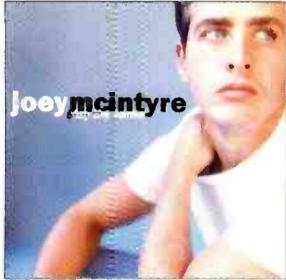


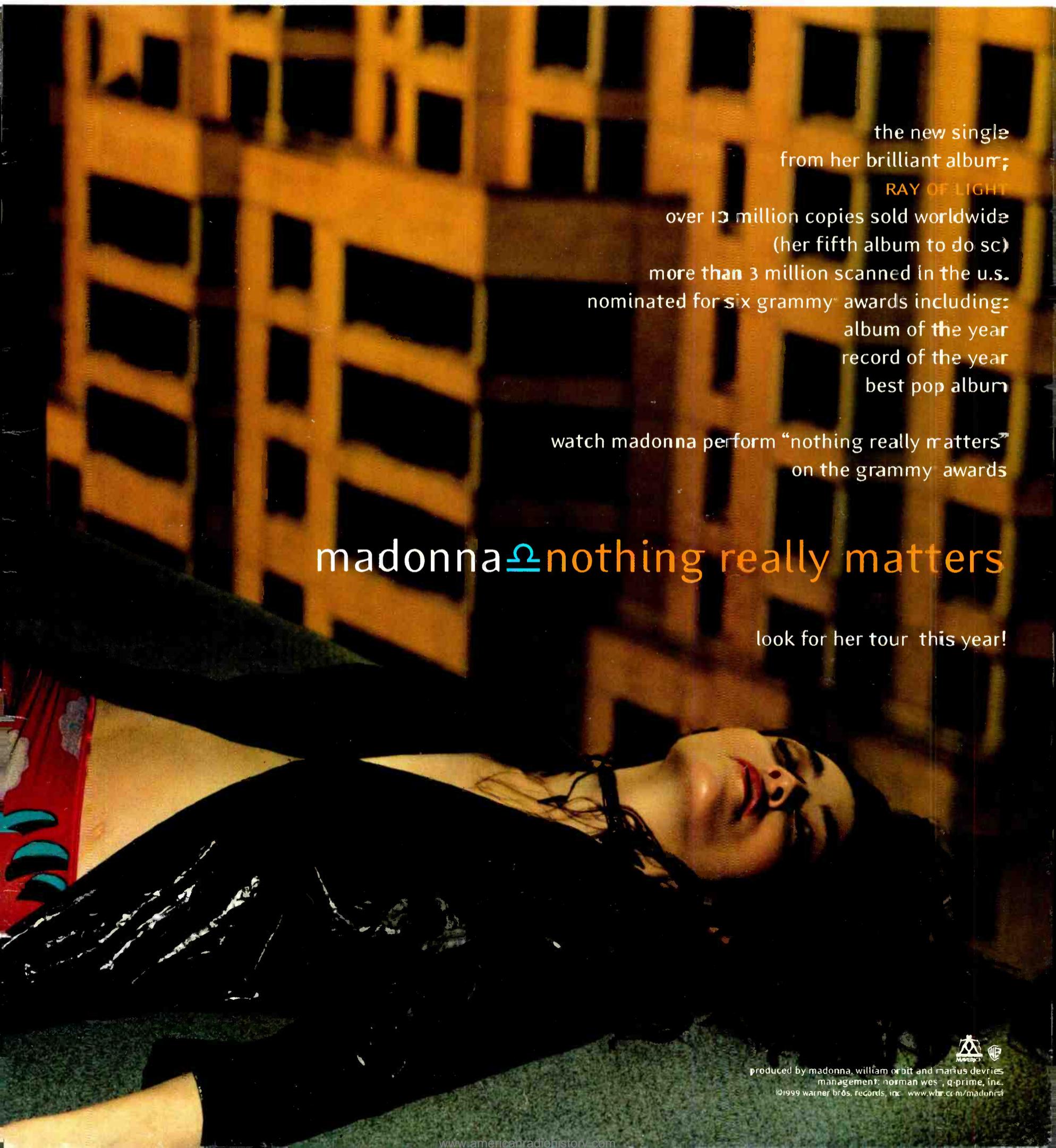
C2 Hits The Ground Running

C2/Columbia recording artist **Joey McIntyre** is blazing up the **R&R** CHR/Pop chart with "Stay the Same," which moves up to No. 34 this week. McIntyre, a former member of New Kids On The Block, is joined by Dovetail Joint and Meja in the C2 new-music pipeline.



Callahan Lands On Top

After rising through the Cap Cities and Disney publishing and broadcasting ranks for nearly two decades, **Bob Callahan** becomes head of ABC's Broadcasting Division. He now oversees both TV and radio stations. Details next page.



the new single
from her brilliant album;
RAY OF LIGHT
over 13 million copies sold worldwide
(her fifth album to do so)
more than 3 million scanned in the u.s.
nominated for six grammy awards including:
album of the year
record of the year
best pop album

watch madonna perform "nothing really matters"
on the grammy awards

madonna nothing really matters

look for her tour this year!

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management • marketing • sales

Here's one of the rare advertising categories that actually spent *less* money on radio in '98 than it did the previous year: home furnishings. In another of our monthly "R&R Industry X-Ray" installments, you can find out how furniture dollars were spent in your top 50 market, and you'll get some advice on how to grab a bigger share for yourself and for radio overall.

Our expanded MMS section also has some other exciting articles this week, including advice from Dick Kazan on how to be a better salesperson; radio's Y2K issue: websites; MMS Editor Jeff Axelrod on the new consolidation mandate: better communications; and an essay by Ricardo Correia on diversity in the workplace.

Begins on Page 10

SALES THEME ISSUE

To commemorate the RAB's Managing Leadership Conference in Atlanta this week, all of R&R's format editors devote this week's columns to sales issues. Among the topics:

- Creative ideas to move hard-to-sell inventory Page 27
- Teaching the ad community the value of Urban radio listeners Page 56
- New horizons for NTR Pages 65, 94
- "Forced" listening has its rewards Page 75
- Infinity's Dan Mason on how PDs are being asked to create a "13th month" of billing Page 81
- Three Rock GSMs on the secrets of great salesmanship Page 86



Microbroadcasters: One Step Closer To Being Legitimate

■ FCC may welcome hundreds to the FM band, despite dissenting vote by Furchtgott-Roth

BY MATT SPANGLER
R&R WASHINGTON BUREAU

About 35 people gathered at La Casa restaurant in the multi-ethnic Mount Pleasant section of the Northwest Washington, DC on Jan. 30 to put their heads together and start up an FM radio station. But no one in the room had the surname Mays or Hicks. Rather, the founders of "Free Radio Mt. Pleasant/Radio Libre Mt. Pleasant" were responding to rules proposed by the FCC two days earlier that may add hundreds, even thousands, of new frequencies to the FM band if and when the rules are made effective.

FCC Chairman Bill Kennard and fellow Commissioners Susan Ness and Gloria Tristani said that "low-power FM" stations

would give voices to the more than 13,000 women, minorities, churches, schools, small businesses, and other entities that have told the commission in the

"While new people may be able to broadcast, others may lose their ability to receive and listen to existing stations due to interference."
— Commissioner Harold Furchtgott-Roth

past year that they are being squeezed out by the high price of admission to the massively consolidated radio industry. Free Radio Mt. Pleasant — whose members include ex-radio engineers and "micropower activists" — wants to program a bilingual (English and Spanish) collage of "neighborhood radio," for example. Commission officials present when the rules were proposed said microwatt stations could be started up for hundreds of dollars, but costs would escalate

MICRORADIO/See Page 31

Baumgartner Named Capitol SVP/Promo

BY STEVE WONSIEWICZ
R&R MUSIC EDITOR

Capitol Records has named Burt Baumgartner Sr. VP/Promotion.



Baumgartner

Baumgartner — who will direct the label's rock, pop, adult, and adult alternative promotion efforts and select Blue Note Records projects — is based in Los Angeles and reports to President Roy Lott. A Sony Music Entertainment veteran, Baumgartner most recently was GM of the Work Group.

"Burt is a consummate promotion executive, whose reputation is highlighted by a long list

BAUMGARTNER/See Page 31

Callahan Gets The Big Picture

■ His new title: President of ABC Broadcasting

BY JEFFREY YORKE
R&R WASHINGTON BUREAU CHIEF

about 114 million listeners weekly.

Bob Callahan has been promoted to President of ABC Broadcasting after three years as President of the ABC Radio Group. The new role will give Callahan the added responsibility of ABC's 10 television stations, all in major markets, and the National Television Sales division.



Callahan

ABC's TV division reaches 24.3% of the nation. Under Callahan, the radio empire consists of 35 owned-and-operated stations and about 8,000 affiliates in more than 90 countries, reaching

"Bob is an excellent manager who has also built a very strong management," said ABC Inc. President Robert Iger, to whom Callahan reports. "In his years in radio, Bob and his team drove record earnings growth, created ESPN Radio Network and Radio Disney, added stations and solidified the success of

the ABC Radio Networks. I expect him to bring that same energy, enthusiasm, and business acumen to the Broadcast Division."

CALLAHAN/See Page 31

KIIS And Tell (And Sell)

■ Local revenue increases make KIIS/L.A. the nation's No. 1 FM biller for 1998

BY TONY NOVIA
R&R CHR EDITOR

All the dollars have been counted, and KIIS-FM/Los Angeles has won the Super Bowl of FM radio. For the year ending Dec. 31, 1998, KIIS was the No. 1-billing FM radio station in America, with over \$39 million in gross revenue (including \$3 million in nontraditional revenue), as determined by the accounting firm of Miller, Kaplan, Arase & Co. While KIIS' national billing was off from 1997, it made up the difference, and more, in local billing.



Laughlin

was Roy Laughlin, President/GM of Jacor's KIIS, sister Adult Alternative KACD/KBCD (Channel 103.1) and the new home of the Los Angeles Dodgers, KXTA-AM (XTRA Sports 1150). Recently, I caught up with Laughlin for a look at the blueprint of these Jacor/Los Angeles moneymaking machines.

What drives Laughlin? The competition. He says that he has a genuine appreciation for someone who can beat him, because they must be doing something better than he is. But at the

The winning "coach" behind last year's CHR billing success

See Page 42

THIS #1 WEEK

CHR/POP

• GOO GOO DOLLS Slide (Warner Bros.)

CHR/RHYTHMIC

• BRANDY Have You Ever? (Atlantic)

URBAN

• TYRESE Sweet Lady (RCA)

URBAN AC

• R. KELLY When A Woman's Fed Up (Jive)

COUNTRY

• MARK CHESNUTT I Don't Want To Miss A Thing (MCA)

AC

• R. KELLY & CELINE DION I'm Your Angel (Jive)

HOT AC

• SARAH McLACHLAN Angel (Warner Sunset/Reprise)

NAC/SMOOTH JAZZ

• WALTER BEASLEY I Feel You (Shanachie)

ROCK

• BLACK CROWES Kickin' My Heart... (American/Columbia)

ACTIVE ROCK

• EVERLAST What It's Like (Tommy Boy)

ALTERNATIVE

• EVERLAST What It's Like (Tommy Boy)

ADULT ALTERNATIVE

• NEW RADICALS You Get What You Give (MCA)

NEWSTAND PRICE \$6.50



'Dirty' Dancing On The Sunset 'Strip'

KYSR (Star 98.7)/L.A. afternoon driver Ryan Seacrest is an Atlanta native, so obviously he was excited when his beloved Falcons made it to Super Bowl XXXIII. As you can see here, he was considerably less excited after losing a bet with Frank Kramer of the station's *Jamie, Frosty & Frank* morning show. Following the Broncos' victory, Seacrest had to perch himself on the ledge of the station's West Hollywood billboard and do a stripped-down version of the "Dirty Bird" while an adoring throng, er, throng looked on from Sunset Blvd. In Street Talk, we've got our finger — what's left of it, at least — on the pulse of radio's Super Bowl silliness. Read about all the antics on Page 32.

Mark your calendars! R&R Convention '99, June 10-12 in Los Angeles

sucking on my brain...



R&R Alternative **7**
 Modern Rock Monitor 8*-6*
 1584 spins/+113

R&R Active Rock **11-9**
 R&R Rock **13-10**
 Mainstream Rock Monitor 19*-16*
 Active Rock Monitor 14*-10*
 Heritage Rock Monitor 32*-22*

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Q101-21x	KNRK-24x	WTKX-30x	WMFS-22x
KTCL-37x	WBCN-21x	WAAF-23x	WTPT-25x
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WRXQ-41x	KITS-21x		

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R&R Alternative Debut **48 - 31**
 Debut 35* Modern Rock Monitor
 Biggest Spin Increase 663 Spins/+361



Huge Spins + Request Already At:

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KITS	-	29x	Top 5 phones
WBCN	-	27x	Top 5 phones
KNDD	+	30x	Top 5 phones
99X	-	28x	Top 5 phones
KNRK	-	26x	Top 5 phones
WLIR	-	25x	Top 5 phones
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Begley To Beasley As WWDB-AM & FM/Philadelphia GM

Beasley Broadcasting has named Dennis Begley GM for WWDB-AM & FM/Philadelphia. Begley succeeds Dan Sullivan, who has been appointed to the newly created Director/Sales position at the Talk duo.



Begley

Begley has spent virtually all of his broadcast career in the City of Brotherly Love. He most recently was Sr. Regional VP/GM at Greater Media's crosstown cluster, comprised of Nostalgia WPEN-AM, Classic Hits WMGK-FM, Rock WMMR-FM and Hot AC WXXM-FM. Before that, Begley logged eight years with Infinity Oldies outlet WOGL-FM — four of them as GSM, and four as GM. Begley's early career experience included managing CBS' national rep firm office in Philadelphia.

"There are a lot of exciting things on the horizon for WWDB," Begley commented. "and I'm looking forward to being a part of it."

V2 Welcomes Pitts As Head/Urban Promo



Pitts

V2 Records has tapped Byron Pitts as Head/Urban Promotion. Based in New York, he reports to Head/Promotion Matt Pollack.

"It is with the greatest excitement that we welcome Byron to the Gee Street/V2 family," Pollack stated. "He brings to the table a wealth of experience and maturity that will set us apart and above others in the urban marketplace."

PITTS/See Page 22

R&R Observes Presidents Day

In observance of the Presidents Day holiday, R&R's Nashville and Washington, DC offices will be closed on Monday, Feb. 15. All departments in R&R's Los Angeles office will be closed except for our chart department, which will remain open to take music reports and provide information services.

Really Charmed Life



Members of Third Eye Blind have definitely been living more than a "Semi-Charmed Life." The boys were recently rewarded for their efforts (and five smash singles!) with a plaque commemorating worldwide sales of 4 million copies of their self-titled debut album. Getting the idea of how it's going to be at superstar status are (l-r) band manager Eric Godtland; Elektra Entertainment Group Chairman Sylvia Rhone; TEB's Brad Hargreaves, Arion Salazar, Kevin Cadogan and Stephan Jenkins; Chancellor Media's Tom Poleman; Elektra VP/West Coast Promotion Mike Whited; Chancellor Media's John Madison; and Elektra Sr. VP/Promotion Greg Thompson.

Entercom IPO Soars 37% On First Day

Company sets record with warm Wall Street welcome

It was as if Jackie Gleason had once again shouted, "To the moon, Alice!" — but this time was talking to investors on Wall Street.

Shares of Entercom class A common stock were priced to underwriters on Jan. 28 at \$22.50 per share. But when they got to the New York Stock Exchange launch pad the next morning, they shot off at \$30 and went as high as \$31.87 by midday before coming down to earth ever so slightly, to close at \$30.75. In all, it was a record-setting 37% increase for the IPO that bested Infinity's Dec. 10 IPO launch by nearly three-fold.

The reason? "It's radio, and the closest stock to a tech stock is radio," First Union Capital Markets analyst Bishop Cheen explained. "And it's the first radio IPO to come out of the blocks on the coattails of Infinity; the economics of radio continue to look very strong; it has great sponsorship with Goldman, Sachs; and [Chairman] Joe Field and his son, [Entercom President] David Field, have done an excellent job building up this company, swapping stations in and out of all the right markets. It's all of that."

Cheen added that investors are easily intoxicated by radio: "There has been a lot of appetite for radio paper debt equity, and there continues to be."

Trading under the symbol "EMT," a total of 13,627,500 shares were offered: 11.3 million by Entercom, and 2,327,500 by Chase Equity Associates LP as a selling shareholder. The shares were oversubscribed

on Thursday by institutional investors, and many smaller investors were turned away from the debut price. Credit Suisse First Boston; BT Alex. Brown; Goldman, Sachs & Co.; and Morgan Stanley & Co. managed the offering.

"It's a great industry at a great time, and a great company with a great story," Entercom CFO Steve Fisher said Tuesday. He told R&R that Friday's stunning debut "was a vote of confidence in the industry by Wall Street, and a vote of confidence in the company based on historical results and going into the future."

Entercom, founded in 1968, is the sixth-largest radio broadcasting company in the U.S. Upon completion of pending transactions, the company will own and operate 42 stations in eight markets, including five of the country's top 30 radio advertising markets. Entercom has built the largest radio station clusters, based on gross revenues, in Seattle and Kansas City, and the second- or third-largest clusters in Boston, Portland, Sacramento and Rochester.

It is clearly, as Fisher pointed out, a company intent on paying down debt and poised for growth: "We will have the balance sheet and the cash flow and the management capabilities to take on significant growth in the future. Our focus is on growth markets, and historically we've looked at the top 30 markets, but now we'll look into the

ENTERCOM/See Page 23

FEBRUARY 5, 1999

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Consultant Young To Program WAXQ/NY

Veteran rock programmer and consultant Steve Young has joined Chancellor Media's Classic Rock WAXQ/New York as In-House Programming Consultant. In addition to his consultant duties, Young will oversee the day-to-day programming operations of Q104.



Young

"As Q104 continues to grow, it must build on the forward momentum we have established," WAXQ VP/GM Kathy Stinehour commented. "Steve possesses a vision for taking Q104 to the next level of success, and we're very fortunate to have him as part

of our team at Chancellor Media and Q104."

Young, President of his own Seattle-based consultancy, added, "The chance to move the needle up at Q104 was too good to pass up. I'm appreciative that Chancellor is allowing me to maintain my other client relationships while helping them achieve their ratings and revenue goals." Young has also been OM at WNEW/New York, programmed KISW/Seattle and served as senior program strategist with Joint Communications in

YOUNG/See Page 23

KRPM/Seattle Flips To Classic Country

KRPM-AM/Seattle flipped to Classic Country Monday (2/1), joining local sister stations KYCW-FM and KMPS-FM in the Infinity Country stable. KRPM previously was simulcasting sister CHR/Pop KBKS-FM.

KMPS PD Mark Richards adds programming duties for KRPM, which will simulcast Ichabod Caine's KMPS morning show. For the remainder of the day, the station will focus on the biggest country songs and stars from the '70s and

'80s, with carefully chosen hits from the '60s and early '90s to round out the library.

Noting that research has identified an appetite for Classic Country in the Seattle area, Richards said, "KRPM will return the songs that many country fans grew up with. This is our opportunity to showcase and honor the legends of country music. Most of the songs to be played on KRPM are no longer featured on mainstream FM Country stations."

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FCC Asks For 20% Budget Increase

□ Cost of regulation could rise if budget is approved

BY JEREMY SHWEDER
R&R WASHINGTON BUREAU

The overall cost of FCC regulation may rise in fiscal year 2000. The commission requested a 7.6% rise in the so-called "user fees" in its yearly budget, submitted to Congress on Monday.

The upshot for broadcasters and everyone else who works with the commission is that the cost of applications for licenses and other services could go up.

The FCC's 2000 budget asks for a total of \$230.9 million, up 8.4% over the \$213 million requested last year and an increase of 20.2% over last year's final appropriated budget of \$192 million. The proposed budget must be passed by Congress before it is final.

Staffing at the commission shouldn't increase — the proposed budget requests 1,975 full-time employees, the same as last year. The major interest for broadcasters in this year's FCC budget should be a possible regulatory fee increase, said Dennis Wharton, spokesman for the NAB. "It appears that it will go up," he said.

Last year, radio broadcasters paid a total of \$11.9 million in regulatory fees. For the past three years the commission has asked for a larger chunk of its budget to be paid in regulatory fees from various sources, including radio. In FY '98 the FCC expected \$162.5 million would come from regulatory fees. In FY '99 the figure rose to \$172.5 million. This year the commission wants to collect \$185.7 million through regulatory fees.

Most of the increase in the FCC's budget is being attributed to mandatory pay raises, rent on the Portals and inflationary increases to other contract services. Also, a large portion of the increase will go to repay the General Services Administration for the Portals relocation.

Analog TV Users Punished

One controversial proposal submitted as part of Clinton's budget would force TV broadcasters to pay at least \$200 million in fees for failing to switch to digital broadcast signals. The plan is designed to encourage broadcasters to switch quickly from their current analog signals to digital channels, which have already been designated to the broadcasters by the FCC.

Radio broadcasters have nothing to worry about from these fees, most in the industry agreed. "This is specifically related to the transition to digital television," Wharton said. Others in the industry said that even when radio eventually transitions to digital, the two cases are quite different. Television broadcasters are currently using both analog and digital channels for free, and the government is trying to stop that with the proposed fees.

SAG Vetoes Union With AFTRA

BY MATT SPANGLER
R&R WASHINGTON BUREAU

A 50-year effort to merge the American Federation of Television and Radio Artists and the Screen Actors Guild ground to a halt last week when the latter rejected the combination of the two unions.

After the votes were counted, only 46% of SAG's membership approved of the merger. The results were announced just two days after 68% of AFTRA's membership cleared the unification. Sixty percent approval on the part of both organizations was needed for the deal to gain final acceptance. "While we regret the results on the SAG side," said AFTRA National President Shelby Scott, "we are committed to working on new ways to cooperate with the guild for the protection and benefit of our members."

Had it been approved, the merger would have created a union with more than 130,000 members, including about 4,000 radio employees. AFTRA said the combined union — which was to have been called "SAG-AFTRA" — would have given both organizations greater clout in dealing with large media conglomerates such as the Walt Disney Co. and Time Warner.

Although SAG did not offer any single reason for its membership's rejection of the merger, it said a

number of factors may have contributed to the results. Some members voted on the "short-term concerns" about dues increases, SAG said. Others were frightened that AFTRA members might steal "thousands and thousands" of jobs from SAG workers. Still more constituents were wary of how the merger might affect their health and pension plans.

AFTRA Nat'l Asst. Exec. Dir. Greg Hessinger told R&R the merger's defeat spells two changes for the union: It will soon send a referendum to its membership proposing a dues increase, and it will move to "centralize" its administrative, financial and negotiating functions.

Bloomberg BUSINESS BRIEFS

Chancellor Shareholder 'Not Supportive' Of Fees

Hicks, Muse, Tate & Furst stands to collect a total of \$54 million in fees for investment banking and management services related to Chancellor's \$1.72 billion purchase of LIN Television and \$4.1 billion acquisition of Capstar Broadcasting, the *Wall Street Journal* reported on Jan. 27. About \$29 million of that was for advice to Chancellor during acquisition negotiations for LIN and Capstar — and not necessarily out of line, one source said. "We weren't supportive of those fees," said Storm Boswick, a media analyst with J. & W. Seligman & Co., owner of 3.9 million Chancellor shares. He took his concerns to Hicks, Muse CEO and Chancellor Chairman Tom Hicks, whom Boswick says is "unapologetic."

DOJ Blocks Erie Deal

The Department of Justice said last week that Media One had "abandoned its efforts" to buy WRKT-FM & WRTS-FM/Erie, PA from Rambaldo Communications. The department said the deal would have given Media One more than 50% of ad share (54%, according to BIA) in the market, which brought in \$9.1 million in 1997. "Had the deal between Media One and Rambaldo been consummated, businesses in the Erie market would likely have paid higher prices for radio advertisements," said Asst. Attorney General Joel Klein. Company President Rick Rambaldo told R&R the DOJ would have been satisfied if one of the groups had spun off one of its FM outlets.

NYC Offers \$10 Million To Keep CBS Corp.

The New York City government is hoping that \$10 million in incentives is enough to make CBS Corp. keep its offices in the city until 2018. The city recently granted CBS an extra \$10 million in subsidies to stay in the city rather than move to New Jersey, as some thought CBS might do. CBS will have to keep its offices in Manhattan and employ at least 3,862 full-time workers. The company was given \$50 million in tax breaks six years ago in return for spending \$300 million on digital upgrades.

FCC Grants New FM Stations, Requests Comments

The FCC, in separate actions last week, agreed to allot new stations in several communities and asked for public comments on other proposed allotments. The commission agreed to assign stations in Brewster, MA (at the request of Boch Broadcasting and BBC); St. Mary's, WV (Seven Ranges Radio); Manson, WA (Manson Broadcasting); and Smith Mills, KY (Henry Lackey). The FCC will also allow Chowder Broadcast Group's WXXW-FM/Webster, MA to relocate to Spencer, MA.

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	1/22/99	One Year Ago	One Week Ago
Radio Index	210.19	275.93	265.70	+31.28%	+3.85%
Dow Industrials	8189.49	9358.83	9120.67	+16.22%	+2.61%
S&P 500	1012.46	1279.64	1225.19	+28.21%	+4.44%

WPLJ-FM New York
FM 802 Osaka
KVIL-FM, KESS-FM Dallas
WTIC-FM Hartford
Radio Art/Radio Sport,
Radi Station 106.8 Moscow
WKYS-FM Washington
KACD-FM/KBCD-FM, KJLH-FM,
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DEAL OF THE WEEK

• **KHOT-FM/Phoenix**
\$18.3 million

1999 DEALS TO DATE

Dollars To Date: \$148,932,028

(Last Year: \$313,549,746)

Dollars This Week: \$51,678,501

(Last Year: \$37,417,000)

Stations Traded This Year: 129

(Last Year: 133)

Stations Traded This Week: 27

(Last Year: 27)

TRANSACTIONS AT A GLANCE

- KKOL-FM/Hampton, AR \$142,000
- KXXZ-FM/Barstow, CA \$600,000
- WPRX-AM/Bristol (Hartford), CT \$925,000
- WYYX-FM/Bonifay (Panama City), FL \$875,000
- WRKG-FM/High Springs (Gainesville-Ocala), FL \$825,000
- WAKT-FM/Panama City Beach, WLHR-FM/Panama City, WMXP-FM/Callaway & WRBA-FM/Springfield (Panama City), FL \$6.5 million
- WYCL-FM/Pensacola, FL (Mobile, AL) Not listed
- AM CP/Johnston City, IL \$1
- KLFJ-AM/Springfield, MO \$432,500
- WTZY-AM/Fairview (Asheville), NC \$140,000
- WNBR-FM/New Bern & WZBR-FM/Kinston (Greenville-New Bern), NC \$1.2 million
- WOBL-AM/Oberlin, OH No cash consideration
- KLOR-FM/Ponca City, OK \$375,000
- WKQV-AM/Pittston & WKQV-FM/Olyphant (Scranton-Wilkes Barre), PA \$2.503 million (est.)
- WVBI-FM/Block Island, RI \$738,000
- WSSP-FM/Goose Creek (Charleston), SC \$1.6 million
- KIKM-FM/Azle (Ft. Worth), TX \$15 million
- KBOP-AM/Pleasanton (San Antonio), TX \$950,000
- KWNC-AM/Quincy (Wenatchee), WA \$50,000
- WSGC-AM/Kaukauna (Appleton-Oshkosh), WI \$398,000
- FM CP/Fort Bridger, WY \$125,000

TRANSACTIONS

Heftel Says 'Hola!' To Arizona With One 'Hot' Buy

☐ **Purchases Phoenix station for \$18.3 million; Root sells four in Florida's panhandle**

Deal Of The Week

KHOT-FM/Paradise Valley (Phoenix), AZ

PRICE: \$18.3 million

TERMS: Asset sale for cash

BUYER: Heftel Broadcasting Corp., headed by McHenry Tichenor Jr. It owns 39 other stations. Phone: (214) 855-8882

SELLER: New Century Arizona LLC, headed by President George Kriste. It also owns KGME-AM, KDDJ-FM & KEDJ-FM/Phoenix. Phone: (602) 266-1360

FREQUENCY: 105.9 MHz

POWER: 8.2kw at 571 feet

FORMAT: Urban AC

BROKER: Peter Handy of Star Media Group

COMMENT: Heftel will flip KHOT to

a Spanish-language format upon completion of this deal.

Arkansas

KKOL-FM/Hampton

PRICE: \$142,000

TERMS: Asset sale for cash

BUYER: PGR Communications Inc., headed by President Phil

Robken. It owns three other stations.

Phone: (870) 246-9272

SELLER: PS Broadcasting Partnership, headed by President Fortino Carrillo. Phone: (870) 798-4107

FREQUENCY: 107.1 MHz

POWER: 3kw at 314 feet

FORMAT: Gospel

FREQUENCY: 97.7 MHz

POWER: 91.66kw at 830 feet

FORMAT: Rock

WRKG-FM/High Springs (Gainesville-Ocala)

PRICE: \$825,000

TERMS: Asset sale for cash

BUYER: Asterick Communications Inc., headed by President Frederick Ingham. It also owns WTRS-AM & FM, WMFQ-FM, WNFQ-FM & WYGC-FM/Gainesville-Ocala. Phone: (954) 566-7559

SELLER: Millstone Broadcasting LC, headed by President Donald Boyd. FREQUENCY: 104.9 MHz POWER: 3.2kw at 450 feet FORMAT: Oldies BROKER: Hadden & Associates COMMENT: This station (formerly WYOC-FM) was sold to Williams Broadcasting last year for \$850,000, but failed to close.

California

KXXZ-FM/Barstow

PRICE: \$600,000

TERMS: Asset sale for cash

BUYER: Tele-Media Broadcasting LLC, headed by Robert Tudek. It also owns KSZL-AM & KDUC-FM/Barstow and KDUQ-FM/Ludlow. Phone: (814) 359-3481

SELLER: Hub Broadcasting Inc., headed by President John Schimenti. Phone: (760) 256-6696

FREQUENCY: 95.9 MHz

POWER: 1.5kw at 438 feet

FORMAT: Classic Hits

BROKER: Miller & Associates

Connecticut

WPRX-AM/Bristol (Hartford)

PRICE: \$925,000

TERMS: Asset sale for cash

BUYER: Nievezquez Productions Inc., headed by President P. Oscar Nieves. Phone: (860) 826-4996

SELLER: Connecticut Communications House II Inc., headed by President James Huber. Phone: (860) 585-6314

FREQUENCY: 1120 kHz

POWER: 1kw day/500 watts night

FORMAT: Tropical

Florida

WYYX-FM/Bonifay (Panama City)

PRICE: \$875,000

TERMS: Asset sale for cash

BUYER: Empire Broadcasting Systems LLP, headed by Donald Cavaleri. It owns two other stations, including WILN-FM/Panama City. Phone: (850) 233-6606

SELLER: Mark Pirtle. Phone: (800) 264-6800

WAKT-FM/Panama City Beach, WLHR-FM/Panama City, WMXP-FM/Callaway & WRBA-FM/Springfield (Panama City)

PRICE: \$6.5 million

TERMS: Asset sale for cash

BUYER: Waitt Broadcasting Inc., owned by Norm Waitt Jr. It owns three other stations. Phone: (402) 346-6000

SELLER: Root Communications Ltd., headed by Tom Dibacco. It owns 24 other stations. Phone: (904) 252-2898

FREQUENCY: 105.1 MHz; 107.9 MHz; 103.5 MHz; 95.9 MHz

POWER: 50kw at 377 feet; 100kw at 781 feet; 100kw at 423 feet; 50kw at 492 feet

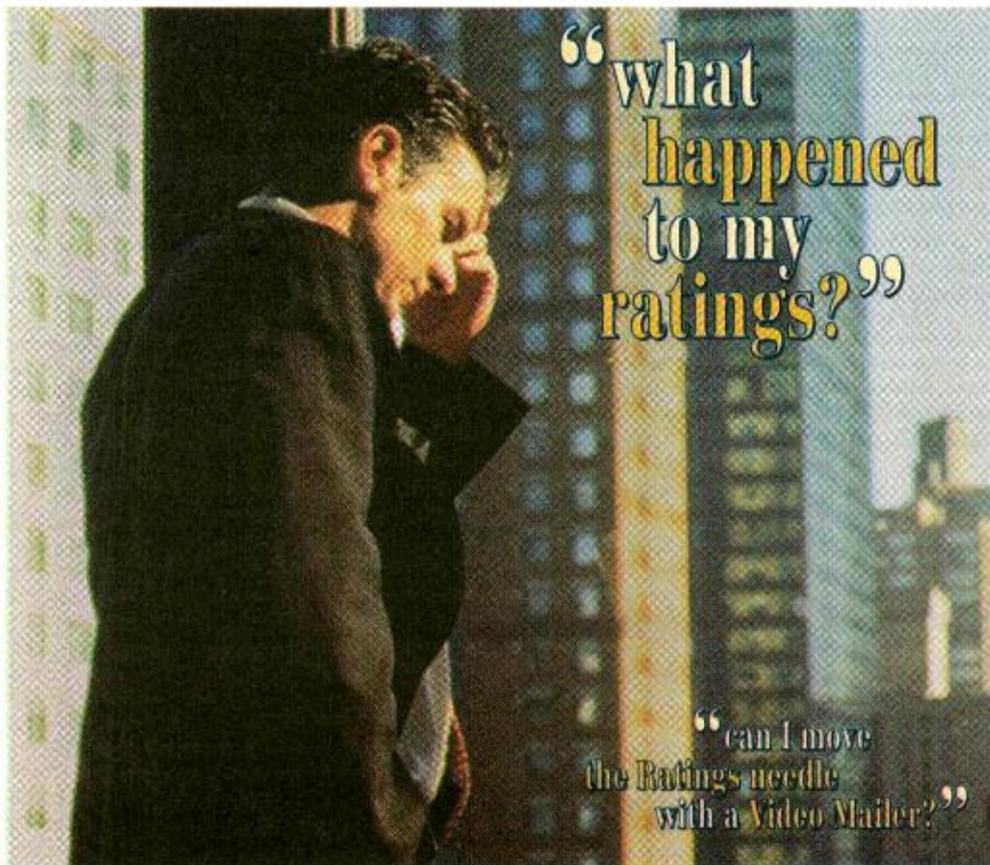
FORMAT: Country; Rock; CHR; Classic Hits

BROKER: Kalil & Co.

WYCL-FM/Pensacola (Mobile, AL)

PRICE: Not listed

TERMS: A \$2 million option to pur-



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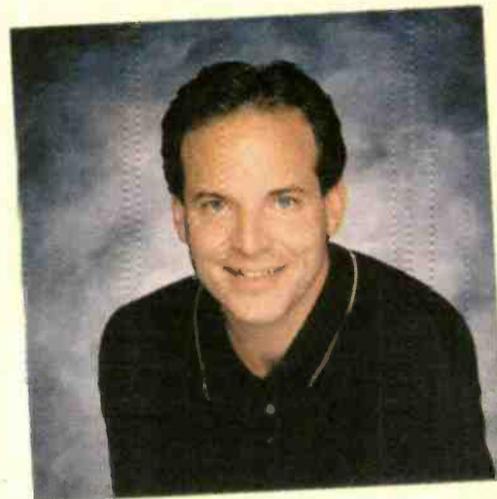


An Open Letter To The Radio Industry

Thanks to you, PARAGON RESEARCH HAD ITS BUSIEST YEAR IN 1998.
We conducted more research for more clients than ever before.
And 1999 looks to be even better.

Here is how we have grown during consolidation:

- ◆ Three years ago, faced with consolidation, Paragon developed its own targeted STRATEGIC PLAN, based on research. During the consolidation shakeout, we have executed that plan.
- ◆ Paragon has operated with this PHILOSOPHY – radio stations that build and execute strategic plans win. We have partnered with stations to develop actionable strategic plans.
- ◆ Paragon has CONCENTRATED ON THE FUNDAMENTALS – delivering sound data and strategic recommendations based on the data.
- ◆ Paragon has focused on “operators.” We SUPER-SERVED OUR OWN CORE, premier operators.
- ◆ Paragon has been LOYAL to its clients. By not “working across the street” or pursuing short-term projects that threatened long-term relationships, that loyalty has been reciprocated. We work for several stations in a market cluster, not just one.
- ◆ Paragon has adhered religiously to RESEARCH ETHICS. We conduct research the right way, always.
- ◆ Paragon has become a REAL WORLD RESEARCH COMPANY. Paragon is a significant research and strategy source in media outside radio. For cable giant TCI, for newspapers like The Denver Post and The San Francisco Chronicle, for movie channels like STARZ! and Encore. Paragon’s uniquely broad view of media has already benefited our radio clients during consolidation and will be even more beneficial in the upcoming “convergence” phase.



We have identified our target, super-served our core and grown come all at the same time. In doing so, we've not only survived consolidation, but thrived. Just like our clients.

Paragon is the company to help guide your station through the consolidation maze.

Let's talk.

Mike Henry
Managing Partner



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- *Auditorium Music Tests*
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- *Tracking Studies*
- *Sales Assessment Studies*

TRANSACTIONS

Continued from Page 6

chase was bought in December 1997 by Clear Channel from Paxson. A definitive asset purchase agreement is now being prepared, though it has not been submitted to the FCC.

BUYER: Clear Channel Communications Inc., headed by Lowry Mays. It owns 454 stations following the Jacor merger, including eight stations within the area. Phone: (210) 822-2828

SELLER: Paxson Communications Corp., headed by Lowell Paxson. Phone: (561) 659-4122

FREQUENCY: 107.3 MHz
POWER: 100kw at 1,407 feet
FORMAT: Oldies

Minnesota

AM CP/Johnston City

PRICE: \$1

TERMS: Asset sale for cash

BUYER: Cumulus Media Inc., headed by Executive Chairman Richard Weening. It owns 212 stations. Phone: (414) 615-2800

SELLER: Clearly Superior Radio LLC, headed by Dennis Doelitzsch. Phone: (618) 997-8123

FREQUENCY: 1690 kHz (expanded band)

POWER: Not listed

COMMENT: This station is part of an earlier agreement between the parties to transfer WDDD-AM/Johnston City from Clearly Superior to Cumulus.

Missouri

KLFJ-AM/Springfield

PRICE: \$432,500

TERMS: Asset sale for cash

BUYER: 127 Inc., headed by President C.J. Perme. Phone: (417) 332-8310

SELLER: He 'N Me Broadcasting Inc. Phone: (417) 883-7434

FREQUENCY: 1550 kHz

POWER: 5kw day/28 watts night

FORMAT: Religious

North Carolina

WTZY-AM/Fairview (Asheville)

PRICE: \$140,000

TERMS: Asset sale for cash

BUYER: WTZY-AM Inc., headed by President Edward Seeger. He has interests in eight other stations, including WMXF-FM/Old Fort. Phone: (843) 849-0076

SELLER: John McLeod. No phone listed.

FREQUENCY: 880 kHz

POWER: 350 watts

FORMAT: Talk

BROKER: American Media Services LLC

WNBR-FM/New Bern & WZBR-FM/Kinston (Greenville-New Bern)

PRICE: \$1.2 million

TERMS: Asset sale for cash

BUYER: Eastern Carolina Broadcasting Co. Inc., headed by President L. Gene Gray. It owns three other

stations, including WBTV-AM & WRHT-FM/Morehead City. Phone: (252) 247-2002

SELLER: Conner Media Corp., headed by President Ronald Benfield. It owns five other stations. Phone: (704) 878-9004

FREQUENCY: 94.1 MHz; 97.7 MHz
POWER: 11kw at 485 feet; 3kw at 249 feet

FORMAT: Country; Country

BROKER: Snowden Associates

WOB-AM/Oberlin

PRICE: No cash consideration

TERMS: Transfer of control

BUYER: Douglas Wilber, new President of WOB Radio Inc. Phone: (440) 988-4886

SELLER: Harry Wilber. Phone: (440) 988-4886

FREQUENCY: 1320 kHz

POWER: 1kw

FORMAT: Country

COMMENT: Following the transaction, Douglas Wilber will own 51% of the shares, and Harry Wilber will own 49%.

Oklahoma

KLOR-FM/Ponca City

PRICE: \$375,000

TERMS: \$100,000 cash, \$100,000 in non-compete agreement, \$175,000 note to bear interest at 7%

BUYER: Team Radio LLC, headed by Kenneth Greenwood. He has interests in four other stations, including KOKB-AM/Blackwell & KPNC-FM/Ponca City. Phone: (918) 747-1119

SELLER: Pioneer Communications Inc., headed by President Mary Kelly. Phone: (580) 762-9930

FREQUENCY: 99.3 MHz

POWER: 3kw at 300 feet

FORMAT: Oldies

Pennsylvania

WKQV-AM/Pittston & WKQV-FM/Olyphant (Scranton-Wilkes Barre)

ESTIMATED PRICE: \$2.503 million

TERMS: Asset sale for cash

BUYER: Citadel Communications Corp., headed by President Lawrence Wilson. It owns 110 other stations, including nine in the area. Phone: (702) 804-5200

SELLER: Monroe and Delaware Holdings Inc. & Robert C. Cordaro Inc., headed by Robert Cordaro. No phone listed.

FREQUENCY: 1550 kHz; 95.7 MHz
POWER: 10kw day/500 watts night; 300 watts at 1,010 feet

FORMAT: Sports; Rock

BROKER: MCP Group Ltd.

COMMENT: A final part of the purchase price will be determined by multiplying the percentage increase in the Consumer Price Index over a 1.5-year period times \$1.2 million.

Rhode Island

WVBI-FM/Block Island

PRICE: \$738,000

TERMS: Asset sale for cash

BUYER: Charles River Broadcasting Co., headed by President Chris-

topher Jones. It owns two other stations. Phone: (781) 893-7080

SELLER: Tim English. Phone: (203) 366-5555

FREQUENCY: 95.9 MHz

POWER: 3kw at 147 feet

FORMAT: Classical

South Carolina

WSSP-FM/Goose Creek (Charleston)

PRICE: \$1.6 million

TERMS: Assumption of debt

BUYER: Concord Media Group Inc., headed by President Mark Jorgenson. Phone: (813) 926-9260

SELLER: Regent Communications Inc., headed by Chairman Terry Jacobs. It owns 35 other stations. Phone: (606) 292-0030

FREQUENCY: 94.3 MHz

POWER: 2.9kw at 479 feet

FORMAT: Nostalgia

Texas

KIKM-FM/Azle (Ft. Worth)

PRICE: \$15 million

TERMS: Asset sale for cash

BUYER: First Broadcasting Management LLC, headed by Ronald Unkefer. Phone: (214) 855-0002

SELLER: Hunt Broadcasting Inc., headed by President Janice Hunt. She has interests in two other stations. Phone: (303) 789-1118

FREQUENCY: 101.7 MHz

POWER: 17.6kw at 384 feet

FORMAT: Country

COMMENT: The station was formerly located in Denison, TX.

KBOP-AM/Pleasanton (San Antonio)

PRICE: \$950,000

TERMS: Asset sale for cash

BUYER: The Freedom Network LLC, headed by George Lindemann. He has interests in 11 other stations. Phone: (203) 894-8215

SELLER: Reding Enterprises Ltd., headed by President L.W. Reding. It owns KBUC-FM/Pleasanton. Phone: (830) 281-5267

FREQUENCY: 1380 kHz

POWER: 4kw day/165 watts night

FORMAT: Country

BROKER: Doyle Hadden of Hadden & Associates

Washington

KWNC-AM/Quincy (Wenatchee)

PRICE: \$50,000

TERMS: Asset sale for cash

BUYER: Westcoast Broadcasting Co. Inc., headed by President James Wallace. It also owns KPQ-AM & FM/Wenatchee. Phone: (509) 663-5121

SELLER: Jack Rabbit Broadcasting Co. Inc., headed by Charles Fournier. Phone: (509) 787-4461

FREQUENCY: 1370 kHz

POWER: 1kw day/39 watts night

FORMAT: Country

Wisconsin

WSGC-AM/Kaukauna (Appleton-Oshkosh)

PRICE: \$398,000

Bloomberg

BUSINESS BRIEFS

Continued from Page 4

The FCC also requested comments on new allotments by March 22 for Joliet, Columbia Falls, and Neihart, MT (at the request of Mountain West Broadcasting); Palacios, TX (Prawn Broadcasting); Eden, TX (Kent Foster); Belt, MT (Belt Broadcasting); Ashland and Washburn, WI (The State of Wisconsin Educational Communications Board); Lockwood, MT (Lockwood Broadcasting); Florence, MT (Florence Broadcasting); and Perry, FL (Albert Brooks).

FCC's Y2K Survey Near Completion

The FCC hopes to have an analysis of its mandatory Y2K survey completed within the next few weeks, says one source at the FCC. The survey was mailed in December to 150 radio broadcasters of varied size and locations. It asked questions about Y2K budgets and compliance. While the results aren't clear yet, FCC Y2K specialist Roger Holberg said that, after talking with broadcasters, he feels radio people are in a good state of readiness. The final FCC report will probably go to the President's Council on the Y2K issue, with no word yet on how the commission will use the report to help broadcasters prepare for the Y2K problem.

Clear Channel Seeks British Radio License

Clear Channel has tentatively agreed to participate in an as-yet-unnamed consortium — that may include London's Talk Radio and Richard Branson's Ginger Media Group — to apply for digital radio licenses in the UK. The new digital "regional multiplex" frequencies are in London, Central Scotland, North East and North West England, the West Midlands and Severn Estuary. The UK Radio Authority is expected to award the licenses in August. Additional licenses will be allotted throughout 2000 and 2001. The BBC launched digital radio in Britain last year, using the Eureka-147 L-band standard.

Religious Broadcasters To Build \$1.5M Home

Members of the 1,100-strong National Religious Broadcasters voted last week to construct a \$1.5-million headquarters in Manassas, VA, to be completed in 2000. Besides offices, the building should have studios and a religious broadcasting hall of fame. Other news from the 56th annual National Religious Broadcasters convention last week in Nashville included the election of new leaders: Tom Rogeberg of In Touch Ministries, First Vice Chairman; Glenn Plummer of Christian Television Network, Second Vice Chairman; Wayne Pederson of Northwestern College Radio, Secretary; and John Corts of Billy Graham Evangelistic Association, Treasurer.

Salem Buys Internet, Publishing Companies

Religious broadcaster Salem Communications, which owns 45 stations nationally, purchased OnePlace and CCM Communications for an undisclosed price this week. OnePlace is an Internet commerce company specializing in the Christian products industry. CCM is a Christian-oriented magazine publisher. Salem said that the purchases of OnePlace and CCM Communications will give it a wider customer base.

SFX Signs \$93.6 Million Music Theater Deal

Radio company-turned-outdoor entertainment powerhouse SFX Entertainment this week entered into a series of lease and booking/management deals with the Nederlander family, which owns theaters and concert halls throughout the U.S. The deals give SFX a piece of such venues as Merriweather-Post Pavilion in the Washington-Baltimore markets and The World Music Theater in Chicago. SFX also bought the sports marketing firm Integrated Sports International last week in a cash and stock deal valued at \$17.8 million.

Nasdaq Might Halt Volatile Stock Trading

The Nasdaq stock exchange may temporarily halt trading of volatile stocks in response to the recent roller-coaster rides of Internet issues like Broadcast.com. Although an ad hoc Nasdaq panel — which has been meeting regularly since December — hasn't worked out the details of the halts, spokesman Mike Shokouhi told R&R this week that they may function like the New York Stock Exchange's "order imbalances," in which trading is ceased on stocks with an overabundance of buy and sell orders. He said the panel is weighing a number of other options to remedy the volatility of 'Net issues. Broadcast.com gained \$65.50 on Jan. 8, then another \$87.56 Jan. 11, only to lose \$62.06 and \$53 the ensuing two days.

TERMS: Asset sale for cash
BUYER: Lyle Evans. He has interests in six other stations. Phone: (920) 766-0200

SELLER: Evangel Ministries Inc., headed by President Roy Jacobsen. It owns three other stations. Phone: (920) 749-9456

FREQUENCY: 1050 kHz
POWER: 1kw day/500 watts night
FORMAT: Country/Religious

Wyoming

FM CP/Fort Bridger

PRICE: \$125,000

TERMS: Asset sale for cash

BUYER: M. Kent Frandsen. He owns six other stations. Phone: (435) 752-1390

SELLER: L. Topaz Enterprises Inc., headed by Dale Ganske. He owns two other stations. Phone: (608) 831-8708

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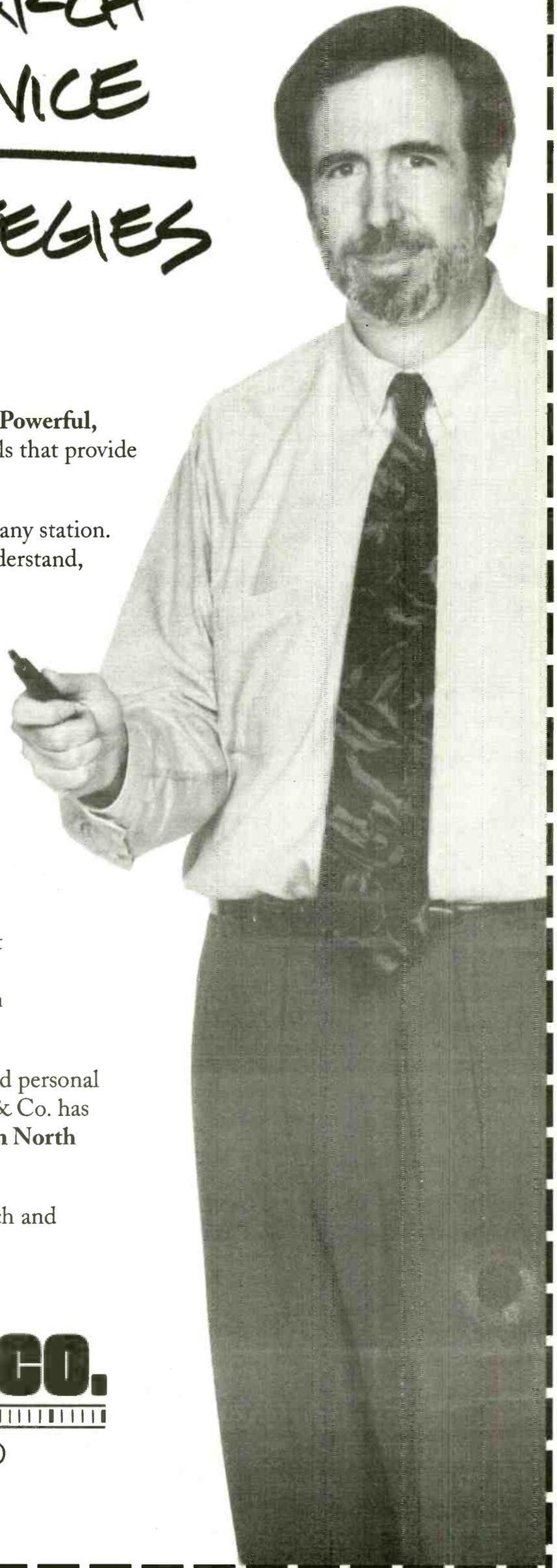
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- Communication increases cluster sales, Page 16
- Diversity makes good business sense, Page 18
- Don't give away your website ads, Page 16

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Half the money I spend on advertising is wasted,
and the trouble is, I don't know which half.
— John Wanamaker

SALES

R&R INDUSTRY X-RAY: HOME FURNISHINGS

■ As radio soars, furniture's still on the ground

By Jeff Axelrod

MMS Editor

Looking for a radio advertising category with room to grow? Home furnishings certainly fits the bill, since the sector actually spent less with radio in '98 than it did the previous year. It's time to get the word out to potential clients: Radio remains fertile ground for cultivating furniture sales.

Heavy radio listeners are definitely in the market for furniture. About one of every four heavy radio listeners (25.9%) plans to buy furniture in the next year. Compare that to only 21.7% of heavy TV viewers, and you've got a convincing argument. You might want to add that almost as many — 22% of your heaviest listeners — are planning to buy beds or mattresses in the next year.

Why are radio listeners planning to buy more furniture? One possible reason could be the proliferation of home offices. Ray Allegrezza, Furniture Editor for the trade newsletter *HFN*, said, "Furniture for the home office or small office, especially modular work stations or what they're calling 'office in a box,' is a category that has really taken off." As members of the work force (traditionally heavier radio listeners) start doing more work at home, many are building these rooms from scratch. Reach them with radio.

Interestingly, the larger the furniture store, the lower the percentage of ad money going to radio. Once a store hits the \$5 million mark in sales, it starts pouring money into television and print ads. (Radio fares best at stores with \$1 million to \$3 million in sales, earning 16% of their ad dollars.)

If you're looking to sell demographics, furniture buyers lean female (55%/45%), and

nearly half are between the ages of 25 and 44. Income makes very little difference, and by far more people in the South are buying furniture than in other regions of the country.²

Meanwhile, the question remains: Why has the industry's radio advertising decreased? It's certainly not because the home furnishings sector is seeing a recession. AKTRIN Furniture Information Center, which tracks the industry, says the forecast is for continued growth. Household furniture spending, which was at \$47.7 billion in 1995, is expected to rise to \$60 billion by 2005 — an increase of 19%. In the same 10-year span, the total number of U.S. households is expected to increase by 9.5%.

Geography may also play a role in your ability to sell furniture advertising, according to AKTRIN's studies. The future looks brightest in the Southwest: Nevada, Utah and Arizona top the list of states with the highest projected growth rates in furniture revenues, at 38%, 35% and 34%, respectively. Florida (32%) and Alaska (31%) round out the top five. The states that will see the lowest revenue growth rates

are New York (10%), North Dakota (11%) and West Virginia (11%).

All the research is pointing in the right direction, yet radio still saw a category decrease last year, so what can be done? Since furniture — not entirely surprisingly — is choosing to spend more on visual media (direct mail, TV, newspaper), this would be a good category to concentrate on when it comes to expanding your NTR efforts. Get their ads into your websites, magazines or newsletters. Set up promotions or remotes that will drive traffic to the store. One thing's for sure — considering the nature of the category, radio shouldn't take these declines sitting down!

¹ RAB Industry White Paper ² Simmons spring 1997 data

Radio Spending Profile

Of the money spent advertising home furnishings in all media, how much goes to radio?

Highest market	18.2%
Average	11.6%
Lowest market	7.0%

- 1998* home furnishings category radio growth rate: -9%
- 1998* overall radio growth rate: 12%
- Home furnishings as a percentage of total radio expenditures, 1998*: 2.7%

* January-November

Source: Miller, Kaplan, Arase & Co. LLP

SALES

THE SECRET TO SUCCESSFUL SALES

By Dick Kazan

You and I are salespeople, whether we acknowledge it or not. If you run a business or sell professionally, your job depends upon sales. For a promotion or a raise, you have people to convince. Need the support of others? Persuade them. Want your children to be good students? Motivate them. Life is a series of sales presentations. So what's the secret to doing it well? Being a good listener.

By that, I don't mean casually hearing what's said. I mean listening with your ears, your eyes, your fingertips. Concentrate. In business, notice the way your prospect enters a room. Is he or she robust and confident or timid and hesitant? Is their handshake firm or limp? When they speak, do they look at you or away? What are they passionate about? Ask. Notice their pictures and awards. This person is telling you about himself or herself in various ways. Are you listening?

To become a good listener:

• **Give it your undivided attention.** Michael Delees, who co-owns a 30-employee hair salon, asks his employees not to interrupt him when he's with a client. If something does arise, he excuses himself, quickly

**THE ROAD TO
SUCCESS**

resolves the issue, apologizes and picks up the conversation exactly where it left off.

If you're on the telephone, don't simultaneously type on your computer. If you do, you're not completing twice as much work — you're doing a poor job on both tasks, because neither really has your attention.

• **Maintain eye contact.** Mary Kay Ash, who built the Mary Kay Cosmetics empire, tells us about an incident early in her career. "I remember how offended I once was when I was having lunch with my sales manager, and every time a pretty waitress walked by, his eyes would follow her across the room. I felt insulted and kept thinking to myself, 'That waitress' legs are more important to him than what I have to say. He's not listening to me. He doesn't care about me!'"

It's natural for our minds to wander or for us to be distracted by other things. Focus on the person speaking to you.

• **Take notes.** At the start of many business meetings, I'll say, "Because your time is valuable, and because what you're going to say is important, do you mind if I take notes?" Mind? The person is flattered because I've shown respect, something we all desire.

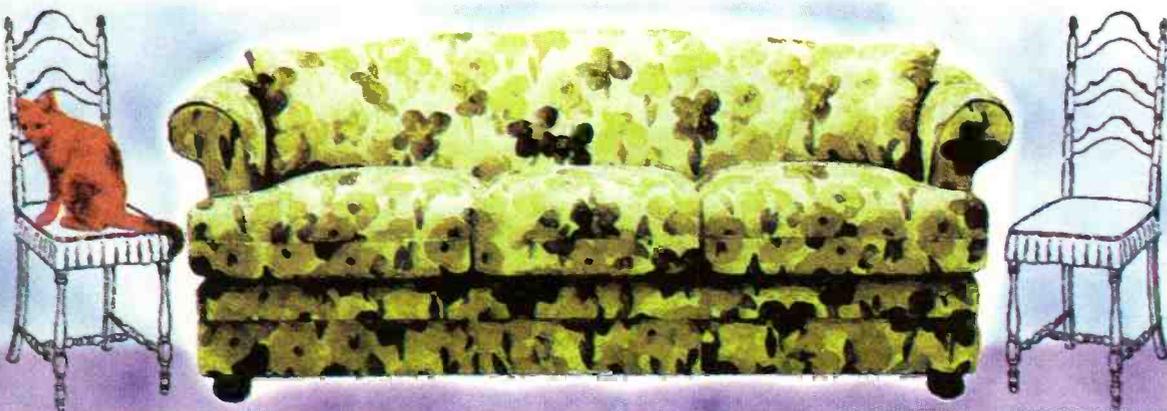
Writing their words as I observe them makes me a much better listener. This takes such intense concentration that if a gorilla ambled by, I'd be unaware.

At a crucial stage, I summarize aloud and propose transactions that meet their objectives. Closing business is easy, because I know what this person wants. They told me, and I listened. Most salespeople don't hear because they're so anxious to speak. They also don't notice changes in voice inflection, flared nostrils, hand gestures or other signs that say, "What you're offering doesn't meet my needs." The result: poor communication and, often, no sale.

What is sales? It's listening, absorbing and responding. It's helping make life a little better for someone else. The ancient Greek philosopher Epictetus said, "Nature has given to men one tongue, but two ears, that we may hear from others twice as much as we speak." That's the secret to sales success.

¹ *The Book Of Business Wisdom*, Peter Krass, 1997

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.



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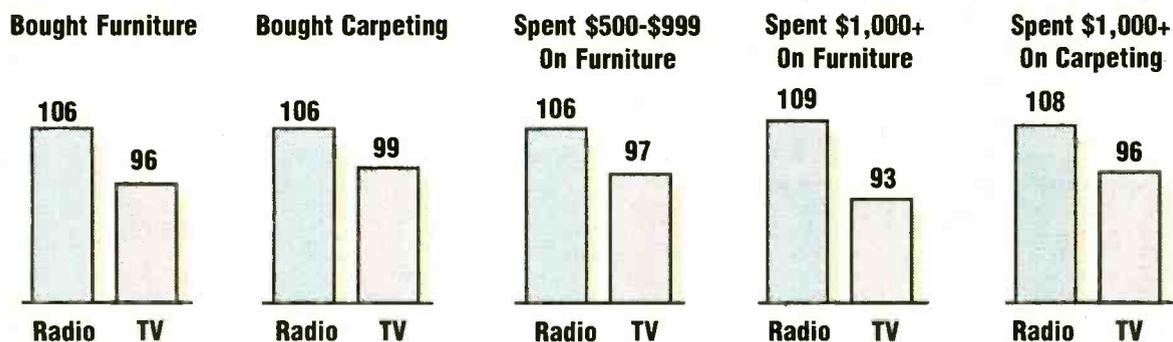
BMI operates as a not for profit organization of songwriters and music publishers that licenses songs for public use. Your BMI license fees are distributed to songwriters, composers and music publishers to support the craft of songwriting.

SALES

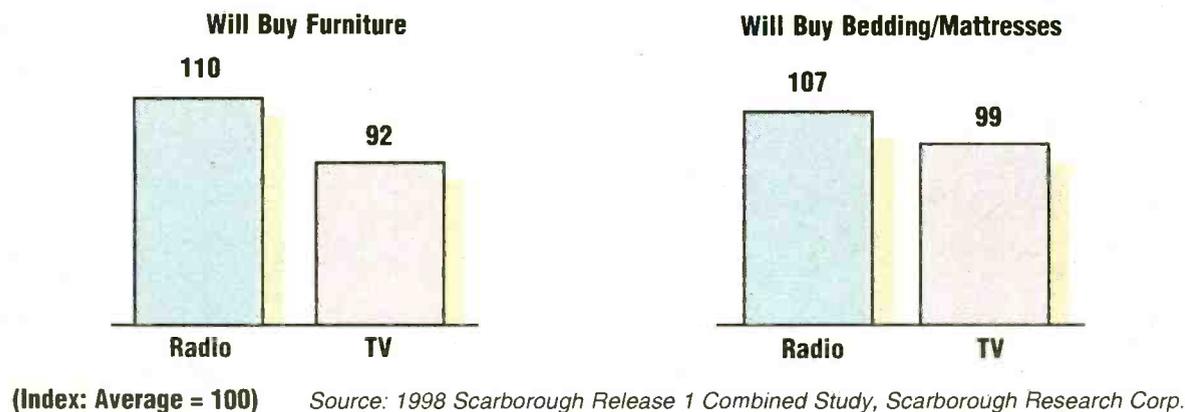
RADIO OUTRANKS TV IN REACHING FURNITURE BUYERS

You'd think the heaviest TV users would wear out couches faster and replace them more often, but that doesn't seem to be the case. In virtually all spending profiles, the heaviest radio users (first and second quintiles) are more likely than average to spend money on furniture. In general, heavy TV users are below average in all but the lower-spending profiles (\$500 or less in the last year). Most importantly for your sales staff, heavy radio users are way ahead when it comes to planned purchases in the next year.

PURCHASES IN THE LAST 12 MONTHS



PLANNED PURCHASES IN THE NEXT 12 MONTHS



RADIO GETS RESULTS

SUCCESS STORIES FROM THE RAB

Factory Oak & Pine Furniture

Situation: Retailers succeed or fail based on their ability to do one thing: bring ready-to-buy customers to their store location. The owners of Factory Oak & Pine furniture in Miramar, CA needed to attract customers to their new location. The surrounding San Diego region is home to numerous furniture outlets. Factory Oak & Pine needed a powerful promotional campaign to get the store off to a strong selling start.

Objective: The store had used newspaper during its first two months in business, but to build awareness and sales, managers decided to launch a high-impact radio advertising effort.

Campaign: KSDO/San Diego launched a series of promotions linked to recognized holidays, starting with a Super Bowl sale in January. On-air spots offered gift certificates to the first 20 people who came to the sale. The station ran 30 commercials in the five days leading up to the sale event.

Results: Factory Oak & Pine reports a measurable increase in sales since the start of the KSDO campaign. The Father's Day sale set a weekend sales record. The manager asked customers where they heard about the store, and an overwhelming majority cited the radio campaign. The store has since expanded its use of radio advertising.

RAB TOOLBOX

More marketing information and resources from the RAB

FROM MEDIA TARGETING 2000

Nearly half of those who made a major furniture purchase in the last 12 months earn more than \$50,000 per year. Two-fifths (39%) are college graduates, and 69% own their homes. On average, major furniture purchasers spend 47% of their daily media time with radio.

INSTANT BACKGROUND COLLECTION — FURNITURE STORES

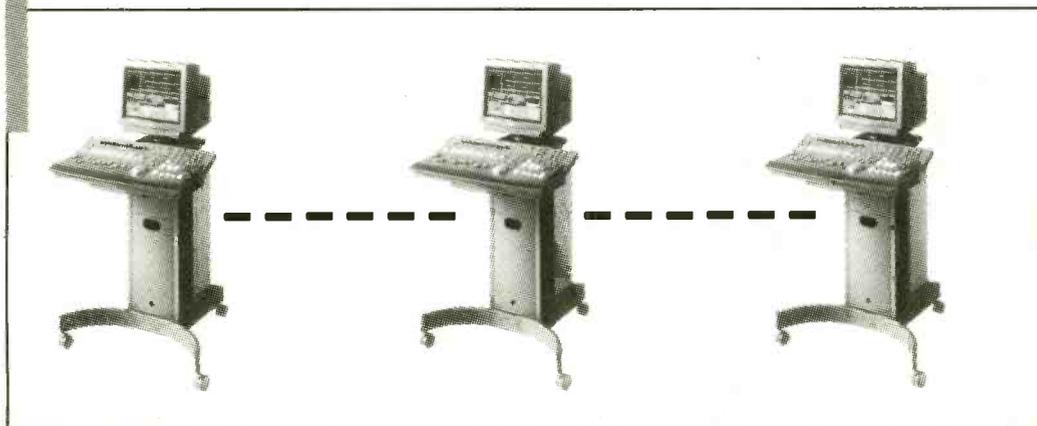
Leading States: States with the greatest number of retail furniture stores, as a percentage of the overall U.S. total: California (9.4%), Florida (7.2%), Texas (6.4%), New York (5.5%), North Carolina (4.4%), Pennsylvania (4.0%), Illinois (3.9%), Georgia (3.7%), Ohio (3.7%), Michigan (2.8%) (*American Business Lists*)

RAB CATEGORY FILES

"In 1998, people have more money than time and want good service and products. When they are buying products, they are buying furniture, not finance plans, discounts or the sale of the week. Consumers are getting much smarter. I see the specialty stores getting stronger and stronger by listening to the customers and taking advantage of the opportunity to satisfy individual needs." (Steen Kanter, former head of IKEA North America; *Home Furnishings News*, 12/14/98)

For more information, call RAB's Member Service HelpLine at (800) 232-3131 or log on to RadioLink at www.rab.com.

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Too dangerous to be free ...but these South Park videos are free for your listeners. Six episodes on three tapes, including the long awaited, hotly contested *Cartman's Mom Is A Dirty Slut* cliffhanger. This promotion is still at large — but move quickly or you won't get it.

This arresting promotion is currently available April 23 - May 2 in these markets:

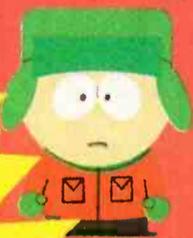
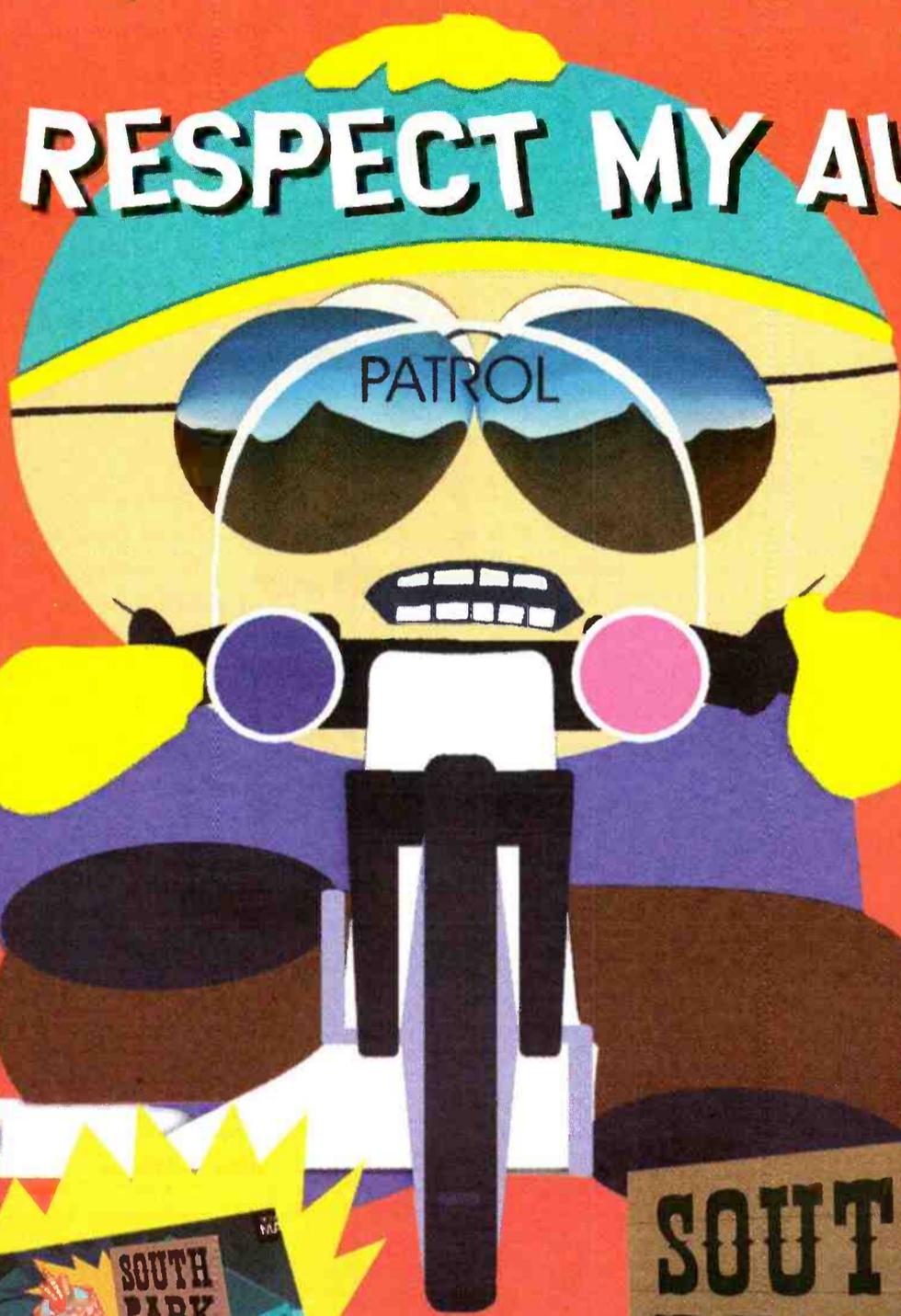
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MMS

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SALES

HOME FURNISHINGS ADVERTISING BY MARKET

1998 Media Spending (Jan.-Nov., in thousands)

Market	Newspaper	TV	Market	Newspaper	TV
Albuquerque	1,415.3	2,620.8	Minneapolis-St. Paul	8,806.2	6,694.3
Atlanta	10,487.7	14,583.8	Nashville	3,158.1	6,020.0
Baltimore	4,828.0	4,682.5	New Orleans	5,776.6	3,351.0
Boston	11,089.8	14,583.7	New York	70,479.5	24,062.0
Buffalo	3,654.8	4,889.6	Norfolk	5,912.0	4,917.0
Charlotte	3,691.5	6,562.0	Oklahoma City	1,774.3	6,994.1
Chicago	33,070.3	22,034.4	Orlando	10,701.2	6,038.4
Cincinnati	3,375.1	5,463.5	Philadelphia	19,963.9	10,451.1
Cleveland	4,420.4	8,865.9	Phoenix	16,011.9	8,415.5
Columbus	3,674.9	7,442.9	Pittsburgh	2,554.0	5,835.5
Dallas-Ft. Worth	21,366.1	9,100.0	Portland	4,218.0	5,852.4
Denver	27,966.1	12,489.0	Providence	3,363.4	8,493.4
Detroit	13,148.3	17,285.0	Raleigh-Durham	3,133.4	4,116.8
Grand Rapids	3,939.6	7,318.0	Sacramento	6,218.8	3,872.1
Greensboro	1,254.5	2,072.5	Salt Lake City	3,786.0	6,206.4
Greenville-Spartanburg	2,131.2	2,832.4	San Antonio	4,944.9	3,395.5
Harrisburg	970.3	2,088.1	San Diego	5,339.3	8,159.4
Hartford	4,058.5	8,783.7	San Francisco	24,468.6	6,676.5
Houston	24,055.7	13,809.6	Seattle	4,891.1	7,109.1
Indianapolis	6,201.2	5,494.4	St. Louis	4,476.8	5,631.0
Kansas City	4,929.2	2,597.8	Tampa-St. Petersburg	10,619.7	8,884.0
Los Angeles	34,421.3	19,899.1	Washington, DC	19,195.1	9,550.7
Louisville	3,128.9	4,772.0	West Palm Beach	5,667.8	5,283.6
Memphis	1,547.1	5,255.5	Wilkes Barre-Scranton	847.1	2,089.1
Miami-Ft. Lauderdale	23,233.2	15,407.1			
Milwaukee	3,158.5	7,117.1			
			Total Top 50	501,524.8	396,148.5

Source: Competitive Media Reporting

Furniture Store Advertising By Month



TV SPOTlight

SINGING THE PRAISES OF ARTISTS



Eric Clapton



Bryan Adams



Celine Dion



Best songs, best variety

If you're in a format with a relatively stable set of core artists, such as AC or Country, those artists are a huge selling point. The commercial in this week's TV SPOTlight takes that truth to heart.

This RadioVision spot for WLHT/Grand Rapids features the names of several "W-Lite" core artists sung as a 30-second mini-song. The "verses" are about the artists — "LeAnn Rimes sure sings," "Hall & Oates is great," etc. The two "choruses" reiterate the station's positioning statement: "Best songs, best variety, 95.7."

As the artists' names are sung, their images appear on the screen (sometimes accompanied by their names), and as the chorus is sung, you see the station's logo and positioner. Even if the musical message isn't heard, the spot's point gets across: Hear these artists on W-Lite! (The station must be doing something right — after all, it won a Marconi Award last year.)

If you'd like to see your station's ad in the TV SPOTlight, send at least three screen shots and a description or a videotape copy of the spot to MMS Editor Jeff Axelrod at R&R, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

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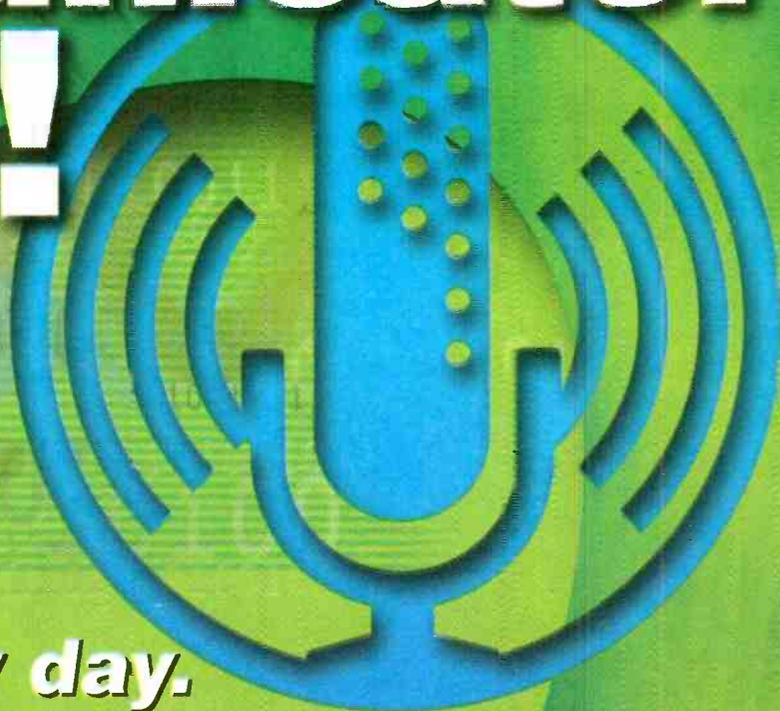


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SALES

RADIO'S Y2K ISSUE: SELLING WEBSITES

By Gerry Boehme

Most people are well aware of the Y2K problem: computer programs that may not operate come

January 1, 2000. Businesses are devoting countless resources to ensuring they can continue to operate when the clock strikes midnight on December 31.

But there's another Y2K issue that could also have far-reaching effects on radio's bottom line. 1999 will be the year in which we succeed or fail in positioning the value of our Internet websites to listeners and advertisers, turning our home pages from an expense item into a significant profit center. If we don't establish our model in 1999, it will be too late.

No question — the 'Net is hot! News stories trumpet the success of e-commerce during the holiday buying season, and Nasdaq continues to hit record levels. Radio people have caught the mania, and debates abound over the proper way to position websites to listeners and clients. We believe radio salespeople can use their websites to enhance the value of any broadcast campaign, since the Internet's strengths complement those of traditional over-the-air radio. Station websites represent a significant new revenue stream, as long as we effectively position and price the inventory.

First, we'll have to do a better job of converting listeners into regular site users. We're confident that stations will do that. Websites represent a better way to do what we've always done: connect with loyal core listeners. New technical and content services make it easier for stations to build sites that keep listeners coming back.

The concept of selling space on radio websites is still in its infancy. While some stations make money on the web, most are still searching for the right approach. Success will depend on two things. First, we must charge *real money* for links on sites instead of providing them to broadcast advertisers at no cost. Second, we must develop pricing models that make sense according to our sponsors' goals and the rates offered by the Internet competition.

This week, we'll discuss why our websites have even more value than established Internet-only sites — and why we should charge for that value. Next month, we'll cover specific pricing models that mix traditional radio strengths with an Internet twist.

When TV first became popular, did radio owners build TV stations, then give away free TV time just to boost radio shares? Did we offer free time to advertisers who were buying other TV time? Of course not, but radio's doing that now on the Internet.

The Internet Advertising Bureau estimates that advertisers spent \$1.3 billion on the 'Net in 1998. The web may be the most powerful interactive communications vehicle the world has ever

seen. Website ads provide image-building and awareness, and they invite the browser to come inside.

Too many stations have already fallen into the trap of providing free web links in return for a piece of the broadcast buy. Radio station websites provide real value separate and distinct from on-air broadcasts. Web salespeople charge sponsors for that value. We offer the same benefits, and we should demand equal value. In fact, radio sites provide two big advantages that other Internet sites cannot match.

Advertisers who integrate on-air campaigns with links on the station's website can take advantage of aided recall. Listeners who first hear the broadcast ad recall the message when they see the link. Their reaction — "I remember hearing about that on the radio" — elicits more attention and better response. Aided recall enhances the image/awareness qualities of the Internet ad and provides an added incentive to click on the link. Another value point: Listeners don't have to remember the sponsor's URL — they can link from our site.

One-dimensional Internet ads can't take advantage of a direct link to broadcast messages, so they can't deliver aided recall. The best they can offer is a disembodied connection to unrelated ads running on other broadcast media. Radio can do it better, and we can offer it as part of one integrated campaign.

Radio can use on-air spots and mentions to drive traffic to the radio site for the specific purpose of seeing and clicking on the sponsor's link. This increases page views to the site (and the sponsor's message) and drives up the click-through rate.

This concept is not new. Businesses use it all the time in their traditional marketing campaigns. They use radio ads to drive traffic to their store and generate purchases. Adapting the model to the 'Net, we can link broadcast spots to our own site placements and help the sponsor drive web users to their "Internet" destination — a coupon, a contest or an opportunity to purchase online.

These two advantages — aided recall and driven traffic — enhance radio's value beyond the initial website impact. We expect our combined broadcast/Internet promotions to feature significantly higher views and click rates than 'Net-only campaigns. At a time when 'Net-only salespeople face criticism for their failure to provide audience awareness and response, radio has the solution. Radio's "value-added" approach should position the valuable synergy of marrying broadcast and the Internet, not the free inclusion of web functionality as an add-on to the radio buy.

Once we've established that radio web space is not free, we need to develop effective methods of pricing the inventory. More on that next month!

Gerry Boehme is Sr. VP for Katz Media Group and Katz Interactive Marketing. He can be reached at (212) 424-6784 or via e-mail at gerry_boehme@katz-media.com.



GERRY BOEHME

INTERVIEW

THE NEW MANDATE: COMMUNICATE!

By Jeff Axelrod

MMS Editor

In this brave new radio world created by consolidation, many of the most profound changes have taken place in sales departments. You no longer sell against your competition, you own your competition. You're part of a larger effort to win a bigger piece of the media advertising pie for your company — and that takes teamwork.

Jack Hutchison, Director/Sales for Entercom's Portland stations, implemented a plan that puts a premium on communication within the cluster. "We're asking AEs, sales managers and combinations thereof to get together, discuss things, brainstorm and create business opportunities on a daily basis," he says. "That's new for our business. Each station used to be a separate entity, and the competitor was someone right down the street as much as it was newspaper or TV. We've had to take those gloves off and really focus on getting response for clients."



Jack Hutchison

Hence, the mandate to communicate. "It could be construed as a mandate," Hutchison admits. "But if the managers, directors of sales and GMs lead by example, it quickly becomes an initiative that people see as a positive thing."

To facilitate the process, the Entercom stations' sales staffs now come together for a series of meetings: There are meetings for sales managers, a council of account execs and meetings for the entire group of salespeople. Here's how they work:

Sales managers' meetings take place weekly. Managers examine updated market conditions, share inventory and pricing information, update each other on new station policies and brainstorm.

"Issues that used to be individually thought through at a station level are now being done in a group manner," Hutchison explains. "They all face common issues, and it's a wonderful way for them to get feedback on things they're dealing with or trying to develop."

The AE council, comprised of volunteers from each station, meets every six weeks. (Council membership is rotated regularly so that everybody who wants to participate gets a chance.) The council provides a forum for concerns facing them and their peers and acts as a sounding board for new ideas and policies under consideration.

"We hope it can provide feedback on a number of different concepts we're bringing to the table — a sales marketing concept, a process or system we want to put in place, a new commission system we're considering or a contest we're thinking about," Hutchison says.

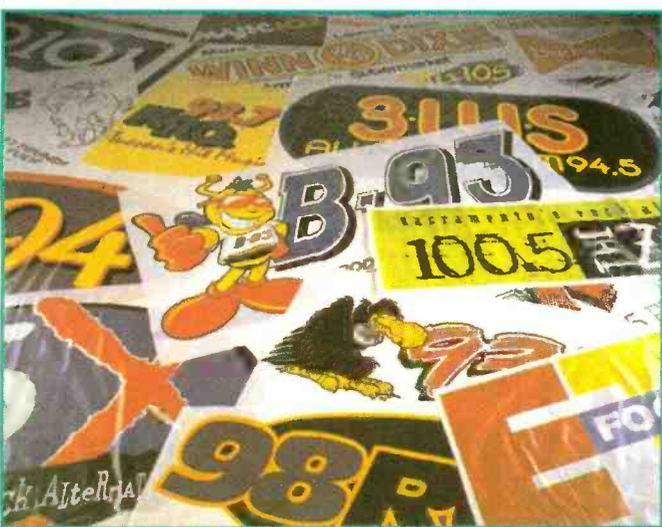
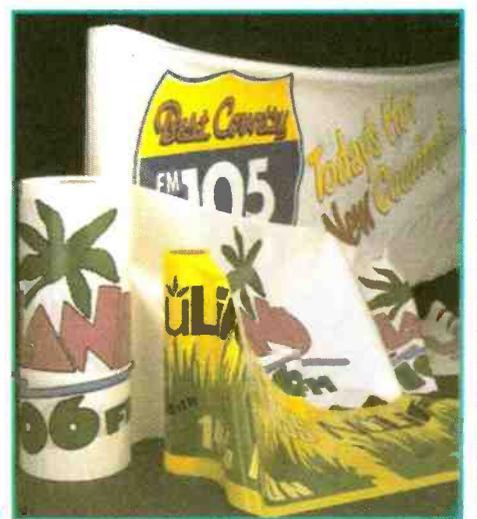
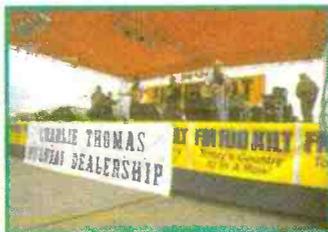
Continued on Page 18

STRETCH

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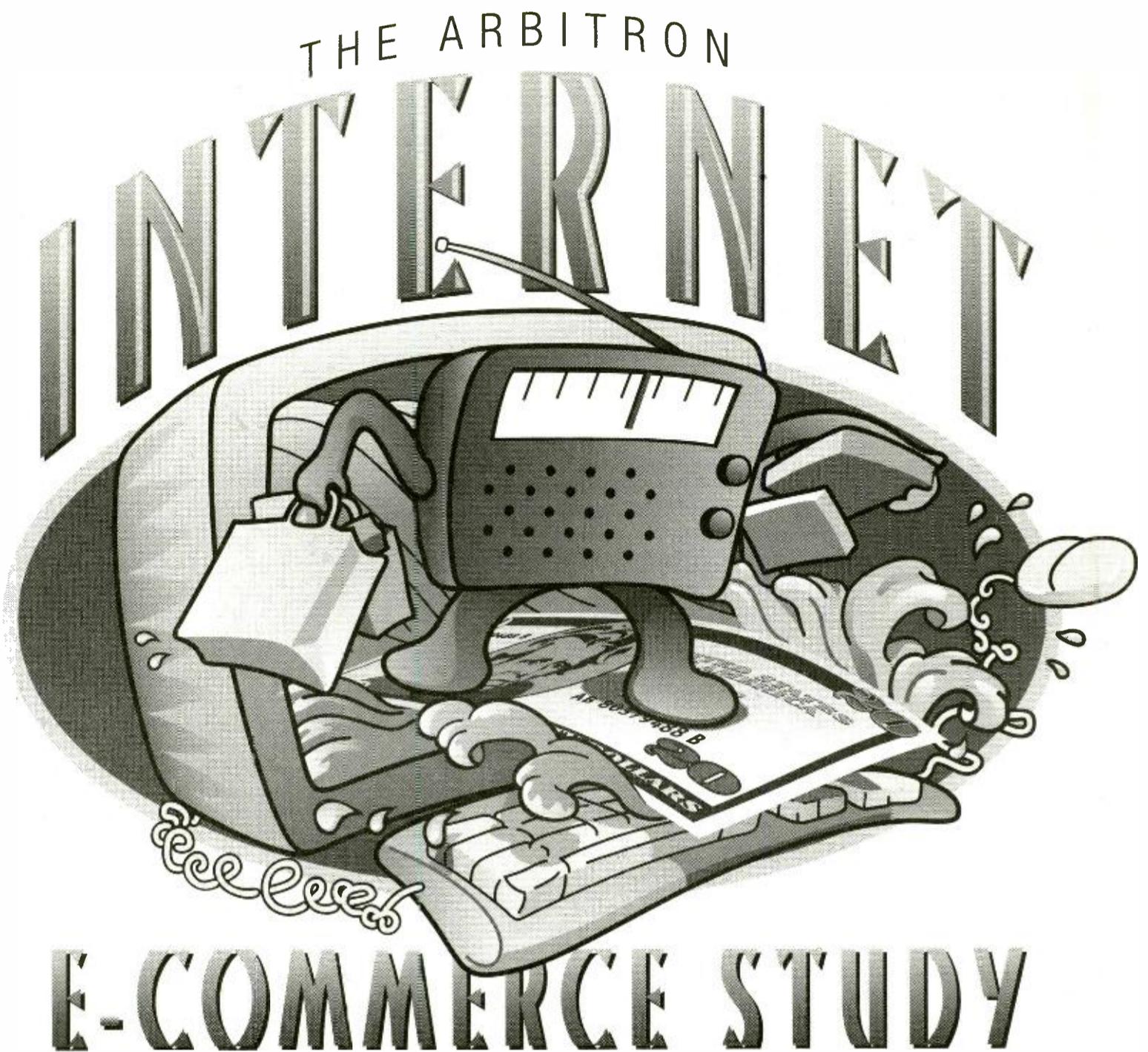
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- What do listeners want to buy on the Web?
- How likely are listeners to click on advertising on station Web sites?
- What do listeners want from your Web site that can make you money?

Come see our presentation of the study at the RAB convention in Atlanta on Friday, February 5 at 11AM in the Cairo/Hong Kong Room. Or check out the study at www.arbitron.com. The Arbitron E-Commerce Study is presented in conjunction with Edison Media Research.

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SALES

DIVERSITY AWARENESS IN RADIO: GOOD BUSINESS SENSE

By Ricardo Correia

The radio industry has undergone tremendous change in the last 20 years. Technology has exploded, economics have increased on a grand scale, and mergers and acquisitions have consolidated the industry, leaving a constant need for assessment and flexibility.

The most sensational change, however, can be seen in the demographics of the American population. The cultural, ethnic, religious and gender differences that have been assimilated into America's mosaic since 1970 are more dramatic than at any time in our country's history. What does it mean for the industry? Are we capitalizing on its benefits? How can we continue to be successful?

What does it mean for the industry?

Stations and advertisers must be aware that the individuals who have immigrated to the U.S. in the last 30 years are dramatically different from those to whom we are used to marketing. Those individuals in college, whom we will soon be hiring within our companies, will not only look different, but they may also hold drastically diverse belief and value systems. In addition, the African-American, Hispanic and Asian populations have increased at a substantially higher rate than the Caucasian population. How we view these facts and the actions we take may well be the difference between success and failure. Sensitivity to diversity and the commitment to valuing difference will be the key components. Companies and advertisers that embrace the concept and utilize diversity as a profitable tool will gain a clear advantage.

Radio executives should be asking themselves, "Is our company doing everything it can to improve diversity awareness and action?" If the honest answer is no, it behooves the company to remedy the situation — not simply because it's the moral thing to do, but because it makes good business sense. To refuse to do so not only severely limits your pool of available talent, but also substantially decreases the pool of available buying



RICARDO CORREIA

dollars. Just as overcoming advertising "dictates" results in added revenue and improved performance for stations, improving diversity in the workplace and marketing to diverse populations have a positive impact on the bottom line.

So why aren't more resources and energy placed on understanding and valuing diversity? A combination of tradition, history, old habits and personal bias are key factors. For many, this is not how we're used to doing business. This is uncharted territory, and there is risk involved. But there is risk involved in all that we do, and it does not alter the fact that the market is changing around us. Adapt or risk extinction.

The industry has a long road to travel. The recent FCC report on advertising discrimination focused the spotlight on a very disturbing issue. The bulk of the report focused on "dictates" by advertisers and agencies not wanting to run spots on black- and Hispanic-targeted stations. The combined purchasing power of those two segments of the American population is higher than the GNP of 10 of the world's top 20 national economies. What advertiser *wouldn't* jump at the chance to capture a large percentage of a nation's economy? The opportunity is there, directly in our grasp. It's not sound business to let it slip away.

Are you making a proactive effort to reach out to the ethnic community? Are you placing recruitment ads in publications that target this audience? Aside from attracting individuals you might not have reached otherwise, it also sends a message to the community that you are actively seeking their applications.

Do you recruit on college campuses, particularly those with a large minority student body? How well known is your company on these campuses? An effective approach for attracting top college talent is to be more visible on campus. Make several recruitment trips, address classes and work with administrators to help ensure that practical industry issues are part of the curriculum. These methods are effective at all schools, but will send a special message to minority-oriented campuses by saying you are genuinely interested in attracting a "colorblind" work force. Do you use recruitment agencies that specialize in

Continued on Page 20

INTERVIEW

THE NEW MANDATE: COMMUNICATE!

Continued from Page 16

"We ask them to take these things back to their sales meetings and talk about them. We're trying to use the AEs as a focal point to provide some of the feedback we need. They're the ones on the street every day. We want them to be part of the process.

"The attitude in those meetings is very positive. It's not a bitch session. They're digging in and saying, 'You want answers? Well, here's what I think.' If they were worried this would be a venue that would get back to their managers or would come back and hurt them in some way, they wouldn't be very participatory. But they're very open, so I think that lends itself to morale."

Group sales meetings are held every eight weeks. Every sales staffer in the cluster attends to learn about broader market and economic conditions and hear updates from each station and about some of the key things going on within their departments. Sometimes guest speakers are invited, and occasionally there's fun 'n' games — at one group retreat, everyone got to sumo wrestle!

The formal meetings have a trickledown effect, as Hutchison points out. "All of those are dwarfed by the amount of interactivity we have on a daily basis. We're in two buildings, so there are physical issues, but everybody now has e-mail. That's huge. That's the daily communication, and people are seeing the benefit of saying, 'Hey, what are you doing on this piece of business?' or, 'What can we do together to make a bigger impact for our stations?' Certainly, that benefits our company, but I'm seeing it clearly creates better opportunities for clients as well."

One caveat: Plan these meetings carefully! "You have to have a purpose, and meetings need to be timely and effective," Hutchison advises. "Give people prep time to think about the issues. That way, you have a quick, focused meeting they can walk away from and not feel they wasted time. After all, that's time taken away from exactly what an AE wants — more time to go out and produce revenue and income. It's very aggravating to them if they're in there starting from scratch. That's become an important issue in our leadership skills: We need to be communicating ahead of time."

A program like this is an investment, Hutchison says. Expect cash outlays for things like meeting rooms, guest speakers and meals. Time commitments are required from the director of sales, as well as the sales managers, to prepare properly — not to mention the participants' time. But as investments go, Hutchison feels it's a sound one.

"I would highly recommend a combined effort vs. a disjointed one. Everybody's going to see better results. We're just trying to stay focused. There are a lot more dollars out there, and we couldn't care less what another radio company in our market is doing — we want to focus on TV, cable and print, and try to capture some of those dollars."

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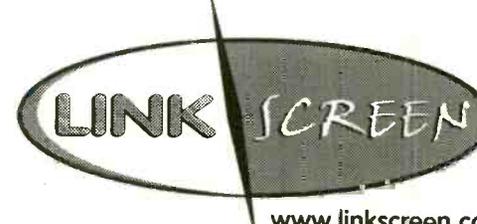
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SALES

DIVERSITY AWARENESS IN RADIO: GOOD BUSINESS SENSE

Continued from Page 18

finding minority talent? Do you mention to recruiters that you desire minority candidates? Again, proactivity is the key.

While recruitment is an obvious first step toward improving diversity, an oft-overlooked aspect is retention. It's one thing to recruit and hire minority talent — it's another to create an environment in which these individuals can prosper and feel fulfilled. The foundations for creating a positive environment are understanding and commitment. There needs to be a rock-solid commitment to foster a diverse workplace and the sensitivities that go with it.

The issue of sensitivity factors into official policy as well as informal behavior. Officially, the company must have specific, written policies addressing issues of harassment and discrimination. Most important is the recognition that these policies require strong management support stated in very clear terms — namely, that such behavior will not be tolerated.

Informally, there needs to be sensitivity to the "little things." One company, for example, organized a golf outing to which only men were invited. It wasn't a deliberate attempt to exclude women; it was assumed that none of the company's women would be interested. Whether the assumption was correct or not, the women felt excluded by not being given an option. Perhaps a way to

handle this type of situation would have been to hold a tennis/golf outing, inviting everyone and offering a choice of sports. Or to hold a golf outing and dinner, inviting everyone to both but offering an option for non-golfers to attend only the dinner. With a little sensitivity, the exclusionary situation and possible options would have been apparent from Day One.

The great thing about diversity is that it feeds on itself. You'll find that mentoring will begin to take hold, which reinforces all the positive things about your company and creates an even happier and more productive workplace. Successful minority employees will tell their friends and relatives that your company is a good place to work. Word will spread on college campuses and within the industry. Talented minority candidates will begin seeking you.

Like limiting your recruitment to last names beginning with A-M, the lack of a diversity program cuts off your company from a talent pool that can play a major role in your growth. Moral issues aside, it makes good business sense to build a diverse work force, create an environment in which diversity can thrive, and market to the totality of the diverse population in which we live.

Ricardo Correia is president of Centaur Consulting, which provides human resource solutions to a diverse range of companies both internationally and domestically. He can be reached at (860) 651-4612.

SALESPEOPLE ON THE MOVE

- **Dave Santrella** ascends to GSM at all-News WBBM-AM/Chicago. He's been with the station since 1993 and has been its LSM since June '97.
- **Gennora Reed** is upped to GSM at Urban Oldies WRBO-FM/Memphis. She had been a Sr. AE with crosstown WSRR.
- **Amy Thaxton** takes the newly created Dir./Sales position overseeing KUNO-AM, KRYS-AM & FM, KMXR-FM, KNCN-FM & KSAB-FM/Corpus Christi.
- **Alan Prater** is named Dir./Sales for KIXZ-AM, KFNX-FM, KMML-FM & KPRF-FM/Amarillo. He was most recently Sales Mgr. at crosstown KGNC-AM.
- **Pam Reed** rises to Sales Manager at Oldies/Classic Rock combo WNIL-AM & WAOR-FM/South Bend, IN.
- **Cathleen Kelly** and **Robert Ellis** join AMFM Radio Networks as AEs for the Eastern and Southern sales divisions, respectively. Kelly was most recently Sales Mgr. at WJWR/New York and previously was a Westwood One AE. Ellis comes from an on-air position at KDMX/Dallas. Before that, he was Regional Sales Mgr. for TM Century.
- **Paula Schneider** joins Westwood One as AE/New York. She was most recently GSM at WPLJ/New York.
- **John Kennedy** joins WKRC/Cincinnati in the station's newly created LSM position. He's previously worked in the market at WKRC, WLW, and WRRM.
- **Maria Tobler** and **Michelle Mercer** join WTLC-AM & FM as AEs. Tobler arrives from Blue Chip Broadcasting/Columbus. Mercer formerly was PD at Emmis' co-owned KPWR/Los Angeles.
- **Becky Burnett** is named Southwest Mgr./Advertiser & Agency Services for Arbitron. Burnett, a nine-year Arbitron vet who was most recently a Sr. AE, will remain based in Dallas.

FOUR WEEKS FORWARD Sales & Promotion Planning Calendar Feb. 28-Mar. 6

March: Academy Awards Month, Frozen Food Month, American Red Cross Month, National Nutrition Month, National Flour Month, National Peanut Butter Month, National Chronic Fatigue Syndrome Awareness Month, National Hobby Month, National Women's History Month, Music In Our Schools Month, National Feminine Empowerment Month, National Noodle Month, National "On-Hold" Month, National Sauce Month, National "Talk To Your Teen About Sex" Month

February 28-March 6: Return the Borrowed Book Week, Help Someone See Week, Universal Human Beings Week, American Camping Week

28 Public Sleeping Day National Chocolate Souffle Day Pontiac Firebird debuts (1967) Final episode of M*A*S*H aired (1983)	1 Ohio becomes the 17th state (1803) National Pig Day First U.S. census authorized (1790) Essex County, NY founded (1799)	2 Old Stuff Day Texas Independence Day Concorde jet first flies (1969) National Banana Cream Pie Day	3 I Want You To Be Happy Day Heart-Accelerating, Sodium-Enriched Cold Cuts Day Cause of syphilis discovered (1905)	4 Hug A GI Day Holy Experiment Day National Poundcake Day First tavern in the U.S. opens (Boston, 1634)	5 Mother-in-Law's Day Multiple Personalities Day Stop the Clocks Day Alimony Equality Day Feast Of Fools National Cheese Doodle Day	6 Narcissus Day National Frozen Food Day National Chocolate Cheesecake Day Stoneware Pottery Appreciation Day
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THE REVIEWS ARE IN!

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"John and Ken will make you laugh, piss you off, entertain, intrigue and inform you. The show defies convention, it's the alternative to predictable talk radio. It's the 'un' talk show."
Jim Pasterick, PD
WGR News Radio 55, Buffalo

"John and Ken... They're like a one-two punch in the chops. Contemporary, fast paced afternoon drive talk. Unique takes on the right topics! Building nicely in Sacramento."
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Judy McHurt, WOXY
Chris Miller, KBOS
Diane Obermeyer, KPWR
Robin Pechotta, KKKX
Bruce St. James, KXFR
Brian Wallace, WTLG
Gary Weiss, WDMH/WQMS
Brian White, KISS
Dolra Williams, WJWZ
Damon Young, KPWR

112, Lenny Beer, Manny Bolla,
Jerry Blair, John Boulos, Brandy,
Danny Buch, Gerry Cagle,
Dale Cannone, Mariah Carey,
Bob Catania, Sean Combs,
Phil Costello, Rick Cummings,
Yai Dolong, Judy Ellis, Lisa Ellis,
Steve Ellis, Erica Farber,
Barry Fiedel, Andrea Ganis,
Ron Geslin, Mark Gerlick,
John Gwinn, Ramsey Hester,
Dru Hill, Lauryn Hill,
Dan Hubbard, LL Cool J,
Montell Jordan, Mike Kaiser,
Craig Kallman, Steve Kline,
Craig Lambert, Queen Latifah,
Donald Lovelthal, Greg Lowley,
Kevin Liles, Kevin McCabe,
Benny Medina, Tony Monte,
Michael Norman, NEXI, Tony Nova,
Richard Palmon, Brad Patrick,
Martha Rayonick, Joe Mitchell,
Lionel Richie, Brionna Romane,
Theda Sanilford-Waller, Jack Sotter,
Andy Schone, Chris Schwartz,
Hillary Skare, Rob Stone,
Greg Thompson, John Tricomi,
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LIFEbeat, The Music Industry Fights AIDS
and our Guest Host, Radio Consultant Steve Smith,
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In 1999, LIFEbeat, the Music Industry
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Atlantic Elevates Froio To SVP/Sales

Atlantic Records has promoted **Rick Froio** to Sr. VP/Sales, based in New York. A long-standing employee of Atlantic and WEA, Froio most recently was VP/Sales, a post he had held since joining the label in 1995. Before that, he spent 19 years with WEA, having joined the company in 1976 in the warehouse of the Philadelphia regional office.

Froio subsequently advanced to a variety of positions, including Computer Systems Manager, Accounting Manager, Asst. Controller, Marketing Coordinator, Regional Operations Manager and Field Sales Manager. In 1991 he was elevated to Branch Manager of WEA's Cleveland office and held that post until the move to New York.

Froio reports to Exec. VP/GM Ron Shapiro, who commented, "Since coming to Atlantic from the WEA Corp. less than four years ago, Rick has played a major role in enhancing the crucial interaction between our two companies and solidifying our relationships with the entire retail community. In addition, he has been instrumental in dramatically increasing sales for our nonmainstream releases and has spearheaded our involvement in the burgeoning online sales arena. With over two decades of experience under his belt, Rick has learned every facet of sales and distribution from the ground up. A real people person, Rick has developed a terrific camaraderie with his colleagues at Atlantic and throughout the industry."

MCA/Nashville Gets Wright's Stuff For Sr. VP/A&R Position

Former Decca Sr. VP and Head/A&R **Mark Wright** has been named Sr. VP/A&R for sister label **MCA/Nashville**. The announcement was made Feb. 1, a little more than two weeks after Decca was shut down as part of the Universal Music Group's corporate restructuring.

"I am extremely excited to have an executive of Mark's caliber on the MCA team," MCA/Nashville President Tony Brown said. "He brings a wealth of experience and talent to the company that will enable him to hit the ground running with both new and established artists."

Wright served as Head/A&R for RCA/Nashville between 1984-89,



Froio

LETTER TO THE EDITOR

Westwood One: No Dead DJs Here

Like thousands of radio people, I look forward each week to the new issue of **R&R**. I know that I'll get an unbiased view of this week's news. You can imagine, then, how upset I was to read your article on Bill Nesbitt joining a local radio station [KLAC/Los Angeles] here in Southern California (**R&R** 1/29).

In one sentence, you got it wrong — twice. Westwood One's Adult Standards format hasn't been called "AM ONLY" in years. Why? Because of the format's incredible success on FMs around the country, along with its continued achievements on AM stations. Secondly, the implication was that the local station phased out Westwood One's programming "in favor of live programming." Sorry, I walk the halls here, and I have not found a dead disc jockey among our 80 personalities. Westwood One provides live and lively programming 24 hours a day, seven days a week.

It would have also been worth mentioning that when Westwood One started its relationship with this local station five years ago, the station had a 0.6 share. As they phase in local programming, we leave them in the middle twos, ahead of a half-dozen FMs in town. This is the same scenario attempted by the same principals in San Francisco 18 months ago. We like to smile when we see they have never been able to duplicate the numbers they had with Westwood One. We're getting our smile ready here in L.A., too.

Charlie Cook

VP/Programming Formats
Westwood One Radio Networks
Valencia, CA

The views expressed in a letter to the editor are those of the writer only. The writer is solely responsible for the content. R&R reserves the right to edit letters.

Universal Reorganizes Distribution Team

As part of the integration of **Universal Music & Video Distribution** with PolyGram, UMVD has reorganized into three divisions and 12 regional offices. Each division will be overseen by a Divisional VP: **Mike Greene** (Western Division, including Los Angeles, Seattle and San Francisco); **Jim Weatherson** (Central, encompassing Minneapolis, Chicago, Dallas and Detroit); and **Kyle Krause** (Eastern, including New York, Boston, Atlanta, Washington and Miami).

As part of the realignment, UMVD cut about 200 employees from its 600-member payroll. UMVD will also divide its sales staff into two separate forces: one for marketing mainstream releases, and one for marketing catalog repertoire.

"With this restructuring, we feel that our new organization will embody the best of both Universal and PolyGram," UMVD President Henry Droz said. "We look forward to building on the legacy of both companies to create the premier sales force in the United States."

Concurrently, UMVD also named the following executives to direct the 12 regional offices:

- Atlanta: Regional Director **Larry Hensley** and Marketing Manager **Shawn Fowler**

- Boston: Regional Director **Rich Grobecker** and Marketing Manager **Mike Khouri**

- Chicago: Regional Director **Bob Colosi** and Marketing Manag-

er **Roger Christian**

- Dallas: Regional Director **Larry Howell** and Marketing Manager **Joe Courtney**

- Detroit: Regional Director **Bill Schulte** and Sales Manager **Bruce Bench**

- Los Angeles: Regional Director **David Cline** and Marketing Manager **Jimi Wills**

- Miami: Regional Director **Rob Coble**

- Minneapolis: Regional Director **Kathy Aderman** and Marketing Manager **Stephanie Timberlake**

- New York: Regional Director **Mike Farrell** and Sales Manager **Ron DiMatteo**

- San Francisco: Regional Director **Ted Higashioka** and Marketing Manager **David Foster**

- Seattle: Regional Director **Mike Jones**

- Washington: Regional Director **Bill Twyman** and Marketing Manager **Bill Walden**

"Our newly appointed field staff is a great mix of Universal and PolyGram employees, with approximately half coming from each organization," Exec. VP/GM Jim Urie added. "We are excited about the opportunity to redefine ourselves by taking the best practices from each company and creating a new entity that is totally unique, highly responsive to the needs of our customers and innovative in its approaches to the marketplace."

leaving to become an independent producer. Wright produced Mark Chesnutt's "I Don't Want to Miss a Thing" and produces former Decca acts Lee Ann Womack and Gary Allan, who have moved with Ches-

nutt to the MCA roster. As a songwriter, Wright's credits include "Today My World Slipped Away," which was recorded by Vern Gosdin and, more recently, by George Strait.

EXECUTIVE ACTION

Brown Becomes GSM At WCBS-AM/New York

Chad Brown has been named GSM at **WCBS-AM/New York**. He'll join the CBS all-Newser on Feb. 8 from Heftel's crosstown Spanish News/Talk-Tropical duo, **WADO-AM & WNWK-FM**, where he held a similar post. Before that, he spent nearly a decade with CBS, most recently as VP/GM of the CBS Radio Sales Blue Team responsible for 11 national offices across the country.

"Chad's many years of selling WCBS-AM on a national level, along with all of our other News stations, will serve him well in his new role with us," said VP/GM Steve Swenson. "His expertise with the station will enable him to make an enormous contribution to continued growth."

Brown joined CBS Radio in 1987 as an Atlanta AE, subsequently rising to Manager in that office, then Southern Regional Manager for Atlanta, Dallas and Philadelphia. In 1993, Brown was named Central Regional Manager, overseeing Chicago, Detroit, Minneapolis and St. Louis. He moved to NY in 1995 to serve as Eastern Regional Manager.



Brown

KFOG/San Francisco Sets Silverstein As GSM

KFOG/San Francisco has upped **Mark Silverstein** to GSM. He's been with the Susquehanna Adult Alternative station for 15 years, moving into sales in 1987. He rose to LSM in 1992.

"It takes a whole station to accomplish a landmark year like we had in 1998," said VP/GM Dwight Walker. "Mark was an essential part of that team, and I commend his efforts in the achievement of this goal."

In his new position, Silverstein will oversee a team of 10 salespeople.

Jacor Appoints Market Managers For Iowa, Idaho

Steve Winkey and **Dick Lumenello** have been elevated to Iowa Market Manager and Idaho Market Manager, respectively, for **Jacor Communications**.

Winkey most recently was Market Manager for Jacor's Cedar Rapids and Burlington, IA properties. He'll continue to oversee **KBUR-AM & KGRS-FM/Burlington** and **KXIC-AM, WMT-AM & FM & KKRQ-FM/Cedar Rapids**, while adding responsibilities at **WHO-AM, KLYF-FM & KMXD-FM/Des Moines**.

Lumenello — who had been Boise Market Manager, in charge of **KIDO-AM, KFXD-AM, KARO-FM, KCIX-FM, KLTB-FM & KXLT-FM** — adds management responsibilities at **KRSS-FM/Chubbuck, KID-AM & FM/Idaho Falls, KLIX-AM & FM & KEZJ-FM/Twin Falls**, and **KWIK-AM, KLLP-FM & KPKY-FM/Pocatello**. Before joining Jacor, Lumenello managed several stations in Akron.

"These are both quality guys who have proven themselves worthy of the lofty titles we've bestowed upon them," Jacor Sr. VP Jay Meyers told **R&R**. "Winkey is a lifelong Iowa resident who has owned and operated stations in the state his entire career. No one knows the Iowa radio market better than Steve. This promotion is long overdue. As far as Lumenello, he is simply the logical guy to choose for the job."

Broadcast Architecture Names Cassidy VP

Broadcast Architecture has named **Kevin Cassidy** VP/Music Strategy & Implementation. Cassidy spent seven years with the Research Group, most recently as VP/Partner.

"Kevin Cassidy is unquestionably one of the most talented and versatile broadcasters around today," said BA CEO Frank Cody. "His experience in a variety of formats will be of great value to all of our clients."

Cassidy added, "It was an easy



Cassidy

decision to make when presented with the idea of this new role. The aspect of strategic planning I've always enjoyed most is determining the right music mix and working with the program director and consultant to make sure what we learned in the perceptual study actually got on the air. This is a dream job for me."

BA also taps former Pittsburgh air talent **Elliott Wood** as Research Associate and **Michael Colucci** as Producer for its **Az-Beat** program in Japan.

Pitts

Continued from Page 3

Pitts joins **V2** from Breakaway Entertainment, where he was National Director/Promotion. He served as National Director/Urban Promotion for **A&M Records** between 1996-97. Before that, he was National Director/Promotion at

Scotti Bros. Records and spent six years as a Regional Promotion Manager for **RCA Records**. Pitts has also held PD and MD posts at **WBLK/Bufalo, KKDA-AM/Dallas, KDKO/Denver, WIGO/Atlanta** and **WFEX & WOKS/Columbus, GA**.

Ballentine Bound For 'SSS/Charlotte As PD

Broadcast veteran **Jeff Ballentine** has been named PD at Infinity Classic Hits **WSSS-FM (Star 104.7)/Charlotte**. He succeeds **Don Schaeffer**, who recently left Classic Hits 'SSS to relocate to Tucson.



Ballentine

"We've made deliberate moves to build a solid station in Star 104.7," WSSS GM **Gary Brobst** said. "Hiring Jeff Ballentine is putting another strategic piece in place. He has been successful in many formats, but he's a specialist in Classic Hits and knows the format inside and out."

Most recently, Ballentine served as OM for American Radio Systems' Dayton stations: Nostalgia **WONE-AM**, CHR/Rhythmic **WBTT-FM** and Hot AC **WMMX-FM**. His 16-year career includes programming stints in Birmingham, Baltimore and Pittsburgh.

Fox Runs To WDJX Louisville's PD Slot

Jacobs Hot AC **WMXL/Lexington, KY PD/MD Barry Fox** has been appointed to co-owned CHR/Pop **WDJX/Louisville's** vacant PD post. OM **C.C. Matthews** had been overseeing programming after Asst. PD/MD **Rod Phillips** was promoted to PD at sister **WKFS/Cincinnati (R&R 12/11/98)**.



Fox

"I am extremely excited about this promotion," Fox told R&R. "I'd like to thank **Tom Owens, Marc Chase, B.J. Harris** and **Doug Hamand** for what they have allowed me to do here [in Lexington] and for giving me the opportunity to move on. Being from this area, I am a huge fan of **WDJX**. I watched it through its glory years and have also seen it go through some tough times. It's a challenging time with the increased competition, and, on a day-to-day basis, I hope to bring the TLC the station needs and deserves. The goal is to bring this station back to the top of the heap where it rightfully belongs."

Prior to his 12-year stint at **WMXL**, Fox did nights at **WMC-FM/Memphis** and worked at **WWKX/Nashville**.

UPDATE

Brink Now New Northwest VP/Programming & Ops

New Northwest Broadcasters has appointed **Scotty Brink** VP/Programming & Operations. Brink has previously held PD posts at **KSDO-AM/San Diego, KOAI-FM/Dallas** and **KHOW/Denver**. He's also been on-air at **KXGL/San Diego, KYCW/Seattle, KJR/Seattle, WLS/Chicago, WNBC/New York** and **KHJ/Los Angeles**.

"I have known Scotty for over 25 years," Chairman/CEO **Michael O'Shea** said. "He has so many talents and so much experience in on-air work, programming and production. He will be a great addition to help our stations' program directors and general managers."

Deloitte & Touche's Trila Houston becomes VP/CFO of Seattle-based New Northwest Broadcasters, which has inked purchase agreements on 15 small-market stations in Washington and Oregon for a total of about \$21 million. New Northwest recently added First Media Ventures to its list of investors, which include **Key Equity Capital** and **Northwest Capital Appreciation (R&R 1/29)**.

Young

Continued from Page 3

Bill Weston, Q104's PD since October '97, moves to Chancellor's Alternative **KXPK/Denver** as acting PD until that vacancy is filled. SBR consultant **Scott Strong** had been acting PD, but as of Jan. 29, SBR is no longer **KXPK's** consultant.

Entercom

Continued from Page 3

top 75 markets that fit our criteria: growth markets where we find undervalued properties in a cluster or where we could pull together clusters."

Entercom's performance seems light years away from the flat debuts in May and July of **Capstar Broadcasting** and **Citadel Communications**, respectively, when market jitters

caused investors to be concerned about an advertising-dependent industry. But radio danced across a worried Wall Street in the fall, and both **Capstar** and **Citadel** have increased appreciably since their offerings.

In December, when Infinity was offered, shares immediately jettied to \$23.562 from \$20.50, a 13% increase. **Clear Channel**, which was selling for \$43.38 that day, took the hint and im-

mediately announced it would sell 15 million shares on the secondary market. It did so eight days later for \$48.375, and the stock has since reached a high of \$65 per share, closing Tuesday at \$63.50.

For growth-oriented Entercom, there's nothing but optimism. Or, as **Fisher** said in a nod to **Gleason**, "And away we go..."

—Jeffrey Yorke

More Record Industry 'Pros On The Loose'

Here are additional record industry professionals who have been displaced recently, including those who were affected by the merger of **PolyGram** and **Universal Music Group**.

Decca

DARLENE EDWARDS
SW Regional Rep
(214) 349-6132

SHELIA SHIPLEY-BIDDY
Sr. VP/GM
(615) 373-2550

RICK BAUMGARTNER
VP/Promo
(615) 221-2417

LEE ADAMS
NE Regional Promo
(410) 751-9780

ERIC BEGGS
SE Regional Promo
(615) 837-0099

APRIL RIDER
Midwest Regional Promo
(615) 354-0228

PJ OLSEN
West Coast Regional Promo
(602) 432-8044

TRUDIE RICHARDSON
Secondaries Promo
(615) 269-8057

LARISSA JUZWIAK
Publicity Coordinator
(615) 353-1541

DENISE MELTON
Promotion Coord.
(615) 356-2251

GINA GAMBLE
Exec. Asst.
(615) 859-4970

**Mercury/
Nashville**

KRISTI BRAKE
Mgr./Marketing
(615) 385-2713

Warner Bros.

MARCIA WELCH
Nat'l Dir./Adult Top 40
Promo
(330) 836-1084

BMG

ED BUNKER
Sales/Marketing Rep.
(818) 763-8314

*As always, radio and record professionals who would like to be listed in our weekly Pros On The Loose section can submit their request via e-mail (mailto:mailroom@rronline.com) or by calling **Elon Schoenholz** at (310) 788-1669.*

THEY'RE SAYING GREAT THINGS!!!



DR. JOY BROWNE

BILL BRATTON OF **WFIR, ROANOKE**, SAYS "MORE THAN JUST A TALK SHOW, SHE'S BECOME A WAY OF LIFE FOR **WFIR'S** LISTENERS, A ROANOKE HABIT THAT MAKES HER A NUMBERS MAGNET!"

BOB GRANT

PAUL VANDENBURGH OF **WROW, ALBANY, NY**, SAYS "BOB GRANT IS WHAT TALK RADIO IS SUPPOSED TO BE...A SOLID, FACTUALLY BASED AND OPINIONATED FORUM WITH INTERACTION FROM LISTENERS."



THE DOLANS

LEE MALCOLM OF **WIRL, PEORIA**, BELIEVES "OUR HIGH END ADVERTISERS APPRECIATE THE DOLANS' ENTERTAINING, CREDIBLE ENVIRONMENT. THEY REALLY PLAY IN PEORIA!"

FOR MORE INFORMATION, CONTACT **RICH WOOD** OR **RON NAHOUM** AT (212) 642-4533 OR **SKIP JOECKEL** IN OUR WESTERN OFFICE AT (719) 579-6676.



Radio

- **GREG GUY** is appointed Dir./Research & Mktg. for Patrick Communications. He comes to the position from the NAB, where he worked as a research analyst.
- **TAMI BOOTH** becomes VP/GM, Radio Mktg. Development for National Media Corp./EUL. The radio vet has held positions with WW1, Premiere Radio Networks, and KABC-AM & KMPC-AM/L.A.

Records

- **KENNY ROGERS** announces the formation of Dreamcatcher Entertainment with former EMI America Chairman and Capitol Records Pres. **JIM MAZZA**. The

company will consist of a record label, an artist management division and a film and video production division.

- **INTERSOUND COUNTRY** has changed its name to Platinum Nashville following restructuring. The imprint, the country division of Platinum Entertainment and sister label to River North, expands to include an in-house promotion staff.



Changar

RANA ALEM is appointed Nat'l Promotion Dir./Business Administration for Elektra Entertainment, after serving as Nat'l Promotion Administration Mgr.

- **PETER EDGE**, previously Dir./International A&R, is elevated to Sr. Dir./A&R at Arista Records.



Alem

National Radio

- **MJI BROADCASTING** announces *Band on the Run — 25th Anniversary Radio Special*, featuring two hours of studio outtakes and performances hosted by Paul McCartney and available for barter; (212) 896-5256.
- **UNITED STATIONS RADIO NETWORKS** has added the weekly series *JazzTrax* to its lineup. The program, hosted by Art Good, is available to affiliates on CD in two- and five-hour versions on a barter basis; (212) 869-1111.

Industry

- **DAVID BURNS**, CEO of investment banking firm Communications Equity Associates, is named President of the organization.

PROS ON THE LOOSE

- Robyn Bentley** — APDWIOQ/Philadelphia (215) 843-0491
- Roger Coryell** — APD/mornings, KKSF/San Francisco (415) 840-0412
- Scott Laudani** — MD WHEB/Portsmouth, NH (603) 436-2203

CHRONICLE

BIRTHS

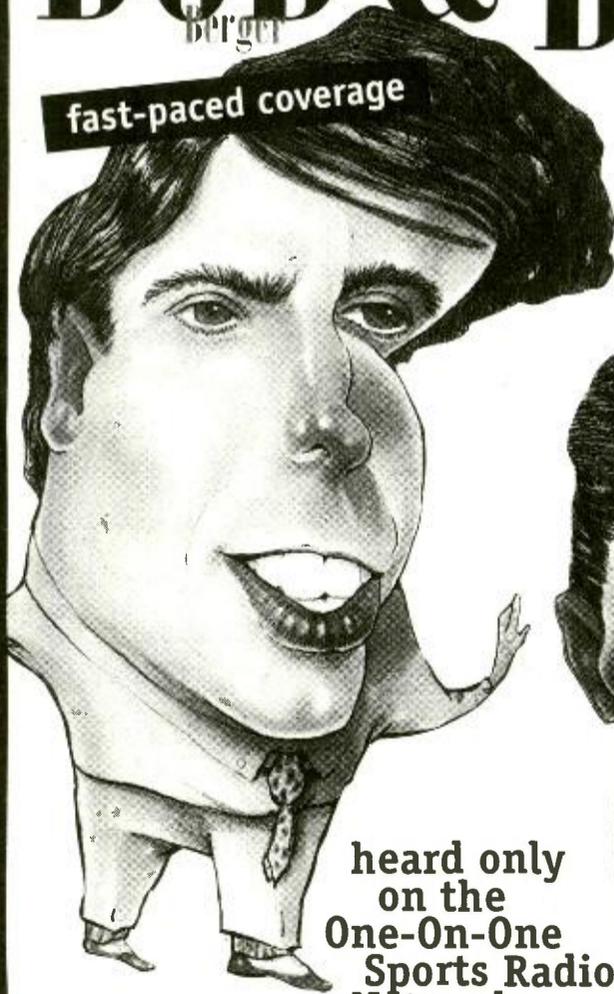
KPNT, KXOK & WVRV/St. Louis OM **Allan Fee**, wife Susan, daughter Gabrielle Aline, Jan. 30.
Capitol recording artist **Rosanne Cash**, husband songwriter-producer **John Leventhal**, son Jakob William, Jan. 22.
Gulfstar/Jackson, MS OM **Scott Johnson**, wife Kristen, daughter Cameron, Dec. 30.

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fast-paced coverage

as they bring you the hottest sports news, names & score updates weekends from 1pm to 7pm eastern



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live reports & interviews

Illustrations by J. T. Steiny

NATIONAL RADIO FORMATS

ADDED THIS WEEK

ABC RADIO NETWORKS
Robert Hall • (972) 991-9200

Classic Rock
Chris Miller
No adds

Hot AC
Steve Nichols
EVE 6 Inside Out
SUGAR RAY Every Morning

Starstation
Peter Stewart
MONICA Angel Of Mine
'N SYNC (God Must Have Spent) A Little...

Touch
Ron Davis
LAURYN HILL I/D'ANGELO Nothing Even Matters
TYRESE Sweet Lady

ALTERNATIVE PROGRAMMING
Steve Knoll • (800) 231-2818
Gary Knoll

Rock
NEW RADICALS You Get What You Give
SECOND COMING Vintage Eyes
ROB ZOMBIE Living Dead Girl

Alternative
COLLECTIVE SOUL Run
ROB ZOMBIE Living Dead Girl

CHR/Hot AC
COLLECTIVE SOUL Run
WHITNEY HOUSTON Heartbreak Hotel
JOEY MCINTYRE Stay The Same

Mainstream AC
SEMISONIC Secret Smile

Lite AC
TAYLOR DAYNE Naked Without You
MATCHBOX 20 Real World
JOEY MCINTYRE Stay The Same

NAC
BOBBY CALDWELL Loving You
CRAIG CHAQUICO/RUSS FREEMAN The Maiden...
DOWN TO THE BONE On The Corner Of Darcy Street
PEACE OF MIND Times Gone By
JOHN TESH/JAMES INGRAM Forever More...

UC
FAT JOE/BIG PUNISHER Bet Ya Man Can't
KENNY LATTIMORE If I Lose My Woman
SILK If You (Lovin' Me)

BROADCAST PROGRAMMING
Walter Powers • (800) 426-9082

CHR
Mike Anthony
KHALEEL No Mercy
LENNY KRAVITZ Fly Away

Mainstream AC
No adds

Hot AC
BETTER THAN EZRA At The Stars
CHER Believe
COLLECTIVE SOUL Run

Digital Soft AC
Mike Bettelli
MARILYN SCOTT The Last Day

Delilah
JEWEL Hands
MARILYN SCOTT The Last Day

Alternative
DAVE MATTHEWS BAND Crush
FATBOY SLIM Praise You
R.E.M. Lotus
SEMISONIC Secret Smile

Urban
MARIAH CAREY I Still Believe
GERALD LEVERT Taking Everything
XSCAPE Softest Place On Earth

JONES RADIO NETWORK
Jim Murphy • (303) 784-8700

Rock Classics
Rich Bryan
No adds

Adult Hit Radio
JJ McKay
ROD STEWART Faith Of The Heart

Soft Hits
Rick Brady
JIM BRICKMAN & MICHAEL W. SMITH Love Of My Life

RADIO ONE NETWORKS
Tony Mauro • (970) 949-3339

Hot AC
Yvonne Day
BETTER THAN EZRA At The Stars

New Rock
Steve Leigh
DIG Live In Sound
LIT My Own Worst Enemy
MY FRIEND STEVE Charmed
OLEANDER Why I'm Here
TIN STAR Head

WESTWOOD ONE RADIO NETWORKS
Charlie Cook • (805) 294-9000
Bob Blackburn

Adult Rock & Roll
Jeff Gonzer
JEFFERSON STARSHIP Let Me Fly

Soft AC
Andy Fuller
No adds

Bright AC
Jim Hays
No adds

Changes

Adult Alt: Colter Langan joins KFXJ/Boise, ID as PD, while Kristine Simoni becomes Promotions Dir., and Kevin Welch exits for MD duties at KINK/Portland, OR.

AC: T.J. McKay assumes afternoons at WWWM-FM/Toledo as Steve Marshall moves to nights.

Classic Rock: WRFX has a new address: 801 Woodridge Center Road, Charlotte, NC 28217.

Country: Mike Ruble comes to WCCQ/Joliet, IL for Saturdays 10am-3pm.

Rock: WKQQ/Lexington, KY part-timer Special Ed is upped to Programming Asst. for all seven Jacor/Lexington properties ... John O'Leary and "The Real Big Daddy" Mark Addy join WIQB/Ann Arbor, MI for part-time air work

... KBRQ/Waco, TX middayer Bailey 7 is upped to morning show co-host with PD Steve St. John.

National Radio: *The Group Room* a syndicated cancer talk show produced by Vital Options, will be cybercasting an in-depth program on lymphoma on Feb. 28, 4-6pm ET; www.vitaloptions.org.

Records: Camille Hackney is named VP/Multimedia, Mktg. & Business Development at Elektra Entertainment ... Gold Circle Entertainment names Tim Fitzgibbon Dir./Promotion for the company's label, Samson Music ... Brenda Hazell steps up to Sr. Dir./Mktg. & Merchandising at Red Distribution ... Songwriter John DeNicola launches new OMAD record label to be distributed through Never Records Group/Proper Distribution ... Bev Paul rejoins Sugar Hill Records as Dir./Mktg. ... MCA Records names Craig De Leon Dir./Music Video.

Industry: MTV Networks taps Kathleen Hricik as Exec. VP/International Program Enterprises.

MUSIC & MOVIES

CURRENT

- **SHE'S ALL THAT** (Miramax)
Single: Kiss Me/Sixpence None The Richer (Squint/Columbia)
- **PATCH ADAMS** (Universal)
Single: Faith Of The Heart/Rod Stewart
Other Featured Artists: Rascals, Eric Clapton, the Band
- **VARSITY BLUES** (Hollywood)
Single: Run/Collective Soul (Atlantic)
Other Featured Artists: Foo Fighters, Janus Stark, Van Halen
- **YOU'VE GOT MAIL** (Warner Sunset/Atlantic)
Featured Artists: Harry Nilsson, Roy Orbison, Sinead O'Connor
- **THE PRINCE OF EGYPT** (DreamWorks)
Single: I Will Get There/Boyz II Men
- **PLAYING BY HEART** (Capitol)
Singles: Drinking In L.A./Bran Van 3000 (Audiogram/Capitol)
Lower's Will/Bonnie Raitt
Angelene/PJ Harvey
Other Featured Artists: Cracker, Moby, Gomez
- **THE RUGRATS MOVIE** (Interscope)
Single: Take Me There/Blackstreet & Mya f/Mase ...
Other Featured Artists: Iggy Pop, Devo, Busta Rhymes
- **THE FACULTY** (Columbia)
Singles: Another Brick In The Wall/Class Of '99
Haunting Me/Stabbing Westward
I'm Eighteen/Creed
It's Over Now/Neve
Other Featured Artists: Offspring, Garbage
- **DOWN IN THE DELTA** (Virgin)
Featured Artists: Leverts, Janet, D'Angelo, Luther Vandross
- **JACK FROST** (Mercury)
Single: Father's Love/Bob Carlisle (Jive)
Other Featured Artists: Lucinda Williams, Lisa Loeb, Jars Of Clay
- **I STILL KNOW WHAT YOU DID LAST SUMMER** (143/Warner Bros.)
Singles: Blue Monday/Orgy (Elementree/Reprise)
How Do I Deal/Jennifer Love Hewitt
(Do You) Wanna Ride/Reel Tight (G-Funk/Restless)
Other Featured Artists: Grant Lee Buffalo, Imogen Heap

COMING

- **RUSHMORE** (London)
Featured Artists: The Who, The Kinks, John Lennon
- **BLAST FROM THE PAST** (Capitol)
Single: I See The Sun/Tommy Henriksen
Other Featured Artists: Everclear, R.E.M., Dishwalla
- **SIMPLY IRRESISTIBLE** (Restless)
Single: Falling/Donna Lewis
Other Featured Artists: Katalina, Marcy Playground, Jennifer Paige

CYBERSPACE

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

'Net Chats

• Join in on a live discussion with **Local H** Thursday (2/11) at 7pm ET/4pm PT (www.sonicnet.com). iChat® plugin required.

On The Web

• Due to illness, a live **Buckwheat Zydeco** cybercast set for tonight (2/5) at 10pm ET/7pm PT will be replaced with a performance recorded January 8 in New Orleans (www.liveconcerts.com).

• He's back, and he's rockin' out. **Vanilla Ice** performs Sunday (2/7) at 9:30pm ET/6:30pm PT (www.liveconcerts.com).



• Catch a performance from **Reverend Horton Heat** on Tuesday (2/9) at 8pm ET/5pm PT (www.rollingstone.com).

ZINE SCENE

Hill Moves Media Mountains!

Lauryn Hill is everywhere! The R&B/hip-hop star makes the cover of *Time* and *Rolling Stone*. In *Time*, she is the featured artist in a bigger story on the growth of hip-hop music. The 11-page story chronicles the genre's early beginnings with the **Sugar Hill Gang** and continues on through **Run-DMC**, **Beastie Boys**, **Snoop Dogg** and **Sean "Puff Daddy" Combs**. According to Def Jam head **Russell Simmons**, whose label took in more than \$200 million last year, "Rock is old. It's old people s—. The creative people who are great, who are talking about youth culture in a way that makes sense, happen to be rappers."

The 'zine says that corporate America's infatuation with the genre has increased since the political content has withered. Says WWRL/NY VP/Programming **Bob Law**, "The stuff today is not revolutionary. It's just 'Give me a piece of the action.'"

Coincidentally, *Icon* magazine devotes 10 pages to Arista head **Clive Davis** and his goal to push America toward black music the same way he pushed it toward rock 30 years ago. Says Sr. VP/Black Music **Lionel Ridenour**, "One of the things that I am particularly glad about at Arista is that this department is not set up like a ghetto. We're integrated throughout the company, and yet we have this Black Music Department presence."

Wedding Bell Blues

The much-publicized breakup of **Mick Jagger** and **Jerry Hall** apparently hasn't run out of steam. The *National Enquirer* says Mick is willing to go to sex therapy to save his marriage (and his millions). Meanwhile, the *Globe* shares that Hall is giving fellow model-married-to-a-philandering-husband **Rachel Hunter** tips on how to stand up for what she deserves.

New York magazine reports that while Hall is using one of London's most feared divorce lawyers, **Sandra Davis** of Mishcon de Reya, **Luciana Gimenez Morad** (the model allegedly pregnant with Jagger's child) is using New York uberlawyer **Raoul Felder**. Their connection? Felder has done cases for Mishcon and still uses the firm's London offices when he's in town. Insists Felder, "Lawyers don't share secrets. We talked more about Bill Clinton's sex life than Mick's."

Another marriage coming un-



STARSTRUCK — "I guess our peers are Everclear, Foo Fighters and Green Day. But every time I'm around those guys, I feel like I'm so uncool, I'm embarrassed to say anything. On the other hand, I met the Backstreet Boys and 'N Sync — supposedly the enemy — and, though it kills me to admit it, they were really nice guys" — *Goo Goo Dolls* singer/guitarist **Johnny Rzeznik** gets goeey (*Entertainment Weekly*).

done is that of **Dixie Chick Natalie Maines** and Chicks bass player **Michael Tarabay** (*Star*).

Boy Trouble

Meanwhile, poor **Cher** still can't find a man, mourns the *Globe* headline. Her latest boy toy is kid-die show host **Toby Anstis**.

A Matter Of Opinion

The contenders in *Time*'s most recent Feud of the Week are **Paul McCartney** and the BBC. Paul's best punch. He accuses BBC of banning late wife **Linda**'s newly released song because of profane lyrics; buys ads in papers saying parents, not radio, should decide what kids hear. BBC's best punch: According to BBC DJ **John Peel**, who denies the ban, "People claim their records have been banned, when in fact they not being played because they are crap."

Madonna was not amused when she went to see a performance by the Madonnabes — three guys and two girls who impersonate her. Word is she left the L.A. club were they were appearing when they launched into "Papa Don't Preach," her hit about an unwed mother. She thought it was tacky given her current situation (*Globe*).

Role ... Over?

"I'm really interested in the other side of the music industry. I'm enamored of making 86 cents on the dollar instead of 14. There have also been some options about looking into acting, but I'm not a very good actor, man. I went on a *Party of Five* audition and ran out of there grabbing my boobs, I was so scared." — **Sugar Ray's Mark McGrath** (*Rolling Stone*)

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

MUSIC DATEBOOK

MONDAY, FEBRUARY 15

- 1958/Jerry Lee Lewis performs "Great Balls of Fire" on *American Bandstand*.
- 1966/Nat "King" Cole, 46, dies of lung cancer in Santa Monica, CA.
- 1977/Sex Pistols bassist **Glen Matlock** exits the band and is replaced by **Sid Vicious**.
- 1979/The **Bee Gees** receive five Grammy awards, including Best Album for *Saturday Night Fever*.
- Born: **Mick Avory** (Kinks) 1944, **Ali Campbell** (UB40) 1959

TUESDAY, FEBRUARY 16

- 1968/The **Beatles** travel to India for a two-month transcendental meditation study with Maharishi Mahesh Yogi.
- 1991/After being nominated for four Grammy awards, **Sinead O'Connor** declines to participate in the event.
- 1993/**Rod Stewart**, **Ron Wood**, and **Kenny Jones** reunite onstage as the Faces at the British Music Awards.
- Born: the late **Sonny Bono** 1935, **Andy Taylor** (ex-Duran Duran) 1961

WEDNESDAY, FEBRUARY 17

- 1971/**James Taylor** makes his TV debut on *The Johnny Cash Show*, performing "Fire and Rain."
- 1972/**Pink Floyd** perform *Dark Side of the Moon* at London's Rainbow Theater one year before the album's official release.
- 1982/Jazz musician **Thelonious Monk**, 64, dies.

1988/The Jesus & Mary Chain's **Jim Reid** pleads guilty to injuring two fans with a microphone stand during a Toronto concert.

Born: **Gene Pitney** 1941
Releases: **John Lennon's Rock 'n' Roll** 1975, **Kate Bush's The Kick Inside** 1978

THURSDAY, FEBRUARY 18

- 1968/**Pink Floyd** founding member **Syd Barrett** exits the band and is replaced by **David Gilmour**.
- 1969/**Maurice Gibb** and **Lulu** marry.
- 1974/*Casablanca Records* issues its first record: **Kiss'** debut album, *Kiss*.
- 1998/The **Cure's Robert Smith** plays himself on Comedy Central's *South Park*.



Mr. Smith goes to *South Park*.

Born: **Dennis DeYoung** (Styx) 1947, **Juice Newton** 1952

FRIDAY, FEBRUARY 19

- 1980/AC/DC vocalist **Bon Scott**, 32, dies in London from acute alcoholism.
- 1983/**Paul Weller** announces the formation of the **Style Council**.

1990/At the British Music Awards, **Fine Young Cannibals** win Best Group and Best Album for *The Raw and the Cooked*.

Born: **Smokey Robinson** 1940, **Tony Iommi** (Black Sabbath) 1948, **Dave Wakeling** (English Beat/General Public) 1956
Releases: **Fleetwood Mac's Rumours** 1977

SATURDAY, FEBRUARY 20

- 1974/**Cher** files for separation from **Sonny Bono** after 10 years of marriage.
- 1982/**Pat Benatar** marries her band's guitarist, **Neil Giraldo**.
- 1987/**Cat Stevens** settles his \$5 million libel suit against the *London Globe*.
- 1996/All first-degree murder charges against **Snoop Doggy Dogg** and his bodyguard are dismissed.
- Born: **J. Geils** 1946, the late **Kurt Cobain** (Nirvana) 1967
Releases: **Marvin Gaye's "What's Going On"** 1971

SUNDAY, FEBRUARY 21

- 1986/**Leonard Cohen** appears in a supporting role on NBC-TV's *Miami Vice*.
- 1990/**Bonnie Raitt** receives four Grammy awards, including Best Album for *Nick of Time*.
- 1992/**John Mellencamp** makes his acting, writing and directorial debut in the film *Falling From Grace*.
- Born: **Jerry Harrison** (Talking Heads) 1949, **Ranking Roger** (English Beat/General Public) 1961
Releases: **David Bowie's Young Americans** 1975

—Mark Solovicos



69.7 million households

JAM OF THE WEEK

SILK THE SHOCKER / MYSTIKAL It Ain't... (No Limit/Priority)

HEAVY

- BACKSTREET BOYS All I Have To Give (Jive)
- BARENAKED LADIES It's All Been Done (Reprise)
- BEASTIE BOYS Body Movin' (Grand Royal/Capitol)
- BLONDIE Maria (Beyond)
- BRANDY Have You Ever? (Atlantic)
- FOXY BROWN Hot Spot (Violator/Def Jam/RAL/Mercury)
- MARIAH CAREY I Still Believe (Columbia)
- CHER Believe (Warner Bros.)
- EAGLE-EYE CHERRY Save Tonight (Work/ERG)
- CLASS OF '99 Another... (Columbia)
- COLLECTIVE SOUL Run (Hollywood/Atlantic)
- DEBORAH COX Nobody's Supposed To Be Here (Arista)
- DMX Ruff Ryder's Anthem (Def Jam/Mercury)
- DMX Slippin' (Def Jam/Mercury)
- DRU HILL These Are The Times (University/Island)
- EMINEM My Name Is (Aftermath/Interscope)
- EVE 6 Leech (RCA)
- EVERCLEAR One Hit Wonder (Capitol)
- EVERLAST What It's Like (Tommy Boy)
- FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)
- GARBAGE Special (Almo Sounds/Interscope)
- GOD GOO DOLLS Slide (Warner Bros.)
- GREEN DAY Nice Guys Finish Last (Hollywood/Reprise)
- LAURYN HILL Ex-Factor (Ruffhouse/Columbia)
- HOLE Malibu (DGC/Geffen)
- WHITNEY HOUSTON Heartbreak Hotel (Arista)
- JANET Every Time (Virgin)
- JAY-Z Hard Knock Life (Roc-A-Fella/Def Jam/Mercury)
- JAY-Z I/AMIL & JA Can I Get... (Def Jam/RAL/Mercury)
- JEWEL Hands (Atlantic)
- JUVENILE Ha! (Cash Money/Universal)
- R. KELLY When A Woman's Fed Up (Jive)
- KID ROCK I Am The Bullgod (Lava/Atlantic)
- LENNY KRAVITZ Fly Away (Virgin)
- LIMP BIZKIT Faith (Flip/Interscope)
- MARILYN MANSON I Don't Like The Drugs... (Nothing/Interscope)
- MATCHBOX 20 Back 2 Good (Lava/Atlantic)
- METHOD MAN & D'ANGELO Break Ups 2... (Def Jam/RAL/Mercury)
- MONICA Angel Of Mine (Arista)
- 'N SYNC (God Must Have Spent) A Little... (RCA)
- NEW RADICALS You Get What You Give (MCA)
- OFFSPRING Pretty Fly (For A White Guy) (Columbia)
- ORGY Blue Monday (Elementree/Reprise)
- OUTKAST Rosa Parks (LaFace/Arista)
- REOMAN I'll Be That (Def Jam/Mercury)
- BUSTA RHYMES Gimme Some More (Elektra/EEG)
- WILL SMITH Miami (Columbia)
- BRITNEY SPEARS ...Baby One More Time (Jive)
- SPICE GIRLS Goodbye (Virgin)
- SUGAR RAY Every Morning (Lava/Atlantic)
- TOTAL I/MISSY ELLIOTT Trippin' (Bad Boy/Arista)
- 2PAC Changes (Amaru/Death Row/Interscope)
- TYRESE Sweet Lady (RCA)
- ROB ZOMBIE Living Dead Girl (Geffen)

This week's chart is frozen.



50.8 million households
Isaak/Tierney

ADDS

ELTON JOHN & LEANN RIMES Written... (Rocket/Island/Curb)
GERALD LEVERT Taking Everything (EastWest/EEG)

XL

EAGLE-EYE CHERRY Save Tonight (Work/ERG)
GOD GOO DOLLS Slide (Warner Bros.)
JEWEL Hands (Atlantic)
SARAH MCLACHLAN Angel (Warner Sunset/Reprise)
SHAWN MULLINS Lullaby (SMG/Columbia)

NEW

MARIAH CAREY I Still Believe (Columbia)
SHERRY CROW Anything But Down (A&M)
WHITNEY HOUSTON Heartbreak Hotel (Arista)
SUGAR RAY Every Morning (Lava/Atlantic)

LARGE

BARENAKED LADIES It's All Been Done (Reprise)
CHER Believe (Warner Bros.)
HOOTIE & THE BLOWFISH Only Lonely (Atlantic)
LENNY KRAVITZ Fly Away (Virgin)
MATCHBOX 20 Back 2 Good (Lava/Atlantic)
NEW RADICALS You Get What You Give (MCA)
THIRD EYE BLIND Jumper (Elektra/EEG)

MEDIUM

BLONDIE Maria (Beyond)
COLLECTIVE SOUL Run (Hollywood/Atlantic)
DAVE MATTHEWS BANO Crush (RCA)
LAURYN HILL Ex-Factor (Ruffhouse/Columbia)
HOLE Malibu (DGC/Geffen)
ELTON JOHN & LEANN RIMES Written... (Rocket/Island/Curb)
JOHN MELLENCAMP I'm Not Running Anymore (Columbia)
SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)
SHANIA TWAIN From This Moment On (Mercury)

CUSTOM

BOYZ II MEN I Will Get There (DreamWorks)
BRANDY Have You Ever? (Atlantic)
DEBORAH COX Nobody's Supposed To Be Here (Arista)
DIVINE Lately (Pendulum/Red Ant)
FAITH EVANS Love Like This (Bad Boy/Arista)
EVERCLEAR Father Of Mine (Capitol)
KIRK FRANKLIN Lean On Me (Gospo Centric)
GARBAGE Special (Almo Sounds/Interscope)
DRU HILL These Are The Times (University/Island)
KHALEEL No Mercy (Hollywood)
GERALD LEVERT Taking Everything (EastWest/EEG)
MONICA Angel Of Mine (Arista)
BONNIE RAITT Lover's Will (Capitol)
R. E. M. Lotus (Warner Bros.)
ROLLING STONES Gimme Shelter (Virgin)
SHANIA TWAIN That Don't Impress Me Much (Mercury)
RUFUS WAINRIGHT April Fools (DreamWorks/Geffen)

Video airplay from Feb. 8-14



36 million households
Cindy Mahmoud
VP/Music Programming
& Entertainment

Video Playlist

R. KELLY When A Woman's Fed Up (Jive)
BUSTA RHYMES Gimme Some More (Elektra/EEG)
BLACKSTREET & MYA... Take Me There (Interscope)
DRU HILL These Are The Times (University/Island)
LAURYN HILL Ex-Factor (Ruffhouse/Columbia)
2PAC Changes (Amaru/Death Row/Interscope)
TYRESE Sweet Lady (RCA)
FOXY BROWN Hot Spot (Violator/Def Jam/RAL/Mercury)
MONICA Angel Of Mine (Arista)
BRIAN MCKNIGHT Hold Me (Motown)

Video playlist for week ending Feb. 5

Rap City

REOMAN I'll Be That (Def Jam/RAL/Mercury)
BUSTA RHYMES Gimme Some More (Elektra/EEG)
METHOD MAN Judgement Day (Def Jam/Mercury)
RETH'S You Got Me (MCA)
2PAC Changes (Amaru/Death Row/Interscope)
OUTKAST Skew It On... (LaFace/Arista)
FAT JOE John Blaze (Atlantic)
COOL BREEZE Watch For The Hook (Antra/A&M)
MYSTIKAL That's The Rapper (Big Boy/No Limit/Jive)
FOXY BROWN Hot Spot (Violator/Def Jam/RAL/Mercury)

Video playlist for week ending Feb. 5

TELEVISION

TOP TEN SHOWS JANUARY 25-31

Total Audience
(95.9 million households)

- 1 Super Bowl XXXIII (Broncos vs. Falcons)
- 2 Super Bowl Postgame I
- 3 Super Bowl Kickoff
- 4 Super Bowl Postgame II
- 5 Friends
- 6 Frasier
- 7 Family Guy
- 8 ER
- 9 Jesse
- 10 The Simpsons

Adults 18-34

- 1 Super Bowl XXXIII
- 2 Super Bowl Postgame I
- 3 Super Bowl Kickoff
- 4 Super Bowl Postgame II
- 5 Family Guy
- 6 The Simpsons
- 7 Friends
- 8 Jesse
- 9 Party Of Five
- 10 Beverly Hills 90210

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.

Tube Tops

Carnie Wilson co-stars in NBC's two-part movie *The '60s*, which also carries a Mercury soundtrack with the newly recorded "Chimes of Freedom" by Bob Dylan & Joan Osborne and vintage tunes by the Band, the Lovin' Spoonful, Manfred Mann, Marvin Gaye, the Angels, the Beach

Boys, the Temptations, Cream, the Byrds, Jefferson Airplane, Traffic, James Brown, Eric Burdon & The Animals and Graham Nash (Sunday, 2/7, 9pm; part two airs Monday, 2/8, 9pm).

Friday, 2/5

- Brandy, *The Tonight Show With Jay Leno* (NBC, check local listings).
- Ricky Skaggs, *Late Night With Conan O'Brien* (NBC, check local listings).

Saturday, 2/6

- Backstreet Boys: *Coming Home*, a 90-minute concert performance taped at the Orlando Arena, debuts on pay-per-view (8pm ET/5pm PT).
- Barenaked Ladies, *Saturday Night Live* (NBC, 11:30pm).

Monday, 2/8

- Willie Nelson, *The Late Show With David Letterman* (CBS, check local listings).

Tuesday, 2/9

- Trace Adkins, Mary Chapin Carpenter, Joe Diffie, Wade Hayes, Patty Loveless, and Martina McBride, perform on TNN's *Front Row Center: Tribute to Tradition* (10pm).
- Dolly Parton, Linda Ronstadt and Emmylou Harris, *Jay Leno*.
- Monica, *David Letterman*.

Wednesday, 2/10

- Chris Isaak, *David Letterman*.
- John Tesh, *Conan O'Brien*.

Thursday, 2/11

- Natalie Merchant, *Jay Leno*.
- Hootie & The Blowfish, *David Letterman*.

FILMS

WEEKEND BOX OFFICE JAN. 29-31

- | | |
|--|---------|
| 1 <i>She's All That</i> (Miramax)* | \$16.06 |
| 2 <i>Patch Adams</i> (Universal) | \$6.00 |
| 3 <i>Varsity Blues</i> (Paramount) | \$5.91 |
| 4 <i>A Civil Action</i> (Buena Vista) | \$4.79 |
| 5 <i>Shakespeare In Love</i> (Miramax) | \$4.03 |
| 6 <i>Stepmom</i> (Sony) | \$3.60 |
| 7 <i>The Thin Red Line</i> (Fox) | \$3.30 |
| 8 <i>You've Got Mail</i> (WB) | \$3.02 |
| 9 <i>At First Sight</i> (MGM/UA) | \$2.65 |
| 10 <i>The Prince Of Egypt</i> (DreamWorks) | \$2.62 |

All figures in millions
* First week in release
Source: ACNielsen EDI

COMING ATTRACTIONS:

Opening this week in limited release is *Rushmore*, starring Phantom Planet bandmember Jason Schwartzman. The film's London soundtrack contains two songs by Cat Stevens ("Here Comes My Baby" and "The Wind"), along with the Who's "A Quick One While He's Away," the Kinks' "Nothing in This World Can Stop Me Worryin' 'Bout That Girl," John Lennon's "Oh Yoko," the Faces' "Ooh La La," Creation's "Making Time," Unit 4+2's "Concrete & Clay," Chad & Jeremy's "A Summer Song," Zoot Sims' "Blinuet," and Yves Montand's "Rue St. Vincent." Original music by former Devo frontman Mark Mothersbaugh completes the ST.

VIDEO

NEW THIS WEEK

• NEXT STOP WONDERLAND (Miramax)

Starring Hope Davis, this feature film sports a Verve soundtrack containing cuts by Antonio Carlos Jobim, Coleman Hawkins, Astrud Gilberto, Walter Wanderley, Toots Thielemans, Elis Regina and more.

• DANCE WITH ME (Columbia TriStar)

Recording artists Vanessa Williams and Chayanne star in this feature film and contribute to its Epic soundtrack, as do Gloria Estefan, Jon Secada, Thalia, Albita and DLG.

• THE TRUMAN SHOW (Paramount)

Starring Jim Carrey, this film spawned a Milan soundtrack with Big Six's version of the Marc Bolan-penned "Twentieth Century Boy" as well as original and previously released music composed by Philip Glass.

• SIX DAYS, SEVEN NIGHTS (Touchstone)

Hollywood released the soundtrack to this feature film starring Harrison Ford and Anne Heche. It contains "The Calypsonians" by Taj Mahal along with Randy Edelman's score.



55 million households
Peter Cohen,
VP/Programming

National Top 20

- R. KELLY When A Woman's Fed Up (Jive)
- KIRK FRANKLIN... Revolution (Gospo Centric)
- JESSE POWELL You (Sitas/MCA)
- JUVENILE Ha! (Cash Money/Universal)
- FIVE It's The Things You Do (Arista)
- DJ QUIK Hand N' Hand (Profile/Arista)
- 2PAC Changes (Amaru/Death Row/Interscope)
- OFFSPRING Pretty Fly (For A White Guy) (Columbia)
- TQ Bye Bye Baby (Clockwork/Epic)
- LAURYN HILL Ex-Factor (Ruffhouse/Columbia)
- TOTAL I/MISSY ELLIOTT Trippin' (Bad Boy/Arista)
- BRITNEY SPEARS...Baby One More Time (Jive)
- ROOTS I/ERYKAH BAOU You Got Me (MCA)
- 3RD STORE II Ever (Yab Yum/Elektra/EEG)
- DEBORAH COX Nobody's Supposed To Be Here (Arista)
- MASTER P Kenny's Dead (American/Columbia)
- FAITH EVANS I/PUFF DADDY All Night Long (Bad Boy/Arista)
- TYRESE Sweet Lady (RCA)
- QESTINY'S CHILD Get On The Bus (Gold Mind/EastWest/EEG)
- BUSTA RHYMES Gimme Some More (Elektra/EEG)

This week's chart is frozen.



Pos. Artist	Avg. Gross (in 000s)
1 CELINE DION	\$1247.4
2 JANET JACKSON	\$655.3
3 NEIL DIAMOND	\$563.2
4 PHISH	\$529.4
5 KISS	\$517.2
6 DAVE MATTHEWS BAND	\$460.1
7 DEPECHE MODE	\$417.7
8 AEROSMITH	\$407.8
9 SHANIA TWAIN	\$407.8
10 MANNHEIM STEAMROLLER	\$318.0
11 AMY GRANT	\$304.5
12 BOB DYLAN	\$301.5
13 "FAMILY VALUES TOUR"	\$231.4
14 ALAN JACKSON	\$195.7
15 BARENAKED LADIES	\$162.4

Among this week's new tours:

- SHERYL CROW
- KOTTONMOUTH KINGS/ALKAHOLIKS L7
- MARILYN MANSON/HOLE
- MAVERICKS
- ELLIOTT SMITH
- SUNNY DAY REAL ESTATE
- "GEORGE STRAIT COUNTRY MUSIC FESTIVAL": TIM MCGRAW, KENNY CHESNEY, JO DEE MESSINA, MARK WILLIS, ASLEEP AT THE WHEEL

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



AL PETERSON

All Avails Are Not Created Equal

□ Considering creative ideas for moving that 'hard to sell' inventory

By Pam Lontos

As broadcast sales executives from around the country gather in Atlanta this week for RAB '99, talk of the challenges and changes facing radio sales departments in the post-Telecommunications Act world will no doubt dominate the usual cocktail chatter and numerous panel discussions at this annual con-fab of sales professionals.

Someone who will be in Atlanta to share her opinions and considerable radio sales experience with RAB attendees is noted sales trainer, consultant and motivational expert Pam Lontos. As a participant in the RAB's closing keynote session this year — "The Experts' Crystal Ball: Radio's Future" (which, by the way, will be moderated by R&R's own Erica Farber) — Lontos joins a panel of veteran broad-



Pam Lontos

cast sales luminaries as they seek answers to new sales challenges for a new millennium.

A problem that has plagued radio sales in the past, and one it will likely continue to face in the future, is the reality that commercial avails have no shelf life. "Once today is gone, so are today's avails," says Lontos. "In radio, you need to sell as much of your inventory as you can before it is gone forever."

Since News/Talk stations probably sell more direct/local business than any other format, I asked Lontos to offer suggestions on maximizing your station's revenues by teaching salespeople to do a better job selling those "hard to move" avails. In this R&R exclusive, Lontos lists six steps to take that will improve your inventory management and your revenues!

Einstein, Relativity And Radio

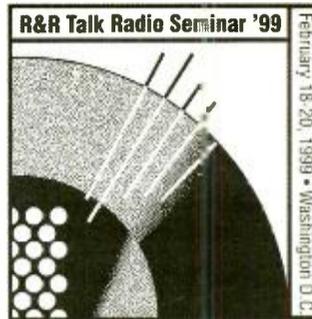
Learning how to sell "hard to move" time slots can have a significant effect on your station's billing. Einstein tells us that time is relative — it all depends on the observer. So, the first thing to do is to start looking at all of your time slots as being valuable to someone's business. It's then just a matter of finding a match.

① Difficult-to-sell times may be a certain prospect's best time. Salespeople need to do research on each of their prospects to find out when during the week (day, times during the day, etc.) that peak business occurs. Out of habit, most retailers and ad agencies have come to perceive that the best time to advertise is drivetime, Wednesday through Saturday. You must find each prospect's specific needs through asking questions, then schedule their spots into times that best suit their needs.

Stay-at-home moms often miss drivetime because of duties with children, breakfast, etc. Midday (10am-3pm) is the time they listen to the radio. Furniture, clothing, gift and grocery stores would be wise

Countdown To TRS '99!

JUST ADDED! White House Press Secretary **JOE LOCKHART** is scheduled to appear Friday morning, February 19th, for an **EXCLUSIVE "ATTENDEES ONLY" WHITE HOUSE BRIEFING!** It's another event you won't want to miss at TRS '99!



GET THERE EARLY! Don't miss our opening session on Thursday afternoon, February 18. We've gathered a group of News/Talk's best and brightest to participate in a special two-hour interactive forum open only to TRS '99 attendees. Come join **Randy Michaels, John McConnell, Kraig Kitchin, Rich Wood, Neal Boortz, John and Ken, Gabe Hobbs, Jack Swanson, Greg Mocer, Jim Casale, Lee Larson, Red Pitcher, Walter Sabo, Holland Cooke** and moderator **Erica Farber** for R&R's first-ever "News/Talk Radio Round Table"!

THERE'S STILL TIME TO REGISTER FOR THE TALK RADIO EVENT OF THE YEAR! Sign up now on Page 29 of this issue of R&R. Or log on to **R&R ONLINE** at www.ronline.com for fast and secure online registration.

Difficult-to-sell times may be a certain prospect's best time.

to advertise then. Nightclubs have 7pm-midnight as their prime time. Also, stop overselling Thursday/Friday/Saturday. Many businesses, such as health clubs and trade schools, get most of their call-ins on Monday and Tuesday, when people start new diets or careers. These are businesses that should advertise on Monday or Tuesday.

② Drivetime is not always prime time! In many cities there are more than 20 radio stations. The No. 1 morning DJ in town probably has the top ratings. However, at 10am, once at work or back at home, listeners may switch

to another station that offers what they want, such as more music or special programming. Because of this, some radio stations may have higher listenership during middays than they do during drivetime. Salespeople at these stations must re-educate the buyer to purchase their midday times at a premium and lower the drivetime rate.

③ Midday and nighttime often cost less. Since these times are valuable for some clients, they are going to get more commercials for the same amount of money. Frequency is important to get results. Buying something other than expensive drivetime avails is great for clients who have a small budget.

For example, if their total budget for the week is \$900, and drivetimes are \$100 per commercial, they'll only get nine commercials for the whole week, which may not produce the desired results. Radio

Finding And Hiring Great Salespeople

One major result of consolidation has been the general expansion of station sales departments. Although some would say there are fewer sales management positions today, few would argue that the need for good account executives is greater than ever. Yet the failure rate of new sales recruits is often too high. Constant change and turnover in your sales staff costs your company both time and money. Not to mention how unsettling it is to clients when they see a new face representing your station every few months. Here are some tips from Pam Lontos on finding, hiring and maintaining good salespeople for your station.

Continued on Page 28

Continued on Page 28

THE DAVE RAMSEY SHOW

Winning at Life, Love and The Money Game®

Monday - Friday, 1p.m. - 4p.m. CST
SATCOM C-5 www.financialpeace.com

For syndication information call Anne Marshall at 888-22PEACE, ext. 114

Consistently beating Rush in the 18-34 and 25-54 demos. Johnny Randolph Program Director WWTN

All Avails Are Not Created Equal

Continued from Page 27

salespeople are guilty of not selling enough commercials to a client per week to produce the frequency needed to drive traffic into the client's store. That's why we too often hear the comment, "Radio doesn't work." They could instead buy mid-days, a TAP plan or Sunday/Monday/Tuesday packages that may only cost \$50 per commercial. That means they could get 18 commercials that week. Never sell a client less than 18 commercials per week, if possible.

4 Total Audience Plans are a good way to help advertisers afford drivetime while helping the station fill up slots that may have gone un-

Never sell a client less than 18 commercials per week, if possible.

sold. Since the advertiser is getting commercials spread throughout a 24-hour period, the station is effectively giving a discount on the drivetime portion of the commercials. Again, everyone wins.

5 Stations can make "sellable" times out of "unsellable" ones by the use of creative programming. Clients will buy any time of the day if they feel that a special program attracts an audience with the lifestyle they need to reach. These are shows such as finance, lawn-care or cooking shows. Special programming at an odd time can sell so well

Stations can make "sellable" times out of "unsellable" ones by the use of creative programming.

that there is actually a waiting list of advertisers. This is a win/win situation, because the station is generating cash for previously unsold times, and the clients are doing well because they have reached their target audience.

6 Sunday is a great advertising day. Newspaper advertising is at its peak on Sunday, and it costs more. Why do advertisers expect to pay more for their newspaper ads on the same day they expect their radio spots to be free or reduced? People are not distracted by traffic or work on Sunday. They use the information they get from the media to plan their day and part of the coming week. Advertising on radio also makes your customer's ad in the Sunday paper stand out more.

Remember, one man's meat is another man's poison. Times that aren't suitable for one prospect will be perfect for another. If managers and salespeople view all of their time slots as desirable, you will sell the shelves clean every month.

You can reach Pam Lontos Sales & Motivation Inc. in Orlando at (407) 299-6128, by e-mail at PamLonto1@aol.com, or on the World Wide Web at www.PamLontos.com.

Finding and Hiring Great Salespeople

Continued from Page 27

Recruiting 'Don'ts'

"Another one bites the dust." That's probably your thought as another salesperson quits because of not being able to make it selling radio. Why did this happen? He looked so good during the interview — or did he? How can you get the best candidates to apply for your sales positions, and how do you conduct the interview process to better your chances of hiring the very best?

First, don't stop looking for good salespeople just because you don't currently have an opening. If you have a file of good prospects, you won't have to hire out of desperation when an opening develops.

Next, don't make previous radio experience a prerequisite. Often someone from another station will show you that they were the top biller. You hire them, but they don't produce. They didn't have good sales ability, only a good account list. If someone keeps asking about your Arbitron numbers, you may be talking to an order-taker.

Finally, don't rely on resumés. Many interviewees who can't sell have a wonderful-sounding resumé. Truly good salespeople don't use resumés. They are rehired so fast, they don't have time to write one.

Improving Your Interviews

Here are some tips for finding the strongest candidates for a sales position:

- Run an ad in the newspaper that scares away non-assertive people and attracts those who want to make money. Make sure you make these points in the ad:

- Don't mention the type of business.

- Say it is a sales job in an exciting department.

- Let them know they need to be aggressive, positive and enthusiastic.

- Point out it can be a very lucrative career for the right person.

- When someone calls from your ad, tell them you are tied up. Ask them to call back at a certain time. This is the first test. You would be surprised how many call back late or don't call back at all. You've just eliminated these people from the running. If they do this with you, they won't get back with the prospects, either.

- Once you are talking with them on the phone, indicate that you have many people to talk with and that you will be getting back with them later. If they don't press you to interview them in person, they probably aren't strong enough closers to get appointments with clients.

- Ask tough questions that require them to sell prospects. Use open-ended questions that make the candidates talk so you can get to know them better. Listen to their answers to see how strongly they sell. If they don't give good answers, don't hire them. Don't excuse poor performance because of nervousness. If they're nervous with you, it will only be worse with a prospect. (Remember your first encounter with that loud, obnoxious prospect?)

Ask The Right Questions

Here are some questions to ask potential salespeople and what to look for in their answers:

- When you call on a business, who do you ask for? Make sure they say it's the top decision-maker. Asking for the person in charge of advertising may only get you the real decision-maker's secretary.

- How much time does a normal sales call take? If they say five or 10 minutes, they are just dropping off literature and hoping someone will call them. If the salesperson builds rapport, it's easy to spend at least an hour, even on the first call.

- How would you arrange the following list in order of importance to you?: security, recognition, challenge, money, pride. Make sure money is one of the first three and never after security.

- Do you want the chance to earn big money on straight commission, or do you prefer the security of a fixed salary? The people who are going to make you money are those who want the chance to bring in big dollars for themselves.

- What do you say when the client says, "I'll think it over"? You want someone who keeps selling by asking, "What do you want to think over?" The poor candidate will hand the prospect his card and mutter something about calling them next week.

- What do you say when the client says, "I am going to go with your competition"? Again, you want someone who just keeps selling. "Why are you going to do that?" is a good answer. The client will then tell the salesperson what he has to do to convince him to go with your station.

- How do you answer someone who says he can get advertising cheaper with another station? Avoid those who immediately drop rate to get the sale. Advertisers have learned that a lot of radio salespeople will cave in at the slightest hint of losing a sale. Staying tough and selling value will significantly increase the station's billing.

- How much money do you want to make this year ... and next year? Go for those who answer with realistic but high figures. If they answer too high, they're either trying to impress you, or they don't have any idea of what they are getting into and will become discouraged and stop trying. If they answer too low, they have a low comfort level and will stop selling when their billing reaches this inadequate figure.

Finally, after an interview, tell the candidate you will call them back if you're interested. Let them know you have several other applicants to interview. You want someone who will call you back and ask for the job. If they wait for you to get back with them, they can't sell the prospect who says, "Let me think about it." Follow these tips, and you will soon have a top-notch sales staff that is selling as fast as it can — and is making your station a lot of money in the process!

"You won't look back at the end of your life wishing you'd spent more time at work."

You'll reach the demos you want with hot host Jan Wilson. She talks to your target's top-of-mind interests: Their kids and their jobs. Fast paced. Produced for the busy families you want.

Start building your weekend ratings this week. Lock up your market now.

Call Nancy Abramson at 914-244-0655

"Finally!"

— Kevin Straley, PD, WRKO Boston

"Sharp and fast-paced."

— Bill Van Rysdam, OM, KTRH Houston

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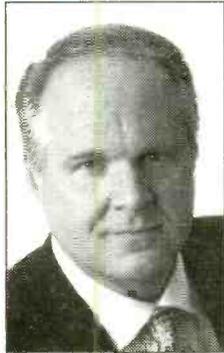
DOW JONES



R&R Talk Radio Seminar '99

FEBRUARY 18-20, 1999
WASHINGTON D.C.

LOOK WHO'S COMING TO TRS '99



Rush Limbaugh



Sam Donaldson



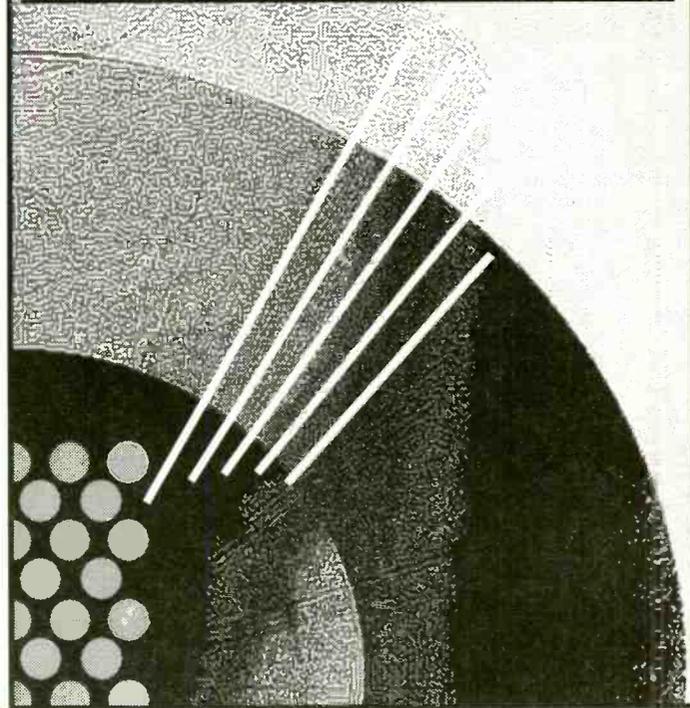
Dr. James Dobson



Mickey Luckoff

R&R Talk Radio Seminar '99

February 18-20, 1999 • Washington D.C.



Seminar Registration

INFORMATION

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

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

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

MAILING ADDRESS

Name _____
Title _____
Call Letters/Company Name _____
Street _____
City _____ State _____ Zip _____
Telephone # _____ Fax # _____
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SEMINAR FEES

JAN 23 - FEB 10, 1999 \$425
ON-SITE REGISTRATION \$475

There is a \$50.00
cancellation fee.
No refunds after
February 10, 1999.

METHOD OF PAYMENT:

PLEASE ENCLOSE SEPARATE FORMS FOR EACH INDIVIDUAL REGISTRATION

Amount Enclosed: \$ _____

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Month _____ Year _____ Signature _____

Print Cardholder Name Here _____

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The Grand Hyatt at Washington Center

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

The Grand Hyatt at Washington Center is conveniently located 15 minutes from Washington National Airport, and within walking distance of the White House, Ford's Theatre and Lincoln Museum. The US Capitol, Smithsonian, Vietnam Memorial and more are located nearby. • To guarantee your reservation we require either an enclosed check or money order covering the first night's stay, or a major credit card number, expiration date, and signature. Deposits will be refunded only if cancellation notification is received at least 7 days prior to arrival. • Reservations requested after January 21, 1999 or after the room block has been filled are subject to availability and may not be available at the convention rate. Check in time is 3:00 pm; Check out time is 12 noon. • NOTE: IF PAYING BY CHECK, MAKE OUT THE CHECK FOR YOUR HOTEL RESERVATION TO THE GRAND HYATT, AND A SEPARATE CHECK TO R&R FOR YOUR SEMINAR PAYMENT.

TYPE OF ROOM	NO. OF ROOMS	CONVENTION RATES
Single (1 person) *		\$153 / night
Double (2 people) *		\$173 / night
1 Bdrm Suite		\$475-1000 / night

* Regency Club Rates Available

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

12+ FALL '98 ARBITRON RESULTS

Denver-Boulder

	Su '98	Fa '98
KOA-AM (Talk)	7.4	7.1
KYGO-FM (Country)	7.9	7.1
KRFX-FM (Cl. Rock)	5.6	6.9
KQKS-FM (CHR/Rhy)	5.6	6.5
KOSI-FM (AC)	5.2	5.4
KBCO-FM (Adult Alt)	5.0	5.1
KBPI-FM (Rock)	4.6	5.0
KXKL-FM (Oldies)	4.9	4.8
KALC-FM (Hot AC)	5.1	4.5
KHOW-AM (Talk)	4.4	4.5
KKHK-FM (Cl. Rock)	3.6	4.0
KHIH-FM (NAC/SJ)	3.6	3.8
KIMN-FM (AC)	3.5	3.5
KCKK/KYGO-A (Ctry)	2.3	2.7
KEZW-AM (Nostalgia)	3.0	2.6
KXPK-FM (Alternat)*	2.9	2.4
KTCL-FM (Alternative)	2.8	2.3
KVOD-FM (Classical)	1.7	2.3
KJMN-FM (Spanish AC)	.8	1.1
KMXA-AM (Reg. Mex.)	1.7	1.1
KTLK-AM (Talk)	.9	1.1
KKFN-AM (Sports)	.7	1.0

* Was Adult Alternative until mid-October

San Antonio

	Su '98	Fa '98
KTFM-FM (CHR/Rhy)	10.3	9.2
KXXM-FM (CHR/Pop)	.7	7.4
KZEP-FM (Cl. Rock)	7.4	7.4
KSMG-FM (Hot AC)	7.5	5.5
KAJA-FM (Country)	5.1	5.3
KONO-A/F (Oldies)	4.9	5.3
KXTN-FM (Tejano)	5.5	5.3
KISS-FM (Rock)	6.1	5.2
KTSA-AM (News/Talk)	5.9	4.7
KCYY-FM (Country)	4.8	4.0
KQXT-FM (AC)	4.5	3.5
KLEY-FM (Tejano)*	1.9	3.2
KCJZ-FM (NAC/SJ)	2.9	3.1
KROM-FM (Reg. Mex.)	3.9	2.7
WOAI-AM (News/Talk)	2.5	2.7
KLUP-AM (Nostalgia)	2.2	2.2
KKYX-AM (Country)	1.5	2.0
KCOR-AM (Spanish/O)	1.7	1.9
KEDA-AM (Conjunto)	.7	1.9
KSJL-FM (Urban AC)	3.4	1.7
KSJL-AM (Urban AC)**	---	1.0

* Was KRIO-FM until July

** Was KCHG-AM (Religious) until September

Orlando

	Su '98	Fa '98
WWKA-FM (Country)	7.7	9.4
WDBO-AM (News/Talk)	6.0	7.5
WXXL-FM (CHR/Pop)	7.3	7.1
WJHM-FM (Urban)	6.4	6.0
WTKS-FM (Talk)	6.9	6.0
WMGF-FM (AC)	5.5	5.7
WOMX-FM (Hot AC)	7.0	5.6
WOCL-FM (Oldies)	4.4	5.0
WCFB-FM (Urban AC)	3.4	4.9
WLOQ-FM (NAC/SJ)	4.0	4.8
WMMO-FM (Rock AC)	4.5	4.6
WJRR-FM (Rock)	4.4	4.3
WSHE-FM (Hot AC)	4.4	3.5
WHTQ-FM (Cl. Rock)	4.1	3.2
WHOO-AM (Nostalgia)	2.7	2.2
WQTM-AM (Sports)	1.2	1.8
WTLN-FM (Religious)	1.0	1.0

Portland, OR

	Su '98	Fa '98
KKRZ-FM (CHR/Pop)	9.5	9.3
KUPL-FM (Country)	5.6	6.4
KKCW-FM (AC)	6.7	6.0
KKSN-FM (Oldies)	6.1	5.8
KGON-FM (Cl. Rock)	5.3	5.1
KEX-AM (Full Serv)	4.7	4.6
KUFO-FM (Rock)	5.1	4.4
KEWS-AM (Talk)	4.7	4.3
KWJJ-FM (Country)	3.8	4.3
KRSK-FM (Hot AC)*	4.4	3.9
KNRK-FM (Alternative)	3.8	3.8
KXL-AM (News/Talk)	3.6	3.7
KINK-FM (Adult Alt)	3.3	3.5
KKJZ-FM (NAC/SJ)	3.6	3.2
KBBT-FM (Hot AC)	2.7	2.6
KKSN-AM (Nostalgia)	2.8	2.4
KOTK-AM (Talk)	1.4	1.5
KPDQ-FM (Religious)	1.5	1.4
KFFX-AM (Sports)	1.4	1.2
KXL-FM (Adult Alt)	1.1	1.2

* Was KKRH-FM until August

Salt Lake City-Ogden-Provo

	Su '98	Fa '98
KSFI-FM (AC)	6.4	8.0
KSL-AM (News/Talk)	5.4	6.5
KZHT-FM (CHR/Pop)	6.7	6.4
KXRK-FM (Alternative)	5.2	5.4
KUBL-FM (Country)	4.8	4.8
KENZ-FM (Adult Alt)	4.6	4.7
KODJ-FM (Oldies)	4.9	4.7
KQMB-FM (Hot AC)	3.5	4.3
KRSP-FM (Cl. Rock)	3.4	4.1
KBER-FM (Rock)	4.0	4.0
KSOP-A/F (Country)	5.0	4.0
KISN-FM (Hot AC)	3.8	3.6
KKAT-FM (Country)	4.1	3.4
KNRS-AM (News)	3.0	3.3
KBEE-FM (Hot AC)	3.4	2.7
KDYL/KOVO (Nostalgia)	3.5	2.6
KOSY-FM (Soft AC)	2.8	2.5
KBZN-FM (NAC/SJ)	2.0	2.1
KURR-FM (Cl. Rock)	3.9	2.1
KALL-AM (News/Talk)	2.0	2.0
KFNZ-AM (Sports)	1.7	1.9
KRAR-FM (Rock)	.8	1.6
KUMT-FM (Rock AC)	2.4	1.6

Las Vegas

	Su '98	Fa '98
KLUC-FM (CHR/Rhy)	8.5	9.3
KJUL-FM (Nostalgia)	7.5	8.5
KMXB-FM (Hot AC)	6.6	6.1
KXTE-FM (Alternative)	5.5	6.1
KSNE-FM (AC)	6.2	5.6
KKLZ-FM (Cl. Rock)	4.7	4.8
KWNR-FM (Country)	5.2	4.7
KMZQ-FM (AC)	5.2	4.6
KOMP-FM (Rock)	3.2	4.3
KISF-FM (Urban AC)	4.1	4.2
KFMS-FM (Country)	4.4	3.8
KQOL-FM (Oldies)*	3.8	3.6
KXPT-FM (Cl. Hits)	4.0	3.5
KLSQ-AM (Span. Con)	3.5	2.9
KVBC-FM (News/Talk)	1.9	2.6
KXNT-AM (Talk)	3.3	2.5
KDOX-AM (Reg. Mex.)	1.7	2.3
KSTJ-FM (Hot AC)**	3.4	2.3
KENO-AM (Sports)	.7	1.4
KDWN-AM (News/Talk)	1.2	1.3

* Was KBGO-FM until September 8

** Was KQOL-FM (Oldies) until August 24

Kansas City

	Su '98	Fa '98
KPRS-FM (Urban)	9.0	9.3
KFKF-FM (Country)	5.6	7.2
KMXV-FM (CHR/Pop)	7.1	6.5
WDAF-AM (Country)	6.9	6.5
KCFX-FM (Cl. Rock)	5.5	5.9
KMBZ-AM (News/Talk)	5.6	5.4
KUDL-FM (AC)	4.9	5.4
KQRC-FM (Rock)	4.9	5.3
KYYS-FM (Rock)	4.3	4.9
KCMO-FM (Oldies)	4.6	4.6
KBEQ-FM (Country)	4.8	4.4
KCIY-FM (NAC/SJ)	5.1	4.1
KCMO-AM (News/Talk)	3.8	3.6
KOZN-FM (Hot AC)	3.7	2.8
KXTR-FM (Classical)	2.5	2.8
KNRX-FM (Alternative)	2.0	2.0
KCHZ-FM (CHR/Pop)	2.1	1.9
KCTE-AM (Sports)	.9	1.4
KFEZ-AM (Nostalgia)	1.2	1.4
KPRT-AM (Religious)	1.5	1.2

Norfolk-Virginia Beach-Newport News

	Su '98	Fa '98
WOWI-FM (Urban)	13.3	11.5
WCMS-A/F (Country)	6.4	6.5
WWDE-FM (Hot AC)	5.5	6.3
WSVV/WSVY (Urban AC)*	4.6	5.6
WGH-FM (Country)	5.5	5.4
WNOR-A/F (Rock)	6.0	5.1
WJCD-FM (NAC/SJ)	5.8	4.8
WNVZ-FM (CHR/Rhy)**	5.8	4.7
WAFX-FM (Cl. Rock)	4.9	4.6
WPTE-FM (Hot AC)	4.6	4.6
WFOG-FM (AC)	4.0	4.5
WNIS-AM (Talk)	3.1	4.3
WVKL-FM (Oldies)	3.6	3.9
WKOC-FM (Adult Alt)	2.4	3.2
WXEZ-FM (AC)	3.6	2.6
WROX-FM (CHR/Pop)***	2.4	2.5
WPCE-AM (Religious)	2.6	1.6
WGPL-AM (Gospel)	.8	1.4
WTAR-AM (News/Talk)	1.3	1.4
WGH-AM (Sports)	.5	1.1

* Switched to Rhythmic Oldies in December

** Was CHR/Pop until October

*** Was Alternative until late July

New Orleans

	Su '98	Fa '98
WQUE-FM (Urban)	14.2	13.9
WWL-AM (News/Talk)	7.2	10.5
WYLD-FM (Urban AC)	8.9	7.8
WLMG-FM (AC)	5.1	5.9
KKND-FM (Alternative)	5.9	5.6
WNOE-FM (Country)	6.0	5.6
WTKL-FM (Oldies)	5.2	5.2
KMEZ-FM (Urban/O)	3.7	4.2
WLTS-FM (Hot AC)*	3.0	4.0
KUMX-FM (CHR/Pop)	4.0	3.9
WYLD-AM (Gospel)	3.8	3.8
WEZB-FM (CHR/Pop)	3.6	3.7
WRNO-FM (Cl. Rock)	3.9	3.3
WCKW-FM (Rock)	4.0	2.1
WBYU-AM (Nostalgia)	2.2	2.0
WBOK-AM (Religious)	1.3	1.4

* Was AC until August

Milwaukee-Racine

	Su '98	Fa '98
WTMJ-AM (News/Talk)	11.5	11.3
WMIL-FM (Country)	7.7	7.3
WKKV-FM (Urban)	7.0	6.8
WLZR-FM (Rock)	6.4	6.8
WKLH-FM (Cl. Rock)	6.0	6.1
WKTJ-FM (Hot AC)	4.5	5.8
WOKY-AM (Nostalgia)	5.0	5.8
WISN-AM (Talk)	5.1	5.0
WMYX-FM (Hot AC)	4.6	4.9
WXSS-FM (CHR/Pop)	4.4	4.8
WLTV-FM (AC)	4.0	4.5
WZTR-FM (Oldies)	4.2	3.6
WPNT-FM (Hot AC)	2.1	2.8
WJZI-FM (NAC/SJ)	3.0	2.7
WFMR-FM (Classical)	1.5	1.9
WLUM-FM (Adult Alt)*	1.9	1.7
WMCS-AM (Urban AC)	1.9	1.6
WNOV-AM (Urban)	1.9	1.6

* Switched back to Rock in December

Charlotte-Gastonia

	Su '98	Fa '98
WPEG-FM (Urban)	10.5	11.0
WNKS-FM (CHR/Pop)	6.3	7.8
WSOC-FM (Country)	5.9	6.7
WKKT-FM (Country)	5.5	6.0
WLYT-FM (AC)	5.5	6.0
WRFX-FM (Cl. Rock)	7.1	6.0
WBT-AM (Talk)	6.1	5.4
WWMG-FM (Oldies)	5.7	5.4
WBAV-FM (Urban AC)	5.2	5.2
WLNK-FM (Hot AC)	3.4	4.3
WSSS-FM (Oldies)	3.9	3.6
WEND-FM (Alternative)	3.3	2.9
WXRC-FM (Rock)	2.9	2.6
WNMJ-FM (Nostalgia)	2.1	2.4
WCCJ-FM (NAC/SJ)	1.7	2.0
WFMX-FM (Country)	.7	1.4
WMIT-FM (Religious)	1.5	1.4
WFNZ-AM (Sports)	1.6	1.3
WGIV-AM (Urban/O)	.9	1.3

Buffalo-Niagara Falls

	Su '98	Fa '98
WYRK-FM (Country)	8.7	9.9
WBEN-AM (News/Talk)	7.1	7.9
WBLK-FM (Urban)	8.0	7.9
WGRF-FM (Cl. Rock)	8.5	7.7
WJYE-FM (AC)	7.2	7.5
WKSE-FM (CHR/Pop)	7.0	7.0
WHTT-FM (Oldies)	6.8	6.2
WGR-AM (News/Talk)	4.7	5.3
WECK-AM (Nostalgia)	6.8	5.2
WMJQ-FM (Hot AC)*	5.0	4.8
WEDG-FM (Alternative)	4.8	4.5
WLCE-FM (Hot AC)	3.4	3.3
WNUC-FM (Country)	1.4	1.6
CKEY-FM (Hot AC)	1.3	1.5
WWKB-AM (Sports)	1.1	1.4
WHTT-AM (Gospel)	.4	1.3
WWWS-AM (Urban/O)	1.6	1.3
CHTZ-FM (Rock)	1.0	1.2
CILQ-FM (Rock)	1.3	1.0
WUFO-AM (Urban AC)	.7	1.0

* Was AC until late September

Columbus, OH

	Su '98	Fa '98
WCOL-FM (Country)	8.8	9.0
WNCI-FM (CHR/Pop)	9.8	8.3
WTVN-AM (Full Serv)	7.8	7.5
WCKX-FM (Urban)	6.2	6.8
WLQV-FM (Rock)	6.0	6.0
WBNS-FM (AC)	6.6	6.0
WBNS-FM (Oldies)	4.7	5.6
WHOK-FM (Country)	3.9	4.2
WBZX-FM (Rock)	4.2	4.1
WXST-FM (80's Oldies)	2.6	3.1
WMNI-AM (Nostalgia)	2.9	2.9
WBNS-AM (Sports)	1.6	2.6
WZAZ-FM (Alternative)	3.7	2.2
WXMG-FM (Urban AC)	.6	2.0
WJZA/WZJZ (NAC/SJ)	2.7	1.9
WCLT-FM (Country)	2.0	1.8
WEGE-FM (Cl. Rock)*	---	1.8
WWCD-FM (Alternative)	1.5	1.6
WFII-AM (News/Talk)	.8	1.5
WVKO-AM (Gospel)	2.1	1.5
WAZU-FM (Rock)	1.0	1.3

* Was WAXV-FM until mid-November

Indianapolis

	Su '98	Fa '98
WFMS-FM (Country)	13.6	12.8
WFBQ-FM (Cl. Rock)	10.3	9.8
WIBC-AM (News/Talk)	7.1	7.8
WTLC-FM (Urban)	6.2	6.0
WGLD-FM (Oldies)	6.0	5.6
WHHH-FM (CHR/Rhy)	5.4	5.4
WRZX-FM (Alternative)	5.0	5.4
WTPI-FM (AC)	4.9	5.0
WZPL-FM (CHR/Pop)	6.0	5.0
WENS-FM (Hot AC)	5.5	4.9
WNAP-FM (Cl. Hits)	3.3	3.3
WTTS-FM (Adult Alt)	2.8	2.8
WBKS-FM (Urban AC)*	1.9	2.7
WMYS-AM (Nostalgia)	3.3	2.3
WXIR-FM (Religious)	1.2	1.7
WYJZ-FM (NAC/SJ)	1.8	1.7
WGRL-FM (Country)	1.1	1.6
WNDE-AM (Sports)	1.5	1.2
WKKG-FM (Country)	.6	1.0

* Was WGGR-FM until August

Format Abbreviations

AC-Adult Contemporary, Adult Alt-Adult Alternative, B/EZ-Beautiful/Easy Listening, CHR/Pop-Contemporary Hit Radio/Pop, CHR/Rhy-Contemporary Hit Radio/Rhythmic, Cl. Hits-Classical Hits, Cl. Rock-Classical Rock, Full Serv-Full Service, Hot AC-Hot AC, Misc-Miscellaneous, MOR-Middle of the Road, NAC/SJ-New AC/Smooth Jazz, Reg. Mex-Regional Mexican, Spanish AC-Spanish Adult Contemporary, Spanish Con-Spanish Contemporary, Span N/T-Spanish News/Talk, Spanish/O-Spanish Oldies, Urban/AC-Urban Adult Contemporary, Urban-Urban Contemporary, Urban/O-Urban Oldies.

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Microradio

Continued from Page 1

as wattage increases and studio equipment is added.

The NAB, on the other hand, says the establishment of 100-watt, 1kw and microwatt frequencies "threatens the transition to IBOC digital radio, will likely cause devastating interference to existing broadcasters and will challenge the FCC as guardian of the spectrum." The association said the new service is not needed to boost programming diversity, as radio already offers "a rich array of local news, sports, entertainment and public service programming."

All Over The Map

The first low-power stations could be licensed as soon as this summer, after the commission has fielded comments from the public. That's according to Mass Media Bureau Chief Roy Stewart, who responded to questions from reporters on Jan. 28 after the commission's inaugural meeting in its new headquarters in the Portals.

The far-reaching proposal calls for the creation of "LP1000" (1kw) and "LP100" (100 watts) classes of service, with nine-mile and 3.5-mile radius service areas, respectively. The commission asked for input from the public on whether a third class, allowing broadcasting at one watt to 10 watts in a two-mile service area, might be warranted.

A hodgepodge of rules governing these new licensees was put forth. The new licensees might be limited to ownership of one LP station per community and five to 10 stations nationally, for example. Existing broadcasters and other media (such as newspapers and cable providers) may not be permitted to own or enter into LMAs or JSAs with the low-power stations. The stations may be allowed to sell advertising, or they may be strictly noncommercial, with preference given to educational institution applicants. (Arbitron said it will track audience measurement data on the

new stations if they meet its "minimum reporting standards.")

The most divisive language in the proposal is the notion that second- and third-adjacent channel protections should be suspended for low-power stations. This would mean that an LP could be as close as two stops away on the dial from a conventional FM station.

"The FM band," NAB Sr. VP/Science & Technology Lynn Claudy told R&R, "is very congested, at least in the major markets, so existing radio broadcasters fill up the available space for reasonable amounts of radio service and then some." The NAB notes there are 28 stations in the 88-108 MHz range in the Washington, DC market. FCC Commissioner Harold Furchtgott-Roth — the lone dissenting vote during the Jan. 28 meeting — said that New York can sustain no LP1000 or LP100 stations, while Los Angeles could only accommodate one LP1000.

"I do not believe we should create new stations at the expense of current interference protection standards," Furchtgott-Roth said. "While new people may be able to broadcast, others may lose their ability to receive and to listen to existing stations due to interference." He also pointed out that there are a number of alternatives to microradio — including buying airtime on

existing broadcast stations — in order to achieve a "proliferation of local voices."

Advances in transmission technology should silence the naysayers, says Washington, DC-based advocacy group the Media Access Project. "Not only are today's radio receivers more accurate, but the transmission equipment used by broadcasters is more finely tuned than before," the organization said. "This increased precision will allow more stations to exist side-by-side on the FM dial."

But the proposal's detractors say microradio threatens radio's future as well. Since the digital energy of the IBOC DAB signal will seep into a station's first-adjacent channels, the FM band in major markets may become even more congested than it is now as conventional stations transition to digital.

All five commissioners expressed concern over the issue of potential interference with DAB, which led Stewart to suggest that the new low-power services might accommodate only hundreds of licensees — where once the buzz was that thousands of new licensees would spring up. Another scenario that would address interference concerns would be making low-power licenses more readily available in rural markets, where the band is less crowded.

License & Registration, Please

An additional contentious issue the FCC must grapple with is what to do with current or former pirate broadcasters who apply for low-power licenses. The proposal asks the public for comment on prospective character qualifications for LP licensees, and whether applicants who have broadcast without a license in the past — or are currently doing so — should be legitimized with government licenses. Though he refused to make any definitive statements, Stewart hinted that felons or former broadcasters who have been stripped of their licenses may be denied LP status.

Policing the new licensees is a concern as well. Besides the NAB saying the service "will challenge the FCC as guardian of the spectrum," Furchtgott-Roth said enforcement of the new rules "will be an administrative drain."

Other points the proposal considers include how to identify stations (whether or not to use call letters, for example), whether to require mandatory electronic filing of applications for the service with a window of only a few days to file applications, and the use of auctions when several entities apply for the same frequency.



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Callahan

Continued from Page 1

Callahan fills the vacancy created last June when Steve Burke left ABC to join Comcast Corp. as head of its cable TV unit. Callahan joined ABC's predecessor, Capital Cities, in 1981 as Eastern Sales Manager/Multichannel News in the company's Fairchild Publishing division. He was named head of ABC Radio Networks in 1990. At the radio group, Callahan oversaw ABC's expansion to 19 AMs and 16 FMs and the creation 27 months ago of Radio Disney, which has 36 affiliates in 12 of the nation's top 20 markets. Before joining the company, Callahan

worked in planning and account management for Young & Rubicam; McCann-Erickson; and Wells, Rich, Greene Inc.

ABC spokeswoman Julie Hoover told R&R that a replacement for Callahan as President of ABC Radio would be announced "in due time." She declined to elaborate on possible candidates. For now, Lyn Andrews remains President of ABC Radio Stations. ABC Radio Group also has two Group Presidents: John Hare, who is responsible for stations in New York, Los Angeles, Detroit, Dallas and Washington, DC; and Mark Steinmetz, responsible for outlets in San Francisco, Chicago, Minneapolis and Atlanta.

Baumgartner

Continued from Page 1

of successful hit records at all formats," Lott noted. "He has a genuine passion for music and has developed long-lasting relationships throughout the industry over the years. I'm delighted to have him join us at Capitol."

Baumgartner began his career in 1978 as a local promotion manager in San Francisco for Columbia Records, rising through the Columbia ranks to Director/Album Promotion and then VP/Singles Promotion. In 1990, he was named VP/Promotion. One year later, he was elevated to Sr. VP/Promotion, a post he held until joining the Work Group in 1995.

"I am looking forward to meeting and working with Capitol's

roster of exciting, talented artists," he said, "and I am happy to have the opportunity to join up with Roy Lott and a truly amazing team of executives at the Capitol Records Tower."

Baumgartner succeeds outgoing Capitol Sr. VP/Promotion & Marketing Phil Costello, who, according to the label, left to "pursue other opportunities within the music industry." Lott stated, "Phil Costello has made significant and lasting contributions to the success of many Capitol artists, including Meredith Brooks, Radiohead, the Foo Fighters, the Beastie Boys and Everclear, and he deserves our appreciation for the role he has played in the current success of Capitol Records. We wish Phil continued success in his new ventures."

PRECIOUS METAL

The RIAA has issued the following awards for the month of November '98:

MULTIPLATINUM ALBUMS

Metallica, Metallica, Elektra/EEG (11 million); *The Hits*, Garth Brooks, Capitol (10 million); *Backstreet Boys*, Backstreet Boys, Jive; *Life After Death*, Notorious B.I.G., Bad Boy/Arista (8 million); *Spice*, Spice Girls, Virgin (7 million); *Come On Over*, Shania Twain, Mercury (6 million); *Savage Garden*, Columbia; *Master Of Puppets*, Metallica (5 million); *Surfacing*, Sarah McLachlan, Arista; *Hank Williams Jr.'s Greatest Hits*, Hank Williams Jr., Curb (4 million); *The Miseducation Of Lauryn Hill*, Lauryn Hill, Ruffhouse/Columbia; *'N Sync*, 'N Sync, RCA; *Reload*, Metallica; *Weezer*, Weezer, DGC/Geffen (3 million); *Hard Knock Life, Volume 2*, Jay-Z, Roc-A-Fella/Def Jam/Mercury; *Left Of The Middle*, Natalie Imbruglia, RCA; *It's Dark And Hell Is Hot*, DMX, Def Jam/Mercury; *The Very Good Years* and *Frank Sinatra's Greatest Hits*, Frank Sinatra, Reprise (2 million).

PLATINUM ALBUMS

Spirit, Jewel, Atlantic; *Hard Knock Life, Volume 2*, Jay-Z; *The Globe Sessions*, Sheryl Crow, A&M; *Aquemini*, OutKast, LaFace/Arista; *Helibilly Deluxe*, Rob Zombie, Geffen; *Eve 6*, Eve 6, RCA; *All Saints*, All Saints, London; *Booby Call* ST, Various Artists, Jive; *40 Ounces To Freedom*, Sublime, Gasoline Alley/MCA; *The Standard*, Carman, Sparrow; *The Very Good Years* and *Frank Sinatra's Greatest Hits — Vol. II*, Frank Sinatra; *Hank Live* and *Major Moves*, Hank Will-

iams Jr.; *Greatest Hits*, Bellamy Brothers, Curb.

GOLD ALBUMS

Spirit, Jewel; *Everything's Gonna Be Alright*, Deana Carter, Capitol; *John Mellencamp*, John Mellencamp, Columbia; *Cypress Hill IV*, Cypress Hill, Ruffhouse/Columbia; *Heaven's Movie*, Bizzy Bone, Relativity; *The Love Movement*, A Tribe Called Quest, Jive; *Aquemini*, OutKast; *Hard Knock Life, Volume 2*, Jay-Z; *The Globe Sessions*, Sheryl Crow; *Mean Green Major Players*, Various Artists, No Limit/Priority; *Divas Live — VH1*, Various Artists, Epic; *...Hits*, Phil Collins, Atlantic; *The Mix Tape, Volume III (Final Chapter)*, Funk Master Flex, Loud/RCA; *Premonition*, John Fogerty, Reprise; *Suavemente*, Elvis Crespo, Sony Latin; *Aria: The Opera Album*, Andrea Bocelli, Phillips; *Marco*, Marco Antonio Solis, Fonovisa; *Time To Say Goodbye*, Sarah Brightman, Angel; *One Fine Day* ST, Various Artists, Columbia; *Ridin' Dirty*, U.G.K., Jive; *Greatest Hits*, Bellamy Brothers; *The Main Event* and *Frank Sinatra's Greatest Hits — Vol. II*, Frank Sinatra; *America*, Pure Hank and Maverick, Hank Williams Jr.

GOLD SINGLES

"Love Like This," Faith Evans, Bad Boy/Arista; "Come And Get With Me," Keith Sweat, Elektra/EEG; "Nobody's Supposed To Be Here," Deborah Cox, Arista; "Gettin' Jiggy With It," Will Smith, Columbia.



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Super Bowl Spawns Shameless Shenanigans

Another Super Bowl, another chance for America's radio personalities to prove just how adept they are at combining promotion with masochism. Here's a sampling of this year's stunts, both excruciating and tame.

- **WNNX (99X)/Atlanta's** Barnes, Leslie & Jimmy made an interesting bet with the afternoon team at **KXPBK/Denver**: One personality from the losing city had to chop off part of a finger! Since the Falcons lost, the 99X crew had to draw names out of a hat, and **Leslie Fram** came out on the proverbial short end (so to speak). She's set to have the tip of her finger "cosmetically altered" Friday morning ... if she has the guts to go through with it. Stay tuned!

- **WASH/Washington** morning show members **Kim Burton** and **Diane Duncan** had an interoffice bet going with their co-hosts, **Bill Worthington** and **Stuntman Steve**, that Atlanta would defeat Denver. Tuesday, both Burton and Duncan received a painful reminder of the Falcons' loss — a tattoo. (You'll have to talk to Kim and Diane about details of the finished artwork.)

- **KJYO/OKC** morning co-host **Tooker's** painful reminder of his bet with partner **T.J.** will be badly blistered feet — his fate was having to walk all the way from Miami back to Oklahoma City. Alright, it's *Miami, Oklahoma*, but it's still nearly 200 miles.

- The phone lines crashed six times during the Super Bowl TV broadcast in Charleston, SC when the Fox affiliate ran a crawl announcing that Country **WNKT** was giving away a 27-inch TV to the 107th caller.

- **KBPI/Denver** broadcast its morning show live from Miami all week, then threw a Super Bowl viewing party — featuring musical entertainment from Econoline Crush and a two-story TV screen — for 1,200 people at the Ogden Theater.

- **KLOL/Houston** gave away the "Ultimate Super Bowl House Party," including a big-screen TV, foosball table, recliner, food and drinks for 50, a football signed by NFL MVP Terrell Davis — and to make things really surreal, a marching band from a local high school that actually paraded through the winner's house at halftime. Afternoon

driver **Outlaw Dave** gave away the trip, then was there to be a freeloader during the game.

- A couple of CHR stations road-tripped it to the Super Bowl. **WNKS/Charlotte** threw together a group of seven "misfits" to accompany morning show producer **Yankee Pete** to Miami — with no money, lodging or tickets. It was up to the group to fend for themselves on the road, working odd jobs and making pleas for support. Alas, the motley crew made it to Miami, only to be turned away when they tried to earn their way into Pro Player Stadium by getting jobs there. **KKRZ/Portland** sent six contestants in three cars on a cross-country trip to Miami, with the first to arrive getting Super Bowl tix. But after all that distance, two of the cars arrived in a dead heat! So morning show producer **Dave Clark** hid the tickets at the stadium and sent the tied twosomes on a frantic search, won by the two female occupants of the "Thelma & Louise" car.

- **KRXQ/Sacramento's** Rise Guys morning team tried to predict the game's outcome with the "Super Roll." Falcons fans got together to push a '65 Ford Falcon, while Broncos boosters pushed an '88 Ford

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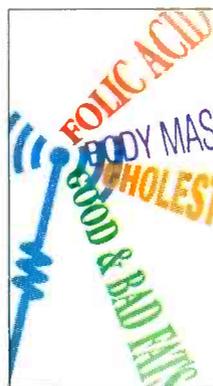
Rumors

- Will **WinStar** soon buy **SW Networks**? WinStar spokesman **Jay Clark** told **ST**, "As of right now, our Global Media reps **SW Networks** for sales purposes. But, indeed, we are exploring other options."

- Is acting **KXPBK/Denver** PD **Bill Weston** just keeping the seat warm for a major-market Midwestern PD?

- After 10 years at **WHTZ/NY**, is morning driver **Elvis Duran** about to exit?

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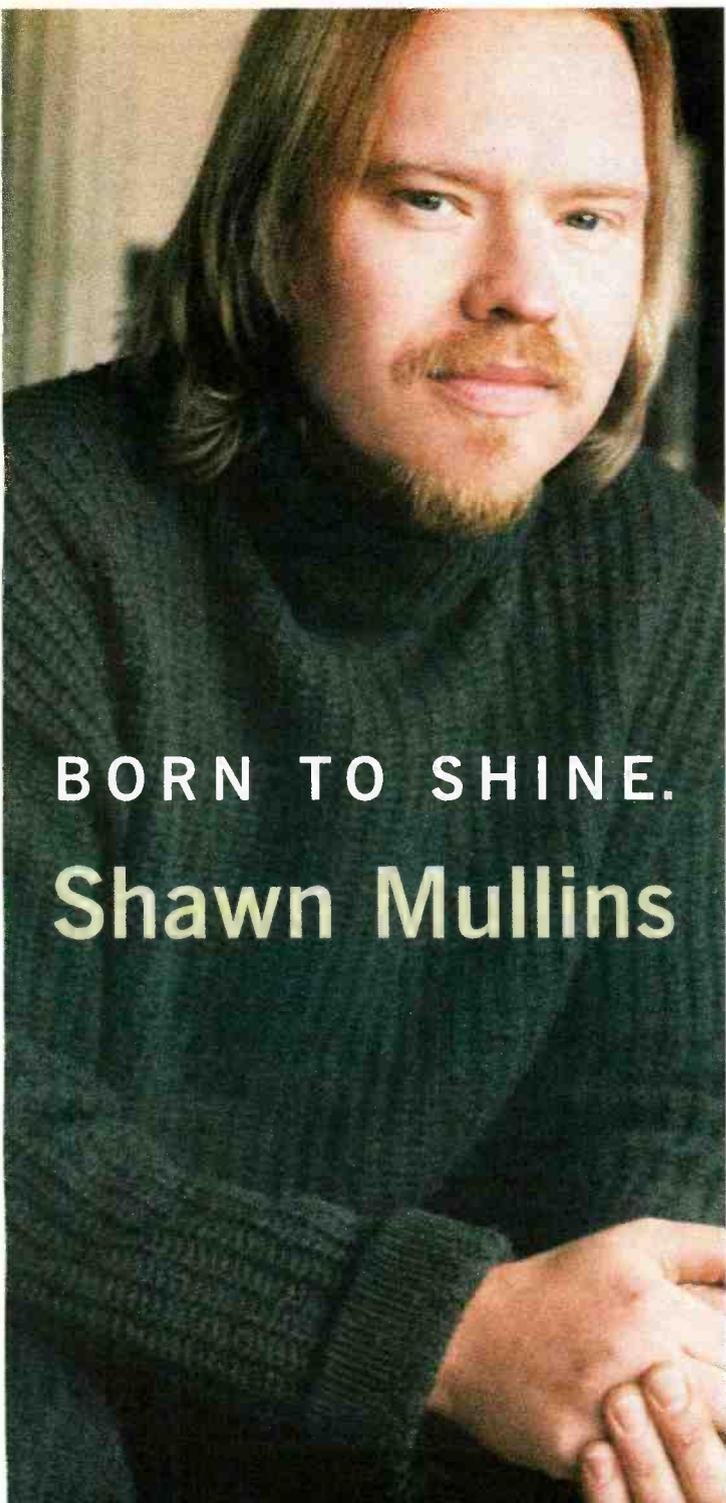
KIIS-FM / Los Angeles - \$1,000,000 to Karolina Khodzhyan

WYAY-FM (Y-106) / Atlanta - \$1,000,000 to Heather Ann Conner

WFLZ-FM (93.3 FLZ) / Tampa - \$100,000 to Suzanne Slove

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STREET TALK®

Continued from Page 32

Bronco. Unlike the football game, getting behind the lightweight paid off, as the Falcon crossed the finish line first.

Super Bowl Scuffle: Station Sues Seahawks' Ex-Owner

Entercom's KIRO/Seattle is seeking more than \$5 million from Ken Behring and the group that used to own the NFL's Seattle Seahawks. According to the suit, the station lost out on advertising revenue after Behring announced he was moving the team to Los Angeles three years ago. Though the move never took place, KIRO charges that the false alarm eroded advertiser and fan support, making it more difficult to sell ads for Seahawks broadcasts. KIRO VP/GM Dick Carlson said the suit was filed "for the purpose of capturing the significant losses suffered by KIRO due to the harmful actions of Ken Behring." Current Seahawks ownership is not named in the suit.

KIRO made even more headlines this week when afternoon talk host **Dori Monson's** sendup of Senate Chaplain Lloyd Ogilvie delivering a phony invocation irked a whole lot of listeners. Word got out to the real Ogilvie, who called demanding that Monson apologize! The bogus invocation had the chaplain "praying" for things like help and wisdom as the Senate searches for a "way to get this piece of scum out of office." Monson said he thought the parody's absurdity was enough of a disclaimer for listeners and said he was not belittling the act of prayer.

GulfStar Doing The Splits?

GulfStar — one of Capstar's six divisions — will likely have its 79 stations divided among three other Capstar divisions, insiders close to the situation tell **ST**. GulfStar executives aren't talking, but the company is working on a public announcement that could be ready this week. No firm details yet, but some reports have the GulfStar stations being spun off to Central Star, Pacific Star and SEAStar. Others have Gulfstar President John Cullen moving to Capstar as co-COO.

San Jose Rock radio fixture **Dennis**

Rumbles, Pt. 1

- Former KRTH/L.A. PD **Phil Hall** and ex-Chancellor sales exec **George Longwell** join online content partner OnRadio as VP/Programming and VP/Sales, respectively.
- **Mark Thomas** joins WCRZ/Flint, MI as GM.
- Former KKBT/L.A. AE **Michael Gorman** joins Big City CHR/Pop synchrocast WKIE & WKIF (Kiss FM)/Chicago as Sales Mgr. Also, Windy City marketing vet **David Perlmutter** joins as Mktg. Dir.
- **Tom Holiday** rises to Dir. of Sales/Station Mgr. for Cox Radio/Tulsa. Holiday was previously the cluster's Dir./AM Sales.
- KKSF/SF APD/morning man **Roger Coryell** exits after eight years there.
- Equity Broadcasting COO and KHTE/Little Rock PD **Neal Ardman** steps down, as does KDRE & KHTE MD **Alyene Hoover**. KDRE PD **Corey Deitz** adds KHTE PD duties. KHTE nighttimer **Peter Gunn** picks up MD duties, as does KDRE nighttimer **Gavin Valentino**.
- WBLI/Long Island PD **John Thomas** exits.
- WLRW/Champaign, IL PD **Mike Blakemore** leaps to PD of Hot AC KMXD/Des Moines.
- WSTO/Evansville, IN afternooner **Jack Baldwin** has been appointed PD at WHOB/Nashua, NH.
- *Love Phones* disconnects as WinStar pulls the plug on its distribution deal with the **Dr. Judy Kuriansky**-hosted talk show.
- Watch for Sports **WPOP/Hartford** to make "significant changes" in its programming on Feb. 28.

Erectus is the latest casualty of the virtual radio boom, as **KSJO/San Jose** has decided to fill his shift and the station's weekend shifts with virtual jocks. The weekenders will be replaced by "virtual" shows voiced by KSJO full-timers, while **Erectus'** shift will be voiced by a soon-to-be-announced Jacor jock from another market. That jock will keep his current job, but will send a fully localized San Jose show through the wires as well.

But It Was Strong Tape ...

In proposing to eliminate state funding for Minnesota Public Radio and TV, Governor **Jesse Ventura** remarked that MPR stations had "plenty of producers and state-of-the-art equipment," while his old station, Chancellor's KFAN-AM/Minneapolis, sometimes used "equipment held together by tape." KFAN OM Greg Swedberg told **ST** Ventura may have been exaggerating a *little* bit, but "he's dead right about MPR. Their facilities are like the Taj Mahal. We've never had a governor with enough intestinal fortitude to stand up and say that."

And now, the rest of the **Paul Harvey**

Continued on Page 36

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WNNK #3	WFKS #5	WKRQ #8	WBZZ Top 10
KLAZ #3	WHTS #5	WZPL #9	KALC Top 10
WPNT #3	WSTW #6	KZZO #9	WPLT Top 10

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"A big fat hairy hit!"

- J.R. Ammons - MD/WSTR

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B96/CHICAGO

KUBE/SEATTLE

XHTZ/SAN DIEGO

AND MORE!



Elektra

STREET TALK®

Rumbles, Pt. 2

- WYNF/Sarasota's **Bob Garrett** joins WEBN/Cincinnati as MD.
- Active Rock WIQB/Ann Arbor MD/middays **Chris Ammel** exits, and **Ken Ward** (ex-WRCX/Chicago) joins as APD/MD/middayer.
- Country WCTK/Providence evening personality **Sam Stevens** moves to middays and takes over MD duties from **Tiffany Hill**, who moves to crosstown Oldies WWBB.
- WHEB/Portsmouth, NH MD and 14-year station vet **Scott Laudani** exits.
- Former RCA promotion wizard **Paul Nelson** joins WWKX/Providence as MD.
- WJMH/Greensboro MD **Mary K.** exits to become APD/MD at WBHJ/Birmingham.
- WRVW/Nashville part-timer **Dylan** joins WKXJ/Chattanooga as APD/MD/afternoon, replacing **Bob** by **Corona**.
- Active Rock WQKK/Johnstown, PA's **Chris Prospero** gives up MD duties but keeps the morning show. Afternoon host **Jason Myrtetus** is named MD.

Continued from Page 34

story. The syndicated host offered an on-air apology to Muslims last week (1/27) for a remark made on an earlier broadcast, explaining that his remarks had truly been aimed at terrorist groups who use religion to justify their acts. Harvey told his listeners, "I believe everything I said. But I would never say it that way again... Please excuse this imprecise wordsmith for his unintentional slur."

Talk about sibling rivalry! First, Infinity's all-News **KFWB/L.A.** announced the Feb. 15 debut of its new *KFWB Noon Business Hour*. Hours later, in a bit of brotherly one-upmanship, co-owned competitor **KNX** said it would bow its similarly formatted *KNX Business Hour* six days prior to that. Meanwhile, Emmy-winning TV anchor **Kathleen Sullivan** joins **KFWB** for morning co-anchor duties, joining longtime morning anchor **Dan Avey** and L.A. TV news vet **Bob Jimenez**.

Casey Kasem Replaced?

No, he hasn't left *American Top 40*. But WYNK/Baton Rouge morning man **Scott Innis** has taken over another Kasem hallmark — the voice of Shaggy in the Scooby Doo cartoons. In fact, Innis just finished voicing both Shaggy and Scooby for an upcoming video release, *Scooby Doo and the Witch's Ghost*.



PROMO ITEM OF THE WEEK — Let's raise a glass (of orange juice, of course) to 550 Music for scoring this week's honors. In one slot of the toaster came *Honky Toast's* debut single, "Shakin' and a Bakin'," and in the other was a subtle reminder of the add date. And if you keep the bread long enough, you get free penicillin ... what a deal!

RADIO & RECORDS



1

- **Bill Catino** boosted to Capitol/Nashville Exec. VP.
- **Gary Bryan** becomes PD for KJR-FM/Seattle.
- **Kris Olinger** appointed PD of Entercom/Seattle's News/Talk trio.
- **Art Bell** joins Premiere Radio Networks.
- **R&R** appoints **Sky Daniels** GM and **Jim Kerr** Alternative Editor.

5

- **David Foster** named Sr. VP for Atlantic Records.
- **Les Garland** rises to Exec. VP of Video Jukebox Network.
- **Lori Holder-Anderson** boosted to VP/CHR Promo for A&M Records.
- **Judy McNutt** joins Communitech as Exec. Dir./Programming.
- **John Brent** becomes PD of KHYL/Sacramento.

10

- **Chris Witting** tapped as WCAU/Philadelphia VP/GM.
- **Gary Berkowitz** recruited as VP/Programming by WCZY/Detroit.
- **Marko Babineau** is boosted to Dir./Promo for Geffen Records.
- **Randy Kabrich** joins Pirate Radio/L.A. as OM; keeps WRBQ-AM & FM/Tampa PD gig.

15

- **Don Kelly** elevated to GM at WMAR/Baltimore.
- **Greg Gillespie** gets the WDVE/Pittsburgh PD gig.
- **Bob Mitchell** made PD at WCOL/Columbus, OH.
- **Jim Zippo** tapped as PD for WKOS/Murfreesboro-Nashville.
- **Bill Lee** lands afternoons at WLOL/Minneapolis.

20

- Atlantic Records sets **Vince Faraci** as VP/Nat'l Promo and **Tunc Erim** as VP/Nat'l AOR Promo.
- **Dan Mason** recruited as KTSA/San Antonio GM.
- **Bill Barlett** boosted to VP/Album Promo for Ariola Records.
- **Charlie Van Dyke** joins WRKO/Boston for mornings.

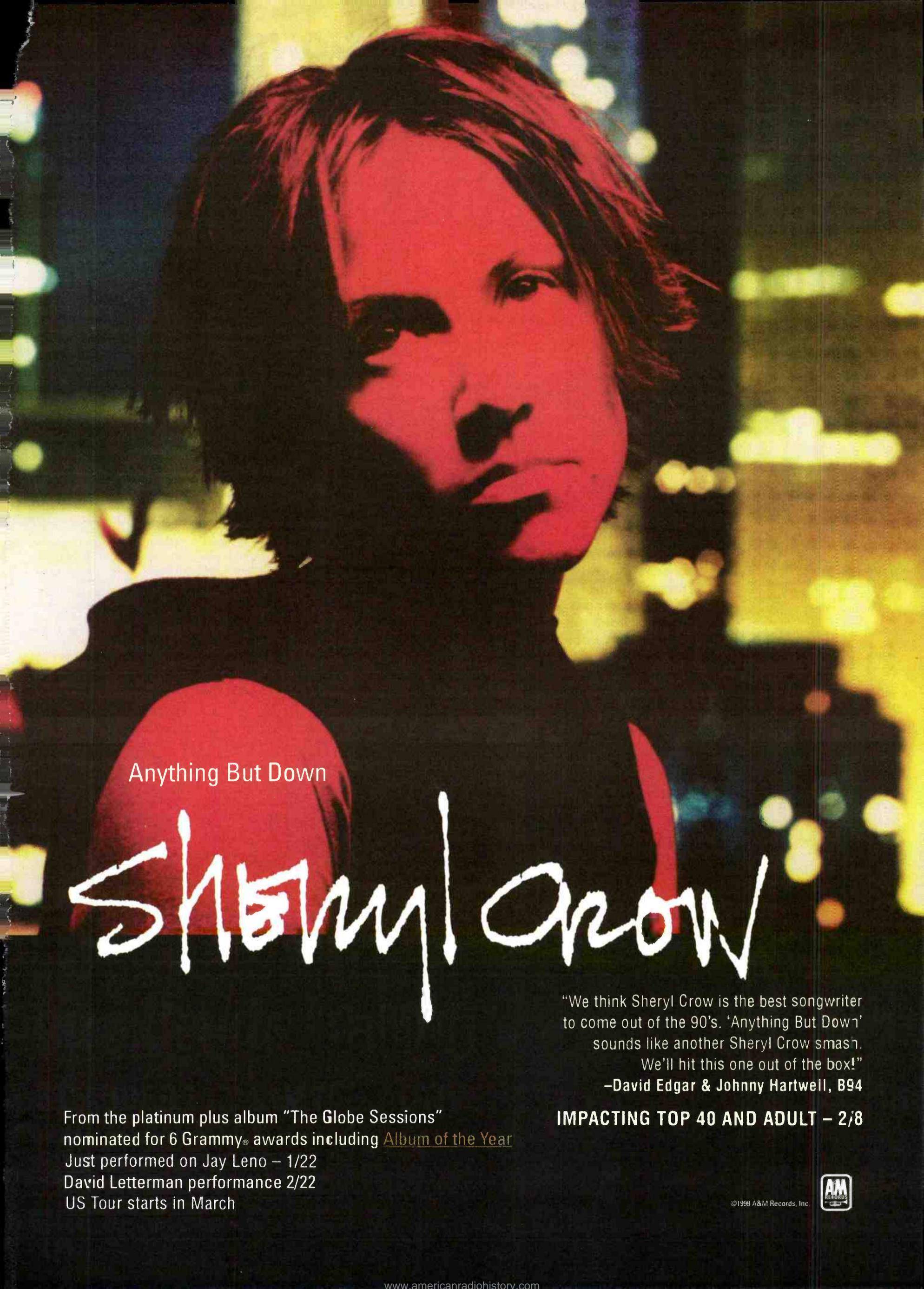
25

- Charter Oil buys **Bartell Media**.
- **Gerry Peterson** picked as PD of KHJ/L.A.
- **Dan Clayton** chosen as WBBF-AM & FM/Rochester GM.
- **The Greaseman** slides into mornings at WPOP/Hartford.

Records

- Former Island Sr. VP/Promo **Joe Riccitelli** resurfaces at Jive, succeeding Sr. VP/Pop Promo **Jack Satter**.
- **Lori Holder-Anderson** joins Wind-Up as VP/Promo.
- Capitol hires former Geffen local **Zak Phillips** as its new Denver regional.
- Priority taps former Motown rep **Kevin Ross** as its Chicago-based Midwest regional.
- Almo Sounds expands its field staff, hiring **Jonathon Shapiro** for Atlanta local duties and **Steve Raabe** for Chicago local duties.

If you have StreetTalk, call the R&R News Desk at (310) 788-1699 or e-mail jaxelrod@rronline.com



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Sheryl Crow

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IMPACTING TOP 40 AND ADULT - 2/8

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STEVE WONSIEWICZ

The Big Picture: A View From The Street

□ A veteran Wall Street entertainment analyst shares his views on the health of the music business

Let's face it: It's not the best of times for the record business. Watching good friends and acquaintances get handed pink slips tends to make people rethink their own job status. Lay-offs don't do much for morale. Add to that the very nature of the record business — who *really* knows how many records an artist will sell? — and the results would cause any sane person to toss a little in his or her sleep.

Yet it's during these times that the industry *needs* to take a step back and look at the big picture; to set aside just for a minute the negative headlines and take a closer look at the good, the bad and the ugly of the business.

In this first part of a two-part series, I spoke with veteran entertainment financial analyst **Harold Vogel** to find out how Wall Street views the record business. In two weeks you'll hear from a few label presidents. Vogel is one of the top entertainment analysts on the Street. He's also an adjunct professor at Columbia University who wrote the definitive textbook on the economics of the entertainment business, appropriately titled *Entertainment Industry Economics*, which is now in its fourth edition.

Vogel's view is simple: Don't read too much into what happened at the Universal Music Group, because when it comes to the big picture, nothing changed dramatically. And he believes it's somewhat misleading to say that Wall Street is casting a long shadow on the business. Why? The largest labels have been subsidiaries of publicly traded companies for decades.

Nor is it accurate, he believes, to say that the dramatic scaling back of A&M, Island and Geffen and the transformation of Interscope into a vital profit center for Seagram mean the independent record sector will be changed forever. New leaders in this delightfully entrepreneurial business will eventually surface. The cycle will continue.

Here's what Vogel has to say.

R&R: *One publicly traded multinational sold a subsidiary to another publicly traded multinational. The record industry lost one distribution company, and, unfortunately, there were job losses. Will this dramatically change the record industry?*

HV: From a long-term perspective, I don't think it will. Obviously, it's very difficult for the people who made their careers and livelihoods in the music business, and it's not going to be easy for them to find similar jobs with new companies. But the good news is that this is probably one of the last consolidations that will happen. The in-

ff

The worst thing that could happen in a long-term sense is that the management of these large record companies snuff out creativity. They know if that happens, they're all dead.

dustry has probably gone about as far as it can. Any future large acquisitions would run into antitrust problems in Europe or the U.S.

From a historical perspective, it is sad to see what happened to Geffen or A&M. They released a lot of great music over the years, and I think people will miss them. Those are fine labels, but they'll have a diminished role.

Yet, from the standpoint of business efficiency, corporations can handle a lot more labels from an administrative aspect than they could in the past. It's really a function of technology. The management systems have become more sophisticated, so they can do the same work with fewer people.

R&R: *Many people are saying that a bean-counter mentality is overtaking the creative side of the business, but hasn't that been the case for quite some time, just like it has in other media and entertainment sectors?*

HV: That's true. There is an element of that mentality because everyone wants to be more profitable. Yet the worst thing that could happen in a long-term sense is that the management of these large record companies snuff out creativity. They know if that happens, they're all dead. They have to maintain that individuality among the senior executives. The difficult part is that there are artists who will fall through the cracks and won't get a shot at fame and fortune the way they might have years ago.

R&R: *A lot of people are also talking about how the record business shouldn't be focused on quarterly earnings. Yet that doesn't seem to be a big issue with other entertainment sectors, like the film, TV or book publishing businesses.*

HV: You'll probably get an argument from book publishers. That's a tough industry that has gone through even more gut-wrenching change than the music industry, if that's possible.

All of these industries face the same thing: the concentration of ownership among a few big companies. That makes it very difficult for the new individual without a name to break through. Whether you are writing novels or recording music, it's pretty much the same story, but it is easier in the music business, because the industry has a smaller investment per unit.

There is quarterly earnings pressure, no doubt about it, but any management worth its salt ignores it. You can't run these businesses by trying to push through an album that's half-baked just so you can make the quarter. That's why I don't buy into it. It doesn't make business sense, and senior management knows it.

Most of these companies are so huge that it doesn't matter if one or two records don't make the quarter. That's an important point to recognize. People get all excited about last week's box office gross or a record's first week of sales. Well, these companies generate \$25 billion a year in sales. Whether or not the film or record is profitable, their contribution is a rounding error on the quarterly earnings per share. If they have good product, it will show up in the next quarter — and there's always another quarter.

R&R: *People say the economics of the business has to change. What do you feel needs changing from the revenue and sales sides?*

HV: On the revenue side, it's not clear how much that will change. What will happen is, the distribution of music will be different because of technology. The industry is groping toward a solution, but no one knows the answer. Eventually, people will be legitimately downloading songs from the Internet. Companies will charge something for that legitimate service, whether it's by byte or length of song. I don't know; it's evolving right now. Yet that doesn't mean the record business will go away. It will coexist with what evolves, since most people, even with a



CAPITOL 'FREEWORLD' AT LAST — Capitol Records and Rowdy Records execs celebrate the formation of their new joint venture, Freeworld Records. Rowdy founder Dallas Austin will serve as Freeworld CEO, while VP David Gates will be responsible for day-to-day operations. One of the first artist to be released under the new deal is Vega, a four-member male vocal group from Detroit that is currently finishing its debut album in Atlanta with Austin. Pictured (l-r) are Austin, Capitol President Roy Lott, and Gates.

high-speed connection, don't have the patience to fiddle with it.

As for piracy, one kind of piracy will be replaced by another. Analog piracy will become digital piracy. The copies will be better, but I don't believe the pirated music buyer is doing it because of a quality issue.

Because of better technology, the industry will save on distribution costs, so, theoretically, music could become cheaper. And as soon as you make legitimate music cheaper, you reduce piracy. Why would people spend a lot of time to get a piece of music illegally when they could get it at a reasonable price quickly and legitimately?

The market will broaden. All of those worries and concerns are near-term. People who disagree aren't thinking economically. Music isn't going to go away. People will still crave it. It's one of the basics of entertainment.

R&R: *What about the cost side of the equation? The labels are bemoaning the rising cost of marketing, promotion and such.*

HV: Here again, technology will help. Looking at the big picture, recording costs are coming down. The ability for people to make a very good-sounding piece of music in their garage or bedroom has been enhanced. More people are doing it themselves, so there is more product for labels to choose from.

As for marketing and promotion

allows corporations to reach more people in different ways. What's the cost of sending an e-mail to a fan vs. the cost of postage?

R&R: *Which means that it comes back to gut instinct — when to pull the plug on a project or to continue investing in an artist in the belief that the breakthrough is just around the corner.*

HV: It's a matter of judgment and knowing your market. But since when is that different from, say, 15, or even 50, years ago.

R&R: *Consolidation is taking place in virtually every business, yet at some point something happens that allows new competitors to enter the market. Will the record industry see another growth phase for independent labels?*

HV: Indies still have about 20% of the market. Where do all of these people come from all of the sudden? The answer is technology and their skill at finding artists. The labels we're losing today will be replaced by other independents.

R&R: *There is a lot of uncertainty in the record business, because a lot of things are happening concurrently — consolidation, technological uncertainty and uneven sales — and Universal seems to be at the center of the debate about the future of the industry.*

HV: We're in a period of rapid change, and people naturally have trouble adjusting to it. Since this is

ff

There is quarterly earnings pressure, no doubt about it, but any management worth its salt ignores it. You can't run these businesses by trying to push through an album that's half-baked just so you can make the quarter.

costs, that part isn't going to go away. The movie industry has the same problem. You just can't get around it. Advertising and promotion costs are a fairly steady proportion of overall costs, even if they are rising. The problem is that consumers have so many products from which to choose, the record companies have to market and promote their products more aggressively than in the past.

But here again, technology will moderate future increases, because it

the entertainment business, people are media-sensitive about it, and the media tends to play it up and amplify those concerns, maybe more so than for the closing of a steel mill, for instance. But it shouldn't be all that surprising. Once many of the issues get squared away, the amount of music will probably expand, and the price per unit — whatever it is — will be lower. Remember, everybody complained about the move to CDs, yet the business survived.

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Alien FASHION SHOW

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Rocket 95

Life on earth will never be the same!



IMPACTING EVERYWHERE THIS WEEK

R&R LAUNCHING PAD

Rock Shakin' Its 'Boo-Tay' To Bare Jr.'s 'You Blew Me Off'

Rock radio certainly isn't blowing off **Immortal/Epic** alt-rock band **Bare Jr.** The Nashville-based quintet's debut single, "You Blew Me Off," has entered the Alternative, Active Rock and Rock charts.

Key stations playing the anthemic rocker include Alternatives

which helped get the ball rolling at radio, and so far radio's been very supportive."

Concurrent with the summer '98 tour, Epic worked college radio and independent retail. Notes **Epic Records Group** Sr. VP/Artist Development **Harvey Leeds**, "We

Ready For Takeoff: Lackey, Mr. Henry, Dexter Freebish

By the time you read this, will Nashville-based alt-rock trio **Lackey** have a deal memo hot in hand? It looks like it, and **Capitol**, **Elektra** and **Mammoth** have the inside track for the **Front Row**-managed group, which caught everybody's attention when Alternative **WNNX/Atlanta** started playing "What Can I Say" at the end of 1998. **WNNX PD Leslie Fram** is a huge fan of the band, as is Adult Alternative **WDD/Chattanooga, TN PD Chris Adams**. Both have been playing "What Can I Say" for over a month.

The Atlanta-based brother of a New York bandmember tells a Birmingham retailer about his sibling's group, and that retailer talks up the act to the host of a local Alternative station's Sunday morning alt-country show, who in turn convinces the PD to add a song to the station's playlist. Such is the roundabout way **Big Apple-based Mr. Henry's** song "Lonesome Bus" turned up at **WRAX/Birmingham**, which last week was playing the song around 30 times. Based on airplay alone — the group has yet to perform in the market — the band's **Jackhammer** has sold nearly 400 copies in the city. While labels big and small previously passed on the band, **Deep South Records** picked up the rights to **Jackhammer** just prior to **WRAX's** add at the end of last year. Major and indie label interest is high, thanks to **WRAX's** airplay and retail support from **Magic Platter**. The band will showcase its music at the Nashville NEA Extravaganza on February 12.

It's more than just the eyes of Texas A&R execs that are upon Austin pop-rock quartet **Dexter Freebish**. The band won the 1998 John Lennon Songwriting Contest for "Leaving Town," which was recently added at hometown Active Rock **KLBJ. OM/PD Jeff Carrol** started testing the song about a month ago, and two weeks ago he added the track to regular rotation, where it's already pulling down "great phones." The band will be showcasing during the South by Southwest convention on March 17-21.

Producer/remixer **M-Doc** picks up another add for his new single, "Free," at Urban **WJUC/Toledo** following a nearly 500-spin run at Urban powerhouse **WGCI/Chicago**, the first station to report the song. The cut, a seductive remake of the Deniece Williams hit, features vocalist Cristina and has been a 'GCI staple since mid-October 1998. **M-Doc's** currently going it alone on his own label, **Indasoul**, but word is manager and urban music pro **Ed Strickland** is fielding major-label interest



Bare Jr.

WXDG/Detroit, KPNT/St. Louis, KEDJ/Phoenix, KROX/Austin, KWOD/Sacramento and WRAX/Birmingham; Active Rockers **WWDC/Washington, WXTB/Tampa, WZTA/Miami, WLZR/Milwaukee, WRIF/Detroit, KQRC/Kansas City, WXTM/St. Louis, KBPI/Denver and KRXQ/Sacramento;** and Rock outlets **WMMR/Philadelphia, WEBN/Cincinnati, WCKW/New Orleans, WRQC and KXXR in Minneapolis and KDWB/Phoenix.**

Fronted by Bobby Bare Jr., son of country star Bobby Bare, the band first started gaining A&R attention in early 1997 when now-defunct Alternative **WRLG/Nashville** began playing a demo version of "You Blew Me Off." That led to the band — which is represented by longtime artist manager and former Columbia Records/UK Managing Director **Kip Krones** — inking a deal with **Immortal** at the end of '97. **Krones**, who left Columbia/UK to move to Nashville in mid-1996, hooked Bare Jr. up with Nashville-based British expatriate producer **Peter Collins**. The band's debut album, *Boo-Tay*, was released last September.

From the outset, the plan has been to let Bare Jr. tour relentlessly — including dates on last year's **HORDE** tour — in order to build a solid base before "You Blew Me Off" was serviced to commercial radio. Says **Krones**, "It gave us a chance to get the band in front of a lot of people who might not normally have seen them."

Rolling Stone picked up on the growing word of mouth and profiled the band in its 1998 year-end special. **Krones** continues, "Fortunately, we got a lot of great press,

knew 'You Blew Me Off' was a one-listen, radio-friendly song, so the plan all along was to tour them, let them develop into a really tight road band, do some grass-roots marketing and positioning and get them ready for radio.

"Our progressive marketing department did a great job, but we also had great support from all of our promotion staff. Our DC rep, **Mike Martinovich**, was one of the first to hear the music and really helped flesh out our game plan."

While Epic initially eyed a late 1998 add date for "You Blew Me Off," it elected to wait until the new year. **VP/Promotion Stu Bergen** recalls, "There's always a thirst for new music at the beginning of the new year. We knew we had a special song and artist, and radio has responded."

Given the song's appeal, Epic also decided to work the single simultaneously at all Rock formats. **Bergen** continues, "Lyrically, we felt it would appeal to both men and women, because they can both relate to being blown off by someone in their life. And if you look at the way it's breaking at Active Rock, heritage Rock stations and modern Rock, that's being borne out."

Over at **WXTM** — an Extreme-branded station that adeptly mixes heavier alternative and hard rock — **PD Tommy Mattern** says the song "fits in exactly with what we're doing. At times we lean toward the harder side of things, and at times we lean more mainstream. So far it's one of our best-reacting records. It has a great rock hook and a refreshing sound. Plus, it's a great separation cut from the other records we're playing."

Bare Jr. is currently touring the Southeast. Look for the band to land a support slot on a major tour by late winter or early spring.

MUSIC NEWS & VIEWS

New Creed Album Slated For Fall Release

Creed fans take heart. The alt-rock band will begin writing material for their next album later this month, the band's manager, **Jeff Hanson**, told **R&R**. Hanson expects the Tallahassee-based group to enter the studio in March and finish recording by the end of April. The new album, the follow-up to the multiplatinum *My Own Prison*, should be delivered to **Wind-up Records** by May and could hit retail by fall. Producing is **John Kurzweg**, who also helmed *My Own Prison*.

Also in the studio is **Outpost Recordings** alt-country group **Whiskeytown**. **Ethan Johns** (son of renowned producer **Glyn Johns**) is producing.

The group, led by **Ryan Adams**, has already recorded over 40 songs for the new disc, which is tentatively titled *Go Bye Bye Music*. Joining the band in the studio is **Smashing Pumpkins' James Iha**. **Outpost** has slated a summer release for the album ... **Luscious Jackson** is close to wrapping up work on their next album. **Blondie's Deborah Harry** lends background vocals on the track "Fantastic Fabulous." Look for the album to be released this summer.



Whiskeytown

Offspring, Manson-Hole Dates Set

Tour update: Platinum-plus alt rockers the **Offspring** embark on a national headlining tour Feb. 24 in Cleveland. **Ozomatli** and the **Living End** support ... The **Marilyn Manson-Hole** co-headlining tour officially bows on Feb. 28 in Spokane. The pair plan to tour for about two months. **Monster Magnet** opens ... **MCA** hip-hop act the **Roots** begin their national tour on March 3 in Seattle.

Mos' Def and **Common Sense** support ... **Maverick** singer/songwriter **Jude** has landed a month's worth of dates opening for **Better Than Ezra** beginning Feb. 19 in Jackson, MS ... **Sammy Hagar** embarks on a promo concert tour of Hard Rock Cafes beginning on March 7 in Atlantic City. **Hagar's** latest **MCA** album, *Red Voodoo*, hits retail March 23. The debut single, "Mas Tequila," goes to radio March 1 ... The 12th edition of the alt-country **MerleFest** has been set for April 29-May 2 in Wilkesboro, NC. Participating in this year's show are **Hootie & The Blowfish, Lucinda Williams, Bela Fleck & The Flecktones, Earl Scruggs With Family & Friends, Steve Earle, Ricky Scaggs, Jorma Kaukonen and Doc Watson.**

This 'n' that: Live entertainment promoter **SFX Entertainment** has bought a 50% stake in **Sharon Osbourne Management**, the management company that represents **Ozzy Osbourne** and is run by his wife. As part of the deal, **SFX** will also finance a new label to be managed by **Sharon Osbourne** ... The **Breeders** have contributed the song "Collage," their first new track since 1994's "Last Splash," to the **Elektra** soundtrack for the movie *The Mod Squad*. Also appearing on the disc are **Busta Rhymes, Everlast, Curtis Mayfield, Crash Test Dummies, Alana Davis** and **Gerald Levert/Lil' Mo**. The soundtrack hits retail March 23, while the movie will be released April 1 ... **Graham Parker** will release an Internet-only collection of previously unreleased material titled *Loose Monkeys, Spare Tracks & Lost Demos*. The set can only be accessed via **Razor & Tie Records'** website, www.razorandtie.com.



Sammy Hagar

R&R

TOP 20

FEBRUARY 5, 1999

LW	TW	ARTIST TITLE LABEL(S)	TW TOTAL PLAYS	LW TOTAL PLAYS	TOTAL STATIONS/ADDS
2	1	GOO GOO DOLLS Slide (Warner Bros.)	1987	1652	43/1
1	2	SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	1883	1705	38/0
3	3	SHAWN MULLINS Lullaby (SMG/Columbia)	1719	1575	38/0
5	4	EAGLE-EYE CHERRY Save Tonight (Work/ERG)	1693	1536	41/0
4	5	JEWEL Hands (Atlantic)	1671	1544	41/0
7	6	MATCHBOX 20 Back 2 Good (Lava/Atlantic)	1576	1361	40/0
6	7	THIRD EYE BLIND Jumper (Elektra/EEG)	1433	1371	37/1
10	8	SUGAR RAY Every Morning (Lava/Atlantic)	1431	1210	42/0
11	9	U2 Sweetest Thing (Island)	1360	1180	37/2
8	10	EVE 6 Inside Out (RCA)	1329	1238	34/0
12	11	NEW RADICALS You Get What You Give (MCA)	1290	1160	40/0
9	12	BARENAKED LADIES It's All Been Done (Reprise)	1271	1225	40/0
13	13	SHERYL CROW My Favorite Mistake (A&M)	1161	1127	34/0
15	14	SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	1109	914	32/0
17	15	ALANIS MORISSETTE Unsent (Maverick/Reprise)	1044	850	39/2
14	16	LENNY KRAVITZ Fly Away (Virgin)	1033	1009	36/2
18	17	DAVE MATTHEWS BAND Crush (RCA)	1019	768	33/0
16	18	EVERCLEAR Father Of Mine (Capitol)	954	890	31/0
19	19	CAKE Never There (Capricorn/Mercury)	793	724	29/2
-	20	COLLECTIVE SOUL Run (Hollywood/Atlantic)	689	454	35/5

This chart reflects airplay from January 25-31. Songs ranked by total plays. Contributing stations combine from the Custom Chart function on R&RONLINE. © 1999, R&R Inc.

PERSPECTIVE

BY

Chuck Beck

102.5
The Point

There are some good releases for our format out now from major artists, but I don't see secondary artists breaking out and coming into the format. I haven't seen that in quite some time.

Many stations in the format are giving shots to lesser-known artists, but it seems the big names keep rising to the tops of their playlists. Except for songs from major artists, I haven't heard anything in a long time that made me sit up and think, "Oh, wow, that's a great song." The last time that happened was probably in the summer with Shawn Mullins "Lullaby" and more recently with New Radicals "You Get What You Give."



Many things are being tossed out there, but big artists like R.E.M., Sheryl Crow, Jewel, Seal and the Goo Goo Dolls keep dominating the charts. Several years ago, we were really able, as a format, to push through some wonderful artists. It was echoed in the Grammy Awards, when people like Shawn Colvin and Jewel did so well and were pushed into the mainstream. We were part of that cutting edge, but that's not there now.

My CD cabinet is currently crammed full of stuff. There's some decent music, but nothing is blowing me away. Some people will probably disagree, citing things like Wes Cunningham's "So It Goes." Something may be a great song, but that doesn't mean our audience is going to accept it and that it will break through.

Chuck Beck programs Adult Alternative WHPT (The Point), Tampa.

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



New & Active

BLONDIE Maria (Beyond) Total Plays: 687, Total Stations: 31, Adds: 3	HOLE Malibu (DGC/Geffen) Total Plays: 335, Total Stations: 19, Adds: 2
BETTER THAN EZRA At The Stars (Elektra/EEG) Total Plays: 673, Total Stations: 33, Adds: 2	SOUL COUGHING Circles (Slash/WB) Total Plays: 234, Total Stations: 11, Adds: 0
SEMISONIC Secret Smile (MCA) Total Plays: 420, Total Stations: 23, Adds: 1	GARBAGE Special (Almo Sounds/Interscope) Total Plays: 267, Total Stations: 18, Adds: 8
EVERLAST What It's Like (Tommy Boy) Total Plays: 394, Total Stations: 18, Adds: 2	MY FRIEND STEVE Charmed (Mammoth) Total Plays: 140, Total Stations: 6, Adds: 1
FLYS Got You (Where I...) (Delicious Vinyl/Trauma) Total Plays: 368, Total Stations: 17, Adds: 0	FUEL Shimmer (550 Music/ERG) Total Plays: 134, Total Stations: 6, Adds: 1

Songs ranked by total plays

Contributing Stations

KPEK/Albuquerque, NM (HAC)	KYSR/Los Angeles, CA (HAC)	KZZO/Sacramento, CA (HAC)
KAMX/Austin, TX (HAC)	WPNT/Milwaukee, WI (HAC)	WVRV/St. Louis, MO (AA)
KLLY/Bakersfield, CA (HAC)	WXPT/Minneapolis, MN (HAC)	KENZ/Salt Lake City, UT (AA)
WBWX/Boston, MA (HAC)	KOSO/Modesto, CA (HAC)	KOMB/Salt Lake City, UT (HAC)
WLCE/Buffalo, NY (HAC)	KCDU/Monterey-Salinas, CA (HAC)	KFMB/San Diego, CA (HAC)
WALC/Charleston, SC (HAC)	WPTE/Norfolk, VA (HAC)	KLLC/San Francisco, CA (HAC)
WLNK/Charlotte, NC (HAC)	KYIS/Oklahoma City, OK (HAC)	KRUZ/Santa Barbara, CA (HAC)
WTMX/Chicago, IL (HAC)	WSHE/Orlando, FL (HAC)	KMHX/Santa Rosa, CA (HAC)
WXEG/Dayton, OH (All)	WPLY/Philadelphia, PA (All)	WHPT/Tampa, FL (AA)
KALC/Denver, CO (HAC)	WXMM/Philadelphia, PA (HAC)	WSSR/Tampa, FL (HAC)
WPLT/Detroit, MI (All)	KZON/Phoenix, AZ (All)	KZPT/Tucson, AZ (HAC)
KYSR/Fresno, CA (HAC)	KZXP/Phoenix, AZ (HAC)	WMBX/West Palm Beach, FL (HAC)
WKSI/Greensboro, NC (HAC)	WDRV/Pittsburgh, PA (HAC)	WXLO/Worcester, MA (HAC)
WKZL/Greensboro, NC (HAC)	KBBT/Portland, OR (HAC)	
KMXB/Las Vegas, NV (HAC)	WZNE/Rochester, NY (HAC)	

43 Total Stations

HAC-Hot AC Alt-Alternative AA-Adult Alternative



RUFUS WAINWRIGHT

"April Fools"

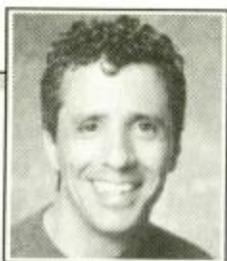
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TONY NOVIA

KIIS And Tell (And Sell)

Continued from Page 1

same time you get the sense it eats him up inside. Laughlin views his radio stations as his "team," and his only goal is to win it all. In fact, he has often been criticized for being too harsh in his competitiveness, but he trusts the people around him to tell him when he steps over the line.

Like most winners, Laughlin has his weaknesses, which he calls "leaky behavior." He tends to get frustrated with small things and has a bad temper at times, saying things he wishes he could take back. But Laughlin's quest is to have everything looking, sounding and performing perfectly. He thrives on the details. He doesn't like to walk past the front desk and see someone waiting there for too long; it drives him crazy. He feels the same way when the phone rings too many times before it's answered. But the item that's highest on Laughlin's list of priorities is 100% customer satisfaction.

The LSU grad's mentors include his mom, Joyce, and his dad, Roy Sr., along with KHKS/Dallas VP/GM Brenda Adriance and former President/Gannett Radio Division Gerry De Francesco, to name just a few. Laughlin has been with KIIS since December of 1991 and is now on "Team Jacor" with Randy Michaels, Bob Lawrence, Tom Owens, Jack Evans, B.J. Harris and Dan Kieley — the people, Laughlin says, who supervise the products. "There's nothing for us to sell without the product."

Laughlin feels he's best at creating an environment that says, "We're going to win." He thrives on the feeling people get when they

visit KIIS and loves it when they tell him about the energy they feel when they walk through the doors of the CHR dynasty. He believes that it's the leader's job to create an environment where everyone can do the best work they've ever done.

Great leaders and true champions are "we guys" instead of "me guys." Throughout our interview, Laughlin seemed uncomfortable

“

The reason I believe KIIS got to be the No. 1 FM biller in the United States in 1998 is because we find creative ways to serve our programming god first, and then we find clever ways to get the clients what they need without adding commercial units.

”

talking about himself, but he was like a proud father when he talked about his extended family at the radio stations, especially his wife, Ellen K., who co-hosts the KIIS morning show with the legendary Rick Dees, and longtime Exec. Producer Paul Joseph.

R&R: To bill \$39 million, you have to bring in substantial nontraditional revenue and bridge the sales and programming depart-

ments. How do you do it?

RL: We listen a lot. The clients have a goal, we have a goal, and then we morph them together. This is one of the templates I use in my head: Southwest Airlines wanted Rick Dees, Ellen K. and Paul Joseph to do a morning show remote from Burbank Airport to launch Southwest's Las Vegas trips. I knew if we went to Rick and said, "Hey, if we do a remote, we'll get \$200,000!" because of the integrity of his show and our product, Rick, [KIIS PD] Dan Kieley and [Marketing Director] Von Freeman would say, "We're not doing a remote in an airport." So our challenge was to save this buy.

We went to Southwest and said, "What if Rick does a live remote at the airport the day the new Elvis stamp debuts?" This happened to be January 17th, Elvis' birthday. By pure coincidence and luck, Southwest wanted the promotion in January. Rick broadcast live on Elvis' birthday at the airport, and every listener who came dressed as Elvis got to fly to Vegas for free on Southwest. Southwest said, "We love that! Here's the \$200,000!" The morning of the promotion there were TV cameras everywhere, and Rick was extremely pleased — along with Southwest, who renamed the KIIS party plane the *Lisa Marie 2*.

R&R: Most of the time, account executives make their pitch and try to jam promotions through, using the money as the inducement. Are you saying it's not that way at KIIS?

RL: Yes. If you say, "We've got to do it because of the money," you'll never get the promotion. The reason I believe KIIS-FM got to be



IF YOU JUST BILLED \$39 MILLION, YOU'D BE SMILING TOO — President/GM Roy Laughlin, Ellen K. and Jacor COO Bob Lawrence are smiling all the way to the bank.

“

We only have 12 units an hour in the morning and 11 the rest of the day to capture our share of \$600 million dollars.

”

the No. 1 FM biller in the United States in 1998 is because we find creative ways to serve our programming god first, and then we find clever ways to get the clients what they need without adding commercial units.

R&R: You once told me that programming KIIS is like being the kicker on the away team in a tied playoff game when all the fans in the stands are booing and waving flags. That's a real programming hot seat, and KIIS has had its fair share of PD changes and format shifts. In the fall book, you're tied for seventh 12+, and stronger in 18-34. How did you reach \$39 million in billing?

RL: In part, we get it because the market is growing at such a tremendous pace. When a market that has \$550 million in radio revenue grows 10%, that's an increase of \$55 million. I think people forget that the biggest opportunity in Los Angeles is the incredible volume of radio dollars in the marketplace. We have only 12 units an hour in the morning and 11 the rest of the day to capture our share of \$600 million. So a major part of our job is to manage the inventory accurately and make sure we don't sell it too cheaply. Charlie Rahilly, our Director of Sales, is a CPA and absolutely brilliant at managing the inventory — as well as at many other things.

R&R: How much do ratings matter? A 3.1 to a 3.6 to a 4.0 — what does it mean to you?

RL: Ratings matter a lot. Advertisers want the highest-rated radio stations in the market. What I always like to point out is that there is a difference between an L.A. ra-

dio station and a radio station in L.A. That may sound like double talk, but the truth is, in Los Angeles, a city that has 13 million people, you can't have a cume of less than a million people and still claim to be a Los Angeles radio station. You may have a very valuable niche in the market, but you're not a radio station serving all of Los Angeles, or even a big chunk of Los Angeles. I think there are maybe four or five radio stations that are actually Los Angeles radio stations, and there are about 60 signals in this market.

R&R: That's interesting, but Jacor owns, and you oversee, two stations — KACD/KBCD and KXTA — that do not fit that million-listener criteria. Does that mean these and other stations under a million cume are not viable?

RL: Oh, they are all viable. Channel 103.1 and XTRA are successful and will continue to thrive with a smaller, more targeted cume and a very loyal core. They are both judged on average quarter-hour. I believe we have some very well-educated customers in Los Angeles who are very intelligent about radio. They understand the difference between a high-cuming station like KIIS and a lower-cuming station like Channel 103.1, and they understand how the lower-cuming stations fit. That's not the case in every market in the country. In many places, the people don't get it. But in Los Angeles, the biggest consumers of radio, they get it.

R&R: As the "coach" through all the highs and lows, how do you keep it all together?

RL: I think you just focus on what has to be done next. We have a great overall plan that really doesn't need to be changed. Stations that change format have to develop entirely new game plans. We just have to constantly find ways to be more clever than last year and increase last year's ratings and revenue.

R&R: KIIS has changed its programming over the years to Hot AC, then to CHR/Rhythmic, and it's now moving back in more of a Pop direction. What were

Continued on Page 48

The top comes off Nov. 14th.



Ellen K.



THANK GOD FOR WARM WEATHER — Ellen K., KIIS morning drive co-host and spouse of KIIS President/GM Roy Laughlin, displays her many talents for all of Los Angeles to see in a true outdoor teaser campaign.

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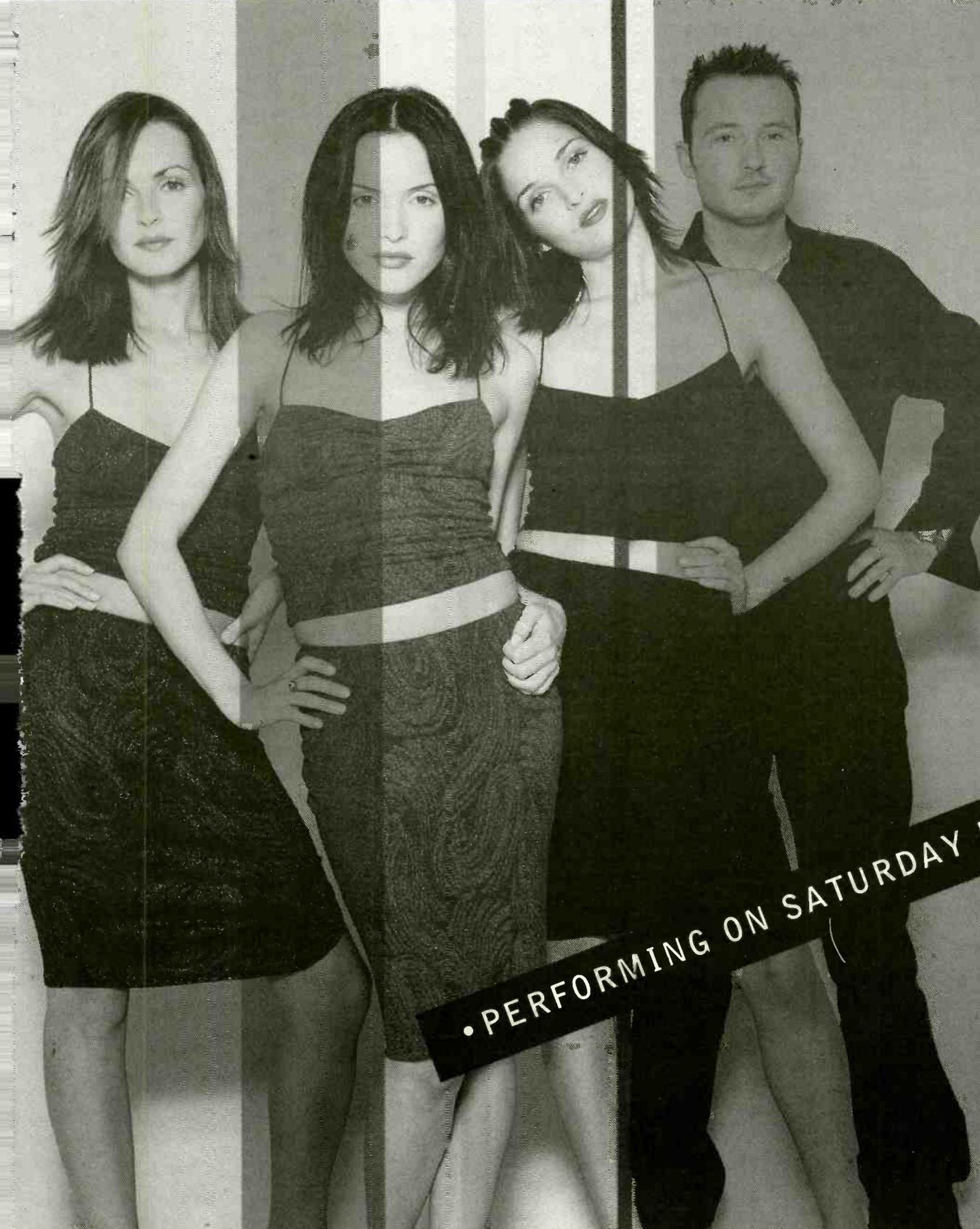
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CALLOUT AMERICA® song selection is based on the top titles from the R&R CHR/Pop chart for the airplay week of January 11-17.

CHR/POP

ARTIST TITLE LABEL(S)	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS				
	TW	LW	2W	3W			TOTAL	WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	3.98	4.02	3.88	3.91	82.6	20.1	3.98	3.88	4.04	4.03	3.85	4.09	3.91	4.05
SUGAR RAY Every Morning (Lava/Atlantic)	3.94	3.60	—	—	52.5	5.8	3.94	3.96	4.05	3.73	3.92	4.11	3.88	3.86
JAY-Z F/AMIL AND JA Can I Get A... (Def Jam/RAL/Mercury)	3.90	—	—	—	55.2	11.1	3.90	4.07	3.95	3.16	3.82	4.00	3.90	3.92
EAGLE-EYE CHERRY Save Tonight (Work/ERG)	3.84	3.73	3.75	3.76	92.3	24.0	3.84	4.01	3.91	3.57	3.74	3.92	3.85	3.84
BRANDY Have You Ever? (Atlantic)	3.82	3.88	3.82	3.80	77.5	23.5	3.82	3.98	3.81	3.56	3.81	3.69	3.96	3.79
WILL SMITH Miami (Columbia)	3.81	3.89	3.98	3.71	80.4	21.8	3.81	3.82	3.91	3.64	4.00	3.72	3.86	3.65
MONICA Angel Of Mine (Arista)	3.77	—	—	—	62.5	9.7	3.77	4.05	3.64	3.38	3.76	3.85	3.67	3.80
OFFSPRING Pretty Fly (For A White Guy) (Columbia)	3.77	3.81	3.74	3.80	76.8	20.6	3.77	4.12	3.70	3.21	3.66	3.71	3.82	3.90
EVE 6 Inside Out (RCA)	3.76	3.68	3.87	3.77	79.9	19.6	3.76	4.06	3.79	3.27	3.42	3.99	3.83	3.78
THIRD EYE BLIND Jumper (Elektra/EEG)	3.75	3.73	3.73	3.80	89.8	26.9	3.75	3.89	3.79	3.55	3.59	3.89	3.81	3.74
BRITNEY SPEARS ...Baby One More Time (Jive)	3.74	3.74	3.75	3.77	75.3	20.6	3.74	4.08	3.48	3.50	3.83	3.58	3.91	3.60
GOO GOO DOLLS Slide (Warner Bros.)	3.72	3.57	3.65	3.62	70.7	18.4	3.72	3.82	3.75	3.55	3.63	3.86	3.85	3.55
EVERCLEAR Father Of Mine (Capitol)	3.71	3.76	3.65	—	74.8	18.2	3.71	3.91	3.90	3.16	3.86	3.73	3.56	3.70
SHANIA TWAIN From This Moment On (Mercury)	3.71	3.62	3.80	3.69	81.6	20.6	3.71	3.66	3.76	3.71	3.48	3.91	3.81	3.64
SHAWN MULLINS Lullaby (SMG/Columbia)	3.70	3.71	3.72	3.74	94.9	32.0	3.70	3.74	3.65	3.71	3.54	3.86	3.69	3.72
'N SYNC (God Must Have Spent) A Little More Time On You (RCA)	3.69	3.72	3.98	3.89	72.2	22.0	3.69	3.98	3.59	3.32	3.58	3.71	3.73	3.73
DIVINE Lately (Pendulum/Red Ant)	3.67	3.67	3.56	3.64	73.4	23.7	3.67	3.93	3.50	3.51	3.57	3.78	3.60	3.74
LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)	3.67	3.52	3.56	3.71	72.9	25.4	3.67	3.86	3.63	3.36	3.82	3.74	3.55	3.57
JEWEL Hands (Atlantic)	3.62	3.63	3.57	3.61	89.8	30.3	3.62	3.74	3.61	3.48	3.45	3.59	3.72	3.71
MONIFAH Touch It (Uptown/Universal)	3.61	3.54	3.41	3.45	62.0	17.2	3.61	3.63	3.51	3.75	3.67	3.47	3.49	3.81
BACKSTREET BOYS All I Have To Give (Jive)	3.60	3.70	3.83	—	73.8	19.4	3.60	3.84	3.59	3.18	3.67	3.58	3.60	3.55
98 DEGREES Because Of You (Motown)	3.54	3.51	3.73	3.65	70.5	22.0	3.54	3.79	3.56	3.08	3.44	3.81	3.38	3.59
BLACKSTREET & MYA I/MASE Take Me There (Interscope)	3.53	3.64	3.56	3.52	62.7	18.4	3.53	3.76	3.28	3.41	3.59	3.41	3.52	3.59
R. KELLY & CELINE DION I'm Your Angel (Jive)	3.52	3.55	3.49	3.40	68.0	18.6	3.52	3.57	3.48	3.51	3.51	3.64	3.42	3.54
SHAGGY I/JANET Luv Me, Luv Me (Flyte Tyme/MCA)	3.49	3.42	3.44	3.48	70.2	22.3	3.49	3.43	3.59	3.43	3.46	3.30	3.76	3.41
MATCHBOX 20 Back 2 Good (Lava/Atlantic)	3.43	3.59	3.63	3.71	67.1	19.4	3.43	3.43	3.52	3.32	3.13	3.64	3.62	3.26
NEW RADICALS You Get What You Give (MCA)	3.38	3.35	3.33	3.30	69.5	20.6	3.38	3.49	3.47	3.14	3.44	3.30	3.55	3.24
BARENAKED LADIES It's All Been Done (Reprise)	3.33	3.30	3.24	—	58.6	18.6	3.33	3.32	3.41	3.25	3.14	3.90	3.15	3.27
SHERYL CROW My Favorite Mistake (A&M)	3.31	3.48	3.31	3.37	85.7	35.8	3.31	3.25	3.15	3.52	3.06	3.43	3.15	3.58
CHER Believe (Warner Bros.)	3.29	3.30	—	—	70.5	20.8	3.29	3.23	3.34	3.29	3.01	3.62	3.25	3.34
EMILIA Big Big World (Rodeo/Universal)	2.96	3.03	2.73	2.79	58.6	23.0	2.96	3.34	2.72	2.77	2.61	2.94	2.99	3.29

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, Orlando, Tampa. MIDWEST: Cincinnati, Cleveland, Columbus, Indianapolis, Kansas City, Milwaukee, Minneapolis, St. Louis. WEST: Los Angeles, Portland, Sacramento, Salt Lake City, San Diego, San Francisco, Seattle. Songs are removed from Callout America after 26 weeks of testing. © 1999, R&R Inc.

CALLOUT AMERICA® Hot Scores

By TONY NOVIA

Sarah McLachlan's "Angel" (Warner Sunset/Reprise) holds onto the top spot in Callout America again this week with a strong 3.98 overall score and super strong across-the-board demo appeal with a 3.88 (12-17), 4.04 (18-24) and 4.03 (25-34).

Closing in on McLachlan is Sugar Ray's hit "Every Morning" (Lava/Atlantic), which surges 3.60-3.94. When we assemble the hooks for Callout America each week, we work closely with labels and radio to do our best to choose the proper hooks. As anyone who has assembled a hook tape week after week is aware, sometimes hooks are obvious, sometimes not so obvious, and at other times, in the end what we thought was the hook, listeners felt it was something else. Sugar Ray is an excellent example of R&R, radio and Atlantic Records working together to hone in on the proper hook. Atlantic gave us feedback from radio, we immediately responded by changing the hook, and the rest is history. If you're currently testing Sugar Ray and would like to hear the alternate hook, give us a call at (310) 788-1695.

As a Callout America extra this week, Jay-Z f/Amil & JA "Can I Get A..." (Def Jam/RAL/Mercury) displays very impressive CHR/Pop appeal, debuting at No. 3 with a 3.90. Jay-Z is already a smash in the rhythmic world, last week it was No. 2 on the R&R Hip-Hop chart and No. 4 on the CHR/Rhythmic chart.

Another new entry to Callout America is Monica's "Angel Of Mine" (Arista), which debuts at No. 7. Out of the box, "Angel" looks strong with a 4.05 among women 12-17 and a 3.64 with women 18-24.

garbage "SPECIAL"

MOST ADDED Second Week In A Row!

On Over 100 Stations With 40 New This Week, Including:

WZPL Q102 KCHZ KHTS KXXM WKZL
WSSR KZZO WMXB WPTE WKSI

"This is a breakthrough song for this band. Great hook, great sound. I wish they were all this easy to pick!" - Rob Roberts, PD, Y100/Miami

On tour with Alanis Morissette February 16th through April 7th

Management: Borman/Moir Entertainment



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SIXPENCE NONE THE RICHER

R&R CHR/Pop Debut **47**

Hot AC **14**

Pop/Alternative **14**

Monitor Modern AC **16***

Adult Top 40 **20***

Kiss me



Now on over 60 Top 40 stations

New At:

CHR: KSLZ/St. Louis
WFLZ/Tampa
KQAR/ Little Rock & mor

HOT AC: KDMX/Dallas
KEZR/San Jose
KSRZ/Omaha

ALT: WPLA/Jacksonville
WEQX/Albany
WGMR/State College

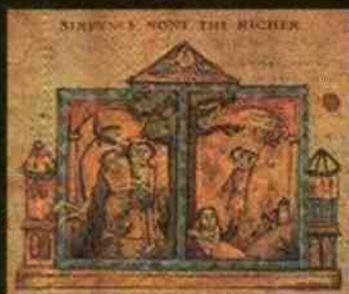
Conan 2/9 Regis & Kathy Lee 3/5
Donny & Marie 2/16 Gavin 2/19

The sexy new single from their self-titled album,
"SIXPENGE NONE THE RICHER."
Video on VH1 • Breakthrough Top 40 Adult Air-Play

As featured in
America's #1 Movie

she's all that

massive ad campaign including all trailers and print



Produced by Steve Taylor

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Album in stores NOW.



3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
6	4	1	1	GOO GOO DOLLS Slide (Warner Bros.)	7144	6964	6747	6307	145/1
8	7	5	2	BRITNEY SPEARS ...Baby One More Time (Jive)	6948	6438	5936	5798	150/3
4	3	2	3	BRANDY Have You Ever? (Atlantic)	6941	6961	6927	6646	141/0
9	9	6	4	SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	6668	6411	5807	5154	144/1
2	1	3	5	EAGLE-EYE CHERRY Save Tonight (Work/ERG)	6599	6942	7124	7149	144/0
7	6	7	6	'N SYNC (God Must Have Spent) A Little More Time... (RCA)	6485	6374	6159	5965	146/0
1	2	4	7	SHAWN MULLINS Lullaby (SMG/Columbia)	5940	6521	7072	7450	140/0
3	5	8	8	JEWEL Hands (Atlantic)	5296	5976	6588	6654	137/0
10	10	10	9	WILL SMITH Miami (Columbia)	5241	5086	4807	4632	127/0
25	20	14	10	CHER Believe (Warner Bros.)	4930	4074	3162	2395	149/8
20	13	12	11	BACKSTREET BOYS All I Have To Give (Jive)	4799	4198	3849	3290	140/1
5	8	9	12	THIRD EYE BLIND Jumper (Elektra/EEG)	4753	5226	5848	6317	124/0
11	11	11	13	DIVINE Lately (Pendulum/Red Ant)	4569	4551	4379	4145	129/0
16	16	15	14	BARENAKED LADIES It's All Been Done (Reprise)	4183	3925	3722	3433	139/4
23	18	17	15	MATCHBOX 20 Back 2 Good (Lava/Atlantic)	4178	3797	3416	3086	124/3
27	23	18	16	SUGAR RAY Every Morning (Lava/Atlantic)	4176	3579	2913	2258	143/6
18	17	16	17	BLACKSTREET & MYA f/MASE... Take Me There (Interscope)	3964	3898	3565	3308	131/1
13	12	13	18	NEW RADICALS You Get What You Give (MCA)	3924	4098	4159	3968	122/0
22	19	20	19	OFFSPRING Pretty Fly (For A White Guy) (Columbia)	3466	3426	3286	3201	144/0
12	14	19	20	EVE 6 Inside Out (RCA)	3392	3489	3810	4045	101/1
—	32	22	21	ALANIS MORISSETTE Unsent (Maverick/Reprise)	3257	2857	1849	583	137/2
34	28	25	22	MONICA Angel Of Mine (Arista)	3127	2581	2254	1824	121/6
26	27	26	23	EVERCLEAR Father Of Mine (Capitol)	2634	2490	2384	2337	100/3
17	21	23	24	MONIFAH Touch It (Uptown/Universal)	2542	2760	3115	3407	77/0
14	15	21	25	R. KELLY & CELINE DION I'm Your Angel (Jive)	2449	3157	3735	3781	85/0
15	22	24	26	SHERYL CROW My Favorite Mistake (A&M)	2177	2585	3001	3477	80/0
BREAKER			27	BETTER THAN EZRA At The Stars (Elektra/EEG)	2110	1782	1507	1024	112/9
BREAKER			28	LENNY KRAVITZ Fly Away (Virgin)	2056	1833	1574	1406	96/9
36	34	29	29	KHALEEL No Mercy (Hollywood)	1970	1835	1732	1644	112/2
24	26	27	30	98 DEGREES Because Of You (Motown)	1843	2075	2454	2745	60/1
—	49	38	31	MARIAH CAREY I Still Believe (Columbia)	1776	1362	720	179	95/11
28	30	32	32	SHAGGY f/JANET Luv Me, Luv Me (Flyte Tyme/MCA)	1731	1788	1920	2199	45/1
30	29	31	33	LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)	1658	1815	1939	2030	57/0
—	—	41	34	JOEY MCINTYRE Stay The Same (C2/Columbia)	1628	1014	375	136	108/13
19	25	28	35	SHANIA TWAIN From This Moment On (Mercury)	1594	1957	2716	3294	60/0
35	33	34	36	JENNIFER LOVE HEWITT How Do I Deal (143/WB)	1418	1756	1737	1723	65/0
32	35	37	37	AALIYAH Are You That Somebody? (Atlantic)	1258	1437	1604	1986	58/0
—	—	43	38	COLLECTIVE SOUL Run (Hollywood/Atlantic)	1238	977	487	182	79/6
—	—	42	39	HOLE Malibu (DGC/Geffen)	1228	1003	572	86	92/10
49	46	44	40	DEBORAH COX Nobody's Supposed To Be Here (Arista)	1175	958	831	695	71/9
43	41	40	41	2PAC Changes (Amaru/Death Row/Interscope)	1155	1060	1021	984	69/3
—	—	48	42	B*WITCHED C'est La Vie (Epic)	1117	815	445	103	86/9
38	38	39	43	DAVE MATTHEWS BAND Crush (RCA)	1111	1140	1238	1267	69/3
—	—	47	44	EVERLAST What It's Like (Tommy Boy)	1105	842	579	356	61/8
DEBUT			45	SEMISONIC Secret Smile (MCA)	966	662	338	76	77/9
DEBUT			46	DRU HILL These Are The Times (University/Island)	869	659	322	168	65/10
DEBUT			47	SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	844	691	607	554	57/8
39	42	45	48	EVERYTHING Hooch (Blackbird/Sire)	835	913	977	1233	33/0
DEBUT			49	JENNIFER PAIGE Sober (Edel America/Hollywood)	818	703	475	149	64/4
48	47	49	50	JAY-Z Hard Knock Life (Ghetto...) (Roc-A-Fella/Def Jam/Mercury)	744	798	789	749	45/1

This chart reflects airplay from January 25-31. Songs ranked by total plays. Highlighted songs indicate Breaker.

155 CHR/Pop reporters. 152 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1999, R&R Inc.

BREAKERS®

BETTER THAN EZRA At The Stars (Elektra/EEG)

TOTAL PLAYS/INCREASE: 2110/328
TOTAL STATIONS/ADDS: 112/9
CHART: 27

LENNY KRAVITZ Fly Away (Virgin)

TOTAL PLAYS/INCREASE: 2056/223
TOTAL STATIONS/ADDS: 96/9
CHART: 28

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
EVERYTHING Good Thing (Blackbird/Sire)	47
GARBAGE Special (Almo Sounds/Interscope)	23
ELTON JOHN & LEANN RIMES Written... (Rocket/Island/Curb)	22
3RD STOREE If Ever (Yab Yum/Elektra/EEG)	21
TOMMY HENRIKSEN I See The Sun (Capitol)	18
TATYANA ALI Boy You Knock Me Out (MJJ/Work/ERG)	14
JOEY MCINTYRE Stay The Same (C2/Columbia)	13
MARIAH CAREY I Still Believe (Columbia)	11
WHITNEY HOUSTON Heartbreak Hotel (Arista)	11
LISAHALL I Know I Can Do It (Reprise)	11
MADONNA Nothing Really Matters (Warner Bros.)	11

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CHER Believe (Warner Bros.)	+856
GARBAGE Special (Almo Sounds/Interscope)	+641
JOEY MCINTYRE Stay The Same (C2/Columbia)	+614
BACKSTREET BOYS All I Have To Give (Jive)	+601
SUGAR RAY Every Morning (Lava/Atlantic)	+597
MONICA Angel Of Mine (Arista)	+546
WHITNEY HOUSTON Heartbreak Hotel (Arista)	+543
BRITNEY SPEARS ...Baby One More Time (Jive)	+510
MARIAH CAREY I Still Believe (Columbia)	+414
ALANIS MORISSETTE Unsent (Maverick/Reprise)	+400

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
GOO GOO DOLLS Iris (Warner Sunset/Reprise)
BARENAKED LADIES One Week (Reprise)
EDWIN MCCAIN I'll Be (Lava/Atlantic)
NEXT Too Close (Arista)
MATCHBOX 20 Real World (Lava/Atlantic)
JENNIFER PAIGE Crush (Edel America/Hollywood)
NATALIE IMBRUGLIA Torn (RCA)
AEROSMITH I Don't Want To Miss A Thing (Columbia)
FASTBALL The Way (Hollywood)
SEMISONIC Closing Time (MCA)

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.

everclear "father of mine"

Consistent Callout...

CALLOUT AMERICA

Women 18-24 #6 - 3.90

Women 12-17 #12 - 3.91

Overall Rank #12 - 3.71

ADDED THIS WEEK AT:

Z100/New York

WRVW/Nashville

R&R CHR/Pop 26-23

Top 40 Monitor 27*-24*



Lighthouse Family

"HIGH"

TOP 15 AC
SINGLE

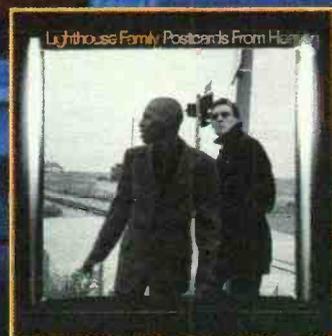
GOING FOR
POP ADDS
FEB. 8!



from the album

Postcards From Heaven

over 4 million sold
world wide



www.lighthousefamily.wildcardrecords.co.uk

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NEW & ACTIVE

GARBAGE Special (*Almo Sounds/Interscope*)
Total Plays: 695, Total Stations: 76, Adds: 23

WHITNEY HOUSTON Heartbreak Hotel (*Arista*)
Total Plays: 690, Total Stations: 63, Adds: 11

SWEETBOX U Make My Love Come Down (*RCA*)
Total Plays: 586, Total Stations: 42, Adds: 7

BLONDIE Maria (*Beyond*)
Total Plays: 565, Total Stations: 35, Adds: 1

PM DAWN Faith In You (*Gee Street/V2*)
Total Plays: 403, Total Stations: 30, Adds: 0

JAY-Z/FAMIL AND JA Can I Get A... (*Def Jam/RAL/Mercury*)
Total Plays: 387, Total Stations: 14, Adds: 7

VENGABOYS We Like To Party! (*Groovicious/Strictly Rhythm*)
Total Plays: 275, Total Stations: 18, Adds: 6

BEASTIE BOYS Body Movin' (*Grand Royal/Capitol*)
Total Plays: 273, Total Stations: 26, Adds: 2

FAITH EVANS Love Like This (*Bad Boy/Arista*)
Total Plays: 260, Total Stations: 12, Adds: 1

TATYANA ALI Boy You Knock Me Out (*MJJ/Work/ERG*)
Total Plays: 202, Total Stations: 20, Adds: 14

FAR TOO JONES Best Of Me (*Mammoth*)
Total Plays: 171, Total Stations: 15, Adds: 2

MEJA All 'Bout The Money (*C2/Columbia*)
Total Plays: 142, Total Stations: 22, Adds: 8

VOICES OF THEORY Wherever You Go (*H.O.L.A./Red Ant*)
Total Plays: 108, Total Stations: 13, Adds: 3

TOMMY HENRIKSEN I See The Sun (*Capitol*)
Total Plays: 84, Total Stations: 20, Adds: 18

MADONNA Nothing Really Matters (*Warner Bros.*)
Total Plays: 68, Total Stations: 12, Adds: 11

ELTON JOHN & LEANN RIMES Written In... (*Rocket/Island/Curb*)
Total Plays: 48, Total Stations: 22, Adds: 22

EVERYTHING Good Thing (*Blackbird/Sire*)
Total Plays: 39, Total Stations: 49, Adds: 47

LISAHALL I Know I Can Do It (*Reprise*)
Total Plays: 7, Total Stations: 11, Adds: 11

3RD STOREE If Ever (*Yab Yum/Elektra/EEG*)
Total Plays: 4, Total Stations: 21, Adds: 21

Songs ranked by total plays

KIIS And Tell (And Sell)

Continued from Page 42

some of the things that weren't so right?

RL: That is a great question, because hindsight is 20/20. I'm sure that when the station was leaning in one of those directions that you mentioned, the people who were there at the time thought it was moving toward Pop, middle of the road or mass-appeal. The goal has always been the same: to be in the middle of the market. Sometimes we have a better gauge of where the middle is. When we hit the middle position, that's when the ratings go up. When we miss it, the ratings go down. You can see it clearly, looking back.

As you know, CHR is one of the only formats that's a living, breathing thing; we can't just set it and forget it. This format is always moving and changing. So, the key is always to find that middle. Rick Dees is probably the guy who most typifies the ability to stay constantly in the middle of Los Angeles. He has this innate ability to stay right smack in the middle of whatever is going on.

R&R: What do you use to find that middle?

RL: It should come as no surprise that the answer is, predominately, research. Dan Kieley has done a great job of constantly surveying that middle position. He has callout, auditorium tests, focus groups, sales, R&R's charts, requests and so much more. There is no shortage of information.

R&R: Let's discuss Dees for a second here. Rick has the listenership, the trademark name, TV awareness, a worldwide countdown and a great perception with advertisers. That doesn't come cheap! How do you see him in the KIIS infrastructure?

RL: I view Rick like Denver quarterback John Elway. Some people could say, "Let's trade him so we can rebuild." But let's not forget, the Broncos won a Super Bowl with Elway last year and again this year. He was also voted Most Valuable Player. If you have a really good plan and you have a superstar, you can win it all. Now we have some formidable competi-

tors in the Spanish-language stations, with their TSL, but our goals are modest. We just want to be the No. 1 AQH English-language station in the market. We're already No. 1 in cume. With Rick, we are right there just about every Arbitron. He's absolutely the guy.

R&R: How does Dees stay in touch with CHR's fast-paced trends and music?

RL: Rick has an amazing aptitude. Somewhere in a morning entertainer's life, they transform from actually living the life to becoming a massive student of the life. I believe Rick has done that better than anyone ever will. There is a difference between him actually living it and him having the ability to study it; he can do a better job of giving the audience exactly what it needs.

I would make the case that a great chef doesn't actually have to eat the food that he prepares, he just has to know what turns people on. Rick is incredibly smart, and he studies the audience. He is a very responsive, customer-service-oriented guy, because he wants that audience to be happy. Nothing makes Rick happier than making the audience happy, and I'm not kidding. I know that may sound like bullshit, but he loves it and thrives on it.

R&R: How do you handle Rick?

RL: I always use the phrase with Rick that "contented cows give better milk." There is actually a dairy that has that on their milk cartons. It's just a lot harder to keep a guy like Rick content than some other morning guys. I get criticized for this, but I stop in there every morning and say hello. I also spend some time with him after the show and give him my little take on what I thought was funny. Half the time he blows me off, and half the time he might use something.

R&R: Your wife, Ellen K., works with Dees and Paul Joseph on the morning show. What's that like?

RL: Well, I don't think there is anyone who has ever met Ellen who doesn't think she's the greatest. I think there is a huge benefit to my working with her, because people have a great feeling about

NEW RELEASES

ADDS FEBRUARY 9

ALIEN FASHION SHOW Rocket 95 (*Hollywood*)

CORRS

What Can I Do (*Atlantic*)

SHERYL CROW

Anything But Down (*A&M*)

DC TALK

Consume Me (*Virgin*)

JADE ELL

Got To Let You Go (*Edel America*)

FUEL

Shimmer (*550 Music/ERG*)

JUANITA

Getting Over (*550 Music/ERG*)

LIGHTHOUSE FAMILY

High (*Island*)

MADONNA

Nothing Really Matters (*Warner Bros.*)

SAVAGE GARDEN

The Animal Song (*Columbia*)

me through her. I think it's probably tough on her because, as the general manager, you're caught in some situations where, in order to make the right decision, you can't always be popular. She is very popular and a wonderful woman to work with, not to mention the center of my life.

R&R: I want to know how she goes about asking for a raise.

RL: That is something I always lean on my mentors. Jacor CEO Randy Michaels and COO Bob Lawrence, for. These are the guys I turn to when I am absolutely stuck and I don't know what to do. They get a lot of calls from me.

R&R: When Rick decides it's time to retire and spend more time in Maui, how do you envision replacing a guy like him?

RL: I don't want to. I don't ever want to deal with that. Sometime back I told the powers that be at Gannett, "If you ever determine that Rick is the wrong guy, I think you should let someone else run KIIS." If I can't make it work with the biggest talent in radio, I just feel like I should give somebody else a shot to run the station.

R&R: That's a pretty heavy statement.

RL: Yes, and why shouldn't I make it? It wouldn't be fair to Rick not to. It's my job to try to get this thing where it needs to be and to help him maximize his skills. Denver Broncos coach Dan Reeves couldn't get the Broncos to win the Super Bowl, so they hired another coach who took them there. If I can't win the Super Bowl with Dees, perhaps they should hire someone who can.

R&R: You have proven that CHR can be sold effectively. What does it take?

RL: You have to have a great leader in sales, and Charlie Rahilly is that. He truly is the key to driving our sales success.

R&R: What makes him great?

RL: I believe it's his commitment and his sales team's commitment to what we are doing. They are the apostles for the radio station, and there is nothing they are not ready to defend. We always discuss the difference between buyers and believers. We're on a crusade to convert people to the high-reach cume of KIIS-FM. We drive them crazy pointing it out, but it's never going to change. If radio was more like the movie industry, its popularity would be judged on cume. We are the most popular radio station in Southern California, with over 1.5 million listeners. We are more popular than the Span-

ish stations because our cume is bigger.

R&R: What objections do you face, and how do you overcome them and bring in the orders?

RL: I always preach the pre-sell. If the pre-sell is done properly, there's no objection. People like to say, "Oh, you have teens." We say, "Of course we have teens. Just about every family has a teen. Haven't we gone over the fact that L.A. is the Disneyland of radio, and that every family is made up of at least 1/3 teens?" There is a mom, a dad and a kid in almost every family. Rick has the No. 1 cume for women 35-54 and the No. 2 cume for 12-17 simultaneously. This is amazing to people. They say, "You either have to be 12-24- or 25-54-focused. Which one are you?" My answer is, "You weren't listening in the pre-sell, were you?"

R&R: How do you set a value for KIIS?

RL: I think it is massively undervalued. Look at Houston for an example: The total population of Houston is three million people. When I was at KKBQ, our cume was 500,000, and we sold spots for \$450. In Los Angeles, we've got a cume of almost 1.6 million in a city of 13 million people, and we are charging \$800 a spot. That's not even double what we charged in Houston when we have more than triple the cume.

R&R: Is it the competition that is driving down the price?

RL: No, it's just us. We need to go out and talk to people and say, "Look. I know you think that's expensive, but it really is the cheapest market in the country in cost per thousand."

R&R: What are media buyers looking for today?

RL: They are looking for solid, real information. They aren't looking for one sheeters that show where you're No. 1. They want the truth, whether it's good or bad, nice or unpleasant. They say, "Give me the facts, because I want to be able to build my buy in the way that works best for my customer." I find that the price of clarity is insult in a lot of cases. That is, in order to be clear, you may possibly insult someone.

R&R: What's next for you?

RL: I love this job. I just stay focused on this every day. Maybe it's a mistake, but I've never really interviewed for another job or anything, because I've just focused on this one.

Stations and their adds listed alphabetically by market

WFLY/Albany, NY DM: Michael Morgan PD: Rob Dawes JOHN & RIMES "Written" JENNIFER PAIGE "Sober" TATYANA ALI "Knock"	WKSE/Buffalo, NY OM: Sue O'Neil PD: Dave Universal MD: Brian Wilde MATCHBOX 20 "Back" FAITH EVANS "Love" LENNY KRAVITZ "Fly"	KDUK/Eugene, OR PD: Paul Walker MD: Valerie Steele JOEY MCINTYRE "Stay" GARBAGE "Special" MEJA "Money"	KXME/Honolulu, HI Co-PD: Jamie Hyatt Co-PD: Kid Leo Baldwin 68 IVY QUEEN "Zone" 63 EMINEM "Name"	KDAR/Little Rock, AR OM/MD: Gary Robinson APD/MD: Jason Addams SWEETBOX "Make" SIXPENCE... "Kiss"	WQZQ/Nashville, TN PD: Mike Gibson 12 TATYANA ALI "Knock" 8 MO THUGS FAMILY "Ghetto" BETTER THAN EZRA "Stars" EVERYTHING "Good" JAY-Z/FAMIL AND JA "Get"	KKRZ/Portland, OR PD: Tommy Austin MD: Johnny Quest 24 TOMMY HENRIKSEN "See" MARIAM CAREY "Believe" TATYANA ALI "Knock"	KZQZ/San Francisco, CA PD: Mark Adams MD: Lara Scott 15 2PAC "Changes" 13 TATYANA ALI "Knock"	WWKZ/Tupelo, MS PD/MD: Rick Stevens BIG PUNISHER "Game" EVERYTHING "Good" 3RD STOREE "Ever" TOMMY HENRIKSEN "See" BEASTIE BOYS "Movin'" FLEMING & JOHN "Pearl" LISA HALL "Know" BABE THE BLUE OX "Basketball"
KQID/Alexandria, LA PD: Kahuna APD/MD: Jay Stevens 10 ALANIS MORISSETTE "Unsent" EVERYTHING "Good" FLEMING & JOHN "Pearl" LISA HALL "Know" TOMMY HENRIKSEN "See" JOHN & RIMES "Written" 3RD STOREE "Ever"	WRZE/Cape Cod, MA PD: Mike D'Donnell MD: Kevin Matthews BETTER THAN EZRA "Stars"	WSTO/Evansville, IN OM/MD: Sky Phillips MD: Jimmy Ocean 26 SHERYL CROW "Anything" EVERYTHING "Good" DRU HILL "Times" LENNY KRAVITZ "Fly" BIG BAD VOODOO DADDY "Bottle"	KRBE/Houston, TX PD: John Peake APD: Scott Sparks MD: Jay Michaels 23 MADONNA "Matters" DEBORAH COX "Supposed"	WBLI/Long Island, NY MD: Al Levine 21 SUGAR RAY "Every"	WRVW/Nashville, TN OM: Charlie Quinn PD: Jimmy Steele APD: Tom Peace EVERYTHING "Good" EVERCLEAR "Father"	WERZ/Portsmouth, NH OM/MD: Jack D'Brien APD/MD: Jay Michaels 3RD STOREE "Ever" MARIAM CAREY "Believe" EVERYTHING "Good" GARBAGE "Special" BIG BAD VOODOO DADDY "Bottle"	KBKS/Seattle, WA PD: Mike Preston MD: Paul Anthony SEMISONIC "Secret" MY FRIEND STEVE "Charmed" MADONNA "Matters"	KISX/Tyler, TX PD/MD: Larry Kent JOEY MCINTYRE "Stay" EVERYTHING "Good" DRU HILL "Times"
WAEB/Allentown, PA PD: Brian Check APD: Rob Acampora MD: Jennifer Knight 17 JOHN & RIMES "Written" MARIAM CAREY "Believe" B "WITCHED" "C'est"	WSSX/Charleston, SC PD: Billy Surf APD: Chase Murphy MD: Jordan Hart ALANIS MORISSETTE "Unsent" DAVE MATTHEWS BAND "Crush"	KMCK/Fayetteville, AR PD: Scott Johnson MD: Mike Chase EVERYTHING "Good" DRU HILL "Times" GARBAGE "Special"	WKEE/Huntington, WV PD: Jim Davis APD/MD: Gary Miller 15 JOHN & RIMES "Written" SEMISONIC "Secret" JOEY MCINTYRE "Stay"	WDJX/Louisville, KY OM: C.C. Matthews PD: Barry Fox TOMMY HENRIKSEN "See" WHITNEY HOUSTON "Heartbreak" LONDON BUS STOP... "Nothin'" 3RD STOREE "Ever"	WFHN/New Bedford, MA PD: Jim Reitz APD/MD: Kevin Palana HOLE "Malibu" TATYANA ALI "Knock" BETTER THAN EZRA "Stars" MADONNA "Matters" VOICES OF THEORY "Wherever"	WSPK/Poughkeepsie, NY VP/Prog.: Brian Krysz PD: Danny Michaels APD/MD: Donnie Michaels 3RD STOREE "Ever" MARIAM CAREY "Believe" EVERYTHING "Good" GARBAGE "Special" BIG BAD VOODOO DADDY "Bottle"	WVNO/South Bend, IN PD/MD: Casey Daniels APD: Brian Bell 5 SHAGGY/FJANET "Luv" GARBAGE "Special"	WSKS/Utica, NY PD: Stew Schantz APD/MD: Gina Jones DRU HILL "Times" EVERYTHING "Good" TOMMY HENRIKSEN "See" WHITNEY HOUSTON "Heartbreak"
KQIZ/Amarillo, TX PD: Joe Dawson MATCHBOX 20 "Back" MARIAM CAREY "Believe" EVERLAST "Like"	WVSR/Charleston, WV PD: Brett Sharp 16 MEJA "Money" 16 LENNY KRAVITZ "Fly" 16 GARBAGE "Special" 6 COLLECTIVE SOUL "Run"	WWCK/Fiint, MI PD: Scott Seipel APD/MD: Nathan Reed 22 EVERCLEAR "Father" JOHN & RIMES "Written" EVERYTHING "Good" 3RD STOREE "Ever" TOMMY HENRIKSEN "See"	WZYP/Huntsville, AL PD: Bill West MD: Stu Gray GARBAGE "Special" JOEY MCINTYRE "Stay" JOHN & RIMES "Written"	KZII/Lubbock, TX PD/MD: Jay Shannon No Adds	WKCI/New Haven, CT PD: Kelly Nash 1 TATYANA ALI "Knock" BEASTIE BOYS "Movin'" EVERYTHING "Good" LISA HALL "Know"	WPRO/Providence, RI PD: Tony Bristol MD: Dave Morris B "WITCHED" "C'est" JOHN & RIMES "Written"	KZZU/Spokane, WA PD: Ken Hopkins MD: Paul Gray 11 WHITNEY HOUSTON "Heartbreak" 7 B "WITCHED" "C'est"	KWTX/Waco, TX PD: Flash Phillips EVERYTHING "Good" B "WITCHED" "C'est" WHITNEY HOUSTON "Heartbreak"
KGOT/Anchorage, AK OM: Mark Murphy PD: Bill Stewart No Adds	WNKS/Charlotte, NC PD: Brian Bridgman MD: Jason McCormick DEBORAH COX "Supposed" TOMMY HENRIKSEN "See"	WJMX/Florence, SC OM/MD: Keith Mitchell EVERYTHING "Good" JOHN & RIMES "Written" EVERLAST "Like" TOMMY HENRIKSEN "See" 3RD STOREE "Ever"	WZPL/Indianapolis, IN PD: Tom Gjerdrum MD: Dave Decker SEMISONIC "Secret" GARBAGE "Special"	WMGB/Macon, GA Group PD: James Gregory EVERYTHING "Good" DAVE MATTHEWS BAND "Crush" DRU HILL "Times"	WQGN/New London, CT OM: Franco PD: Jim Reitz APD: Brent McKay MD: Lori Robbins MADONNA "Matters" EVERLAST "Like" 3RD STOREE "Ever" SWEETBOX "Make" BIG BAD VOODOO DADDY "Bottle"	WHTS/Quad Cities, IA-IL OM/MD: Tony Waitekus 7 JOEY MCINTYRE "Stay" 1 MONICA "Angel" KHALEEL "Mercy" 3RD STOREE "Ever"	WDBR/Springfield, IL PD/MD: Rik Blade HOLE "Malibu" EVERYTHING "Good"	WWZZ/Washington, DC PD: Dale O'Brian APD/MD: Ron Ross 10 ALL SAINTS "Never" 10 AEROSMITH "Miss" GODDARD "Slide" JOEY MCINTYRE "Stay" B "WITCHED" "C'est"
WSTR/Atlanta, GA PD: Dan Bowen MD: J.R. Ammons JOHN & RIMES "Written" CHER "Believe" COLLECTIVE SOUL "Run"	WJXX/Chattanooga, TN PD: Scott Hamilton APD/MD: Dylan COLLECTIVE SOUL "Run"	WYUY/Jackson, MS PD/MD: Kevin Vaughan MD: Brian Kelley 1 EVERYTHING "Good" JOHN & RIMES "Written"	WZEE/Madison, WI Interim PD: Tommy Bodean SWEETBOX "Make"	WJYY/Manchester, NH PD/MD: Harry Kozlowski APD: Steve Ouellette 3 MADONNA "Matters" BIG BAD VOODOO DADDY "Bottle" FLEMING & JOHN "Pearl" SEMISONIC "Secret"	KBFM/McAllen-Brownsville, TX OM: Billy Santiago APD/MD: Jeff DeWitt 3RD STOREE "Ever" MEJA "Money" TATYANA ALI "Knock" KHALEEL "Mercy" DRU HILL "Times"	WRFY/Reading, PA PD/MD: Al Burke JENNIFER PAIGE "Sober" EVERYTHING "Good"	WVNO/Syracuse, NY PD: Tom Mitchell MD: Jimmy Dlsen BIG BAD VOODOO DADDY "Bottle" EVERYTHING "Good" TOMMY HENRIKSEN "See" LISA HALL "Know"	WLDW/West Palm Beach, FL OM: Dave Denver PD: Jordan Walsh APD: Dave Vayda 5 BARENAKED LADIES "Done" SUGAR RAY "Every"
WZNY/Augusta, GA PD: Bruce Stevens MD: Michael Chase No Adds	KLRS/Chico, CA PD: Eric Brown MD: Randy Sherwyn 12 SEMISONIC "Secret" 11 MADONNA "Matters" 10 WHITNEY HOUSTON "Heartbreak" 7 TOMMY HENRIKSEN "See" 7 EVERYTHING "Good"	WYOK/Ft. Myers, FL PD: Chris Cue MD: Randy Sherwyn DEBORAH COX "Supposed" GARBAGE "Special" SEMISONIC "Secret"	WAPE/Jacksonville, FL DM/MD: Cat Thomas APD/MD: Tony Mann 8 B "WITCHED" "C'est"	WAEZ/Johnson City, TN DM: Bill Hagy PD/MD: Chris Mann COLLECTIVE SOUL "Run" MEJA "Money" GARBAGE "Special" LENNY KRAVITZ "Fly"	WAOA/Melbourne, FL OM/MD: Mike Lowe MD: Larry McKay 22 TATYANA ALI "Knock" JOHN & RIMES "Written" EVERYTHING "Good"	WJJS/Roanoke, VA PD: David Lee Michaels APD/MD: Melissa Morgan DAVE MATTHEWS BAND "Crush" JOHN & RIMES "Written"	WVNO/Syracuse, NY PD/MD: J.J. Rice 36 BRITNEY SPEARS "Baby" SUGAR RAY "Every" WHITNEY HOUSTON "Heartbreak"	KKRD/Wichita, KS PD: Jack Oliver MD: Craig Hubbard GARBAGE "Special" EVERYTHING "Good"
KHFI/Austin, TX PD: Leslie Baszberg MD: Jeff Miles CHER "Believe" SIXPENCE... "Kiss" HARLEM WORLD... "Like"	WZJM/Cleveland, OH PD: Dave Eubanks MD: Action Jackson 4 3RD STOREE "Ever" MADONNA "Matters"	WYKS/Gainesville, FL PD: Jeri Banta MD: Nick Vance JOHN & RIMES "Written" TATYANA ALI "Knock" EVERYTHING "Good"	WGLU/Johnstown, PA PD: Rich Adams MD: Mitch Edwards 3RD STOREE "Ever"	WZEB/New Orleans, LA PD: Rob Wagman MD: J.Love 3 SEMISONIC "Secret" 1 JAY-Z/FAMIL AND JA "Get" VOICES OF THEORY "Wherever"	WHTZ/New York, NY PD: Tom Poleman APD: Kid Kelly MD: Cubby Bryant 32 VENGABOYS "Party" 17 EVERCLEAR "Father" 1 LENNY KRAVITZ "Fly"	WVNO/Syracuse, NY PD/MD: J.J. Rice 36 BRITNEY SPEARS "Baby" SUGAR RAY "Every" WHITNEY HOUSTON "Heartbreak"	WVNO/Syracuse, NY PD/MD: J.J. Rice 36 BRITNEY SPEARS "Baby" SUGAR RAY "Every" WHITNEY HOUSTON "Heartbreak"	WVNO/Syracuse, NY PD/MD: J.J. Rice 36 BRITNEY SPEARS "Baby" SUGAR RAY "Every" WHITNEY HOUSTON "Heartbreak"
WZNY/Augusta, GA PD: Bruce Stevens MD: Michael Chase No Adds	WKRQ/Cincinnati, OH OM/MD: Mike Marino MD: Jim Kelly GARBAGE "Special" JENNIFER PAIGE "Sober" EVERYTHING "Good"	WYKS/Gainesville, FL PD: Jeri Banta MD: Nick Vance JOHN & RIMES "Written" TATYANA ALI "Knock" EVERYTHING "Good"	WGLU/Johnstown, PA PD: Rich Adams MD: Mitch Edwards 3RD STOREE "Ever"	WZEB/New Orleans, LA PD: Rob Wagman MD: J.Love 3 SEMISONIC "Secret" 1 JAY-Z/FAMIL AND JA "Get" VOICES OF THEORY "Wherever"	WHTZ/New York, NY PD: Tom Poleman APD: Kid Kelly MD: Cubby Bryant 32 VENGABOYS "Party" 17 EVERCLEAR "Father" 1 LENNY KRAVITZ "Fly"	WVNO/Syracuse, NY PD/MD: J.J. Rice 36 BRITNEY SPEARS "Baby" SUGAR RAY "Every" WHITNEY HOUSTON "Heartbreak"	WVNO/Syracuse, NY PD/MD: J.J. Rice 36 BRITNEY SPEARS "Baby" SUGAR RAY "Every" WHITNEY HOUSTON "Heartbreak"	WVNO/Syracuse, NY PD/MD: J.J. Rice 36 BRITNEY SPEARS "Baby" SUGAR RAY "Every" WHITNEY HOUSTON "Heartbreak"
KHFI/Austin, TX PD: Leslie Baszberg MD: Jeff Miles CHER "Believe" SIXPENCE... "Kiss" HARLEM WORLD... "Like"	WZJM/Cleveland, OH PD: Dave Eubanks MD: Action Jackson 4 3RD STOREE "Ever" MADONNA "Matters"	WYKS/Gainesville, FL PD: Jeri Banta MD: Nick Vance JOHN & RIMES "Written" TATYANA ALI "Knock" EVERYTHING "Good"	WGLU/Johnstown, PA PD: Rich Adams MD: Mitch Edwards 3RD STOREE "Ever"	WZEB/New Orleans, LA PD: Rob Wagman MD: J.Love 3 SEMISONIC "Secret" 1 JAY-Z/FAMIL AND JA "Get" VOICES OF THEORY "Wherever"	WHTZ/New York, NY PD: Tom Poleman APD: Kid Kelly MD: Cubby Bryant 32 VENGABOYS "Party" 17 EVERCLEAR "Father" 1 LENNY KRAVITZ "Fly"	WVNO/Syracuse, NY PD/MD: J.J. Rice 36 BRITNEY SPEARS "Baby" SUGAR RAY "Every" WHITNEY HOUSTON "Heartbreak"	WVNO/Syracuse, NY PD/MD: J.J. Rice 36 BRITNEY SPEARS "Baby" SUGAR RAY "Every" WHITNEY HOUSTON "Heartbreak"	WVNO/Syracuse, NY PD/MD: J.J. Rice 36 BRITNEY SPEARS "Baby" SUGAR RAY "Every" WHITNEY HOUSTON "Heartbreak"
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WZNY/Augusta, GA PD: Bruce Stevens MD: Michael Chase No Adds	WKRQ/Cincinnati, OH OM/MD: Mike Marino MD: Jim Kelly GARBAGE "Special" JENNIFER PAIGE "Sober" EVERYTHING "Good"	WYKS/Gainesville, FL PD: Jeri Banta MD: Nick Vance JOHN & RIMES "Written" TATYANA ALI "Knock" EVERYTHING "Good"	WGLU/Johnstown, PA PD: Rich Adams MD: Mitch Edwards 3RD STOREE "Ever"	WZEB/New Orleans, LA PD: Rob Wagman MD: J.Love 3 SEMISONIC "Secret" 1 JAY-Z/FAMIL AND JA "Get" VOICES OF THEORY "Wherever"	WHTZ/New York, NY PD: Tom Poleman APD: Kid Kelly MD: Cubby Bryant 32 VENGABOYS "Party" 17 EVERCLEAR "Father" 1 LENNY KRAVITZ "Fly"	WVNO/Syracuse, NY PD/MD: J.J. Rice 36 BRITNEY SPEARS "Baby" SUGAR RAY "Every" WHITNEY HOUSTON "Heartbreak"	WVNO/Syracuse, NY PD/MD: J.J. Rice 36 BRITNEY SPEARS "Baby" SUGAR RAY "Every" WHITNEY HOUSTON "Heartbreak"	WVNO/Syracuse, NY PD/MD: J.J. Rice 36 BRITNEY SPEARS "Baby" SUGAR RAY "Every" WHITNEY HOUSTON "Heartbreak"
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CHR/POP PLAYLISTS

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

MARKET #1

WHTZ/New York
(212) 239-2300
Poleman/Bryant

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
33	31	33	77	CHER/Beieve
72	75	74	74	EAGLE-EYE CHERRY/Save Tonight
52	47	71	74	JEWEL/Hands
73	68	74	72	THIRD EYE BLIND/Jumper
26	30	56	55	WILL SMITH/Miami
24	48	49	53	SARAH MCLACHLAN/Angel
32	23	52	52	GOO GOO DOLLS/Slide
72	73	69	46	MADONNA/The Power Of...
17	72	71	45	BRANDY/Have You Ever?
43	40	44	44	SHAWN MULLINS/Lullaby
7	5	26	34	BRITNEY SPEARS/Baby One More...
-	-	4	34	DEBORAH COX/Nobody's Supposed...
33	29	31	32	SHAGGY FUJANET/Luv Me, Luv Me
-	-	-	32	VENGABOYS/We Like To Party!
20	30	30	29	BLACKSTREET & MYA./Take Me There
52	24	27	29	SHANIA TWAIN/From This Moment On
31	40	13	29	EDWIN MCCAIN/It'll Be
-	-	2	33	SUGAR RAY/Every Morning
13	9	21	27	'N SYNC(God...) A Little...
14	17	31	26	BLACKSTREET BOYS/All I Have To Give
-	-	1	14	MONICA/Angel Of Mine
-	-	30	32	BARENAKED LADIES/It's All Been Done
43	42	47	22	GOO GOO DOLLS/Slide
-	-	29	29	ALANIS MORISSETTE/Unsent
22	19	18	21	OFFSPRING/Pretty Fly (For...)
26	24	15	20	MONIEVA/Touch It
-	-	-	17	EVERCLEAR/Father Of Mine
75	72	42	16	LAURYN HILL/Doo Wop (That Thing)
-	-	-	1	LENNY KRAVITZ/Fly Away

MARKET #2

KISFM
102.7

KIIS/Los Angeles
(818) 845-1027
Kieley/Austin

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
28	28	55	76	BACKSTREET BOYS/All I Have To Give
48	72	74	72	SARAH MCLACHLAN/Angel
42	35	58	70	SWEETBOX/Everything's...
75	73	70	69	WILL SMITH/Miami
75	57	45	65	EAGLE-EYE CHERRY/Save Tonight
35	36	37	60	BRANDY/Have You Ever?
61	72	73	48	LAURYN HILL/Doo Wop (That Thing)
77	62	44	44	98 DEGREES/Because Of You
21	21	36	43	SHERYL CROW/My Favorite Mistake
37	34	39	42	CHER/Beieve
73	72	74	42	MONIEVA/Touch It
33	51	51	40	BRITNEY SPEARS/Baby One More...
42	39	34	38	DIVINE/Lately
25	44	38	35	THIRD EYE BLIND/Jumper
38	36	20	33	JEWEL/Hands
45	37	32	30	'N SYNC(God...) A Little...
27	26	29	29	NEW RADICALS/You Get What You...
28	26	24	28	BLACKSTREET & MYA./Take Me There
-	-	6	18	GOO GOO DOLLS/Slide
20	19	19	19	OFFSPRING/Pretty Fly (For...)
-	-	7	15	SUGAR RAY/Every Morning
14	13	13	18	R. KELLY & C. DION/It's Your Angel
24	21	16	17	MADONNA/The Power Of...
19	15	18	17	DEBORAH COX/Nobody's Supposed...
-	-	8	16	MONICA/Angel Of Mine
-	-	-	16	GARBAGE/Special
29	23	22	22	KHALEEL/No Mercy
-	-	-	13	MEJAVI/Bout The Money
6	12	11	13	B*WITCHED/C'est La Vie
14	16	13	11	ROD STEWART/Faith Of The Heart
13	11	12	10	EVERCLEAR/Father Of Mine
6	15	14	10	SPICE GIRLS/Goodbye
6	12	12	10	BETTER THAN EZRA/At The Stars
13	9	8	9	BOYZ II MEN/Will Get There
-	-	-	9	LENNY KRAVITZ/Fly Away
-	-	-	9	BLONDIE/Mona

MARKET #4

KZQZ/San Francisco
(415) 957-0957
Adams/Scott

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
-	31	34	76	MARIAH CAREY/Still Believe
38	32	53	70	MONICA/Angel Of Mine
66	66	65	68	BRANDY/Have You Ever?
65	64	67	67	'N SYNC(God...) A Little...
40	39	47	56	BLACKSTREET & MYA./Take Me There
52	53	54	56	BACKSTREET BOYS/All I Have To Give
45	54	57	55	EAGLE-EYE CHERRY/Save Tonight
70	67	70	54	98 DEGREES/Because Of You
30	66	51	54	SHANIA TWAIN/From This Moment On
19	33	34	46	BRITNEY SPEARS/Baby One More...
62	45	45	45	WILL SMITH/Miami
43	51	61	45	JEWEL/Hands
43	44	43	45	SHAGGY FUJANET/Luv Me, Luv Me
65	50	54	43	JANET/Every Time
53	46	36	42	THIRD EYE BLIND/Jumper
-	8	19	38	VENGABOYS/We Like To Party!
-	-	24	36	ROCKELL/When I'm Gone
46	47	41	36	SHAWN MULLINS/Lullaby
66	45	43	31	DIVINE/Lately
39	34	35	31	CHER/Beieve
-	-	35	28	MADONNA/Nothing Really...
27	23	21	25	JENNIFER PAIGE/Sober
22	19	21	25	OFFSPRING/Pretty Fly (For...)
20	21	17	23	NATALIE IMBRUGLIA/Tom
24	19	22	21	BARENAKED LADIES/One Week
-	14	20	20	JOEY MCINTYRE/Stay The Same
47	39	28	19	'N SYNC/Tearin' Up My Heart
21	22	21	19	PRAS MICHEL F/D.../Ghetto Supastar...
-	-	14	19	BEASTIE BOYS/Body Movin'
20	24	19	19	AALIYAH/Are You That...
-	-	11	19	SWEETBOX/Make My Love...
23	17	17	18	MADONNA/Frozen
18	16	14	16	INQ/Time After Time
-	-	-	15	2PAC/Changes
-	-	-	13	TATYANA ALI/Boy You Knock Me Out
-	-	-	12	SARAH MCLACHLAN/Angel
18	15	5	10	MONICA/The First Night
46	41	42	5	GOO GOO DOLLS/Slide

MARKET #7

106.1 KISSFM

KHKS/Dallas
(214) 891-3400
Cook/Lambert/Reynolds

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
47	47	68	71	BRITNEY SPEARS/Baby One More...
63	73	69	67	'N SYNC(God...) A Little...
67	68	67	66	BRANDY/Have You Ever?
39	44	44	63	DIVINE/Lately
45	49	51	50	WILL SMITH/Miami
65	48	42	48	MONIEVA/Touch It
46	43	47	46	VOICES OF THEORY/Say It
37	41	39	45	SHAGGY FUJANET/Luv Me, Luv Me
30	40	46	44	BLACKSTREET & MYA./Take Me There
48	45	41	43	SWEETBOX/Everything's...
41	39	45	42	GOO GOO DOLLS/Slide
42	46	48	41	AALIYAH/Are You That...
20	38	40	40	BACKSTREET BOYS/All I Have To Give
-	-	9	31	CHER/Beieve
27	25	27	30	LAURYN HILL/Doo Wop (That Thing)
59	56	50	29	R. KELLY & C. DION/It's Your Angel
44	26	20	23	JEWEL/Hands
16	29	26	22	HOUSTON & CAREY/When You Believe...
26	24	29	21	MASTYBOY KLICK/Lost In Love...
-	-	23	20	SWEETBOX/Make My Love...
13	23	19	19	DEBORAH COX/Nobody's Supposed...
19	20	18	18	2PAC/Changes
-	-	-	14	OFFSPRING/Pretty Fly (For...)
14	18	16	13	MONICA/Angel Of Mine
-	-	7	12	B*WITCHED/C'est La Vie
-	-	-	9	BEASTIE BOYS/Body Movin'
-	-	-	8	MARIAH CAREY/Still Believe
-	-	-	8	MEJAVI/Bout The Money
-	-	-	6	MARIAH CAREY/Still Believe
-	-	-	5	KHALEEL/No Mercy
-	-	-	5	JENNIFER PAIGE/Sober
7	5	5	5	KHALEEL/No Mercy
10	6	5	5	SIXPENCE/Kiss Me
-	-	-	-	B*WITCHED/C'est La Vie
-	-	-	-	MADONNA/Nothing Really...
-	-	-	-	BLESSID UNION.../Hey Leonardo

MARKET #8

Kiss 101fm

WXKS/Boston
(781) 396-1430
Ivey/David

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
60	50	59	61	SARAH MCLACHLAN/Angel
63	58	59	60	THIRD EYE BLIND/Jumper
63	63	60	60	GOO GOO DOLLS/Slide
62	64	62	65	DAVE MATTHEWS BAND/Crush
53	51	37	55	SHAWN MULLINS/Lullaby
17	29	49	49	EVE/Inside Out
21	21	31	44	BRITNEY SPEARS/Baby One More...
63	54	37	42	BARENAKED LADIES/One Week
56	33	35	41	JEWEL/Hands
19	20	30	38	CHER/Beieve
35	49	42	37	MATCHBOX 20/Back 2 Good
36	34	39	35	BARENAKED LADIES/It's All Been Done
18	17	23	30	LENNY KRAVITZ/Fly Away
23	23	26	30	VENGABOYS/We Like To Party!
13	28	35	29	SUGAR RAY/Every Morning
18	15	19	24	EVERCLEAR/Father Of Mine
34	32	24	23	EAGLE-EYE CHERRY/Save Tonight
16	20	22	22	NEW RADICALS/You Get What You...
27	23	22	22	ALANIS MORISSETTE/Unsent
-	-	19	21	BRITNEY SPEARS/Baby One More...
-	-	11	21	COLLECTIVE SOUL/Run
19	17	17	17	BETTER THAN EZRA/At The Stars
16	16	18	15	ROD STEWART/Faith Of The Heart
16	15	17	15	BLACKSTREET BOYS/All I Have To Give
17	16	15	15	'N SYNC(God...) A Little...
-	-	12	11	HOLE/Malibu
-	-	-	8	GARBAGE/Special
-	-	-	6	MARIAH CAREY/Still Believe
-	-	-	5	KHALEEL/No Mercy
-	-	-	5	JENNIFER PAIGE/Sober
7	5	5	5	KHALEEL/No Mercy
10	6	5	5	SIXPENCE/Kiss Me
-	-	-	-	B*WITCHED/C'est La Vie
-	-	-	-	MADONNA/Nothing Really...
-	-	-	-	BLESSID UNION.../Hey Leonardo

MARKET #9

WWZZ/Washington
(703) 522-1041
O'Brian/Ross

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
45	40	48	53	WILL SMITH/Miami
50	49	48	50	BRANDY/Have You Ever?
51	50	51	48	EAGLE-EYE CHERRY/Save Tonight
26	41	43	46	BRITNEY SPEARS/Baby One More...
44	44	50	42	DIVINE/Lately
43	40	42	42	SHAWN MULLINS/Lullaby
44	44	42	41	SHAGGY FUJANET/Luv Me, Luv Me
41	36	42	39	'N SYNC(God...) A Little...
15	19	28	39	ROCKELL/When I'm Gone
43	44	45	38	JEWEL/Hands
41	35	28	34	MONICA/Angel Of Mine
27	34	33	31	BARENAKED LADIES/It's All Been Done
15	28	29	29	NEW RADICALS/You Get What You...
15	11	30	29	BLACKSTREET & MYA./Take Me There
12	10	13	28	BLACKSTREET BOYS/All I Have To Give
18	15	22	27	JANET/Every Time
26	20	16	22	EVE/Inside Out
-	-	9	21	DEBORAH COX/Nobody's Supposed...
41	42	34	20	98 DEGREES/Because Of You
-	-	8	20	TATYANA ALI/Boy You Knock Me Out
16	26	20	20	VOICES OF THEORY/Say It
12	18	18	18	MARY GRIFFIN/Knock On Wood
11	11	12	16	MATCHBOX 20/Real World
-	-	10	15	SWEETBOX/Make My Love...
22	17	15	13	OFFSPRING/Pretty Fly (For...)
-	-	13	13	MARIAH CAREY/Still Believe
13	11	9	13	LAURYN HILL/Doo Wop (That Thing)
15	14	10	13	VENGABOYS/We Like To Party!
-	-	10	12	EVERYTHING/Hooch
-	-	5	11	STARDUST/Music Sounds...
11	11	10	11	FASTBALL/The Way
11	-	-	10	ALL SAINTS/Never Ever
13	16	10	10	MONIEVA/Touch It
10	-	-	10	AEROSMITH/Don't Want To...
5	5	14	9	2PAC/Changes
-	-	-	7	BEASTIE BOYS/Body Movin'
-	-	-	-	GOO GOO DOLLS/Slide
-	-	-	-	JOEY MCINTYRE/Stay The Same
-	-	-	-	B*WITCHED/C'est La Vie

MARKET #10

104 KRBE

KRBE/Houston
(713) 266-1000
Peake/Michaels

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
46	49	60	69	SWEETBOX/Everything's...
65	76	72	68	CHER/Beieve
68	69	67	66	EAGLE-EYE CHERRY/Save Tonight
67	69	68	65	SHAWN MULLINS/Lullaby
59	59	60	59	SARAH MCLACHLAN/Angel
41	47	44	50	WILL SMITH/Miami
24	24	34	48	BLACKSTREET & MYA./Take Me There
40	44	44	47	MATCHBOX 20/Back 2 Good
51	34	44	46	BRANDY/Have You Ever?
27	20	30	44	NEW RADICALS/You Get What You...
50	50	57	43	BACKSTREET BOYS/All I Have To Give
28	42	38	42	SHAGGY FUJANET/Luv Me, Luv Me
48	40	40	41	SHERYL CROW/My Favorite Mistake
64	55	40	39	THIRD EYE BLIND/Jumper
18	45	38	38	LAURYN HILL/Doo Wop (That Thing)
-	-	36	38	BRITNEY SPEARS/Baby One More...
34	22	41	37	GOO GOO DOLLS/Slide
42	40	40	34	EVERCLEAR/Father Of Mine
9	13	20	30	DIVINE/Lately
25	24	24	26	BARENAKED LADIES/It's All Been Done
-	-	-	23	MADONNA/Nothing Really...
22	19	21	23	MONICA/Angel Of Mine
33	28	20	22	SUGAR RAY/Every Morning
19	29	26	19	ALANIS MORISSETTE/Unsent
5	15	19	19	JOEY MCINTYRE/Stay The Same
-	-	11	16	GARBAGE/Special
26	24	19	15	OFFSPRING/Pretty Fly (For...)
42	35	21	14	'N SYNC(God...) A Little...
10	12	15	12	BEASTIE BOYS/Body Movin'
-	-	7	12	HOLE/Malibu
15	15	14	12	JAY-Z/Hard Knock Life...
-	-	-	-	DEBORAH COX/Nobody's Supposed...

MARKET #11

WHYI/Miami
(954) 463-9299
Roberts/Chio/Poyner

PLAYS

CHR/POP PLAYLISTS

February 5, 1999 R&R • 51

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

102.7		MARKET #20	
TODAY'S HIT MUSIC		WXYV/Baltimore	
(410) 828-7722		Pasha/Dee	
PLAYS	ARTIST/TITLE	PLAYS	ARTIST/TITLE
3W 2W 1W TW		3W 2W 1W TW	
64 67 71 71	BRITNEY SPEARS/Baby One More...	58 56 57 58	GOO GOO DOLLS/Slide
36 61 70 70	GOO GOO DOLLS/Slide	22 37 53 55	SARAH McLACHLAN/Angel
64 67 69 69	BLACKSTREET & MYA /Take Me There	18 25 33 35	EVERCLEAR/Father Of Mine
66 65 68 68	BRANDY/Have You Ever?	60 55 50 54	SHAWN MULLINS/Lullaby
34 35 34 34	EVE 6/Inside Out	37 39 43 40	THIRD EYE BLIND/Jumper
7 7 54 54	HOUSTON & CAREY/When You Believe	59 56 47 42	EAGLE-EYE CHERRY/Save Tonight
65 63 47 47	'N SYNC(God...) A Little...	22 37 41 41	BRANDY/Have You Ever?
34 37 38 38	R. KELLY & C. DION/In Your Angel	33 33 35 36	SHANIA TWAIN/From This Moment On
38 45 38 38	DIVINE/Lately	48 48 32 36	JEWEL/Hands
39 38 38	EAGLE-EYE CHERRY/Save Tonight	24 30 28 36	MATCHBOX 20/Back 2 Good
11 30 35 38	NEW RADICALS/You Get What You...	28 35 37 35	EVE 6/Inside Out
17 65 37 37	BLACKSTREET BOYS/All I Have To Give	16 22 23 34	R. KELLY & C. DION/In Your Angel
11 44 37 37	CHER/Believe	18 28 36 32	OFFSPRING/Pretty Fly (For...)
34 35 35	SO PURE/Change	8 27 32	LENNY KRAVITZ/Fly Away
37 41 35 35	98 DEGREES/Because Of You	24 26 26 32	BARENAKED LADIES/It's All Been Done
37 39 31 31	EMILIAH/Big Big World	37 37 36 30	NEW RADICALS/You Get What You...
37 39 31 31	JENNIFER PAIGE/Sober	31 30 29 28	AALIYAH/Are You That...
37 39 31 31	JENNIFER PAIGE/Sober	19 19 19 19	DIVINE/Lately
14 21 20 20	OFFSPRING/Pretty Fly (For...)	6 22 27	KHALEEL/No Mercy
20 14 19 19	UNQ! SAM/When I See You Smile	21 23 26	ALANIS MORISSETTE/Unsent
18 18 18	LIMP BIZKIT/Faith	29 30 32 28	SHERYL CROW/My Favorite Mistake
24 28 18 18	BLONDIE/Maria	24 27 28 25	SUGAR RAY/Every Morning
63 25 16 16	MONICA/The First Night	11 20 21	BETTER THAN EZRA/At The Stars
17 16 16	HOLE/Maibu	11 16 20 20	CHER/Believe
15 15 15	B'WITCHED/C'est La Vie	32 33 34 18	FASTBALL/Fire Escape
26 21 14 14	JENNIFER LOVE HEWITT/How Do I Deal	14 18 17 19	OFFSPRING/Pretty Fly (For...)
14 14 14	VENGABOYS/We Like To Party!	19 19 13 12	'N SYNC(God...) A Little...
14 14 14	MONICA/Angel Of Mine	8 8 8 8	HOLE/Maibu
8 12 13 13	LENNY KRAVITZ/Fly Away	7 7 7 5	PM DAWN/Faith In You
19 22 12 12	EVERCLEAR/Father Of Mine		
18 11 11	DEBORAH COX/Nobody's Supposed...		
35 35 11 11	SHAWN MULLINS/Lullaby		
25 23 10 10	VOICES OF THEORY/Wherever You Go		
18 14 10 10	2PAC/Changes		
21 15 10 10	CAKE/Never There		
	BETTER THAN EZRA/At The Stars		

99.4		MARKET #21	
today's hit music		WBZZ/Pittsburgh	
		(412) 920-9400	
		Calrk/Edgar/Hartwell	
PLAYS	ARTIST/TITLE	PLAYS	ARTIST/TITLE
3W 2W 1W TW		3W 2W 1W TW	
58 56 57 58	GOO GOO DOLLS/Slide	41 74 69 78	'N SYNC(God...) A Little...
22 37 53 55	SARAH McLACHLAN/Angel	74 68 69 77	BRANDY/Have You Ever?
18 25 33 35	EVERCLEAR/Father Of Mine	71 72 74 73	WILL SMITH/Miami
60 55 50 54	SHAWN MULLINS/Lullaby	21 24 29 58	MONIFAH/Touch It
37 39 43 40	THIRD EYE BLIND/Jumper	43 39 41 28	BLACKSTREET & MYA /Take Me There
59 56 47 42	EAGLE-EYE CHERRY/Save Tonight	48 46 48 47	BRITNEY SPEARS/Baby One More...
22 37 41 41	BRANDY/Have You Ever?	9 25 33 46	SARAH McLACHLAN/Angel
33 33 35 36	SHANIA TWAIN/From This Moment On	37 41 47 45	GOO GOO DOLLS/Slide
48 48 32 36	JEWEL/Hands	71 73 58 37	DIVINE/Lately
24 30 28 36	MATCHBOX 20/Back 2 Good	35 38 41 36	EAGLE-EYE CHERRY/Save Tonight
28 35 37 35	EVE 6/Inside Out	10 23 34	B'WITCHED/C'est La Vie
16 22 23 34	R. KELLY & C. DION/In Your Angel	53 37 35 33	THIRD EYE BLIND/Jumper
18 28 36 32	OFFSPRING/Pretty Fly (For...)	37 40 37 32	NEW RADICALS/You Get What You...
8 27 32	LENNY KRAVITZ/Fly Away	41 64 36 32	EVE 6/Inside Out
24 26 26 32	BARENAKED LADIES/It's All Been Done	57 44 39 30	SHAWN MULLINS/Lullaby
37 37 36 30	NEW RADICALS/You Get What You...	11 33 29	ALANIS MORISSETTE/Unsent
31 30 29 28	AALIYAH/Are You That...	30 39 32	BLACKSTREET BOYS/All I Have To Give
19 19 19 19	DIVINE/Lately	3 26 24 27	SUGAR RAY/Every Morning
6 22 27	KHALEEL/No Mercy	38 30 25 25	BRIAN MCKNIGHT/Anytime
21 23 26	ALANIS MORISSETTE/Unsent	18 23 27 25	MONICA/Angel Of Mine
29 30 32 28	SHERYL CROW/My Favorite Mistake	7 22	SWEETBOX/You Make My Love...
24 27 28 25	SUGAR RAY/Every Morning	34 28 27 21	JANET/Go Deep
11 20 21	BETTER THAN EZRA/At The Stars	38 36 21 19	98 DEGREES/Because Of You
11 16 20 20	CHER/Believe	14 18 17 19	OFFSPRING/Pretty Fly (For...)
32 33 34 18	FASTBALL/Fire Escape	11 18	CHER/Believe
14 18 17 19	OFFSPRING/Pretty Fly (For...)	14 28 26 18	MATCHBOX 20/Back 2 Good
19 19 13 12	'N SYNC(God...) A Little...	17 19 19 17	BARENAKED LADIES/It's All Been Done
8 8 8 8	HOLE/Maibu	9 13 11 17	R. KELLY & C. DION/In Your Angel
7 7 7 5	PM DAWN/Faith In You	9 15 15 15	MARIAH CAREY/Still Believe
		24 17 15 15	JEWEL/Hands
		30 26 20 15	HOUSTON & CAREY/When You Believe
		11 14 13 13	NICOLE/Make It Hot
		9 16 13 11	LAURYN HILL/Doo Wop (That Thing)
		9 14 15 10	KHALEEL/No Mercy
		7 9 9 9	JENNIFER LOVE HEWITT/How Do I Deal
		7 7 8 9	DAVE MATTHEWS BAND/Crush
		17 9 9 8	EVERYTHING/Hooch

93.3 FLZ		MARKET #22	
today's hit music		WFLZ/Tampa	
		(813) 839-9393	
		Harris/Domino	
PLAYS	ARTIST/TITLE	PLAYS	ARTIST/TITLE
3W 2W 1W TW		3W 2W 1W TW	
41 74 69 78	'N SYNC(God...) A Little...	46 46 52 83	BRITNEY SPEARS/Baby One More...
74 68 69 77	BRANDY/Have You Ever?	27 44 54 58	BLACKSTREET BOYS/All I Have To Give
71 72 74 73	WILL SMITH/Miami	66 61 60 58	BLACKSTREET & MYA /Take Me There
21 24 29 58	MONIFAH/Touch It	66 66 55 58	WILL SMITH/Miami
43 39 41 28	BLACKSTREET & MYA /Take Me There	66 56 57 56	BRANDY/Have You Ever?
48 46 48 47	BRITNEY SPEARS/Baby One More...	60 59 54 54	NICOLE/Make It Hot
9 25 33 46	SARAH McLACHLAN/Angel	27 39 47	CHER/Believe
37 41 47 45	GOO GOO DOLLS/Slide	43 39 41 43	'N SYNC(God...) A Little...
71 73 58 37	DIVINE/Lately	24 38 40 40	MONICA/Angel Of Mine
35 38 41 36	EAGLE-EYE CHERRY/Save Tonight	17 17	SUGAR RAY/Every Morning
10 23 34	B'WITCHED/C'est La Vie	25 25 34 38	SHAWN MULLINS/Lullaby
53 37 35 33	THIRD EYE BLIND/Jumper	38 39 38 38	LF01/I Can't Have You
37 40 37 32	NEW RADICALS/You Get What You...	38 41 38 37	LAURYN HILL/Doo Wop (That Thing)
41 64 36 32	EVE 6/Inside Out	40 40 42 37	98 DEGREES/Because Of You
57 44 39 30	SHAWN MULLINS/Lullaby	33 36 36 37	OFFSPRING/Pretty Fly (For...)
11 33 29	ALANIS MORISSETTE/Unsent	77 33 36	JOEY MCINTYRE/Stay The Same
30 39 32	BLACKSTREET BOYS/All I Have To Give	39 38 39 36	SWEETBOX/Everything's...
3 26 24 27	SUGAR RAY/Every Morning	62 63 42 36	MONIFAH/Touch It
38 30 25 25	BRIAN MCKNIGHT/Anytime	25 25	SARAH McLACHLAN/Angel
18 23 27 25	MONICA/Angel Of Mine	22 24 34	B'WITCHED/C'est La Vie
7 22	SWEETBOX/You Make My Love...	58 53 43 32	DIVINE/Lately
34 28 27 21	JANET/Go Deep	23 23 25 38	SUGAR RAY/Every Morning
38 36 21 19	98 DEGREES/Because Of You	29 25 27 29	JENNIFER LOVE HEWITT/How Do I Deal
14 18 17 19	OFFSPRING/Pretty Fly (For...)	20 17 15	WHITNEY HOUSTON/Heartbreak Hotel
11 18	CHER/Believe	7 13 15 13	JAY-Z/Hard Knock Life...
14 28 26 18	MATCHBOX 20/Back 2 Good	27 17 16 7	SHANIA TWAIN/From This Moment On
17 19 19 17	BARENAKED LADIES/It's All Been Done	4 3	3RD STOREE/1 Ever
9 13 11 17	R. KELLY & C. DION/In Your Angel		MADONNA/Nothing Really...
9 15 15 15	MARIAH CAREY/Still Believe		
24 17 15 15	JEWEL/Hands		
30 26 20 15	HOUSTON & CAREY/When You Believe		
11 14 13 13	NICOLE/Make It Hot		
9 16 13 11	LAURYN HILL/Doo Wop (That Thing)		
9 14 15 10	KHALEEL/No Mercy		
7 9 9 9	JENNIFER LOVE HEWITT/How Do I Deal		
7 7 8 9	DAVE MATTHEWS BAND/Crush		
17 9 9 8	EVERYTHING/Hooch		

JAMMIN 92.3		MARKET #24	
today's hit music		WZJM/Cleveland	
		(216) 621-9300	
		Eubanks/Jackson	
PLAYS	ARTIST/TITLE	PLAYS	ARTIST/TITLE
3W 2W 1W TW		3W 2W 1W TW	
46 46 52 83	BRITNEY SPEARS/Baby One More...	68 72 66 73	WILL SMITH/Miami
27 44 54 58	BLACKSTREET BOYS/All I Have To Give	28 53 70 71	SARAH McLACHLAN/Angel
66 61 60 58	BLACKSTREET & MYA /Take Me There	74 71 73 71	SHAGGY/FJANE/Luv Me, Luv Me
66 66 55 58	WILL SMITH/Miami	71 71 68 71	BRANDY/Have You Ever?
66 56 57 56	BRANDY/Have You Ever?	60 64 69 71	EAGLE-EYE CHERRY/Save Tonight
60 59 54 54	NICOLE/Make It Hot	49 51 49 53	BRITNEY SPEARS/Baby One More...
27 39 47	CHER/Believe	33 42 50 47	GOO GOO DOLLS/Slide
43 39 41 43	'N SYNC(God...) A Little...	57 46 45 45	JEWEL/Hands
24 38 40 40	MONICA/Angel Of Mine	28 31 37 44	CHER/Believe
17 17	SUGAR RAY/Every Morning	41 45 42 43	'N SYNC(God...) A Little...
25 25 34 38	SHAWN MULLINS/Lullaby	47 47 44 42	THIRD EYE BLIND/Jumper
38 39 38 38	LF01/I Can't Have You	76 60 45 38	SHAWN MULLINS/Lullaby
38 41 38 37	LAURYN HILL/Doo Wop (That Thing)	32 31 28 34	DIVINE/Lately
40 40 42 37	98 DEGREES/Because Of You	53 61 45 33	98 DEGREES/Because Of You
33 36 36 37	OFFSPRING/Pretty Fly (For...)	26 27 27 32	OFFSPRING/Pretty Fly (For...)
77 33 36	JOEY MCINTYRE/Stay The Same	23 19 27 32	LAURYN HILL/Doo Wop (That Thing)
39 38 39 36	SWEETBOX/Everything's...	46 37 30 28	SHERYL CROW/My Favorite Mistake
62 63 42 36	MONIFAH/Touch It	15 25 26	MONICA/Angel Of Mine
25 25	SARAH McLACHLAN/Angel	22 24 34	B'WITCHED/C'est La Vie
22 24 34	B'WITCHED/C'est La Vie	58 53 43 32	DIVINE/Lately
58 53 43 32	DIVINE/Lately	23 23 25 38	SUGAR RAY/Every Morning
23 23 25 38	SUGAR RAY/Every Morning	29 25 27 29	JENNIFER LOVE HEWITT/How Do I Deal
29 25 27 29	JENNIFER LOVE HEWITT/How Do I Deal	20 17 15	WHITNEY HOUSTON/Heartbreak Hotel
20 17 15	WHITNEY HOUSTON/Heartbreak Hotel	7 13 15 13	JAY-Z/Hard Knock Life...
7 13 15 13	JAY-Z/Hard Knock Life...	27 17 16 7	SHANIA TWAIN/From This Moment On
27 17 16 7	SHANIA TWAIN/From This Moment On	4 3	3RD STOREE/1 Ever
4 3	3RD STOREE/1 Ever		MADONNA/Nothing Really...
	MADONNA/Nothing Really...		

700		MARKET #25	
today's hit music		KKRZ/Portland, OR	
		(503) 226-0100	
		Austin/Cuest	
PLAYS	ARTIST/TITLE	PLAYS	ARTIST/TITLE
3W 2W 1W TW		3W 2W 1W TW	
68 72 66 73	WILL SMITH/Miami	66 67 65 67	EVE 6/Inside Out
28 53 70 71	SARAH McLACHLAN/Angel	66 67 66 66	MONIFAH/Touch It
74 71 73 71	SHAGGY/FJANE/Luv Me, Luv Me	44 43 66 65	MATCHBOX 20/Back 2 Good
71 71 68 71	BRANDY/Have You Ever?	44 41 47 58	LENNY KRAVITZ/Fly Away
60 64 69 71	EAGLE-EYE CHERRY/Save Tonight	66 66 33 45	WILL SMITH/Miami
49 51 49 53	BRITNEY SPEARS/Baby One More...	43 39 40 44	SHAWN MULLINS/Lullaby
33 42 50 47	GOO GOO DOLLS/Slide	44 42 43 44	NICOLE/Make It Hot
57 46 45 45	JEWEL/Hands	44 41 38 44	GOO GOO DOLLS/Slide
28 31 37 44	CHER/Believe	44 41 40 42	'N SYNC(God...) A Little...
41 45 42 43	'N SYNC(God...) A Little...	67 66 38 42	BRANDY/Have You Ever?
47 47 44 42	THIRD EYE BLIND/Jumper	27 28 41 42	CAKE/Never There
76 60 45 38	SHAWN MULLINS/Lullaby	29 27 27 40	OFFSPRING/Pretty Fly (For...)
32 31 28 34	DIVINE/Lately	22 23 29 40	OFFSPRING/Pretty Fly (For...)
53 61 45 33	98 DEGREES/Because Of You	18 18 24 24	BLACKSTREET BOYS/All I Have To Give
26 27 27 32	OFFSPRING/Pretty Fly (For...)	10 22 22	SEMISONIC/Secret Smile
23 19 27 32	LAURYN HILL/Doo Wop (That Thing)	14 20 18 20	DAVE MATTHEWS BAND/Crush
46 37 30 28	SHERYL CROW/My Favorite Mistake	10 18 20 20	BLACKSTREET & MYA /Take Me There
15 25 26	MONICA/Angel Of Mine	10 14 14 18	CHER/Believe
22 24 34	B'WITCHED/C'est La Vie	10 14 14 18	HOLE/Maibu
58 53 43 32	DIVINE/Lately	16 27 27 30	SUGAR RAY/Every Morning
23 23 25 38	SUGAR RAY/Every Morning	28 29 28 30	NEW RADICALS/You Get What You...
29 25 27 29	JENNIFER LOVE HEWITT/How Do I Deal	14 16 15 29	BARENAKED LADIES/It's All Been Done
20 17 15	WHITNEY HOUSTON/Heartbreak Hotel	27 31 27 29	EVERLAST/What It's Like
7 13 15 13	JAY-Z/Hard Knock Life...	14 17 28 28	MONICA/Angel Of Mine
27 17 16 7	SHANIA TWAIN/From This Moment On	44 43 41 28	EVERCLEAR/Father Of Mine
4 3	3RD STOREE/1 Ever	14 21 27 27	DAVE MATTHEWS BAND/Crush
	MADONNA/Nothing Really...	27 29 27 26	ALANIS MORISSETTE/Unsent
		14 17 17 20	2PAC/Changes
		14 21 16 18	BETTER THAN EZRA/At The Stars
		14 13 14 17	JAY-Z/Hard Knock Life...
		14 14 13 16	DEBORAH COX/Nobody's Supposed...
		14 13 16 16	JAY-Z/FAMIL AND JACan I Get A...
		14 13 16 16	SEMISONIC/Secret Smile
		14 13 16 16	COLLECTIVE SOUL/Run
		14 13 16 16	DRU HILL/These Are The Times
		14 13 16 16	CHER/Believe
		27 27 29 12	MARIAH CAREY/Still Believe
			FUEL/Shimmer

102.7		MARKET #26	
today's hit music		WKFS/Cincinnati	
		(513) 621-9326	
		Phillips	
PLAYS	ARTIST/TITLE	PLAYS	ARTIST/TITLE
3W 2W 1W TW		3W 2W 1W TW	
45 65 83 81	BLACKSTREET BOYS/All I Have To Give	74 75 74 76	THIRD EYE BLIND/Jumper
81 80 81 81	EVE 6/Inside Out	74 75 74 74	SARAH McLACHLAN/Angel
76 79 81 81	DIVINE/Lately	42 40 63 74	EVE 6/Inside Out
58 78 82 81	OFFSPRING/Pretty Fly (For...)	74 74 73 73	SHAWN MULLINS/Lullaby
52 48 76 78	BLACKSTREET & MYA /Take Me There	73 74 73 73	GOO GOO DOLLS/Slide
56 79 80 76	'N SYNC(God...) A Little...	73 75 74 73	MATCHBOX 20/Back 2 Good
79 44 43 68	MONIFAH/Touch It	75 74 73 73	EAGLE-EYE CHERRY/Save Tonight
46 46 43 52	BRITNEY SPEARS/Baby One More...	40 40 40 45	FASTBALL/Fire Escape
27 46 52 50	LENNY KRAVITZ/Fly Away	40 40 40 46	BARENAKED LADIES/It's All Been Done
50 51 49 50	NICOLE/Make It Hot	44 39 42 45	EVERCLEAR/Father Of Mine
11 31 43 50	EVERCLEAR/Father Of Mine	42 42 41 45	U2/Sweetest Thing
29 44 47	ALANIS MORISSETTE/Unsent	32 34 40 43	LENNY KRAVITZ/Fly Away
25 45 45 47	BRANDY/Have You Ever?	38 39 40 43	JEWEL/Hands
72 47 27 46	LAURYN HILL/Doo Wop (That Thing)	32 28 36 42	ALANIS MORISSETTE/Unsent
27 62 82 42	JEWEL/Hands	34 32 38 38	DAVE MATTHEWS BAND/Crush
23 42 42 42	MONICA/Angel Of Mine	21 33 37 38	SUGAR RAY/Every Morning
78 46 29 34	WILL SMITH/Miami	13 28 35	SIXPENCE...Kiss Me

CHR/POP PLAYLISTS

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

MARKET #37
WKNS/Charlotte
 (704) 331-9510
 Bridgman/McCormick

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
63	59	59	61		SHAWN MULLINS/Lullaby
62	55	56	60		BRANDY/Have You Ever?
30	50	55	59		WILL SMITH/Miami
37	49	53	57		'N SYNC(God...) A Little...
64	56	57	61		SARAH MCLACHLAN/Angel
50	32	39	51		GOO GOO DOLLS/Slide
53	33	41	48		SHERYL CROW/My Favorite Mistake
62	55	54	60		EAGLE-EYE CHERRY/Save Tonight
42	33	35	41		JEWEL/Hands
19	28	31	39		BRITNEY SPEARS...Baby One More...
25	35	36	37		THIRD EYE BLIND/Jumper
26	52	45	34		MATCHBOX 20/Back 2 Good
21	21	25	33		GOO GOO DOLLS/Slide
24	24	23	28		DIVINE/Lately
15	17	20	28		BACKSTREET BOYS/All I Have To Give
11	12	13	27		R. KELLY & C. DION/My Your Angel
10	12	13	27		LENNY KRAVITZ/Fly Away
27	25	25	17		EVE 6/Inside Out
23	22	20	17		SUGAR RAY/Every Morning
5	13	17	17		CHER/Believe
23	16	14	15		OFFSPRING/Pretty Fly (For...)
17	24	25	14		SHANIA TWAIN/From This Moment On
-	3	10	13		MONICA/Angel Of Mine
-	-	8	13		EVERLAST/What It's Like
17	12	8	11		BLACKSTREET & MYA.../Take Me There
13	19	19	10		BARENAKED LADIES/It's All Been Done
8	15	10	8		NEW RADICALS/You Get What You...
13	14	22	7		ALANIS MORISSETTE/Unsent
-	-	8	7		JOEY MCINTYRE/Stay The Same
-	4	7	7		PM DAWN/Faith In You
-	4	7	6		MARIAH CAREY/Still Believe
15	21	9	4		EVERCLEAR/Father Of Mine
-	-	-	-		GARBAGE/Special
-	-	-	-		DEBORAH COX/Nobody's Supposed...
-	-	-	-		TOMMY HENRIKSEN/See The Sun

MARKET #38
WZPL/Indianapolis
 (317) 816-4000
 Gjerdrum/Decker

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
45	60	65	63		SARAH MCLACHLAN/Angel
65	59	64	62		EVERYTHING/Good
44	58	64	61		EAGLE-EYE CHERRY/Save Tonight
58	61	61	60		BARENAKED LADIES/One Week
61	62	65	67		SHAWN MULLINS/Lullaby
44	46	48	42		R. KELLY & C. DION/My Your Angel
61	42	44	41		AEROSMITH/Don't Want To
44	41	42	41		JEWEL/Hands
39	40	47	41		EDWIN MCCAIN/It's Be
29	35	43	40		SHANIA TWAIN/From This Moment On
62	42	42	40		MATCHBOX 20/Real World
17	30	35	35		SUGAR RAY/Every Morning
24	27	31	31		KHALEEL/No Mercy
-	26	29	30		ALANIS MORISSETTE/Unsent
27	27	29	29		NEW RADICALS/You Get What You...
27	30	34	28		GOO GOO DOLLS/Slide
23	24	25	28		EVERCLEAR/Father Of Mine
10	25	30	26		BARENAKED LADIES/It's All Been Done
28	27	26	26		EVE 6/Inside Out
25	26	23	26		MATCHBOX 20/Back 2 Good
20	22	25	25		SEMI-SONIC/Closing Time
28	23	25	24		LENNY KRAVITZ/Fly Away
42	23	24	24		GOO GOO DOLLS/Slide
23	24	26	22		NATALIE IMBRUGLIA/Tom
22	21	22	22		ALANIS MORISSETTE/Uninvited
22	24	24	21		FAITH HILL/This Kiss
22	24	23	21		FASTBALL/In The Way
21	24	23	21		GREEN DAY/Time Of Your Life...
24	22	23	21		JOHN MELLENCAMP/Your Life Is Now
19	17	21	20		THIRD EYE BLIND/Jumper
17	18	18	20		MATCHBOX 20/3am
24	19	16	19		SHANIA TWAIN/You're Still The One
-	-	7	12		HOLE/Malibu
11	10	11	11		DAVE MATTHEWS BAND/Crush
-	-	8	10		COLLECTIVE SOUL/Run
30	14	12	8		HOUSTON & CAREY/When You Believe...
-	-	-	-		SEMI-SONIC/Secret Smile
-	-	-	-		GARBAGE/Special

MARKET #39
WXKL/Orlando
 (407) 339-6539
 Cook/DeGraaff

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
39	34	42	62		SARAH MCLACHLAN/Angel
57	59	46	61		BRANDY/Have You Ever?
37	39	41	60		SHAGGY FJANET/Luv Me, Luv Me
51	57	62	60		BACKSTREET BOYS/All I Have To Give
42	38	55	59		MADONNA/The Power Of...
44	51	52	53		'N SYNC(God...) A Little...
23	25	29	32		CHER/Believe
31	11	51	46		98 DEGREES/Because Of You
63	64	43	44		DIVINE/Lately
65	46	59	44		WILL SMITH/Miami
39	39	51	43		SHAWN MULLINS/Lullaby
40	39	36	40		BRITNEY SPEARS...Baby One More...
-	22	34	31		OFFSPRING/Pretty Fly (For...)
-	9	19	29		MONICA/Angel Of Mine
27	14	18	29		EAGLE-EYE CHERRY/Save Tonight
14	13	16	26		2PAC/Changes
-	23	21	24		ALANIS MORISSETTE/Unsent
43	53	31	23		JEWEL/Hands
22	28	31	23		BLACKSTREET & MYA.../Take Me There
42	37	44	21		THIRD EYE BLIND/Jumper
20	15	16	19		R. KELLY & C. DION/My Your Angel
-	-	18	18		MATCHBOX 20/Back 2 Good
17	14	24	18		GOO GOO DOLLS/Slide
10	18	17	17		JOEY MCINTYRE/Stay The Same
56	60	34	16		MONIEHAN/Touch It
16	15	13	12		LARRYN HILL/Doo Wop (That Thing)
-	-	10	10		SWEETBOXU Make My Love...
16	15	12	7		BARENAKED LADIES/It's All Been Done
-	-	-	-		DEBORAH COX/Nobody's Supposed...

MARKET #41
KUMK/New Orleans
 (504) 679-7300
 Stewart

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
67	62	66	67		EVERCLEAR/Father Of Mine
67	63	68	67		BRITNEY SPEARS...Baby One More...
50	58	65	67		EAGLE-EYE CHERRY/Save Tonight
52	48	48	63		SHAGGY FJANET/Luv Me, Luv Me
49	48	49	63		GOO GOO DOLLS/Slide
29	40	50	51		BRANDY/Have You Ever?
51	53	56	60		NICOLE/Make It Hot
49	46	46	50		MATCHBOX 20/Back 2 Good
47	45	47	49		JEWEL/Hands
67	63	65	65		EVE 6/Inside Out
32	36	38	44		DIVINE/Lately
-	24	31	43		EVERLAST/What It's Like
67	67	67	67		SARAH MCLACHLAN/Angel
-	26	37	40		ALANIS MORISSETTE/Unsent
-	2	35	36		WILL SMITH/Miami
37	38	36	35		NATALIE IMBRUGLIA/Wishing I Was There
30	31	30	35		'N SYNC(God...) A Little...
39	36	38	34		THIRD EYE BLIND/Jumper
29	31	32	34		OFFSPRING/Pretty Fly (For...)
68	40	30	30		SHAWN MULLINS/Lullaby
29	28	29	29		ROBYN/Show Me Love
37	36	28	29		BACKSTREET BOYS/All I Have To Give
29	28	28	26		SUGAR RAY/Fly
25	27	25	26		MATCHBOX 20/3am
23	26	27	25		THIRD EYE BLIND/Semi-Charmed Life
27	31	32	25		R. KELLY & C. DION/My Your Angel
18	23	21	24		EVERCLEAR/Will Buy You...
23	26	26	23		GREEN DAY/Time Of Your Life...
-	-	23	23		BLACKSTREET & MYA.../Take Me There
-	-	19	19		SUGAR RAY/Every Morning
14	15	18	15		BETTER THAN EZRA/At The Stars
38	24	18	15		BARENAKED LADIES/It's All Been Done
-	-	-	-		MONICA/Angel Of Mine
-	-	-	-		CHER/Believe

MARKET #41
WEZB/New Orleans
 (504) 834-9587
 Wagman/Love

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
26	33	59	57		EVERLAST/What It's Like
60	58	58	57		MATCHBOX 20/Back 2 Good
43	42	59	57		SARAH MCLACHLAN/Angel
38	39	43	55		FLYS/Got You (Where...)
38	42	58	55		BRANDY/Have You Ever?
27	35	59	54		SHAGGY FJANET/Luv Me, Luv Me
38	41	43	44		LENNY KRAVITZ/Fly Away
58	55	38	42		EAGLE-EYE CHERRY/Save Tonight
40	40	41	40		JEWEL/Hands
56	54	42	40		GOO GOO DOLLS/Slide
11	17	27	40		BACKSTREET BOYS/All I Have To Give
39	40	40	40		DIVINE/Lately
35	40	39	40		WILL SMITH/Miami
37	38	40	39		BRITNEY SPEARS...Baby One More...
16	22	39	37		'N SYNC(God...) A Little...
15	16	28	36		BLACKSTREET & MYA.../Take Me There
7	25	30	30		ALANIS MORISSETTE/Unsent
-	-	-	-		COLLECTIVE SOUL/Run
27	22	29	27		BETTER THAN EZRA/At The Stars
8	12	20	26		MONICA/Angel Of Mine
12	22	27	26		SUGAR RAY/Every Morning
-	5	23	24		CHER/Believe
-	1	8	20		JOEY MCINTYRE/Stay The Same
-	3	18	18		MARIAH CAREY/Still Believe
16	18	15	17		OFFSPRING/Pretty Fly (For...)
13	15	14	14		BARENAKED LADIES/It's All Been Done
25	28	13	13		ALANIS MORISSETTE/Unsent
-	8	15	13		DAVE MATTHEWS BAND/Crush
-	4	13	11		HOLE/Malibu
-	3	11	12		2PAC/Changes
40	13	12	11		NICOLE/Make It Hot
12	14	14	11		JAY-Z/Hard Knock Life...
13	14	12	11		LARRYN HILL/Doo Wop (That Thing)
-	-	-	-		DRU HILL/These Are The Times
-	-	-	-		DEBORAH COX/Nobody's Supposed...
-	-	-	-		SEMI-SONIC/Secret Smile
-	-	-	-		JAY-Z/FAMIL AND J/Can I Get A...
-	-	-	-		VOICES OF THEORY/Wherever You Go

MARKET #43
WKSE/Bufalo
 (716) 884-5101
 Universal/Wilde

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
39	54	55	55		BLACKSTREET & MYA.../Take Me There
18	44	55	55		SHAGGY FJANET/Luv Me, Luv Me
34	52	53	54		WILL SMITH/Miami
47	53	46	47		EAGLE-EYE CHERRY/Save Tonight
28	25	42	45		JEWEL/Hands
34	36	36	38		STARS ON 54/If You Could Read...
31	49	37	37		JANET/Every Time
38	45	39	36		SHAWN MULLINS/Lullaby
20	24	34	36		98 DEGREES/Because Of You
57	40	35	35		MONIEHAN/Touch It
23	24	35	35		MONICA/Angel Of Mine
54	46	37	34		GOO GOO DOLLS/Slide
14	25	33	33		BACKSTREET BOYS/All I Have To Give
46	39	32	28		D-UBU/Show Me
24	26	29	28		STARBUCKS/Music Sounds...
21	24	26	26		DEBORAH COX/Nobody's Supposed...
54	33	26	26		SARAH MCLACHLAN/Angel
5	21	22	26		BRITNEY SPEARS...Baby One More...
18	17	27	26		DIVINE/Lately
24	26	27	25		LARRYN HILL/Doo Wop (That Thing)
25	28	23	25		DRU HILL/FREEDMAN/How Deep Is Your...
17	17	23	25		'N SYNC(God...) A Little...
23	23	25	24		OFFSPRING/Pretty Fly (For...)
27	21	24	24		HOUSTON & CAREY/When You Believe...
-	-	22	24		ALANIS MORISSETTE/Unsent
37	37	27	24		BRANDY/Have You Ever?
25	28	27	24		JAY-Z/FAMIL AND J/Can I Get A...
20	23	21	23		CHER/Believe
19	17	25	23		EVE 6/Inside Out
20	24	21	21		SIXPENCE...Kiss Me
-	14	20	20		JOEY MCINTYRE/Stay The Same
-	16	19	20		VENGABOYS/We Like To Party!
17	19	20	20		2PAC/Changes
-	14	17	19		WHITNEY HOUSTON/Heartbreak Hotel
44	28	20	19		SHANIA TWAIN/From This Moment On
-	12	15	18		DRU HILL/These Are The Times
-	12	18	18		JAY-Z/Hard Knock Life...
-	13	17	18		8*WITCHED/Cest La Vie
25	25	11	9		R. KELLY & C. DION/My Your Angel
-	-	-	-		FAITH EVANS/Love Like This



CHR/RHYTHMIC TOP 50

FEBRUARY 5, 1999

3W	2W	LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
			1	BRANDY Have You Ever? (Atlantic) 2254 2446 2542 2583 44/0					
4	3	2	2	MONICA Angel Of Mine (Arista) 2117 2059 2104 2044 45/1					
8	7	5	3	DRU HILL These Are The Times (University/Island) 1938 1836 1716 1603 47/0					
3	4	4	4	JAY-Z f/AMIL AND JA Can I Get A... (Def Jam/RAL/Mercury) 1855 1934 2044 2074 41/0					
10	8	9	5	DEBORAH COX Nobody's Supposed To Be Here (Arista) 1770 1612 1700 1558 47/0					
6	6	6	6	WILL SMITH Miami (Columbia) 1680 1765 1805 1858 33/0					
14	10	8	7	TLC Silly Ho (LaFace/Arista) 1668 1635 1589 1368 42/0					
2	2	3	8	BLACKSTREET & MYA f/MASE... Take Me There (Interscope) 1663 2021 2287 2436 40/0					
7	9	10	9	2PAC Changes (Amaru/Death Row/Interscope) 1564 1610 1650 1618 36/0					
16	14	11	10	WHITNEY HOUSTON Heartbreak Hotel (Arista) 1534 1469 1297 1205 46/1					
15	13	12	11	OUTKAST Rosa Parks (LaFace/Arista) 1359 1390 1341 1364 35/1					
5	5	7	12	DRU HILL f/REDMAN How Deep... (Def Jam/RAL/Mercury/Island) 1338 1663 1852 2044 31/0					
12	12	13	13	'N SYNC (God Most Have Spent) A Little More Time... (RCA) 1304 1291 1440 1405 31/0					
29	20	16	14	MARIAH CAREY I Still Believe (Columbia) 1286 1047 790 475 43/1					
19	17	15	15	LAURYN HILL Ex-Factor (Ruffhouse/Columbia) 1237 1069 992 808 36/3					
9	11	14	16	LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia) 1206 1263 1449 1580 35/0					
—	37	27	17	GINUWINE What's So Different (550 Music/ERG) 1024 703 442 90 37/4					
38	24	20	18	R. KELLY When A Woman's Fed Up (Jive) 1006 790 660 415 34/3					
33	29	25	19	BRITNEY SPEARS ...Baby One More Time (Jive) 981 765 529 465 21/1					
28	27	21	20	TYRESE Sweet Lady (RCA) 958 786 623 487 33/4					
27	21	17	21	HARLEM... f/MASE & K. PRICE I Really... (All Out/So So Def/Columbia) 875 879 783 521 38/0					
—	35	29	22	BRANDY Angel In Disguise (Atlantic) 756 633 478 274 33/4					
11	15	19	23	DIVINE Lately (Pendulum/Red Ant) 754 842 1295 1501 21/0					
21	23	24	24	TQ Bye Bye Baby (ClockWork/Epic) 734 769 728 698 24/3					
—	38	32	25	SHANICE When I Close My Eyes (LaFace/Arista) 728 612 421 128 29/2					
20	22	23	26	BACKSTREET BOYS All I Have To Give (Jive) 714 772 760 793 22/1					
25	25	28	27	DMX Ruff Ryders Anthem (Def Jam/Mercury) 700 686 656 554 20/1					
37	33	31	28	JUVENILE Ha! (Cash Money/Universal) 694 617 502 426 30/1					
17	18	18	29	MONIFAH Touch It (Uptown/Universal) 692 862 938 1037 18/0					
—	44	34	30	FAITH EVANS f/PUFF DADDY All Night Long (Bad Boy/Arista) 671 532 348 121 30/5					
18	19	26	31	FAITH EVANS Love Like This (Bad Boy/Arista) 653 751 894 1000 17/0					
13	16	22	32	JAY-Z Hard Knock Life (Ghetto...) (Roc-A-Fella/Def Jam/Mercury) 583 784 1022 1382 25/0					
BREAKER			33	CHER Believe (Warner Bros.) 530 447 349 233 16/2					
24	28	35	34	R. KELLY f/KEITH MURRAY Home Alone (Jive) 511 527 616 577 15/1					
36	34	36	35	FOXY BROWN Hot Spot (Violator/Def Jam/RAL/Mercury) 502 502 481 427 30/0					
34	30	30	36	JD f/KEITH SWEAT & R.O.C. Going Home... (So So Def/Columbia) 501 628 528 453 17/0					
26	31	33	37	TOTAL f/MISSY ELLIOTT Trippin' (Bad Boy/Arista) 484 542 526 530 17/0					
—	—	42	38	ROOTS f/ERYKAH BADU You Got Me (MCA) 474 335 105 95 21/3					
35	32	38	39	SWEETBOX U Make My Love Come Down (RCA) 459 456 506 442 18/1					
41	39	41	40	DJ QUIK f/2ND II NONE... Hand N' Hand (Profile/Arista) 401 360 381 382 14/0					
—	—	47	41	FAT JOE f/BIG PUNISHER... Bet Ya Man... (Mystic/Big Beat/Arista) 399 278 218 137 20/3					
23	26	37	42	BUSTA RHYMES Gimme Some More (Elektra/EEG) 381 497 640 635 17/0					
—	—	49	43	VENGABOYS We Like To Party! (Groovilicious/Strictly Rhythm) 377 274 203 106 13/4					
DEBUT			44	EMINEM My Name Is (Aftermath/Interscope) 356 35 — — 16/12					
42	36	40	45	MO THUGS FAMILY Ghetto Cowboy (Relativity) 336 397 454 367 19/0					
DEBUT			46	OFFSPRING Pretty Fly (For A White Guy) (Columbia) 328 241 207 125 12/2					
—	—	48	47	METHOD MAN Break Ups To Make Ups (Def Jam/RAL/Mercury) 325 275 249 61 24/2					
DEBUT			48	DIVINE One More Try (Pendulum/Red Ant) 299 60 — — 23/4					
44	46	45	49	KURUPT We Can Freak It (Out) (Antra/A&M) 299 298 331 363 8/0					
46	42	43	50	KEITH SWEAT I'm Not Ready (Elektra/EEG) 279 316 349 340 12/0					

This chart reflects airplay from January 25-31. Songs ranked by total plays. Highlighted songs indicate Breaker.

51 CHR/Rhythmic reporters. 49 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1999, R&R Inc.

BREAKERS®

CHER
Believe (Warner Bros.)

TOTAL PLAYS/INCREASE: 530/83
TOTAL STATIONS/ADDS: 16/2
CHART: 33

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
3RD STOREE If Ever (Yab Yum/Elektra/EEG)	19
DJ CLUE F/DMX It's On (Roc-A-Fella/Def Jam/Mercury)	12
EMINEM My Name Is (Aftermath/Interscope)	12
BC Why-O-Why (Red Ant)	7
K-CI & JOJO Life (Rock Land/Interscope)	7
TIMBALAND f/JAY-Z Lobster... (BlackGround/Arista)	6
FAITH EVANS f/PUFF DADDY All Night... (Bad Boy/Arista)	5

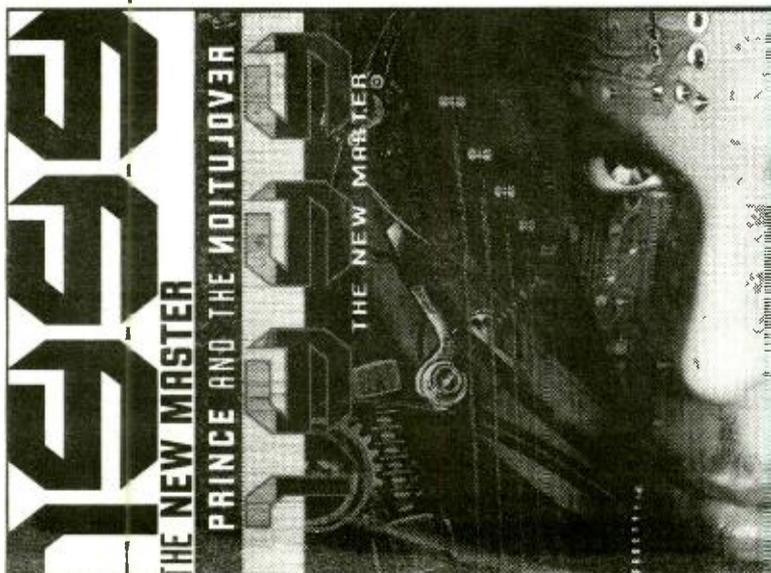
MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
EMINEM My Name Is (Aftermath/Interscope)	+321
GINUWINE What's So Different (550 Music/ERG)	+321
MARIAH CAREY I Still Believe (Columbia)	+239
DIVINE One More Try (Pendulum/Red Ant)	+239
R. KELLY When A Woman's Fed Up (Jive)	+216
BRITNEY SPEARS ...Baby One More Time (Jive)	+216
TYRESE Sweet Lady (RCA)	+172
LAURYN HILL Ex-Factor (Ruffhouse/Columbia)	+168
DEBORAH COX Nobody's Supposed To Be Here (Arista)	+158
FAITH EVANS f/PUFF DADDY All Night... (Bad Boy/Arista)	+139

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
AALIYAH Are You That Somebody? (Atlantic)
NEXT Too Close (Arista)
NICOLE Make It Hot (Gold Mind/EastWest/EEG).
MONICA The First Night (Arista)
LAURYN HILL Can't Take My Eyes Off... (Ruffhouse/Columbia)
USHER My Way (LaFace/Arista)
WILL SMITH Just The Two Of Us (Columbia)
K-CI & JOJO All My Life (MCA)
BRIAN MCKNIGHT Anytime (Motown)
BRANDY & MONICA The Boy Is Mine (Atlantic)

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



7 NEW MIXES
IN STORES
FEBRUARY 2ND

FEATURING
**LARRY GRAHAM,
ROSIE GAINES,
DOUG E FRESH,
ROSARIO DAWSON,
THE REVOLUTION,
THE NPG AND
U KNOW WHO...**

ON
NR
RECORDS

ALSO ON NPG - AVAILABLE FEB 2

AND **CHAKA KHAN - COME 2 MY HOUSE**
FEAT. "DON'T TALK 2 STRANGERS" FROM THE
MAYA ANGELOU FILM "DOWN IN THE DELTA"
IN STORES NOW!!

PHATBOTTOMED NEW CD BY THE
FOUNDING FATHER OF FUNK BASS.
FROM **SLY & THE FAMILY**
STONE 2 GCS2000~
MORE OF WHAT L'RE FUNKIN' 4



HIP-HOP TOP 20

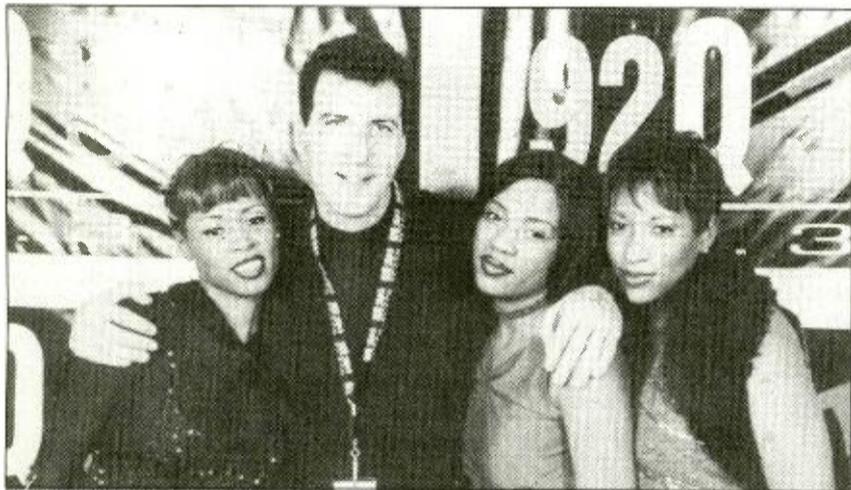
LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
2	1	JAY-Z F/AMIL AND JA Can I Get A... (Def Jam/RAL/Mercury)	2995	3000	79/1
1	2	2PAC Changes (Amaru/Death Row/Interscope)	2963	3663	86/0
4	3	JUVENILE Ha! (Cash Money/Universal)	2351	2195	96/5
5	4	FOXY BROWN Hot Spot (Violator/Def Jam/RAL/Mercury)	2199	2138	105/1
3	5	OUTKAST Rosa Parks (LaFace/Arista)	2141	2457	66/1
6	6	WILL SMITH Miami (Columbia)	1965	2137	46/1
16	7	ROOTS F/ERYKAH BADU You Got Me (MCA)	1894	1078	101/6
8	8	JD F/KETH SWEAT & R.O.C. Going Home... (So So Def/Columbia)	1891	1962	83/0
9	9	LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)	1828	1951	58/1
7	10	BUSTA RHYMES Gimme Some More (Elektra/EEG)	1731	2130	84/0
11	11	METHOD MAN Break Ups To Make Ups (Def Jam/RAL/Mercury)	1629	1468	94/2
13	12	TQ Bye Bye Baby (ClockWork/Epic)	1396	1329	72/7
19	13	SILKK THE SHOCKER It Ain't My Fault 2 (No Limit/Priority)	1363	979	79/10
15	14	FAT JOE F/BIG PUNISHER... Bet Ya... (Triz) (Mystic/Big Beat/Atlantic)	1301	1088	90/5
14	15	BIG PUNISHER F/MISSJONES Punish Me (Loud)	1271	1196	68/0
10	16	JAY-Z Hard Knock Life (Ghetto...) (Roc-A-Fella/Def Jam/Mercury)	1042	1574	49/0
18	17	REDMAN I'll Be That (Def Jam/Mercury)	1034	1047	55/1
20	18	HARLEM WORLD F/ASE & K. PRICE I Really... (All Out/So So Def/Columbia)	973	940	47/2
—	19	DMX Ruff Ryders Anthem (Def Jam/Mercury)	881	889	30/3
17	20	MYSTIKAL That's The Rapper (Big Boy/No Limit/Jive)	780	1078	43/0

This chart reflects airplay from January 25-31. Songs ranked by total plays. 51 CHR/Rhythmic reporters and 89 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. © 1999, R&R Inc.

NEW & ACTIVE

SHANIA TWAIN From This Moment On (Mercury) Total Plays: 220, Total Stations: 5, Adds: 0	JOEY MCINTYRE Stay The Same (C2/Columbia) Total Plays: 67, Total Stations: 6, Adds: 2
BIG PUNISHER F/MISSJONES Punish Me (Loud) Total Plays: 203, Total Stations: 10, Adds: 0	K-Ci & JOJO Life (Rock Land/Interscope) Total Plays: 65, Total Stations: 9, Adds: 7
KELLY PRICE Secret Love (T-Neck/Island) Total Plays: 176, Total Stations: 6, Adds: 1	3RD STOREE If Ever (Yab Yum/Elektra/EEG) Total Plays: 55, Total Stations: 20, Adds: 19
JAY-Z F/DMX Money, Cash, Hoes (Roc-A-Fella/Def Jam/Mercury) Total Plays: 175, Total Stations: 7, Adds: 1	ANTUAN & RAY RAY Feelin' It (Motown/Universal) Total Plays: 50, Total Stations: 5, Adds: 0
DJ CLUE F/DMX It's On (Roc-A-Fella/Def Jam/Mercury) Total Plays: 169, Total Stations: 14, Adds: 12	CHICO DEBARGE F/DEF SQUAD Soopaman Lover (Kedar/Universal) Total Plays: 48, Total Stations: 6, Adds: 4
IVY QUEEN In The Zone (Sony Latin) Total Plays: 168, Total Stations: 7, Adds: 2	TIMBALAND F/JAY-Z Lobster & Scrimp (BlackGround/Atlantic) Total Plays: 32, Total Stations: 7, Adds: 6
BEFORE DARK Come Correct (RCA) Total Plays: 143, Total Stations: 13, Adds: 4	KENNY LATTIMORE If I Lose My Woman (Columbia) Total Plays: 28, Total Stations: 7, Adds: 4
HOUSTON & CAREY When... (Arista/Columbia/DreamWorks) Total Plays: 133, Total Stations: 5, Adds: 0	BC Why-O-Why (Red Ant) Total Plays: 15, Total Stations: 8, Adds: 7
PM DAWN Faith In You (Gee Street/V2) Total Plays: 104, Total Stations: 5, Adds: 0	

Songs ranked by total plays



THREE DIVAS AND A GUY — Pendulum/Red Ant's group Divine recently hung with WERQ/Baltimore OM Tom Calococci while out on radio runs promoting their debut album, Fairy Tales, and singles "Lately" and "One More Try."

NEW RELEASES

ADDS FEBRUARY 9

KIRK FRANKLIN	Revolution (Gospo Centric)
JUANITA	Getting Over (550 Music/ERG)
MADONNA	Nothing Really Matters (Warner Bros.)
MONIFAH	Bad Girls (Universal)
B. RHYMES F/ J. JACKSON	What's It Gonna Be (Elektra/EEG)
ROOTS F/ERYKAH BADU	You Got Me (MCA)

CHR/RHYTHMIC REPORTERS

Stations and their adds listed alphabetically by market

KYLZ/Albuquerque, NM OM/PO: M.C. Scrappy MO: Robb Royale 10 YENGBOYS "Party" FAT JOE F/Big... "Bet" 3RD STOREE "Ever" CHER "Believe" IVY QUEEN "Zone" TIMBALAND F/JAY-Z "Lobster" K-Ci & JOJO "Life" FAITH EVANS... "Night" DJ CLUE F/DMX "On" JAY-Z F/DMX "Money"	WJMN/Boston, MA PD: Cadillac Jack McCarney APD/MO: Danny Ocean 3RD STOREE "Ever" DJ CLUE F/DMX "On"	KBOS/Fresno, CA OM/PO: Greg Mack APD: R. J. Lopes MO: DJ Jess 15 K-Ci & JOJO "Life" 11 KELLY PRICE "Secret" DMX "Ruff"	WJBT/Jacksonville, FL PD: Dave Wynter MO: Tiffany Green CHICO DEBARGE... "Soopaman"	WQHT/New York, NY PD/MO: Tracy Cioferty 25 GINUWINE "Different" 24 K-Ci & JOJO "Life" 18 FAT JOE F/Big... "Bet" 16 ROOTS F/ERYKAH BADU "Got"	WMAX/Rochester, NY PD: Erik Anderson APD: Patrick Castania SWEETBOX "Male"	KMEL/San Francisco, CA PD: Joey Arbagoy MO: Glenn Auro 32 EMINEM "Name" DJ CLUE F/DMX "On" TIMBALAND F/JAY-Z "Lobster" KENNY LATTIMORE "Lose"	KOHT/Tucson, AZ PD: Paco Jacobs APD/MO: Fred Rico 34 BRANDY "Disguise" 14 3RD STOREE "Ever" 3 GINUWINE "Different" DJ CLUE F/DMX "On"
KQBT/Austin, TX PD: Scooter B. Stevens BRANDY "Disguise" YENGBOYS "Party"	WBBM/Chicago, IL PD: Todd Cavanah OM/PO: Erik Bradley 13 WHITNEY HOUSTON "Heartbreak" 11 YENGBOYS "Party"	KKPW/Fresno, CA OM/PO: Greg Mack 21 MONIFAH "Girl" 10 3RD STOREE "Ever" 8 KENNY LATTIMORE "Lose" 8 BC "Why-O-Why" 8 DJ CLUE F/DMX "On"	KLUC/Las Vegas, NV MO: Melissa Stefanis MO: Addis	WNNZ/Norfolk, VA PD: Don London MO: Jay West 15 CHER "Believe" 12 OUTKAST "Rosa"	KBMB/Sacramento, CA PD/MO: Ibrahim "Ebro" Jamile 6 TIMBALAND F/JAY-Z "Lobster" 3RD STOREE "Ever" CHICO DEBARGE... "Soopaman" K-Ci & JOJO "Life" KRS-ONE "Boroughs" BC "Why-O-Why" DJ CLUE F/DMX "On"	KYLO/San Francisco, CA PD: Michael Martin APD/MO: Jazzy Jim Archer 7 TIMBALAND F/JAY-Z "Lobster" DEVONTE & TAYLO... "Everyday" 3RD STOREE "Ever"	WOWZ/Utica, NY OM/PO: J.P. Marks MO: Harry Carpenter 10 2PAC "Love" 10 BRANDY "Disguise" BEFORE DARK "Correct"
KISV/Bakersfield, CA PD: Bob Lewis MO: Bobby Sato No Adds	KZFM/Corpus Christi, TX PD: Ed Ocanas MO: Danny B. Jammin' 56 BRITNEY SPEARS "Baby" 3RD STOREE "Ever" IVY QUEEN "Zone"	WJMH/Greensboro, NC OM/PO: Brian Douglas MO: Mary Kay 46 DJ CLUE F/DMX "On" 22 SMOKEY SPOON "Dony" 21 SILKK THE SHOCKER "It" 18 REDMAN F/BUSTA... "Goodness"	KCAQ/Oxnard, CA PD: Dan Gerito MO: Cora Dog 20 DJ CLUE F/DMX "On" 17 DJ QUIN "Down" 12 TASH "Bermuda" 5 CHICO DEBARGE... "Soopaman" 3RD STOREE "Ever" TYRESE "Sweet"	KPSI/Palm Springs, CA OM/PO: Mike Keane 6 LAURYN HILL "Ex-Factor" 6 LONDON BUS STOP... "Noshin" 5 SHANICE "Close" TYRESE "Sweet"	KSFM/Sacramento, CA PD: Bob West MO: John E. Cage EMINEM "Name"	KWVV/San Luis Obispo, CA PD: Jammer MO: Tommy DeRico 5 R. KELLY "Woman" 3RD STOREE "Ever"	WPGC/Washington, DC PD: Jay Stevens APD/MO: Maurice Devoe 21 FAITH EVANS... "Night" 7 JESSE POWELL "You"
KIOX/Bakersfield, CA PD: Chris Squires MO: Craig Marshall 15 EMINEM "Name" DIVINE "Try"	WBTT/Dayton, OH PD: Sandy Collins APD/MO: Raye Kimberlin R. KELLY "Woman" DIVINE "Try" GINUWINE "Different"	KIKI/Honolulu, HI PD: Alan Ode MO: James Coles 9 OFFSPRING "Pretty" 5 DJ CLUE "Way" 5 3RD STOREE "Ever"	WPOW/Miami, FL PD: Kid Curry MO: Eddie Mix APD: Tony The Tiger 24 OROSOLUO "Paleta" 2PAC "Love"	KKFR/Phoenix, AZ PD: Bruce St. James APD: Crazy Kid Stevens 8 TO "Bye" FAITH EVANS... "Night"	WOCQ/Salisbury, MO PD: Wookie MO: Gizmo 16 TO "Bye" ROOTS F/ERYKAH BADU "Got" 3RD STOREE "Ever" 2PAC "Love" BC "Why-O-Why"	KUBE/Seattle, WA PD: Eric Powers MO: Julie Pilat EMINEM "Name" TYRESE "Sweet"	KOGS/Wichita, KS PD: Steve Dorrell APD: Ricardo Cherry MO: A.J. Jones 15 BRANDY "Disguise" 9 FAT JOE F/Big... "Bet" 7 TIMBALAND F/JAY-Z "Lobster" 5 GETO BOYS "Gangsta" BC "Why-O-Why" MADONNA "Matters" 3RD STOREE "Ever"
WERQ/Baltimore, MD OM/PO: Tom Calococci APD: Oton MO: Darren Brin 25 LAURYN HILL "Ex-Factor"	WDRQ/Detroit, MI PD: Alex Tear MO: Jimmi Jam 53 R. KELLY F/K. MURRAY "Home" 12 NEXT "Close"	KBXX/Houston, TX PD: Rob Scarpio MO: Greg Head 34 DMX "Sluggo" 17 METHOD MAN "Break" 15 EMINEM "Name" 8 UGK "Take"	KDON/Monterey, CA PD: Dan Watson MO: Picazzo TYRESE "Sweet" JOEY MCINTYRE "Stay" SHANICE "Close"	WPKV/Providence, RI PD: Jerry McKenna MO: Paul Nelson 5 DJ CLUE F/DMX "On" EMINEM "Name" 3RD STOREE "Ever"	KTFM/San Antonio, TX PD: Cliff Tredway MO: Steve Chavez EMINEM "Name" FAITH EVANS... "Night" 3RD STOREE "Ever"	KWIN/Stockton, CA PD: John Christian MO: Pretty Boy Dontay METHOD MAN "Break" CHICO DEBARGE... "Soopaman" BEFORE DARK "Correct" KENNY LATTIMORE "Lose" BC "Why-O-Why"	51 Total Reporters 51 Current Reporters 49 Current Playlists
WBHJ/Birmingham, AL PD: Mickey Johnson APD/MO: Mary Kay 60 OUTKAST "Spottie" 33 TRICKDADDY "Name" K-Ci & JOJO "Life" DJ CLUE F/DMX "On" TIMBALAND F/JAY-Z "Lobster" MARIAH CAREY "Believe"	KPRR/EI Paso, TX MO: John Cantelaria PD/MO: Victor Starr 15 GINUWINE "Different" 4 OFFSPRING "Pretty" 3RD STOREE "Ever" DIVINE "Try" LAURYN HILL "Ex-Factor"	WHHH/Indianapolis, IN PD: Scott Wheeler MO: Carl Frye 12 BEFORE DARK "Correct" 1 EMINEM "Name" 1 3RD STOREE "Ever" DIVINE "Try"	WKTV/New York, NY PD: Frankie Blue APD/MO: Andy Shane 25 BACKSTREET BOYS "Give" 18 DONNA SUMMER "Love" MONICA "Angel"	WNNZ/Norfolk, VA PD: Dan Watson MO: Picazzo TYRESE "Sweet" JOEY MCINTYRE "Stay" SHANICE "Close"	XHTZ/San Diego, CA OM/PO: Lisa Vazquez MO: Dale Solivan 28 EMINEM "Name" 15 R. KELLY "Woman" DJ CLUE F/DMX "On" BEFORE DARK "Correct" K-Ci & JOJO "Life" 3RD STOREE "Ever"	WLLD/Tampa, FL PD: Dave Ferguson MO: Orlando 89 KRAZY "Roll" 87 EMINEM "Name"	Did Not Report, Playlist Frozen (2): KKSS/Albuquerque, NM KGGI/Riverside, CA



WALT LOVE

Today's Lesson: Teach The Value Of Your Audience

□ Educating clients is the key to higher revenue for Urban outlets

The determining factor of success for every radio station in the country, no matter the format presentation, is how much money the station brings in. This is even more critical in today's world of publicly owned companies that only care about the financial bottom lines of the radio stations they own.

Thus, this week's column examines advertising sales in the Urban radio arena. In order to gain some insight into the topic, I spoke with **Wayne Brown**, President/GM of Gospel WGIV-AM, Urban AC WBAV-FM & Urban WPEG-FM/Charlotte, and his GSM, **Debbie Kwei**. These properties are currently under the CBS umbrella.

Brown has been in the industry for 20-plus years and at these Charlotte facilities for nine. Kwei has been working in sales at these three stations for over 10 years. She was Local Sales Manager for two years and recently became GSM of all three stations.

Ratings & Revenue

A continuing problem for Urban radio stations is that their often high ratings rarely translate into equally high revenues. With that in mind, I ask Brown and Kwei to explain the relationship between their stations' current ratings and the stations' revenue rankings in the Charlotte marketplace.

"Between our three radio stations, we are always ranked No. 3 or No. 2 in terms of revenue. But you are right that Urban radio stations normally don't even rank in the top five. The way we change that is that we really have to sell the value of the African-American consumer. One of the things we do here that is different from other radio stations is, we don't just focus on the product. We really talk about the 'end user' basically being the consumer, the listeners.

"We go to the advertisers and talk about the importance of targeting African-American consumers, who are our listeners. Even though we have great ratings, they don't always translate into revenue, because advertisers don't understand the importance of buying the consumers. I think that, overall, Urban stations are doing a better job of selling themselves throughout the country, but we sell consumers, not ratings."

"In addition to that," Kwei adds, "tied to the consumer sale, we also sell results. With most advertisers nowadays, it's more about helping them move product — helping them sell more cars, helping them get more items on the shelves at grocery stores and then selling through. One of our successes has also been that we have created African-American consumer marketing programs specifically designed to move product.



Wayne Brown Debbie Kwei

It's easy to see why somebody will spend X amount of dollars with you when they can see testimonial results that you've given other like clients. That has nothing to do with ratings; that has everything to do with results."

Getting The Right People To Understand

Brown mentions that he received a call from *The Business Journal*, and the journalist asked him how he felt about being No. 1 again in the fall '98 ratings. Brown responded by saying, "I feel like I did the last 10 ratings books when we were No. 1."

"I also told him that we are always No. 1 at reaching our target demographic, which is African-American listeners," Brown explains. "Our challenge continues to be trying to educate the people who control our advertising dollars but don't listen to our radio stations. We are trying to educate them about the importance of targeting these consumers. That's our challenge not just here in Charlotte, but all across the country. We are on the phone continuously with advertisers, trying to make them understand how our radio stations — Urban radio stations — are different from basic general market radio stations. Why? *Because we are more than radio!*

"Once we can position in the advertiser's mind or the client's mind that we are truly more than radio, they'll get it. Listen to this: If you have one medium that can deliver almost 90% of a population, that's exceptional. Not one medium here can do that. The newspaper here can't say it reaches all of the African-American or all of the white community. It only reaches a small portion of those communities. Our three radio stations reach over 90% of the African-American community. When buys are coming down, the only way Urban radio is going to win is if we can start convincing cli-

ents to give Urban radio stations a percentage of the total marketing dollars and not just a piece of the radio dollars, because the radio dollars are small to start with."

Total Marketing Budget

"You may have read that radio gets only about 7% of the advertising dollars on a national scale pretty much in all markets," Brown continues. "Guess what: If we're only getting a percentage of 7% at radio, that's small to start with, as I said before. If I go out to Mr. Advertiser or Mr. Client and ask them if the African-American consumer is important to them, they will usually answer yes. Then I tell them that, in our market, that's 20% of the marketplace, and I want them to give me 5% or 10% of their total marketing dollars to try to cover 20% of their target demographic. Then it starts making sense, instead of us trying to get 10% or 15% of a radio budget. One of the things we're doing here is going after total marketing budgets and not just radio budgets."

"No matter how you take it out," Kwei adds, "the advertiser holds us



To pigeonhole African Americans into only listening to one station or another is a mistake. The fact that our listeners utilize our radio stations differently based on lifestyle, based on musical choice and based on mood is realistic.

—Debbie Kwei

accountable for delivering that 20% of the marketplace. So in the example Wayne just gave you, we may be getting 10% of a radio buy, which is 7% of the overall marketing budget, but we're responsible for delivering 20% of the marketplace, which might, by the way, end up being 30% of the customer base: In a lot of situations here we talk to advertisers, and they will freely tell you, 'African Americans are 30% of our total customer base,' yet they only want to give me 1% of their entire marketing when it all shakes out."



We are on the phone continuously with advertisers, trying to make them understand how our radio stations — Urban radio stations — are different from basic general market radio stations. Why? Because we are more than radio!

—Wayne Brown

People Make The Difference

When it comes to winning organizations, the formula is pretty much the same: It starts with the people you choose to be a part of the team. The folks you put on the field or the court make you or break you. Brown says, "One of the things that's clearly been a huge win for us is having the right talent in terms of our radio station staff. We put a lot of time into recruitment, and that's another area I think, as a business, as an industry, that we have not done well in — going out and identifying, hiring and training talent. Understand, here we don't care what color they are. Most of our staff is African American, but there's nothing that excites me more than to see someone who's not African American who understands our pitch.

"When it comes to hiring, we try to hire the most talented people, because we need people who are going to go out there on that front line and educate these clients and these advertisers about the importance of targeting African-American consumers. A big part of our success is having people like Debbie Kwei on board. I think she's one of the sharpest GSMs in this business in this market. When you have talented people on your staff, that's how you win."

The Ratings Report Card

Here are some recent numbers from the fall '98 Arbitron ratings that truly speak for themselves. In persons 12+, WPEG was up from a 10.5 to an 11.0, making it the No. 1 station in the market. WBAV held steady with a 5.2 this book. WGIV was up a bit, from a 0.9 to a 1.3. In 18-34, WPEG is ranked No. 1 again with a 16.4. WBAV is 10th with a 4.5, and WGIV-AM is 15th with a 1.5. In 18-49, WPEG is again No. 1 with an 11.1, while WBAV is fourth with a 6.6. WGIV ranks 16th with a 1.0. In 25-54, WBAV ranks No. 2 in the market with a 7.2, while WPEG has a very respectable third-place ranking with a 6.9. WGIV ranks 19th with a 1.0. As you can see, this Urban cluster is solid, to say the least. It all gets back to selling through!

Talk To Me!

In response to my question about other important issues related to selling Urban-formatted radio, Kwei says, "As you've heard, the most important thing is for us to educate potential clients, which consist of the advertising agencies and their buyers and planners within their organizations. After that, the second most pressing is-

sue is educating them about the importance of buying more than just one Urban-formatted station in a market to reach the different age demographics of African-American consumers. Just like in the general market, African Americans listen based on lifestyle and the mood they are in. So there are now the different types of Urban radio — mainstream Urban Contemporary, Urban AC, Urban Gold, Urban with a hip-hop flavor that skews toward younger listeners, and there's Gospel too.

"Radio has changed, and the format has split into different presentations, just as it has in the general market sector with Rock and Alternative and Country and AC and Hot AC. We have to continue to educate people about this who quite frankly, control the dollars that decide our fate. They understand it when it's about the general market stations, but not in the arena we're representing. We have to stay on it. To pigeonhole African Americans into only listening to one station or another is a mistake. The fact is that our listeners utilize our radio stations differently based on lifestyle, based on musical choice and based on mood.

"So the necessity of advertising on, in our case, three different Urban radio stations makes sense to a particular buy. Yes, one skews a little younger or older, but by and large your average business is trying to reach the entire African-American community. What we've done is create formats that appeal to the entire African-American community. Where we have to start with the whole educational process is teaching the value of utilizing the various marketing systems within the African-American stations to reach that community."

"Also, understand that we have to and have always had to be more than just radio. We sometimes have to do things beyond advertising on air in order to penetrate and reach the consumer. We do that through things like event marketing, through having a database. We do direct mail, and sometimes we can be a print resource for some of our advertisers. We do nontraditional revenue things where we create marketing campaigns to move product for different businesses. So we have become consultants to and for the African-American marketplace, and we are viewed as such by our advertisers."

You can reach Wayne Brown and Debbie Kwei at (704) 333-0131.



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Kelly Price appears courtesy of T-Block Records/Island Black Music

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3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
6	3	2	1	TYRESE Sweet Lady (RCA)	3873	3397	3053	2877	88/1
4	1	1	2	R. KELLY When A Woman's Fed Up (Jive)	3594	3594	3383	2988	88/0
5	4	4	3	MONICA Angel Of Mine (Arista)	3209	3074	2959	2947	88/1
11	7	5	4	WHITNEY HOUSTON Heartbreak Hotel (Arista)	3068	2943	2804	2440	86/0
3	2	3	5	CASE I/JOE Faded Pictures (Def Jam/RAL/Mercury)	3061	3367	3348	3142	80/0
14	10	6	6	LAURYN HILL Ex-Factor (Ruffhouse/Columbia)	3060	2812	2547	2246	88/0
9	9	7	7	GERALD LEVERT Taking Everything (EastWest/EEG)	2847	2775	2670	2504	80/1
15	12	8	8	JESSE POWELL You (Silas/MCA)	2760	2628	2412	2226	80/0
13	13	11	9	SHAE JONES Talk Show Shhh! (Universal)	2397	2410	2365	2258	73/0
17	15	12	10	TEVIN CAMPBELL Another Way (Qwest/WB)	2361	2285	2204	1954	78/0
47	25	17	11	FAITH EVANS I/PUFF DADDY All Night Long (Bad Boy/Arista)	2336	1948	1507	741	86/2
2	5	10	12	DRU HILL These Are The Times (University/Island)	2123	2480	2862	3191	62/1
21	18	15	13	TLC Silly Ho (LaFace/Arista)	2110	2004	1894	1664	76/0
16	16	13	14	BOYZ II MEN I Will Get There (DreamWorks)	2068	2191	2181	1967	65/0
24	19	18	15	XSCAPE Softest Place On Earth (So So Def/Columbia)	2010	1865	1675	1509	82/1
27	21	19	16	KEITH SWEAT I'm Not Ready (Elektra/EEG)	1917	1726	1635	1441	74/1
8	8	9	17	BLACKSTREET & MYA I/MASE... Take Me There (Interscope)	1872	2530	2699	2640	57/0
35	28	26	18	SHANICE When I Close My Eyes (LaFace/Arista)	1731	1560	1316	994	83/3
28	24	22	19	FOXY BROWN Hot Spot (Violator/Def Jam/RAL/Mercury)	1697	1636	1548	1427	75/1
29	26	25	20	JUVENILE Ha! (Cash Money/Universal)	1657	1575	1505	1393	66/4
1	6	14	21	TOTAL I/MISSY ELLIOTT Trippin' (Bad Boy/Arista)	1650	2104	2817	3312	58/0
—	34	27	22	MARIAH CAREY I Still Believe (Columbia)	1610	1378	1081	272	80/1
12	17	20	23	DEBORAH COX Nobody's Supposed To Be Here (Arista)	1575	1713	1977	2312	51/0
—	47	31	24	GINUWINE What's So Different (550 Music/ERG)	1528	1198	617	53	81/0
7	14	21	25	BRANDY Have You Ever? (Atlantic)	1502	1661	2318	2815	52/0
BREAKER	26	26	26	ROOTS I/ERYKAH BADU You Got Me (MCA)	1420	763	24	—	81/4
36	35	30	27	BEFORE DARK Come Correct (RCA)	1399	1261	1049	967	60/1
—	41	34	28	SILK If You (Lovin' Me) (Elektra/EEG)	1361	1135	890	290	75/2
25	23	23	29	BUSTA RHYMES Gimme Some More (Elektra/EEG)	1350	1633	1559	1481	67/0
31	33	28	30	JD I/KEITH SWEAT & R.O.C. Going Home With Me (So So Def/Columbia)	1344	1291	1124	1114	65/0
10	11	16	31	2PAC Changes (Amaru/Death Row/Interscope)	1328	1998	2480	2495	49/0
41	37	32	32	METHOD MAN Break Ups To Make Ups (Def Jam/RAL/Mercury)	1304	1177	1030	841	70/0
BREAKER	33	33	33	SILKK THE SHOCKER It Ain't My Fault 2 (No Limit/Priority)	1279	912	208	—	76/9
BREAKER	34	34	34	KIRK FRANKLIN Revolution (Gospo Centric)	1133	569	83	27	74/6
BREAKER	35	35	35	BIG PUNISHER I/MISSJONES Punish Me (Loud)	1068	999	969	886	58/0
19	27	35	36	JAY-Z I/AMIL AND JA CAN I Get A... (Def Jam/RAL/Mercury)	1064	1040	1412	1730	37/1
23	22	24	37	KELLY PRICE Secret Love (T-Neck/Island)	984	1580	1585	1519	48/1
—	—	48	38	KENNY LATTIMORE If I Lose My Woman (Columbia)	975	740	322	104	68/3
40	40	39	39	REDMAN I'll Be That (Def Jam/Mercury)	947	959	905	867	52/1
DEBUT	40	40	40	112 Anywhere (Bad Boy/Arista)	936	679	255	5	67/2
—	46	43	41	TAMIA Loving You Still (Qwest/WB)	927	810	623	223	65/2
—	49	45	42	FAT JOE I/BIG PUNISHER... Bet Ya Man... (Mystic/Big Beat/Atlantic)	900	805	607	177	69/2
—	—	49	43	MONIFAH Suga Suga (Uptown/Universal)	830	736	588	152	60/2
DEBUT	44	44	44	GINUWINE I Want You (N.Y.L.A./Priority)	781	684	531	413	63/2
—	50	50	45	BRANDY Angel In Disguise (Atlantic)	721	718	589	588	27/4
48	44	46	46	GETO BOYS Gangsta Put Me Down (Rap-A-Lot/Noo Trybe)	687	767	737	729	43/0
30	30	33	47	MEN OF VIZION Do You Feel Me? (...Freak You) (MJJ/Work/ERG)	677	1147	1178	1130	31/0
DEBUT	48	48	48	TQ Bye Bye Baby (ClockWork/Epic)	639	537	354	129	47/4
DEBUT	49	49	49	DIVINE One More Try (Pendulum/Red Ant)	631	230	5	—	68/9
DEBUT	50	50	50	BC Why-O-Why (Red Ant)	616	525	369	123	48/2

This chart reflects airplay from January 25-31. Songs ranked by total plays. Highlighted songs indicate Breaker.
89 Urban reporters. 86 current playlists. Songs that are down in plays for three consecutive weeks and below No. 25 are moved to recurrent.
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NEW & ACTIVE

CHICO DEBARGE I/DEF SQUAD Soopaman Lover (Kedar/Universal)
Total Plays: 538, Total Stations: 61, Adds: 8

DJ CLUE I/DMX It's On (Roc-A-Fella/Def Jam/Mercury)
Total Plays: 445, Total Stations: 53, Adds: 35

3RD STOREE If Ever (Yab Yum/Elektra/EEG)
Total Plays: 396, Total Stations: 50, Adds: 5

QUINCY JONES I/GARRETT... I'm Yours (Qwest/WB)
Total Plays: 378, Total Stations: 40, Adds: 3

TIMBALAND I/JAY-Z Lobster & Scrimp (BlackGround/Atlantic)
Total Plays: 325, Total Stations: 56, Adds: 51

OUTKAST Da Art Of Storytelling' (LaFace/Arista)
Total Plays: 323, Total Stations: 64, Adds: 58

ANTUAN & RAY RAY Feelin' It (Motown/Universal)
Total Plays: 303, Total Stations: 27, Adds: 0

TEMPTATIONS This Is My Promise (Motown)
Total Plays: 280, Total Stations: 10, Adds: 0

UGK Take It Off (Jive)
Total Plays: 268, Total Stations: 32, Adds: 3

CHEROKEE Ooh Wee Wee (RCA)
Total Plays: 261, Total Stations: 59, Adds: 54

KRISTINE I Need A Little Tenderness (J-Town/Malaco)
Total Plays: 246, Total Stations: 19, Adds: 2

WHITNEY HOUSTON It's Not Right But It's Okay (Arista)
Total Plays: 239, Total Stations: 9, Adds: 0

STRAWBERRI Secret (JHR/East Point)
Total Plays: 204, Total Stations: 18, Adds: 3

D'ANGELO Heaven Must Be Like This (Virgin)
Total Plays: 166, Total Stations: 12, Adds: 4

PRAS What'cha Wanna Do (Ruffhouse/Columbia)
Total Plays: 165, Total Stations: 38, Adds: 34

Songs ranked by total plays.

BREAKERS

ROOTS I/ERYKAH BADU You Got Me (MCA)

TOTAL PLAYS/INCREASE: 1420/657
TOTAL STATIONS/ADDS: 81/4
CHART: 26

SILKK THE SHOCKER

It Ain't My Fault 2 (No Limit/Priority)

TOTAL PLAYS/INCREASE: 1279/367
TOTAL STATIONS/ADDS: 76/9
CHART: 33

KIRK FRANKLIN

Revolution (Gospo Centric)

TOTAL PLAYS/INCREASE: 1133/564
TOTAL STATIONS/ADDS: 74/6
CHART: 34

BIG PUNISHER I/MISSJONES

Punish Me (Loud)

TOTAL PLAYS/INCREASE: 1068/69
TOTAL STATIONS/ADDS: 58/0
CHART: 35

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
OUTKAST Da Art Of Storytelling' (LaFace/Arista)	58
CHEROKEE Ooh Wee Wee (RCA)	54
TIMBALAND I/JAY-Z Lobster... (BlackGround/Atlantic)	51
DJ CLUE I/DMX It's On (Roc-A-Fella/Def Jam/Mercury)	35
PRAS What'cha Wanna Do (Ruffhouse/Columbia)	34
2PAC Unconditional Love (Amaru/Death Row/Interscope)	31
BIG TYMERS Big Ballin' (Cash Money/Universal)	30
BOOTSY COLLINS I'm Leaving You (Private I/Mercury)	11
JOHNNY GILL Deeper (Horn)	11
DIVINE One More Try (Pendulum/Red Ant)	9
SILKK THE SHOCKER It Ain't My Fault 2 (No Limit/Priority)	9

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ROOTS I/ERYKAH BADU You Got Me (MCA)	+657
KIRK FRANKLIN Revolution (Gospo Centric)	+564
TYRESE Sweet Lady (RCA)	+476
DIVINE One More Try (Pendulum/Red Ant)	+401
FAITH EVANS I/PUFF DADDY All Night... (Bad Boy/Arista)	+388
SILKK THE SHOCKER It Ain't My... (No Limit/Priority)	+367
CHICO DEBARGE I/DEF SQUAD Soopaman... (Kedar/Universal)	+357
GINUWINE What's So Different (550 Music/ERG)	+330
3RD STOREE If Ever (Yab Yum/Elektra/EEG)	+296
TIMBALAND I/JAY-Z Lobster... (BlackGround/Atlantic)	+295

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
FAITH EVANS Love Like This (Bad Boy/Arista)
OUTKAST Rosa Parks (LaFace/Arista)
LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)
JAY-Z Hard Knock Life... (Roc-A-Fella/Def Jam/Mercury)
SHIRO Good Love (Soul Power/Virgin)
R. KELLY I/KEITH MURRAY Home Alone (Jive)
KIRK FRANKLIN Lean On Me (Gospo Centric)
ICE CUBE I/MR. SHORT KHOP Pushin'... (Lench Mob/Priority)
DRU HILL I/REDMAN How Deep... (Def Jam/RAL/Mercury/Island)
DIVINE Lately (Pendulum/Red Ant)

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.

eric benét

"georgy porgy"

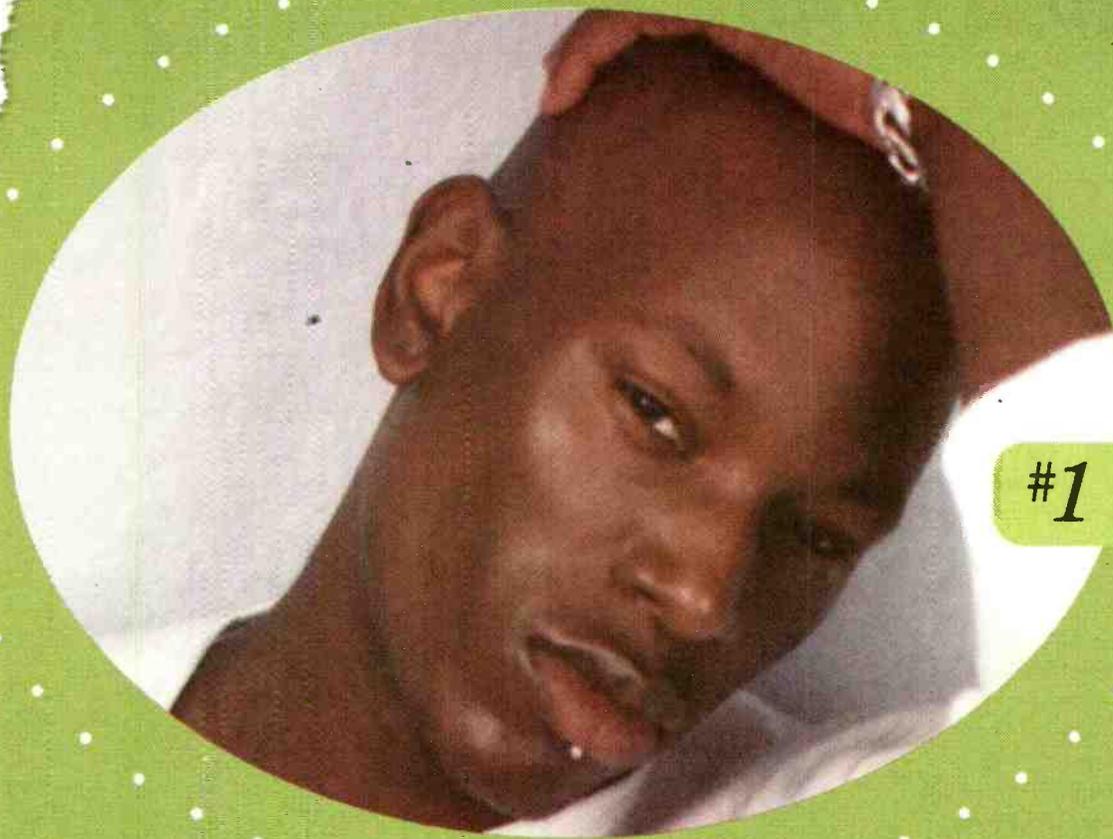
The new smash single from Eric Benét
FEATURING FAITH EVANS!

Faith Evans appears courtesy of Bad Boy Entertainment/Arista Records
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ON YOUR DESK NOW!

From his forthcoming album: *A Day In The Life*





"Sweet Lady"

#1 R&R Urban Chart

TYRESE

OUT OF THE BOX AT:

- | | | | | | |
|------|------|------|------|------|------|
| WBLS | WUSL | KKDA | WILD | KKBY | WTMP |
| KDKO | WZAK | KPRS | WNOV | WKKV | WCKX |
| WOWI | WPEG | WNEZ | WHRK | WQOK | WGZB |
| WBLO | KVSP | WROU | WCDX | WSOJ | WJMZ |
| KJMM | WKGN | WJKS | WJUC | WEMX | KIPR |

and many, many more...



Most Added at Urban Radio

"Ooh Wee Wee"

CHEROKEE



Real Career Advancement



ARTIST BREAKDOWN

ARTIST: **BC**LABEL: **RED ANT**

The former lead singer from the R&B group **IV Xample** has gone *Solo*. **Bobby Chevis'** (musically known as **BC**) debut single, "Why-O-Why," was among the top 10 Most Added songs during its debut week (**R&R** 1/29). (By the way, of those top 10, eight have charted in the past two weeks, and two have maintained their New & Active status.) From the look of things, this sexy single full of confusion and irritation is making an impression on the radio industry as it gains airplay, and no one is wondering why.

In "Why-O-Why," BC is perplexed over homegirl's behavior. She is very sensual to him while on the date, yet when foreplay is

no longer satisfying (to BC), she pulls the plug! (Ooh, looks like someone needs a cold shower.) The buildup in "Why-O-Why" is released in "Can't Wait." (Congratulations!) BC is in love with girlfriend and has been anticipating a sexual experience with her. The appreciative "An Angel" is about acknowledging the blessings in one's life. God is being thanked for the "heavenly body" he has allowed to be a part of BC's life.

My favorite song on this album is "I Promise." A very beautiful ballad where the female is pledged an eternal love adorned with loyalty and completeness. One of the major complaints men have about woman is the topic of "Tell Me What You Want." This single asks that the lines of communication be opened. (Say what you feel, feel what you say.) When it's time to take care of business. "Another Swan Love Song" is the tune to play. With candles lit and the Merlot poured, it's on! (Oh, yeah, and you might want to have someone there with you.)

A decision has to be made in "Him or Me." BC needs to know what's up, who's it gonna be? Homegirl can't be kickin' it with both guys. (Can't we all just get along?) Where tears fall over a failed relationship in "These Tears," joy is expressed in "This Love." Labelmate **Tami Davis** lends her vocals on this romantic celebration, a duet that praises the mysterious, tender emotion they share for one another — in the song that is. Concluding the album is a remix of "Why-O-Why." (Not that the original isn't good, but I like the remix better.)

Solo is a good album that is worth checking out. BC's decision to go solo because of record company politics seems to have been a good move. I guess when he sang lead on the 1994 hit "I'd Rather Be Alone," he meant it! Peace.

Tanya O'Quinn
Asst. Urban Editor



Artist Breakdown highlights artists with strong chart momentum.

IN MY OPINION

with **Ron Neal**

Lamrris Williams
Lamrris Williams
Melendo Records

PD — WJZD/Biloxi, MS

Emerging from Mississippi is great artist by the name of Lamrris Williams. Williams comes from an impressive musical lineage: His father, Leonard, sings in the Williams Brothers gospel quartet, and his uncle Frank helped skyrocket the Mississippi Mass Choir to recognition. Lamrris is a 20-something talent with a style similar to Usher's. Every song on his CD is good. I was very impressed with this project. The song "Senorita" has a nice quality. Some other songs I enjoyed are "Running in Circles," "Missing You," "Do Me" and "Better Way." What's truly great is the song called "Life With Brandy," which is a song about a relationship. *Lamrris Williams* contains 14 tracks, seven of which are up-tempo. His self-titled CD is out of this world! It's a must for any radio station.

ADVANCE NOTICE

Giving you fair warning: These are the singles that are going for adds on Monday (2/8) and Tuesday (2/9).

ERIC BENET f/FAITH EVANS *Georgy Porgy* (Warner Bros.)

BUSTA RHYMES f/JANET *What's It Gonna Be* (Elektra/EEG)

MARC DORSEY *If You Really Wanna Know ...* (Jive)

HARLEM WORLD f/MASE & KELLY PRICE *I Really Like It* (All Out / So So Def / Columbia)

K-CI & JOJO *Life* (Rock Land / Interscope)

REDMAN f/BUSTA RHYMES *Tha Goodness* (Def Jam / Mercury)

TLC *Scrubbs* (LaFace / Arista)

TRICKDADDY *Nann Brother* (Slip N' Slide / Warlock)

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URBAN PLAYLISTS

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

MARKET #1
WBS/New York
(212) 447-1000
Brown/Campbell

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
32	35	39	40		TYRESE/Sweet Lady
21	27	30	40		R. KELLY/When A Woman's...
25	38	37			DRU HILL/These Are The Times
33	32	33	35		KSCAPE/Softest Place On...
20	34	34			WHITNEY HOUSTON/Heartbreak Hotel
25	32	32			D'ANGELO/Heaven Must Be...
24	19	18	31		BRANDY/Have You Ever?
24	31	30			KELLY PRICE/Secret Love
29	25	28			MONICA/Angel Of Mine
29	33	29			R. KELLY/When A Woman's...
24	26	27			R. KELLY/When A Woman's...
21	18	26			FAITH EVANS/...All Night Long
30	30	28	25		JAY-Z/FAMIL AND JACan I Get A...
17	19	23			KENNY LATTIMORE/I Lose My Woman
5	9	20			SILK N/You (Lovin' Me)
5	9	15			JESSE POWELL/You
15	16	14			GERALD LEVERT/Taking Everything
9	9	13			ROOTS FERRYKAH BADU/You Got Me
5	10	12			112/Anywhere
7	10	7			TEVIN CAMPBELL/Another Way
6	7	7			TLCSily Ho
6	7	7			MONIEH/Suga Suga
5	5	5			DIVINE/One More Try
5	12	5			SHANICE/When I Close My Eyes
5	7	10			TAMIA/Loving You Still
5	7	10			KEITH SWEAT/I'm Not Ready
5	6	8			CHERROCKE/Doh Wee Wee
5	6	8			MARIAH CAREY/Still Believe
5	7	8			QUINCY JONES /I'm Yours

MARKET #2
KKBT/Los Angeles
(323) 634-1800
Saunders/Fuller

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
27	19	40	44		R. KELLY/When A Woman's...
39	38	37	41		TRIN-I-TEE 3 7/God's Grace
26	24	31	41		LAURYN HILL/Ex-Factor
26	25	35	39		JAY-Z/FAMIL AND JACan I Get A...
49	42	45	38		DEBORAH COX/Nobody's Supposed...
32	37	38	30		KIRK FRANKLIN/Lean On Me
17	23	22	34		R. KELLY F/K MURRAY/Home Alone
20	20	19	30		LAURYN HILL/Doo Wop (That Thing)
30	26	25	26		CASE F/JOE/Faded Pictures
10	17	26			SHAE JONES/Talk Show Shhh!
17	16	26			WHITNEY HOUSTON/Heartbreak Hotel
39	29	32			NICKI SWAY/Love You
19	23	20	24		TOTAL/MISSY ELLIOTT/Trippin'
38	45	28	23		DRU HILL/FREDMAN/How Deep Is Your...
17	19	23			ROOTS FERRYKAH BADU/You Got Me
17	15	15	23		DJ QUIK F/2ND II...Hand N' Hand
15	19	14	19		TAMIA/So Into You
20	24	23	19		FAITH EVANS/Love Like This
12	23	22	19		SHANICE/When I Close My Eyes
10	12	17			FAITH EVANS/...All Night Long
11	14	17			BOYZ II MEN/Will Get There
47	53	29	16		DRU HILL/These Are The Times
16	12	10	11		MONICA/Angel Of Mine
26	19	11	11		OUTKAST/Rosa Parks
26	19	11	11		DIVINE/Late
11	7	7	7		GERALD LEVERT/Thinkin' Bout It
12	8	8	8		BRANDY/Have You Ever?
5	5	5	5		TYRESE/Sweet Lady

MARKET #3
WGCI/Chicago
(312) 427-4800
Smith/Alan

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
37	42	46	50		R. KELLY/When A Woman's...
41	42	42	48		R. KELLY F/K MURRAY/Home Alone
5	19	33	42		FAITH EVANS/...All Night Long
16	36	37	41		DEBORAH COX/Nobody's Supposed...
42	42	39	41		DRU HILL/These Are The Times
15	40	39	40		MICHAEL & BLIGE/As
12	26	37	39		TYRESE/Sweet Lady
4	36	38	39		LAURYN HILL/D'ANGELO/Nothing Matters
18	36	32	38		TEMPTATIONS/This Is My Promise
11	27	35			K-CI & JOJOLife
17	35	26	38		WHITNEY HOUSTON/Heartbreak Hotel
16	32	32	27		DRU HILL/The Love We Had
18	31	26	27		N-DUG/Free
24	26	25	27		JIMMY SOMMERS/Promise Me
19	20	22			KENNY LATTIMORE/I Lose My Woman
12	28	19	22		D'ANGELO/Heaven Must Be...
37	31	20	20		BRANDY/Have You Ever?
37	29	27	19		CASE F/JOE/Faded Pictures
36	16	11	16		LAURYN HILL/Ex-Factor
38	37	30	16		JAY-Z/FAMIL AND JACan I Get A...
35	35	21	16		BOYZ II MEN/Will Get There
23	16	17			JESSE POWELL/You
20	22	14	14		YOUTH EDITION/Anything Is Possible
10	13	13			MARIAH CAREY/Still Believe
6	12	11	13		JUVENILE/Ha!
24	19	13	13		SHANICE/When I Close My Eyes
11	13	12	12		TLCSily Ho
20	15	16	12		BLACKSTREET & MYA /Take Me There
32	12	12	12		BUSTA RHYMES/Gimme Some More

MARKET #4
Philly 103.9
WPHI/Philadelphia
(215) 884-9400
Micfox

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
42	40	45	56		TYRESE/Sweet Lady
58	57	56	53		JESSE POWELL/You
35	35	35	35		ROOTS FERRYKAH BADU/You Got Me
58	55	47	50		DRU HILL/These Are The Times
56	57	45	50		LAURYN HILL/To Zion
37	45	49	49		CASE F/JOE/Faded Pictures
58	62	48	40		FAITH EVANS/Love Like This
57	54	52	47		BRANDY/Have You Ever?
40	33	47	43		R. KELLY/When A Woman's...
36	49	43	46		DEBORAH COX/Nobody's Supposed...
7	15	31	39		DJ CLUE F/DOMX/On
34	26	33	33		TOTAL/MISSY ELLIOTT/Trippin'
45	30	22	33		REDMAN/It's Be That
10	10	13	33		JAY-Z/FAMIL AND JACan I Get A...
17	19	19	30		JAY-Z/FAMIL AND JACan I Get A...
5	20	23	29		LAURYN HILL/Ex-Factor
5	13	20	28		METHOD MAN/Break Ups To Make...
32	36	33	26		BLACKSTREET & MYA /Take Me There
25	30	32	25		FAITH EVANS/...All Night Long
5	15	21	25		WHITNEY HOUSTON/Heartbreak Hotel
62	54	30	24		BRANDY/Have You Ever?
33	33	31	24		MONICA/Angel Of Mine
11	13	13	23		SHAE JONES/Talk Show Shhh!
22	13	22	16		LAURYN HILL/D'ANGELO/Nothing Matters
7	11	13	23		CHICO DEBARGE /Sopoman Lover
5	5	11	11		TEVIN CAMPBELL/Another Way
6	7	11	11		FAT JOE F/BIG /Bet Ya Man Can't
34	28	25	10		FOXY BROWN/Hot Spot
8	8	5	8		BOYZ II MEN/Will Get There

MARKET #5
POWER 99.5
WUSL/Philadelphia
(215) 483-8900
Little/Cooper

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
60	60	60	60		JESSE POWELL/You
45	59	60	60		R. KELLY/When A Woman's...
29	38	60	60		LAURYN HILL/Ex-Factor
41	59	59	59		CASE F/JOE/Faded Pictures
41	43	59	59		TYRESE/Sweet Lady
40	50	55	55		MONICA/Angel Of Mine
52	54	54	54		DRU HILL/These Are The Times
8	13	34	38		XSCAPE/Softest Place On...
11	21	31	38		WHITNEY HOUSTON/Heartbreak Hotel
58	36	36	36		JAY-Z/FAMIL AND JACan I Get A...
36	36	36	36		BLACKSTREET & MYA /Take Me There
35	35	35	35		BRANDY/Have You Ever?
8	34	34	34		BOYZ II MEN/Will Get There
11	20	30	31		GERALD LEVERT/Taking Everything
30	30	30	30		TOTAL/MISSY ELLIOTT/Trippin'
7	7	7	7		BUSTA RHYMES/Gimme Some More
28	28	28	28		ICE CUBE/WR. SHORT...Pushin' Weight
28	28	28	28		FAT JOE F/BIG /Bet Ya Man Can't
5	14	21	26		KIRK FRANKLIN/Lean On Me
26	26	26	26		FOXY BROWN/Hot Spot
9	18	25	25		FOXY BROWN/Hot Spot
31	24	24	24		JAY-Z/FAMIL AND JACan I Get A...

MARKET #6
105.9
WDTJ/Detroit
(313) 871-0590
Alexander/Panton

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
19	25	28	50		TYRESE/Sweet Lady
45	47	47	47		DRU HILL/These Are The Times
41	54	47	45		R. KELLY/When A Woman's...
31	31	32	43		CASE F/JOE/Faded Pictures
50	49	42	41		KELLY PRICE/Secret Love
31	44	39	39		WHITNEY HOUSTON/Heartbreak Hotel
25	27	27	33		ROOTS FERRYKAH BADU/You Got Me
6	10	10	28		FAITH EVANS/...All Night Long
47	50	37	28		BRANDY/Have You Ever?
9	13	17	17		LAURYN HILL/Ex-Factor
9	10	12	12		SILK N OF THE SHOCKER/It Ain't My Fault 2
10	12	12	12		GERALD LEVERT/Taking Everything
10	12	12	12		FOXY BROWN/Hot Spot
7	13	13	13		METHOD MAN/Break Ups To Make...
5	9	9	9		SHANICE/When I Close My Eyes
8	8	8	8		FAT JOE F/BIG /Bet Ya Man Can't
7	7	7	7		JESSE POWELL/You
6	6	6	6		GINUWINE/What's So Different
5	5	5	5		TEVIN CAMPBELL/Another Way
5	5	5	5		MARIAH CAREY/Still Believe
5	5	5	5		KENNY LATTIMORE/I Lose My Woman
5	5	5	5		TIMBALAND F/JAY-Z/Obster & Scrimp
5	5	5	5		OUTKAST/De Ati

MARKET #6
WJLB/Detroit
(313) 965-2000

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
35	37	35	44		BRANDY/Have You Ever?
43	43	43	43		CASE F/JOE/Faded Pictures
46	42	49	43		KELLY PRICE/Secret Love
32	34	35	42		WHITNEY HOUSTON/Heartbreak Hotel
33	35	34	41		R. KELLY/When A Woman's...
33	33	33	38		DRU HILL/These Are The Times
44	42	42	37		DEBORAH COX/Nobody's Supposed...
46	43	32	36		TOTAL/MISSY ELLIOTT/Trippin'
21	23	29	36		XSCAPE/Softest Place On...
43	41	39	35		FAITH EVANS/Love Like This
33	33	33	33		MONICA/Angel Of Mine
31	31	28	32		R. KELLY F/K MURRAY/Home Alone
20	14	15	30		CHICO DEBARGE/No Guarantee
7	7	7	7		KIRK FRANKLIN/Lean On Me
33	33	30	28		SHAE JONES/Talk Show Shhh!
35	34	34	27		TRIN-I-TEE 3 7/God's Grace
41	39	26	26		CHICO DEBARGE/No Guarantee
10	10	10	10		TYRESE/Sweet Lady
11	18	19	23		LAURYN HILL/Ex-Factor
29	30	31	22		JAY-Z/FAMIL AND JACan I Get A...
30	30	28	20		DRU HILL/FREDMAN/How Deep Is Your...
18	18	18	18		K-CI & JOJOLife
18	18	18	18		DJ QUIK F/2ND II...Hand N' Hand
18	18	18	18		BLACKSTREET & MYA /Take Me There
18	18	18	18		JUVENILE/Ha!
18	18	18	18		OUTKAST/Rosa Parks
26	27	21	17		GERALD LEVERT/Thinkin' Bout It
23	24	21	16		GERALD LEVERT/Taking Everything
13	13	13	13		DMX/Ruff Ryders Anthem

MARKET #7
KKDA/Dallas
(972) 263-9911
Cheatnam

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
60	60	57	65		TYRESE/Sweet Lady
55	55	60	62		2PAC/Changes
5	5	43	62		SILK N THE SHOCKER/It Ain't My Fault 2
55	55	58	61		BLACKSTREET & MYA /Take Me There
57	57	57	61		MONICA/Angel Of Mine
64	62	63	60		LAURYN HILL/Ex-Factor
57	65	65	60		CASE F/JOE/Faded Pictures
69	65	65	59		R. KELLY/When A Woman's...
45	27	55	59		JUVENILE/Ha!
54	55	59	59		TOTAL/MISSY ELLIOTT/Trippin'
66	64	59	55		BRANDY/Have You Ever?
58	50	56	55		FAITH EVANS/Love Like This
54	66	63	55		DEBORAH COX/Nobody's Supposed...
66	61	62	55		DRU HILL/These Are The Times
50	50	54	54		BOYZ II MEN/Will Get There
5	26	26	53		FAITH EVANS/...All Night Long
30	16	61	63		TLCSily Ho
27	39	56	53		MD THUGS FAMILY/Ghetto Cowboy
20	25	45	45		GERALD LEVERT/Taking Everything
26	25	45	45		JAY-Z/FAMIL AND JACan I Get A...
48	18	44	44		FOXY BROWN/Hot Spot
15	15	20	42		JESSE POWELL/You
30	40	40	40		TEVIN CAMPBELL/Another Way
55	52	34	38		OUTKAST/Rosa Parks
10	10	10	10		ROOTS FERRYKAH BADU/You Got Me
6	6	12	26		METHOD MAN/Break Ups To Make...
10	16	16	26		JD FKEITH SWEAT /Gong Home With Me
5	5	11	28		MARIAH CAREY/Still Believe

MARKET #8
WILD/Boston
(617) 427-2222
Anderson/Gousby

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
21	21	21	22		GERALD LEVERT/Taking Everything
19	21	21	21		TYRESE/Sweet Lady
20	20	20	20		JESSE POWELL/You
19	19	20	21		TEVIN CAMPBELL/Another Way
17	19	19	21		R. KELLY/When A Woman's...
20	20	20	21		WHITNEY HOUSTON/Heartbreak Hotel
18	19	19	19		LAURYN HILL/Ex-Factor
21	21	19	19		CASE F/JOE/Faded Pictures
19	19	19	19		BLACKSTREET & MYA /Take Me There
15	18				

Stations and their adds listed alphabetically by market

URBAN

KBCE/Alexandria, LA GM: Roshon Vance PD: Kenny Smoov MD: R.J. Polk 5 2PAC "Love" 5 DJ CLUE F/DMX "On" 5 TMBALAND FJAY-Z "Lobster" 5 CHEROKEE "Ooh" 5 PRAS "Wanna" 5 JOHNNY GILL "Deeper" 5 BOOTSY COLLINS "Leaving" 5 BIG TYMERS "Ballin"	WPAL/Charleston, SC PD: Jae Jackson 12 TMBALAND FJAY-Z "Lobster" 8 OUTKAST "Art" 5 PRAS "Wanna" 5 DJ CLUE F/DMX "On" 5 CHEROKEE "Ooh" 5 BIG TYMERS "Ballin" 2 KRISTINE "Tenderness" 2 BASS PATROL "Dirty"	KKDA/Dallas, TX PD/MD: Skip Cheatham 5 TMBALAND FJAY-Z "Lobster" 5 BIG TYMERS "Ballin" 5 CHEROKEE "Ooh" 5 OUTKAST "Art"	WJAZ/Dallas, TX PD: Marvin Hankston MD: Doug Davis 21 BRANDY "Disguise" 12 KELLY PRICE "Secret" 8 DIVINE "Try" 5 QUINCY JONES... "Yours" 5 CHEROKEE "Ooh"	WQHH/Lansing, MI PD/MD: Brant Johnson 12 DJ CLUE F/DMX "On" 10 2PAC "Love" 10 TMBALAND FJAY-Z "Lobster" 7 OUTKAST "Art" 7 D'ANGELO "Heaven" BIG TYMERS "Ballin" PRAS "Wanna" 5 CHEROKEE "Ooh"	WIBB/Macon, GA PD/MD: Kevin Fox 5 TMBALAND FJAY-Z "Lobster" 5 OUTKAST "Art" 5 STRAWBERRI "Secret" 5 BOOTSY COLLINS "Leaving" 5 DJ CLUE F/DMX "On" 5 CHEROKEE "Ooh" 5 2PAC "Love" 5 BIG TYMERS "Ballin"	KYEA/Monroe, LA PD/MD: Gentleman George 10 2PAC "Love" TMBALAND FJAY-Z "Lobster" JOHNNY GILL "Deeper" PRAS "Wanna" BIG TYMERS "Ballin" 5 CHEROKEE "Ooh" DJ CLUE F/DMX "On" BOOTSY COLLINS "Leaving"	WAMO/Pittsburgh, PA PD: Ron Atkins MD: DJ Boogie 5 SILK "It" TMBALAND FJAY-Z "Lobster" OUTKAST "Art"	WTMP/Tampa, FL PD: Larry Steele MD: Big Money 7 DJ CLUE F/DMX "On" 4 OUTKAST "Art" 4 CHEROKEE "Ooh" 4 TMBALAND FJAY-Z "Lobster" 3 2PAC "Love" 3 PRAS "Wanna" 3 BIG TYMERS "Ballin"
WHTA/Atlanta, GA OM: Don Alias PD: Sean Taylor DJ CLUE F/DMX "On" BIG TYMERS "Ballin" OUTKAST "Art"	WWWZ/Charleston, SC PD: Terry Base MD: Alyse Stewart 8 OUTKAST "Art" 8 TMBALAND FJAY-Z "Lobster" PRAS "Wanna" 2PAC "Love" QUINCY JONES... "Yours" KRS-ONE "Boroughs" 5 CHEROKEE "Ooh"	WROU/Dayton, OH PD: Marco Simmons MD: Ready Action ROOTS FERRYKABADU "Got" DIVINE "Try" JUVENILE "Hit" SILK "It" 5 CHEROKEE "Ooh"	WNEZ/Hartford, CT PD/MD: Ricky Ricardo 8 BUSTA RHYMES FJANET "Whats" 8 TMBALAND FJAY-Z "Lobster" 8 OUTKAST "Art" 8 CHEROKEE "Ooh" 8 DJ CLUE F/DMX "On" 8 PRAS "Wanna" 8 KRS-ONE "Boroughs"	WJXX/Laurel, MS PD/MD: Tyrone Davis 10 CHEROKEE "Ooh" 10 TMBALAND FJAY-Z "Lobster" 5 OUTKAST "Art" DJ CLUE F/DMX "On" PRAS "Wanna" BOOTSY COLLINS "Leaving" BIG TYMERS "Ballin" JOHNNY GILL "Deeper" 2PAC "Love"	WKPO/Madison, WI PD: Chris Lee MD: Latone Hart 15 BEFORE DARK "Correct" 11 TRINA & TAMARA "What'd" 5 PRAS "Wanna" BIG TYMERS "Ballin" DJ CLUE F/DMX "On" OUTKAST "Art" 5 CHEROKEE "Ooh"	WJWZ/Montgomery, AL PD/MD: D-Rock 17 OUTKAST "Art" 17 TRICKDADDY "Nann"	WQOK/Raleigh, NC PD: Hosie Mack MD: Jodi Berry 8 SILK THE SHOCKER "It" 5 TMBALAND FJAY-Z "Lobster" 5 CHEROKEE "Ooh" 5 DJ CLUE F/DMX "On" 5 OUTKAST "Art"	WJUC/Toledo, OH PD: Charlie Mack 5 PRAS "Wanna" 5 BIG TYMERS "Ballin" 5 OUTKAST "Art" 5 TMBALAND FJAY-Z "Lobster" 5 D'ANGELO "Heaven" 5 CHEROKEE "Ooh"
WVVE/Atlanta, GA PD: Tony Brown MD: Rajeev Shabazz 20 PRESSHA "Boy" 13 K-Ci & JOJO "Life" 5 KENNY LATTIMORE "Lose"	WPEG/Charlotte, NC PD: Andre Carson MD: Nate Quick 15 OUTKAST "Art" 15 TMBALAND FJAY-Z "Lobster" 7 CHICO DEBARGE... "Scoopaman" 6 UGK "Take" 5 CHEROKEE "Ooh"	KDKQ/Denver, CO PD/MD: Rick Walker 23 ERIC BENET F/FAITH... "Georgy" 14 CHEROKEE "Ooh" TMBALAND FJAY-Z "Lobster" PRAS "Wanna" SILK THE SHOCKER "It" OUTKAST "Art"	WEUP/Huntsville, AL PD/MD: Steve Murray OUTKAST "Art" 5 CHEROKEE "Ooh" PRAS "Wanna" TMBALAND FJAY-Z "Lobster"	WJMG/Laurel, MS PD/MD: LaDonna Jones 5 JOHNNY GILL "Deeper" 5 CHEROKEE "Ooh" 5 PRAS "Wanna" 5 TMBALAND FJAY-Z "Lobster" 5 OUTKAST "Art" 5 2PAC "Love" 5 BIG TYMERS "Ballin"	KXHT/Memphis, TN OM: Chris Taylor 53 REDMAN F/BUSTA... "Goodness"	WZHT/Montgomery, AL PD/MD: Michael Long 15 TMBALAND FJAY-Z "Lobster" 13 2PAC "Love"	WCOX/Richmond, VA PD: Aaron Maxwell MD: B-Rock 17 FOXBY BROWN "Hot" DJ CLUE F/DMX "On" SILK THE SHOCKER "It"	KJMM/Tulsa, OK PD: Terry Munda MD: Maurice Prince 5 CHEROKEE "Ooh" OUTKAST "Art" PRAS "Wanna" TMBALAND FJAY-Z "Lobster" BIG TYMERS "Ballin"
WFXA/Augusta, GA PD: Tim Snell MD: Robert Taylor AMD: Gena Lavigne 5 CHEROKEE "Ooh" 5 OUTKAST "Art" 5 TMBALAND FJAY-Z "Lobster" 5 DJ CLUE F/DMX "On" 5 2PAC "Love" 5 PRAS "Wanna" 5 3RD STOREE "Ever"	WJTT/Chattanooga, TN PD: Keith Landecker MD: Maitch 10 OUTKAST "Art" 5 TMBALAND FJAY-Z "Lobster" 5 CHEROKEE "Ooh" 5 DJ CLUE F/DMX "On" 5 2PAC "Love" 5 PRAS "Wanna" 5 3RD STOREE "Ever"	WDTJ/Detroit, MI OM/MD: James Alexander MD: Lance Panton 12 GERALD LEVERT "Taking" 5 TMBALAND FJAY-Z "Lobster" 5 OUTKAST "Art"	WTLC/Indianapolis, IN PD: Brian Wallace MD: Vycki Buchanan 11 FAITH EVANS... "Night"	WBTF/Lexington, KY OM: Doug Hamand PD: Mark Dennis 37 JAY-Z F/FAMIL AND JA "Get" 18 CHICO DEBARGE... "Scoopaman" 13 SILK THE SHOCKER "It"	WEDR/Miami, FL OM: James Thomas PD/MD: Cedric Hollywood 6 2LIVE CREW "Real" TMBALAND FJAY-Z "Lobster" BC "Why-O-Why" CHICO DEBARGE... "Scoopaman" DJ CLUE F/DMX "On"	WDAI/Myrtle Beach, SC PD/MD: Ernie Dee 3 DIVINE "Try" 3 112 "Anywhere" 3 TMBALAND FJAY-Z "Lobster" 3 OUTKAST "Art"	WQWK/Nashville, TN OM/MD: Jim Kennedy 9 SILK THE SHOCKER "It" ROOTS FERRYKABADU "Got"	WACR/Tupelo, MS MD: J. Michael Bailey 2PAC "Love" BIG TYMERS "Ballin" 5 CHEROKEE "Ooh" DJ CLUE F/DMX "On" JOHNNY GILL "Deeper" OUTKAST "Art" TMBALAND FJAY-Z "Lobster" YOUTH EDITION "Anything"
WEMX/Baton Rouge, LA PD: Al Jai Wallace MD: Teena Kelly 9 ERIC BENET F/FAITH... "Georgy" 5 CHEROKEE "Ooh" 1 TMBALAND FJAY-Z "Lobster" 1 BIG TYMERS "Ballin" 1 2PAC "Love"	WGCI/Chicago, IL OM/MD: Eroy Smith APD/MD: Jay Alan 7 TAMIA "Sitt"	WJLB/Detroit, MI 18 K-Ci & JOJO "Life" 5 SHANICE "Close"	KPRS/Kansas City, MO PD: Sam Weaver MD: Myron Fears 5 TMBALAND FJAY-Z "Lobster" 5 CHEROKEE "Ooh" 5 BIG TYMERS "Ballin" 5 OUTKAST "Art" 2PAC "Love"	WJLM/Lima, OH PD/MD: Desarae Downs 15 2PAC "Love" 15 D'ANGELO "Heaven" 15 OUTKAST "Art" 15 CHEROKEE "Ooh" 12 TO "Bye" 12 PRAS "Wanna" 10 BOOTSY COLLINS "Leaving" 10 UGK "Take" 8 BIG TYMERS "Ballin" 8 DJ CLUE F/DMX "On"	WEDR/Miami, FL OM: James Thomas PD/MD: Cedric Hollywood 6 2LIVE CREW "Real" TMBALAND FJAY-Z "Lobster" BC "Why-O-Why" CHICO DEBARGE... "Scoopaman" DJ CLUE F/DMX "On"	WBLX/New York, NY PD: Vinny Brown MD: Michelle Campbell 5 MONIFAH "Suga" 5 TAMIA "Sitt" 5 CHEROKEE "Ooh" 5 OUTKAST "Art"	WTLZ/Saginaw, MI MD: Tony Lamptey 5 CHEROKEE "Ooh" OUTKAST "Art" PRAS "Wanna" KIRK FRANKLIN "Revolution" BIG TYMERS "Ballin" DJ CLUE F/DMX "On"	WESE/Tupelo, MS PD/MD: Stan Alien CHICO DEBARGE... "Scoopaman" 5 CHEROKEE "Ooh"
WJZO/Biloxi, MS PD: Rob Neal MD: Tabari Daniels 5 BIG TYMERS "Ballin" 5 PRAS "Wanna" 5 OUTKAST "Art" 5 TMBALAND FJAY-Z "Lobster" 5 DJ CLUE F/DMX "On" 5 JOHNNY GILL "Deeper" 5 CHEROKEE "Ooh" 5 BOOTSY COLLINS "Leaving" 5 2PAC "Love"	WIZF/Cincinnati, OH VP/Prog.: Tony Fields MD: Lauri Jones KIRK FRANKLIN "Revolution" DIVINE "Try" SHANICE "Close"	WJNN/Dothan, AL PD: Regina Dawkins MD: Tony Black 8 OUTKAST "Art" 7 BOOTSY COLLINS "Leaving" 5 DJ CLUE F/DMX "On" 5 TMBALAND FJAY-Z "Lobster" 5 BIG TYMERS "Ballin" 5 STRAWBERRI "Secret" 5 2PAC "Love"	KIIZ/Killeen, TX PD/MD: Mychal Maguire 15 JUVENILE "Hit" 15 NIVEA "It" 14 TMBALAND FJAY-Z "Lobster" 13 HARLEM WORLD... "Like" 13 SWEETBOX "Gonna" 8 MONIFAH "Suga" 5 OUTKAST "Art" 5 TELA "Why" 4 DJ CLUE F/DMX "On" 3 UGK "Take" 2 3RD STOREE "Ever" 2 CHEROKEE "Ooh"	KIPR/Little Rock, AR PD/MD: Joe Booker 11 TMBALAND FJAY-Z "Lobster" 11 PRAS "Wanna" 10 KRISTINE "Tenderness" 5 CHEROKEE "Ooh" BIG TYMERS "Ballin" DJ CLUE F/DMX "On" JOHNNY GILL "Deeper" OUTKAST "Art"	WNOV/Milwaukee, WI PD/MD: Sandra Robinson TMBALAND FJAY-Z "Lobster" BIG TYMERS "Ballin" OUTKAST "Art" DJ CLUE F/DMX "On" 2PAC "Love" 5 CHEROKEE "Ooh" TRICKDADDY "Nann" ROOTS FERRYKABADU "Got"	WOWI/Norfolk, VA PD: K.J. Holiday MD: Michael Mauzone 28 TMBALAND FJAY-Z "Lobster" 9 CHEROKEE "Ooh" 5 KRS-ONE "Boroughs" OUTKAST "Art"	KKBY/Seattle, WA PD: Tom Reddick APD/MD: Myron L. 5 OUTKAST "Art" BC "Why-O-Why" BRANDY "Disguise" 5 CHEROKEE "Ooh"	WKYS/Washington, DC VP/Prog.: Steve Hegwood 12 SILK THE SHOCKER "It" 7 TMBALAND FJAY-Z "Lobster" 5 OUTKAST "Art" 5 DIVINE "Try"
WILD/Boston, MA PD: Rick Anderson MD: Steve Gousby No Adds	WZAK/Cleveland, OH PD: Bobby Rush MD: Langford Stephens 10 2PAC "Love" 10 D'ANGELO "Heaven" 10 CHICO DEBARGE... "Scoopaman" 10 OUTKAST "Art"	WJXX/Flint, MI PD/MD: Chris Reynolds 12 CHEROKEE "Ooh" KIRK FRANKLIN "Revolution" OUTKAST "Art" PRAS "Wanna" BIG TYMERS "Ballin" DJ CLUE F/DMX "On"	WYNN/Florence, SC PD: Fred Brown Jr. MD: Parish Brown 9 OMC "Skippin" 7 DJ CLUE F/DMX "On" 7 DIVINE "Try" 5 112 "Anywhere" 5 CHICO DEBARGE... "Scoopaman"	WKNV/Knoxville, TN PD: Thomas Henderson 5 PRAS "Wanna" 5 CHEROKEE "Ooh" 5 BIG TYMERS "Ballin" 5 TMBALAND FJAY-Z "Lobster" 5 2PAC "Love" 5 DJ CLUE F/DMX "On" 5 JOHNNY GILL "Deeper" 5 OUTKAST "Art"	KKBT/Los Angeles, CA PD: Michael Saunders MD: Dorsey Fuller 16 MONICA "Angel" 14 XSCAPE "Softest" 5 TYRESE "Sweet"	WBLX/Mobile, AL PD: Niccy Davis APD: Jimmy Mack 5 OUTKAST "Art" 5 2PAC "Love" 5 ERIC BENET F/FAITH... "Georgy" 5 CHEROKEE "Ooh" 5 DIVINE "Try" 5 KENNY LATTIMORE "Lose"	WJHM/Orlando, FL PD: Russ Allen Interim MD: AJ Fiata 13 COOL BREEZE "Hook" 5 TANTO METRO "Foot" SILK THE SHOCKER "It" KRS-ONE "Boroughs"	WJWS/Wilmington, DE PD: Tony Quartrone MD: Manuel Mana 5 DIVINE "Try" DJ CLUE F/DMX "On" 2PAC "Love" KIRK FRANKLIN "Revolution" QUINCY JONES... "Yours" PRAS "Wanna" OUTKAST "Art" SILK THE SHOCKER "It" 5 CHEROKEE "Ooh"
WJZD/Biloxi, MS PD: Rob Neal MD: Tabari Daniels 5 BIG TYMERS "Ballin" 5 PRAS "Wanna" 5 OUTKAST "Art" 5 TMBALAND FJAY-Z "Lobster" 5 DJ CLUE F/DMX "On" 5 JOHNNY GILL "Deeper" 5 CHEROKEE "Ooh" 5 BOOTSY COLLINS "Leaving" 5 2PAC "Love"	WZCF/Cincinnati, OH VP/Prog.: Tony Fields MD: Lauri Jones KIRK FRANKLIN "Revolution" DIVINE "Try" SHANICE "Close"	WJXX/Flint, MI PD/MD: Chris Reynolds 12 CHEROKEE "Ooh" KIRK FRANKLIN "Revolution" OUTKAST "Art" PRAS "Wanna" BIG TYMERS "Ballin" DJ CLUE F/DMX "On"	WYNN/Florence, SC PD: Fred Brown Jr. MD: Parish Brown 9 OMC "Skippin" 7 DJ CLUE F/DMX "On" 7 DIVINE "Try" 5 112 "Anywhere" 5 CHICO DEBARGE... "Scoopaman"	WKNV/Knoxville, TN PD: Thomas Henderson 5 PRAS "Wanna" 5 CHEROKEE "Ooh" 5 BIG TYMERS "Ballin" 5 TMBALAND FJAY-Z "Lobster" 5 2PAC "Love" 5 DJ CLUE F/DMX "On" 5 JOHNNY GILL "Deeper" 5 OUTKAST "Art"	KKBT/Los Angeles, CA PD: Michael Saunders MD: Dorsey Fuller 16 MONICA "Angel" 14 XSCAPE "Softest" 5 TYRESE "Sweet"	WBLX/Mobile, AL PD: Niccy Davis APD: Jimmy Mack 5 OUTKAST "Art" 5 2PAC "Love" 5 ERIC BENET F/FAITH... "Georgy" 5 CHEROKEE "Ooh" 5 DIVINE "Try" 5 KENNY LATTIMORE "Lose"	WJHM/Orlando, FL PD: Russ Allen Interim MD: AJ Fiata 13 COOL BREEZE "Hook" 5 TANTO METRO "Foot" SILK THE SHOCKER "It" KRS-ONE "Boroughs"	WJWS/Wilmington, DE PD: Tony Quartrone MD: Manuel Mana 5 DIVINE "Try" DJ CLUE F/DMX "On" 2PAC "Love" KIRK FRANKLIN "Revolution" QUINCY JONES... "Yours" PRAS "Wanna" OUTKAST "Art" SILK THE SHOCKER "It" 5 CHEROKEE "Ooh"
WJZD/Biloxi, MS PD: Rob Neal MD: Tabari Daniels 5 BIG TYMERS "Ballin" 5 PRAS "Wanna" 5 OUTKAST "Art" 5 TMBALAND FJAY-Z "Lobster" 5 DJ CLUE F/DMX "On" 5 JOHNNY GILL "Deeper" 5 CHEROKEE "Ooh" 5 BOOTSY COLLINS "Leaving" 5 2PAC "Love"	WZCF/Cincinnati, OH VP/Prog.: Tony Fields MD: Lauri Jones KIRK FRANKLIN "Revolution" DIVINE "Try" SHANICE "Close"	WJXX/Flint, MI PD/MD: Chris Reynolds 12 CHEROKEE "Ooh" KIRK FRANKLIN "Revolution" OUTKAST "Art" PRAS "Wanna" BIG TYMERS "Ballin" DJ CLUE F/DMX "On"	WYNN/Florence, SC PD: Fred Brown Jr. MD: Parish Brown 9 OMC "Skippin" 7 DJ CLUE F/DMX "On" 7 DIVINE "Try" 5 112 "Anywhere" 5 CHICO DEBARGE... "Scoopaman"	WKNV/Knoxville, TN PD: Thomas Henderson 5 PRAS "Wanna" 5 CHEROKEE "Ooh" 5 BIG TYMERS "Ballin" 5 TMBALAND FJAY-Z "Lobster" 5 2PAC "Love" 5 DJ CLUE F/DMX "On" 5 JOHNNY GILL "Deeper" 5 OUTKAST "Art"	KKBT/Los Angeles, CA PD: Michael Saunders MD: Dorsey Fuller 16 MONICA "Angel" 14 XSCAPE "Softest" 5 TYRESE "Sweet"	WBLX/Mobile, AL PD: Niccy Davis APD: Jimmy Mack 5 OUTKAST "Art" 5 2PAC "Love" 5 ERIC BENET F/FAITH... "Georgy" 5 CHEROKEE "Ooh" 5 DIVINE "Try" 5 KENNY LATTIMORE "Lose"	WJHM/Orlando, FL PD: Russ Allen Interim MD: AJ Fiata 13 COOL BREEZE "Hook" 5 TANTO METRO "Foot" SILK THE SHOCKER "It" KRS-ONE "Boroughs"	WJWS/Wilmington, DE PD: Tony Quartrone MD: Manuel Mana 5 DIVINE "Try" DJ CLUE F/DMX "On" 2PAC "Love" KIRK FRANKLIN "Revolution" QUINCY JONES... "Yours" PRAS "Wanna" OUTKAST "Art" SILK THE SHOCKER "It" 5 CHEROKEE "Ooh"
WJZD/Biloxi, MS PD: Rob Neal MD: Tabari Daniels 5 BIG TYMERS "Ballin" 5 PRAS "Wanna" 5 OUTKAST "Art" 5 TMBALAND FJAY-Z "Lobster" 5 DJ CLUE F/DMX "On" 5 JOHNNY GILL "Deeper" 5 CHEROKEE "Ooh" 5 BOOTSY COLLINS "Leaving" 5 2PAC "Love"	WZCF/Cincinnati, OH VP/Prog.: Tony Fields MD: Lauri Jones KIRK FRANKLIN "Revolution" DIVINE "Try" SHANICE "Close"	WJXX/Flint, MI PD/MD: Chris Reynolds 12 CHEROKEE "Ooh" KIRK FRANKLIN "Revolution" OUTKAST "Art" PRAS "Wanna" BIG TYMERS "Ballin" DJ CLUE F/DMX "On"	WYNN/Florence, SC PD: Fred Brown Jr. MD: Parish Brown 9 OMC "Skippin" 7 DJ CLUE F/DMX "On" 7 DIVINE "Try" 5 112 "Anywhere" 5 CHICO DEBARGE... "Scoopaman"	WKNV/Knoxville, TN PD: Thomas Henderson 5 PRAS "Wanna" 5 CHEROKEE "Ooh" 5 BIG TYMERS "Ballin" 5 TMBALAND FJAY-Z "Lobster" 5 2PAC "Love" 5 DJ CLUE F/DMX "On" 5 JOHNNY GILL "Deeper" 5 OUTKAST "Art"	KKBT/Los Angeles, CA PD: Michael Saunders MD: Dorsey Fuller 16 MONICA "Angel" 14 XSCAPE "Softest" 5 TYRESE "Sweet"	WBLX/Mobile, AL PD: Niccy Davis APD: Jimmy Mack 5 OUTKAST "Art" 5 2PAC "Love" 5 ERIC BENET F/FAITH... "Georgy" 5 CHEROKEE "Ooh" 5 DIVINE "Try" 5 KENNY LATTIMORE "Lose"	WJHM/Orlando, FL PD: Russ Allen Interim MD: AJ Fiata 13 COOL BREEZE "Hook" 5 TANTO METRO "Foot" SILK THE SHOCKER "It" KRS-ONE "Boroughs"	WJWS/Wilmington, DE PD: Tony Quartrone MD: Manuel Mana 5 DIVINE "Try" DJ CLUE F/DMX "On" 2PAC "Love" KIRK FRANKLIN "Revolution" QUINCY JONES... "Yours" PRAS "Wanna" OUTKAST "Art" SILK THE SHOCKER "It" 5 CHEROKEE "Ooh"
WJZD/Biloxi, MS PD: Rob Neal MD: Tabari Daniels 5 BIG TYMERS "Ballin" 5 PRAS "Wanna" 5 OUTKAST "Art" 5 TMBALAND FJAY-Z "Lobster" 5 DJ CLUE F/DMX "On" 5 JOHNNY GILL "Deeper" 5 CHEROKEE "Ooh" 5 BOOTSY COLLINS "Leaving" 5 2PAC "Love"	WZCF/Cincinnati, OH VP/Prog.: Tony Fields MD: Lauri Jones KIRK FRANKLIN "Revolution" DIVINE "Try" SHANICE "Close"	WJXX/Flint, MI PD/MD: Chris Reynolds 12 CHEROKEE "Ooh" KIRK FRANKLIN "Revolution" OUTKAST "Art" PRAS "Wanna" BIG TYMERS "Ballin" DJ CLUE F/DMX "On"	WYNN/Florence, SC PD: Fred Brown Jr. MD: Parish Brown 9 OMC "Skippin" 7 DJ CLUE F/DMX "On" 7 DIVINE "Try" 5 112 "Anywhere" 5 CHICO DEBARGE... "Scoopaman"	WKNV/Knoxville, TN PD: Thomas Henderson 5 PRAS "Wanna" 5 CHEROKEE "Ooh" 5 BIG TYMERS "Ballin" 5 TMBALAND FJAY-Z "Lobster" 5 2PAC "Love" 5 DJ CLUE F/DMX "On" 5 JOHNNY GILL "Deeper" 5 OUTKAST "Art"	KKBT/Los Angeles, CA PD: Michael Saunders MD: Dorsey Fuller 16 MONICA "Angel" 14 XSCAPE "Softest" 5 TYRESE "Sweet"	WBLX/Mobile, AL PD: Niccy Davis APD: Jimmy Mack 5 OUTKAST "Art" 5 2PAC "Love" 5 ERIC BENET F/FAITH... "Georgy" 5 CHEROKEE "Ooh" 5 DIVINE "Try" 5 KENNY LATTIMORE "Lose"	WJHM/Orlando, FL PD: Russ Allen Interim MD: AJ Fiata 13 COOL BREEZE "Hook" 5 TANTO METRO "Foot" SILK THE SHOCKER "It" KRS-ONE "Boroughs"	WJWS/Wilmington, DE PD: Tony Quartrone MD: Manuel Mana 5 DIVINE "Try" DJ CLUE F/DMX "On" 2PAC "Love" KIRK FRANKLIN "Revolution" QUINCY JONES... "Yours" PRAS "Wanna" OUTKAST "Art" SILK THE SHOCKER "It" 5 CHEROKEE "Ooh"
WJZD/Biloxi, MS PD: Rob Neal MD: Tabari Daniels 5 BIG TYMERS "Ballin" 5 PRAS "Wanna" 5 OUTKAST "Art" 5 TMBALAND FJAY-Z "Lobster" 5 DJ CLUE F/DMX "On" 5 JOHNNY GILL "Deeper" 5 CHEROKEE "Ooh" 5 BOOTSY COLLINS "Leaving" 5 2PAC "Love"	WZCF/Cincinnati, OH VP/Prog.: Tony Fields MD: Lauri Jones KIRK FRANKLIN "Revolution" DIVINE "Try" SHANICE "Close"	WJXX/Flint, MI PD/MD: Chris Reynolds 12 CHEROKEE "Ooh" KIRK FRANKLIN "Revolution" OUTKAST "Art" PRAS "Wanna" BIG TYMERS "Ballin" DJ CLUE F/DMX "On"	WYNN/Florence, SC PD: Fred Brown Jr. MD: Parish Brown 9 OMC "Skippin" 7 DJ CLUE F/DMX "On" 7 DIVINE "Try" 5 112 "Anywhere" 5 CHICO DEBARGE... "Scoopaman"	WKNV/Knoxville, TN PD: Thomas Henderson 5 PRAS "Wanna" 5 CHEROKEE "Ooh" 5 BIG TYMERS "Ballin" 5 TMBALAND FJAY-Z "Lobster" 5 2PAC "Love" 5 DJ CLUE F/DMX "On" 5 JOHNNY GILL "Deeper" 5 OUTKAST "Art"	KKBT/Los Angeles, CA PD: Michael Saunders MD: Dorsey Fuller 16 MONICA "Angel" 14 XSCAPE "Softest" 5 TYRESE "Sweet"	WBLX/Mobile, AL PD: Niccy Davis APD: Jimmy Mack 5 OUTKAST "Art" 5 2PAC "Love" 5 ERIC BENET F/FAITH... "Georgy" 5 CHEROKEE "Ooh" 5 DIVINE "Try" 5 KENNY LATTIMORE "Lose"	WJHM/Orlando, FL PD: Russ Allen Interim MD: AJ Fiata 13 COOL BREEZE "Hook" 5 TANTO METRO "Foot" SILK THE SHOCKER "It" KRS-ONE "Boroughs"	WJWS/Wilmington, DE PD: Tony Quartrone MD: Manuel Mana 5 DIVINE "Try" DJ CLUE F/DMX "On" 2PAC "Love" KIRK FRANKLIN "Revolution" QUINCY JONES... "Yours" PRAS "Wanna" OUTKAST "Art" SILK THE SHOCKER "It" 5 CHEROKEE "Ooh"
WJZD/Biloxi, MS PD: Rob Neal MD: Tabari Daniels 5 BIG TYMERS "Ballin" 5 PRAS "Wanna" 5 OUTKAST "Art" 5 TMBALAND FJAY-Z "Lobster" 5 DJ CLUE F/DMX "On" 5 JOHNNY GILL "Deeper" 5 CHEROKEE "Ooh" 5 BOOTSY COLLINS "Leaving" 5 2PAC "Love"	WZCF/Cincinnati, OH VP/Prog.: Tony Fields MD: Lauri Jones KIRK FRANKLIN "Revolution" DIVINE "Try" SHANICE "Close"	WJXX/Flint, MI PD/MD: Chris Reynolds 12 CHEROKEE "Ooh" KIRK FRANKLIN "Revolution" OUTKAST "Art" PRAS "Wanna" BIG TYMERS "Ballin" DJ CLUE F/DMX "On"	WYNN/Florence, SC PD: Fred Brown Jr. MD: Parish Brown 9 OMC "Skippin" 7 DJ CLUE F/DMX "On" 7 DIVINE "Try" 5 112 "Anywhere" 5 CHICO DEBARGE... "Scoopaman"	WKNV/Knoxville, TN PD: Thomas Henderson 5 PRAS "Wanna" 5 CHEROKEE "Ooh" 5 BIG TYMERS "Ballin" 5 TMBALAND FJAY-Z "Lobster" 5 2PAC "Love" 5 DJ CLUE F/DMX "On" 5 JOHNNY GILL "Deeper" 5 OUTKAST "Art"	KKBT/Los Angeles, CA PD: Michael Saunders MD: Dorsey Fuller 16 MONICA "Angel" 14 XSCAPE "Softest" 5 TYRESE "Sweet"	WBLX/Mobile, AL PD: Niccy Davis APD: Jimmy Mack 5 OUTKAST "Art" 5 2PAC "Love" 5 ERIC BENET F/FAITH... "Georgy" 5 CHEROKEE "Ooh" 5 DIVINE "Try" 5 KENNY LATTIMORE "Lose"	WJHM/Orlando, FL PD: Russ Allen Interim MD: AJ Fiata 13 COOL BREEZE "Hook" 5 TANTO METRO "Foot" SILK THE SHOCKER "It" KRS-ONE "Boroughs"	WJWS/Wilmington, DE PD: Tony Quartrone MD: Manuel Mana 5 DIVINE "Try" DJ CLUE F/DMX "On" 2PAC "Love" KIRK FRANKLIN "Revolution" QUINCY JONES... "Yours" PRAS "Wanna" OUTKAST "Art" SILK THE SHOCKER "It" 5 CHEROKEE "Ooh"
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FEBRUARY 5, 1999

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
5	4	2	1	R. KELLY When A Woman's Fed Up (<i>Jive</i>)	907	819	702	632	35/0
1	1	1	2	DEBORAH COX Nobody's Supposed To Be Here (<i>Arista</i>)	903	921	997	1096	34/0
3	3	3	3	TEMPTATIONS This Is My Promise (<i>Motown</i>)	839	767	749	745	35/1
12	10	6	4	WHITNEY HOUSTON Heartbreak Hotel (<i>Arista</i>)	715	580	496	412	35/3
2	2	4	5	BRANDY Have You Ever? (<i>Atlantic</i>)	689	719	778	769	31/1
9	6	7	6	DRU HILL These Are The Times (<i>University/Island</i>)	597	572	551	503	23/0
4	5	5	7	KIRK FRANKLIN Lean On Me (<i>Gospo Centric</i>)	580	634	672	711	26/0
8	9	8	8	GERALD LEVERT Taking Everything (<i>EastWest/EEG</i>)	566	552	502	507	30/2
16	14	10	9	JESSE POWELL You (<i>Silas/MCA</i>)	551	506	409	354	28/1
15	15	11	10	LAURYN HILL Ex-Factor (<i>Ruffhouse/Columbia</i>)	529	475	405	364	24/1
11	8	9	11	BOYZ II MEN I Will Get There (<i>DreamWorks</i>)	508	514	517	474	25/1
14	13	12	12	MONICA Angel Of Mine (<i>Arista</i>)	494	437	420	375	25/1
—	23	14	13	TYRESE Sweet Lady (<i>RCA</i>)	489	367	266	82	30/1
7	11	13	14	TEMPTATIONS Stay (<i>Motown</i>)	398	420	483	513	23/0
BREAKER			15	CASE f/JOE Faded Pictures (<i>Def Jam/RAL/Mercury</i>)	395	237	168	95	25/2
19	18	16	16	LES NUBIANS Makeda (<i>OmTown/Virgin</i>)	360	351	332	324	19/1
BREAKER			17	TEVIN CAMPBELL Another Way (<i>Qwest/WB</i>)	355	326	269	226	21/1
10	12	15	18	HOUSTON & CAREY When You... (<i>Arista/Columbia/DreamWorks</i>)	328	362	425	492	18/0
24	19	17	19	GEORGE BENSON Back To Love (<i>GRP</i>)	315	350	328	248	17/0
13	16	21	20	FAITH EVANS Love Like This (<i>Bad Boy/Arista</i>)	300	307	402	394	15/0
—	30	24	21	SHANICE When I Close My Eyes (<i>LaFace/Arista</i>)	289	229	175	118	20/1
6	7	20	22	DIVINE Lately (<i>Pendulum/Red Ant</i>)	283	320	549	545	16/0
18	17	18	23	TRIN-I-TEE 5:7 You Can Always (<i>B-Rite/Interscope</i>)	281	344	345	327	18/0
20	21	22	24	BRIAN MCKNIGHT The Only One For Me (<i>Motown</i>)	247	242	312	305	14/0
—	—	29	25	MARIAH CAREY I Still Believe (<i>Columbia</i>)	221	194	97	32	19/1
21	24	26	26	TRIN-I-TEE 5:7 God's Grace (<i>B-Rite/Interscope</i>)	221	207	260	305	11/0
28	25	25	27	PHYLLIS HYMAN Tell Me What... (<i>Philadelphia International</i>)	207	217	235	213	11/0
DEBUT			28	XSCAPE Softest Place On Earth (<i>So So Def/Columbia</i>)	205	168	137	133	16/2
—	—	30	29	KEITH SWEAT I'm Not Ready (<i>Elektra/EEG</i>)	190	171	147	111	17/2
29	28	28	30	DAVINA I Can't Help Myself (<i>Loud</i>)	188	203	212	176	15/0

This chart reflects airplay from January 25-31. Songs ranked by total plays. Highlighted songs indicate Breaker.
37 Urban AC reporters. 34 current playlists. Songs that are down in plays for three consecutive weeks and below No. 15 are moved to recurrent.
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NEW & ACTIVE

LUTHER VANDROSS I'm Only Human (*LV/Virgin*)
Total Plays: 184, Total Stations: 10, Adds: 1

KENNY LATTIMORE If I Lose My Woman (*Columbia*)
Total Plays: 165, Total Stations: 19, Adds: 5

QUINCY JONES f/GARRETT... I'm Yours (*Qwest/WB*)
Total Plays: 161, Total Stations: 18, Adds: 1

JAMES GREAR & CO. Because You Love Me (*Born Again*)
Total Plays: 150, Total Stations: 14, Adds: 1

TAMIA Loving You Still (*Qwest/WB*)
Total Plays: 141, Total Stations: 13, Adds: 0

LAURYN HILL & D'ANGELO Nothing ... (*Ruffhouse/Columbia*)
Total Plays: 129, Total Stations: 6, Adds: 1

VESTA You Still Do It (*I.E./Motown*)
Total Plays: 127, Total Stations: 16, Adds: 4

DIVINE One More Try (*Pendulum/Red Ant*)
Total Plays: 104, Total Stations: 16, Adds: 4

BRANDY Angel In Disguise (*Atlantic*)
Total Plays: 93, Total Stations: 4, Adds: 1

WHITNEY HOUSTON It's Not Right But It's Okay (*Arista*)
Total Plays: 92, Total Stations: 6, Adds: 0

Songs ranked by total plays

BREAKERS
CASE f/JOE
Faded Pictures (Def Jam/RAL/Mercury)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
395/158	25/2	15

TEVIN CAMPBELL
Another Way (Qwest/WB)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
355/29	21/1	17

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
ARETHA FRANKLIN In The Morning (<i>Arista</i>)	16
NEVILLE BROTHERS Little Piece Of Heaven (<i>Columbia</i>)	8
KENNY LATTIMORE If I Lose My Woman (<i>Columbia</i>)	5
DIVINE One More Try (<i>Pendulum/Red Ant</i>)	4
VESTA You Still Do It (<i>I.E./Motown</i>)	4
DIONNE WARWICK Reach Out For Me (<i>River North</i>)	4
KIRK FRANKLIN Revolution (<i>Gospo Centric</i>)	3
WHITNEY HOUSTON Heartbreak Hotel (<i>Arista</i>)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CASE f/JOE Faded Pictures (<i>Def Jam/RAL/Mercury</i>)	+158
WHITNEY HOUSTON Heartbreak Hotel (<i>Arista</i>)	+135
TYRESE Sweet Lady (<i>RCA</i>)	+122
QUINCY JONES f/GARRETT... I'm Yours (<i>Qwest/WB</i>)	+116
R. KELLY When A Woman's Fed Up (<i>Jive</i>)	+88
VESTA You Still Do It (<i>I.E./Motown</i>)	+77
TEMPTATIONS This Is My Promise (<i>Motown</i>)	+72
DIVINE One More Try (<i>Pendulum/Red Ant</i>)	+69
SHANICE When I Close My Eyes (<i>LaFace/Arista</i>)	+60
KIRK FRANKLIN Revolution (<i>Gospo Centric</i>)	+58

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
LUTHER VANDROSS I Know (<i>LV/Virgin</i>)
MAXWELL Matrimony: Maybe You (<i>Columbia</i>)
KENNY LATTIMORE Days Like This (<i>Columbia</i>)
LAURYN HILL Doo Wop (That Thing) (<i>Ruffhouse/Columbia</i>)
GERALD LEVERT Thinkin' Bout It (<i>EastWest/EEG</i>)
KELLY PRICE Friend Of Mine (<i>T-Neck/Island</i>)
AARON HALL All The Places (I Will...) (<i>MCA</i>)
TAMIA So Into You (<i>Qwest/WB</i>)
JON B. They Don't Know (<i>Yab Yum/550 Music/ERG</i>)
LAURYN HILL Can't Take My Eyes Off... (<i>Ruffhouse/Columbia</i>)

Breakers: Songs registering 350 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.



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LON HELTON

In Search Of NTR

□ How to gain access to a potentially lucrative revenue source

NTR — nontraditional revenue — has become the sales buzzword of the consolidated era as stations strive to boost margins by gaining access to budgets that heretofore have been out of radio's reach for a variety of reasons.

While the quest for nontraditional incremental income has been going on for a couple of years, only recently have stations and companies taken the next step by creating actual NTR departments, with people hired specifically to mine the money.

In order to get the real skinny on how the NTR strategy is going, I asked a veteran salesperson who recently joined a major-market station within a large broadcast group specifically to do NTR sales to talk about the experience. Because of the sensitivity of the issue, the person requested that their name be withheld. Admitting to being on the job three months without selling anything yet, our NTR rep notes, "If it was easy, people would have been doing this before. But stations have had to double revenues in the last three years and are being asked for more in the next three years. They won't be able to do that with advertising revenues growing at 6% per year.

"The only way to get huge returns is to develop new business by going after new pots of money budgeted for marketing, corporate imaging and regional sales; corporate accounts for national campaigns where you can layer in local campaigns; vendor money; hospitals; and even energy companies that are now deregulating and have money we can go after. These are things that the local salesperson or rep firm doesn't have the time to go after."

Do Your Homework

And time — meaning lots of it — is one of the key factors in developing NTR. "It's really the homework that takes so long," confides our NTR source. "It's critical to find out whatever you can about the company, so when you call, you don't sound like an idiot. You should find out their market share and what the company's challenges are in the next six to 12 months. Learn about their in-

dustry and who their competitors are. It often takes a while to find the right person to talk to. For every 20 calls, 19 are in voice-mail hell, and it takes two weeks to get out of it. But it's worth it, because the payoff is bigger for these programs.

"Sometimes you find the person you're talking to can't sign off on the deal — hopefully that's one of the first questions you asked them — and you have to start all over to find the person who can make the final decision. Sometimes the right person is actually two people — one from sales and one from marketing — who have two separate budgets. Sometimes they work together, sometimes they don't. One may be able to take money from another's budget to help fund his program."

As for who to talk to, our unidentified NTR authority notes, "We don't talk to anyone who has 'advertising' in their title. We're not after advertising dollars. We're after local and regional sales dollars or marketing dollars."

What Is NTR?

Defining NTR is difficult, because everyone seems to have a different idea. Some GMs believe it's only nonspot revenue. Our anonymous NTR rep says, "The broader idea is that it's anything that's not availed [out of an agency] business. If you can prove the money would not be on the station except for what you did, the revenue could include on-air spots."

As for the need to have a dedicated NTR salesperson, we're told, "Some stations have their local sales reps doing it, but doing it right takes more time than a sales rep with a list can devote to it.

"Plus, some of the money is coming directly from clients and not through agencies. Even though the client may use an agency for spot buys, they often have other needs that can be met through NTR programs that they will do themselves because they see how it can help them. Marketing managers and sales managers are becoming more savvy as new avenues of moving product become available to them. Regional or local managers, in particular, may feel they're more savvy in using a local station to drive sales than an agency in a city far away. There's no better way to drive sales and increase traffic than through local radio support.

"NTR often means trying to help firms that are looking to put product in front of people. We, as a radio station and as a cluster, do things from concerts to golf tournaments that attract huge audiences. We can put your product in front of those people."

But hasn't that been given to clients in the past? "Yes," our NTR rep admits. "And it might still be used as a tiebreaker to get the package away from another station or as part of the value-added benefit for a package, or if we want to increase our share of a buy. But part of NTR is creating new ways to do things we can charge for, and we don't give away for free some of the things we used to. We're selling the audience we gather. The client often doesn't care what station it's tied into, although having a cluster of stations is very helpful in being able to offer a wide range of events and audiences."

The Direct Approach

Talking directly with a client about NTR programs often requires a different approach than normal radio sales. Explains our rep, "We really don't even talk radio. I tell them my company develops and implements marketing programs designed to move product. That doesn't necessarily have to include on-air radio spots, although we can include it in the final package. As part of the process, we do a needs assessment, ask what the budget is, then put together a program within

□ We don't talk to anyone who has 'advertising' in their title. We're not after advertising dollars. We're after local and regional sales and marketing dollars.



BENEFIT IS A HIT — Heavy hitter Mark McGwire (l) met up with hitmaker Steve Wariner at a recent benefit concert in L.A. for Cardinal manager Tony La Russa's Animal Rescue Foundation. The all-star, two-evening event included performances by Wariner, Eddie Money, Joe Walsh, Clint Black and others. Proceeds go to ARF, which rescues abandoned animals and pairs people and animals to enhance each other's lives.

the budget constraints. The program needs to be measurable to determine whether or not it was successful."

Another benefit of having an NTR specialist is that they can go directly to clients.

Our rep says, "Sometimes an agency may not be doing radio for the client, but the client needs a push to help sales. Sometimes an agency just doesn't care about moving product. It helps to have an NTR person who can go right to the client, since agencies get pissed at a station's sales rep when they go directly to the client. I can go to the client so the sales rep doesn't have to. If the agency gets upset, the station's rep can say they didn't know I went straight to the client."

Develop Partners, Find Leads

Developing NTR programs also means cultivating new relationships among the most unusual of suspects, which you can then take to the folks with whom you already have relationships. "It really helps to find partners," advises our NTR rep. "Anything from the local business or arts council to restaurant associations to museum groups. You can put them together with clients you're developing. That's where it's important to know the needs of the clients you're trying to cultivate and creatively bring them together with your present clients so they both win."

Offering a couple of places to seek leads, our NTR expert suggests that two tools any budding NTR rep needs are a subscription to the *Wall Street Journal* and Internet access. The Internet can be especially useful in the "homework" phase of the NTR task, since many companies have web-

sites where you can learn about them. In particular, the website *hoovers.com* can be useful in that it offers thousands and thousands of company capsules. You can find everything from a company's CEO (and their salary) to articles written about the company to its history, its competitors and its share of revenues from the various states where its product is distributed.

The Potential

Radio's consolidated state greatly enhances the efforts of NTR reps. Our source for this piece notes that an NTR rep in one region may conceive and execute a campaign with a company's regional sales or marketing rep in their part of the country. The idea is then passed on within the radio group, where other NTR reps seek out the person in their region who can do a similar deal. Having a success story sure helps sell the idea. Finally, despite not yet having closed a deal, our NTR expert is confident that things will start popping soon, adding, "This is a long process, and it really helps to have a GM who thinks globally. You have to be creative, thick-skinned and persistent — with an emphasis on the latter. New business development takes six to 18 months, but it's critical that stations make the financial investment for the future."

TALK BACK TO R&R!

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

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

Strait Back To America's Stadiums

□ George Strait assembles another all-star cast for his second stadium tour

For George Strait, there's no need to stray from a successful touring formula. That's why he's returning to America's stadiums this year with the second annual George Strait Chevy Truck Country Music Festival.

Playing to almost a million fans, Strait's 1998 performances grossed more than \$35 million to become one of the year's most successful tours. His average attendance was higher than that enjoyed by U2, the Rolling Stones, Eric Clapton and Elton John.

So what does Strait have to say about the success? Absolutely nothing, which is exactly what you'd expect from a guy who has never been accused of clamoring for media attention. In fact, Nashville insiders joke that Strait's longtime publicist, Kay West, has one of the best gigs in town. When mainstream reporters — unaware of Strait's publicity-shy nature — request an interview, West can rest easy in adopting Nancy Reagan's old "just say no" philosophy. In the few instances when Strait speaks, usually during a brief backstage press conference after winning an award, syndicated radio slices, dices and repackages those comments for maximum mileage throughout the year.

While it wouldn't work for most other country artists, Strait connects with his fans via the music, rather than TV and print interviews. That connection has a direct correlation in his tours' successes. This year, rather than touring for months with one opening act in smaller venues, Strait is again making that fan connection through 18 mega-shows that feature other performers worthy of headlining in arenas and theaters. In addition to Chevy Trucks, the tour includes sponsorship by Nokia cellular phones.

Tim McGraw will be headlining arenas and amphitheatres later this year, but he says it's an honor to be back on the road again with Strait for this year's stadium tour, which runs March 6-June 6. This year's all-star cast also includes the Dixie Chicks, Kenny Chesney, Jo Dee Messina, Mark Wills and Asleep At The Wheel, not to mention several newcomers who will be getting substantial exposure to Strait's audience outside the stadium on the Jack Daniels Lynchburg Live Stage in the Straitland festival area. Inside the stadiums, three jumbotron video screens have been added to make performances from the main stage more visible during daylight hours.

Strait's 1999 stadium cities and dates include Phoenix (March 6); El Paso (March 7); Tampa (March 27); Clemson, SC (March 28); New Orleans (April 10); San Antonio (April 11); Houston (April 17); Dallas (April 18); Ames, IA (April 24); Chicago (April 25); Las Vegas (May 8); Oakland (May 9); Washington, DC (May 15); Boston (May 16); Kansas City (May 29); Louisville (May 30); Detroit (June 5); and Pittsburgh (June 6). The tour's kickoff coincides with the March 9 release of Strait's latest MCA album, *Always Never the Same*.

Reba Rules In Europe

Speaking of tours, Reba McEntire's Jan. 31 appearance in Munich, Germany completed a series of sold-out shows during her first-ever European tour. Beginning Jan. 7 in Glasgow, Scotland, McEntire's concerts

COUNTRY FLASHBACK

1 YEAR AGO

- No. 1: "Just to See You Smile" — Tim McGraw

5 YEARS AGO

- No. 1: "I Swear" — John Michael Montgomery (second week)

10 YEARS AGO

- No. 1: "Life as We Knew It" — Kathy Mattea

15 YEARS AGO

- No. 1: "Stay Young" — Don Williams (second week)

20 YEARS AGO

- No. 1: "Every Which Way but Loose" — Eddie Rabbitt

25 YEARS AGO

- No. 1: "I Love" — Tom T. Hall (fourth week)

garnered rave reviews as she visited 16 markets, including London.

McEntire's European visit included an appearance on the top-rated UK TV show *The National Lottery*. Even after returning home, McEntire will have a continued presence overseas — her made-for-TV movie *Forever Love* airs March 1 throughout the UK on BSkyB's Sky Premier channel.

Last year, McEntire embarked on her first international tour with a highly successful series of dates in Australia, resulting in a gold album for her special Australian "best of" compilation, *Moments and Memories*.

Juno Nominations

Shania Twain and the Wilkinson's led the country field when nominations were announced last week for the Juno Awards, the Canadian equivalent of the Grammys.

Twain's three nominations include a nod for *Come on Over* as Best Selling Album (Foreign or Domestic) in a field rounded out by Celine Dion, Madonna, the Spice Girls and James Horner's film score from *Titanic*. Twain and husband/producer Robert John "Mutt" Lange are nominated for Best Songwriter for composing her singles "Don't Be Stupid," "From This Moment On" and "You're Still the One."

The Wilkinson's got two mentions, including an all-genre nomination for Best New Group in a category that includes the Moffatts, another family act that has moved to a pop style after trying their luck at country a few years back. The Wilkinson's second nomination is for Best Country Group or Duo, a category that includes Farmer's Daughter, Prairie Oyster, Thomas Wade & Wayward and the act that has been opening shows during Twain's North American tour, Leahy.

In other categories, Twain, Terri Clark and Lisa Brokop are nominated for Best Country Female Vocalist,

along with Tracey Brown and Beverly Mahood. Warner-Reprise has the lead in the Best Country Male Vocalist category, with two of its acts, Paul Brandt and Chris Cummings, nominated in a field with Jason McCoy, Duane Steele and Jamie Warren. The Juno Awards show takes place March 7 in Hamilton, Ontario.

Bits 'N' Pieces

Tim McGraw, Lee Ann Womack, the Dixie Chicks and Clint Black are among the contributors to the second volume of a Bob Wills tribute album produced by Asleep At The Wheel's Ray Benson. Other acts featured on the upcoming DreamWorks/Nashville project include Tracy Byrd, Clint Black, Dwight Yoakam, Reba McEntire, Merle Haggard and Squirrel Nut Zippers. It also includes three duets: Vince Gill and Steve Wariner, Lyle Lovett and Shawn Colvin, and Willie Nelson with the Manhattan Transfer. The album is set for July release.

• McGraw and LeAnn Rimes will join several of their Curb/MCG labelmates during a Feb. 9 concert to raise money for the Vanderbilt Children's Hospital in Nashville. *Curb Records: The Celebration* will also feature Sawyer Brown, Jo Dee Messina, David Kersh, Hal Ketchum, Shane McAnally, Trini Triggs and Debby Boone. Country Music Hall of Fame member Eddy Arnold and syndicated radio legend Casey Kasem will also participate in the show at the Ryman Auditorium, which is being taped to air April 1 on TNN.

• Steve Wariner and Trisha Yearwood will be featured at the upcoming Country Radio Seminar during the "CMA Winner's Circle" luncheon on March 13. CRS-30 is set for March 10-13 at the Nashville Convention Center. For more information, contact the CRB at (615) 327-5587, or check the website at www.crb.org.

• Country Music Foundation Associate Director Kyle Young has been named Director of the nonprofit educational organization that operates the Country Music Hall of Fame. Young served as Deputy Director/Special Projects between 1983-97. He succeeds CMF Director Bill Ivey, who exited after being named Chairman of the National Endowment for the Arts.

• The 28th annual Fan Fair will include an additional day of exhibits, marking the first time the exhibit halls will be open to fans on a Monday. This year's Fan Fair is scheduled for June 14-19.

• The Academy of Country Music is planning to mail its voters the initial ballots for the 34th annual Hat Awards today (2/5). These ballots are designed to narrow the field to five finalists in all but the newcomer categories, which will have three finalists each. The winners will be announced during the ACM Awards Show, set for May 5 at the Universal Amphitheater in Los Angeles. The three-hour awards show will be broadcast live on CBS-TV.

• *The Judds' New Year's Eve* seems destined for a quick sell-out, with 40% of the tickets already sold for the show at the America West Arena in Phoenix. All of the high-end \$299 tickets have already been sold.

— Calvin Gilbert

Claudia Church

NEW ARTIST FACT FILE

Current Single: "What's the Matter With You Baby"

Current Album, Label: *Claudia Church* (Reprise, March 9 release)

Influences: Tammy Wynette, Dolly Parton, Loretta Lynn

Background

Former demo singer Claudia Church grew up in rural Lenoir, NC, where her early musical memories include singing country songs with her cousin and listening to Grand Ole Opry radio broadcasts with her grandmother. Her father's military career led the family to several other places, including North Carolina, Ohio, Colorado and even Okinawa, although Church tells R&R, "Since he was a Green Beret, we couldn't go to a lot of the same places he had to go."

As a child, Church would join her brothers and sisters in her parents' living room for impromptu musical performances before family and friends. While Church didn't take her early songwriting seriously, she recalls vacations when she and her siblings would travel in the camper shell of her father's pickup truck. "I used to make up songs back then as a teenager and have everybody sing along."

After graduating from high school in Colorado, Church moved to the Dallas area, where she enrolled in fashion college and embarked on performing country music at regional Opry-styled shows. She explains, "I wanted to move to Texas to do music and modeling." Between her weekly performances of songs popularized by Barbara Mandrell and Crystal Gayle, Church launched a successful modeling career, which included four months of work in the world's fashion capital, Paris. Church says, "I came to Nashville with a demo tape, trying to get interest for a record deal. I realized I needed to grow up a bit, so that's one reason I went to Paris. It really opened my eyes."

Nashville Move

When Church returned to Nashville permanently in 1988, she began to acquire serious industry connections after she joined in an informal basketball game at her apartment complex. One of those players was songwriter James Dean Hicks, who offered encouragement for Church's songwriting. Although she was in Nashville, she realized it was tough to make a living. "I still went to Chicago, Dallas and Seattle a lot to make money modeling. When I discovered videos, it helped me stay here a little more."

After being cast as an actress in videos with Steve Wariner, Ricky Van Shelton and others, she met future husband Rodney Crowell on the set of his 1992 video "Lovin' All Night." Church says she admired the hits he had written for himself, but adds, "I really liked some songs I didn't even know he'd written, like 'Till I Gain Control Again.' I used to sing that in Texas at Johnny High's Country Music Revue when Crystal Gayle had it out."



Claudia Church

Church continued her work as a demo singer while working on her songwriting. She also performed regularly in Nashville at a club called Live At Libby's, but she told Crowell not to come to see her perform there. "We had more of a friendship and didn't talk about the industry much. I didn't want him to come there, because I knew if he walked in, everybody would treat me differently. But you could buy your performance tape for \$5, so I'd bring him cassettes."

Church, who also continued modeling, recalls getting some big career news from Crowell when she was returning from a trip to Dallas. "He knew I was working toward making a demo I could take to labels. On the way back from Dallas, I called him from Little Rock and said, 'Surprise! I'm coming in today.' He said, 'I have a surprise for you. I took that demo to [Warner-Reprise/Nashville President] Jim Ed Norman, and you have a record deal!'"

The Music

Church married Crowell in September, after he produced her self-titled Reprise debut album, set for March 9 release. Church co-wrote five of the album's 10 songs. Of the album, Church says, "As a country consumer, I wanted it to be something that made people feel good. I wanted to provide songs where they could listen to it and go to a better place and feel better. I just wanted it to be uplifting. I wanted to make 10 songs fit together as a package."

The album contains the autobiographical "Home in My Heart" and a cover of Carole King's "Will You Still Love Me Tomorrow." The first single, "What's the Matter With You Baby" was written by Annie Roboff and Beth Nielsen-Chapman. Church says, "I love songs you can sing along with, that hook you in and make you want to sing. I liked the melody and the lyrics. It was just great writing all around."

Church has enjoyed her recent radio tour, but she's especially looking forward to returning to the markets with a live show. She says, "I'm hoping people will respond to the music on the radio so I can get out there. I love performing in front of people. I've never been a 'wall singer.' They tell you if you're nervous, look at the wall. I like to look in people's eyes and see the reaction."

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3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL STATIONS/ADDS	PLAY RANK	TOTAL PLAYS	+/- PLAYS	TOTAL POINTS	+/- POINTS
8	6	3	1	MARK CHESNUTT I Don't Want To Miss... (MCA)	186/0	1	6079	+504	29730	+2260
5	2	1	2	JO DEE MESSINA Stand Beside Me (Curb)	184/0	3	6035	-159	29544	-650
6	3	2	3	TIM MCGRAW For A Little While (Curb)	187/0	2	6049	+243	29274	+1041
9	7	4	4	DIAMOND RIO Unbelievable (Arista)	185/2	4	5950	+262	28619	+1338
11	9	6	5	JOHN MICHAEL MONTGOMERY Hold On To Me (Atlantic)	183/1	5	5399	+258	25992	+1072
14	11	8	6	SARA EVANS No Place That Far (RCA)	185/0	6	5217	+549	25144	+2529
12	10	7	7	REBA MCENTIRE Wrong Night (MCA)	186/2	7	5133	+189	24836	+969
18	12	10	8	DIXIE CHICKS You Were Mine (Monument)	185/1	8	4723	+359	23060	+1836
16	14	11	9	TRISHA YEARWOOD Powerful Thing (MCA)	184/2	10	4448	+258	21673	+1367
15	13	12	10	BILLY RAY CYRUS Busy Man (Mercury)	184/1	9	4475	+278	21396	+1234
1	1	5	11	RANDY TRAVIS Spirit Of A Boy... (DreamWorks)	142/0	12	4247	-1284	20960	-5840
17	15	13	12	SHANIA TWAIN That Don't Impress Me Much (Mercury)	181/1	11	4324	+353	20823	+1413
26	20	17	13	GEORGE STRAIT Meanwhile (MCA)	187/4	13	3920	+271	18908	+1243
19	16	16	14	WILKINSONS Fly (The Angel Song) (Giant)	180/3	14	3889	+134	18518	+767
23	22	20	15	KENNY CHESNEY How Forever Feels (BNA)	178/3	15	3747	+400	17907	+1983
21	19	18	16	ALABAMA Keepin' Up (RCA)	183/4	16	3731	+117	17875	+543
29	24	22	17	BROOKS & DUNN I Can't Get Over You (Arista)	181/6	18	3477	+416	16543	+2020
20	17	19	18	MICHAEL PETERSON By The Book (Reprise)	165/1	19	3435	-98	16103	-454
24	23	23	19	KINLEYS Somebody's Out There Watching (Epic)	173/4	20	3185	+224	14965	+960
22	21	21	20	DERYL DODD A Bitter End (Columbia)	150/1	22	2877	-257	13191	-1335
30	26	25	21	CHAD BROCK Ordinary Life (Warner Bros.)	161/10	25	2505	+289	11965	+1360
36	31	26	22	LEE ANN WOMACK I'll Think Of A Reason Later (MCA)	171/11	23	2569	+371	11838	+1728
42	32	27	23	FAITH HILL Love Ain't Like That (Warner Bros.)	165/9	24	2566	+459	11826	+1998
27	25	24	24	LARI WHITE Take Me (Lyric Street)	139/0	27	2257	-94	10326	-481
33	29	28	25	SAWYER BROWN Drive Me Wild (Curb)	149/8	28	2195	+229	10155	+971
46	40	33	26	MARK WILLS Wish You Were Here (Mercury)	160/20	29	1957	+509	8885	+2207
32	30	29	27	STEVE WARINER Every Little Whisper (Capitol)	109/0	35	1688	-99	7963	-427
39	35	32	28	TY HERNDON Hands Of A Working Man (Epic)	142/12	32	1792	+274	7958	+1204
37	33	31	29	TRACY BYRD When Mama Ain't Happy (MCA)	124/3	33	1751	+146	7491	+585
44	36	35	30	PATTY LOVELESS Can't Get Enough (Epic)	134/19	37	1513	+241	6704	+1031
BREAKER	31			ALAN JACKSON Gone Crazy (Arista)	149/62	39	1412	+1043	6695	+4807
41	37	36	32	ANDY GRIGGS You Won't Ever Be Lonely (RCA)	135/11	38	1448	+196	6552	+935
BREAKER	33			COLLIN RAYE Anyone Else (Epic)	131/31	42	1308	+650	5985	+2826
31	27	30	34	LINDA DAVIS I'm Yours (DreamWorks)	90/0	44	1197	-655	5256	-3117
43	39	38	35	TRAVIS TRITT No More Looking Over My... (Warner Bros.)	92/4	45	1076	+99	4825	+357
—	46	40	36	VINCE GILL Don't Come Crying To Me (MCA)	105/26	47	963	+205	4254	+1014
48	43	41	37	DEANA CARTER You Still Shake Me (Capitol)	85/10	51	884	+165	4107	+931
—	—	48	38	AARON TIPPIN I'm Leaving (Lyric Street)	98/28	50	892	+519	3689	+2205
34	34	34	39	LEANN RIMES These Arms Of Mine (MCG/Curb)	63/0	52	811	-550	3566	-2584
—	49	43	40	WARREN BROTHERS Better Man (BNA)	86/12	54	760	+204	3327	+927
—	—	49	41	CLINT BLACK You Don't Need Me Now (RCA)	87/31	57	695	+392	3131	+1667
49	45	44	42	SHANE MCANALLY Say Anything (MCG/Curb)	67/14	60	541	+69	2479	+296
DEBUT	43			TERRI CLARK Everytime I Cry (Mercury)	89/38	59	588	+324	2446	+1308
—	47	45	44	CLAUDIA CHURCH What's The Matter With You... (Reprise)	59/14	63	489	+85	2409	+401
—	—	50	45	LILA MCCANN With You (Asylum/EEG)	77/24	61	537	+277	2322	+1134
40	38	39	46	GARY ALLAN I'll Take Today (MCA)	31/0	67	405	-517	1852	-2085
DEBUT	47			SUSAN ASHTON Faith Of The Heart (Capitol)	51/10	70	333	+194	1677	+874
—	48	47	48	WADE HAYES Tore Up From The Floor Up (DKC/Columbia)	46/4	69	386	+1	1658	-43
DEBUT	49			JESSICA ANDREWS I Will Be There For You (DreamWorks)	51/15	71	315	+208	1378	+850
DEBUT	50			BLACKHAWK Your Own Little Corner Of... (Arista)	42/32	82	196	+160	941	+746

This chart reflects airplay from January 25-31. Songs ranked by total points. Highlighted songs indicate Breaker.

187 Country reporters. 181 current playlists. Songs that are down in points for three consecutive weeks and below No. 1 are moved to recurrent. © 1999, R&R Inc.

BREAKERS®

ALAN JACKSON
Gone Crazy (Arista)
80% of our reporters on it (149 stations)
62 Adds • Moves 46-31

COLLIN RAYE
Anyone Else (Epic)
70% of our reporters on it (131 stations)
31 Adds • Moves 42-33

MOST ADDED®

ARTIST TITLE LABEL(S)	TOTAL ADDS
ALAN JACKSON Gone Crazy (Arista)	62
NEAL MCCOY I Was (Atlantic)	42
TERRI CLARK Everytime I Cry (Mercury)	38
BLACKHAWK Your Own Little Corner Of... (Arista)	32
CLINT BLACK You Don't Need Me Now (RCA)	31
COLLIN RAYE Anyone Else (Epic)	31
AARON TIPPIN I'm Leaving (Lyric Street)	28
VINCE GILL Don't Come Crying To Me (MCA)	26
LILA MCCANN With You (Asylum/EEG)	24
MARK WILLS Wish You Were Here (Mercury)	20

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ALAN JACKSON Gone Crazy (Arista)	+1043
COLLIN RAYE Anyone Else (Epic)	+650
SARA EVANS No Place That Far (RCA)	+549
AARON TIPPIN I'm Leaving (Lyric Street)	+519
MARK WILLS Wish You Were Here (Mercury)	+509
MARK CHESNUTT I Don't Want To Miss A Thing (MCA)	+504
FAITH HILL Love Ain't Like That (Warner Bros.)	+459
BROOKS & DUNN I Can't Get Over You (Arista)	+416
KENNY CHESNEY How Forever Feels (BNA)	+400
CLINT BLACK You Don't Need Me Now (RCA)	+392

MOST INCREASED POINTS

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
ALAN JACKSON Gone Crazy (Arista)	+4807
COLLIN RAYE Anyone Else (Epic)	+2826
SARA EVANS No Place That Far (RCA)	+2529
MARK CHESNUTT I Don't Want To Miss... (MCA)	+2260
MARK WILLS Wish You Were Here (Mercury)	+2207
AARON TIPPIN I'm Leaving (Lyric Street)	+2205
BROOKS & DUNN I Can't Get Over You (Arista)	+2020
FAITH HILL Love Ain't Like That (Warner Bros.)	+1998
KENNY CHESNEY How Forever Feels (BNA)	+1983
DIXIE CHICKS You Were Mine (Monument)	+1836

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
MARTINA MCBRIDE Wrong Again (RCA)
BLACKHAWK There You Have It (Arista)
ALAN JACKSON Right On The Money (Arista)
AARON TIPPIN For You I Will (Lyric Street)
TERRI CLARK You're Easy On The Eyes (Mercury)
CLAY WALKER You're Beginning To Get To Me (Giant)
DIXIE CHICKS Wide Open Spaces (Monument)
FAITH HILL Let Me Let Go (Warner Bros.)
COLLIN RAYE Someone You Used To Know (Epic)
TY HERNDON It Must Be Love (Epic)

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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The New Album Gallery

In Stores: February 9, 1999



Mark Chesnutt

***I Don't Want to Miss a Thing* (MCA)**

The word is that Mark Chesnutt took a sizable artistic stretch in recording Diane Warren's "I Don't Want to Miss a Thing," but even he says people wouldn't have made such a big deal out of it had the song not first been recorded by Aerosmith. It was, as Chesnutt explains it, simply a great song. His instincts proved to be on target, too, since the title track of his new album goes to No. 1 on this week's R&R Country chart.

Chesnutt says, "I'm proud that people think I'm 'the keeper of the flame' and all that stuff. I like that. It makes me feel good. But, to be honest, that's not all I can do. I can branch out. I can sing songs that are not just straight-down-the-line country. I think I've proven that before. When you really sit down and listen to all the hits I've had over the last nine years, there are some big ones that were not what I'd call traditional, like 'Almost Goodbye' and 'I'll Think of Something.'"

And while Chesnutt does get a bit more adventurous on his new album, the

(Mark Chesnutt cont.)

overall approach doesn't stray far from the sound that's made him one of the most reliable hitmakers in country music. There are still plenty of honky-tonk and western-swing influences to keep the die-hard fans happy, and Chesnutt still recalls the Texas/Louisiana sound with some Cajun overtones. Chesnutt says, "This time, we had more good songs than we could record. That's because we made sure everybody knew we were open to songs, no matter where they came from. I usually know the first time I hear a song if it's for me." While "I Don't Want to Miss a Thing" appears under the Decca imprint, Chesnutt has returned to the roster of sister label MCA after the entire Decca operation was discontinued following recent restructuring by the Universal Music Group.



Linda Ronstadt, Emmylou Harris, Dolly Parton
***Trio II* (Asylum/EEG)**

It's not as though they had nothing else to do, but it's been 12 years since Linda Ronstadt, Emmylou Harris and Dolly Parton released their first album of collaborations, *Trio*. The album garnered CMA Awards for Best Country Performance by a Duo or Group and Vocal Event of the Year, as well as an Album of the Year honor at the ACM Awards.

They're back with *Trio II*, a gorgeous if somewhat eclectic album produced by George Massenburg. Describing the vocal chemistry, Ronstadt says, "The sum is greater than the parts. It's like standing in a room full of mirrors — our voices reflect off one another and take on the characteristics of each other. When it's really good, I can't figure out who is singing which part. That's when it's magical." The music covers a wide path, extending from the deep tradition of the Carter Family song that opens the album to a Randy Newman tune and Neil Young's atmospheric "After the Gold Rush." There are brief forays into bluegrass (with songs written by Harley Allen and Del McCoury) and Irish music (with Donagh Long's "You'll Never Be the Sun"). Harris says, "We each have our own paths, and yet there is this vehicle for three women to sing together. It inspires us. *Trio* is driven by the love of the song and the love of our harmonic opportunities."

GOING FOR ADDS

February 8, 1999

T. Graham Brown "Happy Ever After"

Platinum: T. Graham Brown returned to the charts with the title track from his latest album, *Wine Into Water*. The follow-up single, "Happy Ever After," was written by Nashville tunesmiths Gary Nicholson and Kevin Welch.

Toby Keith "If a Man Answers"

Mercury: Toby Keith and Chuck Cannon co-wrote this latest single, one of the new tracks on his *Greatest Hits, Volume 1* album. Mercury/Nashville last week hosted a party celebrating the gold status of the "best of" compilation, the fastest-selling album of Keith's career.

Lonestar "Saturday Night"

BNA: This is the first single — and the title track — from Lonestar's third album, set for April 27 release. The album marks the band's first work with producer Dann Huff, the session guitarist who's now becoming better known for his production work with Faith Hill and Lari White.

James Prosser "Life Goes On"

Warner Bros.: You can't get signed to a Nashville label by sending a demo tape through the mail, right? The odds are against that happening, but Kansas native James Prosser managed to it — although it was the first time it had happened at Warner Bros. in 14 years. It's the first single and the title track from his debut album, set for March 23 release.

Sons Of The Desert "What About You"

Epic: "What About You," the first single from Sons Of The Desert's upcoming sophomore album, was produced by two familiar names — Tim McGraw and Byron Gallimore. Apparently, McGraw was so excited after he heard the Tony Mullins/Tony Toliver song, he urged the Sons to record it — and offered to produce it. The remainder of the self-titled album, set for May 4 release, was produced by Johnny Slate.

Tim Wilson

***It's a Sorry World* (Capitol)**



A regular on the Bob & Tom and John Boy & Billy syndicated morning shows, Tim Wilson has forged a healthy career in America's comedy clubs. The Georgia native rants — and writes songs — about the everyday frustrations of the working man. And while you might not expect it from his Capitol debut album, he also graduated from college with a degree in English. Wilson explains, "It takes an expert in the English language to

butcher it the way I do." Wilson had attempted to write serious songs, even going as far as slipping a demo tape to the Atlanta Rhythm Section, but found his ultimate calling during open mike night at a comedy club.

It's redneck comedy, but as Wilson says, "Most comedians come from the left-wing view. They worry what Hollywood will think. My stuff comes from the guy in the flannel shirt, out there working." Recorded live at a Louisville comedy club, *It's a Sorry World* includes other comedy songs, along with Wilson's stand-up comedy routine. You have to have an appreciation when the record label representing the world's biggest country superstar releases a song such as Wilson's "Garth Brooks Ruined My Life." Not to give away any of Wilson's comedy bits, but he says this of Bill Clinton: "I knew he wasn't the one. Anyone who drives an El Camino in college If you can't decide between a Malibu and a pickup truck, I don't want you running the free world."

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NEW & ACTIVE

LONESTAR Saturday Night (BNA)

Total Stations: 22, Total Points: 494, Total Adds: 14, Including: WAYZ 28, KYGO 9, KBUL 7, WGTY 7, KTTS 6, WWGR 6, KUPL 5, WRNS 5, WWYZ 5, WIBW 4, KSON 3, KZLA 3, WVLC 3, WCTK 1, WGH 1
Plays Include: KZKX 10 (5), WBEE 7 (6)

NEAL MCCOY I Was (Atlantic)

Total Stations: 46, Total Points: 465, Total Adds: 42, Including: KLLL 14, WWYZ 11, WTCM 10, KSOP 7, KATM 6, KFDI 6, KTTS 5, KVOO 5, WDEN 5, WFMS 5, WRNS 5, KHAK 3, WBCT 3, WIRK 3, WKKT 3, KSKS 2, KZKX 2, WRBQ 2, WCTK 1

GIL GRAND Let's Start Livin' (Monument)

Total Stations: 21, Total Points: 419, Total Adds: 8, Including: WRKZ 13, WCTQ 9, WWJO 9, KFDI 7, WTHI 7, KZKX 6, KHEY 5, WTCR 5
Plays Include: KTTS 11 (8), KSKS 5 (5), KVOO 5 (5), WDEN 5 (5)

MONTE WARDEN Someday... (Asylum/EEG)

Total Stations: 11, Total Points: 356, Total Adds: 0, Including: KHEY 5, WCTO 15 (12), WMJC 10 (8), WKKT 7 (5), WTHI 6 (6), KVOO 5 (5), WDEN 5 (5), WRKZ 5 (5), WTCR 5 (5), WWYZ 5 (5)

DEBORAH ALLEN Is It Love Yet (Curb)

Total Stations: 10, Total Points: 355, Total Adds: 0, Including: WAXX 8, WWYZ 5, WSOC 17 (14), WWJO 13 (9), KSOP 10 (7), WKKT 7 (5), KTTS 5 (5), WDEN 5 (5)

KEITH HARLING There Goes The Neighborhood (MCA)

Total Stations: 12, Total Points: 116, Total Adds: 11, Including: WMSI 6, WOW 6, WDEN 5, WROO 5
Plays Include: KSOP 9 (6)

LISA BROKOP Ain't Enough Roses (Columbia)

Total Stations: 14, Total Points: 113, Total Adds: 12, Including: WDEN 5, WTCR 5, WVLC 3, KTTS 2
Plays Include: KXKC 14 (11)

Songs Ranked By Total Points

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AARON TIPPIN I'm Leaving
TERRI CLARK Everytime I Cry
TRAVIS TRITT No More Looking Over My Shoulder

Hottest:

BROOKS & DUNN I Can't Get Over You
FAITH HILL Love Ain't Like That
GEORGE STRAIT Meanwhile

Real Country

Dave Nicholson • (602) 966-6236

Adds:

TERRI CLARK Everytime I Cry
KEITH HARLING There Goes The Neighborhood

Hottest:

REBA MCENTIRE Wrong Night
GEORGE STRAIT Meanwhile
MARK CHESNUTT I Don't Want To Miss A Thing
DIXIE CHICKS You Were Mine
CHAD BROCK Ordinary Life

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

Gary Knoll

Adds:

CLINT BLACK You Don't Need Me Now
ALAN JACKSON Gone Crazy
LILA MCCANN With You
AARON TIPPIN I'm Leaving

Hottest:

REBA MCENTIRE Wrong Night
GEORGE STRAIT Meanwhile

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

Super Country/Pure Country

Ken Moultrie

Adds:

VINCE GILL Don't Come Crying To Me
KINLEYS Somebody's Out There Watching
COLLIN RAYE Anyone Else

Hottest:

RANDY TRAVIS Spirit Of A Boy, Wisdom Of A Man
REBA MCENTIRE Wrong Night
MARTINA MCBRIDE Wrong Again
JOHN MICHAEL MONTGOMERY Hold On To Me
JO DEE MESSINA Stand Beside Me

Mainstream Country

L.J. Smith

Adds:

COLLIN RAYE Anyone Else

Hottest:

JOHN MICHAEL MONTGOMERY Hold On To Me
MARK CHESNUTT I Don't Want To Miss A Thing
DIAMOND RIO Unbelievable
TIM MCGRAW For A Little While
JO DEE MESSINA Stand Beside Me

New Country

L.J. Smith

Adds:

TY HERNOON Hands Of A Working Man

Hottest:

SARA EVANS No Place That Far
TIM MCGRAW For A Little While
DIAMOND RIO Unbelievable
MARK CHESNUTT I Don't Want To Miss A Thing
JOHN MICHAEL MONTGOMERY Hold On To Me

JONES RADIO NETWORK

Jim Murphy • (303) 784-8700

U.S. Country

John Hendricks

JONES RADIO NETWORK CONTINUED

Adds:

CLINT BLACK You Don't Need Me
SHANE MCANALLY Say Anything
AARON TIPPIN I'm Leaving

Hottest:

MARK CHESNUTT I Don't Want To Miss A Thing
DIAMOND RIO Unbelievable
REBA MCENTIRE Wrong Night
TIM MCGRAW For A Little While
JO DEE MESSINA Stand Beside Me

CD Country

John Hendricks

Adds:

TOBY KEITH If A Man Answers
NEAL MCCOY I Was
SONS OF THE DESERT What About You

Hottest:

JOHN MICHAEL MONTGOMERY Hold On To Me
REBA MCENTIRE Wrong Night
DIXIE CHICKS You Were Mine
MARK CHESNUTT I Don't Want To Miss A Thing
ALABAMA Keepin' Up

RADIO ONE COUNTRY PLAYLIST

Jim Barbee • (970) 949-3339

Adds:

No Adds

Hottest:

TIM MCGRAW For A Little While
JOHN MICHAEL MONTGOMERY Hold On To Me
DIAMOND RIO Unbelievable
REBA MCENTIRE Wrong Night
RANDY TRAVIS Spirit Of A Boy, Wisdom Of A Man

WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

Mainstream Country

David Felker

Adds:

CHAD BROCK Ordinary Life
MARK WILLS Wish You Were Here

Hottest:

RANDY TRAVIS Spirit Of A Boy, Wisdom Of A Man
DIXIE CHICKS You Were Mine
JOHN MICHAEL MONTGOMERY Hold On To Me
MARTINA MCBRIDE Wrong Again
JO DEE MESSINA Stand Beside Me
MARK CHESNUTT I Don't Want To Miss A Thing

Hot Country

David Felker

Adds:

VINCE GILL Don't Come Crying To Me
PATTY LOVELESS Can't Get Enough

Hottest:

JO DEE MESSINA Stand Beside Me
MARK CHESNUTT I Don't Want To Miss A Thing
TIM MCGRAW For A Little While
REBA MCENTIRE Wrong Night
DIAMOND RIO Unbelievable

COUNTRY VIDEO



ADDS

ANDY GRIGGS You Won't Ever Be Lonely
JAMES PROSSER Life Goes On
WARREN BROTHERS Better Man

ELITE

DIXIE CHICKS You Were Mine
SHANIA TWAIN That Don't Impress Me Much
JO DEE MESSINA Stand Beside Me
JOHN MICHAEL MONTGOMERY Hold On To Me
KINLEYS Somebody's Out There Watching



60.2 million households
Traci Todd,
Manager/Video Programming

ADDS

LINDA DAVIS I'm Yours (DreamWorks)
SAWYER BROWN Drive Me Wild (Curb)

TOP 10

DIAMOND RIO Unbelievable (Arista)
KENNY CHESNEY How Forever Feels (BNA)
DIXIE CHICKS You Were Mine (Monument)
DERYL DODD A Bitter End (Columbia)
SARA EVANS No Place That Far (RCA)
KINLEYS Somebody's Out There Watchin' (Epic)
JOHN MICHAEL MONTGOMERY Hold On To Me (Atlantic)
OLIVIA NEWTON-JOHN Precious Love (MCA)
LARI WHITE Take Me (Lyric Street)
WILKINSONS Fly (The Angel Song) (Giant)

Information current as of February 1.



42 million households
Chris Parr, Director/Programming
Paul Hastaba, VP/GM

ADDS

CLEDUS T. JUDD Did I Shave My Back For This (Razor & Tie)
BRAD PAISLEY Who Needs Pictures (Arista)
JAMES PROSSER Life Goes On (Warner Bros.)
JOHN MICHAEL MONTGOMERY Hold On To Me (Atlantic)
SARA EVANS No Place That Far (RCA)
WILKINSONS Fly (The Angel Song) (Giant)
SHANIA TWAIN That Don't Impress Me Much (Mercury)
GARTH BROOKS It's Your Song (Capitol)
DIAMOND RIO Unbelievable (Arista)
DERYL DODD A Bitter End (Columbia)
DIXIE CHICKS You Were Mine (Monument)
RANDY TRAVIS Spirit Of A Boy, Wisdom Of A Man (DreamWorks)
KINLEYS Somebody's Out There Watching (Epic)

HEAVY

GARTH BROOKS It's Your Song (Capitol)
KENNY CHESNEY How Forever Feels (BNA)
DIAMOND RIO Unbelievable (Arista)
DIXIE CHICKS You Were Mine (Monument)
DERYL DODD A Bitter End (Columbia)
SARA EVANS No Place That Far (RCA)
FAITH HILL Let Me Let Go (Warner Bros.)
KINLEYS Somebody's Out There Watching (Epic)
JO DEE MESSINA Stand Beside Me (Curb)
RANDY TRAVIS No More Looking Over... (DreamWorks)
SHANIA TWAIN That Don't Impress Me Much (Mercury)
LARI WHITE Take Me (Lyric Street)
WILKINSONS Fly (The Angel Song) (Giant)

HOT SHOTS

JIM BRICKMAN w/MARTINA MCBRIDE Valentine (Windham Hill)
CHAD BROCK Ordinary Life (Warner Bros.)
TERRI CLARK Everytime I Cry (Mercury)
ANDY GRIGGS You Won't Ever Be Lonely (RCA)
WADE HAYES Tore Up From The Floor Up (DKC/Columbia)
CLEDUS T. JUDD Did I Shave My Back For This (Razor & Tie)
SAMMY KERSHAW One Day Left To Live (Mercury)
PATTY LOVELESS Can't Get Enough (Epic)
LILA MCCANN With You (Asylum/EEG)
JAMES PROSSER Life Goes On (Warner Bros.)
COLLIN RAYE Anyone Else (Epic)
SOUTH SIXTY FIVE A Random Act Of Senseless... (Atlantic)
TRAVIS TRITT No More Looking Over My... (Warner Bros.)
WARREN BROTHERS Better Man (BNA)

Heavy rotation songs receive 28 plays per week.
Hotshots receive 21 plays per week.

Information current as of February 3.

COUNTRY REPORTERS

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Stations and their adds listed alphabetically by market

KEAN/Ahliene, TX PD: Dewey Alexander MD: Rudy Allen Fernandez PATTY LOVELESS TRAVIS TRITT SHANE MCANALLY WADE HAYES JESSICA ANDREWS	WKLB/Boston, MA PD: Mike Brophy APD/MD: Ginny Rogers TY HERNDON CHAD BROCK DEANA CARTER VINCE GILL MARK WILLS	KYNG/Dallas, TX PD: Bob McNeill MD: Jim Verdi PATTY LOVELESS	WBCT/Grand Rapids, MI OM/MD: Doug Montgomery MD: Kelly Iris 7 BLACKHAWK 5 PATTY LOVELESS 5 LILA MCCANN 3 NEAL MCCOY	KBEQ/Kansas City, MO PD: Mike Kennedy MD: T.J. McEntire MEAL MCCOY REBA MCENTIRE LEE ANN WOMACK	KTEX/McAllen, TX OM/MD: Billy Santiago APD/MD: Deana Romero JESSICA ANDREWS COLLIN RAYE SAWYER BROWN VINCE GILL AARON TIPPIN	KXKT/Omaha, NE PD: Tom Goodwin MD: John Glenn ALAN JACKSON PATTY LOVELESS 1 AARON TIPPIN	WKHK/Richmond, VA PD: Kevin King 5 TY HERNDON 4 PATTY LOVELESS 1 AARON TIPPIN	KRMD/Shreveport, LA OM/MD: John Swan CLINT BLACK AARON TIPPIN COLLIN RAYE TERRI CLARK	KNUE/Tyler, TX OM: Larry Kent PD/MD: John Moore COLLIN RAYE ALAN JACKSON AARON TIPPIN CLINT BLACK
WQMX/Akron, OH PD: Kevin Mason MD: Bill Shiel CHAD BROCK LILA MCCANN	WYRK/Buffalo, NY PD: Justin Case APD/MD: John Paul 9 MARK WILLS 3 BROOKS & DUNN	WGNE/Daytona Beach, FL PD: John Anthony MD: Jim Andrews ALAN JACKSON COLLIN RAYE CLINT BLACK TERRI CLARK ANDY GRIGGS	WWSL/Greensboro, NC PD: Brian Landrum APD: Danny Hall MD: Jayme Austin TERRI CLARK NEAL MCCOY WADE HAYES JESSICA ANDREWS LEE ANN WOMACK	KFKF/Kansas City, MO PD: Dale Carter APD/MD: Tony Stevens 13 PATTY LOVELESS 13 AARON TIPPIN 13 ALAN JACKSON 13 LILA MCCANN	WGKX/Memphis, TN OM: Fred Horton PD: Greg Mozingo MD: Mark Billingsley 10 MARK WILLS 10 ALAN JACKSON BROOKS & OUNN ALABAMA BLACKHAWK	WOW/Omaha, NE PD: Trish Matthews APD/MD: Tom Scott 11 ALAN JACKSON 11 AARON TIPPIN 11 CLINT BLACK 6 KEITH HARLING SHEDAISY	KFRG/Riverside, CA OM/MD: Ray Masile MD: Don Jeffrey DIAMOND RID VINCE GILL TRISHA YEARWOOD BILLY RAY CYRUS GEORGE STRAIT MARK WILLS	WBYT/South Bend, IN PD: Dave Steele MD: Lisa Kosty GIL GRAND BLACKHAWK NEAL MCCOY PATTY LOVELESS	KJUG/Visalia, CA PD/MD: Dan Daniels NEAL MCCOY ALAN JACKSON BLACKHAWK
WGNA/Albany, NY PD: Buzz Brindle MD: Bill Earley BLACKHAWK NEAL MCCOY CLINT BLACK	KHAK/Cedar Rapids, IA PD: Jeff Winfield MD: Dawn Johnson 4 TOBY KEITH 3 BLACKHAWK 3 NEAL MCCOY	KYGO/Denver, CO OM/MD: John St. John MD: Tad Svendsen PATTY LOVELESS	WTQR/Greensboro, NC PD: Paul Franklin MD: Deano St. Clair 1 SAWYER BROWN ALABAMA TRAVIS TRITT TERRI CLARK CLAUDIA CHURCH	WDAF/Kansas City, MO PD/MD: Ted Cramer 10 ANDY GRIGGS 10 MARK WILLS 10 VINCE GILL 10 MILLIE RAYE 10 SUSAN ASHTON	WGOY/Memphis, TN OM: Joe Burke PD: Bill Hughes MD: China Davis 5 BROOKS & DUNN 3 WILKINSONS	WVKA/Orlando, FL PD: Mark Hill CLINT BLACK AARON TIPPIN TOBY KEITH CLAUDIA CHURCH NEAL MCCOY	WYYD/Roanoke, VA PD: Stan Parman MD: Shadow Stevens 4 COLLIN RAYE 3 ALABAMA	KDRK/Spokane, WA OM/MD: Ray Edwards APD/MD: Tony Trovato 1 JESSICA ANDREWS 1 LILA MCCANN 1 SUSAN ASHTON FAITH HILL MARK WILLS TY HERNDON	WACO/Waco, TX PD/MD: Zack Owen 10 COLLIN RAYE 10 ALAN JACKSON 10 AARON TIPPIN 10 TERRI CLARK 10 BLACKHAWK
KRST/Albuquerque, NM PD: Brad Barrett MD: Chaz Malibu 14 BLACKHAWK 13 MARTINA MCBRIO	WIXY/Champaign, IL PD: R.W. Smith MD: Nicole Beale TERRI CLARK SUSAN ASHTON ALAN JACKSON	KHK/Des Moines, IA PD: Wes McShay MD: J.C. Walker 9 BLACKHAWK ALAN JACKSON TERRI CLARK	WRNS/Greenville, NC PD/MD: Wayne Carlyle 5 MARK WILLS 5 NEAL MCCOY 5 LONESTAR 5 CHAD BROCK	WVVK/Knoxville, TN OM/MD: Paul Hammond 19 GENNY CHESNEY 3 TERRI CLARK 2 DEANA CARTER 1 CHAD BROCK SHANE MCANALLY	WKIS/Miami, FL PD: Bob McKay MD: Darlene Evans ALAN JACKSON PATTY LOVELESS AARON TIPPIN SUSAN ASHTON	KHAY/Oxnard, CA PD: Mark Hill CLINT BLACK AARON TIPPIN TOBY KEITH CLAUDIA CHURCH NEAL MCCOY	WBEE/Rochester, NY PD: Fred Horton MD: Coyote Collins 11 MARK WILLS 9 CLINT BLACK 9 LILA MCCANN 4 ALAN JACKSON	KNFR/Spokane, WA PD: Scott Shannon MD: Paul Neumann 6 COLLIN RAYE 6 PATTY LOVELESS	WMZO/Washington, DC PD: Mac Daniels MD: Jon Anthony 11 ALAN JACKSON MARK WILLS COLLIN RAYE
WCTO/Allentown, PA PD: Chuck Geister Int. APD/MD: Brian Lee 8 COLLIN RAYE 5 CLINT BLACK BLACKHAWK LILA MCCANN	WEZL/Charleston, SC PD: Kris Van Dyke MD: Gary Griffin TERRI CLARK	KJYJ/Des Moines, IA OM/MD: Beverlee Brannigan MD: Eddie Hatfield ALAN JACKSON BLACKHAWK	WESC/Greenville, SC APD/MD: Ron Brooks OM/MD: John Landrum 18 LEE ANN WOMACK 18 FAITH HILL 10 ALAN JACKSON	WVWK/Knoxville, TN OM/MD: Kelly Thompson NEAL MCCOY LONESTAR SONS OF THE DESERT JESSICA ANDREWS	WML/Milwaukee, WI OM: Kerry Wolfe APD: Scott Dolphin MD: Mitch Morgan 8 SHANE MCANALLY	KWJW/Philadelphia, PA PD: Ken Johnson APD/MD: Jim Radler VINCE GILL	WVVO/St. Cloud, MN PD: Mark Phillips LILA MCCANN ALAN JACKSON NEAL MCCOY JESSICA ANDREWS KEITH HARLING	WVWB/Springfield, IL PD: Mark Phillips MD: John Spaulding 15 ALAN JACKSON 15 CLINT BLACK JESSICA ANDREWS NEAL MCCOY SHANE MCANALLY	WVWK/West Palm Beach, FL APD/MD: J.R. Jackson 6 MONTGOMERY GENTRY 3 NEAL MCCOY
WFCY/Altoona, PA PD/MD: Polly Wogg BLACKHAWK NEAL MCCOY TERRI CLARK TRAVIS TRITT LILA MCCANN LISA BROKOP	WQBE/Charleston, WV OM/MD: Jeff Whitehead No Adds	KJYJ/Des Moines, IA OM/MD: Beverlee Brannigan MD: Eddie Hatfield ALAN JACKSON BLACKHAWK	WSSS/Lancaster, PA PD: Dick Raymond MD: Keith Patrick ALAN JACKSON AARON TIPPIN CLINT BLACK CLAUDIA CHURCH	WVWK/Knoxville, TN OM/MD: Kelly Thompson NEAL MCCOY LONESTAR SONS OF THE DESERT JESSICA ANDREWS	WVWK/Milwaukee, WI OM: Kerry Wolfe APD: Scott Dolphin MD: Mitch Morgan 8 SHANE MCANALLY	WVVO/St. Cloud, MN PD: Mark Phillips LILA MCCANN ALAN JACKSON NEAL MCCOY JESSICA ANDREWS KEITH HARLING	WVWB/Springfield, IL PD: Mark Phillips MD: John Spaulding 15 ALAN JACKSON 15 CLINT BLACK JESSICA ANDREWS NEAL MCCOY SHANE MCANALLY	WVWK/West Palm Beach, FL APD/MD: J.R. Jackson 6 MONTGOMERY GENTRY 3 NEAL MCCOY	WVWK/Wheeling, WV PD/MD: Jim Elliott BLACKHAWK NEAL MCCOY LISA BROKOP KEITH HARLING
WVWK/West Palm Beach, FL APD/MD: J.R. Jackson 6 MONTGOMERY GENTRY 3 NEAL MCCOY	WVWB/Springfield, IL PD: Mark Phillips MD: John Spaulding 15 ALAN JACKSON 15 CLINT BLACK JESSICA ANDREWS NEAL MCCOY SHANE MCANALLY	WVWK/West Palm Beach, FL APD/MD: J.R. Jackson 6 MONTGOMERY GENTRY 3 NEAL MCCOY	WVWK/Wheeling, WV PD/MD: Jim Elliott BLACKHAWK NEAL MCCOY LISA BROKOP KEITH HARLING	WVWB/Syracuse, NY PD/MD: Meg Stevens 5 DERYL DODD COLLIN RAYE DIXIE CHICKS LISA BROKOP BROOKS & DUNN CHAD BROCK GIL GRAND CLAUDIA CHURCH	WVWB/Syracuse, NY PD/MD: Meg Stevens 5 DERYL DODD COLLIN RAYE DIXIE CHICKS LISA BROKOP BROOKS & DUNN CHAD BROCK GIL GRAND CLAUDIA CHURCH	WVWB/Syracuse, NY PD/MD: Meg Stevens 5 DERYL DODD COLLIN RAYE DIXIE CHICKS LISA BROKOP BROOKS & DUNN CHAD BROCK GIL GRAND CLAUDIA CHURCH	WVWB/Syracuse, NY PD/MD: Meg Stevens 5 DERYL DODD COLLIN RAYE DIXIE CHICKS LISA BROKOP BROOKS & DUNN CHAD BROCK GIL GRAND CLAUDIA CHURCH	WVWB/Syracuse, NY PD/MD: Meg Stevens 5 DERYL DODD COLLIN RAYE DIXIE CHICKS LISA BROKOP BROOKS & DUNN CHAD BROCK GIL GRAND CLAUDIA CHURCH	WVWB/Syracuse, NY PD/MD: Meg Stevens 5 DERYL DODD COLLIN RAYE DIXIE CHICKS LISA BROKOP BROOKS & DUNN CHAD BROCK GIL GRAND CLAUDIA CHURCH

187 Total Reporters
187 Current Reporters
181 Current Playlists
Reported Frozen Playlist (3):
WYAY/Atlanta, GA
KNCI/Sacramento, CA
KCYV/San Antonio, TX
Did Not Report, Playlist Frozen (3):
WXCT/Baton Rouge, LA
WLWM/Montgomery, AL
WPKX/Springfield, MA

COUNTRY PLAYLISTS

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



AM/National
(818) 377-5300
Santiago/Erickson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
10	12	15	16		JO DEE MESSINA/Stand Beside Me
10	14	13	16		TIM MCGRAW/For A Little While
8	12	15	16		REBA MCGENTIRE/Wrong Night
7	10	15	15		MARK CHESNUTTA/Don't Want To...
7	8	9	11		SHANIA TWAIN/That Don't...
-	-	-	-	10	DIAMOND RIO/Unbelievable
5	8	8	9		BROOKS & DUNN/Can't Get Over You
6	8	8	9		TRISHA YEARWOOD/Powerful Thing
7	7	8	8		DIXIE CHICKS/You Were Mine
7	8	8	8		MICHAEL PETERSON/By The Book
8	7	7	8		JOHN M. MONTGOMERY/Hold On To Me
5	6	5	8		KENNY CHESNEY/How Forever Feels
5	8	7	7		SARA EVANS/No Place That Far
-	-	5	9		MARK WILLS/Wish You Were Here
7	8	7	8		WILKINSONS/Fly (The Angel Song)
-	5	7	7		FAITH HILL/Love Ain't Like That
8	8	7	8		GEORGE STRAIT/Meanwhile
-	-	-	-	6	ALAN JACKSON/Gone Crazy
5	5	5	6		LARI WHITE/Take Me
6	6	6	6		BILLY RAY CYRUS/Busy Man
5	5	5	5		CHAD BROCK/Ordinary Life
-	-	-	-	5	ALABAMA/Keepin' Up
-	-	-	-	3	DEANA CARTER/You Still Shake Me
5	5	5	5		DERYL DODDIA Bitter End
-	-	-	-	2	COLLIN RAYE/Anyone Else
-	-	-	-	-	TERRI CLARK/Everytime I Cry
-	-	-	-	-	WARREN BROTHERS/Better Man
-	-	-	-	-	LEE ANN WOMACK/Think Of A...



MARKET #1
WYNY/New York
(914) 592-1071
Smith/Roth

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
39	39	36	42		MARTINA MCBRIDE/Wrong Again
32	31	33	41		BROOKS & DUNN/Husbands And Wives
23	22	39	40		TERRI CLARK/You're Easy On...
32	31	33	39		ALAN JACKSON/Right On The Money
22	21	32	32		BLACKHAWK/There You Have It
24	22	20	32		TIM MCGRAW/For A Little While
32	31	20	32		JOHN M. MONTGOMERY/Hold On To Me
23	22	23	31		ALABAMA/Keepin' Up
32	31	23	31		MARK CHESNUTTA/Don't Want To...
34	31	32	29		RANDY TRAVIS/Spirit Of A Boy...
22	22	23	23		TRISHA YEARWOOD/Powerful Thing
22	20	23	23		SHANIA TWAIN/That Don't...
17	15	16	23		WILKINSONS/Fly (The Angel Song)
22	22	23	22		DIXIE CHICKS/You Were Mine
17	16	17	22		DIAMOND RIO/Unbelievable
17	16	17	22		REBA MCGENTIRE/Wrong Night
18	17	17	21		BILLY RAY CYRUS/Busy Man
21	22	23	20		JO DEE MESSINA/Stand Beside Me
22	23	20	20		MICHAEL PETERSON/By The Book
-	-	-	-	17	GARTH BROOKS/Teasin' It Up...
17	18	14	16		SARA EVANS/No Place That Far
14	19	18	15		LINDA DAVIS/Im Yours
21	15	15	-		CLAY WALKER/You're Beginning...
-	-	-	-	15	LEE ANN WOMACK/Think Of A...
-	-	-	-	15	DEANA CARTER/You Still Shake Me
14	16	16	14		CHAD BROCK/Ordinary Life
16	16	15	13		TRAVIS TRITTO/No More Looking...
-	-	-	-	13	GEORGE STRAIT/Meanwhile
-	-	-	-	-	CLINT BLACK/You Don't Need Me...
-	-	-	-	-	VINCE GILL/Don't Come Crying...



MARKET #2
KZLA/Los Angeles
(323) 882-8000
Fink/McCormack

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
38	38	39	39		JO DEE MESSINA/Stand Beside Me
27	28	37	37		DIXIE CHICKS/You Were Mine
-	-	-	-	22	TY HERNDON/Hands Of A...
20	21	23	31		MARTINA MCBRIDE/Wrong Again
20	28	27	28		TRISHA YEARWOOD/Powerful Thing
11	15	21	28		RANDY TRAVIS/Spirit Of A Boy...
16	14	20	27		WILKINSONS/Fly (The Angel Song)
-	-	-	-	15	TIM MCGRAW/Where The Green...
20	19	21	29		GARTH BROOKS/You Move Me
15	15	17	20		REBA MCGENTIRE/Wrong Night
15	14	15	20		SARA EVANS/No Place That Far
-	-	-	-	15	COLLIN RAYE/Someone You Used...
19	20	17	18		FAITH HILL/Let Me Let Go
12	13	15	16		KENNY CHESNEY/How Forever Feels
16	15	15	15		DIAMOND RIO/Unbelievable
11	12	14	15		MICHAEL PETERSON/By The Book
-	-	-	-	15	MCBRIDE W/BRICKMAN/Valentine
38	35	22	15		TIM MCGRAW/For A Little While
-	-	-	-	15	BROOKS & DUNN/Can't Get Over You
14	15	15	15		BILLY RAY CYRUS/Busy Man
13	16	21	14		FAITH HILL/Love Ain't Like That
28	27	23	14		JOHN M. MONTGOMERY/Hold On To Me
20	20	27	14		MARK CHESNUTTA/Don't Want To...
13	9	10	10		CHAD BROCK/Ordinary Life
5	12	9	9		WARREN BROTHERS/Better Man
15	15	12	9		SHANIA TWAIN/That Don't...
15	17	19	8		GEORGE STRAIT/Meanwhile
-	-	-	-	5	ALABAMA/Keepin' Up
-	-	-	-	8	KINLEYS/Somebody's Out...
-	-	-	-	12	SAWYER BROWN/Drive Me Wild
-	-	-	-	4	LEE ANN WOMACK/Think Of A...
-	-	-	-	3	LONESTAR/Saturday Night
-	-	-	-	3	DEANA CARTER/You Still Shake Me
-	-	-	-	1	PATTY LOVELESS/Can't Get Enough



MARKET #3
WUSN/Chicago
(312) 649-0099
Sledge/Biondo

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
24	24	38	38		SHANIA TWAIN/That Don't...
24	24	38	38		MARK CHESNUTTA/Don't Want To...
24	24	38	38		DIXIE CHICKS/You Were Mine
24	38	38	38		DIAMOND RIO/Unbelievable
38	38	38	38		TIM MCGRAW/For A Little While
38	38	38	38		REBA MCGENTIRE/Wrong Night
24	24	38	38		JOHN M. MONTGOMERY/Hold On To Me
38	38	38	38		JO DEE MESSINA/Stand Beside Me
38	38	38	38		MARTINA MCBRIDE/Wrong Again
-	-	-	-	12	DERYL DODDIA Bitter End
12	12	24	24		CHAD BROCK/Ordinary Life
12	12	24	24		BROOKS & DUNN/Can't Get Over You
12	24	24	24		FAITH HILL/Love Ain't Like That
12	24	24	24		GEORGE STRAIT/Meanwhile
12	12	24	24		KENNY CHESNEY/How Forever Feels
24	24	24	24		TRISHA YEARWOOD/Powerful Thing
24	24	24	24		KINLEYS/Somebody's Out...
24	24	24	24		MICHAEL PETERSON/By The Book
12	12	24	24		STEVE WARNER/Every Little Whisper
24	24	24	24		ALABAMA/Keepin' Up
24	24	24	24		SARA EVANS/No Place That Far
24	24	24	24		LARI WHITE/Take Me
24	24	24	24		BILLY RAY CYRUS/Busy Man
-	-	-	-	12	WARREN BROTHERS/Better Man
-	-	-	-	12	SUSAN ASHTON/Faith Of The Heart
-	-	-	-	12	ALAN JACKSON/You're Crazy
-	-	-	-	12	LEE ANN WOMACK/Think Of A...
-	-	-	-	12	CLINT BLACK/You Don't Need Me...
-	-	-	-	12	COLLIN RAYE/Anyone Else
12	12	12	12		SAWYER BROWN/Drive Me Wild
12	12	12	12		LEANN RIMES/These Arms Of Mine
-	-	-	-	-	TY HERNDON/Hands Of A...



MARKET #4
KYCY/San Francisco
(415) 391-9330
Jordan/Jordan

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
20	22	41	47		TRISHA YEARWOOD/Powerful Thing
48	46	44	46		TERRI CLARK/You're Easy On...
51	47	47	45		BLACKHAWK/There You Have It
23	38	46	45		RANDY TRAVIS/Spirit Of A Boy...
48	44	45	45		TIM MCGRAW/For A Little While
50	46	46	44		DIAMOND RIO/Unbelievable
21	22	24	43		JO DEE MESSINA/Stand Beside Me
12	16	21	26		GEORGE STRAIT/Meanwhile
22	26	24	26		ALABAMA/Keepin' Up
22	25	24	24		CLAY WALKER/You're Beginning...
20	24	23	24		MICHAEL PETERSON/By The Book
21	23	24	23		JOHN M. MONTGOMERY/Hold On To Me
22	22	23	23		STEVE WARNER/Every Little Whisper
24	22	24	22		MARK CHESNUTTA/Don't Want To...
22	21	23	22		WILKINSONS/Fly (The Angel Song)
11	9	23	22		REBA MCGENTIRE/Wrong Night
-	-	-	-	5	DIXIE CHICKS/You Were Mine
-	-	-	-	22	FAITH HILL/Love Ain't Like That
-	-	-	-	5	BROOKS & DUNN/Can't Get Over You
24	23	25	21		GARY ALLAN/It's Take Today
19	20	21	21		SARA EVANS/No Place That Far
23	23	21	21		DERYL DODDIA Bitter End
5	6	11	20		SHANIA TWAIN/That Don't...
13	14	13	16		KENNY CHESNEY/How Forever Feels
10	11	13	13		KINLEYS/Somebody's Out...
14	14	13	13		BILLY RAY CYRUS/Busy Man
11	10	14	12		LEANN RIMES/These Arms Of Mine
12	12	12	11		CHAD BROCK/Ordinary Life
11	12	13	11		LINDA DAVIS/Im Yours
-	-	-	-	11	ALAN JACKSON/Gone Crazy
5	6	6	6		LARI WHITE/Take Me
-	-	-	-	6	VINCE GILL/Don't Come Crying...
5	6	6	6		TY HERNDON/Hands Of A...
5	6	6	6		TRACY BYRD/When Mama Am't...
5	5	5	5		SAWYER BROWN/Drive Me Wild
5	6	7	5		LEE ANN WOMACK/Think Of A...
5	7	6	5		WADE HAYES/Tore Up From...
-	-	-	-	5	COLLIN RAYE/Anyone Else
5	6	7	5		TRAVIS TRITTO/No More Looking...
5	5	5	4		ANDY GRIGGS/You Won't Ever Be...



MARKET #5
WXTU/Philadelphia
(610) 667-9000
Johnson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
35	37	35	36		BROOKS & DUNN/Husbands And Wives
34	35	35	35		WADE HAYES/How Do You Sleep...
22	21	33	35		BLACKHAWK/There You Have It
36	35	34	35		COLLIN RAYE/Someone You Used...
36	35	34	34		MARTINA MCBRIDE/Wrong Again
-	-	-	-	15	TRISHA YEARWOOD/Powerful Thing
22	20	34	32		RANDY TRAVIS/Spirit Of A Boy...
23	20	21	32		DIAMOND RIO/Unbelievable
22	19	22	31		MARK CHESNUTTA/Don't Want To...
-	-	-	-	21	ALABAMA/Keepin' Up
23	21	23	22		REBA MCGENTIRE/Wrong Night
21	20	23	22		TIM MCGRAW/For A Little While
22	19	21	22		JO DEE MESSINA/Stand Beside Me
-	-	-	-	19	DIXIE CHICKS/You Were Mine
22	20	21	21		JOHN M. MONTGOMERY/Hold On To Me
19	18	21	21		GEORGE STRAIT/Meanwhile
-	-	-	-	17	WILKINSONS/Fly (The Angel Song)
-	-	-	-	17	BILLY RAY CYRUS/Busy Man
37	38	38	38		ALAN JACKSON/Right On The Money
23	18	21	21		SARA EVANS/No Place That Far
22	20	24	20		TY HERNDON/Hands Of A...
-	-	-	-	20	KENNY CHESNEY/How Forever Feels
33	32	33	33		YEARWOOD & BROOKS/Where Your Road...
-	-	-	-	15	BROOKS & DUNN/Can't Get Over You
37	36	35	34		FAITH HILL/Let Me Let Go
20	22	23	6		KINLEYS/Somebody's Out...
23	20	23	6		SHANIA TWAIN/That Don't...
-	-	-	-	-	ALAN JACKSON/Gone Crazy
-	-	-	-	-	VINCE GILL/Don't Come Crying...



MARKET #6
WJZZ/Detroit
(313) 259-4323
Roberts/Cadillac Jack

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
27	35	38	37		JOHN M. MONTGOMERY/Hold On To Me
36	36	35	35		JO DEE MESSINA/Stand Beside Me
22	26	29	35		MARK CHESNUTTA/Don't Want To...
38	38	36	35		RANDY TRAVIS/Spirit Of A Boy...
38	38	37	35		REBA MCGENTIRE/Wrong Night
29	38	38	34		BILLY RAY CYRUS/Busy Man
33	37	35	34		MARTINA MCBRIDE/Wrong Again
38	35	30	33		ALAN JACKSON/Right On The Money
26	35	38	32		TIM MCGRAW/For A Little While
27	28	25	27		AARON TIPPIN/For You I Will
28	25	27	27		KENNY CHESNEY/How Forever Feels
27	26	27	26		ALABAMA/Keepin' Up
23	19	21	26		TRISHA YEARWOOD/Powerful Thing
22	29	28	25		REBA MCGENTIRE/Wrong Night
37	38	36	25		BLACKHAWK/There You Have It
23	22	25	25		DIAMOND RIO/Unbelievable
16	19	20	24		DIXIE CHICKS/You Were Mine
21	23	25	24		KINLEYS/Somebody's Out...
23	25	25	22		SHANIA TWAIN/That Don't...
14	17	15	19		SAWYER BROWN/Drive Me Wild
15	19	17	19		BROOKS & DUNN/Can't Get Over You
15	19	18	18		FAITH HILL/Love Ain't Like That
5	6	16	17		WILKINSONS/Fly (The Angel Song)
15	17	17	17		CHAD BROCK/Ordinary Life
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COUNTRY PLAYLISTS

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MARKET #12
WKHX/Atlanta
(770) 955-0101
McGimley/Mitchell/Gray

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
21	32	32	31	REBA MCENTIRE/Wrong Night
14	27	27	30	SARA EVANS/No Place That Far
16	28	28	29	DIAMOND RIO/Unbelievable
16	30	28	28	JOHN M. MONTGOMERY/Hold On To Me
27	30	28	28	JO DEE MESSINA/Stand Beside Me
28	33	28	28	TIM MCGRAW/For A Little While
21	34	26	26	MARK CHESNUTTA/Don't Want To...
26	29	29	29	MARTINA MCBRIDE/Wrong Again
27	31	25	25	RANDY TRAVIS/Spirit Of A Boy...
17	18	20	20	TRISHA YEARWOOD/Powerful Thing
17	14	14	14	DIXIE CHICKS/You Were Mine
17	15	16	16	BILLY RAY CYRUS/Busy Man
-	13	13	13	SHANIA TWAIN/That Don't...
-	14	14	14	MICHAEL PETERSON/By The Book
17	17	14	14	WILKINSONS/Fly (The Angel Song)
-	12	12	12	BROOKS & DUNN/Can't Get Over You
-	14	14	12	ALABAMA/Keepin' Up
-	-	-	-	GEORGE STRAIT/Meanwhile
-	-	-	-	KENNY CHESNEY/How Forever Feels
-	-	-	-	KINLEYS/Somebody's Out...
-	-	-	-	FAITH HILL/Love Ain't Like That

MARKET #14
KMPS/Seattle
(206) 443-9400
Richards/Thomas

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
20	22	33	37	GEORGE STRAIT/Meanwhile
21	31	36	35	MARK CHESNUTTA/Don't Want To...
34	35	36	34	JO DEE MESSINA/Stand Beside Me
33	35	31	34	RANDY TRAVIS/Spirit Of A Boy...
34	35	35	34	ALABAMA/How Do You Fall...
19	21	31	34	GARTH BROOKS/To Make You Feel...
32	33	34	33	TIM MCGRAW/For A Little While
21	20	21	21	REBA MCENTIRE/Wrong Night
15	7	6	29	DIXIE CHICKS/You Were Mine
-	-	-	-	COLLIN RAYE/Anyone Else
5	18	19	21	BROOKS & DUNN/Can't Get Over You
20	21	20	21	WILKINSONS/Fly (The Angel Song)
21	22	18	21	TRISHA YEARWOOD/Powerful Thing
-	-	-	-	JO DEE MESSINA/Stand Beside Me
22	21	21	21	SHANIA TWAIN/That Don't...
-	-	-	-	MARK WILLIS/Do (Cherish You)
35	32	20	19	COLLIN RAYE/Someone You Used...
20	20	22	19	JOHN M. MONTGOMERY/Hold On To Me
19	18	17	18	TRISHA YEARWOOD/Powerful Thing
19	17	18	18	DIXIE CHICKS/Just To See You...
19	17	18	18	JO DEE MESSINA/Bye, Bye
19	17	18	18	COLLIN RAYE/Can't Get Over You
19	17	18	18	DIXIE CHICKS/There's Your Trouble
-	-	-	-	ALAN JACKSON/Gone Crazy
20	19	20	21	SHANIA TWAIN/You're Still The One
-	-	-	-	MCBRIDE/When I'm Alone
17	19	16	17	GARTH BROOKS/You Move Me
35	36	33	17	DIXIE CHICKS/Wide Open Spaces
-	-	-	-	COCHRAN & WARINER/What If I Said
19	18	15	16	SHANIA TWAIN/Honey, I'm Home
16	18	16	15	GEORGE STRAIT/Just Want To...
14	17	13	14	FAITH HILL/WMCGRAW/Just To Hear You...
-	-	-	-	DIAMOND RIO/Unbelievable
-	-	-	-	LILA MCCANN/With You
-	-	-	-	ALABAMA/Keepin' Up
13	9	8	6	FAITH HILL/Love Ain't Like That
9	9	5	4	BILLY RAY CYRUS/Busy Man
13	8	7	3	SARA EVANS/No Place That Far
7	6	5	3	STEVE WARINER/Every Little Whisper
-	-	-	-	CLINT BLACK/You Don't Need Me...

MARKET #14
KYCW/Seattle
(206) 216-0965
Brenner/Coayne

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
22	20	21	52	SARA EVANS/No Place That Far
23	44	52	52	REBA MCENTIRE/Wrong Night
45	45	47	51	DIAMOND RIO/Unbelievable
46	45	43	50	ALAN JACKSON/Right On The Money
14	22	45	50	MARK CHESNUTTA/Don't Want To...
19	21	22	27	TIM MCGRAW/For A Little While
21	20	20	27	DIXIE CHICKS/You Were Mine
22	21	22	25	TRISHA YEARWOOD/Powerful Thing
16	16	17	25	LEE ANN WOMACK/Think Of A...
15	16	21	25	ALABAMA/Keepin' Up
18	20	24	24	ANDY GRIGGS/You Won't Ever Be...
20	19	21	24	SHANIA TWAIN/That Don't...
21	22	21	24	CHAD BROCK/Ordinary Life
22	22	21	24	BILLY RAY CYRUS/Busy Man
22	20	21	24	JOHN M. MONTGOMERY/Hold On To Me
20	19	23	24	WILKINSONS/Fly (The Angel Song)
21	18	24	24	T. GRAHAM BROWN/Wine Into Water
-	-	-	-	GEORGE STRAIT/Meanwhile
19	21	19	23	DERYL DODD/A Bitter End
18	20	22	23	STEVE WARINER/Every Little Whisper
16	15	16	19	TY HERNDON/Hands Of A...
-	-	-	-	COLLIN RAYE/Anyone Else
-	-	-	-	BROOKS & DUNN/Can't Get Over You
-	-	-	-	LILA MCCANN/With You
17	15	16	17	KINLEYS/Somebody's Out...
17	14	15	17	TRAVIS TRITT/No More Looking...
-	-	-	-	MARK WILLIS/Wish You Were Here
-	-	-	-	PATTY LOVELESS/Can't Get Enough
17	17	14	16	LINDA DAVIS/It's Yours
-	-	-	-	FAITH HILL/Love Ain't Like That
-	-	-	-	ALAN JACKSON/Gone Crazy
-	-	-	-	VINCE GILL/Don't Come Crying...

MARKET #15
KMLE/Phoenix
(602) 264-0108
Garrison/Allen

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
40	40	49	43	SHANIA TWAIN/That Don't...
40	41	48	41	MARK CHESNUTTA/Don't Want To...
32	31	29	38	GEORGE STRAIT/Meanwhile
20	32	32	35	KENNY CHESNEY/How Forever Feels
32	30	34	34	DIXIE CHICKS/You Were Mine
33	33	33	33	CLAUDIA CHURCH/What's The Matter...
31	29	27	33	KINLEYS/Somebody's Out...
32	30	27	33	SARA EVANS/No Place That Far
26	20	27	33	BILLY RAY CYRUS/Busy Man
33	31	34	32	DEANA CARTER/You Still Shake Me
5	33	32	32	MARK WILLIS/Wish You Were Here
31	30	29	31	REBA MCENTIRE/Wrong Night
-	-	-	-	LEE ANN WOMACK/Think Of A...
5	5	10	31	ANDY GRIGGS/You Won't Ever Be...
33	28	31	31	TRISHA YEARWOOD/Powerful Thing
27	31	30	31	FAITH HILL/Love Ain't Like That
33	32	29	30	BROOKS & DUNN/Can't Get Over You
7	5	26	30	CHAD BROCK/Ordinary Life
7	5	11	29	SAWYER BROWN/Drive Me Wild
32	30	26	29	TIM MCGRAW/For A Little While
-	-	-	-	DIAMOND RIO/Unbelievable
29	27	28	28	JOHN M. MONTGOMERY/Hold On To Me
27	26	19	17	WILKINSONS/Fly (The Angel Song)
-	-	-	-	ALAN JACKSON/Gone Crazy
16	25	13	5	MICHAEL PETERSON/By The Book
-	-	-	-	SUSAN ASHTON/Faith Of The Heart
-	-	-	-	WARREN BROTHERS/Better Man
5	5	5	5	LARI WHITE/It's Yours
27	30	13	5	DERYL DODD/A Bitter End
-	-	-	-	MONTGOMERY GENTRY/Hillbilly Shoes

MARKET #15
KNIX/Phoenix
(602) 966-6236
Daniels/Owens

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
33	40	42	41	BILLY RAY CYRUS/Busy Man
37	41	39	41	MARK CHESNUTTA/Don't Want To...
38	38	41	40	JO DEE MESSINA/Stand Beside Me
33	35	39	41	STEVE WARINER/How Forever Feels
33	38	41	40	DIXIE CHICKS/You Were Mine
26	25	24	27	CHAD BROCK/Ordinary Life
24	23	23	26	DIAMOND RIO/Unbelievable
19	19	22	26	TIM MCGRAW/For A Little While
25	23	24	25	JOHN M. MONTGOMERY/Hold On To Me
24	24	24	24	KENNY CHESNEY/How Forever Feels
20	18	21	24	SARA EVANS/No Place That Far
24	25	24	24	GEORGE STRAIT/Meanwhile
21	22	24	24	BROOKS & DUNN/Can't Get Over You
24	24	25	23	ANDY GRIGGS/You Won't Ever Be...
11	12	17	20	SAWYER BROWN/Drive Me Wild
19	19	19	20	REBA MCENTIRE/Wrong Night
19	21	20	19	MICHAEL PETERSON/By The Book
12	12	14	19	FAITH HILL/Love Ain't Like That
19	18	19	19	KINLEYS/Somebody's Out...
-	-	-	-	COLLIN RAYE/Anyone Else
16	17	18	18	TRISHA YEARWOOD/Powerful Thing
17	17	18	17	TY HERNDON/Hands Of A...
19	17	20	17	GARY ALLAN/It's Take Today
14	12	14	17	ALABAMA/Keepin' Up
-	-	-	-	CLINT BLACK/You Don't Need Me...
10	15	13	15	ANDY GRIGGS/You Won't Ever Be...
-	-	-	-	SUSAN ASHTON/Faith Of The Heart
-	-	-	-	VINCE GILL/Don't Come Crying...
20	19	19	14	DERYL DODD/A Bitter End
-	-	-	-	CLAUDIA CHURCH/What's The Matter...
19	22	20	14	WILKINSONS/Fly (The Angel Song)
14	14	15	14	LARI WHITE/It's Yours
-	-	-	-	LEE ANN WOMACK/Think Of A...
-	-	-	-	MARK WILLIS/Wish You Were Here
-	-	-	-	TRACY BYRD/When Mama Ain't...
-	-	-	-	ALAN JACKSON/Gone Crazy
-	-	-	-	PATTY LOVELESS/Can't Get Enough
-	-	-	-	AARON TIPPIN/It's Leaving
-	-	-	-	DEANA CARTER/You Still Shake Me
-	-	-	-	MONTGOMERY GENTRY/Hillbilly Shoes
-	-	-	-	GIL GRANITE/It's Start Livin'

MARKET #16
KSON/San Diego
(619) 291-9797
Dimick/Frey

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
36	37	35	37	CLAY WALKER/You're Beginning...
38	35	37	37	TERRI CLARK/You're Easy On...
38	36	35	37	DIAMOND RIO/You're Gone
35	36	36	36	COLLIN RAYE/Can't Get Over You
34	37	36	36	TIM MCGRAW/Where The Green...
37	36	36	36	DIXIE CHICKS/Wide Open Spaces
36	37	36	36	MARTINA MCBRIDE/Wrong Again
37	37	35	35	JO DEE MESSINA/Stand Beside Me
23	24	24	24	RANDY TRAVIS/Spirit Of A Boy...
25	22	24	24	DIAMOND RIO/Unbelievable
22	22	21	23	DERYL DODD/A Bitter End
23	25	23	23	STEVE WARINER/Every Little Whisper
23	21	23	23	MARK CHESNUTTA/Don't Want To...
18	17	23	23	SARA EVANS/No Place That Far
16	17	24	23	DIXIE CHICKS/You Were Mine
15	22	22	22	SHANIA TWAIN/That Don't...
23	22	22	22	HILARY SWANK/There You Have It
23	23	21	21	MARK WILLIS/Don't Laugh At Me
23	24	22	21	TIM MCGRAW/For A Little While
21	22	22	21	CHAD BROCK/Ordinary Life
17	15	15	19	KINLEYS/Somebody's Out...
23	20	15	18	WILKINSONS/Fly (The Angel Song)
15	14	15	15	ANDY GRIGGS/You Won't Ever Be...
18	14	14	15	PATTY LOVELESS/Can't Get Enough
18	14	14	15	ALABAMA/Keepin' Up
19	16	15	15	ANDY GRIGGS/You Won't Ever Be...
-	-	-	-	MICHAEL PETERSON/By The Book
14	15	14	14	JOHN M. MONTGOMERY/Hold On To Me
-	-	-	-	GEORGE STRAIT/Meanwhile
14	14	15	14	TRISHA YEARWOOD/Powerful Thing
-	-	-	-	BILLY RAY CYRUS/Busy Man
-	-	-	-	KENNY CHESNEY/How Forever Feels
-	-	-	-	LONESTAR/Saturday Night
-	-	-	-	DEANA CARTER/You Still Shake Me
-	-	-	-	FAITH HILL/Love Ain't Like That
-	-	-	-	LEE ANN WOMACK/Think Of A...

MARKET #17
WMJL/Long Island
(516) 423-6740
Asker/Alexander

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
26	26	26	38	MARK CHESNUTTA/Don't Want To...
26	26	37	38	SARA EVANS/No Place That Far
26	26	35	38	DIXIE CHICKS/You Were Mine
37	37	37	37	TIM MCGRAW/For A Little While
37	37	37	37	JOHN M. MONTGOMERY/Hold On To Me
26	35	37	37	JO DEE MESSINA/Stand Beside Me
26	35	38	37	DIAMOND RIO/Unbelievable
26	26	26	26	REBA MCENTIRE/Wrong Night
26	26	26	26	BILLY RAY CYRUS/Busy Man
25	26	26	26	SAWYER BROWN/Drive Me Wild
18	24	26	26	KENNY CHESNEY/How Forever Feels
18	18	19	26	BROOKS & DUNN/Can't Get Over You
25	26	26	26	ALABAMA/Keepin' Up
19	26	26	26	FAITH HILL/Love Ain't Like That
19	26	26	26	GEORGE STRAIT/Meanwhile
18	18	19	26	TRAVIS TRITT/No More Looking...
26	26	26	26	TRISHA YEARWOOD/Powerful Thing
26	26	26	26	KINLEYS/Somebody's Out...
26	26	26	26	SHANIA TWAIN/That Don't...
26	26	26	26	MICHAEL PETERSON/By The Book
26	26	26	26	WILKINSONS/Fly (The Angel Song)
7	17	20	20	ANDY GRIGGS/You Won't Ever Be...
-	-	-	-	COLLIN RAYE/Anyone Else
-	-	-	-	TY HERNDON/Hands Of A...
8	10	8	9	CHAD BROCK/Ordinary Life
19	19	19	19	DERYL DODD/A Bitter End
-	-	-	-	MARK WILLIS/Wish You Were Here
7	8	10	10	MONTE WARREN/Someday...
7	8	6	9	PATTY LOVELESS/Can't Get Enough
-	-	-	-	WARREN BROTHERS/Better Man
-	-	-	-	SUSAN ASHTON/Faith Of The Heart
-	-	-	-	AARON TIPPIN/It's Leaving
-	-	-	-	LILA MCCANN/With You
7	8	7	7	LEE ANN WOMACK/Think Of A...
8	8	7	7	LARI WHITE/It's Yours
-	-	-	-	TERRI CLARK/Everytime I Cry
-	-	-	-	ALAN JACKSON/Gone Crazy
-	-	-	-	JESSICA ANDREWS/It Will Be There...
-	-	-	-	NEAL MCCOY/It Was
-	-	-	-	CLINT BLACK/You Don't Need Me...

MARKET #18
KEEY/Minneapolis
(612) 820-4200
Swedberg/Moon

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
25	38	39	40	MARK CHESNUTTA/Don't Want To...
38	37	39	40	CHAD BROCK/Ordinary Life
25	39	39	39	SAWYER BROWN/Drive Me Wild
36	37	39	39	JO DEE MESSINA/Stand Beside Me
39	37	39	39	SARA EVANS/No Place That Far
38	38	38	38	DIAMOND RIO/Unbelievable
37	37	38	38	BILLY RAY CYRUS/Busy Man
25	27	33	33	REBA MCENTIRE/Wrong Night
35	38	35	32	MESSINA & JOHNSON/It's A Survivor
24	26	27	28	DIXIE CHICKS/You Were Mine
36	27	27	28	MARTINA MCBRIDE/Wrong Again
28	38	38		

COUNTRY PLAYLISTS

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

WGAR/Cleveland
(216) 328-9950
Hunnicut/Collier

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
26	34	35	35		MARK CHESNUT/Don't Want To...
34	35	34	35		MICHAEL PETERSON/By The Book
22	21	30	34		AARON TIPPIN/For You I Will
35	34	34	34		ALAN JACKSON/Right On The Money
34	34	34	34		BLACKHAWK/There You Have It
34	34	34	34		COLLIN RAYE/Someone You Used...
34	35	34	34		JO DEE MESSINA/Stand Beside Me
34	34	34	34		RANDY TRAVIS/Spirit Of A Boy...
35	34	35	34		JOHN M. MONTGOMERY/Hold On To Me
35	34	35	34		TERRI CLARK/You're Easy On...
23	23	23	23		ALABAMA/Keepin' Up
23	23	23	23		BILLY RAY CYRUS/Busy Man
18	16	20	23		DIXIE CHICKS/You Were Mine
19	23	23	23		GEORGE STRAIT/Meanwhile
22	22	22	22		MARTINA MCBRIDE/Wrong Again
23	23	23	23		SHANIA TWAIN/That Don't...
22	22	22	22		TRISHA YEARWOOD/Powerful Thing
20	22	22	22		BROOKS & DUNN/Can't Get Over You
23	23	22	22		DIAMOND RIO/Unbelievable
22	22	22	22		JOHN M. MONTGOMERY/Hold On To Me
23	22	22	22		REBA MCENTIRE/Wrong Night
23	22	22	22		SARA EVANS/No Place That Far
22	21	22	22		TIM MCGRAW/For A Little While
8	17	19	19		FAITH HILL/Love Ain't Like That
17	19	19	19		KENNY CHESNEY/How Forever Feels
18	19	19	19		KINLEYS/Somebody's Out...
17	16	17	17		WILKINSONS/Fly (The Angel Song)
-	-	-	-		COLLIN RAYE/Anyone Else
8	19	16	17		PATTY LOVELESS/Can't Get Enough
18	19	17	16		TY HERNDON/Hands Of A...

KUPL/Portland, OR
(503) 223-0300
Rolfe/Taylor

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
26	34	36	37		REBA MCENTIRE/Wrong Night
28	34	35	37		DERYL DODD/A Bitter End
36	37	36	36		STEVE WARINER/Every Little Whisper
36	35	36	36		JO DEE MESSINA/Stand Beside Me
36	35	35	35		DIAMOND RIO/Unbelievable
35	34	35	35		TIM MCGRAW/For A Little While
27	32	36	35		WILKINSONS/Fly (The Angel Song)
28	35	34	34		MARTINA MCBRIDE/Wrong Again
11	23	31	34		JOHN M. MONTGOMERY/Hold On To Me
13	23	30	30		MARK CHESNUT/Don't Want To...
13	24	28	29		ANDY GRIGGS/You Won't Ever Be...
29	26	27	28		TRAVIS TRITT/No More Looking...
27	28	27	28		LARI WHITE/Take Me
27	26	27	28		SARA EVANS/No Place That Far
11	22	28	27		DIXIE CHICKS/You Were Mine
28	27	27	27		KENNY CHESNEY/How Forever Feels
13	22	29	27		TRISHA YEARWOOD/Powerful Thing
27	28	28	27		MICHAEL PETERSON/By The Book
-	10	17	27		BROOKS & DUNN/Can't Get Over You
26	27	26	25		SHANIA TWAIN/That Don't...
-	10	14	13		FAITH HILL/Love Ain't Like That
-	5	9	13		MARK WILLS/Wish You Were Here
5	6	9	13		SAWYER BROWN/Drive Me Wild
6	12	13	13		BILLY RAY CYRUS/Busy Man
6	10	12	13		ALABAMA/Keepin' Up
12	12	12	12		PATTY LOVELESS/Can't Get Enough
13	13	12	12		CHAD BROCK/Ordinary Life
5	10	13	12		LEE ANN WOMACK/Think Of A...
-	10	12	11		GEORGE STRAIT/Meanwhile
-	-	-	-		LILA MCCANN/With You
-	-	-	-		ALAN JACKSON/Gone Crazy
-	5	6	5		CLAUDIA CHURCH/What's The Matter...
-	-	-	-		LONESTAR/Saturday Night
-	5	6	5		TY HERNDON/Hands Of A...
-	-	-	-		TERRI CLARK/Everytime I Cry
-	-	-	-		COLLIN RAYE/Anyone Else

KWJJ/Portland, OR
(503) 228-4393
Mitchell/Montgomery

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
13	20	30	33		DIXIE CHICKS/You Were Mine
24	22	29	32		MARK CHESNUT/Don't Want To...
27	30	32	32		RANDY TRAVIS/Spirit Of A Boy...
26	24	30	31		DIAMOND RIO/Unbelievable
29	25	30	33		REBA MCENTIRE/Wrong Night
14	22	23	30		TIM MCGRAW/For A Little While
13	20	23	29		SHANIA TWAIN/That Don't...
30	25	22	29		MARTINA MCBRIDE/Wrong Again
25	31	24	29		JO DEE MESSINA/Stand Beside Me
18	22	23	29		JOHN M. MONTGOMERY/Hold On To Me
12	20	23	24		SARA EVANS/No Place That Far
14	23	23	23		BILLY RAY CYRUS/Busy Man
7	10	20	23		BROOKS & DUNN/Can't Get Over You
15	22	23	23		GEORGE STRAIT/Meanwhile
14	15	23	23		KENNY CHESNEY/How Forever Feels
24	23	23	22		ANDY GRIGGS/You Won't Ever Be...
26	30	32	32		AARON TIPPIN/For You I Will
9	6	13	18		TRISHA YEARWOOD/Powerful Thing
32	32	26	18		BLACKHAWK/There You Have It
22	23	17	16		TERRI CLARK/You're Easy On...
32	32	16	15		CLAY WALKER/You're Beginning...
12	12	12	15		ALABAMA/Keepin' Up
10	11	13	14		LEE ANN WOMACK/Think Of A...
5	5	5	14		CHAD BROCK/Ordinary Life
9	13	16	12		DERYL DODD/A Bitter End
-	-	-	-		FAITH HILL/Love Ain't Like That
-	-	-	-		ALAN JACKSON/Gone Crazy
-	-	-	-		WILKINSONS/Fly (The Angel Song)
-	12	11	10		COLLIN RAYE/Anyone Else
8	11	4	6		STEVE WARINER/Every Little Whisper
-	13	14	5		LILA MCCANN/With You

WUBE/Cincinnati
(513) 721-1050
Closson/Hamilton

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
37	32	33	34		TIM MCGRAW/For A Little While
25	28	36	34		MARK CHESNUT/Don't Want To...
34	35	33	34		JO DEE MESSINA/Stand Beside Me
36	34	33	33		REBA MCENTIRE/Wrong Night
25	28	38	33		DIXIE CHICKS/You Were Mine
34	33	32	32		BILLY RAY CYRUS/Busy Man
31	32	28	31		RANDY TRAVIS/Spirit Of A Boy...
22	23	23	30		SARA EVANS/No Place That Far
32	33	25	27		AARON TIPPIN/For You I Will
23	20	23	26		JOHN M. MONTGOMERY/Hold On To Me
31	31	25	25		MARTINA MCBRIDE/Wrong Again
7	22	24	24		GEORGE STRAIT/Meanwhile
25	22	25	24		KINLEYS/Somebody's Out...
25	22	24	24		SAWYER BROWN/Drive Me Wild
26	27	24	24		SHANIA TWAIN/That Don't...
21	22	21	24		WILKINSONS/Fly (The Angel Song)
20	26	23	23		DIAMOND RIO/Unbelievable
16	22	21	23		TRISHA YEARWOOD/Powerful Thing
-	-	-	-		ALAN JACKSON/Gone Crazy
17	13	19	21		ALABAMA/Keepin' Up
16	14	13	19		CHAD BROCK/Ordinary Life
-	-	-	-		FAITH HILL/Love Ain't Like That
18	14	17	15		KENNY CHESNEY/How Forever Feels
5	12	13	13		LEE ANN WOMACK/Think Of A...
-	-	-	-		MARK WILLS/Wish You Were Here
-	8	19	10		BROOKS & DUNN/Can't Get Over You
21	17	11	10		PATTY LOVELESS/Can't Get Enough
-	-	-	-		BLACKHAWK/Your Own Little...
-	-	-	-		TERRI CLARK/Everytime I Cry
11	12	5	8		LARI WHITE/Take Me
-	-	-	-		BRAD PAISLEY/Who Needs Pictures

Y96.5 FM YOUNG COUNTRY
WYGY/Cincinnati
(513) 721-1050
Marshall/Rider/Gerard

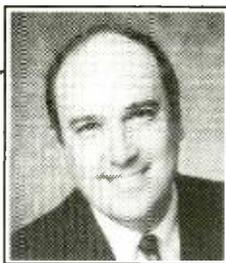
PLAYS	3W	2W	LW	TW	ARTIST/TITLE
46	47	45	46		TIM MCGRAW/For A Little While
46	46	44	46		ALAN JACKSON/Right On The Money
46	47	46	45		JO DEE MESSINA/Stand Beside Me
44	46	47	43		REBA MCENTIRE/Wrong Night
44	45	47	43		RANDY TRAVIS/Spirit Of A Boy...
46	45	44	43		BILLY RAY CYRUS/Busy Man
47	46	44	39		BLACKHAWK/There You Have It
24	26	26	30		DIAMOND RIO/Unbelievable
25	26	25	25		KINLEYS/Somebody's Out...
25	25	22	25		BILLY RAY CYRUS/Busy Man
23	25	22	24		SARA EVANS/No Place That Far
24	25	24	24		REBA MCENTIRE/Wrong Night
23	24	23	23		JOHN M. MONTGOMERY/Hold On To Me
23	21	25	23		TRISHA YEARWOOD/Powerful Thing
24	27	23	23		WILKINSONS/Fly (The Angel Song)
18	15	23	23		KENNY CHESNEY/How Forever Feels
22	23	22	19		DIXIE CHICKS/You Were Mine
20	17	16	19		MICHAEL PETERSON/By The Book
18	20	18	18		SAWYER BROWN/Drive Me Wild
13	16	18	18		LEE ANN WOMACK/Think Of A...
18	15	18	17		DEANA CARTER/You Still Shake Me
17	18	17	17		BROOKS & DUNN/Can't Get Over You
17	18	14	15		LINDA DAVIS/My Yours
14	16	11	15		PATTY LOVELESS/Can't Get Enough
-	-	-	-		MARK WILLS/Wish You Were Here
-	-	-	-		ALAN JACKSON/Gone Crazy
-	-	-	-		CHAD BROCK/Ordinary Life
-	-	-	-		GEORGE STRAIT/Meanwhile

95.3 KRZY
KRZY/San Jose
(408) 293-8030
Stevens

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
37	37	37	37		AARON TIPPIN/For You I Will
37	36	37	37		CLAY WALKER/You're Beginning...
36	36	37	37		DIAMOND RIO/Unbelievable
36	36	36	37		RANDY TRAVIS/Spirit Of A Boy...
19	18	25	37		AARON TIPPIN/For You I Will
37	36	36	36		BLACKHAWK/There You Have It
26	37	36	36		JO DEE MESSINA/Stand Beside Me
18	18	24	36		TIM MCGRAW/For A Little While
24	37	36	35		SARA EVANS/No Place That Far
-	-	-	-		COLLIN RAYE/Anyone Else
12	13	14	21		DERYL DODD/A Bitter End
6	21	19	21		FAITH HILL/Love Ain't Like That
22	19	21	21		KENNY CHESNEY/How Forever Feels
21	19	21	21		LINDA DAVIS/My Yours
19	22	21	21		MARK CHESNUT/Don't Want To...
20	22	20	21		TRISHA YEARWOOD/Powerful Thing
18	20	20	20		BILLY RAY CYRUS/Busy Man
19	20	20	20		CHAD BROCK/Ordinary Life
21	18	20	20		DIXIE CHICKS/You Were Mine
6	20	19	20		GEORGE STRAIT/Meanwhile
19	21	19	20		LEE ANN WOMACK/Think Of A...
20	19	20	20		SAWYER BROWN/Drive Me Wild
19	19	19	20		SHANIA TWAIN/That Don't...
20	22	20	20		TRAVIS TRITT/No More Looking...
37	37	30	14		ALAN JACKSON/Right On The Money
30	14	13	14		FAITH HILL/Love Ain't Like That
30	14	15	14		TERRI CLARK/You're Easy On...
12	12	12	14		KINLEYS/Somebody's Out...
14	13	15	13		MARTINA MCBRIDE/Wrong Again
10	12	12	12		ANDY GRIGGS/You Won't Ever Be...
-	4	13	11		SHANE MCANALLY/Say Anything
-	-	-	-		VINCE GILL/Don't Come Crying...
-	-	-	-		MARK WILLS/Wish You Were Here
-	-	-	-		ALAN JACKSON/Gone Crazy
-	-	-	-		BROOKS & DUNN/Can't Get Over You
-	-	-	-		TERRI CLARK/Everytime I Cry

FR 95.1 KFRG
KFRG/Riverside
(909) 825-9525
Massie/Jeffrey

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
21	30	32	34		WADE HAYES/How Do You Sleep...
34	34	32	34		GEORGE STRAIT/True
22	31	34	33		FAITH HILL/Let Me Let Go
33	33	32	33		TY HERNDON/It Must Be Love
32	33	33	33		AARON TIPPIN/For You I Will
-	28	33	32		BROOKS & DUNN/Husbands And Wives
32	32	32	32		LONESTAR/Everything's Changed
10	31	34	32		TIM MCGRAW/Where The Green...
33	32	32	32		MARK WILLS/Don't Laugh At Me
20	21	22	22		DAVID KERSH/Something To...
12	19	21	22		SARA EVANS/No Place That Far
21	23	21	21		MARTINA MCBRIDE/Wrong Again
21	21	21	21		COLLIN RAYE/Someone You Used...
22	21	21	21		CLAY WALKER/You're Beginning...
13	20	21	21		JO DEE MESSINA/Stand Beside Me
12	20	21	21		BLACKHAWK/There You Have It
21	21	21	20		TERRI CLARK/You're Easy On...
12	12	19	20		REBA MCENTIRE/Wrong Night
21	20	21	20		ALAN JACKSON/Right On The Money
21	21	22	19		GARTH BROOKS/It's Your Song
12	13	12	13		ANDY GRIGGS/You Won't Ever Be...
-	10	13	13		MARK CHESNUT/Don't Want To...
13	12	12	13		DIXIE CHICKS/You Were Mine
13	12	12	13		WILKINSONS/26 Cents
20	13	11	13		TIM MCGRAW/For A Little While
13	12	12	13		JOE DUFFIE/Texas Size Heartache
13	12	12	12		TRISHA YEARWOOD/There Goes My Baby
-	12	12	13		JOHN M. MONTGOMERY/Hold On To Me
-	12	12	13		DERYL DODD/A Bitter End
-	-	-	-		ALABAMA/Keepin' Up
-	12	13	12		LEANN RIMES/These Arms Of Mine



MIKE KINOSHIAN

'Forced' Listening Has Its Rewards

Like frequent fliers, a station's best fans have new ways to win prizes and visit your advertisers

Today's ever-changing computer technology has opened up a plethora of nontraditional revenue streams. This week, a marketing executive, OM/VP and senior account executive elaborate on a new way stations can generate some significant extra cash.

One promotion is Fairwest Direct's software-based "Rewards Program," which is designed in a manner similar to airline frequent-flier clubs. Listeners download a radio station's screen saver onto their computers. Then, by tuning to the station at designated times, they're able to amass "points." As Fairwest VP/Marketing Rob Sisco explains, "The more points you have, the more cool stuff you can get."



Rob Sisco

Larger Than Life

In an auction-like format, participants get to bid on a vast array of prizes, some of which can be larger than life. "Stations do things like auctioning a trip around the world on the Queen Mary and start the bidding at 50,000 points," Sisco remarks. "The points have everyday value. Places like CompUSA could offer \$50 off on computer purchases. It's a great way to tie together nontraditional revenue sources with forced listening."

Making a big splash with this type of promotion is highly suggested, and it's designed to be in place when most people are at work. At consistent times each day, a station reveals that day's password. Listeners enter it and instantly chalk up bonus points. Those listeners not already participating are invited to visit the station's website or go to a retail partner to obtain a copy of the software. That's the only thing stations "must do on a daily basis," Sisco says.

Forced listening has become a multilevel promotion with on-screen banner clients, he says. "There are good, corporate, sponsor-type availabilities in the umbrella where the logo actually goes on-screen, but once the program is up and running, an unlimited number of clients can become involved. There may be locations where listeners can go to pick up the rewards program or where they may redeem points for a discount or gift with purchase.

"While people are getting their oil changed at places like Jiffy Lube, they might be able to pick up a code for 100 bonus points. That's all opportunistic stuff and doesn't need to be preprogrammed into the system."

The Next Real Innovation?

WPCH/Atlanta listeners have been told in promos that they can win \$10,000 instantly by simply loading a "Peach 94.9 Listener Rewards" screen saver onto their home or office computer. The Jacor Soft

AC launched the promotion a little more than four months ago. OM/VP Vance Dillard comments, "This could be the next real innovation for radio stations to get workplace listening. Unless you really work your database, however, you don't know exactly who has it."

A computer and software are mandatory, but being connected to the Internet isn't a requirement. Peach Rewards participants are asked to mail or fax the station a "voluntary" registration form. "We think we have at least 10,000 people playing, but we only have 2,000 registrations," reports Dillard. "There are about 180 different ZIP codes in Atlanta's 21-county area. We have a registered Rewards player in 70% of Arbitron ZIP codes and in every single hot ZIP."

"We know we have it out there. We're ready to fill in the rest of the holes, even if I have to personally take this screen saver to street corners in all of the remaining ZIP codes. Once people load the software, they'll play and be with us every morning to get the password."

Peach AEs were able to sell the promotion in six weeks to such clients as American Express, Kroger, Powertel and Mindspring. "The only thing Powertel wanted was an icon," recalls Dillard. "After clicking on that icon, you read that they're offering nine cents a minute for long-distance phone service."

Certain start-up costs, including a licensing fee, are a consideration. Dillard, though, estimates "PCH has already billed \$300,000 with the promotion. "The licensing fee for Atlanta is about \$40,000, and stations can spend anywhere from \$5,000 to \$25,000 in producing the disc. We can also add to the three or four packages that we sold. There will be tons of other things that will come along, such as earning points by eating at certain restaurants."

Driving Retail Traffic

High-profile accounts, such as the Kroger grocery chain, may decide to come on-board to maintain their image. "We have the ability to put point codes in their weekly circular and promo it on the air," Dillard notes.

"Doing that drives traffic for retailers. It creates value for our customers, who are our sales clients, and our consumers, who are our listeners." The only client battles thus far involve those advertisers wanting their own promotion. "That's fairly typical when someone spends what they feel is a lot of money and feel they deserve exclusivity. Another downside is that it can be difficult to explain, and some people don't fully understand it the first time. We have to be careful how we explain it and not tell people too much."

As alluded to above, the object of the game is to accumulate as many points as possible. Points may be collected in different ways, and players may use points to participate in prize auctions. WPCH conducts new auctions about every three weeks. "It's like Green Stamps," Dillard remarks. "It blew me away that a trip to Jamaica went for about the same number of points as a trip to Chattanooga. You don't have to give away cars — you can give away car leases. We're packaging things a bit differently and making prizes interesting. Only those people who want something will bid; it doesn't have to be forced down anyone else's throat."

On-Air Clutter

Some associated on-air clutter exists with this promotion, but Dillard maintains. "It isn't as much as with typical radio contests. This isn't something we have to promote every hour. It can work with benchmark times when we tell people when the next auction is, give them a password that gets them points and explain what they can do to get more points. They might be able to get 500 extra points by test-driving a new car at our car dealership remote."

Since some players are more active than others, Dillard wanted to have something for which less enthusiastic participants could redeem their points. In that vein, Mondays have become "Movies, Music & More," giving listeners a chance to trade points for items such as cash for groceries, movie passes and CDs. "Grocery cash goes fast, but we found that people are very happy to trade in 1,500 points for any of these items."

A different title and artist is scrolled each day at the bottom of WPCH's screen saver. The first person calling the station after the "Song of the Day" plays gets 500 bonus points and \$50 in American Express Gift Cheques. All callers after that for the next 45 minutes receive 100 bonus points. "Everyone wins," declares Dillard. "That's one thing I like, because, as far as contests are concerned, it puts us on a different playing field. It overcomes the common listener objection that they can never win anything."

There can also be public-service

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The \$350,000 we billed in 1998 is a considerable chunk of new business. We've learned a lot and have worked hard in refining the presentation and program so it actually works for both listeners and advertisers.

—Chris Gould

☐

applications, as Dillard recently discovered. "The Red Cross was in need of blood, and we offered 2,500 points to all donors. It was just something we fell into."

Contests Via Computer

WRMF/West Palm Beach was the country's first station to debut the Rewards Program in November 1997. Sr. AE Chris Gould comments, "Advertisers are on the software, mentioned several times a day on the air and are very integrated into the promotion." Rather than selling clients regular "spot" inventory, Gould sees advantages to this program. "It makes sense, and when properly explained, even advertisers can figure it out."

Many WRMF listeners, he claims, have become "fanatical" about the promotion. "We've given away cars, boats, trips, computer systems and box seats to see Janet Jackson. Some things requiring the most points have been Beanie Babies, facials and massages. People needed almost as many points for some of these things as for a two-year car lease. People have points and want to use them."

American Express, Cox Interactive Media and Computer Renaissance are among clients responding to Gould's Rewards pitch. "They've all renewed, and it's been a good vehicle for them to tie-in with the station in a different kind

of way. Advertisers usually can't buy promotional time, but they can in this case. It sets them in a category that's closely aligned with the radio station. If it's a good format match, it can really ignite into something big."

Rewarding Ritual

Daily rituals such as eating lunch at a participating advertiser can earn WRMF Rewards participants 500 points; paying for the dining experience with an AMEX card racks up 1,000 additional points. Web page creativity also comes into play. On the Cox Interactive Media site, for example, viewers can watch a mouse chasing cheese on multiple web pages. Following it to the conclusion is worth 5,000 points. "They used it well and knew how to manipulate that code, so they maximized their page views," observes Gould.

"The promotion has been structured so advertisers reap the benefit of the prize giveaway. In some cases, we've gone out and bought prizes outright. In other cases, advertisers have given us prizes to get extra exposure."

According to Gould's "conservative" guess, WRMF last year enjoyed a \$350,000 windfall from this promotion. "We bill \$10 million a year, so that's a considerable chunk of new business. We've learned a lot and have worked hard in refining the presentation and program so it actually works for both listeners and advertisers."

Lack of computer access is the biggest downside to this concept, but, Gould points out, "It really hasn't been as big of an issue as we thought. Of the problems, though, it's the one that comes up most often."



Chris Gould



Vance Dillard

Crystal Bernard

"Don't Touch Me There"

AC Most Added
AC Chart 28 - 26

RIVER NORTH NASHVILLE

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	R. KELLY & CELINE DION I'm Your Angel (<i>Jive</i>)	2528	2533	2513	2497	110/1
8	6	5	2	ELTON JOHN & LEANN RIMES Written In... (<i>Rocket/Island/Curb</i>)	2184	1950	1788	1361	111/0
2	3	2	3	PHIL COLLINS True Colors (<i>Atlantic</i>)	2161	2245	2243	2270	102/0
3	2	3	4	SHANIA TWAIN From This Moment On (<i>Mercury</i>)	2143	2244	2248	2265	100/0
6	5	6	5	SARAH MCLACHLAN Angel (<i>Warner Sunset/Reprise</i>)	2094	1921	1811	1669	102/5
4	4	4	6	HOUSTON & CAREY When You... (<i>Arista/Columbia/DreamWorks</i>)	2069	2130	2112	2200	102/2
14	10	7	7	ROD STEWART Faith Of The Heart (<i>Universal</i>)	1843	1631	1285	867	105/2
9	8	8	8	JEWEL Hands (<i>Atlantic</i>)	1691	1598	1529	1336	88/5
5	7	9	9	BACKSTREET BOYS I'll Never Break Your Heart (<i>Jive</i>)	1574	1539	1734	1789	87/0
7	9	10	10	EDWIN MCCAIN I'll Be (<i>Lava/Atlantic</i>)	1255	1361	1438	1587	70/1
11	12	11	11	MADONNA The Power Of Good-Bye (<i>Maverick/WB</i>)	1125	1158	1144	1116	72/0
20	16	13	12	JIM BRICKMAN /MICHAEL W. SMITH Love Of... (<i>Windham Hill</i>)	1124	966	780	631	89/9
10	11	12	13	FAITH HILL This Kiss (<i>Warner Bros.</i>)	1029	1142	1171	1281	66/0
16	13	14	14	MARILYN SCOTT The Last Day (<i>Warner Bros.</i>)	1027	900	844	786	81/7
BREAKER			15	'N SYNC (God Must Have Spent) A Little More Time... (<i>RCA</i>)	895	741	553	412	72/6
—	25	20	16	MARIAH CAREY I Still Believe (<i>Columbia</i>)	809	594	387	103	83/11
13	15	15	17	SAVAGE GARDEN Truly Madly Deeply (<i>Columbia</i>)	781	876	817	907	55/0
23	19	19	18	MONICA Angel Of Mine (<i>Arista</i>)	780	632	565	509	73/6
18	17	16	19	DAVID CASSIDY No Bridge I Wouldn't Cross (<i>Slamajamma</i>)	775	775	706	681	69/1
—	28	21	20	JOHN TESH /JAMES INGRAM Forever More (...) (<i>GTSP/Mercury</i>)	730	551	351	107	83/11
12	14	18	21	CELINE DION To Love You More (<i>550 Music/ERG</i>)	585	740	827	942	47/0
28	23	22	22	HOOTIE & THE BLOWFISH Only Lonely (<i>Atlantic</i>)	525	471	400	331	43/3
—	30	25	23	BACKSTREET BOYS All I Have To Give (<i>Jive</i>)	473	368	192	96	55/10
24	22	23	24	GOO GOO DOLLS Iris (<i>Warner Sunset/Reprise</i>)	441	452	465	469	21/0
27	26	26	25	JENNIFER PAIGE Crush (<i>Edel America/Hollywood</i>)	350	365	383	363	21/0
—	—	28	26	CRYSTAL BERNARD Don't Touch Me There (<i>River North</i>)	245	231	152	148	33/6
—	—	29	27	BRANDY Have You Ever? (<i>Atlantic</i>)	210	179	143	111	27/3
DEBUT			28	BONNIE RAITT Lover's Will (<i>Capitol</i>)	205	101	46	10	32/6
DEBUT			29	CHER Believe (<i>Warner Bros.</i>)	160	102	67	56	13/5
—	—	30	30	MATCHBOX 20 Real World (<i>Lava/Atlantic</i>)	132	139	106	106	8/0

This chart reflects airplay from January 25-31. Songs ranked by total plays. Highlighted songs indicate Breaker 111 AC reporters. 106 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1999, R&R Inc.

NEW & ACTIVE

JOEY MCINTYRE Stay The Same (*C2/Columbia*)
Total Stations: 17, Adds: 1, Plays: 126, including WRCH 6 (6), WLIF 7 (6), WTCB 8 (2), WLRQ 7, WTVR 6 (5), WOOF 10 (11), WRVR 5, KVLV 5 (5), WAJI 5 (5), WFMK 10, WGLM 5 (4), WLTQ 3 (3), WSWT 11 (4), WRWC 8 (5), WQLR 18 (17), KELO 12 (13).

TINA ARENA If I Was A River (*Epic*)
Total Stations: 20, Adds: 10, Plays: 80, including WRCH 7, WWLI 5, WLIF 6 (6), WAFY 4, WBEB 3, WTCB 7 (4), WDEF 2 (2), WGLM 1, WLTQ 3, WSWT 2, WRWC 5, WLTE 7, KELO 6 (2), KWAV 3 (3), KSBL 19 (19).

PAUL ANKA & CELINE DION It's Hard To Say Goodbye (*Epic*)
Total Stations: 11, Adds: 11, Plays: 27, including WMJY 12, WAJI 5, WSWT 1, KELO 5, KWAV 4.

DONNA LEWIS Falling (*Restless*)
Total Stations: 15, Adds: 15, Plays: 24, including WDEF 2, WOOF 9, WGLM 2, WRWC 5, KLTA 3, KELO 1, KWAV 2.

Songs ranked by total plays.
Station call letters followed by number of plays.

BREAKERS®

'N SYNC
(God Must Have Spent) A Little More Time On You (*RCA*)
TOTAL PLAYS/INCREASE: 895/154
TOTAL STATIONS/ADDS: 72/6
CHART: 15

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
DONNA LEWIS Falling (<i>Restless</i>)	15
PAUL ANKA & CELINE DION It's Hard To Say... (<i>Epic</i>)	11
MARIAH CAREY I Still Believe (<i>Columbia</i>)	11
JOHN TESH /JAMES INGRAM Forever More (<i>GTSP/Mercury</i>)	11
TINA ARENA If I Was A River (<i>Epic</i>)	10
BACKSTREET BOYS All I Have To Give (<i>Jive</i>)	10
J. BRICKMAN /M.W. SMITH Love Of My Life (<i>Windham Hill</i>)	9
MARILYN SCOTT The Last Day (<i>Warner Bros.</i>)	7
CRYSTAL BERNARD Don't Touch Me There (<i>River North</i>)	6
MONICA Angel Of Mine (<i>Arista</i>)	6
'N SYNC (God Must Have Spent) A Little More... (<i>RCA</i>)	6
BONNIE RAITT Lover's Will (<i>Capitol</i>)	6

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ELTON JOHN & LEANN RIMES Written... (<i>Rocket/Island/Curb</i>)	+234
MARIAH CAREY I Still Believe (<i>Columbia</i>)	+215
ROD STEWART Faith Of The Heart (<i>Universal</i>)	+212
JOHN TESH /JAMES INGRAM Forever... (<i>GTSP/Mercury</i>)	+179
SARAH MCLACHLAN Angel (<i>Warner Sunset/Reprise</i>)	+173
JIM BRICKMAN /MICHAEL W. SMITH Love... (<i>Windham Hill</i>)	+158
'N SYNC (God Must Have Spent) A Little More... (<i>RCA</i>)	+154
MONICA Angel Of Mine (<i>Arista</i>)	+148
MARILYN SCOTT The Last Day (<i>Warner Bros.</i>)	+127
BACKSTREET BOYS All I Have To Give (<i>Jive</i>)	+105

HOTTEST RECURRENTS

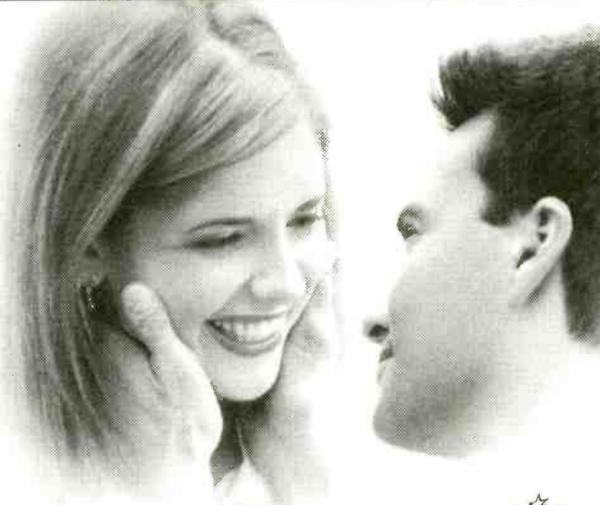
ARTIST TITLE LABEL(S)
SHANIA TWAIN You're Still The One (<i>Mercury</i>)
NATALIE IMBRUGLIA Torn (<i>RCA</i>)
AEROSMITH I Don't Want To Miss A Thing (<i>Columbia</i>)
ERIC CLAPTON My Father's Eyes (<i>Duck/Reprise</i>)
BACKSTREET BOYS As Long As You Love Me (<i>Jive</i>)
LIONEL RICHIE I Hear Your Voice (<i>Mercury</i>)
BETTE MIDLER My One True Friend (<i>Warner Bros.</i>)
A. COCHRAN AND J. BRICKMAN After All These... (<i>Windham Hill</i>)
SARAH MCLACHLAN Adia (<i>Arista</i>)
JOHN TESH /DALIA Mother I Miss You (<i>GTSP/Mercury</i>)

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.

Donna Lewis "falling"

#1 MOST ADDED ! #4 NEW & ACTIVE

from the original motion picture soundtrack *Simply IRRESISTIBLE*
Movie opens Friday 2/5
Soundtrack in stores 2/9



Your AC Radio Contacts: RJ Promotions • (212) 582-7531 Donna Brake • (615) 599-0777



AC PLAYLISTS

February 5, 1999 R&R • 77

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

106.7 Litefm MARKET #1
WLTW/New York (212) 258-7000 Ryan/Pruce

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
16	16	16	16	16	JOHN & RIMES/Written In The Stars
16	16	16	16	16	SHANIA TWAIN/From This Moment On
16	16	16	16	16	R. KELLY & C. DION/Your Angel
14	14	14	14	14	SHANIA TWAIN/You're Still The One
8	12	15	15	15	MARIAH CAREY/Still Believe
16	16	14	14	14	PHIL COLLINS/True Colors
16	16	14	14	14	BACKSTREET BOYS/I'll Never Break
-	-	-	-	-	ROD STEWART/Faith Of The Heart
12	12	12	12	12	HOUSTON & CAREY/When You Believe
12	12	12	12	12	JEWEL/Hands
12	12	12	12	12	SARAH MCLACHLAN/Angel
-	-	-	-	-	DION W/BOCELLI/The Prayer
-	-	-	-	-	CHEB/Beieve
8	8	8	10	10	'N SYNC/God... J A Little
-	-	-	-	-	MONICA/Angel Of Mine

k.big 104.3 MARKET #2
KBIG/Los Angeles (818) 546-1043 Streit/Coles

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
-	-	-	-	-	26 27 31 SHANIA TWAIN/You're Still The One
25	27	33	26	26	GOO GOO DOLLS/Its
33	29	26	24	24	JEWEL/Hands
26	28	30	24	24	PHIL COLLINS/True Colors
31	25	37	23	23	'N SYNC/God... J A Little
29	22	34	22	22	JOHN & RIMES/Written In The Stars
28	27	29	22	22	EDWIN MCCAINI/III Be
31	23	33	22	22	HOUSTON & CAREY/When You Believe
31	29	27	22	22	R. KELLY & C. DION/Your Angel
25	28	33	21	21	BACKSTREET BOYS/As Long As You...
29	24	32	21	21	LEANN RIMES/Looking Through
-	-	-	-	-	31 41 29 ROD STEWART/Faith Of The Heart
-	-	-	-	-	23 20 MATCHBOX 20/Real World
-	-	-	-	-	23 19 MADONNA/The Power Of
26	25	25	19	19	JENNIFER FAIGE/Crush
-	-	-	-	-	12 BACKSTREET BOYS/I Have To Give
-	-	-	-	-	SARAH MCLACHLAN/Angel
-	-	-	-	-	MONICA/Angel Of Mine
-	-	-	-	-	BRICKMAN F/SMITH/Love Of My Life

KOST 103.5FM MARKET #2
KOST/Los Angeles (213) 427-1035 Kaye/Chiang

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
19	19	18	18	18	SARAH MCLACHLAN/Ada
19	19	18	18	18	CELINE DION/To Love You More
19	19	18	18	18	BACKSTREET BOYS/I'll Never Break
19	18	18	18	18	SAVAGE GARDEN/To The Moon And Back
19	18	17	17	17	R. KELLY & C. DION/Your Angel
19	18	17	17	17	SHANIA TWAIN/From This Moment On
19	18	17	17	17	JEWEL/Hands
-	-	-	-	-	15 'N SYNC/God... J A Little
5	6	6	6	6	HOUSTON & CAREY/When You Believe
5	6	6	6	6	MADONNA/The Power Of
5	5	5	5	5	JOHN & RIMES/Written In The Stars
5	4	4	4	4	AEROSMITH/Don't Want To
5	4	4	4	4	PHIL COLLINS/True Colors
-	-	-	-	-	4 MARIAH CAREY/Still Believe

lit 93.9 MARKET #3
WLT/Chicago (312) 329-9002 Edwards

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
18	17	18	18	18	ROD STEWART/Faith Of The Heart
18	17	18	18	18	R. KELLY & C. DION/Your Angel
18	18	18	18	18	'N SYNC/God... J A Little
18	18	18	18	18	EDWIN MCCAINI/III Be
18	18	18	18	18	PHIL COLLINS/True Colors
18	18	18	18	18	JOHN & RIMES/Written In The Stars
18	18	18	18	18	SHANIA TWAIN/From This Moment On
18	18	18	18	18	SARAH MCLACHLAN/Angel
19	18	18	17	17	HOUSTON & CAREY/When You Believe
-	-	-	-	-	11 14 15 DION W/BOCELLI/The Prayer
10	9	10	9	9	MONICA/Angel Of Mine
8	9	9	9	9	MARILYN SCOTT/The Last Day
4	9	8	9	9	TESH F/INGRAM/Forever More...
4	8	7	9	9	MARIAH CAREY/Still Believe
8	9	8	8	8	MADONNA/The Power Of
10	9	8	8	8	DAVID CASSIDY/No Bridge I...
4	7	9	8	8	BACKSTREET BOYS/I Have To Give
17	7	4	3	3	LIGHTHOUSE FAMILY/High
-	-	-	-	-	3 BRICKMAN F/SMITH/Love Of My Life

KIOI 101.3 FM MARKET #4
KIOI/San Francisco (415) 538-1013 Lawrence/Carlson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
41	38	39	33	33	HOUSTON & CAREY/When You Believe...
-	-	-	-	-	26 32 30 AEROSMITH/Don't Want To
29	25	29	30	30	JENNIFER FAIGE/Crush
25	25	29	28	28	ROD STEWART/Faith Of The Heart
25	25	28	28	28	JOHN & RIMES/Written In The Stars
27	24	27	28	28	'N SYNC/God... J A Little
41	39	28	27	27	BACKSTREET BOYS/I'll Never Break
-	-	-	-	-	14 27 SHANIA TWAIN/From This Moment On
-	-	-	-	-	10 27 BACKSTREET BOYS/III Have To Give
-	-	-	-	-	20 R. KELLY & C. DION/Your Angel
39	40	39	12	12	FAITH HILL/This Kiss

101.1 MARKET #5
WBEB/Philadelphia (610) 538-1223 Conley/Rowland

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
13	10	16	24	24	'N SYNC/God... J A Little
17	18	19	22	22	PHIL COLLINS/True Colors
16	16	19	21	21	HOUSTON & CAREY/When You Believe
19	20	16	21	21	BACKSTREET BOYS/I'll Never Break
19	22	20	20	20	SHANIA TWAIN/From This Moment On
8	7	9	7	7	BRANDY/Have You Ever?
16	18	13	7	7	R. KELLY & C. DION/Your Angel
8	8	8	7	7	MONICA/Angel Of Mine
9	8	9	6	6	BONNIE RAITT/Lover's Will
9	8	9	6	6	BACKSTREET BOYS/III Have To Give
19	21	18	5	5	JEWEL/Hands
7	9	8	5	5	MARILYN SCOTT/The Last Day
6	7	7	4	4	ROD STEWART/Faith Of The Heart
-	-	-	-	-	3 BRICKMAN F/SMITH/Love Of My Life
-	-	-	-	-	3 TINA ARENA/III Was A River
-	-	-	-	-	MARIAH CAREY/Still Believe

103.7 MARKET #7
KVIL/Dallas (214) 691-1037 Curtis/D Neal

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
28	28	30	30	30	SHANIA TWAIN/From This Moment On
30	30	30	30	30	FAITH HILL/This Kiss
30	30	30	30	30	SAVAGE GARDEN/Truly Madly Deeply
29	29	29	29	29	GOO GOO DOLLS/Its
8	8	7	29	29	'N SYNC/God... J A Little
29	29	29	29	29	BACKSTREET BOYS/As Long As You...
20	20	19	29	29	EDWIN MCCAINI/III Be
29	29	28	28	28	AEROSMITH/Don't Want To...
16	16	20	20	20	JEWEL/Hands
13	14	14	17	17	FASTBALL/The Way
17	17	17	17	17	R. KELLY & C. DION/Your Angel
17	17	17	17	17	'N SYNC/Train/Up My Heart
17	17	17	17	17	MATCHBOX 20/Real World
-	-	-	-	-	17 HOUSTON & CAREY/When You Believe
20	20	17	16	16	NATALIE IMBRUGLIA/Torn
-	-	-	-	-	16 SARAH MCLACHLAN/Angel
8	8	8	14	14	JOHN & RIMES/Written In The Stars
-	-	-	-	-	8 ROD STEWART/Faith Of The Heart
-	-	-	-	-	8 BRICKMAN F/SMITH/Love Of My Life
7	7	8	8	8	MARILYN SCOTT/The Last Day
-	-	-	-	-	8 MONICA/Angel Of Mine
7	7	7	7	7	DAVID CASSIDY/No Bridge I...
-	-	-	-	-	7 TESH F/INGRAM/Forever More...
-	-	-	-	-	7 HOOTIE...Only Lonely
8	8	7	7	7	BONNIE RAITT/Lover's Will

MAGIC 106.7 MARKET #8
WMJX/Boston (617) 822-9600 Kelley/Laurence

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
26	26	25	26	26	BACKSTREET BOYS/I'll Never Break
24	25	25	26	26	R. KELLY & C. DION/Your Angel
26	26	25	26	26	SARAH MCLACHLAN/Angel
26	26	26	26	26	SHANIA TWAIN/From This Moment On
15	17	17	25	25	JEWEL/Hands
20	21	20	20	20	NATALIE IMBRUGLIA/Torn
15	13	14	16	16	GARTH BROOKS/To Make You Feel...
14	14	13	13	13	'N SYNC/God... J A Little
18	17	13	12	12	SAVAGE GARDEN/Truly Madly Deeply
-	-	-	-	-	12 ROD STEWART/Faith Of The Heart
-	-	-	-	-	12 MARIAN CAREY/Still Believe
13	12	14	11	11	SHANIA TWAIN/You're Still The One
24	25	24	9	9	MADONNA/The Power Of
11	9	11	9	9	BONNIE RAITT/Lover's Will
-	-	-	-	-	5 5 JOHN & RIMES/Written In The Stars
10	4	4	3	3	HOUSTON & CAREY/When You Believe
-	-	-	-	-	1 TESH F/INGRAM/Forever More...

Soft Rock 97.1 MARKET #9
WASH/Washington (301) 770-9710 Davis/Martin

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
32	26	29	31	31	PHIL COLLINS/True Colors
31	28	24	30	30	BACKSTREET BOYS/I'll Never Break
30	26	23	30	30	EDWIN MCCAINI/III Be
24	23	21	29	29	HOUSTON & CAREY/When You Believe...
25	24	24	29	29	R. KELLY & C. DION/Your Angel
21	22	24	27	27	NATALIE IMBRUGLIA/Torn
25	29	28	27	27	BRICKMAN F/SMITH/Love Of My Life
26	24	24	24	24	ROD STEWART/Faith Of The Heart
11	7	23	23	23	JOHN & RIMES/Written In The Stars
22	22	24	23	23	JEWEL/Hands
27	22	27	19	19	SAVAGE GARDEN/Truly Madly Deeply
27	20	14	12	12	SHANIA TWAIN/From This Moment On
23	23	10	12	12	FAITH HILL/This Kiss
-	-	-	-	-	10 10 FLEETWOOD MAC/Landside
10	10	10	10	10	SHANIA TWAIN/You're Still The One
-	-	-	-	-	4 'N SYNC/God... J A Little
-	-	-	-	-	SARAH MCLACHLAN/Angel

PLANET 103.3 MARKET #11
WPLM/Miami (954) 463-9299 Roberts/Poyner

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
23	22	22	24	24	AEROSMITH/Don't Want To...
23	22	22	22	22	ELTON JOHN/Something About
21	21	22	22	22	FLEETWOOD MAC/Landside
24	22	22	22	22	EDWIN MCCAINI/III Be
21	20	20	20	20	CORRS/Dreams
19	19	18	19	19	MATCHBOX 20/3am
19	21	19	19	19	ERIC CLAPTON/My Father's Eyes
16	15	14	15	15	SHANIA TWAIN/From This Moment On
13	15	14	13	13	PHIL COLLINS/True Colors
13	14	13	13	13	SHANIA TWAIN/You're Still The One
15	14	14	13	13	SAVAGE GARDEN/Truly Madly Deeply
12	13	14	13	13	LEANN RIMES/How Do I Live
12	11	12	11	11	MATCHBOX 20/Real World
11	11	14	11	11	PAULA COLLE/Me
-	-	-	-	-	11 ROD STEWART/Faith Of The Heart
11	10	10	11	11	ELTON JOHN/Recover Your Soul
11	10	12	11	11	BILLIE MYERS/Kiss The Rain
11	12	12	11	11	BRANDY/Have You Ever?
11	10	11	11	11	JOHN & RIMES/Written In The Stars
11	12	12	11	11	STEVIE NICKS/You Ever Did...

peach 94.9 MARKET #12
WPCH/Atlanta (404) 367-0949 Dillard/Goss/Joy

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
14	19	23	22	22	R. KELLY & C. DION/Your Angel
17	16	17	19	19	SHANIA TWAIN/From This Moment On
19	20	16	18	18	BACKSTREET BOYS/I'll Never Break
12	16	14	18	18	JOHN & RIMES/Written In The Stars
18	16	16	16	16	SARAH MCLACHLAN/Angel
16	16	16	16	16	PHIL COLLINS/True Colors
16	15	19	15	15	FAITH HILL/This Kiss
-	-	-	-	-	9 12 14 ROD STEWART/Faith Of The Heart
18	15	11	12	12	HOUSTON & CAREY/When You Believe...
-	-	-	-	-	8 9 12 MARIAH CAREY/Still Believe
-	-	-	-	-	6 11 10 GAYE & TERRELL/An't No
6	4	5	9	9	MARILYN SCOTT/The Last Day
2	7	4	8	8	JEWEL/Hands
5	3	5	7	7	DAVID CASSIDY/No Bridge I...
6	5	7	6	6	MADONNA/The Power Of
-	-	-	-	-	5 6 7 BRICKMAN F/SMITH/Love Of My Life
-	-	-	-	-	4 7 TESH F/INGRAM/Forever More...
9	6	6	6	6	EDWIN MCCAINI/III Be
-	-	-	-	-	2 5 6 HOOTIE...Only Lonely

92.5 KLSY MARKET #14
KLSY/Seattle (425) 454-1540 McKay/Brooks

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
31	31	28	39	39	FAITH HILL/This Kiss
29	29	31	37	37	SHANIA TWAIN/From This Moment On
32	32	31	37	37	SARAH MCLACHLAN/Angel
31	31	32	37	37	PHIL COLLINS/True Colors
33	33	33	37	37	GOO GOO DOLLS/Its
32	32	32	36	36	CHEB/Beieve
34	34	34	36	36	R. KELLY & C. DION/Your Angel
34	34	34	36	36	JEWEL/Hands
34	34	34	36	36	EDWIN MCCAINI/III Be
33	33	34	36	36	BACKSTREET BOYS/I'll Never Break
-	-	-	-	-	34 ROD STEWART/Faith Of The Heart
17	17	14	17	17	'N SYNC/God... J A Little
22	22	26	17	17	HOUSTON & CAREY/When You Believe
12	11	14	15	15	AEROSMITH/Don't Want To...
12	11	11	15	15	SAVAGE GARDEN/To The Moon And Back
11	11	8	15	15	ERIC CLAPTON/Change The World
14	14	9	15	15	SAVAGE GARDEN/Truly Madly Deeply
12	12	25	15		

REPORTERS

Stations and their adds listed alphabetically by market

AC

WYJB/Albany, NY OM: Michael Morgan MD: Pat Ryan 6 BACKSTREET BOYS "Give" "NSYNC" "God"	WLQT/Dayton, OH PD: Sandy Collins MD: Steven Scott 5 TESH/INGRAM "Forever"	WAHR/Huntsville, AL PD: John Malone MD: Abby Kay 5 BACKSTREET BOYS "Give" 5 HOOTIE "Lonely" CRYSTAL BERNARD "Touch" MARIAH CAREY "Believe"	WLTE/Minneapolis, MN PD: Gary Nolan MD: Abby Kay JOEY MCINTYRE "Say" RYAN REAT "Lovers" CUTTING EDGE "Without"	KLSY/Seattle, WA PD: Barry McKay MD: Bob Brooks MARILYN SCOTT "Last"	WYX/Philadelphia, PA PD: Kurt Johnson MD: Lynn Kelly 10 "NSYNC" "God"
KYMG/Anchorage, AK OM: Mark Murphy PD: Devan Mitchell No Adds	KOSI/Denver, CO OM/MD: Scott Taylor PD: Steve Hamilton BRANDY "Ever"	WTP/Indianapolis, IN PD: Gary Havens MD: Steve Cooper 8 MARIAH CAREY "Believe"	KJSN/Modesto, CA PD: Gary Michaels No Adds	KELO/Sioux Falls, SD OM/MD: Reid Holsten APD/MD: Nancy Carlson 5 PAUL ANKA "Say" 3 BONNIE RAITT "Lovers" 1 DONNA LEWIS "Falling"	WDRV/Pittsburgh, PA PD: Michael Hayes APD/MD: Scott Alexander No Adds
WPCH/Atlanta, GA OM/MD: Vance Dillard APD: Steve Goss MD: David Joy No Adds	WOOF/Dothan, AL GM/MD: Leigh Simpson OM/MD: Mike Holderfield 9 DONNA LEWIS "Falling" 1 NEVILLE BROTHERS "Heaven"	WTFM/Johnson City, TN PD: Mark E. McKinney TESH/INGRAM "Forever" DONNA LEWIS "Falling" MARIAH CAREY "Believe"	KWAV/Monterey, CA PD: Bernie Moody 4 PAUL ANKA "Say" 2 DONNA LEWIS "Falling" NEVILLE BROTHERS "Heaven" NALED "Poetry"	KKOB/Albuquerque, NM OM: Brad Barrett PD/MD: Roger Scott No Adds	WMC/Memphis, TN PD: Russ Morley MD: Bruce Wayne 8 JOHN MELLENCAMP "Running" 7 COLLECTIVE SOUL "Run"
WFPG/Atlantic City, NJ OM/MD: Dick Fennessy MD: Marlene Aqua 3 MARILYN SCOTT "Last"	KATF/Dubuque, IA PD: Tim Dillon MD: Brian Davis MARIAH CAREY "Believe" TESH/INGRAM "Forever"	WKYE/Johnstown, PA PD: Jack Michaels MD: Brian Wolfe No Adds	WNSN/South Bend, IN PD: Phil Britain MD: Jim Roberts 3 BRIDGMAN/SMITH "Life" MARIAH CAREY "Believe"	KPEK/Albuquerque, NM OM: Frank Jaxon APD: Mike Parsons APD: Jamey Barreras MD: Stephanie Buchklichio 7 SHERYL CROW "Anything" FASTBALL "Out"	WDAQ/Danbury, CT PD: Bill Trotta MD: Barbara Corbett COLLECTIVE SOUL "Run" SHERYL CROW "Anything"
WBBQ/Augusta, GA PD/MD: John Patrick No Adds	WKCC/Erie, PA PD: Ron Arlen MD: Scott Stevens 8 NALED "Poetry"	WLMG/New Orleans, LA Dir/Ops: Nick Ferrara PD: Steve Suter APD/MD: Johnny Scott PD: Brian Wertz BRIDGMAN/SMITH "Life"	KXLY/Spokane, WA PD: Scott Valentine MD: Steve Knight 5 EDWIN MCCAIN "I" 2 MARIAH CAREY "Believe" BACKSTREET BOYS "Give" DONNA LEWIS "Falling"	WMMX/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds	WMTX/Chicago, IL PD: Barry James APD/MD: Jaime Kartak No Adds
KKMJ/Austin, TX OM: Stan Main PD: Nolan Cruise APD/MD: Mike Austin No Adds	WIKY/Evansville, IN PD: Mark Baker "NSYNC" "God"	WMSA/Springfield, MA PD: Paul Cannon APD/MD: Keith Stephens HOOTIE "Lonely" "NSYNC" "God"	WMAZ/Springfield, MA PD: Paul Cannon APD/MD: Keith Stephens HOOTIE "Lonely" "NSYNC" "God"	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	KSTZ/Des Moines, IA PD: Jim Schaefer MD: Carol Vonn 16 CHER "Believe" 7 MARTIN'S DAM "Fear" 5 COLLECTIVE SOUL "Run" 3 BLONDIE "Maria"
WLIF/Baltimore, MD OM/MD: Gary Balaban MD: Mark Thoner 6 NEVILLE BROTHERS "Heaven"	KLTA/Fargo, ND PD/MD: John Austin 3 TESH/INGRAM "Forever" 3 DONNA LEWIS "Falling"	KGXB/Springfield, MO PD: Paul Kelley 16 HUSTON & CAREY "Believe" 10 "NSYNC" "God" 10 SHAWN MULLINS "Lullaby" 10 SHERYL CROW "Anything"	KMAJ/Topeka, KS PD: Dave Waters MD: Rose Diehl No Adds	KLLY/Bakersfield, CA PD/MD: Jason Griffin GARBAGE "Special" MARTIN'S DAM "Fear" EVERYTHING "Good" CARDIGANS "Favourite"	WVOR/Rochester, NY PD: Dave LaFors APD/MD: T.R. Fox COLLECTIVE SOUL "Run"
WMJ/Biloxi, MS PD: Walter Brown MD: Angie Thompson 12 HOOTIE "Lonely" 12 PAUL ANKA "Say"	KTRR/Ft. Collins, CO PD/MD: Mark Callaghan No Adds	WRFV/Toledo, OH PD: Bill Michaels MD: Kim Carson 1 BRIDGMAN/SMITH "Life" 1 ROD STEWART "Faith"	WVWX/Anchorage, AK PD/MD: Roxy Lennox GARBAGE "Special" MARTIN'S DAM "Fear"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	KZOO/Sacramento, CA PD: Carmy Ferreri APD: Jim Matthews MD: Sonia Jimenez Jackson 21 CHRIS WHITE "Man" 19 HOLE "Malibu" 13 EVERYTHING "Good"
WMJJ/Birmingham, AL OM: John Jenkins PD/MD: John Stuart TESH/INGRAM "Forever"	WINK/Ft. Myers, FL PD/MD: Bob Gnsinger MARIAH CAREY "Believe"	KOOI/Tyler, TX OM/MD: Ovie Moreland MD: Janie Baker PAUL ANKA "Say"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
WMJX/Boston, MA PD: Don Kelley MD: Mark Laurence No Adds	WAJ/Ft. Wayne, IN OM: Lee Tobin PD: Barb Richards MD: Dr. Dave 5 BONNIE RAITT "Lovers" 5 PAUL ANKA "Say"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
WEZN/Bridgeport, CT PD/MD: Steve Marcus No Adds	WAFY/Fredrick, MD MD: Norman Henry Schmidt 4 BONNIE RAITT "Lovers" 4 TINA ARENA "River" 3 CRYSTAL BERNARD "Touch"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
WHBC/Canton, OH PD: Terry Simmons MD: Kayleigh Kriss BACKSTREET BOYS "Give"	KSDF/Fresno, CA PD/MD: Angie Handa 1 MONICA "Angel" 1 JEWEL "Hands" PAUL ANKA "Say"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
WDEF/Chattanooga, TN PD: Danny Howard MD: Denise Peters 2 DONNA LEWIS "Falling"	WALK/Long Island, NY VP/Prog: Gene Michaels APD: Rob Miller MD: Charlie Lombardo EAGLE-EYE-CHERRY "Save"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
WRRM/Cincinnati, OH OM/MD: T.J. Holland APD/MD: Ted Morro No Adds	KBIG/Los Angeles, CA VP/Prog: Steve Strett APD/MD: Tony Coles SARAH McLACHLAN "Angel" MONICA "Angel" BRIDGMAN/SMITH "Life" TESH/INGRAM "Forever"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
WDOQ/Cleveland, OH PD: Sue Wilson MD: Scott Miller 14 JEWEL "Hands" 3 BONNIE RAITT "Lovers" BACKSTREET BOYS "Give" TINA ARENA "River"	KOST/Los Angeles, CA Sta Mgr/PD: Jhani Kaye APD/MD: Johnny Chiang No Adds	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
WTCB/Columbia, SC PD/MD: Brent Johnson NEVILLE BROTHERS "Heaven"	WPEZ/Macon, GA PD: Laura Worth 2 MARILYN SCOTT "Last"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
WGSY/Columbus, GA PD/MD: Alan Quin No Adds	WPMG/Madison, WI VP/Prog: Pat O'Neill MD: Kim Fischer CHER "Believe"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
WSNY/Columbus, OH PD: Chuck Knight MD: Mark Bingham 2 DAVID CASSIDY "Bridge" 2 MARILYN SCOTT "Last"	KVLY/McAllen, TX PD/MD: Alex Duran No Adds	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KVIL/Dallas, TX PD: Bill Curtis MD: Alex O'Neal 17 HOUSTON & CAREY "Believe" 16 SHAWN MULLINS "Lullaby" 8 MONICA "Angel" 7 TESH/INGRAM "Forever"	KSSK/Honolulu, HI PD/MD: Jeff Silvers NALED "Poetry" CRYSTAL BERNARD "Touch" MARIAH CAREY "Believe"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"

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WKDD/Akron, OH PD: Chuck Collins MD: Lynn Kelly No Adds	WCGQ/Columbus, GA PD/MD: Al Haynes CHER "Believe"	KYSR/Los Angeles, CA PD: Angela Perelli APD/MD: Chris Ebbott 13 CHER "Believe" 5 SAVAGE GARDEN "Animal" CHRIS ISAAK "Flyng"	WYXR/Philadelphia, PA PD: Kurt Johnson MD: Lynn Kelly 10 "NSYNC" "God"	KLCC/San Francisco, CA PD: Louis Kaplan APD/MD: Julie Stoeckel 15 ANGLIN "Rose" WES CUNNINGHAM "Goes"
KDMX/Dallas, TX PD: Jimmy Steal APD: Race Taylor MD: Lisa Thomas SOPHIE "Kiss"	WDAQ/Danbury, CT PD: Bill Trotta MD: Barbara Corbett COLLECTIVE SOUL "Run" SHERYL CROW "Anything"	WMTI/Milwaukee, WI PD: Danny Clayton APD/MD: Leonard Peace No Adds	WMBX/Richmond, VA PD: Jeff Cochran APD/MD: Lisa Greene 23 GARBAGE "Special" 11 SHERYL CROW "Anything"	WAEV/Savannah, GA OM/MD: Ron Castro APD: Scott Snipes MD: Brad Kelly BRITNEY SPEARS "Baby"
KKOB/Albuquerque, NM OM: Brad Barrett PD/MD: Roger Scott No Adds	WMMX/Dayton, OH PD: Jeff Stevens MD: Dean Taylor No Adds	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KPEK/Albuquerque, NM OM: Frank Jaxon APD: Mike Parsons APD: Jamey Barreras MD: Stephanie Buchklichio 7 SHERYL CROW "Anything" FASTBALL "Out"	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KKOB/Albuquerque, NM OM: Brad Barrett PD/MD: Roger Scott No Adds	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KPEK/Albuquerque, NM OM: Frank Jaxon APD: Mike Parsons APD: Jamey Barreras MD: Stephanie Buchklichio 7 SHERYL CROW "Anything" FASTBALL "Out"	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KKOB/Albuquerque, NM OM: Brad Barrett PD/MD: Roger Scott No Adds	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KPEK/Albuquerque, NM OM: Frank Jaxon APD: Mike Parsons APD: Jamey Barreras MD: Stephanie Buchklichio 7 SHERYL CROW "Anything" FASTBALL "Out"	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KKOB/Albuquerque, NM OM: Brad Barrett PD/MD: Roger Scott No Adds	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KPEK/Albuquerque, NM OM: Frank Jaxon APD: Mike Parsons APD: Jamey Barreras MD: Stephanie Buchklichio 7 SHERYL CROW "Anything" FASTBALL "Out"	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KKOB/Albuquerque, NM OM: Brad Barrett PD/MD: Roger Scott No Adds	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KPEK/Albuquerque, NM OM: Frank Jaxon APD: Mike Parsons APD: Jamey Barreras MD: Stephanie Buchklichio 7 SHERYL CROW "Anything" FASTBALL "Out"	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KKOB/Albuquerque, NM OM: Brad Barrett PD/MD: Roger Scott No Adds	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KPEK/Albuquerque, NM OM: Frank Jaxon APD: Mike Parsons APD: Jamey Barreras MD: Stephanie Buchklichio 7 SHERYL CROW "Anything" FASTBALL "Out"	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KKOB/Albuquerque, NM OM: Brad Barrett PD/MD: Roger Scott No Adds	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KPEK/Albuquerque, NM OM: Frank Jaxon APD: Mike Parsons APD: Jamey Barreras MD: Stephanie Buchklichio 7 SHERYL CROW "Anything" FASTBALL "Out"	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KKOB/Albuquerque, NM OM: Brad Barrett PD/MD: Roger Scott No Adds	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KPEK/Albuquerque, NM OM: Frank Jaxon APD: Mike Parsons APD: Jamey Barreras MD: Stephanie Buchklichio 7 SHERYL CROW "Anything" FASTBALL "Out"	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KKOB/Albuquerque, NM OM: Brad Barrett PD/MD: Roger Scott No Adds	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"	WVON/Rochester, NY PD: Mike Kaplan MD: Lauren Pressley COLLECTIVE SOUL "Run" BETTER THAN EZRA "Stars"
KPEK/Albuquerque, NM OM: Frank Jaxon APD: Mike Parsons APD: Jamey Barreras MD: Stephanie Buchklichio 7 SHERYL CROW "Anything" FASTBALL "Out"	KAMX/Austin, TX PD: Jack Stevens 24 SHAWN MULLINS "Shimmer" 14 COLLECTIVE SOUL "Run" 7 RUEL "Shimmer" 7 EVERLAST "Life" 6 BETTER THAN EZRA "Stars" 6 DETALEX "Cosmos" 6 LENNY KRAVITZ "Fly" 2 ANGLIN "Rose" 2 HOLE "Malibu"	WVON/Rochester, NY PD: Mike Kaplan		



HOT AC TOP 30

FEBRUARY 5, 1999

3W	2W	LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
3	1	1	1	1 SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	3962	3763	3590	3462	94/0
1	2	2	2	2 SHAWN MULLINS Lullaby (SMG/Columbia)	3663	3488	3553	3554	90/0
2	3	3	3	3 JEWEL Hands (Atlantic)	3457	3311	3391	3491	91/1
6	5	5	4	4 GOO GOO DOLLS Slide (Warner Bros.)	3351	2948	2910	2728	89/1
4	4	4	5	5 EAGLE-EYE CHERRY Save Tonight (Work/ERG)	3250	3102	3265	3244	89/0
5	6	6	6	6 THIRD EYE BLIND Jumper (Elektra/EEG)	2691	2672	2750	2782	76/0
10	9	7	7	7 MATCHBOX 20 Back 2 Good (Lava/Atlantic)	2607	2316	2180	2018	77/1
12	8	9	8	8 BARENAKED LADIES It's All Been Done (Reprise)	2275	2169	2221	1999	81/0
7	7	8	9	SHERYL CROW My Favorite Mistake (A&M)	2249	2281	2514	2704	72/0
20	14	13	10	10 SUGAR RAY Every Morning (Lava/Atlantic)	2084	1747	1471	1155	72/2
13	12	10	11	11 NEW RADICALS You Get What You Give (MCA)	1932	1791	1692	1688	69/0
11	10	11	12	12 U2 Sweetest Thing (Island)	1836	1788	1945	2011	56/1
9	11	12	13	GOO GOO DOLLS Iris (Warner Sunset/Reprise)	1706	1779	1918	2041	63/0
19	17	15	14	14 SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	1697	1401	1340	1246	64/3
28	23	16	15	15 ALANIS MORISSETTE Unsent (Maverick/Reprise)	1695	1393	966	562	76/3
15	15	14	16	16 EVE 6 Inside Out (RCA)	1690	1557	1454	1539	48/1
BREAKER			17	17 EVERCLEAR Father Of Mine (Capitol)	1207	1121	1099	1087	47/0
22	22	20	18	18 LENNY KRAVITZ Fly Away (Virgin)	1179	1113	1037	932	47/4
14	16	18	19	19 BARENAKED LADIES One Week (Reprise)	1165	1158	1442	1599	50/0
26	24	21	20	20 DAVE MATTHEWS BAND Crush (RCA)	1152	892	877	816	52/2
8	13	17	21	ALANIS MORISSETTE Thank U (Maverick/Reprise)	1109	1202	1682	2104	44/0
—	28	22	22	22 BLONDIE Maria (Beyond)	1020	830	646	297	50/5
—	—	27	23	23 BETTER THAN EZRA At The Stars (Elektra/EEG)	816	631	401	251	51/7
—	—	29	24	24 CHER Believe (Warner Bros.)	808	514	298	164	42/12
—	—	28	25	25 COLLECTIVE SOUL Run (Hollywood/Atlantic)	782	515	330	130	48/11
27	25	23	26	KHALEEL No Mercy (Hollywood)	758	798	860	802	47/0
30	30	25	27	27 CAKE Never There (Capricorn/Mercury)	754	704	590	459	28/2
25	26	24	28	R. KELLY & CELINE DION I'm Your Angel (Jive)	693	763	838	850	29/0
—	—	30	29	29 ELTON JOHN & LEANN RIMES Written In... (Rocket/Island/Curb)	579	485	445	314	36/1
23	27	26	30	HOOTIE & THE BLOWFISH Only Lonely (Atlantic)	519	691	818	881	26/0

This chart reflects airplay from January 25-31. Songs ranked by total plays. Highlighted songs indicate Breaker. 95 Hot AC reporters. 91 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1999, R&R Inc.

BREAKERS

EVERCLEAR		
Father Of Mine (Capitol)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1207/86	47/0	17

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
CHER Believe (Warner Bros.)	12
COLLECTIVE SOUL Run (Hollywood/Atlantic)	11
SHERYL CROW Anything But Down (A&M)	10
GARBAGE Special (Almo Sounds/Interscope)	10
EVERYTHING Good Thing (Blackbird/Sire)	8
BETTER THAN EZRA At The Stars (Elektra/EEG)	7
BLONDIE Maria (Beyond)	5
CARDIGANS My Favourite Game (Stockholm/Mercury)	5
'N SYNC (God Must Have Spent) A Little More... (RCA)	4
LENNY KRAVITZ Fly Away (Virgin)	4
MARTIN'S DAM Fear Of Flying (Hybrid/Sire)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GOO GOO DOLLS Slide (Warner Bros.)	+403
SUGAR RAY Every Morning (Lava/Atlantic)	+337
ALANIS MORISSETTE Unsent (Maverick/Reprise)	+302
SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	+296
CHER Believe (Warner Bros.)	+294
MATCHBOX 20 Back 2 Good (Lava/Atlantic)	+291
COLLECTIVE SOUL Run (Hollywood/Atlantic)	+267
DAVE MATTHEWS BAND Crush (RCA)	+260
SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	+199
BLONDIE Maria (Beyond)	+190

NEW & ACTIVE

'N SYNC (God Must Have Spent) A Little More Time On You (RCA)
Total Stations: 22, Adds: 4, Plays: 505, WSNE 14, WYXR 10, WOMP 39 (35), KBIU 41 (41), WCGQ 20 (22), WQSM 21 (24), WKSI 33 (37), WXIL 18, WAKS 24 (15), WMXL 14 (10), KURB 16, KKYS 30 (19), KSH 36 (37), WKTI 6 (17), WMYX 27, WIOG 38 (37), WWWM 13 (9), KMXC 30 (25), KYKY 17 (9), KCIX 41 (35), KISN 12, KEYW 5.

ROD STEWART Faith Of The Heart (Universal)
Total Stations: 33, Adds: 2, Plays: 446, including WDAQ 14 (14), WTIC 15 (13), WSNE 17, WWMX 15 (26), WIKZ 14 (5), WJLK 17 (16), WDRV 19 (7), WOMP 16 (16), WQWZ 21 (22), WCGQ 20 (20), WQSM 10 (10), WWDE 11 (12), WOMX 17 (19), WXIL 34 (25), WAKS 22 (11), WMXL 5 (11), KURB 19 (15), WMC 5 (5), KKYS 22 (22), KSMG 10 (5), WKDD 17 (10), WVMX 3 (4), WQAL 5, WMMX 11 (8), WMT 6 (5), KMXD 8 (8), KMXC 18 (18), KCIX 5 (7), KVVU 7, KISN 33 (32), KBBY 10 (12).

SEMISONIC Secret Smile (MCA)
Total Stations: 22, Adds: 0, Plays: 380, including WOMP 7 (7), WALC 27, WLNK 8 (8), WPTE 29 (39), WXXM 9 (10), WAEV 6, WSSR 10 (10), KDMX 18 (11), WTMX 30 (31), WPNT 29 (29), KSRZ 10 (8), KMXC 17 (11), KCIX 5, KALC 24 (24), KMXB 19 (18), KLLY 12 (6), KVSF 22 (18), KOSO 15 (15), KCDU 6 (5), KZZO 33 (27), KLLC 24 (17).

FLYS Got You (Where I Want You) (Delicious Vinyl/Trauma)
Total Stations: 15, Adds: 0, Plays: 303, including WBMX 10 (10), WZNE 17 (17), WOMP 5 (5), WSSR 11 (12), WMBX 20 (21), KAMX 26, WPNT 18 (18), WIOG 30 (17), WXP 29, KMXB 35 (35), KLLY 9 (11), KOSO 25 (15), KCDU 6 (6), KZZO 36 (29).

HOLE Malibu (DGC/Geffen)
Total Stations: 18, Adds: 3, Plays: 269, including WBMX 10 (13), WOMP 5 (5), WKZL 21, WPTE 23 (10), WXXM 14 (12), KPEK 23, KAMX 2, WTMX 19 (16), KMXB 17 (18), KLLY 12 (13), KVSF 31 (22), KOSO 15 (5), KBBT 15, KZZO 19, KLLC 20 (24), KRUZ 1 (1), KMHX 22 (19).

EVERLAST What It's Like (Tommy Boy)
Total Stations: 15, Adds: 3, Plays: 234, including WALC 17, WKSI 35 (17), WPTE 36 (37), KPEK 24 (21), KAMX 7, KZPT 4 (5), WPNT 19 (19), KSTZ 15 (15), KLLY 9 (12), KVSF 13 (7), KYSR 17, KZZO 21 (15).

MARIAH CAREY I Still Believe (Columbia)
Total Stations: 13, Adds: 0, Plays: 214, WQSM 28 (25), WWDE 10 (9), WXIL 24 (16), WAKS 5 (5), WMXL 5 (8), KURB 15, KKYS 8 (8), KSH 11, WMMX 12 (6), WMYX 28 (29), KMXC 18 (18), KCIX 22 (8), KISN 28 (25).

JENNIFER PAIGE Sober (Edel America/Hollywood)
Total Stations: 17, Adds: 2, Plays: 200, including WOMP 10 (10), WQWZ 16 (13), WCGQ 16 (12), WWDE 10 (11), WPTE 9, WAKS 27 (5), KURB 8 (8), KPEK 20 (24), KKYS 16 (22), WKDD 19 (22), WVMX 3, WQAL 17 (17), WMT 5, KMXD 5, KISN 5 (5), KEYW 14 (5).

GARBAGE Special (Almo Sounds/Interscope)
Total Stations: 16, Adds: 10, Plays: 170, including WOMP 10 (10), WMBX 23, WSSR 7, WTMX 21, WPNT 24 (24), KALC 10 (10), KOSO 15 (15), KCDU 6 (6), KZZO 21, KLLC 13 (14), KMHX 20.

EVERYTHING Good Thing (Blackbird/Sire)
Total Stations: 10, Adds: 8, Plays: 98, including WOMP 10, WQWZ 19 (17), WSHE 5, WAKS 13, KPEK 23 (22), KMXC 10, KZZO 13, KEYW 5.

MARTIN'S DAM Fear Of Flying (Hybrid/Sire)
Total Stations: 11, Adds: 4, Plays: 80, including WBMX 6 (1), WDAQ 5 (4), WOMP 7 (7), WQSM 8, WAKS 5, WMBX 11 (9), KSTZ 7, KCDU 7 (5), KLLC 24 (14).

SHERYL CROW Anything But Down (A&M)
Total Stations: 12, Adds: 10, Plays: 56, including WQWZ 5, WPTE 6, WMBX 11, KPEK 7, KMXC 10 (10), KLLC 12 (14), KEYW 5.

Songs ranked by total plays. Station call letters followed by number of plays.

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
EDWIN MCCAIN I'll Be (Lava/Atlantic)
MATCHBOX 20 Real World (Lava/Atlantic)
FASTBALL Fire Escape (Hollywood)
EVERYTHING Hooch (Blackbird/Sire)
SHANIA TWAIN From This Moment On (Mercury)
NATALIE IMBRUGLIA Torn (RCA)
FAITH HILL This Kiss (Warner Bros.)
FASTBALL The Way (Hollywood)
AEROSMITH I Don't Want To Miss A Thing (Columbia)
GREEN DAY Time Of Your Life (Good Riddance) (Reprise)

Breakers: Songs registering 1200 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.

Where were you?

This past weekend, one of the most recognizable voices of the 80s returned audiences to the era of Swatch watches and neon clothing. If your station is not airing **Absolutely 80s** then your competition will. What would your GM say then?

nina blackwood's
ABSOLUTELY 80s

Get Nina on your station this weekend...call 800.572.4624 ext. 772



HOT AC PLAYLISTS

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

95.5 WPLJ
NEW YORK

MARKET #1
WPLJ/New York
(212) 613-8900
Cuddy/Shannon/Mascaro

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
51	44	44	46		THIRD EYE BLIND/Jumper
50	47	45	44		EAGLE-EYE CHERRY/Save Tonight
48	42	45	44		MATCHBOX 20/Real World
50	44	44	44		SHAWN MULLINS/Lullaby
45	46	42	43		SARAH MCLACHLAN/Angel
48	45	43	43		JEWEL/Hands
42	41	41	42		SHERYL CROW/My Favorite Mistake
13	24	30	37		BLONDIE/Maria
27	27	28	34		SUGAR RAY/Every Morning
26	29	32	34		BARENAKED LADIES/One Week
24	23	28	33		U2/Sweetest Thing
47	30	32	32		GOO GOO DOLLS/iris
33	31	32	32		MATCHBOX 20/Back 2 Good
-	22	25	32		ALANIS MORISSETTE/Unsent
37	31	32	32		GOO GOO DOLLS/Slide
37	31	33	32		FAITH HILL/This Kiss
24	30	34	31		BARENAKED LADIES/It's All Been Done
37	31	29	30		EDWIN MCCAIN/It's Be
-	-	-	-		SIXPENCE...Kiss Me
-	-	-	-		BETTER THAN EZRA/At The Stars
24	22	19	22		FASTBALL/The Way
23	21	20	21		SEMISONIC/Closing Time
20	20	18	21		GREEN DAY/Time Of Your Life...
25	26	29	16		NEW RADICALS/You Get What You...
-	-	-	-		DAVE MATTHEWS BAND/Crush
-	-	-	-		CHER/ Believe

STAR 98.7

MARKET #2
KYSR/Los Angeles
(818) 955-7000
Pereff/Ebbott

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
61	53	59	59		SHAWN MULLINS/Lullaby
52	60	63	58		EAGLE-EYE CHERRY/Save Tonight
52	56	60	58		EVE 6/Inside Out
58	57	59	58		JEWEL/Hands
48	39	54	56		SARAH MCLACHLAN/Angel
60	56	46	52		ALANIS MORISSETTE/Thank U
38	39	39	41		THIRD EYE BLIND/Jumper
43	42	36	40		SHERYL CROW/My Favorite Mistake
36	41	41	39		SUGAR RAY/Every Morning
38	38	39	39		GOO GOO DOLLS/iris
38	35	29	39		EVERCLEAR/Will You Buy...
39	35	39	38		MATCHBOX 20/Back 2 Good
38	39	37	38		CAKE/Never There
37	37	36	38		GOO GOO DOLLS/Slide
24	26	38	37		NEW RADICALS/You Get What You...
39	37	38	36		U2/Sweetest Thing
24	30	36	33		LENNY KRAVITZ/Fly Away
10	25	14	31		BLONDIE/Maria
-	23	24	25		ALANIS MORISSETTE/Unsent
36	38	21	20		BARENAKED LADIES/It's All Been Done
-	-	-	-		EVERLAST/What It's Like
-	-	-	-		CHER/ Believe
-	-	-	-		5 SAVAGE GARDEN/The Animal Song
-	-	-	-		CHRIS ISAAK/Flying

101.9 THE MIX

MARKET #3
WTMX/Chicago
(312) 946-1019
James/Kartak

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
42	42	43	51		GOO GOO DOLLS/Slide
51	51	52	51		THIRD EYE BLIND/Jumper
50	50	50	51		JEWEL/Hands
-	-	-	-		53 JOHN MELLENCAMP/I'm Not Running...
42	42	42	44		EVERYTHING/Hooch
42	42	42	44		SUGAR RAY/Every Morning
44	44	44	43		BARENAKED LADIES/It's All Been Done
41	41	43	42		MATCHBOX 20/Back 2 Good
50	50	42	42		FASTBALL/Fire Escape
31	31	30	32		CAKE/Never There
30	30	30	32		COLLECTIVE SOUL/Run
21	21	15	31		DAVE MATTHEWS BAND/Crush
30	30	31	31		SIXPENCE...Kiss Me
26	26	31	30		SEMISONIC/Secret Smile
-	-	-	-		21 GARBAGE/Special
-	-	-	-		19 21 BLONDIE/Maria
-	-	-	-		21 FAR TOO JONES/Best Of Me
26	26	20	20		R.E.M./Daysleeper
17	17	16	19		HOLE/Malibu
32	32	14	17		CHRIS ISAAK/Please
20	20	15	16		EAGLE-EYE CHERRY/Save Tonight
21	21	15	15		LENNY KRAVITZ/Fly Away
13	13	14	14		SHERYL CROW/My Favorite Mistake
13	13	12	14		BARENAKED LADIES/One Week
16	16	18	14		NEW RADICALS/You Get What You...
-	-	-	-		13 ALANIS MORISSETTE/Unsent
31	31	15	13		EVERCLEAR/Father Of Mine
12	12	12	13		SHAWN MULLINS/Lullaby
13	13	12	11		ALANIS MORISSETTE/Thank U

Alice @ 97.3

MARKET #4
KLLC/San Francisco
(415) 765-4097
Kaplan/Stoeckel

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
43	34	36	45		CAKE/Never There
21	16	27	44		GOO GOO DOLLS/Slide
10	18	29	44		SUGAR RAY/Every Morning
43	43	44	44		U2/Sweetest Thing
44	44	44	43		EAGLE-EYE CHERRY/Save Tonight
33	34	36	37		SIXPENCE...Kiss Me
17	28	36	36		NATALIE MERCHANT/Break Your Heart
18	27	35	36		JEWEL/Hands
35	35	37	33		SHAWN MULLINS/Lullaby
43	44	40	32		EVE 6/Inside Out
19	37	34	32		EVERCLEAR/Father Of Mine
16	33	32	31		DAVE MATTHEWS BAND/Crush
17	28	33	31		TORI AMOS/Jade's Strength
44	44	44	44		SARAH MCLACHLAN/Angel
18	18	29	29		THIRD EYE BLIND/Jumper
45	43	33	28		ALANIS MORISSETTE/Thank U
-	-	-	-		10 24 MARTIN'S DAM/Fear Of Flying
12	10	17	24		SEMISONIC/Secret Smile
38	36	23	24		TRAIN/Meet Virginia
22	25	22	23		LENNY KRAVITZ/Fly Away
21	18	17	23		NEW RADICALS/You Get What You...
18	21	21	22		KHALEEL/No Mercy
10	19	26	21		AIR/Air I Need
9	10	17	21		COLLECTIVE SOUL/Run
19	18	19	21		FASTBALL/Fire Escape
10	25	24	20		HOLE/Malibu
15	25	20	20		BARENAKED LADIES/It's All Been Done
10	10	16	20		BETTER THAN EZRA/At The Stars
12	10	15	15		ALANIS MORISSETTE/Unsent
-	-	-	-		15 ANGUWA Rose In The Wind

Max 95.7fm
Max knows music

MARKET #5
WXMX/Philadelphia
(215) 482-6000
Tisa/Castellini

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
65	62	65	64		DAVE MATTHEWS BAND/Crush
26	32	58	63		SARAH MCLACHLAN/Angel
65	65	65	63		GOO GOO DOLLS/Slide
37	60	40	60		SHAWN MULLINS/Lullaby
36	35	35	57		JEWEL/Hands
64	66	64	60		BARENAKED LADIES/It's All Been Done
37	37	38	38		NEW RADICALS/You Get What You...
15	25	36	36		SUGAR RAY/Every Morning
36	37	34	36		ALANIS MORISSETTE/Unsent
-	-	-	-		8 34 BLONDIE/Maria
64	38	32	34		MATCHBOX 20/Back 2 Good
16	20	25	33		EVERCLEAR/Father Of Mine
20	20	25	32		LENNY KRAVITZ/Fly Away
16	15	33	32		EVE 6/Inside Out
29	24	34	26		SIXPENCE...Kiss Me
-	-	-	-		23 24 KHALEEL/No Mercy
-	-	-	-		22 COLLECTIVE SOUL/Run
-	-	-	-		19 U2/Sweetest Thing
-	-	-	-		10 12 14 HOLE/Malibu
-	-	-	-		7 10 9 SEMISONIC/Secret Smile
-	-	-	-		7 LAUREN HART/All I Remember
-	-	-	-		SHERYL CROW/Anything But Down

STAR 104.5

MARKET #6
WYXR/Philadelphia
(610) 668-0750
Johnson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
28	23	44	48		JEWEL/Hands
31	46	47	48		SHAWN MULLINS/Lullaby
21	20	49	48		EAGLE-EYE CHERRY/Save Tonight
47	45	45	48		BACKSTREET BOYS/It's Never Break...
31	44	42	47		EDWIN MCCAIN/It's Be
28	21	28	30		SHERYL CROW/My Favorite Mistake
45	23	29	29		JENNIFER PAIGE/Crush
29	23	29	27		BRIAN SETZER ORCH./Jump Jive An' Wal
49	45	47	27		JANET/Together Again
23	22	26	26		SARAH MCLACHLAN/Angel
27	22	27	26		FAITH HILL/This Kiss
28	19	23	26		EVERYTHING/Hooch
46	44	26	26		SHANIA TWAIN/From This Moment On
-	-	-	-		8 24 25 CHER/ Believe
22	17	25	21		R. KELLY & C. DION/In Your Angel
23	16	17	19		MADONNA/The Power Of...
10	12	11	18		ALANIS MORISSETTE/Unsent
12	7	12	12		NATALIE MERCHANT/Break Your Heart
8	8	12	12		GREEN DAY/Time Of Your Life...
28	23	20	21		ALANIS MORISSETTE/Thank U
10	8	8	11		JOHN & RIMES/Written In The Stars
-	-	-	-		10 'N SYNC/(God...) A Little...
43	27	10	9		GOO GOO DOLLS/iris
10	8	10	9		AEROSMITH/ Don't Want To...
-	-	-	-		9 THIRD EYE BLIND/Jumper
10	9	9	9		MATCHBOX 20/Real World
14	10	10	9		FASTBALL/The Way
9	8	8	8		JANET/Every Time
9	8	8	8		HOUSTON & CAREY/When You Believe...

Q95.5

MARKET #6
WKQI/Detroit
(248) 967-3750
O'Brien/Lundon

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
46	46	49	49		SARAH MCLACHLAN/Angel
50	50	48	49		SHAWN MULLINS/Lullaby
49	49	46	45		MATCHBOX 20/Real World
38	38	44	41		GOO GOO DOLLS/iris
43	43	44	41		EDWIN MCCAIN/It's Be
51	51	48	40		BARENAKED LADIES/One Week
27	27	28	36		ALANIS MORISSETTE/Thank U
16	16	28	32		MADONNA/The Power Of...
28	28	29	32		EAGLE-EYE CHERRY/Save Tonight
28	28	27	32		EVERYTHING/Hooch
4	4	27	31		THIRD EYE BLIND/Jumper
26	26	28	31		JEWEL/Hands
16	16	17	29		CHER/ Believe
25	25	22	28		GOO GOO DOLLS/Slide
26	26	28	28		SHANIA TWAIN/From This Moment On
28	28	17	19		EMILIA/Big Big World
26	26	26	19		BARENAKED LADIES/It's All Been Done
16	16	15	18		NEW RADICALS/You Get What You...
15	15	13	16		MATCHBOX 20/Back 2 Good
16	16	15	16		R. KELLY & C. DION/In Your Angel
13	13	12	13		SIXPENCE...Kiss Me
-	-	-	-		10 SUGAR RAY/Every Morning
-	-	-	-		10 BLONDIE/Maria
10	10	9	7		HOOTIE...Only Lonely
-	-	-	-		ALANIS MORISSETTE/Unsent

MIX 107.7

MARKET #7
KDMX/Dallas
(972) 991-1029
Steal/Thomas

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
67	67	64	69		EAGLE-EYE CHERRY/Save Tonight
65	65	64	65		SHAWN MULLINS/Lullaby
39	50	68	65		SARAH MCLACHLAN/Angel
40	50	65	64		BARENAKED LADIES/One Week
40	38	46	43		JEWEL/Hands
68	42	30	42		MATCHBOX 20/Real World
22	24	31	37		GOO GOO DOLLS/Slide
37	35	37	36		EVERYTHING/Hooch
43	38	35	36		SHERYL CROW/My Favorite Mistake
29	31	33	36		SUGAR RAY/Every Morning
38	40	34	35		THIRD EYE BLIND/Jumper
46	38	35	35		ALANIS MORISSETTE/Thank U
34	38	36	33		JENNIFER PAIGE/Crush
18	23	25	28		U2/Sweetest Thing
-	-	-	-		18 25 27 ALANIS MORISSETTE/Unsent
22	23	25	27		EVERCLEAR/Father Of Mine
26	29	28	26		MATCHBOX 20/Back 2 Good
17	20	18	19		KHALEEL/No Mercy
20	22	22	19		LENNY KRAVITZ/Fly Away
17	17	18	18		BARENAKED LADIES/It's All Been Done
-	-	-	-		11 18 SEMISONIC/Secret Smile
13	14	13	17		BLONDIE/Maria
10	9	6	5		BETTER THAN EZRA/At The Stars
26	14	6	4		R. KELLY & C. DION/In Your Angel
-	-	-	-		SIXPENCE...Kiss Me

Mix 98.5
BOSTON'S BEST MUSIC

MARKET #8
WBWX/Boston
(617) 236-6898
Strassel/Mullaney

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
29	38	43	43		MATCHBOX 20/Back 2 Good
45	45	45	43		SARAH MCLACHLAN/Angel
46	43	46	42		SHAWN MULLINS/Lullaby
38	33	35	40		DAVE MATTHEWS BAND/Crush
31	35	35	39		U2/Sweetest Thing
24	24	34	37		SUGAR RAY/Every Morning
41	43	37	37		JEWEL/Hands
45	41	40	37		THIRD EYE BLIND/Jumper
39	30</				



CAROL ARCHER

The 13th Month: The New Sales/Programming Equation

□ **Infinity's Dan Mason addresses the changing business landscape**

On an increasing basis, PDs speak of the changing nature of their responsibilities. They see their roles shifting away from the pure programming duties of the past toward a greater emphasis on generating revenue. In effect, today's PD is answering a mandate to create a 13th month in annual billing — representing millions of dollars when it comes to stations in the highest-ranked markets.



Dan Mason

For observations on this phenomenon and other issues of concern to today's radio professional, I decided to interview the president of Infinity Radio, Dan Mason.

R&R: How intense is the widening pressure on PDs today?

DM: I don't see it as pressure, but more as an opportunity to add to a program director's overall value to the radio station. There is a real opportunity for program directors to show their creativity in the area of sales marketing. I can remember doing interviews for R&R in the '70s, when the battle cry from program directors was, "We aren't treated as part of the management team." Well, that has changed now, and the demands and rewards are there. The

job of the program director has certainly been elevated.

R&R: Has the evolution of radio sales progressed as much as programming has over the past several years?

DM: No way. Over the past 10 years program directors have been far more creative with formats and niches. Radio sales is just now beginning to get off the dime and realize that the old way of doing things is no longer acceptable. We have a long way to go, but we are just beginning to see some creativity in that area of the business. It is frustrating to think that the backbone of radio sales is still the 60-second radio spot. That sounds pretty archaic to me when you look at how dynamic our medium is in calling people to action.

R&R: When it comes to the development of new product categories and bringing entirely new groups of clients to radio, is that the sole province of huge groups such as Infinity, which control enormous market share?



I can remember doing interviews for R&R in the '70s, when the battle cry from PDs was, 'We aren't treated as part of the management team.' Well, that has changed, and the demands and the rewards are there. The job of the program director has certainly been elevated.



DM: Having multiple resources available to you always helps, but vision and creativity make it happen. I think smaller operators should focus on creating alliances with other businesses in the community to build something larger.

R&R: At last July's Conclave, you spoke about how, in the quest to increase profitability, a radio station might turn some of its resources toward distribution — the better to serve clients and generate non-traditional revenue. Can you elaborate on that?

DM: Radio stations are constantly on the street in front of crowds. While it is great to give a listener a shirt with your call letters, think about how you can put other products in the listeners' hands. For example, when you go to an R&R or an NAB convention, at registration you're handed a plastic bag with multiple coupons and sample products in it. Many advertisers don't have the staff to handle distribution of these items, so why not include them as part of a promotional fee?

R&R: Why not, indeed.

TALK BACK TO R&R!

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

Call me at
(310) 788-1665 or
e-mail: archer@rroonline.com

Additional Revenue Through Nontraditional Means

K TWV (The Wave)/Los Angeles has spearheaded a number of innovative programs to generate nontraditional revenue, such as The Job Connection. As previously described in R&R, the Infinity Radio station effectively wrenched an entire product category — employment recruiting — from the *Los Angeles Times*. The ongoing challenge, says Dir./Mktg. **Bonnie Chick**, is keeping clutter off the air while maximizing benefits to both clients and the station.

"In this day and age, with budgets being what they are, all radio stations are looking for ways to bring in additional revenue, especially revenue that won't jeopardize the station's on-air product," Chick says. "We all know that without keeping the airwaves pure for our listeners, you lose numbers and the revenue they generate. Our quest becomes, 'What can we do, and what can we create, that will serve as a tremendous benefit for our advertisers while enhancing the profile of the radio station?'"

"I'm working very closely with our new Director of New Business Development, Kathy Dussuealt, on additional nonspot dollars. The majority of what her team is out there selling are programs and events that the marketing department has put together. For example, Wave L.A. is our summer event that started as our birthday party. It's now in its third summer. We have all kinds of sponsorship packages for this and other events.

"Sponsorships include presenting sponsors, associate sponsors and pouring rights sponsors. Pouring rights are for beverages, in which the sponsor becomes the official beer, wine or soda of the event. We also sell booth space at the event."

In addition to Wave L.A., KTWW is also presenting a spring and fall concert series. Additional events and activities include the station's Smooth Jazz Sunday Brunch, broadcast from the Hotel Nikko Beverly Hills.

Another popular NTR tool is the station CD sampler, Chick says. "We'll also produce another benefit sampler, similar to the *Wave AID* packages of the past. This will benefit the Baby's Breath Foundation, a kids' respiratory charity. For the first time, we'll have sponsors on it. It's a win for everybody — the sponsor, the public, the station and the kids. We're designing two separate packages for two separate retailers.

"Our station magazine, *AirWaves*, is another revenue stream for us. We generate revenues in it like any print publication — by selling advertising. Plus, there's linkage to our website, which we feel has vast, as yet untapped potential."

KTWW is the top-billing NAC/Smooth Jazz radio station in the nation.



Bonnie Chick

Highly Untraditional Revenue

□ **KKSF/SF's VP/GM outlines Japanese satellite deal**

Chancellor's KKSF/San Francisco has a long tradition of innovation. In its present incarnation, VP/GM **Doug Sterne** is the man to carry that tradition forward. Nearly three years ago, he engineered a deal to beam KKSF to Tokyo via satellite, a plan that benefits the foreign partner, as well as providing another source of revenue for the station's coffers.

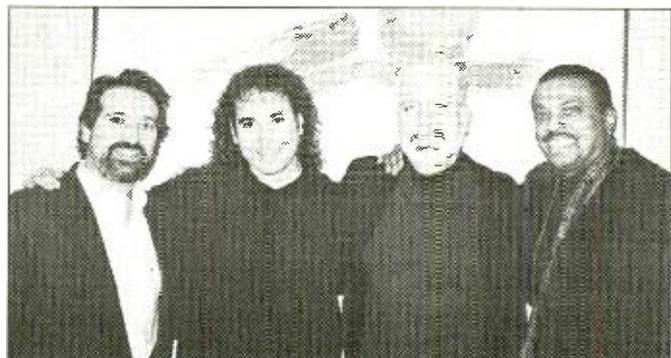
"This is a financial relationship between KKSF and a Japanese venture in Tokyo that sells cable radio," Sterne notes. "They have a substantial subscriber base of over one million subscribers who pay a monthly fee to get 100 cable radio stations, one of which is KKSF. Among listener choices, I believe there are four other American signals, but KKSF is the only NAC/Smooth Jazz station."

KKSF's Japanese partners pay a rights fee for the station's signal, which is sent via satellite. "We provide the uplink, and they provide the downlink and the capital costs," Sterne says. "They carry the station as it is heard in the U.S., complete with commercial content. The entire venture has proven so successful that they are considering expanding to include video signals. All in all, it's proven to be a good experience for all concerned."



Doug Sterne

Boney's The Man



Warner Bros. artist Boney James (top c) was recently feted by his label for the success of his previous record, *Sweet Thing*. He's seen here at a celebration lunch with (l-r) longtime producer Paul Brown, Warner Bros. Exec. VP & GM/Jazz Matt Pierson, Sr. Dir./ Nat'l. NAC Promotion Deborah Lewow and personal manager Howard Lowell. In the photo below, James is seen visiting WNUA/Chicago, where he previewed his brand-new release, *Body Language*, for (l-r) APD/MD Steve Stiles, PD Bob Kaake and Warner Bros. Sr. Dir./Nat'l. Jazz Promotion Chris Jonz.

FEBRUARY 5, 1999

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
4	3	1	1	WALTER BEASLEY I Feel You (<i>Shanachie</i>)	1020	1024	972	886	50/0
3	2	3	2	NAJEE Room To Breathe (<i>Verve Forecast/Verve</i>)	1010	991	981	895	49/0
1	1	2	3	WARREN HILL Turn Out The Lights (<i>Discovery</i>)	931	997	1020	969	47/0
8	9	7	4	KIRK WHALUM Ascension (<i>Warner Bros.</i>)	846	714	625	593	47/1
7	7	6	5	GRANT GEISSMAN Did I Save? (<i>Higher Octave</i>)	770	757	704	680	43/1
2	4	4	6	ERIC MARIENTHAL Here In My Heart (<i>I.E./Verve</i>)	745	838	942	906	41/0
10	10	10	7	MARC ANTOINE Concache (<i>GRP</i>)	702	650	617	556	48/3
11	8	8	8	LEE RITENOUR This Is Love (<i>I.E./Verve</i>)	701	669	640	542	47/0
5	5	5	9	PETER WHITE f/ WASHINGTON, JR. Midnight In... (<i>Columbia</i>)	689	769	837	864	45/0
9	11	9	10	PATTI AUSTIN Don't Go Away (<i>Concord Vista</i>)	636	651	614	588	44/0
12	13	14	11	WILL DOWNING & GERALD ALBRIGHT Stop... (<i>Verve/Motown</i>)	542	526	518	510	39/1
13	14	13	12	GREGG KARUKAS Cruisin' Your House At... (<i>I.E./Verve</i>)	525	537	514	478	41/0
16	15	15	13	VANESSA WILLIAMS My Flame (<i>Mercury</i>)	520	505	469	440	37/0
15	12	12	14	JK Off The Hook (<i>Verve</i>)	519	550	529	460	41/0
21	16	16	15	KIM WATERS Easy Going (<i>Shanachie</i>)	502	488	450	411	42/0
6	6	11	16	RICK BRAUN Hollywood & Vine (<i>Atlantic</i>)	476	616	756	800	40/0
18	17	17	17	STEVE COLE Where The Night Begins (<i>Bluemoon/Atlantic</i>)	471	447	445	417	42/2
BREAKER			18	GEORGE BENSON Cruise Control (<i>GRP</i>)	468	342	105	13	45/1
—	—	26	19	GOTA In The City Life (<i>Instinct</i>)	389	242	66	—	42/5
17	19	18	20	PHIL COLLINS True Colors (<i>Atlantic</i>)	383	383	402	435	30/0
22	21	20	21	BOBBY CALDWELL Good To Me (<i>Sin-Drome</i>)	368	364	373	353	26/0
28	23	21	22	FOURPLAY Vest Pocket (<i>Warner Bros.</i>)	358	362	321	242	37/2
DEBUT			23	BONEY JAMES Into The Blue (<i>Warner Bros.</i>)	325	60	—	—	45/11
26	25	24	24	SHAKATAK Blue Azure (<i>Instinct</i>)	277	293	287	269	28/0
14	20	22	25	BRIAN BROMBERG Hero (<i>Zebra</i>)	275	361	399	465	24/0
19	18	19	26	DAVE KOZ I'll Be There (<i>Blue Note</i>)	275	374	423	417	22/0
DEBUT			27	JOHN TESH f/ JAMES INGRAM Forever More... (<i>GTSP/Mercury</i>)	256	141	26	—	26/6
—	27	28	28	JEFF LORBER Midnight (<i>Zebra</i>)	244	237	231	202	24/1
—	—	29	29	GABRIELA ANDERS Wanting (<i>Warner Bros.</i>)	242	232	182	128	21/3
30	29	27	30	CHRIS STANDRING Steven (<i>Instinct</i>)	239	241	218	216	24/2

This chart reflects airplay from January 20-26. Songs ranked by total plays. Highlighted songs indicate Breaker.
50 NAC reporters. 48 current playlists. © 1999, R&R Inc.

BREAKERS

GEORGE BENSON Cruise Control (*GRP*)

TOTAL PLAYS/INCREASE: 468/126
TOTAL STATIONS/ADDS: 45/1
CHART: 18

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
BRIAN BROMBERG September (<i>Zebra</i>)	13
RICHARD ELLIOT Ain't Nothin' Like... (<i>Blue Note</i>)	13
J. BRICKMAN & H. ALPERT Rendezvous (<i>Windham Hill</i>)	12
BONEY JAMES Into The Blue (<i>Warner Bros.</i>)	11
JOHN TESH f/ JAMES INGRAM Forever... (<i>GTSP/Mercury</i>)	6
GOTA In The City Life (<i>Instinct</i>)	5
CHAQUICO & FREEMAN The Maiden... (<i>Peak/Windham Hill Jazz</i>)	4
DANIEL HO Side By Side (<i>Aire</i>)	4
GABRIELA ANDERS Wanting (<i>Warner Bros.</i>)	3
MARC ANTOINE Concache (<i>GRP</i>)	3
ED CALLE Strollin' (<i>Concord</i>)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BONEY JAMES Into The Blue (<i>Warner Bros.</i>)	+265
J. BRICKMAN & H. ALPERT Rendezvous (<i>Windham Hill</i>)	+166
GOTA In The City Life (<i>Instinct</i>)	+147
KIRK WHALUM Ascension (<i>Warner Bros.</i>)	+132
GEORGE BENSON Cruise Control (<i>GRP</i>)	+126
JOHN TESH f/ JAMES INGRAM Forever... (<i>GTSP/Mercury</i>)	+115
RICHARD ELLIOT Ain't Nothin' Like... (<i>Blue Note</i>)	+83
JIMMY SOMMERS Promise Me (<i>Gemini/Universal</i>)	+68
MARC ANTOINE Concache (<i>GRP</i>)	+52
BRIAN BROMBERG September (<i>Zebra</i>)	+45

Breakers: Songs registering 400 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

NEW & ACTIVE

J. BRICKMAN & H. ALPERT Rendezvous (*Windham Hill*)
Total Plays: 198, Total Stations: 34, Adds: 12

DOWN TO THE BONE On The Corner Of Darcy Street (*Nu Groove*)
Total Plays: 189, Total Stations: 20, Adds: 1

RICHARD ELLIOT Ain't Nothin' Like The Real... (*Blue Note*)
Total Plays: 165, Total Stations: 27, Adds: 13

PEACE OF MIND Times Gone By (*Nu Groove*)
Total Plays: 152, Total Stations: 16, Adds: 0

BRIAN BROMBERG September (*Zebra*)
Total Plays: 119, Total Stations: 27, Adds: 13

CHAQUICO & FREEMAN The Maiden... (*Peak/Windham Hill Jazz*)
Total Plays: 103, Total Stations: 17, Adds: 4

JIMMY SOMMERS Promise Me (*Gemini/Universal*)
Total Plays: 93, Total Stations: 10, Adds: 1

RACHEL Z f/ **CHRIS BOTTI** Tears 4 Your Love (*NYC/GRP*)
Total Plays: 76, Total Stations: 9, Adds: 1

LUTHER VANDROSS I'm Only Human (*LV/Virgin*)
Total Plays: 69, Total Stations: 7, Adds: 1

DOTSERO If You Only Knew (*Ichiban*)
Total Plays: 59, Total Stations: 7, Adds: 0

MARILYN SCOTT The Last Day (*Warner Bros.*)
Total Plays: 49, Total Stations: 4, Adds: 1

Songs ranked by total plays

Marcus Johnson

"88 Ways To Love"

the seductive new single

Impact Date: February 11th

from the CD
Chocolate City Groovin'

[N2K 10030]



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NAC notes

with Carol Archer

Boney, Boney, Boney: In its second week, there's almost nothing left to say about **Boney James'** "Into the Blue" (Warner Bros.), except don't get trampled as it rushes to the top. Ninety percent of the panel is already on it, and they're granting this great track significant rotation increases, making it Most Increased with +265 plays. Eleven new adds this week, with only four stations — perhaps proponents of the "let's *not* play the hits" theory of programming — holding out.

Jim Brickman's "Rendezvous" (Windham Hill) is poised for an impressive debut next week from its slot at the top of New & Active. It's Second Most Increased, with +166 plays and is also among the Most Added with a dozen new adds this week.

Another great week for **Gota's** "In the City

Life" (Instinct), as it moves 26-19* with an increase in plays of 147. Eighty-four percent of the panel has shown early confidence in the track.

Brian Bromberg's "September" (Zebra) and **Richard Elliot's** "Ain't Nothin' Like the Real Thing" (Blue Note) are tied for second Most Added with 13 adds apiece. Bromberg, already in power rotation at KYOT/Phoenix, picked up play at KSSJ/Sacramento. KWJZ/Seattle and WJZW/Washington, among others. Elliot was added at KKJZ/Portland and WJJJ/Pittsburgh, along with 11 others.

Don't miss **Jango's** "With Your Love" (Samson), an achingly beautiful cover of Victor Feldman's classic, fully fleshed out with smooth jazz instrumentation. Jango is the resurrection of Steve Nieves, the sax/percussion player displaced in the debacle of JVC/JMI's closing.

My favorite track on **Marilyn Scott's** *Avenues of Love* (Warner Bros.) is the lovely Brenda Russell composition "The Last Day." In it, Scott asks questions of spiritual consequence that are worthy of your attention, along with her poignant vocal. Added this week at KOAZ/Phoenix.

1999 marks the 60th anniversary of the legendary *Blue Note Records*. Dir./Marketing **Andy Sarnow** outlines some of the label's plans to celebrate its ongoing contribution to the jazz culture, including this creative promotional scheme with KSSJ/Sacramento.

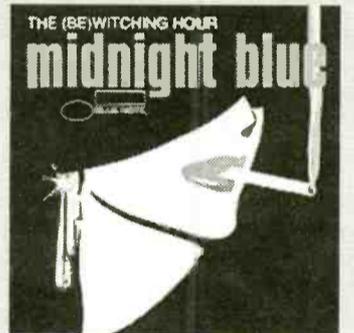
UNDER THE RADAR

R&R'S EXCLUSIVE BAROMETER FOR NEW MUSIC



Andy Sarnow

We're working in conjunction with Nordstrom and KSSJ in celebration of Black History Month. It was KSSJ Station Manager Steve Williams who approached us with this outstanding cross-marketing idea. KSSJ has been working closely with Nordstrom, and Steve has been great. What makes this such a perfect fit is that Blue Note has historically made an incredible contribution to black history by introducing black culture to a nonblack audience. • The bottom floor of the Nordstrom in Sacramento is going to be dedicated to Blue Note and its history. They'll feature listening posts with 24 titles, divided into four sections: contemporary artists such as Everette Harp, Pieces of a Dream and Bobby McFerrin; a section for vocalists, featuring Cassandra Wilson, Rachele Ferrell and Lena Horn; a classics section with Art Blakey, Miles Davis and John Coltrane; and a new traditional jazz section, with Stefan Harris. They will also feature blowups of our album covers and our logo throughout the store, and they'll play the video "The Story of Blue Note" on monitors throughout the store. And Everette Harp is going to perform at a station-sponsored event on Friday, Feb. 26. We're not selling stock in Nordstrom, but there is a Virgin store in the same mall that we'll direct people to. • We're doing a lot around traditional jazz for our anniversary, too, such as a tie-in with Jazz radio giant WBGO. I wish we had more opportunities to do things with NAC/Smooth Jazz radio. I'll certainly be looking for new ways to work more closely with them this year. • We're putting out our biggest classic Blue Note jazz titles, newly remastered by their original engineer, Rudy van Gelder. He's revisited his original recordings. They're incredible. They sound like you're in the studio. We'll be putting out 12 of these titles a month in March, April and May in their new, special packages. • Instead of *Rare Grooves* [a retrospective audio homage to the label's great '60s and '70s era], we're doing a "blue" series from the London DJ scene of the early '90s. They feature rare tracks from the vaults of Blue Note and some EMI Jazz that ranges from dance grooves to movie themes to Monk, covers of the *Kojak* theme, and others called *Blue Bacharach*, *Blue Brazil*, *Blue Valentine*, *Jump Blue*, *Blue Boogie* and *Midnight Blue*. While it's targeted at the youth market and the whole club/DJ scene, it's also indicative of our history from boogie-woogie and stride piano through Gershwin to '70s funk and rare grooves. • I'm very pleased with and proud of Blue Note's presence out there. *Blue Note Salutes Motown* and a Herbie Hancock boxed set are all part of widening recognition for the label, too.



Heads

February 4

3RD FORCE Revelation Of The Heart (Higher Octave)
TIL BRONNER We Fly Around The World (Verve)
BRAXTON BROTHERS A Night Of Love (Windham Hill)
JANGO With Your Love (Samson)



February 11

RICK BRAUN A Very Good Thing (Atlantic)
ERIC MARIENTHAL Mercy Mercy Mercy (I.E./Verve)
NELSON RANGELL The Way To You (Shanachie)

February 25

W. DOWNING & G. ALBRIGHT Pleasures Of The Night (Verve/Motown)
LA ESPERANZA Spanish Eyes (Higher Octave)
TOM SCOTT Smoking Section (Windham Hill)
PETER WHITE Autumn Day (Columbia)

WPLJ-FM New York

FM 802 Osaka

KVIL-FM, KESS-FM Dallas

WTIC-FM Hartford

Radio Art, Radio Sport,
Radi Station 106.8 Moscow

WKYS-FM Washington

KACD-FM/KBCD-FM, KJLH-FM,
KLVE-FM Los Angeles

WPHI-FM Philadelphia

Jovém Pan II, Multiplay Sao Paulo



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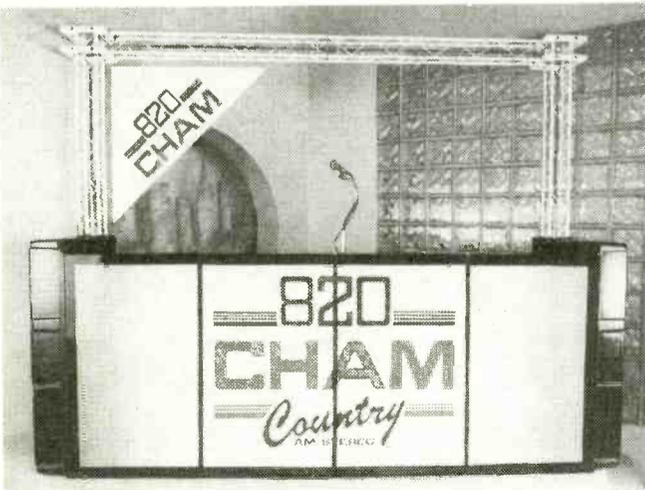
Stations and their adds listed alphabetically by market

<p>WHRL/Albany, NY OM/PD: Brant Curtiss DOWNING & ALBRIGHT "Stop" TESH F/INGRAM "Forever" BRICKMAN & ALPERT "Rendezvous" BRIAN BROMBERG "September"</p>	<p>WJZJ/Columbus, OH PD/MD: Bill Harman BRICKMAN & ALPERT "Rendezvous" BONEY JAMES "Into" WARREN HILL "Life"</p>	<p>KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart No Adds</p>	<p>KTNT/Oklahoma City, OK PD: Steve English MD: Stephani Stewart BONNIE RAITT "Belief" LUTHER VANDROSS "Human" KIRK WHALUM "Ascension" RICHARD ELLIOT "Nothin" BONEY JAMES "Into" KHANI COLE "Places"</p>	<p>KBZN/Salt Lake City, UT PD/MD: Rob Riesen CHAQUICO & FREEMAN "Maiden" TESH F/INGRAM "Forever"</p>	<p>WHCD/Syracuse, NY PD: Butch Charles APD/MD: Kenny Dees JIMMY SOMMERS "Promise" BONEY JAMES "Into"</p>
<p>KNIK/Anchorage, AK GM/PD: Dean Williams MD: John Clarke DUNCAN MILLAR "Vibes" KHANI COLE "Show" BRYAN SAVAGE "Mulholland" DANIEL HO "Side" NICHOLAS BEARDE "Pretend" SMOKE N' FUNCTION "Smokee" JOE ERCOLE "Manhattan"</p>	<p>KOAI/Dallas, TX PD: Michael Fischer MD: Teresa Kincaid No Adds</p>	<p>WLVE/Miami, FL PD: Bret Michael MD: Marc Taylor BONEY JAMES "Into" MARC ANTOINE "Concache" ED CALLE "Strollin"</p>	<p>WLOQ/Orlando, FL PD: Bill Wise MD: Patricia James RACHEL Z F.C. BOTTI "Tears"</p>	<p>KCJZ/San Antonio, TX PD: Norm Miller MD: Leis Calberg GOTA "City" BONEY JAMES "Into"</p>	<p>WJZT/Tallahassee, FL PD: Denny Alexander BRICKMAN & ALPERT "Rendezvous"</p>
<p>KSMJ/Bakersfield, CA PD/MD: Joel Widdows BRIAN BROMBERG "September" RICHARD ELLIOT "Nothin"</p>	<p>KHHH/Denver, CO PD: Becky Taylor APD/MD: Cheri Marquart RICHARD ELLIOT "Nothin" BRIAN BROMBERG "September"</p>	<p>WJZI/Milwaukee, WI PD: Chris Moreau BRICKMAN & ALPERT "Rendezvous" BONEY JAMES "Into" CHRIS STANDRING "Steven" JEFF LORBER "Midnight" GABRIELA ANDERS "Wanting"</p>	<p>WJPL/Peoria, IL PD: Rick Hirschmann TESH F/INGRAM "Forever" GEORGE BENSON "Cruise" FOURPLAY "Vest"</p>	<p>KIFM/San Diego, CA PD: Mike Vasquez APD/MD: Kelly Cole BRIAN BROMBERG "September"</p>	<p>WSJT/Tampa, FL PD/MD: Ross Block BRIAN BROMBERG "September" GABRIELA ANDERS "Wanting" RICHARD ELLIOT "Nothin"</p>
<p>WSJZ/Boston, MA PD/MD: Shirley Maldonado BRICKMAN & ALPERT "Rendezvous" FOURPLAY "Vest" BONEY JAMES "Into" BRIAN BROMBERG "September" ED CALLE "Strollin"</p>	<p>WVMV/Detroit, MI PD: Tom Sleeker MD: Sandy Kovach BRICKMAN & ALPERT "Rendezvous"</p>	<p>KSBR/Mission Viejo, CA OM/PD: Terry Wedel MD: Judy Davila JEFF LORBER "Down" DON GRUSIN "Laguna" RICHARD ELLIOT "Tell" MARC ANTOINE "Concache" ERIC MARIENTHAL "Way" SCOTT WILKIE "Sporty"</p>	<p>WJZZ/Philadelphia, PA PD: Anne Gress APD/MD: Michael Tozzi No Adds</p>	<p>KKSF/San Francisco, CA PD: Paul Goldstein APD/MD: Blake Lawrence No Adds</p>	<p>KOAZ/Tucson, AZ PD: Erik Foxx BRYAN SAVAGE "Mulholland" MARILYN SCOTT "Last"</p>
<p>WCCJ/Charlotte, NC PD/MD: Gerry D. Ballard No Adds</p>	<p>KEZL/Fresno, CA PD: Angie Handa MD: J. Weidenheimer GOTA "City" BONEY JAMES "Into" BRICKMAN & ALPERT "Rendezvous" RICHARD ELLIOT "Nothin"</p>	<p>KRVR/Modesto, CA PD: Jim Bryan MD: Doug Wulff SCOTT WILKIE "Home" DANIEL HO "Side" DAVID FRAZIER "Apache" NICK COLIENNE "Steppin"</p>	<p>KYOT/Phoenix, AZ PD: Nick Francis APD/MD: Greg Morgan No Adds</p>	<p>KQJZ/San Luis Obispo, CA PD: Andy Morris MD: David Atwood RICHARD ELLIOT "Nothin" BRIAN BROMBERG "September"</p>	<p>JRN (Jones NAC)/National PD: Steve Hibbard MD: Greg Allen DOWN TO THE BONE "Corner" BRICKMAN & ALPERT "Rendezvous"</p>
<p>WNUA/Chicago, IL PD: Bob Kaake APD/MD: Steve Stiles BRICKMAN & ALPERT "Rendezvous"</p>	<p>WGUF/Ft. Myers, FL PD/MD: John Conrad STEVE COLE "Night" DANIEL HO "Side" TESH F/INGRAM "Forever" ED CALLE "Strollin"</p>	<p>KXDC/Monterey, CA PD/MD: Scott O'Brien DANIEL HO "Side" GEORGE DUKE "It's" SCOTT WILKIE "Home" SMOKE N' FUNCTION "Smokee"</p>	<p>WJZZ/Pittsburgh, PA PD: Carl Anderson MD: Herschel BRIAN BROMBERG "September" RICHARD ELLIOT "Nothin"</p>	<p>KMGQ/Santa Barbara, CA OM/PD: Mark Elliott APD/MD: Steve Bauer TESH F/INGRAM "Forever" CHAQUICO & FREEMAN "Maiden" GOTA "City"</p>	<p>KWSJ/Wichita, KS PD: Nancy Johnson MD: Dallas Scott GOTA "City" BRICKMAN & ALPERT "Rendezvous" TESH F/INGRAM "Forever" CHAQUICO & FREEMAN "Maiden"</p>
<p>WVAE/Cincinnati, OH OM: T.J. Holland PD: Laura Dane MD: Steve Wiersman CHAQUICO & FREEMAN "Maiden" BONEY JAMES "Into" RICHARD ELLIOT "Nothin"</p>	<p>WYJZ/Indianapolis, IN PD/MD: Carl Frye BRIAN BROMBERG "September" RICHARD ELLIOT "Nothin"</p>	<p>WQCD/New York, NY PD: John Mullen MD: Rick Laboy GOTA "City" MARC ANTOINE "Concache"</p>	<p>WWND/Raleigh, NC PD/MD: Don Brookshire BRICKMAN & ALPERT "Rendezvous" CHRIS STANDRING "Steven"</p>	<p>KJZY/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton ED CALLE "Sebastian" GABRIELA ANDERS "Wanting" RICHARD ELLIOT "Nothin"</p>	<p>50 Total Reporters 50 Current Reporters 48 Current Playlists</p>
<p>WNWV/Cleveland, OH PD/MD: Bernie Kimble RICHARD ELLIOT "Nothin" BRIAN BROMBERG "September"</p>	<p>WFSJ/Jacksonville, FL PD: Hank Dole APD/MD: Craig Williams BRICKMAN & ALPERT "Rendezvous" RICHARD ELLIOT "Nothin"</p>	<p>WJCD/Norfolk, VA OM/PD: Maxine Todd MD: Larry Hollowell BONEY JAMES "Into"</p>	<p>KSSJ/Sacramento, CA Station Mgr.: Steve Williams APD/MD: Ken Jones BRIAN BROMBERG "September" STEVE COLE "Night"</p>	<p>KWJZ/Seattle, WA PD: Carol Handley MD: Dianna Rose BRIAN BROMBERG "September" GRANT GEISSMAN "Save?"</p>	<p>Did Not Report, Playlist Frozen (2): WJZF/Atlanta, GA KCIY/Kansas City, MO</p>

WIL WKLY WLZR WMZQ WPGC WRUF WRVA WSNE WTPI WWDB WWWM CHOM KNIX WCSX WGST WHCN WTPA KTFM KBOS WSSL KSFO

WISH KKL T CIMX KLT Y WDVE KZLA WZTR KWJ KWNZ

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WISH KKL T CIMX KLT Y WDVE KZLA WZTR KWJ KWNZ



CYNDEE MAXWELL

ROCK

The Truth Is Out There

Three major-market GSMs reveal the secrets of great salesmanship: passion, teamwork and a close relationship with clients

Every industry has its closely guarded secrets. Great chefs shield their recipes, football teams keep their playbooks under lock and key, and we've all heard the urban legend about the government's conspiracy to cover up an extraterrestrial encounter at Roswell, NM. Lucky for us, three major-market GSMs were willing to come forth with the truth and discuss what makes a great salesperson.

No Spark Necessary

In the largest radio revenue market, KLOS/Los Angeles GSM

Bob Koontz believes that a combination of managing inventory along with a close working relationship between clients and salespeople is key to the overall picture. But does the 25-year radio sales vet ever have times when he

doesn't feel like picking up the phone? "No, I just love this business and what I do. I'm motivated by the job. I don't want to tell anybody how fun it is, because somebody might want my job. There's nothing I need to spark myself with to get going."

Such motivation allows Koontz to be punctual when dealing with clients, something he believes is crucial for sales success. "I'm the type who doesn't procrastinate. I just take care of things as they come along, and that's helped me with my career over the years. I've seen more people get in trouble by procrastinating, not taking care of problems, and then pissing off clients."

"This business has changed so much in the last 25 years," Koontz continues. "A salesperson has to be persistent. I remember when I started in the business many moons ago, and the teaching was, 'Don't take no,' and, 'You're going to get rejected a zil-

lion times before you get a yes.' I don't think that's changed at all today. However, with consolidation, everything has gotten much more sophisticated. Everybody has huge budgets to meet, and it takes a much more sophisticated salesperson to work smart and get that business on the books."

Despite the many changes Koontz has witnessed in the industry, he believes the basics are the same and hasn't felt a need to adjust his game over the years. "I've been a sales manager at a couple of other properties, and it's pretty much the same. You're managing personalities with your sales staff, you're managing personalities with clients, and then you're managing the inventory. It's all basically the same, except some stations have more inventory than others."

Ready To Rock

Over her 17-year career in sales, WWDC/Washington, DC GSM **Melissa Kelly** has spent considerable time in and around the DC area. She has sales experience at WPGC, WHFS and WPOC/Baltimore, to name a few stations. Like Koontz, Kelly doesn't have days when she doesn't feel motivated. "I enjoy the fast-paced, challenging environment here at DC101. I always have something to look forward to each day. All I have to do is tune in the station, and I am ready to rock."

In defining her own accomplishments in the sales world, Kelly looks outward. "I attribute

my success to the growth and the development of the people around me. I like to be around the best of the best, and working at DC101 has afforded me this luxury. I am in my dream job. I can't wait to get to work each day. I'm a Washingtonian and a rocker. I have listened to DC101 all of my life and love what I do. I have the greatest GM, Rick Mack, the best sales managers — LSM Becky Hayes, NSM David Asher and Sales Coordinator Dian Smith — and the most talented sales force in DC. So, I guess I don't need much motivation. I am very lucky."

Although her sales career is lengthy, Kelly is concise in detailing the qualities that make one great. "A successful salesperson has to be a person who wants to win for the station and the clients; someone who has an

I attribute my success to the growth and the development of the people around me. I like to be around the best of the best, and working at DC101 has afforded me this luxury.
—Melissa Kelly

enormous amount of command, a large healthy ego and the ability to make it happen."

One Team Ball

With over 20 years of experience as a GSM — the last 15 at 98 Rock — WIYY/Baltimore's **Irvin Zelt** recognizes that teamwork and the right surroundings inspire exceptional sales talent. "The way a great salesperson becomes a great salesperson is a direct result of the environment created by the GSM. You must have the right environment. I've always considered the concept of one team ball. Sales, programming and promo-



A COMMAND PERFORMANCE — Fans from around the globe joined KISW/Seattle to hear hometown boys Queensryche's first live performance with new guitarist Kelly Gray. The fan club-only show also gave the band the opportunity to debut new material. Still sweating after an hour-long set are (l-r) Queensryche guitarist Michael Wilton and drummer Scott Rockenfield, KISW APD Cathy Faulkner (not sweaty), Gray, lead singer Geoff Tate and bassist Eddie Jackson.

Don't worry about how much money you're going to make. Worry about fact-finding and gathering the information by which you can make this client an absolute success.

—Irvin Zelt

tion all mesh as a team. Within the sales team itself, each person has a pinch hitter, each person has backups. They are not in competition with each other, and they are not in competition with their managers."

Once the environment is in place, Zelt explains, the next facet in building a great sales team lies in the sales staff performing the role of consultant for their clients. "I absolutely believe that consultancy — and the knowledge you need for true consultancy — is the second most important aspect. We involve our sales marketers in every aspect of what we do, from setting budgets to reviewing the book when it comes out. We will do what is known as 'strata detail,' which is held by one team member as a leader and a second team member as that leader's backup. That will rotate around the group."

"We do the same thing with the Scarborough information. We look at the entire market as well as our own station in a very cold light. We see all the pitfalls as well as the pluses in all the stations, and we role-play through how you would consult the client. At the end, you have a written report of all the information you need when you're consulting. After you use that for a couple of weeks in a new book situation, you have it virtually memorized."

Keeping things positive adds up to success for the client, Zelt

reveals. "There is a very strong emphasis on no negatives, none of the time. We are not in the business of negating any station, because we believe we are broadcasters, not salespeople. When that is the focus, and the salesperson is truly a consultant, it means they are going to be interested first in the client's success. It is, after all, the client's dollar."

"The beneficiaries of that success become the station and the salesperson," Zelt concludes. "The better the client does, the better the salesperson does, the better the station does all the way down the line. Don't worry about how much money you're going to make. Worry about fact-finding and gathering the information by which you can make this client an absolute success. How is that determined? The same way it is in the radio business. If the client begins to start taking larger shares from his competitors, we know he's a winner. It's bottom-line."

R&R Rock Asst. Editor **Frank Correia** contributed to this column.

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@rroonline.com

I'm the type who doesn't procrastinate. I've seen more people get in trouble by procrastinating, not taking care of problems, and then pissing off clients.

—Bob Koontz

The Black Crowes *Only A Fool*

the first multi-format single from the new album
"By Your Side"



"Souled Out" Tour Begins Feb 11

"★★★" - *Rolling Stone*

"The songs are positively spine-tingling." - *Guitar Player*

"...a sound this good can never go out of style." - *The New York Post*

"Chris Robinson may be one of today's most soulful singers." - *LA Daily News*

Produced by Patrick Leonard
Album version produced by Kevin Shirley
Management: Angelus Entertainment

www.blackcrowes.com
www.columbiarecords.com

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ENTERTAINMENT

3W	2W	LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	BLACK CROWES Kickin' My Heart... (American/Columbia)	1752	1787	1873	1950	75/0
20	8	4	2	COLLECTIVE SOUL Heavy (Atlantic)	1670	1464	1249	654	85/1
7	5	5	3	CREED One (Wind-up)	1598	1461	1430	1235	80/0
3	2	2	4	LENNY KRAVITZ Fly Away (Virgin)	1585	1711	1754	1903	72/0
2	3	3	5	METALLICA Turn The Page (Elektra/EEG)	1323	1499	1705	1910	65/0
8	9	7	6	TRAIN Free (Aware/Columbia)	1289	1264	1222	1155	72/0
10	11	11	7	EVERLAST What It's Like (Tommy Boy)	1221	1080	969	876	57/1
6	4	6	8	KENNY WAYNE SHEPHERD Everything Is... (Revolution/Reprise)	1218	1411	1452	1466	63/0
4	6	8	9	GOO GOO DOLLS Slide (Warner Bros.)	1150	1214	1395	1580	58/0
9	10	10	10	FLYS Got You (Where I Want You) (Delicious Vinyl/Trauma)	1129	1122	1119	1075	57/0
5	7	9	11	JONNY LANG Still Rainin' (A&M)	1115	1211	1366	1492	58/0
13	12	12	12	INDIGENOUS Now That You're Gone (Pachyderm)	1050	990	839	781	62/0
32	22	13	13	METALLICA Whiskey In The Jar (Elektra/EEG)	1013	800	535	270	74/4
22	20	18	14	EVE 6 Leech (RCA)	641	610	563	516	53/1
14	14	14	15	CLASS OF '99 Another Brick In The Wall (Columbia)	620	663	704	746	46/0
BREAKER			16	R.E.M. Lotus (Warner Bros.)	605	493	335	73	51/7
18	15	17	17	OFFSPRING Pretty Fly (For A White Guy) (Columbia)	593	615	670	695	32/0
15	16	16	18	HOLE Celebrity Skin (DGC/Geffen)	575	617	664	736	33/0
12	13	15	19	FUEL Bittersweet (550 Music/ERG)	564	645	746	801	37/0
BREAKER			20	BARE JR. You Blew Me Off (Immortal/Epic)	550	480	331	144	58/7
—	29	24	21	BLACK SABBATH Selling My Soul (Epic)	548	510	360	114	53/9
BREAKER			22	JOHN MELLENCAMP I'm Not Running Anymore (Columbia)	544	318	99	17	40/1
27	26	21	23	REMY ZERO Prophecy (DGC/Geffen)	533	529	496	435	47/0
17	17	19	24	EVE 6 Inside Out (RCA)	517	569	638	701	36/0
23	23	20	25	ROB ZOMBIE Dragula (Geffen)	513	541	529	515	31/0
25	25	23	26	GODSMACK Whatever (Republic/Universal)	485	516	497	491	49/3
29	27	29	27	MONSTER MAGNET Powertrip (A&M)	391	392	404	372	37/1
—	—	36	28	CANDLEBOX Happy Pills (Maverick/WB)	384	209	53	48	45/11
11	21	28	29	BLACK SABBATH Psycho Man (Epic)	379	424	541	816	26/0
DEBUT			30	SCREAMIN' CHEETAH WHEELIES Right... (Capricorn/Mercury)	313	97	68	67	35/10
49	37	32	31	MOTLEY CRUE Enslaved (Motley/Beyond)	310	259	213	121	33/2
—	48	33	32	NAZARETH Light Comes Down (CMC)	298	240	135	53	29/4
—	—	41	33	SON VOLT Straightface (Warner Bros.)	293	166	8	—	35/5
19	18	25	34	KISS You Wanted The Best (Mercury)	268	497	634	679	24/0
DEBUT			35	HOLE Malibu (DGC/Geffen)	261	120	105	72	26/7
21	24	30	36	MOON DOG MANE Turn It Up (Eureka)	259	386	506	589	18/0
—	41	34	37	STABBING WESTWARD Haunting Me (Columbia)	249	218	176	74	26/2
—	—	43	38	SUSAN TEDESCHI It Hurt So Bad (Tone Cool/Rounder/Mercury)	214	164	120	1	30/4
—	—	42	39	ROB ZOMBIE Living Dead Girl (Geffen)	211	166	116	80	28/8
40	40	40	40	DC TALK My Friend (So Long) (Virgin)	208	181	186	172	20/0
DEBUT			41	OFFSPRING Why Don't You Get A Job? (Columbia)	182	69	21	16	16/3
DEBUT			42	OLEANDER Why I'm Here (Republic/Universal)	181	94	49	9	32/12
DEBUT			43	SECOND COMING Vintage Eyes (Capitol)	175	30	4	—	30/8
31	35	37	44	U2 Sweetest Thing (Island)	157	200	222	271	10/0
26	33	46	45	CANDLEBOX 10,000 Horses (Maverick/WB)	154	163	267	473	11/0
47	47	47	46	ROLLING STONES Memory Motel (Virgin)	153	161	138	141	13/2
43	44	44	47	SOUL COUGHING Circles (Slash/WB)	149	163	168	146	16/0
DEBUT			48	CUTTERS Satisfied (CMC)	147	106	52	6	23/6
45	46	48	49	NEW RADICALS You Get What You Give (MCA)	147	148	143	145	10/0
28	32	35	50	ECONOLINE CRUSH Surefire (Never Enough) (Restless)	145	211	274	400	15/0

This chart reflects airplay from January 25-31. Songs ranked by total plays. Highlighted songs indicate Breaker. 86 Rock reporters. 85 Current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1999, R&R Inc.

NEW & ACTIVE

MARILYN MANSON I Don't Like The Drugs... (Nothing/Interscope)

Total Plays: 142, Total Stations: 17, Adds: 2

ORGY Blue Monday (Elementree/Reprise)

Total Plays: 142, Total Stations: 17, Adds: 0

CRACKER The World Is Mine (Virgin)

Total Plays: 139, Total Stations: 12, Adds: 0

GOO GOO DOLLS Dizzy (Warner Bros.)

Total Plays: 139, Total Stations: 13, Adds: 3

SEMISONIC Secret Smile (MCA)

Total Plays: 136, Total Stations: 14, Adds: 1

RUSH Closer To The Heart (Anthem/Atlantic)

Total Plays: 132, Total Stations: 17, Adds: 1

FLIGHT 16 Fly (550 Music/ERG)

Total Plays: 129, Total Stations: 20, Adds: 3

SUGAR RAY Every Morning (Lava/Atlantic)

Total Plays: 113, Total Stations: 10, Adds: 2

CREED I'm Eighteen (Columbia)

Total Plays: 113, Total Stations: 13, Adds: 2

FEAR FACTORY Descent (Roadrunner)

Total Plays: 105, Total Stations: 13, Adds: 1

Songs ranked by total plays

BREAKERS

R.E.M.

Lotus (Warner Bros.)

TOTAL PLAYS/INCREASE: 605/112
TOTAL STATIONS/ADDS: 51/7
CHART: 16

BARE JR.

You Blew Me Off (Immortal/Epic)

TOTAL PLAYS/INCREASE: 550/70
TOTAL STATIONS/ADDS: 58/7
CHART: 20

JOHN MELLENCAMP

I'm Not Running Anymore (Columbia)

TOTAL PLAYS/INCREASE: 544/226
TOTAL STATIONS/ADDS: 40/1
CHART: 22

MOST ADDED

ARTIST/TITLE LABEL(S)	ADDS
OLEANDER Why I'm Here (Republic/Universal)	12
CANDLEBOX Happy Pills (Maverick/WB)	11
SCREAMIN' CHEETAH WHEELIES Right... (Capricorn/Mercury)	10
BLACK SABBATH Selling My Soul (Epic)	9
MAYFIELD FOUR Don't Walk Away (Epic)	9
SECOND COMING Vintage Eyes (Capitol)	8
ROB ZOMBIE Living Dead Girl (Geffen)	8
BARE JR. You Blew Me Off (Immortal/Epic)	7
HOLE Malibu (DGC/Geffen)	7
JONNY LANG Wander This World (A&M)	7
R.E.M. Lotus (Warner Bros.)	7

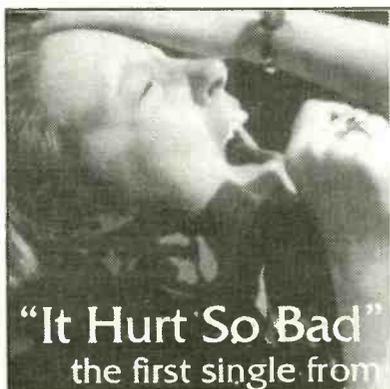
MOST INCREASED PLAYS

ARTIST/TITLE LABEL(S)	TOTAL PLAY INCREASE
JOHN MELLENCAMP I'm Not Running... (Columbia)	+226
SCREAMIN' CHEETAH WHEELIES Right... (Capricorn/Mercury)	+216
METALLICA Whiskey In The Jar (Elektra/EEG)	+213
COLLECTIVE SOUL Heavy (Atlantic)	+206
CANDLEBOX Happy Pills (Maverick/WB)	+175
SECOND COMING Vintage Eyes (Capitol)	+145
EVERLAST What It's Like (Tommy Boy)	+141
HOLE Malibu (DGC/Geffen)	+141
CREED One (Wind-up)	+137
SON VOLT Straightface (Warner Bros.)	+127

HOTTEST RECURRENTS

ARTIST/TITLE LABEL(S)	TOTAL PLAY INCREASE
CREED What's This Life For (Wind-up)	+127
DAYS OF THE NEW The Down Town (Outpost/Geffen)	+127
MONSTER MAGNET Space Lord (A&M)	+127
KENNY WAYNE SHEPHERD Blue On Black (Revolution/Reprise)	+127
PEARL JAM Elderly Woman Behind... (Epic)	+127
DAYS OF THE NEW Touch, Peel, And Stand (Outpost/Geffen)	+127
CREED My Own Prison (Wind-up)	+127
GOO GOO DOLLS Iris (Warner Sunset/Reprise)	+127
AEROSMITH I Don't Want To Miss A Thing (Columbia)	+127
JOHN MELLENCAMP Your Life Is Now (Columbia)	+127

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



Susan Tedeschi

Rock Chart 43 - 38

New Adds: KQRS KLPX WZZR WPYX WCLG

#1 Phones At: KMJX KTAL KRQC

the first single from "It Hurt So Bad" the first single from "Just Won't Burn" Already On: WDVE WCKW WEGR and many more

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ROCK PLAYLISTS

February 5, 1999 R&R • 89

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102.7 FM WNEW

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
28	24	26	25	25	BLACK CROWES/Kickin' My Heart
13	12	15	24	24	CREED/One
13	19	25	23	23	EVERLAST/What It's Like
8	16	13	23	23	COLLECTIVE SOUL/Heavy
26	21	22	23	23	METALLICA/Turn The Page
22	22	22	15	15	U2/Sweetest Thing
27	25	25	14	14	LENNY KRAVITZ/Fly Away
14	12	12	14	14	TRAIN/Free
12	14	14	14	14	R.E.M./Lotus
11	14	12	14	14	HOLE/Celebrity Skin
12	14	12	13	13	INDIGENOUS/Now That You're Gone
12	14	13	13	13	MARVELOUS 3/Freak Of The Week
10	14	13	12	12	SUGAR RAY/Every Morning
11	13	11	11	11	BRUCE SPRINGSTEEN/Seven Angels
5	8	11	11	11	BLACK CROWES/Only A Fool
7	8	10	10	10	METALLICA/Whiskey In The Jar
7	12	15	10	10	COLLECTIVE SOUL/Heavy
3	3	3	3	3	DAVE MATTHEWS BAND/Crush
3	3	3	3	3	EVE 6/Leech

MARKET #2
KLOS/Los Angeles
(310) 840-4836
Wilde

KLOS 95.5

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
14	11	12	19	19	GOD GOD DOLLS/Slide
18	12	17	17	17	TRAIN/Free
13	10	17	17	17	INDIGENOUS/Now That You're Gone
16	9	17	17	17	JOHN MELLENCAMP/Your Life Is Now
9	14	16	16	16	ROLLING STONES/Memory Motel
16	14	13	16	16	BRUCE SPRINGSTEEN/Lion's Den
6	12	14	15	15	BLACK CROWES/By Your Side
13	13	12	15	15	R.E.M./Lotus
22	10	14	14	14	JOHNNY LANG/Still Raining
8	8	9	9	9	METALLICA/Turn The Page
2	6	9	9	9	COLLECTIVE SOUL/Heavy
6	7	7	8	8	BIG HEAD TODD.../Fangbrine
8	5	7	8	8	DISHWALL/Until I Wake Up
8	7	8	8	8	JOHN MELLENCAMP/I'm Not Running...
6	6	8	8	8	LENNY KRAVITZ/Fly Away
7	6	8	8	8	KENNY WAYNE SHEPHERD/Everything Is Broken
5	5	7	7	7	SON VOLTI/Straightface
6	6	6	6	6	COLLECTIVE SOUL/Run
6	5	8	8	8	JOHN MELLENCAMP/Eden Is Burning
7	7	6	6	6	BLACK CROWES/Kickin' My Heart...
4	3	5	5	5	KENNY WAYNE SHEPHERD/Blue On Black
22	12	17	3	3	BRIAN SETZER ORCH./This Car's On A...
12	5	1	3	3	U2/Sweetest Thing
20	14	4	2	2	R.E.M./Daysleeper
3	1	3	2	2	MATCHBOX 20/Real World
2	1	3	2	2	PAGE/Plants/Thinning In The Light
1	4	2	2	2	AEROSMITH/Don't Want To
2	2	4	1	1	BIG HEAD TODD.../Boom Boom
4	2	2	1	1	GOD GOD DOLLS/Iris

MARKET #5
WMMR/Philadelphia
(610) 771-0933
Bonadonna/Zipeto

WMMR 95.5

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
28	26	27	22	22	U2/Sweetest Thing
25	27	26	22	22	BLACK CROWES/Kickin' My Heart
8	10	13	17	17	COLLECTIVE SOUL/Heavy
8	13	15	17	17	R.E.M./Lotus
12	22	23	16	16	TRAIN/Free
21	24	24	16	16	OC TALK/My Friend (So Long)
26	25	25	14	14	LENNY KRAVITZ/Fly Away
13	13	14	12	12	METALLICA/Turn The Page
9	12	14	11	11	BARE JR./You Blew Me Off
14	12	14	11	11	METALLICA/Whiskey In The Jar
9	11	12	10	10	FLY/Got You (Where...)
11	14	11	9	9	INDIGENOUS/Now That You're Gone
11	14	11	9	9	CRACKER/The World Is Mine
11	13	9	9	9	REMY ZERO/Prophecy
12	12	13	8	8	JOHNNY LANG/Still Raining
13	12	13	8	8	HOLE/Malibu
13	12	13	4	4	HOLE/Celebrity Skin
10	8	6	2	2	PEARL JAM/Given To Fly
9	6	2	2	2	ROLLING STONES/Alive With Me
10	7	6	2	2	FOO FIGHTERS/My Hero
13	13	7	1	1	FUEL/Bittersweet
3	3	3	3	3	GOD GOD DOLLS/Dizzy
3	3	3	3	3	MAYFIELD FOUR/Don't Walk Away

MARKET #14
KISW/Seattle
(206) 285-7625
Ryan/Faulkner

KISW 99.9 FM

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
24	21	26	28	28	BLACK CROWES/Kickin' My Heart...
24	22	26	27	27	CREED/One
29	23	24	26	26	METALLICA/Turn The Page
13	16	19	26	26	COLLECTIVE SOUL/Heavy
20	17	18	26	26	QUEENS OF.../I Only
13	14	18	26	26	CLASS OF '99/Another Brick In...
11	11	12	16	16	KENNY WAYNE SHEPHERD/Everything Is Broken
14	14	19	16	16	EVERLAST/What It's Like
11	13	10	16	16	BLACK SABBATH/Selling My Soul
12	10	13	16	16	GODSMACK/Whatever
13	12	14	16	16	ROB ZOMBIE/Living Dead Girl
4	14	13	16	16	SECOND COMING/Vintage Eyes
12	12	12	16	16	OFFSPRING/The Kids Aren't...
12	12	12	16	16	TOOL/Eulogy
8	10	12	16	16	CANDLEBOX/Happy Pills
10	6	12	11	11	TRAIN/Free
13	10	11	11	11	GOODNESS/Bitter Man
9	9	9	11	11	KORN/Freak On A Leash
20	17	19	4	4	KISS/Within
20	17	19	4	4	STABBING WESTWARD/Haunting Me

MARKET #15
KDKB/Phoenix
(602) 897-9300
Maranville/Lea

KDKB Phoenix

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
48	40	40	47	47	INDIGENOUS/Now That You're Gone
47	39	41	46	46	FUEL/Bittersweet
4	9	11	45	45	METALLICA/Whiskey In The Jar
13	10	11	45	45	COLLECTIVE SOUL/Heavy
47	41	42	45	45	TRAIN/Free
47	40	43	44	44	BLACK CROWES/Kickin' My Heart...
43	37	45	44	44	CREED/One
3	10	16	44	44	DOVETAIL JOHN/Level On The Inside
5	3	11	15	15	DISHWALL/Stay Awake
11	8	11	15	15	GOD GOD DOLLS/Slide
13	8	10	14	14	CANDLEBOX/10,000 Horses
4	9	10	14	14	BLACK SABBATH/Selling My Soul
12	9	13	14	14	CANDLEBOX/Spy Pills
2	8	5	12	12	GOD GOD DOLLS/Dizzy
2	8	5	12	12	BARE JR./You Blew Me Off
4	7	9	11	11	MARILYN MANSON/I Don't Like...
13	14	10	10	10	EVE 6/Leech
14	19	12	9	9	CREED/18 Eighteen
1	3	7	9	9	OLEANDER/Why I'm Here
6	2	5	6	6	AFGHAN WHISKEY/Somethin' Hot
2	3	6	6	6	CLASS OF '99/Another Brick In...
3	3	6	6	6	PUSHMONKEY/Handside
4	2	5	6	6	STABBING WESTWARD/Haunting Me
9	1	4	5	5	PISTOLERO/Love Street
1	4	5	5	5	FLY/She's Sc Hugs
8	3	4	5	5	JOHNNY LANG/Wander This World
11	10	11	4	4	METALLICA/Turn The Page
11	10	11	4	4	HONKY TONK/Shakin' And A Bakin'
11	10	11	4	4	HOLE/Malibu
11	10	11	4	4	NEVER/It's Over Now

MARKET #17
WBAB/Long Island
(516) 587-1023
Buchmann/Wellman

WBAB 95.3/102.3

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
34	33	33	33	33	EAGLE-EYE CHERRY/Save Tonight
24	27	33	33	33	LENNY KRAVITZ/Fly Away
24	33	33	33	33	GOD GOD DOLLS/Slide
15	20	24	24	24	U2/Sweetest Thing
25	25	21	22	22	NEW RADICALS/You Get What You...
20	20	20	20	20	JOHNNY LANG/Still Raining
19	20	20	20	20	JULIAN LENNON/Day After Day
19	17	18	18	18	JOHN MELLENCAMP/I'm Not Running...
15	17	17	17	17	CREED/One
19	16	16	16	16	CRACKER/Seven Days
16	16	16	16	16	METALLICA/Turn The Page
24	23	21	15	15	ALANIS MORISSETTE/Thank U
17	19	15	15	15	CREED/What's This Life For
13	14	14	14	14	HOLE/Malibu
13	14	14	14	14	HOLE/Celebrity Skin
13	14	14	14	14	ROGERS F/JAGGER.../Don't Start Me To...
13	14	14	14	14	OFFSPRING/Why Don't You Get...
15	13	11	11	11	BLACK CROWES/Kickin' My Heart...
14	11	11	11	11	EVE 6/Inside Out
18	17	20	10	10	KENNY WAYNE SHEPHERD/Everything Is Broken
19	17	10	10	10	PEARL JAM/Elderly Woman...
18	17	10	10	10	ROLLING STONES/Gimme Shelter
15	10	10	10	10	COLLECTIVE SOUL/Heavy
13	10	10	10	10	HOLE/Celebrity Skin
15	12	10	10	10	MOON DOG MANE/I Believe
10	10	10	10	10	BLACK SABBATH/Psycho Man
10	10	10	10	10	EVE 6/Leech
7	10	10	10	10	TRAIN/Free
7	10	10	10	10	COLLECTIVE SOUL/Run
15	20	24	7	7	SHERYL CROW/My Favorite Mistake

MARKET #18
KXXR/Minneapolis
(612) 545-5601
Linder/Bitney

93 PURE ROCK

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
34	35	38	38	38	ROB ZOMBIE/Dracula
28	33	33	30	30	MONSTER MAGNET/Space Lord
18	23	30	30	30	METALLICA/Whiskey In The Jar
29	30	28	28	28	MEGAETHA/Secret Place
32	33	31	27	27	OFFSPRING/She's Got Issues
8	7	8	25	25	SEVEN DUST/Black
17	23	27	24	24	ROB ZOMBIE/Living Dead Girl
10	12	13	22	22	OFFSPRING/Pretty Fly (For...)
6	11	15	21	21	BARE JR./You Blew Me Off
8	14	20	20	20	MOTLEY CRUE/Enslaved
11	14	20	20	20	CREED/18 Eighteen
19	19	22	19	19	STABBING WESTWARD/Haunting Me
27	25	14	18	18	METALLICA/Fuel
17	17	17	17	17	METALLICA/Better Than You
12	16	15	16	16	HOLE/Celebrity Skin
18	20	16	16	16	KISS/Psycho Circus
18	20	16	16	16	ECONOLINE CRUSH/Surefire (Never...)
15	16	14	16	16	SPRUNG MONKEY/Super Breakdown
8	9	14	16	16	BLACK SABBATH/Psycho Man
9	9	13	13	13	GODSMACK/Whatever
12	14	11	13	13	MARILYN MANSON/I Don't Like...
11	12	11	13	13	MONSTER MAGNET/Powertrip
18	20	17	13	13	KING'S X/Fade
10	11	8	10	10	DRY/Breath Monday
7	7	10	10	10	LIMP BIZKIT/Faith
12	13	10	10	10	CREED/One
7	8	6	9	9	PANTERA/Hole In The Sky
19	18	9	9	9	SECOND COMING/Soft
4	4	7	7	7	KORN/Freak On A Leash
4	4	7	7	7	MOTLEY CRUE/Enslaved

MARKET #18
WRQC/Minneapolis
(612) 330-0100
MacLeash/Philpott

Rock 100.3

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
35	19	34	41	41	MEGAETHA/Secret Place
39	42	37	38	38	ROB ZOMBIE/Dracula
5	8	32	37	37	METALLICA/Whiskey In The Jar
11	23	27	37	37	EVERLAST/What It's Like
19	41	40	27	27	MOTLEY CRUE/Bitter Pill
7	13	19	26	26	KISS/You Wanted The Best
15	20	17	26	26	BLACK SABBATH/Psycho Man
16	21	18	26	26	CREED/One
20	19	23	24	24	LENNY KRAVITZ/Fly Away...
14	11	15	23	23	HOLE/Celebrity Skin
16	23	21	20	20	OFFSPRING/Pretty Fly (For...)
19	23	20	15	15	JERRY CANTRELL/Dickie
13	15	13	15	15	SEVENDUST/Black
11	10	13	15	15	MONSTER MAGNET/Powertrip
9	6	9	15	15	ROB ZOMBIE/Living Dead Girl
9	12	13	15	15	PANTERA/Hole In The Sky
1	7	7	13	13	BARE JR./You Blew Me Off
6	14	11	12	12	MARILYN MANSON/I Don't Like...
5	10	9	10	10	STABBING WESTWARD/Haunting Me
17	12	3	10	10	ECONOLINE CRUSH/Surefire (Never...)
10	12	11	9	9	GODSMACK/Whatever
14	9	8	9	9	CLASS OF '99/Another Brick In...
1	7	8	9	9	LIMP BIZKIT/Faith
1	7	8	9	9	OFFSPRING/Why Don't You Get...
3	6	7	7	7	CANDLEBOX/10,000 Horses
2	6	7	7	7	OLEANDER/Why I'm Here
2	6	7	7	7	FEAR FACTORY/Descant
2	6	7	7	7	BLACK SABBATH/Selling My Soul
4	6	5	5	5	SECOND COMING/Soft
2	8	5	5	5	MOTLEY CRUE/Enslaved

MARKET #21
WDVE/Pittsburgh
(412) 937-1441
Hart/Porter

WDVE 101.5

PLAYS	SW	ZW	LW	TW	ARTIST/TITLE
16	17	15	22	22	BLACK CROWES/Kickin' My Heart...
16	17	15	22	22	ROLLING STONES/Memory Motel
16	16	19	17	17	KENNY WAYNE SHEPHERD/Everything Is Broken
15	16	17	17	17	COLLECTIVE SOUL/Heavy
15	14	16	16	16	TRAIN/Free
16	17	16	16	16	JOHNNY LANG/Still Raining

Stations and their adds listed alphabetically by market

ROCK

WONE/Akron, OH
PD/MD: J.D. Kunes
11 METALLICA "Whiskey"
CANDLEBOX "Happy"

WPYX/Albany, NY
PD/MD: John Cooper
SUSAN TEDESCHI "Hurt"
R.E.M. "Lotus"
SCREAMIN' CHEETAH... "Right"

KZRR/Albuquerque, NM
OM: Frank Jaxon
PD: Phil Mahoney
MD: Rob Brothers
No Adds

WZZO/Allentown, PA
PD: Robin Lee
MD: Keith Moyer
FLY'S "Huge"

KWHL/Anchorage, AK
PD: Dan Thomas
MD: Kathy Mitchell
No Adds

WAPL/Appleton, WI
PD/MD: Randy Hawke
ROB ZOMBIE "Living"
MY FRIEND STEVE "Charmed"
CAMEL "Feels"

WZXL/Atlantic City, NJ
PD: Steve Raymond
MD: Kathy Coro
5 BLACK SABBATH "Selling"
5 ROB ZOMBIE "Living"
SCREAMIN' CHEETAH... "Right"
COME ON THUNDER... "Day"
SECOND COMING "Vintage"

WKGB/Binghamton, NY
PD: Jim Free
MD: Tim Boland
FLIGHT 16 "Fly"
CUTTERS "Satisfied"
MARVELOUS 3 "Freak"

WRQK/Canton, OH
OM: Chuck Stevens
Asst. OM: Todd Downer
ROB ZOMBIE "Living"
CUTTERS "Satisfied"
OLEANDER "Why"

WPXC/Cape Cod, MA
PD: Suzanne Tenair
MD: Brian Kelly
MAYFIELD FOUR "Walk"
GOODSMACK "Whatever"

KRNA/Cedar Rapids, IA
PD: Joe Nugent
MD: Tommy Lang
OLEANDER "Why"
MARILYN MANSON "Like"

WYBB/Charleston, SC
PD: Charlie Kendall
MD: John Bloodwell
MOTLEY CRUE "Enslaved"
BLACK SABBATH "Selling"

WKLC/Charleston, WV
PD: Mike Rappaport
No Adds

WWWV/Charlottesville, VA
PD: Rick Daniels
MD: Kym McKay
METALLICA "Whiskey"
MARVELOUS 3 "Freak"
JONNY LANG "Wander"
OLEANDER "Why"
NEVE "Over"

KFMF/Chico, CA
PD: Marty Griffin
APD/MD: Lisa Kelly
KORN "Freak"
LIMP BIZKIT "Faith"
CUTTERS "Satisfied"

WEBN/Cincinnati, OH
OM: Scott Reinhart
PD: Michael Walter
MD: Bob Garrett
15 NEVE "Over"
7 OFFSPRING "Get"

WVRK/Columbus, GA
PD/MD: Brian Waters
CANDLEBOX "Happy"
JONNY LANG "Wander"

WRKI/Danbury, CT
PD: Tom Bass
MD: Mary Scanlon
BARE JR. "Blew"
R.E.M. "Lotus"
SCREAMIN' CHEETAH... "Right"

WTUE/Dayton, OH
PD: Mike Thomas
APD/MD: John Beaulieu
16 SON VOLT "Straight"
CANDLEBOX "Happy"
BLACK SABBATH "Selling"

86 Total Reporters
86 Current Reporters
85 Current Playlists

Did Not Report, Playlist
Frozen (1):
KZOZ/San Luis
Obispo, CA

KQDS/Duluth, MN
PD: Rick Church
APD/MD: Bill Jones
CANDLEBOX "Happy"
JONNY LANG "Wander"
MARILYN MANSON "Like"
SON VOLT "Straight"

KLAQ/EI Paso, TX
PD/MD: "Magic" Mike Ramsey
APD: Glenn Garza
2 CREED "Eighteen"
1 SECOND COMING "Vintage"

WRKT/Erie, PA
VP/Programming: Ron Kline
MD: Sammy Stone
No Adds

KKEG/Fayetteville, AR
PD/MD: Mark Morgan
7 ROGERS/JAGGER... "Talkin'"
2 MAYFIELD FOUR "Walk"
2 STABBING WESTWARD "Haunting"

KWHL/Anchorage, AK
PD: Dan Thomas
MD: Kathy Mitchell
No Adds

WZZR/Ft. Pierce, FL
PD: Rich Dickerson
APD/MD: Woody Maxwell
SUSAN TEDESCHI "Hurt"
ROB ZOMBIE "Living"
HONKY TOAST "Shakin'"

WXKE/Ft. Wayne, IN
PD/MD: Doc West
2 JONNY LANG "Wander"
2 CUTTERS "Satisfied"
R.E.M. "Lotus"
FEAR FACTORY "Descent"
MAYFIELD FOUR "Walk"
SECOND COMING "Vintage"

WNDD/Gainesville, FL
PD: Trevor Ryley
MD: David Rice
2 SUGAR RAY "Every"
1 EVERCLEAR "Wonder"

WQCM/Hagerstown, MD
PD: David Miller
MD: Will Kauffman
SEMISONIC "Secret"
HOLE "Malibu"

WSTZ/Jackson, MS
PD: Tiana Patterson
APD/MD: Kevin Keith
No Adds

WRZK/Johnson City, TN
PD/MD: Mark E. McKinney
CANDLEBOX "Happy"
METALLICA "Whiskey"

WRKR/Kalamazoo, MI
PD: Michael Ferris
MD: Chris Winters
JONNY LANG "Wander"
SCREAMIN' CHEETAH... "Right"
CANDLEBOX "Happy"

WKHY/Lafayette, IN
PD: Gail Lewis
3 SCREAMIN' CHEETAH... "Right"
BLACK CROWES "Foot"
OLEANDER "Why"

KOMP/Las Vegas, NV
PD: Rick Daniels
MD: Kym McKay
METALLICA "Whiskey"
MARVELOUS 3 "Freak"
JONNY LANG "Wander"
OLEANDER "Why"
NEVE "Over"

WKQQ/Lexington, KY
PD: Tony Tifford
MD: RadioBoy
6 OFFSPRING "Get"
6 BLACK SABBATH "Selling"
5 MONSTERMAGNET "Powertrip"

KMJX/Little Rock, AR
PD: Tom Wood
MD: Jimmy Edwards
BLACK SABBATH "Selling"
COLLECTIVE SOUL "Heavy"

WBAB/Long Island, NY
VP/Prog.: Bob Buchmann
Ops. Dir.: Eric Wellman
R.E.M. "Lotus"

KLOS/Los Angeles, CA
PD/MD: Rita Wilde
No Adds

WTFX/Louisville, KY
OM/MD: Michael Lee
MD: Keith O'Leone
CUTTERS "Satisfied"
SON VOLT "Straight"

WQBZ/Macon, GA
PD/MD: Vance Shepherd
MAYFIELD FOUR "Walk"
ROGERS/JAGGER... "Talkin'"

WTAO/Marion, IL
MD: Matt Linsin
2 ROB ZOMBIE "Living"
1 NEVE "Over"
1 GOODSMACK "Whatever"

KFRQ/McAllen, TX
Int. PD/MD: Shilo Stevens
3 ROB ZOMBIE "Living"
SCREAMIN' CHEETAH... "Right"
LIT "Worst"
HOLE "Malibu"
LIVING END "Prisoner"

KZZE/Medford, OR
PD: Bill Meyer
MD: Jennifer Wilde
12 JONNY LANG "Wander"
RUSH "Closer"
NAZARETH "Light"

WBBB/Raleigh, NC
OM/MD: Andy Meyer
CANDLEBOX "Happy"

KRRX/Redding, CA
Co-PD/MD: Casey Freeland
Co-PD/Prog. Dir.: Cindy Shaw
BLACK SABBATH "Selling"
CREED "Eighteen"
DOVETAIL JOINT "Inside"
FASTBALL "Out"

KXXR/Minneapolis, MN
OM: Dave Hamilton
PD: Wade Linder
MD: Josh Birney
OLEANDER "Why"
MAYFIELD FOUR "Walk"

WROC/Minneapolis, MN
OM: Andy Bloom
PD: Lauren MacLeash
APD/MD: Jay Philpott
CANDLEBOX "Happy"
COLLECTIVE SOUL "Heavy"
KORN "Freak"

KMBY/Monterey-Salinas, CA
PD: Chris White
MD: Rich Berlin
MARVELOUS 3 "Freak"
HOLE "Malibu"
OLEANDER "Why"
SECOND COMING "Vintage"

KRQC/Monterey-Salinas, CA
PD/MD: Rick Anderson
APD: Dave "Big Dog" Cockrell
BLACK CROWES "Foot"
ROGERS/JAGGER... "Talkin'"
DOVETAIL JOINT "Inside"
OLEANDER "Why"

WCLG/Morgantown, WV
PD/MD: Jeff Miller
APD: Jim Harrison
MD: Chris Robbins
4 SUSAN TEDESCHI "Hurt"
MARVELOUS 3 "Freak"

WPLR/New Haven, CT
PD: John Griffin
MD: Pam Landry
No Adds

WYNN/New Orleans, LA
PD: Ted Edwards
MD: Paul Marshall
No Adds

WNEW/New York, NY
OM/MD: Garry Wall
MD: Andrea Karr
3 DAVE MATTHEWS BAND "Crush"
EVE 6 "Leech"

WKLT/NW Michigan
PD/MD: Terri Ray
MAYFIELD FOUR "Walk"
OLEANDER "Why"
BLACK SABBATH "Selling"

KATT/Oklahoma City, OK
OM/MD: Chris Baker
MD: Jake Daniels
MATCHBOX 20 "Back"
NAZARETH "Light"

KEZO/Omaha, NE
PD/MD: Bruce Patrick
OFFSPRING "Get"
HOLE "Malibu"

KCLB/Palm Springs, CA
18 EVERLAST "Like"
SECOND COMING "Vintage"
GOODSMACK "Whatever"
OLEANDER "Why"

WGLO/Peoria, IL
OM/MD: Russ Schenk
APD/MD: Tim Yinien
OLEANDER "Why"
BARE JR. "Blew"
FLIGHT 16 "Fly"

WWCT/Peoria, IL
PD/MD: Joe Calgano
No Adds

WMMR/Philadelphia, PA
PD: Joe Bonadonna
MD: Ken Zepeto
GOO GOO DOLLS "Dizzy"
MAYFIELD FOUR "Walk"

KOKB/Phoenix, AZ
OM/MD: Tim Maranville
MD: Tracy Lea
HONKY TOAST "Shakin'"
HOLE "Malibu"
NEVE "Over"

WDVE/Pittsburgh, PA
PD: Garrett Hart
MD: Val Porter
BARE JR. "Blew"
CANDLEBOX "Happy"
SON VOLT "Straight"

WRDX/Wilmington, DE
PD/MD: Bob Walton
3 SCREAMIN' CHEETAH... "Right"
1 R.E.M. "Lotus"
1 JONNY LANG "Wander"

WRQR/Wilmington, NC
PD/MD: Christine Martinez
SCREAMIN' CHEETAH... "Right"

KATS/Yakima, WA
PD/MD: Ron Harris
SECOND COMING "Vintage"
KORN "Freak"
MAYFIELD FOUR "Walk"

WNCD/Youngstown, OH
PD: Chris Patrick
MD: Don Nardella
MAYFIELD FOUR "Walk"
NEVE "Over"
DOVETAIL JOINT "Inside"
MARVELOUS 3 "Freak"

WRXL/Richmond, VA
PD: Brian Iles
APD/MD: Rik Maybee
ROB ZOMBIE "Living"
MAYFIELD FOUR "Walk"
FLY'S "Huge"
MY FRIEND STEVE "Charmed"
JULIAN LENNON "Day"
MAGIC LOVE FOUNTAIN "Wanna"

KCAL/Riverside, CA
PD: Steve Hoffman
MD: M.J. Matthews
MOONDOG MANE "Believe"
BUCKCHERRY "Lit"

WROV/Roanoke, VA
PD: Buzz Casey
MD: Bryan Shaw
17 BLACK CROWES "Foot"
MARVELOUS 3 "Freak"
SON VOLT "Straight"
MAYFIELD FOUR "Walk"

WXRK/Rockford, IL
PD: Keith Edwards
NAZARETH "Light"

WKQZ/Saginaw, MI
PD: Jack Lawson
LIT "Worst"

KBER/Salt Lake City, UT
PD: Bruce Jones
APD/MD: Helen Powers
EVERCLEAR "Wonder"
PLACEBO "Morning"

KSJO/San Jose, CA
PD: Jim Richards
MD: Laurie Free
No Adds

KXFX/Santa Rosa, CA
PD: Steve Garland
MD: Candy Chamberlain
SUGAR RAY "Every"

WYNF/Sarasota, FL
PD: Brian Medlin
MD: Cathy Taylor
R.E.M. "Lotus"

KISW/Seattle, WA
VP/GM: Clark Ryan
APD/MD: Cathy Faulkner
STABBING WESTWARD "Haunting"

KRRO/Sioux Falls, SD
int. PD: Reid Holten
4 BLACK SABBATH "Selling"
4 HOLE "Malibu"
4 MOTLEY CRUE "Enslaved"
4 R.E.M. "Lotus"
4 ROB ZOMBIE "Living"

KXUS/Springfield, MO
PD/MD: Mark McClain
APD: Steve Waters
CANDLEBOX "Happy"
BLACK SABBATH "Selling"
JOHN MELLENCAMP "Running"

WAQX/Syracuse, NY
PD: John McCrae
APD/MD: Dave Frisina
GOO GOO DOLLS "Dizzy"
OLEANDER "Why"
BARE JR. "Blew"

WZQZ/Terre Haute, IN
PD: Jim Stone
APD/MD: Debbie Hunter
DOVETAIL JOINT "Inside"
FLIGHT 16 "Fly"

WIOT/Toledo, OH
OM/MD: Russ Arlens
APD: Don Davis
MD: Susan Gates
No Adds

KXXR/Tri Cities, WA
PD: Curt Carter
APD/MD: Tim O'Rourke
GOO GOO DOLLS "Dizzy"
MARVELOUS 3 "Freak"

KLPX/Tucson, AZ
OM/MD: Larry Miles
ROLLING STONES "Hotel"
SCREAMIN' CHEETAH... "Right"
SUSAN TEDESCHI "Hurt"

KMOD/Tulsa, OK
OM/MD: Phil Stone
MD: Rob Hurt
SCREAMIN' CHEETAH... "Right"
METALLICA "Whiskey"

WEGW/Wheeling, WV
PD: Dana Kelly
MD: Jeff Jagger
SECOND COMING "Vintage"

WRDR/Wilmington, NC
PD/MD: Bob Walton
3 SCREAMIN' CHEETAH... "Right"
1 R.E.M. "Lotus"
1 JONNY LANG "Wander"

KATZ/Yakima, WA
PD/MD: Ron Harris
SECOND COMING "Vintage"
KORN "Freak"
MAYFIELD FOUR "Walk"

WNCN/Charlotte, NC
PD: Kelli Cluque
MD: Al Jones
FEAR FACTORY "Descent"
MARILYN MANSON "Like"

KEGL/Dallas, TX
PD: Greg Stevens
APD/MD: Cindy Scull
3 HOLE "Malibu"
2 OLEANDER "Why"
1 EVE 6 "Leech"

KBPI/Denver, CO
PD: Bob Richards
MD: Willie B. Hung
8 ECONOLINE CRUSH "All"

KAZR/Des Moines, IA
PD: Sean Elliott
MD: Paul Ostlund
OFFSPRING "Get"
SECOND COMING "Vintage"
OLEANDER "Why"

ACTIVE ROCK

KEYJ/Abilene, TX
OM/MD: Randy Jones
MD: Dave Michaels
ROB ZOMBIE "Living"
MAYFIELD FOUR "Walk"
FLY'S "Huge"
MY FRIEND STEVE "Charmed"
JULIAN LENNON "Day"
MAGIC LOVE FOUNTAIN "Wanna"

KZRK/Amarillo, TX
PD: Eric Staylor
MD: J. Curry
7 ROB ZOMBIE "Living"
NEVE "Over"

WIQB/Ann Arbor, MI
OM: Mark Thompson
APD/MD: Ken Ward
CANDLEBOX "Happy"
HOLE "Malibu"

KLBJ/Austin, TX
OM: Jeff Carrol
MD: Lorin Lowe
FLIGHT 16 "Fly"
OFFSPRING "Get"

KRAB/Bakersfield, CA
PD: Chris Squires
MD: Danny Spinks
18 ORGY "Blue"

WYBY/Baltimore, MD
PD: Rick Strauss
APD/MD: Frank Heckman
KORN "Freak"
LIMP BIZKIT "Faith"
SECOND COMING "Vintage"

WCPB/Biloxi, MS
OM: Kenny Vest
PD: Wayne Watkins
APD/MD: Scot Fox
SECOND COMING "Vintage"
FLY'S "Huge"
NEVE "Over"
MARVELOUS 3 "Freak"
MAYFIELD FOUR "Walk"
SCREAMIN' CHEETAH... "Right"

WAAF/Boston, MA
PD: Dave Douglas
APD: Ron Valeri
MD: John Osterlind
7 KID ROCK "Bawdidda"

WKPE/Cape Cod, MA
PD/MD: Dan Towars
12 ROB ZOMBIE "Living"
1 SECOND COMING "Vintage"
1 MOTLEY CRUE "Enslaved"

WZNF/Champaign, IL
PD: Sturgis
MD: Stacy Corner
1 PANTERA "Hole"
1 FEAR FACTORY "Descent"
1 BARE JR. "Blew"
1 NEVE "Over"

WXRC/Charlotte, NC
PD: Ron Bowen
SUGAR RAY "Every"
R.E.M. "Lotus"
SCREAMIN' CHEETAH... "Right"
KORN "Freak"
STABBING WESTWARD "Haunting"
FUN LOVIN' CRIMINALS "Korean"

KRQR/Chico, CA
PD/MD: Don Wilson
3 HOLE "Malibu"
2 MAYFIELD FOUR "Walk"
2 NEVE "Over"

KILO/Colorado Springs, CO
Stn. Mgr./PD: Rich Hawk
APD/MD: Don Janzben
6 FUN LOVIN' CRIMINALS "Korean"

WAZU/Columbus, OH
PD: Charley Lake
APD/MD: Joe Show
BLACK SABBATH "Selling"
CANDLEBOX "Happy"
OFFSPRING "Get"

WBZC/Columbus, OH
PD: Hal Fish
APD/MD: Ronni Hunter
1 SECOND COMING "Sot"
DOVETAIL JOINT "Inside"

KNCN/Corpus Christi, TX
PD: Kelli Cluque
MD: Al Jones
FEAR FACTORY "Descent"
MARILYN MANSON "Like"

KEGL/Dallas, TX
PD: Greg Stevens
APD/MD: Cindy Scull
3 HOLE "Malibu"
2 OLEANDER "Why"
1 EVE 6 "Leech"

KBPI/Denver, CO
PD: Bob Richards
MD: Willie B. Hung
8 ECONOLINE CRUSH "All"

KAZR/Des Moines, IA
PD: Sean Elliott
MD: Paul Ostlund
OFFSPRING "Get"
SECOND COMING "Vintage"
OLEANDER "Why"

WRIF/Detroit, MI
OM: Doug Podell
MD: Troy Hanson
3 SECOND COMING "Vintage"
ORGY "Blue"
ROLLING STONES "Hotel"

WGBF/Evansville, IN
PD: Steve Sanders
MD: Turner Watson
4 ROGERS/JAGGER... "Talkin'"
HOLE "Malibu"
ROB ZOMBIE "Living"
OFFSPRING "Get"
LIVING END "Prisoner"
OLEANDER "Why"

KQWB/Fargo, ND
PD: Jake West
APD: Noel Scotch
MD: Mike "Big Dog" Kapel
ROB ZOMBIE "Living"
SON VOLT "Straight"
DOVETAIL JOINT "Inside"
CRACKER "World"
LIVING END "Prisoner"

WRQC/Fayetteville, NC
PD/MD: Greg Patrick
FEAR FACTORY "Descent"
STABBING WESTWARD "Haunting"
KORN "Freak"

WWBN/Flint, MI
PD: Brian Beddow
MD: Chilli Walker
8 ROB ZOMBIE "Living"
TRAIN "Free"
MARVELOUS 3 "Freak"
KORN "Freak"
CRACKER "World"

KRZR/Fresno, CA
PD/MD: E. Curtis Johnson
19 CREED "Eighteen"
13 MUHONEY "Ghost"
13 SECOND COMING "Vintage"

WBYP/Ft. Wayne, IN
PD: Jim Fox
MOTLEY CRUE "Enslaved"
CUTTERS "Satisfied"
BLACK SABBATH "Selling"

WRUF/Gainesville, FL
PD: Harry Guscott
MD: Bill Berrios
MARVELOUS 3 "Freak"
VIRGO'S MERLOT "Gain"

WKLO/Grand Rapids, MI
OM: Tony Gates
APD/MD: Mark Feurie
OLEANDER "Why"
DOVETAIL JOINT "Inside"
MARVELOUS 3 "Freak"
MAYFIELD FOUR "Walk"

WXRA/Greensboro, NC
PD: Tim Satterfield
ROB ZOMBIE "Living"
DOVETAIL JOINT "Inside"
JONNY LANG "Rainin'"

WTPA/Harrisburg, PA
PD: Chris James
MD: Amy Warner
BLACK SABBATH "Selling"
PLACEBO "Morning"
ROLLING STONES "Hotel"
SECOND COMING "Vintage"

WTPA/Harrisburg, PA
PD: Chris James
MD: Amy Warner
BLACK SABBATH "Selling"
PLACEBO "Morning"
ROLLING STONES "Hotel"
SECOND COMING "Vintage"

WQXA/Harrisburg, PA
PD: Claudine DeLorenzo
MD: Nixon
BLACK CROWES "Foot"

WTPA/Harrisburg, PA
PD: Chris James
MD: Amy Warner
BLACK SABBATH "Selling"
PLACEBO "Morning"
ROLLING STONES "Hotel"
SECOND COMING "Vintage"

WTPA/Harrisburg, PA
PD: Chris James
MD: Amy Warner
BLACK SABBATH "Selling"
PLACEBO "Morning"
ROLLING STONES "Hotel"
SECOND COMING "Vintage"

WQXA/Harrisburg, PA
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MD: Nixon
BLACK CROWES "Foot"

WTPA/Harrisburg, PA
PD: Chris James
MD: Amy Warner
BLACK SABBATH "Selling"
PLACEBO "Morning"
ROLLING STONES "Hotel"
SECOND COMING "Vintage"

WTPA/Harrisburg, PA
PD: Chris James
MD: Amy Warner
BLACK SABBATH "Selling"
PLACEBO "Morning"
ROLLING STONES "Hotel"
SECOND COMING "Vintage"

WTPA/Harrisburg, PA
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PLACEBO "Morning"
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SECOND COMING "Vintage"

WTPA/Harrisburg, PA
PD: Chris James
MD: Amy Warner
BLACK SABBATH "Selling"
PLACEBO "Morning"
ROLLING STONES "Hotel"
SECOND COMING "Vintage"

WXVO/Knoxville, TN
PD: Tim Sheehan
MD: Carito
LIMP BIZKIT "Faith"
STABBING WESTWARD "Haunting"
OLEANDER "Why"
CUTTERS "Satisfied"
SCREAMIN' CHEETAH... "Right"
HOLE "Malibu"
FEAR FACTORY "Descent"

WJXQ/Lansing, MI
PD: Bob Olson
MD: Kevin Conrad
No Adds

KIBZ/Lincoln, NE
PD: Tim Sheridan
APD/MD: Jon Terry
SECOND COMING "Vintage"
OLEANDER "Why"
GRINSPON "Anxiety"

KFMX/Lubbock, TX
OM/MD: Wes Nessmann
DIG "Sound"
FEAR FACTORY "Descent"
SECOND COMING "Vintage"
ROB ZOMBIE "Living"
OLEANDER "Why"

WJJO/Madison, WI
OM/MD: Glen Gardner
APD: Blake Patton
No Adds

WGIR/Manchester, NH
PD: Todd Thomas
MD: Kristin Burns
4 HOLE "Malibu"
2 MOTLEY CRUE "Enslaved"

WMFS/Memphis, TN
PD: Addison Wakeford
MD: Dave Clapper
6 MARVELOUS 3 "Freak"

WZTA/Miami, FL
OM/MD: Gregg Steele
MD: Kimba
15 VIRGO'S MERLOT "Gain"
OFFSPRING "Get"
FINGER ELEVEN "Above"
FUEL "Jesus"
LIT "Worst"
GOO GOO DOLLS "Dizzy"
MONSTERMAGNET "Powertrip"

WZTA/Miami, FL
OM/MD: Gregg Steele
MD: Kimba
15 VIRGO'S MERLOT "Gain"
OFFSPRING "Get"
FINGER ELEVEN "Above"
FUEL "Jesus"
LIT "Worst"
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WZTA/Miami, FL
OM/MD: Gregg Steele
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OFFSPRING "Get"
FINGER ELEVEN "Above"
FUEL "Jesus"
LIT "Worst"
GOO GOO DOLLS "Dizzy"
MONSTERMAGNET "Powertrip"



ACTIVE ROCK TOP 50

FEBRUARY 5, 1999

3W	2W	LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	1	1	1	1 EVERLAST What It's Like (Tommy Boy)	2281	2254	2185	2050	75/0
5	4	2	2	2 CREED One (Wind-up)	2035	1937	1733	1601	74/0
1	2	3	3	METALLICA Turn The Page (Elektra/EEG)	1817	1906	2134	2241	71/0
22	10	6	4	4 COLLECTIVE SOUL Heavy (Atlantic)	1710	1523	1254	641	72/1
7	6	5	5	5 GODSMACK Whatever (Republic/Universal)	1616	1536	1504	1488	74/0
3	3	4	6	LENNY KRAVITZ Fly Away (Virgin)	1317	1615	1766	1821	65/0
29	19	12	7	METALLICA Whiskey In The Jar (Elektra/EEG)	1299	1133	832	529	72/0
6	8	8	8	ROB ZOMBIE Dragula (Geffen)	1274	1305	1357	1545	60/0
16	14	11	9	9 EVE 6 Leech (RCA)	1253	1158	1075	948	66/1
4	5	7	10	OFFSPRING Pretty Fly (For A White Guy) (Columbia)	1162	1403	1627	1743	60/0
9	9	10	11	FLYS Got You (Where I Want You) (Delicious Vinyl/Trauma)	1162	1230	1289	1363	54/0
8	7	9	12	BLACK CROWES Kickin' My Heart Around (American/Columbia)	1092	1263	1371	1449	53/0
11	12	13	13	FUEL Bittersweet (550 Music/ERG)	1045	1118	1134	1219	51/0
13	13	15	14	MONSTER MAGNET Powertrip (A&M)	1013	1062	1080	1086	59/1
14	11	14	15	CLASS OF '99 Another Brick In The Wall (Columbia)	935	1104	1144	1086	49/0
32	22	20	16	MARILYN MANSON I Don't Like The Drugs... (Nothing/Interscope)	896	808	734	514	68/1
19	18	17	17	REMY ZERO Prophecy (DGC/Geffen)	863	871	844	698	54/0
38	28	21	18	STABBING WESTWARD Haunting Me (Columbia)	853	781	567	389	66/4
47	32	23	19	BARE JR. You Blew Me Off (Immortal/Epic)	831	717	492	243	64/2
40	33	25	20	ROB ZOMBIE Living Dead Girl (Geffen)	773	660	486	330	66/17
50	34	26	21	BLACK SABBATH Selling My Soul (Epic)	730	649	471	185	57/8
10	16	18	22	BLACK SABBATH Psycho Man (Epic)	728	844	997	1254	43/0
25	25	24	23	ORGY Blue Monday (Elementree/Reprise)	711	671	618	603	48/2
12	15	16	24	HOLE Celebrity Skin (DGC/Geffen)	709	872	1007	1130	46/0
BREAKER	25			CANDLEBOX Happy Pills (Maverick/WB)	691	463	136	55	55/6
18	17	19	26	SPRUNG MONKEY Super Breakdown (Surfdog/Hollywood)	690	835	853	832	54/0
17	20	22	27	GOO GOO DOLLS Slide (Warner Bros.)	663	731	813	886	34/0
BREAKER	28			PLACEBO Pure Morning (Hut/Virgin)	616	595	578	527	46/1
31	29	28	29	LIMP BIZKIT Faith (Flip/Interscope)	613	601	531	516	56/3
—	—	39	30	OFFSPRING Why Don't You Get A Job? (Columbia)	550	304	117	52	48/15
20	23	27	31	KORN Got The Life (Immortal/Epic)	536	634	669	696	40/0
—	—	45	32	HOLE Malibu (DGC/Geffen)	492	255	164	117	42/9
—	—	47	33	OLEANDER Why I'm Here (Republic/Universal)	449	236	108	31	45/10
23	26	31	34	KENNY WAYNE SHEPHERD Everything Is... (Revolution/Reprise)	445	561	608	632	22/0
15	21	30	35	ECONOLINE CRUSH Surefire (Never Enough) (Restless)	425	573	793	1051	31/0
—	—	42	36	KORN Freak On A Leash (Immortal/Epic)	422	265	156	77	49/8
21	24	32	37	KID ROCK I Am The Bullgod (Lava/Atlantic)	417	537	656	670	37/0
41	38	37	38	TRAIN Free (Aware/Columbia)	398	380	366	329	20/1
37	36	35	39	CAKE Never There (Capricorn/Mercury)	361	387	410	435	18/0
—	—	40	40	FEAR FACTORY Descent (Roadrunner)	344	283	166	45	41/5
27	31	36	41	JONNY LANG Still Rainin' (A&M)	344	383	501	578	19/1
28	30	34	42	SEVENDUST Bitch (TVT)	341	440	520	559	29/0
DEBUT	43			SECOND COMING Vintage Eyes (Capitol)	338	123	48	39	43/13
42	41	38	44	SOUL COUGHING Circles (Slash/WB)	275	310	310	318	21/0
48	45	45	45	PANTERA Hole In The Sky (EastWest/EEG)	256	241	226	195	22/2
39	39	41	46	MARILYN MANSON The Dope Show (Nothing/Interscope)	249	271	333	369	20/0
DEBUT	47			R.E.M. Lotus (Warner Bros.)	246	186	162	78	17/2
—	—	49	48	SUGAR RAY Every Morning (Lava/Atlantic)	236	216	163	118	14/3
—	46	—	49	CREED I'm Eighteen (Columbia)	230	191	204	163	19/2
—	47	50	50	INDIGENOUS Now That You're Gone (Pachyderm)	209	202	199	171	14/0

This chart reflects airplay from January 25-31. Songs ranked by total plays. Highlighted songs indicate Breaker. 75 Active Rock reporters. 75 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1999, R&R Inc.

NEW & ACTIVE

FLIGHT 16 Fly (550 Music/ERG)
Total Plays: 168, Total Stations: 23, Adds: 5

MOTLEY CRUE Enslaved (Motley/Beyond)
Total Plays: 167, Total Stations: 19, Adds: 4

SCREAMIN' CHEETAH WHEELIES Right Place Wrong... (Capricorn/Mercury)
Total Plays: 152, Total Stations: 21, Adds: 5

DOVETAIL JOINT Level On The Inside (Aware/C2/Columbia)
Total Plays: 150, Total Stations: 17, Adds: 6

CUTTERS Satisfied (CMC)
Total Plays: 141, Total Stations: 19, Adds: 2

SEMISONIC Secret Smile (MCA)
Total Plays: 135, Total Stations: 11, Adds: 1

GOO GOO DOLLS Dizzy (Warner Bros.)
Total Plays: 123, Total Stations: 8, Adds: 1

SON VOLT Straightface (Warner Bros.)
Total Plays: 119, Total Stations: 15, Adds: 2

NEW RADICALS You Get What You Give (MCA)
Total Plays: 110, Total Stations: 4, Adds: 0

LIVING END Prisoner Of Society (Reprise)
Total Plays: 106, Total Stations: 17, Adds: 6

Songs ranked by total plays

BREAKERS

CANDLEBOX
Happy Pills (Maverick/WB)
TOTAL PLAYS/INCREASE: 691/228
TOTAL STATIONS/ADDS: 55/6
CHART: 25

PLACEBO
Pure Morning (Hut/Virgin)
TOTAL PLAYS/INCREASE: 616/21
TOTAL STATIONS/ADDS: 46/1
CHART: 28

MOST ADDED

ARTIST/TITLE LABEL(S)	ADDS
ROB ZOMBIE Living Dead Girl (Geffen)	17
OFFSPRING Why Don't You Get A Job? (Columbia)	15
SECOND COMING Vintage Eyes (Capitol)	13
MARVELOUS 3 Freak Of The Week (HiFi/Elektra/EEG)	11
OLEANDER Why I'm Here (Republic/Universal)	10
FLYS She's So Huge (Delicious Vinyl/Trauma)	9
HOLE Malibu (DGC/Geffen)	9
BLACK SABBATH Selling My Soul (Epic)	8
KORN Freak On A Leash (Immortal/Epic)	8
MAYFIELD FOUR Don't Walk Away (Epic)	8

Second Coming
"Vintage Eyes"
MOST ADDED AGAIN!!
Active Rock **D 43** Capitol Rock **D 43**

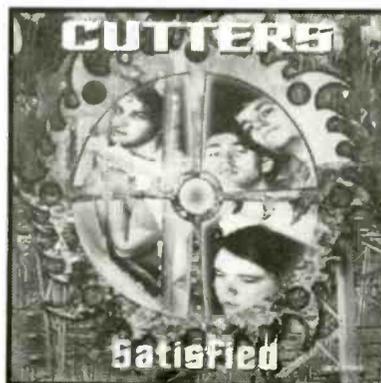
MOST INCREASED PLAYS

ARTIST/TITLE LABEL(S)	TOTAL PLAY INCREASE
OFFSPRING Why Don't You Get A Job? (Columbia)	+246
HOLE Malibu (DGC/Geffen)	+237
CANDLEBOX Happy Pills (Maverick/WB)	+228
SECOND COMING Vintage Eyes (Capitol)	+215
OLEANDER Why I'm Here (Republic/Universal)	+213
COLLECTIVE SOUL Heavy (Atlantic)	+187
METALLICA Whiskey In The Jar (Elektra/EEG)	+166
KORN Freak On A Leash (Immortal/Epic)	+157
SCREAMIN' CHEETAH WHEELIES Right... (Capricorn/Mercury)	+140
BARE JR. You Blew Me Off (Immortal/Epic)	+114

HOTTEST RECURRENTS

ARTIST/TITLE LABEL(S)	TOTAL PLAY INCREASE
CREED What's This Life For (Wind-up)	
EVE 6 Inside Out (RCA)	
MONSTER MAGNET Space Lord (A&M)	
FUEL Shimmer (550 Music/ERG)	
STABBING WESTWARD Save Yourself (Columbia)	
DAYS OF THE NEW The Down Town (Outpost/Geffen)	
KENNY WAYNE SHEPHERD Blue On Black (Revolution/Reprise)	
PEARL JAM Elderly Woman Behind... (Epic)	
SECOND COMING Soft (Capitol)	
CREED Torn (Wind-up)	

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.



CUTTERS "SATISFIED"

R&R ROCK D-48
R&R ACTIVE ROCK NEW & ACTIVE
FMQB HOT TRAX 53-45*
FMQB ROCK 25-44 42-35*
ALBUM NETWORK
POWER CUTS 60-57*

NEW THIS WEEK:
WTFX WRXL
WXVO KHTQ
WBYP WXKE
WRQK WKGB
KFMF

ALREADY ON OVER 95 STATIONS INCLUDING:
WMFS WRAT WZZR WKLQ WZZO WTPA
WRDX WIOT WYNF WNCB WROV WRUF
WJXQ WWBN WRXF WHEB WSTZ WKQZ
KTUX WWCT WCPR WQBZ WGBF WZBH
KKEG WRBR WQKK KIBZ WZZQ WQLZ
WKLT KRRX WHMH KQDS WWWV

CONTACT
CMC AT
(919) 875-3500



ACTIVE ROCK PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ACTIVE ROCK REPORTERS ON R&R ONLINE

MARKET #5
94WYSP
 THE ROCK STATION
WYSP/Philadelphia
 (215) 625-9460
 Sabean/Mirsky/Palumbo

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
32	33	36	36	ROB ZOMBIE/Dracula
11	16	27	32	EVERLAST/What It's Like
32	31	33	31	METALLICA/Turn The Page
30	33	30	30	BLACK SABBATH/Psycho Man
16	17	19	19	HOLE/Celebrity Skin
14	15	17	17	COLLECTIVE SOUL/Heavy
14	15	17	17	CREED/One
16	14	17	16	CREED/18
13	12	14	16	MARILYN MANSON/ Don't Like...
-	-	-	-	METALLICA/Whiskey In The Jar
-	-	-	-	BLACK SABBATH/Selling My Soul
9	12	10	15	STABBING WESTWARD/Haunting Me
15	14	14	14	BLACK CROWES/Kickin' My Heart...
17	15	14	13	MONSTER MAGNET/Powertrip
-	-	-	-	SECOND COMING/Vintage Eyes
11	14	11	11	OFFSPRING/Pretty Fly (For...)
11	11	11	11	KID ROCK/Am The Bullgod
12	10	11	10	FUEL/Bittersweet
9	10	9	10	GODSMACK/Whatever
-	-	-	-	SPRUNG MONKEY/Super Breakdown
-	-	-	-	KORN/Freak On A Leash
-	-	-	-	LIMP BIZKIT/Faith
-	-	-	-	PLACEBO/Pure Morning
-	-	-	-	PANTERA/Hole In The Sky
2	3	4	4	RUSH/Spirit Of Radio
17	17	17	17	CLASS OF '99/Another Brick In...
10	11	12	12	KORN/Got The Life
8	7	1	1	SEVENDUST/Bitch
-	-	-	-	ROB ZOMBIE/Living Dead Girl
-	-	-	-	CANDLEBOX/Happy Pills

MARKET #6
101WRIF
WRIF/Detroit
 (248) 547-0101
 Podell/Hanson

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
24	31	33	28	COLLECTIVE SOUL/Heavy
26	26	30	23	BLACK SABBATH/Psycho Man
28	25	30	23	METALLICA/Turn The Page
18	19	21	17	BLACK CROWES/Kickin' My Heart...
11	15	15	17	EVERLAST/What It's Like
8	20	18	15	METALLICA/Whiskey In The Jar
14	17	17	15	ROB ZOMBIE/Dracula
11	12	11	13	CREED/One
14	16	15	12	ROLLING STONES/Gimme Shelter
30	29	31	12	LENNY KRAVITZ/Fly Away
11	13	14	10	MONSTER MAGNET/Powertrip
18	20	19	10	KORN/Got The Life
-	-	-	-	CANDLEBOX/Happy Pills
12	10	12	10	MARILYN MANSON/ Don't Like...
11	12	11	10	PANTERA/Hole In The Sky
13	11	11	9	GODSMACK/Whatever
14	12	14	9	JOHNNY LANG/Still Raining
-	-	-	-	STABBING WESTWARD/Haunting Me
-	-	-	-	BARE JR./You Blew Me Off
3	9	12	7	BLACK SABBATH/Selling My Soul
7	8	8	6	SPRUNG MONKEY/Super Breakdown
-	-	-	-	RUSH/Closer To The Heart
-	-	-	-	OLEANDER/Why I'm Here
-	-	-	-	FEAR FACTORY/Descent
-	-	-	-	NAZARETH/Light Comes Down
4	9	7	4	MOTLEY CRUE/Enslaved
6	6	6	4	ROB ZOMBIE/Living Dead Girl
-	-	-	-	LIMP BIZKIT/Faith
-	-	-	-	KORN/Freak On A Leash

MARKET #7
97.1 EAGLE ROCKS
KEGL/Dallas
 (972) 869-9700
 Stevens/Scul

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
24	22	35	33	EVERLAST/What It's Like
35	22	33	32	ROB ZOMBIE/Dracula
31	31	31	31	METALLICA/Turn The Page
34	12	23	29	CREED/What's This Life For
20	24	23	23	EVE 6/Inside Out
-	-	-	-	COLLECTIVE SOUL/Heavy
19	16	17	19	FUEL/Bittersweet
16	9	10	18	METALLICA/Whiskey In The Jar
17	16	18	17	KORN/Got The Life
20	9	19	16	CLASS OF '99/Another Brick In...
12	13	16	16	CREED/One
23	34	17	15	LENNY KRAVITZ/Fly Away
9	12	14	12	GODSMACK/Whatever
10	13	12	12	KID ROCK/Am The Bullgod
-	-	-	-	MARILYN MANSON/ Don't Like...
9	14	8	11	FUEL/Shimmer
-	-	-	-	KORN/Freak On A Leash
26	29	14	10	TOOL/Forty Six & 2
13	11	10	10	HARVEY DANGER/Flagpole Sitta
-	-	-	-	OFFSPRING/Why Don't You Get...
10	9	9	10	PANTERA/Hole In The Sky
5	10	5	10	CREED/My Own Prison
12	15	10	10	BLACK SABBATH/Psycho Man
9	9	8	8	SPRUNG MONKEY/Super Breakdown
11	19	8	8	HOLE/Celebrity Skin
10	9	8	8	KENNY WAYNE SHEPHERD/Blue On Black
3	6	13	7	BLACK SABBATH/Selling My Soul
-	-	-	-	ROB ZOMBIE/Living Dead Girl
11	19	4	6	FLYS/Got You (Where...)
6	6	6	6	MONSTER MAGNET/Space Lord

MARKET #8
WAAF
107.3 FM
WAAF/Boston
 (617) 236-1073
 Douglas/Valeri/Osterlind

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
38	39	37	36	EVERLAST/What It's Like
8	28	35	36	CREED/One
33	31	29	32	GODSMACK/Whatever
37	37	36	32	KORN/Got The Life
30	31	34	32	SEVENDUST/Bitch
27	27	27	30	MONSTER MAGNET/Powertrip
8	26	25	30	METALLICA/Whiskey In The Jar
20	23	24	30	FUEL/Bittersweet
-	-	-	-	OFFSPRING/Why Don't You Get...
23	21	23	23	EVE 6/Leech
22	25	21	23	BEASTIE BOYS/Remote Control
15	18	22	22	QUEENS OF.../It Only
-	-	-	-	GODSMACK/Bad Religion
-	-	-	-	LIMP BIZKIT/Faith
-	-	-	-	FLYS/She's So Huge
24	25	18	18	TOOL/Eulogy
22	20	21	21	SECOND COMING/Soft
16	15	13	16	MARILYN MANSON/ Don't Like...
15	14	16	16	INCUBUS/New Skin
-	-	-	-	KORN/Freak On A Leash
4	8	11	15	ORGY/Blue Monday
-	-	-	-	BLACK SABBATH/Selling My Soul
-	-	-	-	ROB ZOMBIE/Living Dead Girl
-	-	-	-	FEAR FACTORY/Descent
21	19	16	12	BLACK CROWES/Kickin' My Heart...
10	12	11	12	REVEILLE/Flesh And Blood
-	-	-	-	LIT/My Own Worst Enemy
-	-	-	-	STABBING WESTWARD/Haunting Me
11	8	9	11	CANDLEBOX/Happy Pills
9	10	13	10	PSYCORE/Go Solo

MARKET #9
WGCI
101
WGCI/Washington
 (301) 587-7100
 Neumann/Rizer

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
42	39	42	43	EVERLAST/What It's Like
39	39	39	39	HOLE/Celebrity Skin
14	29	39	39	CAKE/Never There
10	13	16	37	MARVELOUS 3/Freak Of The Week
29	40	36	37	SUGAR RAY/Every Morning
38	38	39	37	METALLICA/Turn The Page
42	36	36	34	GODSMACK/Whatever
15	15	17	33	FUEL/Bittersweet
15	15	13	20	NEW RADICALS/You Get What You...
9	16	15	17	REMY ZERO/Prophecy
8	17	15	16	OFFSPRING/Why Don't You Get...
-	-	-	-	COLLECTIVE SOUL/Heavy
-	-	-	-	LIT/My Own Worst Enemy
-	-	-	-	CREED/One
9	14	16	14	EVE 6/Leech
-	-	-	-	BARE JR./You Blew Me Off
-	-	-	-	TOHMY HENRIKSEN/ See The Sun
-	-	-	-	SEMI-SONIC/Secret Smile
-	-	-	-	HOLE/Malibu

MARKET #11
WZLW
93.7
WZLW/Miami
 (305) 654-9494
 Steele/Kimba

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
33	28	23	25	METALLICA/Turn The Page
34	34	33	24	GODSMACK/Whatever
32	32	30	24	CLASS OF '99/Another Brick In...
-	-	-	-	FUEL/Bittersweet
29	34	20	20	EVERLAST/What It's Like
28	30	30	20	CREED/One
34	28	29	26	CREASE/Frustration
26	24	20	16	CAKE/Never There
-	-	-	-	VIRGO'S MERLOT/Gain
16	17	17	15	CANDLEBOX/Happy Pills
24	25	20	14	EVE 6/Leech
14	21	18	14	COLLECTIVE SOUL/Heavy
18	23	13	13	REMY ZERO/Prophecy
24	26	19	13	GODSMACK/Whatever
26	22	20	12	SOUL COUGHING/Circles
17	21	18	12	STABBING WESTWARD/Haunting Me
-	-	-	-	HOLE/Malibu
-	-	-	-	COLLECTIVE SOUL/Run
-	-	-	-	EVERCLEAR/One Hit Wonder
-	-	-	-	SUGAR RAY/Every Morning
-	-	-	-	METALLICA/Whiskey In The Jar
-	-	-	-	BARE JR./You Blew Me Off
-	-	-	-	QUEENS OF.../It Only
-	-	-	-	LENNY KRAVITZ/You're My Flavor
12	11	10	8	ORGY/Blue Monday
10	11	8	8	ROB ZOMBIE/Living Dead Girl
-	-	-	-	MARILYN MANSON/ Don't Like...
24	21	12	7	PLACEBO/Pure Morning
24	17	10	7	KID ROCK/Am The Bullgod
-	-	-	-	KORN/Freak On A Leash

MARKET #15
98KUPD
KUPD/Phoenix
 (602) 345-5921
 Jelfries

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
31	25	28	28	STABBING WESTWARD/Haunting Me
19	30	27	29	SECOND COMING/Soft
18	28	20	28	MONSTER MAGNET/Powertrip
30	25	26	26	METALLICA/Turn The Page
18	29	25	25	ROB ZOMBIE/Dracula
24	23	21	25	JANUS STARK/Every Little...
25	23	24	23	COLLECTIVE SOUL/Heavy
27	23	21	23	CREED/One
24	22	23	23	EVERLAST/What It's Like
27	23	23	22	BLACK CROWES/Kickin' My Heart...
15	17	17	16	FEAR FACTORY/Descent
16	15	14	16	GODSMACK/Whatever
13	13	15	16	DUFF/Seattle Head
15	13	14	15	BLACK SABBATH/Selling My Soul
20	13	16	15	SPRUNG MONKEY/Super Breakdown
8	16	15	14	RUTH RUTH/Chemical Peel
14	15	16	14	PANTERA/Hole In The Sky
15	16	13	14	MARILYN MANSON/ Don't Like...
16	15	14	13	GODSMACK/Whatever
16	15	14	13	QUEENS OF.../It Only
7	15	14	13	EVE 6/Leech
12	10	10	11	SEVENDUST/Bitch
11	11	10	11	LIMP BIZKIT/Faith
12	10	9	11	PITCHSHIFTER/Genius
-	-	-	-	STATIC-X/Bled For Oyas
11	11	11	10	KORN/Freak On A Leash
20	6	7	7	ROB ZOMBIE/Living Dead Girl
12	6	6	7	METALLICA/Whiskey In The Jar

MARKET #16
ROCK 105.3
KIOZ/San Diego
 (619) 565-6006
 Dukes/Leder

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
28	24	23	32	EVERLAST/What It's Like
19	20	20	28	ROB ZOMBIE/Dracula
25	23	26	28	METALLICA/Turn The Page
11	20	22	28	COLLECTIVE SOUL/Heavy
20	18	20	27	BLACK SABBATH/Psycho Man
15	17	19	25	CREED/One
12	11	17	25	FIREWATER/Dropping Like Flies
16	17	17	22	RAGE AGAINST.../No Shelter
21	22	23	22	MEGADETH/Trust
16	16	16	21	GODSMACK/Whatever
15	16	19	19	MONSTER MAGNET/Powertrip
14	22	21	19	TOOL/Anemna
10	8	9	18	MONSTER MAGNET/Space Lord
12	7	10	17	FOO FIGHTERS/Everything
12	10	10	16	KORN/Got The Life
15	6	16	16	SPRUNG MONKEY/Naked
8	10	8	15	MEGADETH/Use The Man
12	10	10	15	LUCY'S FUR COAT/Magic
-	-	-	-	OFFSPRING/Why Don't You Get...
-	-	-	-	MARILYN MANSON/ Don't Like...
16	12	11	14	DAYS OF THE NEW/Touch, Peel, And...
14	9	10	13	DRAIN S.T.H./ Don't Mind
5	7	8	13	METALLICA/The Memory Remains
10	8	8	13	LENNY KRAVITZ/Fly Away
6	12	10	13	STABBING WESTWARD/Haunting Me
13	9	10	12	TOOL/Forty Six & 2
11	9	9	12	CREED/Torn
10	6	9	12	JOE SATRIANI/Ceremony
17	18	11	11	KENNY WAYNE SHEPHERD/Everything Is Broken
8	7	8	11	CREED/My Own Prison

MARKET #19
EXTREME RADIO
WXTM/St. Louis
 (314) 621-0400
 Matern/Schmidt

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
38	38	37	37	LENNY KRAVITZ/Fly Away
38	38	37	37	EVERLAST/What It's Like
26	9	31	36	ROB ZOMBIE/Dracula
38	38	37	36	TOOL/Eulogy
25	22	23	28	SEVENDUST/Bitch
25	26	26	27	PLACEBO/Pure Morning
22	20	26	27	CREED/One
24	24	24	26	FUEL/Bittersweet
22	24	24	26	KORN/Got The Life
32	29	28	25	GODSMACK/Whatever
19	22	25	25	ROB ZOMBIE/Living Dead Girl
23	22	24	24	MARILYN MANSON/ Don't Like...
22	25	24	24	MONSTER MAGNET/Powertrip
-	-	-	-	BARE JR./You Blew Me Off
24	24	23	23	METALLICA/Turn The Page
-	-	-	-	OFFSPRING/Why Don't You Get...
-	-	-	-	REMY ZERO/Prophecy
28	25	27	22	ECONOLINE CRUSH/Surefire (Never...)
-	-	-	-	BLACK SABBATH/Selling My Soul
22	22	21	22	EVE 6/Leech
-	-	-	-	LIT/My Own Worst Enemy
21	22	21		

Stations and their adds listed alphabetically by market

<p>WEQX/Albany, NY PD: John Ailers EVERLAST "Ends" SIXPENCE... "Kiss"</p> <p>WQBK/Albany, NY PD/MD: Kelli McNamara AMD: Jeff Callan GOO GOO DOLLS "Dizzy" BARENAKED LADIES "Alcohol" OFFSPRING "Get" FLYS "Huge"</p> <p>KTEG/Albuquerque, NM PD: Skip Isley APD/MD: Julie Forman DOVETAIL JOINT "Inside" KOTTONMOUTH KINGS "Dog's"</p> <p>WNNX/Atlanta, GA DM: Brian Phillips PD: Leslie Fram MD: Sean Demery 28 EVERCLEAR "Wonder" 13 BAZ LUHRMANN "Freak" 13 LIMP BIZKIT "Fath" 12 BARE JR. "Blow" 12 FLYS "Huge" 12 MY FRIEND STEVE "Charmed"</p> <p>WJSE/Atlantic City, NJ PD/MD: Blake Laurelli 8 CAKE "Sheep" 8 NEVE "Over" 8 BABE THE BLUE OX "Basketball" 7 FLEMING & JOHN "Pearl" 7 JIMMY EAT WORLD "Lucky" 7 MAYFIELD FOUR "Walk" 7 FASTBALL "Out"</p> <p>WRXR/Augusta, GA DM: Jim Mahanay APD/MD: Derek Madden JUDE "Rick" SHAWN MULLINS "Shimmer" NEVE "Over"</p> <p>KROX/Austin, TX PD: Sara Trexler MD: Brad "Whipping Boy" Hasti NEVE "Over" CAKE "Sheep" LIT "Worst" KORN "Freak"</p> <p>WRAX/Birmingham, AL PD: Dave Rossi APD: Hurricane Shane MD: Suzy Boe 17 ALANIS MORISSETTE "Unsettled" 13 JOHN OSZAJCA "Bizarre" 13 ELLIOTT SMITH "Brain" ROB ZOMBIE "Living" COLLECTIVE SOUL "Heavy" JUDE "Rick"</p> <p>KQXR/Boise, ID PD: Jacent Jackson OFFSPRING "Get" LIT "Worst"</p> <p>WBCN/Boston, MA VP/Programming: Dedipus APD/MD: Steven Strick 13 JOHN OSZAJCA "Bizarre" 13 ELLIOTT SMITH "Brain" ROB ZOMBIE "Living" COLLECTIVE SOUL "Heavy" JUDE "Rick"</p> <p>WFNX/Boston, MA PD: Cruze MD: Laurie Gail No Adds</p> <p>KHLR/Bryan-College Station, TX PD: Mark McKenzie APD: Don Kelley MAYFIELD FOUR "Walk" NEVE "Over" LOVE AND ROCKETS "R.I.P." ELLIOTT SMITH "Brain" ROB ZOMBIE "Living"</p> <p>WEDG/Bufalo, NY PD/MD: Rich Wall LIMP BIZKIT "Fath" EVERCLEAR "Wonder" DOVETAIL JOINT "Inside" OFFSPRING "Get"</p> <p>WBTZ/Burlington, VT PD: Stephanie Hindley MD: Steve Picard 5 ORGY "Blue" ROB ZOMBIE "Living"</p> <p>WPGU/Champaign, IL PD: Pete Schiecke MD: Ben Belton 1 NEVE "Over" 1 OLEANDER "Why"</p> <p>WAVF/Charleston, SC PD: Rob Cressman MD: Janda Baldwin ROB ZOMBIE "Living"</p>	<p>WEND/Charlotte, NC PD: Jack Daniel MD: Kristen Peltus SHERYL CROW "Anything" FASTBALL "Out"</p> <p>WKQX/Chicago, IL PD: Dave Richards APD/MD: Mary Shuminas CAKE "Sheep" JIMMY EAT WORLD "Lucky" GREEN DAY "Nice"</p> <p>WOXY/Cincinnati, OH PD: Keri Valmassei MD: Kevin Couch 2 LOVE AND ROCKETS "R.I.P." SEBASTIAN "Prime" CRASH TEST DUMMIES "Keep" FLEMING & JOHN "Pearl" JIMMY EAT WORLD "Lucky" JON SPENCER BLUES "Clips"</p> <p>WENZ/Cleveland, OH PD: Dan Binder MD: #1 Son GOO GOO DOLLS "Dizzy" CAKE "Sheep" LIT "Worst" DOVETAIL JOINT "Inside"</p> <p>KFMZ/Columbia, MO PD/MD: Paul Maloney 18 GOO GOO DOLLS "Dizzy" CAKE "Sheep"</p> <p>WARQ/Columbia, SC PD/MD: Susan Groves 8 FIVE WAY FRIDAY "Disarms" 1 GOO GOO DOLLS "Dizzy" 1 FLYS "Huge" 1 NEVE "Over" 1 MAYFIELD FOUR "Walk" 1 VIRGO'S MERLOT "Gain"</p> <p>WWCD/Columbus, OH PD: Andy Davis MD: Jack DeVoss 16 CAKE "Sheep" 16 CAST "Touched" FATBOY SLIM "Prase" BABE THE BLUE OX "Basketball"</p> <p>WZAZ/Columbus, OH PD: Matthew Harris APD: Ben Williams MAYFIELD FOUR "Walk"</p> <p>KRAD/Corpus Christi, TX PD: Cory Smith MAYFIELD FOUR "Walk" ROB ZOMBIE "Living" NEVE "Over" OLEANDER "Why"</p> <p>KDGE/Dallas, TX PD: Duane Doherty MD: Alan E Smith No Adds</p> <p>WXEG/Dayton, OH PD: Jeff Stevens APD/MD: Allen Rantz JUDE "Rick"</p> <p>WKRO/Daytona Beach, FL DM: Taft Moore PD: Fitz Madrid APD/MD: Rosy Acevedo 14 VIRGO'S MERLOT "Gain" 13 GOO GOO DOLLS "Dizzy" 2 LIMP BIZKIT "Fath"</p> <p>KTCL/Denver, CO PD/MD: Mike O'Connor 7 CAKE "Sheep" 7 GOO GOO DOLLS "Dizzy"</p> <p>KXPK/Denver, CO Acting PD: Bill Weston LIVING END "Prisoner" MY FRIEND STEVE "Charmed" ROB ZOMBIE "Living"</p> <p>CIMX/Detroit, MI PD: Murray Brookshaw APD: Vince Cannova 5 EMINEM "Hate" KORN "Freak" CRASH TEST DUMMIES "Keep"</p> <p>WPLT/Detroit, MI PD: Garrett Michaels MD: Ann Delisi 19 SEA "Fath" 15 DC "Talk" "Consume" COLLECTIVE SOUL "Run"</p> <p>WXDG/Detroit, MI PD: Amy Doyle MD: Spike No Adds</p>	<p>KNRQ/Eugene, OR PD: Stu Allen MD: Kristen Peltus CAKE "Sheep" MAYFIELD FOUR "Walk"</p> <p>KBRF/Fayetteville, AR PD/MD: Kyle Gibson OFFSPRING "Get" NEVE "Over" ROB ZOMBIE "Living" BABE THE BLUE OX "Basketball"</p> <p>WBZF/Florence, SC PD/MD: Joe Abby JUDE "Rick" SHAWN MULLINS "Shimmer" NEVE "Over"</p> <p>WJBX/Ft. Myers, FL PD: Lee Daniels STABBING WESTWARD "Haunting" GODSMACK "Whatever" JIMMY EAT WORLD "Lucky"</p> <p>WEJE/Ft. Wayne, IN PD: Weasel MD: Kyle 2 BARENAKED LADIES "Alcohol" 2 ELLIOTT SMITH "Brain" 2 NEVE "Over" 2 MAYFIELD FOUR "Walk"</p> <p>KFRF/Fresno, CA PD: Bruce Wayne LIT "Worst" SEMISONIC "Secret" FASTBALL "Out"</p> <p>WGRD/Grand Rapids, MI PD: Margot Smith MD: Tim Bronson FASTBALL "Out"</p> <p>WXNR/Greenville, NC OM: Jeff Sanders 4 CAKE "Sheep" 4 OFFSPRING "Get" 4 LIT "Worst"</p> <p>WMRQ/Hartford, CT PD: Dave Hill Interim MD: Jay Catley JIMMY EAT WORLD "Lucky" NEVE "Over" SHAWN MULLINS "Shimmer" SPY "Baby" FASTBALL "Out" MARILYN MANSON "Like" ELLIOTT SMITH "Brain" LOVE AND ROCKETS "R.I.P."</p> <p>KTBZ/Houston, TX PD: Jim Trapp APD: Steve Robison 2 MARVELOUS 3 "Freak" 2 TIM STAR "Head" 2 CREED "One" 2 FATBOY SLIM "Prase" SHAWN MULLINS "Shimmer"</p> <p>WRZX/Indianapolis, IN PD: Scott Jameson MD: Michael Young LIVING END "Prisoner"</p> <p>WPLA/Jacksonville, FL PD: Rick Schmidt MD: Crissy 20 SIXPENCE... "Kiss" VIRGO'S MERLOT "Gain" LIT "Worst" MAYFIELD FOUR "Walk"</p> <p>WNFZ/Knoxville, TN PD/MD: Shane Cox 13 BEASTIE BOYS "Remote" OLEANDER "Why" KID ROCK "Bawitaba"</p> <p>WGBD/Lafayette, IN PD/MD: Steve Clark 12 DIG "Sound" 11 FLYS "Huge" 11 BARENAKED LADIES "Alcohol" NEVE "Over"</p> <p>KFTE/Lafayette, LA PD: Hans "Fast Eddie" Nelson APD/MD: Rob Summers 14 CAKE "Sheep" BARENAKED LADIES "Alcohol" FATBOY SLIM "Prase" KORN "Freak" NEVE "Over" ROB ZOMBIE "Living" VALLEJO "Snake"</p> <p>WWDX/Lansing, MI PD: Chris Brunt APD/MD: Jesse Addy 18 JEWEL "Down" BARE JR. "Blow" SHERYL CROW "There"</p>	<p>KXTE/Las Vegas, NV PD: Dave Wellington APD/MD: Chris Ripley 8 INSIDE SCARLET "September" 7 PHATTER THAN ALBERT "On" 7 BIG DAD ZERO "Crumble"</p> <p>WXZZ/Lexington, KY PD: Tony Doolin SEMISONIC "Secret" BR5-49 "Seven"</p> <p>WLIR/Long Island, NY PD: Gary Cee APD: Malibu Sue MD: Andre Ferro 17 BABE THE BLUE OX "Basketball" FUN LOVIN' CRIMINALS "Korean" CAKE "Sheep" NEVE "Over"</p> <p>KROQ/Los Angeles, CA VP/Prog.: Kevin Weatherly APD: Gene Sandbloom MD: Lisa Worden 6 HARVEY DANGER "Save" DAVE MATTHEWS BAND "Crush"</p> <p>WLRS/Louisville, KY Interim PD: Rick Jamie MD: Gina Juliano DOVETAIL JOINT "Inside" MAYFIELD FOUR "Walk"</p> <p>WMAD/Madison, WI PD: Pat Frawley MD: Amy Hudson STABBING WESTWARD "Haunting" LIT "Worst" LIVING END "Prisoner"</p> <p>WRXQ/Memphis, TN PD: Tony Williams MD: John Michael 1 KORN "Freak" 1 CAKE "Sheep" 1 VALLEJO "Snake"</p> <p>KZNY/Minneapolis, MN DM: Dave Hamilton PD: John Lassman MD: Marc Allen 5 ELLIOTT SMITH "Brain" MAYFIELD FOUR "Walk"</p> <p>WHTG/Monmouth-Ocean, NJ PD: Mike Sauter CAKE "Sheep" FATBOY SLIM "Prase" FLYS "Huge" JUDE "Rick" STABBING WESTWARD "Haunting" VALLEJO "Snake"</p> <p>WKDF/Nashville, TN PD: Kidd Redd MD: Sheri Sexton GARBAGE "Special" OFFSPRING "Get" JUDE "Rick"</p> <p>WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris MAYFIELD FOUR "Walk" BARENAKED LADIES "Alcohol" BABE THE BLUE OX "Basketball" NEVE "Over" WES CUNNINGHAM "Goes"</p> <p>KKND/New Orleans, LA OM: Dave Stewart APD/MD: Rod Ryan STABBING WESTWARD "Haunting" EVERLAST "Ends" TAL BACHMAN "High" GOO GOO DOLLS "Dizzy" QUEENS OF... "Gone"</p> <p>WXRK/New York, NY PD: Steve Kingston MD: Mike Peer 3 DAVE MATTHEWS BAND "Crush" LIT "Worst"</p> <p>KQRX/Odessa, TX GM/MD: Dave Cardwell MD: Cary Rockman BARENAKED LADIES "Alcohol" NEVE "Over" FASTBALL "Out" LOS MOGOSOS "Brown"</p> <p>WIXO/Peoria, IL OM/MD: Russ Schenck MD: Jeff Williams LIT "Worst" BABE THE BLUE OX "Basketball" JUDE "Rick"</p> <p>WPLY/Philadelphia, PA PD: Jim McGuinn APD: Doug Kubinski MD: Preston Elliot BARENAKED LADIES "Alcohol" FATBOY SLIM "Prase" R.E.M. "Lotus"</p>	<p>KEDJ/Phoenix, AZ PD: Shellie Hart APD/MD: Chris Patyk 8 EMINEM "Hate" CITIZEN KING "Better" EVERLAST "Ends" LIT "Worst" CAKE "Sheep"</p> <p>KZON/Phoenix, AZ PD: Paul Peterson APD: Laura Smith MD: Kevin Mannion LIT "Worst" NEVE "Over"</p> <p>WXDX/Pittsburgh, PA PD: John Moschitta APD: Brandon Davis MD: Lenny Diana 8 GREEN DAY "Nice" 2 CAKE "Sheep" 1 ROB ZOMBIE "Living" 1 KORN "Freak"</p> <p>WCYY/Portland, ME PD: Herb Ivy MD: Brian James DOVETAIL JOINT "Inside" BARE JR. "Blow" LIT "Worst" JUDE "Rick" LINGOLVILLE "Heavenly"</p> <p>KNRK/Portland, OR PD: Mark Hamilton 9 CAKE "Sheep" 8 HARVEY DANGER "Save" 7 MAYFIELD FOUR "Walk" 1 VALLEJO "Snake"</p> <p>WDST/Poughkeepsie, NY DM: Jimmy Buff APD: Dave Doud 8 SHERYL CROW "Anything" COLLECTIVE SOUL "Run" 5 NATURAL CALAMITY "Know" 5 FLEMING & JOHN "Pearl" 5 PETER DINKELBAUM "Try" 5 NEVE "Over" 5 P.J. DILSON "Prase" 5 JIMMY EAT WORLD "Lucky" 3 LIT "Worst" 3 MAYFIELD FOUR "Walk"</p> <p>WBRU/Providence, RI PD: Tim Schiavelli MD: Seth Resler 1 ELECTRASY "Best"</p> <p>KRZO/Reno, NV PD: Rob "Blaze" Brooks APD: Smilin' Marty MD: Heather Pierce 11 VALLEJO "Snake" 6 LIT "Worst"</p> <p>KCXX/Riverside, CA DM/MD: Dwight Arnold APD: John DeSantis MD: Lisa Axe LIT "Worst"</p> <p>WNVE/Rochester, NY PD/MD: Erick Anderson KORN "Freak"</p> <p>KWOD/Sacramento, CA PD: Ron Bunce APD: Boomer Barbosa MD: Carla "Raz" Raswyk 33 NEVE "Over" 18 LIVING END "Prisoner" 5 VIRGO'S MERLOT "Gain" DUB PISTOLS "Cyclone" MAYFIELD FOUR "Walk" BABE THE BLUE OX "Basketball"</p> <p>KPNT/St. Louis, MO OM/MD: Allan Fee APD: Marty Linck MD: Traci Wilde KORN "Freak" FATBOY SLIM "Prase" LIVING END "Prisoner"</p> <p>WOSC/Salisbury-Ocean City, MD DM: Jim Hays MD: Paula Sangeleer SHAWN MULLINS "Shimmer" JUDE "Rick" NEVE "Over"</p> <p>KXRK/Salt Lake City, UT VP/Ops. & Prog.: Mike Summers MD: Sean Ziebarth 23 LIT "Worst" 6 FATBOY SLIM "Prase"</p> <p>XTRA/San Diego, CA PD: Bryan Schock MD: Chris Muckley 9 DUB PISTOLS "Cyclone" TIM STAR "Head"</p>	<p>KITS/San Francisco, CA DM: Ron Nenni PD: Jay Taylor MD: Aaron Axelsen 6 CAKE "Sheep" 6 JOHN OSZAJCA "Bizarre" 3 KORN "Freak"</p> <p>KJEE/Santa Barbara, CA GM/MD: Eddie Gutierrez APD: John Schroeter 15 KOTTONMOUTH KINGS "Dog's" 2 JIMMY EAT WORLD "Lucky" 2 LOVE AND ROCKETS "R.I.P."</p> <p>KNDD/Seattle, WA PD: Phil Manning MD: Kim Monroe 15 BARENAKED LADIES "Alcohol" 13 CITIZEN KING "Better" BARE JR. "Blow"</p> <p>WHMP/Springfield, MA PD: Adam Wright MD: Nick Danjer CUTTERS "Satisfied" CITIZEN KING "Better" ROB ZOMBIE "Living" NEVE "Over" BABE THE BLUE OX "Basketball" ELLIOTT SMITH "Brain" JUDE "Rick" SCREAMIN' CHEETAH... "Fight"</p> <p>WGMR/State College, PA PD/MD: Mike Evans SIXPENCE... "Kiss" NEVE "Over" OLEANDER "Why" JIMMY EAT WORLD "Lucky" LIVING END "Prisoner" ROB ZOMBIE "Living"</p> <p>WKRL/Syracuse, NY DM: Mimi Griswold PD: Steve Corlett 8 SHERYL CROW "Anything" 8 BABE THE BLUE OX "Basketball" 5 FLEMING & JOHN "Pearl" 5 PETER HINGELMAN "Try" 5 NEVE "Over" 5 P.J. DILSON "Prase" 5 JIMMY EAT WORLD "Lucky" 3 LIT "Worst" 3 MAYFIELD FOUR "Walk"</p> <p>WXSX/Tallahassee, FL PD: Scott Pettibone MD: Doug 25 LENNY KRAVITZ "Velvetes" 12 SOUL COUGHING "Circles" 2 SEMISONIC "Secret" 2 MAYFIELD FOUR "Walk" 1 FASTBALL "Out"</p> <p>KLZR/Topeka, KS PD: Roger The Dodger MD: Bob Osburn BARENAKED LADIES "Alcohol" FASTBALL "Out" DOVETAIL JOINT "Inside" JUDE "Rick"</p> <p>KFMA/Tucson, AZ PD: Chuck Roast MD: Tommy Sanders 11 JIMMY EAT WORLD "Lucky" CAKE "Sheep" OLEANDER "Why"</p> <p>KMYZ/Tulsa, OK PD: Lynn Barstow MD: Ray Saggem METALLICA "Whiskey" FATBOY SLIM "Prase" MAYFIELD FOUR "Walk" ROB ZOMBIE "Living" MOLLY'S YES "Sugar"</p> <p>WHFS/Washington, DC PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise KOTTONMOUTH KINGS "Dog's" JUDE "Rick"</p> <p>WPBZ/West Palm Beach, FL DM: John O'Connell APD/MD: Dan O'Brian BARENAKED LADIES "Alcohol" JUDE "Rick"</p> <p>WSFM/Wilmington, NC PD: John Stevens MD: Janice Sutter 24 GARBAGE "Special" 11 NEVE "Over" 7 DOVETAIL JOINT "Inside" JUDE "Rick" CAKE "Sheep"</p>
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93 Total Reporters
93 Current Reporters
93 Current Playlists



Sean Demery
ON THE RECORD
99X

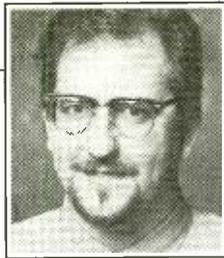
CAKE

Sean Demery, MD
WNNX/Atlanta

Sheep go to Heaven

Cake's "Sheep Go to Heaven" is an absolute smash for us. It's blasting out the phones. "Never There" tested No.1 and stayed there forever, and this one is on the path to do the exact same thing. Cake is a humongous Atlanta band. Every time they come here to play, people gripe and moan that they can't get in to see them.





JIM KERR

From Festivals To The Internet

□ New horizons in nontraditional revenue

Consolidation and its attendant costs have created almost unbearable revenue pressure for radio stations. In response, more and more stations are increasing their spot loads or raising their rates. Unfortunately, these are not complete solutions. The pressure to produce more income has led to a new era in radio in which the pursuit of revenue from "nontraditional" sources is becoming both traditional and necessary.



Paul Jacobs

Jacobs Media GM Paul Jacobs has long been at the forefront of creating and growing nontraditional revenue sources for his clients. I talked to him this week about two of the higher-profile NTR sources the format is embracing: festival shows and the Internet.

R&R: How important is nontraditional revenue becoming to radio?

PJ: It has become important because it is like heroin: You get addicted to it, and you want more and more. So, from the profit side, it has become a very important component for these radio stations. On the programming side, however, we really aren't seeing ratings growth from doing a festival. In fact, in many instances the ratings have gone down. So I think the pendulum has swung over. Festivals are much more of a business venture than any kind of audience benefit.

R&R: So nontraditional revenue

is becoming a different kind of traditional revenue?

PJ: Well, "necessary type of revenue" is probably a better term for NTR. Even if you are a top-rated radio station and you've maxed out your inventory, getting yourself to grow beyond the market becomes difficult. These events are critical. For a format like Alternative, which unfortunately isn't in that kind of top-rated position, NTR is critical, because we're not playing the 25-54 game. As a result, we're pulling in fewer dollars.

R&R: Let's talk about the highest-profile NTR item for Alternative radio, festival shows. Does it take long before they become profitable?

PJ: It depends on the sales staff. I know some stations that did their first festival last year, and the title sponsor paid between 40 and 50 grand. When you start lining up a couple of those types of sponsors, it's hard to lose money unless it rains. A lot of it has to do with how bullish the sales and NTR departments are going in.

Another thing I have noticed in canvassing our stations is that there is absolutely no correlation between the number of tickets sold or

the size of the market and the cost of sponsorships. There are some medium-market stations with 15,000 attendees that get more for a title sponsorship than large markets with 20,000 attendees.

R&R: Part of that has to do with the strength of the radio station within the market.

PJ: In some cases, but from what I could find, it had more to do with the arrogance of the sales staff, or at least with the pressure that management put them under. It makes no sense.

For example, I have a tiny small-market station that had 3,000 people at its event, and it got \$27,000 from its title sponsor. Then I have a medium-market station that had 15,000 people at its event, and it got \$30,000. How did that happen? I think we're all get-



'Necessary type of revenue' is probably a better phrase for NTR.

ting a little bit more sophisticated as time goes on.

R&R: Where are the opportunities for making money with a station festival?

PJ: We kind of look at it as unlimited inventory, which you can fill in any way you want. The scary thing I'm seeing is that we are not broadening the pool of big advertisers. We are still talking to the same people over and over again in terms of big company sponsorships. That's a yellow flag. The good news is that those companies are going to be more active this year. I'm thinking of telephone and Internet companies, which are going to be big growth areas for sponsorships.

The thing is that they are demanding a different sort of promotion. Some are demanding much more pre- and post-integration, whether it be through contests, sweepstakes or website types of things. They are also wanting different vehicles at the events themselves, from setting up phone banks where there is free cellular usage, to a website company setting up rows of computers so you can go to their website while you're at the event, to having exclusive opportunities to win things on the sponsor's website. It seems to be moving away from the traditional soft drink or beer sponsorship type of thing.



NTR has become important because it is like heroin: You get addicted to it, and you want more and more.



R&R: So you're not talking as much about trying to get sponsors for that last square inch of wall space as you are about going for big-ticket advertisers and adding a bunch of value-added stuff that is fun but serves the advertisers' interests as well.

PJ: Absolutely, this is all about integration. This is no longer about getting a banner on the stage. Now that we're in the league that deals with Ford and Volkswagen and other sophisticated companies, they want to be integrated into the event. For stations that take alcohol advertising or allow it at events, Cuervo has a "margarita bus," where they sell margaritas right out of their bus. Booth space is just pocket change for local retailers.

The other challenge for radio stations is, frankly, that while we are dealing with these sophisticated companies, not every sales rep has the skills to talk about an event. They are more used to talking about ratings and cost-per-point. As a result, the smartest stations have at least one person on staff who is an expert at handling festival sales and can teach everyone else, or at least take the lead.

R&R: Another area where the Alternative format seems to be near the forefront is in using the Internet.

PJ: My eye is fixed on the Internet. The Edison/Arbitron study showed a lot of opportunity for radio to use the Internet to generate sales programs that are tied into the station. Radio now has the research it needs to go to advertisers and justify integration between radio and the web to generate sales for clients. This research really does open up the door.

The data clearly show that radio has the tools to utilize the web to answer all the objections we have gotten over the decades when we've been compared to newspaper advertising. It shows that we can show the product. We can coupon. We can do many things, and, according to the research, the consumers want it. So we see a lot of opportunity for radio to get a lot smarter on the web on the sales side. We see big opportunities for revenue.

R&R: What kind of things do radio consumers want that relate to sales?

PJ: Of the top 10 things that radio listeners want on a radio station website, three have to do with advertisers. Listeners want to find out more about advertisers' products, see advertisers' products and get coupons from advertisers. And these were radio listeners answering open-ended questions. When you see that, you say, "Wow, they have a need for more info about our

clients." That's a sales opportunity. So why shouldn't radio promote "If you want more information about our advertisers, go to our website" and then sell advertisers on the opportunity to take part in that program?

R&R: It's almost like a club night. It adds an interactive element to the radio station's sales efforts.

PJ: Well, historically, radio has only utilized 50% of its assets. By that I mean our asset was our listeners, and what we did was hand them over to our advertisers and charge the advertisers for the right. Now we have the opportunity to use both sides of our brains. We can now not only charge our advertisers for responses to ads and for sending listeners to their stores, we can create events where listeners can go to our store, then go to our event and give us their money. That's the tidal wave that has taken place. The Internet gives us a whole new world of mechanisms to provide our clients ways to integrate with our listeners and more ways to charge our clients for the right. What a deal.

R&R: So the Internet is not just a value-added item, it's a premium?

PJ: Yes. I would never give away space on my stations' home pages. Let's use really minor amounts of revenue: If you get 20 advertisers a week to give you \$250 for being involved on your website, that gives you \$260,000 in a year. That's with a dinky program. If you can create



I would never give away space on my stations' home pages.



the right web program — we're working with our clients on that — and the advertisers give you even more money, that's all profit. We can talk about labor-intensive, time-consuming, product-diluting things like festivals, or you can look at this. It doesn't cost a whole lot if you already have a website. Your salespeople are out selling it, it has no impact on programming, it is a service you know your listeners want, and the profit margin is through the roof. The opportunity is huge.

TALK BACK TO R&R!

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

Call me at (310) 788-1666 or e-mail: jimkerr@rronline.com

WATCH OUT FOR THE...

"Snake In
The Grass"
VALLEJO

Just Bitten:

KNRK WRXQ KFTE KRZQ WHTG

Already Bitten:

Q101 Y107 KROX WRAX WMRQ
WLIR and more!

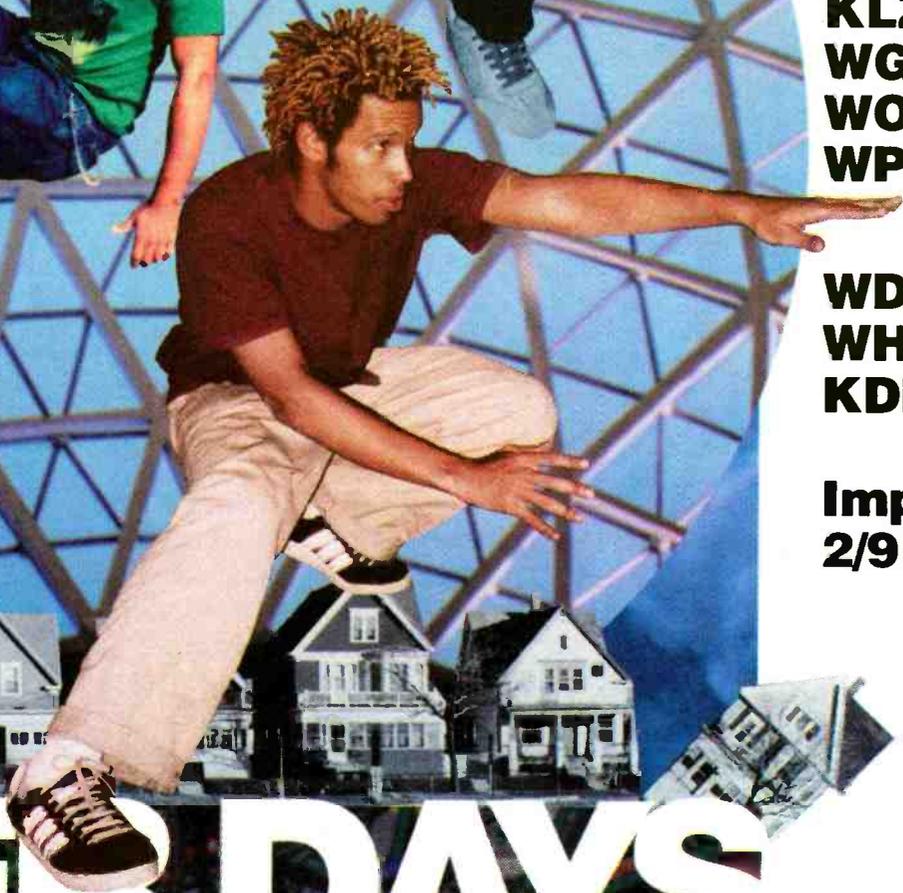
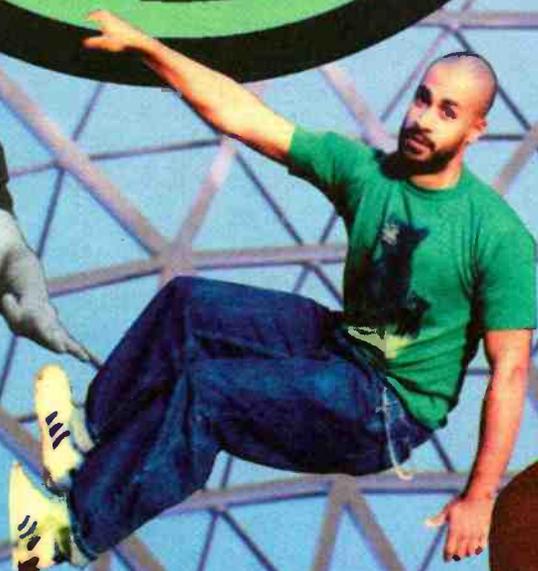
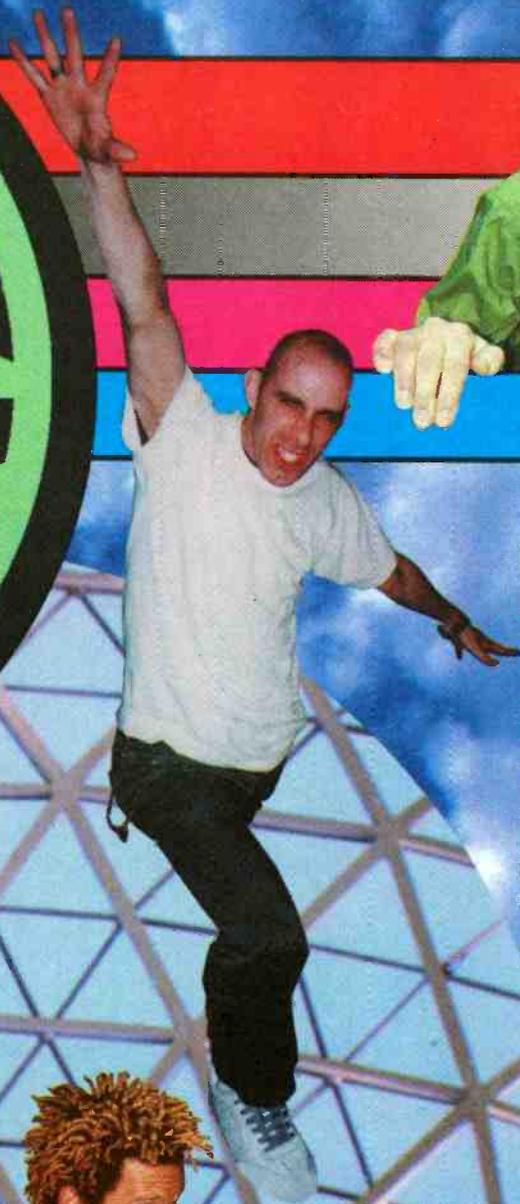
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ADD!



Early Adds:

**KNDD
Q101
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89X
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X96
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KTEG
KLZR
WGRD
WOXY
WPGU**

**WDST
WHMP
KDRE**

**Impacting
2/9**

BETTER DAYS

(AND THE BOTTOM DROPS OUT)

THE NEW ALBUM: **MOBLO OSTRO**

PRODUCED BY ERIC VALENTINE, DAVE COOLEY AND MATT SIMMS / CAST MANAGEMENT - JEFF CAST
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3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	EVERLAST What It's Like (Tommy Boy) 3309 3321 3244 3348 90/0					
3	2	2	2	SUGAR RAY Every Morning (Lava/Atlantic) 3233 3148 3047 2931 89/0					
8	5	4	3	HOLE Malibu (DGC/Geffen) 2646 2504 2269 2103 87/0					
2	3	3	4	CAKE Never There (Capricorn/Mercury) 2418 2678 2905 2992 76/0					
4	4	5	5	LENNY KRAVITZ Fly Away (Virgin) 2341 2408 2564 2675 75/0					
17	12	7	6	CREED One (Wind-up) 2147 1946 1746 1557 77/1					
10	9	6	7	EVE 6 Leech (RCA) 2073 2027 1896 1789 87/0					
16	13	11	8	ORGY Blue Monday (Elementree/Reprise) 1918 1761 1611 1567 81/1					
26	16	12	9	MARVELOUS 3 Freak Of The Week (HiFi/Elektra/EEG) 1859 1653 1433 1180 87/1					
6	6	8	10	GOO GOO DOLLS Slide (Warner Bros.) 1848 1921 1992 2180 63/0					
37	23	13	11	COLLECTIVE SOUL Heavy (Atlantic) 1797 1622 1255 608 79/1					
7	8	9	12	FLYS Got You (Where I Want You) (Delicious Vinyl/Trauma) 1748 1916 1899 2108 59/0					
11	10	10	13	GARBAGE Special (Almo Sounds/Interscope) 1655 1845 1796 1773 67/2					
36	24	19	14	EVERCLEAR One Hit Wonder (Capitol) 1627 1421 1185 619 81/2					
24	22	17	15	DAVE MATTHEWS BAND Crush (RCA) 1581 1448 1284 1222 66/2					
9	11	14	16	NEW RADICALS You Get What You Give (MCA) 1457 1589 1758 1862 52/0					
25	21	20	17	CARDIGANS My Favourite Game (Stockholm/Mercury) 1425 1417 1312 1212 60/1					
46	43	28	18	OFFSPRING Why Don't You Get A Job? (Columbia) 1390 1014 612 422 77/6					
—	31	25	19	TIN STAR Head (V2) 1303 1055 799 280 81/2					
14	15	16	20	ALANIS MORISSETTE Joining You (Maverick/Reprise) 1239 1478 1550 1626 57/0					
—	32	26	21	SEMISONIC Secret Smile (MCA) 1177 1049 733 240 70/3					
5	7	15	22	OFFSPRING Pretty Fly (For A White Guy) (Columbia) 1175 1500 1924 2221 54/0					
18	18	21	23	PLACEBO Pure Morning (Hut/Virgin) 1175 1292 1398 1528 53/0					
BREAKER			24	FATBOY SLIM Praise You (Skint/Astralwerks/Caroline) 1155 937 730 450 66/8					
12	14	18	25	BETTER THAN EZRA At The Stars (Elektra/EEG) 1132 1422 1583 1641 50/0					
21	20	22	26	REMY ZERO Prophecy (DGC/Geffen) 1060 1218 1343 1387 47/0					
15	19	23	27	U2 Sweetest Thing (Island) 951 1181 1387 1609 43/0					
—	36	33	28	R.E.M. Lotus (Warner Bros.) 945 883 702 286 58/1					
32	30	31	29	VAST Touched (Elektra/EEG) 930 924 827 742 54/1					
—	46	38	30	DOVETAIL JOINT Level On The Inside (Aware/C2/Columbia) 893 689 425 267 59/7					
—	—	48	31	LIT My Own Worst Enemy (RCA) 886 413 150 58 70/17					
20	25	29	32	HOLE Celebrity Skin (DGC/Geffen) 881 977 1179 1388 45/0					
13	17	24	33	SOUL COUGHING Circles (Slash/WB) 840 1123 1433 1640 38/1					
22	26	27	34	BEASTIE BOYS Body Movin' (Grand Royal/Capitol) 816 1015 1113 1274 40/0					
28	29	32	35	KORN Got The Life (Immortal/Epic) 814 899 948 1052 41/0					
48	44	39	36	LIVING END Prisoner Of Society (Reprise) 740 668 514 375 64/6					
41	38	37	37	LIMP BIZKIT Faith (Flip/Interscope) 731 693 643 546 59/3					
42	42	36	38	MARILYN MANSON I Don't Like The Drugs... (Nothing/Interscope) 719 720 618 458 54/1					
23	27	35	39	FUEL Bittersweet (550 Music/ERG) 641 788 1100 1271 32/0					
—	49	45	40	BARE JR. You Blew Me Off (Immortal/Epic) 623 508 373 238 46/4					
—	—	47	41	STABBING WESTWARD Haunting Me (Columbia) 608 434 328 91 47/4					
31	39	41	42	ROB ZOMBIE Dragula (Geffen) 567 634 640 760 33/0					
19	28	34	43	BARENAKED LADIES It's All Been Done (Reprise) 546 825 1096 1416 23/0					
35	40	42	44	KHALEEL No Mercy (Hollywood) 511 611 635 654 29/0					
DEBUT			45	CAKE Sheep Go To Heaven (Capricorn/Mercury) 494 272 154 139 41/18					
34	37	44	46	CLASS OF '99 Another Brick In The Wall (Columbia) 493 545 659 689 28/0					
—	—	46	47	COLLECTIVE SOUL Run (Hollywood/Atlantic) 482 445 331 252 24/2					
39	41	43	48	TOMMY HENRIKSEN I See The Sun (Capitol) 462 582 627 603 27/0					
30	33	40	49	ZEBRAHEAD Get Back (Columbia) 439 641 733 861 25/0					
DEBUT			50	KORN Freak On A Leash (Immortal/Epic) 433 213 122 90 45/8					

This chart reflects airplay from January 25-31. Songs ranked by total plays. Highlighted songs indicate Breaker. 93 Alternative reporters. 93 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1999, R&R Inc.

NEW & ACTIVE

BARENAKED LADIES Alcohol (Reprise)
Total Plays: 410, Total Stations: 37, Adds: 10

BLONDIE Maria (Beyond)
Total Plays: 399, Total Stations: 26, Adds: 0

GODSMACK Whatever (Republic/Universal)
Total Plays: 349, Total Stations: 18, Adds: 1

DIG Live In Sound (Radioactive/Universal)
Total Plays: 325, Total Stations: 23, Adds: 1

ROB ZOMBIE Living Dead Girl (Geffen)
Total Plays: 318, Total Stations: 31, Adds: 12

FLYS She's So Huge (Delicious Vinyl/Trauma)
Total Plays: 282, Total Stations: 25, Adds: 5

MY FRIEND STEVE Charmed (Mammoth)
Total Plays: 281, Total Stations: 24, Adds: 2

JUDE Rick James (Maverick/Reprise)
Total Plays: 255, Total Stations: 40, Adds: 15

GOO GOO DOLLS Dizzy (Warner Bros.)
Total Plays: 253, Total Stations: 19, Adds: 7

VALLEJO Snake In The Grass (IMI/TVT)
Total Plays: 244, Total Stations: 23, Adds: 5

EVERLAST Ends (Tommy Boy)
Total Plays: 228, Total Stations: 15, Adds: 3

Songs ranked by total plays

BREAKERS®

FATBOY SLIM
Praise You (Skint/Astralwerks/Caroline)
TOTAL PLAYS/INCREASE: 1155/218
TOTAL STATIONS/ADDS: 66/8
CHART: 24

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
NEVE It's Over Now (Columbia)	24
CAKE Sheep Go To Heaven (Capricorn/Mercury)	18
LIT My Own Worst Enemy (RCA)	17
MAYFIELD FOUR Don't Walk Away (Epic)	17
JUDE Rick James (Maverick/Reprise)	15
ROB ZOMBIE Living Dead Girl (Geffen)	12
BARENAKED LADIES Alcohol (Reprise)	10
BABE THE BLUE OX Basketball (RCA)	9
JIMMY EAT WORLD Lucky Denver Mint (Capitol)	9
FASTBALL Out Of My Head (Hollywood)	8
FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)	8
KORN Freak On A Leash (Immortal/Epic)	8

KNDD KROQ KNRK
THESE GUYS COULDN'T
"SAVE IT FOR LATER"
HARVEY DANGER
IMPACTING THIS
WEEK



MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
LIT My Own Worst Enemy (RCA)	+473
OFFSPRING Why Don't You Get A Job? (Columbia)	+376
BARENAKED LADIES Alcohol (Reprise)	+343
TIN STAR Head (V2)	+248
JUDE Rick James (Maverick/Reprise)	+234
CAKE Sheep Go To Heaven (Capricorn/Mercury)	+222
KORN Freak On A Leash (Immortal/Epic)	+220
FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)	+218
EVERCLEAR One Hit Wonder (Capitol)	+206
MARVELOUS 3 Freak Of The Week (HiFi/Elektra/EEG)	+206

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
EVE 6 Inside Out (RCA)
EVERCLEAR Father Of Mine (Capitol)
FUEL Shimmer (550 Music/ERG)
EAGLE-EYE CHERRY Save Tonight (Work/ERG)
THIRD EYE BLIND Jumper (Elektra/EEG)
SHAWN MULLINS Lullaby (SMG/Columbia)
BEASTIE BOYS Intergalactic (Grand Royal/Capitol)
CREED What's This Life For (Wind-up)
HARVEY DANGER Flagpole Sitta (Slash/London/Island)
GARBAGE I Think I'm Paranoid (Almo Sounds/Interscope)

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.

SHOWCASING AT THIS YEAR'S GAVIN CONVENTION

Thur, March 18, @ 9:30pm
Howlin' Wolf, 828 S. Peters St., New Orleans

For Laminare & Info:
Greg Dorfman: 212-275-2506
Margie Weatherly: 310-288-3830
John Biondolillo: 212-275-2529

FREAK OF THE WEEK
on over 90 alt stations
R&R 12 - 9 1859 spins+206
BDS 15-11*
1487 spins+235

mar
velous3
FREAK OF THE WEEK

Imperial Teen



"Yoo Hoo" the first single from the
new album *What Is Not To Love*

Imperial Teen

What Is Not To Love

Also featured on the *Jawbreaker*
Original Motion Picture Soundtrack



Break Through

Artist

VALLEJO & DJ HURRICANE

TRACK: "SNAKE IN THE GRASS"
LP: *BEAUTIFUL LIFE*
PRODUCER: NEILL KING/VALLEJO
LABEL: IMI/TVT

lining for big-name acts, including Matchbox 20, Los Lobos and Fun Lovin' Criminals.

As luck would have it, Beastie Boys' "mixmaster" **DJ Hurricane**, after catching one of their live performances, decided to join Vallejo on the TVT release *Beautiful Life*, mixing and dopping up the tracks "Die Trying," "Immortal" and the first single, "Snake in the Grass." Oh, and did I forget to mention that musical legend **Carlos Santana** also dropped by to lend an ear and help with the mixing of the album? With a great story and buzz backing them — not to mention one hell of an album — Vallejo is poised to explode.

• **Influences:** **Santana, Tito Puente, James Brown**

• **Artist POV:** Alejandro on staying tight with his amigos: "Other bands would have broken up if they had to go through everything we've been through. Most bands don't last 10 years. I think that being brothers is a real advantage in this. We're doing this together. The bond between us will weather anything."

—Rich Michalowski
Asst. Alternative Editor

essentials: Directions: Mix intense Latin rhythms, nasty funk, '70s rock and a splash of hip-hop for "flava," and you've got Austin's smokin' modern rock quintet **Vallejo**. Ten years in the making, **Alejandro Vallejo** (drums), twin brother **A.J.** (vocals/guitar), younger brother **Omar** (bass), **Bruce Castleberry** (guitar) and **James "Diego" Simmons** (percussion) have created a sound that is truly their own. Originally from Birmingham, the group spent the majority of high school gigging locally to a devoted fan base under the **Vallejo Brothers** moniker.

However, in 1995, after teaming up with longtime buddy and guitar wiz **Castleberry**, the band changed the name to simply **Vallejo** and decided it was time to expose their music to a larger audience. After relocating to Austin, the boys quickly made a name for themselves playing sold-out shows and eventually head-



Paula Sangeleer, MD
WOSC/Salisbury-Ocean City, MD

Paula Sangeleer ON THE RECORD

The first time I heard "Head" from Tin Star, my butt began to wiggle — and I was in my car! I tried it out on our nightly feature, *Coast It or Toast It*, and we got great phone reaction. It simply had to be added. It's reminiscent of Stereo MC's, and now is a great time for music like this. It's fun-sounding and exciting. The most exciting part is the rumors of the live show — I look forward to this, because everything I hear about Tin Star ranges from "hot singer" to "dynamic sound." I'm guessing once festival season begins we'll have plenty of opportunity to experience these hot Brits in person. Whether I'm playing "Head" here at the *Coast* or at my part-time gig at WHFS, it gets cranked up to 11!

"Groups like **Limp Bizkit** and **Korn** are heavily influenced by hip-hop, and you know hip-hop is heavily influenced by rock. Definitely, since early in the day with the Def Jam songs and the Beastie Boys and stuff Rick Rubin was doing." So says Ice Cube on *MTV Online*, and it seems like the fusion of rap and rock is progressing at a furious pace within the Alternative format. You need look no further than No. 1 for a prime example. Hip-hop veteran **Everlast** is in his sixth week at the top of the charts, and the charts — airplay and sales — are dominated by bands heavily influenced by hip-hop, including **Limp Bizkit**, **Korn** and **Rage Against The Machine**. Which brings us to **Eminem**. A Dr. Dre protege, Eminem may be the artist who opens the hip-hop door a little wider ... On the rock side of the format, **RCA** is certainly illustrating the benefits of perseverance, as the **Dave Matthews** Band rides top callout from everywhere into a top 15 chart position ... **Creed** also continues to prove that they are a band for the long haul. They are poised for yet another top five track ... **Sebadoh** is breaking off the coasts, with KNDD/Seattle and KNRK/Portland on the West and Boston outlets WBCN and WFNX on the East ...

ON THE RADIO by Jim Kerr

RECORD OF THE WEEK: Citizen King "Better Days..."

Gomez Get Myself Arrested

the new single
from the debut album

Bring It On

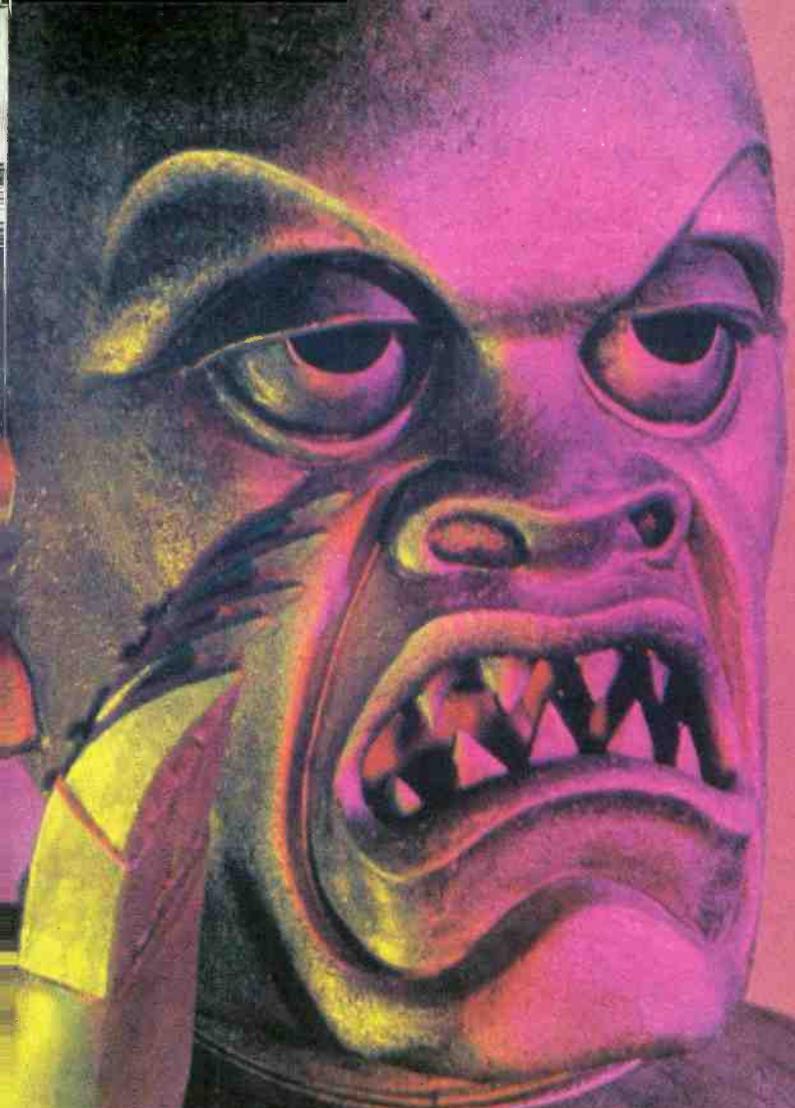
**Going For Adds
Feb. 8**

Touring In April!

produced by Gomez

www.freegomez.com
www.virginrecords.com
AOL Keyword: Virgin Records

Virgin Hit
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ROB ZOMBIE

LIVING DEAD GIRL

THE FIENDISH NEW TRACK FROM
HELLBILLY DELUXE

R&R MOST ADDED!

OUT OF THE BOX:

WXRK	Q101	WBCN
WFNX	KXTE	KNDD
WQBK	KTEG	WBRU
WKRL	KFMA	KFRR
WNFZ	WXZZ	WLRS
WAVF	KFMA	WKRO
WEJE	WBTZ	WHMP
KKDM	WXDX	WGMR
KXPK	KRAD	KFTE
KHLR	KMYZ	KBRS

Hellbilly Deluxe 1.5 million sold and growing.

#46* nationally

30,000 scanned weekly

on tour with Korn in March

currently on the cover of ROLLING STONE MAGAZINE



GEFFEN

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PRODUCED BY SCOTT HUMPHREY & ROB ZOMBIE
MANAGEMENT: ANDY GOULD/JODIE WILSON FOR ACM WORLDWIDE

ALTERNATIVE PLAYLISTS

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

MARKET #1
WXRK/New York
(212) 314-9230
Kingston/Peer

PLAYS

SW	LW	TW	ARTIST/TITLE
19	17	28	33 CREEED/What's This Life For
34	30	24	33 EVERLAST/What It's Like
13	25	32	31 BEASTIE BOYS/Remote Control
33	33	31	METALLICA/Turn The Page
29	28	30	31 PEARL JAM/Elderly Woman...
35	31	26	29 HOLE/Celebrity Skin
32	31	26	26 ROB ZOMBIE/Dracula
25	25	25	OFFSPRING/Pretty Fly (For...)
17	19	21	23 OFFSPRING/Why Don't You Get...
19	13	21	22 HOLE/Malibu
23	18	20	22 KORN/Got The Life
34	31	19	22 LENNY KRAVITZ/Fly Away
18	20	19	22 EVERLAST/Ends
23	24	26	22 ROB ZOMBIE/Living Dead Girl
22	21	21	EVERCLEAR/One Hit Wonder
27	21	20	PLACEBO/Pure Morning
16	15	13	20 LIVING END/Prisoner Of Society
17	16	16	PEARL JAM/Last Kiss
19	21	16	19 RAGE AGAINST...No Shelter
19	21	16	19 CREEED/One
15	19	17	17 LIMP BIZKIT/Faith
33	32	23	25 CREEED/Torn
18	23	19	15 SUBLIME/Bad Fish
13	12	15	14 DAYS OF THE NEW/The Down Town
9	20	11	14 CLASS OF '99/Another Brick In...
20	12	14	14 EVERCLEAR/Father Of Mine
-	-	-	14 D GENERATION/Helpless
19	15	12	14 TOOL/Eulogy
7	12	9	13 METALLICA/Whiskey In The Jar
15	11	13	13 ORGY/Blue Monday

MARKET #2
KROQ/Los Angeles
(818) 567-1067
Weatherly/
Sandbloom/Worden

PLAYS

SW	LW	TW	ARTIST/TITLE
43	39	41	40 OFFSPRING/Why Don't You Get...
40	39	41	38 SUGAR RAY/Every Morning
40	36	31	35 HOLE/Malibu
2	30	38	29 LIT/My Own Worst Enemy
39	34	33	33 CAKE/Never There
39	41	39	29 EVERLAST/What It's Like
31	29	40	28 HOLE/Celebrity Skin
27	29	37	27 KOTTONMOUTH KINGS/Dog's Life
33	31	32	26 OFFSPRING/Pretty Fly (For...)
29	19	27	25 U2/Sweetest Thing
25	34	33	23 LENNY KRAVITZ/Fly Away
27	32	31	23 GARBAGE/Special
17	24	24	29 FATBOY SLIM/Praise You
-	28	13	19 EVERCLEAR/One Hit Wonder
13	11	12	18 EVERLAST/Ends
25	25	21	17 KORN/Got The Life
19	14	25	17 CARDIGANS/My Favourite Game
15	14	18	14 KORN/Freak On A Leash
21	17	14	14 JIMMY EAT WORLD/Lucky Denver Mint
15	24	14	14 3 COLOURS RED/Beautiful Day
21	5	11	14 BEASTIE BOYS/Body Movin'
39	40	20	14 BEASTIE BOYS/The Negotiation...
19	17	19	13 NEVE/It's Over Now
12	12	13	13 LIVING END/Prisoner Of Society
15	12	8	12 ORGY/Blue Monday
19	21	12	12 MARVELOUS 3/Freak Of The Week
9	10	11	11 LIMP BIZKIT/Faith
14	11	10	10 EVE 6/Leech
20	21	17	10 CREEED/One
16	15	10	10 VAST/Touché

MARKET #3
Q101
WKQX/Chicago
(312) 527-8348
Richards/Shuminas

PLAYS

SW	LW	TW	ARTIST/TITLE
25	18	28	38 SUGAR RAY/Every Morning
29	40	35	35 ROB ZOMBIE/Dracula
41	38	35	36 EVERLAST/What It's Like
24	25	39	34 ORGY/Blue Monday
39	34	33	33 LENNY KRAVITZ/Fly Away
24	24	38	28 DAVE MATTHEWS BAND/Crush
19	23	19	24 VAST/Touché
-	12	24	24 OFFSPRING/Why Don't You Get...
20	20	14	22 HOLE/Malibu
26	20	22	22 FLYS/Got You (Where...)
39	22	22	21 EVE 6/Leech
13	16	26	21 CREEED/One
23	22	21	18 CARDIGANS/My Favourite Game
24	12	16	18 FATBOY SLIM/Praise You
13	24	32	17 KORN/Got The Life
21	18	16	16 CAKE/Never There
2	18	15	15 U2/Sweetest Thing
-	16	13	13 DOVETAIL JOINT/Level On The Inside
-	12	10	10 LO FIDELTY ALLSTARS/Battle Flag
15	8	10	11 CITIZEN KING/Better Days...
-	10	11	10 COLLECTIVE SOUL/Heavy
14	12	16	10 GARBAGE/Special
3	8	9	10 EVERCLEAR/One Hit Wonder
-	9	12	10 LIMP BIZKIT/Faith
-	7	8	9 STABBING WESTWARD/Haunting Me
-	7	8	9 KORN/Freak On A Leash
7	9	8	7 LIVING END/Prisoner Of Society
10	10	11	7 VALLEJO/Snake In The Grass
10	10	11	7 KID ROCK/Am The Bullgod
-	-	3	6 LIT/My Own Worst Enemy

MARKET #4
LIVE105
KITS/San Francisco
(415) 512-1053
Taylor/Axelsen

PLAYS

SW	LW	TW	ARTIST/TITLE
53	33	33	32 EVERLAST/What It's Like
55	35	33	33 SUGAR RAY/Every Morning
55	35	32	28 OFFSPRING/Why Don't You Get...
55	35	33	28 LENNY KRAVITZ/Fly Away
37	37	33	26 BEASTIE BOYS/The Negotiation...
25	25	23	23 GARBAGE/Special
42	41	38	38 EVERLAST/Ends
34	34	28	28 CAKE/Never There
54	34	27	21 HOLE/Malibu
18	18	24	21 FATBOY SLIM/Praise You
26	26	20	20 CREEED/One
24	24	22	20 OFFSPRING/Pretty Fly (For...)
18	18	20	20 LIT/My Own Worst Enemy
18	18	31	3 COLOURS RED/Beautiful Day
14	14	16	16 EVERCLEAR/One Hit Wonder
14	14	18	18 BEASTIE BOYS/Body Movin'
-	-	26	27 KOTTONMOUTH KINGS/Dog's Life
12	12	19	17 KORN/Got The Life
18	18	27	16 MARVELOUS 3/Freak Of The Week
25	25	20	20 EVE 6/Leech
19	19	20	15 U2/Sweetest Thing
25	25	22	22 COLLECTIVE SOUL/Heavy
18	18	20	14 LIVING END/Prisoner Of Society
10	10	14	13 ROB ZOMBIE/Dracula
28	28	25	25 CARDIGANS/My Favourite Game
13	13	23	20 NEVE/It's Over Now
11	11	12	10 MARILYN MANSON/Don't Like...
-	-	8	8 CAKE/Sheep Go To Heaven
-	-	6	6 JOHN DSZAJCA/Bisexual Chick

MARKET #5
Y-100
WPLY/Philadelphia
(610) 565-8900
McGuinn/Elliott

PLAYS

SW	LW	TW	ARTIST/TITLE
43	40	42	44 FUEL/Shimmer
41	35	42	44 DAVE MATTHEWS BAND/Crush
35	35	43	43 EVERLAST/What It's Like
40	45	44	43 SUGAR RAY/Every Morning
44	44	43	43 GOO GOO DOLLS/Side
34	34	40	40 CAKE/Never There
44	42	41	38 LENNY KRAVITZ/Fly Away
40	42	44	38 EVE 6/Leech
33	32	31	32 HOLE/Celebrity Skin
20	29	34	32 FLYS/Got You (Where...)
20	26	32	32 GARBAGE/Special
32	34	30	30 HOLE/Malibu
27	32	31	29 BETTER THAN EZRA/AI The Stars
40	43	36	29 NEW RADICALS/You Get What You...
20	28	25	25 MARVELOUS 3/Freak Of The Week
33	32	29	27 U2/Sweetest Thing
-	-	16	16 SEMISONIC/Secret Smile
25	25	25	25 OFFSPRING/Pretty Fly (For...)
-	-	14	14 COLLECTIVE SOUL/Run
29	30	31	15 BARENAKED LADIES/It's All Been Done
-	-	9	9 OFFSPRING/Why Don't You Get...
11	12	15	15 DC TALK/My Friend (So Long)
30	30	20	15 LIVING END/Prisoner Of Society
11	16	18	15 ROB ZOMBIE/Dracula
12	15	14	14 BEASTIE BOYS/Body Movin'
5	15	14	14 BLONDIE/Maria
12	14	14	14 EVE 6/Leech
15	14	13	13 BEASTIE BOYS/Body Movin'
18	22	19	13 SDUL COUGHING/Circles

MARKET #6
CIMX/Detroit
(313) 961-6397
Brookshaw/Cannova

PLAYS

SW	LW	TW	ARTIST/TITLE
35	36	41	41 BEASTIE BOYS/Body Movin'
41	38	40	40 ALANIS MORISSETTE/Joining You
40	40	39	39 HOLE/Malibu
15	18	34	39 ORGY/Blue Monday
38	42	41	40 SUGAR RAY/Every Morning
40	40	37	37 CAKE/Never There
35	35	33	33 VAST/Touché
-	-	11	11 COLLECTIVE SOUL/Heavy
41	29	22	21 EVERLAST/What It's Like
29	28	21	21 LENNY KRAVITZ/Fly Away
23	18	21	21 PLACEBO/Pure Morning
23	23	27	27 FINGER ELEVEN/Quicksand
38	37	26	26 EAGLE-EYE CHERRY/Save Tonight
24	26	27	25 SLOW/Money City Maniacs
28	25	23	23 FUEL/Bittersweet
-	-	16	16 CITIZEN KING/Better Days...
25	25	23	23 BARENAKED LADIES/It's All Been Done
-	-	25	25 LIT/My Own Worst Enemy
31	34	35	25 CARDIGANS/My Favourite Game
22	31	36	24 GARBAGE/Special
25	25	23	23 TRAGICALLY HIP/Something On
-	-	23	23 OFFSPRING/Why Don't You Get...
30	31	32	22 TOUCH AND GO/Would You...?
11	31	22	22 FATBOY SLIM/Praise You
22	24	20	20 KORN/Got The Life
16	21	22	21 EVE 6/Leech
18	17	19	19 ALANIS MORISSETTE/Thank U
-	-	19	19 EVERLAST/Ends
-	-	17	17 EVERCLEAR/One Hit Wonder
-	-	13	13 RUFUS WAINWRIGHT/April Fools

MARKET #6
WPLT/Detroit
(313) 871-3030
Michaels/Delisi

PLAYS

SW	LW	TW	ARTIST/TITLE
24	22	36	43 BARENAKED LADIES/It's All Been Done
40	42	41	42 GOO GOO DOLLS/Side
40	41	41	41 DAVE MATTHEWS BAND/Crush
41	41	41	41 SIXPENCE...Kiss Me
39	39	42	41 SARAH MCLACHLAN/Angel
39	41	41	41 EAGLE-EYE CHERRY/Save Tonight
40	37	40	39 SHAWN MULLINS/Lullaby
26	25	25	25 FUEL/Shimmer
24	25	25	25 EVERLAST/What It's Like
24	21	24	25 THIRD EYE BLIND/Jumper
23	25	24	24 SHERYL CROW/My Favorite Mistake
26	25	24	24 SUGAR RAY/Every Morning
23	23	24	24 MARCHBOX 20/Back 2 Good
24	24	24	24 JEWEL/Hands
40	40	29	24 EVE 6/Inside Out
26	25	24	24 SDUL COUGHING/Circles
22	25	25	23 BETTER THAN EZRA/AI The Stars
23	23	23	23 U2/Sweetest Thing
26	24	22	22 CAKE/Never There
26	24	22	22 LENNY KRAVITZ/Fly Away
24	23	22	22 ALANIS MORISSETTE/Thank U
21	23	20	20 SEMISONIC/Secret Smile
-	-	19	19 SEAL/Last My Faith
22	17	18	18 NEW RADICALS/You Get What You...
20	20	19	19 R.E.M./Lotus
19	16	15	15 SHERYL CROW/There Goes...
11	13	11	11 AUDRA & ALYNN/Hello Me
16	16	15	15 FLYS/Got You (Where...)
-	-	15	15 DC TALK/Consume Me
15	17	14	14 MARVELOUS 3/Freak Of The Week

MARKET #6
the edge
WXDG/Detroit
(248) 414-5600
Doyle/Spike

PLAYS

SW	LW	TW	ARTIST/TITLE
25	25	34	36 SUGAR RAY/Every Morning
28	36	33	33 EVERLAST/What It's Like
30	26	32	32 DAVE MATTHEWS BAND/Crush
22	23	31	31 U2/Sweetest Thing
-	-	27	27 OFFSPRING/Why Don't You Get...
29	35	37	36 CAKE/Never There
25	27	34	34 FLYS/Got You (Where...)
10	22	28	27 TRAGICALLY HIP/Fireworks
18	28	27	27 KORN/Got The Life
17	27	27	27 ORGY/Blue Monday
20	27	29	26 DOVETAIL JOINT/Level On The Inside
-	-	5	5 CREEED/One
13	17	20	23 HOLE/Malibu
15	16	23	23 MARILYN MANSON/Don't Like...
32	34	37	33 GOO GOO DOLLS/Side
15	16	21	20 ROB ZOMBIE/Dracula
-	-	21	21 HOLE/Celebrity Skin
16	21	20	19 LIMP BIZKIT/Faith
20	16	23	19 EVE 6/Leech
-	-	23	23 LENNY KRAVITZ/Fly Away
27	28	25	18 EVE 6/Inside Out
-	-	18	18 SEMISONIC/Secret Smile
-	-	15	15 CARDIGANS/My Favourite Game
31	23	25	16 EVERCLEAR/One Hit Wonder
-	-	11	11 BARENAKED LADIES/Alcohol
17	24	15	15 TOUCH AND GO/Would You...?
24	24	23	13 ALANIS MORISSETTE/Joining You
-	-	9	9 TIN STAR/Head
-	-	9	9 VAST/Touché
-	-	5	5 FATBOY SLIM/Praise You

MARKET #7
94.5 THE EDGE
KDGE/Dallas
(972) 770-7777
Doherty/Smith

PLAYS

SW	LW	TW	ARTIST/TITLE
45	61	60	62 CAKE/Never There
62	60	59	61 EVERLAST/What It's Like
58	60	59	59 SUGAR RAY/Every Morning
36	34	37	35 PLACEBO/Pure Morning
39	37	34	34 SUGAR RAY/Every Morning
17	39	34	34 COLLECTIVE SOUL/Heavy
8	26	34	33 MARVELOUS 3/Freak Of The Week
25	25	33	33 GOO GOO DOLLS/Side
20	20	29	27 HOLE/Malibu
37	35	34	34 ORGY/Blue Monday
59	59	61	61 HOLE/Celebrity Skin
33	38	37	37 CREEED/One
8	22	25	24 OFFSPRING/Why Don't You Get...
30	27	24	24 REMY ZERO/Prophecy
8	23	21	21 FATBOY SLIM/Praise You
13	25	22	22 EVE 6/Leech
12	23	22	22 TIN STAR/Head
22	19	21	21 LIMP BIZKIT/Faith
-	-	22	22 KORN/Freak On A Leash
37	38	29	21 KORN/Got The Life
-	-	24	20 EVERCLEAR/One Hit Wonder
-	-	17	17 DOVETAIL JOINT/Level On The Inside
-	-	14	14 STABBING WESTWARD/Haunting Me
-	-	13	13 LIVING END/Prisoner Of Society
-	-	6	6 MARILYN MANSON/Don't Like...

MARKET #8
WBEN
WBCN/Boston
(617) 266-1111
Dedipus/Strick

PLAYS

SW	LW	TW	ARTIST/TITLE
-	-	39	39 SOCIAL DISTORTION/Story Of My Life
40	40	37	38 U2/Sweetest Thing
26	25	33	33 HOLE/Malibu
39	37	38	37 EVERLAST/What It's Like
38	40	37	36 BEASTIE BOYS/Body Movin'
40	38	35	35 DAVE MATTHEWS BAND/Crush
34	36		

Tin Star

New At
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KTBZ
KLYY

R&R Alternative 25-19

Billboard Modern Rock Monitor: 31-24* -951 spins (+212)
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KPNT-18X KROX-26X KWOD-20X KXRK-18X WBRU-15X WXDX-15X WPBZ-32X WPLA-21X
WENZ-17X WWCD-20X KKDM-25X KKND-17X KCXX-17X WEDG-18X WXRK-10X KMYZ-21X
KFMA-15X and many more

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ALTERNATIVE PLAYLISTS

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

MARKET #19

KPNT/St. Louis
 (314) 231-1057
 Fee/Wilde

PLAYS	SW	LW	TW	ARTIST/TITLE
42	40	41	43	EVERLAST/What It's Like
41	41	39	42	CAKE/Never There
40	43	41	41	LENNY KRAVITZ/Fly Away
40	42	41	41	OFFSPRING/Pretty Fly (For...)
42	41	38	40	GOO GOO DOLLS/Slide
22	36	37	38	CREED/One
20	21	20	36	PEARL JAM/Elderly Woman...
24	24	25	26	PLACEBO/Pure Morning
24	26	27	28	COLLECTIVE SOUL/Heavy
26	23	26	25	ORGY/Blue Monday
23	24	26	24	SUGAR RAY/Every Morning
20	21	21	23	HOLE/Malibu
15	21	24	23	EVERCLEAR/One Hit Wonder
22	24	24	21	NEW RADICALS/You Get What You...
-	-	15	19	BARE JR./You Blew Me Off
-	-	14	17	OLEANDER/Why I'm Here
16	19	15	18	DOVETAIL JOINT/Level On The Inside
14	14	16	15	GARBAGE/Special
16	14	12	15	EVE 6/Leech
-	-	-	-	TIN STAR/Head
-	-	-	-	R.E.M./Lotus
14	12	14	14	MARVELOUS 3/Freak Of The Week
-	-	-	-	OFFSPRING/Why Don't You Get...
17	17	15	13	REMY ZERO/Prophecy
-	-	-	-	STABBING WESTWARD/Haunting Me
12	13	11	12	KORN/Get The Life
-	-	-	-	LIT/My Own Worst Enemy
7	9	10	10	MARILYN MANSON/Don't Like...
12	9	13	8	LIMP BIZKIT/Faith
12	7	9	8	URGE/Straight To Hell

MARKET #21

WXDX/Pittsburgh
 (412) 937-1441
 Moschitta/Diana

PLAYS	SW	LW	TW	ARTIST/TITLE
37	36	34	40	SUGAR RAY/Every Morning
36	38	32	38	EVERLAST/What It's Like
27	26	25	38	ORGY/Blue Monday
-	-	-	-	30 33 35 EVERCLEAR/One Hit Wonder
36	38	33	35	FLYSGOT YOU (Where...)
34	33	34	34	HOLE/Celebrity Skin
26	21	25	38	CREED/One
-	-	-	-	14 21 24 MARVELOUS 3/Freak Of The Week
25	25	22	23	ALANIS MORISSETTE/Joining You
23	25	17	22	CLASS OF '99/Another Brick In...
26	25	18	22	COLLECTIVE SOUL/Heavy
17	17	14	21	ROB ZOMBIE/Dracula
-	-	-	-	19 21 21 OFFSPRING/Why Don't You Get...
26	26	23	21	GOO GOO DOLLS/Dizzy
-	-	-	-	22 20 20 SEMISONIC/Secret Smile
36	25	23	20	GARBAGE/Special
22	20	20	20	EVE 6/Leech
26	25	21	18	CARDIGANS/My Favourite Game
18	16	14	18	KHALEEL/No Mercy
-	-	-	-	13 15 17 COLLECTIVE SOUL/Run
14	14	11	16	MARILYN MANSON/Don't Like...
17	18	16	16	DOVETAIL JOINT/Level On The Inside
-	-	-	-	1 16 BARENAKED LADIES/Alcohol
10	14	12	16	LIVING END/Prisoner Of Society
-	-	-	-	14 14 14 TIN STAR/Head
18	17	18	14	HOLE/Malibu
16	16	14	14	KID ROCK/Am The Bulldog
-	-	-	-	1 14 FATBOY SLIM/Praise You
13	13	12	12	DAVE MATTHEWS BAND/Crush
17	18	15	12	KORN/Get The Life

MARKET #23

KTCL/Denver
 (303) 623-9330
 O'Connor

PLAYS	SW	LW	TW	ARTIST/TITLE
31	34	48	48	ORGY/Blue Monday
-	-	-	-	47 LIT/My Own Worst Enemy
27	32	44	46	CHERRY POPPIN'...Brown Derby Jump
15	19	46	46	GARBAGE/Special
-	-	-	-	8 47 46 DAVE MATTHEWS BAND/Crush
43	45	44	44	BEASTIE BOYS/Body Movin'
30	30	45	44	FAILURE/Enjoy The Silence
33	37	36	43	MARVELOUS 3/Freak Of The Week
-	-	-	-	22 47 48 OFFSPRING/Why Don't You Get...
-	-	-	-	13 46 42 COLLECTIVE SOUL/Heavy
32	35	35	37	EVE 6/Leech
-	-	-	-	5 35 37 DOVETAIL JOINT/Level On The Inside
32	34	36	38	PLACEBO/Pure Morning
32	35	36	38	NEW RADICALS/You Get What You...
27	27	32	34	FAST/Touch
31	30	36	33	FATBOY SLIM/Praise You
30	28	32	31	HOLE/Malibu
33	35	34	38	MARCY PLAYGROUND/Saint Joe On...
42	47	35	38	ALANIS MORISSETTE/Joining You
35	41	34	29	STABBING WESTWARD/Save Yourself
32	33	32	29	FUEL/Shimmer
32	30	34	29	CRYSTAL METHOD/Comin' Back
31	34	31	29	SOUL COUGHING/Circles
46	46	44	41	EVERLAST/What It's Like
43	43	44	29	SUGAR RAY/Every Morning
18	17	18	14	EVERCLEAR/One Hit Wonder
27	28	32	29	CREED/My Own Prison
44	31	35	28	CAKE/Never There
32	30	27	28	CITIZEN KING/Better Days...
-	-	-	-	5 27 28 TIN STAR/Head

MARKET #23

KXPK/Denver
 (303) 832-5665
 Weston

PLAYS	SW	LW	TW	ARTIST/TITLE
56	54	48	54	EVERLAST/What It's Like
35	35	48	53	SUGAR RAY/Every Morning
10	27	21	50	CREED/One
45	42	50	49	LENNY KRAVITZ/Fly Away
45	49	48	49	GARBAGE/Think I'm Paranoid
32	30	33	38	PLACEBO/Pure Morning
30	32	36	36	ORGY/Blue Monday
28	23	33	33	HOLE/Malibu
-	-	-	-	26 33 33 COLLECTIVE SOUL/Heavy
47	41	33	32	BEASTIE BOYS/Body Movin'
24	43	50	30	HOLE/Celebrity Skin
26	29	28	29	MARVELOUS 3/Freak Of The Week
28	30	29	28	OFFSPRING/Pretty Fly (For...)
27	28	29	27	GOO GOO DOLLS/Slide
11	15	12	26	BETTER THAN EZRA/At The Stars
1	23	28	26	FAST/Touch
1	23	26	25	EVERCLEAR/Father Of Mine
28	26	23	25	FUEL/Bittersweet
21	21	21	25	FUEL/Shimmer
-	-	-	-	25 EVERCLEAR/One Hit Wonder
15	17	22	24	GARBAGE/Special
23	24	28	23	ALANIS MORISSETTE/Joining You
20	19	18	19	STABBING WESTWARD/Save Yourself
46	40	20	19	HOLE/Celebrity Skin
19	21	21	19	MARILYN MANSON/Don't Like...
18	19	17	18	KORN/Get The Life
19	19	18	15	ROB ZOMBIE/Dracula
-	-	-	-	14 FATBOY SLIM/Praise You
-	-	-	-	11 OLEANDER/Why I'm Here

MARKET #24

107.9 WENZ/Cleveland
 (216) 861-0100
 Binder/1 Son

PLAYS	SW	LW	TW	ARTIST/TITLE
22	33	39	41	SUGAR RAY/Every Morning
43	33	45	40	EVERLAST/What It's Like
45	35	43	39	CAKE/Never There
18	17	39	39	DAVE MATTHEWS BAND/Crush
42	33	45	38	FLYSGOT YOU (Where...)
42	37	44	38	U2/Sweetest Thing
9	17	16	28	EVERCLEAR/One Hit Wonder
39	39	38	33	KORN/Get The Life
-	-	-	-	18 23 24 SEMISONIC/Secret Smile
21	16	20	21	NEW RADICALS/You Get What You...
16	21	21	20	COLLECTIVE SOUL/Heavy
19	15	20	19	METALLICA/Turn The Page
20	16	18	19	CLASS OF '99/Another Brick In...
21	16	21	18	ORGY/Blue Monday
-	-	-	-	1 20 18 TIN STAR/Head
18	15	21	18	ALANIS MORISSETTE/Joining You
12	10	14	18	ROB ZOMBIE/Dracula
-	-	-	-	18 FATBOY SLIM/Praise You
-	-	-	-	18 KHALEEL/No Mercy
20	17	21	18	BARENAKED LADIES/Alcohol
-	-	-	-	17 HOLE/Malibu
14	17	17	17	R.E.M./Lotus
-	-	-	-	16 18 21 GARBAGE/Special
18	18	21	16	GARBAGE/Special
18	18	14	11	STABBING WESTWARD/Haunting Me
-	-	-	-	1 14 11 MARVELOUS 3/Freak Of The Week
-	-	-	-	10 JUE/Rick James
16	9	14	10	LIVING END/Prisoner Of Society
13	9	13	10	KID ROCK/Am The Bulldog
-	-	-	-	13 12 10 MARILYN MANSON/Don't Like...

MARKET #25

KNRK/Portland, OR
 (503) 223-1441
 Hamilton

PLAYS	SW	LW	TW	ARTIST/TITLE
41	43	43	44	EVERLAST/What It's Like
22	31	43	43	SUGAR RAY/Every Morning
22	31	43	42	CREED/One
41	43	43	42	LENNY KRAVITZ/Fly Away
41	43	43	42	CAKE/Never There
7	23	24	28	EVERCLEAR/One Hit Wonder
10	11	23	25	MARVELOUS 3/Freak Of The Week
16	23	24	24	COLLECTIVE SOUL/Heavy
22	24	23	24	BAZ LUHRMANN/Everybody's Free...
23	24	23	23	EVE 6/Leech
21	25	23	23	FLYSGOT YOU (Where...)
16	23	23	23	LIT/My Own Worst Enemy
11	16	24	23	SEBASTIAN/Flame
12	16	23	23	TIN STAR/Head
41	35	22	22	GARBAGE/Special
42	42	22	22	OFFSPRING/Pretty Fly (For...)
-	-	-	-	5 21 21 OFFSPRING/Why Don't You Get...
-	-	-	-	12 16 16 GOO GOO DOLLS/Dizzy
12	9	11	11	SEMISONIC/Secret Smile
12	9	11	11	FATBOY SLIM/Praise You
12	10	13	11	LIVING END/Prisoner Of Society
-	-	-	-	8 10 10 DOVETAIL JOINT/Level On The Inside
23	23	20	20	HOLE/Malibu
-	-	-	-	9 CAKE/Sheep Go To Heaven
8	8	8	8	BEASTIE BOYS/Body Movin'
36	31	28	28	CARDIGANS/My Favourite Game
-	-	-	-	8 HARVEY DANGER/Save It For Later
-	-	-	-	7 MAYFIELD FOUR/Don't Walk Away
-	-	-	-	1 VALLEJO/Snake In The Grass

MARKET #26

WOXY/Cincinnati
 (513) 523-4114
 Valmasset/Couch

PLAYS	SW	LW	TW	ARTIST/TITLE
-	-	-	-	24 25 25 PAUL WESTERBERG/Lookin' Out Forever
11	26	26	24	GOLDEN SMOG/I Only Had A Car
23	20	25	24	BECK/Cold Brains
12	28	26	24	SON VOLT/Driving The View
-	-	-	-	24 ADRIAN BELEW/Sad Days
21	29	27	24	TOUCH AND GO/Would You...?
11	17	24	23	ELLIOTT SMITH/Baby Britain
12	27	28	23	SCOTT/Deutsche LP Record
20	28	27	22	BARE JR./You Blew Me Off
23	28	26	22	AFGHAN WHIGS/John The Baptist
11	25	26	21	LUCIANO WILLIAMS/Car Wheels On A...
23	28	26	19	R.E.M./Lotus
23	16	20	15	CAKE/Sheep Go To Heaven
11	13	14	14	KRISTIN HERKES/Pool Eden Smith
-	-	-	-	2 12 14 BOTTLE ROCKETS/Financing HS...
5	15	13	13	BLONDIE/Maria
12	14	13	13	FEAR OF POP...In Love
14	15	13	13	GIGOLO AUNT'S/The Big Lie
13	14	14	13	LIVING END/Prisoner Of Society
-	-	-	-	13 GIGOLO AUNT'S/The Big Lie
-	-	-	-	13 GIGOLO AUNT'S/The Big Lie
12	15	14	13	GOD GOO DOLLS/Dizzy
-	-	-	-	13 MIKE STOTT/King Electric
-	-	-	-	13 SLEATER-KINNEY/Get It Up
3	14	13	13	LACKEY/What Can I Say?
-	-	-	-	2 13 13 PETER HIMMELMAN/Fly So High
-	-	-	-	6 13 13 BUILT TO SPILL/Center Of...
-	-	-	-	2 12 13 LIZ PHAIR/Johnny Feelgood
-	-	-	-	3 13 BUGZY/Pizza
-	-	-	-	13 HOLE/Awful
-	-	-	-	2 13 DYLAN WOSBORNE/Chimes Of Freedom

MARKET #28

KWOD/Sacramento
 (916) 448-5000
 Bunce

PLAYS	SW	LW	TW	ARTIST/TITLE
50	53	53	56	SUGAR RAY/Every Morning
31	50	54	48	FATBOY SLIM/Praise You
51	53	52	47	EVERLAST/What It's Like
51	51	52	47	CARDIGANS/My Favourite Game
52	51	51	41	EELS/Last Stop: This Town
-	-	-	-	12 30 35 OFFSPRING/Why Don't You Get...
-	-	-	-	33 NEVE/It's Over Now
34	45	51	30	NEW RADICALS/You Get What You...
25	33	31	29	ORGY/Blue Monday
33	33	31	28	EVERCLEAR/One Hit Wonder
16	22	31	28	MARVELOUS 3/Freak Of The Week
21	22	22	22	EVE 6/Leech
26	30	31	26	COLLECTIVE SOUL/Heavy
26	31	26	26	BEASTIE BOYS/Body Movin'
35	32	29	28	CAKE/Sheep Go To Heaven
17	16	25	24	EVERLAST/Ends
12	18	22	22	CREED/One
28	20	24	20	CAKE/Never There
5	18	20	20	DOVETAIL JOINT/Level On The Inside
-	-	-	-	21 20 20 SKELTONS/Everytime You Go
12	9	14	18	BLONDIE/Maria
-	-	-	-	1 16 16 TIN STAR/Head
-	-	-	-	6 11 15 STABBING WESTWARD/Haunting Me
3	7	10	12	LIMP BIZKIT/Faith
-	-	-	-	8 KORN/Freak On A Leash
-	-	-	-	1 LIT/My Own Worst Enemy
33	33	22	17	HOLE/Malibu
-	-	-	-	16 LIVING END/Prisoner Of Society
16	13	17	14	MY FRIEND STEVE/All In All
10	10	12	13	LIMP BIZKIT/Faith
-	-	-	-	4 12 13 MARILYN MANSON/Don't Like...
-	-	-	-	9 9 13 VALLEJO/Snake In The Grass

MARKET #29

KCXX/Riverside

NEW MUSIC SPECIALTY SHOWS

R&R's Exclusive Look At The Cutting Edge Of Alternative

Panel In Flames

By Rich Michalowski
Asst. Alternative Editor

After weeks and weeks of flirting with the Specialty chart's Top 5, Sub Pop/Sire's **Sebadoh** breaks away from the bowels of the panel and hits the hot spot with single "Flame" and some heavy support, including KPNT/St. Louis, WXRK/New York, and XTRA/San Diego. It looks like the buzz is hitting just in time as Sebadoh prepares to depart from specialty land and make a run next week for Alternative radio. And

my DIY (Do-It-Yourself) girl, **Righteous Babe's Ani DiFranco** is at it again, making acoustic waves with single "Angry Any-more," which nudges her from last week's No. 12 to No. 2. Meanwhile, **Kill Rock Stars' Sleater-Kinney** drops from the top, but remains in the Top 5 with loyal play on first single, "Get Up." Finally, make sure you don't miss out on some new music set to hit the panel: **Wind-up's Finger Eleven**, **Capitol's Block**, and **Restless' Hate Dept.** By the way, if you don't have Hate Dept.'s new album, give Rick Sackheim a call at (310) 358-4048. Until next week ... **Record To Watch: Gigolo Aunts.**



ESCAPE FROM CHICAGO — Listen up as Chicago indie Victory Records (1-888-4-HRDCOR) unleashes *Grey Area* to the Specialty panel this week. In action are Grey Area vocals/guitar **Ernie** bass player **Sid Butler**, drummer **Vinnie Value** and lead guitar guy **Jason**.

R&R **TOP 20 ARTISTS**
Ranked by total number of shows reporting artist.

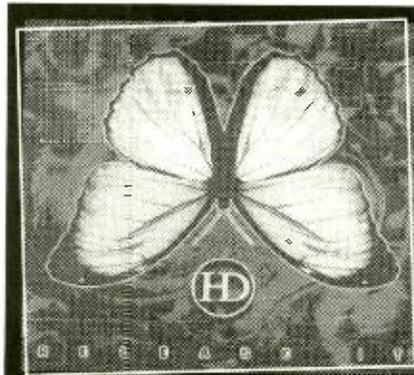
- 1 **SEBADOH** (*Sub Pop/Sire*) Airplay Includes: WBTV, WEJE, WLIR
- 2 **ANI DIFRANCO** (*Righteous Babe*) Airplay Includes: KCRW, KCXX, WBCN
- 3 **SLEATER-KINNEY** (*Kill Rock Stars*) Airplay Includes: KROQ, WBTV, WGMR
- 4 **BUILT TO SPILL** (*Warner Bros.*) Airplay Includes: KDGE, KLZR, KNRQ
- 5 **LIT** (*RCA*) Airplay Includes: KCXX, WXEG, WXRK
- 6 **SPY** (*Lava/Atlantic*) Airplay Includes: KMYZ, WBCN, WFNX
- 7 **IMPERIAL TEEN** (*Sire*) Airplay Includes: KTEG, KXRK, WEDG
- 8 **FUN LOVIN' CRIMINALS** (*Virgin*) Airplay Includes: KCXX, KPNT, XTRA
- 9 **LO FIDELITY...** (*Skint/Sub Pop/Columbia*) Airplay Includes: KNDD, WDST, WEDG
- 10 **ELLIOTT SMITH** (*DreamWorks*) Airplay Includes: WLIR, WPLY, WXEG
- 11 **SOUL COUGHING** (*Slash/WB*) Airplay Includes: KCRW, WEJE, WHTG
- 12 **TWELVE CAESARS** (*Minty Fresh*) Airplay Includes: WEJE, WFNX, WJBX
- 13 **JUDE** (*Maverick/Reprise*) Airplay Includes: KHLR, WOXY, WXEG
- 14 **TIN STAR** (*V2*) Airplay Includes: KLZR, KNRQ, KXTE
- 15 **CAKE** (*Capricorn/Mercury*) Airplay Includes: WEQX, WPGU, WXRK
- 16 **NATURAL CALAMITY** (*Ideal*) Airplay Includes: KJEE, KNDD, KNRK
- 17 **FATBOY SLIM** (*Skint/Astralwerks/Caroline*) Airplay Includes: KFTE, KPNT, WPBZ
- 18 **CITIZEN KING** (*Warner Bros.*) Airplay Includes: KNRQ, WBCN, WXDX
- 19 **KENT** (*RCA*) Airplay Includes: KZNZ, WFNX, WLIR
- 20 **HEFNER** (*Beggars Banquet*) Airplay Includes: Airplay Includes: KXRK, KZNZ, WKQX

SPECIALTY SHOW REPORTERS

Shows and their Top 5 songs listed alphabetically by market

<p>WEQX/Albany, NY Download Sunday 7-10pm Donna Frank Jason Falkner "Author Unknown" Jude "Rick James" Bare Jr. "You Blew Me Off" Lucky "What Can I Say" Cake "Sheep Go To..."</p>	<p>WKQX/Chicago, IL First Contact Sunday 9-10pm James Vanostol Sparklehorse "Sick Of Goodbyes" Stoan "On The Horizon" Formula One "Big Eye Stare" Cupcake "Adicts" Sleater-Kinney "Get Up"</p>	<p>WLIR/Long Island, NY Left Of Center Sunday 9-10:30pm Jerry Rubino You Am I "What I Don't Know..." Sparklehorse "Hundreds Of Sparrows" River "Setting Sun" Paul Westerberg "Lookin' Out Forever" Blondie "Under The Gun"</p>	<p>WDST/Poughkeepsie, NY Indie Flux Thursday 10:30-11:30pm Justin Habersaat Dropkick Murphys "Curse Of A Fallen..." Lo Fidelity... "Battletag" Sleater-Kinney "Tapping" Paige "Mute" T Made Ford "Pop Pop Pop"</p>
<p>WQBK/Albany, NY Over The Edge Monday midnight-2am Kelli McHamara Gomez "Get Myself Arrested" Mercury Rev "Goodness On A..." Fleming And John "The Pearl" Love And Rockets "R.I.P. 20 C." Baxter "Television"</p>	<p>WOXY/Cincinnati, OH 11 O'Clock News Tuesday 11pm-midnight Kevin Couch Mojave 3 "Some Kind Of..." Built To Spill "You Were Right" Chuck E. Weiss "Pygmy Fund" Ruth Ruth "Chemical Peel" Spy "Baby"</p>	<p>KCRW/Los Angeles, CA Brave New World Friday midnight-3am Tricia Halloran Nothing Painted Blue "Modern Again" Built To Spill "You Were Right" Gigolo Aunts "Super Ultra Wicked..." David Gray "Please Forgive Me" Swell "Make Up Your Mind"</p>	<p>KCXX/Riverside, CA Music Meeting Sunday 9-10pm Dwight Arnold Moko "Wheel In Motion" Fun Lovin' Criminals "Korean Bodega" Tin Star "Head" Crash Test Dummies "Keep A Lid On Things" Finger Eleven "Above"</p>
<p>KTEG/Albuquerque, NM Over The Edge Sunday 7-8:30pm Julie Forman Sleater-Kinney "Flame" Ani DiFranco "Angry Anywhere" Days Of The New "Two Faces" Monster Magnet "Kick Out The Jams" Cutters "Satisfied"</p>	<p>KDGE/Dallas, TX Adventure Club Sunday 9-9pm Josh Venable Kristin Hersh "Mama's Gonna Buy" Ash "Jesus Says" Jimmy Eat World "Lucky Denver Mint" Siouxsie & Banshees "Face To Face" His Name Is Alive "The Waitress"</p>	<p>KROQ/Los Angeles, CA Rodney On The Roo Sunday midnight-3am Rodney Bingenheimer Sleater-Kinney "Get Up" Ash "Jesus Says" Rodney Spectre "She Talks To..." Red Kross "Teen Competition" Blondie "Under The Gun"</p>	<p>KPNT/St. Louis, MO New Music Sunday Sunday 7-9:30pm Les Aaron Block "rhinoceros" Oleander "How Could I" Finger Eleven "Above" Boo Radleys "Free Huey" Sebadoh "Flame"</p>
<p>WBCN/Boston, MA Nocturnal Emissions Sunday 8-10pm Oedipus/Albert O 1000 Clowns "Not The..." Citizen King "Better Days" Stretch Princess "Free" Liz Phair "Johnny Feelgood" Built To Spill "Center Of The..."</p>	<p>WXEG/Dayton, OH The Edge Spin Cycle Sunday 9-10:30pm Allen Rantz Fatboy Slim "Praise You" Blondie "Maria" Lit "My Own Worst Enemy" Fear Of Pop "In Love" Collective Soul "Heavy"</p>	<p>KZNZ/Minneapolis, MN Freedom Rock Sunday 8-9:30pm Brian Oake Sebadoh "Flame" Club 8 "Someday" Jason Falkner "Author Unknown" Guided By Voices "Motor Away" Stereo Total "C'est La Mort"</p>	<p>KXRK/Salt Lake City, UT Now Hear This Monday-Friday 8-9pm Sean Ziebarth Dogmeat "Modern Angel" Hefner "The Sad Witch" Sebadoh "Flame" Smile "The Best Years" Pedro "The Lion" "Big Trucks"</p>
<p>WFNX/Boston, MA Spin Cycle Friday midnight-2am DJ Tym Ryan Stroke "Motherman" Puya "Oasis" Phonographic Disk "Polar Bear..." Kent "747..." D Generation "Helpless"</p>	<p>WXDG/Detroit, MI Cutting Edge Sunday 9-10pm Bill Walters 20 Dead Flowers... "Fractured" Lit "My Own Worst Enemy" Outrageous Cherry "Jayne" Dovetail Joint "Beautiful" Face "Places On My Way"</p>	<p>WHTG/Monmouth-Ocean, NJ Go! Underground Sunday 9pm-midnight Jeff Raspe Built To Spill "Center Of The..." D Generation "Helpless" Sleater-Kinney "Get Up" Ben Lee "Cigarettes Will..." Belle & Sebastian "I Know Where..."</p>	<p>XTRA/San Diego, CA Floorboard Tuesday midnight-1am Action DJ Hilary Sleater-Kinney "Get Up" Smile "Too Many Reasons" Uninvited "Too High For The..." Dig "Live In Sound" Elliott Smith "Baby Britain"</p>
<p>KHLR/Bryan, TX Exposure Sunday 8-9pm Brad Ley Velvet Underground "The Murder Mystery" Twelve Caesars "Out Of My Hands" Sunny Day Realism... "Every Shining..." Mineral "For Ivaldeh" Peter Murphy "Ritual-Recall"</p>	<p>KNRQ/Eugene, OR The "Q" Afterdark Monday midnight-2am Cla Jude "Rick James" Jimmy Eat World "Lucky Denver Mint" Stretch Princess "Free" Tin Star "Disconnected Child" Newerwas "Kick Back"</p>	<p>WXRK/New York, NY The "Buzz" Sunday midnight-2am Mike Peer/Radio Raheem Imperial Teen "Yoo Hoo" Lit "My Own Worst Enemy" Biohazard "End Of My Rope" Grand Mal "Whole Lotta Nothing" Fear Factory "Descent"</p>	<p>KJEE/Santa Barbara, CA Dissonant Tendrils Sunday 10:20pm-midnight John Schroeter Natura Calamity "As You Know" Sebadoh "Flame" Kent "747..." Buckwold "Cold Pizza" Ten Foot Pole "The Getaway"</p>
<p>WEDG/Buffalo, NY Over And Beyond Sunday 9-10:30pm Brad Maybe Lit "My Own Worst Enemy" Imperial Teen "Yoo Hoo" Paul Westerberg "Fugitive Kind" Sparklehorse "Sick Of Goodbyes" Sparklehorse "Ghost Of His Smile"</p>	<p>WJWB/Ft. Myers, FL 99 Xtreme Sunday 8-10pm Lancer Butt Hole Surfers "Who Was In My..." Dettones "Mascara" Electric Frank... "I'm Not Your..." Fear Factory "Descent" Godsmack "Whatever"</p>	<p>WPLY/Philadelphia, PA Y Not? Sunday 9-10:30pm Dan Fein Black Crowes "Only A Fool" Built To Spill "Carry The Zero" Kula Shaker "Mystical Machine..." Lit "My Own Worst Enemy" Sebadoh "Flame"</p>	<p>KNDD/Seattle, WA Loudspeaker Sunday 10-11pm Bill Field King Missile "Up My Ass" Hefner "Love Will Destroy..." Baxter "Television" Ten Foot Pole "The Getaway" Natura Calamity "As You Know"</p>
<p>WBTV/Burlington, VT Spinning Unrest Sunday 8-9:30pm Steve Picard Built To Spill "Center Of The..." Crumbox "Your Music..." Sebadoh "Flame" Belle & Sebastian "This Is Just..." Cornelius "Free Fall"</p>	<p>WEJE/Ft. Wayne, IN New Music Show Sunday 7:30-8:30pm Weasel Eminem "My Name Is" Twelve Caesars "I'm Gonna Kick..." Fatboy Slim "Praise You" Dovetail Joint "Level On The Inside" Fys "She's So Huge"</p>	<p>WXDX/Pittsburgh, PA Edge Of The X Sunday 9-11pm Lenny Diana Mad Season "River Of Deceit" Marvelous 3 "Let Me Go" Marvelous 3 "You're So Yesterday" Kid Rock "Wasting Time" Virgos Merlot "Gain"</p>	<p>WGMR/State College, PA Now Hear This Sunday 10pm-midnight Reggie Lutz Uninvited "Too High For The..." Belle & Sebastian "Seymour Stein" Sleater-Kinney "Get Up" Twelve Caesars "I'm Gonna Kick..." Cracker "The World Is Mine"</p>
<p>WPGU/Champaign, IL Stork Radio Monday 11pm-midnight Pleasure Boy Cake "Sheep Go To..." Fys "She's So Huge" Neva "It's Over Now" Spy "Baby" Oleander "Why I'm Here"</p>	<p>KFTE/Lafayette, LA End Of The World Sunday 7-11pm Dave Hubbell Fatboy Slim "Praise You" Built To Spill "You Were Right" Boo Radleys "Free Huey" Vast "Dirty Hole" PJ Olsson "Visine"</p>	<p>KNRK/Portland, OR Something Cool Sunday midnight-1am Jaime Cooley Gomez "Get Myself Arrested" Jimmy Eat World "Lucky Denver Mint" Muzzle "Been Hurt" PJ Olsson "Visine" Sleater-Kinney "Get Up"</p>	<p>KFMA/Tucson, AZ Text Department Sunday 6-9pm Matt Spry Ultrasank "Slip" Queers Of The... "If Only" Cake "Sheep Go To..." Novocaine "Breath Again" Ten Foot Pole "Another Hat..."</p>
<p>WAVF/Charleston, SC Cutting Edge Sunday 8:30-10pm Janda Baldwin Helicopters "Gotta Get Some..." Fatboy Slim "Praise You" Seaweed "Amlyrical" Gomez "Get Myself Arrested" Elliott Smith "Baby Britain"</p>	<p>KXTE/Las Vegas, NV It Hurts When I Pee Sunday 10pm-midnight Chris Ripley/Tank Fear Factory "Descent" Oleander "Why I'm Here" Finger Eleven "Above" Queens Of The... "If Only" Static X "Push It"</p>	<p>WCYY/Portland, ME Spinout Thursday 7-9pm Shawn Jeffrey Faith No More "Introduce Yourself" Depeche Mode "People Are People" Blasters "It's All Your Fault" Ani DiFranco "Jukebox" Whale "Four Big Speakers"</p>	<p>WPEZ/West Palm Beach, FL Electronic Buzz Saturday midnight-3am The Tech Kid Fatboy Slim "Praise You" Cirrus "Captain Cocktail" Hive "Ultrasonic Sound" Squawpusher "Tequila Fish" Angel Alanis "Steady Pulse"</p>

41 Total Reporters



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FEBRUARY 5, 1999

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	NEW RADICALS You Get What You Give (MCA)	678	668	675	672	33/0
6	4	2	2	SHERYL CROW There Goes The Neighborhood (A&M)	579	586	520	455	32/0
2	2	3	3	GOO GOO DOLLS Slide (Warner Bros.)	467	484	543	588	25/1
—	15	8	4	R.E.M. Lotus (Warner Bros.)	453	373	258	174	32/1
8	7	5	5	CHRIS ISAAK Flying (Reprise)	448	428	420	371	29/0
27	16	11	6	SUGAR RAY Every Morning (Lava/Atlantic)	410	332	256	188	23/2
3	3	4	7	JEWEL Hands (Atlantic)	367	444	529	544	25/0
—	25	15	8	COLLECTIVE SOUL Run (Hollywood/Atlantic)	351	308	194	57	28/2
—	—	19	9	JOHN MELLENCAMP I'm Not Running Anymore (Columbia)	351	271	133	50	28/1
17	11	12	10	WES CUNNINGHAM So It Goes (Warner Bros.)	351	330	313	264	27/1
11	9	9	11	JONNY LANG Still Rainin' (A&M)	351	345	341	307	24/0
4	5	6	12	BARENAKED LADIES It's All Been Done (Reprise)	340	422	484	524	21/0
15	14	10	13	BRIAN SETZER ORCHESTRA This Cat's On A Hot... (Interscope)	307	334	286	271	26/0
5	6	7	14	SEAL Human Beings (Warner Bros.)	302	411	472	514	23/0
12	13	17	15	LUCINDA WILLIAMS Can't Let Go (Mercury)	286	299	301	304	20/1
7	8	14	16	DAVE MATTHEWS BAND Crush (RCA)	274	310	354	411	18/1
BREAKER			17	SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	269	209	182	158	16/1
BREAKER			18	SHAWN MULLINS Shimmer (SMG/Columbia)	267	240	169	69	23/1
22	19	18	19	EVERLAST What It's Like (Tommy Boy)	267	274	230	230	13/0
9	12	13	20	U2 Sweetest Thing (Island)	264	311	313	346	19/1
10	10	16	21	B.B. KING Bad Case Of Love (MCA)	257	302	324	327	23/0
DEBUT			22	SEMISONIC Secret Smile (MCA)	215	164	118	72	22/1
29	22	24	23	LISA LOEB All Day (Interscope)	210	204	202	186	20/1
26	20	21	24	MATCHBOX 20 Back 2 Good (Lava/Atlantic)	199	225	215	193	12/0
24	21	22	25	SOUL COUGHING Circles (Slash/WB)	197	213	205	212	13/0
DEBUT			26	BLONDIE Maria (Beyond)	181	171	119	62	18/0
—	—	29	27	SUSAN TEDESCHI You Need... (Tone Cool/Rounder/Mercury)	178	181	157	90	16/0
25	24	26	28	LYLE LOVETT West Texas Highway (Curb/MCA)	174	186	196	196	17/0
DEBUT			29	GOLDEN SMOG Until You Came Along (Rykodisc)	169	164	152	149	18/2
—	—	28	30	BETTER THAN EZRA At The Stars (Elektra/EEG)	165	182	156	163	11/0

This chart reflects airplay from January 25-31. Songs ranked by total plays. Highlighted songs indicate Breaker. 37 Adult Alternative reporters. 35 current playlists. © 1999, R&R Inc.

NEW & ACTIVE

ANI DIFRANCO Angry Anymore (Righteous Babe)
Total Plays: 164, Total Stations: 18, Adds: 2

ALANIS MORISSETTE Unsent (Maverick/Reprise)
Total Plays: 152, Total Stations: 14, Adds: 3

SUSAN TEDESCHI It Hurt So Bad (Tone Cool/Rounder/Mercury)
Total Plays: 140, Total Stations: 12, Adds: 1

BONNIE RAITT Lover's Will (Capitol)
Total Plays: 139, Total Stations: 16, Adds: 0

SINEAD LOHAN Diving To Be Deeper (Grapevine/Interscope)
Total Plays: 136, Total Stations: 16, Adds: 1

BRUCE HORNSBY King Of The Hill (RCA)
Total Plays: 120, Total Stations: 19, Adds: 5

CRACKER Seven Days (Virgin)
Total Plays: 119, Total Stations: 13, Adds: 0

PETER HIMMELMAN Fly So High (Six Degrees/Koch)
Total Plays: 115, Total Stations: 14, Adds: 1

GARBAGE Special (Almo Sounds/Interscope)
Total Plays: 113, Total Stations: 11, Adds: 2

R.L. BURNSIDE It's Bad You Know (Fat Possum/Epitaph)
Total Plays: 109, Total Stations: 12, Adds: 1

Songs ranked by total plays

BREAKERS

SARAH MCLACHLAN

Angel (Warner Sunset/Reprise)

TOTAL PLAYS/INCREASE: 269/60
TOTAL STATIONS/ADDS: 16/1
CHART: 17

SHAWN MULLINS

Shimmer (SMG/Columbia)

TOTAL PLAYS/INCREASE: 267/27
TOTAL STATIONS/ADDS: 23/1
CHART: 18

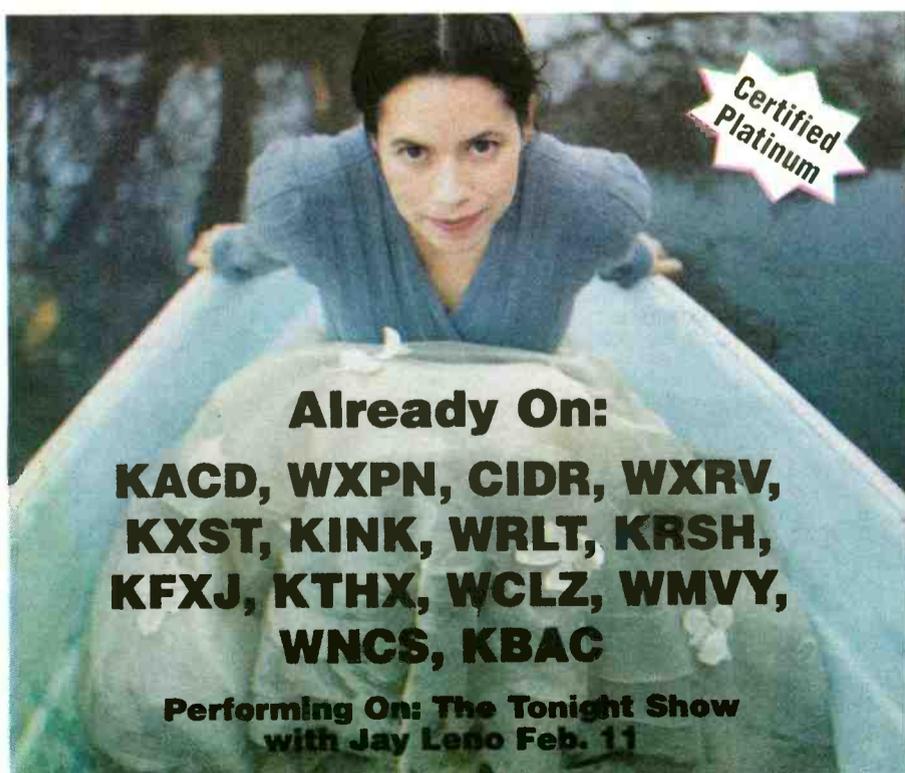
MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
BRUCE HORNSBY King Of The Hill (RCA)	5
PHISH Wading In The Velvet Sea (Elektra/EEG)	5
DAVE MATTHEWS & TIM REYNOLDS Crash Into Me (RCA)	4
DAVE MATTHEWS & TIM REYNOLDS Typical Situation (RCA)	4
ROGERS JAGGER & RICHARDS Trouble No More (Atlantic)	4
DUKE DANIELS Time Flies (E Pluribus Unum)	3
DAVE MATTHEWS & TIM REYNOLDS Satellite (RCA)	3
GUS Laugh I Could Learn To Love (Almo Sounds/Geffen)	3
JEWEL Down So Long (Atlantic)	3
ALANIS MORISSETTE Unsent (Maverick/Reprise)	3
XTC I'd Like That (Idea/TVT)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
JOHN MELLENCAMP I'm Not Running... (Columbia)	+80
R.E.M. Lotus (Warner Bros.)	+80
SUGAR RAY Every Morning (Lava/Atlantic)	+78
BRUCE HORNSBY King Of The Hill (RCA)	+63
FASTBALL Out Of My Head (Hollywood)	+62
SARAH MCLACHLAN Angel (Warner Sunset/Reprise)	+60
BONNIE RAITT Lover's Will (Capitol)	+56
SEMISONIC Secret Smile (MCA)	+51
COLLECTIVE SOUL Run (Hollywood/Atlantic)	+43
ANI DIFRANCO Angry Anymore (Righteous Babe)	+40

Breakers: Songs registering 250 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.



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EAST

Central PA Rock/AC seeks multi-talent air personality. T&R: Jim Pettiford, WKSB, Box 3638, Williamsport, PA 17701 EOE (02/05)

WLKZ, Oldies 105 seeks part-time announcers for weekends and fill-ins. T&R: PD, WLKZ, 21 Production Pl, Ste. 15, Gifford, NH 03246 EOE (02/05)

www.ronline.com

OPENINGS

Night Opportunity • Northeast Medium market heritage CHR powerhouse seeks a "pop-culture vulture" nighttime entertainer. Good money, great company. Send tape, resume and headshot to: Radio & Records, 10100 Santa Monica Blvd., #728, 5th Floor, Los Angeles, CA 90067. EOE

Family Life Network, a Christian, inspirational network in upstate NY has opening for news director/ anchor. Must be positive, team-oriented, desirous of ministry. Competitive salary & benefits for qualified applicant. Call 800-927-9083. EOE

Burbach Broadcasting Company, Pittsburgh, PA is seeking T&Rs for present and future openings at its radio stations in Ohio, Pennsylvania and West Virginia. No beginners or phones calls please! Send T&Rs to: Burbach Broadcasting Company, Attn: Personnel manager, 104 Broadway Ave., Pittsburgh, PA 15106. EOE

SOUTH

News reporter/anchor, fulltime, send T&R: Frank, WILT, WSWA/WQPO Radio, Box 752, Harrisonburg, VA 22801-0752 EOE (02/05)

Morning co-host; Contemporary Christian WAY-FM, Nashville. Females encouraged. T&R: Matt Austin, Box 887, Brentwood, TN 37204 EOE (02/05)

KYGL, Texarkana's Rock station is searching for a creative Afternoon Driver with good production. T&R: Jim Weaver, KYGL, 2324 Arkansas Blvd., Texarkana, AR 71854 EOE (02/05)

Fast-growing radio company seeks News Director for multi-station combo in rated market. Must be able to research, write, and produce news stories for FM morning shows. Previous news director experience a must. Send tape, resume and salary requirements to: Scott Stevens, PD, New River Radio Partners, P.O. Box 3788, Radford, VA 24143. EOE

Rare opening for morning personality/MD at top-rated heritage station, WPAP. Work for Clear Channel and live by the World's Most Beautiful Beaches. T&R to: Tom Hanrahan, 1834 Lisenby Ave, Panama City, FL 32405. EOE/MF

WGH-FM/Eagle 97.3 has an immediate opening for Afternoon Drive personality. Ideal candidate will have a minimum of 3 years' full-time radio experience, possess superior interpersonal skills, and love playing great New Country music for the best listeners in the Norfolk/Va. Beach market. Send your upbeat, fun and entertaining tape along with a resume to: Personnel Dept. WGH-FM, 5589 Greenwich Rd., Va. Beach, VA 23462. EOE

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MTV Latin America has an exciting opportunity for a Music Programming Scheduler to work out of our Miami Beach office. We offer excellent benefits and a competitive salary. MTV Latin America provides 24-hour programming and speaks directly to the unique interests and lifestyles of the Latin youth while maintaining MTV's cutting-edge style. MTV Networks Latin America is a division of VIACOM International, Inc.



Responsibilities: Will manage the programming of music for the channel and the speciality shows. Will oversee all of the music programming elements including scheduling, operations, etc.

Qualifications: the ideal candidate will have a minimum of three years experience in radio or television programming. Strong computer knowledge necessary, preferably RCS Selector. Must be completely fluent in Spanish and English, both verbal and written. Must have extensive knowledge of all types of music genres as well as extensive knowledge of Latin American trends and pop culture. Must be able to work under pressure, meet tight deadlines, and work long hours as required.

If you qualify for this position, please send your resume and cover letter including salary history to:
MTV Networks Latin America
Attention: Jessica Ebrahimi-Human Resources
1111 Lincoln Road, 6th Floor
Miami Beach, FL 33139
or fax to: (305) 672-5204 EOE

MIDWEST

Major big-time important Alternative Rock station needs a production director in a hurry. Produce, write, voice and maybe image. Send your best stuff now. Radio & Records, 10100 Santa Monica Blvd., #723, 5th Floor, Los Angeles, CA 90067. EOE

PD for top-rated CHR. Successful candidate must be a team leader, promotionally astute, image station, interpret music research, carry airshift and production, ability to work within corporate structure. Great salary and benefits. T&R, programming philosophy to: Radio & Records, 10100 Santa Monica Blvd., #724, 5th Floor, Los Angeles, CA 90067. EOE

FM Talk

Talk show host opening for the year 2000 and beyond. Can you take us into the new millennium with engaging conversation, humor and wit. Get on board with a pioneer in FM talk WNIR/Akron, OH. Call Bill Klaus (330) 673-2323. EEO.

OPENINGS

Newsradio 1370 WSPD is seeking a program director to take us into the next millennium, someone who understands creative and entertaining News Talk. Minimum of 3-5 years programming experience. Eligible candidates send resumes to: WSPD, PD 143, 125 S. Superior, Toledo, OH 43602 EOE

Newsradio 1370 WSPD is seeking a morning show producer. Must be able to see many sides to a story. Production skills and digital workstation experience a plus. Minimum 1 year producer experience. Send resumes to: WSPD Producer 243, 125 S. Superior, Toledo, OH 43602. EOE

Air Personality: KSPI-FM, Still water, OK. Immediate opening for person with Alternative/Modern/AOR or CHR music background, digital audio experience a plus. Contact Dennis Burton at (405) 372-7800. EOE

Multistation group needs a creative individual who can write, assign and produce copy on digital system. Knowledge of RAB, co-op and ability to deal with deadlines a must. Great benefit package. T&R to: Radio & Records, 10100 Santa Monica Blvd., #727, 5th Floor, Los Angeles, CA 90067. EOE

AIR TALENT

Young Country, WYCD-FM/Detroit is looking for energetic and creative air talent. If you run a tight board, know the basics of radio, have excellent production, phone and appearance skills and 3-5 years' minimum experience overnight photo, philosophy, T&R to: Lisa Rodman, 26555 Evergreen Road, Suite 675, Southfield, MI 48076. Minorities and females strongly encouraged to apply. CBS/Infinity Broadcasting.

CONTINUITY DIRECTOR/ COMMERCIAL PRODUCTION DIRECTOR

Young Country/WYCD-FM/Detroit is looking for an energetic person who can create, write and produce award-winning spots. Candidates must have at least 3-5 years experience, be detail-oriented and handle all continuity responsibilities. Digital editing experience mandatory. Send T&R to: Lisa Rodman, 26555 Evergreen Road, Suite 675, Southfield, MI 48076. Minorities and females strongly encouraged to apply. CBS/Infinity Broadcasting.

New England Broadcast Group seeks Group CE. This is a new position — join Senior Management Team to help set the course for company growth. Computer proficiency a must — oversee expansion — upgrades and build-outs. This is a hands-on position with generous benefits. We seek a self-starter who is looking for a career, not a job. Please reply to: Radio & Records, 10100 Santa Monica Blvd., #730, 5th Floor, Los Angeles, CA 90067. EOE

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If you have an outstanding reputation for programming large or major market AC stations and seek an incredible career opportunity, read on. We offer everything you need to keep us on top: a large advertising and marketing budget, a talented staff, full research commitment, a GM that will support your efforts, and everything else you could possibly need. We need the right person to protect the franchise and keep us the market's top-rated station. We offer a six-figure income and outstanding work environment with a great broadcast group. Resume and cover letter in absolute confidence to: Radio & Records, 10100 Santa Monica Blvd., #731, 5th Floor, Los Angeles, CA 90067. EOE

WEST

KISM, Bellingham seeks a Rock 25-44 savvy PM drive Air Talent. T&R: Ken Richards, 2219 Yew St. Rd., Bellingham, WA 98226 EOE (02/05)

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Music Director wanted for 98.1 KISS FM Today's R&B and Classic Soul (Chancellor's original "Jammin' Oldies" type station) Selector experience required — know what you're doing, and know there's still more to learn. Part-time airshifts also available. Send resume and tape to: 98.1 KISS FM, 750 Battery Street, #200, SF, CA 94111. Attn: Michael Erickson. EOE

West Coast AC needs morning talent or team that can shine between the records. If you can relate and entertain, with warmth and enthusiasm, without being a blabbermouth, send T&R to: Radio & Records, 10100 Santa Monica Blvd., #726, 5th Floor, Los Angeles, CA 90067. EOE

News Director needed for News/Talk AM in Central CA, part of a growing multi-station group. Gather/report local news. Host daily talk segment. T&R: KYOS, P.O. Box 717 Merced, CA 95340. (209) 723-2191.

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for medium market country, great location. If you have the experience, the work ethic and a passion for country, send T&R and photo to: Radio & Records, 10100 Santa Monica Blvd., #729, 5th Floor, Los Angeles, CA 90067. EOE

Colorado Public Radio seeks Weekend Edition host/interviewer. We give hosts professional coaching and time for show prep to develop strong on-air presence. Hosts also conduct news/feature interviews. 3-5 years experience in hosting, journalism. Send tape, resume, three references: Kelley Griffin, News Director, 2249 S. Josephine St. Denver, CO 80210. Open until filled. EOE/AA.

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CHR/POP

LW	TW	
1	1	GOO GOO DOLLS Slide (Warner Bros.)
5	2	BRITNEY SPEARS ...Baby One More Time (Jive)
2	3	BRANDY Have You Ever? (Atlantic)
6	4	SARAH MCLACHLAN Angel (Warner Sunset/Reprise)
3	5	EAGLE-EYE CHERRY Save Tonight (Work/ERG)
7	6	'N SYNC (God...) A Little More Time... (RCA)
4	7	SHAWN MULLINS Lullaby (SMG/Columbia)
8	8	JEWEL Hands (Atlantic)
10	9	WILL SMITH Miami (Columbia)
14	10	CHER Believe (Warner Bros.)
12	11	BACKSTREET BOYS All I Have To Give (Jive)
9	12	THIRD EYE BLIND Jumper (Elektra/EEG)
11	13	DIVINE Lately (Pendulum/Red Ant)
15	14	BARENAKED LADIES It's All Been Done (Reprise)
17	15	MATCHBOX 20 Back 2 Good (Lava/Atlantic)
18	16	SUGAR RAY Every Morning (Lava/Atlantic)
16	17	BLACKSTREET & MYA I/MASE... Take Me There (Interscope)
13	18	NEW RADICALS You Get What You Give (MCA)
20	19	OFFSPRING Pretty Fly (For A White Guy) (Columbia)
19	20	EVE 6 Inside Out (RCA)
22	21	ALANIS MORISSETTE Unsent (Maverick/Reprise)
25	22	MONICA Angel Of Mine (Arista)
26	23	EVERCLEAR Father Of Mine (Capitol)
23	24	MONIFAH Touch It (Uptown/Universal)
21	25	R. KELLY & CELINE DION I'm Your Angel (Jive)
24	26	SHERYL CROW My Favorite Mistake (A&M)
33	27	BETTER THAN EZRA At The Stars (Elektra/EEG)
30	28	LENNY KRAVITZ Fly Away (Virgin)
29	29	KHALEEL No Mercy (Hollywood)
27	30	98 DEGREES Because Of You (Motown)

CHR begins on Page 48.

AC

LW	TW	
1	1	R. KELLY & CELINE DION I'm Your Angel (Jive)
5	2	ELTON JOHN & LEANN RIMES Written In... (Rocket/Island/Curb)
2	3	PHIL COLLINS True Colors (Atlantic)
3	4	SHANIA TWAIN From This Moment On (Mercury)
6	5	SARAH MCLACHLAN Angel (Warner Sunset/Reprise)
4	6	HOUSTON & CAREY When You... (Arista/Columbia/DreamWorks)
7	7	ROD STEWART Faith Of The Heart (Universal)
8	8	JEWEL Hands (Atlantic)
9	9	BACKSTREET BOYS I'll Never Break Your Heart (Jive)
10	10	EDWIN MCCAIN I'll Be (Lava/Atlantic)
11	11	MADONNA The Power Of Good-Bye (Maverick/WB)
13	12	JIM BRICKMAN I/MICHAEL W. SMITH Love Of... (Windham Hill)
12	13	FAITH HILL This Kiss (Warner Bros.)
14	14	MARILYN SCOTT The Last Day (Warner Bros.)
17	15	'N SYNC (God...) A Little More Time... (RCA)
20	16	MARIAH CAREY I Still Believe (Columbia)
15	17	SAVAGE GARDEN Truly Madly Deeply (Columbia)
19	18	MONICA Angel Of Mine (Arista)
16	19	DAVID CASSIDY No Bridge I Wouldn't Cross (Slamajamma)
21	20	JOHN TESH I/JAMES INGRAM Forever More... (GTSP/Mercury)
18	21	CELINE DION To Love You More (550 Music/ERG)
22	22	HOOTIE & THE BLOWFISH Only Lonely (Atlantic)
25	23	BACKSTREET BOYS All I Have To Give (Jive)
23	24	GOO GOO DOLLS Iris (Warner Sunset/Reprise)
26	25	JENNIFER PAIGE Crush (Edel America/Hollywood)
28	26	CRYSTAL BERNARD Don't Touch Me There (River North)
29	27	BRANDY Have You Ever? (Atlantic)
—	28	BONNIE RAITT Lover's Will (Capitol)
—	29	CHER Believe (Warner Bros.)
30	30	MATCHBOX 20 Real World (Lava/Atlantic)

AC begins on Page 75.

CHR/RHYTHMIC

LW	TW	
1	1	BRANDY Have You Ever? (Atlantic)
2	2	MONICA Angel Of Mine (Arista)
5	3	DRU HILL These Are The Times (University/Island)
4	4	JAY-Z I/AMIL AND JA Can I Get A... (Def Jam/RAL/Mercury)
9	5	DEBORAH COX Nobody's Supposed To Be Here (Arista)
6	6	WILL SMITH Miami (Columbia)
8	7	TLC Silly Ho (LaFace/Arista)
3	8	BLACKSTREET & MYA I/MASE... Take Me There (Interscope)
10	9	2PAC Changes (Amaru/Death Row/Interscope)
11	10	WHITNEY HOUSTON Heartbreak Hotel (Arista)
12	11	OUTKAST Rosa Parks (LaFace/Arista)
7	12	DRU HILL I/REDMAN How Deep... (Def Jam/RAL/Mercury/Island)
13	13	'N SYNC (God...) A Little More Time... (RCA)
16	14	MARIAH CAREY I Still Believe (Columbia)
15	15	LAURYN HILL Ex-Factor (Ruffhouse/Columbia)
14	16	LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)
27	17	GINUWINE What's So Different (550 Music/ERG)
20	18	R. KELLY When A Woman's Fed Up (Jive)
25	19	BRITNEY SPEARS ...Baby One More Time (Jive)
21	20	TYRESE Sweet Lady (RCA)
17	21	HARLEM... I/MASE & K. PRICE I Really... (All Out/So So Def/Columbia)
29	22	BRANDY Angel In Disguise (Atlantic)
19	23	DIVINE Lately (Pendulum/Red Ant)
24	24	TQ Bye Bye Baby (ClockWork/Epic)
32	25	SHANICE When I Close My Eyes (LaFace/Arista)
23	26	BACKSTREET BOYS All I Have To Give (Jive)
28	27	DMX Ruff Ryders Anthem (Def Jam/Mercury)
31	28	JUVENILE Ha! (Cash Money/Universal)
18	29	MONIFAH Touch It (Uptown/Universal)
34	30	FAITH EVANS I/PUFF DADDY All Night Long (Bad Boy/Arista)

39 **33** **CHER** Believe (Warner Bros.)

CHR begins on Page 48.

HOT AC

LW	TW	
1	1	SARAH MCLACHLAN Angel (Warner Sunset/Reprise)
2	2	SHAWN MULLINS Lullaby (SMG/Columbia)
3	3	JEWEL Hands (Atlantic)
5	4	GOO GOO DOLLS Slide (Warner Bros.)
4	5	EAGLE-EYE CHERRY Save Tonight (Work/ERG)
6	6	THIRD EYE BLIND Jumper (Elektra/EEG)
7	7	MATCHBOX 20 Back 2 Good (Lava/Atlantic)
9	8	BARENAKED LADIES It's All Been Done (Reprise)
8	9	SHERYL CROW My Favorite Mistake (A&M)
13	10	SUGAR RAY Every Morning (Lava/Atlantic)
10	11	NEW RADICALS You Get What You Give (MCA)
11	12	U2 Sweetest Thing (Island)
12	13	GOO GOO DOLLS Iris (Warner Sunset/Reprise)
15	14	SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)
16	15	ALANIS MORISSETTE Unsent (Maverick/Reprise)
14	16	EVE 6 Inside Out (RCA)
19	17	EVERCLEAR Father Of Mine (Capitol)
20	18	LENNY KRAVITZ Fly Away (Virgin)
18	19	BARENAKED LADIES One Week (Reprise)
21	20	DAVE MATTHEWS BAND Crush (RCA)
17	21	ALANIS MORISSETTE Thank U (Maverick/Reprise)
22	22	BLONDIE Maria (Beyond)
27	23	BETTER THAN EZRA At The Stars (Elektra/EEG)
29	24	CHER Believe (Warner Bros.)
28	25	COLLECTIVE SOUL Run (Hollywood/Atlantic)
23	26	KHALEEL No Mercy (Hollywood)
25	27	CAKE Never There (Capricorn/Mercury)
24	28	R. KELLY & CELINE DION I'm Your Angel (Jive)
30	29	ELTON JOHN & LEANN RIMES Written In... (Rocket/Island/Curb)
26	30	HOOTIE & THE BLOWFISH Only Lonely (Atlantic)

AC begins on Page 75.

URBAN

LW	TW	
2	1	TYRESE Sweet Lady (RCA)
1	2	R. KELLY When A Woman's Fed Up (Jive)
4	3	MONICA Angel Of Mine (Arista)
5	4	WHITNEY HOUSTON Heartbreak Hotel (Arista)
3	5	CASE I/JOE Faded Pictures (Def Jam/RAL/Mercury)
6	6	LAURYN HILL Ex-Factor (Ruffhouse/Columbia)
7	7	GERALD LEVERT Taking Everything (EastWest/EEG)
8	8	JESSE POWELL You (Silas/MCA)
11	9	SHAE JONES Talk Show Shhh! (Universal)
12	10	TEVIN CAMPBELL Another Way (Qwest/WB)
17	11	FAITH EVANS I/PUFF DADDY All Night Long (Bad Boy/Arista)
10	12	DRU HILL These Are The Times (University/Island)
15	13	TLC Silly Ho (LaFace/Arista)
13	14	BOYZ II MEN I Will Get There (DreamWorks)
18	15	XSCAPE Softest Place On Earth (So So Def/Columbia)
19	16	KEITH SWEAT I'm Not Ready (Elektra/EEG)
9	17	BLACKSTREET & MYA I/MASE... Take Me There (Interscope)
26	18	SHANICE When I Close My Eyes (LaFace/Arista)
22	19	FOXY BROWN Hot Spot (Violator/Def Jam/RAL/Mercury)
25	20	JUVENILE Ha! (Cash Money/Universal)
14	21	TOTAL I/MISSY ELLIOTT Trippin' (Bad Boy/Arista)
27	22	MARIAH CAREY I Still Believe (Columbia)
20	23	DEBORAH COX Nobody's Supposed To Be Here (Arista)
31	24	GINUWINE What's So Different (550 Music/ERG)
21	25	BRANDY Have You Ever? (Atlantic)
47	26	ROOTS I/ERYKAH BADU You Got Me (MCA)
30	27	BEFORE DARK Come Correct (RCA)
34	28	SILK If You (Lovin' Me) (Elektra/EEG)
23	29	BUSTA RHYMES Gimme Some More (Elektra/EEG)
28	30	JD I/KEITH SWEAT & R.O.C. Going Home... (So So Def/Columbia)

40 **33** **SILKK THE SHOCKER** It Ain't My Fault 2 (No Limit/Priority)

— **34** **KIRK FRANKLIN** Revolution (Gospo Centric)

38 **35** **BIG PUNISHER I/MISSJONES** Punish Me (Loud)

URBAN begins on Page 56.

ROCK

LW	TW	
1	1	BLACK CROWES Kickin' My Heart... (American/Columbia)
4	2	COLLECTIVE SOUL Heavy (Atlantic)
5	3	CREED One (Wind-up)
2	4	LENNY KRAVITZ Fly Away (Virgin)
3	5	METALLICA Turn The Page (Elektra/EEG)
7	6	TRAIN Free (Aware/Columbia)
11	7	EVERLAST What It's Like (Tommy Boy)
6	8	KENNY WAYNE SHEPHERD Everything Is... (Revolution/Reprise)
8	9	GOO GOO DOLLS Slide (Warner Bros.)
10	10	FLYS Got You (Where I Want You) (Delicious Vinyl/Trauma)
9	11	JONNY LANG Still Rainin' (A&M)
12	12	INDIGENOUS Now That You're Gone (Pachyderm)
13	13	METALLICA Whiskey In The Jar (Elektra/EEG)
18	14	EVE 6 Leech (RCA)
14	15	CLASS OF '99 Another Brick In The Wall (Columbia)
26	16	R.E.M. Lotus (Warner Bros.)
17	17	OFFSPRING Pretty Fly (For A White Guy) (Columbia)
16	18	HOLE Celebrity Skin (DGC/Geffen)
15	19	FUEL Bittersweet (550 Music/ERG)
27	20	BARE JR. You Blew Me Off (Immortal/Epic)
24	21	BLACK SABBATH Selling My Soul (Epic)
31	22	JOHN MELLENCAMP I'm Not Running Anymore (Columbia)
21	23	REMY ZERO Prophecy (DGC/Geffen)
19	24	EVE 6 Inside Out (RCA)
20	25	ROB ZOMBIE Dragula (Geffen)
23	26	GODSMACK Whatever (Republic/Universal)
29	27	MONSTER MAGNET Powertrip (A&M)
36	28	CANDLEBOX Happy Pills (Maverick/WB)
28	29	BLACK SABBATH Psycho Man (Epic)
—	30	SCREAMIN' CHEETAH WHEELIES Right... (Capricorn/Mercury)

ROCK begins on Page 86.

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Breakers In Blue

NATIONAL AIRPLAY OVERVIEW FEBRUARY 5, 1999

URBAN AC

LW	TW	ARTIST	SON	RECORD LABEL
2	1	R. KELLY	When A Woman's Fed Up (Jive)	
1	2	DEBORAH COX	Nobody's Supposed To Be Here (Arista)	
3	3	TEMPTATIONS	This Is My Promise (Motown)	
6	4	WHITNEY HOUSTON	Heartbreak Hotel (Arista)	
4	5	BRANDY	Have You Ever? (Atlantic)	
7	6	DRU HILL	These Are The Times (University/Island)	
5	7	KIRK FRANKLIN	Lean On Me (Gospo Centric)	
8	8	GERALD LEVERT	Taking Everything (EastWest/EEG)	
10	9	JESSE POWELL	You (Silas/MCA)	
11	10	LAURYN HILL	Ex-Factor (Ruffhouse/Columbia)	
9	11	BOYZ II MEN	I Will Get There (DreamWorks)	
12	12	MONICA	Angel Of Mine (Arista)	
14	13	TYRESE	Sweet Lady (RCA)	
13	14	TEMPTATIONS	Stay (Motown)	
23	15	CASE /JOE	Faded Pictures (Def Jam/RAL/Mercury)	
16	16	LES NUBIANS	Makeda (OmTown/Virgin)	
19	17	TEVIN CAMPBELL	Another Way (Qwest/WB)	
15	18	HOUSTON & CAREY	When You... (Arista/Columbia/DreamWorks)	
17	19	GEORGE BENSON	Back To Love (GRP)	
21	20	FAITH EVANS	Love Like This (Bad Boy/Arista)	
24	21	SHANICE	When I Close My Eyes (LaFace/Arista)	
20	22	DIVINE	Lately (Pendulum/Red Ant)	
18	23	TRIN-I-TEE 5:7	You Can Always (B-Rite/Interscope)	
22	24	BRIAN MCKNIGHT	The Only One For Me (Motown)	
29	25	MARIAH CAREY	I Still Believe (Columbia)	
26	26	TRIN-I-TEE 5:7	God's Grace (B-Rite/Interscope)	
25	27	PHYLLIS HYMAN	Tell Me What You're... (Philadelphia International)	
—	28	XSCAPE	Softest Place On Earth (So So Def/Columbia)	
30	29	KEITH SWEAT	I'm Not Ready (Elektra/EEG)	
28	30	DAVINA	I Can't Help Myself (Loud)	

URBAN begins on Page 56.

ACTIVE ROCK

LW	TW	ARTIST	SON	RECORD LABEL
1	1	EVERLAST	What It's Like (Tommy Boy)	
2	2	CREED	One (Wind-up)	
3	3	METALLICA	Turn The Page (Elektra/EEG)	
6	4	COLLECTIVE SOUL	Heavy (Atlantic)	
5	5	GODSMACK	Whatever (Republic/Universal)	
4	6	LENNY KRAVITZ	Fly Away (Virgin)	
12	7	METALLICA	Whiskey In The Jar (Elektra/EEG)	
8	8	ROB ZOMBIE	Dragula (Geffen)	
11	9	EVE 6	Leech (RCA)	
7	10	OFFSPRING	Pretty Fly (For A White Guy) (Columbia)	
10	11	FLYS	Got You (Where I Want You) (Delicious Vinyl/Trauma)	
9	12	BLACK CROWES	Kickin' My Heart Around (American/Columbia)	
13	13	FUEL	Bittersweet (550 Music/ERG)	
15	14	MONSTER MAGNET	Powertrip (A&M)	
14	15	CLASS OF '99	Another Brick In The Wall (Columbia)	
20	16	MARILYN MANSON	I Don't Like The Drugs... (Nothing/Interscope)	
17	17	REMY ZERO	Prophecy (DGC/Geffen)	
21	18	STABBING WESTWARD	Haunting Me (Columbia)	
23	19	BARE JR.	You Blew Me Off (Immortal/Epic)	
25	20	ROB ZOMBIE	Living Dead Girl (Geffen)	
26	21	BLACK SABBATH	Selling My Soul (Epic)	
18	22	BLACK SABBATH	Psycho Man (Epic)	
24	23	ORGY	Blue Monday (Elementree/Reprise)	
16	24	HOLE	Celebrity Skin (DGC/Geffen)	
33	25	CANDLEBOX	Happy Pills (Maverick/WB)	
19	26	SPRUNG MONKEY	Super Breakdown (Surfdog/Hollywood)	
22	27	GDO GOO DOLLS	Slide (Warner Bros.)	
29	28	PLACEBO	Pure Morning (Hut/Virgin)	
28	29	LIMP BIZKIT	Faith (Flip/Interscope)	
39	30	OFFSPRING	Why Don't You Get A Job? (Columbia)	

ROCK begins on Page 86.

COUNTRY

LW	TW	ARTIST	SON	RECORD LABEL
3	1	MARK CHESNUTT	I Don't Want To Miss A Thing (MCA)	
1	2	JO DEE MESSINA	Stand Beside Me (Curb)	
2	3	TIM MCGRAW	For A Little While (Curb)	
4	4	DIAMOND RIO	Unbelievable (Arista)	
6	5	JOHN MICHAEL MONTGOMERY	Hold On To Me (Atlantic)	
8	6	SARA EVANS	No Place That Far (RCA)	
7	7	REBA MCENTIRE	Wrong Night (MCA)	
10	8	DIXIE CHICKS	You Were Mine (Monument)	
11	9	TRISHA YEARWOOD	Powerful Thing (MCA)	
12	10	BILLY RAY CYRUS	Busy Man (Mercury)	
5	11	RANDY TRAVIS	Spirit Of A Boy... (DreamWorks)	
13	12	SHANIA TWAIN	That Don't Impress Me Much (Mercury)	
17	13	GEORGE STRAIT	Meanwhile (MCA)	
16	14	WILKINSONS	Fly (The Angel Song) (Giant)	
20	15	KENNY CHESNEY	How Forever Feels (BNA)	
18	16	ALABAMA	Keepin' Up (RCA)	
22	17	BROOKS & DUNN	I Can't Get Over You (Arista)	
19	18	MICHAEL PETERSON	By The Book (Reprise)	
23	19	KINLEYS	Somebody's Out There Watching (Epic)	
21	20	DERYL DODD	A Bitter End (Columbia)	
25	21	CHAD BROCK	Ordinary Life (Warner Bros.)	
26	22	LEE ANN WOMACK	I'll Think Of A Reason Later (MCA)	
27	23	FAITH HILL	Love Ain't Like That (Warner Bros.)	
24	24	LARI WHITE	Take Me (Lyric Street)	
28	25	SAWYER BROWN	Drive Me Wild (Curb)	
33	26	MARK WILLS	Wish You Were Here (Mercury)	
29	27	STEVE WARINER	Every Little Whisper (Capitol)	
32	28	TY HERNDON	Hands Of A Working Man (Epic)	
31	29	TRACY BYRD	When Mama Ain't Happy (MCA)	
35	30	PATTY LOVELESS	Can't Get Enough (Epic)	
46	31	ALAN JACKSON	Gone Crazy (Arista)	
42	33	COLLIN RAYE	Anyone Else (Epic)	

COUNTRY begins on Page 65.

ALTERNATIVE

LW	TW	ARTIST	SON	RECORD LABEL
1	1	EVERLAST	What It's Like (Tommy Boy)	
2	2	SUGAR RAY	Every Morning (Lava/Atlantic)	
4	3	HOLE	Malibu (DGC/Geffen)	
3	4	CAKE	Never There (Capricorn/Mercury)	
5	5	LENNY KRAVITZ	Fly Away (Virgin)	
7	6	CREED	One (Wind-up)	
6	7	EVE 6	Leech (RCA)	
11	8	ORGY	Blue Monday (Elementree/Reprise)	
12	9	MARVELOUS 3	Freak Of The Week (HiFi/Elektra/EEG)	
8	10	GOO GOO DOLLS	Slide (Warner Bros.)	
13	11	COLLECTIVE SOUL	Heavy (Atlantic)	
9	12	FLYS	Got You (Where I Want You) (Delicious Vinyl/Trauma)	
10	13	GARBAGE	Special (Almo Sounds/Interscope)	
19	14	EVERCLEAR	One Hit Wonder (Capitol)	
17	15	DAVE MATTHEWS BAND	Crush (RCA)	
14	16	NEW RADICALS	You Get What You Give (MCA)	
20	17	CARDIGANS	My Favourite Game (Stockholm/Mercury)	
28	18	OFFSPRING	Why Don't You Get A Job? (Columbia)	
25	19	TIN STAR	Head (V2)	
16	20	ALANIS MORISSETTE	Joining You (Maverick/Reprise)	
26	21	SEMISONIC	Secret Smile (MCA)	
15	22	OFFSPRING	Pretty Fly (For A White Guy) (Columbia)	
21	23	PLACEBO	Pure Morning (Hut/Virgin)	
30	24	FATBOY SLIM	Praise You (Skint/Astralwerks/Caroline)	
18	25	BETTER THAN EZRA	At The Stars (Elektra/EEG)	
22	26	REMY ZERO	Prophecy (DGC/Geffen)	
23	27	U2	Sweetest Thing (Island)	
33	28	R.E.M.	Lotus (Warner Bros.)	
31	29	VAST	Touched (Elektra/EEG)	
38	30	DOVETAIL JOINT	Level On The Inside (Aware/C2/Columbia)	

ALTERNATIVE begins on Page 93.

NAC/SMOOTH JAZZ

LW	TW	ARTIST	SON	RECORD LABEL
1	1	WALTER BEASLEY	I Feel You (Shanachie)	
3	2	NAJEE	Room To Breathe (Verve Forecast/Verve)	
2	3	WARREN HILL	Turn Out The Lights (Discovery)	
7	4	KIRK WHALUM	Ascension (Warner Bros.)	
6	5	GRANT GEISSMAN	Did I Save? (Higher Octave)	
4	6	ERIC MARIENTHAL	Here In My Heart (I.E./Verve)	
10	7	MARC ANTOINE	Concacha (GRP)	
8	8	LEE RITENOUR	This Is Love (I.E./Verve)	
5	9	PETER WHITE /G. WASHINGTON, JR.	Midnight In... (Columbia)	
9	10	PATTI AUSTIN	Don't Go Away (Concord Vista)	
14	11	WILL DOWNING & GERALD ALBRIGHT	Stop... (Verve/Motown)	
13	12	GREGG KARUKAS	Cruisin' Your House At... (I.E./Verve)	
15	13	VANESSA WILLIAMS	My Flame (Mercury)	
12	14	JK Off The Hook	(Verve)	
16	15	KIM WATERS	Easy Going (Shanachie)	
11	16	RICK BRAUN	Hollywood & Vine (Atlantic)	
17	17	STEVE COLE	Where The Night Begins (Bluemoon/Atlantic)	
23	18	GEORGE BENSON	Cruise Control (GRP)	
26	19	GOTA	In The City Life (Instinct)	
18	20	PHIL COLLINS	True Colors (Atlantic)	
20	21	BOBBY CALDWELL	Good To Me (Sin-Drome)	
21	22	FOURPLAY	Vest Pocket (Warner Bros.)	
—	23	BONEY JAMES	Into The Blue (Warner Bros.)	
24	24	SHAKATAK	Blue Azure (Instinct)	
22	25	BRIAN BROMBERG	Hero (Zebra)	
19	26	DAVE KOZ	I'll Be There (Blue Note)	
—	27	JOHN TESH /JAMES INGRAM	Forever More... (GTSP/Mercury)	
28	28	JEFF LORBER	Midnight (Zebra)	
29	29	GABRIELA ANDERS	Wanting (Warner Bros.)	
27	30	CHRIS STANDRING	Steven (Instinct)	

NAC begins on Page 81.

ADULT ALTERNATIVE

LW	TW	ARTIST	SON	RECORD LABEL
1	1	NEW RADICALS	You Get What You Give (MCA)	
2	2	SHERYL CROW	There Goes The Neighborhood (A&M)	
3	3	GOO GOO DOLLS	Slide (Warner Bros.)	
8	4	R.E.M.	Lotus (Warner Bros.)	
5	5	CHRIS ISAAK	Flying (Reprise)	
11	6	SUGAR RAY	Every Morning (Lava/Atlantic)	
4	7	JEWEL	Hands (Atlantic)	
15	8	COLLECTIVE SOUL	Run (Hollywood/Atlantic)	
19	9	JOHN MELLENCAMP	I'm Not Running Anymore (Columbia)	
12	10	WES CUNNINGHAM	So It Goes (Warner Bros.)	
9	11	JONNY LANG	Still Rainin' (A&M)	
6	12	BARENAKED LADIES	It's All Been Done (Reprise)	
10	13	BRIAN SETZER ORCHESTRA	This Cat's On A Hot... (Interscope)	
7	14	SEAL	Human Beings (Warner Bros.)	
17	15	LUCINDA WILLIAMS	Can't Let Go (Mercury)	
14	16	DAVE MATTHEWS BAND	Crush (RCA)	
23	17	SARAH MCLACHLAN	Angel (Warner Sunset/Reprise)	
20	18	SHAWN MULLINS	Shimmer (SMG/Columbia)	
18	19	EVERLAST	What It's Like (Tommy Boy)	
13	20	U2	Sweetest Thing (Island)	
16	21	B.B. KING	Bad Case Of Love (MCA)	
—	22	SEMISONIC	Secret Smile (MCA)	
24	23	LISA LDEB	All Day (Interscope)	
21	24	MATCHBOX 20	Back 2 Good (Lava/Atlantic)	
22	25	SOUL COUGHING	Circles (Slash/WB)	
—	26	BLONDIE	Maria (Beyond)	
29	27	SUSAN TEDESCHI	You Need To Be... (Tone Cool/Rounder/Mercury)	
26	28	LYLE LOVETT	West Texas Highway (Curb/MCA)	
—	29	GOLDEN SMOG	Until You Came Along (Rykodisc)	
28	30	BETTER THAN EZRA	At The Stars (Elektra/EEG)	

ADULT ALTERNATIVE begins on Page 104.



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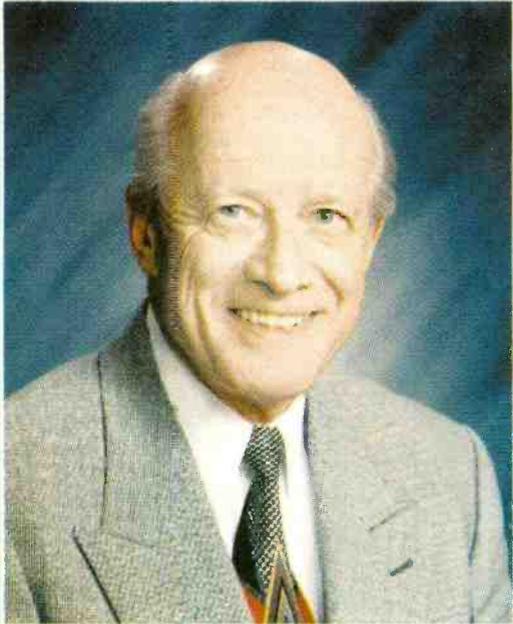
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Publisher's Profile

By Erica Farber



BOB GOURLEY

GM, KKCS Radio, Colorado Springs; Chairman, RAB Marketing Leadership Conference

During the RAB Marketing Leadership Conference held last February, Bob Gourley knew his job as chairman of the '99 conference was already beginning. Gourley was approved for the volunteer position by the RAB board. As chairman, he oversees a committee of individuals representing radio in various positions across the country. This committee is responsible for working with the RAB to come up with an agenda for the conference and suggestions for speakers and panelists.

A GM by day, Gourley is becoming a rarity in the business. He works for a private company and oversees an AM/FM combo — quite successfully, I might add. A radio man by choice, he grew up in the newspaper business, which was his father's trade. Dad hired him as an advertising sales trainee, but after about a year Gourley told his father that he had determined that newspapers had a tendency to pay people what they were worth, and he couldn't live on that, so he went into radio!

On his selection as chairman of the conference: "Since I've been on the committee, people like Jim Champlin, Skip Finley, Bill Figenshu, Joe Bilotta and Jim Thompson have served as chairman. The co-chair this year is Doyle Rose of Emmis. I don't really know how it happened, but I'm very glad it did, because my tenure on the committee, honest to God, has probably been one of the most refreshing, exhilarating experiences of my radio career. I say that because I happen to be someone who has not traveled around a lot in radio. For someone who's done this as long as I have, I haven't had very many jobs. We sometimes get so caught up in our own stations, markets and competitive battles. My association with the committee has enabled me not only to interact with, but also to become friends with some of the brightest people I've ever known in my life."

Why one should attend the RAB Conference: "I believe knowledge is the only sustainable piece of capital that any company has over its competitors — and I'm not talking about radio competitors in this sense. I am a strong believer that knowledge is power. I had lunch with two of our very junior sales reps today who we're bringing to the conference. I wanted to let them know what an opportunity it is. It is probably, talking about radio sales management, the most powerful three days in our

industry. It is an enormous opportunity for people to add material to their brand folder and elevate their level of performance dramatically."

His response to the statement, "I can't afford to attend": "All we've heard about, read about and talked about the last four years or so is the enormous change the industry has undergone and is undergoing and will, in my view, continue to undergo. Like many, I don't think anyone has perfected the science yet. Yet, in the face of all this change, one thing has never changed: The biggest single challenge for managers has always been getting your market share to equal or exceed your audience share. Back in the days when the No. 1 station would have an eight, nine or 10 share, one of the essential challenges for managers was to figure out how they could do at least 8%, 9% or 10% — and perhaps a whole lot more — of the revenues. The same thing is true today. If clusters have a 28% or 38% share, it doesn't automatically mean they're going to start to do 38% of the revenues. The stations that seem to do best seem to have an inordinate number of bright people. If you happen to be associated with stations that have a high percentage of really bright people, it's relatively easy to do really well in this business. If you don't have that, it's very tough to do well in our business. That kind of feeds back to my comment about knowledge and learning as an ongoing life experience. I view the knowledge thing almost as though it were a process and not a status."

How working for a privately owned company competing against large public companies has affected the way he does business: "It has added to the critical importance of intellectual capital. It has brought an enormous degree of seriousness and additional urgency to what we do. I refuse to say that we're working harder and working smarter, because I'm not absolutely certain that we are, but I know that we're having to work a whole lot more seriously and to take it a whole lot more seriously than we did for a long time — and I'm not just talking about our situation here, I'm talking about the industry."

His company's corporate direction: "The one thing we have experienced in this market is consolidated, clustered, publicly traded companies. Particularly in the last year and a half, they have gotten much better at doing what they want to do. They are much better at dominating or totally controlling budgets. It's almost like we find ourselves in a situation of frequently finding out about opportunities after the window has closed. Everything has changed. Survival is going to be enormously influenced by the culture that exists in operations like ours. We have had vast opportunities over the last year to hire some very talented people in all areas at affordable rates who, before, would never have been available to us, but who, frankly, don't want to be a part of some of these very large companies."

Survival for GMs: "I am a very strong proponent of the belief that angels can fly because they take themselves so lightly. I don't take any of it personally. I may be very serious about it, but it's not like it's a personal thing with me. Because, in truth, it has to do with what I do, but it doesn't have anything to do with who I am. There is no question that we have seen and will continue to see

enormous declines in the number of general managers in radio today or next year as opposed to five years ago. Is it a concern to me personally? Not to me, because if something would happen here that would take me out of my position, it wouldn't necessarily suggest to me that it's the only thing I could ever do. One of the keys is a high degree of optimism, a high degree of adaptability and flexibility and not getting too terribly attached to the thought that this is the only thing I or others could do."

Career highlight: "The true highlight of my career — and I was the one who coined the phrase 'being in the twilight of a mediocre career' — are the relationships I've had. It would be very easy to say it was that time we had a 42 share in El Paso or a 16 share in Colorado Springs or the time we did 87% of the national revenue. Those are not memorable to me. They are true, but not memorable. What is significant, and what so greatly transcends all of that, are the relationships."

Career disappointment: "We had an LMA in the mid-'90s and an option for first right of refusal, and we didn't counter. I wish we'd done that, in hindsight. But, overall, probably my biggest disappointment is that it would kind of be fun to be a father all over again. Here's what I'm saying: It's kind of like if you're 25 years old and have children, whether you're a really good parent or not, what you're really doing is the best you know how to do at that time. I know a whole lot better now."

Most influential individual: "There are a lot of people. After all is said and done, I'm reasonably impressionable. I have a very high opinion of the growth I feel I've experienced by working with Norm Goldsmith. The other side of that is that some of my fondest memories and some of the best conversations I've ever had with anyone in my life have been with Ken Greenwood. Something would be dreadfully wrong if you had the kind of relationships I've had with people like that and it didn't bring about profound change in your life. I owe a great debt of gratitude to Scotty Brink, with whom I worked in El Paso. He made me realize there was more to radio than just how many spots we could sell."

Radio format preference: "I like Country."

Favorite television show: "American Biography."

Favorite song: "Secret of Life" by James Taylor."

Favorite book: "I shudder to think how many copies of *Tuesdays With Morrie* I gave to friends. I think it should be required reading for everyone on the planet. Also, anything by Wayne Dyer."

Favorite movie: "Titanic."

Favorite restaurant: "The Swiss Chalet in Woodland Park, CO."

Beverage of choice: "Dewar's and soda with a twist."

Hobbies: "As one of the world's great fly fishermen, it is the only thing I've done in my life longer than I've done radio. And walking. My wife, Sheila, and I are very avid walkers."

Stock recommendation: "EMC."

Challenges for those managing radio stations: "We all understand the critical importance of hitting the numbers. I think trying to deliver that while maintaining a sense of joy in being alive is probably a real challenge for all of us."

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