL	WRCX
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WLZR	KQRC
KUPD	WJRR
WZTA	KBPI

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MAY 8, 1998

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
			1	CREED Torn (<i>Wind-up</i>)	2143	2119	1961	1927	79/0
			2	JERRY CANTRELL Cut You In (<i>Columbia</i>)	2042	2089	2054	1990	75/0
			3	DAYS OF THE NEW Shelf In The Room (<i>Outpost/Geffen</i>)	1946	2054	2154	2182	75/0
			4	BROTHER CANE I Lie In The Bed I Make (<i>Virgin</i>)	1868	1825	1736	1671	78/0
			5	FOO FIGHTERS My Hero (<i>Roswell/Capitol</i>)	1778	1948	2021	1963	74/0
			6	JIMMY PAGE/ROBERT PLANT Most High (<i>Atlantic</i>)	1727	1719	1583	1536	74/0
			7	KENNY WAYNE SHEPHERD Blue On Black (<i>Revolution</i>)	1654	1657	1714	1607	65/0
			8	METALLICA Fuel (<i>Elektra/EEG</i>)	1564	1472	1300	1223	78/0
			9	MEGADETH Use The Man (<i>Capitol</i>)	1445	1414	1390	1367	74/1
			10	STABBING WESTWARD Save Yourself (<i>Columbia</i>)	1416	1383	1294	1245	76/0
			11	SEMISONIC Closing Time (<i>MCA</i>)	1394	1348	1253	1183	63/0
			12	MARCY PLAYGROUND Sex And Candy (<i>Capitol</i>)	1244	1375	1484	1590	66/0
			13	VAN HALEN Fire In The Hole (<i>Warner Bros.</i>)	1243	814	574	363	78/2
			14	PEARL JAM Wishlist (<i>Epic</i>)	1203	1059	863	566	66/4
			15	FUEL Shimmer (<i>550 Music</i>)	1052	978	903	862	59/2
			16	MATCHBOX 20 Real World (<i>Lava/Atlantic</i>)	949	852	778	709	41/0
			17	CREED My Own Prison (<i>Wind-up</i>)	938	940	1045	1080	61/0
			18	METALLICA The Unforgiven II (<i>Elektra/EEG</i>)	929	1173	1456	1567	53/0
			19	BLACK LAB Time Ago (<i>OGC/Geffen</i>)	921	882	822	725	61/0
			20	SOUL ASYLUM I Will Still Be Laughing (<i>Columbia</i>)	919	854	727	622	54/0
			21	DLR BAND Slam Dunk (<i>Wawazat !!</i>)	873	695	472	334	51/2
			22	WALLFLOWERS Heroes (<i>Epic</i>)	767	647	197	—	52/6
			23	JIMMIE'S CHICKEN SHACK Dropping Anchor (<i>Rocket/Island</i>)	741	902	949	915	49/0
			24	DAYS OF THE NEW Touch, Peel, And Stand (<i>Outpost/Geffen</i>)	739	742	766	774	53/0
			25	DAVE MATTHEWS BAND Don't Drink The Water (<i>RCA</i>)	736	671	595	498	39/1
			26	SAMIAM She Found You (<i>Ignition</i>)	724	658	561	508	49/2
			27	DEFTONES Be Quiet And Drive (Far Away) (<i>Maverick/WB</i>)	663	606	512	399	62/3
			28	ECONOLINE CRUSH Home (<i>Restless</i>)	650	647	582	512	57/3
			29	EVERCLEAR I Will Buy You A New Life (<i>Capitol</i>)	623	709	860	1036	34/0
			30	ADDICT Monsterside (<i>Big Cat/V2</i>)	621	620	536	462	56/5
			31	GOO GOO DOLLS Iris (<i>Warner Sunset/Reprise</i>)	613	541	399	271	34/2
			32	THIRD EYE BLIND Losing A Whole Year (<i>Elektra/EEG</i>)	590	666	641	618	40/0
			33	BIG WRECK That Song (<i>Atlantic</i>)	564	517	426	268	40/3
			34	SEVENDUST Too Close To Hate (<i>TVT</i>)	526	492	412	358	49/1
			35	CARAMEL Lucy (<i>Alert/Geffen</i>)	509	425	318	220	45/4
			36	FASTBALL The Way (<i>Hollywood</i>)	494	455	358	283	28/3
			37	PEARL JAM Given To Fly (<i>Epic</i>)	493	667	851	1014	41/0
			38	STEGOSAURUS At The Water (<i>Reprise</i>)	487	451	373	350	45/1
			39	SPACEHOG Mungo City (<i>HiFi/Sire/WB</i>)	468	838	984	1029	34/0
			40	VAN HALEN Without You (<i>Warner Bros.</i>)	421	612	1073	1501	32/2
			41	GANDHARVAS Downtime (<i>MCA</i>)	404	264	70	—	39/6
			42	GREEN DAY Time Of Your Life (Good Riddance) (<i>Reprise</i>)	402	414	472	472	33/0
			43	ATHENAEUM What I Didn't Know (<i>Atlantic</i>)	391	372	336	293	29/2
			44	FOO FIGHTERS Baker Street (<i>Roswell/Capitol</i>)	358	355	359	358	21/1
			45	CHRIS CORNELL Sunshower (<i>Atlantic</i>)	350	580	744	1009	27/0
			46	JOE SATRIANI Ceremony (<i>Epic</i>)	284	334	341	380	18/1
			47	GREEN DAY Redundant (<i>Reprise</i>)	240	127	138	90	21/6
			48	RAMMSTEIN Du Hast (<i>Slash/London</i>)	230	197	168	118	26/6
			49	COREY GLOVER Do You First, Then Do Myself (<i>LaFace/Arista</i>)	227	135	50	1	20/2
			50	GARBAGE Push It (<i>Almo Sounds/Interscope</i>)	218	210	168	142	10/0

This chart reflects airplay from April 27-May 3. Songs ranked by total plays. Highlighted songs indicate Breaker.
80 Active Rock reporters. 80 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

NEW & ACTIVE

MONSTER MAGNET Space Lord (*A&M*)
Total Plays: 176, Total Stations: 52, Adds: 51

OUR LADY PEACE 4am (*Columbia*)
Total Plays: 167, Total Stations: 18, Adds: 6

HUM Green To Me (*RCA*)
Total Plays: 165, Total Stations: 20, Adds: 4

VERVE Lucky Man (*Hut/Virgin*)
Total Plays: 154, Total Stations: 15, Adds: 1

HARVEY DANGER Flagpole Sitta (*Slash/London*)
Total Plays: 151, Total Stations: 12, Adds: 2

JOLENE Pensacola (*Sire*)
Total Plays: 149, Total Stations: 11, Adds: 0

CAROLINE'S SPINE Wallflower (*Hollywood*)
Total Plays: 136, Total Stations: 21, Adds: 4

SCOTT THOMAS BAND Black Valentine (*Elektra/EEG*)
Total Plays: 132, Total Stations: 14, Adds: 1

RORSCHACH TEST Sex! (*Slipdisc/Mercury*)
Total Plays: 131, Total Stations: 20, Adds: 3

PETE DROGE Spacey And Shakin' (*Fifty Seven/Epic*)
Total Plays: 122, Total Stations: 13, Adds: 1

Songs ranked by total plays

BREAKERS.

600 600 DOLLS		
Iris (<i>Warner Sunset/Reprise</i>)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
613/72	34/2	31

MOST ADDED.

ARTIST TITLE LABEL(S)	ADDS
MONSTER MAGNET Space Lord (<i>A&M</i>)	51
GIRLS AGAINST BOYS Park Avenue (<i>DGC/Geffen</i>)	42
SMASHING PUMPKINS Ava Adore (<i>Virgin</i>)	42
JERRY CANTRELL My Song (<i>Columbia</i>)	19
MARCY PLAYGROUND Saint Joe On The School... (<i>Capitol</i>)	14
UNWRITTEN LAW California Sky (<i>Interscope</i>)	13
CLUTCH The Elephant Riders (<i>Columbia</i>)	11
COLD Go Away (<i>FtP/A&M</i>)	11
FEEDER High (<i>Echo/Elektra/EEG</i>)	7

Congratulations!
Joe Bevilacqua, PD
WHJY
It's time to
board the bus.
Marcy Playground

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
VAN HALEN Fire In The Hole (<i>Warner Bros.</i>)	+429
DLR BAND Slam Dunk (<i>Wawazat !!</i>)	+178
OUR LADY PEACE 4am (<i>Columbia</i>)	+167
MONSTER MAGNET Space Lord (<i>A&M</i>)	+158
PEARL JAM Wishlist (<i>Epic</i>)	+144
GANDHARVAS Downtime (<i>MCA</i>)	+140
WALLFLOWERS Heroes (<i>Epic</i>)	+120
GREEN DAY Redundant (<i>Reprise</i>)	+113
SMASHING PUMPKINS Ava Adore (<i>Virgin</i>)	+99
MATCHBOX 20 Real World (<i>Lava/Atlantic</i>)	+97

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
FOO FIGHTERS Everlong (<i>Roswell/Capitol</i>)
MEGADETH Almost Honest (<i>Capitol</i>)
TOOL Forty Six & 2 (<i>Freeworld</i>)
MATCHBOX 20 3am (<i>Lava/Atlantic</i>)
OZZY OSBOURNE Back On Earth (<i>Epic</i>)
MEGADETH Trust (<i>Capitol</i>)
METALLICA The Memory Remains (<i>Elektra/EEG</i>)
OUR LADY PEACE Clumsy (<i>Columbia</i>)
TOOL Aenema (<i>Freeworld</i>)
TWO I Am A Pig (<i>Nothing/Interscope</i>)

Breakers: Songs registering 600 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

Slobberbone "Barrel Chested" ...add it May 12.

"Out of left field comes a good, solid Rock record. Slobberbone is starting to react with our core."
- Rick Jamie, WEBN



Contact Dan Fullick (888) 472-4209

Stations and their adds listed alphabetically by market

ACTIVE ROCK

KEY/Abilene, TX
OMPD: Randy Jones
BD: Eric Bishop
APD: Tom Voss

KMCM/Corpus Christi, TX
PD: Keith Chupeo
BD: Eric Bishop
APD: Tom Voss

WKLQ/Grand Rapids, MI
OMPD: Tony Galen
BD: Mark Fournier
APD: Tom Voss

WLZR/Wisconsin, WI
PD: Keith Haveling
BD: Mark Fournier
APD: Tom Voss

KDOT/Reno, NV
OMPD: Rob Williams
APD: Tom Voss
BD: Mark Fournier

WONE/Acron, OH
PD: Bob Bates
BD: Mark Fournier
APD: Tom Voss

WRKI/Danbury, CT
PD: Tom Bates
BD: Mark Fournier
APD: Tom Voss

KOMP/Las Vegas, NV
PD: Billy Gault
BD: Mark Fournier
APD: Tom Voss

WGLO/Peoria, IL
OMPD: Jay Hunsley
APD: Tom Voss
BD: Mark Fournier

WYFF/Sarasota, FL
PD: Scott Pashman
BD: Mark Fournier
APD: Tom Voss

KZRK/Annville, TX
PD: David Kane
BD: Mark Fournier
APD: Tom Voss

KRAD/Corpus Christi, TX
PD: Laura Stewart
BD: Mark Fournier
APD: Tom Voss

WTFP/Greenville, SC
PD: Zola Taylor
BD: Mark Fournier
APD: Tom Voss

KOOR/Minneapolis, MN
OMPD: Dave Hamilton
BD: Mark Fournier
APD: Tom Voss

WMMH/Si. Cloud, MN
PD: Scott Kohn
BD: Mark Fournier
APD: Tom Voss

WZZM/Huntsville, AL
PD: Scott Kohn
BD: Mark Fournier
APD: Tom Voss

KODS/Del Rio, MN
PD: Tom Bates
BD: Mark Fournier
APD: Tom Voss

WBAB/Oregon Island, NY
PD: Bob Buchmann
BD: Mark Fournier
APD: Tom Voss

WMMR/Philadelphia, PA
PD: Joe Bonadonna
BD: Mark Fournier
APD: Tom Voss

KTAL/Shreveport, LA
PD: Kevin West
BD: Mark Fournier
APD: Tom Voss

KRAB/Bakersfield, CA
PD: Chris Gagliardi
BD: Mark Fournier
APD: Tom Voss

KTXQ/Dallas, TX
PD: Andy Lockridge
BD: Mark Fournier
APD: Tom Voss

WTPA/Harrisburg, PA
PD: Chris Jones
BD: Mark Fournier
APD: Tom Voss

KHQP/Modesto, CA
OMPD: Don Kennedy
BD: Mark Fournier
APD: Tom Voss

WRMG/Myrtle Beach, SC
OMPD: Eric & Nell
APD: Tom Voss
BD: Mark Fournier

WZLJ/Atlantic City, NJ
PD: Steve Raymond
BD: Mark Fournier
APD: Tom Voss

WVLA/Atlanta, GA
PD: Pat Ervin
BD: Mark Fournier
APD: Tom Voss

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83 Total Reporters
82 Current Reporters
82 Current Playlists
Due to specialty programming on KLOS/Los Angeles, their data was not included this week. KLOS' information will appear when they resume their regular format.

3W	2W	1W	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	1W	2W	3W	
1	1	1	1	KENNY WAYNE SHEPHERD Blue On Black (Revolution) 1765	1822	1895	1873	1873	80/0
2	2	2	2	JIMMY PAGE/ROBERT PLANT Most High (Atlantic) 1743	1789	1742	1548	1548	82/0
3	3	3	3	BROTHER CAME I Lie In The Bed I Make (Virgin) 1391	1366	1375	1265	1265	82/0
4	4	4	4	DAYS OF THE NEW Sheff In The Room (Outpost/Geffen) 1187	1259	1291	1312	1312	64/0
5	5	5	5	MARCY PLAYGROUND Sex And Candy (Capitol) 1155	1221	1226	1269	1269	56/1
6	37	10	6	WALLFLOWERS Heroes (Epic) 1137	890	251	16	16	76/1
10	8	6	6	ERIC CLAPTON She's Gone (Duck/Reprise) 1128	1072	982	910	910	64/0
7	7	7	7	JERRY CANTRELL Cut You In (Columbia) 1009	1027	1031	1032	1032	62/0
24	14	11	9	PEARL JAM Wishlist (Epic) 991	878	764	587	587	65/5
13	10	8	10	MATCHBOX 20 Real World (Lava/Atlantic) 991	946	909	810	810	60/0
35	30	19	11	VAN HALEN Fire In The Hole (Warner Bros.) 912	630	442	293	293	75/7
28	22	16	12	DLR BAND Slam Dunk (Wawazat !!) 908	749	617	434	434	68/6
16	13	12	13	SEMISONIC Closing Time (MCA) 907	867	791	722	722	68/0
19	12	13	14	DAVE MATTHEWS BAND Don't Drink The Water (RCA) 856	831	792	678	678	60/2
9	9	15	15	CREED My Own Prison (Wind-up) 699	781	910	932	932	51/1
36	31	25	16	GOO GOO DOLLS Iris (Warner Sunset/Reprise) 690	555	413	254	254	54/1
23	19	17	17	CREED Torn (Wind-up) 689	679	662	625	625	59/0
5	11	14	18	VAN ZANT Rage (CMC) 681	806	901	1005	1005	45/1
33	27	22	19	SOUL ASYLUM I Will Still Be Laughing (Columbia) 666	604	513	305	305	62/3
22	20	21	20	BIG HEAD TODD & THE MONSTERS Boom Boom (Revolution) 629	613	660	648	648	41/0
26	25	23	21	BLACK LAB Time Ago (DGC/Geffen) 622	592	556	494	494	57/0
3	6	9	22	VAN HALEN Without You (Warner Bros.) 571	936	1157	1363	1363	47/0
20	17	20	23	FOO FIGHTERS My Hero (Roswell/Capitol) 565	627	683	676	676	44/0
12	15	18	24	METALLICA The Unforgiven II (Elektra/EEG) 543	634	725	836	836	45/0
BREAKER	25			METALLICA Fuel (Elektra/EEG) 519	457	464	456	456	56/0
11	16	24	26	CHRIS CORNELL Sunshower (Atlantic) 437	570	691	897	897	33/0
32	32	30	27	GOV'T MULE Blind Man In The Dark (Capricorn/Mercury) 400	383	396	368	368	38/0
17	18	26	28	SPACEHOG Mungo City (HiFi/Sire/WB) 373	526	669	689	689	31/0
15	23	28	29	PEARL JAM Given To Fly (Epic) 361	452	592	803	803	40/1
37	35	32	30	STABBING WESTWARD Save Yourself (Columbia) 328	277	271	248	248	33/0
49	43	35	31	FUEL Shimmer (550 Music) 309	245	196	161	161	34/1
25	28	29	32	JOE SATRIANI Ceremony (Epic) 303	389	492	553	553	33/0
44	39	36	33	ATHENAEUM What I Didn't Know (Atlantic) 290	235	229	184	184	31/2
—	—	40	34	FASTBALL The Way (Hollywood) 275	185	157	-96	-96	30/8
48	46	39	35	STEGOSAURUS At The Water (Reprise) 263	209	194	166	166	37/4
45	41	38	36	THIRD EYE BLIND Losing A Whole Year (Elektra/EEG) 240	230	218	184	184	23/0
40	38	37	37	GREEN DAY Time Of Your Life (Good Riddance) (Reprise) 233	235	247	241	241	24/0
—	—	44	38	BIG WRECK That Song (Atlantic) 226	168	158	135	135	29/3
30	34	34	39	EVERCLEAR I Will Buy You A New Life (Capitol) 225	270	306	402	402	20/0
—	—	45	40	CARAMEL Lucy (Alert/Geffen) 207	158	114	74	74	29/5
DEBUT	41			JIMMY PAGE/ROBERT PLANT Shining In The Light (Atlantic) 203	111	51	—	—	28/4
DEBUT	42			SCOTT THOMAS BAND Black Valentine (Elektra/EEG) 197	85	4	—	—	25/7
50	42	41	43	UFO Venus (I Just Can't Quit...) (CMC) 197	176	202	160	160	18/1
—	—	46	43	SAMIAM She Found You (Ignition) 196	158	153	126	126	24/2
29	33	33	45	MEGADETH Use The Man (Capitol) 196	277	347	433	433	20/0
47	44	42	46	TODD SNIDER I Am Too (MCA) 163	174	196	169	169	17/0
22	26	31	47	RICHELIE SAMBORA Hard Times Come Easy (Mercury) 156	305	532	638	638	15/0
34	36	43	48	AEROSMITH Taste Of India (Columbia) 137	170	260	302	302	20/0
DEBUT	49			JOLENE Pensacola (Sire) 134	116	98	97	97	16/1
DEBUT	50			SWAMP BOOGIE QUEEN Ease My Mind (N2K Encoded Music) 126	91	104	111	111	14/1

* This chart reflects airplay from April 27-May 3. Songs ranked by total plays. Highlighted songs indicate Breaker. 83 Rock reporters. 82 Current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

NEW & ACTIVE

ROD STEWART Cigarettes & Alcohol (Warner Bros.)
Total Plays: 124, Total Stations: 45, Adds: 45

BLUE OYSTER CULT Harvest Moon (CMC)
Total Plays: 105, Total Stations: 12, Adds: 0

ADDICT Monsterside (Big Cat/V2)
Total Plays: 103, Total Stations: 14, Adds: 0

ECONLINE CRUSH Home (Restless)
Total Plays: 102, Total Stations: 17, Adds: 3

SEVENDUST Too Close To Hate (TVT)
Total Plays: 98, Total Stations: 10, Adds: 0

FOO FIGHTERS Baker Street (Roswell/Capitol)
Total Plays: 93, Total Stations: 7, Adds: 1

PETE DROGE Spacey And Shakin' (Fifty Seven/Epic)
Total Plays: 87, Total Stations: 12, Adds: 2

SHIFT I Want To Be Rich (Columbia)
Total Plays: 82, Total Stations: 9, Adds: 0

STEVE POLTZ Silver Lining (Mercury)
Total Plays: 81, Total Stations: 13, Adds: 0

GREEN DAY Redundant (Reprise)
Total Plays: 78, Total Stations: 8, Adds: 0

Songs ranked by total plays

BREAKERS.

METALLICA

Fuel (Elektra/EEG)

TOTAL PLAYS/INCREASE: 519/62
TOTAL STATIONS/ADDS: 56/0
CHART: 25

MOST ADDED

ARTIST/TITLE LABEL(S)	ADDS
ROD STEWART Cigarettes & Alcohol (Warner Bros.)	45
SMASHING PUMPKINS Ava Adore (Virgin)	18
JERRY CANTRELL My Song (Columbia)	9
MONSTER MAGNET Space Lord (A&M)	9
FASTBALL The Way (Hollywood)	8
SCOTT THOMAS BAND Black Valentine (Elektra/EEG)	7
VAN HALEN Fire In The Hole (Warner Bros.)	7
DLR BAND Slam Dunk (Wawazat !!)	6
CARAMEL Lucy (Alert/Geffen)	5
MARCY PLAYGROUND Saint Joe On The School... (Capitol)	5
PEARL JAM Wishlist (Epic)	5

MOST INCREASED PLAYS

ARTIST/TITLE LABEL(S)	TOTAL PLAY INCREASE
VAN HALEN Fire In The Hole (Warner Bros.)	+282
WALLFLOWERS Heroes (Epic)	+247
DLR BAND Slam Dunk (Wawazat !!)	+159
GOO GOO DOLLS Iris (Warner Sunset/Reprise)	+135
ROD STEWART Cigarettes & Alcohol (Warner Bros.)	+124
PEARL JAM Wishlist (Epic)	+113
SCOTT THOMAS BAND Black Valentine (Elektra/EEG)	+112
JIMMY PAGE/ROBERT PLANT Shining In The Light (Atlantic)	+92
FASTBALL The Way (Hollywood)	+90
FUEL Shimmer (550 Music)	+64

HOTTEST RECURRENTS

DAYS OF THE NEW Touch, Peel, And Stand (Outpost/Geffen)

MATCHBOX 20 3am (Lava/Atlantic)

ROLLING STONES Saint Of Me (Virgin)

MIGHTY JOE PLUM Live Through This (Fifteen...) (Atlantic)

TONIC If You Could Only See (Polydor/A&M)

AEROSMITH Pink (Columbia)

KENNY WAYNE SHEPHERD Slow Ride (Revolution)

FOO FIGHTERS Everlong (Roswell/Capitol)

BLACK LAB Wash It Away (DGC/Geffen)

SMASH MOUTH Walkin' On The Sun (Interscope)

Breakers: Songs registering 500 plays or more for the first time. Buillets 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.



* * What's your PERUERSION? * *

Find out May 18th.





JIM KERR

A Day And Night In The Life Of K-ROCK/NY

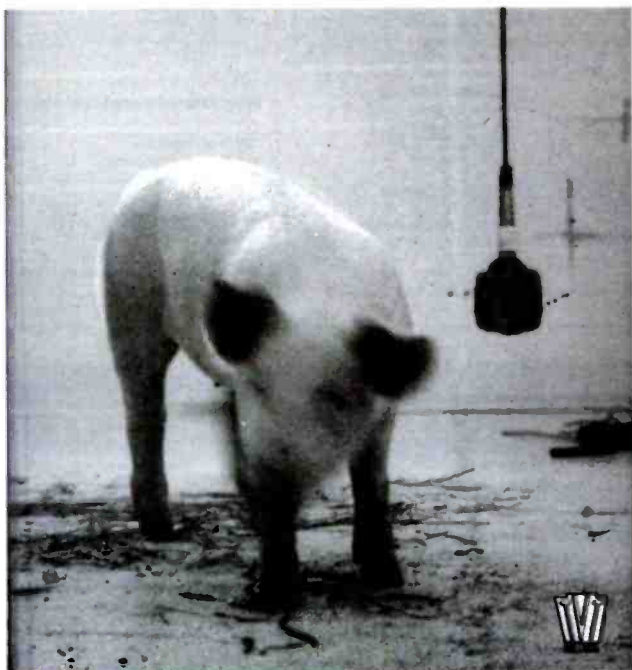
It's only an advantage being in a media-centered market like New York if you take advantage of it ... and K-ROCK could give lessons in taking advantage of its market's strength.



AFTER HOURS WITH M-20'S FRONTMAN — Rob Thomas of Matchbox 20 (2nd from r) enjoys a late-night group hug after the sold-out show at Hammerstein Ballroom (NYC) with (l-r) Atlantic Local NY Promo Rep. Rob Rosen, MD Mike Peer, and Atlantic Sr. Dir/Nat'l Promotion and A&R Kim Stephens.



WEILAND FINDS DAY JOB — Scott Weiland (2nd from r) joins middayer Julie Slater while PD Steve Kingston and MD Mike Peer supervise. He's seen here with (l-r) Peer, Atlantic VP Alternative Promotion Gary Spivack, Slater, and Kingston.



SOUL BROTHERS — Soul Asylum drops by for a few "laughs" with Cane. Pictured here are (l-r) Columbia Record's Ed Pinka, Dan Murphy from Soul Asylum, Cane, K-ROCK Producer Altar Boy (kneeling), Soul Asylum lead singer Dave Pirner, and MD Mike Peer.



FUEL MAKES PIT STOP — 550 Music recording artist Fuel breaks for a photo-op before hitting the stage at the sold-out "Low Dough Show" at Irving Plaza. Partying hardy are (l-r) 550's VP of Promotion Joel Klairman, Altar Boy, PD Steve Kingston, Cane, Fuel lead singer Brett Scallions and drummer Kevin Miller, MD Mike Peer, and Fuel guitarist Carl Bell.



SECURITY RISKS — Post-"Closing Time," Semisonic calls K-ROCK head of security Rocky (r) for backup after the "Low Dough Show." Here they are (l-r): Semisonic's Jake Slichter and Dan Wilson, Altar Boy, Semisonic's John Munson, and Cane.

THE GANDHARVAS

Already On:
 K-ROCK, CIMX, KZNZ, KEDJ, KPNT, WOXY, KNRX,
 WLUM, WXRA, WHTG, WNVE, KROX and many more!

~DOWNTIME~

the first track from the forthcoming album
 SOLD FOR A SMILE

Produced by Lauren Currie & The Gandharvas
 Management by Ross Munro / Random Entertainment, Inc.
 Check out The Gandharvas at www.watchmusic.com
 Get AMPed At MCA Records Online: www.mcarecords.com

MCA
 RECORDS
 AMERICA

WATCH



Produced by Mark Trombino Mixed by Tom Lord-Alge Management: Rick Devos

the NEW single *josie*
 (Everything's Gonna Be Fine)

from the GOLD album

Dude Ranch

MOST ADDED!

KROQ	WPBZ
CIMX	KPOI
XHRM	KFMA
KEDJ	WKRL
WOXY	WXZZ
KWOD	WIXO
KCXX	WJSE
WROX	WRRV
KXRK	KLZR
KXTE	KJEE
WNVE	WBTZ

CARGO
 MUSIC

MCA
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 AMERICA

www.blink182.com Get AMPed at MCA Records Online: www.mcarecords.com

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MAY 8, 1998

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	FASTBALL The Way (Hollywood)	3630	3706	3721	3673	105/0
3	2	2	2	SEMISONIC Closing Time (MCA)	3464	3409	3341	3202	108/0
2	3	3	3	EVERCLEAR I Will Buy You A New Life (Capitol)	3215	3283	3271	3260	101/0
4	4	4	4	DAVE MATTHEWS BAND Don't Drink The Water (RCA)	3066	3162	3055	2864	106/0
7	5	6	5	PEARL JAM Wishlist (Epic)	3019	2815	2801	2508	109/3
6	6	5	6	GARBAGE Push It (Almo Sounds/Interscope)	2946	2880	2747	2562	107/0
8	7	7	7	FUEL Shimmer (550 Music)	2808	2718	2637	2377	101/0
12	9	8	8	GOO GOO DOLLS Iris (Warner Sunset/Reprise)	2799	2443	2274	1866	101/0
—	43	16	9	WALLFLOWERS Heroes (Epic)	2292	1728	593	18	103/3
16	13	12	10	MATCHBOX 20 Real World (Lava/Atlantic)	2080	1981	1897	1744	84/0
23	20	13	11	HARVEY DANGER Flagpole Sitta (Slash/London)	2065	1798	1519	1254	99/4
11	12	11	12	THIRD EYE BLIND Losing A Whole Year (Elektra/EEG)	1988	2019	1947	1979	88/1
5	8	9	13	MARCY PLAYGROUND Sex And Candy (Capitol)	1988	2295	2585	2806	77/0
22	19	17	14	TORI AMOS Spark (Atlantic)	1868	1723	1583	1263	91/1
9	10	10	15	FOO FIGHTERS My Hero (Roswell/Capitol)	1850	2112	2256	2351	74/0
18	17	15	16	CHERRY POPPIN' DADDIES Zoot Suit Riot (Mojo/Universal)	1771	1741	1689	1649	85/1
24	22	22	17	URGE Jump Right In (Immortal/Epic)	1723	1575	1379	1211	97/5
10	11	14	18	CREED My Own Prison (Wind-up)	1719	1759	2039	2252	68/0
20	18	18	19	GOD LIVES UNDERWATER From Your Mouth (1500/A&M)	1668	1713	1658	1523	93/0
30	24	23	20	GREEN DAY Redundant (Reprise)	1618	1444	1299	1064	90/0
19	16	21	21	DAYS OF THE NEW Shelf In The Room (Outpost/Geffen)	1542	1616	1690	1642	59/0
15	15	19	22	NATALIE IMBRUGLIA Torn (RCA)	1511	1700	1710	1789	49/0
31	27	27	23	ATHENAEUM What I Didn't Know (Atlantic)	1467	1270	1118	1015	82/2
40	28	24	24	SOUL ASYLUM I Will Still Be Laughing (Columbia)	1453	1324	1086	714	81/0
13	14	20	25	JERRY CANTRELL Cut You In (Columbia)	1369	1668	1781	1848	61/0
46	32	30	26	VERVE Lucky Man (Hut/Virgin)	1336	1152	968	573	83/5
35	29	28	27	BLACK LAB Time Ago (DGC/Geffen)	1271	1198	1073	931	73/3
28	25	25	28	ALANIS MORISSETTE Uninvited (Warner Sunset/Reprise)	1232	1292	1239	1119	48/1
BREAKER	29			EVE 6 Inside Out (RCA)	1184	985	869	723	76/5
27	26	29	30	STABBING WESTWARD Save Yourself (Columbia)	1172	1165	1161	1158	69/0
50	37	32	31	BEN FOLDS FIVE Song For The Dumped (550 Music)	1126	1018	847	519	67/2
BREAKER	32			MARCY PLAYGROUND Saint Joe On The School Bus (Capitol)	1064	922	724	530	75/8
17	23	26	33	GREEN DAY Time Of Your Life (Good Riddance) (Reprise)	1022	1276	1371	1703	58/0
14	21	31	34	OUR LADY PEACE Clumsy (Columbia)	891	1117	1471	1792	49/0
32	30	33	35	SPECIALS It's You (Way Cool Music/MCA)	873	1004	1040	973	56/0
DEBUT	36			NATALIE MERCHANT Kind & Generous (Elektra/EEG)	813	173	—	—	65/11
29	31	37	37	THIRD EYE BLIND How's It Going To Be (Elektra/EEG)	692	780	990	1111	36/1
—	—	44	38	LENNY KRAVITZ If You Can't Say No (Virgin)	643	516	151	—	39/0
25	34	39	39	PEARL JAM Given To Fly (Epic)	633	728	908	1211	38/0
—	—	43	40	SONIC YOUTH Sunday (DGC/Geffen)	612	538	336	63	51/5
48	50	40	41	GETAWAY PEOPLE She Gave Me Love (Tangerine/Columbia)	549	574	515	551	39/3
38	38	38	42	WANK Forgiven (Maverick/Reprise)	531	756	804	780	36/0
DEBUT	43			SMASHING PUMPKINS Ava Adore (Virgin)	529	—	—	—	80/80
34	35	36	44	AGENTS OF GOOD ROOTS Come On (Let Your Blood...) (RCA)	499	826	887	938	35/0
37	47	46	45	BEN FOLDS FIVE Brick (550 Music)	490	476	554	836	25/0
44	48	47	46	311 Beautiful Disaster (Capricorn/Mercury)	437	469	550	596	19/0
DEBUT	47			PROPELLERHEADS History Repeating (DreamWorks/Geffen)	419	391	351	307	39/3
DEBUT	48			ECONOLINE CRUSH Home (Restless)	418	392	348	336	34/3
DEBUT	49			DEFTONES Be Quiet And Drive (Far Away) (Maverick/WB)	406	357	264	158	41/5
DEBUT	50			OUR LADY PEACE 4am (Columbia)	403	27	30	29	42/13

This chart reflects airplay from April 27-May 3. Songs ranked by total plays. Highlighted songs indicate Breaker. 109 Alternative reporters. 107 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

NEW & ACTIVE

GUSTER Airport Song (Hybrid/Sire)
Total Plays: 379, Total Stations: 37, Adds: 6

2 SKINNEE J'S Riot NNNRRROO (Capricorn/Mercury)
Total Plays: 347, Total Stations: 31, Adds: 1

SAMIAM She Found You (Ignition)
Total Plays: 298, Total Stations: 27, Adds: 2

SPRUNG MONKEY Get 'Em Outta Here (Surdog/Hollywood)
Total Plays: 290, Total Stations: 29, Adds: 9

BAD RELIGION Shades Of Truth (Atlantic)
Total Plays: 281, Total Stations: 22, Adds: 1

GANDHARVAS Downtime (MCA)
Total Plays: 279, Total Stations: 31, Adds: 8

BROTHER CAME I Lie In The Bed I Make (Virgin)
Total Plays: 271, Total Stations: 15, Adds: 2

CREED Torn (Wind-up)
Total Plays: 266, Total Stations: 13, Adds: 1

DELERIUM Silence (Nettwerk)
Total Plays: 251, Total Stations: 13, Adds: 1

RADIOHEAD No Surprises (Capitol)
Total Plays: 242, Total Stations: 22, Adds: 5

Songs ranked by total plays

BREAKERS

EVE 6
Inside Out (RCA)
TOTAL PLAYS/INCREASE: 1184/199
TOTAL STATIONS/ADDS: 76/5
CHART: 29

MARCY PLAYGROUND
Saint Joe On The School Bus (Capitol)
TOTAL PLAYS/INCREASE: 1064/142
TOTAL STATIONS/ADDS: 75/8
CHART: 32

MOST ADDED

ARTIST TITLE LABEL(S) ADDS

SMASHING PUMPKINS Ava Adore (Virgin) 80

B-52'S Debbie (Reprise) 37

GIRLS AGAINST BOYS Park Avenue (DGC/Geffen) 26

BLINK 182 Josie (Cargo/MCA) 19

FEEDER High (Echo/Elektra/EEG) 17

SAVE FERRIS The World Is New (Epic) 17

OUR LADY PEACE 4am (Columbia) 13

NATALIE MERCHANT Kind & Generous (Elektra/EEG) 11

SPRUNG MONKEY Get 'Em Outta Here (Surdog/Hollywood) 9

GANDHARVAS Downtime (MCA) 8

MARCY PLAYGROUND Saint Joe On The School Bus (Capitol) 8



MOST INCREASED PLAYS

ARTIST TITLE LABEL(S) TOTAL PLAY INCREASE

NATALIE MERCHANT Kind & Generous (Elektra/EEG) +640

WALLFLOWERS Heroes (Epic) +564

SMASHING PUMPKINS Ava Adore (Virgin) +529

OUR LADY PEACE 4am (Columbia) +376

GOO GOO DOLLS Iris (Warner Sunset/Reprise) +356

HARVEY DANGER Flagpole Sitta (Slash/London) +267

PEARL JAM Wishlist (Epic) +204

EVE 6 Inside Out (RCA) +199

ATHENAEUM What I Didn't Know (Atlantic) +197

VERVE Lucky Man (Hut/Virgin) +184

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)

VERVE Bitter Sweet Symphony (Hut/Virgin)

DAYS OF THE NEW Touch, Peel, And Stand (Outpost/Geffen)

BLINK 182 Dammit (Growing Up) (Cargo/MCA)

FOO FIGHTERS Everlong (Roswell/Capitol)

EVERCLEAR Everything To Everyone (Capitol)

RADIOHEAD Karma Police (Capitol)

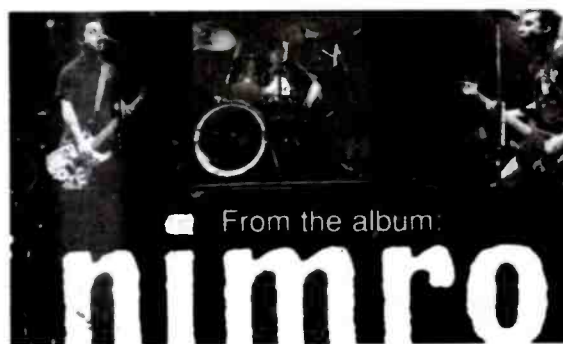
SMASH MOUTH Walkin' On The Sun (Interscope)

MATCHBOX 20 3am (Lava/Atlantic)

BLUR Song 2 (Virgin)

GREEN DAY Hitchin' A Ride (Reprise)

Breakers: Songs registering 1000 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.



From the album:

nimrod

R&R 20 from 23, 1618 plays, +174!!!
BDS: 21* from 25*, 1095 plays, +153!!!

Active Rotation!

On at over 91 stations including:

KRDO 21x WBCN 20x WHFS 25x WXDG 22x KITS 23x KNDD 25x
KNRK 23x WXDX 23x WPLY 20x KDME 22x WPBZ 25x WPLA 24x
KWOD 27x KTEG 24x KEDJ 20x WEDG 20x WGRD 23x WBTZ 32x

Catch Green Day on tour now and on David Letterman on 5/7!

Green Day redundant

GUSTER "AIRPORT SONG"

The first single from the new album
GOLDFLY

Already on:

99X 24 x
WBCN 23 x
WFNX
92/FIVE
KKND
KWOD
WBRU
WXEX
WMRQ
WBZU
WRXQ

WIZN
KDKB
WDHA
KFRQ
WJXQ
WTFX
WXRV
WRLT
WXPB
KOTR

and many more



#1 New & Active

Widespread Panic & G. Love and Special Sauce Tour in July
H.O.R.D.E. Tour in August



BreakThrough

Artist

ECONOLINE CRUSH

TRACK: "HOME"

LP: *THE DEVIL YOU KNOW*

PRODUCER: SYLVIA MASSEY

LABEL: RESTLESS

essentials: Canadian singer-songwriter Trevor Hurst, tired of his hometown's mainstream radio format, decided to move to the States in order to find a more stimulating musical climate. Settling in Seattle, he answered an ad for a band heavy into electronic music. Amidst all the gloom and doom, Hurst, **Robbie Morfitt** (guitars), **Don Binns** (bass), **Nico Quintal** (drums & percussion), and

the cryptically named **Ziggy** (guitars) put out their first EP as **Econoline Crush** in 1994 — their own electronic take on personal angst. Hurst, who claims that technology is an "emotional enhancer," went on to pen their 1998 follow-up, *The Devil You Know*, which spawned the blasting single, "Home." With a strong buzz on the band and heavy airplay, **Econoline Crush** just may well put Seattle on the map again, but this time for electronic music.

• **Artist POV:** Hurst plays evangelist: "I think on *The Devil You Know* we've grown as songwriters and found a chemistry that wasn't present before. We're excited to get back into the clubs and win a whole different audience over. We're excited to spread the word."

—**Rich Michalowski**
Asst. Alternative Editor



Breakthrough Artist highlights breaking artists with strong chart momentum.

Smashing Pumpkins
"Ava Adore" (Virgin)
Rich Wall, APD/MD
WEDG/Buffalo

Officially produced by Billy Corgan and Brad Wood with help on the mix from Flood (U2, Depeche Mode), the Smashing Pumpkins — consisting of just Billy, D'Arcy, and James Iha on this

103.3 EDGE

one (the drum machine has yet to be given a name) — continue their transition to the more-synth/less-guitar side of the pop music spectrum with their latest single. What started with "1979" and continued with "Eye" from the *Lost Highway* soundtrack has finally been refined on "Ava Adore." Flood's signature sludge-mix backbeat (a la Depeche Mode's "Barrel Of A Gun") drives this great, dark, pop song on a steady path to the heart of things. Audience participation for this one has been tremendous ... the phones have not stopped ringing.

Rich Wall

ON THE RECORD

After a Friday "Leak-A-Palooza," **Virgin Records** has not only pulled down a tremendous add week on **Smashing Pumpkins'** "Ava Adore," but it also pulled in a significant number of spins on a little over two days of airplay — more than 60 plays (!) on one station ... The **B-52's** make a welcome return to the Alternative world with "Debbie," a song that will help you win over the top end of your 18-34 audience ... I told you about **Blackbird's Everything** and their song "Hooch" weeks ago. Well, check out its very strong story building at major-market Adult Alternative stations, and you'll know that it's for real ... Some nice

ON THE RADIO
With Jim Kerr

feedback coming in on early airplay on **Elektra's Feeder** single, "High" ... With the Southeast leading the way, **Hybrid/Sire's Guster** is putting together an increasingly compelling story on "Airport Song" ... **RECORD OF THE WEEK:** **Gravity Kills'** "Falling."

Bizkit Basics

You spin it a little...
We sell it a lot!

Sales
350,000
and
climbing

"SOUR"

IMPACTING at Alternative May 11 and 12!



Get on the bus.

Saint Joe On The School BUS

The new single from
Marcy Playground

Leading The Way:

KROQ	WRZX	KKND
WXRK	91X	KNRX
Q101	CIMX	KTBZ
KNDD	WPLY	KWOD
WHFS	KEDJ	KPNT
KITS	KLZR	KXRK
WFNX	WRXQ	KZON
WNNX	KOME	WENZ

New This Week:

WBCN
KNRK
KLYY
WZAZ
WRXR
KPOI
WOSC
WBZF

Top 5 Phones:

KNDD	KJEE
CIMX	WROX
WHFS	WARQ
KKND	KTEG
KPNT	WGBD
KOME	WLRS
KFMA	

AND MANY MORE!

R&R Alternative **35** - **32** BREAKER
BDS Modern Rock Monitor 37* - 33*

Album Certified Platinum!
Soundscan Top 200 Album Chart 25*

Watch for them on tour with Everclear and Fastball.

Produced by John Wozniak • Management: Blake & Bradford www.marcyplayground.com

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Capitol

ALTERNATIVE PLAYLISTS

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

KROQ/Phoenix... WKYC/New York... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

KROQ/Los Angeles... Q101... WJZZ/Chicago... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

Y-100... WFLY/Philadelphia... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

B93... C103/Detroit... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

WPLT/Detroit... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

the edge... WXDC/Detroit... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

WHIS... WHFL/Washington... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

KTBZ/Houston... WBCN/Boston... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

101.7 WFNX... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

WNNX/Atlanta... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

99X... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

THE end... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

K2MZ/Minneapolis... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

92.5 WVEF... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

K2MR/Philadelphia... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

91X... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

edge... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

101.7 WFNX... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

K2MR/Philadelphia... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

K2MR/Philadelphia... Playlist table with columns: PLAYS, SW, LW, TW, ARTIST/TITLE

ALTERNATIVE PLAYLISTS

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

WVIZ/Pittsburgh
(412) 932-1441
Moscato/Diana

MARKET #100

PL	TW	LB	TW	ARTIST/TITLE
41	38	33	40	CREDENIA/Don Pison
36	34	34	39	FUEL/Slamher
37	35	34	38	OUR LADY PEACE/Clamy
15	16	33	37	PEARL JAM/Weezer
36	36	37	36	GOO GOO DOLLS/ra
36	35	37	36	JERRY CANTRELL/Cat You In
33	37	35	35	DAVE MATTHEWS BAND/Don't Drink
23	20	25	23	URGE! LUMP/Right In
22	23	29	23	GARBAGE/Phun II
20	17	23	24	MATCHBOX 20/Real World
15	16	22	24	GREEN DAY/Reckoned
23	20	25	23	URGE! LUMP/Right In
19	20	21	22	ATHEMAMA/When I Didn't Know
24	22	22	23	FASTBALL/The Way
22	23	20	25	SEMSONIC/Coming Time
15	16	22	24	VERVE/Acty Man
15	16	22	24	VERVE/Acty Man
15	16	22	24	VERVE/Acty Man
15	16	22	24	VERVE/Acty Man
15	16	22	24	VERVE/Acty Man

KTCL/Denver
(303) 629-9330
O'Connor

MARKET #101

PL	TW	LB	TW	ARTIST/TITLE
54	34	39	44	FASTBALL/The Way
14	34	40	40	PEARL JAM/Weezer
24	19	40	41	PEARL JAM/Weezer
24	19	40	41	PEARL JAM/Weezer
24	19	40	41	PEARL JAM/Weezer
15	16	24	24	THIRD EYE BLOODSHOT/A Whole Year
24	22	41	44	SEMSONIC/Coming Time
30	30	40	44	CHERRY POPPERS/Just Sait Hot
23	23	28	24	GARBAGE/Phun II
22	21	27	23	WARRIOR/Green Day
23	24	27	23	FUEL/Slamher
25	25	29	29	EVERYBODY'S/Smash
24	24	29	29	EVERYBODY'S/Smash
24	24	29	29	EVERYBODY'S/Smash
24	24	29	29	EVERYBODY'S/Smash
24	24	29	29	EVERYBODY'S/Smash

107.9 FM
CLEVELAND'S NEW WAVE

MARKET #102

PL	TW	LB	TW	ARTIST/TITLE
51	36	35	40	GOOD DOLLS/ra
43	34	34	34	DAISY OF THE NEW/Sneak In The Room
45	34	34	34	FASTBALL/The Way
42	34	34	34	ALANIS MORISSETTE/Uninvited
47	27	32	32	WALLFLOWERS/Smash
26	22	46	42	PEARL JAM/Weezer
48	36	40	41	FOO FIGHTERS/Road
18	14	14	14	BLACK LAB/Time Ago
18	15	13	13	BEH FOLDS FIVE/Song For The Dumped
16	14	13	13	MATCHBOX 20/Real World
16	14	13	13	GREEN DAY/Reckoned
15	14	13	13	GOO GOO DOLLS/ra
15	14	13	13	VERVE/Acty Man
17	16	13	13	VERVE/Acty Man
15	14	13	13	VERVE/Acty Man

GLTN 93.5
CLARK COUNTY'S NEW WAVE

MARKET #103

PL	TW	LB	TW	ARTIST/TITLE
40	41	43	43	DAVE MATTHEWS BAND/Don't Drink
12	12	43	43	GOO GOO DOLLS/ra
44	43	43	43	HARVEY DANGEL/Raggle Sita
27	27	41	41	DELIRIOUS!/Smash
43	40	40	40	CHERRY POPPERS/Just Sait Hot
40	40	40	40	GARBAGE/Phun II
36	38	38	38	FUEL/Slamher
29	29	29	29	BLACK LAB/Time Ago
24	24	24	24	ATHEMAMA/When I Didn't Know
24	24	24	24	ATHEMAMA/When I Didn't Know
43	43	43	43	SEMSONIC/Coming Time
24	24	24	24	VERVE/Acty Man
24	24	24	24	VERVE/Acty Man

WVIZ/Cincinnati
(513) 621-9336
Harris/James

MARKET #104

PL	TW	LB	TW	ARTIST/TITLE
57	39	57	57	ATHEMAMA/When I Didn't Know
55	39	58	58	MARCY PLAYGROUND/Smash And Candy
26	26	52	52	MATCHBOX 20/Real World
42	44	47	47	PEARL JAM/Weezer
43	42	47	47	ALANIS MORISSETTE/Uninvited
43	45	43	43	GOO GOO DOLLS/ra
44	44	42	42	VOIRDA SHERMAN/Smash
58	58	58	58	THIRD EYE BLOODSHOT/A Whole Year
40	42	42	42	FOO FIGHTERS/Right In
42	41	42	42	DAVE MATTHEWS BAND/Don't Drink
30	37	38	38	FASTBALL/The Way
16	16	21	21	NATALIE MERCHANT/Kind & Generous
79	29	29	29	SEMSONIC/Coming Time
30	30	26	26	THIRD EYE BLOODSHOT/A Whole Year
30	26	26	26	THIRD EYE BLOODSHOT/A Whole Year

WVIZ/Cincinnati
(513) 623-4114
Lyle

MARKET #105

PL	TW	LB	TW	ARTIST/TITLE
22	22	22	22	LEBBY KRANTZ/You Can't Say No
16	15	21	21	NOBODY'S/Don't Drink
17	17	21	21	DELIRIOUS!/Smash
20	20	20	20	TORI AMOS/Spans
20	20	20	20	RAIDING THE WAVES/Smash
20	20	20	20	RAIDING THE WAVES/Smash
20	20	20	20	RAIDING THE WAVES/Smash
17	20	20	20	GARBAGE/Phun II
7	22	29	29	SONIC YOUTH/Sunday
20	21	20	20	HARVEY DANGEL/Raggle Sita
21	21	20	20	GOO GOO DOLLS/ra
18	21	19	19	REVEREND HORTON HEARL/Ear Detector
18	21	19	19	REVEREND HORTON HEARL/Ear Detector

KTCL/Kansas City
(816) 254-1073
Lana/Justice

MARKET #106

PL	TW	LB	TW	ARTIST/TITLE
40	37	38	38	FOO FIGHTERS/Road
40	37	38	38	FOO FIGHTERS/Road
37	39	39	39	DAISY OF THE NEW/Sneak In The Room
37	39	39	39	DAISY OF THE NEW/Sneak In The Room
30	30	30	30	FASTBALL/The Way
20	23	23	23	EVERYBODY'S/Smash
20	23	23	23	EVERYBODY'S/Smash

KTCL/Grand Rapids
(616) 448-9000
Rance

MARKET #107

PL	TW	LB	TW	ARTIST/TITLE
53	55	54	54	NATALIE MERCHANT/Kind & Generous
48	53	52	52	GOOD DOLLS/ra
52	52	52	52	DAISY OF THE NEW/Sneak In The Room
30	37	37	37	EVERYBODY'S/Smash
32	37	37	37	EVERYBODY'S/Smash
32	37	37	37	EVERYBODY'S/Smash

KTCL/San Jose
(408) 985-9400
Taylor

MARKET #108

PL	TW	LB	TW	ARTIST/TITLE
36	38	37	37	HARVEY DANGEL/Raggle Sita
38	34	38	38	SEMSONIC/Coming Time
38	39	38	38	CREDENIA/Don Pison
40	36	37	37	GARBAGE/Phun II
37	38	38	38	FASTBALL/The Way
36	36	36	36	CHERRY POPPERS/Just Sait Hot
36	36	36	36	CHERRY POPPERS/Just Sait Hot
36	36	36	36	CHERRY POPPERS/Just Sait Hot
36	36	36	36	CHERRY POPPERS/Just Sait Hot
36	36	36	36	CHERRY POPPERS/Just Sait Hot

KTCL/Portland
(503) 233-1441
Hamilton

MARKET #109

PL	TW	LB	TW	ARTIST/TITLE
40	41	43	43	DAVE MATTHEWS BAND/Don't Drink
12	12	43	43	GOO GOO DOLLS/ra
44	43	43	43	HARVEY DANGEL/Raggle Sita
27	27	41	41	DELIRIOUS!/Smash
43	40	40	40	CHERRY POPPERS/Just Sait Hot
40	40	40	40	GARBAGE/Phun II
36	38	38	38	FUEL/Slamher
29	29	29	29	BLACK LAB/Time Ago
24	24	24	24	ATHEMAMA/When I Didn't Know
24	24	24	24	ATHEMAMA/When I Didn't Know
43	43	43	43	SEMSONIC/Coming Time
24	24	24	24	VERVE/Acty Man

KTCL/Salt Lake City
(801) 521-9696
Summers/Berth

MARKET #110

PL	TW	LB	TW	ARTIST/TITLE
57	39	57	57	ATHEMAMA/When I Didn't Know
55	39	58	58	MARCY PLAYGROUND/Smash And Candy
26	26	52	52	MATCHBOX 20/Real World
42	44	47	47	PEARL JAM/Weezer
43	42	47	47	ALANIS MORISSETTE/Uninvited
43	45	43	43	GOO GOO DOLLS/ra
44	44	42	42	VOIRDA SHERMAN/Smash
58	58	58	58	THIRD EYE BLOODSHOT/A Whole Year
40	42	42	42	FOO FIGHTERS/Right In
42	41	42	42	DAVE MATTHEWS BAND/Don't Drink
30	37	38	38	FASTBALL/The Way
16	16	21	21	NATALIE MERCHANT/Kind & Generous
79	29	29	29	SEMSONIC/Coming Time
30	30	26	26	THIRD EYE BLOODSHOT/A Whole Year

KTCL/Phoenix
(602) 272-9530
Schwall/Green

MARKET #111

PL	TW	LB	TW	ARTIST/TITLE
37	33	34	34	DAVE MATTHEWS BAND/Don't Drink
37	33	34	34	CREDENIA/Don Pison
35	34	34	34	NATALIE MERCHANT/Kind & Generous
36	33	34	34	FASTBALL/The Way
35	33	34	34	OUR LADY PEACE/Clamy
33	33	33	33	NATALIE MERCHANT/Kind & Generous
34	33	33	33	MARCY PLAYGROUND/Smash And Candy
22	22	22	22	WALLFLOWERS/Smash
17	22	22	22	URGE! LUMP/Right In
17	22	22	22	JERRY CANTRELL/Cat You In
21	21	21	21	FUEL/Slamher

KTCL/Charlotte
(704) 338-9600
Daniels/Rewer

MARKET #112

PL	TW	LB	TW	ARTIST/TITLE
45	45	45	45	PEARL JAM/Weezer
18	18	18	18	FOO FIGHTERS/Road
18	18	18	18	PEARL JAM/Weezer
45	45	45	45	311/Beautiful Disaster
45	45	45	45	DAISY OF THE NEW/Sneak In The Room
45	45	45	45	MARCY PLAYGROUND/Smash And Candy
45	45	45	45	SEMSONIC/Coming Time
23	23	23	23	TORI AMOS/Spans
20	19	19	19	THIRD EYE BLOODSHOT/A Whole Year
20	19	19	19	THIRD EYE BLOODSHOT/A Whole Year
20	19	19	19	THIRD EYE BLOODSHOT/A Whole Year

KTCL/Indianapolis
(317) 257-7505
Jameson/Young

MARKET #113

PL	TW	LB	TW	ARTIST/TITLE
21	21	21	21	DAVE MATTHEWS BAND/Don't Drink
35	31	35	35	PEARL JAM/Weezer
40	33	33	33	FASTBALL/The Way
16	16	30	30	HARVEY DANGEL/Raggle Sita
22	20	20	20	LIBBO/Supercool Daydream
22	20	20	20	TORI AMOS/Spans
22	20	20	20	LIBBO/Supercool Daydream
24	24	24	24	THIRD EYE BLOODSHOT/A Whole Year
22	22	22	22	GOO GOO DOLLS/ra
22	22	22	22	GOO GOO DOLLS/ra
6	18	12	12	SONIC YOUTH/Sunday
15	17	12	12	ATHEMAMA/When I Didn't Know
15	17	12	12	ATHEMAMA/When I Didn't Know

KTCL/Atlanta
(404) 524-9336
Austham/Pennington

MARKET #114

PL	TW	LB	TW	ARTIST/TITLE
25	34	38	38	SEMSONIC/Coming Time
25	34	38	38	NATALIE MERCHANT/Kind & Generous
58	57	57	57	MARCY PLAYGROUND/Smash And Candy
25	34	38	38	FASTBALL/The Way
25	34	38	38	THIRD EYE BLOODSHOT/A Whole Year
26	26	26	26	THIRD EYE BLOODSHOT/A Whole Year
26	26	26	26	THIRD EYE BLOODSHOT/A Whole Year
26	26	26	26	THIRD EYE BLOODSHOT/A Whole Year
26	26	26	26	THIRD EYE BLOODSHOT/A Whole Year
26	26	26	26	THIRD EYE BLOODSHOT/A Whole Year

KTCL/Salt Lake City
(801) 521-9696
Summers/Berth

MARKET #115

PL	TW	LB	TW	ARTIST/TITLE
57	39	57	57	ATHEMAMA/When I Didn't Know
55	39	58	58	MARCY PLAYGROUND/Smash And Candy
26	26	52	52	MATCHBOX 20/Real World
42	44	47	47	PEARL JAM/Weezer
43	42	47	47	ALANIS MORISSETTE/Uninvited
43	45	43	43	GOO GOO DOLLS/ra
44	44	42	42	VOIRDA SHERMAN/Smash
58	58	58	58	THIRD EYE BLOODSHOT/A Whole Year
40	42	42	42	FOO FIGHTERS/Right In
42	41	42	42	DAVE MATTHEWS BAND/Don't Drink
30	37	38	38	FASTBALL/The Way
16	16	21	21	NATALIE MERCHANT/Kind & Generous
79	29	29	29	SEMSONIC/Coming Time
30	30	26	26	THIRD EYE BLOODSHOT/A Whole Year

KTCL/Portland
(503) 233-1441
Hamilton

MARKET #116

PL	TW	LB	TW	ARTIST/TITLE
40	41	43	43	DAVE MATTHEWS BAND/Don't Drink
12	12	43	43	GOO GOO DOLLS/ra
44	43	43	43	HARVEY DANGEL/Raggle Sita
27	27	41	41	DELIRIOUS!/Smash
43	40	40	40	CHERRY POPPERS/Just Sait Hot
40	40	40	40	GARBAGE/Phun II
36	38	38	38	FUEL/Slamher
29	29	29	29	BLACK LAB/Time Ago
24	24	24	24	ATHEMAMA/When I Didn't Know

NEW MUSIC SPECIALTY SHOWS

GVSBC: Round II

DGC/Geffen's Girls Against Boys spends another intense week high above the chart with continued support from WBCN/Boston, WEJE/Ft. Wayne, and XHRM/San Diego. Sneaking up close behind is Virgin's Massive Attack, who makes a huge leap from No. 8 and proves to be a serious competitor with airplay at KITS/San Francisco, KOMF/San Jose, and WBTZ/Burlington, VT. Also, Atlantic's Bad Religion moves into the top five after a strong debut last week at No. 7 thanks to action at KPNT/St. Louis and WDX/Pittsburgh. Meanwhile, the dudes from San Diego, Surfdog/Hollywood's Sprung Monkey, take the Panel by storm with three weeks of killer chart surfing. And yet again, Vapor's Catatonia continues to climb while the "buzz" spreads at KXKR/Salt Lake City and KTBZ/Houston, to name just a few. Nice debuts from Nickelbag's Creeper Lagoon (WEQX/Albany), Virgin's Ben Harper (WPLY/Philadelphia) and Interscope's Unwritten Law (WLUM/Milwaukee). Record To Watch: MXPX

By Rich Michalowski
Asst. Alternative Editor

WEJE/Ft. Wayne, IN

New Music Show
Weasel
Sunday, April 26

BAD RELIGION Shades Of Truth (Atlantic)

BLINK 182 Josie (MCA)

CHOPPER ONE A Punk Named Josh (Restless)

DAN BERN Tiger Woods (Work)

DAVID GARZA Discoball World (Lava/Atlantic)

EVAN & JARON And Then She Says (Island)

GIRLS AGAINST BOYS Park Avenue (DGC/Geffen)

MONEY MARK Hand In Your Head (MoWax/London)

SPRUNG MONKEY Get 'Em Outta... (Surfdog/Hollywood)

SYMPOSIUM Fizzy (Red Ant)



TOP 20 ARTISTS

Ranked by total number of shows reporting artist...

- 1 GIRLS AGAINST BOYS (DGC/Geffen)
- 2 MASSIVE ATTACK (Virgin)
- 3 BAD RELIGION (Atlantic)
- 4 SPRUNG MONKEY (Surfdog/Hollywood)
- 5 CATATONIA (Vapor)
- 6 10 SPEED (A&M)
- 7 GANDHARVAS (MCA)
- 8 MONEY MARK (MoWax/London)
- 9 SAMIAM (Ignition)
- 10 LITANY (Time Bomb)
- 11 ANGELIQUE (Red Ant) Airplay Includes: KITS, WEQX, WXEC
- 12 UNWRITTEN LAW (Interscope) Airplay Includes: KFRR, KJEE, WBRU
- 13 CHOPPER ONE (Restless) Airplay Includes: KHTY, KPNT, WQXA
- 14 PUBLIC ENEMY (Def Jam/Mercury) Airplay Includes: WBCN, WBTZ, WEQX
- 15 REVEREND HORTON HEAT (Interscope) Airplay Includes: KFMA, WQXA
- 16 SONIC YOUTH (DGC/Geffen) Airplay Includes: KRBR, KTBZ, WKGB
- 17 CREEPER LAGOON (Nickelbag) Airplay Includes: KOMF, KXKR, WEQX
- 18 DAVID GARZA (Lava/Atlantic) Airplay Includes: WEJE, WGMF, WHTG
- 19 BERNARD BUTLER (Creation/Columbia) Airplay Includes: KNRX, WBCN, XHRM
- 20 BEN HARPER (Virgin) Airplay Includes: KITS, WPLY, WDX



Girls Against Boys

SPECIALTY SHOW REPORTERS

Shows and their Top 5 songs listed alphabetically by market

<p>WDX/Albany, NY Overnight Sunday 7-10pm Stephen Rothman True Mystic Sound... "There He Sar" Creeper Lagoon "Wonderful Love" Wendie Project "King Of The Castle" DJ Cam "Success" Lo-Fidelity Alibates "Vision Incision"</p> <p>WQXB/Albany, NY Over The Edge Monday 11:00-12:00am Neil Himmelman Cool Overlord "Steak" My Drug Her "Get At The Bus Stop" Bigmouth "These Are The Days" Dutch "Elephant Riders" Ben Harper "Mama's Toppin'"</p> <p>WKBG/Binghamton, NY In Coming Monday 10-11:30pm Tim "Dr" Boland Glorious "Hellfire" Reverend Horton Heat "Lie Detector" Dexter Boy "Cook Rock" Cory Crow "Do You First..." Guns "Airport Song"</p> <p>WBCN/Boston, MA Nocturnal Emotions Sunday 8-10pm Duffins Girls Against Boys "Park Avenue" Public Enemy "The Get Game" Plastic 13 "Fractal Away" Lisa Gerrard "The Human Game" Money Mark "Hand in Your Head"</p> <p>WEDG/Butte, NY Over And Beyond Sunday 9-10:30pm Brad Maybe Athenium "What I Didn't Know" Tourette Arms "Bird" Jesus And Mary Chain "I Love Rock & Roll" Ultrasounds "Moosehide" Public Enemy "Politics Of The..."</p> <p>WBTZ/Burlington, VT Spinning Unrest Sunday 9-10:30pm Steve Picard For "Bomber Baby" Halo Brothers "Virginia Reel..." Air "I Really Watch The..." Money Mark "Hand in Your Head" Bad Religion "Happy Killers"</p> <p>WAVF/Charleston, SC Callin' Edge Sunday 8:30-10pm Ben Harwick Unwritten Law "California Star" Rusted Overtones "Haze Of Flames" Versus "Underground" Angelique "Number" Limp Bizkit "Sour"</p> <p>WOXY/Cincinnati, OH On Air Sunday 11pm-1am Dan Chrobot Red Aunts "I'm Crying" Liberty "By Myself" Waxstars "Foam Hoppa Canal" Gas Huffer "Is That For Me?" Servatron "Sense, Obey"</p> <p>WOXY/Cincinnati, OH 11 O'Clock News Sunday 11pm-1am Dunaway Pythe MXPX "I'm OK, You're OK" John Esdale "Bright Side" Cornewell "Crown" Rock-A-Rama "Team Music" Limp Bizkit "Facts In The Night"</p> <p>WXEG/Dayton, OH The Edge Spin Cycle Sunday 8-10:30pm Allen Rambo Guns "Airport Song" Ben Folds Five "Song For The Dumbest" Dave Matthews Band "Crush" Big Bad Voodoo Daddy "You And Me And..." Harvey Danger "Flagpole Sitta"</p> <p>KIDM/Oak Moines, IA Virgin Vinyl Monday 6-7pm Stephan John Versus "Space Queen" Dag "Dear Love Would Be..." Atomic Fireballs "Man With A Hat" Stephan "Get It Out" Goldo "To All The Lonely..."</p> <p>KRBR/Duluth, MN The Zone Sunday 7-9pm Christina "Alucina" Dean Unwritten Law "Talescom" Bad Religion "Shades Of Truth" Gandharvas "Downtime" Eve 6 "Inside Out" Hum "Green To Me"</p>	<p>KNRX/Esqona, OR The "Q" Allstar Monday 11:30-12:30am Cris Pigeonhead "Battle Flag" Dag "Dear Love Would Be..." California "Mudcat And Scully" Sprung Monkey "Get 'Em Outta Here" Blink "Would You Kill..."</p> <p>WEJE/Ft. Wayne, IN New Music Show Sunday 8:30-9:30pm Weasel Big Bad Voodoo Daddy "You And Me And..." A's Not Hat "Do-esee" Hayden "The Hazards Of..." Dan Bern "Tiger Woods" Deltones "Be Quiet And Drive..." Sprung Monkey "Get 'Em Outta Here"</p> <p>KFRF/Fresno, CA 60 Minutes Buzz Monday 9-10pm Matt Davis Angelique "Number" Liberty "By Myself" A's Not Hat "Do-esee" Hayden "The Hazards Of..." Werv "Lucky Man"</p> <p>WXRA/Greensboro, NC New From The Edge Monday 10-11:30pm Miles Angelique "Number" Eve 6 "Inside Out" Hagfish "Emy" Monster Magnet "Space Lord" Chopper One "A Punk Named Josh"</p> <p>WQXA/Harrisburg, PA The Morning News Sunday 9-10am Dan Fein Reverend Horton Heat "Lie Detector" Suzanne Machine "Give" Seduction None This... "Kiss Me" Marc "Torgue" Gas Huffer "Rotten Egg"</p> <p>KTBZ/Houston, TX Lunar Rotation Sunday 9-11pm David Saeed Limp Bizkit "Sour" Jesus And Mary Chain "I Love Rock & Roll" Mogwai "Which Way" Spoon "The Minor Trough" Versus "Underground"</p> <p>KNRX/Kansas City, MO Living Room Sunday 9-10pm Stam & Joel Unwritten Law "California Star" Eve 6 "How Much Longer" Fall "Reverse Gears" Fredder "High" Curve "Coming Up Roses"</p> <p>KFTE/Lafayette, LA End Of The World Sunday 7-11pm Drew "Pleasant Man" Hubbard Supernova "Jefferson" Travis Am "The Campaign" Orange 9mm "Victim" Group Doggini "Lovely Siam" Firewater "Dropping Like Flies"</p> <p>KXTE/Las Vegas, NV 8 Marks When I Feel Sunday 10pm-midnight Chris Ripley Limp Bizkit "Sour" Addict "Monsterside" Dan Bern "Tiger Woods" Ultrasounds "Butter" Sprung Monkey "Get 'Em Outta Here"</p> <p>KROQ/Los Angeles, CA Radium On The Road Sunday 9-10pm mid.-2am Patricia Grier/Lay Shover Jesus And Mary Chain "I Love Rock & Roll" Rialto "Hard Candy" Hagfish "Hard" Horseshoe "Surfer Girl" Til "Parler Bird"</p> <p>WXDQ/Merphris, TN The Element Hour Sunday 11pm-midnight John Choccol Radiohead "No Surprises" Smash Mouth "It's" California "Mudcat And Scully" Angelique "Number" Grant Lee Buffalo "Truly Truly"</p> <p>WLUM/Milwaukee, WI Sunday Night Music Revolution Sunday 7-11pm Terry Horvat David Garza "Discoball World" Ben Harper "Mama's Toppin" Tuscanora "Paper Dolls" Dan Bern "Dick Singer" Gandharvas "Downtime"</p>	<p>KQZZ/Minneapolis, MN Across The Pond Sunday 9-10pm Mark Wood Massive Attack "Teardrop" Can "You Don't Regret" Song "Heaven's Gate" Pub "Help The Agent" Biv "Chemical World"</p> <p>WHTG/Monroeville, NJ Cave Underground Sunday 9pm-midnight Jeff Pappo Cornewell "Crown" Chopper One "A Punk Named Josh" Sunny Siskeler "You're Much..." Versus "Underground" Superdrag "Be Underground"</p> <p>WXRK/New York, NY The "Buz" Sunday 11:30pm-2am John Pineda Sprung Monkey "Get 'Em Outta..." Sonic Youth "Sunday" Money Mark "Hand in Your Head" Cool Hammer "Sawy" Girl Against Boys "Park Avenue"</p> <p>KOKQ/Omaha, NE New From The Edge Sunday 10pm-midnight Kathy S. Powell Sweeney "99th Dream" Curve "Coming Up Roses" Fall "Reverse Gears" Big Bad Voodoo Daddy "You And Me And..." Trunk Federation "Trunk Lover"</p> <p>WPLY/Philadelphia, PA Y Not? Sunday 9-10:30pm Dan Fein Brain Wilson "Your Imagination" David Garza "Save" Fox Fighters "Walking After You" Guns "Airport Song" Sensations "Secret Smile"</p> <p>WXDX/Pittsburgh, PA Edge Of The X Sunday 10pm-11pm Lonny Blank Limp Bizkit "Sour" Girls Against Boys "Park Avenue" Sensations "DIO" 10 Speed "Space Queen" Big Whack "That Song"</p> <p>WCYY/Portland, OR Spinout Thursday 7-9pm Sharon "Facemelter" Jetties Reverend Horton Heat "Space Heater" Pave The Rocker "Droit" Radiohead Test "Yes" Seduction None This... "Kiss Me" Superdrag "Amphetamine"</p> <p>KNRK/Portland, OR Something Cool Sunday 9-10pm Andrea Coakley Jesus And Mary Chain "I Love Rock & Roll" Money Mark "Hand in Your Head" Rest Assured "True Intensity" Rialto "Unouchable" Sotter "Solier Ali Liddell..."</p> <p>WDSY/Poughkeepsie, NY Jodie Fizz Thursday 10-11pm Nic Harcourt Prisasters "Sorrows" Bad Religion "Shades Of Truth" Praga Khan "Headed With A..." Arcade Birds... "Thrills" Reverberation "Cross Your Sky"</p> <p>WBRU/Providence, RI Breaching And Entering Wednesday 11:30pm-midnight Miles Lord Rumsbottom "Sweet Little Hats" Dan Bern "Tiger Woods" Ben Harper "Voodoo Child" Jesus And Mary Chain "I Love Rock & Roll" Creeper Lagoon "Wonderful Love"</p> <p>WXPQ/Providence, RI House Of New X Music Sunday 11pm-midnight John Alfery Dave Matthews Band "Saw (Waiting Time)" Feeder "High" Radiohead Test "Yes" One Minute Silence "A Waste Of Things..." Kilgore Srudge "Prayer For The Dying"</p> <p>KPNT/St. Louis, MO New Music Sunday Sunday 7-9:30pm Lisa News Chopper One "A Punk Named Josh" Seduction None This "Kiss Me" Dario G "Sundayhime" Mainstream "Step Right In" Naomi "Personal Touch"</p>	<p>KXKR/Salt Lake City, UT New Hour This Sunday 9-10pm Sean "Bay Walker" Zieroff All "Worlds On Heron" Magazine "Somebody" Get Up Kids "Don't Hate Me" Sail "If A Comes On..." 187 "Locadown 'Kung Fu"</p> <p>XHRM/San Diego, CA Waxstars Sunday 9pm-midnight Greg Passant Zappa "The Weatress Song" Sail "If A Comes On..." Fonda "Tail Feat" Naomi "Personal Touch" 27 Brats "Another Desert"</p> <p>XTRK/San Diego, CA Firehouse Wednesday 11:30pm-2am Action DJ Hilary 98 Mile "Growing Old" Real "Sanctuary 13" Sprung Monkey "Super Breakdown" Til "Parler Bird" All "Perfection"</p> <p>KITS/San Francisco, CA Record Room Sunday 10pm-midnight Aaron Richmond Drugstore "El Presidente" Bernard Butler "Not Alone" Bugs "About You" St. Evrean "The Bad Photographer" Sei Folds Feet "Song For The Dumbest"</p> <p>KOME/San Jose, CA Nocturnal Noise Saturday 11pm-1am Jeanette Gurgurevic Unwritten Law "What I Didn't Know" Massive Attack "Teardrop" Beastie Boys "Hold It, How It It" Mylar "Believe" Hayden "The Hazards Of..."</p> <p>KHTY/Santa Barbara, CA Homage Sunday 5pm-midnight Sam Chopper One "A Punk Named Josh" Switchfoot "Cham GAF" Razor "Holly Steep" Punk "Chocolate Bar" MXPX "I'm OK, You're OK"</p> <p>KJEE/Santa Barbara, CA Disruption Teminals Sunday 10:30pm-midnight John Schreiber Blink 182 "Jesse" Money Mark "Hand in Your Head" Girls Against Boys "Park Avenue" Esthara "Blush From Another" Creeper Lagoon "Dear Dearly"</p> <p>KTOZ/Springfield, MO Test Site Sunday 7-9pm Simon Magpie Cornewell "Crown" Chopper One "A Punk Named Josh" Goldo "To All The Lonely..." Blink 182 "Jesse" Steve Ferris "The World Is New"</p> <p>WGMF/State College, PA New Hour This Sunday 10pm-midnight Peggy Lutz Guns "Airport Song" Tuscanora "Paper Dolls" Bigmouth "These Are The Days" Hum "Green To Me"</p> <p>WXSR/Tallahassee, FL Underground Lounge Sunday 9-10pm Fish The Lounge Lizard Sammam "She Found You" Reverend Horton Heat "Lie Detector" Sprung Monkey "Get 'Em Outta Here"</p> <p>KLZR/Yopeka, KS Friday Music Highway Monday 10:30pm-12am Bob Cullen Reverberation "Cross Your Sky" Hagfish "Hard" Grant Lee Buffalo "APB" Royal Trux "Lust" All "United Way So"</p> <p>KFMA/Tucson, AZ Real Department Sunday 9-10pm Chuck Reed Esther's "Heaven Sun" Plasma Front "Be P-Mosh" Public Enemy "The Get Game" Dan Bern "Tiger Woods" Grant Lee Buffalo "Truly Truly"</p>
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48 Total Reporters

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R&R ADULT ALTERNATIVE TRACKS

MAY 8, 1998

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	1W	2W	3W	
3	2	1	1	FASTBALL The Way (Hollywood) 678 709 669 603 33/3					
1	1	2	2	BONNIE RAITT One Belief Away (Capitol) 640 704 676 647 33/1					
2	3	3	3	DAVE MATTHEWS BAND Don't Drink The Water (RCA) 607 649 652 614 38/0					
5	4	4	4	NATALIE IMBRUGLIA Torn (RCA) 577 592 595 557 24/0					
BREAKER	5			NATALIE MERCHANT Kind & Generous (Elektra/EEG) 543 182 — — 35/2					
9	8	7	6	SEMISONIC Closing Time (MCA) 503 473 445 400 30/1					
7	7	5	7	MARC COHN Already Home (Atlantic) 469 510 527 524 28/0					
6	5	6	8	AGENTS OF GOOD ROOTS Smiling Up The Frown (RCA) 408 473 541 537 29/1					
29	25	14	9	ERIC CLAPTON She's Gone (Duck/Reprise) 403 335 244 190 32/3					
26	17	15	10	GOO GOO DOLLS Iris (Warner Sunset/Reprise) 403 326 294 224 26/1					
8	9	8	11	SARAH MCLACHLAN Adia (Arista) 403 412 406 418 24/0					
15	13	12	12	MATCHBOX 20 Real World (Lava/Atlantic) 385 345 346 304 26/1					
—	—	16	13	WALLFLOWERS Heroes (Epic) 376 306 80 — 31/2					
14	15	10	14	PEARL JAM Wishlist (Epic) 372 369 328 313 29/2					
10	10	9	15	ROBBIE ROBERTSON Unbound (Capitol) 353 386 398 384 25/0					
22	18	17	16	TORI AMOS Spark (Atlantic) 345 302 290 257 28/1					
11	11	13	17	KENNY WAYNE SHEPHERD Blue On Black (Revolution) 324 337 384 382 22/1					
18	19	18	18	EBBA FORSBERG Lost Count (Maverick/WB) 301 294 280 268 24/0					
25	22	19	19	ALANA DAVIS Crazy (Elektra/EEG) 298 287 267 227 24/1					
19	23	23	20	EDWIN MCCAIN I'll Be (Lava/Atlantic) 262 258 264 267 14/0					
BREAKER	21			VERVE Lucky Man (Hut/Virgin) 260 204 157 146 25/2					
12	12	24	22	MARCY PLAYGROUND Sex And Candy (Capitol) 247 258 357 347 13/0					
4	6	11	23	ERIC CLAPTON My Father's Eyes (Duck/Reprise) 241 368 533 582 22/0					
16	16	20	24	STEVE POLTZ Silver Lining (Mercury) 226 286 296 295 23/0					
27	27	26	25	SPECIALS It's You (Way Cool Music/MCA) 215 223 233 222 20/1					
13	14	21	26	PAULA COLE Me (Imago/WB) 210 274 330 340 17/0					
17	21	25	27	CHRIS STILLS Razorblades (Atlantic) 207 245 277 289 19/0					
23	26	28	28	MATCHBOX 20 3am (Lava/Atlantic) 193 206 237 253 11/0					
20	20	22	29	THIRD EYE BLIND How's It Going To Be (Elektra/EEG) 193 273 280 267 11/0					
DEBUT	30			FRANCIS DUNNERY My Own Reality (Razor & Tie) 181 176 157 153 18/0					

This chart reflects airplay from April 27-May 3. Songs ranked by total plays. Highlighted songs indicate Breaker.
40 Adult Alternative reporters. 40 current playlists. © 1998, R&R Inc.

NEW & ACTIVE

PAGE/PLANT Most High (Atlantic)
Total Plays: 177, Total Stations: 14, Adds: 0

EVERCLEAR I Will Buy You A New Life (Capitol)
Total Plays: 156, Total Stations: 10, Adds: 0

SOUL ASYLUM I Will Still Be Laughing (Columbia)
Total Plays: 153, Total Stations: 18, Adds: 2

LENNY KRAVITZ If You Can't Say No (Virgin)
Total Plays: 145, Total Stations: 17, Adds: 2

EVERYTHING Hooch (Blackbird)
Total Plays: 141, Total Stations: 17, Adds: 6

PETE DROGE Spacey And Shakin' (Fifty Seven/Epic)
Total Plays: 118, Total Stations: 13, Adds: 0

DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)
Total Plays: 112, Total Stations: 14, Adds: 8

DANNY WILDE + THE REMBRANDTS Long Walk Back (EastWest/EEG)
Total Plays: 101, Total Stations: 11, Adds: 0

ATHENAEMUM What I Didn't Know (Atlantic)
Total Plays: 97, Total Stations: 7, Adds: 1

KATHLEEN WILHORTE Symphony (Daves/V2)
Total Plays: 93, Total Stations: 12, Adds: 0

TRAIN Meet Virginia (Aware)
Total Plays: 92, Total Stations: 12, Adds: 1

MORCHEEBA Let Me See (China/Sire)
Total Plays: 92, Total Stations: 13, Adds: 1

Songs ranked by total plays

BREAKERS

NATALIE MERCHANT

Kind & Generous (Elektra/EEG)

TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART
543/361 35/2 5

VERVE

Lucky Man (Hut/Virgin)

TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART
260/56 25/2 21

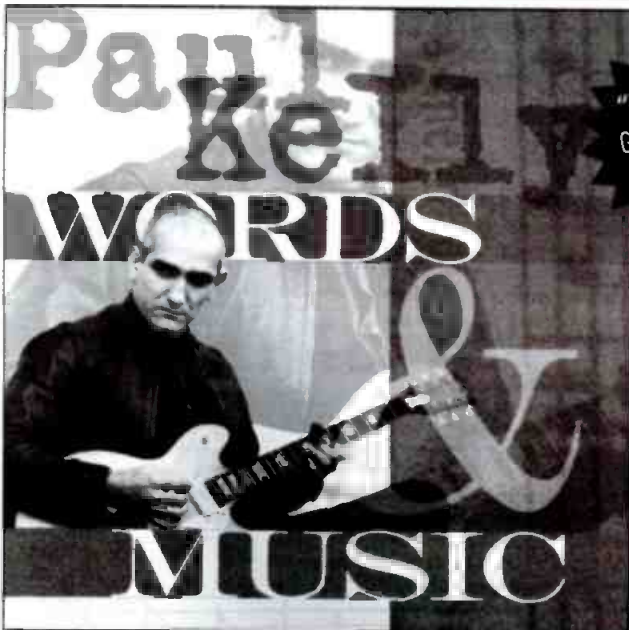
MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
8-52'S Debbie (Reprise)	15
DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)	8
FROM GOOD HOMES Kick It On (RCA)	7
EVERYTHING Hooch (Blackbird)	6
BUDDY GUY Midnight Train (Silverstone)	5
B.B. KING w/ROLLING STONES Paying The Cost... (MCA)	3
JIMMY BUFFETT Island Fever (Island)	3
CHERRY POPPIN' DADDIES Zoot Suit Riot (Mojo/Universal)	3
ERIC CLAPTON She's Gone (Duck/Reprise)	3
FASTBALL The Way (Hollywood)	3
JIMMY PAGE/ROBERT PLANT Shining In The Light (Atlantic)	3
RDD STEWART Cigarettes & Alcohol (Warner Bros.)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
NATALIE MERCHANT Kind & Generous (Elektra/EEG)	+361
DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)	+92
GOO GOO DOLLS Iris (Warner Sunset/Reprise)	+77
WALLFLOWERS Heroes (Epic)	+70
ERIC CLAPTON She's Gone (Duck/Reprise)	+68
VERVE Lucky Man (Hut/Virgin)	+56
SOUL ASYLUM I Will Still Be Laughing (Columbia)	+51
CONNELLS Crown (TVT)	+47
TORI AMOS Spark (Atlantic)	+43
BUDDY GUY Midnight Train (Silverstone)	+42

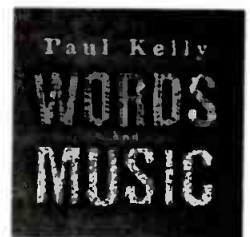
Breakers: Songs registering 250 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increase in total plays. Weighted chart appears on R&R ONLINE.



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MAY 8, 1998

MOST ADDED

Table with columns: ARTIST TITLE LABEL(S), ADOS. Lists albums like B-52'S Time Capsule, FROM GOOD HOMES, etc.

MOST INCREASED PLAYS

Table with columns: ARTIST TITLE LABEL(S), TOTAL PLAY INCREASE. Lists albums like NATALIE MERCHANT Ophelia, SOUNDTRACK Godzilla, etc.

Main chart table with columns: WK, TW, LW, TW, ARTIST TITLE LABEL(S), TOTAL PLAYS, +/- PLAYS, EMPHASIS TRACKS (PLAYS). Lists albums like BONNIE RAITT Fundamental, DAVE MATTHEWS BAND Before These Crowded Streets, etc.

This chart reflects airplay from April 27-May 3. Albums ranked by total plays, with plays from all cuts from an album combined. 40 Adult Alternative reporters. 40 current playlists. © 1998, R&R Inc.

REPORTERS

Stations and their adds by track listed alphabetically by market

WKLE/Albany, NY

PD: Neil Hunter
B-52'S 'Dobbin'
PEARL JAM 'Whiskey'
VERVE 'Lucy'

WBOS/Boston, MA

PD: Jim Hironaka
MD: Chris Heath
EVERYTHING 'Hoock'
B-52'S 'Dobbin'
JIMMY BUFFETT 'Island'

WDOD/Chattanooga, TN

MD: Danny Howard
PD: Chris Adams
SOUL ASYLUM 'Laughing'
LENNY KRAVITZ 'Is'
VERVE 'Lucy'
TRAIN 'Virginie'

WQOR/Ann Arbor, MI

PD: John Vance
MD: Jerry Mison
LENNY KRAVITZ 'Is'
B-52'S 'Dobbin'
ALANA DAVIS 'Crazy'

WXRW/Boston, MA

PD: Joanna Dandy
MD: Mike Mulvaney
B-52'S 'Dobbin'
MORCHEEBA 'Say'
ANGELIN 'Sabers'
GUSTER 'Airport'

WXRT/Chicago, IL

VP/Programming: Steve Winer
MD: Paty Martin
SMASHING PUMPKINS 'Adore'
B-52'S 'Dobbin'

KGSR/Austin, TX

PD: John Baughman
MD: Susan Castle
KENNY WAYNE SHEPHERD 'Star'
DAVE MATTHEWS BAND 'Stay'
OLU DARA 'Lips'
TAJ MAHAL 'Teach'

WNCB/Burlington, VT

PD: Greg Hunter
MD: Andy Peterson
CHER'S 'Stills 'Kuma'
HUB 'Lip'
SEMISONIC 'Stew'
SEMISONIC 'Tad'
PETE BELASCO 'Gems'
B-52'S 'Dobbin'
FROM GOOD HOMES 'Kick'
FROM GOOD HOMES 'Kick'
J.B. LOY NICHOLS 'Cosh'

KBXR/Columbia, MO

MD: Michael Peary
PD/MD: Dave 'Keebler' Feilstein
No Adds

KKZV/Dallas, TX

PD: Josh Falger
ROD STEWART 'Cigarettes'

KFXJ/Boise, ID

PD: Kevin Weeks
MD: Carl Schneider
EVERYTHING 'Hoock'
DAVE MATTHEWS BAND 'Stay'
FARM DOGS 'Tovaga'
CHERRY POPPIN' 'Zoot'

WVVY/Cape Cod, MA

PD/MD: Barbara Beatty
ROLLING STONES 'Lust'
PATTY GRIFIN 'Big'
AGENTS OF GOOD ROOTS 'Lip'
DAVE MATTHEWS BAND 'Stay'
JIMMY BUFFETT 'Island'

KBCO/Denver, CO

PD: Steve Hansen
MD: Scott Anderson
DAVE MATTHEWS BAND 'Stay'
PEARL JAM 'Whiskey'

KXPK/Denver, CO

PD: Gary Sotomayor
MD: Eric Schmitt
No Adds

CIDR/Detroit, MI

PD: Woody Duff
MD: Ann Dettl
BEHAVIOR 'Someone'
MATCHBOX 20 'Real'
WALLFLOWERS 'Heroes'

WTTW/Indianapolis, IN

PD: Bob Allen
MD: Mike McCullough
B.B. KING/ROLLING 'Playing'
EVERYTHING 'Hoock'

WMMR/Madison, WI

MD: Mark Mahoney
PD: Pat Gallagher
MD: Tom Teuber
B.B. KING/ROLLING 'Playing'
KYLE DAVIS 'Buried'

KORS/Minneapolis, MN

MD/PS: Dave Hamilton
AP/MD: Reed Erdos
ROD STEWART 'Cigarettes'

KTCZ/Minneapolis, MN

MD: Andy Olson
PD: Lonnie MacLachlan
AP/MD: Mike Hunt
ROD STEWART 'Cigarettes'
TORI AMOS 'Spark'
DAVE MATTHEWS BAND 'Stay'
EVERYTHING 'Hoock'

WZEW/Mobile, AL

MD: Tom Hunt
MD: Steve Chesley
DAVE MATTHEWS BAND 'Stay'
B-52'S 'Dobbin'
DAVE MATTHEWS BAND 'Crush'
HUB 'Lip'
FROM GOOD HOMES 'Kick'
TODD SNIDER 'Too'
PAGE PLANT 'Shining'

KPIG/Monterey, CA

PD/MD: Lennie Hepler
ROD 'Big'
DELL 'First'
ERIC CLAPTON 'Rain'
TRACY CHAPMAN 'Soul'
J.D. SOUTHER 'Rise'
BOTTLE ROCKETS 'Pocket'

WPLT/Memphis, TN

PD: Jane Cassanova
AP/MD: Keith Cox
AGENTS OF GOOD ROOTS 'Smoking'
FASTBALL 'Way'
GUSTER 'Airport'
BONNIE RAITT 'Deler'
WIDESPREAD PANIC 'Trauma'

WKOC/Norfolk, VA

PD/MD: Holly Williams
MD: David Elwood
WALLFLOWERS 'Heroes'

WXPN/Philadelphia, PA

MD/PS: Bruce Rosen
MD: Bruce Warren
OLU DARA 'Mortem'
FRANCIS DUBBERY 'Riding'
FRANCIS DUBBERY 'Jonah'
B-52'S 'Dobbin'
FROM GOOD HOMES 'Kick'
SALAMANDER 'May'
BETH ORTON 'Dolphins'

WCZJ/Portland, ME

PD: Brian Phoenix
MD: Bob Angell
PATTY GRIFIN 'Big'
B-52'S 'Dobbin'
SPECIALS 'Key'
FASTBALL 'Way'
SEMISONIC 'Closing'

KINK/Portland, OR

PD: Susan Castellano
AP/MD: Anita Barlow
MD: Bill Butler
PATTY GRIFIN 'Big'
ERIC CLAPTON 'Gone'
EVERYTHING 'Hoock'
ESTHER 'Get'
CPR 'Coming'
CPR 'Mortem'

KTHX/Reno, NV

PD: Bruce Van Dyke
MD: David Cheney
DAVE MATTHEWS BAND 'Stay'
GUSTER 'Airport'
B-52'S 'Dobbin'
SAB BUSH 'Teach'
DOUGLAS SEPTEMBER 'Pratt'
JIMMY THACKERY 'Morning'

WVRV/St. Louis, MO

PD: Mike Hatcher
MD: David Elwood
WIDESPREAD PANIC 'Picking'
YONDA SHEPARD 'Searchin'

KENZ/Salt Lake City, UT

PD: Bruce Jones
AP/MD: Dean Cooper
NATALIE MERCHANT 'Generous'
SOUL ASYLUM 'Laughing'
B-52'S 'Dobbin'

KOST/San Diego, CA

PD/MD: Doug Shrank
BANDMATE D LADIES 'Apartment'
B-52'S 'Dobbin'
PETE DROGE 'Coming'
FROM GOOD HOMES 'Kick'

KFOG/San Francisco, CA

PD: Paul Shamatta
MD: Bill Evans
PAGE PLANT 'Shining'
B-52'S 'Dobbin'
BUDDY GUY 'Midnight'

KOTR/San Luis Obispo, CA

PD: Bruce Rosen
MD: Bruce Rosen
CORNELLS 'Crossin'
BUDDY GUY 'Midnight'
B-52'S 'Dobbin'

KTYD/Santa Barbara, CA

MD: F.R. Pong, Keith Meyer
MD: Dana Birley
WIDESPREAD PANIC 'Picking'
FREDDY JONES NAME 'Wonder'
ROD STEWART 'Oak'
ROD STEWART 'Cigarettes'

KBAC/Santa Fe, NM

PD: Ira Gordon
B-52'S 'Dobbin'
FROM GOOD HOMES 'Kick'
BUDDY GUY 'Midnight'
SEN HAPPER 'Manana'
DAVE MATTHEWS BAND 'Stay'
YONDA SHEPARD 'Searchin'
JOSH HOUSE 'Lips'

KRSH/Santa Rosa, CA

PD: Zee Zee
MD: Bill Butler
EVERYTHING 'Hoock'
FROM GOOD HOMES 'Kick'
BEHAVIOR 'Someone'
SCOTT THOMAS BAND 'Valentin'
B-52'S 'Dobbin'
CORNELLS 'Green'
BIG BAD VOODOO DADDY 'Heels'

WHPT/Tampa, FL

PD: Chuck Bush
MD: Kent Belmore
NATALIE MERCHANT 'Generous'
GOO GOO DOLLS 'Yes'

KMTT/Seattle, WA

MD: Chris Mark
AP/MD: Jason Paulson
MD: Jason Carlson
PAGE PLANT 'Shining'
WIDESPREAD PANIC 'Picking'
DAVE MATTHEWS BAND 'Crush'
SCOTT THOMAS BAND 'Valentin'
CHERRY POPPIN' 'Zoot'

KAEP/Spokane, WA

PD/MD: Haley Jones
URGE 'Jump'

WRNX/Springfield, MA

MD: Tom Grant
MD: David Williams
MD: Bruce Robinson
JIMMY BUFFETT 'Island'
ERIC CLAPTON 'Gone'
BUDDY GUY 'Midnight'

40 Total Reporters

40 Current Reporters

40 Current Playlists



Lenny Kravitz "If You Can't Say No"

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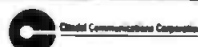
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PROGRAM DIRECTORS

—IMMEDIATE OPENINGS—
 We currently have immediate openings for PDs in CHR, Classic Rock, and Country in three of our large and medium markets. We seek real people-oriented personalities, disciplined, strategic thinkers; strong leaders and format visionaries with programming passion, who are marketing oriented and creative. Overnight your tape, resume, programming philosophy, photo to: Scott Mahalick, Citadel Communications, 434 Bearcat Drive, Salt Lake City, UT 84115. EOE

Leading Northeast AC Morning show needs a Co-host. Must relate to women 35-44, especially Moms. Should be able to work in a Team atmosphere. Needs to have a fun sense of humor and not be afraid to work hard on next day show prep. You'll be part of an American Radio Systems station, (soon to be CBS). Great company, great station. Females and minorities are encouraged to apply. Radio & Records, 10100 Santa Monica Blvd., #488, 5th Floor, Los Angeles, CA 90067. EOE

NATIONAL SALES MANAGER

Cox Radio, Inc. is looking for a National Sales Manager with all the right qualities to capture large shares for its soon to be acquired Long Island cluster: Adult CHR 106.1 WBLI-FM, Rock 102.3/95.3 WBAB & WHFM) and News talk WGBB-AM.

- Can you ask for large orders and rates without flinching?
- Can you motivate reps with creativity and belief in your mission?
- Do you have extensive experience working on all levels of large agencies, clients and their local representatives?
- Is being the best important to you?
- Do you work with speed and efficiency?

If this sounds like you, we're interested in talking further. Submit resume and qualifications to: James T. Morley, Group Vice President, Cox Radio, Inc., 10 Middle Street, Bridgeport, CT 06604

Cox Radio, Inc. is an Equal Opportunity Employer

All inquiries will be kept confidential.

www.monline.com



Citadel Communications Corporation

WE'RE BUILDING THE COUNTRY'S LARGEST TALENT BANK

If you're an up-and-coming talent in the business, not making very much money but should be making huge money and would like to develop your skills, we work with some of the best in the business: Rusty Walker, Bob Glasco, Guy Zapoleon, Pat Paxton, Jeff Johnson, Charlie West, Brian Jennings, Bill Richards, Dave Brewer, Tommy Hedges and many others. We have immediate openings nationwide in all formats. We have three markets that require commercial production and imaging wizards. We are also looking for flame-throwing night talent for CHR and Country, and Country afternoon drive. Come grow with us. Overnight your tape, resume, programming philosophy, photo, format preference and location preference to: Scott Mahalick, Citadel Communications, 434 Bearcat Drive, Salt Lake City, UT 84115. EOE

GENERAL MANAGER

Cox Radio, Inc. seeks a General Manager to oversee the day-to-day operations of its soon to be acquired Long Island cluster: Adult CHR 106.1, WBLI-FM, Rock 102.3/95.3 WBAB (& WHFM) and News/Talk WGBB-AM.

We seek an experienced manager with excellent communication skills, the ability to set and meet goals, good business acumen and a proven performance record. This person creates and maintains the budgets of the stations and is charged with all station compliance issues relating to FCC Rules and Regulations.

The ability to recognize and develop talent, the capacity to think strategically and strong sense of belief are all prerequisites to succeeding in the Cox General Manager position. Submit resume and qualifications to: Richard A. Ferguson, Vice President & COO, Cox Radio, Inc., 10 Middle Street, Bridgeport, CT 06604.

Cox Radio, Inc. is an Equal Opportunity Employer

All inquiries will be kept confidential.

SOUTH

Bought: Morning Man. Skilled production-copy. T&R: Art. KSAM, Box 330, Huntsville, TX 77342 EOE (5/8)

KLAA Altamira's Country station seeks young, hot PM drive talent. T&R: Jim Callahan, 92 West Shermock St., Pineville, LA 71380 EOE (5/8)

WONE seeks Promotions/Production Director. Organizational skills required! Radio/Audio/Vault experience preferred. T&R: John Anthony, 340 S. Beach St., Daytona Beach, FL 32114 EOE (5/8)

100,000-Watt Country FM in search of talent. T&R: KOKZ, 500 N. Monroe, Ruston, LA. M/F EOE (5/8)

Jobs nationwide! THE HOT SHEET — broadcasting's most comprehensive employment journal. All fields, all levels. Media Marketing, P.O. Box 1476-WH, Palm Harbor, FL 34682-1476. (813) 786-3603. Now in our 14th year!

OPPORTUNITIES

OPENINGS

URBAN STATION SEEKS ANNOUNCERS

Mainstream urban station in southern market seeks afternoon and evening personalities. One of these positions will also be the Program Director. Great opportunity for aggressive announcers that want to show what they've got. Please rush tapes and resumes to: Radio & Records, 10100 Santa Monica Blvd., #486, 5th Floor, Los Angeles, CA 90067. EOE

Alternative Rocker In eastern North Carolina is losing their midday girl to college! The search for her replacement has begun. If you like living at the beach, send photo, T&R to Jeff Sanders, WXNR, 207B Glenburnie Dr., New Bern, NC 28560. No Calls. EOE

COOL 105.9, Central Florida's Oldies powerhouse, is looking for our next great traffic personality/morning show sidekick. If you can relate to an Oldies audience, talk about back-ups and look forward to getting stuck in the fun of Orlando's fastest growing morning show, then send T&R to: Program Director, WOCL-FM, 2101 W. S. R. 434, Suite 305, Longwood, FL 32779. E-mail welcome at: billfries@mindspring.com. Women and minorities encouraged to apply. EOE

NEWS ANCHOR

Energetic all news team seeking talented, experienced News Anchor for WGST-AM/FM in Atlanta, GA. Successful candidate should have a minimum of 5 years on-air experience and a college degree. Send tape and resume to: Dept. 170, 1819 Peachtree St. N.E., Ste., 700, Atlanta, GA 30309. We are an equal opportunity employer.



CLEAR CHANNEL COMMUNICATIONS INC.

Tampa/St. Petersburg is now accepting tapes & resumes for future openings on all eight of our killer properties... Star 95.7 FM (Modern AC), Q105 Country FM, The Touch 1380 AM (Urban), The Point 102.5 FM (Rock), Smooth Jazz 94.1 FM, Love 101.5 FM (Soft AC), 820 AM the Team (Sports), 570 WHNZ AM (News/Talk).

If you're a compelling personality and can work a variety of formats, send T&R to: Chuck Morgan, Director of Programming, Clear Channel Radio, 5510 Gray Street, Suite #130, Tampa, FL 33609. No phone calls please.

Clear Channel Communications is an Equal Opportunity Employer M/F. Minorities encouraged to apply.

OPENINGS

Program Director AC/Country combo in Chattanooga seeks Program Director with at least 3 years experience. People and computer skills a MUST. T&R to: Craig Scott, Consultant, 8586 Cordes Circle, #100, Germantown, TN 38139. EOE

MIDWEST

WOFN-FM-Sales rep sought. RESUME: Margaret LaHuis, The River 100.5, 50 Louis N.W., Ste. 5R, Grand Rapids, MI 49503 EOE (5/8)

Chief Engineer: Progressive small market broadcast company, 1204 tower with elevator. RESUME: Doug Williams, KWOX, 101 Centre, Woodward, OK 73801 EOE (5/8)

NAC production director sought with copy writing, management, digital experience. T&R: Bill Harman, WZJZ/WJZA, 655 Metro Place South, Ste. 100, Dublin, OH 43017 EOE (5/8)

COUNTRY IS HOT!

Jocks and PDs needed. Unable to fill slots in CO, KS, NJ, IL, KY, OH, IA, CA. Also AC, Oldies personalities. Ted was out a year and we placed him. All services are not the same. Former major market GM/Group PD on staff.

NETWORK (407) 977 2900

PROGRAM DIRECTOR

Champaign/Urbana, IL AC has a great opportunity for person with knowledge of Selector & Scott Studios. Can you do an airshift and lead the best team in the market? Programming, promotions and music knowledge A MUST. Send your tape and programming philosophy to: PD Search, Lite Rock 97.5, Box 3939, Champaign, IL 61826-3939. No calls please. EOE

PROGRAM DIRECTOR

WOLX. 94.9 FM, an Oldies station in Madison, Wisconsin is currently accepting resumes for an experienced Program Director. We are seeking an individual who has a minimum of 5 years on-air commercial broadcast experience and three years management experience. This individual will be responsible for budgeting, overseeing promotions, training and coaching of on-air staff. Send resume and tape to: Operations Director, WOLX, 2306 West Badger Road, Madison, WI 53713. WOLX is an EEO/AA employer. Women and minorities are encouraged to apply.

PROGRAM DIRECTOR

Y105.1 Country Music Station in Madison, Wisconsin is currently accepting resumes for an experienced Program Director. We are seeking an individual who has a minimum of 5 years on-air commercial broadcast experience and three years management experience. This individual will be responsible for budgeting, overseeing promotions, training and coaching of on-air staff. Send resume and tape to: Operations director, WYZM, 6313, Odana Road, Madison, WI 53719. Y105.1 is an EEO/AA employer. Women and minorities are encouraged to apply.

OPENINGS

If you love creative freedom, can work the phones, and do great production, rush your



tape and resume to: 100.5 THE FOX today!!! 100.5 THE FOX is a CHR that's currently ranked a strong number two in our market, can you help us become #1?! Our afternoon talent is departing in about 30 days to pursue an acting career, we'd love to fill this position before he departs so he can train you!!! T&R: Mark McGill, 3070 Kabobel Dr., Saginaw, MI 48604. EOE

92.3 WCOL

Continuous Country Favorites

Rare full-time airstaff opening at WCOL, Columbus, Ohio's top-rated Continuous Country Favorites outlet. If you're a personality who contributes to stationality, works well with others, loves to be in the public eye, shows up on time, doesn't steal and isn't afraid of WINNING, we offer a big signal, modern facilities and fun work environment in a great city. Send T&R, photo and salary requirements to: John Crenshaw, Program Director, WCOL-FM, Two Nationwide Plaza, 10th Floor, Columbus, OH 43215. WCOL and Nationwide Communications are EOE.

WEST

Thirty year heritage AOR is updating its future files. T&R: Steve Hoffman, KCAL-FM, 1940 Orange Tree Lane, Ste. 101, Redlands, CA 92374 EOE (5/8)

Top-rated HAC in beautiful Southern Idaho seeks morning co-host, news. Females encouraged. T&R: Lamont Summers, KMYX, 47 N. 100 W., Jerome, ID 83338 EOE (5/8)

Part-timers sought for live AC. 90% of our full-timers were part-timers. T&R: Lance Todd, KHWY, Box 1568, Barstow, CA 92312 EOE (5/8)

SUNNY 102 MODESTO

Seeks seasoned AC team player to guide our top-rated midday daypart to even great heights! Good \$\$ with a successful, stable company. Production & personal appearances. No beginners. Tapes & resumes to: Gary Michaels, KJSN-FM, 3600 Sisk Rd., Suite 2-B, Modesto, CA 95356. EOE/MF. No Calls Pls!



AC MORNING DRIVE

If you're looking for an exciting opportunity in one of America's great cities... If you enjoy working with and for people who care... and if you've got the talent and experience to make large market mornings successful, we'd like to hear what you've got. Solo or teams, send tape and resume to: Bryan Jackson, 280 Commerce Circle, Sacramento, CA 95815. EOE

OPENINGS



Citadel Communications Corporation

WE'RE BUILDING THE COUNTRY'S LARGEST TALENT BANK

If you're an up-and-coming talent in the business, not making very much money but should be making huge money and would like to develop your skills, we work with some of the best in the business: Rusty Walker, Bob Glasco, Guy Zapoleon, Pat Paxton, Jeff Johnson, Charlie West, Brian Jennings, Bill Richards, Dave Brewer, Tommy Hedges and many others. We have immediate openings nationwide in all formats. We have three markets that require commercial production and imaging wizards. We are also looking for flame-throwing night talent for CHR and Country, and Country afternoon drive. Come grow with us. Overnight your tape, resume, programming philosophy, photo, format preference and location preference to: Scott Mahalick, Citadel Communications, 434 Bearcat Drive, Salt Lake City, UT 84115. EOE



Pacific Star's Oldies giant, seeks morning entertainer(s). Creative, strong phones, community oriented and understand dynamics of morning radio and oldies audience. You'll replace market leading show. T&R to: Mark Thomas, KFSO 4991 E. McKinley Ave., Suite 124, Fresno, CA 93727. EOE

LOOKING for a major market clearance person for the top syndicator in the country, Premiere Radio Networks. Knowledge and contacts in the country community a must. Please contact Vanessa Thomas, VP of Country Marketing, (818) 461-5152. EOE



Citadel Communications Corporation

PROGRAM DIRECTORS

—IMMEDIATE OPENINGS— We currently have immediate openings for PDs in CHR, Classic Rock, and Country in three of our large and medium markets. We seek real people-oriented personalities, disciplined, strategic thinkers; strong leaders and format visionaries with programming passion, who are marketing oriented and creative. Overnight your tape, resume, programming philosophy, photo to: Scott Mahalick, Citadel Communications, 434 Bearcat Drive, Salt Lake City, UT 84115. EOE

ON-AIR TALENT

We're looking for an entertaining talker who can turn the day's hot issue into 3 hours of compelling radio. Live in a great city and work in a major west coast market. Radio & Records, 10100 Santa Monica Blvd., #481, 5th Floor, Los Angeles, CA 90067. EOE

OPPORTUNITIES

May 8, 1998 R&R • 107

POSITIONS SOUGHT

POSITIONS SOUGHT

Big market experienced talker (WOAI, KMPC, XTRA, WIOD). Will consider smaller. Compelling, contemporary, entertaining, funny, informed, in-control, interesting, odd, opinionated, sharp, versatile. Good voice. Only agenda: Entertain, inform, get great ratings, command confiscatory advertising rates. Don Shaw @ 561-279-2825.

ADULT ENTERTAINMENT

Multitalented pro with AM/PM drive background in full-service, Oldies, and AC. Digital experienced, solid play-by-play, and computer music program skills. Will consider any station offering competitive pay/benefits. Call Jeff 724-652-7386.

Goldberg's theme is Austin Powers. Only mystery's wether he knows anything other than football. We do. Yeah baby! MANTALK: (954) 962-9282 (5/8)

Listener preferred, seasoned personality available for Oldies, Adult Standards, Country, Adult Contemporary. Also news anchoring and production. ALEX MCKUEN: (513) 777-8423 (5/8)

Experienced Asst. PD, MD, airtalent is searching for his next opportunity in the Midwest area. MARK: (316) 982-4695 (5/8)

South Florida...Michael Taylor! Five years morning voice of Miami. Love appearances. Call now! MICHAEL: (305) 538-0395 (5/8)

I give love. I'll stomp things for you. Seven years in AOR/Alt. SCOTT SANFORD: (770) 453-9610, TAKScott@aol.com (5/8)

I can produce your morning show better, cheaper, with class. I'm market experienced 30 years. KATHY COLLINS: (602) 581-8376 or katiej@aol.com (5/8)

I'm the fat kid on the playground who always got picked last. I had to be funny to survive! MIKE: (941) 418-3133 (5/8)

Major Market Sportscaster available. MIKE: (800) 785-0918-18 (5/8)

PD, MD, Air Talent. "Small Market Music Director of the Year" seeks next challenge. Selector experience. Call NICK: (912) 883-9487 (5/8)

A witty and humorous "love doctor" who understands women will have the number one talk show in America. DOCTOR LOVE: (800) 404-2644, www.doclove.com (5/8)

"Liberal-tarian" talker seeks gig in the New England area. Political, entertaining, hip, conversational, in my early 30's. ANTHONY SCHINELLA: (617) 730-8483 (5/8)

POSITIONS SOUGHT

Psychic will amaze and entertain your listeners! Great guest...Call ARIELE LOVE: (301) 570-5677 (5/8)

Former Morning Producer, current weekend talent seeking next gig. Active, Classic, Modern Rock. CHR. SAW, AVAIR. Will relocate! ERIC: (573) 875-2729 (5/8)

Public Relations expert! Rock/News/CHR/AC/UAC and UC! Clean cut. 90's look! www.spiff.net/~sack or (618) 259-2829 (5/8)

Exceptional Sports-Talker seeking new challenge with a committed station in a sports city. Prefer Midwest, but flexible. ROBERT: (608) 837-2759 (5/8)

Ready to restart career. 21 years experience. Out since summer due to health. Seeking Eastern AC, Oldies, Classic Rock, Country. MARK: (302) 994-3934 (5/8)

Former Morning Producer, current weekend talent seeking next gig. Active, Classic, Modern Rock, CHR. Will relocate! ERIC: (573) 875-2729 (5/8)

Will sacrifice first born for right gig. Young, experienced gun for hire. Many formats, will relocate. KEVIN: (781) 641-1471, GMAN777777@aol.com (5/8)

Who's gonna kiss your ass. if you don't hire us? Obedient morning team ready to rock your town! FROHICKE & LANGLEY: (502) 361-4718 (5/8)

I give love. I'll stomp things for you. Seven years in AOR/ALT. SCOTT SANFORD: (770) 453-9610, TAKScott@aol.com (5/8)

Buzz Bowman, 26 year seasoned pro, Oldies, CR, AC, Country. Available now. Searching for that last job. Seeking a home. BUZZ: (843) 795-9919 (5/8)

GM/GSM available now! 20+ years experience in Suburban/Metro, medium, small markets. Startups, upgrades too! Midwest preferred. BOB: (815) 436-4030 (5/8)

Country music position sought. Australian announcer. 15 year vet. More details and aircheck available at www.4kz.com.au/~garry b or GARRY: (617) 406-4273 (5/8)

Country Communicator, 12 years experience. Country, AC, etc. Deadly production, show prep. Pipes, not a puker! BRIAN BARNUM: (248) 354-6192 (5/8)

www.ronline.com

RADIO & RECORDS
10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable sales tax) in the United States or \$695.00 overnight delivery (U.S. funds only), \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two Rating Report & Directory issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher. The terms Back Page, Breakers, Most Added, R&R, Compact Data, and Street Talk are registered trademarks of Radio & Records. POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067.

POSITIONS SOUGHT

Funny, fresh, focused. 20 year major market employed AT likes Oldies or Full-Service and prefers East. However...CHARLEY: (301) 949-8118 (5/8)

We shoot satellites down. If you're losing to satellite's hear talk good enough for syndication, but just for you. RADIO OUTLAW & BRENT WEILER: (954) 527-5781 (5/8)

Listener preferred, seasoned personality available for Oldies, Adult Standards, Country, AC. Also news anchoring and production. ALEX MCKUEN: (513) 777-8423 (5/8)

Creative AT, was a success in three of my previous lifetimes. JOE KING: (817) 861-4284 (5/8)

High priced Southwest Florida weekend talent. All formats. Ten years experience. Finally: on-time no hassle formal delivery. JEFF: (941) 624-2922 (5/8)

Serving listeners since 1978. Reporter/anchor/morning host available. MARK POWELL: (785) 823-0740 or mjp1@mldusa.net (5/8)

Advancing to the Techno-age? Computer geek with hip 90's edge and production skills seeks gig. Why train, I'm ready now! DAVE: (813) 265-8212 (5/8)

Tired of not knowing who owns the company from day to day. Experienced AT. Page or e-mail DJ: (316) 629-9329, FXR-653@WEBTV.NET (5/8)

Hard working team player, out-going, mature with excellent copy/production skills seeks station seeking same. Will relocate. SHIRLEY: (405) 733-5161 (5/8)

I really want to work in Radio but I won't dress up like a bear or any other animal...MIKE KURTZ: (518) 438-1896 (5/8)

Misplaced cheesehead seeks to return to Wisconsin. Over 15 years experience, award winning production. E-mail DON: mlclark@execpc.com (5/8)

Vacation Relief: Talk, Oldies, AC or CR, NYC to DC on-site; worldwide via ISDN. Outstanding voice & personality. RICHARD: (301) 309-1329 (5/8)

Morning Show: #1 13-34/25-44P. 90's not hackneyed, street omnipresent. Top 85 only. CHR/ROCK. BRADY: (804) 744-6880, RockRadio1@aol.com (5/8)

POSITIONS SOUGHT

Moving to So. Cal. deserst. found a home now I need a job. proficient on-air and production. ROB: (760) 360-3768, members.aol.com/enfranced/ (5/8)

Ten-year Northeast market vet. multiple award winner, 97 "Jeopardy!" contestant seeks fulltime medium/major Sports/PBP opportunity. GEORGE: (413) 498-5949, DirSport@aol.com (5/8)

OPPORTUNITY KNOCKS

in the pages of R&R every Friday

CALL 310-553-4330

R&R Opportunities Free Advertising

Radio & Records provides free (20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727. Only free positions sought ads are accepted by email-kmumaw@rronline.com Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

R&R Opportunities Advertising

1x \$120/inch 2x \$100/inch

Rates are per week (maximum 35 word per inch including heading). Includes generic border. If logo, custom border or larger heading are required, add 1/2 inch (\$60 for 1x, \$50 for 2x). In addition, all ads appear on R&R's web site. (www.ronline.com).

Blind Box: add \$50

The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping and handling.

Positions Sought: \$50/inch

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

Payable In Advance

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310-203-8727) or mail. Visa, MC, AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)** eight days prior to issue date. Address all ads to R&R Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

AIRCHECKS

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CURRENT #217, KDMX/Alan Kappel, KLSX/Jonathan Brandmeier, KATH/Shaquin Tom-Stevens, Jilly KHS/Domino, WUS/Sonny Fox, KZZZ/Kate Mason, KTRN/Josy D. \$7.50
 CURRENT #216, KHS/Billy Burke, WFOV/Joe Nease, KLLC/Sara & Wendy, KRLZ/Johnson & Toffe, KPRVZ Street, KPTV/Krazy Kat, KAMR/GM, WSTN/Downtown Billy Brown, \$7.50
 PERSONALITY PLUS#125, KLOL/Stevens & Pruzet, WSTN/Steve & Vicki, WYUU/Cleveland Wheeler, KVL/Ross Chapman, KYSA/James, Frosty & Frank, \$7.50
 PERSONALITY PLUS#124, WYOK/Barnes, Leslie & Jimmy, KFMB-FM/Jeff & Jaz, KJRV/Gary Bryan, WTTB/Robb The Love Sponge, WYUU/Saul & Nancy, \$7.50
 PERSONALITY PLUS#123, KSJN/Lamont & Tomelli, WYUU/Robert Murphy, WAAT/Greg Hill, WAMS/Mason Dixon & Bill Connelly, KPZL/Karl & Alan, \$7.50
 ALL COUNTRY #212, WYOK/WYOK, KQMG, KILT, KUK, WSUX, WSM, \$7.50
 ALL AC #211, WFLC, WFLX, WAKS, WFTX, WYUU, WYUU, \$7.50
 ALL CHR #210, WFOV, Y100, KRBE, KRCK, KMYN, KZZZ, \$7.50
 PROFILE #5-366, DALLAS/CHR KQKS, AC, KDMX, KVL, KRFB, AOR, KTKQ, KEGL, KDGE, Day KSCS, KPXL, KYNG, Gold KLVN, UC, KKDA, KRFB, \$7.50
 PROFILE #5-367, SAN FRANCISCO/CHR KZZZ, KAMEL, KYLD, AC, K101, RDT, KLCC, KISG, AOR, KFORG, KITS, KSAN, Gold KPRC, Day KVCY, \$7.50
 PROMO VALUE #21-32, promo samples - all formats, all market sizes, Cassette \$10
 SNEEPER VALUE #21-18, Sneeper & Legal ID samples, all formats, Cassette \$10
 #21-25 (CHR NIGHTS), #21-20 (ALL COUNTRY), #21-15 (ALL RADIO), #21-10 (MORNING RADIO), #21-5 (ALL FORMATS), #21-1 (ALL SPECIALS), #21-10 (ALL SPECIALS), #21-15 (ALL RADIO), \$7.50 each
 CLASSIC #218, KPRC/Micho Morales, Rick Shaw-1977, KTWB/Dave Diamond-1968, KTVB Michael O'Connor-1975, KLEW/Mary Beth-1975, KZQJ/Harold Don Steele-1991 & more... \$11
 VIDEO #21, Atlanta's WSTN/Downtown Billy Brown, WYUU/Shaun & Connor, Tampa's WYUU/Cleveland Wheeler, Phoenix's KMCY/Andy B., KEDU/Shaun Hart-Gully, VHS \$29

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- Nearly 1000 record labels
- All genres and eras of music
- New subject index
- More than 21,000 songs

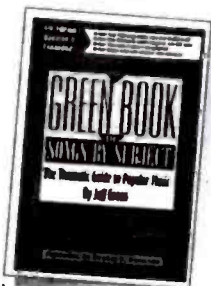
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For fastest service charge by phone at (310) 788-1621

Charge by phone at (310) 788-1621 or send check or money order to:

Radio & Records, 10100 Santa Monica Blvd. 5th Floor, Los Angeles, CA 90067

Notes: Additional copies add \$1.00 add'l shipping per copy. Canada/Mexico shipping: \$10 first copy, \$5.00 add'l copies. Other international shipping: \$20 first copy, \$10 add'l copies. US



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CHR/POP	
LW	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

No Songs Qualified For Breaker Status This Week.

CHR begins on Page 36.

CHR/RHYTHMIC	
LW	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

CHR begins on Page 36.

URBAN	
LW	TW
3	1
1	2
4	3
7	4
2	5
6	6
8	7
10	8
9	9
13	10
23	11
20	12
18	13
22	14
15	15
21	16
5	17
25	18
17	19
19	20
26	21
14	22
11	23
24	24
32	25
28	26
34	27
30	28
12	29
31	30

For complete list of Urban Breakers see page 50.

URBAN begins on Page 48.

HOT AC	
LW	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

AC begins on Page 72.

AC	
LW	TW
2	1
1	2
3	3
6	4
4	5
5	6
8	7
9	8
10	9
11	10
12	11
14	12
13	13
16	14
15	15
18	16
17	17
20	18
23	19
19	20
21	21
24	22
25	23
26	24
29	25
28	26
—	27
—	28
30	29

AC begins on Page 72.

ACTIVE ROCK	
LW	TW
1	1
2	2
3	3
5	4
4	5
6	6
7	7
8	8
9	9
10	10
11	11
12	12
13	13
22	14
14	15
15	16
20	17
16	18
13	19
18	20
19	21
25	22
31	23
17	24
23	25
26	26
29	27
34	28
30	29
24	30
32	31

ROCK begins on Page 85.

36 31 600 G00 D0LLS Iris (Warner Sunset/Reprise)

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Publisher's Profile

By Erica Farber



JERRY LEE

President/Co-Owner, WBEB-FM/Philadelphia

On May 11, a very special milestone will be celebrated: WBEB-FM/Philadelphia's 35th anniversary on the air. Privately owned, this stand-alone FM consistently ranks in the top five book after book. What makes this celebration especially unique is that the partners in the station are exactly the same today as they were when the station signed on.

Jerry Lee has been the leader of WBEB from Day One. He is credited with a laundry list of firsts over the years, including being the first station to use television to promote and the first to stage a \$100,000 sweepstakes on the air (back in 1968!). Lee was also instrumental in creating the Arbitron diary that we use today.

Delegating the day-to-day management of the station to his staff has allowed Lee to devote the majority of his time to projects ranging in scope from solving the problem of crime in inner cities to improving educational programs in the public school system. He is now leading an experiment in the Philadelphia prison system where he is responsible for 70 prisoners for 90 days. His goal with this program is to directly change the lives of these individuals through a specific education program. He not only devotes much of his personal time to such causes, he also gives very generously from his pocket as well. He is now dedicating his life to solving the problems of the inner city and says that he is "stupid enough to believe" that he can do it.

On WBEB's ownership structure: "It's very simple: There are two of us who own the station. My partner's name is David L. Kurtz. In 1963, he came up with \$28,500 and got the last license in Philadelphia. I came in 10 days before we went on the air and have been the honcho ever since. Initially, I had no ownership, but my compensation got to the point that the station couldn't afford to

pay me what I was earning, so I ended up with half the radio station."

On surviving as a stand-alone: "Actually, you can survive better. The bigger the groups are, the longer it takes to make decisions. I can make a decision if somebody tries to come against me in five minutes' time. I can spend another one, two, three, four million dollars — whatever it takes — to stop any attack! I have some of the best people in the industry working with me. I have a tremendous general manager and program director. In the promotional area, I have one of the great geniuses of all time. And then I have Bill Moyes. You don't get much better than that when it comes to research. I have the best of everything. I am an incredibly lucky person."

On how radio's focus has changed: "By and large, most broadcasters are as dedicated as ever to the community. I know in Philadelphia we have Power 99, WUSL. They receive the Crystal Award from the NAB every year. Chester Schofield does such phenomenal work. Broadcasters at heart understand how important it is to serve the community. I think we get a bad rap at times because people are saying the group owners are just demanding the bottom line. You may have a little dip for a year or two because people are worried about the bottom line, but I really believe that broadcasters, after they digest these stations, will get back to where they're really contributing to the community."

Secret of his success: "We've always been ahead of the curve. It took the market seven years to figure out what we were doing. We went on the air May 11 at 12 noon. I had already made up a million dial cards to flood the market. These are cards that show where the FM stations are on the dial. In '63, only about 28% of the people had FM radios. I went store to store, turning dials and telling people about our new station. Every time I turned the dial, I didn't like the sound of the station. With my luck, the tower burned up and we were off the air. We figured we could get it restored some time in the next day and a half. I went into the studio that afternoon and didn't leave until the station went back on. I listened to every single song in the library for 10-15 seconds, and I'd make an instant decision about where the song would be played on the radio station. The ones I turned down had a big green grease-pencil mark through the cut so that they could never be used on the air. We went back on the air at midnight, and the station sounded fantastic! We became the No. 1 FM in the market in four and a half months, and by 1965 we were the No. 1 FM station in the United States."

Career highlight: "Getting the President's Private Sector Initiative Award for my productivity efforts in 1987. I've always been a great admirer of Reagan, and it was great to get this from him, but, more importantly, it was the fact that I felt I had given something to the country."

On disappointment: "I don't know the meaning of disappointment. I look at every setback as, 'Wow, what an opportunity to learn.' As a result, I just keep growing."

Political aspirations: "I have no interest in that. I have a fatal flaw: I can't remember names or faces."

Format preference: "I absolutely love blues music. By and large, I don't like any music that's not familiar."

Favorite song: "'St. James Infirmary.' I have like 50 versions of it. That was my inspiration to get into the radio business. I was in the army at Ft. Hood, TX, and I was being shipped out to NJ. I was at the bus stop waiting for the bus. I heard this song on the radio, 'St. James Infirmary,' and I said, 'I'm going to get into the radio business.'"

Favorite television show: "Diagnosis Murder with Dick Van Dyke. He plays a physician who's an amateur detective."

Favorite book: "I love biographies."

Favorite movie: "Goldfinger."

Hobbies: "Actually, I spend an enormous amount of time studying crime and education. I also collect antique, coin-operated games."

Favorite toy: "The new Sony PC-10 digital camcorder. It has 150-to-1 digital zoom."

Beverage of choice: "Dewars served neat in a wineglass with a twist, rocks on the side."

Stock recommendation: "Clear Channel."

Favorite website: "My own. Our website is different from any other station website. We're approaching it as a gateway to the Internet, and the radio station plays a secondary role. We've taken the lifestyle of the people and are trying to help them with their lives."

Future plans: "I've just been named to the Salvation Army National Advisory Board. This is opening up a whole new horizon for me. The caliber of people that I'm meeting there, they're all incredibly dedicated to doing good. There are 37 board members, and each one is better than the next as far as doing good. I was on the phone this morning with Edsel Ford, one of our board members. He's retiring as of May 1 to spend his life dedicated to doing good."

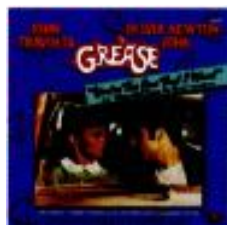
I don't ever plan on selling the radio station. If I sell the station, I lose my ability to influence society. As the *Wall Street Journal* said last year, I'm just another rich guy if I sell the radio station. That's not what my life's about. My life is about making changes to society. I have this complex that says if I know how to do something better than somebody else, I must pursue it. I'm not saying this in an egotistical way; I'm just saying that if you have a talent, you need to use it. The fact is, I understand how to use radio and television to make social change. I feel this is a talent that I have to pursue. Also, I'm very selfish; I get a lot of enjoyment out of this. I love to be able to make change."



"I Honestly Love You"
#1 1974



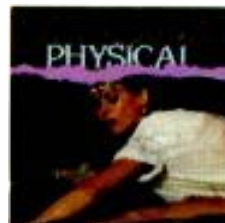
#1 1975



#1 1979



#1 1980



#1 1981



"I Honestly Love You"
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