

NEWSSTAND PRICE \$6.50

### Offspring Keep Growing

Columbia's **Offspring** continue to pump out reactive music and build their radio audience. This week, the band makes a splash with "Pretty Fly (For A White Guy)," the first single from their upcoming album, *Americana*. The song earns 75, 63, and 23 adds at Alternative, Active Rock, and Rock, respectively.



# R&R

THE INDUSTRY'S NEWSPAPER

OCTOBER 9, 1998

### MSM Debuts Next Week In R&R!

Our Management, Sales & Marketing pages have been united into an exciting new section that will appear in every issue of R&R. Each week, look for great perspectives and advice from leading authorities within and outside our business, the latest numbers and statistics, important dates, things to do, and more!



WE INVITE YOU TO JOIN

*Deana*  
**CARTER**

TUESDAY  
OCTOBER  
**20**

9:00 pm (ET & MT)  
8:00 pm (CT & PT)

**LIVE!**

from Planet Hollywood as she presents her sophomore release.

#### **EVERYTHING'S GONNA BE ALRIGHT**

the much anticipated follow-up to her quadruple platinum debut album *Did I Shave My Legs For This?*

Her new album includes the hit single **ABSENCE OF THE HEART**

**IN STORES OCTOBER 20**

FOR MORE INFORMATION ABOUT THE LIVE WORLD PREMIERE OF DEANA CARTER'S ALBUM, PLEASE CALL SJS ENTERTAINMENT @ 212.679.3200 EXT 210

Management: The Left Bank Organization



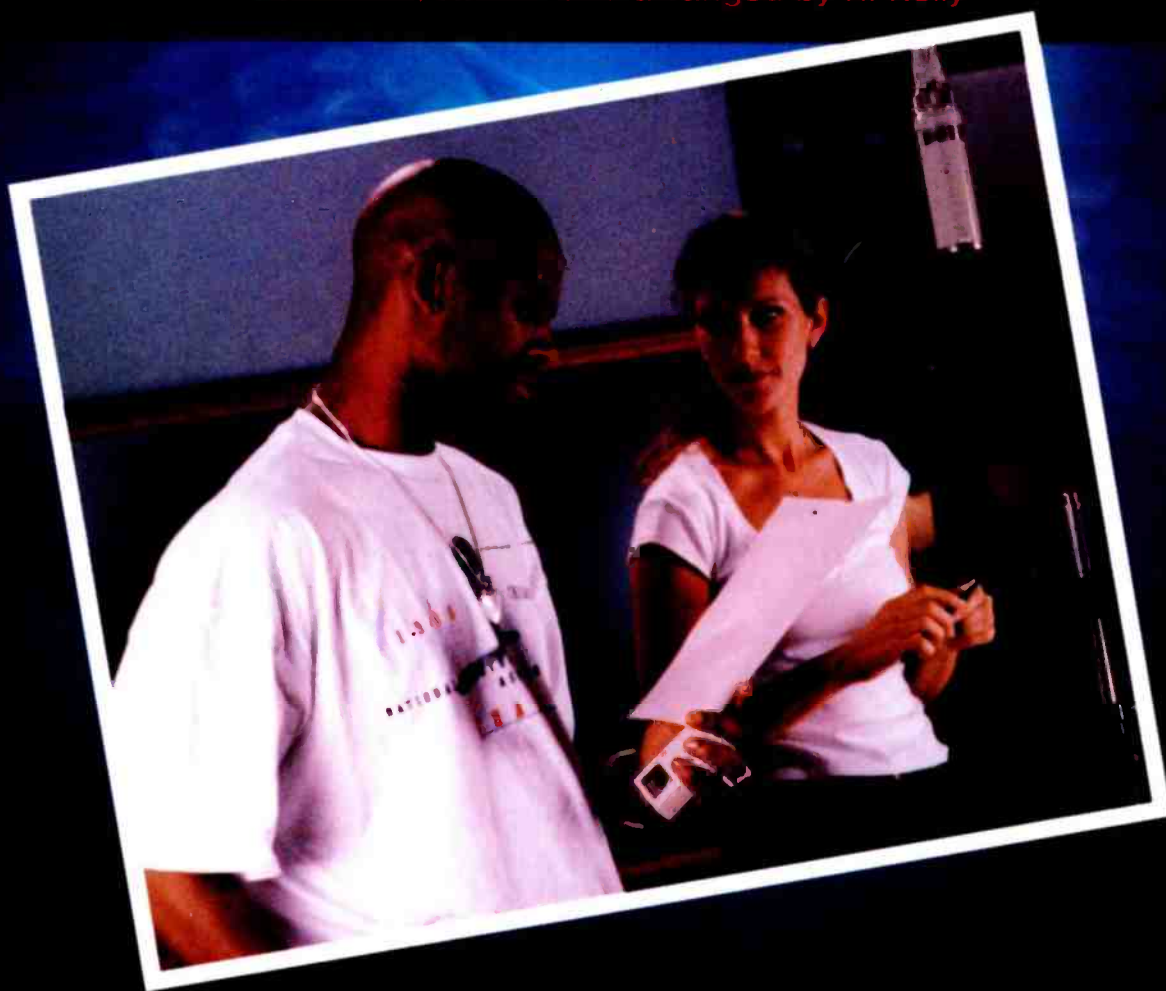
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R. Kelly & Celine Dion

"I'm your angel"

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Impacting Radio and Your Listeners: October 12th

**Single On Your Desk Now**

Taken from the upcoming albums:  
R. Kelly *R.*  
and  
Celine Dion *These Are Special Times*



ATLANTA'S UNIQUE ALLIANCE

One of the few local selling organizations that represents un-commonly owned stations is in Atlanta. **Walt Love** chats with **Matt Ross**, who runs the Atlanta Urban Radio Alliance.

Page 33

WMMS TO BID FAREWELL

The Cleveland institution will go away at the end of this month. A month-long farewell is in progress. Details in Street Talk.

Page 34

SEVEN SALES TIPS

There's nothing like expressing enthusiasm when you're out pounding the pavement. Our management expert, **Dick Kazan**, explains how that and six other things can dramatically increase your sales.

Page 20

COMING NEXT WEEK!

One of our most popular features, **R&R's Annual Salary Survey**, appears next week. Also ... R&R presents a new format for its Management, Sales, and Marketing pages. It's called "MSM," and it's packed with sage advice, experience, and inspiration — all designed to keep you a step ahead of the game.

IN THE NEWS

- **Tripp Eldredge** recruited as EVP/COO for Direct Marketing Results
- **Charlie Foster** named VP/Pop Promo at Universal Records
- **Beasley** launches new Talker WWDB-AM/Philadelphia

Page 3

THIS #1 WEEK

- CHR/POP**
  - **BARENAKED LADIES** One Week (Reprise)
- CHR/RHYTHMIC**
  - **AALIYAH** Are You That Somebody? (Atlantic)
- URBAN**
  - **R. KELLY** Half On A Baby (Jive)
- URBAN AC**
  - **TEMPTATIONS** Stay (Motown)
- COUNTRY**
  - **MARK WILLS** Don't Laugh At Me (Mercury)
- AC**
  - **BACKSTREET BOYS** I'll Never Break Your Heart (Jive)
- HOT AC**
  - **GOO GOO DOLLS** Iris (Warner Sunset/Reprise)
- NAC/SMOOTH JAZZ**
  - **SOUL BALLET** Blu Girl (Countdown/Unity)
- ROCK**
  - **CREED** What's This Life For (Wind-up)
- ACTIVE ROCK**
  - **CREED** What's This Life For (Wind-up)
- ALTERNATIVE**
  - **HOLE** Celebrity Skin (DGC/Geffen)
- ADULT ALTERNATIVE**
  - **SHERYL CROW** My Favorite Mistake (A&M)

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ABC, CBS To Cut Costs In '99

■ ABC puts hold on promotions, raises; CBS to furlough 300 employees, mostly from TV network

By JEREMY SHWEDER  
R&R WASHINGTON BUREAU

ABC Inc. announces a promotion and pay increase freeze ... CBS Corp. starts laying off employees ... If the news coming out of some large media companies this week is any indication, 1999 could be a lean year for many major broadcast groups.

"It's a changing environment, the network business, and we have to adapt to it," said CBS spokesman Dana McClintock. "I'm not saying it's a bad business. I'm just saying it's changing, and you have to operate a little more lean."

As budget season rolls around for radio groups, most of the big players aren't talking about what programs will be sliced and diced. But ABC and CBS, two

companies with radio groups among the five largest, have recently announced major cost-saving programs.

Just a month ago, ABC President Robert Iger instructed all divisions, including the 30-station ABC Radio, to temporarily stop promotions and pay increases in a cost-cutting effort. Even hiring, outside of replacing key positions, is currently halted.

CBS, which has about 155 radio stations, is trying to save \$180 million annually. Job cuts, which began last week in the CBS sales department, are just one way of saving cash next year. The company expects to cut about 300 positions, though the radio operations should not be severely af-

BUDGETS/See Page 30

"The network business is a changing environment, and we have to adapt to it. I'm not saying it's a bad business. I'm just saying you have to operate a little more lean."  
— CBS' Dana McClintock

FCC May Revamp Radio-TV Cross-Ownership Rules

By MATT SPANGLER  
R&R WASHINGTON BUREAU

The FCC may be prepared to alter the standards by which it judges deals that result in radio-TV combinations, following a ruling last week that provoked sharp criticism from the Democratic commissioners.

"The one-to-a-market waiver process that the commission adopted in 1989 has become fundamentally flawed," said FCC Chairman Bill Kennard. "I am committed this year to restructuring the commission's administration of our waiver standards from what is now a rule by waiver to a bright-line test that will bring certainty and well-considered standards to our decisions in this area."

Despite this denouncement, Kennard and fellow Commis-

WAIVERS/See Page 10

A General On The Front Lines

■ Cox's Neil keeps a focus on radio ... and the 'breathing humans who do all the work'

As the 39-year-old President/CEO of Cox Radio, **Robert Neil** presides over a \$225 million radio company

with more than 55 stations nationwide. With station clusters in such major markets as Los Angeles, Atlanta, Tampa, Miami, Orlando, and San Antonio, Cox is one of the top radio groups in terms of revenue and station holdings.

Neil, who spends over half the year on the road, recently spoke with R&R by telephone from Tampa.

R&R: It has been two years since Cox Radio went public. What are some successes you've had since then?

RN: The good thing about it is that it gives the people who work for our company a real interesting vision. They can see that stock price every day, going up or down. It gives them maybe a little more business sense of what the company is all about. We have a fairly significant number of employees who participate in our stock ownership plan. It gives everybody the idea that we are all in the same boat, rowing in the same direction.

R&R: Have you made any moves you've regretted in the past two years?

RN: No, we've thrived in

NEIL/See Page 33



Neil

Figenshu Becomes CBS Radio Sr. VP

By ADAM JACOBSON  
R&R STAFF WRITER

**Bill Figenshu**, most recently Sr. VP of Chancellor Media, has been named to a similar position at CBS Radio, effective Oct. 19. In his new role, Figenshu will initially oversee CBS' 10 stations in the Detroit and Tampa markets, with additional stations to be included as the need arises.

CBS Radio President Dan Mason commented, "Bill is an outstanding operator with a strong history of performance overseeing some of the most profitable stations in America. We welcome him to our team."



Figenshu

FIGENSHU/See Page 30

CBC Awarded Up To \$40 Mil. In ABC/Radio Disney Claim

By JEFFREY YORKE  
R&R WASHINGTON BUREAU CHIEF

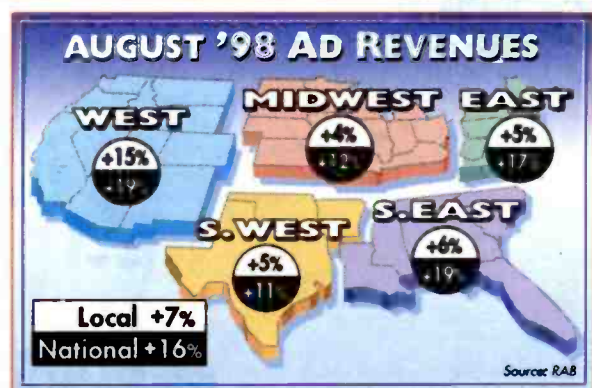
The kids have taken a bite out of the mouse's cheese. It's not a big bite by mouse standards, but it's one that raised eyebrows throughout the kingdom. A six-member jury in U.S. District Court in St. Paul, MN last week found ABC Radio Networks and the Walt Disney Co. liable for breach of contract and misappropriation of trade secrets.

Jurors reached their decision after deliberating for five days over information presented by

out-of-town lawyers for hometown Children's Broadcasting Corp. and a hometown lawyer for out-of-town Disney/ABC. The trial began Aug. 31 and lasted a grueling four weeks.

CBC claimed ABC Radio had breached its Nov. 17, 1995 contract to help the struggling children's programmer attract affiliates and advertisers. CBC also claimed ABC used confidential trade information it gleaned during the two companies' nearly

CBC/See Page 10



Radio Gains Hit 6-Year Mark

The radio industry celebrated its 72nd consecutive month of revenue gains, according to RAB stats. A 7% gain in local revenues in August (when compared to August of last year), balanced against a 16% gain in national revenues, made for a 9% gain overall. National business was up in double digits in all regions of the country. Local revenue gains were most prominent in the West, as they have been almost all year. On a year-to-date basis, local business is up 10% and national billings are up 16% for an 11% overall gain.

RAB President Gary Fries was impressed with the figures, "especially in light of recent issues affecting other sectors of the economy." Fries was no doubt referring in part to a strike that affected GM's production during the summer. The auto maker's market share fell from 31% in the first half of the year to about 22% in July and August.

**#2 Most Added At CHR!  
50 New Stations First Week Out!  
Including:**

<b>WXKS</b>	<b>WKRQ</b>	<b>WRVW</b>
<b>Y100</b>	<b>KMXV</b>	<b>WDCG</b>
<b>KBKS</b>	<b>WPRO</b>	<b>WAPE</b>
<b>WXYV</b>	<b>WZPL</b>	<b>KJYO</b>
<b>B94</b>	<b>KPTY</b>	<b>WRVQ and more!</b>

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<b>WTMX</b>	<b>KZZO</b>
<b>KZZP</b>	<b>WPNT</b>
<b>WAKS</b>	<b>WPTE</b>
<b>WQAL</b>	<b>WJLK and more!</b>

# Fastball

## Fire Escape

The follow up to *The Way* from the platinum album *All The Pain Money Can Buy*



©1998 Hollywood Records

## Eldredge Appointed DMR's Exec. VP/COO

Tripp Eldredge has been named Exec. VP/COO for Direct Marketing Results, which provides telemarketing, direct mail, database, and interactive programs to broadcasters. Eldredge has been VP/Sales & Marketing for Strategic Media Research, where he oversaw the launch of AccuRatings, and for InterWare, an e-commerce provider to Fortune 500 companies.

"As a longtime partner with groups like Chancellor, CBS, and

ELDRIDGE/See Page 30

## There's A Doctor In The House



Southern Illinois University's School of Mass Communications and Media Arts bestowed an honorary doctorate in fine arts to Westwood One Founder/Chairman Norm Pattiz (r) at the institution's recent graduation ceremonies. Pattiz was recognized for his work in the field of broadcast education and received the honor from University President Ted Sanders.

## KBFB/Dallas Names Leigh Program Dir.

Former ABC Radio Networks Hot AC PD Garry Leigh has been tapped to program KBFB/Dallas. He succeeds Pat McMahon, who departs the Chancellor Media Mainstream AC.

"We're looking forward to injecting more fun into the presentation," Leigh told R&R. "It's going to be a blast going up against [crosstown AC] KVIL, and I'm really looking forward to the challenge."

Before joining ABC three years ago, Leigh previously was Asst. PD/midday personality at WEGX/Philadelphia and spent four years at WYXR/Philadelphia.

## Beasley To Bow Talk WWDB-AM

Beasley Broadcasting Group plans to debut a new all-live and local AM Talk station in mid-October. WWDB-AM/Philadelphia will be designed to complement the company's WWDB-FM, which signed on the air as America's first FM Talker back in 1975.

The new WWDB-AM, previously Tropical WTEL, is airing a combination of locally hosted shows and simulcasts from its FM sister until its full-time lineup debuts on October 19. Veteran Philly talkers Susan Bray, Irv Homer, and Dr. James Corea will anchor the station's new daily local talk lineup, bringing with them a combined 62 years of experience hosting radio talk shows in the City of Brotherly Love.

WWDB-AM & FM PD Jim Casale, who only recently joined the stations (R&R 7/31), said the idea for the new AM Talker was born out of a listener feedback program that he and GM Dan Sullivan hosted last month. "We received hundreds of calls, letters, faxes, and e-mails from passionate Delaware Valley Talk radio listeners," said Casale. "We took all comments seriously, and we are now in the process of implementing many of our listeners' ideas." WWDB-AM is a daytimer at 860 kHz.

OCTOBER 9, 1998

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## WBL/Nassau-Suffolk Taps Thomas As PD

WSNX/Grand Rapids PD John Thomas has been named PD at Cox's WBL/Long Island. Thomas replaces Ken Medek, who has rejoined WKRZ/Wilkes Barre for mornings.

"Cox entered this market on June 1 with WBLI, WBAB, and WHFM," Cox Radio/Long Island VP/GM Kim Guthrie told R&R. "Since that time, we've been searching diligently for a strong program director who has the skills to make things happen, especially in between the music."



Thomas

John is a bright, take-charge, enthusiastic leader with a tremendous passion for his people and this business."

Thomas remarked, "I am ecstatic to be working with Cox, which has a reputation for investing in their people and especially their radio stations, giving them the resources they need to win. Kim Guthrie and I hit it off immediately, and I can't wait to get there and join her team. I'm

THOMAS/See Page 30

## Foster Upped To Universal VP/Pop

Universal Records has promoted Charles Foster from Sr. Director/Top 40 Promotion to VP/Pop Promotion. Based in New York, he reports to Sr. VP/Promotion Steve Leeds and Sr. VP Monte Lipman.

"Charlie is a dynamic and seasoned executive who has repeatedly demonstrated his commitment to enhancing the quality of Universal," Lipman noted. "We are pleased to recognize his passion for music and hard work with this well-deserved promotion."

Leeds added, "When you combine Charlie's promotion skills and analytical insights, you have an awesome promotion executive."

Foster was Arista Records' Regional Director/Midwest Promotion before joining Universal in 1996. "Not only is it a rare opportunity to be a part of such a successful start-up like Universal," he said, "but to have the chance to work with Steve Monte, [Universal Records Group Chairman] Doug Morris, and [URG Vice Chairman] Mel Lewinter is really tremendous."

## Twin Cities Pop/Alt. Points To Hayes

CBS Radio's Pop/Alternative Hot AC KAMX/Austin programmer Dusty Hayes has transferred to co-owned and similarly formatted KMJZ/Minneapolis as PD. This move quickly follows KMJZ's Sept. 24 segue from NAC/Smooth Jazz (R&R 10/2). Prior to joining KAMX nearly four years ago, Hayes spent approximately the same amount of time programming WABB/Mobile.

New call-letters are forthcoming for the outlet now known as "The



Hayes

Point — Today's Music Alternative." As an airstaff is being assembled, board operators have been handling the transition. At least two more full-time on-air positions are yet to be filled.

"It's not often you get the chance to sign on a new station in a major market — it's certainly my first time," Hayes told R&R. "This is Minneapolis, not Austin, so I have to learn the market and find out what kind of mu-

HAYES/See Page 30



### Where Are They Now?

Here's a quick look at some names you once saw in our pages, listed with their R&R position (current location).

- Shawn Alexander, Alternative Editor (All Access Music Group)
- Ken Barnes, Editor (USA Today)
- Randall Bloomquist, N/T Editor (WBT/Charlotte)
- Donna Brake, AC Editor (Independent promotion)
- Joel Denver, CHR Editor (All Access Music Group)
- Jim Duncan, Country Editor (KLAC/Los Angeles)
- Jeff Green, AC Editor (Country Music Association)
- Mike Harrison, Album Editor (Goodphone Communications)
- J.J. Jordan, Street Talk/Top 40 Editor (KLUV-AM/Dallas)
- Mike Kasabo, Pop/Adult Editor (Independent promotion)
- Harvey Kojan, AOR Editor (WNOR/Norfolk)
- John Leader, Top 40 Editor (Voice-over talent)
- Gail Mitchell, Exec. Editor (The Write Focus)
- Carolyn Parks, Country Editor (stay-at-home mom)

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## Burden Lifted By EEO Filing Suspension

### Groups forge ahead with diversity plans

BY MATT SPANGLER  
R&R WASHINGTON BUREAU

Last week's decision by the FCC to suspend filing of EEO paperwork left attorneys breathing a sigh of relief, while raising the specter that radio groups instituting their own internal minority and female recruitment programs could face reverse discrimination lawsuits.

"Hallelujah!" Washington, DC attorney David Tillotson exclaimed at the news that broadcasters are no longer required to file annual employment reports — which were due Sept. 30 (the day before the FCC order was released) — EEO program reports, and model program reports. "The court basically told them to get out of this business and then affirmed that ruling," he told R&R.

The suspension came after the U.S. Court of Appeals for the District of Columbia in early September denied the FCC's request for re-

consideration of the court's April decision declaring the agency's EEO rules unconstitutional. Kennard is awaiting word from the Department of Justice on whether it will appeal this decision to the Supreme Court.

### Paper Trail

Many broadcasters considered the paperwork taxing. The program report, for example (required as part of the renewal of a station's eight-year license term), asked that stations detail their recruiting efforts for a 12-month period prior to the license ex-

piration. These data included sources contacted, numbers of minority and female referrals, etc. Renewals were often held up, or stations could be fined thousands of dollars as a result of violations.

Despite the April ruling, most major radio groups pledged their commitment to maintaining diversity within their work forces. Some groups, such as Capstar Communications, Jacor, and Cox Enterprises, promised they would continue to observe their own internal EEO policies.

Washington communications attorney Kathy Kirby told R&R that she has been fielding questions from clients concerned that they may be subject to a reverse discrimination

EEO/See Page 8

## Minority Media Summit Planned In Early 1999

### Amcast memo spawns elite ad meeting in Manhattan

BY JEFFREY YORKE  
R&R WASHINGTON BUREAU CHIEF

Top-level leaders from African-American, Hispanic, and Asian media, are expected to meet with heads of agencies and their media directors and some national advertisers to discuss advertising on minority-owned and -targeted media sometime in early 1999.

"This is not a call for more money overall, it's a call for an equity share," said Caroline Jones, who heads a Manhattan advertising and public relations firm that is coordinating the event. "Consumers keep telling us that they want to see those brand names in the me-

dia that they know and trust."

The conference was spawned by the mid-May revelation of the now-infamous Amcast memo and has the backing of New York's civic leaders, particularly that of Rev. Al Sharpton, President of the National Action Network. Sharpton told R&R

that he released the Amcast/Katz Radio memo to the *New York Post* after a former Katz employee brought it to his attention. Katz has emphasized that the 12-page memo was never intended for public consumption and was never distributed. Katz President Stu Olds has rebuked the content and the message of the memo, and has initiated a series of changes in the company, including launching a company-wide diversi-

MINORITY/See Page 8

## Grupo Radio Gearing Up For U.S. Invasion

Mexican broadcaster Grupo Radio Centro SA (GRC) will invest heavily in U.S. broadcast properties, particularly in markets with heavy Hispanic concentrations, but it has not yet earmarked how much it will invest.

Published reports last week said that GRC will invest \$200 million to \$1 billion in the U.S. radio market. CFO Pedro Beltran confirmed the reports when he told R&R, "We would like to make some investments in the U.S."

Chancellor Media Corp. said in July, when it bought a 50% stake in GRC for \$237 million, that together the companies would "explore opportunities in Spanish language radio where we can use our combined talents and resources to create value."

GRC, which owns six FMs and six AMs in Mexico, is also the national sales rep and program provid-

er for OIR, a network with 90-plus affiliates in 57 Mexican markets. Beltran said that OIR programming could be introduced into the U.S., "but we must analyze each one of the markets."

Chancellor President/CEO Jeffrey Marcus hinted at the possibilities when the deal was announced: "Maybe we can have some Spanish programming on the AMFM Network," he told R&R. Marcus said the company is contemplating station acquisitions in areas with large Hispanic populations, such as Texas, California, New York, or Chicago. By law, however, foreign companies are pro-

hibited from owning more than 20% of a U.S. broadcast licensee — even though half of GRC will be owned by a U.S. company.

Chancellor's investment, which is expected to be finalized in the next couple months, faces regulatory hurdles south of the border as well. The deal is awaiting approval from two regulatory agencies (the Secretaria de Comunicaciones y Transportes and the Comision Nacional Bancaria), and because of Mexican foreign investment laws, Chancellor will hold its interest in GRC through trusts. The Aguirre family, which founded the company 50 years ago, will continue to control the company.

Marcus said the companies are at this point focused on closing the deal.

— Matt Spangler

## Bloomberg

### BUSINESS BRIEFS

### IBOC DAB Standard Requested

USA Digital Radio asked the FCC on Wednesday to adopt an IBOC (in-band, on-channel) DAB standard for the U.S. The company's proposal asked, among other things, to establish criteria to ensure that stations do not interfere with one another during the transition to digital, to adopt a standard providing that DAB radios are compatible with DAB transmitters, and to set criteria and a timetable for evaluation of DAB systems. Fellow IBOC proponent Lucent Digital Radio has argued that a formal proposal is not necessary. USADR plans on testing its systems on radio stations throughout the country beginning early next year.

### NAB Radio Board Rejects Negotiated Interference

The NAB Radio Board unanimously voted on Tuesday to oppose an FCC proposal that would allow broadcasters to cut deals with other broadcasters to tailor their signals. The board said the proposed rules — part of an overall commission initiative to streamline its technical rules — would threaten spectrum integrity. The NAB is expected to file comments with the FCC in the proceeding by Oct. 20.

### Karmazin Wants FCC To Ease Rules

Federal regulators should loosen rules on how many broadcast stations a company can own, Mel Karmazin, President of CBS Corp., said last week during a panel discussion at Georgetown University. The FCC reviews its rules on ownership every two years and began its most recent review in March. Karmazin also said that the upcoming IPO for Infinity Broadcasting Corp. would help boost CBS' stock value.

### AFTRA, SAG Boards Vote To Merge

The national boards of the American Federation of Television and Radio Artists and the Screen Actors Guild voted Saturday (10/3) to merge the two unions into a 20,000-member union called "SAG-AFTRA." AFTRA Exec. Director Pat O'Donnell told R&R the merger makes sense in this age in which movie studios and broadcasters are often owned by the same company.

### NABET Fee Payers Can Receive Partial Dues Refund

Several thousand radio station engineers and other skilled employees may be entitled to receive partial compensation for dues paid to the Communications Workers of America from 1987-1995. The U.S. District Court in Washington, ruled on Sept. 29 that during those eight years, the union did not properly alert dues-paying nonmembers, called "fee payers," that as much as 20% of their dues were going toward political activities. It's unclear how many are entitled to refunds of their dues, which could be up to \$100 per year.

### Microsoft Co-Founder Buys Portland Duopoly

Microsoft co-founder and former Exec. VP Paul Allen has expanded his media empire with the acquisition of KXL-AM & FM/Portland from Les Smith in a multimillion-dollar deal. Allen has investments in about 50 technology and entertainment companies, including ownership of the Portland Trail Blazers and a stake in the movie studio DreamWorks SKG.

### NY Court Reverses Decision On Infinity Case

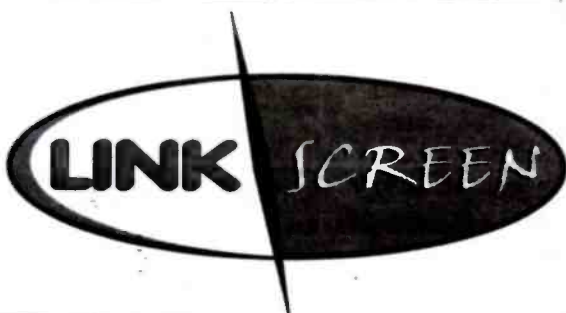
The U.S. Appeals Court in New York reversed a 1997 decision by the U.S. District Court in New York that determined Dallas-based Media Dial-Up's nationwide phone service is a "fair use" retransmission of Infinity Broadcasting Corp. station broadcasts. Dial-Up's "listen line" service

Continued on Page 10

### 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	9/25/98	One Week Ago
Radio Index	167.70	175.76	191.01	+4.81% -7.98%
Dow Industrials	8045.21	7784.69	8028.77	-3.24% -3.04%
S&P 500	966.98	1002.6	1044.75	+3.68% -4.03%



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**DEAL OF THE WEEK**

• **KACD-FM/Santa Monica & KBCD-FM/Newport Beach (Los Angeles), CA \$67 million**

**1998 DEALS TO DATE**

**Dollars To Date: \$7,891,001,469**  
(Last Year: \$12,267,781,067)

**Dollars This Week: \$67,855,000**  
(Last Year: \$29,145,510)

**Stations Traded This Year: 1662**  
(Last Year: 1999)

**Stations Traded This Week: 30**  
(Last Year: 26)

**TRANSACTIONS AT A GLANCE**

- Mega Broadcasting Corp. ownership transfer \$13 million
- KDRS-AM & KLQZ-FM/Paragould, AR \$450,000
- WSGL-FM/Naples (Fl. Myers), FL \$3.65 million
- WPCF-FM/Panama City, FL \$1.325 million
- WDLF-AM/Panama City Beach, FL \$100,000
- KWKY-AM/Des Moines \$800,000
- KBKB-AM & FM/Ft. Madison, IA \$850,000
- WNNZ-AM/Westfield (Springfield), MA \$1.2 million
- KSVA-FM/Corrales (Albuquerque), NM \$1.5 million (plus assets)
- WGBB-AM/Freepoint (Long Island), NY \$1.7 million
- WIFM-FM/Edin, NC \$675,000
- KSLM-AM/Salem, OR \$605,000
- WVPO-AM & WSBG-FM/Stroudsburg (Scranton-Wilkes Barre), PA \$7 million
- WAEW-AM, WCSY-AM & WXVL-FM/Crossville, TN \$1.4 million
- WFAD-AM/Middlebury, VT \$95,000
- WAUN-FM/Kewaunee (Green Bay), WI \$105,000
- WIZD-FM/Rudolph (Wausau-Stevens Point), WI \$1.4 million

**TRANSACTIONS**

**Jacor Gets The 'Groove' In Southern California**

■ **Acquires suburban L.A. simulcast; Multicultural buys two PA properties from Nassau**

**Deal Of The Week**

**KACD-FM/Santa Monica & KBCD-FM/Newport Beach (Los Angeles)**

**PRICE:** \$67 million  
**TERMS:** Jacor will pay \$32 million in cash to Ken Roberts. On the closing date of the transaction, Jacor will pay an additional \$35 million to Chase Manhattan Bank, the secured lender of both properties. These properties had a lien placed on them by Chase Manhattan.  
**BUYER:** Jacor Communications Inc., headed by CEO Randy Michaels. It owns 230 radio stations, including

KORG-AM & KEZY-FM/Anaheim (Los Angeles), and KCKC-AM/San Bernardino. Phone: (606) 655-2267  
**SELLER:** KACD-FM LP & KBCD-FM LP, both headed by general partner Kenneth Roberts. Phone: (310) 476-6441  
**FREQUENCY:** 103.1 MHz; 103.1 MHz  
**POWER:** 3kw at 266 feet; 2kw at 300 feet  
**FORMAT:** CHR/Rhythmic; CHR/Rhythmic

**Transfer of Control**  
**Mega Broadcasting Corp.**  
**PRICE:** \$13 million  
**TERMS:** Asset sale for cash

**BUYER:** Mega Communications Inc., headed by Chairman Adam Lindemann. He is a 58% general partner in Roswell FM Joint Venture, licensee of KSFY-FM/Roswell, NM. He is also Director of the Freedom Network, operator of KDFT-AM/Farris, TX; WATB-AM/Decatur, GA; and WUNA-AM/Ocacee, FL. Phone: (212) 980-0700  
**SELLER:** Mega Broadcasting Corp., headed by President Alfredo Alonso. Phone: (201) 941-9555

**STATIONS:**

**Connecticut**

**WLAT-AM/Manchester (Hartford) &**

**WNEZ-AM/New Britain (Hartford-New Haven)**  
**FREQUENCY:** 1230 kHz; 910 kHz  
**POWER:** 1kw; 5 kw  
**FORMAT:** Tropical; Urban AC

**Maryland**

**WKDL-AM/Silver Spring (Washington, DC)**  
**FREQUENCY:** 1050 kHz  
**POWER:** 1kw day/44 watts night  
**FORMAT:** Tropical

**Pennsylvania**

**WURD-AM/Philadelphia**  
**FREQUENCY:** 900 kHz  
**POWER:** 1kw day/40 watts night  
**FORMAT:** Tropical

**Virginia**

**WKDV-AM/Manassas (Washington, DC)**  
**FREQUENCY:** 1460 kHz  
**POWER:** 5kw watts  
**FORMAT:** Tropical

**Arkansas**

**KDRS-AM & KLQZ-FM/Paragould**  
**PRICE:** \$450,000  
**TERMS:** Asset sale for cash  
**BUYER:** Pressly Enterprises LLC, headed by Robert and Elizabeth Pressly. They own three other stations. Phone: (870) 933-8607  
**SELLER:** Paragould Radio Broadcasting LLC, headed by Harold Sudbury. It owns one other station and has applied to purchase three more. Phone: (870) 236-7627  
**FREQUENCY:** 1490 kHz; 107.1 MHz  
**POWER:** 1kw; 1.924kw at 300 feet  
**FORMAT:** Gospel, Oldies

**Florida**

**WSGL-FM/Naples (Ft. Myers)**  
**PRICE:** \$3.65 million  
**TERMS:** Asset sale for cash  
**BUYER:** Renda Broadcasting Corp., headed by President Anthony Renda. It owns 17 stations. Phone: (412) 531-7818  
**SELLER:** Sterling Communications Corp., headed by Bruce Timm. He owns WGLF-FM/Tallahassee. Phone: (850) 385-8818  
**FREQUENCY:** 103.1 MHz  
**POWER:** 13.8kw at 440 feet  
**FORMAT:** Hot AC  
**BROKER:** Media Services Group Inc.

**WPCF-FM/Panama City**

**PRICE:** \$1.325 million  
**TERMS:** Asset sale for cash  
**BUYER:** Styles Broadcasting of Alabama Inc., headed by President Kim Styles. She also owns WYOO-AM/Springfield (Panama City). Phone: (850) 735-5288  
**SELLER:** Winstanley Broadcasting Inc., headed by President Charles Win-

stanley. He owns two other stations. Phone: (504) 626-1230  
**FREQUENCY:** 100.1 MHz  
**POWER:** 16kw  
**FORMAT:** Religious

**WDLF-AM/Panama City Beach**

**PRICE:** \$100,000  
**TERMS:** Asset sale for cash  
**BUYER:** Styles Broadcasting of Alabama Inc., headed by President Kim Styles. She also owns WYOO-AM/Springfield (Panama City). Phone: (850) 785-5288  
**SELLER:** Community Service Broadcasting Inc. of Panama City, headed by President Charles Winstanley. He owns two other stations. Phone: (504) 626-1230  
**FREQUENCY:** 1290 kHz  
**POWER:** 270 watts day/55 watts night  
**FORMAT:** Sports

**Iowa**

**KWKY-AM/Des Moines**  
**PRICE:** \$800,000  
**TERMS:** Conversion of stock  
**BUYER:** Putbrese Communications Ltd., headed by President Charles Putbrese. Phone: (515) 223-1150  
**SELLER:** Norseman Broadcasting Corp., headed by Keith Putbrese. Phone: (515) 981-0981  
**FREQUENCY:** 1150 kHz  
**POWER:** 1kw  
**FORMAT:** Religious

**KBKB-AM & FM/Ft. Madison**

**PRICE:** \$850,000  
**TERMS:** Asset sale for cash  
**BUYER:** Jacor Communications Inc., headed by CEO Randy Michaels. It owns 230 radio stations. Phone: (606) 655-2267  
**SELLER:** Talley Broadcasting Co., headed by CEO Hayward Talley. It owns two other stations. Phone: (217) 324-5921  
**FREQUENCY:** 1360 kHz; 101.7 MHz  
**POWER:** 1kw day/34 watts night; 50kw at 466 feet  
**FORMAT:** AC/Talk; AC  
**BROKER:** The Connelly Co.

**Massachusetts**

**WNNZ-AM/Westfield (Springfield)**  
**PRICE:** \$1.2 million  
**TERMS:** Asset sale for cash  
**BUYER:** Clear Channel Communications Inc., headed by CEO L. Lowry Mays. It owns over 200 other stations, including WHY-AM & FM/Springfield. Phone: (210) 822-2828  
**SELLER:** Cella Communications Inc., headed by President Curtis Hahn. Phone: (413) 736-6400  
**FREQUENCY:** 640 kHz

Continued on Page 8

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# 1999 is at Hand...and the Real Performance Pressure is On.

By Bill Moyes

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Now that we – and Wall Street – have seen the biggest part of the acquisition boom in radio, the pressure to improve operating profit is getting turned up, big time.

As if there weren't enough pressure already, right? But if you look at the financial realities, it is clear that while business in radio is good now (and may continue as such into 1999 despite the problems in the world economy), the super multiples that radio companies have been enjoying will go down and, perhaps, stay down for some time if corporate profits don't meet expectations. Nobody who has publicly-traded radio stock wants that to happen... and that's a very large share of the most powerful people in radio today.

So, what does all this mean for management – GMS, SMS, and PDs – in the clusters owned by the public radio companies? They are going to have to compete smarter than ever before. And the key word is running *smarter*. Let's look at the other alternatives that some people think about:

## Running the Wrong Way

Running "cheaper" through more expense cutting isn't a realistic path in most stations because most of the "fat" has already been cut away and further expense reductions could have some pretty deleterious effects on profitability, even short-term profitability.

Running with more spots was something that many stations went to in 1997, and particularly in 1998, that surely had a positive effect on profit margins, but research clearly indicates that most stations can't go much (if any) further in spot load addition now without really hurting their ratings. Of course, if all stations went up in their spot load (say 10% or 15%) the *share* figures of each station may not suffer, but the Average Quarter Hour Persons – the stuff advertisers pay for – would. A quick study of the declining PUR (Persons Using Radio) and TSL (Time Spent Listening) figures in Arbitron makes it clear that most stations have come to or very near the end of that road.

Running with *more* salespeople – more of the right kind of professional people on a station's staff, more of the people who can bring a lot of value-added demand against a station's inventory that keeps upward pressure on rates – would be a great path to improved profitability. But you know how hard it's been just to get the good people you have now. The economics of the radio business aren't such that it's affordable to increase your sales staff *significantly*, and really good people are very tough to find.

## The Right Way

Running *smarter* is the only dependable route to improved profitability, really, and there are three

principal ways that I've seen for stations to do it. Two get to better profit by boosting ratings and one gets to it by boosting selling ability:

1. The first place to get smarter is with your strategy. Every station, whether they articulate it or not, has some kind of strategy and really smart strategies have a tremendous ability to grow ratings year after year in the target demo. It's about getting a lot more out of the effort you put into planning so that it's really effective. And it's about getting more out of the perceptual and strategic research you do – taking it from stuff that's "interesting" and "helpful" and tells you how you look now versus how you looked last year to something that is the platform for the development of a brilliant winning strategy. When you settle upon, invest in, and stick with a smart strategy, our experience is that it's not uncommon to see ratings in the station's target demo – even when they start high – rise at least 10% in Average Quarter Hour Persons year after year. It's that powerful. What does it take to get smarter in this area? Three things:

- A really intelligent design of the perceptual research so that you're sensitizing to all the really important strategic issues.

- A strategic counselor who can separate for you what is really important strategically and what is *not*, so that you can focus on what can make a difference. Remember the adage: "If you're *inside* the bottle, you can't read the label very well."

- A truly effective process that guides you to the development of a strategic and tactical plan that will really get the goal accomplished... one that will keep you from making mistakes in your marketing strategy. At our firm we have a special process which we call the 7-Step SMART™ System which has been refined over the past twenty years of study and experience of each of the people on our senior staff. We believe it is at the very heart of every success we have had with our client stations. In any case, you need to get a process that gets you to a smart strategy or the research expense and all your discussion and planning efforts will have been a waste of time and money.

2. The second place to get smart is by sharpening your understanding of tactical contesting. Many managers underestimate the power of smart tactical contesting or know very little about it. I've made it a central study interest of mine to do research, over the past five years or so, on people playing all kinds of contests and it's enabled me to learn a lot about what works and doesn't work (the truth is that some of the things you hear as common wisdom about how people react to contests just isn't true). We feel it is our responsibility to educate our clients in this

arena and we have a pretty powerful trademarked/copyrighted game (as the Birthday Game is copyrighted) which we make available to clients called *Triple Cash™*. I should point out that we make no money on this game or anything connected with it...we just feel getting them smarter in this area is critical.

3. The third place to get smart is in getting the salespeople that you *do* have much, much more effective (I'm talking about raising their productivity by 50% or more). Now, let me describe the key to what works here. Here's the surprise...it's not about sales training. In fact, I have come to believe, after seeing every training regimen in the book over the past 25 years, that absolutely none of them work. None of them. They can temporarily "pump" people; they can temporarily raise their resolve and hope of doing better; and, along the way, they may even temporarily get into their students the bases of some more effective approaches or techniques. But as far as a long-term change in the person's abilities because they have truly internalized a far better system, I have just not seen it. So what's the trick to getting smart in this area? It's *coaching*. Specifically, I mean effective personal coaching in an effective system. Coaching – with a lot of practice – makes all the difference. There's a book I like entitled "You Can't Teach a Kid to Ride a Bike at a Seminar" and, boy, it's the truth. For a kid to really internalize successful bike riding technique, it takes practice and coaching, not training speeches. And to really become adept at advanced biking (you competitive bikers can attest) requires a lot of practice of the *right* moves (that most bicycle riders don't have a clue about) and a *great* coach. There is one particularly gifted radio station sales coach we have found who we recommend to many of our clients, but the key is right there – it's not about training, it's about effective one-on-one *coaching* in a truly effective system.

Bill Moyes is the President of Moyes Research Associates, a firm that specializes in advanced perceptual and strategic research and guidance in strategic marketing and tactics. He can be reached in the firm's Colorado Springs home office at (719) 540-0100 or e-mailed at [bill@moyes.com](mailto:bill@moyes.com).

## The 7-Step SMART™ System

The research and strategic services our firm provides are very helpful in some situations – winning tremendous ratings victories in tough competitive situations – and, quite frankly, they are not appropriate for other situations. When we talk with managers like you, they typically discover that our firm can be helpful in one of three situations:

1. If they are somewhat disappointed in their ratings progress and want to find a way to turn that situation around – to get headed in a more profitable direction.
2. If they are doing O.K. ratings-wise, but feel some pressure to do better because of demands on their profitability. In some cases one of their stations may be rating fairly well, but not well enough to be a primary buy or they are getting "shut out" of more serious revenue dollars by competitors.
3. If they are somewhat frustrated that the research and strategic guidance they've been getting is lacking something – that they're not getting all of what they want and need to win.

In each case, Moyes Research Associates develops for clients advanced perceptual research and uses a proprietary system, the 7-Step SMART™ System, that allows each station to develop and execute a winning strategy designed for real long-term growth. Based on the timeless tenets of marketing warfare, it is the result of knowledge and experience developed by the firm's managing partners over a combined 50 years of battle-tested strategic and tactical warfare in radio markets all over America.



Bill Moyes  
President



Don Gilmore  
Executive VP



Mike Shepard  
Senior VP

Bill Moyes, the firm's president, spent the first part of his career after receiving his M.B.A. from Dartmouth's Amos Tuck School, as Vice President/Radio Research and Consulting of Frank Magid Associates, the pioneering firm in perceptual research for radio and television. After five years with Magid, Bill went on his own and founded The Research Group and was its Chairman for 19 years. In 1996, Bill left to begin Moyes Research Associates. "In establishing this company," Bill notes, "I wanted to be able to have a group of the country's very best radio strategists working with a limited list of good clients and having the time to give them high-intensity ongoing service. We're always here for them. This is not a research factory or a shop that does everything from telemarketing to syndicated programming...what we're developing here is-kind of the "Mayo Clinic" of strategic warfare for radio. Strategic research and guidance is all we do – it's our specialty. Don Gilmore, Executive VP of Moyes Research Associates, had worked closely with Bill for eight years at The Research Group before joining the firm. Senior VP Mike Shepard was head of DIR research and spent 15 years with Jefferson Pilot as a VP overseeing the firm's San Diego operations at country legend KSON, highly-rated NAC station KIFM, and Jefferson Pilot's oldest station K-Best. Mike was also involved with many of JP's stations in other markets.

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## EEO

Continued from Page 4

lawsuit if it is perceived that they are instituting quota standards within their organizations. "Folks are worried that that could actually be used as evidence they are actually seeking out minority applicants over other applicants," she said.

Capstar attorney Bill Banosky told R&R his company is aware of this possibility, but it is proceeding with its EEO program nonetheless. One of the outreach efforts the company has undertaken, for example, is sponsorship of job fairs. At these events, he said,

the company is able to encounter prospective minority and female applicants that it might not otherwise meet.

Washington attorney David Honig, who has filed numerous petitions in license renewal proceedings on behalf of the Rainbow/PUSH Coalition over the past 15 years, praised the efforts of the large groups. However, he pointed out that these companies have commendable diversity records, while it is often medium-size companies that are EEO scofflaws.

## Second Draft

In the wake of the appellate court's decision, Kennard said last

week, "The commission's most important undertaking now is to promptly revise the broadcast EEO rules." He said the FCC will likely issue a proposal for new rules by the end of this year so that they can be considered by the full commission in early 1999.

This vow met with resistance from Commissioner Harold Furchtgott-Roth. "I do not think the commission should unqualifiedly promise, at this point in time, to adopt new EEO rules," he said. "At most, the commission can consider whether to do so." He also took issue with the agency's encouragement of voluntary compliance with filings or the rules.

Both Tillotson and Kirby thought the FCC would be hard-pressed to arrive at new EEO rules that withstand constitutional scrutiny. "They were burdensome on broadcasters to keep the paperwork, but fairly benign otherwise, in terms of posing actual hiring requirements," Kirby said.

Honig suggested that there are a number of ways in which the rules could be amended to make them more acceptable to the courts and Congress, which did away with the minority tax certificate program in 1995. For example, it would be less demanding on broadcasters if they were only

required to compile data on the top four job categories on the annual employment report, which include management and sales positions. Statistics have shown, he said, that the EEO system has worked to virtually eliminate dis-

crimination in bottom-rung jobs, such as janitors or clerical positions.

In the meantime, Kennard said, the commission will likely continue to collect data on the participation of minorities and women in broadcasting.

## Minority

Continued from Page 4

ty training program.

But the damage caused by the memo has even longer legs, and it has reverberated throughout the country, causing a number of government officials to take notice. Vice President Al Gore mentioned the memo in a recent address to NABOB attendees, as did FCC Chairman Bill Kennard.

During one NABOB session, Sharpton said he was outraged that such a memo could exist today and that it reflected poorly on the radio and advertising industries as a whole.

But he also made it clear that minority media is not looking for charity, but "just for our fair share. No tips. To me, this is beyond dollars. Our self-respect is at stake."

Jones agreed with Sharpton. In an interview with R&R, she said, "We were slapped across the face with a racist memo. It is time to sit up and do something about this. This is a real issue." She credited Sharpton for "trying to bring some clarity to it."

Jones said the event's players are not finalized. However, it will be an invitation-only, limited guest meeting and will be held in New York City.

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## TRANSACTIONS

Continued from Page 6

POWER: 50kw day/1kw night  
FORMAT: Talk  
BROKER: Serafin Bros. Inc.

## New Mexico

## Station Swap

KSWA-FM/Corrales  
(Albuquerque)

ESTIMATED VALUE: \$3 million  
TERMS: \$1.5 million and KHTZ-AM & KZSS-AM/Albuquerque  
BUYER: Trumper Communications, headed by CEO Jeff Trumper. He owns nine other stations. Phone: (630) 789-0090

SELLER: Lifetalk Broadcasting Association, headed by Director Paul Moore. He owns four other stations. Phone: (509) 248-8255  
BROKER: John Pierce of Force Communications & Consultants LLC

KSWA-FM/Corrales  
(Albuquerque)

FREQUENCY: 95.1 MHz  
POWER: 13kw at 377 feet  
FORMAT: Religious

KHTZ-AM & KZSS-AM  
Albuquerque

FREQUENCY: 1520 kHz; 610 kHz  
POWER: 1kw; 5kw  
FORMAT: Alternative; Talk

## New York

## WGBB-AM/Freeport (Long Island)

PRICE: \$1.7 million  
TERMS: Asset sale for cash  
BUYER: WGBB-AM Inc. No other information currently available.  
SELLER: Cox Radio Inc., headed by CEO Robert Nell. It owns 58 other stations. Phone: (404) 843-5000  
FREQUENCY: 1240 kHz  
POWER: 1kw  
FORMAT: Soft AC/Talk

## North Carolina

## WIFM-FM/Eildn

PRICE: \$675,000  
TERMS: Asset sale for cash  
BUYER: Von Broadcasting Inc., headed by President Denny Hill. Phone: (703) 830-4726  
SELLER: FSA Broadcasting Group Inc., headed by President Jeff Smith. Phone: (336) 835-2511  
FREQUENCY: 100.9 MHz  
POWER: 600 watts at 708 feet  
FORMAT: AC

## Oregon

## KSLM-AM/Salem

PRICE: \$605,000  
TERMS: Asset sale for cash  
BUYER: Entercom Communications Corp., headed by President Joseph Field. It owns 37 other stations, including KRSK-FM/Salem (Portland), KGON-FM & KKSJ-FM/Portland. Phone: (610) 680-5610  
SELLER: Willamette Broadcasting Corp. It owns one other station. Phone: (503) 390-3014  
FREQUENCY: 1390 kHz  
POWER: 5kw day/600 watts night  
FORMAT: Oldies  
BROKER: The Exline Co.

## Pennsylvania

WVPO-AM & WSBG-FW  
Stroudsburg (Scranton-  
Wilkes Barre)

PRICE: \$7 million  
TERMS: Asset sale for cash  
BUYER: Multicultural Radio Broadcasting Inc., headed by President Arthur Liu. It owns 13 other stations. Phone: (212) 986-1059  
SELLER: Nassau Broadcasting Partners LP, headed by Chairman Louis Mercatanti Jr. It owns 11 other stations. Phone: (609) 924-1515  
FREQUENCY: 840 kHz; 93.5 MHz  
POWER: 250 watts; 1.26kw at 764 feet  
FORMAT: AC; CHR/Pop  
BROKERS: Serafin Bros. Inc. and William Schutz Jr.

## Tennessee

WAEW-AM, WCSV-AM &  
WXVL-FM/Crossville

PRICE: \$1.4 million  
TERMS: Asset sale for cash  
BUYER: Commonwealth Broadcasting Corp., headed by CEO Steven Newberry. Phone: (502) 659-2002  
SELLER: Crossville Radio Inc. & WCSV LLC, both headed by Ed Whiteaker. Phone: (931) 484-5115  
FREQUENCY: 1330 kHz; 1490 kHz; 99.3 MHz  
POWER: 1kw day/35 watts night; 1kw; 6kw at 328 feet  
FORMAT: Gospel/Talk; Travel Info; AC  
BROKER: Media Services Group Inc.

## Vermont

## WFAD-AM/Middlebury

PRICE: \$95,000  
TERMS: Asset sale for cash  
BUYER: Lakeside Media LLC, headed by Director L. Kathryn Messner. Phone: (518) 582-0058  
SELLER: Pro Radio Inc. DNP, headed by President Mark Brady. Phone: (802) 759-2308  
FREQUENCY: 1490 kHz  
POWER: 1kw  
FORMAT: AC

## Wisconsin

WAUN-FM/Kewaunee  
(Green Bay)

PRICE: \$105,000  
TERMS: Asset sale for cash  
BUYER: Magnum Broadcasting Inc., headed by President David Magnum. He owns three other stations. Phone: (608) 372-9600  
SELLER: Harbor Cities Broadcasting Inc. Vice President Albert Brueda. Phone: (920) 388-4852  
FREQUENCY: 92.7 MHz  
POWER: 3kw at 328 feet  
FORMAT: Ethnic

WIZD-FM/Rudolph  
(Wausau-Stevens Point)

PRICE: \$1.4 million  
TERMS: Asset sale for cash  
BUYER: WRIG Inc., headed by President Duesy Wright. He owns 12 other stations, including WSAU-AM, WDEZ-FM & WIFC-FM/Wausau (Stevens Point). Phone: (820) 435-3771  
SELLER: Wizard Communications Inc., headed by President James Schuh. Phone: (715) 344-6050  
FREQUENCY: 99.9 MHz  
POWER: 13.1kw at 453 feet  
FORMAT: Oldies

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Continued from Page 1

nine-month-long involvement to create its own children's radio network, Radio Disney.

CBC asked the court to award it \$177.2 million in damages. But in the end, jurors awarded up to \$40 million in three different categories, and at least two, worth \$10 million a piece, are being hotly contested by ABC and subject to further review by Judge Donald Alsop. Alsop is expected to render a post-trial decision on the verdict later this month. Either side can appeal to a higher court.

Immediately upon hearing the verdict, ABC lawyer Paul Klaas asked that the verdict be set aside. Using a popular courtroom maneuver, Klaas twice entered requests to Alsop during the trial to dismiss the case, each time claiming there was not enough evidence of wrongdoing presented to continue. Both requests were denied.

"It's great to be vindicated," CBC CEO Christopher Dahl said. "We hope the verdict sends a message not just to ABC and Disney, but to all big companies, that might doesn't make right — that regardless of their size and power, companies must act in good faith and honor the agreements they make."

CBC attorney Thomas Cullen Jr.

told R&R, "This is a very substantial victory for Children's."

In its original suit against Disney/ABC, CBC made nearly 85 claims of misappropriation of trade secrets. "Although we are disappointed in the jury's finding that ABC Radio committed a nonmaterial breach of its contract with CBC and misappropriated one trade secret," ABC said in a statement, "we are pleased with the rejection of the bulk of CBC's claims."

**'Inconsistent Verdict?'**

On Sept. 23, jurors were given final instructions by Alsop and sent out of the courtroom to deliberate with a special 13-page, 45-question verdict form as their aid. The group answered "yes" to the first question of "Did ABC Radio Networks breach the Nov. 17, 1995 contract regarding national advertising sales representation," and "yes" to a follow-up question asking if that breach was "a direct cause of damage to" CBC. Asked, "What sum of money will fairly and adequately compensate CBC for ABC Radio's breach ... of contract?" the panel answered \$20 million. In two separate questions, jurors were asked to determine what sum would compensate CBC for misappropriation of trade secrets by ABC Radio and by Disney. Each time, the panel wrote \$10 million.

Klaas told R&R this week, "We don't think that the \$20 million [breach of contract] verdict is legally sustainable, and we will ask for it to be set aside."

ABC contends that the jury was instructed by Alsop that a "material breach" of contract would be a "substantial failure to perform as it promised in the contract" and that, because ABC had not been found guilty in all circumstances of breach of contract, the jury had rendered an "inconsistent verdict," according to an ABC statement released after the verdict was read.

But Washington, DC attorney Adrian Wager-Zito, who works with Cullen, told R&R it is an "issue that will be resolved post-trial with the court. The judge will render judgment on the award. ABC will argue the award should only be \$20 million. CBC will present an argument to the court for why it should be higher." She declined to provide insight as to what tack those arguments might take.

CBC has long claimed that Disney's split caused it to pull the plug on its creative but unprofitable "Radio Aahs" network. Until last January, Radio Aahs had 32 affiliates and 13 owned-and-operated stations in such markets as New York, Los Angeles, San Francisco, Chi-

cago, Washington, Baltimore, and Philadelphia.

In November '97, when CBC announced it intended to end its children's programming, CBC's Dahl blamed Disney. "We love children's radio. We really believe that by breaking the agreement with us, Disney did significant harm to our business. We had to sell our distribution to stay in the radio business."

It wasn't all bad news for ABC. The jury also found in favor of

ABC in its counter-claim that CBC had failed to make all payments to ABC on its affiliate sales contract. As a result, ABC was awarded \$91,000.

But the courtroom warring is far from over. While both sides mull over what to do next, CBC could be gearing up for another battle. Cullen told R&R that CBC "might appeal on some issues for additional claims that we weren't allowed to present" during the trial.

**Waivers**

Continued from Page 1

sioners Susan Ness, Harold Furchtgott-Roth, and Michael Powell approved a waiver allowing Emmis Communications to buy WTHI-AM & FM & TV and WWVR-FM/Terre Haute, IN from Wabash Valley Broadcasting for \$90 million (the deal also includes WFTX-TV/Ft. Myers). "On balance," said Ness, who also begrudgingly signed off on the waiver, "I believe the factors enumerated in the order weigh in favor of the grant, largely because of promised improvements in technical facilities, news, and public affairs programming."

The commission pointed out that, among other things, the benefits of approving the waiver are that separating the AM-FM-TV combo would cost the stations an additional \$544,000 annually, that the combo provides for "more and better coverage of local news," and that adding WWVR into the mix would result in annual savings of \$300,000 or better — which could be used to improve the stations' technical facilities and programming.

**Next Waiver, Please**

Commissioner Gloria Tristani, the lone dissenting vote, took apart the five criteria the commission uses in weighing one-to-a-market waivers one by one, beginning with the potential public benefits resulting from the joint operation of stations (such as cost savings and programming/service benefits). "Emmis will save a significant amount of money if it is allowed to jointly operate the four Terre Haute stations," she said. "Whether the public will realize any benefits from those cost savings is a different question."

Another factor the commission weighs is whether any of the stations involved in the combo are experiencing financial difficulties. "The majority attempts to dismiss the significance of this fact by pointing out that not all five factors must be present in every case," Tristani said. (WTHI-FM is the No. 1 station in

the market, WWVR is No. 6, and WTHI-AM is No. 9, according to the Spring '98 Arbitron survey.) "What the majority ignores, however, is that demonstrated financial difficulties is a factor of particular importance in smaller markets, where competition is usually more limited." (Terre Haute is the No. 186 Arbitron-rated market.)

The key concern for Tristani, Ness, and Kennard is that the combo will command 48.4% of radio and TV ad share in the Terre Haute market. Tristani said her fellow commissioners "find comfort" in the fact that WTHI-AM & FM & TV have been operated by Wabash Valley for more than 25 years, and that WWVR (which Wabash Valley is purchasing from United Broadcasting and then handing over to Emmis) adds a nominal market share to the combo.

"This argument is improper bootstrapping," Tristani said. She pointed out that the WTHI combo was grandfathered before the waiver policy came into effect.

In addition to public benefits of joint operation, financial difficulties of the stations, and the effect of the combo on market diversity, the commission also looks at the classes of the stations and the number of outlets the applicant owns within the market.

"If we are going to repeal the rule, we should do so directly and not through the pretense of a waiver process that is, in practice, a rubber stamp," Tristani said in summarizing her views.

She may get her wish if Kennard's pledge to transform the process into a "bright-line test" is heeded. This means, according to one FCC official, that applications for waivers would only be granted if they met specific criteria. "A bright-line test," the official told R&R, "is one that is very cut and dried: The speed limit's 55. If you go 56, you're violating it. A test that's not bright-line would be, 'Go a reasonable speed.'"

Powell would not comment on the ruling, while Furchtgott-Roth could not be reached for comment.

One-On-One Sports Weekend Line-Up

# Multiple Choice

WHEN IT COMES TO SPORTS, WHO DO YOU LISTEN TO ALL WEEKEND LONG FOR THE LATEST UPDATES, SCORES, AND LIVE REPORTS?

a) Jay Mariotti 9am-1pm E.T.

b) Bob Berger & Bruce Murray 1pm-7pm E.T.

c) Larry Cotlar 7pm-12am E.T.

d) all of the above

Feeling Stumped? Call 847-509-1661 for the answers. Operators are standing by.

One-On-One Sports Radio Network 847-509-1661

## Bloomberg BUSINESS BRIEFS

Continued from Page 4

allows radio stations, advertisers, and talent scouts to call phone numbers connected to radio receivers broadcasting Infinity signals in the top 10 markets in order to audition on-air talent, verify the broadcast of commercials, and to listen to "a station's programming format and feel." The appellate decision overturned the lower court's ruling, which said that Dial-Up's use of the broadcasts "diminished neither the incentive of broadcasters to generate new creative programming, nor their ability to gain a fair return on their endeavors."

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- KYGO/Denver
- KS95/Minneapolis
- Kiss FM/New York
- WBCN/Boston
- The Zone/Sacramento
- MIX 106.5/Baltimore
- WKLH/Milwaukee
- Power 98/Charlotte
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## Radio Unica Names Perez West Coast Sr. VP/Operations

Enrique Perez has been selected as Sr. VP/West Coast Operations for Radio Unica. In this newly created position, Perez will oversee all concerns in the company's Los Angeles office, including the management of KVCA-AM/Simi Valley, CA and KBLA-AM/L.A. KBLA will drop its "Radio Korea" format following the completion of that station's acquisition from Sinclair.

Radio Unica Chairman/CEO Joaquin Blaya said, "Our West Coast operations, which include Los Angeles — the largest U.S. Hispanic market — are very important in terms of both listeners and advertisers. We are very fortunate to have a professional of Enrique's caliber, knowledge, and experience join the Radio Unica team."

PEREZ/See Page 16

## Monte Moves To RCA VP/Crossover Promo

RCA Records has tapped Tony Monte as VP/Crossover Promotion. Based in New York, he reports to Sr. VP/Promotion Ron Geslin.



Monte

"When the opportunity to have Tony arose, we were ecstatic," Geslin stated. "Tony's experience, integrity, and tremendous relationships will significantly add to the winning team we have assembled this past year and take us to our goal of being a major player at the Rhythmic/Crossover format."

Monte — who worked for Pellegrino Entertainment for nearly 13 years before joining RCA — noted, "Having an opportunity to ma-

MONTE/See Page 16

## OBITUARIES

### Singing Cowboy, Radio Owner Autry Remembered

Gene Autry — the enormously successful film and TV star, radio owner, recording artist, and baseball team owner — died Oct. 2 in Studio City, CA following a lengthy illness. He was 91.

Autry first considered a career in entertainment in 1925, following a chance encounter with comedian Will Rogers. "In 1929 I went to New York to try to get an audition with the Victor Recording Company," Autry wrote in a 1942 mini-biography in the book *Songs Gene Autry Sings*. "They listened to me, all right, and then told me to go back to Oklahoma for some experience. I came back to Tulsa and started singing on KVOO. A year later I went back to New York and went to work for the Columbia Recording Company. [Columbia's] Art Satherley then sent me to WLS/Chicago for a tryout, and I wound up staying for four years. It was fun singing on the Sears Roebuck program, the *Farm & Home Hour*, the *National Barn Dance*, and the other programs."

In 1934, Autry left Chicago for Los Angeles to appear in the film *Old Santa Fe*. Three years later, he'd be crowned King of the Westerns. Between filming movies, Autry would return to radio, making appearances on the CBS radio program *Melody Ranch*.

Following World War II, Autry became a bonafide recording star, earning his first gold record with the song "That Silver-Haired Daddy Of Mine." "Rudolph The Red-Nosed Reindeer," which he co-wrote, was his most successful single, with more than 10 million copies sold. He hosted *The Gene Autry Show* on CBS-TV between 1950-56, then voluntarily hung up his spurs to concentrate on his businesses, including Golden West Broadcasters.

In 1961, upset over the loss of Dodgers broadcasts from his KMPC-AM/L.A., Autry attended baseball meetings to search for another team to air on his station. He left the meetings owning a club — the L.A. Angels (which relocated to Anaheim in the mid-'60s).

In 1982, Autry began to dismantle Golden West, selling KTLA-TV to Tribune for \$245 million. Other properties, including KVI-AM & KPLZ-FM/Seattle and KMPC, were all eventually sold. In January '97, Golden West sold its last remaining property, KSCA-FM, to Hefel for \$112.5 million.

Longtime broadcaster Gary Owens owes much of his career in TV and film to Autry. In 1961, the top-rated KFWB-AM/L.A. morning man moved to KMPC. Thanks to Autry's encouragement, Owens would appear on more than 1000 network shows before becoming a *Laugh-In* regular. "He was a very nice man," Owens said. "I worked for Gene for over 20 years. He encouraged me to do all those things [on the side], and was very much in favor of that. I would always chat with him, and he'd say, 'Hey, that helps the radio show.' He had a good sense of humor, would always talk about baseball, and would always take time out to chat with you."

— Adam Jacobson; Associated Press wire reports

### Ex-'XYT/Detroit owner Charles Fritz Dead At 73

Veteran Michigan broadcaster Charles Fritz, who once owned and operated Talk WXYT-AM/Detroit, died Aug. 27 at age 73 of complications from lung cancer. He built Fritz Broadcasting, which currently holds no radio licenses, but operates nine stations in Michigan and one in Ft. Wayne, IN for Bain Capital.

"He was the best resource I ever had," his son Jock Fritz, who currently heads Fritz Broadcasting, told R&R. "When I had a question I couldn't answer, I'd just walk into the other room and say, 'Pops.' In some way, it

OBITUARIES/See Page 30

## Yocum To Oversee 'FMT/Chicago, Radio Nets

WTTW-TV/Chicago Sr. VP Anders "Andy" Yocum has been elevated to Sr. VP/Broadcasting for parent company Window To The World Communications. In his new role, Yocum will continue to oversee non-commercial PBS affiliate WTTW and will now administer management responsibilities for commercial Classical WFMT-FM and the WFMT Radio Networks.



Yocum

"After conducting a national search for a WFMT general manager, we found the best candidate right here," Window To The World President Dan Schmidt commented. "Andy has a unique appreciation, respect, and reverence for the heritage and culture of WFMT. He also contributes his highly respected understanding of our audience — their programming needs and

how they use their media."

A 20-year veteran of WTTW, Yocum began his career with Connecticut Public Television in the early '70s. Between 1975-78, he was Director/Scheduling & Program Operations for PBS. He also worked at WTMX-FM/Chicago in his "free time" between 1987-92. He told R&R, "The product has been a passion of mine as a listener for more than 20 years. I'm gratified to be in an opportunity to make this station successful."

Although WFMT is a commercial broadcaster, it is dependent on grants and listener support to maintain its financial success. Yocum said. Through Window's unique corporate structure, WFMT's sales staff works in tandem with WTTW's grants and contributions.

## Shannon Shifts To WNCI/Columbus As PD

Jacor's KHTS-FM & XHRM-FM/San Diego PD Todd Shannon has accepted the open PD slot at CHR/Pop sister WNCI/Columbus. He succeeds John Dimick, who recently became PD at Jefferson-Pilot's Country KSON/San Diego (R&R 9/11). There has been no replacement named for Shannon in SD, but Jacor is expected to bring in separate PDs for KHTS and XHRM.



Shannon

"Obviously, Todd brings a lot to the table," Jacor/Columbus Market Manager and WNCI & WZAZ President/GM Tom Thon told R&R. "The internal memo stated that Todd had been programming two Jacor/San Diego stations and working for the U.S. Border Patrol because of Jacor's one Mexican signal. The thing that really closed the deal was that his wife's parents live in Akron, and the opportunity to go to all of the University of Ak-

ron home football games sealed the deal. Seriously, I think he's a great, exciting program director who will be a wonderful fit for WNCI."

Shannon added, "First and foremost, this is WNCI. My goal is to go in with a can of touch-up paint and touch up things here and there. The staff is solid. Nationwide did an incredible job with that radio station, and I have enormous respect for what [former 'NCI GM and PD] Dave Robbins and John Dimick were able to accomplish there. I look forward to working with MD Neil Sharpe, whom I recently spent some time with. He is very bright. I look forward to making some great radio with him. Tom Thon is also one hell of a guy. This is an opportunity to get back on the East Coast, which is home, and I'm

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SHANNON/See Page 30

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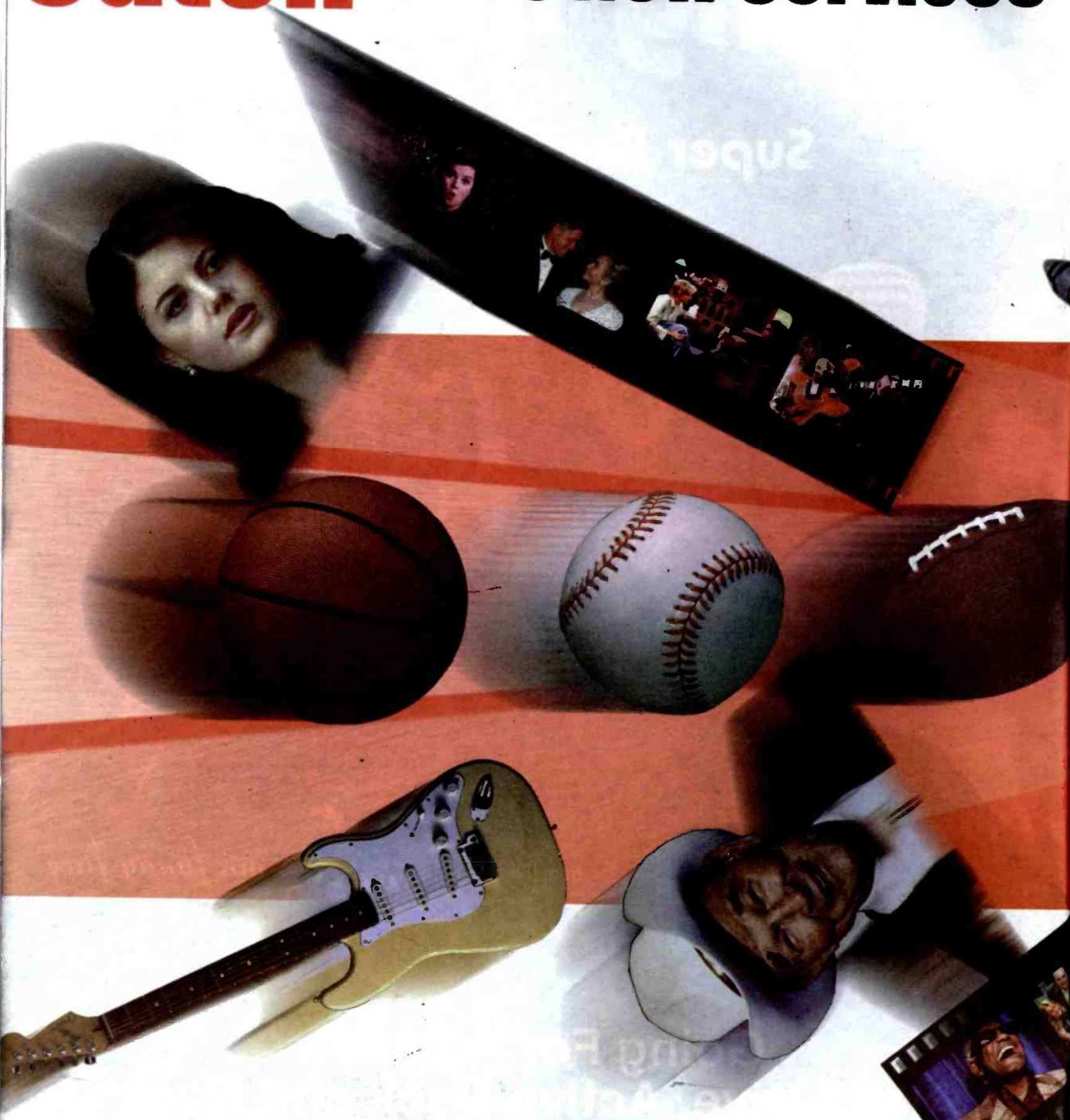
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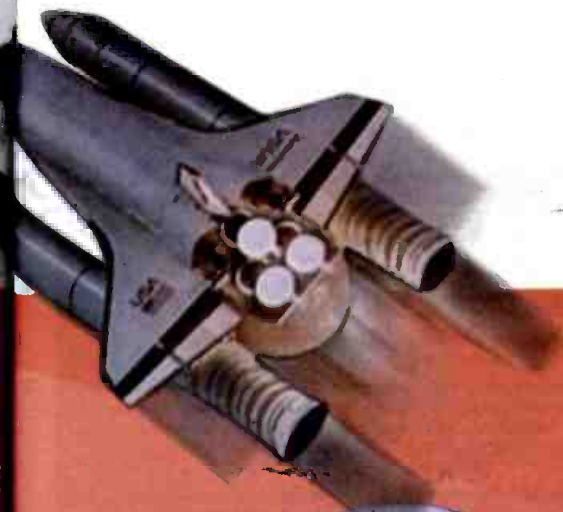
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## 'Channel 104.9' Bows As KUFX Relocates

On Oct. 1, the frequency most recently home to Classic Rock KUFX/San Jose became "Channel 104.9 — The Music For The Rest Of Us." Representative core artists on Jacor's new KLDZ include Elvis Costello, the Cure, Depeche Mode, R.E.M., and Talking Heads. There are no currents in the mix, and the station currently seeks an airstaff.

A recorded loop alerting listeners to the arrival of the new facility began airing on Sept. 24 at 6am and directed KUFX listeners to that station's new home at 98.5, formerly occupied by Alternative KOMA.

Jacor's Rock KSJO PD Jim Richards also programs KLDZ and admits to R&R the new station is "a mutt. It has a little bit of everything, and you don't know what's going to come next. It's mostly gold-based, alternative music with some pop/alternative recurrents. It's unique to the Bay Area marketplace. We'll take audience from a lot of different stations, including [Pop/Alternative] KLLC, [Hot AC] KEZR, [Adult Alternative] KFOG, and even ourselves at KSJO. It will be a button on many radios.

"Critical Mass" Joel Lind did a terrific perceptual for us and found this unique opportunity. We have the standard 'feedback phone,' which has been going crazy. Response so far has been terrific — people have been saying they love the variety. You need a long history of exposure to many different kinds of music. Something like this might not work in the Midwest or South."

### Monte

Continued from Page 12

ture the Rhythm Radio Department with this talented team will truly be a rewarding experience. Thanks to [Pellegrino Entertainment Founder] Vince Pellegrino for the belief and education and to [RCA President] Bob Jamieson, [Exec. VP/GM] Jack Rovner, and Ron Geslin for the opportunity."

## Mercury Modern Rock Promotes Chiappetta

Mercury Records has elevated Christine Chiappetta from National Manager to National Director/West Coast in the label's Modern Rock Promotion department. Based in Los Angeles, she reports to Sr. VP/Promotion Steve Ellis.

"Christine has really risen to the occasion," Ellis said. "She has proven herself to be a producer in this format and is very deserving of her promotion."



Chiappetta

Chiappetta noted, "I would like to thank Steve Ellis for promoting me and giving me this great opportunity. I am excited about the challenges my new position brings and look forward to working closer with the Mercury promotion staff."

Prior to joining Mercury, Chiappetta was Modern Rock Editor at *Virtually Alternative*. She has also worked for KKFR/Phoenix.

## N/T KVET-AM/Austin In The Sports 'Zone'

KVET-AM/Austin has flipped from News/Talk to all-Sports. The Capstar station began offering continuous sports and sports/talk programming last Friday (10/2) with a new handle, "Sports Radio 1300, The Zone."

Station management cited public demand and ratings trends for the change in the station's programming. "The demand for a Sports station in Austin is significant," Capstar Regional VP and market GM Dusty Black said. "The people spoke, and we listened. We're very excited about the quality of sports programming that is planned for KVET-AM."

Dustin Drew, who remains PD for The Zone following the format flip, told R&R, "We've got a great lineup that kicks off weekdays with a simulcast of the very popular *Sam & Bob Morning Call-in Show* on both KVET-AM & FM. That's followed by our locally produced and hosted program *The Press Box*, which expands from weekends to Monday-Saturday, 9am-noon. The rest of middays will be covered by ESPN's *Tony Kornheiser Show* from noon to 3pm, then we return to locally hosted sports/talk programming until 7pm. We'll then carry the ESPN Network or scheduled play-by-play events to round out our evening all-sports programming."

KVET-AM, already the flagship station for Texas Longhorn sports since 1995, plans to further expand its exclusive coverage of University of Texas at Austin sporting events.

### Perez

Continued from Page 12

Enrique possesses a vision for taking Radio Unica to its next level of success and is capable of extending his talent to a wide range of markets."

Perez added, "Radio Unica is at a tremendous point of growth, and I am eager to be joining an enormously talented team of individuals. Equally, I am excited to be joining a company that is changing the face of the Spanish-language media

landscape in the U.S. Radio Unica offers listeners and advertisers a unique and compelling product that is unrivaled by any other Spanish radio operation in the U.S., and I look forward to expanding its presence in the marketplace."

This is Perez's first position in the radio industry. He most recently served as GM of MTV Latin America, where he oversaw all channel functions. Prior to that, Perez served as VP/GM of Tele-mundo O&O WSNS-TV/Chicago.

## EXECUTIVE ACTION

### Metro Networks Welcomes Gronek, Colley

Metro Networks has named Lonnie Gronek GM/Cleveland & Columbus and Charles Colley Director/Operations, St. Louis.

Prior to joining Metro, Gronek spent 18 years with Malrite Communications. During that time, he was GM for a Cleveland radio station and GSM for a New York station. In his new post, Gronek will oversee the two markets' marketing and operations efforts.

"Lonnie's knowledge, experience, work ethic, and understanding of quality service will play a huge role in our continued growth and service to our affiliates," said VP/Great Lakes Region Tony Rizza. "He brings a wealth of leadership and strength that is certain to strengthen our operations in these markets."

A 16-year industry veteran, Colley has worked in St. Louis as KXOK's Managing Editor and as a News Plus news reporter. For Metro, he'll oversee the daily operations of the company's St. Louis office.

"Charles' managerial skills, experience behind the scenes, and knowledge of broadcast engineering give him the unique qualifications to become Director/Operations in this rapidly growing market," stated GM/St. Louis & Indianapolis Bob Fulstone. "We are anxious to see the results of his efforts."

### Poppe Steps Up To VP/Marketing At Epic

Epic Records has promoted Chris Poppe to VP/Marketing. Based in New York, she reports to Sr. VP/Worldwide Marketing Steve Barnett.

"Chris is an extremely talented executive," Barnett said. "Her extraordinary creativity, drive, and dedication have made her a key member of the Epic Records marketing team, and with this promotion she will have the opportunity to bring those qualities to bear on an even broader range of projects."

Poppe most recently was Sr. Director/Marketing, a post she held since 1996. She joined Epic in 1989 as Product Manager, and in 1991 was elevated to Associate Director/Marketing. Two years later she was upped to Director/Marketing.

### Brock Becomes PD At WWBB/Providence

Veteran programmer Al Brock has been named PD for Clear Channel's Oldies WWBB-FM/Providence. Brock has been PD for Country WPKX/Springfield, MA since last year.

"It's wonderful to be back in the Oldies format," Brock told R&R. "Matt Chase is a great GM with a great vision. We've got a strong staff, and the station is in great shape. Clear Channel is committed to winning, and we'll do whatever is necessary to take the station to the next level."

A broadcaster since 1969, Brock has been programming stations since 1980. Prior to his tenure at WPKX, he served as OM/PD for WLEE-AM, WKLR-FM & WVGO-FM/Richmond. His resumé includes stints at WWKL/Harrisburg and WKLR/Rochester. He also has the unique distinction of being one of the few programmers to work at two radio stations with the same call letters in different markets — WKLR/Richmond and WKLR/Indianapolis (which later changed calls to WNAP).

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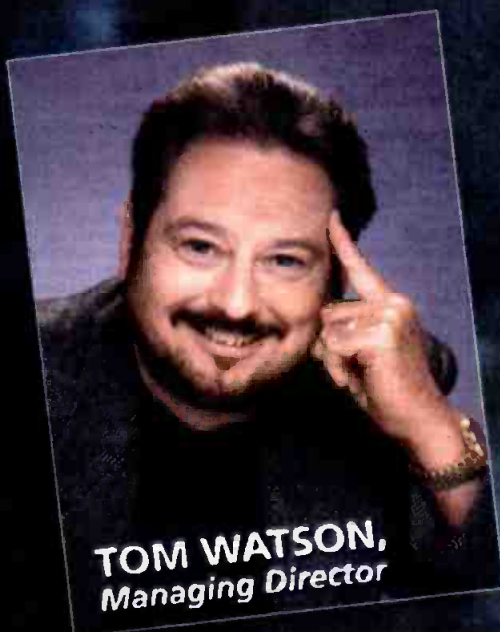
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## Radio

• **ED LENANE** has been promoted from Local Program Dir. to Dir./Operations for K-Love Radio and will work out of the company's headquarters in Sacramento. Also, **RUSS LLOYD** joins the company as Texas Regional Rep., working out of KLVW/Midland-Odessa.

• **BRENT LIGHTFOOT** rises from AE to Dir./Sales at Strategic Media Research.

## Records



Holmes

• **CECIL HOLMES** becomes Sr. VP/Operations for T-Neck Records. He comes to the position after serving as Owner/President of the consulting company Holmes Entertainment.

• **CHRISTINE WOLFF** is named Sr. Director/Publicity for MCA Records. She rises from her previous position of Nat'l Dir./Publicity at the label.

## CHRONICLE

### BIRTHS

NAC star **Richard Elliott**, wife **Camilla**, daughter **Mikayla Ann**, September 21

• The Buena Vista Music Group has launched **HOLLYWOOD RECORDS LATIN**, which will produce and record artists in the Latin pop, regional Mexican, and rock en español genres. **JOE TREVINO** has been appointed VP/Latin for the new division, while **CAMERON RANDLE** has been tapped Sr. VP/A&R, Latin.

• **ALEXIS AUBREY** is upped from Mktg. Manager/Island Independent Labels to Dir./Marketing for Island Records.

• **MICHAEL TAUB** joins Trauma Records as Dir./Publicity. He comes to the label from RCA Records, where he was Associate Dir./Publicity.

• **GHAN SALEM** has been appointed Dir./Press & Artist Development for Elektra Entertainment Group. She was previously Assoc. Dir./Press & Artist Development at the label.

• **WELK MUSIC GROUP** acquires independent, North Carolina-based bluegrass/Americana label **SUGAR HILL RECORDS**. Sugar Hill Founder and President **BARRY POSS** will stay on as President.

## National Radio

• **RADIO AMERICA** launches the one-hour weekend talk program *Report Card*. It will feature interviews with leaders in education reform and cover phonics, standardized testing, and other education-related topics.  
— (800) 844-2546

• **REAL BROADCAST NETWORK** announces plans to webcast select sessions of the **1998 NAB RADIO SHOW**. Highlights from the convention, which takes place in Seattle from Oct. 14-17, can be found at [www.nab.org/conventions](http://www.nab.org/conventions) live or on demand the following day.  
— (202) 429-5350

• **WESTWOOD ONE** unveils the Halloween-week programming for its radio drama, *Mystery Theatre*. All shows feature modern, hour-long performances of Edgar Allan Poe classics:

Oct. 26: *The Cask Of The Amontillado*  
Oct. 27: *The Murders In The Rue Morgue*

Oct. 28: *The Tell-Tale Heart*  
Oct. 29: *The Pit And The Pendulum*  
Oct. 30: *The Premature Burial*  
Also, the network unveils its latest NFL and NCAA football broadcasts. All times are ET:

Oct. 10: Notre Dame @ Arizona St., 3pm; Florida St. @ Miami, 3:15pm; LSU @ Florida, 6:45pm.

Oct. 11: Kansas City @ New England, 12:45pm; Denver @ Seattle, 4pm; Atlanta @ NY Giants, 8pm.

Oct. 12: Miami @ Jacksonville, 8pm  
— (212) 641-2057

Finally, **WW1** welcomes the following guests for its live *Celebrity Connection* program:

Oct. 9: Judge Wapner

Oct. 14: Senator Bob Dole

— (212) 641-3068 (booking) or 2039 (stations)

• **MJI BROADCASTING** has announced the availability of its three-hour,

## PROS ON THE LOOSE

**Chris Bailey** — PD WAEB/Allentown (610) 882-1051

**Future Bob** — PDWTFX/Louisville (812) 949-2953

**John LaBella** — mornings KBFB/Dallas (214) 349-5438

**Diana Silman Pagnotta** — Prod. Dir. WGAY-FM/Washington (202) 686-3580

country-music-themed Thanksgiving program, *Home For The Holidays*. The show consists of country artists such as Garth Brooks, Tim McGraw, Reba McEntire, and others recalling their fondest Thanksgiving memories.  
— (212) 696-5256

## NATIONAL RADIO FORMATS

### ABC RADIO NETWORKS

**Robert Hall** • (872) 981-9200

### Classic Rock

**Chris Miller**  
BLACK SABBATH Psycho Man  
R.E.M. Daysleeper

### Hot AC

**Barry Leigh**  
MADONNA The Power Of Good-Bye

### Starstation

**Peter Stewart**  
AEROSMITH I Don't Want To Miss A Thing  
ANNE COCHRAN & JIM BRICKMAN After All These Years  
PHIL COLLINS True Colors

### Touch

**Monica Logan**  
BOYZ II MEN Doing Just Fine  
DEBORAH COX Nobody's Supposed To Be Here  
SOLD Touch Me  
VESTA Somebody For Me

### ALTERNATIVE PROGRAMMING

**Steve Knoll** • (800) 231-2818

**Gary Knoll**

### Rock

FINGER ELEVEN Quicksand  
MOTLEY CRUE Bitter Pill

### Alternative

FUEL Bittersweet  
GRANT LEE BUFFALO Testimony

### CHR/Hot AC

000 000 DOLLS Slide

### Mainstream AC

ANGEL Snow On The Sahara  
PASTBALL Fire Escape  
BRUCE HORNISBY Great Divide  
SARAH MCCLACHLAN Angel

### Lite AC

BONNIE RAITT Blue For No Reason  
RICKY JONES If I Was The One

### NAC

WARNER HILL Turn Out The Lights  
DAVE KOZ I'll Be There  
JEFF LORBER Watching The Sun Set

### HC

NICOLE I Can't See  
LUTHER WAMBROSE I Know

### BROADCAST PROGRAMMING

**Walter Powers** • (800) 428-9882

### CHR

**Casey Keating**  
ACE OF BASE Whenever You're Near Me  
IBAMA MENZEL Minuet

### Digital AC

PHIL COLLINS True Colors

### Hot AC

SHAWN MULLINS Lucky

### Digital Soft AC

**Mike Bettelli**

R. KELLY & CELINE DION I'm Your Angel

### Ballad

R. KELLY & CELINE DION I'm Your Angel

### Alternative

**Tarasa Cook**

DEPECHE MODE Only When I Lose Myself  
ROB ZOMBIE Dragula

### Urban

**Josh Mosler**

MARY J. BLIGE Beautiful!  
FAITH EVANS Love Like This  
112 IMADE Love Me  
TQ Westside

### JONES RADIO NETWORK

**Jim Murphy** • (303) 784-8700

### Adult Hit Radio

**JJ McKay**

ALANIS MORISSETTE Thank U

### Rock Alternative

**Doug Clifton**

R.E.M. Daysleeper

### Soft Hits

**Rick Brady**

AEROSMITH I Don't Want To Miss A Thing

### Rock Classics

**Rich Bryan**

No New Adds

### RADIO ONE NETWORKS

**Tony Mauro** • (870) 948-3339

### Hot AC

**Yvonne Day**

000 000 DOLLS Slide  
BRUCE HORNISBY Great Divide  
UZ Sweetest Thing

### New Rock

**Steve Leigh**

GREEN DAY Nice Guys Finish Last  
LOVE AND ROCKETS Holy Fool  
OFFSPRING Pretty Fly (For A White Guy)  
PUSH Birds Of A Feather  
R.E.M. Daysleeper

### WESTWOOD ONE RADIO NETWORKS

**Charlie Cook** • (800) 294-8800

**Tracy Thompson**

### Adult Rock & Roll

**Jeff Bonzer**

LYWYD SEWYRD Bernice  
UZ Sweetest Thing

### Soft AC

**Andy Fuller**

PHIL COLLINS True Colors  
LEARN RHINES Feet Like Home

### Bright AC

**Jim Nays**

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# INTERNET



LISTENING STUDY

## Radio: Over the Air or Over the Internet?

- How much radio listening is happening on the Internet?
- What types of stations and formats stand to benefit on the Internet?
- Can the Internet be your pipeline to increased at-work listening?

Answers debut at 9AM, Friday (October 16) and 9AM, Saturday (October 17) in Room 605 at the NAB Radio Show in Seattle. The Arbitron Internet Listening Study is presented in conjunction with Edison Media Research.

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# Seven Ways To Dramatically Increase Your Sales

By Dick Kazan

PART ONE OF A TWO PART SERIES

When Mary Kay Ash (founder and head of Mary Kay Cosmetics) was a young housewife, she desperately wanted to buy Grolier's Child Psychology Bookshelf for her children, but couldn't afford it. One weekend, the salesperson loaned her the books and offered to give them to her for free if she could sell 10 sets by Monday morning.

"At the time, I was a volunteer superintendent of the beginners Sunday school program at Houston's Tabernacle Baptist Church, so I had the phone numbers of many mothers. I spent much of that weekend on the telephone, calling up these mothers and telling them about the best books I'd ever seen. My enthusiasm was such that, without even showing the books to anyone, I was able to sell 10 sets — sight unseen! What happened was, I got so excited that the women got excited too." (*The Greatest Sales Stories Ever Told: From The World's Best Salespeople*, Robert Shook). In other words, based on one simple but crucial factor — enthusiasm — a great sales career had begun that would later lead to the building of a multibillion-dollar cosmetics empire.

Mary Kay had discovered one of the most important secrets of selling successfully. This week and next, we'll discuss seven crucial elements that could make a dramatic difference in what you achieve, whether your goal is to sell more, build your company's sales, convince your boss to promote you, or make a favorable impression on others.

1. **Enthusiasm.** As Mary Kay illustrated, there's no substitute for the persuasive power you exude when you believe in something so strongly that you can't wait to share it with others. Arnold Schwarzenegger also made this point well when talking about what caused the surprise success of one of his ear-

ly movies. "The success of *Pumping Iron* [1977] was due to the personality and joy that I had, the love for what I did. I was this guy who had this tremendous joy and couldn't wait to talk and tell people how great the sport was and how much fun I was having." (*Muscle & Fitness*, July 1997)

I worked with a man who thought this concept was nonsense and that people should be "realistic." He was an experienced, knowledgeable manager, very capable in his field. Unfortunately, his serious demeanor and "seeing things as they really are" was warranted, as employees reporting to him didn't like working for him, didn't perform well, and eventually helped to cost him his job. Time and again, being "realistic" has proven to be a code word for "it can't be done," and nobody is motivated to achieve great things when they think like that.

Virtually every outstanding accomplishment succeeds against difficult odds, whether it's becoming a movie star, hitting extraordinary sales numbers, or building a great business. Enthusiasm did wonders for Mary Kay Ash and Arnold Schwarzenegger, just as it will for you. What does it take? A sense of purpose, a big smile, and a bundle of excitement.

2. **Communicate effectively.** As

I answered the phone, a woman who spoke very little English asked if I buy telephone services for our home. When I said, "No, it's my wife who does," she ignored my response and, from a script, began talking about an MCI 5-cents-a-minute calling plan. Knowing how hard it can be to make cold calls, I treated her politely and asked that she send a proposal to my wife, which she agreed to do and didn't.

Not being fluent in English is a handicap, but it didn't stop Schwarzenegger during his early days in America. The key to effective communication is preparation.

It's knowing your product and that of your competitors so well that a script isn't necessary. It's putting yourself in the position of your prospective customer so you can understand his or her needs and how what you offer can best help them. It's also believing in what you sell.

If this salesperson had had a smile in her voice and said, "Good morning. My name is Juanita. I'm with MCI, and I'd like to save you some money," our conversation would have gone much better. As busy as I was, she'd have gotten my attention by offering a friendly greeting and something virtually everyone wants, financial savings. But, as an old commercial used to say, "You never get a second chance to make a first impression."

3. **Qualify and sell the decision-maker.** Selling the wrong person is one of the most common and costly mistakes in business. As a CEO, sometimes it became obvious that some of our salespeople were call-

## DATELINE

- **September 24 (through December 16)** — Fall Arbitron.
- **October 11** — '98 Radio Hall of Fame Awards Ceremony. Chicago Cultural Center; (312) 629-6005.
- **October 14-17** — NAB Radio Show. Seattle Convention Center; (202) 429-5420.
- **October 16-18** — North By Northwest. Portland Hilton, Portland, OR; (512) 467-7979.
- **October 17** — NAB Marconi Radio Awards Dinner & Show.
- **October 26-November 6** — Museum of Television & Radio's Fourth Annual Radio Festival. New York; (212) 621-6709.
- **October 27** — John Bayliss Foundation Roast. The Pierre, New York; (408) 624-1536.

- **November 4-7** — CMJ Music Marathon & Music Fest. Millennium Broadway Hotel, New York; (516) 466-6000.
- **November 15-17** — '98 NAB European Radio Conference. Palace Hotel, Madrid, Spain; (202) 429-3191.

### 1999

- **January 7 (through March 31)** — Winter Arbitron.
- **January 11** — 29th Annual American Music Awards. Shrine Auditorium, Los Angeles; (213) 931-8200.
- **January 31** — Super Bowl XXXIII. Pro Player Stadium, Miami; (212) 450-2000.



ing upon prospects at too low a level. On one occasion, when I questioned this, the salesperson replied, "It's OK, he'll pass the word along." I responded, "If he's that good at presenting our services, he's in the wrong job. He'd make much more money in sales and be more effective than the person I have calling on him." I then reassured our salesperson and helped elevate the level of contact.

Recently, my wife and I hired an outstanding real estate agent to sell our home. As a strong salesperson, she did a wonderful job convincing two different prospective buyers that they should purchase our house. Unfortunately, neither prospect could afford it, although in one case the woman put the house under contract, which wasted everyone's time. How could this have been avoided? By our agent and me qualifying each prospect. In this example, a loan pre-approval letter from a lender, an audited financial statement, or assurance from a substantial banking reference would have sufficed.

In the corporate world, a diplomatic way to qualify your credit-worthy prospect is to say, "Bob, I want to put myself in your po-

sition. If I made an offer you found attractive, what process would you go through to conclude a transaction?" The answer will quickly tell you where this person ranks in the decision-making hierarchy and who else you may need to call upon.

Next week, I'll share the remaining four ways to dramatically increase your sales, including a valuable lesson from one of the world's richest men. This lesson made an important difference in his career, and it can do the same for you.

**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](mailto:rkazan@ix.netcom.com).



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**-Randy Hill, OM KVUU, Colorado Springs.**

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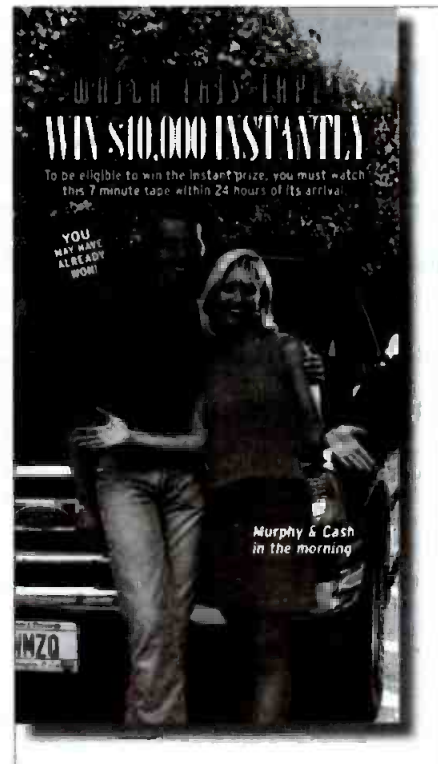
**-Mike Brophy, PD WLKB, Boston.**

"People watch it, it works."

**-Don Benson, VP prog. Jefferson-Pilot Radio Grp.**

"The response has been awesome."

**-Kent Philips, PD KPLZ, Seattle**



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## 'Net Strategy: Get Sponsors, Not Partners

□ Sponsors pay stations to reach their web surfers, which means more revenue

By Gerry Boehme

Slowly but surely, radio stations are building compelling Internet websites that attract significant numbers of visitors. Audiences return repeatedly to get information, be entertained, interact with personalities, chat with other listeners, and be linked to related Internet sites.

Some stations already make money from their websites by selling banners and other promotions. Additionally, companies such as ElectricVillage and Katz Interactive Marketing have developed sophisticated approaches that marry the synergies of radio and the Internet, using broadcast ads to drive traffic to advertisers through links on the station's website.

Advertisers have taken note. Many have already established Internet promotional budgets, and they recognize the potential power of radio websites as a marketing tool. If radio plays its smart, we can benefit big-time and attract additional revenue by using our Internet sites as part of an inte-

grated marketing campaign. However, that could be a big "if."

The question is: Will radio be able to take advantage of today's business climate and come up with the right strategy to compete in this rapidly changing world of website marketing? Or will we stumble and let an excellent opportunity slip through our fingers by making some fundamental strategic mistakes?

While it's still early in the game, we're seeing some radio stations go down the wrong path in how they position their websites. The problem lies in how we view outside companies that supply services on our website. In short, should we treat businesses with Internet commerce mod-

els as *sponsors or partners*?

Sponsors pay radio stations (and other media) for the ability to send messages to the audience. Partners work together with the station to reach a common end, sharing all risks and profits. When it comes to the Internet, stations face an important decision in whether they classify each company as a sponsor or a partner.

On the one hand, Internet companies with compelling services or content could provide valuable additions to our websites, meaning more page views and clicks. Sponsors, on the other hand, will pay the station to reach our web surfers, which means more revenue.

### How Do We Choose?

Our past business experience can help us decide. Most companies have a business model that involves selling something to the consumer. Radio has for the most part treated these companies as potential sponsors. We develop advertising strategies that create a need for the product, establish the company's image as the preferred provider, and motivate the consumer to purchase.

In this scenario, the more competition in the business category, the better for radio. We offer our audience to anyone trying to establish image, awareness, or consumption, and we sell our real estate — our airtime — to all comers. Some of our most lucrative business categories are those that feature many competitors, all of them trying to get a piece of the consumer pie.

Using these criteria, here's a simple way to answer the sponsorship/partnership question: If the company's main objective is to sell a product or service to the consumer, and if they normally purchase media advertising to help accomplish that goal, then they're a potential sponsor. The more competitive their business, the better the chance we can sell them on the role our website can play in ex-

Continued on Page 33

## RADIO GETS RESULTS

SUCCESS STORIES FROM THE RAB

### Hudson Toyota Takes Radio For A Test Drive

**SITUATION:** Like many auto dealers, Hudson Toyota had been relying primarily on print advertising to draw customers onto its Jersey City lot and into its showroom. About a year ago, Hudson decided to take radio for a test drive. The dealer felt print advertising had been getting lost among the pages of dealerships blaring away about "prices, prices, prices."

**OBJECTIVE:** Hudson Toyota wanted to differentiate its dealership from the competition and create a "personality" for the dealership.

**CAMPAIGN:** Hudson's radio test drive turned a key marketing corner with the decision to advertise on radio for a full month, running spots more frequently during morning and afternoon drive periods when people in their cars are more likely to be thinking about cars while listening to radio. "What could make more sense than to sell somebody a car who uses a car?" asked Bill Frees, the President of Free Media, Hudson's ad agency. "You have a captive audience, a captive listener, and a captive customer."

**RESULTS:** Results exceeded anything the company could have dreamed possible in this competitive market. While Hudson Toyota's core market is Hudson County, New Jersey, and adjacent areas, radio stretched its marketing radius way over the horizon. "They're selling cars," says Frees, "to people from Long Island, New York State, and up and down New Jersey. And Hudson Toyota sold 1000 cars for the month. That's more than some dealerships sell in a year. It was due primarily to being on radio the entire month. That's what turned the corner and made this company a radio believer." The dealership has stopped using print advertising and has shifted its ad budget exclusively to radio!

## RAB TOOLBOX

More marketing information and resources from the RAB

### MEDIA TARGETING 2000

Forty-seven percent of owners of Japanese cars earn more than \$50,000 per year; 73% own their homes. More than a third (37%) are college graduates. Owners of Japanese cars spend, on average, 47% of their daily media time with radio.

### CATEGORY FILES

"Once a Toyota is on a shopping list, the chances of that person selecting something else or being convinced to buy something else, regardless of price, are very slim. So while GM is shotgunning as many millions of people as it can into the showroom with coupons, Toyota can be more selective as to the people it wants to come into the showroom. The conversion of a consumer from shopper to buyer is the true test of the brand in such a price-sensitive market." (Art Spinella, President, CNW Marketing Research; Automotive News, May 4, 1998)

### BACKGROUND COLLECTION —

#### AUTOS: NEW & IMPORTED

**How Much They Spend:** Average expenditure on a new import car in 1997 was \$27,695, compared to \$27,441 in 1996, \$23,995 in 1995, and \$24,595 in 1994. (Automotive News, May 27, 1998)

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

### Learn From Newspaper, Internet Leaders

Leading Internet companies have learned valuable lessons from newspapers in terms of how they market themselves to potential sponsors. Radio needs to copy the masters.

Internet sites such as Yahoo's stock market quotes page (<http://quote.yahoo.com>) provide valuable, free content to web users. These pages are then packaged to advertisers who are offered a share of the sponsorship. Yahoo regularly carries six or eight different sponsors for Internet stock trading, all listed side by side with links on the personal portfolio page.

*That page is sponsored, and it's nonexclusive.*

Newspapers perfected the model years ago. They developed content sections — Real Estate, Automotive, Weekend Entertainment Guides — in which they sell sponsorships to all real estate agents, car dealers, and movie theaters. In fact, these sections provide very little real content other than advertising. The newspaper then positions the section to each potential sponsor as a must-buy, the one place all consumers go for that information. The advertiser can't risk not taking part.

*Sponsored ... and nonexclusive.*

Radio sites can provide the same kind of loyal audience traffic, and we can offer the added benefit of using broadcast ads and on-air mentions to drive traffic to the websites and the sponsor links. We just have to make sure we separate the service we provide to the listener/web user from the sponsorship we offer to the advertiser.

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# When Hurricane Georges hit, did your station miss?

No other news organization is better equipped to handle the challenge of covering a hurricane than Metro Networks and Metro Source. When disaster strikes, Metro strikes back with resources, expertise and a talented top-notch team of professional meteorologists, journalists and broadcasters.

## THE CHALLENGE:

Covering the fury of Hurricane Georges

## THE PLAYERS:

- Metro Networks and Metro Source team coverage
- Live coverage from inside the National Hurricane Center in Miami
- Staff of broadcasters, producers and editors at the Metro Source National News Center in Phoenix

## THE PLAY-BY-PLAY:

The Metro Networks and Metro Source team of over 15 reporters along the Gulf Coast States tackled the season's worst hurricane. Preparedness information was instantly fed to affiliates including:

- Short- and long-form programming coverage before and after the storm
- Coverage of local citizens, Mayors, Police Chiefs, the Director of the National Hurricane Center in Miami
- Metro's airborne reporters covered evacuation routes before and after Georges
- Reports from Mississippi, Alabama, Louisiana and Florida Offices of Emergency Preparedness
- Reports from Metro reporters within National Hurricane Center in Miami
- Reports from Harrisburg, Pennsylvania and Seattle, Washington and other outside areas who were sending truck loads of relief supplies to storm ravaged areas
- Access to full National Weather Service Weather Wire via satellite

## THE OUTCOME:

Over 300 audio cuts over a two-day period on storm-related activity alone. Metro and affiliates were never at a loss for coverage. Metro not only provided the full story, but also the local angle.

The successor to the traditional wire...



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Where America Gets Its News™

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- local, regional, national and international news
- sports and weather reports
- business reports
- entertainment and lifestyle features
- format-specific material, tickers and off-beat information
- the local angle to give your station the edge in breaking news

**Metro Source** includes everything you need to produce on-air products, effectively consolidating four cost centers into one.

Any Closer to the Stars and You'd be Staring at a Bodyguard

HOTTEST STARS • CUTTING EDGE INTERVIEWS  
TIMELY, HIGH-ENERGY, TIGHT PRODUCTION

Planet Hollywood

ENTERTAINMENT UPDATE

COUNTRY MUSIC TIME

Even as Georges was downgraded to a tropical storm and depression, coverage of the aftermath continued, with digital audio from the field... including sidebars.

If you have not seen Metro Networks and Metro Source, you are definitely not getting the whole story.

Metro Networks' Metro Source is radio's information system.

Nobody combines more news, sports, weather and entertainment audio actualities than Metro Networks and Metro Source.

This is the successor to the traditional wire.<sup>SM</sup>

The stats prove it: With over 400 affiliates in ten months, we are the fastest growing news service in North America. See why.

Before you sign anything, make sure you see Metro Networks and Metro Source.



Appointment times for demonstrations at our NAB suite are filling up fast. Only a few slots remain. Call 1-800-800-NEWS immediately to book your demo.

## SCREEN SCENE

## Radio Goes To The Movies

Movie openings can make for great promotion ideas. And the time to create a promotion based around a forthcoming release is *now*. R&R will detail some of the major movies set to be released in the coming months. For information on creating a promotion for a specific movie, call the studio's regional/field representative for your market. Check out movies opening this week and charting movie soundtracks on Show Prep (pages 27 and 28).

## October 16

**APT PUPIL** (Phoenix) — Stephen King's novella about the deadly friendship between a former Nazi war criminal (**Ian McKellen**) and a white-bread teen (**Brad Renfro**) finally hits the screen after more than 10 years of stops and starts. **David Schwimmer** co-stars as a dorky guidance counselor who suspects foul play, and **Elias Koteas** is a homeless nun who falls victim to the ex-Nazi and teen.

**PLEASANTVILLE** (New Line) — Talk about high concept, **Tobey Maguire** and **Reese Witherspoon** are colorful teen siblings who find themselves trapped inside a 1958 *Leave It To Beaver*-esque black-and-white sitcom.

## October 30

**AMERICAN HISTORY X** (New Line) — The consequences of prejudice and hate tear a family apart in this film that follows one man's struggle to reform himself and his brother after living a life consumed by violence and bigotry. Co-starring **Ed-**

ward Norton, Edward Furlong, and Fairuza Balk.

**JOHN CARPENTER'S VAMPIRES** (Columbia) — **James Woods** is a vampire slayer who must test his skill against a 600-year-old adversary.

**LIVING OUT LOUD** (New Line) — **Holly Hunter** and **Danny DeVito** star in this adult comedy about an elevator operator who falls in love with a divorcee. **Queen Latifah** also stars.

**SOLDIER** (Warner Bros.) — In the future, battles are fought by men who have been selected at birth, stripped of their individuality, separated from society, and raised with one overriding dictum: kill or be killed. **Todd** (**Kurt Russell**) is a veteran of numerous galactic conflicts, and his glory days are ending. Now science has fostered a new breed of warriors, one of which is **Caine 607** (**Jason Scott Lee**), whose mission is to annihilate **Todd**.

## November 6

**ELIZABETH** (Gramercy) — England in 1554 is rife with intrigue.

Elizabeth (**Cate Blanchett**), daughter of King Henry VIII and Anne Boleyn, is swept onto the throne and crowned Queen of England at 23. Now she must suss out hidden agendas in her court, on the battlefield, in the church, and in those closest to her. Co-starring **Geoffrey Rush**, **Joseph Fiennes**, **Richard Attenborough**, and **Christopher Eccleston**.

**I'LL BE HOME FOR CHRISTMAS** (Walt Disney) — Self-absorbed prep school student **Jake Wilkinson** (**Jonathan Taylor Thomas**) wakes up days before Christmas stranded in the middle of the California desert, wearing a Santa suit and with a white beard glued to his face. His payback from the football team that thinks he double-crossed them provides a challenge for **Jake**, who must get to New York by 6pm on Christmas Eve — not to mention catch up with his girlfriend — or forfeit the vintage Porche his father promised him if he would come home for the holidays. Co-starring **Gary Cole**, **Jessica Biel**, and **Eve Gordon**.

**THE SIEGE** (20th Century Fox) — **Denzel Washington** is a relentless FBI agent who teams up with a mysterious female CIA operative to investigate a group of Middle Eastern terrorists who are bombing key New York City targets. Also starring **Bruce Willis**.

**THE WATERBOY** (Touchstone) — **Bobby Boucher**'s (**Adam Sandler**) gig as a water boy for a university football team whose players constantly humiliate him comes to an end when he is dumped for his ineptness. He then gets a chance to play on a football team that's as clumsy on the field as he is on the sidelines. However, that all changes when **Bobby**'s skill as a tackler sheds a new light on the team and **Bobby**. Co-starring **Henry Winkler**, **Kathy Bates**, and **Fairuza Balk**.

## November 13

**MEET JOE BLACK** (Universal) — Death should look this good. **Brad Pitt** plays the Grim Reaper, who takes human form to figure out why people fear him. He soon forgets his task and starts living it up by making money



**MATCH MADE IN HEAVEN** — Tom Hanks and Meg Ryan try for a second blockbuster together in Warner Bros.' romantic comedy, *You've Got Mail*.

and encountering gorgeous women — namely **Carla Forlani**'s character, the daughter of a powerful businessman (**Anthony Hopkins**).

## November 20

**A BUG'S LIFE** (Disney) — The tale of an errant ant (**Dave Foley**) who hires an out-of-work flea circus to battle an evil grasshopper named **Hopper** (**Kevin Spacey**). Suiing up for battle are a male ladybug (**Denis Leary**), erudite walking stick (**David Hyde Pierce**), and sexy black widow (**Bonnie Hunt**).

**I STILL KNOW WHAT YOU DID LAST SUMMER** (New Line) — The original made a ton of money, thus this continuation of the story about a group of high school kids who get stalked by the seemingly undead victim of their hit-and-run high jinks. Now, **Julie** (**Jennifer Love Hewitt**) and pals, joined this time by pop singer **Brandy**, have won a free trip to a tropical island ... but guess who joins them.

**VERY BAD THINGS** (PolyGram) — **Peter Berg** wrote and directed this dark comedy that starts with a bachelor party in Las Vegas that goes horribly wrong. The film follows a group of buddies down the road to murder, madness, and pre-wedding stress disorder. Co-starring **Cameron Diaz**, **Jon Favreau**, **Christian Slater**, and **Jeremy Piven**.

## November 25

**RUGRATS** (Paramount) — Based on Nickelodeon's award-winning show, this animated film captures the

ever-popular **Tommy Pickles**, **Chuckie**, fraternal twins **Lil** and **Phil DeVille**, and their 3-year-old nemesis **Angelica** in their daily adventures. When **Tommy**'s brother, **Dil**, is born, it disrupts the babies' lives and strains **Tommy**'s friendship with **Chuckie**.

**ENEMY OF THE STATE** (Touchstone) — A chance encounter with an old friend destroys attorney **Robert Dean**'s (**Will Smith**) fast-track career and home life when he is framed for a murder by a corrupt intelligence officer. **Jon Voight**, an administrator within the NSA, uses the vast resources of the organization to commit the perfect crime. **Dean**'s only hope is underground information broker and ex-intelligence operative **Brill** (**Gene Hackman**).

**STAR TREK: INSURRECTION** (Paramount) — **Trekkies**, get ready, as **Patrick Stewart**, **Jonathan Frakes**, **Brent Spiner**, **LeVar Burton**, **Martina Sirtis**, and **Michael Dorn** prepare to boldly go where no man has gone before on the big screen.

## December 6

**PSYCHO** (Universal) — **Gus Van Sant** directs this remake of **Alfred Hitchcock**'s classic film, with **Vince Vaughn** stepping into the murderous momma's boy role of **Norman Bates**. Co-starring **Anne Heche**, **Julianne Moore**, and **William H. Macy**.

Dates are subject to change.

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



**WHO YA GONNA CALL?** — Vampire-busters! An ugly nest of vampires has sprung up in rural New Mexico, and **James Woods** leads a crew of mercenaries sent by the Vatican to destroy the nasty bloodsuckers in Columbia Pictures' *John Carpenter's Vampires*.

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ComQuest was first to offer Interactive Voice Response (IVR) technology as a real solution for call-out music research. Now it seems, everybody and their brother is jumping on the IVR bandwagon.

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Rank	Score	Artist	Song Title	
1	92.7	Unlabeled	Unlabeled	
2	74.7	68.8	68.7	1 We Say You A...
3	63.1	67.5	63.0	PE In
4	70.3	71.2	72.0	Shut It Down
5	6.8	6.0	6.0	Just Ball Hit
6	72.5	68.0	65.7	Ray Of Light
7	72.3	68.4	67.7	Whistle
8	76.0	68.0	61.5	You
9	74.2	75.0	75.0	Shine
10	64.5	65.0	65.5	You're Still The One
11	70.7	73.0	70.7	Box And Candy
12	68.0	70.0	68.7	Program
13	74.7	70.0	69.5	Count On Enough
14	74.8	72.8	70.7	Jim
15	72.0	73.0	67.7	One Week
16	68.1	68.0	67.7	How's It Gonna Be
17	68.3	68.5	68.0	1 We Remember You
18	74.0	65.0	65.5	Oh
19	74.0	70.0	68.7	Your Sweet Love
20	64.5	67.5	70.7	If I Could Change

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## MUSIC & MOVIES

### CURRENT

- **RUSH HOUR**  
Single: How Deep Is Your Love/Dru Hill w/Redman (Def Jam/RAL/Island)
  - **A NIGHT AT THE ROXBURY (DreamWorks)**  
Featured Artists: La Bouche, Ace Of Base, Tamia
  - **THERE'S SOMETHING ABOUT MARY (Capitol)**  
Featured Artists: Dandy Warhols, Joe Jackson, Jonathan Richman
  - **SIMON BIRCH**  
Single: You Were There/Babyface (Epic)
  - **ARMAGEDDON (Columbia)**  
Single: I Don't Want To Miss A Thing/Aerosmith  
Other Featured Artists: Shawn Colvin, Journey, Our Lady Peace
  - **HOW STELLA GOT HER GROOVE BACK (Flyte Tyme/MCA)**  
Singles: Luv Me, Luv Me/Shaggy w/Janet  
Beautiful/Mary J. Blige  
Other Featured Artists: Diana King, K-Ci & JoJo
  - **DR. DOLITTLE (Atlantic)**  
Single: Are You That Sombodi?/Aaliyah  
Other Featured Artists: Jody Watley, Ginuwine, 69 Boyz
  - **CLAY PIGEONS (Universal)**  
Featured Artists: Tonic, Verve Pipe, Sara Evans
  - **PERMANENT MIDNIGHT (DGC/Geffen)**  
Featured Artists: Girls Against Boys, Crystal Method, Prodigy
  - **WHY DO FOOLS FALL IN LOVE (Elektra/EEG)**  
Single: Get On The Bus/Destiny's Child  
Other Featured Artists: En Vogue, Total, Nicole
  - **STRANGELAND (TVT Soundtrax)**  
Featured Artists: Megadeth, Dee Snider, Kid Rock
- COMING**
- **PRACTICAL MAGIC (Reprise)**  
Single: If You Ever Did Believe/Stevie Nicks  
Other Featured Artists: Faith Hill, Marvin Gaye, Harry Nilsson
  - **SLAM (Sony Music Soundtrax)**  
Featured Artists: Mobb Deep, O'Jays, Dirty Bastard & Coolio

## CYBERSPACE

Hot, new music-related World Wide Web sites, cool cyber-chats, and other points of interest along the information super-highway.

### Net Chats

- Dr. John, Monday (10/12) at 8pm ET/5pm ET ([www.sonicnet.com](http://www.sonicnet.com))
- Paul Anka, 6pm ET/3pm PT Tuesday (10/13) on AOL (keyword: LIVE)
- Billy Squier, 7pm ET/4pm PT Tuesday (10/13) on AOL (keyword: LIVE)

### On The Web

- The Philips Jazz Series continues with **Fattburger** on Monday (10/12) at 9:30pm ET/6:30pm PT ([www.liveconcerts.com](http://www.liveconcerts.com))
- Catch **Reverend Horton Heat** in a performance taped at Chicago's Aragon Ball Room on Tuesday (10/13), time TBA ([www.rollingstone.com](http://www.rollingstone.com))



• Garbage perform live at the Bronco Bowl in Dallas on Thursday (10/15), Time TBA ([www.broadcast.com](http://www.broadcast.com)).

## ZINE SCENE

### 'Viva Las Divas!'

**E**ntertainment Weekly blares the above headline as it studies the diva phenomenon. Among the choice picks, the Mother of All Divas (Barbra Streisand), Father Of All Divas (Elton John, Liberace), Dimming Divas (Janet Jackson, Courtney Love), Divas MIA (Cher, Tina Turner, Axl Rose), Ten-Gallon "Devo" (Garth Brooks), and Divas-In-Training (Fiona Apple). A sampling of Diva Lingo: "Hello, gorgeous!" "Are you hatin' on me?" and, "shut yo Mouth!"

Comments Epic Records' diva-like President **Poly Anthony** about the resurgence of divas. "Is this the biggest group of divas ever? Let's just say, if the shoe fits — wear it."

Adds Arista Records President **Clive Davis**, "A lot of the women I work with dislike the term. They hate to be perceived as prima donnas; they think that behavior is beneath them."

### Power Pirates

*Vibe* devotes five pages to the pirate radio controversy in Florida. Some radio execs are dead-set against microbroadcasters, like **Power 96 PD Kid Curry**, who says, "Let me find a way to put this tactfully. Miami has got Venezuelans and Colombians and Haitians and Cubans and a whole lot of people who just got off the boat from these repressive regimes, and now they think they're in America ... they can do whatever they want."

Says WEDR PD **Cedric Hollywood**, "I know they exist, and it's my job to compete against them. I decided to bring in people who were known in the underground circuit. Now we're the No. 1 station."

### Get A Life!

The *National Enquirer* runs a two-page spread on three women who spent thousands to look like their favorite stars: **Cher, Ginger Spice, and Madonna**.

### Intergalactic Host

America's rock fans think **Madonna** is the best-qualified person to roll out the welcome wagon as Earth's first intergalactic envoy, according to a poll of MTV watchers. Incidentally, **Madonna** also came out on top when male fans were asked who they'd most like to date. **Beck** won the hearts as a date-mate for female fans (*Star*).

### Family Values

Bizarre rocker **Marilyn Manson** says offstage he's a "ma-



**ALL THE GIRLS THEY LOVED** — The *Globe* spends two pages on "Ladies Who Love Ladies," naming who's gay and straight in Hollywood. Music gals named include *k.d. lang* and *Leisha Hailey*. Cher ("There were several gay women to whom I was attracted. I had a couple of flings"). *Whitney Houston* and *Robyn Crawford* (bodyguard *Kevin Ammons* claims when *Houston* married *Brown*, *Crawford* cried: "If *Whitney* goes though with this, I'll tell everyone we've been lovers for years!"), and *Meiissa Etheridge* and *Julie Cypher* (who are expecting their second child).

ma's boy," **Manson** says he spends most of his money covering dad **Hugh's** and mom **Barb's** medical bills. The **Warners** were injured in a car crash two years ago and can no longer work. And his folks don't think he's weird. In fact, they even keep a dead pet rat named after their son in the freezer! (*Globe*)

### The Hip Factor

"Guys my age who run these record companies, they want to be hip. What the f— are you trying to be hip for? You're f—ing 50 years old, you c—sucker. You're not hip. You don't know about the street. You haven't been in a f—ing bar in 20 years. People at record companies should love music" — **John Mellencamp** lets off a little steam (*Entertainment Weekly*).

### Simple Pleasures ...

"I've seen so many bands make a fantastic first record and get all obsessed with home decorations, art deco furniture, and Persian rugs" — **U2** frontman **Bono's** advice to **Third Eye Blind** lead singer **Stephan Jenkins**, who says fame has enabled him to go to the movies and "get the biggest popcorn, the biggest Coke. If I want **Milk Duds**, I get the **Milk Duds**" (*People*).

**Queen Latifah** details her fashion sense and what makes her happy in *Allure*.

### ... And Simple Words

"It's a mess ain't it? He's a horny little toad" — **Dolly Parton** on President **Clinton's** predicament (*Newsweek*).

## MUSIC DATEBOOK

### MONDAY, OCTOBER 19

- 1966 **Jeff Beck** abandons the Yardbirds after two shows on their first U.S. tour.
- 1984 **Billy Bragg** is arrested for participating in an anti-apartheid demonstration outside of the South African Embassy in London.
- 1991/in Manchester, England, **Oasis** performs for the first time.



Oasis are here now.

- Born: the late **Peter Tosh** 1944, **Karl Wallinger** (World Party) 1957
- Releases: **David Bowie's Pin Ups** 1973

### TUESDAY, OCTOBER 20

- 1976 **Led Zeppelin's** film, *The Song Remains The Same*, premieres in London.
- 1977 **Lynyrd Skynyrd's Ronnie Van Zant, Steve Gaines, and Cassie Gaines** are killed when their plane crashes in Mississippi.
- 1991 **Clint Black** marries **Lisa Hartman**.  
Born: **Tom Petty** 1953

### WEDNESDAY, OCTOBER 21

- 1961 **Bob Dylan** records his first album, *Bob Dylan*, for Columbia Records.
- 1975 **Elton John** receives a star on the Hollywood Walk Of Fame.
- 1995 **Blind Melon** frontman **Shannon Hooch**, 28, dies of a drug overdose in New Orleans.
- 1997 **Elton John's** tribute song to the late **Princess Diana**, "Candle In The Wind '97," becomes the world's best-selling single in history.  
Born: the late **Dizzy Gillespie** 1917, **Manfred Mann** 1941, **Julian Cope** 1957

### THURSDAY, OCTOBER 22

- 1968 **The Beach Boys** release "Good Vibrations," the most expensive single produced at the time.
- 1976/in Toronto, **Keith Moon** performs his last North American concert with the **Who**.
- 1996 **Death Row Records** President **Marion "Suge" Knight** is imprisoned for multiple parole violations.  
Born: **Leslie West** 1945

### FRIDAY, OCTOBER 23

- 1962 **Little Stevie Wonder**, 12, records his first single for Motown Records, "Thank You For Loving Me All The Way."
- 1978 **Former Sex Pistol Sid Vicious** attempts suicide while incarcerated at a New York detention center.

- 1995 **Tone Loc** is ordered to enroll in an anger-management course after he is arrested for assaulting a pizza-delivery person.

Born: **Dwight Yeakam** 1956

### SATURDAY, OCTOBER 24

- 1962 **James Brown** records *Live At The Apollo, Volume 1* at New York's Landmark Theater.
- 1980 **Paul McCartney** is recognized by *The Guinness Book Of World Records* as history's biggest-selling songwriter and recording artist.
- 1989 **The Who, the Kinks, Simon & Garfunkel, and the Four Seasons** are inducted into the Rock & Roll Hall Of Fame.
- 1996 **Motown Records** founder **Berry Gordy** receives a star on the Hollywood Walk Of Fame.
- Releases: the **Beastie Boys' The Fine Art Of Surfacing** 1979  
Born: **Bill Wyman** 1941

### SUNDAY, OCTOBER 25

- 1964 **The Rolling Stones** appear on *The Ed Sullivan Show* for the first time.
- 1980 **Former Jefferson Airplane member Paul Kantner** suffers a stroke; he eventually recovers.
- 1991 **Filmcore East's** West founder and promoter **Bill Graham** dies in a helicopter crash.  
Born: the late **Minnie Pearl** 1912, **John Anderson** (Yes) 1944

— Mark Solovicos

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.



69.7 million households

### ADDS

- BLACKSTREET (MVA & MASE)** Take Me There (Interscope)
- JANET** Every Time (Virgin)
- LENNY KRAMITZ** Fly Away (Virgin)
- ALANIS MORISSETTE** Thank U (Maverick/Reprise)
- THIRD EYE BLIND** Jumper (Elektra/EEG)

### HEAVY

- AALIYAH** Are You That Somebody? (Atlantic)
- BACKSTREET BOYS** I'll Never Break Your Heart (Jive)
- BARENAKED LADIES** One Week (Reprise)
- BEASTIE BOYS** Intergalactic (Grand Royal/Capitol)
- EAGLE-EYE CHERRY** Save Tonight (Work)
- EYE** Inside Out (RCA)
- EVERCLEAR** Farther From Mine (Capitol)
- LAURYN HILL** Doo Wop (That Thing) (Ruffhouse/Columbia)
- HOLE** Celebrity Skin (DGC/Geffen)
- KORN** Got The Life (Immortal/Epic)
- MADONNA** The Power Of Good-Bye (Maverick/WB)
- MARILYN MANSON** The Dope Show (Nothing/Interscope)
- MONICA** The First Night (Arista)
- ALANIS MORISSETTE** Thank U (Maverick/Reprise)
- MVA/SLIK THE SHOCKER** Movin' On (University/Interscope)
- 'N SYNC** Tearin' Up My Heart (RCA)

### STRESS

- ALL SAINTS** Never Ever (London/Island)
- BLACK EYED PEAS** Joints & Jams (Interscope)
- BLACKSTREET (MVA & MASE)** Take Me There (Interscope)
- BRANDY** Have You Ever? (Atlantic)
- BRIAN SETZER ORCHESTRA** Jump Jive... (Interscope)
- SHERYL CROW** My Favorite Mistake (A&M)
- DMX/FAITH EVANS** How's It Goin' Down? (Def Jam/Mercury)
- DRU HILL** IREDMAN How Deep... (Def Jam/RAL/Mercury/Island)
- EVERLAST** What It's Like (Tommy Boy)
- GOO GOO DOLLS** Slide (Warner Bros.)
- HOOTIE & THE BLOWFISH** I Will Wait (Atlantic)
- JD & MARIAH CAREY** Sweetheart (So So Def/Columbia)
- MONSTER MAGNET** Space Lord (A&M)
- SHAWN MULLINS** Lullaby (Columbia)
- THIRD EYE BLIND** Jumper (Elektra/EEG)
- ROB ZOMBIE** Dragula (Geffen)

### JAM OF THE WEEK

- JAY-Z/UMIN & JA Can I... (Rock-A-Fella/Def Jam/RAL/Mercury)**

### ACTIVE

- FIONA APPLE** Across The Universe (Work)
- A TRIBE CALLED QUEST** Find A Way (Jive)
- BIG PUNISHER** You Came Up (Loud)
- CAKE** Never There (Capricorn/Mercury)
- CREED** What's This Life For (Wind-up)
- EVERYTHING** Hooch (version II) (Blackbird/Sire)
- FASTBALL** Fire Escape (Hollywood)
- FAT JOE** PUFF DADDY Don Cartagena (Atlantic)
- FLIPMODE SQUAD** Cha Cha Cha (Flipmode/Elektra/EEG)
- FLTS** Got You (Where I Want You) (Trauma/Delicious Vinyl)
- GUNSHIP** Same Of G (Atlantic)
- NATALIE IMBROGLIA** Wishing I Was There (RCA)
- JANET** Every Time (Virgin)
- LENNY KRAMITZ** Fly Away (Virgin)
- MONIFAH** Touch R (Lipton/Universal)
- NEXT I** Still Love You (Arista)
- SHAQUILLE O'NEAL** The Way It's Going Down (TW/AM/AM)
- OUTKAST** Rosa Parks (LaFace/Arista)
- PRAS MICHEL** Blue Angel (Ruffhouse/Columbia)
- SEMISONIC** Singing In My Sleep (MCA)
- UZ** Sweetest Thing (Island)
- XSCAPE** My Little Secret (So So Def/Columbia)

Video airplay from Oct. 5-12



50.8 million households  
Isaak/Tierney

### ADDS

- DEBORAH COX** Nobody's Supposed To Be Here (Arista)
- LENNY KRAMITZ** Fly Away (Virgin)
- KENNY LATTIMORE** Days Like This (Columbia)
- BETTE MIDLER** My One True Friend (Warner Bros.)
- ALANIS MORISSETTE** Thank U (Maverick/Reprise)
- THIRD EYE BLIND** Jumper (Elektra/EEG)

### XL

- AEROSMITH** I Don't Want To Miss A Thing (Columbia)
- BARENAKED LADIES** One Week (Reprise)
- GOO GOO DOLLS** Irs (Warner Sunset/Reprise)
- MATCHBOX 20** Real World (Lava/Atlantic)
- JOHN MELLENCAMP** Your Life Is Now (Columbia)

### NEW

- GOO GOO DOLLS** Slide (Warner Bros.)
- ALANIS MORISSETTE** Thank U (Maverick/Reprise)
- SHAWN MULLINS** Lullaby (Columbia)
- UZ** Sweetest Thing (Island)

### LARGE

- BRYAN ADAMS** On A Day Like Today (A&M)
- BRIAN SETZER ORCHESTRA** Jump Jive... (Interscope)
- MARIAH CAREY** Whenever You Call (Columbia)
- EAGLE-EYE CHERRY** Save Tonight (Work)
- SHERYL CROW** My Favorite Mistake (A&M)
- HOOTIE & THE BLOWFISH** I Will Wait (Atlantic)
- NATALIE IMBROGLIA** Torn (RCA)
- JANET** Go Deep (Virgin)
- MADONNA** The Power Of Good-Bye (Maverick/WB)
- SMASHING PUMPKINS** Perfect (Virgin)
- SHANIA TWAIN** You're Still The One (Mercury)

### MEDIUM

- BABYFACE** You Were There (Epic)
- STEVE NICKS** If You Ever Did Believe (Reprise)
- SEMISONIC** Closing Time (MCA)
- THIRD EYE BLIND** Jumper (Elektra/EEG)
- SHANIA TWAIN** From This Moment On (Mercury)

### CUSTOM

- ANGGUN** Snow On The Sahara (Epic)
- FIONA APPLE** Across The Universe (Work)
- JON B.** They Don't Know (Y&B Yum/550 Music)
- BRANDY** Have You Ever (Atlantic)
- DEBORAH COX** Nobody's Supposed To Be Here (Arista)
- EVERYTHING** Hooch (Blackbird/Sire)
- FASTBALL** Fire Escape (Hollywood)
- KIRK FRANKLIN** Lean On Me (GospoCentric)
- CHRIS ISAAK** Please (Reprise)
- R. KELLY** Half On A Baby (Jive)
- LENNY KRAMITZ** Fly Away (Virgin)
- KENNY LATTIMORE** Days Like This (Columbia)
- MAXWELL** Matrimony Maybe You (Columbia)
- BRIAN MCKNIGHT** The Only One For Me (Motown)
- BETTE MIDLER** My One True Friend (Warner Bros.)
- JENNIFER PAGE** Crush (Edel America/Hollywood)
- LIZ PHAIR** Polyester Bride (Matador/Capitol)
- PIR DAWN** I Had No Right (See Street/V2)
- DUNCAN SHEIK** Bite Your Tongue (Atlantic)
- TEMPTATIONS** Stay (Motown)
- LUTHER WANDROSS** Nights In Harlem (LW/Virgin)

Video airplay from Oct. 12-18



36 million households  
Lydia Cole,  
VP/Music Programming

### Video Playlist

- LAURYN HILL** Doo Wop (That Thing) (Ruffhouse/Columbia)
- NELLY PRICE** Friend Of Mine (T-Neck/Island)
- NEXT I** Still Love You (Arista)
- MONICA** The First Night (Arista)
- SILK THE SHOCKER** It Ain't My Fault (No Limit/Priority)
- R. KELLY** Half On A Baby (Jive)
- MONIFAH** Touch R (Universal)
- GERALD LEVINTH** Thinlin' Bout R (EastWest/EEG)
- JXCAPPE** My Little Secret (So So Def/Columbia)
- DRU HILL** IREDMAN How Deep... (Def Jam/RAL/Mercury/Island)

Video playlist frozen from week ending Oct. 9

### Rap City Top 10

- LAURYN HILL** Doo Wop (That Thing) (Ruffhouse/Columbia)
- SILK THE SHOCKER** It Ain't My Fault (No Limit/Priority)
- XZIBIT** What You See (Loud)
- MOREAGA** N O R E. (Penalty/Tommy Boy)
- JAY-Z/UMIN & JA** Can I Get... (Def Jam/RAL/Mercury)
- MOS DEF** I T A L I B Definition (Rawlins)
- KURUPT** We Can Freak R (Antra/A&M)
- PEPE ROCK** Turn Master (Loud)
- DMX/FAITH EVANS** How's It Goin' Down? (Def Jam/RAL/Mercury)
- A TRIBE CALLED QUEST** Find A Way (Jive)

Video playlist frozen from week ending Oct. 9

## TELEVISION

### TOP TEN SHOWS SEPT. 28-OCT. 4

Total Audience  
(98 million households)

- 1 **ER**
- 2 **Frasier**
- 3 **Friends**
- 4 **Veronica's Closet**
- 5 **Jesse**
- 6 **Touched By An Angel**
- 7 **CBS Sunday Movie**  
(About Sarah)
- 8 **60 Minutes**
- 9 **20/20 (Friday)**
- 10 **Home Improvement**

### Teens 12-17

- 1 **Sabrina — The Teenage Witch**
- 2 **Wonderful World Of Disney**  
(Sabrina Goes To Rome)
- 3 **Boy Meets World**
- 4 **Brother's Keeper**
- 5 **Friends**
- 6 **Buffy The Vampire Slayer**
- 7 **7th Heaven**
- 8 **Two Of A Kind**
- 9 **ER**
- 10 **Felicity**

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

**Janet Jackson: The Velvet Rope** — a two-hour concert performance live from Madison Square Garden — debuts on HBO (Sunday, 10/11, 9pm).

### Friday, 10/9

- **Don Henley, Trisha Yearwood, and the Mavericks** perform on VH1's *Hard Rock Live* (7pm).
- **Mary J. Blige, Chaka Khan, and Monica** perform on *Motown Live* (check local listings for time and channel).
- **Sheryl Crow, Late Show** With David Letterman (CBS, check local listings).

### Saturday, 10/10

- **Angeliqe Kidjo and the Pat Metheny Group** perform on PBS' *Sessions at West 54th* (check local listings).

### Sunday, 10/11

- The late **John Lennon** is the subject of the *E! True Hollywood Story* (8pm).

### Monday, 10/12

- **Terril Clark and Diamond Rio, Prime Time Country** (TNN, 8pm ET/6pm PT).

### Tuesday, 10/13

- **Lyle Lovett, The Tonight Show With Jay Leno** (NBC, check local listings).
- **Joe Diffie, Prime Time Country**.

### Wednesday, 10/14

- **Sherrie Austin and Billy Ray Cyrus, Prime Time Country**.
- **PJ Harvey, Jay Leno**.
- **Rasputina, Late Night With Conan O'Brien** (NBC, check local listings).

### Thursday, 10/15

- **Travis Tritt, Prime Time Country**.
- **Hootie & The Blowfish, Jay Leno**.
- **Lorrie Morgan, Late Late Show With Tom Snyder** (CBS, check local listings).

## FILMS

### WEEKEND BOX OFFICE OCT. 2-4

- 1 **Antz** (DreamWorks) \$17.19
- 2 **What Dreams May Come** (PolyGram) \$15.83
- 3 **Rush Hour** (New Line) \$14.49
- 4 **A Night At The Roxbury** (Paramount) \$9.60
- 5 **Ronin** (MGM/UA) \$7.20
- 6 **Urban Legend** (Sony) \$6.70
- 7 **There's Something About Mary** (Fox) \$3.39
- 8 **One True Thing** (Universal) \$2.66
- 9 **Saving Private Ryan** (DreamWorks) \$1.67
- 10 **Simon Birch** (Buena Vista) \$1.49

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

### COMING ATTRACTIONS:

This week's openers include *Practical Magic*, starring Sandra Bullock and Nicole Kidman. The film's Warner Sunset/Reprise soundtrack sports Stevie Nicks' "If You Ever Did Believe" and "Crystal," as



well as songs by Faith Hill ("The Kiss"), Joni Mitchell ("A Case Of You"), Nick Drake ("Black Eyed Dog"), Isahall ("Is This Real?"), Michelle Lewis ("Nowhere And Everywhere"), Bran Van 3000 ("Everywhere"), and Harry Nilsson ("Coconut"). Elvis Presley's "Always On My Mind" and Marvin Gaye's "Got To Give It Up (Pt. 1)" complete the ST.

Stephen Baldwin stars in *One Tough Cop*, which also opens this week. Its H.O.L.A. soundtrack, executive-produced by Jellybean Benitez, features Hurricane G's "Underground Lockdown," Winchester's "Remalato," Veronica's "Someone To Hold," Daddy Yankee & Alberto Style's "Posicion," X-Intentions' "Wine Your Body," Reservoir Doggs' "The Difference," Reign I/Canibus' "Indestructible," Liz Lucci's "Party 2 Party," Channel Live's "Deranged Funk," and South Park Mexican's "Streets On Beats." Also on the ST: "Feel It" by Sedat X & Diamond D /C-Low, Severe & K-Terrible as well as "Thug Paradise" and "98 Thug Paradise" by Tragedy, Capone & Infinite.

*The Mighty*, starring Sharon Stone, also opens this week. The film's Pangaea soundtrack contains two versions of Sting's title cut, along with B.B. King & Zucchero's "Let The Good Times Roll" and Maia Sharp's "Parting Request."



21 million households  
Peter Cohen,  
VP/Programming

### National Top 20

- 1 **KIRK FRANKLIN** Lean On Me (GospoCentric)
- 2 **NELLY PRICE** UNUSUAL RILEY Friend... (Pamco/T-Neck/Island)
- 3 **FIVE** When The Lights Go Out (Arista)
- 4 **MVA** MBLAQ THE SHOCKER R Ain't My Fault (Universal/Interscope)
- 5 **MONICA** The First Night (Arista)
- 6 **SILK THE SHOCKER** It Ain't My Fault (No Limit/Priority)
- 7 **NEXT I** Still Love You (Arista)
- 8 **SHOOP DOGG** SH A G Thang (No Limit/Priority)
- 9 **JXCAPPE** My Little Secret (Columbia)
- 10 **98 DEGREES** Because Of You (Motown)
- 11 **BIG PUNISHER** You Came Up (Loud)
- 12 **AALIYAH** Are You That Somebody? (Atlantic)
- 13 **AARON HALL** All The Places I... (MCA)
- 14 **XZIBIT** What U See Is What U Get (Loud)
- 15 **MASTER P/BILIK** Goodbye To My Homes (No Limit/Priority)
- 16 **J. DUPRI & M. CAREY** Sweetheart (So So Def/Columbia)
- 17 **BLACK EYED PEAS** Joints And Jams (Interscope)
- 18 **FAT JOE** PUFF DADDY Don Cartagena (Atlantic)
- 19 **SPARKLE** Time To Move On (Rock Land/Interscope)
- 20 **BACKSTREET BOYS** I'll Never Break Your Heart (Jive)

Most requested frozen from the week ending Sept. 20



### CONCERT PULSE

Pos.	Artist	Avg. Gross (in \$000)
1	JIMMY BUFFETT	\$1053.5
2	OZZY OSBORN	\$802.5
3	DAVE MATTHEWS BAND	\$780.7
4	ELTON JOHN	\$730.8
5	METALLICA	\$667.8
6	PYROS	\$665.1
7	LILITH FAIR	\$622.0
8	PAGE PLANT	\$600.1
9	JANET JACKSON	\$600.7
10	SPICE GIRLS	\$538.8
11	PEARL JAM	\$528.8
12	ROD STEWART	\$505.9
13	"FURTHER FESTIVAL"	\$487.5
14	BEASTIE BOYS	\$449.9
15	SHANIA TWAIN	\$433.9

Among this week's new tours:

- GREGG ALLMAN & FRIENDS
- BRAN VAN 3000
- BRIAN JONESTOWN MASSACRE
- DIGITAL UNDERGROUND
- MARILYN MANSON
- EDDIE MONEY
- PUSHMONKEY
- QUIET RIOT
- SQUIRREL NUT ZIPPERS
- GINO VANELLI

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

In Recognition of Black Radio Month  
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 Vice President/General  
 Manager  
 WDAS AM&FM  
 &  
 Senior Vice President  
 Regional Urban  
 Programming  
 Chancellor Media Corp.

**Kernie Anderson**  
 General Manager  
 WBLS-FM

**SPHERE OF FRIENDS**

James Alexander  
 Thomasine Anderson  
 Tony Anderson  
 Brenda Andrews  
 Carmen Ashhurst  
 John Austin  
 Lee Bailey  
 Monte Bailey  
 Doug Banks  
 Suzanne Baptiste  
 Ornetta Barber-Dickerson  
 Reggie Barnes  
 Vanessa Barryer  
 Jim Battagiese  
 Manny Bella  
 Brian Beasley  
 Toya Beasley  
 Kersten Becker  
 Greg Benedetti  
 Michi Benjamin  
 Dwight Bibbs  
 Joey Donner  
 Earl Boston  
 Jerry Bouding  
 James Boyce  
 Tom Bracamontes  
 Ed Bradley  
 Jamie Brown  
 John Brown  
 Lygia Brown-Lott  
 Ortiasa Brown  
 Vinny Brown  
 Jheryl Busby  
 Hank Caldwell  
 Michelle Campbell  
 Andre Carson  
 Skip Cheatham  
 Wyatt Cheeks  
 Randy Chipegan  
 James Cochran  
 Sean "Puffy" Combs  
 Janine Coveney  
 Jocelyn Cooper-Gilstrap  
 Steve Corbin  
 Joann Cordero  
 Frankie Crocker  
 Steve Crumbley  
 Dwayne Cunningham  
 Doug Daniel  
 Shanti Das  
 Craig Davis  
 Sylvia Davis  
 Buddy Dee  
 Cheryl Dickerson  
 Jermaine Dupri  
 Paris Eley  
 Don Eason  
 Ken Ebo  
 Ed Eckstine  
 Kenneth "Babyface" Edmonds  
 Tracey Edmonds  
 Armstead Edwards  
 Joyce Evans  
 Kevin Evans  
 John Fagot  
 Tony Fields  
 Kevin Fleming  
 Randy Franklin  
 Boo Frazier  
 Adriane Gaines

Kenny Gamble  
 Jesus Garber  
 Beverlee Garvin  
 Jack "The Rapper" Gibson  
 April Gordon  
 Tony Gray  
 Jerry Green  
 Lenny Green  
 Verna Green  
 Gerry Griffith  
 Sean Guest  
 Demmette Guidry  
 Hector Hannibal  
 Vaughn Harper  
 Andre Harrell  
 Ray Harris  
 Wanda Hayes  
 Sharon Heyward  
 Miriam Hicks  
 Leon Huff  
 Cathy Hughes  
 Gary Jackson  
 Hal & Debbie Jackson  
 Jimmy Jam  
 Dorsey James  
 Maye James  
 Lionel Job  
 Hillery Johnson  
 Michael Johnson  
 Ronnie Johnson  
 Step Johnson  
 Varnell Johnson  
 Al Jones  
 Juliette Jones  
 Snookie Jones  
 Wayman Jones  
 Chris Jonz  
 Earl Jordan  
 Tom Joyner  
 Randy Kabrich  
 Mike Kelly  
 Larry Khan  
 David Kuti  
 Patti LaBelle  
 Bob Law  
 Robert Laws  
 Michael Lessner  
 Adam Levy  
 Rachel Lewis  
 Terry Lewis  
 Alfred Liggins  
 Kevin Liles  
 David Linton  
 Tommy Lipuma  
 Miller London  
 Alan Lott  
 Walt "Baby" Love  
 Monica Lynch  
 Larry Magid  
 Jules Malamud  
 Nat Martin  
 Kedar Massenberg  
 Tracey Matisak  
 Michael Mauldin  
 Barry Mayo  
 Wayne Mayo  
 John McClain  
 Quincy McCoy  
 Al McGowan  
 Armand McKissick

Sara Melendez  
 Sydney Miller  
 Fred Mills  
 Don Moore  
 Kathi Moore  
 Melvin Moore  
 Maxx Myrick  
 Richard Nash  
 Rick Nuhn  
 Bobby O'Jay  
 Bonnie Papp  
 Jackie Paul  
 Iris Perkins  
 Benny Pough  
 Eddie Pugh  
 Azim Rashid  
 Antonio "L.A." Reid  
 Sylvia Rhone  
 Lionel Ridenour  
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**Thursday, October 29, 1998**

Sheraton New York  
 Hotel & Towers  
 6:30 PM

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 Cynthia Badie Associates  
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## OBITUARIES

Continued from Page 12

still feels like he is around. If I remember half of what he taught me, I'll be fine."

Charles Fritz began his radio career in 1963, when he joined ABC-owned WXYZ-AM & FM/Detroit as VP/GM. In 1984, he bought the AM, changed the calls to WXYT, and sold it 10 years later to Infinity Broadcasting. He was also past President of the Michigan Assn. of Broadcasters, which awarded him its Lifetime Achievement Award.

### Drake-Chenault, TM Vet Buddy Scott Dies At 54

**B**uddy Scott, the longtime broadcaster who most recently was President of NAB Radio Show producer Corporate Magic, died Sept. 24 from complications following a heart bypass operation. He was 54.

Scott's radio career included PD stints at KOIL/Omaha (1967-70) and KMEN/San Bernardino (1971-72). He also worked for Drake-Chenault as Regional Manager, then became GM at the company's KXOA/Sacramento (1973-80). In 1980, he joined TM Productions and served as VP until 1988, when he formed Corporate Magic in Irving, TX with Jim Kirk.

Scott is survived by his wife, Tina, and 12 children. (Scott should not be confused with WBZZ/Pittsburgh programming veteran and current Capstar exec Buddy Scott.)

### Shannon

Continued from Page 12  
also getting closer to Jacor headquarters."

Shannon signed on KHTS & KJQY/SD. He was also PD at KKLQ/

SD and worked at XHRM (when it was Alternative), WWST/Knoxville, WPTT/Cincinnati, WKQL/Jacksonville, and WILN/Panama City, FL. He began his professional radio career at WPFN/Panama City.

### Eldredge

Continued from Page 3

Clear Channel, it is DMR's responsibility and commitment to provide leading-edge products, expertise, innovation, and superior customer service in this dynamic environment," stated CEO Jay Williams Jr. "Tripp's experience in entertainment marketing and management will help us strengthen our focus to deliver unique and successful solutions to our clients. He's the perfect complement to DMR's vision of the marketing future."

Eldredge added, "I am proud to be working with some of the brightest people in the industry at DMR. Jay, VP/Radio Catherine Jung, and the team are very client-success-focused."

### Thomas

Continued from Page 3

also very excited about getting the opportunity to work with legendary programmer and WBLI consultant Bill Tanner. His track record speaks for itself."

Prior to joining WSNX, Thomas programmed WDUZ & WQLH/Grand Rapids and worked in Chicago at WCRM, WMVP, and WWBZ. He also worked at Major Networks and WSCF/Vero Beach, FL.

## UPDATE

### ATC Welcomes Woods As VP/Western Region

**B**ob Woods has been named VP/Western Region for American Tower Corp. He'll be responsible for the day-to-day operations of ATC's Western region, including supervising sales, marketing, engineering, and operations.

Woods joins ATC from AT&T Wireless, where he most recently was VP/Sales, Western Region. He also held VP/GM-Central California and Director/Indirect Distribution posts for that company.

"Bob brings valuable experience to his new position at ATC," COO Doug Wiest commented. "His expertise in the wireless communications field and tremendous talents in the sales and marketing arena will complement and enhance our expanding tower organization."

### NBG Introduces Marketing/Software Division

**N**BG Radio Network has launched a marketing and software division designed to position the company as a top supplier and producer of syndicated radio programming. The division's projects are aimed at boosting radio station revenues, increasing listener interest, and widening station exposure in their respective markets.

"The creation of this new department is another indication that NBG is committed to providing the services and solutions that set us apart from other radio syndicators," NBG Marketing Director Larry Kotlan said. "The bottom line is that NBG is the only radio syndicator committed to becoming a total marketing resource for our partner radio stations. And now with the addition of full-time programmers on staff, we'll be able to offer a full range of computer services to the radio industry, including custom software programming, internet design, hosting, and database management."

The first project for the marketing/software division is the Preferred Listener Program (PLP), which uses an identification card to recognize and reward loyal listeners at computer kiosks. CustomLink, another project NBG is offering, is a touch-screen kiosk that provides customers access to discounts, promotion entry, and business merchandise orders.

### Figenshu

Continued from Page 1

Figenshu told R&R, "For me, personally, it's exciting to be working for the world's largest radio group in terms of revenue. And working with Mel [Karmazin] and Dan Mason is working with the world's best — it's that simple. My

goal is to work for the best stations and the best people, and I'm proud to be a part of CBS."

Prior to joining Chancellor in 1997, Figenshu spent 10 years as President of Viacom Radio. He's also served as Viacom's VP/Programming and National PD, as OM of KIKK-AM & FM/Houston, and in various positions at WMZQ-FM/Washington.

### Budgets

Continued from Page 1

fected.

Of course, both ABC and CBS are unlike many other radio groups, in that the radio divisions represent only a small part of the company holdings. At ABC parent Walt Disney Co., decreased earnings have been pinned on sagging sales in Asian markets. The company recently announced that fourth-quarter earnings would fall from last year.

Disney also is saving money by altering the way it pays dividends to investors. The company announced last week that, starting next year, shareholders would receive annual dividends rather than quarterly dividends. Disney CEO Michael Eisner said that the company has hit a "speed bump." He doesn't expect Disney to hit its target of 20%

growth this year because it has reinvested more capital this year than in past years.

At CBS, the news division could see the biggest cutbacks. Some publications report that its budget could be chopped by \$40 million. Other rumors have CBS and CNN merging their news divisions as part of the \$180 million budget trimming by CBS.

Despite some of the recent moves, Wall Street watchers seem to be pleased with CBS' outlook. Donaldson, Lufkin & Jenrette's Dennis Leibowitz last week raised the stock from "buy" to "top pick" and set a 12-month price target of \$34.50 per share. And Merrill Lynch's Jessica Reif Cohen reiterated her near-term and long-term "buy" ratings on the company, saying the stock would reach \$40 within 12 months.

### Hayes

Continued from Page 3

isic is familiar here. But this is CBS, we have great tools to work with, and [VP/GM] Rolf Pepple has been just great. He worked very hard to make this deal happen and has made me feel very comfortable. He really listens and supports his people. We're using [research-

er] Richard Harker, and we've really put together a good plan.

"To try to counter our attack, a few other stations in the market have mobilized and done some on-air imaging. I didn't expect anything less to happen. There are some great companies and operators in this market, and they'll react accordingly to protect their turf. It's going to be an interesting battle."

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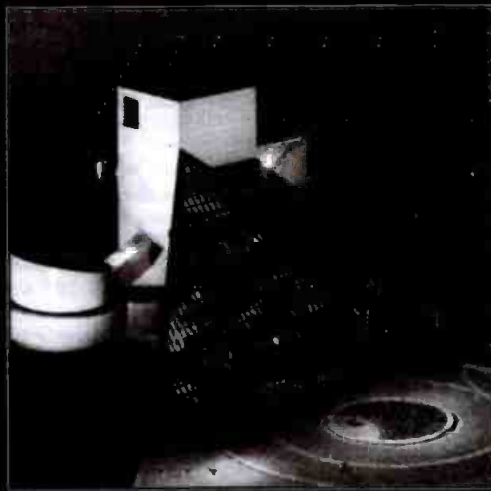
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AND SEEN THEIR FACES,  
BUT YOU'VE NEVER  
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Every rock legend lives at the Rock and Roll Hall of Fame and Museum. And now you can broadcast live from their dwelling place.

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Graham Nash



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

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

"ABSOLUTELY...no glitches at all...and with live broadcasts, that is sometimes a rarity." - Kimberly Gerlach, Promotions Director, X 100, Topeka, KS



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To book a date at the Rock and Roll Hall of Fame and Museum, or for more information, call Dave Hintz at 216-515-1961 or e-mail <dhintz@rockhall.org>. See you soon!



# THE MUSEUM OF TELEVISION & RADIO RADIO FESTIVAL 1998

OCTOBER 26 TO NOVEMBER 6



## Seminars

### Tickets for Seminars

\$10 each (\$8 for Museum Members)  
Series Price (any 3 seminars): \$25  
(\$18 for Museum Members)

Tickets are available in advance at the Museum's front desk or through Ticketmaster: (212) 307-7171.

### A Gagggle of Good Guys: A WMCA "Good Guys" Reunion

Wednesday, October 28 \* 6 - 7:30 PM

Dean Anthony, V.P. Programming,  
WHLI-AM

Ed Baer, WHUD-AM

Dan Daniel, WCBS-FM

Harry Harrison, WCBS-FM

Joe O'Brien, WHUD-AM

Gary Stevens, Managing Dir.,  
Gary Stevens & Co.

### Public Radio Programming— From the Inside Out

Thursday, October 29 \* 6 - 7:30 PM

Doug Berman, Prod., *Car Talk* and  
*Wait, Wait, Don't Tell Me!*

Ira Glass, Host/Exec. Prod.,  
*This American Life*

Terry Gross, Host, *Fresh Air*

David Isay, Prod., *The American Folk  
Life Project*

Brian Lehrer, Host, *On the Line and  
On the Media*

Steve Rathe, Prod., Murray Street  
Productions, *Jazz at Lincoln Center*

### Aquí Se Habla Español: Hispanic Radio

Monday, November 2 \* 6 - 7:30 PM

Eduardo Caballero, CEO, Caballero  
Spanish Media

José Ramon Cotti, News Dir., WADO-AM

Carey Davis, V.P./Gen. Mgr., WSKQ-FM,  
Mega 97.9 and WPAT-FM Amor 93.1

Roger Dawson, Marketing Dir.,  
WADO/WCAA

Malin Falu, On-Air Personality, WADO-FM,  
La Campeona 1280

Luis Jimenez, On-Air Personality, WSKQ-FM

Moonshadow, On-Air Personality,  
WCAA-FM, Caliente 105.9

Paco, On-Air Personality, WSKQ-FM,  
Mega 97.9

### Urban Country:

#### A WHN Reunion

Tuesday, November 3 \* 6 - 7:30 PM

Lee Arnold, WOEW-AM

Ed Baer, WHUD-AM

Charlie Cook, Westwood One

Del Demontreux, WOEW-AM

Mike Fitzgerald, Host, *Country Gold  
Saturday Night*

Pam Green, Dir. of Artist Relations,  
Westwood One

Larry Kenney, Writer/Performer,  
*Imus in the Morning*

Ed Salamon, Pres./Formats, Westwood One

Jessie Scott, Cadence Communications

## Live Broadcasts From the Museum

### Reservations

Members may call to reserve seats at broadcasts. Seats for most broadcasts are available to the general public on a first-come, first-served basis on the day of the broadcast.

WOEW-AM, New York, 1560 AM

#### Stan Martin Cabaret

Monday, October 26 \* 3 - 7 PM

WNYC-AM, New York, 820 AM

#### On the Line with Brian Lehrer

Tuesday, October 27 \* 10 AM - 12 PM

WFLV-FM, New York, 90.7 FM

#### City Folk's 10<sup>th</sup> Anniversary with Rita Houston

Tuesday, October 27 \* 10 AM - 2 PM

WHLI-AM, Long Island, 1100 AM

#### The Dean Anthony Show

Wednesday, October 28 \* 10 AM - 2 PM

WHUD-FM, Peekskill, 100.7 FM

#### The Ed Baer Affair

Thursday, October 29 \* 5 - 9 AM

WFMU-FM, East Orange, 91.1 FM

#### The Radio Thrift Shop with Laura Cantrell

Saturday, October 31 \* 12 - 3 PM

WWXY-FM, White Plains, 107.1 FM

#### Jim Kerr and Y-107

#### Present a WHN Reunion

Sunday, November 1 \* 1 - 5 PM

WFMU-FM, East Orange, 91.1 FM

#### The Green Room with Dorcia Devins

Monday, November 2 \* 6 - 8 PM

WLIB-AM, New York, 1190 AM

#### Sun-Up to Sun-Down with WLIB

Wednesday, November 4 \* 6 AM - 7 PM

*This broadcast is held in conjunction with the National Association of Black-Owned Broadcasters.*

KCRW-FM, Santa Monica, 89.9 FM

#### Morning Becomes Eclectic with Nic Harcourt

Wednesday - Friday, November 4 - 6  
12 - 3 PM

*This broadcast is held in conjunction with CMJ Music Marathon, MusicFest, & FilmFest '98.*

KLZR-FM, Lawrence, KS, 105.1 FM

#### The "Roger the Dodger" Show

Thursday & Friday, November 5 & 6  
11 AM - 3 PM

*This broadcast is held in conjunction with CMJ Music Marathon, MusicFest, & FilmFest '98.*

Radio Smithsonian/Public Radio International

#### Dialogue with

#### George Liston Seay

Friday, November 6 \* 9 - 10 AM and  
3:30 - 5:30 PM

## Live Radio Dramas

### Stage Shadows Mystery Theatre

#### "Radio Like You've

#### Never Seen it!"

Tuesday, October 27 \* 7 - 8 PM

Tickets may be reserved at the Museum's front desk either in advance or on the day of the show, depending on availability. Members may make reservations by calling the Membership Department at (212) 621-6780.

### Seeing Ear Theatre on The Dominion

#### Walter Koenig Stars in

#### 60th Anniversary Homage to

#### The War of the Worlds

Friday, October 30 \* 10 - 11 PM

Tickets are free with general Museum admission and may be reserved in advance at the Museum's front desk. Members may make reservations by calling the Membership Department at (212) 621-6780.

### Quicksilver Radio Theater

#### Good Friday, 1865:

#### Lincoln's Last Day

Monday, November 2 \* 8 - 9 PM

Tickets may be reserved at the Museum's front desk either in advance or on the day of the show, depending on availability. Members may make reservations by calling the Membership Department at (212) 621-6780.

FUNDING FOR THIS FESTIVAL HAS BEEN GENEROUSLY PROVIDED BY

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The Museum would like to thank Ralph Guild and The Edward and Patricia McLaughlin Foundation for funding the Radio Festival Coordinator position.

## THE MUSEUM OF TELEVISION & RADIO

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## Sales

Continued from Page 22

padding their business. Companies that sell CDs or books on the Internet, for example, should be sponsors.

Conversely, if the company does not have a product they generally sell to the consumer, or if they do not represent a potential sponsor, then that company can be viewed as a partner. Examples include websites that offer traffic or weather services. The radio station can work with the content or service provider to make the website more valuable to the audience, which builds traffic that can be sold to sponsors.

### Making The Distinction

Why is the distinction so important for our fledgling website business? Right now, Internet-based companies are implementing their marketing

strategies. Traditional brick-and-mortar businesses are also deciding how to use this new medium, which may include creating a web complement to their existing operation. Many of these companies have approached radio stations with a "partnership" model that gives the station a percentage of sales in return for exclusive placement on the radio website.

The pitch goes like this: "Use us as your exclusive partner for supplying product (CDs/books/flowers/etc.) and merchandise to your listeners. We'll integrate our content into your station site, and we'll co-brand ourselves with your station. Each time your audience clicks through to our site and makes a purchase, we'll give you a percentage of the sale. And we'll do that at no cost to you, so it's risk-free! All we ask is that you give us exclusivity for our product on your site."

At first glance, it looks like a great idea. The station provides compelling content and valuable services to its audience and shares in the sales transaction. Look a little deeper, however, and the model clearly breaks down. The partners get what they want: exclusive visibility and links on a powerful marketing tool (the radio website). In return, they offer nothing more than a small percentage of sales. That's much cheaper than what they would normally have to pay in marketing costs, often estimated as 10%-20% of their total gross sales. Plus, they have no risk (they only pay for actual purchases) and lock out all competition (they get exclusivity). That's a great deal — for them.

The station, on the other hand, has given away valuable real estate: its website. It's also given away any chance to make money from competitors. We're betting this single partner represents the best choice on the Internet for this category, now and in the future.

In return for this risk, the station receives nothing except the opportunity to share in a small piece of the action, and only if the action takes place through the website link. Also keep in mind that the partner has established similar links on countless other sites. They also maintain their own home page that consumers can go to directly.

Contrast this with the traditional sponsorship model, which includes the ability to sell that same real estate, along with broadcast ads, to several competing companies without the risk of picking the wrong exclusive partner. Does anyone really think selling CDs or books for one provider through a station website will provide more revenue than selling multiple sponsorships for broadcast as well as Internet to all competitors?

### Opportunity Knocks

Again, let's look to our current business. No radio station would offer free, exclusive airtime to one advertiser and only ask for a small percentage of actual sales in return. Since that's the case, we shouldn't be doing it on our websites, either. Models already exist in other media to show us the way (see "Learn From Newspaper, Internet Leaders on page 22.")

There's a huge marketing opportunity looming on the horizon. Competing companies have invested heavily in developing Internet-based business models, and investors will be demanding financial returns. Brick-and-mortar businesses like Barnes & Noble and Tower Records will have to spend tons of money in an attempt to

## Neil

Continued from Page 1

the environment. We've been able to meet and exceed the expectations of investors. We've got a pretty good handle on the technical expertise that it takes to run a public company. I really can't tell you that for me there is any low point in it.

**R&R:** You spend a lot of time traveling. What do you do when you are on the road?

**RN:** I like to get around to the radio stations. I like to actually see the living and breathing human beings who are doing all of the work on a day-to-day basis. To use a military analogy, I think it's important for the generals to be up at the front, not back behind the lines somewhere.

**R&R:** Do you think other group heads have that same philosophy?

**RN:** I really can't speak for anybody but me. I'm really not familiar with how the other guys run their businesses. It's just a really strong philosophy that I have about being where the action is.

**R&R:** This is a difficult time to find qualified employees in any industry. Is it particularly hard in radio?

**RN:** In radio you've had what I think is a tremendous increase in the number of sales positions in the last three or four years. With more and more radio stations, and with some of them that used to be sold as a combination now with separate sales staffs, the demand on that type of salesperson has increased pretty astronomically.

Even with all of that increase, we're still far away from the staffing levels that newspapers use. I think there will continue to be a real look at where we would find good salespeople, how we would train them once we get them, and how we would train them after

win back the e-commerce hill from upstarts like amazon.com and CD Now. Others will be seeking to expand their product line against entrenched competitors. All of them will be desperately searching for the best-integrated marketing plan to establish their brand and generate sales results. It's going to be a war.

Radio is poised to reap the benefits of this spending frenzy, but only if we remember the basic marketing truths that made us successful in our traditional on-air business. We deliver loyal audiences that consume products. We can plan integrated campaigns that use the synergy of radio and the Internet. We own valuable real estate in two media, and we offer that at a price to all interested advertisers. If you want exclusivity, you pay.

That's called sponsorship, not partnership.

**Garry Boehme** is Sr. VP/Information Systems & Strategic Support, **Katz Media**. He can be reached at (212) 424-6784 or via e-mail at [gerry\\_boehme@katz-media.com](mailto:gerry_boehme@katz-media.com)



we've brought them on board.

**R&R:** Are radio station acquisitions going to be slowing down from the frenzied pace of 1997 and even 1998?

**RN:** People will move in and out of the business for their own reasons. Whether Jacor eventually is sold or some of the financial players in the business eventually liquidate their positions and sell off radio stations ... at what pace is really hard to project. There has certainly been a lot of it over the past couple of years. We've bought a number of stations this year. For us, that pace is continuing. We'll probably have acquired another eight or nine radio stations by the end of this year compared to where we were at the start of the year.

**R&R:** What markets are you looking at right now for expansion?

**RN:** We've really focused on continuing to grow in the markets where we already operate and to look for more opportunities to buy more radio stations when that's possible. Or we look for acquisitions we think are opportunistic things that fit well with us geographically, like our Long Island acquisitions [WGBB-AM, WBAB-FM, WBLI-FM & WHFM-FM] earlier in the year.

**R&R:** Do you have plans to get into any other radio-related businesses such as outdoor, traffic, or Internet services?

**RN:** We want to focus on operating radio stations. We don't want to be in the outdoor business, and we don't want to be in the traffic service business. We're syndicating the *Morley Fool* radio show now, which is a pretty small venture compared to some kind of huge radio network. If opportunities like that come up and make sense, we're looking at those. But do we want to be an outdoor or an Internet provider? No, we don't want to do that.

**R&R:** Why not?

**RN:** We just believe the smartest thing for us to do is operate radio stations successfully. That singular focus means we can put a lot more of our efforts into making sure the cash flow at the radio stations grows as fast as it can. If you are diverted off into a lot of side businesses, it can be difficult to focus and really get the maximum performance out of your core business.

**R&R:** Where do you see Cox going in the next five or even 10 years?

**RN:** The one thing I can say with some certainty is, I think we'll be around. The company is 100 years old this year. We believe radio is a good business, that it's going to continue to be a good business, and that there will be opportunities to acquire more stations as time goes on. And that's what we want to do — we want to grow the company. But we want to do it in a smart way. We don't want to run up debt levels we are uncomfortable with. We don't want to get into a situation where we are acquiring just for the sake of acquiring. We want to create value.

Our road has been to be a little bit more deliberate in the way we do it. Given the circumstances in the stock market right now, we think the fact that we're not sitting there with a lot of debt on our books, that we have plenty of acquisition capacity, and that we're certainly not under any pressure is a good way for us to operate our company.

**R&R:** What are your thoughts on consolidation in the industry — the upsides and downsides?

**RN:** I don't think there are too many downsides. In the upside category, it has made radio a better business. That's one reason why in the last two or three years there has been so much interest in the radio business from investors. The fact that you can own eight stations in a market, in many cases, means you can be a much more viable competitor to newspapers, television, and other media. And that's good for our business. That's good for the people who work in our business and for the long-term health of the business.

The other upside is that this whole consolidation has really created a lot more opportunities for listeners to hear a variety of formats. If you look at pre-consolidation, which began in 1992 with the duopoly change, the formats were much more homogeneous than they are now. There are a lot more opportunities for listeners to hear things they couldn't have heard if this consolidation didn't take place.

**R&R:** What about downsides to consolidation?

**RN:** It's always unfortunate when people lose jobs. On one hand, there have been some management jobs that have been shed in the industry. But on the other hand, there's been a tremendous number of new jobs created, particularly in sales. If someone got down to the economics of it, they would find that many more jobs have been created in the radio business in the last four or five years than have been lost.

I really don't see the downside of it. Some people worry, "If I don't work for one of these three companies in one of the major markets, who am I going to work for?" But if you take a look around at so many other businesses that have consolidated, it's a reality of living in the '90s that people have to deal with.

**R&R:** What can people in the radio industry learn from consolidation in other industries?

**RN:** You can't get to where you want to be by eliminating expenses. You've got to figure out a way to make your industry bigger. You're not going to make the money in radio by saying, "We'll only have one receptionist now, instead of two." You have to focus on how to get these eight radio stations in a position where they can take a larger share of the revenue pie from newspaper, broadcast, cable, or other media interests.

**R&R:** How is that done?

**RN:** Remember, this is fairly new. People are still figuring out how they can use the power of a cluster of five, six, seven, or eight radio stations to actually go in and target accounts that are only using newspaper or television and then try to make the connection for what radio can do for them in these markets.

The second thing is that we've got to understand that our media competitors, for the most part, have many more salespeople against the marketplace than we have. In many cases, they have large marketing staffs dedicated to serving the needs of customers and clients. If we're going to grow, we need to do a better job of meeting the needs of customers and clients. And that's an ongoing process.

— Jeremy Shweder,  
R&R Washington Bureau

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## Bye Bye Birdie: The Buzzard's Farewell

**W**MMS has begun a month-long farewell to the city of Cleveland as it prepares for retirement. The entire airstaff has been dismissed, and a new format will debut on November 1. However, station officials have declined to comment on the specifics. The farewell will feature the Buzzard's best bits and heritage personalities from over the past 30 years. When contacted by **ST**, PD **Greg Ausham** vehemently denied speculation that this could be a smoke screen. Last week, he told the *Akron Beacon Journal*, "We kept trying to find ways to resurrect it, but we found kind of a dead end. It's very sad."

Clear Channel FM Talker **WTKS/Orlando** is being sued over a September 1996 broadcast during which hosts Russ Rollins and Will "Bo" Rhodes allegedly offered \$1000 to anyone who would kill convicted child killer Donald McDougall in prison. Days later, McDougall was murdered by a fellow inmate. The suit was filed last week on behalf of McDougall's teenage son, according to the *Orlando Sentinel*, which said it has reviewed the tapes of the broadcast and found no mention of the reward offer. **ST's** calls to TKS management were unreturned.

NAB President/CEO **Eddie Fritts** will not attend the group's annual Radio Show next week in Seattle. Instead, he'll be in Rochester, MN undergoing knee surgery at the Mayo Clinic. Fritts has been in almost constant pain since last December, when he underwent surgery to replace his left knee. "Eddie is doing fine and feeling good, and he hates to miss the show. Unfortunately, the operation coincides with the Radio Show," NAB spokesman Dennis Wharton told **ST**.

### 'QRS Crack Sends Mall Packing

The Mall Of America has become the third **KQRS/Minneapolis** advertiser to drop its advertising after the station's morning show made an on-air racial slur. The boycott, the *St. Paul Pioneer Press* reports, stems

from a June broadcast during which a recurring **KQRS Morning Crew** character made a number of jokes about the Hmong culture. "We are naturally disappointed to learn of the decisions of a few advertisers who have discontinued portions of their advertising schedules. We respect their decision," said a statement from Station Manager Amy Waggoner. She acknowledged, "The nature of radio programming such as our morning show means content will sometimes be controversial."

Z-Spanish Media's **KQBR/Sacramento** dropped **CHR/Rhythmic** after just one month to become "The Hot New Z." A station spokesperson told **ST** the format now consists of "R&B and 'old school'" music.

**WNEW/New York** marks its 31st anniversary this month with a special called *The Evolution Of The Rock Of New York*, starting Oct. 30. With more than 3000 songs telling the 'NEW story, the special should take about a week to complete.

Chancellor's **WGCI-AM/Chicago** shifted from Urban Oldies to Gospel on Monday (10/5). The station is running jockless until November 30, when it will debut a lineup that includes Richard Steele & Pam Morris (mornings), PD Jacquie Haselrig (middles), Effie Rolfe (afternoons), Lon Dyson (late-nights), and LaDonna Tittle (overnights).

### It's Simulcast Madness!

With the baseball playoffs in full swing, we've got stations stretching signals into doubles ... and even a triple:

- The **KSJO Radio Network** around the San Francisco Bay Area is now complete, with former Regional Mexican **KZSF/Alameda** (at 92.7 FM) joining **KFJO/Walnut Creek** (92.1) in simulcasting Active Rock **KSJO/San Jose** (92.3).

- Alternative **KTBZ/Houston** begins simulcasting on new crosstown acquisition

Continued on Page 36

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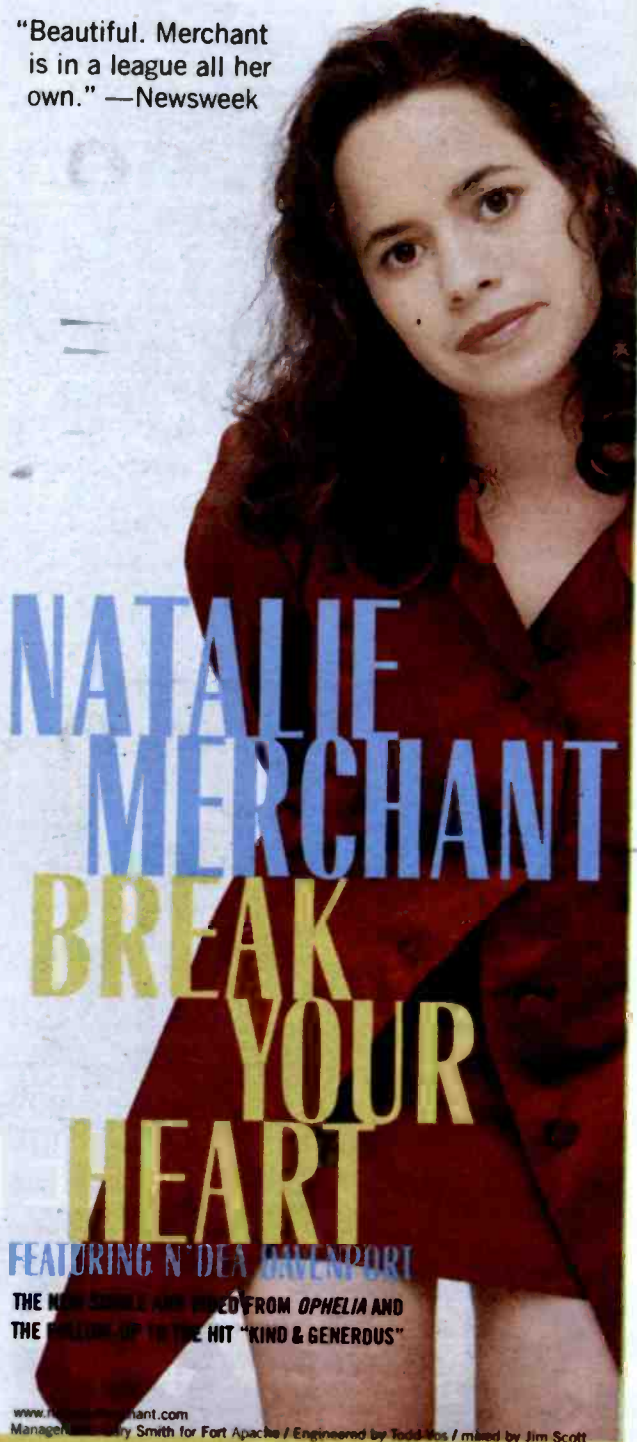
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# STREET TALK®

Continued from Page 34

**KKTL.** It also hires **The Whipping Boy** for nights.

- **WJZE/Toledo** drops Classic Rock to simulcast Active Rock sister **WBUZ**.

- **Jacor's KXTA/L.A.** adds another pair of Southern California simulcast signals: **KCKC/San Bernardino** and **KBET/Canyon Country**.

Meanwhile, is another top 10 market simulcast getting ready to split?

In Philadelphia, the Phillies struck out, the Sixers are locked out, and the Eagles? They're getting the Y100 holdout! **WPLY** morning drivers **Preston, Marylyn, Steve & Ben** have vowed to abstain from sex until the Eagles get their first victory of the season ... and are asking their listeners to do the same!

## Inquiring Minds Want To Know!

**WKTU/New York** morning driver **Hollywood Hamilton** found himself at ground zero of a diva debacle as he taped his syndicated *Rhythm Countdown* this week. During a phone interview with **Brandy** and **Monica**, **Hamilton** told **ST**, "Things got out of control. We had to break it up. The language got so bad that the bleep machine had to be used before the interview was stopped." The interview airs in its entirety on the show this weekend.

Syndicated TV tabloid *Extra* last week aired the complaints of **KFMB-FM/San Diego** "Whirl 'Til You Hur!" contestants, who spent 70 days on a roller coaster this summer vying for a \$50,000 prize. In the report, they complained of back pain, migraines, depression, and concerns about long-term spinal and brain injury. However, **GM Tracy Johnson** told **ST**, "The station told them all what to expect," adding that the five winners "were happy" with their prizes of \$10,000 and a trip to Hawaii. The station reportedly also had a doctor check each contestant at regular intervals.

What started out as an off-the-wall stunt by **KROQ/L.A.** morning men **Kevin & Bean** turned into tabloid TV fodder Monday (10/5). The pair had planned a week-long "Meals For McBeal" food drive, sending the

## Rumbles, Pt. 1

- Sports Talk **KMVP/Phoenix** PD **Tisa LaSorte** is leaving the station to move to her native Aruba. **Kevin Ray** takes over as interim PD.

- **Nassau Broadcasting** flips **AC WTSX/Port Jervis, NY** to **Oldies**, covering the **Sussex County, NJ/Orange County, NY** area. **Scott Edwards** is named PD.

- **WTFX/Louisville** PD **Future Bob** exits. **OM/MD Michael Lee** assumes PD duties, and **Keith O'Lone** is upped to MD.

- Former **KWCY/Phoenix** **OM/MD Scott Johnson** is named **OM** of **GulfStar's** five-station **Jackson, MS** cluster and will directly oversee new "Classic Soul" outlet **WQJQ-FM**. At **Country WMSI**, **Rick Adams** rises from **APD** to **PD**.

- After first resigning to become **Station Mgr.** at **WIZN & WBTV/Burlington, VT**, **WCMF/Rochester** **OM/MD Harry Jacobs** now opts to stay.

- **KMRZ/Riverside** flips calls to **KKDD** and signs on the **Radio Disney** format.

- **WJR/Detroit** Sports Dir. **Chuck Swirsky** is leaving to become play-by-play announcer for the **NBA's Toronto Raptors**.

- **Oldies KNKI-FM** entered the **Dallas** market with a **92kw Class C** signal covering the entire metro, compared to its old **Class A, 5500-watt** signal out of **Sherman, TX**, over 60 miles north of **Dallas**. **KNKI's** currently running commercial-free and jockless.

**KROQ** van out to collect snack food for **Ally McBeal** star **Calista Flockhart**. But once **Flockhart's** publicist got wind of it, "He freaked out, called us, and said, 'I don't want you to do this,'" **K&B** producer **Jay Tilles** told **ST**. A deal was struck: If **Flockhart** called the show, they'd call off the food drive and stop talking about her weight. So she went on the air and told the guys not to worry about her. The tabloids swarmed, but the station turned them down ... then were amazed to find the publicist himself had leaked tape of the broadcast to **Access Hollywood** and **Entertainment Tonight**.

**KIIS/L.A.** set a new world record for a cash giveaway last week when a caller claimed \$1,000,102.70 in the station's "Million Dollar Birthday Game." The prize beats the \$1 million given out by **WKRO/Cincinnati** in the '80s.

Looks like the release of **R.E.M.'s** "Daysleeper" caught nobody napping: The leadoff track from the band's new **WB** album scored a record-breaking add week at **Adult Alternative** with 38 stations out of the box. Kudos also to **Atlantic** for securing **No. 1** **Most Added** honors for **Brandy's** "Have You Ever?" at four formats: **CHR/Pop**, **CHR/Rhythmic**, **Urban**, and **Urban AC**.

Continued on Page 38

# LAURIE LARSON

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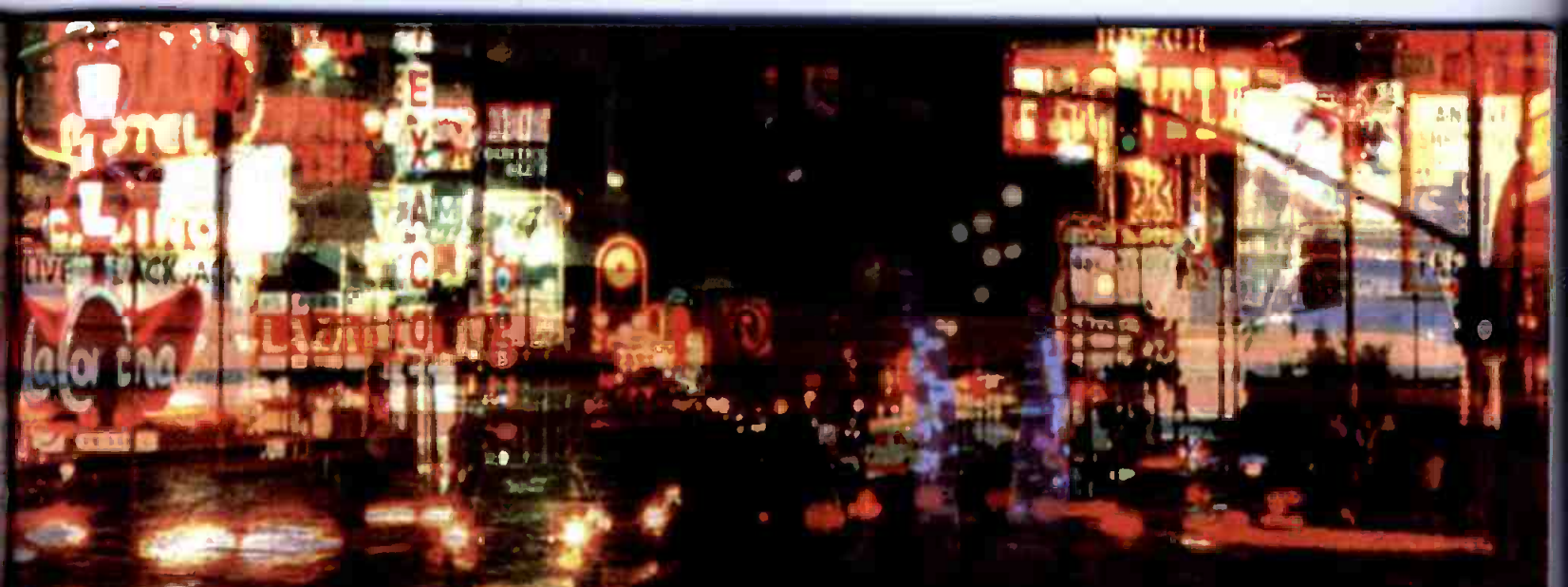
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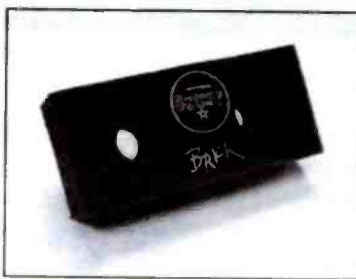
## Rumbles, Pt. 2

- WVT/Grand Rapids Eric O'Brien adds APD stripes.
- KPSI/Palm Springs, CA MD Bobby Sato segues to MD/afternoons at KISV/Bakersfield. KISV weekender Tony Tecate is promoted to nights.
- At KLRS/Chico, CA, Whitney Alan adds MD duties.
- CHR/Pop KPRF/Amarillo PD/afternoon driver Andrew Wright exits.
- At suburban KCHZ/Kansas City, Asst. VP Brent Hamilton, GSM Steve Dinkle, middayer Jay K, and Promotion Director Allison Atwood exit.
- Alan Cox is upped to APD at WRKR/Kalamazoo, MI.
- Time-management headache of the week: WJMX/Florence, SC APD/MD/afternoon driver Kyle Shannon adds midday duties at sister "Gator Country" WDAR.

Continued from Page 36

## Seniors And Snipers And Jugs, Oh My!

CBS Rocker **WLVQ** is causing quite a stir in Columbus with a trio of controversial promotions. First, it celebrated the Little Brown Jug horse race by holding a "Little Jugs" contest of its own during a remote from the track. Race officials were not amused and immediately pulled the interviews it had promised the station. Middayer Dave-Man has drawn some flak for a recurring contest in which he gives listeners the chance to "take a sniper shot" at a victim of their choice from the station's 10th floor studios. (In reality, it's a "theater of the mind" bit using sound effects.) And to celebrate hometown hero John Glenn's historic return to space later this month, the station's searching for its oldest listener. As 'LVQ finds older and older devotees, they're rewarded with a supply of Depends, a case of Geritol, and \$50 toward a Viagra



**PROMO OF THE WEEK** — You've Got Some Nerf: Eureka Records really wanted to hit programmers over the head with Outcry's new single, "Brick." But most likely fearing personal injury lawsuits, the label instead delivered the message with a softer equivalent.

## RADIO RECORDS



1

- Dave Martin named GM of KHVN-AM, KOIA-FM & KRBV-FM/Dallas.
- Jaye Albright joins Jacor as Director/Country Programming.
- James Loftus elevated to Shamrock Communications VP/East Coast Radio Operations.
- Michael Gorman takes GM duties at WIDB/Chicago.
- WHYI/Miami PD Rob Roberts adds duties for WPLL-FM.

5

- Sony 500 Music debuts with Polly Anthony as GM.
- Robert Hall elevated to ABC Radio Networks Sr. VP/Prog.
- Bob Catania joins Geffen/DGC as Dir./Nat'l Promo.
- John Shomby accepts KLIF/Dallas PD chair.

10

- Dave Urso tapped as VP/Promotion for WTG Records.
- Tony Perlongo picked as KAMJ/Phoenix GM.
- Hal Fish landed as PD of WMGG/Columbus.
- NAC BMW/Washington becomes Classic Rock WJFK, with Howard Stern's show running in the morning.

15

- Ace Young tapped as WCNN/Atlanta PD.
- Jay Michaels promoted to WZZK/Birmingham PD.
- Tom Joyner joins KKDA/Dallas for mornings.
- WPKX/Washington hires Gary Dee for mornings. so Jim London joins crosstown rival WMZQ.

20

- AITeller takes over as Windsong Records President.
- Dusty Rhodes lands evening shift at KWST/Los Angeles.

25

- Jim Pewter tapped as KRTH/Los Angeles PD.
- John Gorman upped to WMMS/Cleveland PD.
- KIOQ/Los Angeles hires Gene Price as PD and Jim Carson as a jock.
- KROQ/Los Angeles rocked as Jimmy Rabbit, Shadoe Stevens, and Sam Riddle quit, while morning man Charlie Tuna is landed by KKDJ/Los Angeles.
- Y100/Ft. Lauderdale-Miami changes calls from WLQY to WHYI.

prescription refill. The grand prize winner wins a trip to Florida to see Glenn blast off in the space shuttle.

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

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AL PETERSON

## Do You Have What It Takes To Be A Winning PD?

■ A panel of experts offers opinions, insights on qualities needed to succeed

Few will argue that the role of the radio programmer has changed considerably over the past few years. Those changes are certainly not a surprise to anyone on the programming front lines at News/Talk stations. In today's multistation market groups, programmers have had to learn to become more like the typical brand managers one might find in non-radio businesses. Today, having the right combination of radio knowledge and good business skills can mean the difference between success or failure as a programmer.

This week, I asked a group of industry luminaries to share their thoughts about the traits and qualities they look for when seeking a programming candidate. Although each offers their own unique perspective, our panelists all seemed to agree on one important point: To really succeed as a programmer in today's radio environment, one needs to have a broad-based understanding of the total business of radio. Without that, one simply cannot effectively communicate their station's programming needs to an upper management team that today is just as likely to have an accounting background as a broadcasting background.

### Creativity Still Paramount

ABC Radio VP/Talk Programming John McConnell offers several valuable insights for both would-be OM/PD candidates and those already in the chair who wish

to survive and thrive in radio's future. "First and foremost, I look for creativity and imagination, because without those two traits, you just cannot get started, period," McConnell says. How would he respond to charges by some that today's consolidated, shareholder-driven radio environment doesn't really allow for much creativity or passion? "I think that is patently untrue. True, consolidation has meant fewer jobs, but it hasn't sequestered creativity or imagination."

McConnell also values a sense of humor in a programmer. "Because we are an entertainment medium, without a good sense of humor, you aren't going to really be able to en-

joy the overall programming process," he says.

Curiosity and asking lots of "what if" questions is something else McConnell looks for. "You've got to be the most curious person in the radio station. You have to ask the questions before anybody else in the station — whether that be the hosts, salespeople, or general manager — because that kind of leadership is what really sparks the entire radio station. If you cannot probe and ask the additional questions needed in a given situation, you aren't going to ignite the rest of the team."

McConnell also believes in the need for a lot of awareness of the world around you in order to succeed. "I don't know if this is exactly the right word, but you have to be hip. By that, I mean you need to be very aware of what's going on in the world — the news of the day, sports, what's on TV, what people are talking about, what music is hot, what the hot new movies are, etc. News/Talk is not for old fogies, so you have to be tuned in to virtually all walks of contemporary life in order to succeed. This quality also really goes hand-in-hand with being insatiably curious."

Finally, McConnell says today's successful programmer is relentless in his or her attention to detail. "There's just too much going on in



John McConnell

## Mr. Hobbs' Top 10 For Station Success

Jacor's recently appointed Director of News and Talk Programming, Gabe Hobbs, currently oversees more than three dozen of the company's News/Talk stations from coast to coast. He recently weighed in via e-mail with his top 10 list of qualities he sees as necessary for success as an OM or PD in today's broadcast business.



Gabe Hobbs

- Understand that it's not just a job, it's a way of life.
- The absence of a journalism degree. If you have one, hopefully you've gotten over it by now.
- A solid background or understanding of contemporary music programming philosophies.
- Responsible cash flow manager.
- A skilled negotiator with good people management skills.
- An ability to think outside the box, find creative solutions, and break the rules.
- A willingness to take intelligent risks, yet have a personal intolerance for making the same mistake twice.
- Even if you have a 99 share, be obsessed with the "S.O.B." who has a one share.
- A relentless marketer who understands top-of-mind awareness and word of mouth are more powerful than six-figure television and billboard campaigns.
- An ability to drink heavily on very little sleep!

a station today, so you really have to be all over the details if you want to succeed in today's consolidated station environment."

### Ghandi-Like Leadership

Lawrence Amatore, managing partner of the Amatore Radio Group and on-site market manager for the company's Santa Rosa, CA properties, is certainly no stranger to the radio business. But surprisingly, the son of legendary (and still very active) broadcaster Joe Amatore did not begin in broadcasting. In fact, the Columbia University Business School graduate started his career as a national brands marketing manager for

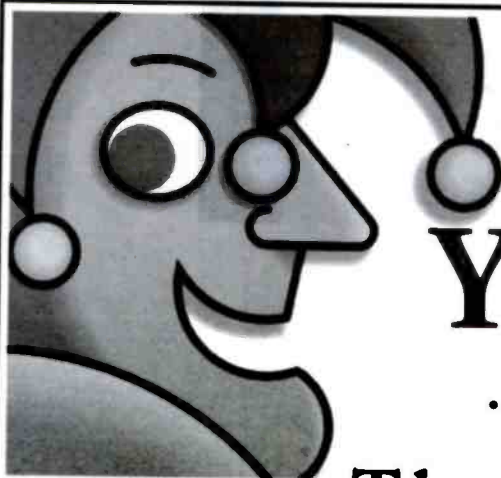


Lawrence Amatore

Johnson & Johnson prior to joining the family business. It is that background of managing and branding multiple product lines that Amatore brings to the four-station group he oversees in the northern San Francisco Bay Area, including News/Talk KSRO.

In describing a primary quality he sees as necessary for today's programmer, Amatore invoked the name of a historical peacemaker. "You've got to have Ghandi-like leadership qualities. You need to recruit, hire, develop, and coach good people who are all feeling a little unsettled these days. There's a lot of uncertainty being felt by many in our industry, and I don't think that ruling with an iron fist is how great PDs and OMs will make it. You need to use not a fist, but rather a hand that is open and caring on the shoulders of those whom you are managing."

"Second, I think you need to com-



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municate to management almost like Nikita Khrushchev did in that famous pounding-his-shoe-on-the-lectern speech. Today, a general manager's attention is pulled in many different directions as the result of overseeing four or five or more stations in the market. You need to incessantly remind the station's financial management that it's great programming *first* that makes for great radio."

Amaturo also believes that today's programmers need more than just a casual understanding of marketing. He notes, "Today's programmer needs to understand how to effectively market their products both on and off the air. For example, our new operations manager, Dave Parks, came to us following some time with Fairwest Direct. So here is someone who has won the war from a programming standpoint, and who has also worked for a company that I consider to be one of America's premier promotion and marketing companies. He knows both sides, programming and marketing, and that's a very important quality to have in an OM/PD today."

Amaturo echoes McConnell in suggesting that curiosity is important. "What you need is someone who knows how to ask the right questions. There are so many good vendors and there's so much experience out there, if you know how to ask the right questions, you can find the right answers. In other words, as long as you know how to formulate the right questions, I don't necessarily think you need to know everything about a specific format in order to be able to oversee those who do know it well."

### Listen Like A Listener

Amaturo counsels that a successful PD must "listen like a listener," which he realizes is no small chore today. "For example, let's say you are overseeing programming on four stations. That's 96 hours of programming in every 24-hour day! So listening in the traditional way — where you take notes, review air checks, etc. — just isn't realistic. It's more effective, in my opinion, if you can experience the programming more like the listener does. That means really planning your time efficiently."

Which brings us to Amaturo's final "must have" qualification: "If you don't have the ability to multitask, all the rest is worthless. You need to be organized and able to understand that, in today's radio environment of market clusters, just like any product manager, you will likely have major and minor brands in your group. If you are going to succeed with the cluster overall, you must understand how to organize and allocate the appropriate amount of time needed from you for each station."

**Michael Packer**, president of his own Detroit-based Talk consultancy, suggests that today's OM/PDs must know more about sales than ever before. "The more you know about sales, the better you'll be at bridging the gap between audience needs and advertiser needs," he says. "Understanding how sales works will help you balance between keeping your core pleased with quality programming and working with your sales team to meet the demands of clients." Packer suggests that any good OM or PD would be wise to check out the RAB's CRMC 2000 program. "They have a new first-level certification course, RMP (Radio Marketing Professional), that covers the basics of radio sales you really need to know."



Michael Packer

Another area that's changed for today's OM and PD is research. Packer says, "You need to learn how to conduct core research in-house. Arbitron statistics may tell you what's happening, but you still need qualitative research to understand why it's happening. In order to make informed decisions about programming that can heat the competition, today's programmers must know how to gather listener feedback quickly and cost efficiently." Packer suggests programmers may want to consider contacting the Burke Institute in Cincinnati. "They conduct excellent seminars that teach marketing research methods and how to conduct qualitative research," he says.

Becoming cyber-savvy is another important plus for the winning PD/OM, Packer says. "The information superhighway is becoming a lucrative toll road. If your radio station is not already online, it probably will be soon. It's important for you to know what is working and, maybe more importantly, what's failing in cyberspace." He admonishes those at stations who are simply scanning a shot of their program schedule, pasting up a few photos of their hosts, and calling it a website. "Marketers shouldn't be on the web for mass exposure, but for results," Packer says. "It's the design, stupid! I recommend reading *Webnomics: Nine Essential Principles For Growing Your Business On The World Wide Web* by Evan I. Schwartz. Today's OM/PD must understand that a successful website will be a highly interactive experience that builds listener loyalty and delivers fully qualified customers to your advertisers."

### Character Matters

Jefferson-Pilot VP/Operations, Programming Don Benson, who oversees programming for the company's roster of multiformatted stations — including News/Talk WBT-AM & FM/Charlotte — strongly believes that a programming candidate's character does matter. "By character, I mean someone who understands what is ethically appropri-

ate and, maybe more importantly, what *isn't* appropriate in a given situation. The OM/PD must realize that it is his or her responsibility to protect the station's license. With that in mind, they must be someone who is willing to take a stand in the middle of adversity, someone with backbone who is committed to what they believe in and ready to take some licks if necessary to stay focused on the goals that have been set."

Benson also looks for strong personalities who are willing to take responsibility for their actions. "They do what's needed and feel personally responsible," he says. "They acknowledge their mistakes and are willing to pay the price. The winners don't expect to get something for nothing. They put in the time, the extra effort, and the creativity necessary for success. They do whatever is needed to accomplish the goals, because they are persistent and committed. They don't know the meaning of giving up."

"More than ever, today's OM/PD must effectively manage talent. It takes up a lot of your time, but being the person who is the talent's facilitator instead of a dictator is critical to their success and, ultimately,

**Being the person who is the talent's facilitator instead of a dictator is critical to their success and, ultimately, the station's success.**

—Don Benson

the station's success. Even the best talent isn't perfect every show, so you need to have the patience to work with the talent to help them grow and improve. Providing an environment where talent senses you view their progress as a long-term educational process is just so important in this era when instant gratification and success are often expected. The development of



Don Benson

strong brands doesn't always happen that way."

Benson sums it up by citing the three qualities that most anyone can agree on as being crucial to succeeding as a programmer in today's radio environment. "I think perhaps the most critical combination we look for in programmers is focus, patience, and a passion for the job," he says. "When you find someone who has all three of these traits, you can be pretty well assured that they already have a good understanding of what the programmer's job is really all about and what it takes to succeed at it."

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STEVE WONSIEWICZ

# SOUND DECISIONS

## Keeping Score With The Fugees

Management, label execs, and radio examine the group's rise to the top

Now that the dust has settled on the eyebrow-raising sales of Lauryn Hill's solo album, *The Miseducation Of Lauryn Hill*, it's time to take a closer look at the artist development story behind the Fugees.

Following the multiplatinum success of the group's second album, *The Score*, each member has gone on to achieve impressive achievements in their own right. Wyclef Jean's debut solo effort, *The Carnival*, is certified double platinum. Hill's disc set sales records for a female solo album when it debuted at No. 1, and it has already broken the platinum mark. Prakazrel "Pras" Michel's album is just around the corner, and expectations are also high for it, based on the success of the song "Ghetto Supastar (That Is What You Are)."

In all, perhaps no other group in the '90s has made as big a mark, collectively and individually, as the Fugees. In examining the key steps the group, management, and the record company took on their way to the top, the first thing that becomes clear is that there were no shortcuts. It was a case of constant touring, remixing a song to fit radio's tastes, stocking a second album with more original material and radio-friendly but creative cover songs, and letting radio do its job.

To gain some insight into how the Fugees scaled such heights, I spoke at length with the group's manager, DAS Communications' founder **David Sonenberg**, who also represents Wyclef and Pras as solo artists. I augmented that with conversations with Columbia Sr. VP/Promotion **Jerry Blair** and CHR/Rhythmic **WQHT** (Hot 97)/New York PD/MD **Tracy Cloherty**, a major early supporter who's also close to the group.

Sonenberg first met the Fugees about nine years ago — Hall was about 14 years old, Wyclef about 19, and Pras around 17. Sonenberg recalls, "When we went looking for a record deal, we performed for something like 18 record companies. Each one passed, because I think they thought their kind of rap was too musical. Nobody at the



Jerry Blair



Tracy Cloherty

time was playing with real instruments. It was still all turntables and microphones."

Nevertheless, the group inked with Ruffhouse/Columbia and released its first album, *Blunted On Reality*, in 1994. The first single to radio was "Boof Baf."

### Touring To Lay A Foundation

"We really got very little notice," remembers Sonenberg. "But what was great about them — and it's what I look for in the kind of acts I manage — is that people noticed them when they performed live. So, we took them on the road for the better part of a year and a half. I booked them with R&B acts, and we went on a national tour where we played clubs and rooms and showed people just how musical they were and how, at the same time, they could lay down some very hard-core rap. At some point in time during the course of that first album, we realized we had to do a remix that would be right for radio."

The group went back into the studio and basically redid the song "Nappy Heads." The new version opened the door for airplay at a handful of stations, including Hot 97. Sonenberg observes, "I was used to the world of rock 'n' roll, where, when you did a remix, the song was basically the same. They came back with a new bass line, keyboards, and lyrics. When I told Wyclef that, he

said, 'That's the way we do it.' That was my first indoctrination to how spontaneous and radical they could be."

### Hot 97's Early Support

It also was a very shrewd move. "One thing about rap currency," continues Sonenberg, "is that it's constantly changing. If Wyclef and Lauryn had laid down a rhyme in August and they were doing a remix in September, well, the world changed in 30 days."

"Fortunately for us, Hot 97 jumped on it. We really didn't sell a lot more records, because we didn't have that version of the song on the album, but we did gain a lot more attention, and more people started coming to the shows. Hot 97 sort of legitimized us in a way that made us a factor. People were waiting for the next record."

The next disc, *The Score*, would blow up like no other, but it took a while. The leadoff track, "Fu-Gee-La," set up the new

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**They made their opportunities. I see how these people work. They're tireless.**

—Tracy Cloherty

record, but it was a cover of "Killing Me Softly" that thrust the band into the limelight.

Sonenberg comments, "We had a new record that included a classic R&B crossover song done with a fresh view toward life, a version of an all-time great reggae song, plus a new style of fusion in 'Fu-Gee-La' and 'Ready Or Not.' It really made the album explosive. It combined rap, reggae, rock, and R&B in a way that had never been done before, with real instrumentation, creative arrangements, substantive lyrics, and a vibe between songs that made you feel something was going on. It wasn't just a collection of tunes."

What was going on at radio was that four songs started receiving multiformat current and recurrent airplay: "Fu-Gee-La," "Killing Me Softly," "Ready Or Not," and "No Woman, No Cry," with the latter achieving the remarkable feat of charting at Alternative. "Since we had different

3

**Hot 97 sort of legitimized us in a way that made us a factor. People were waiting for the next record.**

—David Sonenberg

tracks being played at the same time. I thought the record would burn out quickly. Some albums get stretched out over two Christmases. We really couldn't do that, because radio was just attacking the record."

The roundabout airplay story proved beneficial in the end, says Sonenberg. "The interesting thing about the Fugees is that they were never fully embraced by the rap community. It's not like they came out with their first album and immediately got airplay. They had to go out on their own and prove it to people."

What happened after *The Score* is just as impressive. First, there was Wyclef's success with *The Carnival*, followed by Pras' single "Ghetto Supastar (That Is What You Are)," and then came Hill's solo album. Sonenberg comments, "This is where I come back to the individual talents of the members. Our society being what it is, once somebody breaks through, we often look to shoot them down. I had my own ideas as to how to beat the odds, but I couldn't have come up with a better plan."

"The nice thing about Wyclef's record coming first is that it took the focus exclusively off Lauryn. She's so beautiful and has such a wonderful voice that it made everybody look at the Fugees as Lauryn and these two other guys."

### Team Players Who Take Chances

Columbia's Blair tips his hat to the group for being ultimate team players. "It's been a true partnership between the record companies and them. We were not dictating anything to them. Wyclef calls me all the time. Pras came in and played me 'Ghetto Supastar' for the first time and asked me what I thought of it. He asks for my advice, and I pick his brain. I can ask Wyclef to do a guest DJ slot on Hot 97 and, if it works in their schedule, he'll do it."

Blair also notes that the group was willing to take some calculated risks, such as working "No Woman, No Cry" at Alternative and performing at Alternative radio shows. "It was the right thing to do. It helped us sell albums and broaden their audience."

Recalling the group's evolution, Hot 97's Cloherty observes, "Timing has a lot to do with it. At that point, rap music was not as popular and successful. Puffy has helped make some huge inroads into the mainstreaming of hip-hop. Before that it was Biggie [Notorious B.I.G.] and Tupac. Those peo-

ple were suddenly household names, in the news, and they had huge records that were across-the-board hits."

Yet Cloherty stresses that it wasn't all just fate or timing. "They made their opportunities. I see how these people work. They're tireless. They're always in the studio and working with other artists. It seems like they live there. From a production standpoint, *The Score* was a refreshing change."

"But they're also one of the few groups that can tour constantly. They understand the art of putting on a show, which has been lost by many rap and hip-hop performers in the age of DAT. These people are musicians and don't perform without their band."

Cloherty gives the trio credit for taking artistic chances, like covering evergreens such as "Killing Me Softly" and "No Woman, No Cry," or Wyclef sampling a Motorhead riff for his song "To All The Girls." "Those aren't obvious choices," she notes.

The Hot 97 programmer also gives the group props for venturing out on their own. Commenting on Wyclef's solo album, she says, "I don't know if it was Wyclef, Columbia, or whoever, but it was very smart to promote Wyclef as the super-producer behind the group, being that Lauryn was looked upon as being the front-person. It kind of paved the way for him and made it more likely that radio would give it a shot."

Going forward, the Fugees are in an enviable position. Sonenberg says, "There was some concern that, since no format could say they owned the Fugees exclusively, we would come up with a follow-up to *The Score* and get the proverbial 'Ho hum. I could give a damn' from radio. That's where I think we've been lucky that all three of them — and with it not having been a game plan — have done individual records that have been tremendously successful. Hopefully, everyone will have a yearning for more Fugees music."

Sonenberg's hope is that "we have a class reunion in 1999 and drop a record for Christmas."

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**It's been a true partnership between the record companies and them. We were not dictating anything to them.**

—Jerry Blair

### TALK BACK TO R&R!

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

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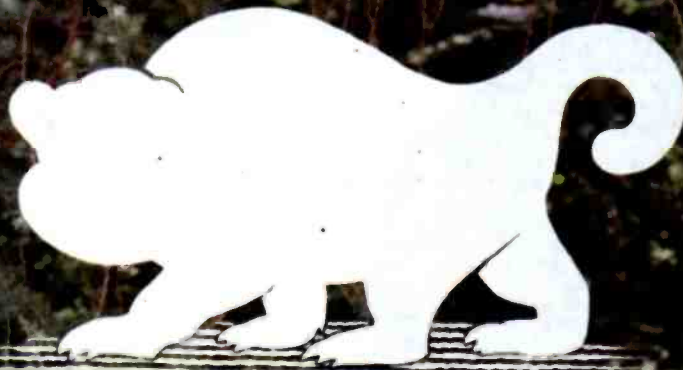
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## RR LAUNCHING PAD

### Rock Act Godsmack Breaks Out Of New England With 'Whatever'

It's doesn't get much more basic than what **Republic Records** has done with the rock group **Godsmack**: watch the airplay, monitor sales, and when they reach

WAAF PD **Dave Douglas**, "About a year ago our night guy came to us and said he wanted to play a few of the band's songs on his show. I'd seen the band a few times and

calls-only show, and getting Newbury to stock the record. But once they cut "Whatever" and made it available when people bought the album, sales really started taking off. I remember watching it climb on Newbury's chart from No. 99 to 50 to 22 to 12 and thinking my opportunity clock was starting to run out, because I knew we couldn't win if we got into a bidding war."

Lipman actually got in touch with the band before "Whatever" was released. After a little detective work, he finally tracked down Erna in the singer's bedroom. Erna then put Lipman in touch with Geary. Those conversations in late March/early April went a long way in helping Republic sign the band. "Being there early on was a big help," says Lipman. "After AAF started playing 'Whatever,' a lot of labels started getting interested. But we also got a lot of help from [Universal Records Group Chairman] Doug [Morris] and [URG Vice Chairman] Mel [Lewinter]. They were instrumental in helping us sign them."

After officially signing the band, Republic and Universal Records then rolled out a new remixed, remastered album that included "Whatever." Republic/Universal then serviced "Whatever" to metal and college radio in mid-August and went for adds at Active Rock on September 22.

"Universal's done a magnificent job of turning around the production of the album and promoting it at radio," Lipman says. "They've set a nice, solid base and are spreading it very nicely. And we're excited, because it's starting to get top five phones and requests with at least a half dozen stations so far, which means the appeal isn't just limited to Boston."



Godsmack

critical mass, swoop in and sign the band. In this case, it was the Boston-based quartet's new song "Whatever" that ignited the phones at Active Rocker WAAF/Boston and the cash registers at local indie retail chain Newbury Comics.

That story is now spreading from the Northeast across the country. Four weeks ago the song bowed on the Active Rock chart at No. 46 and has been climbing ever since. It has support from nearly every station on the New England and Mid-Atlantic Active Rock panel. Key stations reporting "Whatever" as of two weeks ago include WRIF and WKRC in Detroit, KEGL/Dallas, KBPI/Denver, KIOZ/San Diego, WXTB/Tampa, WLZR/Milwaukee, WXTM/St. Louis, KRXQ/Sacramento, WXRC/Charlotte, and WJRR/Orlando. Other stations supporting the song include Alternatives WBRU/Providence, KXTE/Las Vegas, and WNFZ/Knoxville, and Rockers WHJY/Providence, WEBN/Cincinnati, and WRQC and KXXR in Minneapolis.

Godsmack, which has been a staple on the Beantown club circuit for the past couple of years, released its own CD in 1996, which was produced with \$2500 borrowed from a friend. Soon thereafter, WAAF began playing the song "Keep Away." Concurrently, the band inked a management deal with Paul Geary, a life-long friend of the band's vocalist, Sully Erna, and former manager and drummer for the now-defunct Beantown-based group Extreme. Geary was instrumental in keeping the band active on the club front.

But it was "Whatever," a song not originally on the album, that lit the sales and airplay fire. Comments

thought they were pretty good, so I told him to go ahead.

"He did that for several months. Their record was good, but what they came back with ["Whatever"] was great. We asked them to make an edit for us, and we put it in regular rotation."

Douglas soon realized the station was onto something. "You always expect to get a lot of requests when you play a local band, but it went way beyond their local fan base."

As for why the song has struck such a nerve, Douglas observes, "It rocks and has a great hook, but it has real passion, and people respond to that."

Recalling how Republic entered the picture, GM Avery Lipman says, "The band had been doing pretty well by touring the area, working with AAF to get their songs played at night and on the lo-



**VH-1 HAS THE GOODS ON THE GOODS** — Longtime Miami-based act the Goods picked up some added national publicity when VH-1 chose the group to be the focus of a one-hour "rockumentary" about the recording, marketing, and promotion of a local rock band. Spearheading the group's efforts was veteran producer Jack Utsick, who recently formed Omega Records and signed the group. The band's debut album is titled *Good Things Are Coming* and was produced by Tom Dowd.

## MUSIC NEWS & VIEWS

### Now's The Time For EMI, PolyGram, Universal

EMI Music, PolyGram, and the Universal Music Group have teamed to launch an American version of *Now*, a compilation series that will feature top-selling

hits from the three record groups and their distributed labels. The debut disc is slated to hit retail on October 20 and will feature 18 songs, including Fastball's "The Way," Janet Jackson's "Together Again," Harvey Danger's "Flagpole Sitta," the



Fastball

Spice Girls' "Say You'll Be There," Radiohead's "Karma Police," Aqua's "Barbie Girl," Hanson's "Mmm Bop," Brian McKnight's "Anytime," and K-Ci & JoJo's "All My Life." The project, which will be accompanied by a multimillion-dollar TV campaign over the next six months, is modeled after EMI and Virgin's UK partnership that began in 1983. That partnership, which PolyGram joined a few years later, has released 40 albums in Great Britain.

### Magic Becomes Music Mogul

In other business news, former basketball great Earvin "Magic" Johnson will try his hand at being a record mogul. He's teamed up with MCA Records to form **Magic's 32 Records**. Based in Beverly Hills, the company's first releases will bow early next year. Johnson, whose business interests include movie theaters, a soft-drink bottling company, and joint ventures with Starbucks Coffee and TGI Fridays, plans to have the label involved in multiple genres, including urban, rock, Latin, and country.

In the studio: **Prodigy's Maxim Reality** is working on his first solo effort, which will be released sometime in the new year ... **The Artist Formerly Known As Prince** and the **Revolution** are putting the finishing touches on a new album. No word yet on when it will be available ... **The Cure** are close to finishing their next album, which is expected to be released next spring.

Coming to a venue near you: According to the e-zine *allstar*, a few special guests will be joining **Nell Finn** on his tour, which begins November 6 in Boston. Pearl Jam's Eddie Vedder, Sheryl Crow, Lou Reed, and Shawn Colvin are among the artists mentioned ... Hollywood Records rock trio **Fastball**, fresh off the platinum certification of its second album, *All The Pain Money Can Buy*, embarks on its first national headline tour beginning on October 21 in Birmingham ... **Electronica** whiz **Tricky** begins a national club tour on November 5 in Lake Buena Vista, FL, home of Mickey Mouse ... **Swingsters** the **Amazing Crowns** hit the road on a national tour beginning October 8 in New London, CT.

This 'n' that: **Columbia Records** has set November 10 as the release date for **Bruce Springsteen's** four-CD, 66-song boxed set, *Bruce Springsteen: Tracks*. The project includes 56 unreleased songs and 10 previously issued b-sides ... To celebrate **John Lennon's** birthday and the release of the four-CD boxed set *The John Lennon Anthology*, **Capitol Records** will launch a Lennon-only site at its *hollywoodandvine.com* web address. Beginning October 9, Internet users will be able to download, on successive weeks, four songs from the anthology ... **The Black Crowes** drop their Columbia debut, *By Your Side*, on January 12. The first single, "Kicking My Heart Around," goes to radio on November 2 ... Former Tears For Fears member and current Mayfield frontman **Curt Smith** has signed on to represent **Angelique**. It's Smith's first foray into artist management.

**R&R TOP 20**

OCTOBER 9, 1998

LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
1		<b>BARENAKED LADIES</b> One Week (Reprise)	1764	1831	38/0
2	2	<b>GOO GOO DOLLS</b> Iris (Warner Sunset/Reprise)	1563	1529	38/1
3	3	<b>SHERYL CROW</b> My Favorite Mistake (A&M)	1452	1455	42/0
4	4	<b>HOOTIE &amp; THE BLOWFISH</b> I Will Wait (Atlantic)	1440	1443	39/0
5	5	<b>EAGLE-EYE CHERRY</b> Save Tonight (Work)	1439	1336	40/1
6	6	<b>ALANIS MORISSETTE</b> Thank U (Maverick/Reprise)	1418	1124	41/2
7	7	<b>BRIAN SETZER ORCHESTRA</b> Jump Jive An' Wail (Interscope)	1268	1201	39/0
8	8	<b>MATCHBOX 20</b> Real World (Lava/Atlantic)	1212	1296	32/0
9	9	<b>SHAWN MULLINS</b> Lullaby (Columbia)	1175	1042	40/2
10	10	<b>SEMISONIC</b> Closing Time (MCA)	1133	1118	30/0
11	11	<b>EVERYTHING</b> Hooch (Blackbird/Sire)	1122	1089	34/1
12	12	<b>THIRD EYE BLIND</b> Jumper (Elektra/EEG)	1032	962	37/0
13	13	<b>NATALIE IMBRUGLIA</b> Wishing I Was There (RCA)	920	922	25/0
14	14	<b>NATALIE MERCHANT</b> Kind & Generous (Elektra/EEG)	915	967	27/0
15	15	<b>AEROSMITH</b> I Don't Want To Miss A Thing (Columbia)	881	1000	20/0
16	16	<b>FASTBALL</b> The Way (Hollywood)	816	834	25/0
17	17	<b>GOO GOO DOLLS</b> Slide (Warner Bros.)	775	573	33/2
18	18	<b>DAVE MATTHEWS BAND</b> Stay (Wasting Time) (RCA)	748	769	20/0
19	19	<b>ANGGUN</b> Snow On The Sahara (Epic)	666	693	24/0
20	20	<b>NATALIE IMBRUGLIA</b> Tom (RCA)	660	712	24/0

This chart reflects airplay from September 28 - October 4. Songs ranked by total plays. Contributing stations combine from the Custom Chart function on R&R ONLINE. © 1998, R&R Inc.

**PERSPECTIVE**

BY

*Paul Peterson*



When it comes to determining a particular competitor's format, the lines only keep blurring. We continue to share in our artists, and the competition makes it very difficult to tell what station people are listening to.

Our curve is at an all-time high, and it could be somewhat flattering to know that everyone else is playing the same records. But radio has become less and less diverse and compartmentalized. [Rock] KDKB, [Pop/Alternative] KZZP and [Alternative] KEDJ play a lot of the same songs we do. If I were an average listener, I really wouldn't know what station I was on.

When you can, you always want to take ownership of artists. You can say you're playing a "Zone artist" all you want, but it probably just goes in one ear and out the other. Only super P's know that you debuted the music first. KZZP plays their current 50 times a week. We play ours about 32. By sheer volume of plays, they can gain top-of-mind artist ownership. At the same time, I live and die in offices and don't want to burn out my P's by turning over my 7 A. severely tired and a half hour.

I loaded Shawn Mullins and Eagle-Eye Cherry long before any other station in town, but even one is playing them now. How do you own those artists when they only have one record? I don't blame anyone for wanting a piece of the pie. Eagle-Eye Cherry has the best testing record in Phoenix.

We're here to build curies and TSL, not to build artists. Record companies should lead with their best shot. If they want to sell records, they shouldn't come back with something that sounds nothing like the first hit.

A great example is Fastball, who came out with a record ["The Way"] destined to be the signature song of their early career. The follow-up, "Fire Escape," is a fine little country song, but they're now back starting from scratch. In a record company's effort to build a career and show an artist's diversity, they're not giving listeners anything to hang their hat on.

Paul Peterson is PD of Alternative KZON "The Zone" Phoenix.

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



**New & Active**

**EVE 6** Inside Out (RCA)

Total Plays: 635, Total Stations: 29, Adds: 2

**HARVEY DANGER** Ragpole Sitta (Slash/London/Island)

Total Plays: 612, Total Stations: 25, Adds: 0

**FASTBALL** Fire Escape (Hollywood)

Total Plays: 547, Total Stations: 32, Adds: 8

**UZ** Sweetest Thing (Island)

Total Plays: 362, Total Stations: 24, Adds: 8

**SIXPENCE NONE THE RICHER** Kiss Me (Squint)

Total Plays: 331, Total Stations: 14, Adds: 1

**FUEL** Shimmer (550 Music)

Total Plays: 294, Total Stations: 9, Adds: 0

**MATCHBOX 20** Back 2 Good (Lava/Atlantic)

Total Plays: 227, Total Stations: 16, Adds: 4

**BRUCE HORNSBY** Great Divide (RCA)

Total Plays: 200, Total Stations: 13, Adds: 0

**SARAH MCLACHLAN** Angel (Warner Sunset/Reprise/Arista)

Total Plays: 195, Total Stations: 13, Adds: 4

**ATHENAUM** What I Didn't Know (Atlantic)

Total Plays: 193, Total Stations: 5, Adds: 0

Songs ranked by total plays

**Contributing Stations**

KPER/Albuquerque, NM (HAC)  
 KAMZ/Austin, TX (HAC)  
 KLLY/Beaumont, CA (HAC)  
 WDRX/Beaumont, TX (HAC)  
 WJCE/Buffalo, NY (HAC)  
 WJLN/Charlotte, NC (HAC)  
 WTRG/Chicago, IL (HAC)  
 WYSC/Dallas, TX (HAC)  
 KALE/Denver, CO (HAC)  
 KOPH/Denver, CO (HAC)  
 WPLT/Detroit, MI (HAC)  
 KYSR/Fresno, CA (HAC)  
 WKZL/Greensboro, NC (HAC)  
 KQZN/Kansas City, MO (HAC)

KXZZ/Las Vegas, NV (HAC)  
 KYPR/Los Angeles, CA (HAC)  
 WPTT/Milwaukee, WI (HAC)  
 KOSQ/Milwaukee, WI (HAC)  
 KCDN/Midwest Valley, CA (HAC)  
 WPTT/Portland, OR (HAC)  
 KYUS/Oklahoma City, OK (HAC)  
 WFSB/Orlando, FL (HAC)  
 WPLY/Philadelphia, PA (HAC)  
 WYCN/Philadelphia, PA (HAC)  
 KZZP/Phoenix, AZ (HAC)  
 KZZP/Phoenix, AZ (HAC)  
 WDRY/Pittsburgh, PA (HAC)  
 KIST/Portland, OR (HAC)  
 WCCB/Raleigh, NC (CHR/P)

WZNE/Rochester, NY (HAC)  
 KZZD/Sacramento, CA (HAC)  
 WWWW/Salt Lake City, UT (HAC)  
 KFMB/San Diego, CA (HAC)  
 KLLC/San Francisco, CA (HAC)  
 KRLZ/Santa Barbara, CA (HAC)  
 KBYG/Santa Rosa, CA (HAC)  
 WXPY/Tampa, FL (HAC)  
 WWSR/Tampa, FL (HAC)  
 KZZP/Tucson, AZ (HAC)  
 WWSR/West Palm Beach, FL (HAC)  
 WOLB/Worcester, MA (HAC)

43 Total Stations

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

**SIXPENCE NONE THE RICHER**

Monitor Debut 39\* Adult Top 40

New at KXRK, WKZL, KHTQ

Pop/Alternative: #5 New & Active 30

Hot AC #6 New & Active

Top 5 Callout KLLC/San Francisco

"If you were to define the sound of Modern AC...Sixpence's 'Kiss Me' fits like a glove!" - Jay Nachlis/Alice Buffalo



"Kiss Me"

Radio remix by Ben Grosse www.squinterland.com









TONY NOVIA

## Power And Puffy's Perfect Paradise Promotion

### □ Planning a promotional campaign that cuts through

Under Emmis Executive VP/Programming Rick Cummings, one of the key components that has helped make KPWR (Power 106)/Los Angeles and a number of other Emmis stations powerhouses is brainstorming meetings. Cummings is notorious for getting the staff together to pick their brains for any and all ideas.

It was at one of these gatherings of the Power players that "Puffy In Paradise," one of the biggest promotions in Power 106's history, was born. Recently, I spent some time with Power 106 Marketing Director Diana Obermeyer and Power 106 APD/MD Damion Young to get the insiders' view of the planning and execution of this massive event.

#### Conceptualizing The Idea

The thankless job of a radio promotion director always gets tougher around key Arbitron periods. In increasingly competitive markets both large and small, radio stations are always fighting for exclusive or first rights to the hottest concerts, movies, and local events. On top of that, stations are typically running book contests and media campaigns, all in an effort to cut through to the listener, and especially the diarykeeper. It's the age-old question: How do you get noticed? How many times have you witnessed mega-promotions that didn't move the Arbitron needle?

With that in mind, Emmis VP/Programming Steve Smith, Obermeyer, Young, and the Power staff went to work on developing a head-turning event. They all agreed that music should be the focus and that a concert might be the way to go. But concerts are a dime a dozen in a market like Los Angeles. The Power crew knew theirs had to be big and had to be different. When

**□ I think one thing about this promotion is, it raises the bar for everyone at the station. We will continue to have meetings on how to make the station better.**

—Damion Young

they began throwing around ideas, Obermeyer and Young asked, "Who is the biggest name?" and everyone said Puff Daddy. It was Eric V [one half of KPWR's afternoon duo the Baka Boys] who suggested, "If Puffy won't do a show in Los Angeles, let's do it somewhere else." Obermeyer and Young agreed and chose Hawaii as their first choice and Cabo San Lucas, Mexico, as their backup. Now all they had to do was get Puffy on board.

#### Dreams Become Reality

It's one thing to dream about getting a top performer and quite another to make it a reality. In this case, Power used its relationship with the artist and label to make things happen. Young comments, "Power 106 has always had a great relationship with Puffy. Jeff Bur-

roughs [Bad Boy Entertainment President], and everybody who works with the Bad Boy Records family. So, first I went to Jeff and asked him if this was feasible. He told me it would cost way too much money. A few weeks went by, and after some negotiations and continued support for Puffy and Bad Boy's music and giving Puffy the benefit of the doubt on some projects important to him, he agreed to do something for Power 106. Four people made this happen: Puffy; Jeff; Puffy's assistant, Norma; and his manager, Benny Medina. Norma was the most amazing lady in the world. When we needed answers, she got them almost immediately. She was an integral part of pulling off this promotion."

The next mission for the Power camp was to sell Bad Boy on doing an intimate show for 500 people in Hawaii, since they typically only did huge shows. Young's pitch — because of the station's relationship with the company — was "just trust me." "I told them, 'This is what is cool about it: No one will ever see Puffy and the family like this again.' It wasn't until the customized promos kicked in that everyone in the Puffy family really began believing in it. When they heard the promotion on the air and felt the vibe on it, they went crazy, they lost their minds."

#### Fine-Tuned Planning

Hawaii doesn't come cheap, so Obermeyer and Young negotiated a trade and cash deal with a large travel company for 500 tickets. That number included listeners, sponsors, VIP guests, and staff. The final lineup for this exclusive concert was announced: Puff Daddy, 112, Lox, Mase, Cameron, WC, Shaquille O'Neal, Lord Tariq and Peter Gunz, and Lil' Kim. Once word got out, Obermeyer's phone went crazy with artists wanting to get on the bill, other stations wanting to buy trips, and, of course, everyone begging to go.

The on-air promotion began on June 15, the last tickets were given away on August 13, and the trip began August 21. To win, Power came up with a Time Spent Listening promotion. Listeners had to call at 7am, noon, and 5pm, when they heard Juan Ho, a Don Ho knock-off. Caller number 10 instantly won a round-trip vacation to Hawaii for two that included hotel accommodations, ground transportation, entrance to the VIP show, and an invitation to a private luau with all the winners and stars, including food and drink. To prevent thousands of islanders and tourists from showing



**THREE G'S IN HAWAII** — Hanging at Puff Daddy's private luau during Power 106's "Puffy In Paradise" promotion are (l-r) R&R CHR Asst. Editor Robert Pau, KPWR/Los Angeles MD/APD Damion Young, and Bad Boy Entertainment's Marcus Logan.

up, the Power staff did not reveal the location of the concert or venue. All listeners had to be in the lobby of the hotel at a specific time and were shuttled to the show. The doors opened at 8pm, the first artist went on at 9pm, the event ended at 1am, and listeners flew back the next day. (For a look at the trip, see the photos on this page, documenting R&R Assistant Editor Robert Pau's island sojourn.)

#### The Payoff

With a 30-day prize waiting period instituted at Power, Obermeyer was thrilled that the contest had so many first-time winners and that so many of the winners had never been to Hawaii. It was the experience of a lifetime for many of the listeners, and she was excited to be with them. It was all about putting

**□ It was all about putting on an exciting, compelling lifestyle promotion that caused a lot of tune-in to Power.**

—Diana Obermeyer

on an exciting, compelling lifestyle promotion that made for a lot of tune-in to Power.

Power focuses its music at Latinos, and Obermeyer says the winners were 50% male, 50% female, 75% Latino, 5% African American, and the remainder were Caucasian and Asian. All winners had to be at least 18, and the average age was 21-25 — exactly what Power had been looking for.

To follow up on the momentum when they got back, Power personalities talked up the promotion on the air and took phone calls from the winners and artists who participated in the concert. The station received thank you letters from many of the winners saying it was the best event they had ever attended.

With this Power promotion now in the record books, the question becomes how to top it. Young points out that getting Puff Daddy was a big score, as he doesn't perform very often. "I think one thing about this promotion is, it raises the bar for everyone at the station. We will continue to have meetings on how to make the station better. We are at the point where we need to top ourselves. Not that it has to be bigger; it just has to be something that makes people say, 'Wow, that's pretty cool.'"

Of course, the ultimate payoff will be if this promotion helps Power inch up in the ratings. "It better," Young says.



**SPLISH, SPLASH ... WE'RE HAVING A BLAST** — No, that is not a backdrop. Yes, that is the Pacific Ocean in Hawaii. During the day, radio and record types rode catamarans with some of the fabulous faces in the business, including (l-r) KPWR/Los Angeles Director/Marketing & Promo Diana Obermeyer (top), Lawman's Gary Spangler, KPWR's Damion Young, Lawman's Greg Lawley, Mad Promo's Sujit Kundu, XHTZ/San Diego PD Lisa Vasquez and MD Dale Sullivan, and Arista West Coast Regional Joe Reichling.



**'PAU' DADDY?** — OK, Puff Daddy does sound and look better, but R&R CHR Asst. Editor Robert Pau was a little nervous being so close to the king of hip-hop. That faded, though, when he had a chance to vibe with the Bad Boy Entertainment/Arista artist after Puffy's exclusive performance in a hotel ballroom for 500 people.

WHEN YOU'RE DONE  
WITH THE SOFA,  
THE HALL,  
AND THE KITCHEN TABLE,  
THERE'S ONLY ONE PLACE  
LEFT TO GO...

# OUTSIDE



THE PROVOCATIVE NEW SINGLE AND VIDEO FROM

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FROM HIS DOUBLE-CD SET LADIES & GENTLEMEN...THE BEST OF GEORGE MICHAEL

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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 September 14-20.

ARTIST TITLE LABEL(S)	CHR/POP				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS				
	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)						TOTAL	WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
	TW	LW	2W	3W										
AALIYAH Are You That Somebody? (Atlantic)	3.98	4.09	3.95	3.86	68.4	18.6	3.98	4.20	4.01	3.39	3.85	3.96	3.91	4.16
AERDSMITH I Don't Want To Miss A Thing (Columbia)	3.94	3.86	3.87	4.05	90.3	29.7	3.94	4.07	4.07	3.67	3.95	3.87	3.84	4.09
SHANIA TWAIN From This Moment On (Mercury)	3.92	3.56	3.68	3.67	40.3	7.2	3.92	3.75	4.27	3.68	3.78	3.79	4.30	3.77
EVE Inside Out (RCA)	3.88	3.80	3.99	3.72	47.6	6.0	3.88	3.98	3.96	3.49	3.80	3.80	3.83	4.05
NICOLE Make It Hot (Gold Mind/EastWest/EEG)	3.82	3.86	3.64	3.91	38.2	8.9	3.82	3.93	4.00	3.27	3.50	4.05	4.18	3.58
WILL SMITH Just The Two Of Us (Columbia)	3.79	3.60	3.78	3.75	91.5	28.0	3.79	3.86	3.89	3.61	3.73	3.82	3.70	3.90
FAITH HILL This Kiss (Warner Bros.)	3.77	3.62	3.69	3.70	69.1	15.7	3.77	3.84	3.80	3.67	3.57	3.55	4.11	3.85
BARENAKED LADIES One Week (Reprise)	3.76	3.78	3.80	3.85	75.8	21.5	3.76	3.84	3.88	3.49	3.61	3.84	3.68	4.04
ALL SAINTS Never Ever (London/Island)	3.74	3.65	3.51	3.58	67.9	16.2	3.74	3.84	3.61	3.76	3.51	3.88	3.69	3.90
THIRD EYE BLIND Jumper (Elektra/EEG)	3.74	3.83	3.89	3.94	55.6	12.3	3.74	3.91	3.71	3.40	3.83	3.67	3.92	3.57
BACKSTREET BOYS I'll Never Break Your Heart (Jive)	3.73	3.67	3.64	3.60	87.0	23.7	3.73	4.00	3.44	3.62	3.72	3.68	3.57	3.96
EAGLE-EYE CHERRY Save Tonight (Work)	3.68	3.75	3.73	—	54.1	9.2	3.68	3.82	3.82	3.29	3.86	3.49	3.79	3.75
TATYAMA ALI Daydreamin' (MJJ/Work)	3.66	—	—	—	46.4	10.9	3.66	3.69	3.61	3.68	3.68	3.47	3.75	3.77
BRANDY & MONICA The Boy Is Mine (Atlantic)	3.65	3.72	3.69	3.65	82.9	34.8	3.65	3.60	3.75	3.50	3.47	3.75	3.73	3.65
MATCHBOX 20 Real World (Lava/Atlantic)	3.63	3.59	3.62	3.60	83.0	30.7	3.63	3.57	3.54	3.79	3.45	3.73	3.55	3.77
USHER My Way (LaFace/Arista)	3.57	3.69	3.69	3.67	61.0	21.3	3.57	3.56	3.68	3.41	3.35	3.58	3.63	3.70
'N SYNC Tearin' Up My Heart (RCA)	3.55	3.43	3.68	3.37	75.4	22.2	3.55	3.82	3.29	3.45	3.62	3.55	3.29	3.70
MONIFAH Touch It (Uptown/Universal)	3.55	3.54	—	—	26.6	6.8	3.55	3.49	3.73	3.48	3.84	3.58	3.82	3.33
FIVE When The Lights Go Out (Arista)	3.51	3.42	3.52	3.25	68.0	10.1	3.51	3.72	3.37	3.34	3.50	3.46	3.42	3.57
HARVEY DANGER Flaggpole Sitta (Slash/London/Island)	3.51	3.54	3.69	3.65	58.7	15.9	3.51	3.69	3.44	3.28	3.46	3.19	3.65	3.71
INOJ Time After Time (Columbia)	3.47	3.47	3.44	3.44	88.4	17.9	3.47	3.63	3.88	3.88	3.31	3.57	3.29	3.69
SHERYL CROW My Favorite Mistake (A&M)	3.46	3.16	3.31	—	48.1	10.1	3.46	3.41	3.36	3.42	3.28	3.27	3.44	3.55
JENNIFER PAIGE Crush (Edel America/Hollywood)	3.38	3.48	3.42	3.37	76.0	25.4	3.38	3.40	3.38	3.37	3.32	3.29	3.32	3.59
MADONNA The Power Of Good-Bye (Maverick/WB)	3.38	—	—	—	46.6	10.6	3.38	3.89	3.55	3.74	3.32	3.54	3.18	3.43
BRIAN SETZER ORCHESTRA Jump Jive An' Walk (Interscope)	3.37	3.43	3.56	3.50	75.6	26.3	3.37	3.24	3.52	3.39	3.28	3.22	3.29	3.84
HOOTIE & THE BLOWFISH I Will Wait (Atlantic)	3.31	3.15	3.15	3.32	51.4	12.8	3.31	3.10	3.24	3.56	3.25	3.44	3.30	3.25
EVERYTHING Hooch (Blackbird/Sire)	3.29	3.31	3.46	3.33	40.8	15.7	3.29	3.33	3.26	3.27	3.27	3.16	3.39	3.38
JANET Go Deep (Virgin)	3.21	3.41	3.44	3.38	66.4	28.3	3.21	3.23	3.13	3.31	3.12	3.18	3.12	3.44
NATALIE IMBRUGLIA Wishing I Was There (RCA)	3.21	3.08	3.21	3.23	71.0	25.8	3.21	3.28	3.14	3.21	3.15	3.14	3.28	3.34
PM DAWN I Had No Right (Gee Street/V2)	3.16	—	—	—	27.1	7.2	3.16	3.88	3.46	3.88	3.09	2.94	3.28	3.33

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

### CALLOUT AMERICA® Hot Scores

By TONY NOVIA

As more and more programmers in markets of all sizes continue to discover and use the power of Callout America information weekly, from time to time we like to review how Callout America data is collected.

R&R's data collection center is widely recognized as one of America's very best, with prestige clients such as AT&T and NBC, to name a few. The Callout America base is comprised of 400 weekly interviews with CHR/Pop listeners, taking a market sample representative of its 30 large markets. A complete list of markets, along with a disclaimer, is printed every week under the Callout America chart. In excess of 4000 phone calls are made nationwide weekly to listed and unlisted telephone numbers to find 400 female CHR/Pop listeners between the ages of 12-34.

After passing through a station and CHR/Pop music collage screen, respondents are played song hooks that typically run 7-10 seconds. The weekly song list is derived from the CHR/Pop chart in R&R. Once a song lands in the top 30, we wait two weeks to help ensure familiarity, then add it to the Callout America test list. In addition, R&R occasionally adds Callout America extra songs to the test.

Respondents then rate the hooks on a scale of 1-5. A respondent who rates a song a "1" means they dislike the song very much; a "5" means they like the song very much, and "2" through "4" represent in-between feelings. To help prevent bias, the hook tape order is digitally reshuffled after each interview.

After the 400 interviews are completed, the R&R computers take over, providing an overall score and results sorted by demographics and regions.

**Sleep is NOT an Option.**

From #18 to #5 Women 18-34 KIRO-FM Seattle

- AC** #1 Women 25-54 97 KISS-FM Vancouver
- AOR** #1 Males 18-49 92 CITY FM Winnipeg
- CHR** #1 Adults 18-34 Power 107 Calgary
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**"eagle-eye cherry 'save tonight'** is performing just as we thought it would. A solid Power at Kiss 108 (60x), with potential to stay in Power for a long time. The record is a smash...."  
- JON IVEY KISS 108 BOSTON

"The building process continues....Callout is strong and it looks like 'Save Tonight' is going to be a big hit!" - DAN BOWEN STAR 94 ATLANTA

"'Save Tonight' is top 5 in our callout. It's now in power rotation. Sounds great on the air. We love it." - DAVE COOPER -KZZP PHOENIX

"Eagle Eye Cherry has always requested here; his sales have been consistently strong; and our callout is proving 'Save Tonight' to be a bonafide hit." - CHRIS EBBOTT - STAR 98 LOS ANGELES

"'Save Tonight'" has been top 5 in our callout as well as top 5 phones. It sounds great in the mix and has been an instant reaction record."  
- ALI CASTELLINI - WXXM PHILADELPHIA

"Phones are great, sales are strong. It's Top 10 Callout—we wouldn't be banging it if it wasn't doing so well. These are 4 chords that even I can play!" - JIM MCGUINN WPLY PHILADELPHIA

"This one kicks ass in research and does great with our core!"  
- SEAN DEMERY 99X ATLANTA

Saturday Night Live  
November 7th

eagle  
save tonight eye  
cherry



produced by adam kviman and eagle-eye cherry management: tommy manzi

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3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
4	3	2	1	<b>BARENAKED LADIES</b> One Week (Reprise)	7745	7449	7004	6045	151/1
1	1	1	2	<b>AEROSMITH</b> I Don't Want To Miss A Thing (Columbia)	6632	7587	7994	7330	140/0
3	4	4	3	<b>JENNIFER PAIGE</b> Crush (Edel America/Hollywood)	6575	6849	6757	6093	145/0
6	5	5	4	<b>BACKSTREET BOYS</b> I'll Never Break Your Heart (Jive)	6466	6359	5936	5111	140/0
2	2	3	5	<b>GOO GOO DOLLS</b> Iris (Warner Sunset/Reprise)	6396	6886	7091	6608	135/1
7	7	6	6	<b>ALL SAINTS</b> Never Ever (London/Island)	5973	5823	5498	5035	142/0
5	6	7	7	<b>'N SYNC</b> Tearin' Up My Heart (RCA)	5424	5672	5686	5137	135/0
20	16	12	8	<b>AALIYAH</b> Are You That Somebody? (Atlantic)	4436	3976	3499	2750	124/0
8	8	8	9	<b>MATCHBOX 20</b> Real World (Lava/Atlantic)	4431	4750	5138	4986	116/0
—	—	22	10	<b>ALANIS MORISSETTE</b> Thank U (Maverick/Reprise)	4213	2881	342	—	146/5
16	14	11	11	<b>JANET</b> Go Deep (Virgin)	4065	4004	3705	3239	128/2
12	10	9	12	<b>EDWIN MCCAIN</b> I'll Be (Lava/Atlantic)	4023	4142	4238	3766	106/1
22	19	15	13	<b>SHERYL CROW</b> My Favorite Mistake (A&M)	3821	3633	3286	2527	130/0
18	17	16	14	<b>FAITH HILL</b> This Kiss (Warner Bros.)	3709	3568	3325	2876	116/2
24	23	19	15	<b>THIRD EYE BLIND</b> Jumper (Elektra/EEG)	3691	3319	2953	2454	138/4
9	9	10	16	<b>SEMISONIC</b> Closing Time (MCA)	3661	4052	4353	4247	107/2
15	12	13	17	<b>HOOTIE &amp; THE BLOWFISH</b> I Will Wait (Atlantic)	3606	3875	3782	3306	122/0
11	11	14	18	<b>NEXT</b> Too Close (Arista)	3475	3765	3872	3819	97/0
21	22	20	19	<b>EVERYTHING</b> Hooch (Blackbird/Sire)	3160	3076	2954	2547	120/4
27	24	23	20	<b>BRIAN SETZER ORCHESTRA</b> Jump Jive An' Wail (Interscope)	2939	2805	2596	2318	106/1
30	27	25	21	<b>EAGLE-EYE CHERRY</b> Save Tonight (Work)	2894	2501	2257	1947	114/5
13	15	17	22	<b>WILL SMITH</b> Just The Two Of Us (Columbia)	2865	3450	3694	3712	81/0
19	18	21	23	<b>INOJ</b> Time After Time (Columbia)	2727	3076	3309	2838	91/0
10	13	18	24	<b>BRANDY &amp; MONICA</b> The Boy Is Mine (Atlantic)	2688	3352	3774	3988	93/0
35	28	27	25	<b>MADONNA</b> The Power Of Good-Bye (Maverick/WB)	2541	2337	1960	1402	116/5
<b>BREAKER</b>	26	26	26	<b>98 DEGREES</b> Because Of You (Motown)	2316	1929	1635	1346	101/4
40	33	31	27	<b>MONICA</b> The First Night (Arista)	2238	2002	1651	1277	104/5
26	25	26	28	<b>FASTBALL</b> The Way (Hollywood)	2193	2472	2526	2370	76/0
<b>BREAKER</b>	29	29	29	<b>EVE 6</b> Inside Out (RCA)	2185	1795	1580	1343	108/10
33	30	29	30	<b>PM DAWN</b> I Had No Right (Gee Street/V2)	2136	2085	1875	1578	112/4
<b>BREAKER</b>	31	31	31	<b>SHAWN MULLINS</b> Lullaby (Columbia)	2132	1538	878	285	109/10
17	21	28	32	<b>FIVE</b> When The Lights Go Out (Arista)	1975	2335	3069	3122	68/1
28	26	30	33	<b>USHER</b> My Way (LaFace/Arista)	1908	2080	2365	2241	69/0
42	37	35	34	<b>SHANIA TWAIN</b> From This Moment On (Mercury)	1795	1565	1429	1022	107/3
34	32	33	35	<b>JOHN MELLENCAMP</b> Your Life Is Now (Columbia)	1725	1916	1747	1449	89/0
14	20	24	36	<b>NATALIE IMBRUGLIA</b> Wishing I Was There (RCA)	1530	2616	3265	3395	54/1
—	—	47	37	<b>GOO GOO DOLLS</b> Slide (Warner Bros.)	1401	815	436	162	102/19
47	40	39	38	<b>MONIFAH</b> Touch It (Uptown/Universal)	1302	1128	947	665	73/2
<b>DEBUT</b>	39	39	39	<b>BRITNEY SPEARS</b> ...Baby One More Time (Jive)	1225	290	—	—	104/31
<b>DEBUT</b>	40	40	40	<b>MATCHBOX 20</b> Back 2 Good (Lava/Atlantic)	1127	635	57	—	76/5
31	31	37	41	<b>HARVEY DANGER</b> Flaggpole Sitta (Slash/London/Island)	1123	1397	1760	1757	53/0
50	44	43	42	<b>NICOLE</b> Make It Hot (Gold Mind/EastWest/EEG)	1024	909	782	627	58/6
49	42	42	43	<b>TATYANA ALI</b> Daydreamin' (MJJ/Work)	1021	926	820	655	47/4
32	36	40	44	<b>PRAS MICHEL (ODB &amp; MYA)</b> Ghetto Supastar... (Interscope)	1017	1101	1462	1587	45/1
29	29	38	45	<b>ALANIS MORISSETTE</b> Uninvited (Warner Sunset/Reprise)	1010	1311	1939	1956	51/0
36	38	41	46	<b>VOICES OF THEORY</b> Say It (H.O.L.A./Red Ant)	1000	1018	1208	1354	33/0
—	47	46	47	<b>SHAGGY I/JANET</b> Luv Me, Luv Me (Flyte Tyme/MCA)	961	846	757	606	53/2
46	43	45	48	<b>SWEETBOX</b> Everything's Gonna Be Alright (RCA)	928	853	811	663	56/3
45	45	49	49	<b>BIG PUNISHER I/JOE</b> Still Not A Player (Loud)	809	770	767	742	38/0
—	—	48	50	<b>IDINA MENZEL</b> Minuet (Hollywood)	798	789	589	328	66/1

This chart reflects airplay from September 28-October 4. Songs ranked by total plays. Highlighted songs indicate Breaker. 153 CHR/Pop reporters. 151 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

## BREAKERS.

**98 DEGREES**  
Because Of You (Motown)

TOTAL PLAYS/INCREASE: 2316/387  
TOTAL STATIONS/ADDS: 101/4  
CHART: 26

**EVE 6**  
Inside Out (RCA)

TOTAL PLAYS/INCREASE: 2185/390  
TOTAL STATIONS/ADDS: 108/10  
CHART: 29

**SHAWN MULLINS**  
Lullaby (Columbia)

TOTAL PLAYS/INCREASE: 2132/594  
TOTAL STATIONS/ADDS: 109/10  
CHART: 31

## MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
BRANDY Have You Ever? (Atlantic)	49
FASTBALL Fire Escape (Hollywood)	41
NATALIE MERCHANT Break Your Heart (Elektra/EEG)	31
BRITNEY SPEARS ...Baby One More Time (Jive)	31
EVERCLEAR Father Of Mine (Capitol)	23
FIVE It's The Things You Do (Arista)	23
GOO GOO DOLLS Slide (Warner Bros.)	19
DIVINE Lately (Pendulum/Red Ant)	17
PHANTOM PLANET So I Fall Again (Geffen)	16
U2 Sweetest Thing (Island)	14

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ALANIS MORISSETTE Thank U (Maverick/Reprise)	+1332
BRITNEY SPEARS ...Baby One More Time (Jive)	+935
SHAWN MULLINS Lullaby (Columbia)	+594
GOO GOO DOLLS Slide (Warner Bros.)	+586
MATCHBOX 20 Back 2 Good (Lava/Atlantic)	+492
AALIYAH Are You That Somebody? (Atlantic)	+460
U2 Sweetest Thing (Island)	+444
EAGLE-EYE CHERRY Save Tonight (Work)	+393
EVE 6 Inside Out (RCA)	+390
98 DEGREES Because Of You (Motown)	+387

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
NATALIE IMBRUGLIA Torn (RCA)
SHANIA TWAIN You're Still The One (Mercury)
K-CI & JOJO All My Life (MCA)
MATCHBOX 20 3am (Lava/Atlantic)
BRIAN MCKNIGHT Anytime (Motown)
SAVAGE GARDEN Truly Madly Deeply (Columbia)
WILL SMITH Gettin' Jiggy Wit It (Columbia)
MARCY PLAYGROUND Sex And Candy (Capitol)
SMASH MOUTH Walkin' On The Sun (Interscope)
THIRD EYE BLIND How's It Going To Be (Elektra/EEG)

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

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- #1 Miami/FL, LA, CA
- #1 Boston/Cleveland
- #1 Phoenix
- #1 Las Vegas
- #1 Los Angeles
- #1 Dallas
- #1 San Francisco
- #1 New York
- #1 Seattle
- #1 Denver
- #1 San Diego
- #1 Portland
- #1 Salt Lake City
- #1 San Antonio
- #1 San Jose
- #1 Tampa
- #1 Washington
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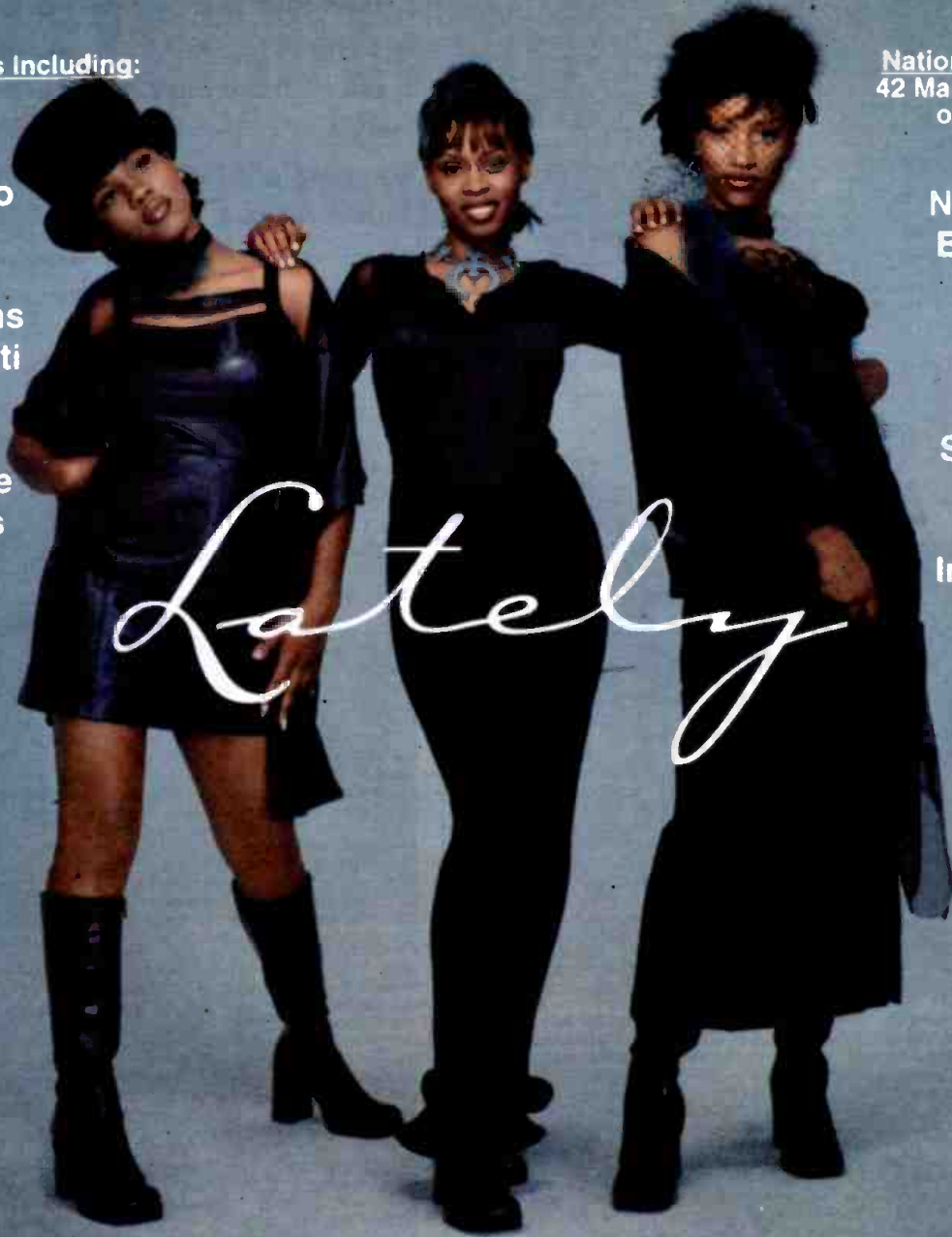
# divine

Over 30 Top 40 Adds Including:

- WNVZ/Norfolk
- WROX/Norfolk
- KHTS/San Diego
- KSLZ/St. Louis
- WFLZ/Tampa
- B97/New Orleans
- WKFS/Cincinnati
- KHYS/Houston
- KHFI/Austin
- WDJX/Louisville
- WKSL/Memphis
- KHTT/Tulsa
- KRQQ-Tucson

National Soundscan #6\*  
42 Markets Ranking #10  
or higher including:

- Boston #1
- New Orleans #1
- Birmingham #1
- Providence #1
- Houston #2
- Austin #2
- San Diego #3
- Sacramento #3
- Memphis #3
- Nashville #3
- Indianapolis #3
- Norfolk #3



# Lately

*Kia*

*Tonia*

*Nikki*

the soulful, timeless hit single & video  
from their forthcoming album FAIRY TALES

63291-12325-2/4

"Lately" 63291-15316-2/4

Executive Producers: Ruben Rodriguez & Nathan Garvin  
 Produced By: John Howcott and Donald Parks for Urban Vibe Entertainment  
 Co-Produced: Will and Pete for Urban Vibe Entertainment  
 Management: Gaman Entertainment



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**NEW & ACTIVE**

**NEXT** I Still Love You (*Arista*)  
Total Plays: 788, Total Stations: 64, Adds: 5

**REPUBLICA** Ready To Go (*RCA*)  
Total Plays: 776, Total Stations: 54, Adds: 1

**ACE OF BASE** Whenever You're Near Me (*Arista*)  
Total Plays: 551, Total Stations: 48, Adds: 10

**STEVE NICKS** If You Ever Did Believe (*Reprise*)  
Total Plays: 545, Total Stations: 41, Adds: 3

**U2** Sweetest Thing (*Island*)  
Total Plays: 454, Total Stations: 51, Adds: 14

**BRYAN ADAMS** On A Day Like Today (*A&M*)  
Total Plays: 413, Total Stations: 44, Adds: 12

**CLEOPATRA** Life Ain't Easy (*Maverick/WB*)  
Total Plays: 361, Total Stations: 37, Adds: 4

**PHANTOM PLANET** So I Fall Again (*Geffen*)  
Total Plays: 311, Total Stations: 38, Adds: 16

**LEANN RIMES** Feels Like Home (*MCG/Curb*)  
Total Plays: 309, Total Stations: 33, Adds: 0

**EVERCLEAR** I Will Buy You A New Life (*Capitol*)  
Total Plays: 293, Total Stations: 10, Adds: 0

**FASTBALL** Fire Escape (*Hollywood*)  
Total Plays: 290, Total Stations: 49, Adds: 41

**DIVINE** Lately (*Pendulum/Red Ant*)  
Total Plays: 288, Total Stations: 30, Adds: 17

**SARAH MCLACHLAN** Angel (*Warner Sunset/Reprise/Arista*)  
Total Plays: 270, Total Stations: 20, Adds: 3

**N-TYCE** Telefunkin' (*Columbia*)  
Total Plays: 269, Total Stations: 15, Adds: 0

**MICHELLE LEWIS** Nowhere And Everywhere (*Giant/WB*)  
Total Plays: 268, Total Stations: 35, Adds: 10

**LAURYN HILL** Doo Wop (That Thing) (*Ruffhouse/Columbia*)  
Total Plays: 252, Total Stations: 18, Adds: 9

**DUNCAN SHEIK** Bite Your Tongue (*Atlantic*)  
Total Plays: 204, Total Stations: 19, Adds: 2

**EDNASWAP** Back On The Sun (*Island*)  
Total Plays: 188, Total Stations: 26, Adds: 5

**KEITH SWEAT F/SNOOP DOGG** Come And Get... (*Elektra/EEG*)  
Total Plays: 184, Total Stations: 24, Adds: 5

**WILL SMITH** Miami (*Columbia*)  
Total Plays: 182, Total Stations: 13, Adds: 4

**Songs ranked by total plays**



**PARTY OF FIVE** — That's five divas of course. During a recent concert the divas of pop came together to hang and have fun. Showing solidarity are (l-r) Geffen artist Lisa Loeb, MCA/Universal artist Olivia Newton-John, 550 Music artist Vonda Shepard, Universal artist Billie Meyers, and Arista artist Sarah McLachlan.



**JOINING THE INNER CIRCLE** — Kris Bentley (c) of Universal group Inner Circle drops by Minneapolis to promote the latest single, not a real bomb but the latest single "Da Bomb" (L-r): Universal's Jodi Ryan Bland, WHTS/Quad Cities PD Tony Waitkus, KKRD/Wichita PD Jack Oliver, KDWB/Minneapolis APD/MD Rich Davis, WXYU night guy Jasm Kidd, and Universal VP/Pop Promo Charlie Foster.

**NEW RELEASES**

**ADDS OCTOBER 13**

- |                                   |                                  |
|-----------------------------------|----------------------------------|
| <b>TINA ARENA</b>                 | <b>If I Was A River (Epic)</b>   |
| <b>DREAMS COME TRUE</b>           | <b>Song Of Joy (Virgin)</b>      |
| <b>CHRIS ISAAK</b>                | <b>Please (Reprise)</b>          |
| <b>R. KELLY &amp; CELINE DION</b> | <b>I'm Your Angel (Jive)</b>     |
| <b>KISS</b>                       | <b>Psycho Circus (Mercury)</b>   |
| <b>BRIAN MCKNIGHT</b>             | <b>Hold Me (Motown)</b>          |
| <b>GEORGE MICHAEL</b>             | <b>Outside (Epic)</b>            |
| <b>R.E.M.</b>                     | <b>Daysleeper (Warner Bros.)</b> |
| <b>WILL SMITH</b>                 | <b>Miami (Columbia)</b>          |

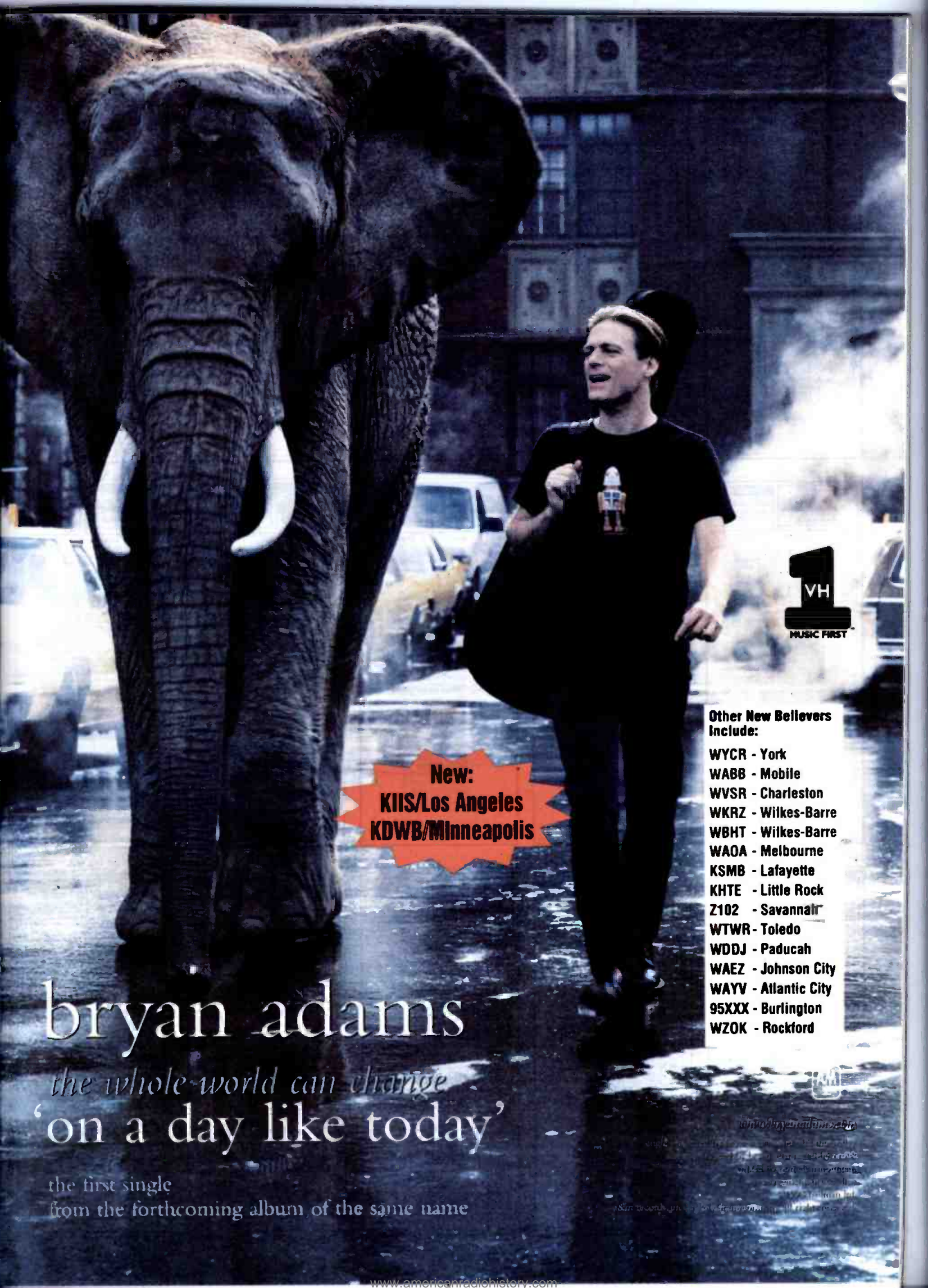


**PUT ON A HAPPY FACE ...** — Or not. Sometimes it takes too much effort to smile. In any case, Matchbox 20's Rob Morris takes a moment to pose with WKCI/New Haven PD Kelly Nash (l) and Atlantic Records Rob Rosen.



**MOVIN' IT TO THE OTHER SIDE** — Restless Records East Coast Promo maniac John Souchay (l), was works "Reel Tight" with adds as close buddy WKSS/Hartford MD Mike Gowan discovered.





**New:**  
**KIIS/Los Angeles**  
**KDWB/Minneapolis**

**Other New Believers Include:**

- WYCR - York**
- WABB - Mobile**
- WVSR - Charleston**
- WKRZ - Wilkes-Barre**
- WBHT - Wilkes-Barre**
- WAOA - Melbourne**
- KSMB - Lafayette**
- KHTE - Little Rock**
- Z102 - Savannah**
- WTWR - Toledo**
- WDDJ - Paducah**
- WAEZ - Johnson City**
- WAYV - Atlantic City**
- 95XXX - Burlington**
- WZOK - Rockford**

**bryan adams**

*the whole world can change*  
**'on a day like today'**

the first single  
from the forthcoming album of the same name



# CHR/POP PLAYLISTS

October 9, 1998 R&R • 57

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

**MARKET #01**  
**WISZ/El. Levels**  
(414) 692-5000  
Kapugi/Stevens

PLAYS	STW	LP	TR	ARTIST/TITLE
75	75	73	73	ALL SAINTS/Never Ever
74	75	72	72	NEXT/Too Close
73	74	67	67	% SYNC/Team Up My Heart
72	73	59	59	BARNEKAD LADIES/One Week
71	72	56	56	WILL SMITH/Ant The Two Of Us
70	71	56	56	WILL SMITH/Ant The Two Of Us
69	70	56	56	WILL SMITH/Ant The Two Of Us
68	69	56	56	WILL SMITH/Ant The Two Of Us
67	68	56	56	WILL SMITH/Ant The Two Of Us
66	67	56	56	WILL SMITH/Ant The Two Of Us
65	66	56	56	WILL SMITH/Ant The Two Of Us
64	65	56	56	WILL SMITH/Ant The Two Of Us
63	64	56	56	WILL SMITH/Ant The Two Of Us
62	63	56	56	WILL SMITH/Ant The Two Of Us
61	62	56	56	WILL SMITH/Ant The Two Of Us
60	61	56	56	WILL SMITH/Ant The Two Of Us
59	60	56	56	WILL SMITH/Ant The Two Of Us
58	59	56	56	WILL SMITH/Ant The Two Of Us
57	58	56	56	WILL SMITH/Ant The Two Of Us
56	57	56	56	WILL SMITH/Ant The Two Of Us
55	56	56	56	WILL SMITH/Ant The Two Of Us
54	55	56	56	WILL SMITH/Ant The Two Of Us
53	54	56	56	WILL SMITH/Ant The Two Of Us
52	53	56	56	WILL SMITH/Ant The Two Of Us
51	52	56	56	WILL SMITH/Ant The Two Of Us
50	51	56	56	WILL SMITH/Ant The Two Of Us
49	50	56	56	WILL SMITH/Ant The Two Of Us
48	49	56	56	WILL SMITH/Ant The Two Of Us
47	48	56	56	WILL SMITH/Ant The Two Of Us
46	47	56	56	WILL SMITH/Ant The Two Of Us
45	46	56	56	WILL SMITH/Ant The Two Of Us
44	45	56	56	WILL SMITH/Ant The Two Of Us
43	44	56	56	WILL SMITH/Ant The Two Of Us
42	43	56	56	WILL SMITH/Ant The Two Of Us
41	42	56	56	WILL SMITH/Ant The Two Of Us
40	41	56	56	WILL SMITH/Ant The Two Of Us
39	40	56	56	WILL SMITH/Ant The Two Of Us
38	39	56	56	WILL SMITH/Ant The Two Of Us
37	38	56	56	WILL SMITH/Ant The Two Of Us
36	37	56	56	WILL SMITH/Ant The Two Of Us
35	36	56	56	WILL SMITH/Ant The Two Of Us
34	35	56	56	WILL SMITH/Ant The Two Of Us
33	34	56	56	WILL SMITH/Ant The Two Of Us
32	33	56	56	WILL SMITH/Ant The Two Of Us
31	32	56	56	WILL SMITH/Ant The Two Of Us
30	31	56	56	WILL SMITH/Ant The Two Of Us
29	30	56	56	WILL SMITH/Ant The Two Of Us
28	29	56	56	WILL SMITH/Ant The Two Of Us
27	28	56	56	WILL SMITH/Ant The Two Of Us
26	27	56	56	WILL SMITH/Ant The Two Of Us
25	26	56	56	WILL SMITH/Ant The Two Of Us
24	25	56	56	WILL SMITH/Ant The Two Of Us
23	24	56	56	WILL SMITH/Ant The Two Of Us
22	23	56	56	WILL SMITH/Ant The Two Of Us
21	22	56	56	WILL SMITH/Ant The Two Of Us
20	21	56	56	WILL SMITH/Ant The Two Of Us
19	20	56	56	WILL SMITH/Ant The Two Of Us
18	19	56	56	WILL SMITH/Ant The Two Of Us
17	18	56	56	WILL SMITH/Ant The Two Of Us
16	17	56	56	WILL SMITH/Ant The Two Of Us
15	16	56	56	WILL SMITH/Ant The Two Of Us
14	15	56	56	WILL SMITH/Ant The Two Of Us
13	14	56	56	WILL SMITH/Ant The Two Of Us
12	13	56	56	WILL SMITH/Ant The Two Of Us
11	12	56	56	WILL SMITH/Ant The Two Of Us
10	11	56	56	WILL SMITH/Ant The Two Of Us
9	10	56	56	WILL SMITH/Ant The Two Of Us
8	9	56	56	WILL SMITH/Ant The Two Of Us
7	8	56	56	WILL SMITH/Ant The Two Of Us
6	7	56	56	WILL SMITH/Ant The Two Of Us
5	6	56	56	WILL SMITH/Ant The Two Of Us
4	5	56	56	WILL SMITH/Ant The Two Of Us
3	4	56	56	WILL SMITH/Ant The Two Of Us
2	3	56	56	WILL SMITH/Ant The Two Of Us
1	2	56	56	WILL SMITH/Ant The Two Of Us

**MARKET #02**  
**102.7**  
TODAY'S HIT MUSIC

PLAYS	STW	LP	TR	ARTIST/TITLE
62	64	64	64	BEAT/Too Close
61	63	64	64	ALL/When You Think
60	62	63	63	MADALE MERCHANT/When I Was There
59	61	62	62	JENNIFER PAGE/Crush
58	60	62	62	LARRY HILL/Can't Take My
57	59	62	62	USHER/My Way
56	58	61	61	FATH HILL/This Kiss
55	57	61	61	ALL SAINTS/Never Ever
54	56	60	60	% SYNC/Team Up My Heart
53	55	60	60	% SYNC/Team Up My Heart
52	54	60	60	% SYNC/Team Up My Heart
51	53	60	60	% SYNC/Team Up My Heart
50	52	60	60	% SYNC/Team Up My Heart
49	51	60	60	% SYNC/Team Up My Heart
48	50	60	60	% SYNC/Team Up My Heart
47	49	60	60	% SYNC/Team Up My Heart
46	48	60	60	% SYNC/Team Up My Heart
45	47	60	60	% SYNC/Team Up My Heart
44	46	60	60	% SYNC/Team Up My Heart
43	45	60	60	% SYNC/Team Up My Heart
42	44	60	60	% SYNC/Team Up My Heart
41	43	60	60	% SYNC/Team Up My Heart
40	42	60	60	% SYNC/Team Up My Heart
39	41	60	60	% SYNC/Team Up My Heart
38	39	60	60	% SYNC/Team Up My Heart
37	38	60	60	% SYNC/Team Up My Heart
36	37	60	60	% SYNC/Team Up My Heart
35	36	60	60	% SYNC/Team Up My Heart
34	35	60	60	% SYNC/Team Up My Heart
33	34	60	60	% SYNC/Team Up My Heart
32	33	60	60	% SYNC/Team Up My Heart
31	32	60	60	% SYNC/Team Up My Heart
30	31	60	60	% SYNC/Team Up My Heart
29	30	60	60	% SYNC/Team Up My Heart
28	29	60	60	% SYNC/Team Up My Heart
27	28	60	60	% SYNC/Team Up My Heart
26	27	60	60	% SYNC/Team Up My Heart
25	26	60	60	% SYNC/Team Up My Heart
24	25	60	60	% SYNC/Team Up My Heart
23	24	60	60	% SYNC/Team Up My Heart
22	23	60	60	% SYNC/Team Up My Heart
21	22	60	60	% SYNC/Team Up My Heart
20	21	60	60	% SYNC/Team Up My Heart
19	20	60	60	% SYNC/Team Up My Heart
18	19	60	60	% SYNC/Team Up My Heart
17	18	60	60	% SYNC/Team Up My Heart
16	17	60	60	% SYNC/Team Up My Heart
15	16	60	60	% SYNC/Team Up My Heart
14	15	60	60	% SYNC/Team Up My Heart
13	14	60	60	% SYNC/Team Up My Heart
12	13	60	60	% SYNC/Team Up My Heart
11	12	60	60	% SYNC/Team Up My Heart
10	11	60	60	% SYNC/Team Up My Heart
9	10	60	60	% SYNC/Team Up My Heart
8	9	60	60	% SYNC/Team Up My Heart
7	8	60	60	% SYNC/Team Up My Heart
6	7	60	60	% SYNC/Team Up My Heart
5	6	60	60	% SYNC/Team Up My Heart
4	5	60	60	% SYNC/Team Up My Heart
3	4	60	60	% SYNC/Team Up My Heart
2	3	60	60	% SYNC/Team Up My Heart
1	2	60	60	% SYNC/Team Up My Heart

**MARKET #03**  
**WZZL/Pittsburgh**  
(412) 839-9400  
Clark/Edgar

PLAYS	STW	LP	TR	ARTIST/TITLE
58	55	58	58	AFROBATH'S Don't Want To...
57	54	57	57	GOO GOD DOLLS/Slide
56	53	56	56	GOO GOD DOLLS/Slide
55	52	55	55	GOO GOD DOLLS/Slide
54	51	54	54	GOO GOD DOLLS/Slide
53	50	53	53	GOO GOD DOLLS/Slide
52	49	52	52	GOO GOD DOLLS/Slide
51	48	51	51	GOO GOD DOLLS/Slide
50	47	50	50	GOO GOD DOLLS/Slide
49	46	49	49	GOO GOD DOLLS/Slide
48	45	48	48	GOO GOD DOLLS/Slide
47	44	47	47	GOO GOD DOLLS/Slide
46	43	46	46	GOO GOD DOLLS/Slide
45	42	45	45	GOO GOD DOLLS/Slide
44	41	44	44	GOO GOD DOLLS/Slide
43	40	43	43	GOO GOD DOLLS/Slide
42	39	42	42	GOO GOD DOLLS/Slide
41	38	41	41	GOO GOD DOLLS/Slide
40	37	40	40	GOO GOD DOLLS/Slide
39	36	39	39	GOO GOD DOLLS/Slide
38	35	38	38	GOO GOD DOLLS/Slide
37	34	37	37	GOO GOD DOLLS/Slide
36	33	36	36	GOO GOD DOLLS/Slide
35	32	35	35	GOO GOD DOLLS/Slide
34	31	34	34	GOO GOD DOLLS/Slide
33	30	33	33	GOO GOD DOLLS/Slide
32	29	32	32	GOO GOD DOLLS/Slide
31	28	31	31	GOO GOD DOLLS/Slide
30	27	30	30	GOO GOD DOLLS/Slide
29	26	29	29	GOO GOD DOLLS/Slide
28	25	28	28	GOO GOD DOLLS/Slide
27	24	27	27	GOO GOD DOLLS/Slide
26	23	26	26	GOO GOD DOLLS/Slide
25	22	25	25	GOO GOD DOLLS/Slide
24	21	24	24	GOO GOD DOLLS/Slide
23	20	23	23	GOO GOD DOLLS/Slide
22	19	22	22	GOO GOD DOLLS/Slide
21	18	21	21	GOO GOD DOLLS/Slide
20	17	20	20	GOO GOD DOLLS/Slide
19	16	19	19	GOO GOD DOLLS/Slide
18	15	18	18	GOO GOD DOLLS/Slide
17	14	17	17	GOO GOD DOLLS/Slide
16	13	16	16	GOO GOD DOLLS/Slide
15	12	15	15	GOO GOD DOLLS/Slide
14	11	14	14	GOO GOD DOLLS/Slide
13	10	13	13	GOO GOD DOLLS/Slide
12	9	12	12	GOO GOD DOLLS/Slide
11	8	11	11	GOO GOD DOLLS/Slide
10	7	10	10	GOO GOD DOLLS/Slide
9	6	9	9	GOO GOD DOLLS/Slide
8	5	8	8	GOO GOD DOLLS/Slide
7	4	7	7	GOO GOD DOLLS/Slide
6	3	6	6	GOO GOD DOLLS/Slide
5	2	5	5	GOO GOD DOLLS/Slide
4	1	4	4	GOO GOD DOLLS/Slide

**MARKET #04**  
**WFLZ/Tampa**  
(813) 839-9393  
Harris/Domino

PLAYS	STW	LP	TR	ARTIST/TITLE
63	70	70	70	JENNIFER PAGE/Crush
62	69	69	69	NEXT/Too Close
61	68	68	68	ALL SAINTS/Never Ever
60	67	67	67	ALL SAINTS/Never Ever
59	66	66	66	ALL SAINTS/Never Ever
58	65	65	65	ALL SAINTS/Never Ever
57	64	64	64	ALL SAINTS/Never Ever
56	63	63	63	ALL SAINTS/Never Ever
55	62	62	62	ALL SAINTS/Never Ever
54	61	61	61	ALL SAINTS/Never Ever
53	60	60	60	ALL SAINTS/Never Ever
52	59	59	59	ALL SAINTS/Never Ever
51	58	58	58	ALL SAINTS/Never Ever
50	57	57	57	ALL SAINTS/Never Ever
49	56	56	56	ALL SAINTS/Never Ever
48	55	55	55	ALL SAINTS/Never Ever
47	54	54	54	ALL SAINTS/Never Ever
46	53	53	53	ALL SAINTS/Never Ever
45	52	52	52	ALL SAINTS/Never Ever
44	51	51	51	ALL SAINTS/Never Ever
43	50	50	50	ALL SAINTS/Never Ever
42	49	49	49	ALL SAINTS/Never Ever
41	48	48	48	ALL SAINTS/Never Ever
40	47	47	47	ALL SAINTS/Never Ever
39	46	46	46	ALL SAINTS/Never Ever
38	45	45	45	ALL SAINTS/Never Ever
37	44	44	44	ALL SAINTS/Never Ever
36	43	43	43	ALL SAINTS/Never Ever
35	42	42	42	ALL SAINTS/Never Ever
34	41	41	41	ALL SAINTS/Never Ever
33	40	40	40	ALL SAINTS/Never Ever
32	39	39	39	ALL SAINTS/Never Ever
31	38	38	38	ALL SAINTS/Never Ever
30	37	37	37	ALL SAINTS/Never Ever
29	36	36	36	ALL SAINTS/Never Ever
28	35	35	35	ALL SAINTS/Never Ever
27	34	34	34	ALL SAINTS/Never Ever
26	33	33	33	ALL SAINTS/Never Ever
25	32	32	32	ALL SAINTS/Never Ever
24	31	31	31	ALL SAINTS/Never Ever
23	30	30	30	ALL SAINTS/Never Ever
22	29	29	29	ALL SAINTS/Never Ever
21	28	28	28	ALL SAINTS/Never Ever
20	27	27	27	ALL SAINTS/Never Ever
19	26	26	26	ALL SAINTS/Never Ever
18	25	25	25	ALL SAINTS/Never Ever
17	24	24	24	ALL SAINTS/Never Ever
16	23	23	23	ALL SAINTS/Never Ever
15	22	22	22	ALL SAINTS/Never Ever
14	21	21	21	ALL SAINTS/Never Ever
13	20	20	20	ALL SAINTS/Never Ever
12	19	19	19	ALL SAINTS/Never Ever
11	18	18	18	ALL SAINTS/Never Ever
10	17	17	17	ALL SAINTS/Never Ever
9	16	16	16	ALL SAINTS/Never Ever
8	15	15	15	ALL SAINTS/Never Ever
7	14	14	14	ALL SAINTS/Never Ever
6	13	13	13	ALL SAINTS/Never Ever
5	12	12	12	ALL SAINTS/Never Ever
4	11	11	11	ALL SAINTS/Never Ever
3	10	10	10	ALL SAINTS/Never Ever
2	9	9	9	ALL SAINTS/Never Ever
1	8	8	8	ALL SAINTS/Never Ever

**MARKET #05**  
**WZLW/Cleveland**  
(216) 621-9800  
Eubank/Jackson

PLAYS	STW	LP	TR	ARTIST/TITLE
49	64	64	64	ALL/When You Think
48	63	63	63	SHAGGY FUNEMATE/You're My
47	62	62	62	SHAGGY FUNEMATE/You're My
46	61	61	61	SHAGGY





# CHR/RHYTHMIC TOP 50

OCTOBER 9, 1998

Wk	TW	LW	TH	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	TH	SW	
1	1	1	1	<b>AALIYAH</b> Are You That Somebody? (Atlantic) 2640 2984 2941 2631 49/0					
3	3	3	2	<b>MYA I/SILKK THE SHOCKER</b> Movin' On (University/Interscope) 2306 2284 2164 1640 46/1					
2	2	2	3	<b>MONICA</b> The First Night (Arista) 2278 2436 2291 1897 51/0					
8	7	4	4	<b>LAURYN HILL</b> Doo Wop (That Thing) (Ruffhouse/Columbia) 2098 1917 1708 1282 43/2					
7	8	5	5	<b>MONIFAH</b> Touch It (Uptown/Universal) 2008 1883 1620 1282 45/0					
12	9	7	6	<b>XSCAPE</b> My Little Secret (So So Def/Columbia) 1881 1588 1455 1113 44/1					
18	10	10	7	<b>TQ</b> Westside (Clockwork/Epic) 1516 1429 1296 832 37/3					
20	15	11	8	<b>DIVINE</b> Lately (Pendulum/Red Ant) 1487 1339 1146 820 43/2					
4	5	6	9	<b>TATYANA ALI</b> Daydreamin' (MJJ/Work) 1417 1596 1716 1632 35/0					
23	17	13	10	<b>DRU HILL I/REDMAN</b> How Deep... (Def Jam/RAL/Mercury/Island) 1355 1194 1098 774 48/3					
5	4	9	11	<b>NICOLE</b> Make It Hot (Gold Mind/EastWest/EEG) 1343 1562 1761 1552 32/0					
6	6	8	12	<b>LAURYN HILL</b> Can't Take My Eyes Off You (Ruffhouse/Columbia) 1330 1569 1709 1468 36/0					
13	12	12	13	<b>GINUWINE</b> Same Ol' G (Atlantic) 1136 1233 1256 1052 31/1					
19	21	19	14	<b>NEXT I</b> Still Love You (Arista) 1080 949 985 824 38/1					
15	20	18	15	<b>KEITH SWEAT I/SNOOP DOGG</b> Come And Get... (Elektra/EEG) 1055 986 1028 943 39/1					
17	13	14	16	<b>NEXT</b> Too Close (Arista) 1025 1134 1199 927 29/0					
16	16	17	17	<b>USHER</b> My Way (LaFace/Arista) 912 1028 1109 932 23/0					
27	23	21	18	<b>BACKSTREET BOYS</b> I'll Never Break Your Heart (Jive) 852 864 895 727 24/1					
9	14	16	19	<b>INOJ</b> Time After Time (Columbia) 822 1029 1197 1148 22/1					
14	18	22	20	<b>BIG PUNISHER I/JOE</b> Still Not A Player (Loud) 802 857 1065 1049 24/0					
10	11	15	21	<b>BRANDY &amp; MONICA</b> The Boy Is Mine (Atlantic) 787 1068 1259 1124 24/0					
26	24	23	22	<b>R. KELLY</b> Half On A Baby (Jive) 754 835 837 737 35/0					
<b>BREAKER</b>	23			<b>FAITH EVANS</b> Love Like This (Bad Boy/Arista) 741 447 140 74 29/4					
40	38	26	24	<b>TAMIA</b> So Into You (Qwest/WB) 736 700 535 453 27/1					
31	28	28	25	<b>J. OUPRI &amp; M. CAREY</b> Sweetheart (So So Def/Columbia) 732 659 680 610 29/2					
24	25	24	26	<b>'N SYNC</b> Tearin' Up My Heart (RCA) 688 746 795 742 18/0					
36	33	25	27	<b>JENNIFER PAIGE</b> Crush (Edel America/Hollywood) 648 708 642 521 14/0					
30	30	29	28	<b>JERMAINE OUPRI I/JAY-Z</b> Money Ain't... (So So Def/Columbia) 636 645 665 641 23/2					
34	35	33	29	<b>SNOOP DOGG</b> Still A G Thang (No Limit/Priority) 628 605 589 554 21/0					
11	19	20	30	<b>BRANDY I/MASE</b> Top Of The World (Atlantic) 627 946 1062 1120 18/0					
35	32	35	31	<b>MD THUGS FAMILY</b> All Good (Relativity) 599 578 648 554 17/0					
42	39	36	32	<b>SWEETBOX</b> Everything's Gonna Be Alright (RCA) 597 535 485 420 24/3					
29	22	27	33	<b>PRAS MICHEL I/ODD &amp; MYA</b> Ghetto Supastar... (Interscope) 535 682 922 642 19/0					
22	26	30	34	<b>JON B.</b> They Don't Know (Yab Yum/550 Music) 532 641 715 791 17/1					
37	31	32	35	<b>JANET</b> Go Deep (Virgin) 517 622 655 510 13/0					
<b>BREAKER</b>	36			<b>AEROSMITH</b> I Don't Want To Miss A Thing (Columbia) 513 455 425 456 9/1					
<b>BREAKER</b>	37			<b>2PAC</b> Unconditional Love (Death Row/Breakaway) 506 360 217 62 17/2					
28	34	34	38	<b>MASE I/PUFF DADDY</b> Lookin' At Me (Bad Boy/Arista) 506 583 622 686 14/0					
		46	39	<b>NICOLE I/MOCHA</b> I Can't See (Gold Mind/EastWest/EEG) 495 389 157 66 28/3					
	47	47	40	<b>NASTYBOY KLICK</b> Lost In Love (Upstairs) 475 386 314 215 11/1					
25	29	31	41	<b>WILL SMITH</b> Just The Two Of Us (Columbia) 470 638 675 741 18/0					
45	40	41	42	<b>DMX I/FAITH EVANS</b> How's It Goin' Down? (Def Jam/Mercury) 468 446 435 298 15/0					
	49	43	43	<b>VOICES OF THEORY</b> Wherever You Go (H.O.L.A./Red Ant) 465 419 268 92 22/2					
	46		44	<b>KURUPT</b> We Can Freak It (Out) (Antra/A&M) 418 343 319 185 13/2					
41	42	38	45	<b>BIZZY BONE</b> Thugz Cry (Relativity) 416 458 432 429 17/0					
<b>DEBUT</b>	46			<b>JAY-Z I/AMIL AND JA</b> Can I Get A... (Def Jam/RAL/Mercury) 390 217 71 36 20/9					
		50	47	<b>PRAS</b> Blue Angels (Ruffhouse/Columbia) 388 347 208 126 25/2					
33	36	44	48	<b>KELLY PRICE</b> Friend Of Mine (T-Neck/Island) 348 397 586 588 10/0					
21	37	38	49	<b>CAM'RON I/MASE</b> Horse & Carriage (Untertainment/Epic) 347 385 549 818 15/0					
46	44	42	50	<b>ALL SAINTS</b> Never Ever (London/Island) 339 434 393 274 10/0					

This chart reflects airplay from September 28-October 4. Songs ranked by total plays. Highlighted songs indicate Breaker. 52 CHR/Rhythmic reporters. 51 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

## BREAKERS

**FAITH EVANS**  
Love Like This (Bad Boy/Arista)  
TOTAL PLAYS/INCREASE: 741/294  
TOTAL STATIONS/ADDS: 29/4  
CHART: 23

**AEROSMITH**  
I Don't Want To Miss A Thing (Columbia)  
TOTAL PLAYS/INCREASE: 513/58  
TOTAL STATIONS/ADDS: 9/1  
CHART: 36

**2PAC**  
Unconditional Love (Death Row/Breakaway)  
TOTAL PLAYS/INCREASE: 506/146  
TOTAL STATIONS/ADDS: 17/2  
CHART: 37

## MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
BRANDY Have You Ever? (Atlantic)	28
JANET Every Time (Virgin)	16
A+ Enjoy Yourself (Kedar/Universal)	10
JAY-Z I/AMIL AND JA Can I Get A... (Def Jam/RAL/Mercury)	9
MARY J. BLIGE Beautiful (Flyte Tyme/MCA)	8
112 I/MASE Love Me (Bad Boy/Arista)	7
E-40 I/TOO SHORT & K-CI & JOJO From... (Sick Wid It/Jive)	5
FLIPMODE SQUAD Cha Cha Cha (Flipmode/Elektra/EEG)	5
KIRK FRANKLIN Lean On Me (GospoCentric)	5
JAY-Z Hard Knock Life (Roc-A-Fella/Def Jam/Mercury)	5
ANDREA MARTIN Let Me Return The Favor (Arista)	5
REEL TIGHT Wanna Ride (G-Funk/Restless)	5

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
FAITH EVANS Love Like This (Bad Boy/Arista)	+294
XSCAPE My Little Secret (So So Def/Columbia)	+293
BRANDY Have You Ever? (Atlantic)	+185
LAURYN HILL Doo Wop (That...) (Ruffhouse/Columbia)	+181
JAY-Z I/AMIL AND JA Can I... (Def Jam/RAL/Mercury)	+173
DRU HILL I/REDMAN How... (Def Jam/RAL/Mercury/Island)	+161
REEL TIGHT Wanna Ride (G-Funk/Restless)	+161
DIVINE Lately (Pendulum/Red Ant)	+148
MACK 10 I/G. LEVERT Money's... (Hoo-Bangin'/Priority)	+148
2PAC Unconditional Love (Death Row/Breakaway)	+146

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
K-CI & JOJO All My Life (MCA)	
BRIAN MCKNIGHT Anytime (Motown)	
FIVE When The Lights Go Out (Arista)	
USHER You Make Me Wanna... (LaFace/Arista)	
DESTINY'S CHILD No, No, No (Grass Roots/Columbia)	
USHER Nice & Slow (LaFace/Arista)	
MASE Feel So Good (Bad Boy/Arista)	
NOTORIOUS B.I.G. Mo Money Mo Problems (Bad Boy/Arista)	
WILL SMITH Gettin' Jiggy Wit It (Columbia)	
MARK MORRISON Return Of The Mack (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.

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s i m p l y p o w e r f u l

**R&R HIP-HOP TOP 20**

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
1	1	LAURYN HILL Doo Wop... (Ruffhouse/Columbia)	5832	5576	132/2
4	2	JERMAINE DUPRI & MARIAH CAREY Sweetheart (So So Def/Columbia)	2433	2046	107/4
3	3	DMX F/FAITH EVANS How's It Goin' Down? (Def Jam/Mercury)	2178	2121	80/0
6	4	SHAQUILLE O'NEAL F/PETER GUNZ The Way... (T.W.isM/A&M)	1912	1890	83/0
7	5	BIZZY BONE Thugz Cry (Relativity)	1707	1632	82/1
2	6	SNOOP DOGG Still A G Thang (No Limit/Priority)	1657	2322	70/0
9	7	KURUPT We Can Freak It (Out) (Antra/A&M)	1271	1231	61/2
10	8	LINK I Really Wanna Sex Your Body (Relativity)	1234	1052	78/1
—	9	JAY-Z F/AMIL AND JA Can I Get A... (Def Jam/RAL/Mercury)	1223	529	94/12
8	10	JERMAINE DUPRI F/JAY-Z Money Ain't... (So So Def/Columbia)	1056	1238	49/2
14	11	WC F/JON B. Better Days (Payday/FFRR/London)	1038	895	76/3
15	12	FAT JOE F/PUFF DADDY Don Cartagena (Mystic/Big Beat/Atlantic)	974	858	59/1
11	13	BIG PUNISHER F/JOE Still Not A Player (Loud)	940	1025	31/0
13	14	A TRIBE CALLED QUEST Find A Way (Jive)	911	907	68/0
20	15	BIG PUNISHER You Came Up (Loud)	900	748	81/4
5	16	SHAGGY F/JANET Luv Me, Luv Me (Flyte Tyme/MCA)	884	2016	37/0
—	17	MACK 10 F/GERALD LEVERT Money's Just... (Hoo-Bangin'/Priority)	863	307	87/10
16	18	JAGGED EDGE Gotta Be (So So Def/Columbia)	819	853	21/0
—	19	NOREAGA Superthug (Penalty/Tommy Boy)	813	608	63/8
—	20	RAS KASS F/DR. DRE & MACK 10 Ghetto Fabulous (Patchwerk/Priority)	771	679	62/4

This chart reflects airplay from September 28 - October 4. Songs ranked by total plays. 52 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. © 1998, R&R Inc.

**NEW & ACTIVE**

<b>WILLIE MAX F/RAPHAEL SAADIQ</b> Can't Get... (Motown) Total Plays: 301, Total Stations: 21, Adds: 2	<b>TYRESE</b> Nobody Else (RCA) Total Plays: 205, Total Stations: 10, Adds: 0
<b>REEL TIGHT</b> Wanna Ride (G-Funk/Restless) Total Plays: 290, Total Stations: 23, Adds: 5	<b>KIRK FRANKLIN</b> Lean On Me (GospoCentric) Total Plays: 203, Total Stations: 17, Adds: 5
<b>WC F/JON B.</b> Better Days (Payday/FFRR/London) Total Plays: 289, Total Stations: 13, Adds: 1	<b>BIG PUNISHER</b> You Came Up (Loud) Total Plays: 190, Total Stations: 15, Adds: 0
<b>GOO GOO DOLLS</b> Iris (Warner Sunset/Reprise) Total Plays: 280, Total Stations: 5, Adds: 1	<b>NOREAGA</b> Superthug (Penalty/Tommy Boy) Total Plays: 178, Total Stations: 9, Adds: 0
<b>ANDREA MARTIN</b> Let Me Return The Favor (Arista) Total Plays: 262, Total Stations: 23, Adds: 5	<b>JAY-Z</b> Hard Knock Life (Roc-A-Fella/Def Jam/Mercury) Total Plays: 168, Total Stations: 7, Adds: 5
<b>LINK I</b> Really Wanna Sex Your Body (Relativity) Total Plays: 251, Total Stations: 18, Adds: 1	<b>MADONNA</b> The Power Of Good-Bye (Maverick/WB) Total Plays: 143, Total Stations: 7, Adds: 0
<b>STARBUCK</b> The Music Sounds Better... (Virgin) Total Plays: 245, Total Stations: 13, Adds: 1	<b>JON B.</b> I Do (Whatcha Say Boo) (Yab Yum/550 Music) Total Plays: 134, Total Stations: 9, Adds: 1
<b>BRANDY</b> Have You Ever? (Atlantic) Total Plays: 232, Total Stations: 30, Adds: 28	<b>98 DEGREES</b> Because Of You (Motown) Total Plays: 131, Total Stations: 7, Adds: 0
<b>112 F/MASE</b> Love Me (Bad Boy/Arista) Total Plays: 225, Total Stations: 16, Adds: 7	<b>PM DAWN</b> I Had No Right (Gee Street/V2) Total Plays: 125, Total Stations: 6, Adds: 1
<b>MACK 10 F/GERALD LEVERT</b> Money's... (Hoo-Bangin'/Priority) Total Plays: 209, Total Stations: 17, Adds: 3	<b>BRITNEY SPEARS</b> ...Baby One More Time (Jive) Total Plays: 112, Total Stations: 7, Adds: 2

Songs ranked by total plays



**HARLEM ON A RISE ...** — Arista/Bad Boy artist Mase (second from right) is rising to the top — especially after he tore down the roof at a KKFR/Phoenix show recently. He poses here with fellow "bad boys" (l-r) Lawman Promotions' Greg Lawley, R&R CHR Asst. Editor Robert Pau, and Lawman's Gary Spangler.

**NEW RELEASES**

**ADDS OCTOBER 13**

<b>TATYANA ALI</b> Boy You Knock Me (MJJ/Work)	<b>BRANDY</b> Have You Ever? (Atlantic)
<b>DREAMS COME TRUE</b> Song Of Joy (Virgin)	<b>IMAJIN</b> No Doubt (Jive)
<b>GEORGE MICHAEL</b> Outside (Epic)	<b>MO THUGS FAMILY</b> Ghetto Cowboy (Relativity)
<b>SHAQUILLE O'NEAL</b> Make This A Night To Remember (T.W.isM/A&M)	<b>WILL SMITH</b> Miami (Columbia)

**CHR/RHYTHMIC REPORTERS**  
Stations and their adds listed alphabetically by market

<b>KKSS/Albuquerque, NM</b> PD: Tony Mancini APD: Mickey Fuentes MD: Jackie James 32 ZPAC "Love" 25 KURUPT "Freak" 21 BRANDY "Ever" 112 YVONNE "Just" 110 YVONNE "Just" 104 YVONNE "Just" 104 YVONNE "Just" 104 YVONNE "Just"	<b>WERO/Baltimore, MD (cont.)</b> 10 "Smoove" JAMIE "Every" <b>WBHM/Birmingham, AL</b> PD: Mickey Johnson APD/MD: Daysha Parker 19 ETNA "Champion" 37 DRU HILL "Time" 37 FAITH EVANS "Love" 36 OUTKAST "Real" 5 A "Every" 5 JAMIE "Every" 5 MARY J. BLIGE "Real" 5 FLORIAN SQUAD "Oh" <b>WJMN/Boston, MA</b> PD: Cedric Mac Jack McCartney APD/MD: Danny Ocean JAMIE "Every" JAY-Z F/AMIL AND JA "Ger" <b>WBBM/Chicago, IL</b> PD: Todd Cavannah MD: Erik Smoove 12 "3 SYNC" "Every" 4 BRANDY "Ever"	<b>WDRQ/Detroit, MI</b> PD: Alex Wyler MD: Jimmy Jam BRANDY "Ever" MVA F/ISA "Love" <b>KPRR/EI Paso, TX</b> PD/MD: John Cantelaria 10 JO & MARIAH CAREY "Sweetheart" DORIS "Love" TINA BLADE "Push" <b>KBOS/Fresno, CA</b> PD: Steve Wolf MD: Travis Laughlin 70 BRANDY "Ever" JAY-Z F/AMIL AND JA "Ger" ANDREA MARTIN "Return" WILLIE MAX "Can't" <b>WJRH/Greensboro, NC</b> PD: Brian Douglas MD: Shaggy Ray 47 JAY-Z "Ger" 19 RAS KASS F/DR. DRE "Ghetto" ELLIOTT & JENNIFER "Contract" <b>KHQ/Honolulu, HI</b> PD: Alan Oda MD: James Cole 5 A "Every" 5 BRANDY "Ever" <b>KBXK/Houston, TX</b> PD: Ron Scoop MD: Greg Hood 13 DJ DRE "Lollipop" 12 SHAGGY "Every" 10 WILLIE MAX "Can't" <b>WHHH/Indianapolis, IN</b> PD: Scott Wheeler MD: Carl Papp MARY J. BLIGE "Real" JAMIE "Every" JERMAINE DUPRI F/JAY-Z "Thang" 4-10 FUNKY SHORT "Ground"	<b>WJBT/Jacksonville, FL</b> PD: Alex Wyler MD: Tiffany Green 11 JAY-Z F/AMIL AND JA "Ger" 8 JAY-Z F/AMIL AND JA "Ger" 5 FUNKY SHORT "Ground" <b>KLUC/Las Vegas, NV</b> PD: Cal Thomas MD: Meira Stefan 10 "Smoove" <b>KPWR/Los Angeles, CA</b> VP/Prog.: Steve Smith APD/MD: Davian Young AM/5: Pete Starquest 25 JAY-Z F/AMIL AND JA "Ger" 112 YVONNE "Just" 112 YVONNE "Just" 112 YVONNE "Just" 112 YVONNE "Just" 112 YVONNE "Just" <b>KHTN/Merced, CA</b> PD/MD: Don Watson BRANDY "Ever" 10 FLORIAN SQUAD "Oh" 10 FLORIAN SQUAD "Oh" 10 FLORIAN SQUAD "Oh" 10 FLORIAN SQUAD "Oh" <b>WPOW/Miami, FL</b> PD: Eli Curry APD: Tony Tiger 21 JON B "Thang" 14 ELVIS PRESLEY "Love" 10 JERMAINE DUPRI F/JAY-Z "Thang" 7 "Smoove" 7 "Smoove" 7 "Smoove" <b>KDON/Monterey, CA</b> PD: Sonnet S. Stevens BRANDY "Ever" 10 FLORIAN SQUAD "Oh" 10 FLORIAN SQUAD "Oh" <b>WKTN/New York, NY</b> PD: Frankie Blue APD/MD: Andy Shoop 17 BRANDY "Ever" 17 BRANDY "Ever" 17 BRANDY "Ever" 17 BRANDY "Ever" 17 BRANDY "Ever"	<b>WOHT/New York, NY</b> PD/MD: Tracy Cleberly 25 112 YVONNE "Just" 16 WILLY NELLE "Just" 13 R. KELLY F/REAGAN "Thang" 13 LAURYN HILL "Thang" <b>KCHX/Odessa-Midland, TX</b> PD/MD: Brent Henkle 20 BRANDY "Ever" 17 BRITNEY "Every" <b>KCAQ/Oxnard, CA</b> MD: Gary Day 12 BRANDY "Ever" 10 MARY J. BLIGE "Real" 5 JAY-Z F/AMIL AND JA "Ger" 5 RAS KASS F/DR. DRE "Ghetto" 5 FLORIAN SQUAD "Oh" <b>KPSI/Palm Springs, CA</b> MD/MD: Mike Keane 6 KURUPT "Freak" <b>KKFR/Phoenix, AZ</b> PD: Bruce St. James APD: Krayz Kid Stevens DRU HILL F/AMIL AND JA "Ger" JO & MARIAH CAREY "Sweetheart" <b>WPRQ/Providence, RI</b> PD: Jerry McLane MD: Sandy B. JAMIE "Every" REEL TIGHT "Thang" REEL TIGHT "Thang" REEL TIGHT "Thang" REEL TIGHT "Thang" <b>KWVZ/Reno, NV</b> PD/MD: Bill Thompson NICOLE F/RODOLPH "Can't" BRANDY "Ever" MVA F/ISA "Love" MVA F/ISA "Love" <b>KDGS/Riverside, CA</b> PD: Steve Lind APD/MD: James Burns 12 GABRIELE "Love"	<b>KGGI/Riverside, CA (cont.)</b> 3 BACKSTREET BOYS "Real" 3 BRITNEY "Every" 1 NICOLE F/RODOLPH "Can't" 1 MARY J. BLIGE "Real" <b>WJCS/Roanoke, VA</b> PD: David Lee Michaels APD/MD: Melissa Morgan 12 BRANDY "Ever" 12 JAMIE "Every" ANDREA MARTIN "Return" MAXWELL "Smoove" <b>WMAZ/Rochester, NY</b> PD: Erik Anderson APD: Patrick Castella WILL SMITH "Miami" 5 BRANDY "Ever" 5 BRANDY "Ever" 5 BRANDY "Ever" 5 BRANDY "Ever" <b>KBMS/Sacramento, CA</b> PD/MD: Ibrahim "Ebro" Juma 11 112 YVONNE "Just" 7 CA CUBAN SHORT "Push" 5 BRANDY "Ever" 5 BRANDY "Ever" 5 BRANDY "Ever" <b>KSFN/Sacramento, CA</b> PD: Bob West MD: John E. Cago BRANDY "Ever" JAMIE "Every" <b>WCCO/Salisbury, MD</b> PD: Whitley MD: Steve O'Brien BRANDY "Ever" DRU HILL "Time" FLORIAN SQUAD "Oh" REEL TIGHT "Thang" <b>KTRM/San Antonio, TX</b> PD: Cliff DeWitt MD: Steve Chase LAURYN HILL "Thang" COLLEGE "Love" NICOLE F/RODOLPH "Can't" REEL TIGHT "Thang" BRANDY "Ever" FAITH EVANS "Love"	<b>XHTZ/San Diego, CA</b> MD/MD: Lisa Vazquez MD: Dale Seifman 15 JON B "Thang" 10 FAITH EVANS "Love" FLORIAN SQUAD "Oh" MVA F/ISA "Love" JAMIE "Every" BRANDY "Ever" <b>KMEL/San Francisco, CA</b> PD: Joey Arbagoy MD: Glenn Aare 11 SMOOVE "Thang" 6 JAY-Z "Thang" 6 KEVIN WRIGHT F/SNOOP "Can't" 5 BRANDY "Ever" 5 KAYE "Real" <b>KYLD/San Francisco, CA</b> PD: Michael Martin APD/MD: Jerry Jim Archer 11 4-10 FUNKY SHORT "Ground" 7 CA CUBAN SHORT "Push" 5 BRANDY "Ever" 5 BRANDY "Ever" <b>KWVV/San Luis Obispo</b> 15 BRANDY "Ever" 15 BRANDY "Ever" 15 BRANDY "Ever" 15 BRANDY "Ever" 15 BRANDY "Ever" <b>KUBE/Seattle, WA</b> PD: Eric Powers MD: John P. Pitt FRANK "Love" <b>KWNH/Stockton, CA</b> PD: John Christie APD: Tommy Oates MD: Phillip Jay Denton 40 BRITNEY "Every" JAY-Z F/AMIL AND JA "Ger" JAY-Z F/AMIL AND JA "Ger"	<b>WLLD/Tampa, FL</b> PD: Dave Ferguson MD: Orlando 33 JAY-Z "Thang" <b>KDHT/Tucson, AZ</b> PD: Peter Jacobs APD/MD: Fred Rice BRANDY "Ever" JAMIE "Every" A "Every" ANDREA MARTIN "Return" <b>WOWB/Utica, NY</b> MD/MD: J.P. Marks APD: Larry Carpenter 10 COLLAGE "Lollipop" 5 A "Every" 5 112 YVONNE "Just" 5 DESTINY'S CHILD "Ger" <b>WPGC/Washington, DC</b> PD: Jay Stevens APD/MD: Electronics Devoe 38 DRU HILL "Time" 5 JAY-Z "Thang" <b>KDGS/Wichita, KS</b> PD: Steve Derrill APD: Ricardo Cherry MD: A.J. Jones 17 BRITNEY "Every" 17 BRITNEY "Every" 17 BRITNEY "Every" 17 BRITNEY "Every" 17 BRITNEY "Every" <b>52 Total Reporters</b> <b>52 Current Reporters</b> <b>51 Current Playlists</b> <b>Did Not Report Playlist</b> <b>Report (1):</b> <b>KTAA/Fresno, CA</b>
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Debut **33** Breaker  
Urban Chart

**ADDED THIS WEEK:**

WTLC WYLD WMNX  
WKPO WQMG WDLT  
WIMX

**EARLY BELIEVERS:**

WILD	WBLS	WUSL	WNEZ
WOWI	WCDX	WHRK	WBLX
WZAK	WTKT	WJUC	KPRS
KMJM	KKDA	KRRQ	WQUE
WBAV	WPEG	WFLM	WJMZ
KDKO	WJMI	WGCI	WBLK

**brianmcknight**  
*hold me*

*the trackmasters remix*  
following up three #1 singles  
from the double platinum album *anytime*

THE ALBUM "ANYTIME" HAS SOUNDSCANNED  
1,595,635 UNITS TO DATE

Remix Produced by Peter & John for Trackmasters Entertainment  
Executive Producers: Herb Truitt & Bruce Carbone  
Management: The Truitt Company

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WALT LOVE

## An Uncommon Alliance Proves A Winning Team

GM Matt Ross' 'loose tight' management style and sales strategy are exceptions to the rule

The Atlanta Urban Radio Alliance (AURA) is a uniquely structured organization that consists of three radio stations owned by two different companies. The stations are WALR-AM & FM, owned by Ring Radio Inc., and WJZF-FM (Jazz Flavors), which is owned by Cox. Headed up by GM Matt Ross, this unusual association has improved revenue and moved the group from 10th place to fourth.

"This was clearly a fix-it situation from a revenue standpoint," Ross begins. "We were in a position where we had begun to come into our own when we decided to put *The Tom Joyner Morning Show* on the air here. When I arrived here about two years ago [as GSM], WALR-FM was really the engine driving the stations. The stations had started to develop from a ratings perspective, but the revenue was not following."

Ross took a step back and analyzed the situation. He saw a lack of people in the right places, so he brought in nine new sellers and three new managers. "We have a new national sales manager and a local sales manager. We also just hired a nontraditional revenue person, who is basically establishing a new department for us to compile all of our event-marketing and promotional opportunities."

"This entity could not attract the type of sales talent that was going to take it to the top, and that's where it all begins. However, one area that I've had great success in is recruiting very capable talent on all levels from sales and sales management. We did it by being very

proactive; it's a recruitment game. For us, it has really been the key to our success: selecting, identifying, and recruiting the talent."



Matt Ross

### The Process-Driven Sale

Ross says his strategy is what he calls "the process-driven sale, as opposed to selling our product or going out and talking about our stations. What we like to do is focus on what it's like to do business with us.

I think we're able to engage people differently. We're able to talk with them about how doing business with us is different from doing business with most people. Clearly, we're different in the fact that we speak to the black consumer marketplace. We're of the mindset that everybody rushes to the table too fast to ask for too much money in a way in which they are not clearly understood. Our approach is to develop hard-core relationships that will enable us to be able to ask for the right amount of money at the right time, when the customer feels most comfortable with us. We cannot go in assuming we know their businesses.

"What I tell my salespeople is that they are doctors, and they all

have the ability to dip into that black bag — the doctor's bag — and prescribe the appropriate solution for a customer. We spend about an hour and a half a week just working on training and developing the salespeople in a group environment. We also do weekly one-on-one field coaching situations. Ultimately, we're making sure that we're developing them as marketing experts and problem-solvers as opposed to people who are just trying to sell some spots."

### Compiling The Team

Who makes up this team of salespeople? "Between management and the sales staff, we have 12 people," explains Ross. "One of my three managers is African American. Seven of my sellers are Afri-

**What we like to do is focus on what it's like to do business with us. I think we're able to engage people differently. We're able to talk with them about how doing business with us is different from doing business with most people.**

can American. We pay our people better than anyone. That's a big part of what we do. What I have found is that salespeople don't care about their budgets, yet managers live and die by them. We are paid based on budgets and are fired or retain our jobs based on achieving goals; salespeople typically aren't.

"My sales team does bottom-up budgets. I do not give them a budget first. They plan for themselves what their business will look like over the next calendar year, and they build that bottom up by account and then provide me with a strategic plan by account. Our job is not to just fight for the radio dollars, it's to fight for a share of the total advertising or marketing budget. What we've done is basically put the accountability process back on the salesperson's plate.

"Every one of my sellers is tied to their budget. In fact, every one of them takes a hit when they perform under budget, and they get a bonus on a quarterly basis when they are above budget. When they are significantly above budget, they get a significant bonus.

"The productivity they bring to the table is based on two factors: talent and the environment we create for them. My style of management and the style we've created here is what I call 'loose tight.' The most important thing to me is that people plan their work and work their plan. I am a stickler for maximizing time, and that doesn't necessarily mean making 55 calls a day. It may mean supervising three customers in a given week. If each of those three customers has a half a million dollars to spend, then your work has been planned well and worked smartly."

Where does he start his search for talented salespeople? "It actually varies. I rarely hire someone right out of college these days. However, we've upgraded the sales assistant position, which is usually someone who does administrative work until they're burnt out and need more money, and then they leave. What we've done is create an apprentice program for training salespeople, and it's the sales associate's position. So all my sales assistants come through the door being recruited based on not only their administrative ability, but more so on their ability to be developed into salespeople.

"As far as seasoned folks, we go through a variety of channels. I look for people, obviously, in radio. I look for people in print. I look for

### A Unique Situation

What really makes AURA stand out is the fact that Ross' sales staff sells for all three facilities. Says Ross, "I don't know if there are too many entities in the top 10 markets in any format that have one staff selling three stations. Our business is plus 80% compounded in two years, and the market is plus 30%, and we've done that through a minor decline in ratings and the launch of another new competitor. So now this marketplace, which basically was underserved by Urban stations, is now probably the most competitive Urban market in the country."

Ross also encourages his staffers to go after accounts that he feels are sorely neglected by radio as a whole. "I can bet you there are very few people in this country right now talking to the key decision-makers at Apple computer, very few people in radio. Yet Apple just introduced what is probably the hottest PC. Why weren't radio salespeople around the country involved prior to this launch? The launch has been with TV and print. We are in the door with Apple, and that's just one of the many companies I believe we are in the door with because our whole pitch is about moving the market-share needle for these customers."

Ross also makes it clear to his clients that the adult African-American population of Atlanta represents \$15 billion in spendable income and his group of stations is the definitive way to reach these adults.

*[Editor's Note: If you would like to reach Matt Ross, call him at (404) 688-0068 and tell him you read his comments in R&R and that Walt Love told you to call.]*

**I am a stickler for maximizing time, and that doesn't necessarily mean making 55 calls a day. It may mean supervising three customers in a given week.**



**ALL RISE!** — A "standing ovation" for George Benson's latest album, *Standing Together*. At a dinner hosted for Benson in New York, the vocalist/guitarist was joined by radio personalities, record people, and anyone who could get into New York's Sugar Bar restaurant. Pictured from left are Chancellor Media's Charles Warfield, WBLS/New York's Hal Jackson, Benson, GRP's Beverlee Garvin, KJLH/Los Angeles PD Cliff Winston, and GRP's Suzanne Berg.

## BREAKERS

**BRIAN MCKNIGHT**  
Hold Me (Motown)  
TOTAL PLAYS/INCREASE: 1223/453  
TOTAL STATIONS/ADDS: 77/3  
CHART: 33

**LUTHER VANDROSS**  
I Know (LV/Virgin)  
TOTAL PLAYS/INCREASE: 1093/249  
TOTAL STATIONS/ADDS: 68/2  
CHART: 36

**ANDREA MARTIN**  
Let Me Return The Favor (Arista)  
TOTAL PLAYS/INCREASE: 1072/112  
TOTAL STATIONS/ADDS: 60/1  
CHART: 37

**TOTAL I/MISSY ELLIOTT**  
Trippin' (Bad Boy/Arista)  
TOTAL PLAYS/INCREASE: 1046/708  
TOTAL STATIONS/ADDS: 77/8  
CHART: 38

**CHICO DEBARGE**  
Virgin (Kedar/Universal)  
TOTAL PLAYS/INCREASE: 1002/232  
TOTAL STATIONS/ADDS: 68/1  
CHART: 40

## MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
BRANDY Have You Ever? (Atlantic)	69
FLIPMODE SQUAD Cha Cha Cha (Flipmode/Elektra/EEG)	50
III FRUM THA SOUL Black Superman (RCA)	47
MASTER P I/SILK, MIA X... Major Players (No Limit/Priority)	47
A+ Enjoy Yourself (Kedar/Universal)	43
DANESHA STARR As Long As I Live (Interscope)	39
KEITH MURRAY I/L. COOL J Incredible (Jive)	27
N'DEA DAVENPORT Bullsh** (V2)	24
GLENN JONES Let It Rain (SAR/WB)	22
E-40 I/TOO SHORT & K-CI & JUJU From... (Sick Wid' It/Jive)	11

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
TOTAL I/MISSY ELLIOTT Trippin' (Bad Boy/Arista)	+708
FAITH EVANS Love Like This (Bad Boy/Arista)	+639
JAY-Z I/AMIL AND JA Can I... (Def Jam/RAL/Mercury)	+521
KIRK FRANKLIN Lean On Me (GospoCentric)	+487
BRIAN MCKNIGHT Hold Me (Motown)	+453
MACK 10 I/G. LEVERT Money's... (Hoo-Bangin'/Priority)	+408
DIVINE Lately (Pendulum/Red Ant)	+387
MARY J. BLIGE Beautiful (Flyte Tyme/MCA)	+382
BRANDY Have You Ever? (Atlantic)	+353
SHAE JONES Talk Show Shhh! (Universal)	+332

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GERALD LEVERT Thinkin' Bout It (EastWest/EEG)	+365
BRANDY I/MASE Top Of The World (Atlantic)	+365
PRESSHA Splackavellie (Tony Mercedes/LaFace/Arista)	+365
NICOLE Make It Hot (Gold Mind/EastWest/EEG)	+365
SOLO Touch Me (Perspective/A&M)	+365
SHAGGY I/JANET Luv Me, Luv Me (Flyte Tyme/MCA)	+365
JON B. They Don't Know (Yab Yum/550 Music)	+365
PUBLIC ANNOUNCEMENT It's About Time (A&M)	+365
SKULL DUGGERY If It Don't... (Penalty/No Limit/Tommy Boy)	+365
JERMANIE DUPPI I/JAY-Z Money Ain't... (So So Def/Columbia)	+365

Breakers: Songs registering 1000 plays or more for the first time. Spins awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
6	4	1	1	R. KELLY Half On A Baby (Jive)	3782	3684	3309	2646	88/0
4	1	2	2	LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)	3734	3659	3503	2844	89/0
8	6	6	3	NEXT I Still Love You (Arista)	2938	2832	2715	2592	83/1
13	9	7	4	KEITH SWEAT I/SNOOP DOGG Come And Get... (Elektra/EEG)	2663	2508	2331	2000	84/0
25	13	10	5	DRU HILL I/REDMAN How Deep... (Def Jam/RAL/Mercury/Island)	2630	2347	2022	1554	84/0
17	10	9	6	MONIFAH Touch It (Uptown/Universal)	2568	2367	2244	1854	79/1
23	16	12	7	DIVINE Lately (Pendulum/Red Ant)	2510	2123	1835	1639	84/1
22	14	13	8	JON B. I Do (Whatcha Say Boo) (Yab Yum/550 Music)	2392	2115	1936	1653	86/2
3	3	3	9	GINUWINE Same Ol' G (Atlantic)	2372	3158	3338	2977	64/0
5	5	5	10	TAMIA So Into You (Qwest/WB)	2359	2842	2898	2688	76/1
1	2	4	11	XSCAPE My Little Secret (So So Def/Columbia)	2296	3119	3474	3463	65/0
32	23	18	12	AARON HALL All The Places (I Will...) (MCA)	1951	1668	1510	1254	78/1
—	—	21	13	FAITH EVANS Love Like This (Bad Boy/Arista)	1932	1293	543	96	88/0
33	26	22	14	DEBORAH COX Nobody's Supposed To Be Here (Arista)	1849	1578	1455	1203	76/0
10	8	8	15	TYRESE Nobody Else (RCA)	1837	2484	2492	2263	60/1
—	40	26	16	MARY J. BLIGE Beautiful (Flyte Tyme/MCA)	1812	1430	1008	421	83/2
27	20	17	17	DMX I/FAITH EVANS How's It Goin' Down? (Def Jam/Mercury)	1710	1675	1618	1455	65/0
42	34	28	18	J. DUPRI & M. CAREY Sweetheart (So So Def/Columbia)	1701	1387	1254	847	78/2
24	18	19	19	TRIN-I-TEE 5:7 God's Grace (B-Rite/Interscope)	1696	1653	1640	1597	61/0
—	—	—	20	KIRK FRANKLIN Lean On Me (GospoCentric)	1695	1208	658	391	78/2
2	7	11	21	MYA I/SILK THE SHOCKER Movin' On (University/Interscope)	1660	2145	2584	3016	51/0
9	11	14	22	MONICA The First Night (Arista)	1659	1973	2146	2392	50/0
40	32	25	23	USHER One Day You'll Be Mine (LaFace/Arista)	1636	1433	1292	888	77/2
28	22	20	24	SHAQUILLE O'NEAL I/PETER GUNZ The Way... (T.W.isM./A&M)	1605	1625	1549	1430	69/0
—	42	30	25	112 I/MASE Love Me (Bad Boy/Arista)	1581	1323	994	317	79/1
36	33	29	26	KENNY LATTIMORE Days Like This (Columbia)	1521	1374	1288	1141	67/0
31	30	27	27	OEBELAH MORGAN Yesterday (Motown)	1400	1402	1363	1260	55/0
45	43	37	28	NICOLE I/MOCHA I Can't See (Gold Mind/EastWest/EEG)	1371	1158	971	777	78/4
41	39	35	29	TQ Westside (ClockWork/Epic)	1292	1175	1032	855	63/6
39	38	36	30	BIZZY BONE Thugz Cry (Relativity)	1291	1174	1055	889	65/1
—	46	39	31	MAXWELL Matrimony: Maybe You (Columbia)	1288	1128	912	419	73/0
38	41	40	32	NICOLE RENEE Strawberry (Atlanti)	1268	1069	997	892	60/0
<b>BREAKER</b>			33	BRIAN MCKNIGHT Hold Me (Motown)	1223	770	236	—	77/3
26	21	24	34	AALIYAH Are You That Somebody? (Atlantic)	1215	1471	1586	1553	38/0
34	36	32	35	KELLY PRICE Friend Of Mine (T-Neck/Island)	1125	1218	1236	1179	34/0
<b>BREAKER</b>			36	LUTHER VANDROSS I Know (LV/Virgin)	1093	844	663	204	68/2
<b>BREAKER</b>			37	ANDREA MARTIN Let Me Return The Favor (Arista)	1072	960	913	816	60/1
<b>BREAKER</b>			38	TOTAL I/MISSY ELLIOTT Trippin' (Bad Boy/Arista)	1046	338	—	—	77/8
18	15	16	39	SNOOP DOGG Still A G Thang (No Limit/Priority)	1029	1717	1848	1772	49/0
<b>BREAKER</b>			40	CHICO DEBARGE Virgin (Kedar/Universal)	1002	770	601	186	68/1
—	—	47	41	LINK I Really Wanna Sex Your Body (Relativity)	983	867	735	579	60/0
—	49	49	42	FAT JOE I/PUFF DADDY Don Cartagena (Mystic/Big Beat/Atlantic)	947	842	786	678	57/1
<b>DEBUT</b>			43	WILLIE MAX I/RAPHAEL SAADHQ Can't Get Enough (Motown)	906	737	522	162	68/2
11	12	15	44	JESSE POWELL I Wasn't With It (Silas/MCA)	889	1924	2126	2032	34/0
29	19	21	45	SPARKLE Time To Move On (Rock Land/Interscope)	876	1579	1632	1378	47/0
48	47	46	46	KURUPT We Can Freak It (Out) (Antra/A&M)	853	888	849	750	48/0
<b>DEBUT</b>			47	DESTINY'S CHILD I/TIMBALAND Get On The Bus (EastWest/EEG)	852	569	156	—	65/1
<b>DEBUT</b>			48	JAY-Z I/AMIL AND JA Can I Get A... (Def Jam/RAL/Mercury)	833	312	36	33	74/3
50	48	50	49	A TRIBE CALLED QUEST Find A Way (Jive)	831	826	807	700	60/0
<b>DEBUT</b>			50	4KAST I Tried (RCA)	766	759	724	622	45/1

This chart reflects airplay from September 28-October 4. Songs ranked by total plays. Highlighted songs indicate Breaker. 89 Urban reporters. 87 current playlists. Songs that are down in plays for three consecutive weeks and below No. 25 are moved to recurrent. © 1998, R&R Inc.

## NEW & ACTIVE

**REGINA BELLE** I've Had Enough (MCA)  
Total Plays: 754, Total Stations: 51, Adds: 2

**WC I/JON B.** Better Days (Payday/FFRR/London)  
Total Plays: 749, Total Stations: 63, Adds: 2

**BIG PUNISHER** You Came Up (Loud)  
Total Plays: 710, Total Stations: 66, Adds: 4

**RAS KASS I/DR. DRE & MACK 10** Ghetto Fabulous (Patchwerk/Priority)  
Total Plays: 705, Total Stations: 57, Adds: 1

**JEROME** Too Old For Me (Bad Boy/Arista)  
Total Plays: 686, Total Stations: 53, Adds: 0

**MACK 10 I/GERALD LEVERT** Money's Just A... (Hoo-Bangin'/Priority)  
Total Plays: 654, Total Stations: 70, Adds: 7

**LEVI LITTLE** Somebody To Love (White Label)  
Total Plays: 638, Total Stations: 39, Adds: 2

**NOREAGA** Superthug (Penalty/Tommy Boy)  
Total Plays: 635, Total Stations: 54, Adds: 8

**VOICES OF THEORY** Wherever You Go (H.O.L.A./Red Ant)  
Total Plays: 603, Total Stations: 55, Adds: 6

**INOJ** Time After Time (Columbia)  
Total Plays: 553, Total Stations: 33, Adds: 0

**JAGGED EDGE** Gotta Be (So So Def/Columbia)  
Total Plays: 517, Total Stations: 15, Adds: 0

**FOURPLAY I/EL DEBARGE** Sexual Healing (Warner Bros.)  
Total Plays: 470, Total Stations: 39, Adds: 0

**SHAE JONES** Talk Show Shhh! (Universal)  
Total Plays: 460, Total Stations: 50, Adds: 7

**BLACK ROX** I Dare You (Immortal/Epic)  
Total Plays: 452, Total Stations: 44, Adds: 4

**DEF SQUAD** The Game (Def Jam/Mercury)  
Total Plays: 440, Total Stations: 47, Adds: 1

Songs ranked by total plays.



# DIVINE

## "Lately"

The soulful timeless multi-format hit single & video from the forthcoming album *Fairy Tales* in stores 10/27

simply...talented simply...beautiful  
simply...A HIT!

R&R

12 - 7 URBAN (biggest gainer in top 10 with +365 spins)  
11 - 8 Rhythmic

ORDERS ALREADY AT 400,000

Billboard Monitor

14\* - 11\* Urban Mainstream  
13\* - 8\* Rhythmic  
15\* - 10\* Crossover

SoundsCan Urban Core Stores  
#1 SALES



ARISTA'S BLACK MUSIC FAMILY  
WOULD LIKE TO THANK  
RADIO AND R&R FOR  
THIS HISTORIC 4 WEEK  
RUN OF BEING  
# 1 MOST ADDED!

USHER  
ONE DAY YOU'LL BE MINE 9/11

112

LOVE ME 9/18

FAITH EVANS  
LOVE LIKE THIS 9/25

TOTAL  
TRIPPIN' 10/2

FROM THE ARISTA BLACK MUSIC FAMILY.

**ARISTA**



*Usher*  
RECORDS

# ARTIST BREAKDOWN

ARTIST **KIRK FRANKLIN**

LABEL **GOSPOCENTRIC**

The only reason why I didn't expect this single to be the No. 1 Most Added song, is because, by its add week, it was already being played on over half of the mainstream panel. Last week's issue (R&R 10/2) lists the encouraging musical message as a Breaker at No. 33 (Urban) and a Breaker at No. 22 (Urban AC). I am not surprised. The musical team of R. Kelly, Crystal Lewis, Bono, Mary J. Blige, and The Family



has not only Kirk Franklin rejoicing, but the rest of the country as well.

"Lean On Me" is a very beautiful, uplifting song. Whether you're filled with despair or bursting with joy, this song is the appropriate listening mate-

rial. When you're deep in the well of depression, it can lift you to higher ground. And when you're already bouncing from cloud to cloud, it reminds you of the guiding force behind your success. The song contains "stories" of sad situations: a homeless man; a young lady looking for a father, for someone to love; and a child afflicted with an incurable disease, asking his mom for relief. Though the verses are depressingly real, the words of the chorus take you to a level that can't be measured. Picture this: His face. His mouth speaking the words of the chorus "I am here, you

don't have to worry. I can see your tears. I'll be there in a hurry. When you all, friends are there to catch you when you fall. He's my shoulder, you can lean on me." (Relax, feel the weight of your burdens being lifted. Is that a smile I see?)

"Lean On Me" softened my heart (and those who know me know that's almost impossible to do). As the song goes, "Hold my hand, let me take you to a friend of mine." I flash a broad smile and relish in the warmth in my spirit. I already know Him. Peace.

— Tanya O'Quinn  
Urban Asst. Editor

Artist Breakdown highlights artists with strong chart momentum.

# IN MY OPINION

with **Myron L.**

**Aretha Franklin**  
**A Rose Is Still A Rose**  
Arista

MD — KKBY/Seattle

The latest effort from Aretha Franklin, the undisputed "Queen Of Soul," shows just how diverse but consistent Franklin can be. At first glance, you can definitely tell something is up. There is a great mixture of ballads from "In Case You Forgot," "Love Pang," and "Never Leave You Again" on through to her upbeat material, including the title track, "A Rose Is Still A Rose," and "Here We Go." I'll say it again: You can tell something is up with Ms. Franklin. I heard the rumor that prior to recording *A Rose Is Still A Rose*, Aretha quit smoking and lost a considerable amount of weight, both contributing to her sounding as great as ever.

You go, girl! Aretha, you are so right, and in my opinion, "A Rose Is Still A Rose."

# ADVANCE NOTICE

Giving you fair warning: These are the singles that are going for adds on Monday (10/12) and Tuesday (10/13).

- CASE & JOE Faded Pictures (Def Jam/Mercury)
- CRUCIAL CONFLICT Scummy Pallas (Universal)
- IMAJIN No Doubt (Jive)
- JAZE It's Alright (Universal)
- MARCUS JOHNSON / ALYSON WILLIAMS Morning Light (N2K Encoded Music)
- GERALD LEVERT Taking Everything (EastWest/EEG)
- MASTER P Kenny's Dead (Columbia)
- MIA X Whatcha Wanna Do (No Limit/Priority)
- OUTKAST Rosa Parks (LaFace/Arista)

*Smooth, sultry and satisfying...*

**MARCUS JOHNSON**  
**"MORNING LIGHT"**  
*featuring the vocals of*  
**Alyson Williams**

**Impacting Urban AC Radio**  
**October 12 & 13**

www.marcusjohnson.com



the new single

**“WHATCHA WANNA DO?”**

from the album

**MAMA=DRAMA**

**IMPACT DATE  
OCTOBER 12 & 13**

**PRIORITY  
RECORDS**

**EXECUTIVE PRODUCER: MASTER P**

**NO LIMIT  
RECORDS**

# Impacting 10/12



GERALD LEVERT

# TAKING EVERYTHING

THE NEW SINGER AND VIDEO FROM LOVE & CONSEQUENCES AND THE FOLLOW UP TO THE HIT THINGY BUILT IT

MANAGEMENT BY LEONARD BROOKS PRODUCED BY DARRRELL "DELTIE" ALLAMBY FOR 2,000 WATTS MUSIC INC.  
EXECUTIVE PRODUCERS GERALD LEVERT, SYLVIA PHOENIX AND MERLIN BOSS CO-EXECUTIVE PRODUCER LEONARD BROOKS



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

**WNOV** MARKET #10  
WNOV/Milwaukee  
(414) 449-9668  
Robinson

**PLAYS**

3W	2W	1W	TW	ARTIST/TITLE
20	20	20	20	TRIN-I-TEE 5/7/God's Grace
20	20	20	20	MORNING/Touch It
15	20	20	20	R. KELLY/Hat On A Baby
18	20	20	20	KEITH SWIFT F/SHOOP/Come And Get...
20	20	20	20	TAMBA/Solo Into You
20	20	20	20	LAURYN HILL/Doo Wop (That Thing)
20	20	20	20	NETA SIB Love You
20	20	20	20	DMX FRANK F/FRANK'S HOW'S IT GOIN' DOWN?
18	18	20	20	IQ/Respect
18	20	20	20	SHAKILLE O'NEAL /The Way We R/L...
15	15	20	20	JO & MARIAN CARY/Sweetheart
15	15	20	20	DRU HILL/HIREDDAM/How Deep Is Your...
15	15	20	20	JON B.I Do (Whittola...)
15	15	20	20	DYRINE/Lady
15	15	20	20	A TRIBE CALLED QUEST/Find A Way
15	15	20	20	DEBORAH COX/Nobody's Supposed...
8	15	15	20	USHER/One Day You'll Be...
15	15	15	20	KURUPT/Can't Get Enough
15	15	15	20	BIZZY BONE/Thug City
15	15	15	20	REGINA BELLE/How Deep Is Your...
15	15	15	20	AARON HALL/All The Places
15	15	15	20	DEBELAH MORGAN/Yesterday
12	15	15	20	MAXWELL/Atmosphere Maybe You
12	15	15	20	DEF SOUL/Def's Game
10	15	15	20	MC FLY/J.B. Better Days
10	15	15	20	KERRY LATTIMORE/Days Like This
10	15	15	20	NICOLE REE/Rehearsal
5	8	15	20	MASTI/Trud
10	12	15	20	NORIEGA/Superstition
10	12	15	20	QUEEN & WYOLEF JEAN/Heater One Bit...

**POWER 107.1** MARKET #11  
WOOD/Columbus, OH  
(614) 487-1444  
Strong/Stevens

**PLAYS**

3W	2W	1W	TW	ARTIST/TITLE
54	55	55	53	KELLY PRICE/Friend Of Mine
34	42	54	53	R. KELLY/Hat On A Baby
49	50	54	53	MORNING/Touch It
51	50	54	53	NICOLE REE/Rehearsal
49	54	54	53	MVA F/S/L/K.../Allover On
32	38	44	47	LAURYN HILL/Doo Wop (That Thing)
49	52	47	47	ALYN/Where You Want
15	21	29	39	GERALD LEVETT/Throat Bout It
32	36	37	37	SHAKILLE O'NEAL /The Way We R/L...
41	34	37	37	BRANDY & MONICA/The Boy Is Mine
41	34	37	37	NETA SIB Love You
26	32	37	37	JAGGED EDGE/Gotta Be
29	32	36	36	MORNING/Touch It
39	33	35	35	NETA SIB Love You
29	31	34	34	GIORGIO/Same Of G
33	31	34	34	BRANDY F/FRASE/Top Of The World
29	29	31	31	KSCAPE/Any Little Secret
24	20	24	24	CAROLAN FRANKS/How Deep Is Your...
24	20	24	24	DRU HILL/HIREDDAM/How Deep Is Your...
2	2	2	2	FAITH F/FRASE/Over Me
5	2	2	2	112 F/FRASE/Over Me
20	18	21	21	KEITH SWIFT F/SHOOP/Come And Get...
5	5	5	5	10 AARON HALL/All The Places
5	5	5	5	7 JON B.I Do (Whittola...)
12	10	18	18	DRU HILL/HIREDDAM/How Deep Is Your...
5	10	18	18	10 OUTRAGE/Shantell The Bar-B
5	10	18	18	10 JON B.I Do (Whittola...)
12	13	18	18	DMX FRANK F/FRANK'S HOW'S IT GOIN' DOWN?

**WWSB** MARKET #12  
WWSB/New York  
(212) 744-9870  
Wassily/Greene/Mayo

**PLAYS**

3W	2W	1W	TW	ARTIST/TITLE
19	20	23	23	JOE B./They Don't Know
15	13	20	20	KELLY PRICE/Friend Of Mine
26	25	33	33	GERALD LEVETT/Throat Bout It
26	25	33	33	DEBORAH COX/Nobody's Supposed...
10	21	32	32	NETA SIB Love You
19	22	29	29	LAURYN HILL/Cant Take It...
19	23	28	28	TAMBA/Solo Into You
19	19	27	27	KERRY LATTIMORE/Days Like This
22	21	27	27	PEABO BRYSON/My Heart Belongs...
23	24	25	25	VESTA/Sombody For Me
17	20	24	24	MAXWELL/Atmosphere Maybe You
16	18	24	24	REGINA BELLE/How Deep Is Your...
17	18	23	23	LUTHER VANDROSS/Nights In Harlem
17	18	23	23	PHIL PERRY/My Heart Belongs...
16	23	10	10	TEMPTATIONS/Stay
12	12	13	13	MARY J. BLIGE/Beautiful
12	12	13	13	BRANDY & MONICA/The Boy Is Mine
11	10	12	12	ERIKAN BAKU/You
15	12	10	10	WASHINGTON & MOONER/Love You
14	13	10	10	BOYZ II MEN/Don't Leave This Way
10	10	10	10	R. KELLY/Hat On A Baby
10	10	10	10	DOWNING & ALBRIGHT/Stop Look...

**KJLH** MARKET #13  
KJLH/Los Angeles  
(310) 330-5550  
Winston

**PLAYS**

3W	2W	1W	TW	ARTIST/TITLE
41	41	44	44	TEMPTATIONS/Stay
38	40	42	42	KELLY PRICE/Friend Of Mine
34	35	39	39	GERALD LEVETT/Throat Bout It
15	19	21	21	DEBORAH COX/Nobody's Supposed...
19	21	22	22	PEABO BRYSON/My Heart Belongs...
22	18	21	21	TRIN-I-TEE 5/7/God's Grace
20	20	20	20	BRIAN MCBRIGHT/The Only One For Me
17	17	20	20	WILLIE MAAL/Can't Get Enough
35	25	24	24	LUTHER VANDROSS/Nights In Harlem
20	27	19	19	JOE B./They Don't Know
10	15	18	18	LUTHER VANDROSS/Know
8	15	17	17	R. KELLY/Hat On A Baby
15	17	15	15	ISCAP/Any Little Secret
15	17	15	15	MAXWELL/Atmosphere Maybe You
15	17	15	15	NETA SIB Love You
6	13	12	12	KIRK FRANK/It's Not Me
5	7	9	9	REGINA BELLE/How Deep Is Your...
5	7	9	9	MARY J. BLIGE/Beautiful
5	7	9	9	GLENN JONES/Let It Rain
10	12	7	7	ARITHA FRANK/It's Not Me
13	13	6	6	KEITH SWIFT F/SHOOP/Come And Get...
5	5	5	5	JON B.I Do (Whittola...)
9	9	9	9	KERRY LATTIMORE/Days Like This
12	10	6	6	KEITH SWIFT F/SHOOP/Come And Get...
10	12	7	7	ARITHA FRANK/It's Not Me
13	13	6	6	KEITH SWIFT F/SHOOP/Come And Get...
5	5	5	5	JON B.I Do (Whittola...)
5	5	5	5	BRANDY & MONICA/The Boy Is Mine
5	5	5	5	DOWNING & ALBRIGHT/Stop Look...
5	5	5	5	REGINA BELLE/How Deep Is Your...

**WMAZ** MARKET #14  
WMAZ/Chicago  
(312) 360-9000  
Myrick/Muhammad

**PLAYS**

3W	2W	1W	TW	ARTIST/TITLE
20	21	37	37	BRIAN MCBRIGHT/The Only One For Me
35	35	34	34	JON B.I Do (Whittola...)
25	28	33	33	TEMPTATIONS/Stay
10	10	30	30	PEABO BRYSON/My Heart Belongs...
5	12	20	20	TRIN-I-TEE 5/7/God's Grace
23	20	18	18	JOE B./They Don't Know
15	15	18	18	LUTHER VANDROSS/Nights In Harlem
16	16	18	18	LAURYN HILL/Cant Take It...
5	5	12	12	SCAP/Any Little Secret
5	13	12	12	GLENN JONES/Let It Rain
5	6	7	7	AARON HALL/All The Places
8	10	18	18	DEBORAH COX/Nobody's Supposed...
5	8	10	10	TAMBA/Solo Into You
5	8	10	10	VESTA/Sombody For Me
6	5	6	6	FOURPLAY/De Bange/Sweet Heat
5	5	6	6	ARITHA FRANK/It's Not Me
5	5	6	6	LUTHER VANDROSS/Know
5	5	6	6	PHIL PERRY/My Heart Belongs...
5	5	6	6	KERRY LATTIMORE/Days Like This
5	5	6	6	JON B.I Do (Whittola...)
5	5	6	6	KEITH SWIFT F/SHOOP/Come And Get...
5	5	6	6	BRANDY & MONICA/The Boy Is Mine
5	5	6	6	DOWNING & ALBRIGHT/Stop Look...
5	5	6	6	REGINA BELLE/How Deep Is Your...

**102.7 JAZZ** MARKET #15  
WOPR/Warrenton  
(754) 466-0009  
Holiday/Mauzone

**PLAYS**

3W	2W	1W	TW	ARTIST/TITLE
30	30	38	38	LAURYN HILL/Doo Wop (That Thing)
29	40	35	35	GRUW/Where's Your Mind
19	31	30	30	JON B.I Do (Whittola...)
30	33	34	34	BRANDY F/FRASE/Top Of The World
26	30	33	33	DRU HILL/HIREDDAM/How Deep Is Your...
30	34	35	35	R. KELLY/Hat On A Baby
30	34	35	35	MVA F/S/L/K.../Allover On
17	31	31	31	KIRK FRANK/It's Not Me
17	31	31	31	FAITH F/FRASE/Over Me
27	34	34	34	NETA SIB Love You
27	34	34	34	TAMBA/Solo Into You
2	5	32	32	MARY J. BLIGE/Beautiful
17	31	31	31	DIVINE/Lady
5	20	30	30	NETA SIB Love You
24	29	29	29	DMX FRANK F/FRANK'S HOW'S IT GOIN' DOWN?
11	15	20	20	SHAKILLE O'NEAL /The Way We R/L...
6	16	27	27	KERRY LATTIMORE/Days Like This
20	31	33	33	ISCAP/Any Little Secret
24	29	29	29	CAROLAN FRANKS/How Deep Is Your...
12	18	18	18	MORNING/Touch It
7	21	17	17	JO & MARIAN CARY/Sweetheart
8	10	18	18	AARON HALL/All The Places
8	14	15	15	LEVI LITTLE/Sombody To Love
15	15	15	15	NICOLE REE/Rehearsal
15	15	15	15	USHER/One Day You'll Be...
15	12	14	14	KEITH SWIFT F/SHOOP/Come And Get...
5	14	14	14	BRIAN MCBRIGHT/Hey
13	21	16	16	NICOLE REE/Rehearsal
5	12	16	16	DESTINY'S CHILD /Get On The Bus

**Power 107.1** MARKET #16  
WPEG/Charlotte  
(704) 333-0131  
Carson/Guice

**PLAYS**

3W	2W	1W	TW	ARTIST/TITLE
51	51	52	52	GRUW/Where's Your Mind
54	54	56	56	LAURYN HILL/Doo Wop (That Thing)
31	45	56	56	R. KELLY/Hat On A Baby
56	54	54	54	ISCAP/Any Little Secret
52	50	50	50	MVA F/S/L/K.../Allover On
34	49	46	46	DMX FRANK F/FRANK'S HOW'S IT GOIN' DOWN?
34	49	46	46	DRU HILL/HIREDDAM/How Deep Is Your...
25	30	47	47	ALYN/Where You Want
38	39	37	37	MORNING/Touch It
43	32	35	35	PRESHA/Spacely
35	35	35	35	NETA SIB Love You
20	21	31	31	NORIEGA/Superstition
34	34	34	34	DMX FRANK F/FRANK'S HOW'S IT GOIN' DOWN?
21	21	24	24	KIRK FRANK/It's Not Me
10	12	24	24	JON B.I Do (Whittola...)
30	30	24	24	MARY J. BLIGE/Beautiful
26	30	22	22	SHAKILLE O'NEAL /The Way We R/L...
22	22	22	22	SHAKILLE O'NEAL /The Way We R/L...
14	14	14	14	DEBELAH MORGAN/Yesterday
5	5	5	5	BRANDY F/FRASE/Top Of The World
10	18	20	20	JO & MARIAN CARY/Sweetheart
10	18	20	20	A TRIBE CALLED QUEST/Find A Way
15	20	21	21	OUTRAGE/Shantell The Bar-B
33	30	16	16	JESSE POWELLA/Want' Web It
5	13	18	18	USHER/One Day You'll Be...
18	18	18	18	TRIN-I-TEE 5/7/God's Grace
15	18	23	23	AARON HALL/All The Places

**WDAS** MARKET #17  
WDAS/Philadelphia  
(610) 671-5500  
Lambardo/Davis

**PLAYS**

3W	2W	1W	TW	ARTIST/TITLE
20	22	22	22	PEABO BRYSON/My Heart Belongs...
16	13	22	22	BRIAN MCBRIGHT/The Only One For Me
22	24	22	22	JOE B./They Don't Know
12	16	16	16	DYRINE/Lady
16	15	16	16	BOYZ II MEN/Don't Leave This Way
10	12	13	13	NETA SIB Love You
8	11	12	12	DEBORAH COX/Nobody's Supposed...
8	10	12	12	KERRY LATTIMORE/Days Like This
5	5	10	10	LUTHER VANDROSS/Know
5	5	10	10	KIRK FRANK/It's Not Me
8	8	8	8	FOURPLAY/De Bange/Sweet Heat
8	8	8	8	VESTA/Sombody For Me
8	8	8	8	R. KELLY/Hat On A Baby
7	7	8	8	AARON HALL/All The Places
6	6	8	8	REGINA BELLE/How Deep Is Your...
6	6	8	8	GLENN JONES/Let It Rain
5	5	7	7	MAXWELL/Atmosphere Maybe You
5	5	7	7	JON B.I Do (Whittola...)
5	5	7	7	KEITH SWIFT F/SHOOP/Come And Get...
5	5	7	7	DOWNING & ALBRIGHT/Stop Look...
5	5	7	7	TRIN-I-TEE 5/7/God's Grace
5	5	7	7	MARY J. BLIGE/Beautiful
5	5	7	7	JUANIT/It Good To Be
5	5	7	7	VOICES OF THE CITY/Wherever You Go
5	5	7	7	CHAKA KHAN/Spoon
5	5	7	7	MAESTRO/Touch It
5	5	7	7	BRANDY/Have You Ever?

**W100** MARKET #18  
W100/Dallas  
(214) 630-3011  
Bacote

**PLAYS**

3W	2W	1W	TW	ARTIST/TITLE
37	35	38	38	TEMPTATIONS/Stay
34	33	35	35	GERALD LEVETT/Throat Bout It
34	33	36	36	JOE B./They Don't Know
22	28	31	31	ARITHA FRANK/It's Not Me
37	33	31	31	KELLY PRICE/Friend Of Mine
34	34	31	31	BRIAN MCBRIGHT/The Only One For Me
9	9	30	30	LAURYN HILL/Cant Take It...
29	31	28	28	JAGGED EDGE/Gotta Be
29	30	24	24	ISCAP/Any Little Secret
14	23	24	24	MARY J. BLIGE/Beautiful
15	23	24	24	KIRK FRANK/It's Not Me
11	10	13	13	NETA SIB Love You
34	36	26	26	BRANDY & MONICA/The Boy Is Mine
11	12	13	13	DRU HILL/How Deep Is Your...
11	12	13	13	BRIAN MCBRIGHT/Hey
11	13	13		





3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	<b>TEMPTATIONS</b> Stay (Motown)	935	966	1075	1154	36/0
3	3	2	2	<b>PEABO BRYSON</b> My Heart Belongs To You (Windham Hill)	874	851	779	825	37/0
2	2	3	3	<b>GERALD LEVERT</b> Thinkin' Bout It (EastWest/EEG)	726	802	892	956	30/0
10	8	5	4	<b>VESTA</b> Somebody For Me (I.E./Motown)	640	611	562	528	37/2
4	4	4	5	<b>TAMIA</b> So Into You (Qwest/WB)	621	644	631	675	29/1
16	13	9	6	<b>DEBORAH COX</b> Nobody's Supposed To Be Here (Arista)	607	528	469	451	33/2
—	21	14	7	<b>LUTHER VANDROSS</b> I Know (LV/Virgin)	597	467	390	153	38/2
11	9	7	8	<b>KENNY LATTIMORE</b> Days Like This (Columbia)	591	545	514	526	29/1
19	10	10	9	<b>R. KELLY</b> Half On A Baby (Jive)	542	527	480	421	30/1
8	7	11	10	<b>BRIAN MCKNIGHT</b> The Only One For Me (Motown)	511	510	592	626	23/0
18	17	12	11	<b>TRIN-I-TEE 5:7</b> God's Grace (B-Rite/Interscope)	500	485	442	425	24/2
25	19	15	12	<b>REGINA BELLE</b> I've Had Enough (MCA)	491	458	427	325	31/1
—	—	22	13	<b>KIRK FRANKLIN</b> Lean On Me (GospoCentric)	489	364	242	166	29/2
5	6	8	14	<b>KELLY PRICE</b> Friend Of Mine (T-Neck/Island)	484	598	620	674	24/0
15	12	13	15	<b>JON B.</b> They Don't Know (Yab Yum/550 Music)	482	485	477	457	21/0
6	6	8	16	<b>BOYZ II MEN</b> Doin' Just Fine (Motown)	468	532	602	661	25/0
—	27	24	17	<b>MAXWELL</b> Matrimony: Maybe You (Columbia)	448	350	289	183	28/2
27	26	20	18	<b>DIVINE</b> Lately (Pendulum/Red Ant)	414	389	306	286	23/0
7	11	18	19	<b>LUTHER VANDROSS</b> Nights In Harlem (LV/Virgin)	400	420	479	657	24/0
26	23	23	20	<b>GLENN JONES</b> Let It Rain (SAR/WB)	394	352	347	265	27/1
14	14	17	21	<b>SOLO</b> Touch Me (Perspective/A&M)	387	422	462	474	21/0
<b>BREAKER</b>			22	<b>WILL DOWNING &amp; GERALD ALBRIGHT</b> Stop... (Verve/Motown)	377	324	279	240	31/3
<b>BREAKER</b>			23	<b>AARON HALL</b> All The Places (I Will Kiss You) (MCA)	369	315	276	252	28/2
20	18	16	24	<b>ARETHA FRANKLIN</b> In Case You Forgot (Arista)	359	426	428	418	22/1
23	22	26	25	<b>KEITH SWEAT /SNOOP DOGG</b> Come And Get... (Elektra/EEG)	355	334	352	346	21/2
12	15	19	26	<b>PHYLLIS HYMAN</b> Funny How Love Goes (Philadelphia International)	345	401	454	520	20/0
21	24	28	27	<b>XSCAPE</b> My Little Secret (So So Def/Columbia)	314	324	324	377	15/0
<b>RECURRENT</b>			28	<b>MARY J. BLIGE</b> Beautiful (Flyte Tyme/MCA)	308	247	164	59	23/2
26	28	30	29	<b>FOURPLAY F/EL DEBARGE</b> Sexual Healing (Warner Bros.)	304	271	286	309	20/2
<b>DEBUT</b>			30	<b>JK Ain't It Good To Know</b> (Verve/Motown)	280	239	241	240	19/0

This chart reflects airplay from September 28-October 4. Songs ranked by total plays. Highlighted songs indicate Breaker.  
41 Urban AC reporters. 39 current playlists. Songs that are down in plays for three consecutive weeks and below No. 15 are moved to recurrent.  
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**NEW & ACTIVE**

**LAURYN HILL** Can't Take My Eyes Off You (Ruffhouse/Columbia)  
Total Plays: 270, Total Stations: 17, Adds: 1

**NEXT** I Still Love You (Arista)  
Total Plays: 260, Total Stations: 14, Adds: 1

**4KAST** I Tried (RCA)  
Total Plays: 227, Total Stations: 20, Adds: 4

**JON B.** I Do (Whatcha Say Boo) (Yab Yum/550 Music)  
Total Plays: 225, Total Stations: 14, Adds: 1

**BRIAN MCKNIGHT** Hold Me (Motown)  
Total Plays: 221, Total Stations: 16, Adds: 4

**BABYFACE** You Were There (Epic)  
Total Plays: 172, Total Stations: 13, Adds: 0

**OOO POWELL** Make It With You (Discovery)  
Total Plays: 149, Total Stations: 13, Adds: 1

**NEXT** Too Close (Arista)  
Total Plays: 135, Total Stations: 9, Adds: 1

**VOICES OF THEORY** Wherever You Go (H.O.L.A./Red Ant)  
Total Plays: 129, Total Stations: 16, Adds: 4

**FAITH EVANS** Love Like This (Bad Boy/Arista)  
Total Plays: 129, Total Stations: 8, Adds: 0

Songs ranked by total plays

**BREAKERS.**

**WILL DOWNING & GERALD ALBRIGHT**  
Stop, Look, Listen To Your Heart (Verve/Motown)  
TOTAL PLAYS/INCREASE: 377/53  
TOTAL STATIONS/ADDS: 31/3  
CHART: 22

**AARON HALL**  
All The Places (I Will Kiss You) (MCA)  
TOTAL PLAYS/INCREASE: 369/54  
TOTAL STATIONS/ADDS: 26/2  
CHART: 23

**MOST ADDED.**

ARTIST TITLE LABEL(S)	ADDS
<b>BRANDY</b> Have You Ever? (Atlantic)	17
<b>KYLE EASTWOOD</b> Why Can't We Live Together (Columbia)	13
<b>NAJEE</b> Sapphire (Verve Forecast)	10
<b>LIONEL RICHIE</b> Stay (Mercury)	10
<b>DANESHA STARR</b> As Long As I Live (Interscope)	7
<b>CHAKA KHAN</b> Spoon (NPG)	6
<b>4KAST</b> I Tried (RCA)	4
<b>BRIAN MCKNIGHT</b> Hold Me (Motown)	4
<b>VOICES OF THEORY</b> Wherever You Go (H.O.L.A./Red Ant)	4
<b>WILL DOWNING &amp; GERALD ALBRIGHT</b> Stop... (Verve/Motown)	3

**MOST INCREASED PLAYS**

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>LUTHER VANDROSS</b> I Know (LV/Virgin)	+130
<b>KIRK FRANKLIN</b> Lean On Me (GospoCentric)	+125
<b>BRIAN MCKNIGHT</b> Hold Me (Motown)	+111
<b>MAXWELL</b> Matrimony: Maybe You (Columbia)	+98
<b>DEBORAH COX</b> Nobody's Supposed To Be Here (Arista)	+79
<b>BRANDY</b> Have You Ever? (Atlantic)	+75
<b>BRIAN MCKNIGHT</b> Anytime (Motown)	+70
<b>NAJEE</b> Sapphire (Verve Forecast)	+69
<b>FAITH EVANS</b> Love Like This (Bad Boy/Arista)	+62
<b>MARY J. BLIGE</b> Beautiful (Flyte Tyme/MCA)	+61

**HOTTEST RECURRENTS**

ARTIST TITLE LABEL(S)
<b>PHIL PERRY</b> Mind Blowah (Peak/Private/Windham Hill)
<b>KEITH WASHINGTON/CHANTE MOORE</b> I Love You (Silas/MCA)
<b>MAXWELL</b> Luxury: Cococure (Columbia)
<b>EN VOGUE</b> No Fool No More (EastWest/EEG)
<b>K-CI &amp; JOJO</b> All My Life (MCA)
<b>BRIAN MCKNIGHT</b> Anytime (Motown)
<b>XSCAPE</b> The Arms Of The One Who... (So So Def/Columbia)
<b>SPARKLE</b> Be Careful (Rock Land/Interscope)
<b>SPARKLE</b> Time To Move On (Rock Land/Interscope)
<b>TAMI DAVIS</b> How Do I Say I'm Sorry (Red Ant)

Note: WFXC/Raleigh, NC did not report for two consecutive weeks. Their playlist was not used in this week's data. All plays were reviewed — and where appropriate — bullets were awarded. Chart positions, however, were not changed.

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.

will downing  
&  
gerald albright

“stop, look, listen to your heart”



**BREAKER 27 - 22**  
**URBAN AC CHART**

**NAJEE**  
“SAPPHIRE”

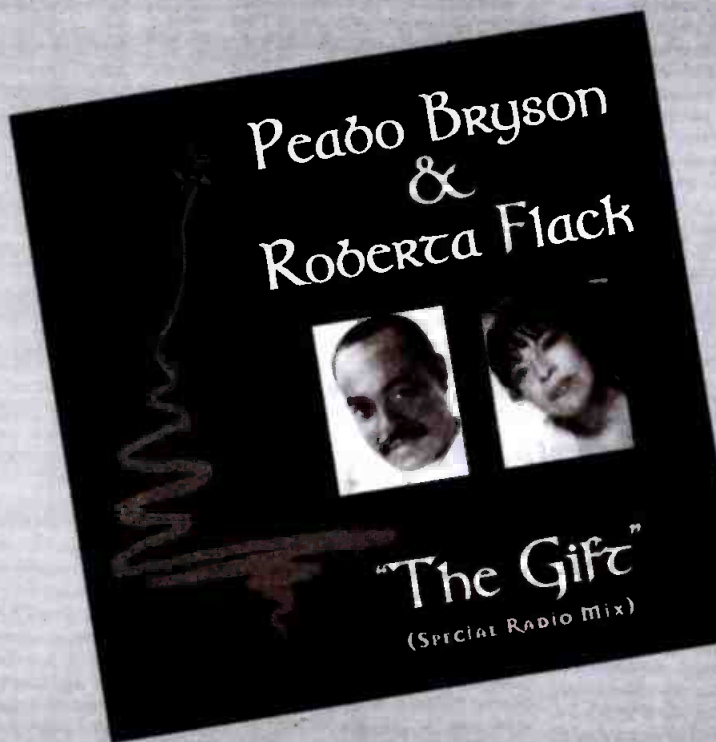


ALBUM IN STORES  
NOVEMBER 3RD.

**MOST ADDED  
TWO WEEKS  
IN A ROW!!**

New This Week At:  
KJLH, WDAS, KDKO  
WXMG, KJMS, WSOL,  
WMJM, WIMX,  
KQXL, WDLT

The voices that brought you  
**“Tonight I Celebrate My Love”**  
 team together once more to present  
**“The Gift”**  
 from the forthcoming album  
*The Colors Of Christmas*



**Impacting Urban AC Radio October 26th & 27th**

*Catch the brightest stars of the season on tour:*

**RED TOUR**

*Includes Philip Bailey, Jeffrey Osborne, Donna Williams and Shonna Easton*

**NOVEMBER**

- 27 Palace Theater, Columbus, OH
- 28 Lowell Memorial Auditorium, Lowell, MA
- 29 Bass Concert Hall, Austin, TX

**DECEMBER**

- 2 Huntington Civic Center, Huntington, WV
- 4 Roy Thompson Hall, Toronto, Ontario
- 5 Star Plaza Theater, Merrillville, IN
- 6.8.9 Ordway Music Theater, Minneapolis, MN
- 11 Palace Theater, Cleveland, OH
- 12 Ruth Eckerd Hall, Clearwater, FL
- 14 Van Weizel Performing Arts Center, Sarasota, FL
- 15 Barbara Mann Theater, Ft. Myers, FL
- 16 Maxwell C. King Center for the Performing Arts, Melbourne, FL

- 17 Wiedner Center for the Performing Arts, Green Bay, WI
- 18,19 Orchestra Hall, Detroit, MI
- 20 Amoff Center, Cincinnati, OH
- 22 Performing Arts Center, Providence, RI

**GREEN TOUR**

*Includes Glori Adams, Peabo Bryson, Christopher Cross and Melissa Manchester*

**DECEMBER**

- 4.5 Tropicana Casino & Hotel, Atlantic City, NJ
- 6 Westbury Music-Fair, Westbury, NY
- 8 Abraham Chavez Theater, El Paso, TX
- 10 Celebrity Theater, Phoenix, AZ
- 11 Civic Center, Thousand Oaks, CA
- 12 McCallum theater, Palm Desert, CA
- 14-16 Davies Symphony Hall, San Francisco, CA]
- 17-20 Cerritos Center for the Performing Arts, Cerritos, CA





LON HELTON

## Country Shares Continue Soft Trends

■ Latest Arbitron shows slight share, TSL declines

Country's shares and Time Spent Listening levels remained relatively flat from winter '98-spring '98, although the format continued on its six-book downward trend, according to Arbitron's national database coded to R&R's official format designations.

Presented here are some of the study's key findings with regard to the format's shares by age, sex, and region. Also included is a look at how Country has fared in the Time Spent Listening arena. As an aside, it's important to keep an eye on the format's numbers as they relate to other formats. What many of the figures demonstrate to me is that Country, relative to other formats, remains strong.

Its strength is disguised, however, by the compression of shares taking place in almost every market. That said, however, the continuation of what has become a six-book share and TSL down trend in many of the cells is rather disconcerting. Especially troublesome are the ongoing declines in the younger cells and the further gains being made in the older demos by the Oldies and Classic Rock formats. The former possibly predicts problems for the format in the future, while the latter portends problems in the present.

### Audience Composition And Shares By Age Group

When placed in a graph, Country's age-cell composition continues to be the most age-balanced of all formats. The graph depicts a soft arc, with the percentages very similar to those from last winter. Here are the spring 1998 figures, with winter

'97-spring '98:

• 12-17: 7.7, 6.7, 7.1, 5.8, 5.2, 5.7. Country maintains its No. 6 rank in teens, although it's off one notch from spring '97. CHR/Pop, which had made the biggest gains in this demo over the past six books, actually fell 20.3-19.9. Is it leveling off? This demo's biggest gainer is Urban, which moved 14.7-15.6, while Hot AC picked up a half share, moving 5.2-5.7.

• 18-24: 9.8, 9.5, 8.8, 9.1, 8.5, 8.5. Country, which slipped from fourth last winter to sixth in winter '98, remains in sixth place. The biggest gainer from last book was CHR/Rhythmic (11.2-11.8), though it's still off its winter '97 high of 12.1. Hot AC rose 7.0-7.4, while Active Rock/Rock was up 8.8-9.2. AC took the biggest hit in this demo, falling 8.4-7.1. Interestingly, Oldies/Classic Rock reversed its recent down trend, moving 6.5-6.7. (Its last six books are 7.7, 7.2, 7.3, 6.8, 6.5, 6.7.)

• 25-34: 10.2, 9.9, 10.0, 9.8, 9.4, 8.8. A loss of .6 drops Country to third from the second-place rank it has held the five previous Arbitron sweeps. Sneaking into the No. 2 spot was Active Rock/Rock, which increased 9.2-9.3. The losses in this demo are perhaps the most disturbing for both Country radio and records. The 25-54 numbers Country radio sells need a strong low end.

8.0-8.6. CHR/Pop was ahead, 7.1-7.5. On the downside, AC took the biggest hit, falling 10.3-9.4, though it still ranks No. 1 in the demo. Oldies/Classic Rock stopped its recent slide in this cell, moving 8.4-8.7.

• 35-44: 10.6, 10.5, 10.4, 10.3, 9.7, 9.6. Despite this now six-book down trend, Country continues to rank fourth in this demo, a position it's held for the last six sweeps. No. 1 for the last six sweeps is Oldies/Classic Rock — which stopped its five-book decline (15.4, 15.3, 14.9, 14.6, 13.9, 14.5). Despite a half-point drop, AC continues in second (11.1, 10.9, 11.4, 11.2, 12.3, 11.8) and News/Talk-Sports is third (12.1, 11.1, 11.8, 12.4, 11.7, 11.4). Hot AC made solid gains in this demo, up 5.8-6.3.

• 45-54: 12.7, 12.6, 12.7, 12.5, 11.5, 11.2. The disturbing trend continues here, with Country now down 1 1/2 shares in the last 18 months in what should be one of its strongholds. Country maintains its No. 4 rank in this demo, a place it's held the last five books after a tie for No. 3 with AC in winter '97. Oldies/Classic Rock posted the largest gain, up 16.4-17.2, good enough to regain the No. 1 spot in this cell from News/Talk-Sports, which slipped 17.1-16.8. Also on the plus side, Urban AC/Urban Oldies edged up 5.3-5.8 — its highest share in six books. AC fell 14.1-13.7.

• 55-64: 14.0, 14.7, 14.4, 14.0, 13.8, 14.7. This and 65+ are the only cells that show gains, which, in the overall picture, is not good. Country continues to rank No. 2 here, with a 13.8-14.7 increase. AC is third, moving 12.2-11.9. Country was this cell's biggest gainer, while almost every other format was plus or minus .3 from last book. In fact, most of the other formats are relatively flat over the past six books. News/Talk-Sports was flat, but remains the huge leader here: 27.0, 24.1, 25.7, 26.7, 25.6, 25.6.

• 65+: 9.2, 9.1, 9.4, 9.7, 9.3, 9.7. Country was this cell's big gainer, up .4. It's ranked third the last six books, behind News/Talk-Sports (38.6, 37.0, 38.8, 38.4, 37.5, 38.4) and Big Band (18.1, 18.0, 17.8, 18.1, 18.0, 17.8).

### TSL By Age Cell

Overall, radio's 12+ TSL in the last six sweeps has remained relatively steady: 22:00, 22:15, 22:00, 21:45, 22:00, 21:45. The 12+ Country TSL picked up in spring '98, although it's remained relatively stable over the last six sweeps: 8:33, 8:44, 8:40, 8:39, 8:32, 8:38. The format, which has either been fifth or tied for fourth in each of the last five sweeps,

## Battle Of The Formats

Here's a look at how Country fared against the other formats when comparing 12+ and 25-54 shares from winter 1997 to spring 1998.

Format	12+					
	Wi '97	Sp '97	Su '97	Fa '97	Wi '98	Sp '98
News/Talk-Sports	15.1	13.9	14.5	15.2	14.7	14.6
Oldies/Classic Rock	10.6	10.6	10.5	10.3	9.8	10.1
Country	10.7	10.7	10.5	10.4	9.8	9.7
AC	8.9	9.2	9.2	9.3	10.3	9.7
Spanish	6.4	6.4	6.2	6.2	6.5	6.5
CHR/Pop	5.0	5.1	5.6	5.4	5.8	6.0
Hot AC	5.2	5.3	5.3	4.8	4.9	5.4
Urban	5.2	5.3	5.2	5.3	5.0	5.2
Active Rock/Rock	4.5	5.2	5.1	5.2	5.2	5.1
CHR/Rhythmic	5.1	5.0	5.1	5.2	4.7	4.9
Urban AC/Urban Oldies	4.2	4.1	4.2	4.1	4.4	4.6
Alternative	4.0	4.2	4.2	4.0	4.1	4.0
NAC/Smooth Jazz	3.2	3.2	3.2	3.2	3.3	3.1
Adult Alternative	1.3	1.3	1.2	1.2	1.2	1.3

### Adults 25-54

Oldies/Classic Rock	13.8	13.7	13.5	13.4	12.6	13.1
News/Talk-Sports	12.1	11.0	11.5	12.3	11.8	11.6
AC	10.6	10.8	10.9	10.8	12.1	11.4
Country	11.0	10.8	10.9	10.7	10.1	9.8
Spanish	6.9	7.0	6.6	6.8	7.0	7.0
Hot AC	6.4	6.5	6.4	5.9	6.0	6.5
Active Rock/Rock	5.1	6.1	6.0	6.1	6.2	6.0
Urban AC/Urban Oldies	4.9	4.9	4.9	4.8	5.2	5.5
CHR/Pop	4.4	4.4	4.9	4.6	5.0	5.1
Urban	4.5	4.5	4.4	4.5	4.1	4.3
NAC/Smooth Jazz	4.1	3.9	3.9	3.9	4.1	3.8
Alternative	3.6	3.7	3.8	3.8	3.9	3.8
CHR/Rhythmic	3.6	3.6	3.7	3.7	3.2	3.4
Adult Alternative	1.9	1.9	1.8	1.7	1.7	1.8

now occupies fourth alone. Spanish leads with 9:53, followed by Big Band at 9:44 and Urban at 9:30. The breakout by demos is as follows:

• 12-17: 5:12, 5:07, 5:35, 4:45, 4:30, 4:58. Urban leads with 8:38, up by 30 minutes over last sweep. Next are CHR/Rhythmic at 7:37 and CHR/Pop at 6:44. Country moves from seventh to sixth.

• 12-24: 6:22, 6:31, 6:34, 6:20, 6:03, 6:20. Country ranks fifth, up from sixth. By comparison, Urban leads with 9:13, and CHR/Rhythmic is next with 7:38.

• 18-34: 7:53, 8:03, 8:00, 7:57, 7:48, 7:44. Country falls from third to fourth in this demo, behind Urban at 10:21 and Spanish at 9:22. AC is off 7:08-6:59, while Oldies/Classic Rock is up 5:56-6:02.

• 18-49: 8:30, 8:44, 8:36, 8:38, 8:26, 8:24. Country ranks No. 4, behind Urban's 9:57. Spanish's 9:55, and Urban AC's 8:50. AC moves 7:53-7:47, and Oldies/Classic Rock moves 6:49-6:58.

• 25-54: 8:57, 9:11, 9:03, 9:06, 8:55, 8:51. In front of Country are Spanish (10:22), Urban (9:56), and Urban AC (9:36).

• 35-64: 9:32, 9:48, 9:34, 9:39, 9:28, 9:34. Country falls to No. 3 from No. 2. Spanish ranks first at 10:53, with Urban AC/Urban Oldies second at 10:11.

### Teen TSL Below National Averages

Perhaps the most disturbing fact concerning the TSL trends is the rel-

atively low radio usage by 12-17s and 12-24s. Those are the only two demos whose TSL falls below — and in this case, significantly below — the 12+ national average of 21:45. Overall listening among 12-17 is 15:30 per week, while 12-24 is 18:45 per week.

The six-book trend appears as such: 12-17: 15:15, 15:30, 16:30, 15:00, 15:00, 15:30. 12-24: 18:45, 19:00, 19:30, 18:30, 18:30, 18:45.

By comparison, here it is for 18-34s: 23:00, 23:15, 23:00, 22:45, 22:45, 22:45. 18-49: 22:45, 23:00, 22:45, 22:30, 22:45, 22:45, 25-54, 23:00, 23:15, 22:45, 22:45, 23:00, 22:45.

Of course, the 12-17s and 12-24s are radio's future. It appears as if all of the other alternatives available to them are severely cutting into their radio usage. Those other choices make radio less significant in their lives than it has been for previous generations. If they're not as passionate about radio as people have been in the past, it's doubtful that passion level will grow as they age — something that doesn't bode well for radio in general.

Next week, we'll take a look at the format's shares by regions and dayparts, as well as the shares and TSL by sex.

### TALK BACK TO R&R!

Do you have questions, comments, or feedback regarding this column or other issues? Call me at (615) 244-8322 or e-mail: lhelton@rronline.com

**Especially troublesome are the ongoing declines in the younger cells and the further gains being made in the older demos by the Oldies and Classic Rock formats. The former possibly predicts problems for the format in the future while the latter portends problems in the present.**

1997 in parentheses: 12-17 — 4% (4%), 18-24 — 10% (10%), 25-34 — 19% (20%), 35-44 — 21% (21%), 45-54 — 18% (19%), 55-64 — 14% (14%), and 65+ — 13% (12%).

The Country shares are about as equally distributed among the various age cells. Here are the shares, by demo, for the six sweeps from win-

Plus, these folks represent the future Country audience. A strong 25-34 today ensures a strong 35-44 and 25-54 in years to come.

Of course, this is also a strong record-buying demo. The shrinking 25-34 audience of the last 18 months and concurrent declining record sales are no coincidence. To the upside, the biggest winner was Hot AC, up

# Fourth-Quarter Platinum Potential

Just in time for the holidays, artists and labels partner to release new albums

Garth Brooks, Deana Carter, and — believe it or not — the Tractors will have new albums on the retail shelves in plenty of time for holiday gift giving. That's no accident, of course, since record labels historically witness substantial upward spikes in country sales during the holiday season.

Additionally, the fourth quarter also brings new releases by Travis Tritt and Billy Ray Cyrus. Three special compilation projects featuring all-star casts performing new songs are also set to be shipped by the end of the year, and several new artists are looking forward to the release of their debut albums.

### Capitol Gains

Capitol is virtually guaranteed to end the year on a high note, thanks to Garth Brooks' two-CD concert set and Carter's follow-up to her quadruple-platinum debut album, *Did I Shave My Legs For This?*

Carter has already undertaken an aggressive schedule in the U.S. and Canada to promote her new project, *Everything's Gonna Be Alright*, set for October 20 release. Carter coproduced the album with Chris Fahren, who previously worked with her on the debut album that established her career. Carter provided a preview of the album with last month's release of the first single, "Absence Of The Heart." Carter's father — famed session guitarist Fred Carter Jr. — wrote the album's title track during the '70s. In addition to a remake of Melanie's 1971 pop hit "Brand New Key," *Everything's Gonna Be Alright* also includes "The Train Song," which features guest appearances by one-time Lynyrd Skynyrd lead vocalist Johnny Van Zant and guitarist Gary Rossington.

Expectations are high for Carter's album, but retailers are sure to be rejoicing over the additional traffic created by the November 17 release of *Garth Double Live*. Aside from the mere fact that it's a Garth Brooks album, consumers should

## COUNTRY FLASHBACK

1 YEAR AGO

- No. 1: "How Do I Get There From Here" — Deana Carter

5 YEARS AGO

- No. 1: "What's It To You" — Clay Walker

10 YEARS AGO

- No. 1: "Darlene" — T. Graham Brown

15 YEARS AGO

- No. 1: "Lady Down On Love" — Alabama

20 YEARS AGO

- No. 1: "Heartbreaker" — Dolly Parton

25 YEARS AGO

- No. 1: "You're The Best Thing" — Ray Price

be elated to buy — or give — copies of *Garth Double Live*, since the two-CD set will sell during the holidays for as low as \$13.99. And while the set isn't a "greatest hits" collection of Brooks' studio recordings, it features more than 100 minutes of music, including live performances of 22 undisputed fan favorites. Of those, the live recording includes "Friends In Low Places" and "The Thunder Rolls," both complete with the third verses Brooks performs only in concert.

*Garth Double Live* also features guest appearances by Steve Wariner

(on "Longneck Bottle") and Trisha Yearwood (on a new song, "Wild As The Wind"). Two more new tunes — "It's Your Song" and "Tearin' It Up (And Burnin' It Down)" — are also found on the new release.

If the low retail price isn't enough to drive sales of *Garth Double Live*, Brooks and Capitol/Nashville President/CEO Pat Quigley have developed some novel marketing concepts to promote the project. The CD cover and booklet will change with every million copies produced and sold in the U.S. The photos on each edition will reflect a different event in Brooks' career, and he has written separate liner notes for each booklet. The first one million units will carry a "First Edition" foil sticker and feature photos from some of Garth's biggest events of the '90s. Later editions will commemorate his other triumphs, including his record-setting concert at New York's Central Park, "crowd surfing" at Dublin's Croke Park, performing in the fire and rain at Texas Stadium in 1993, and filming his first NBC-TV special at Dallas' Reunion Arena.

On top of that, packaging for the cassette version of *Garth Double Live* will be completely different from the CD set. It will be released simultaneously in the U.S. and Canada, and if you're in a big rush to buy it, it's being released one day earlier in England. Only the U.S. and Canadian releases will be marked as first editions, with the Canadian release featuring a foil stamp in the shape of a maple leaf. To promote the album, Brooks is also lining up a series of national TV appearances, including *The Tonight Show With Jay Leno* (November 16) and *Today* (November 24).

### Tractor Pull

Remember the Tractors? They became one of country's hottest properties following the release of their multiplatinum album back in 1994. The only other album they've released since then was a 1995 Christmas project. While other new acts are driven to keep the momentum going after such an immensely successful introduction, let's just say that the Tulsa-based band has always done things a little differently.

The Tractors' new crop of music has been cultivated for the album *Farmers In A Changing World*, set for November 3 release. To record the album, frontman Steve Ripley and the rest of the band enlisted the assistance of some notable musical guests, including Bonnie Raitt, Leon Russell, and former Elvis Presley sidemen James Burton, Scotty Moore, and D.J. Fontana. The album's first single, "Shortenin' Bread," will be serviced to Country stations later this month.

### Combo Platters

The all-star compilations cover a wide range of territory, ranging from the Old Testament to pro football.

## New Releases At A Glance

Keeping in mind that things are subject to change, here's a quick guide to fourth-quarter country releases scheduled by Nashville labels.

**October 13:** Bill Engvall, *Dorkfish*, Warner Bros.; Travis Tritt, *No More Looking Over My Shoulder*, Warner Bros.

**October 20:** Chad Brock, *Chad Brock*, Warner Bros.; Deana Carter, *Everything's Gonna Be Alright*, Capitol; Toby Keith, *Greatest Hits, Vol. 1*, Mercury; Danni Leigh, *29 Nights*, Decca; Various Artists, *NFL Country*, Intersound.

**October 27:** Sara Evans, *No Place That Far*, RCA; the Warren Brothers, *Beautiful Day In The Cold Cruel World*, BNA; Don Williams, *I Turn The Page*, Giant.

**November 3:** Billy Ray Cyrus, *Shot Full Of Love*, Mercury; Linda Davis, *I'm Yours*, DreamWorks; Jenny Simpson, *Jenny Simpson*, Mercury; the Tractors, *Farmers In A Changing World*, Arista; Various Artists, *The Civil War: The Nashville Sessions*, Atlantic.

**November 17:** Garth Brooks, *Garth Double Live*, Capitol; Karen Staley, *Fearless*, Warner Bros.; Various Artists, *The Prince Of Egypt/Nashville*, DreamWorks.

**November 24:** Deryl Dodd, *Deryl Dodd*, Columbia.

**December 1:** South Sixty-Five, *South Sixty-Five*, Atlantic.

First up is Intersound's *NFL Country*, due in stores October 20, which teams country artists with several gridiron greats. While we haven't heard the finished product, several of the athletes prove they can carry a tune as well as a pigskin. The pairings include Bryan White with Esera Tuoalo (Atlanta Falcons), Steve Warner with Scott Galbraith (Dallas Cowboys), Michael Peterson with Howard Cross (New York Giants), Randy Travis with Michael Strahan (New York Giants), Jo Dee Messina with Brad Johnson (Minnesota Vikings), Mark Wills with Rick Tuten (St. Louis Rams), and Mark Nesler with Chad Cascadden (New York Jets). Neal McCoy sings "NFL Anthem."

Atlantic's *The Civil War: The Nashville Sessions* arrives November 3. The music comes from the Frank Wildhorn/Jack Murphy musical *The Civil War*, which is set to debut on Broadway in April. Wildhorn and Murphy received acclaim for their previous musical, *Jekyll & Hyde*. Atlantic is releasing two albums from *The Civil War* — one devoted to Nashville-based artists and another that places the country performers in a multigenre collection that also features Hootie & the Blowfish, Patti LaBelle, Michael English, Dr. John, BeBe Winans, Broadway legend Betty Buckley, and Blues Traveler's John Popper. Tracy Lawrence's new single, "I'll Never Pass This Way Again," is the first from the album. *The Nashville Sessions* also features Trisha Yearwood, Deana Carter, Travis Tritt, Kevin Sharp, Trace Adkins, John Berry, Bryan White, and Amy Grant. Nashville session vocalist Gene Miller, who will appear in the Broadway production, makes his major-label debut as a solo artist.

There will be three separate CDs released in conjunction with the DreamWorks animated theatrical film *The Prince Of Egypt*, based on the life of Moses. In addition to a typical soundtrack album, the other projects — one country and the other featuring Contemporary Christian artists — include music inspired by the film. *The Prince Of Egypt/Nash-*

*ville* gives DreamWorks' Music City branch a chance to demonstrate its corporate muscle. In addition to a new duet by DreamWorks/Nashville's Randy Travis and Linda Davis, the country album also features Bryan White, Pam Tillis, Wynonna, Vince Gill, Faith Hill, Reba McEntire, Mindy McCready, Clint Black, Alabama, Toby Keith, Alison Krauss, Charlie Daniels, Gary Chapman, and Mac McAnally. The album will be out November 17.

### Other Releases

Country veterans Aaron Tippin, Don Williams, and Linda Davis each have new projects on new labels. In addition to Tippin's just-released Lyric Street debut, *What This Country Needs*, Williams' Giant debut, *I Turn The Page*, is set for October 27 release. Davis' first album for DreamWorks — *I'm Yours* — is due in stores November 3.

Warner Bros. has set an October 13 release date for Travis Tritt's eighth album, *No More Looking Over My Shoulder*, and comic Bill Engvall's *Dorkfish*. Coming up October 20 is newcomer Chad Brock's self-titled debut album. Warner Bros. has set a November 17 release date for singer/songwriter Karen Staley's *Fearless*.

At Mercury, Toby Keith's *Greatest Hits, Vol. 1* is due on October 20. And, after pulling in numerous awards at this year's TNN/Music City News awards show, Billy Ray Cyrus' *Shot Full Of Love* arrives November 3, along with the self-titled debut from newcomer Jenny Simpson.

The RCA Label Group has two fourth-quarter projects in the works. Sara Evans' sophomore RCA album (*No Place That Far*) and the Warren Brothers' BNA debut (*Beautiful Day In The Cold Cruel World*) are both set for October 27 release.

Danni Leigh's Decca debut, *29 Nights*, will be released October 20. New Atlantic vocal group South Sixty-Five's self-titled debut album arrives December 1, and Deryl Dodd's self-titled sophomore project for Columbia will be released on November 24.



**LIFETIME ACHIEVEMENT** — Singer/songwriter Guy Clark was honored with the ASCAP Foundation's Lifetime Achievement Award during recent ceremonies in Nashville. As a testament to Clark's stature among other songwriters, the ceremony included tributes by Vince Gill, Lyle Lovett, and Rodney Crowell. Pictured here are (l-r) ASCAP's Herky Williams, Clark, and Gill.



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FROM ALL OF US AT



WEEK	LAST WEEK	MOVES	ARTIST	TITLE	LABEL(S)	TOTAL STATIONS	PLAY RANK	TOTAL PLAYS	WEEKS ON CHART	TOTAL POINTS	WEEK POINTS
4	2	2	<b>1</b>	<b>MARK WILLS</b>	Don't Laugh At Me (Mercury)	207/0	1	7434	+73	35100	+377
7	5	5	<b>2</b>	<b>LONESTAR</b>	Everything's Changed (BNA)	206/0	2	6877	+181	31928	+873
2	1	1	3	<b>TIM MCGRAW</b>	Where The Green Grass Grows (Curb)	199/0	6	6546	-871	31506	-3644
9	6	6	<b>4</b>	<b>SHANIA TWAIN</b>	Honey, I'm Home (Mercury)	204/0	3	6758	+295	31456	+1415
8	7	7	<b>5</b>	<b>REBA MCENTIRE</b>	Forever Love (MCA)	206/0	4	6615	+253	30889	+1342
12	10	9	<b>6</b>	<b>ALABAMA</b>	How Do You Fall In Love (RCA)	207/1	5	6577	+844	30885	+3001
11	8	8	<b>7</b>	<b>GARTH BROOKS</b>	You Move Me (Capitol)	207/0	7	6506	+492	30352	+2153
17	16	12	<b>8</b>	<b>DIXIE CHICKS</b>	Wide Open Spaces (Monument)	203/2	8	5650	-688	26477	+3097
13	12	10	<b>9</b>	<b>LEANN RIMES</b>	Nothin' New Under The Moon (MCA/Curb)	200/1	9	5520	+307	25711	+1324
15	13	11	<b>10</b>	<b>TRACY BYRD</b>	I Wanna Feel That Way Again (MCA)	204/4	10	5503	+340	25425	+1657
16	15	13	<b>11</b>	<b>LEE ANN WOMACK</b>	A Little Past Little Rock (Decca)	205/0	11	5254	+320	24408	+1508
1	3	3	12	<b>ALAN JACKSON</b>	I'll Go On Loving You (Arista)	170/0	12	5072	-2068	23651	-9697
5	4	4	13	<b>DIAMOND RIO</b>	You're Gone (Arista)	165/0	15	4567	-2351	22412	-10315
21	18	16	<b>14</b>	<b>TY HERNDON</b>	It Must Be Love (Epic)	199/5	13	4624	+287	21534	+1631
20	17	17	<b>15</b>	<b>COLLIN RAYE</b>	Someone You Used To Know (Epic)	198/7	14	4581	+244	21228	+1402
31	23	20	<b>16</b>	<b>GEORGE STRAIT</b>	We Really Shouldn't Be... (MCA)	195/8	16	4450	+619	20873	+3182
29	24	19	<b>17</b>	<b>FAITH HILL</b>	Let Me Let Go (Warner Bros.)	202/4	17	4380	+536	20349	+2473
24	19	18	<b>18</b>	<b>TRISHA YEARWOOD &amp; GARTH BROOKS</b>	Where... (MCA)	198/7	18	4373	+383	20270	+1899
44	29	23	<b>19</b>	<b>BROOKS &amp; DUNN</b>	Husbands And Wives (Arista)	193/18	20	4112	+780	19094	+3790
25	21	21	<b>20</b>	<b>TERRI CLARK</b>	You're Easy On The Eyes (Mercury)	195/5	19	4130	+306	18788	+1452
23	20	22	<b>21</b>	<b>WADE HAYES</b>	How Do You Sleep At Night (DKC/Columbia)	190/6	21	3862	+212	17627	+1226
26	25	24	<b>22</b>	<b>KENNY CHESNEY</b>	I Will Stand (BNA)	182/3	22	3521	+314	15452	+1378
36	31	27	<b>23</b>	<b>DEANA CARTER</b>	Absence Of The Heart (Capitol)	195/15	25	3245	+731	14908	+3558
28	26	25	<b>24</b>	<b>AARON TIPPIN</b>	For You I Will (Lyric Street)	177/7	26	3204	+324	14185	+1543
30	28	26	<b>25</b>	<b>CLAY WALKER</b>	You're Beginning To Get To Me (Giant)	173/13	27	3140	+516	13822	+2261
33	30	28	<b>26</b>	<b>BLACKHAWK</b>	There You Have It (Arista)	165/10	28	2809	+420	12853	+1908
41	37	31	<b>27</b>	<b>MARTINA MCBRIDE</b>	Wrong Again (RCA)	166/20	32	2489	+593	11426	+2932
34	33	29	<b>28</b>	<b>TRAVIS TRITT</b>	If I Lost You (Warner Bros.)	164/8	31	2503	+271	11145	+1310
34	35	30	<b>29</b>	<b>TOBY KEITH</b>	Getcha Some (Mercury)	152/14	30	2504	+386	10917	+1771
<b>BREAKER</b>	<b>30</b>	<b>30</b>	<b>30</b>	<b>RANDY TRAVIS</b>	Spirit Of A Boy... (DreamWorks)	153/45	34	2015	+715	9242	+3571
43	39	34	<b>31</b>	<b>WARREN BROTHERS</b>	Guilty (BNA)	137/12	36	1769	+268	7813	+1205
<b>BREAKER</b>	<b>32</b>	<b>32</b>	<b>32</b>	<b>PAM TILLIS</b>	Every Time (Arista)	129/14	35	1789	+225	7689	+993
<b>BREAKER</b>	<b>33</b>	<b>33</b>	<b>33</b>	<b>JOHN MICHAEL MONTGOMERY</b>	Hold On... (Atlantic)	126/42	37	1733	+699	7342	+2980
—	—	40	<b>34</b>	<b>VINCE GILL</b>	Kindly Keep It Country (MCA)	117/44	39	1580	+676	6839	+2923
<b>BREAKER</b>	<b>35</b>	<b>35</b>	<b>35</b>	<b>DERYL DODD</b>	A Bitter End (Columbia)	124/20	41	1426	+365	6490	+1787
42	40	38	<b>36</b>	<b>JOE DIFFIE</b>	Poor Me (Epic)	108/13	42	1274	+196	5373	+752
—	50	43	<b>37</b>	<b>MICHAEL PETERSON</b>	By The Book (Reprise)	100/32	45	1105	+394	4808	+1716
<b>DEBUT</b>	<b>38</b>	<b>38</b>	<b>38</b>	<b>SARA EVANS</b>	No Place That Far (RCA)	90/59	49	1015	+648	4713	+2854
14	14	14	39	<b>CLINT BLACK</b>	Loosen Up My Strings (RCA)	50/0	44	1112	-3807	4613	-18112
—	48	44	<b>40</b>	<b>MARK CHESNUTT</b>	Wherever You Are (Decca)	84/24	50	884	+277	3739	+1180
47	43	41	<b>41</b>	<b>TRINI TRIGGS</b>	Straight Tequila (MCA/Curb)	81/9	52	850	+111	3706	+480
<b>DEBUT</b>	<b>42</b>	<b>42</b>	<b>42</b>	<b>JO DEE MESSINA</b>	Stand Beside Me (Curb)	71/60	53	777	+655	3493	+2947
—	—	50	<b>43</b>	<b>LARI WHITE</b>	Take Me (Lyric Street)	65/20	57	647	+195	2898	+877
—	—	49	<b>44</b>	<b>DAVID KERSH</b>	Something To Think About (Curb)	66/12	58	623	+146	2787	+670
48	44	45	<b>45</b>	<b>MONTY HOLMES</b>	Alone (Bang II)	59/2	55	678	+57	2733	+244
<b>DEBUT</b>	<b>46</b>	<b>46</b>	<b>46</b>	<b>SAMMY KERSHAW</b>	One Day Left To Live (Mercury)	57/19	62	584	+179	2411	+746
<b>DEBUT</b>	<b>47</b>	<b>47</b>	<b>47</b>	<b>CLINT DANIELS</b>	When I Grow Up (Arista)	56/28	68	501	+280	2362	+1267
50	46	48	<b>48</b>	<b>DANNI LEIGH</b>	If The Jukebox Took Teardrops (Decca)	59/4	61	585	+21	2358	+111
<b>DEBUT</b>	<b>49</b>	<b>49</b>	<b>49</b>	<b>MARK NESLER</b>	Slow Down (Asylum/EEG)	60/8	64	556	+106	2250	+416
<b>DEBUT</b>	<b>50</b>	<b>50</b>	<b>50</b>	<b>PATTY LOVELESS</b>	Like Water Into Wine (Epic)	45/14	67	505	+174	2048	+630

This chart reflects airplay from October 5-11. Songs ranked by total points. Highlighted songs indicate Breaker.  
 207 Country reporters. 203 current playlists. Songs that are down in points for three consecutive weeks and below No. 1 are moved to recurrent. © 1998, R&R Inc.

## BREAKERS.

**RANDY TRAVIS**  
 Spirit Of A Boy... (DreamWorks)  
 74% of our reporters on it (153 stations)  
 45 Adds • Moves 35-30

**PAM TILLIS**  
 Every Time (Arista)  
 62% of our reporters on it (129 stations)  
 14 Adds • Moves 33-32

**JOHN MICHAEL MONTGOMERY**  
 Hold On To Me (Atlantic)  
 61% of our reporters on it (126 stations)  
 42 Adds • Moves 39-33

**DERYL DODD**  
 A Bitter End (Columbia)  
 60% of our reporters on it (124 stations)  
 20 Adds • Moves 37-35

## MOST ADDED.

ARTIST TITLE LABEL(S)	TOTAL ADDS
JO DEE MESSINA Stand Beside Me (Curb)	60
SARA EVANS No Place That Far (RCA)	59
JENNY SIMPSON Ticket Out Of Kansas (Mercury)	49
RANDY TRAVIS Spirit Of A Boy... (DreamWorks)	45
VINCE GILL Kindly Keep It Country (MCA)	44
JOHN MICHAEL MONTGOMERY Hold On To Me (Atlantic)	42
MICHAEL PETERSON By The Book (Reprise)	32
CLINT DANIELS When I Grow Up (Arista)	28
MARK CHESNUTT Wherever You Are (Decca)	24
STEVE WARINER Every Little Whisper (Capitol)	23

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BROOKS & DUNN Husbands And Wives (Arista)	+780
DEANA CARTER Absence Of The Heart (Capitol)	+731
RANDY TRAVIS Spirit Of A Boy... (DreamWorks)	+715
JOHN MICHAEL MONTGOMERY Hold On To Me (Atlantic)	+699
DIXIE CHICKS Wide Open Spaces (Monument)	+688
VINCE GILL Kindly Keep It Country (MCA)	+676
JO DEE MESSINA Stand Beside Me (Curb)	+655
SARA EVANS No Place That Far (RCA)	+648
ALABAMA How Do You Fall In Love (RCA)	+644
GEORGE STRAIT We Really Shouldn't Be... (MCA)	+619

## MOST INCREASED POINTS

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
BROOKS & DUNN Husbands And Wives (Arista)	+3790
RANDY TRAVIS Spirit Of A Boy... (DreamWorks)	+3571
DEANA CARTER Absence Of The Heart (Capitol)	+3558
GEORGE STRAIT We Really Shouldn't Be... (MCA)	+3182
DIXIE CHICKS Wide Open Spaces (Monument)	+3097
ALABAMA How Do You Fall In Love (RCA)	+3001
JOHN MICHAEL MONTGOMERY Hold On To Me (Atlantic)	+2980
JO DEE MESSINA Stand Beside Me (Curb)	+2947
MARTINA MCBRIDE Wrong Again (RCA)	+2932
VINCE GILL Kindly Keep It Country (MCA)	+2923

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
WILKINSONS 26 Cents (Giant)
BROOKS & DUNN How Long Gone (Arista)
GEORGE STRAIT True (MCA)
JO DEE MESSINA I'm Alright (Curb)
JOHN MICHAEL MONTGOMERY Cover You In Kisses (Atlantic)
FAITH HILL w/TIM MCGRAW Just To Hear You Say... (Warner Bros.)
DIXIE CHICKS There's Your Trouble (Monument)
TRISHA YEARWOOD There Goes My Baby (MCA)
COLLIN RAYE I Can Still Feel You (Epic)
VINCE GILL If You Ever Have Forever In... (MCA)

Breakers: Song has achieved airplay at 80% of reporter base for the first time. Buletts 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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## JONES RADIO NETWORK

# The New Album Gallery

In Stores: October 13, 1998



## Bill Engvall

### Dorkfish (Warner Bros.)

It must be difficult to come up with original album titles, but comic Bill Engvall faces no danger of plagiarism in naming his new album *Dorkfish*. Regarding the origin of the title — and the comedy bit — Engvall says, "I believe it was the Discovery Channel. They were talking about this fossilized fish they had found whose upper jaw sticks out over its bottom one, and I started

laughing. I thought, 'Oh my god! It's a dorkfish!'" To the best of anyone else's knowledge, was never a species of prehistoric porpoises with huge overbites that cavemen caught with corndogs on a hook. But that's just the way Engvall thinks. Comedy's a tough business, but Engvall is now a major star on the brink of being awarded a platinum album for his Warner Bros. debut, *Here's Your Sign*. Commenting on *Dorkfish*, Engvall says, "On this album, there are so many more moments funnier to me personally than on *Here's Your Sign*." The bits include "Dances With Men," which finds Engvall and his son joining a Hollywood Indian Guides troop and learning to speak Indian sign language. "It's turning into the breakout track. It's the one people just go crazy over." The album also contains the album's first single and video, "I'm A Cowboy," in which Engvall learns to ride a horse in a rodeo. "I'm A Cowboy" is probably one of my favorites, just because I lived it."



## Aaron Tippin

### What This Country Needs (Lyric Street)

"My musical philosophy is pretty simple," says Aaron Tippin. "I don't care what is hip and what is cool. I just pick out what I think is the truth, and I pursue it." Describing his first album for Disney's Lyric Street, Tippin says, "This is a time in my life when a lot of things have happened that have to do with love and family. But this album isn't about mush. It's a blue-collar love thing. I wanted realism in

these songs — true feelings, things that everybody in this country can relate to." Tippin co-wrote four of the 11 songs on *What This Country Needs*, including the title track, which addresses the need for tradition in country music. During his tenure at RCA, Tippin sold more than 4 million records and scored six top 10 singles. When he and RCA parted ways, Tippin continued to maintain a strong fan base.

He says, "Most people in the music industry don't even know who they are selling records to. I think I do. I have just kept right on touring. The crowds dropped off just a little bit. But for a guy who was off the radio as long as I was, it wasn't nearly as much as you think it would be. It goes to show you that my 'keep on swinging' attitude is worth something. It don't mean that much in the music business, but it does to the people who come to watch the shows." As for the future, Tippin says, "This record is already successful, as far as I'm concerned. It's got that same innocence that I had when I first went into the recording studio. It has got the best songs that I could write and find. It already is successful, because we did something the way it's supposed to be done." Tippin co-produced the project with Pat McMakin.



## Travis Tritt

### No More Looking Over... (Warner Bros.)

*No More Looking Over My Shoulder* marks the first time Travis Tritt has co-produced an album with Billy Joe Walker Jr., the session guitarist and producer best known for his work with Bryan White, Pam Tillis, and Collin Raye. Noting that Walker was the perfect choice for the production job, Tritt says, "He's played guitar on practically every album I've ever done. I knew that he

was a real song man. He would know which songs to send me and which ones not to. He's the first producer I've ever worked with who brought me songs in any quantity at all. He brought hundreds to the table." Songs making the final cut include titles from Leslie Satcher, Larry Cordle, and Exile's J.P. Pennington and Les Taylor, along with covers of songs written by Bruce Springsteen and Jude Cole. Tritt has a writer's credit on five songs, including collaborations with Stewart Harris, Bruce Ray Brown, and Grammy winners Gary Baker and Frank J. Myers (of "I Swear" fame). Tritt's labelmate Michael Peterson co-wrote the title track with Craig Wiseman.

*No More Looking Over My Shoulder* is Tritt's first album since 1995's *Greatest Hits — From The Beginning*. He was originally scheduled to begin recording the new album last November, but concert tours, film commitments, and the birth of his daughter meant that he only started working on the project in June. However, Tritt says, "This album came together more quickly than any of the others I've done in the past." He adds, "I backed off touring quite a bit this year because of the baby being born in February. I wanted to spend as much time at home with her and my wife as I possibly could during those first few months." The hiatus paid off, as indicated by the album's first single, "If I Lost You."

## GOING ON THE ADDS

October 12, 1998

### Lisa Brokop "When You Get To Be You"

Columbia: Written by Curtis Wright, Dennis Robbins, and Michael Don Ebing, "When You Get To Be You" is the title track of Lisa Brokop's upcoming album — her first for Columbia. Brokop says, "I wish I had written this song, but I didn't. This whole album is about me getting to be me, so I just love this one. If you listen to it three times, you're going to hear something different every time. I can't wait to do it live. It'll be a great song to do right at the top of the show."

### Alan Jackson "Right On The Money"

Arista: If Alan Jackson took a major musical departure with "TI Go On Loving You," the follow-up single from his *High Hopes* album is a minor turn. Written by Charlie Black and Phil Vassar, there's a gentle swing sound in the mid-tempo "Right On The Money." Jackson sounds as comfortable as an old pair of jeans on the single, which is sure to get plenty of action on Monday's add date.

### Brady Seals "Whole Lotta Hurt"

Warner Bros.: In establishing his solo career, Brady Seals has been careful to establish his own identity outside Little Texas. Co-writing "Whole Lotta Hurt" with Jamie O'Keefe, Seals returns to a sound reminiscent of his old band, complete with a huge guitar riff and infectious musical hooks at every turn. Ultimately, it's a Brady Seals record — and one of the best he's ever made.

### Springer "Don't Try To Find Me"

Giant: Springer's debut album is set for release next year, but the trio is getting its introduction with this single produced by John Hobbs and Ed Seay. Led by singer/songwriter Roger Springer, who wrote Mark Chesnut's "Thank God For Believers" and Sammy Kershaw's "Matches," the group also features vocalist Shara Johnson and vocalist/multi-instrumentalist Joe Manuel.

### Steve Wariner "Every Little Whisper"

Capitol: Steve Wariner says his wife Caryn inspired him to write "Every Little Whisper" with Billy Kersch, who also teamed with him to write "Holes In The Floor Of Heaven." Wariner explains, "This song has a lot of exposed feelings. It's a series of emotions that are positive. It really puts her on a pedestal." Noting that there are three different levels to the recording, Wariner says, "It starts off with the piano that has an almost gospel feel to it, then breaks into the chorus and big harmonies. It's almost like the Eagles' sound — a real thick and real stacked sound."

The ultimate in Saturday Night Country Radio

Live; caller interactive; personality driven

Today's best Country Music selected especially for Saturday Nights

Fed Live 7pm - 12midnight (all time zones) in stereo on Satcom C5 Transponder 23 with automation tones available

Nine minutes of local avails per hour

**The Bo Reynolds Show**  
Saturday Nights will Never be the Same

408-420-1400

PERSONALITY RADIO  
**FISHER**  
ENTERTAINMENT



## NEW & ACTIVE

**WYNONNA Woman To Woman (Asylum/EEG)**  
 Total Stations: 38, Total Points: 1714, Total Adds: 0,  
 Including: WKIS 24 (14), WKKT 20 (20), WRNS 19  
 (19), WESC 18 (18), WCKT 17 (17), KMPS 16 (16),  
 KASH 15 (15), WGTY 13 (13), WKDQ 12 (12), WXCL  
 2 (12), WYYD 12 (10), WPKX 11 (11), KNUE 10  
 (10), WDAF 10 (10), WNOE 10 (10), WOVK 10 (10),  
 WNCY 9 (9), KGNC 7 (7), KHEY 7 (7), KNFR 7 (7),  
 WDJR 7 (7), WGTR 7 (7), WSSL 7 (7), WBEE 6 (6),  
 WTCR 6 (6)

**GRAHAM BROWN Wine Into Water (Intersound)**  
 Total Stations: 33, Total Points: 1630, Total Adds: 3,  
 Including: KXDD 14, WBBN 7, WWZD 7  
 Plays Include: WCTQ 25 (25), WDJR 25 (25), WBCT  
 3 (22), WUSY 20 (13), WOVK 17 (17), WYYD 16  
 (16), KJUG 15 (15), WDEN 15 (15), WSM 15 (15),  
 WTOR 15 (15), WFMB 14 (14), WTCR 13 (13), WTCM  
 2 (10), WYAY 12 (12), KXKC 10 (10), WAMZ 10  
 (10), WAXX 10 (10), WDAF 10 (10), WKCX 10 (8),  
 KNU 9 (9), KVOO 8 (8)

**JENNY SIMPSON Ticket Out Of Kansas (Mercury)**  
 Total Stations: 50, Total Points: 1490, Total Adds:  
 9, Including: KBUL 17, KJUG 15, WRNS 15, WFMB  
 2, WKDQ 12, KUZZ 10, WAMZ 10, WAXX 10, WOVK  
 10, WTCM 10, KNU 9, KUBL 9, WPU 9, WRBQ 8,  
 KJY 7, KKIX 7, KKJG 7, KNFR 7, KSOP 7, WKXC 7,  
 WMSI 7, WWJO 7, WWZD 7, WIXY 6, WTCR 6

**STEVE WARINER Every Little Whisper (Capitol)**  
 Total Stations: 23, Total Points: 1057, Total Adds:  
 3, Including: KTTS 30, KJUG 15, WIRK 15, WWGR  
 5, WKIS 14, KNIX 13, KSON 12, WKDQ 12, WTCM  
 2, KNU 10, WOVK 10, WTCR 10, WYYD 10, KKJG  
 7, WQXK 7, WSSL 7, KASH 5, KLLL 5, KRWQ 5,  
 WCY 5, WBCT 5, WDEN 5, WWYZ 5

**FRINGER! Don't Try To Find Me (Giant)**  
 Total Stations: 14, Total Points: 599, Total Adds: 12,  
 Including: KJUG 15, WRNS 15, WAXX 10, WOVK 10,  
 WJZN 7, KKJG 7, KNFR 7, WTCR 6, KTTS 5, WBBS 5,  
 WSOC 5, WWYZ 5  
 Plays Include: WDEN 5 (5)

**CHRIS LEDOUX Bang A Drum (Capitol)**  
 Total Stations: 13, Total Points: 475, Total Adds: 1,  
 Including: KRKY 5  
 Plays Include: KWJJ 20 (17), KUPL 15 (15), KKAT  
 1 (11), WOVK 10 (10), KHAY 9 (7), KNU 9 (9),  
 KSOP 7 (7), WOW 6 (6), KTTS 5 (5), KZSN 5 (5),  
 WBYT 5 (5), WDEN 5 (5)

**ALLISON MOORER Alabama Song (MCA)**  
 Total Stations: 13, Total Points: 395, Total Adds: 13,  
 Including: WRNS 15, WWZD 12, WAXX 10, WOVK  
 10, KNFR 7, WMSI 7, KFOI 5, KTTS 5, WOEN 5, WG  
 WRKZ 5, WSOC 5, WUSQ 5

**ON WILLIAMS Cracker Jack Diamond (Giant)**  
 Total Stations: 11, Total Points: 352, Total Adds:  
 Including: WBCT 15 (15), KNU 10 (10), WHOK  
 10 (10), WOVK 10 (10), KVOO 8 (8), KSOP 7 (7),  
 WTCR 6 (6), KFOI 5 (5), KTTS 5 (5), WOEN 5 (5),  
 WSOC 5 (5)

## Songs Ranked By Total Points

## NATIONAL RADIO FORMATS

### ABC RADIO NETWORKS

#### Coast-To-Coast

Mark Edwards • (972) 991-9200

**Adds:**  
 JO DEE MESSINA Stand Beside Me

**Nettest:**  
 FAITH HILL Let Me Let Go  
 BROOKS & DUNN Husbands And Wives  
 GEORGE STRAIT We Really Shouldn't Be Doing This

#### Real Country

Dave Nicholson • (602) 966-6236

**Adds:**  
 PRITTY LOVELESS Like Water Into Wine  
 STEVE WARINER Every Little Whisper

**Nettest:**  
 MARK WILLIS Don't Laugh At Me  
 LEE ANN WORMACK A Little Past Little Rock  
 TY HERNDON It Must Be Love  
 CLAY WALKER You're Beginning To Get To Me  
 KENNY CHEBNEY I Will Stand

### ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

Gary Knoll

**Adds:**  
 FAITH HILL Let Me Let Go  
 DAVID KERSHI Something To Think About  
 PRITTY LOVELESS Like Water Into Wine  
 LARI WHITE Take Me

**Nettest:**  
 TOBY KEITH Getcha Some  
 LEANN RIMES Nothin' New Under The Moon  
 LEE ANN WORMACK A Little Past Little Rock

### BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

Super Country/Pure Country

Ken Moultrie

**Adds:**  
 VINCE GILL Kindly Keep It Country  
 BIRNY MCCREARY Let's Talk About Love  
 JOHN MICHAEL MONTGOMERY Hold On To Me

**Nettest:**  
 MICHAEL PETERSON By The Book  
 RANDY TRAVIS Spirit Of A Boy, Wisdom Of A Man  
 CLAY WALKER You're Beginning To Get To Me

#### Digital Country

L.J. Smith

**Adds:**  
 MICHAEL PETERSON By The Book  
 RANDY TRAVIS Spirit Of A Boy, Wisdom Of A Man  
 CLAY WALKER You're Beginning To Get To Me

**Nettest:**  
 TIM MCGRAW Where The Green Grass Grows  
 DIAMOND RIO You're Gone  
 SHANIA TWAIN Honey, I'm Home  
 MARK WILLIS Don't Laugh At Me  
 LONESTAR Everything's Changed

#### New Country

L.J. Smith

**Adds:**  
 BROOKS & DUNN Husbands And Wives  
 MARTINA MCBRIDE Wrong Again  
 GEORGE STRAIT We Really Shouldn't Be Doing This

**Nettest:**  
 TIM MCGRAW Where The Green Grass Grows  
 DIAMOND RIO You're Gone  
 SHANIA TWAIN Honey, I'm Home  
 MARK WILLIS Don't Laugh At Me  
 ALAN JACKSON I'll Go On Loving You

### JONES RADIO NETWORK

Jim Murphy • (303) 784-8700

U.S. Country

Penny Mitchell

**Adds:**  
 VINCE GILL Kindly Keep It Country  
 PRITTY LOVELESS Like Water Into Wine  
 MICHAEL PETERSON By The Book  
 RANDY TRAVIS Spirit Of A Boy, Wisdom Of A Man

### JONES RADIO NETWORK CONTINUED

**Nettest:**  
 GARTH BROOKS You Move Me  
 LONESTAR Everything's Changed  
 REBA MCKENTRE Forever Love  
 LEANN RIMES Nothin' New Under The Moon  
 MARK WILLIS Don't Laugh At Me

#### CD Country

John Hendricks

**Adds:**  
 No New Adds

**Nettest:**  
 LONESTAR Everything's Changed  
 ALAN JACKSON I'll Go On Loving You  
 TY HERNDON It Must Be Love  
 DIXIE CHICKS Wide Open Spaces  
 DIAMOND RIO You're Gone

### RADIO ONE COUNTRY PLAYLIST

Jim Barbee • (970) 949-3339

**Adds:**

DERYL DODD A Bitter End  
 VINCE GILL Kindly Keep It Country  
 PRITTY LOVELESS Like Water Into Wine  
 JO DEE MESSINA Stand Beside Me

**Nettest:**  
 MARK WILLIS Don't Laugh At Me  
 ALABAMA How Do You Fall In Love  
 TY HERNDON It Must Be Love  
 ALAN JACKSON I'll Go On Loving You  
 JOE DUFFIE Poor Me

### WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

Tracy Thompson

Mainstream Country

David Felker

**Adds:**  
 TOBY KEITH Getcha Some  
 JOHN MICHAEL MONTGOMERY Hold On To Me  
 RANDY TRAVIS Spirit Of A Boy, Wisdom Of A Man

**Nettest:**  
 TIM MCGRAW Where The Green Grass Grows  
 MARK WILLIS Don't Laugh At Me  
 DIAMOND RIO You're Gone  
 ALAN JACKSON I'll Go On Loving You  
 GARTH BROOKS You Move Me

#### Hot Country

David Felker

**Adds:**  
 VINCE GILL Kindly Keep It Country  
 WARREN BROTHERS Guilty

**Nettest:**  
 TIM MCGRAW Where The Green Grass Grows  
 ALAN JACKSON I'll Go On Loving You  
 LONESTAR Everything's Changed  
 SHANIA TWAIN Honey, I'm Home  
 REBA MCKENTRE Forever Love

## COUNTRY VIDEO



### ADDS

No New Adds

### ELITE

DIAMOND RIO You're Gone  
 LEE ANN WORMACK A Little Past Little Rock  
 DIXIE CHICKS Wide Open Spaces  
 SHANIA TWAIN Honey, I'm Home  
 MARK WILLIS Don't Laugh At Me

## TNN

60.2 million households  
 Tracy Todd,  
 Manager/Video Programming

### ADDS

WYNONNA Woman To Woman (Asylum/EEG)

### TOP 10

ALABAMA How Do You Fall In Love (RCA)  
 BILLY DEAN Real Man (Capitol)  
 DIAMOND RIO You're Gone (Arista)  
 ALAN JACKSON I'll Go On Loving You (Arista)  
 REBA MCKENTRE Forever Love (MCA)  
 T.G. SHEPPARD Like A Coupe De Ville (Outwest)  
 AARON TIPPIN For You I Will (Lyric Street)  
 BILLY PARTON Honky Tonk Songs (Decca)  
 LEE ANN WORMACK A Little Past Little Rock (Decca)  
 WYNONNA Woman To Woman (Asylum/EEG)

Information current as of October 5.

## CMT

42 million households  
 Chris Parr, Director/Programming  
 Paul Hassaba, VP/GM

### ADDS

DIAMOND RIO Unbelievable (Arista)  
 JENNY SIMPSON Ticket Out Of Kansas (Mercury)  
 RANDY TRAVIS Spirit Of A Boy, Wisdom Of A Man (DreamWorks)  
 LARI WHITE Take Me (Lyric Street)

### TOP 10

WILLIAMS 266 (Giant)  
 DIAMOND RIO You're Gone (Arista)  
 ALAN JACKSON I'll Go On Loving You (Arista)  
 MARK WILLIS Don't Laugh At Me (Mercury)  
 BROOKS & DUNN How Long Gone (Arista)  
 LONESTAR Everything's Changed (BNA)  
 REBA MCKENTRE Forever Love (MCA)  
 SHANIA TWAIN Honey, I'm Home (Mercury)  
 TRACY BYRD I Wanna Feel That Way Again (MCA)  
 ALABAMA How Do You Fall In Love (RCA)

### HEAVY

ALABAMA How Do You Fall In Love (RCA)  
 BROOKS & DUNN How Long Gone (Arista)  
 TRACY BYRD I Wanna Feel That Way Again (MCA)  
 DIAMOND RIO You're Gone (Arista)  
 DIXIE CHICKS Wide Open Spaces (Monument)  
 ALAN JACKSON I'll Go On Loving You (Arista)  
 LONESTAR Everything's Changed (BNA)  
 REBA MCKENTRE Forever Love (MCA)  
 SHANIA TWAIN Honey, I'm Home (Mercury)  
 MARK WILLIS Don't Laugh At Me (Mercury)  
 LEE ANN WORMACK A Little Past Little Rock (Decca)

### HOT SHOTS

DEANA CARTER Absence Of The Heart (Capitol)  
 CLINT DANIELS When I Grow Up (Arista)  
 BILL ENGvall I'm A Cowboy (Warner Bros.)  
 TOBY KEITH Getcha Some (Mercury)  
 SABBRY KERSHAW One Day Left To Live (Mercury)  
 CHRIS KNIGHT It Ain't Easy Being Me (Decca)  
 PRITTY LOVELESS Like Water Into Wine (Epic)  
 JOHN MICHAEL MONTGOMERY Hold On To Me (Atlantic)  
 MARK MEBLER Slow Down (Asylum/EEG)  
 LARI WHITE Take Me (Lyric Street)  
 WYNONNA Woman To Woman (Asylum/EEG)  
 BURGESS YBARANI These Arms (Rapista)

Heavy rotation songs receive 28 plays per week. Hotshots receive 21 plays per week.

Information current as of October 7.



# COUNTRY PLAYLISTS

October 9, 1998 R&R • 81

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

**107 WNYT**  
Market: New York  
(814) 592-1071  
Smith/Robt

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
12	12	12	12	12	SHAWNA THOMAS/When The Green
12	12	12	12	12	MARK WILLSON/Don't Laugh At Me
12	12	12	12	12	SHAWNA THOMAS/Honey, I'm Home
12	12	12	12	12	LEANN RIMES/When I Was Under
12	12	12	12	12	LODESTAR/Everything's Changed
12	12	12	12	12	ALABAMA/How Do You Feel
12	12	12	12	12	TRACY BRYDI/Wanna Feel That
12	12	12	12	12	REBA MCKENTRE/Forever Love
12	12	12	12	12	GARTH BROOKS/You Move Me
12	12	12	12	12	LEE ANN WOMACKA/Little Past
12	12	12	12	12	DOE CHICKS/Wide Open Spaces
12	12	12	12	12	TY HERNDON/Just Be Love
12	12	12	12	12	YEARWOOD & BROOKS/Where Your Road
12	12	12	12	12	FATH HILL/Let Me Let Go
12	12	12	12	12	DEANA CARTER/Absence Of The Heart
12	12	12	12	12	GEORGE STRATTON/Really
12	12	12	12	12	COLLIER RAYE/Someone You Used
12	12	12	12	12	BROOKS & DUNN/Husbands And Wives
12	12	12	12	12	TERRI CLARK/You're Easy On Me
12	12	12	12	12	DOE CHICKS/Wide Open Spaces
12	12	12	12	12	MARK WILLSON/Don't Laugh At Me
12	12	12	12	12	LEANN RIMES/When I Was Under
12	12	12	12	12	AARON TIPPIN/For You I Will
12	12	12	12	12	CLAY WALKER/You're Beginning
12	12	12	12	12	WARREN BROTHERS/Gully
12	12	12	12	12	PAUL TULLIS/Every Time
12	12	12	12	12	TRAVIS TRITTE/Last You
12	12	12	12	12	JOHN M. MONTGOMERY/Head On To Me
12	12	12	12	12	RAMBY TRAVIS/Spirit Of A Boy
12	12	12	12	12	JERRY SIMPSON/Heart Out Of Kansas

**107 WNYT**  
Market: New York  
(814) 592-1071  
Smith/Robt

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
38	38	38	38	38	SHAWNA THOMAS/When The Moment On
38	38	38	38	38	FATH HILL/Let Me Let Go
38	38	38	38	38	DAVID KERSH/When Tonight
38	38	38	38	38	TY HERNDON/Just Be Love
38	38	38	38	38	LEANN RIMES/When I Was Under
38	38	38	38	38	ALAN JACKSON/You're On Loving
38	38	38	38	38	SHAWNA THOMAS/Honey, I'm Home
38	38	38	38	38	GARTH BROOKS/You Move Me
38	38	38	38	38	MARK WILLSON/Don't Laugh At Me
38	38	38	38	38	REBA MCKENTRE/Forever Love
38	38	38	38	38	TERRI CLARK/You're Easy On Me
38	38	38	38	38	LEANN RIMES/When I Was Under
38	38	38	38	38	DOE CHICKS/Wide Open Spaces
38	38	38	38	38	TY HERNDON/Just Be Love
38	38	38	38	38	YEARWOOD & BROOKS/Where Your Road
38	38	38	38	38	ALABAMA/How Do You Feel
38	38	38	38	38	CLAY WALKER/You're Beginning
38	38	38	38	38	TRAVIS TRITTE/Last You
38	38	38	38	38	LODESTAR/Everything's Changed
38	38	38	38	38	COLLIER RAYE/Someone You Used
38	38	38	38	38	FATH HILL/Let Me Let Go
38	38	38	38	38	DEANA CARTER/Absence Of The Heart
38	38	38	38	38	TRAVIS TRITTE/Last You
38	38	38	38	38	DEANA CARTER/Absence Of The Heart
38	38	38	38	38	LEE ANN WOMACKA/Little Past
38	38	38	38	38	YEARWOOD & BROOKS/Where Your Road
38	38	38	38	38	BROOKS & DUNN/Husbands And Wives
38	38	38	38	38	WARREN BROTHERS/Gully
38	38	38	38	38	VINCE GILL/Keep It Real
38	38	38	38	38	DOE CHICKS/Wide Open Spaces
38	38	38	38	38	TERRI CLARK/You're Easy On Me
38	38	38	38	38	TY HERNDON/Just Be Love

**107 WNYT**  
Market: New York  
(814) 592-1071  
Smith/Robt

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
42	42	42	42	42	BROOKS & DUNN/How Long Gone
42	42	42	42	42	TY HERNDON/Just Be Love
42	42	42	42	42	JOHN M. MONTGOMERY/Head On To Me
42	42	42	42	42	GARTH BROOKS/You Move Me
42	42	42	42	42	DOE CHICKS/Wide Open Spaces
42	42	42	42	42	TY HERNDON/Just Be Love
42	42	42	42	42	REBA MCKENTRE/Forever Love
42	42	42	42	42	LEANN RIMES/When I Was Under
42	42	42	42	42	DEANA CARTER/Absence Of The Heart
42	42	42	42	42	TERRI CLARK/You're Easy On Me
42	42	42	42	42	WIDE HIRSES/How Do You Sleep
42	42	42	42	42	FATH HILL/Let Me Let Go
42	42	42	42	42	MARTINA MCBRIDE/Wrong Again
42	42	42	42	42	COLLIER RAYE/Someone You Used
42	42	42	42	42	TRAVIS TRITTE/Last You
42	42	42	42	42	THOMAS TRAVIS/Spirit Of A Boy
42	42	42	42	42	DEANA CARTER/Absence Of The Heart
42	42	42	42	42	LEE ANN WOMACKA/Little Past
42	42	42	42	42	YEARWOOD & BROOKS/Where Your Road
42	42	42	42	42	BROOKS & DUNN/Husbands And Wives
42	42	42	42	42	WARREN BROTHERS/Gully
42	42	42	42	42	VINCE GILL/Keep It Real
42	42	42	42	42	DOE CHICKS/Wide Open Spaces
42	42	42	42	42	TERRI CLARK/You're Easy On Me
42	42	42	42	42	TY HERNDON/Just Be Love

**107 WNYT**  
Market: New York  
(814) 592-1071  
Smith/Robt

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
20	20	20	20	20	GARTH BROOKS/You Move Me
20	20	20	20	20	LODESTAR/Everything's Changed
20	20	20	20	20	SHAWNA THOMAS/Honey, I'm Home
20	20	20	20	20	ALABAMA/How Do You Feel
20	20	20	20	20	ALAN JACKSON/You're On Loving
20	20	20	20	20	DAMONID RHO/You're Gone
20	20	20	20	20	REBA MCKENTRE/Forever Love
20	20	20	20	20	MARK WILLSON/Don't Laugh At Me
20	20	20	20	20	REBA MCKENTRE/Forever Love
20	20	20	20	20	FATH HILL/Let Me Let Go
20	20	20	20	20	WIDE HIRSES/How Do You Sleep
20	20	20	20	20	YEARWOOD & BROOKS/Where Your Road
20	20	20	20	20	BROOKS & DUNN/Husbands And Wives
20	20	20	20	20	GEORGE STRATTON/Really
20	20	20	20	20	TERRI CLARK/You're Easy On Me
20	20	20	20	20	FATH HILL/Let Me Let Go
20	20	20	20	20	COLLIER RAYE/Someone You Used
20	20	20	20	20	TY HERNDON/Just Be Love
20	20	20	20	20	TRAVIS TRITTE/Last You
20	20	20	20	20	DOE CHICKS/Wide Open Spaces
20	20	20	20	20	LEE ANN WOMACKA/Little Past
20	20	20	20	20	LEANN RIMES/When I Was Under
20	20	20	20	20	DEANA CARTER/Absence Of The Heart
20	20	20	20	20	TRAVIS TRITTE/Last You
20	20	20	20	20	DEANA CARTER/Absence Of The Heart
20	20	20	20	20	LEE ANN WOMACKA/Little Past
20	20	20	20	20	YEARWOOD & BROOKS/Where Your Road
20	20	20	20	20	BROOKS & DUNN/Husbands And Wives
20	20	20	20	20	WARREN BROTHERS/Gully
20	20	20	20	20	VINCE GILL/Keep It Real
20	20	20	20	20	DOE CHICKS/Wide Open Spaces
20	20	20	20	20	TERRI CLARK/You're Easy On Me
20	20	20	20	20	TY HERNDON/Just Be Love

**107 WNYT**  
Market: New York  
(814) 592-1071  
Smith/Robt

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
40	40	40	40	40	ALABAMA/How Do You Feel
40	40	40	40	40	GARTH BROOKS/You Move Me
40	40	40	40	40	TY HERNDON/Just Be Love
40	40	40	40	40	LODESTAR/Everything's Changed
40	40	40	40	40	ALAN JACKSON/You're On Loving
40	40	40	40	40	DAMONID RHO/You're Gone
40	40	40	40	40	REBA MCKENTRE/Forever Love
40	40	40	40	40	MARK WILLSON/Don't Laugh At Me
40	40	40	40	40	REBA MCKENTRE/Forever Love
40	40	40	40	40	FATH HILL/Let Me Let Go
40	40	40	40	40	WIDE HIRSES/How Do You Sleep
40	40	40	40	40	YEARWOOD & BROOKS/Where Your Road
40	40	40	40	40	BROOKS & DUNN/Husbands And Wives
40	40	40	40	40	GEORGE STRATTON/Really
40	40	40	40	40	TERRI CLARK/You're Easy On Me
40	40	40	40	40	FATH HILL/Let Me Let Go
40	40	40	40	40	COLLIER RAYE/Someone You Used
40	40	40	40	40	TY HERNDON/Just Be Love
40	40	40	40	40	TRAVIS TRITTE/Last You
40	40	40	40	40	DOE CHICKS/Wide Open Spaces
40	40	40	40	40	LEE ANN WOMACKA/Little Past
40	40	40	40	40	LEANN RIMES/When I Was Under
40	40	40	40	40	DEANA CARTER/Absence Of The Heart
40	40	40	40	40	TRAVIS TRITTE/Last You
40	40	40	40	40	DEANA CARTER/Absence Of The Heart
40	40	40	40	40	LEE ANN WOMACKA/Little Past
40	40	40	40	40	YEARWOOD & BROOKS/Where Your Road
40	40	40	40	40	BROOKS & DUNN/Husbands And Wives
40	40	40	40	40	WARREN BROTHERS/Gully
40	40	40	40	40	VINCE GILL/Keep It Real
40	40	40	40	40	DOE CHICKS/Wide Open Spaces
40	40	40	40	40	TERRI CLARK/You're Easy On Me
40	40	40	40	40	TY HERNDON/Just Be Love

**107 WNYT**  
Market: New York  
(814) 592-1071  
Smith/Robt

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
30	30	30	30	30	BROOKS & DUNN/How Long Gone
30	30	30	30	30	TY HERNDON/Just Be Love
30	30	30	30	30	JOE DIRBE/When You're In My Arms
30	30	30	30	30	TY HERNDON/Just Be Love
30	30	30	30	30	LEANN RIMES/When I Was Under
30	30	30	30	30	ALAN JACKSON/You're On Loving
30	30	30	30	30	SHAWNA THOMAS/Honey, I'm Home
30	30	30	30	30	GARTH BROOKS/You Move Me
30	30	30	30	30	MARK WILLSON/Don't Laugh At Me
30	30	30	30	30	REBA MCKENTRE/Forever Love
30	30	30	30	30	TERRI CLARK/You're Easy On Me
30	30	30	30	30	LEANN RIMES/When I Was Under
30	30	30	30	30	DOE CHICKS/Wide Open Spaces
30	30	30	30	30	TY HERNDON/Just Be Love
30	30	30	30	30	YEARWOOD & BROOKS/Where Your Road
30	30	30	30	30	ALABAMA/How Do You Feel
30	30	30	30	30	CLAY WALKER/You're Beginning
30	30	30	30	30	TRAVIS TRITTE/Last You
30	30	30	30	30	LODESTAR/Everything's Changed
30	30	30	30	30	COLLIER RAYE/Someone You Used
30	30	30	30	30	FATH HILL/Let Me Let Go
30	30	30	30	30	DEANA CARTER/Absence Of The Heart
30	30	30	30	30	TRAVIS TRITTE/Last You
30	30	30	30	30	DEANA CARTER/Absence Of The Heart
30	30	30	30	30	LEE ANN WOMACKA/Little Past
30	30	30	30	30	YEARWOOD & BROOKS/Where Your Road
30	30	30	30	30	BROOKS & DUNN/Husbands And Wives
30	30	30	30	30	WARREN BROTHERS/Gully
30	30	30	30	30	VINCE GILL/Keep It Real
30	30	30	30	30	DOE CHICKS/Wide Open Spaces
30	30	30	30	30	TERRI CLARK/You're Easy On Me
30	30	30	30	30	TY HERNDON/Just Be Love

**107 WNYT**  
Market: New York  
(814) 592-1071  
Smith/Robt

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
45	45	45	45	45	MARK WILLSON/Don't Laugh At Me
45	45	45	45	45	DOE CHICKS/Wide Open Spaces
45	45	45	45	45	LODESTAR/Everything's Changed
45	45	45	45	45	TY HERNDON/Just Be Love
45	45	45	45	45	LEANN RIMES/When I Was Under
45	45	45	45	45	ALAN JACKSON/You're On Loving
45	45	45	45	45	SHAWNA THOMAS/Honey, I'm Home
45	45	45	45	45	GARTH BROOKS/You Move Me
45	45	45	45	45	MARK WILLSON/Don't Laugh At Me
45	45	45	45	45	REBA MCKENTRE/Forever Love
45	45	45	45	45	TERRI CLARK/You're Easy On Me
45	45	45	45	45	LEANN RIMES/When I Was Under
45	45	45	45	45	DOE CHICKS/Wide Open Spaces
45	45	45	45	45	TY HERNDON/Just Be Love
45	45	45	45	45	YEARWOOD & BROOKS/Where Your Road
45	45	45	45	45	ALABAMA/How Do You Feel
45	45	45	45	45	CLAY WALKER/You're Beginning
45	45	45	45	45	TRAVIS TRITTE/Last You
45	45	45	45	45	LODESTAR/Everything's Changed
45	45	45	45	45	COLLIER RAYE/Someone You Used
45	45	45	45	45	FATH HILL/Let Me Let Go
45	45	45	45	45	DEANA CARTER/Absence Of The Heart
45	45	45	45	45	TRAVIS TRITTE/Last You
45	45	45	45	45	DEANA CARTER/Absence Of The Heart
45	45	45	45	45	LEE ANN WOMACKA/Little Past
45	45	45	45	45	YEARWOOD & BROOKS/Where Your Road
45	45	45	45	45	

# COUNTRY PLAYLISTS

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

**MARKET #12**  
**Y106.7**  
TODAY'S #1 COUNTRY  
WYRV/Atlanta  
(770) 955-0106  
Mitchell/Gray

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
42	42	42	42	42	TIM MCGRAW/Where The Green...
32	32	32	32	32	REBA MCKENTRE/Forever Love
32	32	32	32	32	DOXE CHICKS/Wide Open Spaces
32	32	32	32	32	ALABAMA/How Do You Feel...
32	32	32	32	32	LEARN RIME/Sister New Under...
42	42	42	42	42	GARTH BROOKS/You Move Me
42	42	42	42	42	LODESTAR/Everything's Changed
42	42	42	42	42	ALAN JACKSON/Go On Loving
42	42	42	42	42	TRACY BRYDI/Wanna Feel That...
42	42	42	42	42	MARK WILLS/Don't Laugh At Me
42	42	42	42	42	SHANNA TWAIN/Honey, I'm Home
32	32	32	32	32	COLLIN RAYE/Someone You Used...
12	12	12	12	12	FATH HILL/Let Me Let Go
12	12	12	12	12	GEORGE STRATTON/Really...
32	32	32	32	32	TERRI CLARK/You're Easy On...
32	32	32	32	32	LEE ANN WOMACK/Little Past...
32	32	32	32	32	TY HERNDON/Must Be Love
12	12	12	12	12	BROOKS & DUNN/Husbands And Wives
12	12	12	12	12	WADE HAYES/How Do You Sleep...
12	12	12	12	12	YEARWOOD & BROOKS/Where Your Road...
12	12	12	12	12	PAM TILLIS/Every Time
12	12	12	12	12	RANDY TRAVIS/Spirit Of A Boy
12	12	12	12	12	KENNY CHESNEY/We Stand
12	12	12	12	12	CLAY WALKER/You're Beginning...
12	12	12	12	12	T GRAMME BROWN/Wine Into Water
12	12	12	12	12	TRAVIS TRITTA/I Lost You
12	12	12	12	12	WARREN BROTHERS/Gully
12	12	12	12	12	MARTINA MCBRIDE/Wrong Again
12	12	12	12	12	BLACKHAWK/There You Have It
12	12	12	12	12	DEANA CARTER/Absence Of The Heart
12	12	12	12	12	JOHN M. MONTGOMERY/Hold On To Me
12	12	12	12	12	TOBY KEITH/Gatcha Some
12	12	12	12	12	AARON TIPPIN/For You I Will

**MARKET #11**  
**94.1 WMPX**  
KMPX/Seattle  
(206) 443-9400  
Richard/Thomas

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
41	41	41	41	41	BROOKS & DUNN/Husbands And Wives
41	41	41	41	41	GARTH BROOKS/You Move Me
41	41	41	41	41	SHANNA TWAIN/Honey, I'm Home
41	41	41	41	41	TIM MCGRAW/Where The Green...
41	41	41	41	41	REBA MCKENTRE/Forever Love
41	41	41	41	41	MARK WILLS/Don't Laugh At Me
41	14	41	41	41	WILKINSONS/26 Cents
16	28	41	41	41	DOXE CHICKS/Wide Open Spaces
16	28	41	41	41	LEE ANN WOMACK/Little Past...
28	28	28	28	28	RANDY TRAVIS/Spirit Of A Boy
28	28	28	28	28	GEORGE STRATTON/Really...
28	28	28	28	28	FATH HILL/Let Me Let Go
28	28	28	28	28	YEARWOOD & BROOKS/Where Your Road...
28	28	28	28	28	MARTINA MCBRIDE/Wrong Again
16	16	16	16	16	VINCE GILL/Kindly Keep It...
16	16	16	16	16	ALABAMA/How Do You Feel...
16	16	16	16	16	SAMMY KERSHAW/One Day Left To Live
16	16	16	16	16	DEANA CARTER/Absence Of The Heart
16	16	16	16	16	MICHAEL PETERSON/By The Book
16	16	16	16	16	LODESTAR/Everything's Changed
16	16	16	16	16	PAM TILLIS/Every Time
16	16	16	16	16	WHYONNA/When A Woman
16	16	16	16	16	TRAVIS TRITTA/I Lost You
16	16	16	16	16	COLLIN RAYE/Someone You Used...
16	16	16	16	16	JOHN M. MONTGOMERY/Hold On To Me

**MARKET #10**  
**YOUNG COUNTRY 92.5**  
KYCW/Seattle  
(206) 216-9985  
Brenner/Coyle

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
21	21	21	21	21	GARTH BROOKS/You Move Me
21	21	21	21	21	LODESTAR/Everything's Changed
21	21	21	21	21	CLINT BLACK/Lean Up My Straps
21	21	21	21	21	REBA MCKENTRE/Forever Love
46	46	46	46	46	TIM MCGRAW/Where The Green...
46	46	46	46	46	MARK WILLS/Don't Laugh At Me
21	21	21	21	21	WADE HAYES/How Do You Sleep...
12	21	21	21	21	BROOKS & DUNN/Husbands And Wives
12	21	21	21	21	GEORGE STRATTON/Really...
12	21	21	21	21	FATH HILL/Let Me Let Go
12	21	21	21	21	YEARWOOD & BROOKS/Where Your Road...
12	21	21	21	21	MARTINA MCBRIDE/Wrong Again
12	21	21	21	21	CLAY WALKER/You're Beginning...
21	21	21	21	21	LEE ANN WOMACK/Little Past...
21	21	21	21	21	TY HERNDON/Must Be Love
21	21	21	21	21	DOXE CHICKS/Wide Open Spaces
21	21	21	21	21	COLLIN RAYE/Someone You Used...
21	21	21	21	21	LEARN RIME/Alcohol 'N' New Under...
21	21	21	21	21	ALABAMA/How Do You Feel...
21	21	21	21	21	SHANNA TWAIN/Honey, I'm Home
21	21	21	21	21	TRACY BRYDI/Wanna Feel That...
12	21	21	21	21	CLINT DANIELS/When I Grow Up
12	21	21	21	21	JOE DEE MESSINA/Stand Beside Me
12	21	21	21	21	MARK CHESNEY/You're A Real One
12	21	21	21	21	DERLY DODD/Bitter End
12	21	21	21	21	RANDY TRAVIS/Spirit Of A Boy
12	21	21	21	21	BLACKHAWK/There You Have It
12	21	21	21	21	MICHAEL PETERSON/By The Book
12	21	21	21	21	DEANA CARTER/Absence Of The Heart
12	21	21	21	21	TERRI CLARK/You're Easy On...

**MARKET #9**  
**K102**  
KEYE/Minneapolis  
(612) 820-4200  
Svedberg/Moon

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
40	40	40	40	40	TIM MCGRAW/Where The Green...
40	40	40	40	40	MARK WILLS/Don't Laugh At Me
40	40	40	40	40	LODESTAR/Everything's Changed
40	40	40	40	40	SHANNA TWAIN/Honey, I'm Home
40	40	40	40	40	ALABAMA/How Do You Feel...
40	40	40	40	40	COLLIN RAYE/Someone You Used...
26	40	40	40	40	REBA MCKENTRE/Forever Love
26	40	40	40	40	BLACKHAWK/There You Have It
26	40	40	40	40	KENNY CHESNEY/We Stand
26	40	40	40	40	TRACY BRYDI/Wanna Feel That...
26	40	40	40	40	LEARN RIME/Alcohol 'N' New Under...
26	40	40	40	40	DOXE CHICKS/Wide Open Spaces
26	40	40	40	40	MARTINA MCBRIDE/Wrong Again
26	40	40	40	40	YEARWOOD & BROOKS/Where Your Road...
26	40	40	40	40	MARTINA MCBRIDE/Wrong Again
26	40	40	40	40	LEE ANN WOMACK/Little Past...
26	40	40	40	40	TY HERNDON/Must Be Love
26	40	40	40	40	DEANA CARTER/Absence Of The Heart
26	40	40	40	40	FATH HILL/Let Me Let Go
26	40	40	40	40	GEORGE STRATTON/Really...
26	40	40	40	40	BROOKS & DUNN/Husbands And Wives
18	40	40	40	40	TERRI CLARK/You're Easy On...
18	40	40	40	40	WADE HAYES/How Do You Sleep...
18	40	40	40	40	SARA EVANS/No Place That Far
18	40	40	40	40	JOHN M. MONTGOMERY/Hold On To Me
18	40	40	40	40	TRAVIS TRITTA/I Lost You
18	40	40	40	40	WARREN BROTHERS/Gully
10	40	40	40	40	TOBY KEITH/Gatcha Some
10	40	40	40	40	DEANA CARTER/Absence Of The Heart
10	40	40	40	40	LEE ANN WOMACK/Little Past...
10	40	40	40	40	MARK CHESNEY/You're A Real One
10	40	40	40	40	RANDY TRAVIS/Spirit Of A Boy
10	40	40	40	40	JOE DEE MESSINA/Stand Beside Me
10	40	40	40	40	TY HERNDON/Must Be Love
10	40	40	40	40	AARON TIPPIN/For You I Will
10	40	40	40	40	DANNI LEIGH/It's Jubilee
10	40	40	40	40	LARI WHITE/Time Me
10	40	40	40	40	BRADY SEALS/Whole lotta Hurt
10	40	40	40	40	CLINT DANIELS/When I Grow Up
10	40	40	40	40	DERLY DODD/Bitter End
10	40	40	40	40	PAM TILLIS/Every Time

**MARKET #8**  
**KSON**  
KSON/San Diego  
(619) 291-9777  
Dmick/Barnes

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
31	31	31	31	31	DAMOND RIO/You're Gone
31	31	31	31	31	JOE DEE MESSINA/Stand Beside Me
31	31	31	31	31	BROOKS & DUNN/How Long Gone
31	31	31	31	31	MARK WILLS/Don't Laugh At Me
31	31	31	31	31	TIM MCGRAW/Where The Green...
31	31	31	31	31	WILKINSONS/26 Cents
31	31	31	31	31	LODESTAR/Everything's Changed
31	31	31	31	31	DOXE CHICKS/Wide Open Spaces
20	31	31	31	31	SHANNA TWAIN/Honey, I'm Home
20	31	31	31	31	ALAN JACKSON/Go On Loving
20	31	31	31	31	TRACY BRYDI/Wanna Feel That...
20	31	31	31	31	WADE HAYES/How Do You Sleep...
20	31	31	31	31	REBA MCKENTRE/Forever Love
20	31	31	31	31	LEARN RIME/Alcohol 'N' New Under...
20	31	31	31	31	DOXE CHICKS/Wide Open Spaces
20	31	31	31	31	SHANNA TWAIN/Honey, I'm Home
20	31	31	31	31	GARTH BROOKS/You Move Me
20	31	31	31	31	COLLIN RAYE/Someone You Used...
20	31	31	31	31	TY HERNDON/Must Be Love
20	31	31	31	31	ALABAMA/How Do You Feel...
20	31	31	31	31	AARON TIPPIN/For You I Will
20	31	31	31	31	DERLY DODD/Bitter End
20	31	31	31	31	DEANA CARTER/Absence Of The Heart
12	31	31	31	31	GEORGE STRATTON/Really...
12	31	31	31	31	YEARWOOD & BROOKS/Where Your Road...
12	31	31	31	31	RANDY TRAVIS/Spirit Of A Boy
12	31	31	31	31	TOBY KEITH/Gatcha Some
12	31	31	31	31	AARON TIPPIN/For You I Will
12	31	31	31	31	DERLY DODD/Bitter End
12	31	31	31	31	DEANA CARTER/Absence Of The Heart
12	31	31	31	31	GEORGE STRATTON/Really...
12	31	31	31	31	YEARWOOD & BROOKS/Where Your Road...
12	31	31	31	31	RANDY TRAVIS/Spirit Of A Boy
12	31	31	31	31	JOE DEE MESSINA/Stand Beside Me
12	31	31	31	31	TY HERNDON/Must Be Love
12	31	31	31	31	STEVE WARREN/Every Little Whisper

**MARKET #7**  
**COUNTRY 94.3**  
WMLC/Long Island  
(516) 423-6740  
Asker/Alexander

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
38	38	38	38	38	TIM MCGRAW/Where The Green...
38	38	38	38	38	ALAN JACKSON/Go On Loving
38	38	38	38	38	MARK WILLS/Don't Laugh At Me
38	38	38	38	38	REBA MCKENTRE/Forever Love
38	38	38	38	38	DAMOND RIO/You're Gone
26	38	38	38	38	ALABAMA/How Do You Feel...
26	38	38	38	38	GARTH BROOKS/You Move Me
26	38	38	38	38	SHANNA TWAIN/Honey, I'm Home
26	38	38	38	38	LEARN RIME/Sister New Under...
26	38	38	38	38	TRACY BRYDI/Wanna Feel That...
26	38	38	38	38	DOXE CHICKS/Wide Open Spaces
26	38	38	38	38	LEE ANN WOMACK/Little Past...
26	38	38	38	38	WADE HAYES/How Do You Sleep...
26	38	38	38	38	TY HERNDON/Must Be Love
26	38	38	38	38	COLLIN RAYE/Someone You Used...
26	38	38	38	38	TERRI CLARK/You're Easy On...
26	38	38	38	38	YEARWOOD & BROOKS/Where Your Road...
21	38	38	38	38	KENNY CHESNEY/We Stand
21	38	38	38	38	FATH HILL/Let Me Let Go
21	38	38	38	38	GEORGE STRATTON/Really...
21	38	38	38	38	CLAY WALKER/You're Beginning...
21	38	38	38	38	BROOKS & DUNN/Husbands And Wives
21	38	38	38	38	TY HERNDON/Must Be Love
21	38	38	38	38	MARTINA MCBRIDE/Wrong Again
21	38	38	38	38	TRAVIS TRITTA/I Lost You
21	38	38	38	38	DEANA CARTER/Absence Of The Heart
21	38	38	38	38	TOBY KEITH/Gatcha Some
21	38	38	38	38	RANDY TRAVIS/Spirit Of A Boy
21	38	38	38	38	BROOKS & DUNN/Husbands And Wives
21	38	38	38	38	BLACKHAWK/There You Have It
21	38	38	38	38	MARTINA MCBRIDE/Wrong Again
21	38	38	38	38	TRAVIS TRITTA/I Lost You
21	38	38	38	38	DEANA CARTER/Absence Of The Heart
21	38	38	38	38	TOBY KEITH/Gatcha Some
21	38	38	38	38	RANDY TRAVIS/Spirit Of A Boy
21	38	38	38	38	WARREN BROTHERS/Gully
21	38	38	38	38	JOE DEE MESSINA/Stand Beside Me
21	38	38	38	38	TY HERNDON/Must Be Love
21	38	38	38	38	CLAY WALKER/You're Beginning...
21	38	38	38	38	MARTINA MCBRIDE/Wrong Again
21	38	38	38	38	TRAVIS TRITTA/I Lost You
21	38	38	38	38	DEANA CARTER/Absence Of The Heart
21	38	38	38	38	TOBY KEITH/Gatcha Some

# COUNTRY PLAYLISTS

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**WQAR**  
WQAR/Cleveland  
(216) 321-9950  
Ruffalo/Coffey

PLAYS	ARTIST/TITLE
24 25 24	ALABAMA/How Do You Feel
24 25 24	DIAMOND/RID/You're Gone
24 25 24	ALAN JACKSON/You're On Loving
24 25 24	REBA MCKENTRE/Forever Love
24 25 24	SHARNA THAIR/Honey, I'm Home
25 25 25	MARK WILLIS/Don't Laugh At Me
17 16 24	BROOKS & DUNN/Husbands And Wives
24 24 24	GARTH BROOKS/You Move Me
24 24 24	TRACY BRYDI/Wanna Feel That
16 16 24	DEANNA CARTER/Absence Of The Heart
17 16 24	DOE CHICKS/Where Open Spaces
24 24 24	FATH HILL/Let Me Let Go
14 24 24	LORESTAR/Everything's Changed
24 24 24	COLLIN RAYE/Someone You Used
24 24 24	LEARN RAYE/Someone You Used
17 16 24	GEORGE STRATTA/Just Want You
17 24 24	TRAVIS TRITTI/I Let You
17 16 24	LEE ANN WORMACKA/Little Pill
24 24 24	YEARWOOD & BROOKS/Where Your Road
16 16 24	BLACKWATER/There You Were
16 16 24	MARTINA MCBRIDE/Wrong Again
16 16 24	WIDE WAYS/You Do You Sleep
17 16 24	TY HERNDON/You're Easy On Me
16 16 24	MARTINA MCBRIDE/Wrong Again
16 16 24	MICHAEL PETERSON/You're Back
16 16 24	RANDY TRAVIS/Sort Of A Boy
16 16 24	CLAY WALKER/You're Beginning
35 35 35	BROOKS & DUNN/How Long Gone
35 35 35	TIM MCGRAW/Where The Grass...
35 35 35	JO DEE MESSINA/Stand Beside Me
35 35 35	GEORGE STRATTA/Just

**WUAB**  
WUAB/Portland, OR  
(503) 223-6300  
Ruffalo/Taylor

PLAYS	ARTIST/TITLE
36 36 36	TRACY BRYDI/Wanna Feel That
36 36 36	TIM MCGRAW/Where The Grass...
36 36 36	REBA MCKENTRE/Forever Love
25 25 25	WIDE WAYS/You Do You Sleep
36 36 36	LORESTAR/Everything's Changed
25 36 36	GARTH BROOKS/You Move Me
25 25 25	SHARNA THAIR/Honey, I'm Home
36 36 36	MARK WILLIS/Don't Laugh At Me
25 25 25	TERRI CLARK/You're Easy On Me
15 15 25	REBA MCKENTRE/Forever Love
25 25 25	LEE ANN WORMACKA/Little Pill
15 15 25	DOE CHICKS/Where Open Spaces
25 25 25	CLINT BLACK/That's How I Feel
25 25 25	TOBY KETH/Gotta Some
15 15 25	TY HERNDON/You're Easy On Me
15 15 25	TRAVIS TRITTI/I Let You
15 15 25	YEARWOOD & BROOKS/Where Your Road
7 7 7	AARON TIPPIN/You I Miss
15 15 25	MARTINA MCBRIDE/Wrong Again
15 15 25	WIDE WAYS/You Do You Sleep
15 15 25	PAUL TULLIS/Every Time
7 7 15	BROOKS & DUNN/Husbands And Wives
7 15 15	FATH HILL/Let Me Let Go
15 15 15	JOHN M. MONTGOMERY/Head On To Me
15 15 15	CHRIS LIDDON/Ring A Drum
15 15 15	CLAY WALKER/You're Beginning
15 15 15	RANDY TRAVIS/Sort Of A Boy
15 15 15	ALAN JACKSON/Right On The Money
7 7 7	WARREN BROTHERS/Guilty
7 7 7	TRACY BRYDI/Wanna Feel That
7 7 7	ALAN JACKSON/Right On The Money
7 7 7	KERRY CHESEBROUGH/You're Back
7 7 7	LARI WHITE/You're Mine
7 7 7	DEANNA CARTER/Absence Of The Heart
7 7 7	DERY, ODDER/Bliss End
7 7 7	JO DEE MESSINA/Stand Beside Me

**WUAB**  
WUAB/Portland, OR  
(503) 223-6300  
Ruffalo/Taylor

PLAYS	ARTIST/TITLE
37 37 37	WILKINSONS/26 Cans
37 37 37	MARK WILLIS/Don't Laugh At Me
27 27 27	REBA MCKENTRE/Forever Love
37 37 37	SHARNA THAIR/Honey, I'm Home
37 37 37	ALAN JACKSON/Right On The Money
27 27 27	GEORGE STRATTA/Just
37 37 37	TIM MCGRAW/Where The Grass...
37 37 37	DOE CHICKS/Where Open Spaces
37 37 37	DIAMOND/RID/You're Gone
27 27 27	LEE ANN WORMACKA/Little Pill
27 27 27	LORESTAR/Everything's Changed
27 27 27	TOBY KETH/Gotta Some
37 37 37	BROOKS & DUNN/How Long Gone
17 17 17	BROOKS & DUNN/Husbands And Wives
27 27 27	COLLIN RAYE/Someone You Used
27 27 27	BLACKWATER/There You Were
37 37 37	GEORGE STRATTA/Just
27 27 27	GARTH BROOKS/You Move Me
27 27 27	TERRI CLARK/You're Easy On Me
17 17 17	CHRIS LIDDON/Ring A Drum
27 27 27	WIDE WAYS/You Do You Sleep
17 17 17	FATH HILL/Let Me Let Go
17 17 17	LEARN RAYE/Someone You Used
17 17 17	YEARWOOD & BROOKS/Where Your Road
17 17 17	CLAY WALKER/You're Beginning
17 17 17	PAUL TULLIS/Every Time
17 17 17	AARON TIPPIN/You I Miss
17 17 17	WARREN BROTHERS/Guilty
17 17 17	TRACY BRYDI/Wanna Feel That
17 17 17	TRAVIS TRITTI/I Let You
27 27 27	KERRY CHESEBROUGH/You're Back
17 17 17	ALAN JACKSON/Right On The Money
17 17 17	DEANNA CARTER/Absence Of The Heart
17 17 17	DERY, ODDER/Bliss End
17 17 17	JO DEE MESSINA/Stand Beside Me
17 17 17	CLINT DANIELS/When I Grow Up
17 17 17	MARTINA MCBRIDE/Wrong Again

**WUAB**  
WUAB/Cincinnati  
(513) 721-1050  
Glass/Smith/Johnson

PLAYS	ARTIST/TITLE
35 35 35	TIM MCGRAW/Where The Grass...
35 35 35	WILKINSONS/26 Cans
22 22 22	BRADY SEALS/Place That Far
22 22 22	REBA MCKENTRE/Forever Love
35 35 35	ALAN JACKSON/Right On The Money
12 35 35	CHAD BUCK/Everytime
35 35 35	MARK WILLIS/Don't Laugh At Me
35 35 35	SHARNA THAIR/Honey, I'm Home
22 22 22	GARTH BROOKS/You Move Me
22 22 22	CLAY WALKER/You're Beginning
22 22 22	ALABAMA/How Do You Feel
22 22 22	DOE CHICKS/Where Open Spaces
22 22 22	BROOKS & DUNN/Husbands And Wives
22 22 22	DOE CHICKS/Where Open Spaces
35 35 35	JOHN M. MONTGOMERY/Head On To Me
22 22 22	JO DEE MESSINA/Stand Beside Me
22 22 22	BLACKWATER/There You Were
22 22 22	LEE ANN WORMACKA/Little Pill
35 35 35	YEARWOOD & BROOKS/Where Your Road
22 22 22	DIAMOND/RID/You're Gone
22 22 22	GEORGE STRATTA/Just
22 22 22	WIDE WAYS/You Do You Sleep
22 22 22	TRACY BRYDI/Wanna Feel That
12 12 12	LEARN RAYE/Someone You Used
12 12 12	TERRI CLARK/You're Easy On Me
12 12 12	TY HERNDON/You're Easy On Me
12 12 12	LEARN RAYE/Someone You Used
7 12 12	JO DEE MESSINA/Stand Beside Me
7 12 12	YEARWOOD & BROOKS/Where Your Road
7 12 12	AARON TIPPIN/You I Miss
12 12 12	LORESTAR/Everything's Changed
12 12 12	FATH HILL/Let Me Let Go
12 12 12	TOBY KETH/Gotta Some
7 7 7	BRADY SEALS/Place That Far
7 7 7	ALAN JACKSON/Right On The Money
7 7 7	DEANNA CARTER/Absence Of The Heart

**WYBY**  
WYBY/Cincinnati  
(513) 721-1050  
Marshall/Rosen/Gardner

PLAYS	ARTIST/TITLE
26 26 26	DOE CHICKS/Where Open Spaces
26 26 26	FATH HILL/Let Me Let Go
26 26 26	GARTH BROOKS/You Move Me
26 26 26	LORESTAR/Everything's Changed
47 47 47	MARK WILLIS/Don't Laugh At Me
47 47 47	TIM MCGRAW/Where The Grass...
47 47 47	SHARNA THAIR/Honey, I'm Home
16 16 26	YEARWOOD & BROOKS/Where Your Road
16 16 26	JO DEE MESSINA/Stand Beside Me
16 16 26	MICHAEL PETERSON/You're Back
16 16 26	TRACY BRYDI/Wanna Feel That
16 16 26	TOBY KETH/Gotta Some
26 26 26	LEARN RAYE/Someone You Used
26 26 26	BROOKS & DUNN/Husbands And Wives
26 26 26	REBA MCKENTRE/Forever Love
26 26 26	LEARN RAYE/Someone You Used
26 26 26	WARREN BROTHERS/Guilty
26 26 26	CLINT BLACK/That's How I Feel
26 26 26	LEE ANN WORMACKA/Little Pill
26 26 26	TIM MCGRAW/Where The Grass...
16 16 16	WILKINSONS/26 Cans
16 16 16	JOHN M. MONTGOMERY/Head On To Me
16 16 16	MARTINA MCBRIDE/Wrong Again
16 16 16	PAUL TULLIS/Every Time
16 16 16	SARA EVANS/No Place That Far
16 16 16	TRACY BRYDI/Wanna Feel That
16 16 16	TERRI CLARK/You're Easy On Me
16 16 16	TY HERNDON/You're Easy On Me
16 16 16	SARA EVANS/No Place That Far
16 16 16	ALAN JACKSON/Right On The Money
5 16 16	TY HERNDON/You're Easy On Me
16 16 16	BRADY SEALS/Place That Far
16 16 16	CLAY WALKER/You're Beginning
16 16 16	CLAY WALKER/You're Beginning
5 5 5	MARK CHESLUTT/Wherever You Are
5 5 5	TRACY BRYDI/Wanna Feel That
5 5 5	JERRY SIMPSON/Out Of The Rain

**WQAR**  
WQAR/Kansas City  
(816) 531-2525  
Kennedy/McIntire

PLAYS	ARTIST/TITLE
37 37 37	ALABAMA/How Do You Feel
37 37 37	BROOKS & DUNN/How Long Gone
37 37 37	TY HERNDON/You're Easy On Me
37 37 37	ALAN JACKSON/Right On The Money
37 37 37	LORESTAR/Everything's Changed
37 37 37	TIM MCGRAW/Where The Grass...
37 37 37	LEARN RAYE/Someone You Used
37 37 37	GREAT DIVIDE/You're My Vacation
37 37 37	MARK WILLIS/Don't Laugh At Me
37 37 37	BLACKWATER/There You Were
37 37 37	GARTH BROOKS/You Move Me
37 37 37	WARREN BROTHERS/Guilty
37 37 37	TRACY BRYDI/Wanna Feel That
37 37 37	DEANNA CARTER/Absence Of The Heart
37 37 37	KERRY CHESEBROUGH/You're Back
37 37 37	DOE CHICKS/Where Open Spaces
37 37 37	TERRI CLARK/You're Easy On Me
37 37 37	JO DEE MESSINA/Stand Beside Me
37 37 37	WIDE WAYS/You Do You Sleep
37 37 37	FAITH HILL/Let Me Let Go
37 37 37	TOBY KETH/Gotta Some
37 37 37	DAVID KERSH/Somewhere In...
37 37 37	REBA MCKENTRE/Forever Love
37 37 37	COLLIN RAYE/Someone You Used
37 37 37	SHARNA THAIR/Honey, I'm Home
37 37 37	CLAY WALKER/You're Beginning
37 37 37	LEE ANN WORMACKA/Little Pill
37 37 37	YEARWOOD & BROOKS/Where Your Road
37 37 37	SARA EVANS/No Place That Far
37 37 37	MARTINA MCBRIDE/Wrong Again
37 37 37	WIDE WAYS/You Do You Sleep
37 37 37	PAUL TULLIS/Every Time
37 37 37	TRACY BRYDI/Wanna Feel That
37 37 37	ALAN JACKSON/Right On The Money
37 37 37	WARREN BROTHERS/Guilty
37 37 37	TRAVIS TRITTI/I Let You
37 37 37	TY HERNDON/You're Easy On Me
37 37 37	JO DEE MESSINA/Stand Beside Me
37 37 37	JOHN M. MONTGOMERY/Head On To Me
37 37 37	MICHAEL PETERSON/You're Back

**KFPK 94FM**  
KFPK/Kansas City  
(816) 753-4000  
Carter/Steves

PLAYS	ARTIST/TITLE
35 35 35	LORESTAR/Everything's Changed
35 35 35	MARK WILLIS/Don't Laugh At Me
25 25 35	DOE CHICKS/Where Open Spaces
25 25 35	TY HERNDON/You're Easy On Me
35 35 35	REBA MCKENTRE/Forever Love
25 25 35	SHARNA THAIR/Honey, I'm Home
25 25 35	GARTH BROOKS/You Move Me
25 25 35	TRACY BRYDI/Wanna Feel That
25 25 35	LEARN RAYE/Someone You Used
25 25 35	DIAMOND/RID/You're Gone
25 25 35	COLLIN RAYE/Someone You Used
25 25 35	ALAN JACKSON/Right On The Money
25 25 35	ALAN JACKSON/Right On The Money
25 25 35	YEARWOOD & BROOKS/Where Your Road
25 25 35	LEE ANN WORMACKA/Little Pill
25 25 35	BLACKWATER/There You Were
25 25 35	TRAVIS TRITTI/I Let You
25 25 35	WIDE WAYS/You Do You Sleep
25 25 35	FAITH HILL/Let Me Let Go
25 25 35	TOBY KETH/Gotta Some
25 25 35	DEANNA CARTER/Absence Of The Heart
25 25 35	WIDE WAYS/You Do You Sleep
25 25 35	TRAVIS TRITTI/I Let You
15 15 25	BROOKS & DUNN/Husbands And Wives
15 15 25	CLAY WALKER/You're Beginning
15 15 25	LEE ANN WORMACKA/Little Pill
15 15 25	WARREN BROTHERS/Guilty
15 15 25	PAUL TULLIS/Every Time
15 15 25	REBA MCKENTRE/Forever Love
15 15 25	ALAN JACKSON/Right On The Money
15 15 25	DEANNA CARTER/Absence Of The Heart
15 15 25	WIDE WAYS/You Do You Sleep
15 15 25	TRAVIS TRITTI/I Let You
15 15 25	FAITH HILL/Let Me Let Go
15 15 25	TOBY KETH/Gotta Some
15 15 25	DEANNA CARTER/Absence Of The Heart
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15 15 25	FAITH HILL/Let Me Let Go
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15 15 25	TOBY KETH/Gotta Some
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15 15 25	DEANNA CARTER/Absence Of The Heart
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15 15 25	DEANNA CARTER/Absence Of The Heart
15 15 25	WIDE WAYS/You Do You Sleep
15 15 25	TRAVIS TRITTI/I Let You
15 15 25	FAITH HILL/Let Me Let Go
15 15 25	TOBY KETH/Gotta Some
15 15 25	DEANNA CARTER/Absence Of The Heart
15 15 25	WIDE WAYS/You Do You Sleep
15 15 25	TRAVIS TRITTI/I Let You
15 15 25	FAITH HILL/Let Me Let Go
15 15 25	TOBY KETH/Gotta Some
15 15 25	DEANNA CARTER/Absence Of The Heart
15 15 25	WIDE WAYS/You Do You Sleep
15 15 25	TRAVIS TRITTI/I Let You
15 15 25	FAITH HILL/Let Me Let Go
15 15 25	TOBY KETH/Gotta Some
15 15 25	DEANNA CARTER/Absence Of The Heart
15 15 25	WIDE WAYS/You Do You Sleep
15 15 25	TRAVIS TRITTI/I Let You
15 15 25	FAITH HILL/Let Me Let Go
15 15 25	TOBY KETH/Gotta Some
15 15 25	DEANNA CARTER/Absence Of The Heart
15 15 25	WIDE WAYS/You Do You Sleep
15 15 25	TRAVIS TRITTI/I Let You
15 15 25	FAITH HILL/Let Me Let Go
15 15 25	TOBY KETH/Gotta Some
15 15 25	DEANNA CARTER/Absence Of The Heart
15 15 25	WIDE WAYS/You Do You Sleep
15 15 25	TRAVIS TRITTI/I Let You
15 15 25	FAITH HILL/Let Me Let Go
15 15 25	TOBY KETH/Gotta Some
15 15 25	DEANNA CARTER/Absence Of The Heart
15 15 25	WIDE WAYS/You Do You Sleep
15 15 25	TRAVIS TRITTI/I Let You
15 15 25	FAITH HILL/Let Me Let Go
15 15 25	TOBY KETH/Gotta Some
15 15 25	DEANNA CARTER/Absence Of The Heart
15 15 25	WIDE WAYS/You Do You Sleep
15 15 25	TRAVIS TRITTI/I Let You
15 15 25	FAITH HILL/Let Me Let Go
15 15 25	TOBY KETH/Gotta Some
15 15 25	DEANNA CARTER/Absence Of The Heart
15 15 25	WIDE WAYS/You Do You Sleep
15 15 25	TRAVIS TRITTI/I Let You
15 15 25	FAITH HILL/Let Me Let Go
15 15 25	TOBY KETH/Gotta Some
15 15 25	DEANNA CARTER/Absence Of The Heart
15 15 25	WIDE WAYS/You Do You Sleep
15 15 25	TRAVIS TRIT



MIKE KINOSHIAN

## WZID/Manchester Remains Granite Solid

■ Though dominant in all dayparts, the NH station stays focused on middays

The format's No. 1 stations among three *female* target demos (18-34, 25-54, and 35-64) has been our theme for the past three weeks. The next two columns will zero in on critical midday listening.

Pick an adult demo, and WZID-FM/Manchester, NH probably not only wins, but dominates it. Just when you think there's no more room for growth, WZID manages to find a way to increase. Among all formats, the Granite State outlet, which touts "The Best Variety Of The '70s, '80s & '90s," this spring registered the country's loftiest women 25-54 midday share.



Tom Kallechey

Other than "Lunchbox Trivia," what WZID does middays is pretty much what it does throughout the entire week. "It's just a matter of staying focused on who our audience is, and that includes playing the right music and marketing to the audience," comments Director/Programming & Operations Tom Kallechey, who celebrates his 15th year with

WZID next March. He also holds the same title for co-owned Nostalgia WFEA-AM and Oldies WQLL-FM.

### Impressive Debut Book

This was working mother Kim Crawford's first book as WZID's midday air talent. "Here's a woman representing the radio station's constituency. She speaks directly to the audience, which is comprised primarily of working women."

Added midday phone reliance is one thing WZID has done lately. "If there's a hot topic or big movie, we want to take the audience's temperature and get them on the air. It's tight, but we've made a conscious effort to gravitate away from the jukebox approach."

While WZID was successful in middays over the past six years when a male occupied the slot, Kallechey notes, "We did show some growth this spring, but I'm not sure gender had anything to do with it. Feedback we've received about Crawford has been very positive. It's interesting

that wherever we've added women air personalities, we've experienced great success."

### Mixing Tempo And Ballads

WZID's music consistency is evident throughout all dayparts. "The days of Mainstream ACs taking the sleepy approach are gone, and we try to maintain some tempo," Kallechey states. "Having said that, though, like everyone else in this format, I notice that ballads are our format's best-testing songs, but we intersperse some tempo with those songs. There's balance and, if we can believe our research, the audience says we're very much on the mark."

"We've become more aggressive in evolving our music. As a broad-spectrum station, our music's very different today compared to five years ago. We have an advantage in not having a strong format competitor."

While traditional AC artists performed well in WZID's August auditorium test, there were a few surprises. "Elton John and Eric Clapton remain enormous, and Celine Dion is probably the world's biggest pop star," Kallechey points out. "James Taylor and Rod Stewart still hold up well here, but some other top-testing songs cut across the cells. The Backstreet Boys, for example, did well in younger and older cells."

"Savage Garden's 'Truly Madly Deeply' is very appealing to women and was one of our top-testing songs. With the exception of Elton John, there's much more song-focus, rather than artist-focus. Playlists on most stations nowadays are shrinking, and I don't know if artists are as clearly defined as they once were."

A benchmark since WZID transitioned from B/EZ to AC nine years ago, "No Repeat Workdays" remains one of the station's strongest anchors. "It's a big part of what we do, and a lot of our 'big ticket' book contesting is focused on 9am-5pm. We usually stage something in morning drive and continue with multiple contest episodes throughout the workday."

### Old And New

In addition to shelling out cash, WZID also engages in lifestyle-driven promotions. "This audience is starved for time, so we give them nights out and special weekends," explains Kallechey. "Beyond that, there's also a great deal of marketing. We have a very large fax database, which is great for stealth marketing to the workplace. There's a huge pass-along effect, and you can have one document circulate throughout an entire business."

Some other station marketing efforts have additionally been direct-

## Perfect Companions In Middays

Adult Contemporary's game plan is still the same: Get as many women 25-54 listeners as possible — especially during middays.

In 28% of the top-100-market Arbitron situations this spring, our format answered the call to the ultimate level. An AC, Hot AC (\*), and/or Pop/Alternative (+) ranked first and second in that key demo during that daypart. Below-the-line competitors are noted by @.

Mkt	Name	No. 1	No. 2
4	San Francisco	KOIT-FM	KIOI
9	Houston	KODA	KHMx*
10	Boston	WMJX	WBMx+
11	Miami	WFLC	WLYF
13	Seattle	KLSY	KRWM
15	San Diego	KYXY	KFMB-FM+
16	Long Island	WALK	WLTW@
18	St. Louis	KEZK	KYKY*
19	Baltimore	WLIF	WVMX*
25	Cincinnati	WRRM	WVMX*
27	Sacramento	KYMX	KGBY
30	Milwaukee	WLTQ	WKTI*
33	San Antonio	KQXT	KSMG*
42	Hartford	WRCH	WTIC-FM*
43	Las Vegas	KMZO	KSNE
45	Memphis	WMC-FM*	WFRV
47	Rochester, NY	WRMM	WVOR*
49	West Palm Beach	WEAT-FM	WRMF
58	Greenville, SC	WSPA-FM	WMYI
59	Honolulu	KRTR	KSSK-FM
65	Grand Rapids	WOOD-FM	WLHT
67	Akron	WMVX@*	WDOK@
76	Toledo	WRFV	WWWM*
77	Springfield, MA	WMAS-FM	WHYN-FM
86	Spokane	KISC	KXLY-FM
87	Des Moines	KLYF*	KSTZ*
91	Daytona Beach	WMGF@	WFKS*
98	Morristown	WLTW@	WPLJ@*

\* Repeating in the same order as noted above from last spring were stations in San Francisco; Houston; Long Island; St. Louis; Cincinnati; Hartford; Greenville, SC; Toledo; and Springfield, MA.

@ Repeating but in reverse order from last spring are stations in Miami, Las Vegas, Memphis, West Palm Beach, Honolulu, and Grand Rapids.

+ Same markets but with different stations are those in Sacramento (last spring KZZO+/KGBY), Milwaukee (last spring WKTI\*/WMYX\*), and Akron (last spring WKDD\*/WDOK@).

\* Markets represented in 1998 not represented last spring are Boston, Seattle, San Diego, Baltimore, San Antonio, Rochester, Spokane, Des Moines, Daytona Beach, and Morristown.

\* ACs in these parameters last spring accounted for 31% of the top 100 markets and 28% this spring. Accomplishing the "half" feat — last year but not this spring — are format representatives from Detroit, Cleveland, San Jose, Norfolk, Salt Lake City, Orlando, Buffalo, Monmouth-Ocean, Raleigh, Dayton, Richmond, El Paso, and New Bedford.

\* As was the case last spring, top-10-market ACs WLTW/New York, WLIT/Chicago, KOIT-FM/San Francisco, WBEB/Philadelphia, KVIL/Dallas, WNIC/Detroit, WASH/Washington, KODA/Houston, and WMJX/Boston were No. 1 among women 25-54 during middays. Also like last year, Los Angeles (Spanish AC KLVE) was the only top 10 market where an English-language AC didn't hold that position.

\* In the remaining 167 markets outside the top 100, the percentage of ACs able to duplicate the trick (10.1%) remained virtually identical to last year (10.9%).

Mkt	Name	No. 1	No. 2
108	Augusta, GA	WBBO-FM	WSLT
111	Worcester, MA	WSRS	WXLO+
113	Bridgeport, CT	WEZN	WEBE
118	Fort Pierce, FL	WEAT-FM@	WMBX@+
125	Boise, ID	KXLT	KCIX*
129	Reno, NV	KNEV*	KRNO
132	Stamford, CT	WEBE	WEZN@
134	Fort Collins, CO	KTRR	KALC@+
140	Tyler, TX	KOOI	KTYL
153	Savannah, GA	WYKZ@	WAEV*
162	Portland, ME	WMGX*	WHOM
163	New London, CT	WTYD	WBMW
166	Columbus, GA	WCGO*	WGSY
191	Danbury, CT	WDAQ* (tied for first)	
191	Danbury, CT	WEZN@ (tied for first)	
199	Cedar Rapids, IA	KDAT	WMT-FM*
211	Sioux Falls, SD	KELO-FM	KMXC*
264	Cheyenne, WY	KIGN	KLEN

ed to its new website. "We're using a combination of traditional things and some of the more contemporary marketing tools. Much of it, though, is highly focused on the workplace."

Through a "Birthday Game" variation, WZID this spring gave away \$10,000. "That happened in the book's first phase, and we then did some other major contesting when we gave away Disney trips."

## Tops In The Day ... And Into The Night

Of Arbitron's 267 spring rated markets, WZID-FM/Manchester, NH emerged as the country's midday (10am-3pm) leader among women 25-54. Here's a taste of a recent WZID midday hour.

- JIM BRICKMAN /SUSAN ASHTON & COLLIN RAYE The Gift
- BENNY MARDONES Into The Night
- 10,000 MANIACS Because The Night
- ELTON JOHN Tiny Dancer
- SOPHIE B. HAWKINS As I Lay Me Down
- CHICAGO Hard To Say I'm Sorry
- NATALIE IMBRUGLIA Tom
- GIN BLOSSOMS Found Out About You
- BILLY JOEL Only The Good Die Young
- BRYAN ADAMS (Everything I Do) I Do It For You
- SURVIVOR The Search Is Over
- EURHYTHMICS Here Comes The Rain Again

### Female Demos

Other than among teens and persons 12-24, it's virtually impossible to find even an isolated daypart where WZID isn't No. 1. And some daypart numbers within female target demos reach into their own stratospheres.

WZID's one of 11 rated metro Manchester (market 194) signals; 25 below-the-line stations (mostly from Boston) were also listed this spring. Some numbers would only prove to be overkill, but the following should give you some idea of WZID's ratings prowess. Results of Manchester's other format players — Hot ACs WJYY-FM and WNHQ-FM — are also noted. Comparisons are spring '97/spring '98 and reflect the entire (Monday-Sunday, 6am-midnight) week.

	Women 18-34			Women 25-54			Women 35-64		
	'97	'98	Rank	'97	'98	Rank	'97	'98	Rank
WZID	27.9	28.9	No. 1	33.3	39.1	No. 1	32.9	41.8	No. 1
WJYY	4.7	4.4	No. 6	2.2	3.4	No. 5	1.4	1.5	No. 9
WNHQ	—	—	No. -	—	—	No. -	—	—	No. -

Wk	2W	LW	TW	ARTIST/TITLE/LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	2	1	1	<b>1</b> BACKSTREET BOYS I'll Never Break Your Heart (Jive)	2630	2508	2497	2326	110/0
1	1	2	2	<b>2</b> CELINE DION To Love You More (550 Music)	2491	2449	2579	2452	106/0
7	5	3	3	<b>3</b> FAITH HILL This Kiss (Warner Bros.)	1997	1864	1730	1544	98/3
14	9	6	4	<b>4</b> SHANIA TWAIN From This Moment On (Mercury)	1717	1543	1298	963	101/3
4	4	5	5	SHANIA TWAIN You're Still The One (Mercury)	1683	1753	1842	1881	92/0
6	6	6	6	GARTH BROOKS To Make You Feel My Love (Capitol)	1640	1696	1714	1590	92/1
3	3	4	7	ROD STEWART Ooh La La (Warner Bros.)	1633	1845	1980	1909	85/0
8	8	9	8	<b>8</b> ANNE COCHRAN AND JIM BRICKMAN After All... (Windham Hill)	1504	1450	1402	1296	88/0
5	7	7	9	NATALIE IMBRUGLIA Torn (RCA)	1438	1561	1685	1704	78/1
10	12	11	10	<b>10</b> JOHN TESH /DALIA Mother I Miss You (GTSP/Mercury)	1384	1311	1150	1002	93/2
10	10	10	11	SAVAGE GARDEN Truly Madly Deeply (Columbia)	1212	1323	1283	1193	71/0
16	16	14	12	<b>12</b> DAKOTA MOON Another Day Goes By (Elektra/EEG)	1040	943	902	866	74/2
11	11	12	13	ERIC CLAPTON My Father's Eyes (Duck/Reprise)	1037	1093	1226	1166	68/0
17	17	15	14	<b>14</b> GEORGE BENSON Standing Together (GRP)	1004	934	859	828	83/3
12	13	13	15	SARAH MCLACHLAN Adia (Arista)	995	1045	1142	1138	67/0
19	18	16	16	<b>16</b> AEROSMITH I Don't Want To Miss A Thing (Columbia)	951	884	817	762	46/1
<b>BREAKER</b>				<b>17</b> PHIL COLLINS True Colors (Atlantic)	914	600	192	20	89/14
27	20	20	18	<b>18</b> JOHN MELLENCAMP Your Life Is Now (Columbia)	822	681	599	427	59/2
24	19	19	19	<b>19</b> EDWIN MCCAIN I'll Be (Lava/Atlantic)	805	722	629	498	56/4
26	22	21	20	<b>20</b> LEANN RIMES Feels Like Home (MCG/Curb)	723	665	564	452	74/8
—	27	24	21	<b>21</b> BETTE MIDLER My One True Friend (Warner Bros.)	700	562	387	306	72/5
23	23	23	22	<b>22</b> AMY GRANT I Will Be Your Friend (A&M)	583	596	542	510	49/0
9	14	17	23	LIONEL RICHIE Time (Mercury)	540	814	1121	1288	40/0
29	26	25	23	<b>23</b> LIGHTHOUSE FAMILY High (Island)	516	458	413	375	53/5
<b>DEBUT</b>				<b>25</b> MADONNA The Power Of Good-Bye (Maverick/WB)	348	216	110	26	35/7
—	29	28	26	<b>26</b> HOOTIE & THE BLOWFISH I Will Wait (Atlantic)	346	320	256	253	22/0
<b>DEBUT</b>				<b>27</b> LIONEL RICHIE I Hear Your Voice (Mercury)	324	149	56	—	41/8
—	—	30	28	<b>28</b> AMERICA From A Moving Train (Oxygen)	293	247	174	188	31/4
—	—	—	29	NATALIE MERCHANT Kind & Generous (Elektra/EEG)	208	222	211	251	11/0
<b>DEBUT</b>				<b>30</b> MAX CARL AND BIG DANCE One More River (Mission)	175	135	156	118	20/1

This chart reflects airplay from September 28-October 4. Songs ranked by total plays. Highlighted songs indicate Breaker 115 AC reporters. 112 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1998, R&R Inc.

## NEW & ACTIVE

**RICKY JONES** If I Was The One (Cherry/Universal)  
Total Stations: 21, Adds: 3, Plays: 115. WWL1 5 (5), WLIF 5 (5), WKWK 5 (5), WGSY 7 (7), WTCB 2, WLRO 4 (5), WTVR 5 (6), WDEF 8 (8), WTFM 9 (7), WL0T 5, WFMK 10 (10), WGLM 4 (4), WL10 3, WSWT 7 (7), WRWC 8 (5), WLTE 7 (7), KELO 2, KDSI 4, KJSN 2 (5), KWAV 5 (5), KSC 8 (7).

**BABYFACE** You Were There (Epic)  
Total Stations: 16, Adds: 0, Plays: 111. WLZV 7 (6), WMGS 4 (5), WTVR 3 (6), WOOF 6 (5), WAHR 5 (5), WVEZ 5 (5), WRVR 8 (7), WDDK 9 (9), WL0T 4 (4), WL10 3 (3), WRWC 12 (8), WRYF 25 (25), KLTA 5 (5), WLTE 10 (8), KJSN 2 (5), KWAV 3 (3).

**BONNIE RAITT** Blue For No Reason (Capitol)  
Total Stations: 16, Adds: 3, Plays: 89, including WWL1 10 (10), WKWK 5 (5), WGSY 7, WDEF 5 (5), WLXB 10 (10), KVIL 7 (7), KMGL 3 (3), WFMK 10, WGLM 4 (4), WSWT 3, WRWC 8, KELO 7 (4), K0BX 5, KWAV 5 (5).

**ACE OF BASE** Whenever You're Near Me (Arista)  
Total Stations: 15, Adds: 5, Plays: 81, including WWL1 5 (5), WLIF 15, WHUD 6 (1), WTCB 8, WDEF 4 (4), WOOF 12, WFMK 10, WGLM 5 (5), WSWT 3, WRWC 8, KWAV 5 (5).

**BRENOA DOUMANI w/PHILIP INGRAM** If You Believe (DMG)  
Total Stations: 11, Adds: 3, Plays: 77, including WLIF 5 (5), WKWK 5, WMJY 18, WAJI 5, WFMK 20, WGLM 5 (5), WRWC 8 (5), WLTE 5, KSSK 3, KWAV 3 (3).

**SARAH MCLACHLAN** Angel (Warner Sunset/Reprise/Arista)  
Total Stations: 12, Adds: 6, Plays: 73, including WDEF 4, WVEZ 5, WRVR 16 (16), WLMG 15, WFMK 10, WMGN 11, KELO 9 (1), KWAV 3 (3).

**DAVID CASSIDY** No Bridge I Wouldn't Cross (Slamajamma)  
Total Stations: 15, Adds: 1, Plays: 68, including WWL1 5 (5), WKWK 5 (5), WDEF 3 (3), KVLY 3 (4), WLIT 6, WAJI 5 (5), WFMK 10 (10), WGLM 2 (2), WL10 4 (3), WRWC 8 (5), WLTE 5, KJSN 3, KWAV 3 (3), KISC 7 (6).

**PEABO BRYSON** My Heart Belongs To You (Windham Hill)  
Total Stations: 12, Adds: 7, Plays: 39, including WMJY 18 (18), WDEF 4 (4), WAJI 5 (5), WGLM 2, KEFM 5 (6), KWAV 5 (5).

**MARILYN SCOTT** The Last Day (Warner Bros.)  
Total Stations: 17, Adds: 15, Plays: 30, including WRCH 3, WLIF 5 (5), WBEB 3, WDEF 4, WLIT 3, WGLM 1, KELO 3, KWAV 8 (8).

Songs ranked by total plays. Station call letters followed by number of plays.

## BREAKERS.

**PHIL COLLINS**  
True Colors (Atlantic)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
914/314	89/14	17

## MOST ADDED.

ARTIST/TITLE/LABEL(S)	ADDS
MARILYN SCOTT The Last Day (Warner Bros.)	15
PHIL COLLINS True Colors (Atlantic)	14
LIONEL RICHIE I Hear Your Voice (Mercury)	8
LEANN RIMES Feels Like Home (MCG/Curb)	8
PEABO BRYSON My Heart Belongs To You (Windham Hill)	7
MADONNA The Power Of Good-Bye (Maverick/WB)	7
SARAH MCLACHLAN Angel (Warner Sunset/Reprise/Arista)	6
ACE OF BASE Whenever You're Near Me (Arista)	5
LIGHTHOUSE FAMILY High (Island)	5
BETTE MIDLER My One True Friend (Warner Bros.)	5

## MOST INCREASED PLAYS

ARTIST/TITLE/LABEL(S)	TOTAL PLAY INCREASE
PHIL COLLINS True Colors (Atlantic)	+314
LIONEL RICHIE I Hear Your Voice (Mercury)	+175
SHANIA TWAIN From This Moment On (Mercury)	+174
JOHN MELLENCAMP Your Life Is Now (Columbia)	+141
BETTE MIDLER My One True Friend (Warner Bros.)	+138
FAITH HILL This Kiss (Warner Bros.)	+133
MADONNA The Power Of Good-Bye (Maverick/WB)	+132
BACKSTREET BOYS I'll Never Break Your Heart (Jive)	+122
DAKOTA MOON Another Day Goes By (Elektra/EEG)	+97
EDWIN MCCAIN I'll Be (Lava/Atlantic)	+83

## HOTTEST RECURRENTS

ARTIST/TITLE/LABEL(S)	TOTAL PLAY INCREASE
LEANN RIMES Looking Through Your Eyes (Curb/Atlantic)	+138
BACKSTREET BOYS As Long As You Love Me (Jive)	+138
JOHN TESH /ANNIE INGRAM Give Me Forever (I Do) (GTSP/Mercury)	+133
CELINE DION My Heart Will Go On (550 Music)	+132
PAULA COLE I Don't Want To Wait (Imago/WB)	+132
ELTON JOHN Something About The Way You Look... (Rocket/Island)	+132
LEANN RIMES How Do I Live? (Curb)	+122
CHICAGO All Roads Lead To You (Reprise)	+122
GLORIA ESTEFAN Heaven's What I Feel (Epic)	+122
ACE OF BASE Cruel Summer (Arista)	+122

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.



Old Trick New Dog

# DAVID CASSIDY

## "No Bridge I Wouldn't Cross"

from the album "Old Trick New Dog"

### AC New & Active

Already On: WLIT WLTE WL10 WWL1 KVLY  
KWAV KISC WAJI WDEF WFMK  
KJSN WRWC WQLR WKWK WGLM

Extensive Radio Morning Show effort is on now!

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# REPORTERS

October 9, 1998 R&R # 87

Stations and their adds listed alphabetically by market

## AC

## HOT AC

**WYS Albany, NY**  
PD: Bob Morgan  
AD: Pat Morgan  
11/10/98 Year

**WYV Anchorage, AK**  
PD: Bob Morgan  
AD: Pat Morgan  
11/10/98 Year

**WYV Appleton, WI**  
PD: Bob Morgan  
AD: Pat Morgan  
11/10/98 Year

**WYV Atlanta, GA**  
PD: Bob Morgan  
AD: Pat Morgan  
11/10/98 Year

**WYV Austin, TX**  
PD: Bob Morgan  
AD: Pat Morgan  
11/10/98 Year

**WYV Baltimore, MD**  
PD: Bob Morgan  
AD: Pat Morgan  
11/10/98 Year

**WYV Bismarck, ND**  
PD: Bob Morgan  
AD: Pat Morgan  
11/10/98 Year

**WYV Boston, MA**  
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11/10/98 Year

**WYV Buffalo, NY**  
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11/10/98 Year

**WYV Charlotte, NC**  
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11/10/98 Year

**WYV Chicago, IL**  
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**WYV Cincinnati, OH**  
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**WYV Colorado Springs, CO**  
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**WYV Dallas, TX**  
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11/10/98 Year

Marilyn Scott has made the transition to mainstream, and this is the one that will put her OVER THE TOP!  
— Chris Conley • PD • WBEB • Philadelphia

# MARILYN SCOTT'S

Contact: Jack Ashton - Image Consultants (323) 658-6580

# "the last day"

## 1st week AT RADIO! #1 Most Added NEW & ACTIVE

ADDS

WLIT • Chicago  
WLTE • Minneapolis  
WLTQ • Milwaukee

WBEB • Philadelphia  
WDOK • Cleveland  
WRCH • Hartford

AND

WRWC WFMK KVLV WSWT WGLM  
WTCB KELO WDEF KJSN

84 Total Reporters  
91 Current Reporters  
91 Current Playlists

Did Not Report, Playlist Frozen (3):  
WYV/Hartford, CT  
WYV/Philadelphia, NY  
WYV/Toledo, OH

OCTOBER 9, 1998

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	1W	2W	3W	
1	1	1	1	<b>GOO GOO DOLLS</b> Iris (Warner Sunset/Reprise) <b>3596 3550 3596 3688 89/1</b>					
2	2	2	2	<b>AEROSMITH</b> I Don't Want To Miss A Thing (Columbia) <b>3046 3250 3123 3221 78/0</b>					
4	4	4	3	<b>HOOTIE &amp; THE BLOWFISH</b> I Will Wait (Atlantic) <b>2995 2877 2798 2718 90/0</b>					
5	5	5	4	<b>BARENAKED LADIES</b> One Week (Reprise) <b>2792 2763 2675 2565 76/0</b>					
3	3	3	5	<b>MATCHBOX 20</b> Real World (Lava/Atlantic) <b>2768 2887 2885 2794 78/0</b>					
10	7	6	6	<b>SHERYL CROW</b> My Favorite Mistake (A&M) <b>2633 2441 2288 2073 87/3</b>					
—	—	14	6	<b>ALANIS MORISSETTE</b> Thank U (Maverick/Reprise) <b>2293 1622 307 — 85/8</b>					
6	6	8	6	<b>SEMISONIC</b> Closing Time (MCA) <b>2248 2229 2387 2513 68/0</b>					
7	8	7	9	<b>FASTBALL</b> Fire Escape (Hollywood) <b>2099 2248 2250 2393 66/0</b>					
8	9	9	10	<b>EDWIN MCCAIN</b> I'll Be (Lava/Atlantic) <b>1963 2105 2155 2201 69/0</b>					
13	13	13	11	<b>BRIAN SETZER ORCHESTRA</b> Jump Jive An' Wail (Interscope) <b>1821 1717 1750 1712 61/2</b>					
12	11	11	12	<b>NATALIE IMBRUGLIA</b> Wishing I Was There (RCA) <b>1764 1820 1981 2017 60/0</b>					
16	16	15	13	<b>EVERYTHING</b> Hooch (Blackbird/Sire) <b>1744 1602 1432 1450 64/4</b>					
11	12	12	14	<b>NATALIE IMBRUGLIA</b> Torn (RCA) <b>1741 1745 1947 2060 70/1</b>					
9	10	10	15	<b>NATALIE MERCHANT</b> Kind & Generous (Elektra/EEG) <b>1721 1863 1994 2128 58/0</b>					
21	19	17	16	<b>EAGLE-EYE CHERRY</b> Save Tonight (Work) <b>1687 1494 1339 1175 60/2</b>					
15	14	16	17	<b>JENNIFER PAIGE</b> Crush (Edel America/Hollywood) <b>1588 1587 1524 1481 54/0</b>					
20	20	18	18	<b>FAITH HILL</b> This Kiss (Warner Bros.) <b>1472 1346 1261 1242 52/2</b>					
24	23	20	19	<b>THIRD EYE BLIND</b> Jumper (Elektra/EEG) <b>1424 1286 1009 919 63/2</b>					
<b>BREAKER</b>	<b>20</b>	<b>20</b>	<b>20</b>	<b>SHAWN MULLINS</b> Lullaby (Columbia) <b>1353 1137 731 537 52/4</b>					
18	17	19	21	<b>GREEN DAY</b> Time Of Your Life (Good Riddance) (Reprise) <b>1225 1291 1402 1402 41/1</b>					
23	21	22	22	<b>JOHN MELLENCAMP</b> Your Life Is Now (Columbia) <b>1194 1154 1140 1040 60/2</b>					
14	15	21	23	<b>SHANIA TWAIN</b> You're Still The One (Mercury) <b>1117 1233 1447 1558 43/0</b>					
22	22	24	24	<b>ANGGUN</b> Snow On The Sahara (Epic) <b>969 1025 1089 1085 43/0</b>					
25	24	25	25	<b>BACKSTREET BOYS</b> I'll Never Break Your Heart (Jive) <b>843 811 809 734 30/0</b>					
—	—	26	26	<b>GOO GOO DOLLS</b> Slide (Warner Bros.) <b>827 543 321 167 44/9</b>					
—	27	26	27	<b>SHANIA TWAIN</b> From This Moment On (Mercury) <b>743 637 564 449 41/4</b>					
26	26	27	28	<b>HARVEY DANGER</b> Flagpole Sitta (Slash/London/Island) <b>629 596 628 619 25/0</b>					
30	30	29	29	<b>EVE 6</b> Inside Out (RCA) <b>623 501 419 451 35/3</b>					
<b>DEBUT</b>	<b>30</b>	<b>30</b>	<b>30</b>	<b>FASTBALL</b> Fire Escape (Hollywood) <b>540 370 212 80 38/13</b>					

This chart reflects airplay from September 28-October 4. Songs ranked by total plays. Highlighted songs indicate Breaker. 94 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. © 1998. R&R Inc.

## NEW & ACTIVE

**BRUCE HORNSBY** Great Divide (RCA)  
Total Stations: 37. Adds: 7. Plays: 441, including WBXX 17 (18), WDAQ 18 (15), WLCE 7 (5), WOMP 5 (5), WDAZ 20 (18), WCGO 5 (7), WOSM 20, WKSI 10 (10), WSHE 24 (1), WKIL 18 (17), WAKS 19, WSSR 8 (8), WADL 14 (4), KURB 18, WMC 3 (2), KPEK 24 (20), NKYS 17 (13), KHMX 12 (7), WKDD 19 (20), WVMX 3, WYX 8 (7), WQAL 9, WIOG 16, WWWW 2 (2), KMDC 8 (8), KALC 6 (7), KISN 17 (16), KMXS 5, KLLY 13, KYSR 23 (3), KBBT 12 (22), KFMB 27 (20), KLLC 10 (8).

**U2** Sweetest Thing (Island)  
Total Stations: 34. Adds: 19. Plays: 343, including WLCE 20 (20), WOMP 10 (10), WDAZ 15, WKIL 14 (15), WOSM 10, WSSR 7, WMBX 14, KPEK 5, KHMX 11 (7), KZZP 29 (28), WKDD 14, WYX 2, WYX 8 (7), WYX 33 (11), WIOG 19 (3), KSRZ 34, KMDC 10, KALC 6 (7), KLLY 25 (2), KYSR 2, KBBT 14 (4), KFMB 26 (18), KLLC 15.

**N SYNC** Tearin' Up My Heart (RCA)  
Total Stations: 12. Adds: 1. Plays: 316, including WLCE 20 (20), WOMP 10 (10), WKSI 34 (32), WAKS 45 (49), WMC 7, KURB 13 (7), NKYS 31 (32), KSI 40 (40), WKDD 21 (21), WIOG 34 (37), KDCX 32 (32).

**MICHELLE LEWIS** Nowhere And Everywhere (Giant/WB)  
Total Stations: 22. Adds: 1. Plays: 310, including WYX 9 (9), WOMP 21 (19), WOSM 23 (14), WPT 36 (35), WMBX 21 (22), WSSR 7 (7), WMBX 36 (39), NKYS 18 (17), KDMX 11 (11), WTMX 20 (21), WQAL 13 (19), WIOG 15 (15), WWWW 2 (2), KMDC 7 (8), KALC 7 (12), KMXS 5 (8), KLLY 9 (10), KOSO 15 (5), KCDU 5 (4), KLLC 20 (21), KEYW 10 (13).

**MATCHBOX 20** Back 2 Good (Lava/Atlantic)  
Total Stations: 21. Adds: 6. Plays: 288, including WBXX 5, WOMP 21 (18), WOSM 5, WKIL 18, WOSM 33 (19), WMBX 26 (23), WAKS 15 (19), NKYS 9, KDMX 2, KHMX 14 (15), KZZP 29 (29), WIOG 6, KMDC 32 (10), KLLY 5 (4), KYSR 5, KYSR 10, KOSO 5, KCDU 5, KZZO 31 (30), KMXX 14 (5).

**SIXPENCE NONE THE RICHER** Kiss Me (Squint)  
Total Stations: 12. Adds: 1. Plays: 274, including WLCE 25 (25), WMBX 15 (9), WPT 41 (36), KALC 9 (10), KLLY 11 (11), KYSR 21 (31), KOSO 38 (38), KCDU 17 (16), KZZO 22 (19), KLLC 43 (44), KPLZ 32 (27).

**SARAH McLACHLAN** Angel (Warner Sunset/Reprise/Arista)  
Total Stations: 18. Adds: 4. Plays: 269, including WBXX 10, WDAQ 13, WLCE 43 (40), WKIL 19 (17), WPT 23 (11), WSSR 7, KOCB 3 (5), KMDX 27 (25), WYX 29, KMDC 19 (10), KLLY 3, KYSR 19 (34), KOSO 5, KBBT 10 (12), KLLC 10, KPLZ 19 (11), KEYW 10 (5).

**MADONNA** The Power Of Good-Bye (Maverick/WB)  
Total Stations: 18. Adds: 4. Plays: 266, including WJLK 26 (26), WOMP 17 (14), KBIU 14, WOSM 15, WKIL 24 (25), WAKS 5 (5), KOCB 5 (5), NKYS 18 (17), KDMX 18, NSII 12 (13), WQAL 9 (9), WIOG 31 (28), WWWW 3 (3), KMDC 19 (20), KISN 33 (31), KBBY 13 (12).

**NATALIE MERCHANT** Break Your Heart (Elektra/EEG)  
Total Stations: 28. Adds: 9. Plays: 263, including WDAQ 16 (15), WBXX 7, WOMP 18 (16), WOMB 16 (15), WOSM 19, WKSI 10, WKIL 20 (17), WYX 7, WAKS 5, WSSR 7 (7), WMBX 6, WLTS 7, KPEK 20 (3), NKYS 14 (14), WQAL 5, KMDC 2, WIOG 14 (5), KSTZ 7, KMDC 10, KALC 5, KLLY 7 (7), KOSO 5 (5), KCDU 5 (9), KBY 12 (12), KLLC 19 (13).

**CHRIS ISAAK** Please (Reprise)  
Total Stations: 14. Adds: 0. Plays: 234, including WBXX 5 (9), WMBX 23 (24), WZNE 8 (8), WOMP 7 (7), WOMB 22 (20), WPT 19 (18), WMBX 29 (29), WTMX 28, WPT 17 (16), WWWW 6 (6), KLLY 8 (9), KOSO 15 (15), KBBT 27 (25), KLLC 20 (26).

**LUCINDA WILLIAMS** Right In Time (Mercury)  
Total Stations: 21. Adds: 1. Plays: 207, including WBXX 13 (10), WDAQ 8 (9), WMBX 23 (22), WOMB 17 (17), WCGO 5 (15), WOSM 19 (17), WKSI 7 (7), WSHE 14 (13), WAKS 5 (5), WSSR 15 (25), WMBX 10 (8), KURB 8 (8), NKYS 7 (8), KDMX 10 (7), WWWW 2 (2), KMDC 6 (6), KALC 8 (9), KLLC 10 (9), KPLZ 12 (10), KEYW 8 (8).

**STEVIE NICKS** If You Ever Did Believe (Reprise)  
Total Stations: 16. Adds: 4. Plays: 197, including WBXX 16 (18), WDAQ 16 (17), WMBX 21 (23), WKIL 24 (19), WAKS 17 (19), WSSR 7, WLTS 18 (10), NKYS 7 (5), WIOG 10 (5), WWWW 6 (6), KMDC 7 (9), KALC 5, KISN 16, KBBT 27 (27).

**BRYAN ADAMS** On A Day Like Today (A&M)  
Total Stations: 9. Adds: 3. Plays: 118, including WBXX 25 (14), WYX 10, WAKS 5 (5), NKYS 18, WKIL 10, KMDC 20 (10), KMXS 32.

**DUNCAN SHEIK** Bite Your Tongue (Atlantic)  
Total Stations: 10. Adds: 7. Plays: 102, including WBXX 14 (14), WPT 16 (14), WOSM 7, WSSR 7, WTMX 27 (14), KMDC 15, KRLZ 16.

Songs ranked by total plays. Station call letters followed by number of plays.

## BREAKERS

SHAWN MULLINS

Lullaby (Columbia)

TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS  
1353/216 52/4

## MOST ADDED

ARTIST TITLE LABEL(S)

- U2 Sweetest Thing (Island)
- FASTBALL Fire Escape (Hollywood)
- GOO GOO DOLLS Slide (Warner Bros.)
- NATALIE MERCHANT Break Your Heart (Elektra/EEG)
- ALANIS MORISSETTE Thank U (Maverick/Reprise)
- BRUCE HORNSBY Great Divide (RCA)
- DUNCAN SHEIK Bite Your Tongue (Atlantic)
- MATCHBOX 20 Back 2 Good (Lava/Atlantic)
- EVERYTHING Hooch (Blackbird/Sire)
- MADONNA The Power Of Good-Bye (Maverick/WB)
- SARAH McLACHLAN Angel (Warner Sunset/Reprise/Arista)
- SHAWN MULLINS Lullaby (Columbia)
- STEVIE NICKS If You Ever Did Believe (Reprise)
- R.E.M. Daysleeper (Warner Bros.)
- SHANIA TWAIN From This Moment On (Mercury)

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)

- ALANIS MORISSETTE Thank U (Maverick/Reprise)
- GOO GOO DOLLS Slide (Warner Bros.)
- SHAWN MULLINS Lullaby (Columbia)
- U2 Sweetest Thing (Island)
- EAGLE-EYE CHERRY Save Tonight (Work)
- SHERYL CROW My Favorite Mistake (A&M)
- BRUCE HORNSBY Great Divide (RCA)
- FASTBALL Fire Escape (Hollywood)
- EVERYTHING Hooch (Blackbird/Sire)
- THIRD EYE BLIND Jumper (Elektra/EEG)

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)

- DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)
- MATCHBOX 20 3am (Lava/Atlantic)
- SMASH MOUTH Can't Get Enough Of You Baby (Elektra)
- CELINE DION To Love You More (550 Music)
- SARAH McLACHLAN Adia (Arista)
- ALANIS MORISSETTE Uninvited (Warner Sunset/Reprise)
- EVERCLEAR I Will Buy You A New Life (Capitol)
- SAVAGE GARDEN Truly Madly Deeply (Columbia)
- BACKSTREET BOYS As Long As You Love Me (Jive)
- SAVAGE GARDEN To The Moon And Back (Columbia)

Breakers: Songs registering 1200 plays or more for the first time. Boldfaced: Songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations placed first. Most Increased Plays lists the songs with the greatest up-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

**Bradley (STAR 98.7-LA) is joined each week by a celebrity guest well known from movies or TV**

**Our celebrity guest "acts out" a scene from a popular movie - your listeners call in to guess which movie**

**Prize give-aways**

**At least 6 songs per hour**

**"Box office top 5" featuring the top 5 grossing films during that weekend, including sound-bites**

**Live via satellite 8-9pm PST; 11-12am EST**

Music provided by Chris Ebbott, APD/MD, KYSR-FM Los Angeles

**ACT ONE with Bradley**

**THE INTERACTIVE ENTERTAINMENT SHOW**

**408-420-1400**

FISHER ENTERTAINMENT

# HOT AC PLAYLISTS

October 9, 1998 R&R • 89

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

**Big 105**  
WOL/Chicago  
(312) 764-1051  
Scott West/Brenley

PLAYS	ARTIST/TITLE
40	40 NATALE' BRUNO/LA/For
40	40 FASTBALL/The Way
40	40 GOD GOO DOLLS/Sins
40	40 ALANIS MORISSETTE/Thank U
40	40 NATALE' BRUNO/LA/For
40	40 JERIFER PAGE/Crush
40	40 BRYAN ADAMS/On A Day Like Today
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 EDWIN MCCAIN/Bye
40	40 SEMSOM/Coming Time
40	40 GREEN DAY/Time Of Your Life...
40	40 NATALE' BRUNO/LA/For
40	40 MATCHBOX 20/Real World
40	40 DUNCAN SHEPHERD/Your Tongue
40	40 GREEN DAY/Time Of Your Life...
40	40 HOOTIE A We We We
40	40 THIRD EYE BLIND/Jumper
40	40 NATALE' BRUNO/LA/For

**WFLX**  
WFLX/Chicago  
(312) 513-9000  
Cathy/Shannon/Mascano

PLAYS	ARTIST/TITLE
40	40 GREEN DAY/Time Of Your Life...
40	40 GOD GOO DOLLS/Sins
40	40 AEROSMITH/Don't Want To...
40	40 FAITH HILL/This Kiss
40	40 MATCHBOX 20/Real World
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 FASTBALL/The Way
40	40 NATALE' BRUNO/LA/For
40	40 SARAH McLACHLAN/Ada
40	40 ALANIS MORISSETTE/Thank U
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 SEMSOM/Coming Time
40	40 SHABBA TRAMBA/You're Still The One
40	40 HOOTIE A We We We
40	40 JOHN MELLENCAMP/Your Life Is Now
40	40 BRIAN SETZER ORCH/Jump Jus Air Wee
40	40 THIRD EYE BLIND/Jumper
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 JERIFER PAGE/Crush
40	40 NATALE' BRUNO/LA/For
40	40 THIRD EYE BLIND/Jumper
40	40 BUCKLE UP/Right In Time
40	40 NATALE' BRUNO/LA/For

**SIR**  
KYSA/Chicago  
(312) 955-1000  
Prest/Elliott

PLAYS	ARTIST/TITLE
40	40 GOD GOO DOLLS/Sins
40	40 AEROSMITH/Don't Want To...
40	40 SEMSOM/Coming Time
40	40 MATCHBOX 20/Real World
40	40 AEROSMITH/Don't Want To...
40	40 ALANIS MORISSETTE/Thank U
40	40 BRIAN SETZER ORCH/Jump Jus Air Wee
40	40 FASTBALL/The Way
40	40 NATALE' BRUNO/LA/For
40	40 SARAH McLACHLAN/Ada
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 SEMSOM/Coming Time
40	40 SHABBA TRAMBA/You're Still The One
40	40 HOOTIE A We We We
40	40 JOHN MELLENCAMP/Your Life Is Now
40	40 BRIAN SETZER ORCH/Jump Jus Air Wee
40	40 THIRD EYE BLIND/Jumper
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 JERIFER PAGE/Crush
40	40 NATALE' BRUNO/LA/For
40	40 THIRD EYE BLIND/Jumper
40	40 BUCKLE UP/Right In Time
40	40 NATALE' BRUNO/LA/For

**101.9**  
WTKX/Chicago  
(312) 946-1019  
James/Martak

PLAYS	ARTIST/TITLE
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 AEROSMITH/Don't Want To...
40	40 EAGLE-EYE CHERRY/Save Tonight
40	40 ALANIS MORISSETTE/Thank U
40	40 BRIAN SETZER ORCH/Jump Jus Air Wee
40	40 SMASH MOUTH/Can't Get Enough...
40	40 GOD GOO DOLLS/Sins
40	40 SHABBA TRAMBA/You're Still The One
40	40 NATALE' BRUNO/LA/For
40	40 SARAH McLACHLAN/Ada
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 SEMSOM/Coming Time
40	40 SHABBA TRAMBA/You're Still The One
40	40 HOOTIE A We We We
40	40 JOHN MELLENCAMP/Your Life Is Now
40	40 BRIAN SETZER ORCH/Jump Jus Air Wee
40	40 THIRD EYE BLIND/Jumper
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 JERIFER PAGE/Crush
40	40 NATALE' BRUNO/LA/For
40	40 THIRD EYE BLIND/Jumper
40	40 BUCKLE UP/Right In Time
40	40 NATALE' BRUNO/LA/For

**Alice @ 97.3**  
KLLC/San Francisco  
(415) 765-4097  
Kaplan/Slocum

PLAYS	ARTIST/TITLE
40	40 GOD FIGHTERS/Whisper Awa You
40	40 BARENAKED LADIES/One Week
40	40 MATCHBOX 20/Real World
40	40 SWEET/It's My Life
40	40 DAVE MATTHEWS BAND/Say (Working Title)
40	40 HARVEY DANIEL/Ragtop Sits
40	40 BRIAN SETZER ORCH/Jump Jus Air Wee
40	40 GOD GOO DOLLS/Sins
40	40 ANGEL/Show On The Sahara
40	40 HIGH SCHOOL/On The Sun
40	40 EDWIN MCCAIN/Bye
40	40 PROPELLERHEADS/Johnny Rotten
40	40 SEMSOM/Coming Time
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 NATALE' BRUNO/LA/For
40	40 SARAH McLACHLAN/Ada
40	40 SHABBA TRAMBA/You're Still The One
40	40 HOOTIE A We We We
40	40 JOHN MELLENCAMP/Your Life Is Now
40	40 BRIAN SETZER ORCH/Jump Jus Air Wee
40	40 THIRD EYE BLIND/Jumper
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 JERIFER PAGE/Crush
40	40 NATALE' BRUNO/LA/For
40	40 THIRD EYE BLIND/Jumper
40	40 BUCKLE UP/Right In Time
40	40 NATALE' BRUNO/LA/For

**Max 95.7**  
WTKX/Philadelphia  
(215) 487-6000  
Tina/Castellani

PLAYS	ARTIST/TITLE
40	40 BARENAKED LADIES/One Week
40	40 NATALE' BRUNO/LA/For
40	40 EAGLE-EYE CHERRY/Save Tonight
40	40 FUEL/Slammy
40	40 NATALE' BRUNO/LA/For
40	40 JERIFER PAGE/Crush
40	40 HOOTIE A We We We
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 GOD GOO DOLLS/Sins
40	40 DAVE MATTHEWS BAND/Say (Working Title)
40	40 HEATHER NEWELL/You're Not The Only One
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 ALANIS MORISSETTE/Thank U
40	40 ATHEREA/When I Don't Know
40	40 J.E.M./I'm A Fool
40	40 EDWIN MCCAIN/Bye
40	40 SEMSOM/Coming Time
40	40 SHABBA TRAMBA/You're Still The One
40	40 FASTBALL/The Way
40	40 BRYAN ADAMS/On A Day Like Today
40	40 NATALE' BRUNO/LA/For
40	40 MATCHBOX 20/Real World
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 ELTON JOHN/Something About Us
40	40 SUGAR RAY/H
40	40 SMASH MOUTH/When On The Sun
40	40 THIRD EYE BLIND/Jumper

**STAR 101.5**  
WTKX/Philadelphia  
(610) 668-0750  
Johnson/Ashey

PLAYS	ARTIST/TITLE
40	40 BARENAKED LADIES/One Week
40	40 BACKSTREET BOYS/It's Never Been So Long
40	40 NATALE' BRUNO/LA/For
40	40 GOD GOO DOLLS/Sins
40	40 JERIFER PAGE/Crush
40	40 SEMSOM/Coming Time
40	40 MATCHBOX 20/Real World
40	40 FASTBALL/The Way
40	40 HOOTIE A We We We
40	40 GREEN DAY/Time Of Your Life...
40	40 EDWIN MCCAIN/Bye
40	40 SARAH McLACHLAN/Ada
40	40 BRIAN SETZER ORCH/Jump Jus Air Wee
40	40 FAITH HILL/This Kiss
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 GOD GOO DOLLS/Sins
40	40 CHERRY/Drop To Love You
40	40 BARENAKED LADIES/One Week
40	40 BRYAN ADAMS/On A Day Like Today
40	40 MICHELLE LEVINS/Romance And
40	40 NATALE' BRUNO/LA/For
40	40 JERIFER PAGE/Crush
40	40 THIRD EYE BLIND/Jumper
40	40 SHABBA TRAMBA/You're Still The One
40	40 HOOTIE A We We We
40	40 FLEETWOOD MAC/Alone
40	40 MATCHBOX 20/Real World
40	40 ELTON JOHN/Something About Us
40	40 SUGAR RAY/H
40	40 SMASH MOUTH/When On The Sun
40	40 THIRD EYE BLIND/Jumper

**MIX 102.5**  
KDLZ/Dallas  
(972) 991-1025  
Stall/Thomas

PLAYS	ARTIST/TITLE
40	40 GOD GOO DOLLS/Sins
40	40 ALANIS MORISSETTE/Thank U
40	40 NATALE' BRUNO/LA/For
40	40 MATCHBOX 20/Real World
40	40 SEMSOM/Coming Time
40	40 MATCHBOX 20/Real World
40	40 BRIAN SETZER ORCH/Jump Jus Air Wee
40	40 AEROSMITH/Don't Want To...
40	40 ALANIS MORISSETTE/Thank U
40	40 FASTBALL/The Way
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 HOOTIE A We We We
40	40 SEMSOM/Coming Time
40	40 SARAH McLACHLAN/Ada
40	40 JERIFER PAGE/Crush
40	40 GOD GOO DOLLS/Sins
40	40 SHABBA TRAMBA/You're Still The One
40	40 SMASH MOUTH/Can't Get Enough...
40	40 BRYAN ADAMS/On A Day Like Today
40	40 THIRD EYE BLIND/Jumper
40	40 EVERYTHING/Hooch

**Q95.5**  
WTKX/Detroit  
(734) 967-7500  
O'Brien/London

PLAYS	ARTIST/TITLE
40	40 FASTBALL/The Way
40	40 GOD GOO DOLLS/Sins
40	40 MATCHBOX 20/Real World
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 AEROSMITH/Don't Want To...
40	40 BARENAKED LADIES/One Week
40	40 NATALE' BRUNO/LA/For
40	40 HOOTIE A We We We
40	40 BRIAN SETZER ORCH/Jump Jus Air Wee
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 ALANIS MORISSETTE/Thank U
40	40 SEMSOM/Coming Time
40	40 SARAH McLACHLAN/Ada
40	40 JERIFER PAGE/Crush
40	40 GOD GOO DOLLS/Sins
40	40 EAGLE-EYE CHERRY/Save Tonight
40	40 SMASH MOUTH/When On The Sun
40	40 JOHN MELLENCAMP/Your Life Is Now
40	40 CROSBY/Back On The Sun
40	40 SMASH MOUTH/Can't Get Enough...
40	40 SHABBA TRAMBA/You're Still The One
40	40 CORNERS NEVE/Leaved Well
40	40 BRYAN ADAMS/On A Day Like Today
40	40 THIRD EYE BLIND/Jumper
40	40 EVERYTHING/Hooch

**MIX 102.3 FM**  
WTKX/Detroit  
(734) 967-7500  
O'Brien/London

PLAYS	ARTIST/TITLE
40	40 SEMSOM/Coming Time
40	40 SHABBA TRAMBA/You're Still The One
40	40 SARAH McLACHLAN/Ada
40	40 GOD GOO DOLLS/Sins
40	40 MATCHBOX 20/Real World
40	40 NATALE' BRUNO/LA/For
40	40 BARENAKED LADIES/One Week
40	40 EVERYTHING/Hooch
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 ALANIS MORISSETTE/Thank U
40	40 EDWIN MCCAIN/Bye
40	40 SARAH McLACHLAN/Ada
40	40 HOOTIE A We We We
40	40 AEROSMITH/Don't Want To...
40	40 UNUSUAL/Tang

**MIX**  
KDLZ/Dallas  
(972) 991-1025  
Stall/Thomas

PLAYS	ARTIST/TITLE
40	40 FASTBALL/The Way
40	40 AEROSMITH/Don't Want To...
40	40 FAITH HILL/This Kiss
40	40 JERIFER PAGE/Crush
40	40 BRYAN ADAMS/On A Day Like Today
40	40 GOD GOO DOLLS/Sins
40	40 AEROSMITH/Don't Want To...
40	40 MATCHBOX 20/Real World
40	40 ALANIS MORISSETTE/Thank U
40	40 GOD GOO DOLLS/Sins
40	40 NATALE' BRUNO/LA/For
40	40 FASTBALL/The Way
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 EDWIN MCCAIN/Bye
40	40 SEMSOM/Coming Time
40	40 SHABBA TRAMBA/You're Still The One
40	40 HOOTIE A We We We
40	40 JOHN MELLENCAMP/Your Life Is Now
40	40 BRIAN SETZER ORCH/Jump Jus Air Wee
40	40 THIRD EYE BLIND/Jumper
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 JERIFER PAGE/Crush
40	40 NATALE' BRUNO/LA/For
40	40 THIRD EYE BLIND/Jumper
40	40 BUCKLE UP/Right In Time
40	40 NATALE' BRUNO/LA/For

**Mix 98.5**  
WTKX/Dallas  
(610) 238-6888  
Strasser/Bonvic

PLAYS	ARTIST/TITLE
40	40 GOD GOO DOLLS/Sins
40	40 BARENAKED LADIES/One Week
40	40 NATALE' BRUNO/LA/For
40	40 SEMSOM/Coming Time
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 FASTBALL/The Way
40	40 HOOTIE A We We We
40	40 SEMSOM/Coming Time
40	40 SARAH McLACHLAN/Ada
40	40 GREEN DAY/Time Of Your Life...
40	40 MATCHBOX 20/Real World
40	40 HOOTIE A We We We
40	40 SEMSOM/Coming Time
40	40 SHABBA TRAMBA/You're Still The One
40	40 HOOTIE A We We We
40	40 JOHN MELLENCAMP/Your Life Is Now
40	40 BRIAN SETZER ORCH/Jump Jus Air Wee
40	40 THIRD EYE BLIND/Jumper
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 JERIFER PAGE/Crush
40	40 NATALE' BRUNO/LA/For
40	40 THIRD EYE BLIND/Jumper
40	40 BUCKLE UP/Right In Time
40	40 NATALE' BRUNO/LA/For

**STAR 101.5**  
KPLZ/Dallas  
(206) 253-5700  
Katzberg

PLAYS	ARTIST/TITLE
40	40 GOD GOO DOLLS/Sins
40	40 FASTBALL/The Way
40	40 MATCHBOX 20/Real World
40	40 ALANIS MORISSETTE/Thank U
40	40 NATALE' BRUNO/LA/For
40	40 EDWIN MCCAIN/Bye
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 HOOTIE A We We We
40	40 GREEN DAY/Time Of Your Life...
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 AEROSMITH/Don't Want To...
40	40 ANGEL/Show On The Sahara
40	40 SHABBA TRAMBA/You're Still The One
40	40 BRIAN SETZER ORCH/Jump Jus Air Wee
40	40 EVERYTHING/Hooch
40	40 SARAH McLACHLAN/Ada
40	40 ALANIS MORISSETTE/Thank U
40	40 JOHN MELLENCAMP/Your Life Is Now
40	40 EAGLE-EYE CHERRY/Save Tonight
40	40 JERIFER PAGE/Crush
40	40 LUCYDRA WILLIAMS/Right In Time
40	40 GOD GOO DOLLS/Sins
40	40 LORIE RICHIE/Hear Your Voice

**K95.5**  
KSTP/Minneapolis  
(612) 642-4747  
Fisher/Peck

PLAYS	ARTIST/TITLE
40	40 GOD GOO DOLLS/Sins
40	40 AEROSMITH/Don't Want To...
40	40 SEMSOM/Coming Time
40	40 AEROSMITH/Don't Want To...
40	40 MATCHBOX 20/Real World
40	40 FASTBALL/The Way
40	40 SHABBA TRAMBA/You're Still The One
40	40 EVERYTHING/Hooch
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 BARENAKED LADIES/One Week
40	40 NATALE' BRUNO/LA/For
40	40 JERIFER PAGE/Crush
40	40 AEROSMITH/Don't Want To...
40	40 FAITH HILL/This Kiss
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 NATALE' BRUNO/LA/For
40	40 SEMSOM/Coming Time
40	40 SHABBA TRAMBA/You're Still The One
40	40 EDWIN MCCAIN/Bye
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 ALANIS MORISSETTE/Thank U
40	40 FASTBALL/The Way
40	40 EDWIN MCCAIN/Bye
40	40 SARAH McLACHLAN/Ada
40	40 HOOTIE A We We We
40	40 JOHN MELLENCAMP/Your Life Is Now
40	40 BRIAN SETZER ORCH/Jump Jus Air Wee
40	40 THIRD EYE BLIND/Jumper
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 JERIFER PAGE/Crush
40	40 NATALE' BRUNO/LA/For
40	40 THIRD EYE BLIND/Jumper
40	40 BUCKLE UP/Right In Time
40	40 NATALE' BRUNO/LA/For

**STAR**  
KFRM/San Diego  
(619) 495-7525  
Johnson/Stein/Summa

PLAYS	ARTIST/TITLE
40	40 HOOTIE A We We We
40	40 BARENAKED LADIES/One Week
40	40 AEROSMITH/Don't Want To...
40	40 HARVEY DANIEL/Ragtop Sits
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 GOD GOO DOLLS/Sins
40	40 MATCHBOX 20/Real World
40	40 EAGLE-EYE CHERRY/Save Tonight
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 SHABBA TRAMBA/You're Still The One
40	40 EDWIN MCCAIN/Bye
40	40 SEMSOM/Coming Time
40	40 SARAH McLACHLAN/Ada
40	40 HOOTIE A We We We
40	40 ALANIS MORISSETTE/Thank U
40	40 DAVE MATTHEWS BAND/Say (Working Title)
40	40 NATALE' BRUNO/LA/For
40	40 BUCKLE UP/Right In Time
40	40 NATALE' BRUNO/LA/For

**KZZP**  
WTKX/Philadelphia  
(610) 964-4000  
Partridge/Cooper

PLAYS	ARTIST/TITLE
40	40 EVERYTHING/Hooch
40	40 BARENAKED LADIES/One Week
40	40 GOD GOO DOLLS/Sins
40	40 EAGLE-EYE CHERRY/Save Tonight
40	40 BRIAN SETZER ORCH/Jump Jus Air Wee
40	40 AEROSMITH/Don't Want To...
40	40 SEMSOM/Coming Time
40	40 HOOTIE A We We We
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 EDWIN MCCAIN/Bye
40	40 SEMSOM/Coming Time
40	40 SHABBA TRAMBA/You're Still The One
40	40 HOOTIE A We We We
40	40 JOHN MELLENCAMP/Your Life Is Now
40	40 BRIAN SETZER ORCH/Jump Jus Air Wee
40	40 THIRD EYE BLIND/Jumper
40	40 SHERRY CROWLEY/Favorite Mistake
40	40 JERIFER PAGE/Crush
4	



CAROL ARCHER

# Jammin' Jazz: A Tempo-Driven Slant

Programmers say hot, danceable tracks end 'sleepy music' stereotypes

Up-tempo songs have always had an important role in this format, providing rhythmic counterpoint to balance mid-tempo tunes and ballads. Despite this fact, some casual observers think "smooth" means unvaried. But songs such as Third Force's "In The Full Moonlight," Oleta Adams' "Never Knew Love," Randy Crawford & The Crusaders' "Streetlife," Paul Jackson Jr.'s "Da Boardwalk," and David Sanborn's "Benny" are just a few of the upbeat tracks that hold sway in libraries nationwide.

Increasingly, up-tempo music is finding a warm welcome in this format. It was Down To The Bone's rhythmic grooves on the track "Staten Island Groove" that busted the block and brought up-tempo material into clear perspective. Tunes that would have been considered too hot and "dance-y" in the past were heartily endorsed by listeners, paving the way for such tracks as Four 80 East's "Eastside," Rick Braun's "Hollywood & Vine," and Soul Ballet's "Blu Girl."

When Unity Records announced that Soul Ballet might play a dance club date during the Catalina Jazz-Trax Festival, I asked programmers to submit lists of danceable NAC/Smooth Jazz music just for fun. Does this signify the birth of a new format? No, but more up-tempo programming clearly presents less risk than ever before, and it may make sense for a specialty show. One thing is certain: The edges of this smooth format turn out to be a little wider than most people realized.

This, then, is a sample of dance-flavored NAC/SJ programming. Thanks to all who submitted lists, especially KKSJ/SF MD Blake Lawrence and KYOT/Phoenix PD Nick Francis, whose suggestions are printed here.

### BLAKE LAWRENCE

Lawrence says most of the material on his list is in regular rotation at KKSJ (those songs are marked with an asterisk). He adds that the reader should try to suspend preconceived notions about the format when thinking about tunes like "Keep On Moving" or the remix of "Missing." Further, he suggests the somewhat less-adventurous track "Mood" as an alternate to Soul II Soul's "Keep On Movin'."

- US3 Cantalooop (instrumental mxt) \*
- MR. FINGERS
- On A Corner Called Jazz
- SOUNDSCAPE UK Morning Song \*
- MARC ANTOINE Follow Your Bliss \*
- PATRICE RUSHEN Forget Me Not \*
- TAB TWO No Flagman Ahead
- FISHBELLY BLACK
- Spontaneous Combustion \*
- SOUL II SOUL Keep On Movin'
- JOE SAMPLE & THE SOUL COMMITTEE
- Brother Can You Spare Your Car?
- HEAVYSHIFT
- 90 Degrees In The Shade \*
- MAXWELL
- Ascension (Don't Ever Wonder) \*
- BRIAN TARQUIN Freeway Jam \*
- EXODUS QUARTET Fly \*
- MAXI PRIEST Close To You \*

- FOUR 80 EAST Eastside \*
- SOUL BALLETT NYC Trippin' \*
- XL Take Five \*
- VANESSA DAOU Two To Tango \*
- COUNT BASIE On The Move \*
- STRANGE CARGO El Niño
- STEVIE WONDER Boogie On Reggae Woman
- DOWN TO THE BONE
- Staten Island Groove \*
- GEORGE BENSON Cruise Control \*
- DES'REE You Gotta Be \*
- BONEY JAMES It's A Beautiful Thing
- ZACHARY BREAUX Impressions
- EVERYTHING BUT THE GIRL
- Missing \* (the Terry Todd remix)
- COLOUR CLUB Consumption

### NICK FRANCIS

KYOT/Phoenix PD Nick Francis has commented that just because people attain a certain age doesn't mean they don't still like to dance and groove from the neck down. On his list of suggested tracks, he walks the walk!

- DEODATO 2001 Theme
- TOWER OF POWER Souled Out
- JAZZ WARRIORS Chameleon
- DAVID SANBORN Hey!
- FOUR 80 EAST Eastside
- MARC ANTOINE Latin Quarter
- CRUSADERS Carnival Of The Night
- PAUL HARDCASTLE Lazy Days
- US3 Cantalooop
- DAVID SANBORN Chicago Song
- FLYING MONKEY ORCHESTRA
- I Like The Orange Thing
- TOM SCOTT Reed My Lips
- RIPPINGTONS Weekend In Monaco
- HERBIE HANCOCK The Bomb
- JOE SAMPLE & THE SOUL COMMITTEE Viva Da Funk
- AVENUE BLUE
- Thank You, May I Have Another?
- GROVER WASHINGTON, JR.
- Mister Magic

### SCIENTIFIC RESEARCH

## Study Shows Smooth Jazz Boosts Immune System

Coming down with a cold? Turn up the music! That's the implication of a research study conducted last year at Wilkes University in Wilkes-Barre, PA.

NAC/smooth jazz music may keep away the common cold, according to psychology professors Carl J. Charnetski and Francis X. Brennan. Their paper "The Effects Of Music On Secretory Immunoglobulin A (IgA)," was presented at the Eastern Psychological Association Convention and published in *Scientific American* and *New Age: The Journal Of Holistic Living*.

The study was designed to investigate the effects of auditory stimuli on immune response. The researchers found that certain types of music produced increases in salivary IgA levels. IgA plays a major role in defending individuals against upper respiratory infection (one of the most common health-related problems in the U.S.) and is also an indicator of overall immune system function.

Here's how the study worked: Groups of college students were randomly assigned to one of four conditions. The first group listened to 30 minutes of recorded smooth jazz music. The second group listened to a 30-minute segment of a Smooth Jazz radio station. In order to control for the effects of auditory stimulation, a third group listened to 30 minutes of an alternating tone/click stimulus. The final group was exposed to 30 minutes of silence. Saliva samples collected before and after were assayed for IgA.

The IgA of the smooth jazz music group increased 14.1%. The Smooth Jazz radio group's IgA increased 7.2%. The control subjects who listened to silence showed IgA decreased less than one percent, and the subjects presented with the click-tone stimulus decreased 19.7%.

Follow-up studies are planned. Who knows, one day your doctor may say, "Take one Boney James record and one Rick Braun and call me in the morning."

[Editor's note: Special thanks to Broadcast Architecture associate Roslyn Joseph for her kind assistance with this column.]



IT'S A LOVE FEST! — Whenever Warner Bros. artist Marilyn Scott is in Atlanta to do a live performance for WJZF, she always takes time to hug PD Mark Edwards. Scott also sings the station's jingles.



TWO PHENOMENAL WOMEN — WJIZ/Philadelphia recently presented GRP artist Diana Krall (r) in concert at that city's legendary Bellevue Hotel (part of the hotel's fame is that it was once the site of a mysterious Legionnaire's Disease outbreak). The 800-seat venue was sold out. PD Anna Gress is seen here with Krall.



WAITER, THERE'S A CD IN MY SOUP — Atlantic's Steve DeBro and Erica Linderholm (c) recently celebrated salesman Steve Cole's (l) fifth consecutive week at No. 1 in the market with WSJZ/Boston PD Shirley Maldonado (r).

CHART	TW	LW	TW	ARTIST TITLE (LABEL/S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	ZW	SW	
	1	2	1	<b>1</b> SOUL BALLET Blu Girl (Countdown/Unity)	951	956	1009	885	45/1
	2	3	2	<b>2</b> GEORGE BENSON Fly By Night (GRP)	930	889	835	675	48/0
	3	4	3	<b>3</b> MARC ANTOINE Sunland (GRP)	886	927	1013	927	43/0
	4	5	4	<b>4</b> JIM BRICKMAN /DAVE KOZ Partners In Crime (Windham Hill)	843	874	917	827	42/0
	5	6	5	<b>5</b> BONEY JAMES Innocence (Warner Bros.)	839	786	658	593	45/1
	6	7	6	<b>6</b> LUTHER VANDROSS I Know (LV/Virgin)	688	726	719	679	46/0
	7	8	7	<b>7</b> BRIAN BROMBERG Hero (Zebra)	599	611	571	515	47/2
	8	9	8	<b>8</b> RICK BRAUN Hollywood & Vine (Atlantic)	585	578	511	461	46/0
	9	10	9	<b>9</b> CHUCK LOEB Beneath The Light (Shanachie)	560	554	580	521	41/1
	10	11	10	<b>10</b> LEE RITENOUR Ooh-Yeah (I.E./Verve)	536	701	907	937	37/0
	11	12	11	<b>11</b> KEIKO MATSUI Forever, Forever (Countdown/Unity)	486	486	438	405	40/1
	12	13	12	<b>12</b> KENNY G Baby G (Arista)	486	492	546	538	32/0
<b>BREAKER</b>	13	14	13	<b>13</b> PETER WHITE /G. WASHINGTON, JR. Midnight... (Columbia)	435	374	170	35	45/3
	14	15	14	<b>14</b> BRIAN MCKNIGHT Anytime (Motown)	414	450	447	378	30/1
<b>BREAKER</b>	15	16	15	<b>15</b> ERIC MARIENTHAL Here In My Heart (I.E./Verve)	413	394	288	206	41/2
	16	17	16	<b>16</b> STEVE COLE When I Think Of You (Bluemoon/Atlantic)	413	543	717	764	35/0
	17	18	17	<b>17</b> JOE MCBRIDE Midnight In Madrid (Heads Up)	404	426	485	467	36/0
	18	19	18	<b>18</b> FOURPLAY Still The One (Warner Bros.)	355	476	597	635	30/0
	19	20	19	<b>19</b> BRYAN SAVAGE Soul Temptation (Higher Octave)	350	336	329	288	29/0
	20	21	20	<b>20</b> ROMAN HARDIMAN Love Song (Philips)	317	359	389	419	26/0
	21	22	21	<b>21</b> GABRIELA ANDERS Fire Of Love (Warner Bros.)	307	327	326	326	23/0
	22	23	22	<b>22</b> WALTER BEASLEY I Feel You (Shanachie)	304	270	225	199	33/5
	23	24	23	<b>23</b> DOWN TO THE BONE Staten Island Groove (Nu Groove)	290	408	503	532	24/0
	24	25	24	<b>24</b> CHRIS STANDRING Cool Shades (Instinct)	288	334	382	382	28/0
	25	26	25	<b>25</b> GRANT GEISSMAN Did I Save? (Higher Octave)	285	286	258	222	30/3
	26	27	26	<b>26</b> ED HAMILTON Fly Like An Eagle (Shanachie)	270	312	347	325	29/0
	27	28	27	<b>27</b> MARILYN SCOTT The Look Of Love (Warner Bros.)	261	343	368	377	23/0
	28	29	28	<b>28</b> FATTBURGER Spice (Shanachie)	236	277	267	279	23/0
	29	30	29	<b>29</b> PEACE OF MIND Peace Of Mind (Nu Groove)	230	272	425	419	22/0
<b>DEBUT</b>	30		30	<b>30</b> C. CHAQUICO & R. FREEMAN Riders... (Peak/Windham Hill Jazz)	226	222	174	134	24/0

This chart reflects airplay from September 23-29. Songs ranked by total plays. Highlighted songs indicate Breaker. 49 NAC reporters. 45 current playlists. © 1998, R&R Inc.

## BREAKERS

**PETER WHITE /G. WASHINGTON, JR.**  
Midnight In Manhattan (Columbia)  
TOTAL PLAYS/INCREASE: 435/61 | TOTAL STATIONS/ADDS: 45/3 | CHART: 13

**ERIC MARIENTHAL**  
Here In My Heart (I.E./Verve)  
TOTAL PLAYS/INCREASE: 413/19 | TOTAL STATIONS/ADDS: 41/2 | CHART: 15

## MOST ADDED

ARTIST TITLE (LABEL/S)	ADDS
PHIL COLLINS True Colors (Atlantic)	10
WARREN HILL Turn Out The Lights (Discovery)	9
DAVE KOZ I'll Be There (Blue Note)	8
NAJEE Room To Breathe (Verve Forecast)	6
WALTER BEASLEY I Feel You (Shanachie)	5
BRIAN CULBERTSON Straight To... (Bluemoon/Atlantic)	5
RICHARD ELLIOT Here And Now (Metro Blue/Blue Note)	5
GREGG KARUKAS Cruisin' Your House At... (I.E./Verve)	5
PATTI AUSTIN Don't Go Away (Concord Vista)	4
FOURPLAY Vest Pocket (Warner Bros.)	4
JK Off The Hook (Verve)	4

## MOST INCREASED PLAYS

ARTIST TITLE (LABEL/S)	TOTAL PLAY INCREASE
WARREN HILL Turn Out The Lights (Discovery)	+153
PHIL COLLINS True Colors (Atlantic)	+66
PETER WHITE /WASHINGTON, JR. Midnight... (Columbia)	+61
PATTI AUSTIN Don't Go Away (Concord Vista)	+60
BONEY JAMES Innocence (Warner Bros.)	+53
GEORGE BENSON Fly By Night (GRP)	+41
RAMSEY LEWIS Love Serenade (GRP)	+37
WALTER BEASLEY I Feel You (Shanachie)	+34
RICHARD ELLIOT Here And Now (Metro Blue/Blue Note)	+34
BRIAN CULBERTSON On My Mind (Bluemoon/Atlantic)	+32

Note: WSMJ/Richmond, VA is no longer a reporter. Plays for all tracks and albums were reviewed—and where appropriate—bulletins were awarded. Chart positions, however, were not changed.

Breakers: Songs registering 400 plays or more for the first time. Bulletins 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

**WARREN HILL** Turn Out The Lights (Discovery)  
Total Plays: 190, Total Stations: 33, Adds: 9

**JK Off The Hook** (Verve)  
Total Plays: 173, Total Stations: 20, Adds: 4

**RAVG CHAQUICO** Holding Back The Years (Higher Octave)  
Total Plays: 166, Total Stations: 16, Adds: 0

**BUCKY JONES** Still In Love (Cherry/Universal)  
Total Plays: 165, Total Stations: 13, Adds: 3

**RAMSEY LEWIS** Love Serenade (GRP)  
Total Plays: 160, Total Stations: 19, Adds: 2

**GREGG KARUKAS** Cruisin' Your House At... (I.E./Verve)  
Total Plays: 141, Total Stations: 19, Adds: 5

**RICHARD ELLIOT** Here And Now (Metro Blue/Blue Note)  
Total Plays: 139, Total Stations: 19, Adds: 5

**BRIAN CULBERTSON** Straight To The Heart (Bluemoon/Atlantic)  
Total Plays: 134, Total Stations: 19, Adds: 5

**CHAKA KHAN** You & I Are One (Zebra)  
Total Plays: 98, Total Stations: 8, Adds: 2

**JOHN TESH /DALIA** Mother I Miss You (GTSP/Mercury)  
Total Plays: 88, Total Stations: 9, Adds: 0

**BRIAN CULBERTSON** On My Mind (Bluemoon/Atlantic)  
Total Plays: 83, Total Stations: 10, Adds: 0

**PATTI AUSTIN** Don't Go Away (Concord Vista)  
Total Plays: 81, Total Stations: 11, Adds: 4

Songs ranked by total plays



"Sure, we've got to play the big stars, but we must develop new artist, too, if we're to have a future."

"Look at Gabriela Anders." "She's a great example of an artist who no one knows yet who has something of an idiosyncratic style, but has great material and production. The songs on her record are first-rate! Whether or not she's mass-appeal is up to the gods, but it's less important to me than the fact that her vibe is exactly right for KSSJ. She's right for the adult arena."

"It's amazing to me that more NAC stations aren't playing Gabriela, because she's got the goods!"  
-Steve Williams

"Fire Of Love"

- |      |      |      |      |      |      |
|------|------|------|------|------|------|
| KIFM | WSJT | KSSJ | WJZI | KBZN | WCCJ |
| WLOQ | WFSJ | KTNT | WHRL | WZJZ | WHCD |
| KXDC | KWSJ | KJZY | KRVR | WJPL | WJZT |
| KNIK | KMGQ | KSBR | KCLC | JRN  |      |



# NAC/SMOOTH JAZZ REPORTERS

October 9, 1998 R&R • 93

Stations and their adds by track listed alphabetically by market

<p><b>WHRL/Albany, NY</b>  <b>OM/PO: Brant Curtiss</b>                      GREGG KARUKAS "Cruisin"</p>	<p><b>WNWV/Cleveland, OH</b>  <b>PD/MD: Bernie Kimble</b>                      PHIL COLLINS "True"                      DAVE KOZ "There"                      HEADS UP SUPER BAND "Street"</p>	<p><b>WJZI/Milwaukee, WI</b>  <b>PD: Chris Morazu</b>                      NAJEE "Room"                      WALTER BEASLEY "Feel"</p>	<p><b>WJPL/Peoria, IL</b>  <b>PD: Rick Hirschmann</b>                      GREGG KARUKAS "Cruisin"                      NAJEE "Room"</p>	<p><b>KCJZ/San Antonio, TX</b>  <b>PD: Norm Miller</b>                      WARREN HILL "Turn"</p>	<p><b>WJZT/Tallahassee, FL</b>  <b>PD: Denny Alexander</b>                      PATTI AUSTIN "Don't"                      CHAKA KHAN "You"                      RICKY JONES "Shit"                      GREGG KARUKAS "Cruisin"                      PHIL COLLINS "True"                      BRIAN CULBERTSON "Straight"                      RICHARD ELLIOT "Here"</p>
<p><b>KNIK/Anchorage, AK</b>  <b>GM/PO: Dean Williams</b>  <b>MD: John Clarke</b>                      HEADS UP SUPER BAND "Street"                      NAJEE "Room"                      TUCK &amp; PATTI "All"                      CHUCK LOEB "Beneath"                      BOBBY CALDWELL "Good"                      EVERETTE HARP "Just"                      FOURPLAY "Vest"                      WES BURDEN "Flow"                      SCOTT COSSLI "Spirits"</p>	<p><b>WZLZ/Columbus, OH</b>  <b>PD/MD: Bill Harman</b>                      SHAKATAK "Azure"                      PETER WHITE "Midnight"                      COALITION "Angel"</p>	<p><b>KSBR/Mission Viejo, CA</b>  <b>OM: Terry Wedel</b>  <b>MD: Judy Davila</b>                      DOWN TO THE BONE "Corner"                      HEADS UP SUPER BAND "Street"                      RACHEL Z "Bodhisattva"                      FOURPLAY "Vest"</p>	<p><b>WJIZ/Philadelphia, PA</b>  <b>PD: Ann Gress</b>  <b>MD: Michael Tozzi</b>                      BRIAN BROMBERG "Hero"                      PHIL COLLINS "True"                      RICHARD ELLIOT "Here"</p>	<p><b>KIFM/San Diego, CA</b>  <b>PD: Mike Vasquez</b>  <b>APD/MD: Kelly Cole</b>                      DAVE KOZ "There"                      JK "Hook"                      RAMSEY LEWIS "Serenade"                      WALTER BEASLEY "Feel"</p>	<p><b>WSJT/Tampa, FL</b>  <b>PO/MD: Ross Block</b>                      WARREN HILL "Turn"                      GRANT GEISSMAN "Save?"</p>
<p><b>WJZF/Atlanta, GA</b>  <b>PD/MD: Mark Edwards</b>                      BRIAN MCKNIGHT "Anytime"                      ERIC MARIENTHAL "Heart"                      PETER WHITE "Midnight"</p>	<p><b>KOAI/Dallas, TX</b>  <b>PD: Michael Fischer</b>                      DAVE KOZ "There"</p>	<p><b>KRVR/Modesto, CA</b>  <b>PD: Jim Bryan</b>  <b>MD: Doug Wulff</b>                      No Adds</p>	<p><b>KYDT/Phoenix, AZ</b>  <b>PD/MD: Nick Francis</b>                      KEIKO MATSUI "Forever"                      WALTER BEASLEY "Feel"                      GRANT GEISSMAN "Save?"</p>	<p><b>KKSF/San Francisco, CA</b>  <b>PD: Paul Goldstein</b>  <b>APD: Roger Coryell</b>  <b>MD: Blake Lawrence</b>                      PHIL COLLINS "True"                      FOURPLAY "Vest"                      STEVE COLE "Night"</p>	<p><b>KOAZ/Tucson, AZ</b>  <b>PD: Erik Fox</b>                      JK "Hook"                      WARREN HILL "Turn"                      PHIL COLLINS "True"</p>
<p><b>KSMJ/Bakersfield, CA</b>  <b>PD/MD: Joel Widdows</b>                      BRIAN CULBERTSON "Straight"                      PHIL COLLINS "True"</p>	<p><b>WVMV/Detroit, MI</b>  <b>PD: Tom Stecker</b>  <b>MD: Sandy Kovach</b>                      JANET "Every"                      TIM BOWMAN "Free"</p>	<p><b>KXDC/Monterey, CA</b>  <b>PD/MD: Scott D'Brien</b>                      BOBBY CALDWELL "Good"                      DUNCAN MILLAR "Gyroscope"</p>	<p><b>WJZZ/Pittsburgh, PA</b>  <b>PD: Carl Anderson</b>  <b>MD: Herschel</b>                      BRIAN CULBERTSON "Straight"                      WARREN HILL "Turn"                      PHIL COLLINS "True"</p>	<p><b>KQJZ/San Luis Obispo, CA</b>  <b>PD: Andy Morris</b>  <b>MD: David Atwood</b>                      PHIL COLLINS "True"                      BRIAN CULBERTSON "Straight"</p>	<p><b>WJZW/Washington, DC</b>  <b>PD: Kenny King</b>                      No Adds</p>
<p><b>WSJZ/Boston, MA</b>  <b>PD/MD: Shirley Maldonado</b>                      JANET "Every"                      RICHARD ELLIOT "Here"                      GRANT GEISSMAN "Save?"                      WARREN HILL "Turn"                      RICKY JONES "Shit"</p>	<p><b>WFSJ/Jacksonville, FL</b>  <b>PD: Hank Dole</b>  <b>APD/MD: Craig Williams</b>                      PATTI AUSTIN "Don't"</p>	<p><b>WCCD/New York, NY</b>  <b>PD: John Mullen</b>  <b>MD: Rick Laboy</b>                      DAVE KOZ "There"                      PETER WHITE "Midnight"</p>	<p><b>KKJZ/Portland, OR</b>  <b>PD: Paul Warren</b>  <b>MD: Hal Murray</b>                      BRIAN CULBERTSON "Straight"                      PATTI AUSTIN "Don't"</p>	<p><b>KMGQ/Santa Barbara, CA</b>  <b>DM/PO: Mark Elliott</b>  <b>APD/MD: Steve Bauer</b>                      GREGG KARUKAS "Cruisin"                      RICKY JONES "Shit"                      CHAKA KHAN "You"                      ACOUSTIC ALCHEMY "Rain"</p>	<p><b>KWSJ/Wichita, KS</b>  <b>PD: Nancy Johnson</b>  <b>MD: Dallas Scott</b>                      RAMSEY LEWIS "Serenade"                      GREGG KARUKAS "Cruisin"</p>
<p><b>WCCJ/Charlotte, NC</b>  <b>PD/MD: Grag Morgan</b>                      JK "Hook"</p>	<p><b>KCIY/Kansas City, MD</b>  <b>PD: Tom Land</b>  <b>MD: Michelle Chase</b>                      CHRIS STANDRING "Steven"                      NAJEE "Room"</p>	<p><b>WJCD/Norfolk, VA</b>  <b>OM/PO: Maxine Todd</b>  <b>MD: Larry Hollowell</b>                      FOURPLAY "Vest"                      CHRIS STANDRING "Steven"                      WARREN HILL "Turn"                      DUNCAN MILLAR "Vibes"</p>	<p><b>KSSJ/Sacramento, CA</b>  <b>Station Mgr.: Steve Williams</b>  <b>APD/MD: Ken Jones</b>                      ERIC MARIENTHAL "Heart"</p>	<p><b>KJZY/Santa Rosa, CA</b>  <b>PD: Gordon Zlot</b>  <b>MD: Rob Singleton</b>                      KHANI COLE "Call"                      ERIC MARIENTHAL "Work"                      MARC ANTOINE "Concasse"</p>	<p><b>JRM (Jones)/National</b>  <b>PD: Steve Hibbard</b>  <b>MD: Greg Allen</b>                      VESTA "Somebody"                      NAJEE "Room"                      EVERETTE HARP "Better"                      BOBBY CALDWELL "Good"</p>
<p><b>WVUE/Chicago, IL</b>  <b>PD: Bob Kaake</b>  <b>APD/MD: Steve Stiles</b>                      PHIL COLLINS "True"                      PATTI AUSTIN "Don't"                      DAVE KOZ "There"</p>	<p><b>KTWW/Los Angeles, CA</b>  <b>PD: Chris Brodie</b>  <b>APD/MD: Ralph Stewart</b>                      PHIL COLLINS "True"                      RICHARD ELLIOT "Here"                      BONEY JAMES "Innocence"                      WALTER BEASLEY "Feel"</p>	<p><b>KTNT/Oklahoma City, OK</b>  <b>PD: Steve English</b>  <b>MD: Stephanie Stewart</b>                      JANET "Every"                      WALTER BEASLEY "Feel"</p>	<p><b>KCLC/St. Charles, MO</b>  <b>PD: Rich Reigert</b>  <b>MD: Chris Kurtz</b>                      WARREN HILL "Turn"                      LISA LAUREN "Can't"                      SHAKATAK "Space"                      DAN SIEGEL "Morning"                      DAVE KOZ "There"                      NAJEE "Room"                      SCOTT COSSLI "Sakura"                      POSITIVE ID "Maybe"</p>	<p><b>WHCD/Syracuse, NY</b>  <b>PD: Butch Charles</b>  <b>APD/MD: Kenny Deas</b>                      JK "Hook"                      WARREN HILL "Turn"</p>	<p><b>49 Total Reporters</b>  <b>48 Current Reporters</b>  <b>45 Current Playlistists</b></p> <p><b>Reported Frozen Playlist (1):</b>                      KEZL/Fresno, CA</p> <p><b>Did Not Report, Playlist Frozen (2):</b>                      KBZM/Salt Lake City, UT                      KWJZ/Seattle, WA</p> <p><b>Did Not Report For Three Consecutive Weeks:</b>  <b>Data Not Used (1):</b>                      WGU/FL, Myers, FL</p>
<p><b>WVAE/Cincinnati, OH</b>  <b>DM: T.J. Holland</b>  <b>APD/MD: Steve Wiersman</b>                      No Adds</p>	<p><b>WLVE/Miami, FL</b>  <b>PD: Bret Michael</b>  <b>MD: Marc Taylor</b>                      BRIAN BROMBERG "Hero"                      RICHARD ELLIOT "Here"                      SOUL BALLET "Bio"</p>	<p><b>WLOQ/Oriando, FL</b>  <b>PD: Bill Wise</b>                      DOWN TO THE BONE "Corner"                      WARREN HILL "Turn"</p>			

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**Smooth Jazz 101.9**  
WJZZ/Philadelphia  
(610) 647-9939  
Gress/Tozzi

PL#	FW	LB	TW	ARTIST/TITLE
19	31	33	34	SOUL BALLET/Big Girl
32	33	33	30	CHRIS STANDING/Cool Shades
33	33	32	30	KIM WATERS/Nightfall
33	34	30	30	FOURPLAY/Sir The One
32	34	31	32	STEVE COLE/When I Think Of You
24	23	24	24	LUTHER VANDROSS/Lean
23	24	24	24	BRYAN BROMBERG/Here
24	23	24	24	KEIKO MATSU/Forever, Forever
24	23	24	24	BOBIE JAMES/Innocence
24	23	24	24	PEARO BRIS/Only Heart Belongs
24	22	24	22	GEORGE BENSON/By Night
17	16	17	17	CHUCK LOEB/Beneath The Light
17	16	17	17	DAVE KOZ/It's There
17	16	17	17	PETER WHITE...Midnight In...

**THE WAVE**  
KTWW/Chicago  
(312) 845-9550  
Kaba/Sites

PL#	FW	LB	TW	ARTIST/TITLE
21	24	20	22	PEACE OF MIND/Peace Of Mind
15	14	15	14	JUVIE The Hook
21	19	21	20	AVENUE BLUE/Seventh Heaven
17	16	18	18	BRICKMAN FROZ/Partners In Crime
14	14	14	14	GRANT GEISSMAN/Did I Save?
13	13	13	13	MARC ANTONIO/Sunday
12	14	13	13	GEORGE BENSON/By Night
17	15	16	15	FOURPLAY/Sir The One
14	12	14	14	SOUL BALLET/Big Girl
12	13	14	14	RABSEY LEWIS/Love Serenade
10	13	12	12	RICKY JONES/In Love
15	14	13	13	BRYAN SAVAGE/Soul Temptation
13	12	12	12	PETER WHITE...Midnight In...
12	12	12	12	WARREN HILL/Turn Out The Lights
10	10	10	10	PHIL COLLINS/True Colors
12	11	12	12	BRIAN BROMBERG/Here
14	14	13	13	KIRK WHALUN/Am I Beed
10	10	11	11	LUTHER VANDROSS/Lean
9	12	12	12	ERIC MARIENTHAL/Here In My Heart
11	11	11	11	ROBMAN HARDIMAR/Love Song
15	15	15	15	DAVE KOZ/It's There
10	10	11	11	BRIAN BROMBERG/Here
11	13	9	9	RICK BRAUN/Hollywood & Vine
6	7	4	4	PHIL COLLINS/True Colors
6	7	4	4	CRAIG CHADQUIC/Holding Back...
6	7	4	4	RICHARD ELLIOT/Here And Now
6	7	4	4	BOBIE JAMES/Innocence
6	7	4	4	WALTER BEASLEY/Feel You

**Smooth 95.5**  
WJZZ/Philadelphia  
(610) 647-9939  
Gress/Tozzi

PL#	FW	LB	TW	ARTIST/TITLE
27	23	21	27	KIM WATERS/Nightfall
17	14	15	14	ED HAMILTON/By Lib An Eagle
20	21	21	20	SOUL BALLET/Big Girl
4	4	4	4	BOBIE JAMES/Innocence
6	15	16	15	PETER WHITE...Midnight In...
16	16	16	16	BRICKMAN FROZ/Partners In Crime
5	8	9	8	RICK BRAUN/Hollywood & Vine
16	12	15	15	GEORGE BENSON/By Night
18	19	18	18	WALTER BEASLEY/Feel You
14	15	14	14	PHIL COLLINS/True Colors
19	17	18	17	LUTHER VANDROSS/Lean
23	21	24	24	MARC ANTONIO/Sunday
13	13	13	13	DOWN TO THE BOBE/Station Island Groove
18	17	14	14	CHUCK LOEB/Beneath The Light
14	14	14	14	PHIL COLLINS/True Colors
17	17	17	17	BABYFACE & DES'REE/Free
13	10	12	12	DAKOTA MOON/Am I Beed
19	17	17	17	KIRK WHALUN/Am I Beed
19	17	17	17	STEVE COLE/When I Think Of You
6	15	16	15	ERIC MARIENTHAL/Here In My Heart
12	11	11	11	BRIAN BROMBERG/Here
22	19	18	17	LEE RITENOUR/Oh Yeah
7	7	7	7	JEFF LORBER/Watching The Sun Set
2	2	2	2	PATTI AUSTIN/Don't Go Away
2	2	2	2	DAVE KOZ/It's There

**103.7 KKSJ**  
Smooth Jazz  
KKSJ/San Francisco  
(415) 875-5555  
Graham/Corry/Lorraine

PL#	FW	LB	TW	ARTIST/TITLE
17	23	24	24	WALTER BEASLEY/Feel You
23	24	24	24	ED HAMILTON/By Lib An Eagle
22	23	23	23	BRIAN CULBERTSON/Straight To...
22	24	22	22	BOBIE JAMES/Innocence
21	22	22	22	CHUCK LOEB/Beneath The Light
22	22	22	22	SOUL BALLET/Big Girl
22	22	22	22	CHRIS STANDING/Cool Shades
10	10	10	10	DAVE KOZ/It's There
15	16	16	16	B-TRIBE/Sometimes
15	16	16	16	RICK BRAUN/Hollywood & Vine
15	16	16	16	LEE RITENOUR/Oh Yeah
14	14	14	14	BRIAN CULBERTSON/Straight To...
15	16	16	16	MARC ANTONIO/Sunday
15	16	16	16	BRIAN BROMBERG/Here
15	16	16	16	PETER WHITE...Midnight In...
14	13	14	14	ED HAMILTON/By Lib An Eagle
14	14	14	14	SHAKATAK/Blue Azure
11	12	12	12	LUTHER VANDROSS/Lean
11	12	12	12	ERIC MARIENTHAL/Here In My Heart
11	12	12	12	RICKY JONES/In Love
11	12	12	12	PETER WHITE...Midnight In...
11	12	12	12	PATTI AUSTIN/Don't Go Away
11	12	12	12	ERIC CLAPTON/My Father's Eyes
9	12	12	12	DAKOTA MOON/Am I Beed
16	15	15	15	BRIAN HUGHES/Am I Beed
10	6	7	7	CHUCK LOEB/Beneath The Light
10	6	7	7	RABSEY LEWIS/Love Serenade
10	6	7	7	PHIL COLLINS/True Colors
10	6	7	7	FOURPLAY/Sir The One
10	6	7	7	STEVE COLE/When I Think Of You

**Smooth Jazz 106.1**  
WJZZ/Philadelphia  
(610) 647-9939  
Gress/Tozzi

PL#	FW	LB	TW	ARTIST/TITLE
20	32	32	30	BRIAN CULBERTSON/Straight To...
22	32	32	30	LEE RITENOUR/Oh Yeah
32	32	31	30	MARC ANTONIO/Sunday
32	32	31	30	ALFONZO BLACKWELL/Passion
14	15	15	14	RICK BRAUN/Hollywood & Vine
13	14	14	14	BOBIE JAMES/Innocence
19	22	22	20	LUTHER VANDROSS/Lean
8	16	17	16	DAVE KOZ/It's There
14	15	15	15	TONY DANIEL/Am I Beed
15	15	15	15	BRIAN BROMBERG/Here
6	15	15	15	ERIC MARIENTHAL/Here In My Heart
14	15	15	15	SOUL BALLET/Big Girl
14	15	15	15	MARC ANTONIO/Sunday
15	15	15	15	BRIAN BROMBERG/Here
15	15	15	15	KEVIN GILBY/G
16	15	15	15	CHRISTINA WAGNER/Girl Next...
15	15	15	15	CHRIS CAMOZZI/Am I Beed
14	15	15	15	ED HAMILTON/By Lib An Eagle
14	15	15	15	DUNCAN BRADLEY/Am I Beed
14	15	15	15	GEORGE BENSON/By Night
14	15	15	15	CHRIS CAMOZZI/Am I Beed
14	15	15	15	ERIC MARIENTHAL/Here In My Heart
14	15	15	15	ED HAMILTON/By Lib An Eagle
14	15	15	15	DUNCAN BRADLEY/Am I Beed
14	15	15	15	GREGG KARUNAS/Crummer/You...
14	15	15	15	PETER WHITE...Midnight In...
14	15	15	15	HEADS UP SUPER BAND/Street
14	15	15	15	GRANT GEISSMAN/Did I Save?
14	15	15	15	BRIAN BROMBERG/Here
14	15	15	15	PHIL COLLINS/True Colors
14	15	15	15	RICHARD ELLIOT/Here And Now

**Smooth 107.5**  
KDAL/Dallas  
(214) 630-3011  
Fischer

PL#	FW	LB	TW	ARTIST/TITLE
27	27	27	27	PETER WHITE...Midnight In...
27	27	27	27	GEORGE BENSON/By Night
27	27	27	27	MARC ANTONIO/Sunday
27	27	27	27	SOUL BALLET/Big Girl
27	27	27	27	RICK BRAUN/Hollywood & Vine
27	27	27	27	DAVE KOZ/It's There
27	27	27	27	BRICKMAN FROZ/Partners In Crime
15	16	16	16	ERIC MARIENTHAL/Here In My Heart
17	18	18	18	BRIAN CULBERTSON/Straight To...
14	17	17	17	GREGG KARUNAS/Crummer/You...
17	17	17	17	PHIL PERRY/One Heart One Love
16	17	17	17	RICHARD ELLIOT/Here And Now
15	17	17	17	WALTER BEASLEY/Feel You
15	17	17	17	LUTHER VANDROSS/Lean
15	17	17	17	BOBIE JAMES/Innocence
15	17	17	17	KIRK WHALUN/Am I Beed
15	17	17	17	PHIL COLLINS/True Colors
18	15	17	17	BRIAN BROMBERG/Here
11	9	13	12	CHRIS STANDING/Cool Shades
9	11	11	11	KEIKO MATSU/Forever, Forever
10	9	11	11	CHUCK LOEB/Beneath The Light
10	9	11	11	JOE McBRIDE/Am I Beed In Madrid
10	9	11	11	BOB MARIETTA/Midnight
5	10	10	10	BRIAN CULBERTSON/Straight To...
5	10	10	10	ED HAMILTON/By Lib An Eagle
5	10	10	10	WARREN HILL/Turn Out The Lights
5	10	10	10	CRAIG CHADQUIC/Holding Back...
5	10	10	10	LEE RITENOUR/Oh Yeah
5	10	10	10	FOURPLAY/Sir The One

**V98.7**  
WVTV/Cleveland  
(440) 555-5100  
Stoner/Kovach

PL#	FW	LB	TW	ARTIST/TITLE
9	19	20	20	BOBIE JAMES/Innocence
19	20	20	20	MARC ANTONIO/Sunday
20	20	20	20	SOUL BALLET/Big Girl
20	20	20	20	BRICKMAN FROZ/Partners In Crime
18	18	18	18	GEORGE BENSON/By Night
18	18	18	18	DAVE KOZ/It's There
21	19	19	19	LEE RITENOUR/Oh Yeah
13	13	13	13	JANITA/Every Time
13	13	13	13	MARIAH CAREY/By Your Side
14	13	13	13	BRIAN BROMBERG/Here
10	9	11	11	ERIC MARIENTHAL/Here In My Heart
9	10	10	10	CHUCK LOEB/Beneath The Light
20	10	11	11	STEVE COLE/When I Think Of You
11	11	11	11	BRYAN SAVAGE/Soul Temptation
11	11	11	11	ERIC MARIENTHAL/Here In My Heart
10	10	10	10	BRIAN BROMBERG/Here
10	10	10	10	ED HAMILTON/By Lib An Eagle
10	10	10	10	WALTER BEASLEY/Feel You
11	10	10	10	RICK BRAUN/Hollywood & Vine
9	10	9	9	RICK BRAUN/Hollywood & Vine
11	11	11	11	FOURPLAY/Sir The One
10	10	10	10	PETER WHITE...Midnight In...
19	10	9	9	KIRK WHALUN/Am I Beed
10	9	9	9	JOE McBRIDE/Am I Beed In Madrid
10	9	9	9	TIM BOWMAN/Free

**Smooth Jazz 96.9**  
WJZZ/Washington  
(202) 895-2300  
King

PL#	FW	LB	TW	ARTIST/TITLE
27	27	27	27	BRICKMAN FROZ/Partners In Crime
26	27	27	27	KIRK WHALUN/Am I Beed
26	27	27	27	MARC ANTONIO/Sunday
26	27	27	27	BOBIE JAMES/Innocence
26	27	27	27	SOUL BALLET/Big Girl
26	27	27	27	BRICKMAN FROZ/Partners In Crime
26	27	27	27	GEORGE BENSON/By Night
16	16	16	16	LUTHER VANDROSS/Lean
16	16	16	16	ROBMAN HARDIMAR/Love Song
16	16	16	16	MARIAH CAREY/By Your Side
16	16	16	16	BRIAN BROMBERG/Here
16	16	16	16	WALTER BEASLEY/Feel You
16	16	16	16	STEVE COLE/When I Think Of You
6	9	9	9	ERIC MARIENTHAL/Here In My Heart
8	9	9	9	PETER WHITE...Midnight In...
12	9	9	9	FOURPLAY/Sir The One
10	9	9	9	JOE McBRIDE/Am I Beed In Madrid
10	9	9	9	CHUCK LOEB/Beneath The Light
10	9	9	9	WALTER BEASLEY/Feel You
10	9	9	9	STEVE COLE/When I Think Of You
6	9	9	9	ERIC MARIENTHAL/Here In My Heart
8	9	9	9	PETER WHITE...Midnight In...
12	9	9	9	FOURPLAY/Sir The One
10	9	9	9	JOE McBRIDE/Am I Beed In Madrid
10	9	9	9	CHUCK LOEB/Beneath The Light
10	9	9	9	WALTER BEASLEY/Feel You
10	9	9	9	STEVE COLE/When I Think Of You
6	9	9	9	ERIC MARIENTHAL/Here In My Heart
8	9	9	9	PETER WHITE...Midnight In...
12	9	9	9	FOURPLAY/Sir The One
10	9	9	9	JOE McBRIDE/Am I Beed In Madrid
10	9	9	9	CHUCK LOEB/Beneath The Light
10	9	9	9	WALTER BEASLEY/Feel You
10	9	9	9	STEVE COLE/When I Think Of You
6	9	9	9	ERIC MARIENTHAL/Here In My Heart
8	9	9	9	PETER WHITE...Midnight In...
12	9	9	9	FOURPLAY/Sir The One
10	9	9	9	JOE McBRIDE/Am I Beed In Madrid
10	9	9	9	CHUCK LOEB/Beneath The Light
10	9	9	9	WALTER BEASLEY/Feel You
10	9	9	9	STEVE COLE/When I Think Of You
6	9	9	9	ERIC MARIENTHAL/Here In My Heart
8	9	9	9	PETER WHITE...Midnight In...
12	9	9	9	FOURPLAY/Sir The One
10	9	9	9	JOE McBRIDE/Am I Beed In Madrid
10	9	9	9	CHUCK LOEB/Beneath The Light
10	9	9	9	WALTER BEASLEY/Feel You
10	9	9	9	STEVE COLE/When I Think Of You
6	9	9	9	ERIC MARIENTHAL/Here In My Heart
8	9	9	9	PETER WHITE...Midnight In...
12	9	9	9	FOURPLAY/Sir The One
10	9	9	9	JOE McBRIDE/Am I Beed In Madrid
10	9	9	9	CHUCK LOEB/Beneath The Light
10	9	9	9	WALTER BEASLEY/Feel You
10	9	9	9	STEVE COLE/When I Think Of You
6	9	9	9	ERIC MARIENTHAL/Here In My Heart
8	9	9	9	PETER WHITE...Midnight In...
12	9	9	9	FOURPLAY/Sir The One
10	9	9	9	JOE McBRIDE/Am I Beed In Madrid
10	9	9	9	CHUCK LOEB/Beneath The Light
10	9	9	9	WALTER BEASLEY/Feel You
10	9	9	9	STEVE COLE/When I Think Of You
6	9	9	9	





CYNDEE MAXWELL

## Rock's Balancing Act

Programmers embrace different sounds to round out their playlists

By Frank Corroia  
Rock Asst. Editor

Last week, this column explored Rock radio's intermarriage with groups like the Beastie Boys, Rage Against The Machine, and Kid Rock — rap-influenced artists who have widened many Rock stations' sonic landscapes. This week, we set our sights on another face of Rock. Some call it pop/alternative or "lighter" rock, but no matter what it's dubbed, programmers are finding success and a sense of balance with artists like Eve 6, Lenny Kravitz, and Fastball. We talked to several programmers who are mixing in these artists with harder acts — like Creed, Monster Magnet, and Sevendust — with favorable results.

To WBUZ/Toledo OM/PD Dan Bozyk, it's important for "BUZ to "own" the record first. "Lenny Kravitz's 'Fly Away' is just a great song, and you can't go wrong with playing a great song unless another station with an image opposed to yours has already claimed it. We played Alanis Morissette's 'You Oughta Know' before any of the more female-oriented stations claimed it. It was a hit, we knew people wanted to hear it, and it wasn't going to affect our image as long as we really had the jump on it. Eve 6 took a while to grow on me, but it is a good rock song. In the beginning, it didn't seem like it was turning into an Alternative story. At that point we realized, 'Somebody's got to jump on this, because it's a good song.'"

Since WBUZ plays a lot of harder-edged rock, Bozyk says the lighter songs can help balance the station — "especially a low-end station like ours. You can't keep drilling a jackhammer into the center of someone's skull 24 hours a day. Eventually, you have to expose great songs that are not quite as hard as what people are used to hearing."

### Educate The Audience

"There are some softer songs we've had success with," KRXQ/Sacramento Station Manager/PD Curtiss Johnson says. "Early on, Matchbox 20 was something we played and had quite a bit of success with. We're playing Fastball's 'Fire Escape,' and it seems to be performing for us. As I've built Active Rock stations, I think of them in that old AOR or Top 40 mode: You play the best of several different genres of new music that an 18-34-year-old can relate to. We try to touch upon those individual sounds when it makes sense and try to balance them out."

In weighing listener complaints, Johnson recognizes that a station has to decide between appealing to 18-34-year-olds or growing older

with the audience like a heritage Rocker. "Because of the makeup of this particular market, I'm charged with being the 18-34 station. Whether it's 1988 or 1998, we're playing the music that relates to the cells we're trying to appeal to. I would worry far more about the occasional complaints from people who don't get our new music if we were going to be one of those heritage stations, but we're not."

While programming toward younger demos, Johnson also deals with a "kids' music" perception regarding some of his new music, especially rap-influenced songs (he recently added the Beastie Boys' "Intergalactic"). But he explains, "Those kids have been listening to that stuff for 10 years, and now they're on the upper side of the demo range. When I was programming KUPD/Phoenix, I got the raised eyebrow from people for playing Kiss records back in the early '80s — they said it was 'a kids' band.' But if they were a kids' band 10 years ago, those fans are now 28 years old."

More often than not, Johnson finds that his older, hard-core rock fans, after originally complaining about bands like Fuel, call back to admit the band has grown on them. It's important for a station to follow what the audience likes, he says, but it's also important to embrace new sounds and educate the audience. "Every once in a while, they should be looking down at their dial to make sure they're on the right station, as long as you're not surrounding that 'different' song with two others that are similar."

### Monster Ladies?

KRAB/Bakersfield PD Chris Squires notes that two of his most valuable records right now are from Monster Magnet and Barenaked Ladies. While both records are in heavy rotation, they're sonically polar opposites. How does he work in the lighter side? "We have a slogan on the air that says, 'If it's cool and it rocks, it's on the KRAB.' Barenaked Ladies are cool and they rock. They fit the station."

Squires admits that KRAB is an open-minded station that will embrace different-sounding records. He credits MD Danny Spanks with keeping the station informed musically. "It's the image the station projects and what our listeners expect. The listeners drive the station, and what we play is what they expect to hear."

KISS/San Antonio is known for its kick-ass rock image, so what does a song like Eve 6's "Inside Out" bring to the table? "We cover both grounds in this market," states PD Kevin Vargas. "We've been doing the hard-rock/alternative hybrid for years. We were doing grunge and Metallica around the clock when a lot of stations were dayparting it to evenings, if they played it at all."

"Music has evolved. What was 'different' five years ago is now mainstream, and other 'different' sounds are considered fringe. A lot of Rock stations are afraid to embrace the pop sound for whatever reason. But if it has rock credibility, we can deal with it. 'Where's the guitar?' is one of our first questions. It's an issue of compatibility and texture. As long as it fits the KISS sound, the genre is not key in the decision-making process."

### A Question Of Balance

At first, WXTB/Tampa OM/PD Brad Hardin didn't perceive Eve 6's "Inside Out" as a rock record. "It had a pop feel," he says. "At XTB, our target is males 18-34, but the main part of that concentrates on males 25-30. You really have to hit home with those guys before the song can get played in all dayparts. Lenny Kravitz started out in nights. I gave it a shot because I liked the way it sounded, and now it's my second-best-testing record across the board in all demos. I liked the Eve 6 record, but was resistant to putting it on because it was so pop-sounding. A lot of those types of songs do not work for my core, and if they do, we have to be on them very early and then get off, i.e. Matchbox 20. We were the first station in Tampa Bay to play those bands, sometimes a year and a half

## Tracking Sheets

Here's a list of stations giving double-digit spin support to some of the songs mentioned by programmers in this column. Stations are ranked by plays per week during the airplay period of September 21-27.

EVE 6 Inside Out	53	WXRA/Greensboro	39
KRAB/Bakersfield	49	KTUX/Shreveport, LA	38
WYXX/Panama City, FL	49	WTKX/Pensacola, FL	37
KNJY/Spokane	48	WIOB/Ann Arbor, MI	37
WBBB/Raleigh	46	KZRK/Amarillo, TX	35
KDOT/Reno, NV	44	KBER/Salt Lake City	34
KICT/Wichita	39	WJRR/Orlando	34
KZOZ/San Luis Obispo, CA	38	WBUC/Toledo	34
WWDC/Washington	37	WRCO/Fayetteville, NC	34
KXRR/Tri Cities, WA	37	WCPR/Biloxi, MS	34
WAZU/Columbus	35		
WKQZ/Saginaw, MI	35	FUEL Bittersweet	
KROQ/Chico, CA	35	WKRK/Detroit	26
WAAF/Boston	34	WXTM/St. Louis	23
WBZX/Columbus	34	WTPT/Greenville	21
WJRR/Orlando	34	WZTA/Miami	20
WZMT/Wilkes Barre	34	KRZR/Fresno	20
WRCO/Fayetteville, NC	34	KICT/Wichita	20
WZBF/Salisbury, MD	34	KTUX/Shreveport, LA	20
WKZO/Myrtle Beach, SC	34	WOKK/Johnstown, PA	20
		WKPE/Cape Cod, MA	20
LENNY KRAVITZ Fly Away	41	KFMW/Waterloo, IA	20
WKRK/Detroit			



Chris Squires



Kevin Vargas



Brad Hardin

before they went to Pop/Alternative or Top 40. But I can't play Matchbox 20 records right now. I'm always open to adding hit records, regardless of what genre they come from, but to get a significant amount of airplay on the station, they have to appeal to our core and demos across the board."

While XTB has a harder-edged sound, Hardin is careful not to have too narrow a focus. "You need to grab what you can from other artists. Certainly, 98 Rock's core is AC/DC, Van Halen, Led Zeppelin, STP, Alice In Chains, Soundgarden, etc. Currents that sonically fit in that package will work. But everybody needs relief records, whether it's Kenny Wayne Shepherd, Lenny Kravitz, or Eve 6. Those are balance records. An Eve 6 is a come record. The art of playing those kinds of records is choosing the ones your PIs may not be crazy about, but don't hate altogether. If

you can play a record the Pop/Alternative is playing and their cume comes to your party and sticks around for a while, that's great."

Hardin concurs that the songs must have some guitar in them, and he is currently easing his audience into the Goo Goo Dolls' "Slide." Like many Rock programmers, he doesn't want to upset his core audience with too many of these types of songs, but at the same time recognizes the potential benefits.

It's a balancing act every programmer faces daily. The trick to not falling off the tightrope is staying focused on the ultimate goal.

# HOLE

## Celebrity Skin

BDS Mainstream Rock 9\*-5\* 1300x +88

BDS Active Rock 3\*-3\* 998x +62

R&R Active Rock 4-4 1847x +142

R&R Rock 15-13 806x +85

300,000 Scanned



3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	1W	2W	3W	
2	2	1	1	<b>CREED</b> What's This Life For ( <i>Wind-up</i> )	1736	1722	1701	1616	80/1
6	5	3	2	<b>KISS</b> Psycho Circus ( <i>Mercury</i> )	1612	1593	1414	1212	83/1
1	1	2	3	<b>KENNY WAYNE SHEPHERD</b> Somehow... ( <i>Revolution/Reprise</i> )	1488	1649	1719	1818	70/0
3	3	4	4	<b>DAYS OF THE NEW</b> The Down Town ( <i>Outpost/Geffen</i> )	1387	1546	1625	1597	67/0
4	4	5	5	<b>AEROSMITH</b> What Kind Of Love Are You On ( <i>Columbia</i> )	1294	1415	1420	1308	68/0
27	12	7	6	<b>GOO GOO DOLLS</b> Slide ( <i>Warner Bros.</i> )	1200	977	825	421	77/3
9	7	6	7	<b>JOHN MELLENCAMP</b> Your Life Is Now ( <i>Columbia</i> )	1149	1135	1025	930	57/0
13	11	9	8	<b>EVE 6</b> Inside Out ( <i>RCA</i> )	1085	940	856	757	64/2
38	19	12	9	<b>JONNY LANG</b> Still Rainin' ( <i>A&amp;M</i> )	1034	833	638	249	68/5
10	8	8	10	<b>MONSTER MAGNET</b> Space Lord ( <i>A&amp;M</i> )	939	957	950	917	58/0
14	13	10	11	<b>SCREAMIN' CHEETAH WHEELIES</b> Boogie... ( <i>Capricorn/Mercury</i> )	902	854	783	751	65/2
24	22	13	12	<b>LENNY KRAVITZ</b> Fly Away ( <i>Virgin</i> )	889	756	615	458	69/11
31	23	15	13	<b>HOLE</b> Celebrity Skin ( <i>DGC/Geffen</i> )	806	721	597	380	62/2
5	6	11	14	<b>CANDLEBOX</b> It's Alright ( <i>Maverick/WB</i> )	762	844	1064	1262	48/0
17	16	14	15	<b>ROD STEWART</b> Rocks ( <i>Warner Bros.</i> )	697	756	716	709	47/0
12	14	16	16	<b>BROTHER CANE</b> Machete ( <i>Virgin</i> )	680	719	720	768	47/0
16	17	18	17	<b>METALLICA</b> Better Than You ( <i>Elektra/EEG</i> )	662	703	684	710	50/0
22	25	22	18	<b>SEMISONIC</b> Singing In My Sleep ( <i>MCA</i> )	597	590	514	473	52/3
19	18	21	19	<b>FUEL</b> Shimmer ( <i>550 Music</i> )	562	599	675	673	38/0
11	15	20	20	<b>AEROSMITH</b> I Don't Want To Miss A Thing ( <i>Columbia</i> )	542	632	718	798	41/0
<b>BREAKER</b>			21	<b>JACKYL</b> We're An American Band ( <i>Geffen</i> )	520	423	311	119	46/2
<b>BREAKER</b>			22	<b>FASTBALL</b> Fire Escape ( <i>Hollywood</i> )	505	498	412	417	46/3
<b>BREAKER</b>			23	<b>ROB ZOMBIE</b> Dragula ( <i>Geffen</i> )	501	427	383	338	45/1
	20	24	24	<b>KENNY WAYNE SHEPHERD</b> Blue On Black ( <i>Revolution/Reprise</i> )	487	510	520	541	46/0
<b>DEBUT</b>			25	<b>U2</b> Sweetest Thing ( <i>Island</i> )	483	133	—	—	42/5
	8	10	19	<b>DISHWALLA</b> Once In A While ( <i>A&amp;M</i> )	461	680	859	956	32/0
	39	41	33	<b>FLYS</b> Got You (Where I Want You) ( <i>Trauma/Delicious Vinyl</i> )	458	328	249	245	38/2
	—	—	35	<b>MOTLEY CRUE</b> Bitter Pill ( <i>Motley/Beyond</i> )	445	299	159	10	50/8
	7	9	17	<b>SEVEN MARY THREE</b> Over Your Shoulder ( <i>Mammoth/Atlantic</i> )	425	712	925	1055	25/0
	33	32	29	<b>LOCAL H</b> All The Kids Are Right ( <i>Island</i> )	417	386	355	282	40/0
	18	21	23	<b>GOO GOO DOLLS</b> Iris ( <i>Warner Sunset/Reprise</i> )	404	547	624	690	41/0
	26	28	30	<b>HOOTIE &amp; THE BLOWFISH</b> I Will Wait ( <i>Atlantic</i> )	375	372	406	425	23/0
	37	35	31	<b>MOON DOG</b> MANE Turn It Up ( <i>Eureka</i> )	369	340	296	251	35/2
	15	20	26	<b>PEARL JAM</b> In Hiding ( <i>Epic</i> )	366	445	634	728	31/0
	40	36	34	<b>FINGER ELEVEN</b> Quicksand ( <i>Wind-up</i> )	327	309	278	231	38/0
	47	42	40	<b>MARILYN MANSON</b> The Dope Show ( <i>Nothing/Interscope</i> )	302	256	231	178	26/1
<b>DEBUT</b>			37	<b>CANDLEBOX</b> 10,000 Horses ( <i>Maverick/WB</i> )	296	91	30	18	35/6
	41	40	37	<b>SECOND COMING</b> Soft ( <i>Capitol</i> )	295	264	255	231	32/2
<b>DEBUT</b>			39	<b>BLACK SABBATH</b> Psycho Man ( <i>Epic</i> )	291	—	—	—	61/61
	21	29	36	<b>JIMMY PAGE/ROBERT PLANT</b> Shining In The Light ( <i>Atlantic</i> )	267	274	389	489	25/1
<b>DEBUT</b>			41	<b>MATCHBOX 20</b> Back 2 Good ( <i>Lava/Atlantic</i> )	245	157	—	—	21/1
	—	45	42	<b>PEARL JAM</b> Do The Evolution ( <i>Epic</i> )	241	226	213	78	23/0
	50	46	47	<b>STABBING WESTWARD</b> Sometimes It Hurts ( <i>Columbia</i> )	240	194	199	162	29/0
	44	44	43	<b>LYNYRD SKYNYRD</b> Berneice ( <i>CMC</i> )	230	225	219	214	17/1
	23	27	32	<b>DAVE MATTHEWS BAND</b> Stay ( <i>Wasting Time</i> ) ( <i>RCA</i> )	229	335	410	470	18/0
<b>DEBUT</b>			46	<b>FUEL</b> Bittersweet ( <i>550 Music</i> )	205	128	121	79	28/4
	36	37	39	<b>SMASHING PUMPKINS</b> Perfect ( <i>Virgin</i> )	205	260	274	259	12/0
	—	47	48	<b>KORN</b> Got The Life ( <i>Immortal/Epic</i> )	194	185	195	138	19/0
	42	43	45	<b>FASTBALL</b> The Way ( <i>Hollywood</i> )	194	216	228	226	19/0
	29	33	41	<b>JERRY CANTRELL</b> My Song ( <i>Columbia</i> )	187	229	322	404	17/0

This chart reflects airplay from September 28-October 4. Songs ranked by total plays. Highlighted songs indicate Breaker. 86 Rock reporters. 86 Current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

## NEW & ACTIVE

**ECONOLINE CRUSH** Surefire (Never Enough) (*Restless*)  
Total Plays: 183, Total Stations: 30, Adds: 5

**ANOUK** Nobody's Wife (*Columbia*)  
Total Plays: 156, Total Stations: 23, Adds: 4

**TRAIN** Free (*Aware*)  
Total Plays: 151, Total Stations: 14, Adds: 1

**FLIGHT 16** If All The World Hated Me (*550 Music*)  
Total Plays: 148, Total Stations: 21, Adds: 0

**BARENAKED LADIES** One Week (*Reprise*)  
Total Plays: 144, Total Stations: 9, Adds: 1

**INDIGENOUS** Now That You're Gone (*Pachyderm*)  
Total Plays: 143, Total Stations: 16, Adds: 2

**PUSHMONKEY** Handslide (*Arista*)  
Total Plays: 140, Total Stations: 15, Adds: 2

**R.E.M.** Daysleeper (*Warner Bros.*)  
Total Plays: 138, Total Stations: 46, Adds: 46

**COWBOY MOUTH** Whatcha Gonna Do? (*MCA*)  
Total Plays: 131, Total Stations: 17, Adds: 0

**WAST** Touched (*Elektra/EEG*)  
Total Plays: 120, Total Stations: 17, Adds: 0

Songs ranked by total plays

## BREAKERS.

JACKYL		
We're An American Band ( <i>Geffen</i> )		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
520/97	46/2	21
FASTBALL		
Fire Escape ( <i>Hollywood</i> )		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
505/7	46/3	22
ROB ZOMBIE		
Dragula ( <i>Geffen</i> )		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
501/74	45/1	23

## MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
<b>BLACK SABBATH</b> Psycho Man ( <i>Epic</i> )	61
<b>R.E.M.</b> Daysleeper ( <i>Warner Bros.</i> )	46
<b>OFFSPRING</b> Pretty Fly (For A White Guy) ( <i>Columbia</i> )	23
<b>LENNY KRAVITZ</b> Fly Away ( <i>Virgin</i> )	11
<b>MOTLEY CRUE</b> Bitter Pill ( <i>Motley/Beyond</i> )	8
<b>PHISH</b> Birds Of A Feather ( <i>Elektra/EEG</i> )	8
<b>CANDLEBOX</b> 10,000 Horses ( <i>Maverick/WB</i> )	6
<b>PETER WOLF</b> Turmin' Pages ( <i>Mercury</i> )	6
<b>ECONOLINE CRUSH</b> Surefire (Never Enough) ( <i>Restless</i> )	5
<b>JONNY LANG</b> Still Rainin' ( <i>A&amp;M</i> )	5
<b>U2</b> Sweetest Thing ( <i>Island</i> )	5

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>U2</b> Sweetest Thing ( <i>Island</i> )	+350
<b>BLACK SABBATH</b> Psycho Man ( <i>Epic</i> )	+291
<b>GOO GOO DOLLS</b> Slide ( <i>Warner Bros.</i> )	+223
<b>CANDLEBOX</b> 10,000 Horses ( <i>Maverick/WB</i> )	+205
<b>JONNY LANG</b> Still Rainin' ( <i>A&amp;M</i> )	+201
<b>MOTLEY CRUE</b> Bitter Pill ( <i>Motley/Beyond</i> )	+146
<b>EVE 6</b> Inside Out ( <i>RCA</i> )	+145
<b>R.E.M.</b> Daysleeper ( <i>Warner Bros.</i> )	+138
<b>LENNY KRAVITZ</b> Fly Away ( <i>Virgin</i> )	+133
<b>FLYS</b> Got You (Where I Want...) ( <i>Trauma/Delicious Vinyl</i> )	+130

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
<b>SEMISONIC</b> Closing Time ( <i>MCA</i> )
<b>CREED</b> My Own Prison ( <i>Wind-up</i> )
<b>MATCHBOX 20</b> Real World ( <i>Lava/Atlantic</i> )
<b>DAYS OF THE NEW</b> Touch, Peel, And Stand ( <i>Outpost/Geffen</i> )
<b>CREED</b> Torn ( <i>Wind-up</i> )
<b>STORYVILLE</b> Born Without You ( <i>Atlantic</i> )
<b>MARCY PLAYGROUND</b> Sex And Candy ( <i>Capitol</i> )
<b>BROTHER CANE</b> I Lie In The Bed I Make ( <i>Virgin</i> )
<b>DAYS OF THE NEW</b> Shelf In The Room ( <i>Outpost/Geffen</i> )
<b>GREEN DAY</b> Time Of Your Life (Good Riddance) ( <i>Reprise</i> )

Breakers: Songs registering 800 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

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# REPORTERS

Stations and their adds listed alphabetically by market

## ROCK

## ACTIVE ROCK

**WONE/Akron, OH**  
 PD: Jim Kunes  
 12 R.E.M. "Daytaster"  
 6 E.V.E. "Yeah"

**WPYX/Albany, NY**  
 PD: John Cooper  
 3 R.E.M. "Daytaster"  
 BLACK SABBATH "Psycho"  
 ANKLE "Nobody's"

**KZRR/Albuquerque, NM**  
 OM: Frank Jazon  
 PD: Phil Mahoney  
 PD: Rob Bealman  
 26 BLACK SABBATH "Psycho"  
 INDIGENOUS "Gone"  
 MOTLEY CRUE "Blitz"

**WZZD/Allentown, PA**  
 PD: Robin Lee  
 MD: Keith Meyer  
 11 BLACK SABBATH "Psycho"  
 5 R.E.M. "Daytaster"  
 2 ANKLE "Nobody's"  
 INDIGENOUS "Gone"

**KWHL/Anchorage, AK**  
 PD: Dan Thomas  
 MD: Kathy Mitchell  
 OFFSPRING "Philly"  
 SEVEN LUST "Bliss"

**WAPI/Appleton, WI**  
 PD: Steve Heston  
 OFFSPRING "Philly"  
 R.E.M. "Daytaster"  
 BLACK SABBATH "Psycho"  
 RUEL "Blitz"

**WKLS/Atlanta, GA**  
 PD: Pat Ervin  
 MD: Ben Kapke  
 5 R.E.M. "Daytaster"  
 4 SHIRLEY COLLINS "Lullaby"

**WXLN/Atlantic City, NJ**  
 PD: Steve Raymond  
 MD: Kathy Cora  
 JOHNNY LANG "Ramen"

**WQMG/Binghamton, NY**  
 PD: Jim Free  
 MD: Tom Boland  
 6 R.E.M. "Daytaster"  
 BLACK SABBATH "Psycho"  
 MOTLEY CRUE "Blitz"

**WRQK/Charlotte, OH**  
 OM: Chuck Stevens  
 Head: Bob Todd  
 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"

**WPXC/Cape Cod, MA**  
 PD: Suzanne Tenor  
 MD: Brian Kelly  
 ROB ZOMBIE "Disquise"  
 OFFSPRING "Philly"  
 BLACK SABBATH "Psycho"

**KRNA/Cedar Rapids, IA**  
 24 BLACK SABBATH "Psycho"  
 9 OFFSPRING "Philly"  
 5 R.E.M. "Daytaster"  
 JOHNNY LANG "Ramen"

**WYBB/Charleston, SC**  
 PD: Charlie Kendall  
 MD: John Blazinski  
 14 CODE BLUE GROUP "Honey"  
 SEMINOLE "Singing"  
 MOTLEY CRUE "Blitz"

**WKLC/Chadeston, WV**  
 PD: Mike Ruppigari  
 MD: Dave Marbach  
 LENNY KRAMITZ "Ty"  
 R.E.M. "Daytaster"

**WWVY/Charlottesville, VA**  
 PD: Rick Deason  
 MD: Lynn McKay  
 3 R.E.M. "Daytaster"  
 BLACK SABBATH "Psycho"  
 JOHNNY LANG "Ramen"

**KFMF/Chico, CA**  
 PD: Marty Griffin  
 APD: Lisa Kelly  
 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"  
 MARVIN GARDNER "Doorn"  
 RVS "Get"  
 ANKLE "Nobody's"

**WEBN/Cincinnati, OH**  
 OM: Scott Reinhart  
 PD: Michael Walter  
 MD: Rick Jarne  
 11 OFFSPRING "Philly"  
 2 SEMINOLE "Singing"  
 BLACK SABBATH "Psycho"

**WVRK/Columbus, GA**  
 PD: Brian Waters  
 R.E.M. "Daytaster"  
 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"  
 NEW RADICALS "Get"

**WRIG/Danbury, CT**  
 PD: Tom Boss  
 MD: Mary Scanlon  
 RVS "Get"  
 ANKLE "Nobody's"

**WTUE/Dayton, OH**  
 PD: Christopher Green  
 APD: John Goodwin  
 BLACK SABBATH "Psycho"

**KODS/Duluth, MN**  
 PD: Rick Church  
 APD: Bill Jones  
 BLACK SABBATH "Psycho"  
 R.E.M. "Daytaster"  
 CANDELOB "Horns"  
 HASTBALL "Fie"  
 RUEL "Blitz"

**WTVL/Dayton, OH**  
 PD: Christopher Green  
 APD: John Goodwin  
 BLACK SABBATH "Psycho"

**KODS/Duluth, MN**  
 PD: Rick Church  
 APD: Bill Jones  
 BLACK SABBATH "Psycho"  
 R.E.M. "Daytaster"  
 CANDELOB "Horns"  
 HASTBALL "Fie"  
 RUEL "Blitz"

**KLAQ/EI Paso, TX**  
 PD: Mike Ramsey  
 MD: "Big" Al Jones  
 BLACK SABBATH "Psycho"  
 PETER WOLF "Tennis"  
 R.E.M. "Daytaster"

**WRKT/Erie, PA**  
 VP/Programming: Ron Kline  
 MD: Sammy Stone  
 3 BLACK SABBATH "Psycho"  
 2 R.E.M. "Daytaster"  
 EDDIE CRUSH "Sunset"  
 HINDEY "Dancing"  
 BLUE LABEL "Yeah"  
 U2 "Smilein"  
 LENNY KRAMITZ "Ty"

**KKEG/Fayetteville, AR**  
 PD: Mark Morgan  
 5 JACOBY "Blind"  
 5 BLACK SABBATH "Psycho"  
 1 R.E.M. "Daytaster"

**WZZR/Ft. Pierce, FL**  
 PD: Rick Dickerson  
 20 LYNYRD SKYNYRD "Demolition"  
 5 HERBY HANCOCK "Shepherd Star"  
 BLACK SABBATH "Psycho"  
 PETER WOLF "Tennis"  
 R.E.M. "Daytaster"  
 SECOND COMING "Soft"

**WXOE/Ft. Wayne, IN**  
 PD: Doc West  
 14 BLACK SABBATH "Psycho"  
 2 REAR FACTORY "Resurrect"  
 2 NASHVILLE PUSSY "Sawdust"  
 R.E.M. "Daytaster"  
 FEEDER "Demand"  
 HOLE "Celebrity"

**WVLR/Gainesville, FL**  
 PD: Trevor Scott  
 MD: David Riccy  
 NEW RADICALS "Get"  
 SHIRLEY COLLINS "Lullaby"  
 RUEL "Blitz"  
 PETER WOLF "Tennis"

**WOCN/Hagerstown, MD**  
 PD: David Miller  
 MD: WB Kaufman  
 RICHIE MATT "Reason"

**WSTZ/Jackson, MS**  
 PD: Steve Patterson  
 APD: Kevin Keith  
 HOLE "Celebrity"  
 GRANT TINKER "Bliss"  
 SEVEN LUST "Bliss"

**WRZK/Johnson City, Kingsport, TN**  
 PD: Mark E. McKinney  
 R.E.M. "Daytaster"

**WRKR/Kalamazoo, MI**  
 PD: Tom Farris  
 APD: Chris Waters  
 12 R.E.M. "Daytaster"  
 BLACK SABBATH "Psycho"  
 EDDIE CRUSH "Sunset"

**WQHY/Lafayette, IN**  
 PD: Mike Stogler  
 MD: Gail Lewis  
 4 LENNY KRAMITZ "Ty"  
 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"  
 R.E.M. "Daytaster"

**KOMP/Las Vegas, NV**  
 PD: Mike Culetta  
 MD: Big Marty  
 8 BLACK SABBATH "Psycho"  
 6 MOON DOG MAME "Tennis"

**WQYV/Las Vegas, NV**  
 PD: Mike Culetta  
 MD: Big Marty  
 8 BLACK SABBATH "Psycho"  
 6 MOON DOG MAME "Tennis"

**WQYV/Las Vegas, NV**  
 PD: Mike Culetta  
 MD: Big Marty  
 8 BLACK SABBATH "Psycho"  
 6 MOON DOG MAME "Tennis"

**WQYV/Las Vegas, NV**  
 PD: Mike Culetta  
 MD: Big Marty  
 8 BLACK SABBATH "Psycho"  
 6 MOON DOG MAME "Tennis"

**KZZE/Medford, OR**  
 PD: Bob Meyer  
 MD: Bryan Shaw  
 10 BLACK SABBATH "Psycho"  
 R.E.M. "Daytaster"  
 SECOND COMING "Soft"  
 BLACK SABBATH "Psycho"  
 PESH "Bliss"

**KOOR/Minneapolis, MN**  
 OM: Dave Hamilton  
 PD: Wade Lindor  
 MD: Josh Blirny  
 20 BLACK SABBATH "Psycho"

**WRQC/Minneapolis, MN**  
 OM: Andy Bloom  
 PD: Lauren Hildreth  
 APD: Jay Pedast  
 8 CRED "Tie"  
 4 BLACK SABBATH "Psycho"  
 CANDELOB "Horns"

**KMBY/Montgomery-Salis, CA**  
 PD: Chris White  
 MD: Rich Berlin  
 6 BLACK SABBATH "Psycho"  
 JOHNNY LANG "Ramen"  
 MOON DOG MAME "Tennis"

**WCLG/Morgantown, WV**  
 APD: Jim Harrison  
 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"  
 R.E.M. "Daytaster"

**WDHA/Morrisstown, NJ**  
 PD: Rick Proh  
 APD: Terry Carr  
 7 PESH "Bliss"  
 7 R.E.M. "Daytaster"  
 BLACK SABBATH "Psycho"  
 KEMMY WATKINS "Broken"

**WPLR/New Haven, CT**  
 PD: John Griffin  
 MD: Pam Landry  
 1 R.E.M. "Daytaster"  
 PESH "Bliss"

**WCKW/New Orleans, LA**  
 PD: Ted Edwards  
 5 BLACK SABBATH "Psycho"  
 4 MOTLEY CRUE "Blitz"

**WNEW/New York, NY**  
 OM: Garry West  
 MD: Andrea Kar  
 1 R.E.M. "Daytaster"  
 DAVE MATTHEWS BAND "Crash"

**WKLW/Michigan**  
 PD: Tom Farris  
 7 JOHN MELLENCAMP "Wasted"  
 5 JOHN MELLENCAMP "Wasted"  
 5 JOHN MELLENCAMP "Wasted"  
 5 JOHN MELLENCAMP "Wasted"  
 5 JOHN MELLENCAMP "Wasted"  
 5 JOHN MELLENCAMP "Wasted"  
 5 JOHN MELLENCAMP "Wasted"

**WRZK/Johnson City, Kingsport, TN**  
 PD: Mark E. McKinney  
 R.E.M. "Daytaster"

**WRKR/Kalamazoo, MI**  
 PD: Tom Farris  
 APD: Chris Waters  
 12 R.E.M. "Daytaster"  
 BLACK SABBATH "Psycho"  
 EDDIE CRUSH "Sunset"

**WQHY/Lafayette, IN**  
 PD: Mike Stogler  
 MD: Gail Lewis  
 4 LENNY KRAMITZ "Ty"  
 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"  
 R.E.M. "Daytaster"

**KOMP/Las Vegas, NV**  
 PD: Mike Culetta  
 MD: Big Marty  
 8 BLACK SABBATH "Psycho"  
 6 MOON DOG MAME "Tennis"

**WQYV/Las Vegas, NV**  
 PD: Mike Culetta  
 MD: Big Marty  
 8 BLACK SABBATH "Psycho"  
 6 MOON DOG MAME "Tennis"

**WQYV/Las Vegas, NV**  
 PD: Mike Culetta  
 MD: Big Marty  
 8 BLACK SABBATH "Psycho"  
 6 MOON DOG MAME "Tennis"

**WQYV/Las Vegas, NV**  
 PD: Mike Culetta  
 MD: Big Marty  
 8 BLACK SABBATH "Psycho"  
 6 MOON DOG MAME "Tennis"

**WROV/Roanoke, VA**  
 PD: Buzz Casey  
 MD: Bryan Shaw  
 R.E.M. "Daytaster"  
 SECOND COMING "Soft"  
 BLACK SABBATH "Psycho"  
 PESH "Bliss"

**WXRX/Rockford, IL**  
 PD: Keith Edwards  
 CANDELOB "Horns"  
 R.E.M. "Daytaster"

**WJOK/Saginaw, MI**  
 PD: Jack Lawson  
 6 BLACK SABBATH "Psycho"

**KBER/Salt Lake City, UT**  
 OM: Brad Powers  
 PD: Brad Powers  
 19 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"  
 CANDELOB "Horns"  
 EDDIE CRUSH "Sunset"

**KZQZ/San Luis Obispo, CA**  
 PD: Mark Wilson  
 APD: Rick Andrews  
 BLACK SABBATH "Psycho"  
 EDDIE CRUSH "Sunset"  
 RUEL "Blitz"  
 MOTLEY CRUE "Blitz"  
 GOODSAM "Whisper"

**KIXF/Santa Rosa, CA**  
 PD: Steve Garland  
 MD: Karen Michaels  
 EAGLE EYE OCEAN "Saw"  
 R.E.M. "Daytaster"

**WYMF/Sarasota, FL**  
 PD: Brian Madlin  
 APD: Ron Michaels  
 MD: Cathy Taylor  
 10 R.E.M. "Daytaster"  
 5 KISS "Psycho"  
 PESH "Bliss"

**KISW/Seattle, WA**  
 PD: Clark Ryan  
 APD: Cathy Paulsen  
 27 BLACK SABBATH "Psycho"

**KTAL/Shevport, LA**  
 PD: Kevin West  
 MD: Regan King  
 25 PRINCE & NEW POWER GENERATION "Kiss"  
 6 MOON DOG MAME "Tennis"  
 4 KEMMY WATKINS "Broken"

**KRRD/Sioux Falls, SD**  
 PD: John Ford  
 MD: Karrie Woods  
 R.E.M. "Daytaster"  
 OFFSPRING "Philly"  
 BLACK SABBATH "Psycho"

**KOUS/Springfield, MO**  
 PD: Mark McClain  
 APD: Steve Waters  
 BLACK SABBATH "Psycho"  
 CANDELOB "Horns"  
 FEEDER "Demand"  
 EDDIE CRUSH "Sunset"

**WAQX/Syracuse, NY**  
 PD: John McCar  
 APD: Dave Feina  
 BLACK SABBATH "Psycho"  
 PETER WOLF "Tennis"

**WZZD/Toledo, OH**  
 PD: Dan Stone  
 APD: Debbie Hunter  
 10 "Train"  
 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"  
 GREEN DAY "Blitz"

**WTO/Toledo, OH**  
 OM: Darin Antonio  
 APD: Dan Davis  
 MD: Susan Oates  
 7 LENNY KRAMITZ "Ty"  
 6 NEW RADICALS "Get"  
 4 PETER WOLF "Tennis"  
 4 RUEL "Blitz"  
 BLACK SABBATH "Psycho"  
 CANDELOB "Horns"  
 CRYSTEN STEVENS "Rise"

**KORX/In Columbus, WA**  
 PD: Curt Carter  
 APD: Tim O'Rourke  
 KISS "Psycho"  
 OFFSPRING "Philly"

**KLPS/Tucson, AZ**  
 OM: Larry Miles  
 7 MOTLEY CRUE "Blitz"  
 3 BLACK SABBATH "Psycho"  
 2 U2 "Smilein"  
 12 SHIRLEY COLLINS "Lullaby"  
 6 PUGH MORGAN "Vendetta"  
 4 U2 "Smilein"

**KMOD/Wisconsin, WI**  
 OM: Phil Stone  
 MD: Rob Hart  
 KEMMY WATKINS "Broken"  
 3 BLACK SABBATH "Psycho"  
 LENNY KRAMITZ "Ty"

**WEGW/Wheeling, WV**  
 PD: Dana Kelly  
 MD: Jeff Jagger  
 HASTBALL "Fie"  
 R.E.M. "Daytaster"  
 U2 "Smilein"

**WRDX/Wilmington, DE**  
 PD: Bob Hinton  
 12 R.E.M. "Daytaster"  
 2 BLUE LABEL "Yeah"  
 1 SEMINOLE "Singing"  
 LENNY KRAMITZ "Ty"

**WRQR/Wilmington, NC**  
 PD: Christine Martin  
 JACOBY "Blind"  
 BLACK SABBATH "Psycho"

**KATS/Yakima, WA**  
 PD: Ron Harris  
 8 OFFSPRING "Philly"  
 R.E.M. "Daytaster"  
 BLACK SABBATH "Psycho"  
 SEVEN LUST "Bliss"  
 REAR FACTORY "Resurrect"

**WNCO/Youngstown, OH**  
 PD: Chris Patrick  
 MD: Dan Harbelle  
 3 BLACK SABBATH "Psycho"  
 1 R.E.M. "Daytaster"  
 LENNY KRAMITZ "Ty"

**KEYJ/Abilene, TX**  
 OM: Randy Jones  
 MD: Dave Michaels  
 SEVEN LUST "Bliss"  
 OFFSPRING "Philly"  
 BLACK SABBATH "Psycho"  
 R.E.M. "Daytaster"  
 TOMMY STARR "Blitz"  
 PETER WOLF "Tennis"

**KZRH/Amarillo, TX**  
 MD: J. Cary  
 3 BLACK SABBATH "Psycho"  
 CANDELOB "Horns"  
 OFFSPRING "Philly"

**WQSB/Ann Arbor, MI**  
 PD: Mark Thompson  
 MD: Chris Annett  
 CANDELOB "Horns"  
 BLACK SABBATH "Psycho"

**KLBJ/Austin, TX**  
 OM: Jeff Carver  
 MD: Lisa Leno  
 4 BLACK SABBATH "Psycho"  
 MOTLEY CRUE "Blitz"  
 SPOON "Whisper"

**KRAB/Bakersfield, CA**  
 PD: Chris Squires  
 MD: Danny Sparks  
 20 R.E.M. "Daytaster"  
 11 RVS "Get"

**WYTY/Baltimore, MD**  
 PD: Rob Strauss  
 APD: Rob Hachman  
 14 BLACK SABBATH "Psycho"  
 11 OFFSPRING "Philly"

**WCPR/Blois, MS**  
 MD: Kerry West  
 PD: Wayne Watkins  
 APD: Scott Fox  
 9 R.E.M. "Daytaster"  
 SEVEN LUST "Bliss"  
 OFFSPRING "Philly"  
 GREEN DAY "Blitz"  
 ANKLE "Nobody's"  
 DC TALK "Trend"  
 COLD "Hey"

**WAAB/Boston, MA**  
 PD: Dave Douglas  
 APD: Ron Velen  
 MD: John Ostlund  
 CANDELOB "Horns"  
 OFFSPRING "Philly"  
 SECOND COMING "Soft"

**WKPE/Cape Cod, MA**  
 PD: Dan Toures  
 7 OFFSPRING "Philly"  
 1 BLACK SABBATH "Psycho"

**WZNF/Champaign, IL**  
 MD: Stacy Connor  
 13 BLACK SABBATH "Psycho"  
 1 OFFSPRING "Philly"

**WXP/Charlotte, NC**  
 PD: Ron Bowen  
 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"

**WRX/Chicago, IL**  
 OM: Dave Richards  
 APD: Jim Johnson  
 23 BLACK SABBATH "Psycho"  
 21 OFFSPRING "Philly"  
 MOTLEY CRUE "Blitz"  
 FEEDER "Demand"  
 INDIGENOUS "Gone"

**KROR/Chicago, CA**  
 PD: Dan Wilson  
 7 OFFSPRING "Philly"  
 3 BLACK SABBATH "Psycho"  
 2 CANAME "Mistake"

**KILO/Colorado Springs, CO**  
 OM: Rich Jones  
 APD: Dan Johnson  
 15 BLACK SABBATH "Psycho"  
 7 OFFSPRING "Philly"

**WAZU/Columbus, OH**  
 PD: Charley Latta  
 APD: Joe Shaw  
 No Adds

**WBXZ/Columbus, OH**  
 PD: Hal Fran  
 APD: Ron Hunter  
 9 OFFSPRING "Philly"  
 7 BLACK SABBATH "Psycho"  
 RUEL "Blitz"

**KNCH/Corpus Christi, TX**  
 PD: Keith Cheape  
 MD: Al Jones  
 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"  
 RIGHT 16 "Blitz"  
 FRIGER ELEVEN "Quislander"

**KEGL/Dallas, TX**  
 PD: Greg Stevens  
 APD: Cindy Scott  
 14 BLACK SABBATH "Psycho"  
 7 NO ROCK "Bulldog"  
 8 FRIGER ELEVEN "Quislander"  
 3 OFFSPRING "Philly"  
 EDDIE CRUSH "Sunset"

**KBPI/Denver, CO**  
 PD: Bob Richards  
 MD: Wills B. Hung  
 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"

**KAZR/Des Moines, IA**  
 PD: Sean Elliott  
 MD: Paul Ouland  
 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"  
 FEEDER "Demand"

**WKRR/Detroit, MI**  
 PD: Mike Starn  
 38 OFFSPRING "Philly"  
 7 NO ROCK "Bulldog"

**WRIF/Detroit, MI**  
 OM: Doug Podes  
 APD: Troy Hanson  
 24 BLACK SABBATH "Psycho"  
 3 OFFSPRING "Philly"  
 3 TWISTED SISTER "Horns"

**WGFB/Evansville, IN**  
 PD: Mike Sanders  
 MD: Turner Watson  
 BLACK SABBATH "Psycho"  
 SEVEN LUST "Bliss"  
 LIMP BIZUT "Blitz"  
 ONE MINUTE SILENCE "Bliss"

**KZRH/Amarillo, TX**  
 MD: J. Cary  
 3 BLACK SABBATH "Psycho"  
 CANDELOB "Horns"  
 OFFSPRING "Philly"

**KOWB/Fargo, ND**  
 PD: Guy Curt  
 14 OFFSPRING "Philly"  
 13 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"  
 R.E.M. "Daytaster"  
 PLACEBO "Morning"

**WRCO/Fayetteville, NC**  
 PD: Greg Patten  
 9 OFFSPRING "Philly"  
 3 BLACK SABBATH "Psycho"  
 CONBOY MOUTH "Whistle"  
 WILLEJO "Blissful"

**WWBN/Flint, MI**  
 PD: Brian Boddie  
 MD: Chris Walter  
 BLACK SABBATH "Psycho"  
 BLACK SABBATH "Psycho"  
 MOTLEY CRUE "Blitz"  
 SPOON "Whisper"

**KRZR/Fresno, CA**  
 PD: E. Curtis Johnson  
 OFFSPRING "Philly"  
 BLACK SABBATH "Psycho"

**WBTV/Ft. Wayne, IN**  
 APD: Rosanne McVey  
 15 BLACK SABBATH "Psycho"

**WKLQ/Grand Rapids, MI**  
 OM: Tony Oates  
 MD: Mark Fourto  
 16 OFFSPRING "Philly"  
 MONSTER MAGNET "Powerin"  
 SOAK "Do"  
 BLACK SABBATH "Psycho"  
 LIMP BIZUT "Blitz"  
 COLD "Hey"

**WKRA/Greensboro, NC**  
 PD: Tim Satterfield  
 APD: Marla Oan  
 9 R.E.M. "Daytaster"  
 5 OFFSPRING "Philly"

**WTPT/Greenville, SC**  
 PD: Zaki Tyler  
 MD: Rob Hamilton  
 8 BLACK SABBATH "Psycho"  
 8 R.E.M. "Daytaster"  
 4 SPOON "Whisper"  
 OFFSPRING "Philly"

**WQXA/Harrisburg, PA**  
 PD: Claudine DeLorenzo  
 MD: Mian  
 15 BLACK SABBATH "Psycho"  
 9 OFFSPRING "Philly"  
 MONSTER MAGNET "Powerin"  
 LIMP BIZUT "Blitz"

**WTPA/Harrisburg, PA**  
 PD: Chris James  
 APD: Dina Wagner  
 MD: Amy Warner  
 OFFSPRING "Philly"  
 BLACK SABBATH "Psycho"  
 R.E.M. "Daytaster"  
 8 OFFSPRING "Philly"  
 ANKLE "Nobody's"

**WCCC/Hartford, CT**  
 PD: Michael Pizzoni  
 APD: Mike Lemay  
 10 OFFSPRING "Philly"  
 10 BLACK SABBATH "Psycho"  
 FEEDER "Demand"

**KPO/Honolulu, HI**  
 PD: Brock Whaley  
 APD: Nita Buehler  
 OFFSPRING "Philly"  
 DAVE MATTHEWS BAND "Crash"  
 GREEN DAY "Blitz"  
 JANUS STARK "Blitz"

**WAMX/Huntington, WV**  
 PD: Debbie Wyso  
 4 OFFSPRING "Philly"  
 2 LENNY KRAMITZ "Ty"  
 1 BLACK SABBATH "Psycho"

**WQWK/Johnstown & WQWK/State College, PA**  
 PD: Pat Urban  
 MD: Chris Papparo  
 7 BLACK SABBATH "Psycho"  
 R.E.M. "Daytaster"  
 MONSTER MAGNET "Powerin"  
 LIMP BIZUT "Blitz"  
 RUEL "Blitz"

**KQRC/Kansas City, MO**  
 PD: Vince Richards  
 MD: Valerie Knight  
 12 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"

**KLFX/Killeen, TX**  
 PD: Bob Fonda  
 OFFSPRING "Philly"  
 BLACK SABBATH "Psycho"  
 GOODSAM "Whisper"  
 JACOBY "Blind"

**KBPJ/Knoxville, TN**  
 PD: Tim Sheehan  
 11 OFFSPRING "Philly"  
 7 R.E.M. "Daytaster"

**WJXD/Lansing, MI**  
 PD: Bob Olson  
 MD: Kevin Conrad  
 9 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"

**KIBZ/Lincoln, NE**  
 PD: Tim Sheridan  
 APD: Jon Terry  
 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"  
 LENNY KRAMITZ "Ty"  
 COLD "Hey"  
 DISMILLA "Aster"

**WRCM/Long Island, NY**  
 PD: Chaz  
 MD: A.J. Manno  
 EDDIE CRUSH "Sunset"  
 BLACK SABBATH "Psycho"  
 MONSTER MAGNET "Powerin"

**KFRX/Lubbock, TX**  
 OM: Wes Neumann  
 12 OFFSPRING "Philly"  
 8 BLACK SABBATH "Psycho"  
 CANDELOB "Horns"  
 SEVEN LUST "Bliss"  
 MOON DOG MAME "Tennis"  
 LIMP BIZUT "Blitz"

**WJJO/Madison, WI**  
 OM: Glen Gardner  
 APD: Steve Patten  
 2 PACE PLANT "Tension"  
 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"  
 PLACEBO "Morning"  
 GREEN DAY "Blitz"  
 SPRUNGLOBE "Breakdown"

**WGR/Manchester, NH**  
 PD: Todd Thomas  
 MD: Scott Laudani  
 12 OFFSPRING "Philly"  
 11 BLACK SABBATH "Psycho"  
 FIBER FLEVEN "Quislander"  
 CANAME "Mistake"  
 PETER WOLF "Tennis"

**WMFS/Memphis, TN**  
 PD: Addison Wofford  
 MD: Dave Cooper  
 18 BLACK SABBATH "Psycho"  
 10 BLUE STAR "Blitz"  
 3 OFFSPRING "Philly"  
 LIMP BIZUT "Blitz"  
 CANAME "Mistake"

**WZTA/Miami, FL**  
 OM: Gregg Steele  
 MD: Kimba  
 15 OFFSPRING "Philly"  
 7 BLACK SABBATH "Psycho"  
 6 R.E.M. "Daytaster"  
 FEEDER "Demand"  
 GOODSAM "Whisper"  
 LOCAL H "Horns"

**WLZR/Milwaukee, WI**  
 PD: Keith Hastings  
 MD: Marilyn Eise  
 9 BLACK SABBATH "Psycho"  
 6 OFFSPRING "Philly"  
 VST "Lullaby"

**KHOP/Modesto, CA**  
 OM: Dave Taylor  
 APD: Dan Kennedy  
 MD: Dave Sparto  
 1 ANKLE "Nobody's"  
 7 OFFSPRING "Philly"  
 1 PLACEBO "Morning"

**WPAI/Mountain-Crest, NJ**  
 PD: Chris Craft  
 APD: Robyn Lane  
 11 BLACK SABBATH "Psycho"  
 1 OFFSPRING "Philly"  
 EDDIE CRUSH "Sunset"

**KRQC/Montgomery-Salis, CA**  
 PD: Rick Anderson  
 APD: Dave "Big Dog" Cockeril  
 MD: Steve Mack  
 15 OFFSPRING "Philly"  
 13 BLACK SABBATH "Psycho"  
 8 BLACK SABBATH "Psycho"  
 3 RVS "Get"  
 5 RUEL "Blitz"  
 5 SOAK "Do"

**WQZ/Myrtle Beach, SC**  
 OM: Eric S. Hall  
 APD: Summer James  
 5 R.E.M. "Daytaster"  
 2 BLACK SABBATH "Psycho"  
 1 OFFSPRING "Philly"

**WTPA/Harrisburg, PA**  
 PD: Chris James  
 APD: Dina Wagner  
 MD: Amy Warner  
 OFFSPRING "Philly"  
 BLACK SABBATH "Psycho"  
 R.E.M. "Daytaster"  
 8 OFFSPRING "Philly"  
 ANKLE "Nobody's"

**WCCC/Hartford, CT**  
 PD: Michael Pizzoni  
 APD: Mike Lemay  
 10 OFFSPRING "Philly"  
 10 BLACK SABBATH "Psycho"  
 FEEDER "Demand"

**KPO/Honolulu, HI**  
 PD: Brock Whaley  
 APD: Nita Buehler  
 OFFSPRING "Philly"  
 DAVE MATTHEWS BAND "Crash"  
 GREEN DAY "Blitz"  
 JANUS STARK "Blitz"

**WAMX/Huntington, WV**  
 PD: Debbie Wyso  
 4 OFFSPRING "Philly"  
 2 LENNY KRAMITZ "Ty"  
 1 BLACK SABBATH "Psycho"

**WQWK/Johnstown & WQWK/State College, PA**  
 PD: Pat Urban  
 MD: Chris Papparo  
 7 BLACK SABBATH "Psycho"  
 R.E.M. "Daytaster"  
 MONSTER MAGNET "Powerin"  
 LIMP BIZUT "Blitz"  
 RUEL "Blitz"

**KQRC/Kansas City, MO**  
 PD: Vince Richards  
 MD: Valerie Knight  
 12 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"

**KLFX/Killeen, TX**  
 PD: Bob Fonda  
 OFFSPRING "Philly"  
 BLACK SABBATH "Psycho"  
 GOODSAM "Whisper"  
 JACOBY "Blind"

**KBPJ/Knoxville, TN**  
 PD: Tim Sheehan  
 11 OFFSPRING "Philly"  
 7 R.E.M. "Daytaster"

**WJXD/Lansing, MI**  
 PD: Bob Olson  
 MD: Kevin Conrad  
 9 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"

**KIBZ/Lincoln, NE**  
 PD: Tim Sheridan  
 APD: Jon Terry  
 BLACK SABBATH "Psycho"  
 OFFSPRING "Philly"  
 LENNY KRAMITZ "Ty"  
 COLD "Hey"  
 DISMILLA "Aster"

**KDOT/Reno, NV**  
 OM: Bob Williams  
 APD: Kevin Smith  
 No Adds

**KRKO/Sacramento, CA**  
 OM: Greg Curtis Johnson  
 APD: Pat Martin  
 MD: Kyle Brooks  
 11 OFFSPRING "Philly"  
 5 SPRUNGLOBE "Breakdown"

**WHMH/St. Cloud, MN**  
 PD: Scott Kuhn  
 7 ANKLE "Nobody's"  
 GREEN DAY "Blitz"  
 OFFSPRING "Philly"  
 TOMMY STARR "Blitz"  
 TWISTED SISTER "Horns"  
 NEW RADICALS "Get"  
 INDIGENOUS "Gone"  
 BLACK SABBATH "Psycho"

**WXTM/St. Louis, MO**  
 PD: Tommy Blanton  
 APD: Rick Waters  
 5 OFFSPRING "Philly"  
 VST "Lullaby"

**WZBH/Salisbury, MD**  
 PD: John Allen  
 APD: Sharon Murphy  
 MD: Paul McClay  
 20 OFFSPRING "Philly"  
 7 R.E.M. "Daytaster"  
 GOODSAM "Whisper"

**KISS/San Antonio, TX**  
 OM: Virgil Thompson  
 PD: Kevin Vargas  
 MD: C.J. Cuth  
 12 OFFSPRING "Philly"  
 6 BLACK SABBATH "Psycho"  
 CANDELOB "Horns"

**KIQZ/San Diego, CA**  
 OM: Sharon Linder  
 17 BLACK SABBATH "Psycho"  
 6 OFFSPRING "Philly"  
 5 SECOND COMING "Soft"

**KSJO/San Jose, CA**  
 PD: Jim Richards  
 MD: Steve Mack  
 9 OFFSPRING "Philly"  
 3 CANDELOB "Horns"

**KTUX/Silverport, LA**  
 PD: Paul Carroll  
 APD: Bobby Cook  
 11 BLACK SABBATH "Psycho"  
 2 BLACK SABBATH "Psycho"  
 PLACEBO "Morning"  
 LIMP BIZUT "Blitz"  
 GREEN DAY "Blitz"

**WRBR/South Bend, IN**  
 PD: Joe Turner  
 MD: Steve Mack  
 15 BLACK SABBATH "Psycho"  
 11 OFFSPRING "Philly"  
 7 BLUE LABEL "Yeah"  
 REAR FACTORY "Resurrect"  
 SEVEN LUST "Bliss"  
 SEVEN LUST "Bliss"

**KOUJ/Spokane, WA**  
 PD: Casey Christopher  
 MD: Steve Mack  
 15 OFFSPRING "Philly"  
 13 BLACK SABBATH "Psycho"  
 8 BLACK SABBATH "Psycho"  
 3 RVS "Get"  
 5 RUEL "Blitz"  
 5 SOAK "Do"

**WQZ/Springfield, IL**  
 PD: Jeff Brown  
 MD: John "Cash" Carroll  
 OFFSPRING "Philly"  
 BLACK SABBATH "Psycho"  
 BLACK SABBATH "Psycho"  
 GREEN DAY "Blitz"

**WXTB/Tampa, FL**  
 OM: Brad Hanna  
 20 BLACK SABBATH "Psycho"  
 FEEDER "Demand"  
 PUGH MORGAN "Vendetta"  
 OFFSPRING "Philly"

**WBUT/Toledo, OH**  
 OM: Dan Bozys  
 APD: Buddy Riser  
 8 OFFSPRING "Philly"  
 4 R.E.M. "Daytaster"

**KCFM/Waterloo, IA**  
 PD: Steve Patterson  
 APD: Mike Cross  
 10 BLACK SABBATH "Psycho"  
 7 OFFSPRING "Philly"  
 GOODSAM "Whisper"

**WVDC/Washington, DC**  
 PD: Bob Newman  
 APD: Buddy Riser  
 8 OFFSPRING "Philly"  
 4 R.E.M. "Daytaster"

**KCTA/Wichita, KS**  
 PD: Ron Eric Taylor  
 APD: Rick Bostrom  
 MD: R.J. Davis  
 12 BLACK SABBATH "Psycho"  
 3 WILLEJO "Blissful"

# R&R ACTIVE ROCK TOP 50

OCTOBER 9, 1998

BW	2W	1W	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	<b>CREED</b> What's This Life For (Wind-up)	1978	2093	2208	2206	73/0
10	8	5	2	<b>LENNY KRAVITZ</b> Fly Away (Virgin)	1922	1668	1472	1265	78/2
5	2	2	3	<b>EVE 6</b> Inside Out (RCA)	1877	1808	1702	1721	69/0
8	7	4	4	<b>HOLE</b> Celebrity Skin (DGC/Geffen)	1847	1705	1540	1457	78/0
7	6	3	5	<b>KISS</b> Psycho Circus (Mercury)	1827	1738	1640	1555	72/0
9	9	8	6	<b>ROB ZOMBIE</b> Dragula (Geffen)	1598	1509	1418	1367	77/0
4	3	6	7	<b>METALLICA</b> Better Than You (Elektra/EEG)	1483	1596	1691	1746	64/0
2	4	7	8	<b>DAYS OF THE NEW</b> The Down Town (Outpost/Geffen)	1438	1555	1670	1913	65/0
3	5	9	9	<b>MONSTER MAGNET</b> Space Lord (A&M)	1426	1451	1651	1748	70/0
12	11	10	10	<b>MARILYN MANSON</b> The Dope Show (Nothing/Interscope)	1381	1290	1223	1182	76/0
16	13	12	11	<b>LOCAL H</b> All The Kids Are Right (Island)	1219	1162	1078	1070	68/1
22	18	15	12	<b>FLYS</b> Got You (Where I Want You) (Trauma/Delicious Vinyl)	1134	994	914	818	66/2
34	23	17	13	<b>GOO GOO DOLLS</b> Slide (Warner Bros.)	1128	958	784	494	60/0
20	16	14	14	<b>STABBING WESTWARD</b> Sometimes It Hurts (Columbia)	1107	1070	987	935	72/0
18	17	16	15	<b>KORN</b> Got The Life (Immortal/Epic)	1014	968	939	984	72/0
24	21	18	16	<b>SECOND COMING</b> Soft (Capitol)	1012	956	848	755	72/3
14	12	13	17	<b>BROTHER CAME</b> Machete (Virgin)	905	1099	1135	1130	50/0
26	24	20	18	<b>SCREAMIN' CHEETAH WHEELIES</b> Boogie... (Capricorn/Mercury)	898	822	771	689	51/2
6	10	11	19	<b>AEROSMITH</b> What Kind Of Love Are You Dn (Columbia)	883	1167	1385	1599	46/0
32	27	24	20	<b>SEMISONIC</b> Singing In My Sleep (MCA)	807	730	669	606	48/0
40	33	26	21	<b>FUEL</b> Bittersweet (550 Music)	769	671	549	418	56/2
15	19	19	22	<b>STABBING WESTWARD</b> Save Yourself (Columbia)	767	853	910	1115	50/0
38	30	27	23	<b>ECONOLINE CRUSH</b> Surefire (Never Enough) (Restless)	741	668	578	447	70/3
30	26	23	24	<b>FINGER ELEVEN</b> Quicksand (Wind-up)	721	742	685	540	66/3
31	28	25	25	<b>FASTBALL</b> Fire Escape (Hollywood)	713	689	650	625	42/0
17	15	22	26	<b>KENNY WAYNE SHEPHERD</b> Somehow... (Revolution/Reprise)	645	793	988	1064	28/0
<b>BREAKER</b>			<b>27</b>	<b>COWBOY MOUTH</b> Whatcha Gonna Do? (MCA)	605	539	451	381	42/1
<b>DEBUT</b>			<b>28</b>	<b>CANDLEBOX</b> 10,000 Horses (Maverick/WB)	581	239	123	76	56/10
			<b>29</b>	<b>MOTLEY CRUE</b> Bitter Pill (Motley/Beyond)	581	399	87	2	43/2
44	37	30	30	<b>PEARL JAM</b> Do The Evolution (Epic)	578	547	497	363	42/0
<b>DEBUT</b>			<b>31</b>	<b>BLACK SABBATH</b> Psycho Man (Epic)	552				67/67
37	38	33	32	<b>VAST</b> Touched (Elektra/EEG)	539	517	460	449	52/2
36	36	31	33	<b>ORGY</b> Stitches (Elementree/Reprise)	539	545	501	460	48/0
	45	36	34	<b>GODSMACK</b> Whatever (Republic/Universal)	533	446	324	165	57/6
11	14	21	35	<b>JERRY CANTRELL</b> My Song (Columbia)	529	811	1028	1207	36/0
	44	35	36	<b>JACKYL</b> We're An American Band (Geffen)	492	449	336	203	35/1
21	25	28	37	<b>SMASHING PUMPKINS</b> Perfect (Virgin)	488	650	751	827	25/0
<b>DEBUT</b>			<b>38</b>	<b>OFFSPRING</b> Pretty Fly (For A White Guy) (Columbia)	478				65/63
		47	39	<b>MONSTER MAGNET</b> Powertrip (A&M)	437	313	161	72	42/4
46	42	38	40	<b>FLIGHT 10</b> If All The World Hated Me (550 Music)	422	413	373	344	42/1
23	29	34	41	<b>RAMMSTEIN</b> Du Hast (Slash/London/Island)	420	494	624	773	39/0
13	20	29	42	<b>CANDLEBOX</b> It's Alright (Maverick/WB)	417	630	872	1134	28/0
		46	43	<b>PUSHMONKEY</b> Handslide (Arista)	383	317	278	165	35/1
45	43	43	44	<b>KID ROCK</b> I Am The Bullgod (Lava/Atlantic)	360	344	364	351	36/2
<b>DEBUT</b>			<b>45</b>	<b>U2</b> Sweetest Thing (Island)	352	113			26/0
48	48	48	46	<b>FEAR FACTORY</b> Resurrection (Roadrunner)	302	295	291	255	30/1
35	40	44	47	<b>HARVEY DANGER</b> Flaggpole Sitta (Slash/London/Island)	293	339	401	485	19/0
39	41	45	48	<b>SEVENOUST</b> Bitch (TVT)	279	332	391	426	21/0
29	32	39	49	<b>EVERCLEAR</b> Father Of Mine (Capitol)	276	401	551	642	11/0
28	31	37	50	<b>OISHWALLA</b> Once In A While (A&M)	265	442	574	676	17/0

This chart reflects airplay from September 28-October 4. Songs ranked by total plays. Highlighted songs indicate Breaker, 80 Active Rock reporters. 79 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

## NEW & ACTIVE

**GRAVITY KILLS** Alive (TVT)  
Total Plays: 263, Total Stations: 24, Adds: 0

**FEEDER** Descend (Echo/Elektra/EEG)  
Total Plays: 252, Total Stations: 31, Adds: 6

**BEASTIE BOYS** Intergalactic (Grand Royal/Capitol)  
Total Plays: 241, Total Stations: 15, Adds: 0

**JONNY LANG** Still Rainin' (A&M)  
Total Plays: 240, Total Stations: 16, Adds: 0

**BARENAKED LADIES** One Week (Reprise)  
Total Plays: 216, Total Stations: 9, Adds: 0

**SEVENOUST** Bitch (TVT)  
Total Plays: 208, Total Stations: 27, Adds: 3

**LIMP BIZKIT** Faith (Flip/Interscope)  
Total Plays: 203, Total Stations: 30, Adds: 8

**SOAK** Do It (Sire)  
Total Plays: 184, Total Stations: 26, Adds: 2

**ANOUK** Nobody's Wife (Columbia)  
Total Plays: 161, Total Stations: 22, Adds: 5

**MATCHBOX 20** Back 2 Good (Lava/Atlantic)  
Total Plays: 145, Total Stations: 11, Adds: 0

Songs ranked by total plays

### BREAKERS

**COWBOY MOUTH**  
Whatcha Gonna Do? (MCA)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
605/66	42/1	27

### MOST ADDED

ARTIST/TITLE LABEL(S)	ADDS
BLACK SABBATH Psycho Man (Epic)	67
OFFSPRING Pretty Fly (For A White Guy) (Columbia)	63
R.E.M. Daysleeper (Warner Bros.)	15
CANDLEBOX 10,000 Horses (Maverick/WB)	10
LIMP BIZKIT Faith (Flip/Interscope)	8
GREEN DAY Nice Guys Finish Last (Reprise)	7
FEEDER Descend (Echo/Elektra/EEG)	6
GOOSMACK Whatever (Republic/Universal)	6
ANOUK Nobody's Wife (Columbia)	5
PLACEBO Pure Morning (Hut/Virgin)	5

## Second Coming "Soft" R&R Active Rock 18-16

New Adds: WAAF, KIOZ, KICT, WZZR, WROV

### MOST INCREASED PLAYS

ARTIST/TITLE LABEL(S)	TOTAL PLAY INCREASE
BLACK SABBATH Psycho Man (Epic)	+552
OFFSPRING Pretty Fly (For A White Guy) (Columbia)	+478
CANDLEBOX 10,000 Horses (Maverick/WB)	+342
LENNY KRAVITZ Fly Away (Virgin)	+254
U2 Sweetest Thing (Island)	+239
MOTLEY CRUE Bitter Pill (Motley/Beyond)	+182
GOO GOO DOLLS Slide (Warner Bros.)	+170
SEVENOUST Bitch (TVT)	+169
HOLE Celebrity Skin (DGC/Geffen)	+142
FLYS Got You (Where I Want You) (Trauma/Delicious Vinyl)	+140

### HOTTEST RECURRENTS

ARTIST/TITLE LABEL(S)	TOTAL PLAY INCREASE
FUEL Shimmer (550 Music)	
CREED Torn (Wind-up)	
KENNY WAYNE SHEPHERD Blue On Black (Revolution/Reprise)	
FOO FIGHTERS My Hero (Roswell/Capitol)	
PEARL JAM In Hiding (Epic)	
SMASHING PUMPKINS Ava Adore (Virgin)	
CREED My Own Prison (Wind-up)	
METALLICA Fuel (Elektra/EEG)	
SEVEN MARY THREE Over Your Shoulder (Mammoth/Atlantic)	
DAYS OF THE NEW Touch, Peel, And Stand (Outpost/Geffen)	

Breakers: Songs registering 800 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

# econoline crush "surefire"

On Tour Now!

R&R Active Rock 23, BDS Active Rock 24, New 35\*

R&R Alternative 48, BDS Mainstream 35\*

Restless

# ACTIVE ROCK PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ACTIVE ROCK REPORTERS ON R&R ONLINE

**ROCK 101.5** MARKET #1  
**WVCC/Chicago**  
 (312) 861-8100  
 Richards/Robinson

PLAYS	3W	2W	1W	LB	TW	ARTIST/TITLE
32	29	33	33	33	33	CREED/What's This Life For
33	34	33	33	33	33	BLACK SABBATH/Psycho Man
34	34	33	33	33	33	MONSTER MAGNET/Space Lord
18	20	31	31	31	31	MEGADETH/A Secret Place
18	20	31	31	31	31	LOCAL HAWK/The Kids Are All...
7	15	13	13	13	13	DAYS OF THE NEW/The Down Town
15	19	19	19	19	19	ROB ZOMBIE/Dracula
10	12	16	16	16	16	STABBING WESTWARD/Sometimes It Hurts
6	9	15	15	15	15	KISS/Psycho Circus
9	15	14	14	14	14	LENNY KRAMITZ/My Army
7	15	13	13	13	13	HOLE/Celebrity Skin
15	13	12	12	12	12	KORR/Got The Life
7	8	7	7	7	7	MARILYN MANSON/The Dope Show
14	14	16	16	16	16	JOE SATRIAN/Am The Bulldog
8	7	7	7	7	7	JERRY CANTRELL/Dodge
8	8	7	7	7	7	ONEY/Stitches
6	8	8	8	8	8	FLY'S/Got You (Where...)
3	5	5	5	5	5	FINGER ELEVEN/Quasdan
3	5	5	5	5	5	MONSTER MAGNET/Powertrip
1	1	1	1	1	1	FEAR FACTORY/Resurrection
1	1	1	1	1	1	SECOND COMING/Soft
1	1	1	1	1	1	GOOSMACK/Whatever
1	1	1	1	1	1	SEMI-SONIC/Singing In My Sleep
13	7	8	8	8	8	ECONOLINE CRUSH/Surefire (Rever...)
4	5	5	5	5	5	BROTHER CAME/Alachete
4	5	5	5	5	5	FLIGHT 16/Am The World...
1	1	1	1	1	1	SEVENDUST/Black
8	5	4	4	4	4	COWBOY MOUTH/Whatcha Gonna Do?
10	12	7	7	7	7	BRIAN MAY/Business
8	8	8	8	8	8	SCRAMBLES/Chetana...Boogie King

**WVYP** MARKET #1  
**WVYP/Philadelphia**  
 (215) 625-9460  
 Sabran/Minsky

PLAYS	3W	2W	1W	LB	TW	ARTIST/TITLE
33	34	30	30	30	30	CREED/What's This Life For
20	18	19	19	19	19	LENNY KRAMITZ/My Army
33	34	32	32	32	32	METALLICA/Better Than You
31	29	29	29	29	29	MONSTER MAGNET/Space Lord
24	20	21	21	21	21	DAYS OF THE NEW/The Down Town
23	21	22	22	22	22	BROTHER CAME/Alachete
23	21	22	22	22	22	HOLE/Celebrity Skin
23	18	21	21	21	21	MEGADETH/A Secret Place
23	20	20	20	20	20	KISS/Psycho Circus
21	20	22	22	22	22	MARILYN MANSON/The Dope Show
11	15	16	16	16	16	STABBING WESTWARD/Sometimes It Hurts
11	15	16	16	16	16	KORR/Got The Life
12	16	16	16	16	16	ROB ZOMBIE/Dracula
21	20	14	14	14	14	KELLY WAYNE SHEPHERD/Somewh...
11	13	13	13	13	13	PEARL JAM/Do The Evolution
11	10	11	11	11	11	MOTLEY CRUE/Better Phil
11	10	11	11	11	11	KID ROCK/Am The Bulldog
12	10	12	12	12	12	SECOND COMING/Soft
11	12	9	9	9	9	STUTTERING JOHN/Everybody's...
11	12	9	9	9	9	FINGER ELEVEN/Quasdan
11	12	9	9	9	9	LIMP BIZKIT/Fast
12	11	11	11	11	11	JACKY/We're An American...
8	10	7	7	7	7	ECONOLINE CRUSH/Surefire (Rever...)
8	10	7	7	7	7	MONSTER MAGNET/Powertrip
8	10	7	7	7	7	FEAR FACTORY/Resurrection
8	10	7	7	7	7	OFFSPRING/Prerty Fly (Pt. 1)
8	10	7	7	7	7	BLACK SABBATH/Psycho Man

**97.1 EAGLE ROCKS** MARKET #1  
**KEGL/Dallas**  
 (972) 869-9700  
 Stevens/Scul

PLAYS	3W	2W	1W	LB	TW	ARTIST/TITLE
28	34	36	34	34	34	CREED/Torn
22	20	29	32	32	32	ROB ZOMBIE/Dracula
35	33	32	32	32	32	METALLICA/Better Than You
35	34	34	34	34	34	TOOL/Party Sn & 2
16	21	25	25	25	25	DAYS OF THE NEW/The Circus
11	18	23	23	23	23	FLY'S/Got You (Where...)
24	18	17	17	17	17	FUEL/BitterSweet
19	18	14	14	14	14	KELLY WAYNE SHEPHERD/Somewh...
12	12	22	22	22	22	LENNY KRAMITZ/My Army
18	11	13	13	13	13	HOLE/Celebrity Skin
10	11	10	10	10	10	MOTLEY CRUE/Better Phil
15	16	16	16	16	16	STABBING WESTWARD/Save Yourself
15	16	16	16	16	16	GOOSMACK/Whatever
10	14	12	12	12	12	MEGADETH/The Man
16	13	13	13	13	13	CHRIS COBBLER/Perfect
23	19	17	17	17	17	MONSTER MAGNET/Space Lord
16	18	11	11	11	11	EVE/Ginsade Out
10	14	10	10	10	10	CREED/What's This Life For
14	9	10	10	10	10	SEVENDUST/Black
13	14	13	13	13	13	MARILYN MANSON/The Dope Show
6	11	10	10	10	10	SECOND COMING/Soft
5	8	7	7	7	7	KID ROCK/Am The Bulldog
5	8	7	7	7	7	CREED/My Own Prison
10	7	4	4	4	4	FINGER ELEVEN/Quasdan
10	7	4	4	4	4	METALLICA/Fast

**97.1 Extreme Radio** MARKET #1  
**WVPC/Detroit**  
 (248) 424-3300  
 Stern

PLAYS	3W	2W	1W	LB	TW	ARTIST/TITLE
28	38	41	42	42	42	HOLE/Celebrity Skin
25	40	41	41	41	41	KORR/Got The Life
39	37	41	41	41	41	LENNY KRAMITZ/My Army
34	34	39	39	39	39	ROB ZOMBIE/Dracula
34	34	39	39	39	39	OFFSPRING/Prerty Fly (Pt. 1)
30	38	42	42	42	42	MARILYN MANSON/The Dope Show
16	15	17	17	17	17	MONSTER MAGNET/Powertrip
20	25	27	27	27	27	FUEL/BitterSweet
24	25	29	29	29	29	TOOL/Party Sn & 2
21	25	28	28	28	28	SECOND COMING/Soft
25	25	25	25	25	25	STABBING WESTWARD/Sometimes It Hurts
26	24	21	21	21	21	EVECLAR/Father Of Mine
39	38	24	24	24	24	RAGE AGAINST THE MACHINE
29	27	22	22	22	22	SEVENDUST/Black
20	21	22	22	22	22	MEGADETH/The Man
40	25	22	22	22	22	METALLICA/Better Than You
39	23	24	24	24	24	JERRY CANTRELL/My Song
16	14	20	20	20	20	BEASTIE BOYS/Intergalactic
24	26	22	22	22	22	GRANTY KILLS/Save
15	18	15	15	15	15	RAMMSTEIN/Du Hast
9	9	9	9	9	9	GOOSMACK/Whatever
15	17	11	11	11	11	LIMP BIZKIT/Sour
3	3	3	3	3	3	STUTTERING JOHN/Everybody's...
13	15	18	18	18	18	HOLE/Celebrity Skin
40	25	22	22	22	22	METALLICA/Better Than You
39	23	24	24	24	24	JERRY CANTRELL/My Song
16	14	20	20	20	20	BEASTIE BOYS/Intergalactic
24	26	22	22	22	22	GRANTY KILLS/Save
15	18	15	15	15	15	RAMMSTEIN/Du Hast
9	9	9	9	9	9	GOOSMACK/Whatever
15	17	11	11	11	11	LIMP BIZKIT/Sour
3	3	3	3	3	3	STUTTERING JOHN/Everybody's...
13	15	18	18	18	18	HOLE/Celebrity Skin
40	25	22	22	22	22	METALLICA/Better Than You
39	23	24	24	24	24	JERRY CANTRELL/My Song
16	14	20	20	20	20	BEASTIE BOYS/Intergalactic
24	26	22	22	22	22	GRANTY KILLS/Save
15	18	15	15	15	15	RAMMSTEIN/Du Hast
9	9	9	9	9	9	GOOSMACK/Whatever
15	17	11	11	11	11	LIMP BIZKIT/Sour
3	3	3	3	3	3	STUTTERING JOHN/Everybody's...
13	15	18	18	18	18	HOLE/Celebrity Skin
40	25	22	22	22	22	METALLICA/Better Than You
39	23	24	24	24	24	JERRY CANTRELL/My Song
16	14	20	20	20	20	BEASTIE BOYS/Intergalactic
24	26	22	22	22	22	GRANTY KILLS/Save
15	18	15	15	15	15	RAMMSTEIN/Du Hast
9	9	9	9	9	9	GOOSMACK/Whatever
15	17	11	11	11	11	LIMP BIZKIT/Sour
3	3	3	3	3	3	STUTTERING JOHN/Everybody's...
13	15	18	18	18	18	HOLE/Celebrity Skin
40	25	22	22	22	22	METALLICA/Better Than You
39	23	24	24	24	24	JERRY CANTRELL/My Song
16	14	20	20	20	20	BEASTIE BOYS/Intergalactic
24	26	22	22	22	22	GRANTY KILLS/Save
15	18	15	15	15	15	RAMMSTEIN/Du Hast
9	9	9	9	9	9	GOOSMACK/Whatever
15	17	11	11	11	11	LIMP BIZKIT/Sour
3	3	3	3	3	3	STUTTERING JOHN/Everybody's...
13	15	18	18	18	18	HOLE/Celebrity Skin
40	25	22	22	22	22	METALLICA/Better Than You
39	23	24	24	24	24	JERRY CANTRELL/My Song
16	14	20	20	20	20	BEASTIE BOYS/Intergalactic
24	26	22	22	22	22	GRANTY KILLS/Save
15	18	15	15	15	15	RAMMSTEIN/Du Hast
9	9	9	9	9	9	GOOSMACK/Whatever
15	17	11	11	11	11	LIMP BIZKIT/Sour
3	3	3	3	3	3	STUTTERING JOHN/Everybody's...
13	15	18	18	18	18	HOLE/Celebrity Skin
40	25	22	22	22	22	METALLICA/Better Than You
39	23	24	24	24	24	JERRY CANTRELL/My Song
16	14	20	20	20	20	BEASTIE BOYS/Intergalactic
24	26	22	22	22	22	GRANTY KILLS/Save
15	18	15	15	15	15	RAMMSTEIN/Du Hast
9	9	9	9	9	9	GOOSMACK/Whatever
15	17	11	11	11	11	LIMP BIZKIT/Sour
3	3	3	3	3	3	STUTTERING JOHN/Everybody's...
13	15	18	18	18	18	HOLE/Celebrity Skin
40	25	22	22	22	22	METALLICA/Better Than You
39	23	24	24	24	24	JERRY CANTRELL/My Song
16	14	20	20	20	20	BEASTIE BOYS/Intergalactic
24	26	22	22	22	22	GRANTY KILLS/Save
15	18	15	15	15	15	RAMMSTEIN/Du Hast
9	9	9	9	9	9	GOOSMACK/Whatever
15	17	11	11	11	11	LIMP BIZKIT/Sour
3	3	3	3	3	3	STUTTERING JOHN/Everybody's...
13	15	18	18	18	18	HOLE/Celebrity Skin
40	25	22	22	22	22	METALLICA/Better Than You
39	23	24	24	24	24	JERRY CANTRELL/My Song
16	14	20	20	20	20	BEASTIE BOYS/Intergalactic
24	26	22	22	22	22	GRANTY KILLS/Save
15	18	15	15	15	15	RAMMSTEIN/Du Hast
9	9	9	9	9	9	GOOSMACK/Whatever
15	17	11	11	11	11	LIMP BIZKIT/Sour
3	3	3	3	3	3	STUTTERING JOHN/Everybody's...
13	15	18	18	18	18	HOLE/Celebrity Skin
40	25	22	22	22	22	METALLICA/Better Than You
39	23	24	24	24	24	JERRY CANTRELL/My Song
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15	18	15	15	15	15	RAMMSTEIN/Du Hast
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16	14	20	20	20	20	BEASTIE BOYS/Intergalactic
24	26	22	22	22	22	GRANTY KILLS/Save
15	18	15	15	15	15	RAMMSTEIN/Du Hast
9	9	9	9	9	9	GOOSMACK/Whatever
15	17	11	11	11	11	LIMP BIZKIT/Sour
3	3	3	3	3	3	STUTTERING JOHN/Everybody's...
13	15	18	18	18	18	HOLE/Celebrity Skin
40	25	22	22	22	22	METALLICA/Better Than You
39	23	24	24	24	24	JERRY CANTRELL/My Song
16	14	20	20	20	20	BEASTIE BOYS/Intergalactic
24	26					

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JIM KERR

## An Older, Wiser Buzz

KTBZ/Houston PD Jim Trapp on reinventing The Buzz

As the recent Arbitron format-national share study showed, the Alternative format is aging in a lot of markets. One of the stations that has decided to firmly target the older end of the 18-34 demo (and quite successfully at that) is KTBZ (The Buzz)/Houston. This week, we talk with Buzz PD Jim Trapp, who, as architect of KZZO/Sacramento, helped pioneer the template of what has become Pop/Alternative. In the following interview, he talks about the situation he walked into at The Buzz and gives his thoughts on how radio is handling the convergence of the Pop and Alternative worlds.

**R&R:** Give me your perceptions on where you found The Buzz when you took over.

**JT:** I had an interesting point of view, because I interviewed for the programming position at both The Planet [former Pop/Alternative KKPX] and The Buzz within the same two weeks. When I got to The Buzz, I recognized that there was a huge opportunity for this exploding Pop/Alternative format. The difference for me was that I came to work for [KTBZ owners] Nationwide when [KKPX owners] SFX was doing a better job of meeting that need. They did it that way because The Planet was designed to protect their traditional AC. Sunny, while getting in the way of our Hot AC, The Mix.

In that regard, it was a brilliant blocking strategy. That left The Buzz in a position where it had never really done very well in its previous incarnation, which was a rock-driven Alternative position. For whatever reason, in the Houston market, Active Rock formats



Jim Trapp

don't do very well. It's been the history in the market that whenever KLOL has become more active or more current, it has not done well. This is not a market that typically supports a hard, young, and male Active Rock radio station. Arbitron has a hard time getting them to come to the party, and, as a result, there is way too much

wobble.

**R&R:** So The Buzz found itself in a pretty difficult situation.

**JT:** Oh, we were screwed, blued, and tattooed. We were basically put in a place where — because of the Nationwide corporate strategy of never attacking directly, but to always flank positions within the market — we couldn't just take on The Planet and be a better Planet, if you will. We had to go find a hill of our own, and the only hill left for us was to either become progressively more of an Active Rock, which was a position they wanted to come away from with all due haste, or to be a mainstream Alternative station as much as possible within the dic-

tates of the definition. But that's an oxymoron, and it doesn't work. We found that to be the case, most especially in the winter and going into the spring Arbitron.

**R&R:** So, in Houston, being mainstream and being Alternative was not a realistic combination?

**JT:** For the most part. In Houston, being mainstream and being a rock-driven Alternative station simply will not work. The music is too hard, too unfamiliar, too dark, and it just doesn't translate into mainstream success. The radio station has always done well with teens and young men, but it stops there. That is not a constituency with which you can build a big enough cume and enough qualitative to be able to really make any money, so we knew we had to come away from that position.

But, where do we go? We were stuck in a situation where there was precious little that made sense.

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**In Houston, being mainstream and being a rock-driven Alternative station simply will not work together.**

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Frankly, we were in a situation that was simply not very positive until Hefel purchased The Planet, blew it up, and turned it Hispanic. At that point, the door opened for an opportunity that we really should have taken advantage of a year ago. We pushed the radio station through that door just as quickly as we possibly could.

**R&R:** This is happening while the station was being purchased by Jacor, correct?

**JT:** Yes. We were in the "lame duck" phase of having been purchased by Jacor, but not yet being operated by Jacor, which made it particularly difficult. So there was an opportunity, but not a lot of people to go to in order to get feedback and direction. We questioned whether Nationwide would permit us to make significant programming changes, seeing as they were really in a holding pattern with the radio station. Yet, because of prior control issues, you couldn't get a hold of the Jacor people to find out if that is even where they wanted to go in the first place. So we were operating in an absence of direction and communication. Based upon that situation, we needed to make a

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**The problem for a lot of the Modern ACs that spring newly formed into the marketplace is that, if they are not promoted on the air and on the street accurately, they very quickly become dismissed as 'chick stations.'**

move and just decided to do it. I figured that when Randy took over the company, if he was unhappy, he would just fire me anyway.

**R&R:** One of the issues confusing some in the industry are stations like yours, which are musically aggressive, play alternative music, and yet target adults. At KZZO/Sacramento, you were the architect of one of the strongest Modern ACs in the country. What's your take on that format and where The Buzz is today?

**JT:** I think both in Sacramento at The Zone and here at The Buzz, we had the good fortune of being able to build on a "male base." The problem for a lot of the Modern ACs that spring newly formed into the marketplace is that, if they are not promoted on the air and on the street accurately, they very quickly become dismissed as "chick stations." The guys just don't buy into them. Those radio stations can do well if they are performing in an anemic CHR and AC marketplace, but the innate weakness of the Modern AC position as it is being executed in a lot of markets is that it is very easy to co-opt by a smart programmer across the street. It's one of the reasons Emmis pulled out of it in St. Louis. Jacor threw a mainstream CHR station at them, and it was immaterial what was going to happen in the Arbitron world. All of a sudden, there was another station in the market playing Jewel every couple of hours.

**R&R:** So what is an adult-targeted Alternative station like The Buzz doing right?

**JT:** Pop-leaning Alternative stations like The Buzz thrive when they are perceived to be a distinct offering from what else is in the market. Leaning too heavily on female values and being so AC-/soft-driven makes it easy for a smart competitor to make you irrelevant. A Pop/Alternative relies on artists who have an Alternative background and are ready to burst into the mainstream. That would be Semisonic this year and the Goo Goo Dolls or Dishwalla in the past. Those bands have a point of origin that is intrinsically Alternative, and then you break them into the mainstream.

As I see it, the problem with Modern AC in most situations is that they are taking Country and AC acts like Faith Hill or Shania Twain and trying to make them hip. In other words, they are swimming against the flow of the dynamic inherent to the format. What happens is that, sooner or later, unless their production elements and airstaff are so damn good they can fool the audience, the audience wakes up and says, "There's noth-

ing special or hip about this radio station."

**R&R:** Which is okay, if they are planning on simply filling the Hot AC position in the marketplace.

**JT:** Yes, and that's okay for a lot of people doing it, because I'm not sure people like Guy Zapoleon really believe that Modern AC is anything more than a restaging or reformulating of what Hot AC is. What we're saying here at The Buzz is that Pop/Alternative has less to do with AC and more to do with a hybrid of CHR and Alternative. What we're talking about is being new, cutting-edge, a source of excitement for the listener, and having a distinctiveness that isn't going to be very easily homogenized into typical CHR or AC competitors. It's difficult for them to make Eve 6 work. It's easy for me to make Eve 6 work. It's about playing fewer records and playing them more often so that you can have ownership of them. It's about having an ear to the ground and knowing what's going to happen before it happens and then championing it, as opposed to typical Modern ACs that are fairly late on records. They have more of an AC mentality. "Well, let's wait until it happens, and then we'll jump on it and play it after it's a recurrent somewhere else." That's AC thinking. Top 40 and Alternative thinking is "We're going to break it. We believe in it. We'll play it like a hit. It will become a hit, and then we'll move on."

**R&R:** So there is an inherent aggressiveness in the music philosophy.

**JT:** It's not a passive philosophy. It's about being able to make hits happen. At the same time, it can't be a "Let's add 85 records" aggressiveness. It's about being seen as a new music source, but with focus and discipline.

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**What we're talking about is being new, cutting-edge, a source of excitement for the listener, and having a distinctiveness that isn't going to be very easily homogenized into typical CHR or AC competitors.**

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# History Of A Boring Town

the first single from the new album "Hello Rockview"

**Already On:**

- KROQ KBRS
- KITS KHLR
- WBCN WHTG
- KWOD WTGZ
- WPLA WBNK
- WKRL KESO
- KDRE

**New This Week:**

- KNRK
- WXSR
- KJEE
- WJSE
- WRRV

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# LESS THAN JAKE



Produced by HOWARD BENSON and LESS THAN JAKE  
Mixed by Chris Lord-Alge  
Management: Kathy Mussio for Mussio Management

ltj@afn.org lessthanjake.com



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Wk	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
5	2	1	1	<b>HOLE</b> Celebrity Skin (DGC/Geffen)	2949	2805	2680	2522	92/1
1	1	2	2	<b>EVE 6</b> Inside Out (RCA)	2648	2714	2875	2846	85/0
15	9	5	3	<b>GOO GOO DOLLS</b> Slide (Warner Bros.)	2583	2351	2183	1633	93/1
6	6	3	4	<b>EVERCLEAR</b> Father Of Mine (Capitol)	2469	2492	2424	2434	84/0
20	15	11	5	<b>LENNY KRAVITZ</b> Fly Away (Virgin)	2327	2053	1804	1389	90/2
32	18	16	6	<b>CAKE</b> Never There (Capricorn/Mercury)	2169	1881	1523	871	91/1
3	3	4	7	<b>BARENAKED LADIES</b> One Week (Reprise)	2163	2407	2607	2798	75/0
7	8	9	8	<b>THIRD EYE BLIND</b> Jumper (Elektra/EEG)	2098	2197	2207	2266	72/0
4	5	6	9	<b>GARBAGE</b> I Think I'm Paranoid (Almo Sounds/Interscope)	2097	2289	2484	2537	77/1
10	11	10	10	<b>EAGLE-EYE CHERRY</b> Save Tonight (Work)	2090	2091	2063	1886	72/0
12	12	12	11	<b>SEMISONIC</b> Singing In My Sleep (MCA)	2053	2044	1945	1867	88/0
8	7	7	12	<b>BEASTIE BOYS</b> Intergalactic (Grand Royal/Capitol)	1982	2218	2293	2252	72/0
13	14	13	13	<b>FASTBALL</b> Fire Escape (Hollywood)	1937	1949	1900	1825	82/1
14	13	15	14	<b>FLYS</b> Got You (Where I Want You) (Trauma/Delicious Vinyl)	1933	1914	1908	1792	83/0
2	4	8	15	<b>SMASHING PUMPKINS</b> Perfect (Virgin)	1867	2206	2552	2805	71/1
9	10	14	16	<b>CREED</b> What's This Life For (Wind-up)	1850	1928	2067	2092	65/0
19	16	17	17	<b>SHAWN MULLINS</b> Lullaby (Columbia)	1844	1720	1665	1427	75/0
—	—	18	18	<b>ALANIS MORISSETTE</b> Thank U (Maverick/Reprise)	1821	1442	138	—	76/7
16	19	18	19	<b>LOCAL H</b> All The Kids Are Right (Island)	1623	1506	1505	1485	78/1
25	23	22	20	<b>SOUL COUGHING</b> Circles (Slash/WB)	1471	1312	1189	996	83/4
23	21	20	21	<b>MARILYN MANSON</b> The Dope Show (Nothing/Interscope)	1442	1436	1333	1149	75/0
<b>BREAKER</b>			22	<b>U2</b> Sweetest Thing (Island)	1205	435	—	—	78/9
11	17	21	23	<b>HARVEY DANGER</b> Flaggpole Sitta (Slash/London/Island)	1187	1399	1658	1869	55/0
18	22	24	24	<b>FUEL</b> Shimmer (550 Music)	1154	1272	1296	1468	53/0
17	20	23	25	<b>BRIAN SETZER ORCHESTRA</b> Jump Jive An' Wail (Interscope)	1153	1308	1390	1472	54/0
41	30	25	26	<b>FUEL</b> Bittersweet (550 Music)	1149	1064	899	513	73/4
26	26	26	27	<b>KORN</b> Got The Life (Immortal/Epic)	1092	1058	1011	989	71/0
27	25	27	28	<b>SHERYL CROW</b> My Favorite Mistake (A&M)	1070	991	1017	964	47/0
<b>BREAKER</b>			29	<b>OFFSPRING</b> Pretty Fly (For A White Guy) (Columbia)	1026	52	—	—	79/75
35	31	31	30	<b>PJ HARVEY</b> A Perfect Day Elise (Island)	693	769	795	669	52/0
<b>DEBUT</b>			31	<b>R.E.M.</b> Daysleeper (Warner Bros.)	658	—	—	—	82/82
42	35	34	32	<b>COWBOY MOUTH</b> Whatcha Gonna Do? (MCA)	657	643	595	513	43/2
—	38	35	33	<b>PEARL JAM</b> Do The Evolution (Epic)	643	622	562	368	50/2
—	49	39	34	<b>EVERLAST</b> What It's Like (Tommy Boy)	639	541	406	302	40/8
24	29	30	35	<b>DAYS OF THE NEW</b> The Down Town (Outpost/Geffen)	631	787	962	1093	28/0
30	27	28	36	<b>BETTER THAN EZRA</b> One More Murder (Elektra/EEG)	628	859	973	912	33/0
46	34	36	37	<b>DEPECHE MODE</b> Only When I Lose Myself (Mute/Reprise)	617	601	603	416	46/1
43	39	37	38	<b>STABBING WESTWARD</b> Sometimes It Hurts (Columbia)	616	579	521	479	44/0
—	—	48	39	<b>GREEN DAY</b> Nice Guys Finish Last (Reprise)	608	365	44	—	48/3
28	32	32	40	<b>MONSTER MAGNET</b> Space Lord (A&M)	604	723	785	951	34/0
—	44	41	41	<b>ROB ZOMBIE</b> Dragula (Geffen)	574	501	454	372	44/2
—	45	40	42	<b>ATHENAUM</b> Flat Tire (The Truth) (Atlantic)	529	525	450	375	42/1
22	28	33	43	<b>DAVE MATTHEWS BAND</b> Stay (Wasting Time) (RCA)	501	712	971	1216	30/0
50	41	43	44	<b>SONIC CHROME</b> Honey Please (Capitol)	460	446	460	384	31/0
21	24	29	45	<b>DISHWALLA</b> Once In A While (A&M)	458	789	1152	1341	26/0
37	36	38	46	<b>URGE</b> Closer (Immortal/Epic)	441	578	594	559	35/0
<b>DEBUT</b>			47	<b>NEW RADICALS</b> You Get What You Give (MCA)	423	70	—	—	42/8
—	—	50	48	<b>ECONOLINE CRUSH</b> Surefire (Never Enough) (Restless)	423	347	273	213	34/1
36	37	42	49	<b>LIZ PHAIR</b> Polyester Bride (Matador/Capitol)	421	496	571	592	26/0
<b>DEBUT</b>			50	<b>EELS</b> Last Stop: This Town (DreamWorks/Geffen)	402	346	244	59	32/2

[This chart reflects airplay from September 28-October 4. Songs ranked by total plays. Highlighted songs indicate Breaker. 95 Alternative reporters. 92 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

## NEW & ACTIVE

**FINGER ELEVEN** Quicksand (Wind-up)  
Total Plays: 366, Total Stations: 26, Adds: 2

**AFGHAN WHIGS** Somethin' Hot (Columbia)  
Total Plays: 345, Total Stations: 27, Adds: 2

**REEL BIG FISH** The Set Up (You Need This) (Mojo/Universal)  
Total Plays: 316, Total Stations: 35, Adds: 7

**MARCY PLAYGROUND** Sherry Fraser (Capitol)  
Total Plays: 312, Total Stations: 23, Adds: 3

**DRGY** Stitches (Elementree/Reprise)  
Total Plays: 306, Total Stations: 29, Adds: 0

**PLACEBO** Pure Morning (Hut/Virgin)  
Total Plays: 303, Total Stations: 31, Adds: 15

**BUFFALO TOM** Rachael (Beggars Banquet/Polydor/A&M)  
Total Plays: 280, Total Stations: 26, Adds: 1

**FEEDER** Descend (Echa/Elektra/EEG)  
Total Plays: 281, Total Stations: 30, Adds: 4

**ZEBRAHEAD** Get Back (Columbia)  
Total Plays: 253, Total Stations: 22, Adds: 2

**CARDIGANS** My Favourite Game (Mercury)  
Total Plays: 235, Total Stations: 15, Adds: 2

**JUMP, LITTLE CHILDREN** Come Out Clean (Breaking/Atlantic)  
Total Plays: 228, Total Stations: 12, Adds: 0

Songs ranked by total plays

## BREAKERS

**U2**  
Sweetest Thing (Island)  
TOTAL PLAYS/INCREASE: 1205/770  
TOTAL STATIONS/ADDS: 78/9  
CHART: 22

**OFFSPRING**  
Pretty Fly (For A White Guy) (Columbia)  
TOTAL PLAYS/INCREASE: 1026/974  
TOTAL STATIONS/ADDS: 79/75  
CHART: 29

## MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
R.E.M. Daysleeper (Warner Bros.)	82
OFFSPRING Pretty Fly (For A White Guy) (Columbia)	75
BECK Tropicalia (DGC/Geffen)	57
DAVE MATTHEWS BAND Crush (RCA)	31
PLACEBO Pure Morning (Hut/Virgin)	15
EVERYTHING Good Thing (Blackbird/Sire)	11
U2 Sweetest Thing (Island)	9
EVERLAST What It's Like (Tommy Boy)	8
NEW RADICALS You Get What You Give (MCA)	8
ALANIS MORISSETTE Thank U (Maverick/Reprise)	7
PHISH Birds Of A Feather (Elektra/EEG)	7
REEL BIG FISH The Set Up (You Need This) (Mojo/Universal)	7
SEVEN MARY THREE Each Little Mystery (Mammoth/Atlantic)	7

**Local H**  
"All The Kids Are Right"  
Top 20 R&R  
1623 Plays +117  
Top 25 BDS  
1123 Spins +42  
On Tour Now!

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
OFFSPRING Pretty Fly (For A White Guy) (Columbia)	+974
U2 Sweetest Thing (Island)	+770
R.E.M. Daysleeper (Warner Bros.)	+658
ALANIS MORISSETTE Thank U (Maverick/Reprise)	+379
NEW RADICALS You Get What You Give (MCA)	+353
REEL BIG FISH The Set Up (You Need...) (Mojo/Universal)	+290
CAKE Never There (Capricorn/Mercury)	+288
LENNY KRAVITZ Fly Away (Virgin)	+274
GREEN DAY Nice Guys Finish Last (Reprise)	+243
GOO GOO DOLLS Slide (Warner Bros.)	+232

## HOTTEST RECURRENTS

**GOO GOO DOLLS** Iris (Warner Sunset/Reprise)  
**CREED** My Own Prison (Wind-up)  
**SEMISONIC** Closing Time (MCA)  
**GREEN DAY** Time Of Your Life (Good Riddance)-(Reprise)  
**EVERCLEAR** I Will Buy You A New Life (Capitol)  
**FOO FIGHTERS** Everlong (Roswell/Capitol)  
**MARCY PLAYGROUND** Saint Joe On The School Bus (Capitol)  
**MARCY PLAYGROUND** Sex And Candy (Capitol)  
**FASTBALL** The Way (Hollywood)

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.



R&R: Debut 48 - 39 Monitor: Debut 37\*  
Nice Guys: KNDD-add!, WXRK, KROQ, Q101, WPLY, WHFS...50 total!

"Nice Guys Finish Last"

The new single from  
**Green Day**

# BreakThrough

## Artist

### EVERLAST

TRACK: "WHAT IT'S LIKE"

LP: *WHITEY FORD SINGS THE BLUES*

PRODUCER: DANTE ROSS,  
JOHN GAMBLE/EVERLAST

LABEL: TOMMY BOY

T's Rhyme Syndicate Cartel, came out with his own record (*Forever Everlasting*) in 1990, and put HoP together immediately after the release. Five years, three records, and millions of copies sold later, Everlast decided to step out on his own again.

His new solo project, *Whitey Ford Sings The Blues*, is an almost completely self-composed product (only the samples are lifted), featuring guest appearances from a few friends (Prince Paul and Fishbone's Norwood Fisher). The moody, introspective feel of tunes such as the first single, "What It's Like," show a maturity that will no doubt surprise HoP's core audience. Perhaps Everlast's more serious outlook was prompted by the emergency open-heart surgery to repair a damaged heart valve he underwent during the making of the new record. As soon as he was healed, he was back in the studio, slamming out guitar licks. Pretty fly for a white guy, eh?

• **Artist POV:** Everlast groans about those darn kids today: "We've seen the rap karaoke thing one too many times. Now cats take an entire old song, put a few updated slang words in it, and it's the hip thing. Too many 15-year-old kids think Puffy and Mase rhyming over 'The Message' is the hottest shit they ever heard, and they ain't never even heard the real 'Message.'"

—Rich Michalowski  
Asst. Alternative Editor

**e**ssentials: For all of you out there who think that Korn originated the perfect rap/rock/hardcore sound, I have nine words for you: "Pack it up, pack it in, let me begin." Remember that one? Spinning House Of Pain's "Jump Around" was a sure way to load up a dance floor with pogoing rap and alternative fans in 1991. On a concrete level, the band proved its mettle by racking up multiplatinum sales and serving as a template for other alterna-roughnecks interested in throwing a little hip-hop into the heavy.

HoP frontman Erik Schrody (a.k.a. Everlast) held a particularly impressive pedigree: He started out as a member of Ice-



**A PICTURE RATHER THAN 1000 WORDS** — Some PDs prefer to make their personal statements with actions, while others are just too damn lazy to write 1000 words. I'll let you decide which led to us running the above photo. Hanging out at WPLT/Detroit's Planetfest '98 are (back, l-r) Grant Lee Buffalo's Phil, Joey, Grant Lee and Bill, along with WPLT's Hadji; (front, l-r) WPLT morning team members Katherine, Zito, and Johnny.

Established artists left a trail of carnage this week as no less than three artists pull in over 50 adds. Kudos all around as the Bill Berryless **R.E.M.** is welcomed to the Alternative format in a big way, **Offspring** reclaims their Alternative stake in similarly impressive fashion, and **Beck** refuses to be pushed aside ... Perhaps just as impressive as those stories are the bands that didn't get lost in the shuffle, including **Dave Matthews Band**, whose third single performed extremely well in the face of all those first singles, and **Placebo**, whose "Pure Morning" led the baby band group ... I was initially tentative on **Jewel**'s exquisite new single "Hands," but this amazing song is just too good not to have a future with the format. WBCN/Boston agrees, adding the song a week early ... Talk about stepping on your own toes:

**Marcy Playground** continues to be their own

worst enemy as their previous two singles are top 10 recurrents, making it difficult for radio to make room for the catchy "Sherry Fraser" ... **Arista's** new face, **Pete Rosenbloom**, joins the company at the right time, with a nice buzz on **Pushmonkey RECORD OF THE WEEK**: Fiona Apple "Across The Universe"

**ON THE RADIO**  
With Jim Kerr



## "FAITH"

On over  
20 stations

Shipped  
GOLD!

Scanning  
over 8,000  
per week

on The Family Values Tour with KORN,  
RAMMSTEIN, ICE CUBE & ORGY



# EVERLAST

"What It's Like"

New At:  
WBCN, WDX, KMYZ,  
WXZZ, KHLR, WPGU,  
WFBZ, WCYY, WKDF

Murray Brookshaw-89X (Detroit) - "I couldn't sit still. It's a SMASH!"  
(30-40 plays per week since 6/24). 10/5 - #2 callout with the core listeners.

Rod Ryan-KKND(New Orleans) - "Everlast sounds like nothing else on  
our station and, it's working PHENOMENALLY for us."

### "What It's Like" at radio:

KNDD-44x (#2), 1335 pieces sold (#14)  
89X-43x (#2), Detroit-690 pieces sold (#38),  
Toledo-200 pieces sold (#35)  
WARQ-23x, 87 pieces sold (#64)  
KKND-27x (#8), 77 pieces sold (#79)

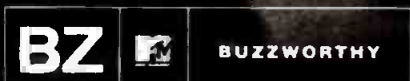
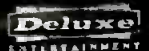
Q101-26x  
99X-21x  
WHFS-26x (#6)  
WRAX-13x  
WLRS-25x  
KTEG-14x  
KTCL-11x  
KFMA-18x  
KNRK-12x  
WJBX-15x

WXRK-23x (#9)  
WKRO-21x  
WFNX-19x  
KDRE-32x  
WRLT-14x  
WRXR-11x  
X96-29x (#8)  
KROQ-29x (#10)  
KITS-27x  
KTOZ-15x

# BEWARE OF THE DOG

FOR A DOSE OF REALITY CALL:  
CHERYL VALENTINE AT 212-388-8490,  
LIZ KOCH AT 212-388-8493  
OR YOUR EBT REGIONAL

FROM THE EVERLAST ALBUM  
"WHITEY FORD SINGS THE BLUES" (TB1236)  
PRODUCED BY DANTE ROSS, JOHN GAMBLE, & EVERLAST  
WWW.TOMMYBOY.COM



CARL STUBNER FOR DELUXE ENTERTAINMENT  
818-509-9100

# ALTERNATIVE REPORTERS

Stations and their adds listed alphabetically by market

<p><b>WEOX/Albany, NY</b> PD: Ian Harrison 12 R.E.M. "Duckman" 13 R.E.M. "Duckman" 14 DAVE MATTHEWS BAND "Crash" 15 JAMES LEVINE "Laid" 16 LIVING WITH A HOPE 17 BECA "Trapezoid" 18 SEVEN MARY THREE "Mystery" 19 R.E.M. "Duckman"</p> <p><b>WQBK/Albany, NY</b> PD/MD: Keith McNamara AMD: Jeff Callan 1 JEFF CALLAN "Rock" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman"</p> <p><b>KTEG/Albuquerque, NM</b> PD: Skip Isley APD/MD: Julie Forman 1 OFFSPRING "Philly" 2 BECA "Trapezoid" 3 R.E.M. "Duckman"</p> <p><b>WNNX/Atlanta, GA</b> OM: Brian Phillips PD: Leslie Fram MD: Sean Demery 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 BECA "Trapezoid" 4 DAVE MATTHEWS BAND "Crash" 5 LIVE 6 "Lush" 6 SOUL COUSINS "Covers"</p> <p><b>WJSE/Atlantic City, NJ</b> PD/MD: Blake Loeffel 1 R.E.M. "Duckman" 2 R.E.M. "Duckman" 3 BECA "Trapezoid" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 R.E.M. "Duckman"</p> <p><b>WRXR/Augusta, GA</b> OM: Jim Mahaney APD/MD: Derek Madden 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 PLACIDO DOMINGO</p> <p><b>WRAX/Birmingham, AL</b> PD: Dave Rossi APD: Hurricane Shane MD: Suzy Bee 1 BECA "Trapezoid" 2 R.E.M. "Duckman" 3 SEVEN MARY THREE "Mystery" 4 OFFSPRING "Philly" 5 JEROME RYAN "Back" 6 JEROME RYAN "Back"</p> <p><b>KQXR/Boise, ID</b> PD: Jacent Jackson 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 GREEN DAY "Dookie" 4 DEEP BLUE "Only"</p> <p><b>WBCN/Boston, MA</b> VP/Programming: Odipus APD/MD: Steven Strick 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 BECA "Trapezoid" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 DAVE MATTHEWS BAND "Crash" 7 STUTTING JOHNS "Warmer"</p> <p><b>WFMX/Boston, MA</b> PD: Cruze MD: Laurie Gail 1 R.E.M. "Duckman" 2 OFFSPRING "Philly" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman"</p> <p><b>KHLR/Bryan-College Station, TX</b> PD: Mark McKenzie APD: Don Kelley 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 DAVE MATTHEWS BAND "Crash" 7 REIDON "Duckman"</p> <p><b>WEDG/Bufalo, NY</b> PD/MD: Rich Wall 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 BECA "Trapezoid" 4 R.E.M. "Duckman"</p> <p><b>WBTZ/Burlington, VT</b> PD: Stephanie Hindley MD: Steve Picard 1 R.E.M. "Duckman" 2 OFFSPRING "Philly" 3 BECA "Trapezoid" 4 R.E.M. "Duckman"</p> <p><b>WPGU/Champaign, IL</b> PD: Pete Schiecke APD: Emily West MD: Ben Belton 1 OFFSPRING "Philly" 2 BECA "Trapezoid" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 SEVEN MARY THREE "Mystery" 6 EVERLAST "Law" 7 EVERLAST "Law"</p> <p><b>WAVF/Charleston, SC</b> PD: Rob Cressman MD: Janda Baldwin 1 OFFSPRING "Philly" 2 SOUL COUSINS "Covers" 3 OFFSPRING "Philly" 4 FULL TILT</p> <p><b>WEND/Charlotte, NC</b> PD: Jack Daniel MD: Rich Brown 1 NEW RADICALS "Law" 2 ALABAMA MONSIEUR "Theater" 3 OFFSPRING "Philly" 4 DAVE MATTHEWS BAND "Crash" 5 R.E.M. "Duckman" 6 DORIS ROSS "Whiskey" 7 BECA "Trapezoid" 8 OFFSPRING "Philly" 9 FULL TILT</p>	<p><b>WKQX/Chicago, IL</b> PD: Alex Luke APD/MD: Mary Shuminas 1 OFFSPRING "Philly" 2 DAVE MATTHEWS BAND "Crash" 3 R.E.M. "Duckman" 4 BECA "Trapezoid"</p> <p><b>WOXY/Cincinnati, OH</b> PD: Keri Valmasset MD: Dorsie Fyfe 1 R.E.M. "Duckman" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 JAMES LEVINE "Laid" 5 ALBUM GROUP "Trapezoid" 6 R.E.M. "Duckman" 7 R.E.M. "Duckman" 8 R.E.M. "Duckman" 9 R.E.M. "Duckman" 10 R.E.M. "Duckman" 11 R.E.M. "Duckman" 12 R.E.M. "Duckman" 13 R.E.M. "Duckman" 14 R.E.M. "Duckman" 15 R.E.M. "Duckman" 16 R.E.M. "Duckman" 17 R.E.M. "Duckman" 18 R.E.M. "Duckman" 19 R.E.M. "Duckman" 20 R.E.M. "Duckman" 21 R.E.M. "Duckman"</p> <p><b>WENZ/Cleveland, OH</b> PD: Dan Binder MD: #1 Son 1 OFFSPRING "Philly" 2 DAVE MATTHEWS BAND "Crash" 3 R.E.M. "Duckman"</p> <p><b>KFMZ/Columbia, MO</b> PD/MD: Paul Maloney 1 R.E.M. "Duckman" 2 OFFSPRING "Philly" 3 BECA "Trapezoid" 4 DAVE MATTHEWS BAND "Crash" 5 FULL TILT</p> <p><b>WARO/Columbia, SC</b> PD/MD: Susan Greves 1 R.E.M. "Duckman" 2 OFFSPRING "Philly" 3 BECA "Trapezoid" 4 MY FRIEND STEVE "Schooling" 5 OFFSPRING "Philly" 6 BECA "Trapezoid" 7 R.E.M. "Duckman" 8 OFFSPRING "Philly" 9 BECA "Trapezoid" 10 MY FRIEND STEVE "Schooling"</p> <p><b>WWCD/Columbus, OH</b> PD: Andy Davis MD: Jack DeVoss 1 OFFSPRING "Philly" 2 BECA "Trapezoid" 3 LOVE AND ROCKETS "Only" 4 PLACIDO DOMINGO</p> <p><b>WZAZ/Columbus, OH</b> PD: Matthew Harris APD: Ben Williams MD: Mark Pennington 1 ALABAMA MONSIEUR "Theater" 2 R.E.M. "Duckman" 3 OFFSPRING "Philly" 4 BECA "Trapezoid" 5 NEW RADICALS "Law"</p> <p><b>KRAD/Corpus Christi, TX</b> PD: Cory Smith 1 DAVE MATTHEWS BAND "Crash" 2 ALABAMA MONSIEUR "Theater" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 R.E.M. "Duckman" 7 R.E.M. "Duckman" 8 R.E.M. "Duckman" 9 R.E.M. "Duckman" 10 R.E.M. "Duckman" 11 R.E.M. "Duckman" 12 R.E.M. "Duckman" 13 R.E.M. "Duckman"</p> <p><b>KDGE/Dallas, TX</b> PD: Danna Debarry MD: Alan E. Smith 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 COBBY BOUTH "Whiskey" 4 OFFSPRING "Philly" 5 R.E.M. "Duckman" 6 COBBY BOUTH "Whiskey"</p> <p><b>WXEG/Dayton, OH</b> PD: Jeff Steeves APD/MD: Allen Raatz 1 OFFSPRING "Philly" 2 DAVE MATTHEWS BAND "Crash" 3 OFFSPRING "Philly" 4 SOUL COUSINS "Covers"</p> <p><b>WKRO/Daytona Beach, FL</b> PD: Tatt Moore APD: Frank Scott MD: Rosy Acevedo 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 R.E.M. "Duckman" 7 R.E.M. "Duckman" 8 R.E.M. "Duckman" 9 R.E.M. "Duckman" 10 R.E.M. "Duckman" 11 R.E.M. "Duckman" 12 R.E.M. "Duckman" 13 R.E.M. "Duckman"</p> <p><b>KTCL/Denver, CO</b> PD/MD: Mike O'Connor 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 BECA "Trapezoid"</p> <p><b>CIMX/Detroit, MI</b> PD: Murray Brookshaw APD: Vince Cannova 1 OFFSPRING "Philly" 2 BECA "Trapezoid" 3 GARBAGE "Special" 4 ECOWISE "Crusher" 5 OFFSPRING "Philly" 6 R.E.M. "Duckman" 7 R.E.M. "Duckman" 8 R.E.M. "Duckman" 9 R.E.M. "Duckman" 10 R.E.M. "Duckman" 11 R.E.M. "Duckman" 12 R.E.M. "Duckman" 13 R.E.M. "Duckman" 14 R.E.M. "Duckman" 15 R.E.M. "Duckman" 16 R.E.M. "Duckman" 17 R.E.M. "Duckman" 18 R.E.M. "Duckman" 19 R.E.M. "Duckman" 20 R.E.M. "Duckman" 21 R.E.M. "Duckman"</p> <p><b>WPLT/Detroit, MI</b> PD: Garrett Michaels MD: Ann Delisi 1 R.E.M. "Duckman" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 R.E.M. "Duckman" 7 R.E.M. "Duckman" 8 R.E.M. "Duckman" 9 R.E.M. "Duckman" 10 R.E.M. "Duckman" 11 R.E.M. "Duckman" 12 R.E.M. "Duckman" 13 R.E.M. "Duckman" 14 R.E.M. "Duckman" 15 R.E.M. "Duckman" 16 R.E.M. "Duckman" 17 R.E.M. "Duckman" 18 R.E.M. "Duckman" 19 R.E.M. "Duckman" 20 R.E.M. "Duckman" 21 R.E.M. "Duckman"</p> <p><b>WXDG/Detroit, MI</b> PD: Amy Doyle MD: Spita 1 OFFSPRING "Philly" 2 BECA "Trapezoid" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman"</p> <p><b>KNRQ/Eugene, OR</b> PD: Stu Allen MD: Co 1 DAVE MATTHEWS BAND "Crash" 2 OFFSPRING "Philly" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman"</p>	<p><b>KBRS/Fayetteville, AR</b> PD/MD: Kyle Gibson 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 LOVE AND ROCKETS "Only" 4 R.E.M. "Duckman" 5 DAVE MATTHEWS BAND "Crash" 6 OFFSPRING "Philly"</p> <p><b>WJWX/Ft. Myers, FL</b> PD: Lee Daniels 1 R.E.M. "Duckman" 2 NEW RADICALS "Law" 3 FEEDER "Duckman" 4 SEVEN MARY THREE "Mystery"</p> <p><b>WEJE/Ft. Wayne, IN</b> PD/MD: Weasel 1 OFFSPRING "Philly" 2 BECA "Trapezoid" 3 R.E.M. "Duckman" 4 FEEDER "Duckman" 5 DAVE MATTHEWS BAND "Crash"</p> <p><b>KFRF/Fresno, CA</b> PD: Bruce Wayne 1 R.E.M. "Duckman" 2 OFFSPRING "Philly" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman"</p> <p><b>WGRD/Grand Rapids, MI</b> PD: Margot Smith MD: Tim Bronson 1 DAVE MATTHEWS BAND "Crash" 2 R.E.M. "Duckman" 3 OFFSPRING "Philly" 4 OFFSPRING "Philly" 5 OFFSPRING "Philly" 6 OFFSPRING "Philly" 7 OFFSPRING "Philly"</p> <p><b>WXNR/Greenville, NC</b> OM: Jeff Sanders 1 R.E.M. "Duckman" 2 DAVE MATTHEWS BAND "Crash" 3 OFFSPRING "Philly"</p> <p><b>WMRQ/Hartford, CT</b> PD: Jay Beau Jones APD/MD: Dave Hill 1 R.E.M. "Duckman" 2 OFFSPRING "Philly" 3 OFFSPRING "Philly" 4 WHEELS "Law" 5 WHEELS "Law" 6 WHEELS "Law" 7 WHEELS "Law" 8 WHEELS "Law" 9 WHEELS "Law" 10 WHEELS "Law" 11 WHEELS "Law" 12 WHEELS "Law" 13 WHEELS "Law" 14 WHEELS "Law" 15 WHEELS "Law" 16 WHEELS "Law" 17 WHEELS "Law" 18 WHEELS "Law" 19 WHEELS "Law" 20 WHEELS "Law"</p> <p><b>KTBB/Houston, TX</b> PD: Jim Trapp APD: Steve Robinson 1 PLACIDO DOMINGO 2 PLACIDO DOMINGO 3 PLACIDO DOMINGO 4 PLACIDO DOMINGO 5 PLACIDO DOMINGO 6 PLACIDO DOMINGO 7 PLACIDO DOMINGO 8 PLACIDO DOMINGO 9 PLACIDO DOMINGO 10 PLACIDO DOMINGO 11 PLACIDO DOMINGO 12 PLACIDO DOMINGO 13 PLACIDO DOMINGO 14 PLACIDO DOMINGO 15 PLACIDO DOMINGO 16 PLACIDO DOMINGO 17 PLACIDO DOMINGO 18 PLACIDO DOMINGO 19 PLACIDO DOMINGO 20 PLACIDO DOMINGO</p> <p><b>WRZX/Indianapolis, IN</b> PD: Scott Johnson MD: Michael Young 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman"</p> <p><b>WPLA/Jacksonville, FL</b> PD: Rick Schmidt MD: Cathy 1 R.E.M. "Duckman" 2 OFFSPRING "Philly" 3 OFFSPRING "Philly" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 R.E.M. "Duckman" 7 R.E.M. "Duckman" 8 R.E.M. "Duckman" 9 R.E.M. "Duckman" 10 R.E.M. "Duckman" 11 R.E.M. "Duckman" 12 R.E.M. "Duckman" 13 R.E.M. "Duckman" 14 R.E.M. "Duckman" 15 R.E.M. "Duckman" 16 R.E.M. "Duckman" 17 R.E.M. "Duckman" 18 R.E.M. "Duckman" 19 R.E.M. "Duckman" 20 R.E.M. "Duckman"</p> <p><b>KNRX/Kansas City, MO</b> PD: Sean Smyth APD: Dave Horn MD: Jason Justice 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 BECA "Trapezoid" 4 DAVE MATTHEWS BAND "Crash"</p> <p><b>WNFZ/Knoxville, TN</b> PD/MD: Shane Cox 1 OFFSPRING "Philly"</p> <p><b>WGBO/Lafayette, IN</b> PD/MD: Steve Clark 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman"</p> <p><b>KFTE/Lafayette, LA</b> PD: Hans "Fast Eddie" Nelson APD/MD: Rob Summers 1 R.E.M. "Duckman" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 R.E.M. "Duckman" 7 R.E.M. "Duckman" 8 R.E.M. "Duckman" 9 R.E.M. "Duckman" 10 R.E.M. "Duckman" 11 R.E.M. "Duckman" 12 R.E.M. "Duckman" 13 R.E.M. "Duckman" 14 R.E.M. "Duckman" 15 R.E.M. "Duckman" 16 R.E.M. "Duckman" 17 R.E.M. "Duckman" 18 R.E.M. "Duckman" 19 R.E.M. "Duckman" 20 R.E.M. "Duckman"</p> <p><b>WWDX/Lansing, MI</b> PD: Chris Brunt APD/MD: Jesse Addy 1 OFFSPRING "Philly" 2 PLACIDO DOMINGO 3 PLACIDO DOMINGO 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 R.E.M. "Duckman" 7 R.E.M. "Duckman" 8 R.E.M. "Duckman" 9 R.E.M. "Duckman" 10 R.E.M. "Duckman" 11 R.E.M. "Duckman" 12 R.E.M. "Duckman" 13 R.E.M. "Duckman" 14 R.E.M. "Duckman" 15 R.E.M. "Duckman" 16 R.E.M. "Duckman" 17 R.E.M. "Duckman" 18 R.E.M. "Duckman" 19 R.E.M. "Duckman" 20 R.E.M. "Duckman"</p> <p><b>KXTE/Las Vegas, NV</b> PD: Dave Wellington APD/MD: Chris Ripley 1 OFFSPRING "Philly"</p> <p><b>WXZZ/Lexington, KY</b> PD: Tony Douin 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 R.E.M. "Duckman" 7 R.E.M. "Duckman" 8 R.E.M. "Duckman" 9 R.E.M. "Duckman" 10 R.E.M. "Duckman" 11 R.E.M. "Duckman" 12 R.E.M. "Duckman" 13 R.E.M. "Duckman" 14 R.E.M. "Duckman" 15 R.E.M. "Duckman" 16 R.E.M. "Duckman" 17 R.E.M. "Duckman" 18 R.E.M. "Duckman" 19 R.E.M. "Duckman" 20 R.E.M. "Duckman"</p>	<p><b>WLIR/Long Island, NY</b> PD: Gary Coe APD: Malibu Sue MD: Andre Ferro 1 R.E.M. "Duckman" 2 DAVE MATTHEWS BAND "Crash" 3 BECA "Trapezoid" 4 SEVEN MARY THREE "Mystery"</p> <p><b>KROQ/Los Angeles, CA</b> VP/Prog.: Kevin Weatherly APD: Gene Sandblom MD: Lisa Worden 1 BECA "Trapezoid" 2 R.E.M. "Duckman"</p> <p><b>WLRS/Louisville, KY</b> PD: Dennis Dillon MD: Gina Juliano 1 OFFSPRING "Philly" 2 FULL TILT 3 NEW RADICALS "Law"</p> <p><b>WMAD/Madison, WI</b> PD: Pat Frawley MD: Amy Hudeep 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 DAVE MATTHEWS BAND "Crash" 4 BECA "Trapezoid" 5 R.E.M. "Duckman"</p> <p><b>WRXQ/Memphis, TN</b> PD: Tony Williams MD: John Michael 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 PLACIDO DOMINGO 5 PUSHROCK "Whiskey" 6 SCORUS "Law"</p> <p><b>KZMZ/Minneapolis, MN</b> OM: Dave Hamilton PD: John Lassman MD: Marc Allen 1 R.E.M. "Duckman" 2 DAVE MATTHEWS BAND "Crash" 3 BECA "Trapezoid" 4 PLACIDO DOMINGO 5 PLACIDO DOMINGO 6 PLACIDO DOMINGO 7 PLACIDO DOMINGO 8 PLACIDO DOMINGO 9 PLACIDO DOMINGO 10 PLACIDO DOMINGO 11 PLACIDO DOMINGO 12 PLACIDO DOMINGO 13 PLACIDO DOMINGO 14 PLACIDO DOMINGO 15 PLACIDO DOMINGO 16 PLACIDO DOMINGO 17 PLACIDO DOMINGO 18 PLACIDO DOMINGO 19 PLACIDO DOMINGO 20 PLACIDO DOMINGO</p> <p><b>WHTG/Monmouth-Ocean, NJ</b> PD/MD: Rick Robinson 1 GARBAGE "Special" 2 EMPEROR "Theater" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 R.E.M. "Duckman" 7 R.E.M. "Duckman" 8 R.E.M. "Duckman" 9 R.E.M. "Duckman" 10 R.E.M. "Duckman" 11 R.E.M. "Duckman" 12 R.E.M. "Duckman" 13 R.E.M. "Duckman" 14 R.E.M. "Duckman" 15 R.E.M. "Duckman" 16 R.E.M. "Duckman" 17 R.E.M. "Duckman" 18 R.E.M. "Duckman" 19 R.E.M. "Duckman" 20 R.E.M. "Duckman"</p> <p><b>WKDF/Nashville, TN</b> PD: Kidd Reid MD: Sheri Szafer 1 EVERLAST "Law" 2 WHEELS "Law" 3 WHEELS "Law" 4 WHEELS "Law" 5 WHEELS "Law" 6 WHEELS "Law" 7 WHEELS "Law" 8 WHEELS "Law" 9 WHEELS "Law" 10 WHEELS "Law" 11 WHEELS "Law" 12 WHEELS "Law" 13 WHEELS "Law" 14 WHEELS "Law" 15 WHEELS "Law" 16 WHEELS "Law" 17 WHEELS "Law" 18 WHEELS "Law" 19 WHEELS "Law" 20 WHEELS "Law"</p> <p><b>WRRV/Newburgh, NY</b> PD: Greg O'Brien MD: Andrew Baris 1 R.E.M. "Duckman" 2 OFFSPRING "Philly" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 R.E.M. "Duckman" 7 R.E.M. "Duckman" 8 R.E.M. "Duckman" 9 R.E.M. "Duckman" 10 R.E.M. "Duckman" 11 R.E.M. "Duckman" 12 R.E.M. "Duckman" 13 R.E.M. "Duckman" 14 R.E.M. "Duckman" 15 R.E.M. "Duckman" 16 R.E.M. "Duckman" 17 R.E.M. "Duckman" 18 R.E.M. "Duckman" 19 R.E.M. "Duckman" 20 R.E.M. "Duckman"</p> <p><b>KKND/New Orleans, LA</b> OM: Dave Stewart APD/MD: Ned Ryan 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman"</p> <p><b>WXRK/New York, NY</b> PD: Steve Kingston MD: Mike Peer 1 BECA "Trapezoid" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman"</p> <p><b>KORX/Odessa, TX</b> GM/MD: Dave Cartwell MD: Cary Rockman 1 R.E.M. "Duckman" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 R.E.M. "Duckman" 7 R.E.M. "Duckman" 8 R.E.M. "Duckman" 9 R.E.M. "Duckman" 10 R.E.M. "Duckman" 11 R.E.M. "Duckman" 12 R.E.M. "Duckman" 13 R.E.M. "Duckman" 14 R.E.M. "Duckman" 15 R.E.M. "Duckman" 16 R.E.M. "Duckman" 17 R.E.M. "Duckman" 18 R.E.M. "Duckman" 19 R.E.M. "Duckman" 20 R.E.M. "Duckman"</p> <p><b>WPLY/Philadelphia, PA</b> PD: Jim McGulue APD: Doug Kubinski MD: Prudence Elliot 1 R.E.M. "Duckman" 2 OFFSPRING "Philly" 3 BECA "Trapezoid" 4 DAVE MATTHEWS BAND "Crash"</p> <p><b>KEDJ/Phoenix, AZ</b> PD: Shellie Hart APD/MD: Chris Pank 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 R.E.M. "Duckman" 7 R.E.M. 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"Duckman" 11 R.E.M. "Duckman" 12 R.E.M. "Duckman" 13 R.E.M. "Duckman" 14 R.E.M. "Duckman" 15 R.E.M. "Duckman" 16 R.E.M. "Duckman" 17 R.E.M. "Duckman" 18 R.E.M. "Duckman" 19 R.E.M. "Duckman" 20 R.E.M. "Duckman"</p> <p><b>WHMP/Springfield, MA</b> PD: Adam Wright MD: Nick Danler 1 R.E.M. "Duckman" 2 CAROL KINCAID "Theater" 3 OFFSPRING "Philly" 4 BECA "Trapezoid"</p> <p><b>KTOZ/Springfield, MO</b> PD: Melody Lee APD/MD: Shell Scott 1 R.E.M. "Duckman" 2 OFFSPRING "Philly" 3 BECA "Trapezoid" 4 DAVE MATTHEWS BAND "Crash" 5 ATHEMUS "Law" 6 PLACIDO DOMINGO</p> <p><b>WGMR/State College, PA</b> PD/MD: Mike Evans 1 R.E.M. "Duckman" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 R.E.M. "Duckman" 7 R.E.M. "Duckman" 8 R.E.M. "Duckman" 9 R.E.M. "Duckman" 10 R.E.M. "Duckman" 11 R.E.M. "Duckman" 12 R.E.M. "Duckman" 13 R.E.M. "Duckman" 14 R.E.M. "Duckman" 15 R.E.M. "Duckman" 16 R.E.M. "Duckman" 17 R.E.M. "Duckman" 18 R.E.M. "Duckman" 19 R.E.M. "Duckman" 20 R.E.M. "Duckman"</p> <p><b>WKRL/Syracuse, NY</b> OM: Mimi Griswold PD: Steve Corlett 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 OFFSPRING "Philly" 4 BECA "Trapezoid" 5 BY FRIEND STEVE "Schooling" 6 SEVEN MARY THREE "Mystery" 7 BY FRIEND STEVE "Schooling"</p> <p><b>WXSJ/Tallahassee, FL</b> PD: Scott Pettibone MD: Doug 1 R.E.M. "Duckman" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 R.E.M. "Duckman" 7 R.E.M. "Duckman" 8 R.E.M. "Duckman" 9 R.E.M. "Duckman" 10 R.E.M. "Duckman" 11 R.E.M. "Duckman" 12 R.E.M. "Duckman" 13 R.E.M. "Duckman" 14 R.E.M. "Duckman" 15 R.E.M. "Duckman" 16 R.E.M. "Duckman" 17 R.E.M. "Duckman" 18 R.E.M. "Duckman" 19 R.E.M. "Duckman" 20 R.E.M. "Duckman"</p> <p><b>KLZR/Topeka, KS</b> PD: Roger The Dodger MD: Bob Osburn 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 R.E.M. "Duckman" 7 R.E.M. "Duckman" 8 R.E.M. "Duckman" 9 R.E.M. "Duckman" 10 R.E.M. "Duckman" 11 R.E.M. "Duckman" 12 R.E.M. "Duckman" 13 R.E.M. "Duckman" 14 R.E.M. "Duckman" 15 R.E.M. "Duckman" 16 R.E.M. "Duckman" 17 R.E.M. "Duckman" 18 R.E.M. "Duckman" 19 R.E.M. "Duckman" 20 R.E.M. "Duckman"</p> <p><b>KFMA/Tucson, AZ</b> PD: Chuck Rouse MD: Tommy Sanders 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 BY FRIEND STEVE "Schooling"</p> <p><b>KMYZ/Tulsa, OK</b> PD: Lynn Barstow MD: Ray Suggs 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 R.E.M. "Duckman" 4 R.E.M. "Duckman" 5 R.E.M. "Duckman" 6 R.E.M. "Duckman" 7 R.E.M. "Duckman" 8 R.E.M. "Duckman" 9 R.E.M. "Duckman" 10 R.E.M. "Duckman" 11 R.E.M. "Duckman" 12 R.E.M. "Duckman" 13 R.E.M. "Duckman" 14 R.E.M. "Duckman" 15 R.E.M. "Duckman" 16 R.E.M. "Duckman" 17 R.E.M. "Duckman" 18 R.E.M. "Duckman" 19 R.E.M. "Duckman" 20 R.E.M. "Duckman"</p> <p><b>WHFS/Washington, DC</b> PD: Robert Benjamin APD: Bob Waugh MD: Pat Ferrise 1 BECA "Trapezoid" 2 R.E.M. "Duckman" 3 GARBAGE "Special" 4 GARBAGE "Special" 5 OFFSPRING "Philly"</p> <p><b>WPBZ/West Palm Beach, FL</b> PD: John O'Connell MD: Dan O'Brien 1 OFFSPRING "Philly" 2 R.E.M. "Duckman" 3 DAVE MATTHEWS BAND "Crash" 4 PUNK "Back"</p> <p><b>WSFM/Wilmington, NC</b> PD: John Stevens MD: Janice Sutter 1 R.E.M. "Duckman" 2 OFFSPRING "Philly" 3 BECA "Trapezoid" 4 DAVE MATTHEWS BAND "Crash" 5 PUNK "Back"</p> <p><b>95 Total Reporters</b> <b>95 Current Reporters</b> <b>92 Current Playlists</b></p> <p><b>Reported Frozen Playlist (2):</b> WBZF/Florence, SC KITS/San Francisco, CA</p> <p><b>Did Not Report, Playlist Frozen (1):</b> KROQ/Austin, TX</p>
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**econoline crush "surefire" (never enough)**

**New At: CIMX R&R Alternative 50 - 48**  
**Already On Fire At: R&R Active Rock 27 - 23**

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WHTG WIXO KORX

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The New Album Featuring 'A Perfect Day Elise'

'A'

-Entertainment Weekly

★★★★

-Rolling Stone

"...looks like Harvey's the only one in line to become Neil Young Jr.... she keeps the faith of rock n' roll."

-Spin - 8 out of 10 stars

"This is perhaps her most polished pop creation yet..."

-NME 9/98

"(Is This Desire?) leaves no doubt that it's an important record."

-New York Times 9/27/98

"Harvey is at the point of her musical and performance powers. Be afraid. Be very afraid."

-London Times

### SEE HER ON

The Tonight Show  
October 14<sup>th</sup>

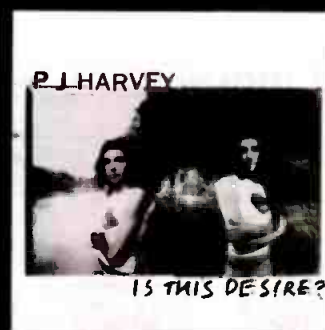
and The Late Show  
with David Letterman - November 6<sup>th</sup>

### ON TOUR THIS FALL

10/20 Seattle SOLD OUT  
10/22 San Francisco  
10/24 Los Angeles SOLD OUT  
10/27 Minneapolis  
10/28 Chicago  
10/30 Toronto  
11/1 Philadelphia  
11/2 Boston  
11/4 New York  
11/6 Washington, DC  
11/8 Atlanta

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99X  
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the follow-up to the gold smash Turn The Radio Off

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- WXDX
- WENZ
- WRAX
- WLIR
- WPLA
- WXSX
- WARQ
- WQBK
- KKDM
- KQRX
- WGBD
- WXEG
- KRZQ
- WEJE
- WKRL
- WWDX
- WPBZ
- WHMP
- WHTG
- KWOD
- KTOZ
- WXDG
- KJEE
- WIXO

and more!



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NEW MUSIC SPECIALTY SHOWS

R&R's Exclusive Look At The Cutting Edge Of Alternative

Placebo's Double Dose

By Rich Michalowski  
Asst. Alternative Editor

And the trip continues as Hut/Virgin's Placebo hangs tight in the hot spot and manages to convert a small army of Specialty programmers along the way. Look for on-going support as the buzz spreads. Also, I can't forget to mention the great success

Mojo/Universal's Reel Big Fish are having here on the Specialty side of the Alternative world as they lock down a No. 2 debut this week. Meanwhile, Columbia's Afghan Whigs stay hot. MoWax/London's Unkle grooves to No. 4, and Mercury's Cardigans prove to be a continued

"favourite." Thanks to the promotion crew at Warner Bros. (Julie, Grover, and Big Rob G) for the Soul Coughing invite, Outpost and DJ Spooky, and last but not least, MCA's Michelle Doram. Record To Watch: Whale.



MORRISSEY GOES OVER THE EDGE — Morrissey (second from right) cracks a smile (almost) as he poses with KTEG (The Edge)/Albuquerque staffers after hosting the station's new music show Over The Edge. (L-r) Maxey, MD Julie Forman, and PD Skip Isley.

For The Record

Last week (R&R 10/2), Rocket From The Crypt's Speedo was incorrectly identified as frontman for Love And Rockets. We regret the error.



TOP 20 ARTISTS

Ranked by total number of shows reporting artist.

- 1 PLACEBO (Hut/Virgin) Airplay Includes: KPNT, WLIR, WXSR
- 2 REEL BIG FISH (Mojo/Universal) Airplay Includes: WBCN, WDST, WPLA
- 3 AFGHAN WHIGS (Columbia) Airplay Includes: WHFS, WOBK, WXEG
- 4 UNKLE (MoWax/London) Airplay Includes: KNRQ, KTEG, XTRA
- 5 CARDIGANS (Mercury) Airplay Includes: KJEE, WLIR, WPLY
- 6 MERCURY REV (V2) Airplay Includes: KNRX, WBCN, WOXY
- 7 SOUL COUGHING (Slash/WB) Airplay Includes: KCRW, KFTE, WRXQ
- 8 NEW RADICALS (MCA) Airplay Includes: KMYZ, WEJE, WENZ
- 9 SUNNY DAY REAL ESTATE (Sub Pop) Airplay Includes: KHLR, KLZR, WEDG
- 10 GOMEZ (Virgin) Airplay Includes: WLIR, WPGU, WXSX
- 11 REMY ZERO (DGC/Geffen) Airplay Includes: WEDG, WEQX, WQBK
- 12 SUNSET VALLEY (Sugar Free) Airplay Includes: KNRQ, KXRK, WPLY
- 13 LOVE AND ROCKETS (Red Ant) Airplay Includes: KFMA, WFSM, WXEG
- 14 LESS THAN JAKE (Capitol) Airplay Includes: KXTE, WBCN, WENZ
- 15 ARCHERS OF LOAF (Alias) Airplay Includes: KPNT, WAVF, WHFS
- 16 FRANK BLACK AND THE CATHOLICS (spinART) Airplay Includes: KJEE, KZNZ, WXSX
- 17 PUSHMONKEY (Arista) Airplay Includes: WXDX, WXEX, WXRK
- 18 BELLE & SEBASTIAN (Matador) Airplay Includes: KCRW, WHFS, WOXY
- 19 HARVEY DANGER (Slash/London/Island) Airplay Includes: KNRK, WBCN, WEJE
- 20 RIALTO (Sire) Airplay Includes: WEJE, WENZ, WEQX

SPECIALTY SHOW REPORTERS

Shows and their Top 5 songs listed alphabetically by market

<p><b>WEDX/Albany, NY</b> Broadcast Sunday 7-10pm Stephen Haskins</p> <p>Les Ayres "Jackass Your Body" Asian Dub Foundation "Buzin" Spatula "Blame" Unkle "Rabbit In Your" Flesh "Diss Of A Feather"</p>	<p><b>WXEG/Cleveland, OH</b> The Edge Spin Cycle Sunday 9-10:30pm Alan Ruzic</p> <p>Spring Morning "Super Breakdown" Love And Rockets "Holy Fool" U2 "Sweetest Thing" Everlast "What It's Like" Real Big Fish "The Set Up"</p>	<p><b>WRXQ/Memphis, TN</b> The Showbiz Hour Sunday 11pm-midnight John Michael</p> <p>Zobros "Get Back" Everlast "What It's Like" Placebo "Pure Morning" Soul Coughing "Gotta" Juno Little Children "Come Out Clean"</p>	<p><b>KJNK/Salt Lake City, UT</b> New Hour This Monday-Friday 8-9pm Steve "Ray Walker" Zobros</p> <p>Stardust "Music Sounds" Unkle "Rabbit In Your" Sunny Day Real Estate "Pillars" Widespread "Oh La La" Rinô "Thank You Go"</p>
<p><b>WOBK/Albany, NY</b> Over The Edge Monday-midnight-2am Neil Matheson</p> <p>Murphy "I Have To Laugh" Most Best Moments "Prime Audio Soul" Mercury Rev "Goddess On A" Finger Eleven "Quarantined" Yakusa "Hello Tiger"</p>	<p><b>KNRQ/Columbus, OH</b> The "Q" Alternative Monday-midnight-2am Chris</p> <p>Sunny Day Real Estate "Pillars" Black "Thomas" Unkle "Rabbit" Zobros "Get Back" New Radicals "You Get What You..."</p>	<p><b>KZNZ/Memphis, TN</b> Freedom Rock Sunday 8-2:30pm Brian Oates</p> <p>Madonna "Obscure" Moby "Honey" R.L. Burnside "Let My Baby Ride" Domus "I Wanna Be A..." Frank Sisti And "My Baby Ghosts"</p>	<p><b>XTRA/San Diego, CA</b> Alternative Sunday-midnight-1am Tina D'Alto</p> <p>Hedwig "Mystery Senses" Quincy D. The "If Only" Daves "Arist Of Loving You" Carl Power "Say" Murder City Devils "Ready For More"</p>
<p><b>KTEG/Albuquerque, NM</b> Over The Edge Sunday 7-8:30pm Julie Forman</p> <p>R.L. Burnside "Rollin' Turbolen" New Radicals "You Get What You" Sip Holiday "Board In Traffic" Incubus "Drive Stan" HoweStr: "Epony"</p>	<p><b>WEJE/FL, Wayne, NJ</b> New Music Show Sunday 7:30-8:30pm Wesley</p> <p>Placebo "Pure Morning" Harvey Danger "Private Helicopter" Big Bad Woodoo "Mr. Pezopre Surf" Real Big Fish "The Set Up" Ratô "Unattachable"</p>	<p><b>WHTG/Monmouth-Down, NJ</b> Get! Underground Sunday 9pm-midnight Jeff Ruzic</p> <p>Buffalo Tom "Postcard" Hurt &amp; Peace "Amongst The DMs" Sunny Day Real Estate "Pillars" Elliot Smith "Baby Britain" Rabe The Bee On "I'm Not Listening"</p>	<p><b>KJEE/Santa Barbara, CA</b> Downcast Tracks Sunday 10:30pm-midnight John Schneider</p> <p>Unkle "Rabbit" Soul Coughing "Gotta" Sunny Day Real Estate "Pillars" Frank Black And "M My Ghosts" Love And Rockets "R.L.P. 20 C."</p>
<p><b>WBCN/Boston, MA</b> Mechanical Emotions Sunday 8-10pm Robyn Robinson D</p> <p>Harvey Danger "Private Helicopter" Afghan Whigs "Somethin' Hot" Elliot Smith "Waltz #2 (D)" Less Than Jake "History Of A..." Real Big Fish "The Set Up..."</p>	<p><b>WPLA/Jacksonville, FL</b> Forbidden Planet Sunday 9pm-1am Robyn Robinson</p> <p>Less Than Jake "History Of A..." DC Talk "My Friend (So Long)" Frank Black And "I Gotta Move" Ramonas "Soldierman" London Blue... "Kiss"</p>	<p><b>WXRK/New York, NY</b> The "Rock" Sunday-midnight-2am Miles Fox/Paula Robinson</p> <p>U2 "Sweetest Thing" Korn "Got The Life" Korn "Got The Life" Alanis Morissette "Thank U" Rancid "Who Would've Thought?" Everlast "What It's Like"</p>	<p><b>KTOZ/Springfield, MO</b> Real Site Sunday 7-9pm Steven Hight</p> <p>Placebo "Pure Morning" Zobros "Get Back" Big Bad Woodoo "Mr. Pezopre Surf" Eels "Last Stop: This Town" Gomez "78 Stone Webber"</p>
<p><b>KHLR/Bryan, TX</b> Capitol Sunday 8-9pm Dred Lay</p> <p>Rugby "Aston" Lind Of The Lops "Welcome (Back)" Kanye Kane "La Rio Soul" Sparks Guitar "Romano Goes" R.L. Burnside "Let My Baby Ride"</p>	<p><b>KNRX/Kansas City, MO</b> Living Room Sunday 8-10pm Shan &amp; Joel</p> <p>Platycare "Lemon Yellow" Afghan Whigs "Somethin' Hot" Janis Stark "Every Little" Remy Zero "Prophecy" Snowcray "Easy Way Down"</p>	<p><b>WPLY/Philadelphia, PA</b> Y Hat? Sunday 9-10:30pm Chris Fahn</p> <p>Cardigans "My Favourite Game" Eight-Eye Danny "Conversations" Elliot Smith "Waltz #2 (D)" Remy Zero "Prophecy" Unkle "The Knack"</p>	<p><b>WXSR/Tallahassee, FL</b> Underground Lounge Sunday 8-10pm Rob The Lounge Lizard</p> <p>Cardigans "My Favourite Game" Sunny Day Real Estate "Pillars" R.L. Burnside "Rollin' Turbolen" Harvey Danger "Private Helicopter" Real Big Fish "The Set Up"</p>
<p><b>WEDG/Durham, NC</b> Over And Beyond Sunday 9-10:30pm Brent Hester</p> <p>Remy Zero "Prophecy" PJ Harvey "Angels" Frank Black And "All My Ghosts" Sunny Day Real Estate "Pillars" Matthew Good Band "Appearances"</p>	<p><b>KFTE/Lafayette, LA</b> End Of The World Sunday 7-11pm Dave Hubbard</p> <p>Unkle "Rabbit" Sunset Valley "Slay Love Love Some" Mirrors "Palisade" Placebo "Pure Morning" Mercury Rev "Goddess On A..."</p>	<p><b>WXDX/Pittsburgh, PA</b> Edge Of The X Sunday 9-10pm Lenny Dimes</p> <p>Goldmask "Whisper" Real Big Fish "The Set Up..." Ani DiFranco "Downtown" Redman "Horse" Less Than Jake "History Of A..."</p>	<p><b>KLZR/Topeka, KS</b> Future Music Hysteria Monday 12:30pm-midnight Rob O'Brien</p> <p>Bad Livers "I'm Convicted" Perey Division "February 17" Pill: Long Redbus "Explosive" Sunny Day Real Estate "Pillars" Screaming Wastes "Dumpty Up"</p>
<p><b>WPGU/Champaign, IL</b> Shut Radio Monday 11pm-midnight Preston Day</p> <p>Headcase Boy "Body Minded" Sunny Day Real Estate "Pillars" New Radicals "You Get What You" Green Day "Nice Guys Finish..." Placebo "Pure Morning"</p>	<p><b>KXTE/Las Vegas, NV</b> 8 Hours When I Pee Sunday 10pm-midnight James Cooney/Ron</p> <p>Sevendust "Bitch" Less Than Jake "History Of A..." One Minute Silence "A Waste of Things" Placebo "Pure Morning" Jefferson "Around The Fur"</p>	<p><b>KNRK/Portland, OR</b> Something Cool Sunday-midnight-1am James Cooney/Ron</p> <p>Archers Of Loaf "One Night Wrong" Catalina "Your One Wish" Slain "Keep On Train" Sunset Valley "Red Room Rocker Ride" Unkle "Lonely Soul"</p>	<p><b>KFMA/Tucson, AZ</b> Real Department Sunday 9-10:30pm Matt Spary</p> <p>Barry Altschul "Better To Do" Foster "Descend" Consumers "Heavy Metal Winner" Murder City Devils "I Want A Lot Now" Shed Load "Innocent"</p>
<p><b>WAVF/Charleston, SC</b> Cutting Edge Sunday 8:30-10pm Ben Hammish</p> <p>Murder City Devils "Lull Hand, Right..." Shane Hym "St. James" Whale "You Are So Special" Art Of Noise "Moment In Love" Adamses Thing "One Of The People"</p>	<p><b>WLIR/Long Island, NY</b> Lot Of Center Sunday 9-10:30pm Justin Halberstam</p> <p>Six By Seven "For You" Mortrose Avenue "Where Do I Stand?" Kant "If You Were Here" Republica "From Rush Hour..." Placebo "Pure Morning"</p>	<p><b>WOST/Poughkeepsie, NY</b> Infinite Post Thursday 10:30-11:30pm Justin Halberstam</p> <p>Scott 4 "Pier" Widespread "Oh La La" Clintony-Funk "U.S. Dope Dog" Sturgeon General "Ste In G" Bomboras "Run And Hide"</p>	<p><b>KOFZ/Rose, OK</b> New From The Edge Monday 8-9pm Preston Day</p> <p>Dash Rip Rock "She's Got A Lot" Incubus "Drive Stan" Gomez "78 Stone Webber" Economic Crush "Survive..." Lump Skull "Yeh"</p>
<p><b>WOXY/Cincinnati, OH</b> 11 O'Clock News Sunday 11pm-midnight Dorothy Felt</p> <p>Henry Rollins "Beyoncé" Buster "Television" King Missile "Gay Not Gay" Archers Of Loaf "Perfect Time" Wes Cunningham "So It Goes"</p>	<p><b>KCRW/Los Angeles, CA</b> New Music Live Friday-midnight-2am Vivian Halberstam</p> <p>Yakusa "The Big Girl" Mercury Rev "Hoss" Anapack "Katherine This..." Lambchops "Intermittent" Jazz Drag "Dope Boy"</p>	<p><b>WXEX/Providence, RI</b> New Music X-on Tuesday 11pm-midnight Justin Halberstam</p> <p>New Radicals "You Get What You..." Sevch Princess "Sorry" Real Big Fish "The Set Up" Cardigans "My Favourite Game" Economic Crush "Survive..."</p>	<p><b>WFSM/Washington, DC</b> New Hour This Sunday 9-10:30pm Dave Marsh</p> <p>Yakusa "King Of Lull" Placebo "Pure Morning" Baby Lemonade "Green Boat" Silliam "Said It Too Late" Remy Zero "Prophecy"</p>
<p><b>WENZ/Cleveland, OH</b> The End Zone Sunday-midnight-1am PT Sun</p> <p>Placebo "Pure Morning" Suzanne Red Zepers "Subs Are..." Pushmonkey "Hemlock" Afghan Whigs "Somethin' Hot" New Radicals "You Get What You..."</p>	<p><b>KROQ/Los Angeles, CA</b> Radio On The ROQ Sunday-midnight-2am Radio OnTheROQ</p> <p>Creelbun "2nd Floor" Manson "Strangers" Ash "Jesus Says" Be "Girl Star" Baby Lemonade "Underground DJ"</p>	<p><b>KPNT/St. Louis, MO</b> New Music Sunday Sunday 7-9:30pm Liz Altam</p> <p>Placebo "Pure Morning" Wes Cunningham "So It Goes" New World Spirits "Rise" King Missile "Gay Not Gay" Stardust "Music Sounds..."</p>	<p><b>WFSM/Wilmington, NC</b> Floor Hour Weekends 11pm-midnight Justin A. Butler</p> <p>Appalachian "From Out Of Nowhere" Finger Eleven "Quarantined" Goo Goo Dolls "Daisy" Marilyn Manson "Disassociative" Peyco "I Go Solo"</p>

40 Total Reporters



PLACEBO. PURE MORNING. PURE SMASH.

New this week:

- KTbz WMRQ WBRU WRXQ  
KKND KWOD KTOZ WWCD KRZO

Reacting!

- WXRK 23x 89X 38x Live 105 27x  
KNDD 32x KROQ 26x WEQX 16x  
KFTE 18x KMYZ 15x

Early adds also include:

- WHFS WBCN WXDG WHTG  
WOXY KNSX WBER KHLR

WITHOUT YOU I'M NOTHING  
in stores November 3rd

Appearing November 5th  
in NYC with Gomez (during CMJ)

TOUR INFO:  
www.vmg.co.uk/gigs/placebo.html

Produced by Phil Vinal  
Representation: Riverman Mgt.  
Dave McLean & Alex Weston

# garbage "SPECIAL"

the new single from  
the album Version 2.0

IMPACTING OCTOBER 12

on tour now through december

#### october

- 12 - Cain's Ballroom, Tulsa, OK
- 13 - Diamond Ballroom, Oklahoma City, OK
- 15 - Bronco Bowl, Dallas, TX
- 16 - Austin Music Hall, Austin, TX
- 17 - Theatre at Bayou Place, Houston, TX
- 19 - USF Special Events Center, Tampa, FL
- 20 - Sunrise Musical Theatre, Sunrise, FL

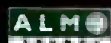
- 21 - House of Blues, Lake Buena Vista, FL
- 23 - The Tabernacle, Atlanta, GA
- 24 - The Ritz, Raleigh, NC
- 25 - AU Bender Arena, Washington DC
- 27 - Electric Factory, Philadelphia, PA
- 28 - The Palladium, Worcester, MA
- 30 - Roseland, New York, NY
- 31 - Convention Hall, Asbury Park, NJ

#### november

- 1 - Lupo's Heartbreak Hotel, Providence, RI
- 5 - Metropolis, Montreal, Canada
- 10 - Agora Ballroom, Cleveland, OH
- 12 - State Theater, Detroit, MI
- 13 - Bogart's, Cincinnati, OH
- 14 - Newport Music Hall, Columbus, OH
- 17 - Egyptian Room, Indianapolis, IN

[www.garbage.com](http://www.garbage.com)

(more dates to come - all dates subject to change - please check local listings)



## People Like What They Know

■ Discussing the changing face of Adult Alternative with Capitol's Nick Bedding

By Jim Kerr

In the ever-evolving and broad-based format that is Adult Alternative, the struggle for airplay seems especially heated at record companies today. Certainly part of that is due to the fourth quarter now being upon us, but there also seems to be an increasing amount of doubt in the minds of programmers about artists, even in the case of what may be considered "core" acts. This week, we talk to Capitol's Nick Bedding about the situation.

In the following interview, Bedding says, "People like what they know." This is repeated so often by radio programmers, whether explicitly or implicitly, that it could be considered



Nick Bedding

one of the laws of radio. But this rather simple statement hides one of the thorniest issues facing a format as broad in scope as Adult Alternative: People generally like many things, and not everybody likes these things in the same combination. I may like Natalie Imbruglia and Bonnie Raitt, but that doesn't mean that everybody likes this combination.

This conflict over what fits together has even generated its own branch of radio research,

of cluster analysis for Adult Alternative in a future issue. I bring it up now because I believe this "conflict of styles" has led to quite a bit of frustration within the format. One of the best contemporary examples is certainly John Hiatt, an artist who basically defined the format in its earliest days, yet is now struggling to find a home on stations that seem to have a hard time making him "fit."

**R&R:** Let's start by talking about the fourth-quarter madness that seems to be upon us. How, if at all, does this affect the way you approach working a release to Adult Alternative radio?

**NB:** Obviously, the fourth quarter is a huge retail season, and the pressure placed upon promotion departments to get airplay to help sell records is very high. Radio support at this time of year, regardless of format, is vital. At

about continued artist development/commitment and the audience familiarity that is a direct result of that commitment.

It's no secret that the "adult buyer" isn't always going to rush out and purchase an album as a result of hearing just one single. I would like to think that radio's investment in the success of two

At the Adult Alternative format, however, it is not only about igniting record sales, like Bonnie Raitt's latest release, it is more about continued artist development/commitment and the audience familiarity that is a direct result of that commitment.

or maybe even three singles from the same album has given its audience the "comfort zone" that the album, the concert ticket, and the back catalog are all safe and enjoyable purchases.

**R&R:** You bring up "familiarity," "commitment," and "investment." These are all words that radio uses to describe how it approaches new music. Are you saying that these are equally important record-company buzzwords, as well?

**NB:** As record-company buzzwords, yes. As key words for "adult radio," undeniably. I am working a new version of "Have A Little Faith In Me" from John Hiatt's *Greatest Hits*. John Hiatt is a core artist for the Adult Alternative format, and I've honestly got to say that I am disappointed at the response. There is an old adage that people like what they know and know what they like. While this cliché could come back to haunt me as a Catch-22 statement, it should not be a programming stretch for a station to support a core artist with an album chock-full of familiar tracks.

Analogous to this is the fact that the No. 1 most-added record last week was a remixed version of U2's "Sweetest Thing," a track that was not only originally released over 10 years ago, but, as evidenced by the number of "most-added" columns in

While I am respectful of the fact that Adult Alternative radio needs to be competitive in the marketplace, I still firmly believe that format-exclusive artists like John Hiatt give not only the format itself, but, more importantly, its listeners a place to call their own.

which it appeared, is also not "format-exclusive." While I am respectful of the fact that Adult Alternative radio needs to be competitive in the marketplace, I still firmly believe that format-exclusive artists like John Hiatt give not only the format itself, but, more importantly, its listeners a place to call their own.

**R&R:** Why are stations telling you they are having such a hard time with John Hiatt?

**NB:** There seems to be an ongoing misconception that "Have A...." has already been overplayed as a library track to the degree that it invalidates the new version as a current. In one particular instance, a station originally resistant to the track solicited feedback from their listeners. The audience response came back positive. As the listeners felt good about their recognition of both the artist and the song [in its new version], I think this example clearly illustrates the fact that we have a tendency to overthink the needs and wants of the listening audience.

At a seminar I recently attended, I heard a very eye-opening statistic in regard to spin history vs. audience familiarity. A P1 listener, on average, will spend two hours daily listening to a station. If a song gets spun a total of 250 times over a six-week period, that P1 listener has probably only heard the song a total of eight to 10 times. It is that kind of information that reinforces my view that the listeners are not as familiar with or burnt out on a song as quickly as we believe.

**R&R:** So what are your thoughts on multiformat songs being played by Adult Alterna-

ive radio?

**NB:** Chances are, if something is being played in all formats, it's a hit. I don't think anyone has ever truly been hurt by playing one of those, not that I would expect to see the Backstreet Boys on KBCO's playlist.

**R&R:** It seems to me that you have touched upon a struggle within the format. Most of the truly mass-appeal hit songs that the format has developed are crossing to other formats very quickly, which makes some PDs uncomfortable with the negative consequences. Conversely, the same PDs don't want to deal with older heritage artists because they won't cross over. What are your thoughts on this?

**NB:** I really don't think it is about the struggle within the Adult Alternative format as much as it is for all of radio in general. In today's highly competitive radio environment, there will undeniably exist a gray area for all formats in regards to the cross-pollination and, ultimately, ownership of an artist. I think the claiming of artists, whether new multiformat talent or format-exclusive heritage acts, gets more and more blurred every day.

Basically, a hit is a hit is a hit, and if an Adult Alternative station is going to program a multiformat success into its music mix, then it should be prepared to deal with multiformat sharing. In regards to the apprehension of said PDs not wanting to deal with older heritage artists because they won't cross over: If this has become the state of the format, then I am genuinely concerned for the music-intensive core Adult Alternative radio listener.

It should not be a programming stretch for a station to support a core artist with an album chock-full of familiar tracks.

cluster analysis, which correlates which artists and music fit together best. While I plan on looking at the interesting topic

the Adult Alternative format, however, it is not only about igniting record sales, like Bonnie Raitt's latest release, it is more



A TRAGIC MOMENT AT KFOG — Sire Recording Artists the Tragically Hip stop by the KFOG offices. Taking part in the band's lecture on tragic hipness are (back, l-r) Sire's Gary Nuell, bandmembers Johnny Fay and Rob Baker, and Sire's Lori Blumenthal; (front, l-r) KFOG MD Bill Evans; bandmembers Paul Langlois, Gordon Downie, and Gord Sinclair; KFOG PD Paul Marszalek; and (kneeling) band manager Jake Gold.



S, B, AND R, ALONG WITH L AND F — Lyle Lovett stops by to visit with the powerful and mysterious SBR crew. Seen here are (l-r) SBR's Scott Strong and John Bradley, Lovett, and SBR's Dave Rahn and Tom Fricke.

Jai Guru Deva Om

# *Fiona Apple*

## ACROSS THE UNIVERSE



The single and video from the soundtrack to the film PLEASANTVILLE. Impacting October 13.



Video directed by Paul Thomas Anderson Song produced by Jon Brion Management: HK Soundtrack in stores 10/13 Film opens 10/23

**WORK**

SONY MUSIC  
SOUNDTRAC



SW	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	2	1	1	<b>1</b> SHERYL CROW My Favorite Mistake (A&M)	863	821	781	687	39/1
5	4	3	2	<b>2</b> SHAWN MULLINS Lullaby (Columbia)	773	757	659	536	36/0
1	1	2	3	CHRIS ISAAK Please (Reprise)	771	815	815	769	39/0
3	3	4	4	EAGLE-EYE CHERRY Save Tonight (Work)	722	724	731	658	33/0
7	6	5	5	<b>5</b> JOHN MELLENCAMP Your Life Is Now (Columbia)	592	572	576	505	35/1
8	7	7	6	HOOTIE & THE BLOWFISH I Will Wait (Atlantic)	495	508	516	440	28/0
—	13	8	7	<b>7</b> BRUCE HORNSBY Great Divide (RCA)	482	437	320	82	33/0
—	—	12	8	<b>8</b> ALANIS MORISSETTE Thank U (Maverick/Reprise)	471	365	4	—	30/0
4	5	6	9	BRIAN SETZER ORCHESTRA Jump Jive An' Wail (Interscope)	448	553	599	642	25/0
11	10	9	10	<b>10</b> LYLE LOVETT Bears (Curb/MCA)	426	403	387	357	29/0
23	18	15	11	<b>11</b> DAVE MATTHEWS BAND Crush (RCA)	424	335	265	188	31/2
<b>BREAKER</b>			12	<b>12</b> U2 Sweetest Thing (Island)	411	131	—	—	36/8
12	11	10	13	<b>13</b> FASTBALL Fire Escape (Hollywood)	395	392	377	354	27/1
14	12	13	14	<b>14</b> KEB' MD' I Was Wrong (550 Music)	354	353	376	321	27/0
—	27	18	15	<b>15</b> GOD GOD DOLLS Slide (Warner Bros.)	354	298	182	85	26/0
6	8	11	16	BARENAKED LADIES One Week (Reprise)	348	373	477	510	21/0
21	14	19	17	<b>17</b> SINEAD LOHAN No Mermaid (Grapevine/Interscope)	311	270	282	220	24/1
9	9	14	18	SMASHING PUMPKINS Perfect (Virgin)	278	342	389	405	18/0
29	22	20	19	<b>19</b> THIRD EYE BLIND Jumper (Elektra/EEG)	275	263	217	152	14/0
16	20	21	20	<b>20</b> SUSAN TEDESCHI It Hurt So Bad (Tone Cool)	269	240	234	258	21/2
18	16	17	21	TRAGICALLY HIP Poets (Sire)	258	280	272	237	25/0
19	19	18	22	NATALIE MERCHANT Break Your Heart (Elektra/EEG)	254	273	253	233	24/1
—	—	23	23	<b>23</b> JONNY LANG Still Rainin' (A&M)	246	216	166	94	21/0
—	28	24	24	<b>24</b> SEMISONIC Singing In My Sleep (MCA)	234	212	182	148	17/0
<b>DEBUT</b>			25	<b>25</b> R.E.M. Daysleeper (Warner Bros.)	218	—	—	—	38/38
—	29	25	26	<b>26</b> BONNIE RAITT Blue For No Reason (Capitol)	206	195	181	132	19/0
—	—	27	27	<b>27</b> SON VOLT Driving The View (Warner Bros.)	191	176	134	36	21/1
—	—	29	28	<b>28</b> CAKE Never There (Capricorn/Mercury)	179	174	111	69	16/3
15	15	22	29	<b>29</b> GOO GOD DOLLS Iris (Warner Sunset/Reprise)	179	239	276	297	12/1
<b>DEBUT</b>			30	<b>30</b> CRACKER The Good Life (Virgin)	176	160	160	139	18/0

This chart reflects airplay from September 28-October 4. Songs ranked by total plays. Highlighted songs indicate Breaker. 40 Adult Alternative reporters. 39 current playlists. © 1998, R&R Inc.

## NEW & ACTIVE

**JONI MITCHELL** The Crazy Cries Of Love (Reprise)  
Total Plays: 162, Total Stations: 16, Adds: 1

**DUNCAN SHEIK** Bite Your Tongue (Atlantic)  
Total Plays: 151, Total Stations: 16, Adds: 2

**NEW RADICALS** You Get What You Give (MCA)  
Total Plays: 141, Total Stations: 20, Adds: 6

**BARENAKED LADIES** It's All Been Done (Reprise)  
Total Plays: 128, Total Stations: 14, Adds: 2

**LUCINDA WILLIAMS** Can't Let Go (Mercury)  
Total Plays: 128, Total Stations: 18, Adds: 6

**LENNY KRAVITZ** Fly Away (Virgin)  
Total Plays: 120, Total Stations: 10, Adds: 2

**WILLIAM TOPLEY** Sycamore Street (Mercury)  
Total Plays: 117, Total Stations: 13, Adds: 0

**WES CUNNINGHAM** So It Goes (Warner Bros.)  
Total Plays: 110, Total Stations: 14, Adds: 2

**ELLIOTT SMITH** Waltz #2 (XO) (DreamWorks)  
Total Plays: 105, Total Stations: 15, Adds: 3

**PATTY GRIFFIN** Change (A&M)  
Total Plays: 94, Total Stations: 13, Adds: 2

Songs ranked by total plays

## BREAKERS

U2		CHART
Sweetest Thing (Island)		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	
411/280	36/8	12

## MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
R.E.M. Daysleeper (Warner Bros.)	38
PHISH Birds Of A Feather (Elektra/EEG)	13
U2 Sweetest Thing (Island)	8
BECK Tropicalia (DGC/Geffen)	7
NEIL FINN She Will Have Her Way (Work)	6
NEW RADICALS You Get What You Give (MCA)	6
LUCINDA WILLIAMS Can't Let Go (Mercury)	6
COWBOY JUNKIES New Dawn Coming (Geffen)	5
INDIGENOUS Now That You're Gone (Pachyderm)	4
BIG BAD VOODOO DADDY You & Me... (Coolsville/Interscope)	3
CAKE Never There (Capricorn/Mercury)	3
SHERYL CROW There Goes The Neighborhood (A&M)	3
EVERYTHING Good Thing (Blackbird/Sire)	3
PAUL KELLY Saturday Night And Sunday... (Vanguard)	3
ELLIOTT SMITH Waltz #2 (XO) (DreamWorks)	3

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
U2 Sweetest Thing (Island)	+280
R.E.M. Daysleeper (Warner Bros.)	+218
ALANIS MORISSETTE Thank U (Maverick/Reprise)	+106
NEW RADICALS You Get What You Give (MCA)	+98
PHISH Birds Of A Feather (Elektra/EEG)	+90
DAVE MATTHEWS BAND Crush (RCA)	+89
GOO GOD DOLLS Slide (Warner Bros.)	+56
BRUCE HORNSBY Great Divide (RCA)	+45
SHERYL CROW My Favorite Mistake (A&M)	+42
SINEAD LOHAN No Mermaid (Grapevine/Interscope)	+41
SISTER HAZEL All For You (Universal)	+41

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.

# sinéad lohan

## no mermaid

Swimming Away At:

R&R  
**17**

WXRT WBOS KGSR  
KMTT WXRV WMMM  
KTCZ CIDR WDOO (add)  
WXPB WNCS & more

4 week sales pattern:  
1,199 - 1,277 - 1,408 - 1,535 pieces

OVER 2,000 PIECES SOLD  
IN BOSTON!

ON TOUR NOW!

Grapevine



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

Spinning at:

KBCO WRLT KENZ KXPB  
KAEP WCLZ(add) KBAC (add) KTHX (add)

OVER 600,000 SCANNED!

ON TOUR THIS FALL



# Elliott Smith Waltz #2 (XO)

From the DreamWorks Debut Album XO

★★★ 1/2-Rolling Stone

8/10 -Spin

★★★★ -Los Angeles Times



Elliott Smith  
Waltz #2 (XO)

**On Tour Now!**  
Appearing on  
*Saturday Night Live*  
October 17th

### New This Week:

**WBOS WMMM WNCS**

### Already On:

**KCRW WXPB WXRV WRLT WFUV  
WYEP WCLZ KOTR KBAC KMTT  
KGSR KINK WCBE KRVM WRNX  
KRSH KFXJ**

**and many more!**



[www.dreamworksmusic.com](http://www.dreamworksmusic.com)

produced, recorded, mixed by tom rothrock, rob schnepf and elliot smith  
except "baby britain" recorded by jessica bolton and  
"amity" recorded by larry craine  
management: margaret guttman  
©1998 sky music l.a.

3W	2W	1W	TW	ARTIST	TITLE	LABEL(S)	TOTAL PLAYS	WEEKS ON CHART	EMPHASIS TRACKS (PLAYS)
2	2	2	1	<b>1</b> SHERYL CROW	The Globe Sessions	(A&M)	888	+67	"Mistake" (863) "There" (20)
1	1	1	2	CHRIS ISAAK	Speak Of The Devil	(Reprise)	810	-24	"Please" (771) "Flying" (18)
7	4	3	3	<b>2</b> SHAWN MULLINS	Soul's Core	(Columbia)	776	+19	"Lullaby" (773) "Shimmer" (3)
3	3	4	4	EAGLE-EYE CHERRY	Desireless	(Work)	724	-2	"Save" (722) "Comatose" (2)
8	7	6	5	<b>3</b> JOHN MELLENCAMP	John Mellencamp	(Columbia)	592	+20	"Life" (592)
6	8	7	6	DAVE MATTHEWS BAND	Before These Crowded Streets	(RCA)	548	+9	"Crush" (424) "Stay" (116)
4	5	5	7	BRIAN SETZER ORCHESTRA	The Dirty Boogie	(Interscope)	502	-82	"Jump" (448) "Cats" (38)
5	6	8	8	BARNAKED LADIES	Stunt	(Reprise)	496	-26	"Week" (348) "Done" (128)
9	9	9	9	HOOTIE & THE BLOWFISH	Musical Chairs	(Atlantic)	495	-13	"Wait" (495)
18	10	10	10	BRUCE HORNSBY	Spirit Trial	(RCA)	492	+55	"Great" (482) "Resting" (6)
16	16	16	16	ALANIS MORISSETTE	Supposed Former Infatuation...		471	+108	"Thank" (471)
13	13	12	12	LYLE LOVETT	Slap Inside This House	(Curb/MCA)	456	+36	"Bears" (426) "Texas" (13)
12	12	11	11	FASTBALL	All The Pain Money Can Buy	(Hollywood)	437	+4	"Fire" (395) "Way" (42)
11	10	14	14	<b>4</b> U2	The Best Of 1980-1990	(Island)	411	+280	"Sweetest" (411)
11	10	14	14	NATALIE MERCHANT	Ophelia	(Elektra/EEG)	371	-8	"Break" (254) "Generous" (117)
16	14	15	16	KEB' MO'	Slow Down	(550 Music)	364	-7	"Wrong" (354) "God" (8)
30	19	17	17	GOO GOO DOLLS	Dizzy Up The Girl	(Warner Bros.)	354	+56	"Slide" (354)
18	15	13	18	SEMISONIC	Feeling Strangely Fine	(MCA)	349	-33	"Singing" (234) "Closing" (90)
17	17	18	19	BONNIE RAITT	Fundamental	(Capitol)	334	-16	"Reason" (206) "Spit" (77)
25	19	21	20	SINEAD LOHAN	No Mermaid	(Grapevine/Interscope)	327	+45	"Mermaid" (311) "Takes" (16)
10	11	17	21	SMASHING PUMPKINS	Adore	(Virgin)	296	-68	"Perfect" (278) "Adore" (6)
22	23	23	22	SUSAN TEDESCHI	Just Won't Bum	(Tone Cool)	293	+28	"Hurt" (269) "Little" (14)
26	24	23	23	THIRD EYE BLIND	Third Eye Blind	(Elektra/EEG)	277	+12	"Jumper" (275) "How" (2)
23	21	22	24	TRAGICALLY HIP	Phantom Power	(Sire)	258	-22	"Poets" (258)
28	25	25	26	JONNY LANG	Wander This World	(A&M)	246	+30	"Rainin'" (246)
30	27	25	26	MATCHBOX 20	Yourself Or Someone Like You	(Lava/Atlantic)	232	-23	"Real" (131) "Back" (91)
19	20	26	27	LUCINDA WILLIAMS	Car Wheels On A Gravel Road	(Mercury)	220	-19	"Let" (128) "Right" (73)
28	27	27	29	R.E.M. Up		(Warner Bros.)	218	+218	"Daysleeper" (218)
21	25	27	29	PATTY GRIFFIN	Flaming Red	(A&M)	215	-7	"Change" (94) "Big" (85)
30	29	29	29	SON VOLT	Wide Swing Tremelo	(Warner Bros.)	191	+15	"Driving" (191)

## MOST ADDED.

ARTIST	TITLE	LABEL(S)	ADDS
R.E.M.	Up	(Warner Bros.)	38
PHISH	The Story Of The Ghost	(Elektra/EEG)	13
U2	The Best Of 1980-1990	(Island)	8
BECK	Mutations	(DGC/Geffen)	7
NEW RADICALS	Maybe You've Been...	(MCA)	6
INDIGENOUS	Now That You're Gone	(Pachyderm)	4
BIG BAD WOODOO DADDY	Big Bad...	(Coolsville/Capitol)	3
CAKE	Prolonging The Magic	(Capricorn/Mercury)	3
EVERYTHING	Supernatural	(Blackbird/Sire)	3
PAUL KELLY	Words And Music	(Vanguard)	3
ELLIOTT SMITH	XO	(DreamWorks)	3

## MOST INCREASED PLAYS

ARTIST	TITLE	LABEL(S)	TOTAL PLAY INCREASE
U2	The Best Of 1980-1990	(Island)	+280
R.E.M.	Up	(Warner Bros.)	+218
ALANIS MORISSETTE	Supposed Former...	(Maverick/Reprise)	+108
NEW RADICALS	Maybe You've Been...	(MCA)	+98
PHISH	The Story Of The Ghost	(Elektra/EEG)	+90
SHERYL CROW	The Globe Sessions	(A&M)	+67
GOO GOO DOLLS	Dizzy Up The Girl	(Warner Bros.)	+56
BRUCE HORNSBY	Spirit Trial	(RCA)	+55
SINEAD LOHAN	No Mermaid	(Grapevine/Interscope)	+45

This chart reflects airplay from September 28-October 4. Albums ranked by total plays, with plays from all cuts from an album combined. 40 Adult Alternative reporters. 39 current playlists. © 1998, R&R Inc.

## REPORTERS

Stations and their adds by track listed alphabetically by market

<b>WXLE/Albany, NY</b> PD: Paul Hunter SB: Ron Tyler 28 DAVE MATTHEWS BAND "Stay" R.E.M. "Daysleeper" U2 "Sweetest" DAVE MATTHEWS BAND "Crush"	<b>WBOS/Boston, MA</b> PD: George Foster Stearns SB: Chris Brown 3 R.E.M. "Daysleeper" 3 LIZ PHAR "Polyester" NEW RADICALS "Get" MYSTERIES OF LIFE "Downfall" WES CLUBBINGHAM "Goss" ELLIOTT SMITH "Wait" LUCINDA WILLIAMS "Let" INDIGENOUS "Gone"	<b>WOOD/Chattanooga, TN</b> SB: Danny Howard PD: Steve Adams U2 "Sweetest" R.E.M. "Daysleeper" SINEAD LOHAN "Mermaid"	<b>KOPK/Denver, CO</b> PD: Paul Shoop SB: Eric Belmont 9 BETTER THAN EXTRA "Murder" NEW RADICALS "Get" R.E.M. "Daysleeper"	<b>WMMM/Madison, WI</b> PD: Pat Sengler SB: Tom Teuber 9 R.E.M. "Daysleeper" 7 PHISH "Birds" ELLIOTT SMITH "Wait"	<b>WKDC/Norfolk, VA</b> PD: Steve Hines SB: Steve Hines 20 R.E.M. "Daysleeper" NEW RADICALS "Get" AFGHAM WINGS "Something" SOUL COUNTRY "Circles"	<b>KTRX/Reno, NV</b> PD: Bruce Van Dyke SB: Bruce Van Dyke 12 R.E.M. "Daysleeper" 10 COWBOY JARBES "Down" 10 MATCHBOX 20 "Back" 7 V-BOYS "Venus" 7 PAUL KELLY "Saturday" 7 DPR "Coming" 5 PHISH "Birds" 5 INDIGENOUS "Gone" 4 BIG BAD WOODOO DADDY "Boots"	<b>KOTR/San Luis Obispo, CA</b> PD: Bruce Van Dyke SB: Bruce Van Dyke 9 R.E.M. "Daysleeper" 9 LUCINDA WILLIAMS "Let" 7 PHISH "Birds" 4 DUNCAN SHEW "Bird" 4 NEW RADICALS "Get" 4 LAURA LOVE "Sham" 4 BECK "Tropicals"	<b>KITTY/Seattle, WA</b> SB: Chris Hays PD: James Parker SB: Don Carlson 6 PHISH "Birds" 6 R.E.M. "Daysleeper" LITTLE FEAT "Honey"	<b>KAEP/Spokane, WA</b> PD: Nancy Jones SB: Nancy Jones 9 R.E.M. "Daysleeper" CAKE "Hater"	<b>WVPR/SF. Louis, MO</b> PD: Steve Hines SB: Steve Hines 42 SISTER HAZEL "AF" 2 R.E.M. "Daysleeper" LEBRY KRIVITZ "Fly"	<b>KYD/Santa Barbara, CA</b> PD: Fred Press SB: Fred Press 16 SHERYL CROW "Mezzar"	<b>KBAC/Santa Fe, NM</b> PD: Joe Jones SB: Joe Jones R.E.M. "Daysleeper" NEIL FIRM "Haw" JONATHAN RICHMAN "Confused" KEENE DY "Jesus" COWBOY JARBES "Down" BIG BAD WOODOO DADDY "Boots" EVERYTHING "Good" BLUE PLATE SPECIAL "High" GOLDEN SMOG "Liar"	<b>WVFX/Springfield, MA</b> SB: Tom Davis PD: Steve Hines SB: Steve Hines R.E.M. "Daysleeper" BECK "Tropicals" WES CLUBBINGHAM "Goss" PAUL KELLY "Saturday"	<b>WVNY/Cape Cod, MA</b> PD: Steve Hines SB: Steve Hines 5 R.E.M. "Daysleeper" 1 NEIL FIRM "Haw" 1 PETER WOLF "Torus" 1 COWBOY JARBES "Down" 1 BARNAKED LADIES "Dove"	<b>KBXR/Columbia, MO</b> PD: Michael Perry SB: Michael Perry 11 R.E.M. "Daysleeper" 5 SUSAN TEDESCHI "Hurt"	<b>WTTA/Indianapolis, IN</b> PD: Rich Allen SB: Steve Hines 13 R.E.M. "Daysleeper"	<b>WRTN/Nashville, TN</b> PD: Steve Hines SB: Steve Hines 2 DAVE MATTHEWS BAND "Rebound" BECK "Tropicals" NEIL FIRM "Haw" PATTY GRIFFIN "Change" OFFSPRING "Prudy" R.E.M. "Daysleeper"	<b>KOZN/Kansas City, MO</b> PD: Paul Sengler SB: Steve Hines R.E.M. "Daysleeper"	<b>KINZ/Portland, OR</b> PD: Dennis Constantine AP: Bob Corbett 18 R.E.M. "Daysleeper" 8 NEIL FIRM "Haw"	<b>KFOG/San Francisco, CA</b> PD: Paul Sengler AP: Bob Corbett 7 R.E.M. "Daysleeper" DAVE MATTHEWS BAND "Crush"
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40 Total Reporters  
 40 Current Reporters  
 39 Current Playlists

Did Not Report, Playlist Frozen (1):  
 KPGI/Monterey-Salinas, CA

# SCOTT THOMAS BAND SAD GIRL

THE NEW SINGLE FROM THE ALBUM CALIFORNIA

... (OUT OF FOUR) ON THIS BEGUILING DEBUT. SCOTT THOMAS LAYERS HIS RELAXED POP-ROCK WITH SUMPTUOUS HARMONIES THAT INVITE COMPARISONS TO THE EAGLES - USA TODAY

THOMAS AND COMPANY... WIND UP PLEASANT MEMORIES OF THE SOUTHERN CALIFORNIA ROCK WITH A JANGLY HARMONY-SOAKED POP - BILLBOARD

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- WXPN WCLZ
- KRSH KOTR
- KFXJ WNCS
- KTHX

www.americanradiohistory.com

# ADULT ALTERNATIVE PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ADULT ALTERNATIVE REPORTERS ON RAR ONLINE

**93.1 FM**  
WENT/Chicago  
(773) 773-1100  
Went/Martin

PLAYS	SW	FW	LF	TR	ARTIST/TITLE
17	17	17	17	17	BLE M/Dynasties
14	14	14	14	14	SHAWN BULLERUSA/ably
14	14	14	14	14	SHERYL CROWLEY/Favorite Mistake
16	16	16	16	16	CHRIS ISAAC/Phase
16	16	16	16	16	LEZ PANNA/Polyester Brnds
14	14	14	14	14	EAGLE-EYE CHERRY/Save Tonight
12	12	12	12	12	SMASHING PUMPKINS/Perfect
15	15	15	15	15	JOHN BELLESCAMP/Your Life Is Now
12	12	12	12	12	BRUCE HORSBY/Great Deeds
11	11	11	11	11	KEE MO'VA/You're Back
11	11	11	11	11	SOB VOLT/On The Way
11	11	11	11	11	HOOIE... A WHI WHI
12	12	12	12	12	GOO GOD DOLL\$/S
12	12	12	12	12	GRANT LEE BUFFALO/On The Way
11	11	11	11	11	AGENTS OF GOOD ROOTS/Upbeat
7	7	7	7	7	COBELL/S
7	7	7	7	7	DAVE MATTHEWS BAND/Crash
12	12	12	12	12	KEE MO'VA/You're Back
12	12	12	12	12	BRUCE HORSBY/Great Deeds
13	13	13	13	13	LEZ PANNA/Polyester Brnds
8	8	8	8	8	JOHNNY LANG/Sat Razer
8	8	8	8	8	GUSTEN/Parade
5	5	5	5	5	BRUCE HORSBY/Great Deeds
7	7	7	7	7	EYLE LOVETT/Beers
9	9	9	9	9	SNEAK ATTACK/No Moral
7	7	7	7	7	SHERYL CROWLEY/Favorite Mistake

**KFOG**  
WFOG/San Francisco  
(415) 543-1045  
Markus/Flans

PLAYS	SW	FW	LF	TR	ARTIST/TITLE
20	20	20	20	20	SHAWN BULLERUSA/ably
20	20	20	20	20	US-Summer Thing
21	21	21	21	21	BOBBIE NATT/On The Way
21	21	21	21	21	JOHN BELLESCAMP/Your Life Is Now
24	24	24	24	24	SHERYL CROWLEY/Favorite Mistake
24	24	24	24	24	CHRIS ISAAC/Phase
10	10	10	10	10	BRUCE HORSBY/Great Deeds
14	14	14	14	14	KEE MO'VA/You're Back
14	14	14	14	14	LEZ PANNA/Polyester Brnds
12	12	12	12	12	HOOIE... A WHI WHI
13	13	13	13	13	FRANKIE DAVE/On The Way
12	12	12	12	12	FRAGILE/HIP Pops
12	12	12	12	12	CRACKLE/RTHA Good Life
11	11	11	11	11	LUCINDA WILLIAMS/Right In Time
12	12	12	12	12	BRUCE HORSBY/Great Deeds
10	10	10	10	10	BAREBANKED LADIES/One Wash
12	12	12	12	12	KEE MO'VA/You're Back
10	10	10	10	10	BARBARA MCACHAS/My Best Friend
15	15	15	15	15	CORINNY JUBILEE/Singles From Our Home
13	13	13	13	13	BEEL... FIVE'S THE WAY Home
10	10	10	10	10	BARBARA MCACHAS/My Best Friend
10	10	10	10	10	TRAVIS/Free
10	10	10	10	10	JOHNNY LANG/Sat Razer
7	7	7	7	7	NATALIE MERCHANT/Brash Your Heart
7	7	7	7	7	NATALIE MERCHANT/Brash Your Heart
7	7	7	7	7	DAVE MATTHEWS BAND/Crash

**88.5 FM**  
WZLX/Philadelphia  
(215) 695-9177  
Rames/Warren

PLAYS	SW	FW	LF	TR	ARTIST/TITLE
11	11	11	11	11	COSTELLO WACHAPO/In The Desert
21	21	21	21	21	PHEENBOY'S A Festival
16	16	16	16	16	CYR CYR/Cry On Me
4	4	4	4	4	SHAWN BULLERUSA/ably
3	3	3	3	3	WES CRAIG/On The Way
5	5	5	5	5	SHERYL CROWLEY/Favorite Mistake
3	3	3	3	3	PATTY GRIFF/Change
3	3	3	3	3	BRUCE HORSBY/Great Deeds
8	8	8	8	8	EYLE LOVETT/Beers
7	7	7	7	7	SUSAN TEGESCHER/Heart So Bad
17	17	17	17	17	MORLEY/Heart Poppers
17	17	17	17	17	BOB VOLZ/On The Way
6	6	6	6	6	CHRIS ISAAC/Phase
5	5	5	5	5	NICHOLE LEVINS/Western Aest.
1	1	1	1	1	HANSA/Dance All Night
6	6	6	6	6	JOHN MITCHELL/The Cray Cray...
5	5	5	5	5	NATALIE MERCHANT/Brash Your Heart
11	11	11	11	11	BRUCE HORSBY/Great Deeds
4	4	4	4	4	ELLIOTT SMITH/Whiz #2 (R)
4	4	4	4	4	SEREBIO/Singing In My Sleep
6	6	6	6	6	FRAGILE/HIP Pops
4	4	4	4	4	LEZ PANNA/Polyester Brnds
4	4	4	4	4	SOB VOLT/On The Way
4	4	4	4	4	BOBBIE NATT/On The Way
4	4	4	4	4	R.E.M./Dynasties
4	4	4	4	4	KEE MO'VA/You're Back
4	4	4	4	4	CHUCKLE/No Moral
8	8	8	8	8	CRACKLE/RTHA Good Life
11	11	11	11	11	SOURMEL BUT ZIPPER/Soft As Peppering

**93.1 FM**  
KZZM/Dallas  
(214) 525-2400  
Fogel/Vassallo

PLAYS	SW	FW	LF	TR	ARTIST/TITLE
20	20	20	20	20	BRUCE HORSBY/Great Deeds
21	21	21	21	21	ASTRALNOISE/Escape
20	20	20	20	20	JOHN BELLESCAMP/Your Life Is Now
17	17	17	17	17	SHERYL CROWLEY/Favorite Mistake
20	20	20	20	20	EAGLE-EYE CHERRY/Save Tonight
20	20	20	20	20	GOO GOD DOLL\$/S
30	30	30	30	30	SHAWN BULLERUSA/ably
16	16	16	16	16	JOHNNY LANG/Sat Razer
19	19	19	19	19	BRUCE HORSBY/Great Deeds
18	18	18	18	18	DUNCAN SHEPHERD/On The Way
18	18	18	18	18	CHRIS ISAAC/Phase
18	18	18	18	18	BOB VOLZ/On The Way
16	16	16	16	16	TRAVIS/Free
20	20	20	20	20	LEZ PANNA/Polyester Brnds
16	16	16	16	16	KEE MO'VA/You're Back
16	16	16	16	16	BARBARA MCACHAS/My Best Friend
16	16	16	16	16	BOBBIE NATT/On The Way
16	16	16	16	16	WILLIE NELSON/On The Way
10	10	10	10	10	SMASHING PUMPKINS/Perfect
10	10	10	10	10	BEEL... FIVE'S THE WAY Home
10	10	10	10	10	KEE MO'VA/You're Back
7	7	7	7	7	EVERYTHING/HIP Pops
3	3	3	3	3	R.E.M./Dynasties
3	3	3	3	3	NEW RADICALS/You Get What You...

**93.9 FM**  
CROW/Detroit  
(313) 961-6387  
Duff/Beason

PLAYS	SW	FW	LF	TR	ARTIST/TITLE
20	20	20	20	20	JOHN BELLESCAMP/Your Life Is Now
22	22	22	22	22	SHERYL CROWLEY/Favorite Mistake
26	26	26	26	26	SMASHING PUMPKINS/Perfect
20	20	20	20	20	SHERYL CROWLEY/Favorite Mistake
31	31	31	31	31	FRAGILE/HIP Pops
31	31	31	31	31	CHRIS ISAAC/Phase
19	19	19	19	19	SHAWN BULLERUSA/ably
32	32	32	32	32	EAGLE-EYE CHERRY/Save Tonight
28	28	28	28	28	EYLE LOVETT/Beers
15	15	15	15	15	BRUCE HORSBY/Great Deeds
17	17	17	17	17	WILLIE NELSON/On The Way
14	14	14	14	14	BARBARA MCACHAS/My Best Friend
14	14	14	14	14	WEEA DANCE/On The Way
20	20	20	20	20	SMASHING PUMPKINS/Perfect
20	20	20	20	20	KEE MO'VA/You're Back
15	15	15	15	15	SMOKE/On The Way
15	15	15	15	15	ALANS MORISSETTE/Them U
12	12	12	12	12	DAVE MATTHEWS BAND/Crash
12	12	12	12	12	NEW RADICALS/You Get What You...
20	20	20	20	20	LEZ PANNA/Polyester Brnds
11	11	11	11	11	LUCINDA WILLIAMS/Right In Time
11	11	11	11	11	BOBBIE NATT/On The Way
11	11	11	11	11	WILLIE NELSON/On The Way
12	12	12	12	12	FRAGILE/HIP Pops
10	10	10	10	10	PATTY GRIFF/Change
6	6	6	6	6	MONCHE/BA/You The Process
6	6	6	6	6	AGENTS OF GOOD

**WBOB 92.9 FM**  
WBOB/Boston  
(617) 554-9267  
Morris/Rash

PLAYS	SW	FW	LF	TR	ARTIST/TITLE
17	17	17	17	17	JOHN BELLESCAMP/Your Life Is Now
17	17	17	17	17	EYLE LOVETT/Beers
18	18	18	18	18	HOOIE... A WHI WHI
20	20	20	20	20	SHAWN BULLERUSA/ably
20	20	20	20	20	CHRIS ISAAC/Phase
18	18	18	18	18	EAGLE-EYE CHERRY/Save Tonight
15	15	15	15	15	SHERYL CROWLEY/Favorite Mistake
26	26	26	26	26	SNEAK ATTACK/No Moral
20	20	20	20	20	SUSAN TEGESCHER/Heart So Bad
27	27	27	27	27	AGENTS OF GOOD ROOTS/Upbeat
4	4	4	4	4	FRAGILE/HIP Pops
25	25	25	25	25	PATTY GRIFF/Change
14	14	14	14	14	KEE MO'VA/You're Back
15	15	15	15	15	LEZ PANNA/Polyester Brnds
15	15	15	15	15	WEEA DANCE/On The Way
10	10	10	10	10	ALANS MORISSETTE/Them U
5	5	5	5	5	GOO GOD DOLL\$/S
14	14	14	14	14	BOBBIE NATT/On The Way
14	14	14	14	14	WILLIE NELSON/On The Way
14	14	14	14	14	SMASHING PUMPKINS/Perfect
14	14	14	14	14	BEEL... FIVE'S THE WAY Home
14	14	14	14	14	SMOKE/On The Way
14	14	14	14	14	NATALIE MERCHANT/Brash Your Heart
14	14	14	14	14	FRAGILE/HIP Pops
14	14	14	14	14	LEZ PANNA/Polyester Brnds
14	14	14	14	14	WILLIE NELSON/On The Way

**92.9 FM**  
WZZR/Boston  
(617) 374-4733  
Doody/Mullany

PLAYS	SW	FW	LF	TR	ARTIST/TITLE
15	15	15	15	15	DAVE MATTHEWS BAND/Crash
15	15	15	15	15	EYLE LOVETT/Beers
11	11	11	11	11	BRUCE HORSBY/Great Deeds
24	24	24	24	24	SHERYL CROWLEY/Favorite Mistake
23	23	23	23	23	CHRIS ISAAC/Phase
19	19	19	19	19	EAGLE-EYE CHERRY/Save Tonight
14	14	14	14	14	BARBARA MCACHAS/My Best Friend
14	14	14	14	14	EYLE LOVETT/Beers
15	15	15	15	15	SUSAN TEGESCHER/Heart So Bad
14	14	14	14	14	HOOIE... A WHI WHI
15	15	15	15	15	ALANS MORISSETTE/Them U
14	14	14	14	14	BOB VOLZ/On The Way
15	15	15	15	15	ANGELUS/Save On The Saters
15	15	15	15	15	LEZ PANNA/Polyester Brnds
27	27	27	27	27	JOHN BELLESCAMP/Your Life Is Now
14	14	14	14	14	SHAWN BULLERUSA/ably
14	14	14	14	14	BOBBIE NATT/On The Way
11	11	11	11	11	SOB VOLT/On The Way
11	11	11	11	11	CRACKLE/RTHA Good Life
10	10	10	10	10	ELLIOTT SMITH/Whiz #2 (R)
14	14	14	14	14	CHRIS ISAAC/Phase
12	12	12	12	12	BOBBIE NATT/On The Way
5	5	5	5	5	NEW RADICALS/You Get What You...
6	6	6	6	6	BETTER THAN FRA/One Better Wonder
12	12	12	12	12	HOOIE... A WHI WHI
12	12	12	12	12	DR. JOHN/Dance All Night
7	7	7	7	7	LEZ PANNA/Polyester Brnds

**92.5 FM**  
KNTZ/Seattle  
(206) 373-1037  
Kays/Carlson

PLAYS	SW	FW	LF	TR	ARTIST/TITLE
19	19	19	19	19	EYLE LOVETT/Beers
19	19	19	19	19	DAVE MATTHEWS BAND/Crash
22	22	22	22	22	KEE MO'VA/You're Back
20	20	20	20	20	SHAWN BULLERUSA/ably
18	18	18	18	18	SHERYL CROWLEY/Favorite Mistake
19	19	19	19	19	CHRIS ISAAC/Phase
14	14	14	14	14	BRUCE HORSBY/Great Deeds
17	17	17	17	17	SNEAK ATTACK/No Moral
10	10	10	10	10	JOHNNY LANG/Sat Razer
10	10	10	10	10	JOHN BELLESCAMP/Your Life Is Now
10	10	10	10	10	SUSAN TEGESCHER/Heart So Bad
7	7	7	7	7	PETE DROEGE/Eyes On The Colling
12	12	12	12	12	TRAVIS/Free
10	10	10	10	10	BUDDY GUY/Just Want To Be
10	10	10	10	10	PHEENBOY'S A Festival
6	6	6	6	6	JEFF BLACK/Midnight Moments
6	6	6	6	6	BARBARA MCACHAS/My Best Friend
6	6	6	6	6	LEZ PANNA/Polyester Brnds
10	10	10	10	10	FRAGILE/HIP Pops
11	11	11	11	11	JOHNNY LANG/Sat Razer
10	10	10	10	10	FRAGILE/HIP Pops
10	10	10	10	10	FRANKIE DAVE/On The Way
6	6	6	6	6	LOREN & NAWARAH/When The Lights...
6	6	6	6	6	HOTLIPS/When The Lights Go Out On Me...
7	7	7	7	7	BOB VOLZ/On The Way
7	7	7	7		

# OPPORTUNITIES

## OPENINGS

### NATIONAL



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Major Broadcast Service Co. has openings for General Mgrs. in Northeast markets. Exp. must include radio or TV station &/or sales mgt. with a "hands-on" work approach. Ideal candidate will be able to maximize profitability, build relationships & hire great people. Northeast contacts a +. Our client's employees are aware of this ad. Call ASAP: Laurie Kahn, (312) 944-8184, Media Staffing Network. Candidates can also schedule 90pt. w/Laurie @ the NAB Conference

### COMEDY PRODUCERS

Make 50k-plus for your talent. Can you write, voice and produce great radio comedy? Real talent equals big \$\$\$! All your info at: [www.3dradionet.com](http://www.3dradionet.com) EOE

### EAST

Morning news host for CHR WJYY-WNHQ. Must inform and entertain. T&R: Harry Kozlowski, 7 Perley St., Concord, NH 03301 EOE (10/09)

WEOK/WPDH/WCZX has a rare opening on the Hudson Valley's most listened to radio news team. Seeking experienced anchor/reporter for market leader near NYC. Send T&R ASAP to: Roger Clark, News Director, P.O. Box 416, Poughkeepsie, NY 12602. EOE

### B\*101.1

Weekend Air Talent needed for prime Saturday and Sunday dayparts. Great PT \$ for adult communicators. Experienced only. T&R: Chris Conley, WBEB, 10 Presidential Blvd., Bala Cynwyd, PA 19004 EOE.

B104, Allentown, needs a PM Drive host with strong production and appearance skills. Help us build upon our market dominance! T&R to: Brian Check, Atlantic Star Communications, 1541 Alta Drive, Whitehall PA, 18052. EOE

## OPENINGS

### Just One Break

Send a cassette of the funniest thing that's happened on your morning that's happened on your morning the last two weeks. Looking for a funny guy who plays well with others. It makes no difference what happened, we just want to laugh. Once we do, we'll be in touch for more. Radio & Records, 10100 Santa Monica Blvd., #669, 5th Floor, Los Angeles, CA 90067. EOE

### SOUTH

### NEWS TALENT

and PERSONALITIES NEEDED. Anchors, reporters, M/F, if you do news, call us. Also personalities for mornings, nites, phones. Stations want us to fill their openings. Over 10 in Florida alone. We've found jobs for talent coast-to-coast and have openings now. The ONLY service placing talent throughout the '90s.

**NETWORK**  
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Coastal Georgia resort area Adult Top-40 station has opening for morning sidekick. High energy, super production, big phones, remotes, ratings winner. Send T&R to: 108 Benedict Rd., Brunswick, GA 31520. EOE

### CHR ANNOUNCERS

CHR station in small southeast rated market seeks afternoon and night announcer. Must have energy and be able to work phones. Please rush tapes and resumes to: Radio & Records, 10100 Santa Monica Blvd., #670, 5th Floor, Los Angeles, CA 90067. EOE

### ATTN: CIRCUS PERFORMERS!

Alice@ 107.7 needs a balancing act to counter our He-Man morning host. Only smart, witty, creative, opinionated, and female-focused performers need apply. T&R: KLAL Co-host/Lifestyle Reporter c/o Randy Bush, 1429 Merrill Drive, Little Rock, AR 72211 EOE.

### RARE MORNING SHOW OPENING

Want to be the new morning drive host for Smooth Jazz Love 94? WLVE-Miami, has a rare opening for a rare individual. You're creative, concise and conversational, able to convey the features and benefits of Smooth Jazz music to our listeners in a morning context, and work well with a partner. Prior NAC experience a plus, but not necessary. Come live in sunny south Florida, working for one of the best companies in America! T&R ASAP to: Bret Michael PD, WLVE-FM, 194 NW 187th St., Miami FL 33442. NO CALLS PLEASE. Equal Opportunity Employer.

## OPENINGS

### MIDWEST

Wanna work in Fargo? Ya you betcha! Froggy 99.9 seeks to fill future openings. T&R: KVCK, Splash Gordon, Box 2966, Fargo, ND 58108-2966 EOE (10/09)

Seeking a personality to be a big fish in a small pond. T&R: KQAM/KDMG, 2650 Mt. Pleasant St., Burlington, IA 52601 EOE (10/09)



### MusicMaster Customer Support

A-Ware Software is looking for additional MusicMaster customer support personnel. Some MusicMaster experience is a plus, but we will provide additional training. Applicants must be willing to relocate to the Milwaukee area. We offer a competitive salary and benefits.

Send your resume to: A-Ware Software, Human Resources Dept., 20225 Watertown Blvd., Brookfield, WI 53045 or fax to: 414-717-2230. No phone calls please, EOE.

### OPERATIONS MANAGER

Independent group seeks strong programmer who is technically adept, knows FCC rules, is comfortable with computer systems and has good people skills for a small market satellite, promotion-oriented station.

For stability and growth potential rush tape and experience profile to: Department RR-1098, Suite A, 2282 Village Mall Drive, Mansfield, OH 44906.

### Morning Show

Morning show dynamo for Country powerhouse. This will be your best job ever! Rush T&R to: Radio & Records, 10100 Santa Monica Blvd., #671, 5th Floor, Los Angeles, CA 90067. EOE

### PROGRAM DIRECTOR

Program our four radio stations in Lafayette! Bring a proven track record and a take charge attitude. Great studio/production facilities and Big Ten town. Send tape, resume and programming success stories to: Artistic Media Partners, c/o Nancy May, P.O. Box 1410, Lafayette, IN 47902. No phone calls please. EOE

### WEST

KNZR is searching for dynamic, witty co-host for talk intensive morning show. T&R: Chris Townsend, KNZR, 3651 Pegasus Dr., #107, Bakersfield, CA 93308 EOE (10/09)

88.5 seeks a midday diva now! Express your T&R to: Steve Weil, PD, KBOS, 1086 E. Shaw Ave., Fresno, CA 93710 EOE (10/09)



The newest station in Las Vegas is looking for our first morning show. Star 105.5 needs an upbeat, natural sounding Hot AC or CHR personality to team with our female sidekick. No yuckmeisters or "bit" jocks! If you can relate to females in the morning, rush T&R to: Jerry Dean, Program Director, Star 105.5, 1455 E. Tropicana #800 Las Vegas, NV, 89119. Centennial Broadcasting is an equal opportunity employer.

## OPENINGS

### Future Talk Show Hosts Wanted!

Salem Communications Corp., a leading company for Christian/Conservative talk, is building its stable of talk show host. We are growing all over the country and need talent to fill current openings in Pittsburgh and Philadelphia, and future openings as we grow! You must be able to plan and execute a compelling current events-driven show, know the bible, use creative production to make your point, plus have a strong desire to do great things for the local community. Please send your resume and a one-page description of how you create a great show on a daily basis, plus a fresh on-air tape of your best work to:

Salem Communications Corp.  
 Howard Freedman - National PD  
 4880 Santa Rosa Road, #300  
 Camarillo, CA 93012. EOE

### AUDIO PRODUCTION TECHNICIAN

National Christian radio broadcasting company seeking person with experience in digital audio and/or video editing to produce media for public policy division. Salem Communications Corp., HR Department, 4880 Santa Rosa Road, Ste. 300, Camarillo, CA 93012, Fax: 384-4520. EOE



Today's Music Alternative, 100.5 The Zone, is looking for an entertainer to take over the Capital City at night! Send the best of what you think adults want to hear from an entertainer. No phone calls please. Mail your tape and resume to: Carmy Ferreri, 280 Commerce Circle, Sacramento, CA 95815

CBS Radio is an Equal Opportunity Employer. Women and minorities are encouraged to apply.



### PROMOTION DIRECTOR

Portland's heritage Active Rocker seeks street savvy, highly organized and motivated individual to create, plan and execute station and sales promotions. Must be extremely flexible, detail oriented and able to balance the relationship between sales and programming. Great writing skills and ability to effectively communicate with listeners, clients and staff members a must! Send resume and writing samples to: Susan Reynolds, Marketing Director, 101 KUF0, 2040 SW First, Portland, OR 97201. Fax: (503) 222-2047 No Phone Calls, please. KUF0 Radio is an equal opportunity employer. Women and minorities encouraged to apply.

[www.ronline.com](http://www.ronline.com)

# OPPORTUNITIES

October 9, 1998 R&R • 123

## OPENINGS

### 100.5 THE ZONE

Today's Music Alternative, 100.5 The Zone, is looking for a key player! You must be computer literate, able to manage your department and make our major advertisers feel as important as they truly are to our company. Manage this and the PROMOTION DIRECTOR position is yours! No phone calls please. Mail your resume with some examples of recent work to: Carmy Ferreri, 280 Commerce Circle, Sacramento, CA 95815

CBS Radio is an Equal Opportunity Employer. Women and minorities are encouraged to apply.

### Wanted! Internet Sales Rep.!

Leading Media company seeks candidate with Internet savvy, sales skills, and existing account list. Position demands someone who knows the nuances of web sales and development. Rush resume to: Radio & Records, 10100 Santa Monica Blvd., #672, 5th Floor, Los Angeles, CA 90067. EOE

Thunder Country/Tri-Cities seeking Program Director for one of the nation's most competitive small markets. We're top-rated and plan to stay there. Got what it takes? Great morning show and staff in place. Send station scan and programming philosophy to: Jon McGann, Director of Programming, Triathlon Broadcasting/Tri-Cities, 830 N. Col. Ctr. Blvd., Ste B-2, Kennewick, WA 99336 EOE

## OPPORTUNITY KNOCKS

in the pages of R&R every Friday

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## OPENINGS

### PROGRAM DIRECTOR LOS ANGELES

Y107-FM, America's 4th largest modern rock radio station is looking for a Program Director. If you thought the entrepreneurial spirit of radio has fallen to the corporate behemoths of broadcasting, think again.

We are looking for a PD that will build upon a successful music product and create a strong brand identity around it. We want a team player with killer promotional instincts that can lead and motivate.

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Fax a cover letter and resume to: GM @ 626-351-4315. EOE



### JOB OPENING KFOG RADIO, SAN FRANCISCO AIR TALENT

Hungry? KFOG's first full-time opening in some four years! We need a 7-midnight air talent. Successful candidate is a team player, brings energy, runs a perfect board, and can handle phones. Most importantly, you must know how to bring a creative idea to life. Morning drive experience and digital editing skills are a big plus. Must be willing to tolerate 280 days of beautiful weather and work in an immaculate new facility. Deadline for application is 10/31/98. Absolutely no phone calls. T&R to: Paul Marszalek, KFOG Radio, 55 Hawthorne Street, 10th Fl., San Francisco, CA 94105.

## POSITIONS SOUGHT

### POSITIONS SOUGHT

### INTERVIEW ME & I'LL PAY THE AIRFARE!

I'll be at NAB in Seattle eager to show you how my APD & morning show experience in Miami, Baltimore & DC will get you results! Steve Marshall 954-527-5620. Airfare offer not valid after NAB :)

Morning AT/MD - Unleash your competitions worst nightmare! Women, phones, fun and ratings. MIKE: (510) 432-7801 (10/09)

Young Midnight Maniac ready to take the airwaves for you. Wild or mild. KEITH: (765) 779-4651 or kpsturn@request.net (10/09)

Pat Clarke Voice talent, station imaging, commercials, narration. For CD demo, e-mail: patclarke@home.net or call PAT: (972) 495-3841 (10/09)

One virgin in search of training, please be gentle. Detroit MI area. Small market preferred. WAYNE: (313) 388-3409 (10/09)

Entertaining Sportscaster available. MIKE: (800) 785-0918-18 (10/09)

Joe McMillan WROR, Oldies 103 WMJX, WHDH searching for weekends in Boston, Providence or New York. JOE: (508) 759-6257 (10/09)

### FEMALE RADIO NEWS DIRECTOR AND MORNING SHOW SIDEKICK

seeks new glg with high energy station west of the Mississippi. Will work as a creative team member-personal appearances and remotes a plus. Krista 319-753-1024.

## POSITIONS SOUGHT

Searching for a pro? Major talent now available. PD/MD seeks gig in picturesque med./small market. LEE HOGAN: (407) 423-4868, hogalee@bellsouth.net (10/09)

A witty and humorous love doctor who understands women is the only one you can put opposite Dr. Laura. DOCTOR LOVE: (800) 404-2644, www.doctlove.com (10/09)

15 year radio pro seeks country gig at your professional station. PD/air talent. Top 100 markets only. KRIS: (540) 462-3431 (10/09)

Super engineer! Great professional audio, RF, studio and construction. Available immediately, fulltime or temporary. USA or overseas. BILL ELLIOTT: (813) 920-7102 (10/09)

Will sacrifice first born for right gig. Young gun with six years experience for hire. Many formats. Call KEVIN: (781) 641-1471 (10/09)

College graduate seeks microphone that isn't sticky! TOMMY WECK: (516) 932-6965 or Dedfre@aol.com (10/09)

Listener and sponsor friendly, mature news anchor, production and air talent could work for your station. Get affordable quality! ALEX: (513) 777-8423 (10/09)

Tony Bright in the night! Warm, reliable, friendly love songs host seeks leading station. Any top market. TONY: (619) 280-0127 or (303) 473-4400 (10/09)

12 year pro working parttime at two PA CHR's seeks fulltime CHR/HAC. Anywhere, any shift! SAVAGE: (814) 834-1202 (10/09)

Bill Diamond. ABC Satellite Music Network morning fill-ins, seeks small market country mornings & management challenge. BILL: (972) 216-0358 (10/09)

Did somebody say opening? Call your next investment ... JEFF: (318) 357-8069 (10/09)

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# OPPORTUNITIES

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Experienced PD/MD/Prod./AT. Resume: <http://hometown.aol.com/KQBILL/index.html> or call BILL NORRIS: (210) 655-1409 (10/09)

## POSITIONS SOUGHT

Not just another pretty voice! I also host, announce, interview and produce great radio. KIM CHILDS: (201) 795-2678 (10/09)

Steady, consistent, veteran AT/PD searching for small market gig to run so you can play golf. JIM: (419) 238-1107, jimmyd56@reborn.com (10/09)

AT with production skills seeks position in So. Cal. desert area. ROB: (760) 360-3768 or view T&R at [members.aol.com/entranced](http://members.aol.com/entranced) (10/09)

## POSITIONS SOUGHT

### R&R Opportunities Free Advertising

Radio & Records provides free (20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

### Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727. Only free positions sought ads are accepted by email [kmumaw@rronline.com](mailto:kmumaw@rronline.com). Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

## POSITIONS SOUGHT

### R&R Opportunities Advertising

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### Blind Box: add \$50

The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping and handling.

### Positions Sought: \$50/inch

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

### Payable In Advance

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310-203-8727) or mail. Visa, MC, AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

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To appear in the following week's issue, your ad must be received by **Thursday noon (PST)** eight days prior to issue date. Address all ads to R&R Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

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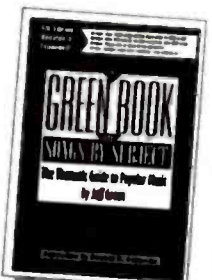
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### CHR/POP

LW	TW	ARTIST	SON	REMARKS
2	1	<b>BARENAKED LADIES</b>	One Week (Reprise)	
1	2	<b>AEROSMITH</b>	I Don't Want To Miss A Thing (Columbia)	
4	3	<b>JENNIFER PAIGE</b>	Crush (Edel America/Hollywood)	
5	4	<b>BACKSTREET BOYS</b>	I'll Never Break Your Heart (Jive)	
3	5	<b>GOO GOO DOLLS</b>	Iris (Warner Sunset/Reprise)	
6	6	<b>ALL SAINTS</b>	Never Ever (London/Island)	
7	7	<b>'N SYNC</b>	Tearin' Up My Heart (RCA)	
12	8	<b>AALIYAH</b>	Are You That Somebody? (Atlantic)	
8	9	<b>MATCHBOX 20</b>	Real World (Lava/Atlantic)	
22	10	<b>ALANIS MORISSETTE</b>	Thank U (Maverick/Reprise)	
11	11	<b>JANET</b>	Go Deep (Virgin)	
9	12	<b>EDWIN MCCAIN</b>	I'll Be (Lava/Atlantic)	
15	13	<b>SHERYL CROW</b>	My Favorite Mistake (A&M)	
16	14	<b>FAITH HILL</b>	This Kiss (Warner Bros.)	
19	15	<b>THIRD EYE BLIND</b>	Jumper (Elektra/EEG)	
10	16	<b>SEMISONIC</b>	Closing Time (MCA)	
13	17	<b>HOOTIE &amp; THE BLOWFISH</b>	I Will Wait (Atlantic)	
14	18	<b>NEXT</b>	Too Close (Arista)	
20	19	<b>EVERYTHING</b>	Hooch (Blackbird/Sire)	
23	20	<b>BRIAN SETZER ORCHESTRA</b>	Jump Jive An' Wail (Interscope)	
25	21	<b>EAGLE-EYE CHERRY</b>	Save Tonight (Work)	
17	22	<b>WILL SMITH</b>	Just The Two Of Us (Columbia)	
21	23	<b>INOJ</b>	Time After Time (Columbia)	
18	24	<b>BRANDY &amp; MONICA</b>	The Boy Is Mine (Atlantic)	
27	25	<b>MADONNA</b>	The Power Of Good-Bye (Maverick/WB)	
32	26	<b>98 DEGREES</b>	Because Of You (Motown)	
31	27	<b>MONICA</b>	The First Night (Arista)	
26	28	<b>FASTBALL</b>	The Way (Hollywood)	
34	29	<b>EVE 6</b>	Inside Out (RCA)	
29	30	<b>PM DAWN</b>	I Had No Right (Gee Street/V2)	
36	31	<b>SHAWN MULLINS</b>	Lullaby (Columbia)	

CHR begins on Page 47.

### HOT AC

LW	TW	ARTIST	SON	REMARKS
1	1	<b>GOO GOO DOLLS</b>	Iris (Warner Sunset/Reprise)	
2	2	<b>AEROSMITH</b>	I Don't Want To Miss A Thing (Columbia)	
4	3	<b>HOOTIE &amp; THE BLOWFISH</b>	I Will Wait (Atlantic)	
5	4	<b>BARENAKED LADIES</b>	One Week (Reprise)	
3	5	<b>MATCHBOX 20</b>	Real World (Lava/Atlantic)	
6	6	<b>SHERYL CROW</b>	My Favorite Mistake (A&M)	
14	7	<b>ALANIS MORISSETTE</b>	Thank U (Maverick/Reprise)	
8	8	<b>SEMISONIC</b>	Closing Time (MCA)	
7	9	<b>FASTBALL</b>	The Way (Hollywood)	
9	10	<b>EDWIN MCCAIN</b>	I'll Be (Lava/Atlantic)	
13	11	<b>BRIAN SETZER ORCHESTRA</b>	Jump Jive An' Wail (Interscope)	
11	12	<b>NATALIE IMBRUGLIA</b>	Wishing I Was There (RCA)	
15	13	<b>EVERYTHING</b>	Hooch (Blackbird/Sire)	
12	14	<b>NATALIE IMBRUGLIA</b>	Torn (RCA)	
10	15	<b>NATALIE MERCHANT</b>	Kind & Generous (Elektra/EEG)	
17	16	<b>EAGLE-EYE CHERRY</b>	Save Tonight (Work)	
16	17	<b>JENNIFER PAIGE</b>	Crush (Edel America/Hollywood)	
18	18	<b>FAITH HILL</b>	This Kiss (Warner Bros.)	
20	19	<b>THIRD EYE BLIND</b>	Jumper (Elektra/EEG)	
23	20	<b>SHAWN MULLINS</b>	Lullaby (Columbia)	
19	21	<b>GREEN DAY</b>	Time Of Your Life (Good...) (Reprise)	
22	22	<b>JOHN MELLENCAMP</b>	Your Life Is Now (Columbia)	
21	23	<b>SHANIA TWAIN</b>	You're Still The One (Mercury)	
24	24	<b>ANGGUN</b>	Snow On The Sahara (Epic)	
25	25	<b>BACKSTREET BOYS</b>	I'll Never Break Your Heart (Jive)	
28	26	<b>GOO GOO DOLLS</b>	Slide (Warner Bros.)	
26	27	<b>SHANIA TWAIN</b>	From This Moment On (Mercury)	
27	28	<b>HARVEY DANGER</b>	Flagpole Sitta (Slash/London/Island)	
29	29	<b>EVE 6</b>	Inside Out (RCA)	
—	30	<b>FASTBALL</b>	Fire Escape (Hollywood)	

AC begins on Page 84.

### CHR/RHYTHMIC

LW	TW	ARTIST	SON	REMARKS
1	1	<b>AALIYAH</b>	Are You That Somebody? (Atlantic)	
3	2	<b>MYA /SILKK</b>	The Shocker Movin' On (University/Interscope)	
2	3	<b>MONICA</b>	The First Night (Arista)	
4	4	<b>LAURYN HILL</b>	Doo Wop (That Thing) (Ruffhouse/Columbia)	
5	5	<b>MONIFAH</b>	Touch It (Uptown/Universal)	
7	6	<b>XSCAPE</b>	My Little Secret (So So Del/Columbia)	
10	7	<b>TQ</b>	Westside (ClockWork/Epic)	
11	8	<b>DIVINE</b>	Lately (Pendulum/Red Ant)	
6	9	<b>TATYANA ALI</b>	Daydreamin' (MJJ/Work)	
13	10	<b>DRU HILL /VREDMAN</b>	How Deep Is... (Del Jam/RAL/Mercury/Island)	
9	11	<b>NICOLE</b>	Make It Hot (Gold Mind/EastWest/EEG)	
8	12	<b>LAURYN HILL</b>	Can't Take My Eyes Off You (Ruffhouse/Columbia)	
12	13	<b>GINUWINE</b>	Same Ol' G (Atlantic)	
19	14	<b>NEXT</b>	I Still Love You (Arista)	
18	15	<b>KEITH SWEAT /SNOOP DOGG</b>	Come And Get With Me (Elektra/EEG)	
14	16	<b>NEXT</b>	Too Close (Arista)	
17	17	<b>USHER</b>	My Way (LaFace/Arista)	
21	18	<b>BACKSTREET BOYS</b>	I'll Never Break Your Heart (Jive)	
16	19	<b>INOJ</b>	Time After Time (Columbia)	
22	20	<b>BIG PUNISHER /JOE</b>	Still Not A Player (Loud)	
15	21	<b>BRANDY &amp; MONICA</b>	The Boy Is Mine (Atlantic)	
23	22	<b>R. KELLY</b>	Half On A Baby (Jive)	
40	23	<b>FAITH EVANS</b>	Love Like This (Bad Boy/Arista)	
26	24	<b>TAMIA</b>	So Into You (Qwest/WB)	
28	25	<b>JERMAINE DUPRI &amp; MARIAH CAREY</b>	Sweetheart (So So Del/Columbia)	
24	26	<b>'N SYNC</b>	Tearin' Up My Heart (RCA)	
25	27	<b>JENNIFER PAIGE</b>	Crush (Edel America/Hollywood)	
29	28	<b>JERMAINE DUPRI /WAY-Z</b>	Money Ain't A Thing (So So Del/Columbia)	
33	29	<b>SNOOP DOGG</b>	Still A G Thang (No Limit/Priority)	
20	30	<b>BRANDY /MASE</b>	Top Of The World (Atlantic)	
39	31	<b>AEROSMITH</b>	I Don't Want To Miss A Thing (Columbia)	
49	32	<b>2PAC</b>	Unconditional Love (Death Row/Breakaway)	

CHR begins on Page 47.

### AC

LW	TW	ARTIST	SON	REMARKS
1	1	<b>BACKSTREET BOYS</b>	I'll Never Break Your Heart (Jive)	
2	2	<b>CELINE DION</b>	To Love You More (550 Music)	
3	3	<b>FAITH HILL</b>	This Kiss (Warner Bros.)	
8	4	<b>SHANIA TWAIN</b>	From This Moment On (Mercury)	
5	5	<b>SHANIA TWAIN</b>	You're Still The One (Mercury)	
6	6	<b>GARTH BROOKS</b>	To Make You Feel My Love (Capitol)	
4	7	<b>ROD STEWART</b>	Ooh La La (Warner Bros.)	
9	8	<b>ANNE COCHRAN AND JIM BRICKMAN</b>	After All... (Windham Hill)	
7	9	<b>NATALIE IMBRUGLIA</b>	Torn (RCA)	
11	10	<b>JOHN TESH /DALLA</b>	Mother I Miss You (GTSP/Mercury)	
10	11	<b>SAVAGE GARDEN</b>	Truly Madly Deeply (Columbia)	
14	12	<b>DAKOTA MOON</b>	Another Day Goes By (Elektra/EEG)	
12	13	<b>ERIC CLAPTON</b>	My Father's Eyes (Duck/Reprise)	
15	14	<b>GEORGE BENSON</b>	Standing Together (GRP)	
13	15	<b>SARAH MCLACHLAN</b>	Adia (Arista)	
16	16	<b>AEROSMITH</b>	I Don't Want To Miss A Thing (Columbia)	
22	17	<b>PHIL COLLINS</b>	True Colors (Atlantic)	
20	18	<b>JOHN MELLENCAMP</b>	Your Life Is Now (Columbia)	
19	19	<b>EDWIN MCCAIN</b>	I'll Be (Lava/Atlantic)	
21	20	<b>LEANN RIMES</b>	Feels Like Home (MCG/Curb)	
24	21	<b>BETTE MIDLER</b>	My One True Friend (Warner Bros.)	
23	22	<b>AMY GRANT</b>	I Will Be Your Friend (A&M)	
17	23	<b>LIONEL RICHIE</b>	Time (Mercury)	
25	24	<b>LIGHTHOUSE FAMILY</b>	High (Island)	
—	25	<b>MADONNA</b>	The Power Of Good-Bye (Maverick/WB)	
28	26	<b>HOOTIE &amp; THE BLOWFISH</b>	I Will Wait (Atlantic)	
—	27	<b>LIONEL RICHIE</b>	I Hear Your Voice (Mercury)	
30	28	<b>AMERICA</b>	From A Moving Train (Oxygen)	
—	29	<b>NATALIE MERCHANT</b>	Kind & Generous (Elektra/EEG)	
—	30	<b>MAX CARL AND BIG DANCE</b>	One More River (Mission)	

AC begins on Page 84.

### URBAN

LW	TW	ARTIST	SON	REMARKS
1	1	<b>R. KELLY</b>	Half On A Baby (Jive)	
2	2	<b>LAURYN HILL</b>	Doo Wop (That Thing) (Ruffhouse/Columbia)	
6	3	<b>NEXT</b>	I Still Love You (Arista)	
7	4	<b>KEITH SWEAT /SNOOP DOGG</b>	Come And Get With Me (Elektra/EEG)	
10	5	<b>DRU HILL /VREDMAN</b>	How Deep Is... (Del Jam/RAL/Mercury/Island)	
9	6	<b>MONIFAH</b>	Touch It (Uptown/Universal)	
12	7	<b>DIVINE</b>	Lately (Pendulum/Red Ant)	
13	8	<b>JON B.</b>	I Do (Whatcha Say Boo) (Yab Yum/550 Music)	
3	9	<b>GINUWINE</b>	Same Ol' G (Atlantic)	
5	10	<b>TAMIA</b>	So Into You (Qwest/WB)	
4	11	<b>XSCAPE</b>	My Little Secret (So So Del/Columbia)	
18	12	<b>AARON HALL</b>	All The Places (I Will...) (MCA)	
31	13	<b>FAITH EVANS</b>	Love Like This (Bad Boy/Arista)	
22	14	<b>DEBORAH COX</b>	Nobody's Supposed To Be Here (Arista)	
8	15	<b>TYRESE</b>	Nobody Else (RCA)	
26	16	<b>MARY J. BLIGE</b>	Beautiful (Flyte Tyme/MCA)	
17	17	<b>OMX /FAITH EVANS</b>	How's It Goin' Down? (Del Jam/Mercury)	
28	18	<b>JERMAINE DUPRI &amp; MARIAH CAREY</b>	Sweetheart (So So Del/Columbia)	
19	19	<b>TRIN-I-TEE 5:7</b>	God's Grace (B-Rite/Interscope)	
33	20	<b>KIRK FRANKLIN</b>	Lean On Me (GospoCentric)	
11	21	<b>MYA /SILKK</b>	The Shocker Movin' On (University/Interscope)	
14	22	<b>MONICA</b>	The First Night (Arista)	
25	23	<b>USHER</b>	One Day You'll Be Mine (LaFace/Arista)	
20	24	<b>SHAQUILLE O'NEAL /PETER GUNZ</b>	The Way... (T.W.isM/A&M)	
30	25	<b>112 /MASE</b>	Love Me (Bad Boy/Arista)	
29	26	<b>KENNY LATTIMORE</b>	Days Like This (Columbia)	
27	27	<b>DEBELAH MORGAN</b>	Yesterday (Motown)	
27	28	<b>NICOLE /MOCNA</b>	I Can't See (Gold Mind/EastWest/EEG)	
35	29	<b>TQ</b>	Westside (ClockWork/Epic)	
36	30	<b>BIZZY BONE</b>	Thugz Cry (Relativity)	
—	31	<b>BRIAN MCKNIGHT</b>	Hold Me (Motown)	
48	32	<b>LUTHER VANDROSS</b>	I Know (LV/Virgin)	
43	33	<b>ANDREA MARTIN</b>	Let Me Return The Favor (Arista)	
—	34	<b>TOTAL /MISSY ELLIOTT</b>	Trippin' (Bad Boy/Arista)	
—	35	<b>CHICO DEBARGE</b>	Virgin (Kedar/Universal)	

URBAN begins on Page 83.

### ROCK

LW	TW	ARTIST	SON	REMARKS
1	1	<b>CREED</b>	What's This Life For (Wind-up)	
3	2	<b>KISS</b>	Psycho Circus (Mercury)	
2	3	<b>KENNY WAYNE SHEPHERD</b>	Somehow... (Revolution/Reprise)	
4	4	<b>DAYS OF THE NEW</b>	The Down Town (Outpost/Geffen)	
5	5	<b>AEROSMITH</b>	What Kind Of Love Are You On (Columbia)	
7	6	<b>GOO GOO DOLLS</b>	Slide (Warner Bros.)	
6	7	<b>JOHN MELLENCAMP</b>	Your Life Is Now (Columbia)	
9	8	<b>EVE 6</b>	Inside Out (RCA)	
12	9	<b>JOHNNY LANG</b>	Still Rainin' (A&M)	
8	10	<b>MONSTER MAGNET</b>	Space Lord (A&M)	
10	11	<b>SCREAMIN' CHEETAH WHEELIES</b>	Boogie... (Capricorn/Mercury)	
13	12	<b>LENNY KRAVITZ</b>	Fly Away (Virgin)	
15	13	<b>HOLE</b>	Celebrity Skin (DGC/Geffen)	
11	14	<b>CANDLEBOX</b>	It's Alright (Maverick/WB)	
14	15	<b>ROD STEWART</b>	Rocks (Warner Bros.)	
16	16	<b>BROTHER CAME</b>	Machete (Virgin)	
18	17	<b>METALLICA</b>	Better Than You (Elektra/EEG)	
22	18	<b>SEMISONIC</b>	Singing In My Sleep (MCA)	
19	19	<b>FUEL</b>	Shimmer (550 Music)	
20	20	<b>AEROSMITH</b>	I Don't Want To Miss A Thing (Columbia)	
28	21	<b>JACKYL</b>	We're An American Band (Geffen)	
25	22	<b>FASTBALL</b>	Fire Escape (Hollywood)	
27	23	<b>ROB ZOMBIE</b>	Dragula (Geffen)	
24	24	<b>KENNY WAYNE SHEPHERD</b>	Blue On Black (Revolution/Reprise)	
—	25	<b>U2</b>	Sweetest Thing (Island)	
19	26	<b>DISHWALLA</b>	Once In A While (A&M)	
33	27	<b>FLYS</b>	Got You (Where I Want You) (Trauma/Delicious Vinyl)	
35	28	<b>MOTLEY CRUE</b>	Bitter Pill (Motley/Beyond)	
17	29	<b>SEVEN MARY THREE</b>	Over Your Shoulder (Mammoth/Atlantic)	
29	30	<b>LOCAL H</b>	All The Kids Are Right (Island)	

ROCK begins on Page 95.

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# THE BACK PAGES.

## NATIONAL AIRPLAY OVERVIEW OCTOBER 9, 1998

### URBAN AC

LW	TW	ARTIST	SON	RECORD
1	1	TEMPTATIONS	Stay (Motown)	
2	2	PEABO BRYSON	My Heart Belongs To You (Windham Hill)	
3	3	GERALD LEVERT	Thinkin' Bout It (EastWest/EEG)	
4	4	VESTA	Somebody For Me (I.E./Motown)	
5	5	TAMIA	So Into You (Dwest/WB)	
6	6	DEBORAH COX	Nobody's Supposed To Be Here (Arista)	
7	7	LUTHER VANDROSS	I Know (LV/Virgin)	
8	8	KENNY LATTIMORE	Days Like This (Columbia)	
9	9	R. KELLY	Half On A Baby (Jive)	
10	10	BRIAN MCKENIGHT	The Only One For Me (Motown)	
11	11	TRIN-I-TEE 5:7	God's Grace (B-Rite/Interscope)	
12	12	REGINA BELLE	I've Had Enough (MCA)	
13	13	KIRK FRANKLIN	Lean On Me (Gospo/Centric)	
14	14	KELLY PRICE	Friend Of Mine (T-Neck/Island)	
15	15	JON B.	They Don't Know (Yab Yum/550 Music)	
16	16	BOYZ II MEN	Doin' Just Fine (Motown)	
17	17	MAXWELL	Matrimony: Maybe You (Columbia)	
18	18	DIVINE	Lately (Pendulum/Red Ant)	
19	19	LUTHER VANDROSS	Nights In Harlem (LV/Virgin)	
20	20	GLENN JONES	Let It Rain (SAR/WB)	
21	21	SOLD	Touch Me (Perspective/A&M)	
22	22	WILL DOWNING & GERALD ALBRIGHT	Stop... (Verve/Motown)	
23	23	AARON HALL	All The Places (I Will...) (MCA)	
24	24	ARETHA FRANKLIN	In Case You Forgot (Arista)	
25	25	KETH SWENAT & NICKI ROGERS	Come And Get With Me (Elektra/EEG)	
26	26	PHYLLIS HYMAN	Funny How Love... (Philadelphia International)	
27	27	XSCAPE	My Little Secret (So So Def/Columbia)	
28	28	MARY J. BLIGE	Beautiful (Flye/Tyme/MCA)	
29	29	FOURPLAY	VEL DEBARGE Sexual Healing (Warner Bros.)	
30	30	JK	Ain't It Good To Know (Verve/Motown)	

URBAN begins on Page 63.

### ACTIVE ROCK

LW	TW	ARTIST	SON	RECORD
1	1	CREED	What's This Life For (Wind-up)	
2	2	LENNY KRAVITZ	Fly Away (Virgin)	
3	3	EVE 6	Inside Out (RCA)	
4	4	HOLE	Celebrity Skin (DGC/Geffen)	
5	5	KISS	Psycho Circus (Mercury)	
6	6	ROB ZOMBIE	Dragula (Geffen)	
7	7	METALLICA	Better Than You (Elektra/EEG)	
8	8	DAYS OF THE NEW	The Down Town (Outpost/Geffen)	
9	9	MONSTER MAGNET	Space Lord (A&M)	
10	10	MARILYN MANSON	The Dope Show (Nothing/Interscope)	
11	11	LOCAL H	All The Kids Are Right (Island)	
12	12	FLY'S	Got You (Where I Want You) (Trauma/Delicious Vinyl)	
13	13	GOO GOO DOLLS	Slide (Warner Bros.)	
14	14	STABBING WESTWARD	Sometimes It Hurts (Columbia)	
15	15	KORN	Got The Life (Immortal/Epic)	
16	16	SECOND COMING	Soft (Capitol)	
17	17	BROTHER CAME	Machete (Virgin)	
18	18	SCREAMIN' CHEETAH WHEELIES	Boogie... (Capricorn/Mercury)	
19	19	AEROSMITH	What Kind Of Love Are You On (Columbia)	
20	20	SEMSOMIC	Singing In My Sleep (MCA)	
21	21	FUEL	Bittersweet (550 Music)	
22	22	STABBING WESTWARD	Save Yourself (Columbia)	
23	23	ECONOLINE CRUSH	Surefire (Never Enough) (Restless)	
24	24	FINGER ELEVEN	Quicksand (Wind-up)	
25	25	FASTBALL	Fire Escape (Hollywood)	
26	26	KENNY WAYNE SHEPHERD	Somehow... (Revolution/Reprise)	
27	27	COWBOY MOUTH	Whateha Gonna Do? (MCA)	
28	28	CANDLEBOX	10,000 Horses (Maverick/WB)	
29	29	MOTLEY CRUE	Bitter Pill (Motley/Beyond)	
30	30	PEARL JAM	Do The Evolution (Epic)	

ROCK begins on Page 65.

### COUNTRY

LW	TW	ARTIST	SON	RECORD
1	1	MARK WILLIS	Don't Laugh At Me (Mercury)	
2	2	LONESTAR	Everything's Changed (BNA)	
3	3	TIM MCGRAW	Where The Green Grass Grows (Curb)	
4	4	SHANNA TWAIN	Honey, I'm Home (Mercury)	
5	5	REBA MCENTIRE	Forever Love (MCA)	
6	6	ALABAMA	How Do You Fall In Love (RCA)	
7	7	GARTH BROOKS	You Move Me (Capitol)	
8	8	DODE CHICKS	Wide Open Spaces (Monument)	
9	9	LEANN RIMES	Nothin' New Under The Moon (MCG/Curb)	
10	10	TRACY BYRD	I Wanna Feel That Way Again (MCA)	
11	11	LEE ANN WOMACK	A Little Past Little Rock (Decca)	
12	12	ALAN JACKSON	I'll Go On Loving You (Arista)	
13	13	DIAMOND RIO	You're Gone (Arista)	
14	14	TY HERNDON	It Must Be Love (Epic)	
15	15	COLLIN RAYE	Someone You Used To Know (Epic)	
16	16	GEORGE STRAIT	You Really Shouldn't Be... (MCA)	
17	17	FAITH HILL	Let Me Let Go (Warner Bros.)	
18	18	TRISHA YEARWOOD & GARTH BROOKS	Where Your Road... (MCA)	
19	19	BROOKS & DUNN	Husbands And Wives (Arista)	
20	20	TERRI CLARK	You're Easy On The Eyes (Mercury)	
21	21	WADE HAYES	How Do You Sleep At Night (DKC/Columbia)	
22	22	KENNY CHESNEY	I Will Stand (BNA)	
23	23	DEANA CARTER	Absence Of The Heart (Capitol)	
24	24	AARON TIPPIN	For You I Will (Lyric Street)	
25	25	CLAY WALKER	You're Beginning To Get To Me (Giant)	
26	26	BLACKHAWK	There You Have It (Arista)	
27	27	MARTINA MCBRIDE	Wrong Again (RCA)	
28	28	TRAVIS TRITT	It's Lost You (Warner Bros.)	
29	29	TOBY KEITH	Getcha Some (Mercury)	
30	30	RANDY TRAVIS	Spirit Of A Boy... (DreamWorks)	

COUNTRY begins on Page 74.

### ALTERNATIVE

LW	TW	ARTIST	SON	RECORD
1	1	HOLE	Celebrity Skin (DGC/Geffen)	
2	2	EVE 6	Inside Out (RCA)	
3	3	GOO GOO DOLLS	Slide (Warner Bros.)	
4	4	EVERCLEAR	Father Of Mine (Capitol)	
5	5	LENNY KRAVITZ	Fly Away (Virgin)	
6	6	CAKE	Never There (Capricorn/Mercury)	
7	7	BARENAKED LADIES	One Week (Reprise)	
8	8	THIRD EYE BLIND	Jumper (Elektra/EEG)	
9	9	GARBAGE	I Think I'm Paranoid (Aimo Sounds/Interscope)	
10	10	EAGLE-EYE CHERRY	Save Tonight (Work)	
11	11	SEMSOMIC	Singing In My Sleep (MCA)	
12	12	BEASTIE BOYS	Intergalactic (Grand Royal/Capitol)	
13	13	FASTBALL	Fire Escape (Hollywood)	
14	14	FLY'S	Got You (Where I Want You) (Trauma/Delicious Vinyl)	
15	15	SMASHING PUMPKINS	Perfect (Virgin)	
16	16	CREED	What's This Life For (Wind-up)	
17	17	SHAWN MULLINS	Lullaby (Columbia)	
18	18	ALANIS MORISSETTE	Thank U (Maverick/Reprise)	
19	19	LOCAL H	All The Kids Are Right (Island)	
20	20	SOUL COUGHING	Circles (Slash/WB)	
21	21	MARILYN MANSON	The Dope Show (Nothing/Interscope)	
22	22	U2	Sweetest Thing (Island)	
23	23	HARVEY DANGER	Flagpole Sitta (Slash/London/Island)	
24	24	FUEL	Shimmer (550 Music)	
25	25	BRIAN SETZER ORCHESTRA	Jump Jive An' Wail (Interscope)	
26	26	FUEL	Bittersweet (550 Music)	
27	27	KORN	Got The Life (Immortal/Epic)	
28	28	SHERYL CROW	My Favorite Mistake (A&M)	
29	29	OFFSPRING	Pretty Fly (For A White Girl) (Columbia)	
30	30	PJ HARVEY	A Perfect Day Elise (Island)	

ALTERNATIVE begins on Page 102.

### NAC/SMOOTH JAZZ

LW	TW	ARTIST	SON	RECORD
1	1	SOUL BALLET	Blu Girl (Countdown/Unity)	
2	2	GEORGE BENSON	Fly By Night (GRP)	
3	3	MARC ANTONIO	Sunland (GRP)	
4	4	JIM BRICKMAN / DAVE KOZ	Partners In Crime (Windham Hill)	
5	5	BONEY JAMES	Innocence (Warner Bros.)	
6	6	LUTHER VANDROSS	I Know (LV/Virgin)	
7	7	BRIAN BROMBERG	Hero (Zebra)	
8	8	RICK BRAUN	Hollywood & Vine (Atlantic)	
9	9	CHUCK LOEB	Beneath The Light (Shanachie)	
10	10	LEE RITENOUR	Ooh-Yeah (I.E./Verve)	
11	11	KENZO MATSUI	Forever, Forever (Countdown/Unity)	
12	12	KENNY G	Baby G (Arista)	
13	13	PETER WHITE	W.G. WASHINGTON, JR. Midnight In... (Columbia)	
14	14	BRIAN MCKENIGHT	Anytime (Motown)	
15	15	ERIC MARIENTHAL	Here In My Heart (I.E./Verve)	
16	16	STEVE COLE	When I Think Of You (Bluemoon/Atlantic)	
17	17	JOE MCBRIDE	Midnight In Madrid (Heads Up)	
18	18	FOURPLAY	Still The One (Warner Bros.)	
19	19	BRYAN SAVAGE	Soul Temptation (Higher Octave)	
20	20	ROMAN HARDMAN	Love Song (Philips)	
21	21	GABRIELA ANDERS	Fire Of Love (Warner Bros.)	
22	22	WALTER BEASLEY	I Feel You (Shanachie)	
23	23	DOWN TO THE BONE	Staten Island Groove (Nu Groove)	
24	24	CHRIS STANDRING	Cool Shades (Instinct)	
25	25	GRANT GEISSMAN	Did I Save? (Higher Octave)	
26	26	ED HAMILTON	Fly Like An Eagle (Shanachie)	
27	27	MARILYN SCOTT	The Look Of Love (Warner Bros.)	
28	28	FATBURGER	Spice (Shanachie)	
29	29	PEACE OF MIND	Peace Of Mind (Nu Groove)	
30	30	CRAG CHAUQUO & RUSS FREEMAN	Riders... (Peak/Windham Hill Jazz)	

NAC begins on Page 88.

### ADULT ALTERNATIVE

LW	TW	ARTIST	SON	RECORD
1	1	SHERYL CROW	My Favorite Mistake (A&M)	
2	2	SHAWN MULLINS	Lullaby (Columbia)	
3	3	CHRIS ISAAK	Philly (Reprise)	
4	4	EAGLE-EYE CHERRY	Save Tonight (Work)	
5	5	JOHN MELLENCAMP	Your Life Is Now (Columbia)	
6	6	HOOTIE & THE BLOWFISH	I Will Wait (Atlantic)	
7	7	BRUCE HORNBSY	Great Divide (RCA)	
8	8	ALANIS MORISSETTE	Thank U (Maverick/Reprise)	
9	9	BRIAN SETZER ORCHESTRA	Jump Jive An' Wail (Interscope)	
10	10	LYLE LOVETT	Bears (Curb/MCA)	
11	11	DAVE MATTHEWS BAND	Crush (RCA)	
12	12	U2	Sweetest Thing (Island)	
13	13	FASTBALL	Fire Escape (Hollywood)	
14	14	KEB' MO'	I Was Wrong (550 Music)	
15	15	GOO GOO DOLLS	Slide (Warner Bros.)	
16	16	BARENAKED LADIES	One Week (Reprise)	
17	17	SINEAD LOHAN	No Mermaid (Grapevine/Interscope)	
18	18	SMASHING PUMPKINS	Perfect (Virgin)	
19	19	THIRD EYE BLIND	Jumper (Elektra/EEG)	
20	20	SUSAN TEDESCHI	It Hurt So Bad (Tone Cool)	
21	21	TRAGICALLY HIP	Poets (Sire)	
22	22	NATALIE MERCHANT	Break Your Heart (Elektra/EEG)	
23	23	JONNY LANG	Still Raining (A&M)	
24	24	SEMSOMIC	Singing In My Sleep (MCA)	
25	25	R.E.M.	Daysleeper (Warner Bros.)	
26	26	BONNIE RAITT	Blue For No Reason (Capitol)	
27	27	SON VOLT	Driving The View (Warner Bros.)	
28	28	CAKE	Never There (Capricorn/Mercury)	
29	29	GOO GOO DOLLS	Iris (Warner Sunset/Reprise)	
30	30	CRACKER	The Good Life (Virgin)	

ADULT ALTERNATIVE begins on Page 116.



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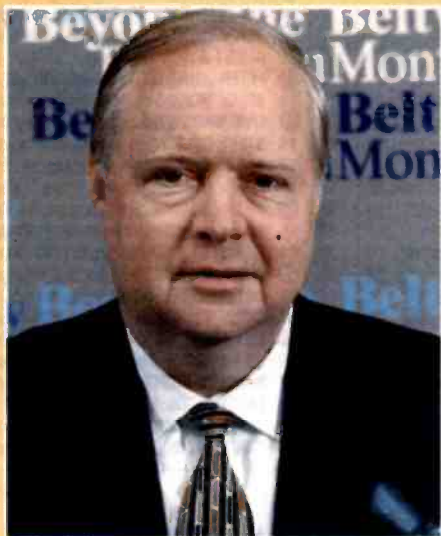
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# Publisher's Profile

By Erica Farber



## BRUCE DUMONT

Founder and President, Museum of Broadcast Communications

**T**his Sunday, seven individuals. — Dick Biondi, Ernie Hartwell, Tom Joyner, Ralph Guild, Tom and Ray Magliozzi, and Bing Crosby — will be inducted into America's only radio hall of fame. The Radio Hall of Fame, which is housed and sponsored by the Museum of Broadcast Communications, recognizes talent from today's diverse programming as well as the pioneers who shaped the medium during its infancy.

The founder and president of the museum is Bruce Dumont. With a successful career as a radio talk host and television producer, he was working on a local TV show in Chicago when he noticed the large amount of tape that built up and went unnoticed. That was the beginning of what has now become a very important piece of radio and television history.

Dumont is also the host of *Beyond The Beltway*, a nationally syndicated weekly radio program heard in over 58 cities every Sunday night.

**How the museum began:** "At a Television Academy meeting in Chicago, they were looking for a way to commemorate the 25th anniversary of the chapter, and I said we should have a broadcast museum. I assumed that if tapes were being handled so miserably at the CBS O&O where I worked, things were not too much different at ABC- or NBC-owned stations, and that turned out to be correct. So, in 1982, the president of the Academy said, 'Alright, DuMont, you're a committee of one. Work on it.' I took that charge and kept going. The more people I talked to about it, the more they got enthused and seemed to agree that there were important historical moments recorded that future generations would miss if somebody didn't preserve them. So, one by one, we gathered people, and we just kept going and going and going, like the Energizer bunny. From the very beginning I wanted it to be a museum that dealt with radio history as well as television history."

**How it's funded:** "Contributions from individuals, corporations, and foundations. We receive some support from the state of Illinois. Also, memberships from around the country. We have a gift shop, and we rent our facilities for private parties and occasional dubbing and reference work, primarily to researchers and industry requests."

**The creation of the Radio Hall of Fame:** "I learned that the Emerson Radio Corporation had this thing called

the Radio Hall of Fame. I offered on numerous occasions to provide a home for it in Chicago, and they totally dismissed the idea. The company eventually had some serious financial problems and, in 1991, they announced there would not be a Radio Hall of Fame induction ceremony because of these problems. I knocked on their door again and, after several months of negotiation, on September 21, 1991, they relinquished the name to us, which we now own. There was no one they had inducted who was not, in our view, appropriate, so we grandfathered all of their people in and kept many of their steering committee members for a period of time. We began to expand the process. We wanted to nationalize and to include local broadcasters. We then had to make sure that the balloting was totally beyond our control, solidifying the legitimacy of the process. Then we moved into the other aspects of the development."

**How our readers can get more involved:** "The easiest way would be to be financially supportive, and I put that in context, because it could be argued that we are in radio's Golden Age right now. We are certainly in radio's second Golden Age. It is a tremendous business, but unlike other businesses that are also interested in bottom lines and making money, the radio business affects the way people think and the way people talk and act. So, there's an added responsibility to the product that the industry produces. I think it is very important for those who are charged with the leadership and the formulation of this industry to move forward with a basic knowledge of the history of the industry. It is upon the shoulders of those who went before them that the industry they now run was created, and with any industry it is very important that you send a signal to the people who work in the industry that there is something they can aspire to. I believe the Radio Hall of Fame can be, should be, and, in some respects, already is something that people can aspire to. That's good business. Anyone who is a leader in radio who thinks the Radio Hall of Fame is just an annual dinner in Chicago doesn't get what the Hall of Fame is about."

**One thing about the museum that would surprise our readers:** "That we do as much as we do with as little as we have. Our staff is nine people, and we are open every day of the year, except state and federal holidays. There's no charge. We answer literally thousands of questions every year from the industry as well as listeners. If there's another misconception, it might be that people think we have more money than we can possibly use. People come to the Radio Hall of Fame because it's a five-star event. That may have created a perception that we don't need additional support."

"What we have just begun is a \$10-million endowment campaign, because as we near the end of the century, I think it's important that radio leaders should stop and really think about how radio has changed the world. Baseball, pro football, and rock and roll have solid, well-endowed halls of fame supported by the leaders in their respective fields, and each of those industries owes its very being to radio. Baseball never would have thrived without radio. Neither would pro football, and certainly rock and roll would not have. So it seems that radio should have the most solid of all of the

halls, because everything has grown out from it. It's time for the real leaders to take stock of what we have already done without them and how much more we can do with their support. Future radio executives and fans can have one singular place where they can come and get the answers and learn something about the industry in which they are building their futures."

**An elusive piece of history he wishes he could procure:** "I think I'd like to be able to say that we had a broader collection of local broadcasters, because in the last 20+ years, it is the local broadcaster, in many cases, who has defined radio to many listeners. I'd like to have more people in different regions of the country providing us with historic information about not only their stations, but also their regions. Then there really could be a national repository of local radio history that would reside at the Radio Hall of Fame in Chicago that would be accessible for researchers around the country."

**Individual in radio he most admires:** "Paul Harvey. It goes back to a defining moment in my life. As a young boy, my father used to drive me to school. Before I got out of the car, every day we would listen to Paul Harvey and talk about what Paul Harvey talked about. Then I would go off to school. When I came home at night, we would talk more about what Paul Harvey talked about. My bonding experience with my father was listening to Paul Harvey. Forty-plus years later, knowing that Paul Harvey has become a very good friend means a lot to me."

**Favorite radio format:** "I am usually listening to News/Talk or Oldies."

**Favorite song:** "'Paint It Black' by the Rolling Stones and 'Eight Days A Week' by the Beatles."

**Favorite TV show:** "NYPD Blue."

**Favorite movie:** "The Graduate or Midnight Cowboy."

**Favorite book:** "Usually the one I just finished."

**Taking Charge** by Michael Beschloss, about the LBJ tapes and his presidency, was scary. It captured history in a miraculous way."

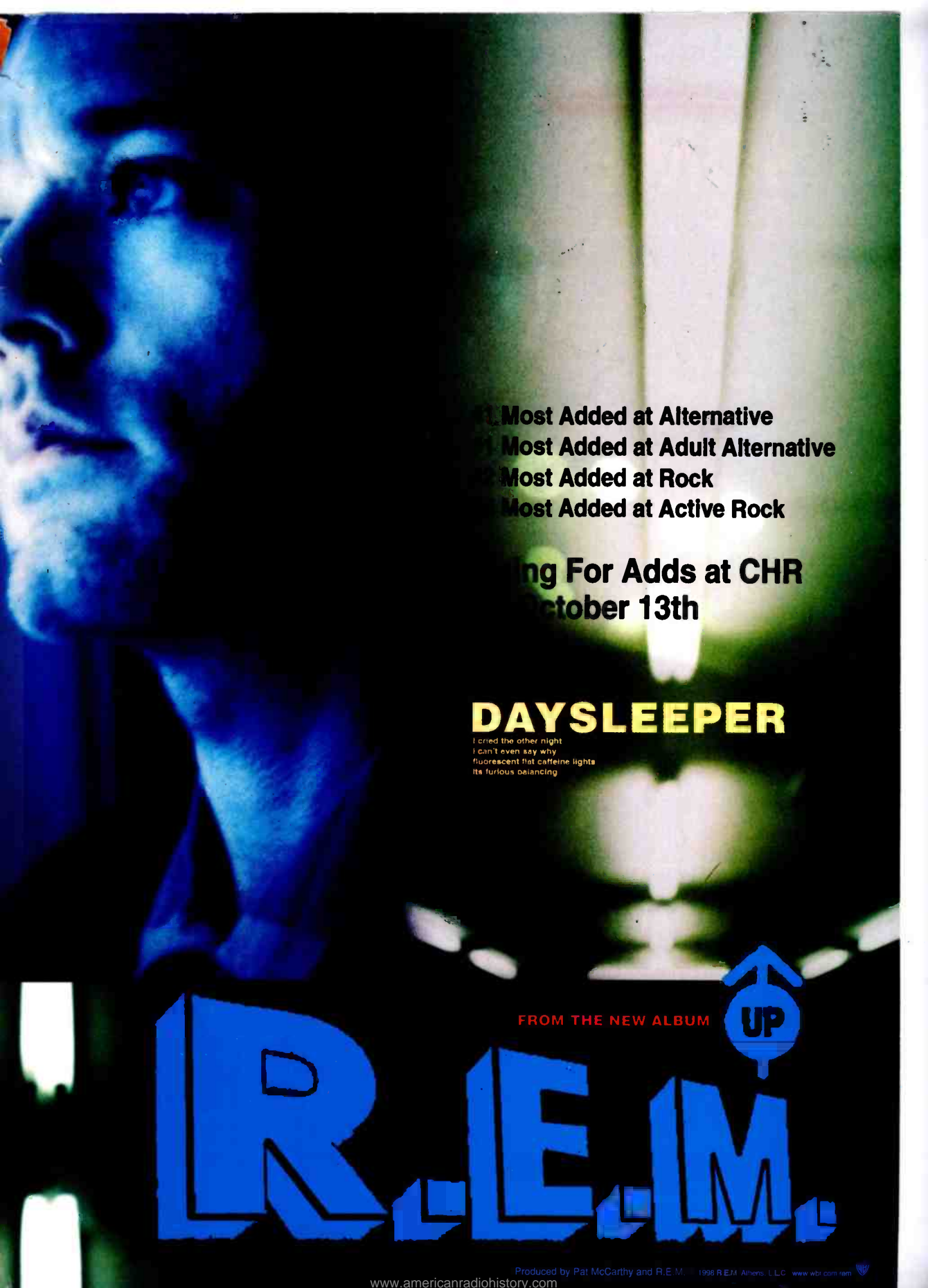
**Favorite restaurant:** "The one I miss the most is Chasen's in L.A., which was my favorite. There's a restaurant in Chicago called Wildfire, and I also like the Stinking Rose in L.A."

**Favorite beverage:** "Caffeine-Free Diet Coke."

**Hobbies:** "I hate to say my hobby is radio, but that's what I do on the weekend. When most people are out golfing, I'm preparing for *Beyond The Beltway*. I really do focus on that as a weekend activity. I still think that going to a movie is one of the great escapes. I also love baseball. I'm a season ticket holder to the White Sox, and I go to probably about 50 games a year."

**Internet savvy:** "This year I have become somewhat proficient in the Internet. One of the other exciting things is that the Radio Hall of Fame and the Museum of Broadcast Communications will be part of Digital City Chicago, a Tribune-owned digital city. They will be our host. People will be able to go to Digital City and log onto both the museum and the hall of fame. Also, *Beyond The Beltway* airs live every Sunday night on audio and video on the Internet worldwide."

**Stock recommendation:** "No, it's been a tough time for everybody."



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