

Reprise On A Roll

The **Goo Goo Dolls** (pictured) lead a multiartist, multiformat charge by **Reprise Records** this week. "Iris" is No. 1 at CHR/Pop and Alternative and Top Five at three other formats. **Alanis Morissette's** "Uninvited" is No. 2 at CHR/Pop and No. 4 at Hot AC, while **Barenaked Ladies** surges at several formats.



R&R

THE INDUSTRY'S NEWSPAPER

Exposing The Adult Spectrum

The vast array of AC formats is indeed mind-boggling ... everything from Love Songs to Pop/Alternative falls under **R&R** AC Editor **Mike Kinosian's** umbrella, and he picks it all apart in his annual AC special.

Look for great interviews with **KFMB-FM's Tracy Johnson, Olivia Newton-John,** and more. It begins on Page 33.



Keeps On Growing!



- Los Angeles, CA • AM 710
- San Francisco, CA • AM 1310
- Boston, MA • AM 1260
- Atlanta, GA • AM 590
- Seattle-Tacoma, WA • AM 1250
- San Diego, CA • AM 1240
- Nassau-Suffolk (Long Island), NY • AM 740
- Minneapolis-St. Paul, MN • AM 1440
- St. Louis, MO • AM 1260
- Cleveland, OH • AM 1260
- Denver-Boulder, CO • AM 1690 and AM 1550
- Providence-Warwick-Pawtucket, RI • AM 1450
- Salt Lake City-Ogden-Provo, UT • AM 860
- Hartford-New Britain-Middletown, CT • AM 1550
- Birmingham, AL • AM 850
- Richmond, VA • AM 1290
- Albuquerque, NM • AM 1580
- Baton Rouge, LA • AM 1380
- Lafayette, LA • AM 1520
- Corpus Christi, TX • AM 1360
- Savannah, GA • AM 1290
- St. Cloud, MN • AM 660
- Duluth-Superior, MN-WI • AM 970
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ADD DATE
7/20



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ANNUAL AC SPECIAL

R&R's Mike Kinoshian covers the gamut of formative styles in his 40-page annual "state of the format." Feast your eyes on interviews with consultants Tom Barnes and Guy Zapoleon, KYSR/Los Angeles' three former and current high-profile programmers, KFMB-FM/San Diego's Tracy Johnson, syndicated radio's Delilah, and — last, but not least — three AC divas: Gloria Estefan, Olivia Newton-John, and Vanessa Williams.

Begins Page 33

FOUR TIPS FOR SUCCESS

With the spring numbers now rolling in, it's time to assess the results and retune your station. CHR Editor Tony Novia reminds us of the four fundamental elements of a winning radio station.

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OLD-FASHIONED SELLING

Being an Adult Alternative station in a suburban market can make for a pretty tough sales challenge in this cost-per-point world. But KRSH/Santa Rosa, CA GSM Brad Kahn has found a way to prosper in the shadow of the San Francisco titans.

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IN THE NEWS

- **Chancellor Media** buys 50% stake in Mexico's Grupo Radio Centro.
- **Tommy Mattern** appointed PD of WALC/St. Louis
- **Kevin Liles** becomes President/Def Jam Recordings Group
- **Linda Murdock** named VP/Promotion at Trauma
- **KXOA/Sacramento** flips from Classic Hits to CHR

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Page 10



Z100/NY Springs Forward

■ The venerable CHR scores best book in years; WSKQ claims first No. 1 book, along with WLTW

Chalk up another major market with a Spanish-language station at the top of the ratings. SBS' WSKQ/New York scored its first-ever ratings crown in the Big Apple, according to the Spring '98 New York Arbitrons. The Tropical station actually backed into the No. 1 spot: It lost two-tenths of a share of listening, but last book's sole No. 1 occupant, WLTW, lost seven-tenths, resulting in a first-place tie for both stations. 'SKQ did manage to improve a couple of tenths among 25-54 listeners, giving it sole possession of first-place in that demo.

Elsewhere, you'd have to look back precisely 35 Arbitron rating periods to find a time when WHTZ (Z100) did as well as it performed this spring. The Chancellor CHR/Pop station hadn't climbed above a five-share during the '90s until now. It's in a three-way tie for second among 18-34s and is seventh

New York		
	Wi '98	Sp '98
WLTW-FM (AC)	6.6	5.9
WSKQ-FM (Tropical)	6.1	5.9
WQHT-FM (CHR/Rhy)	5.5	5.6
WHTZ-FM (CHR/Pop)	4.7	5.1
WCBS-FM (Oldies)	4.6	4.6
WRKS-FM (Urban AC)	4.2	4.3
WKTU-FM (CHR/Rhy)	3.8	4.2
WXRK-FM (Alternative)	4.3	3.8
WABC-AM (Talk)	3.0	3.2

COMPLETE RESULTS: PAGE 12

25-54. Its morning show, featuring Elvis Duran, is fourth in the market.

Among other stations, Emmis CHR/Rhythmic powerhouse WQHT is still a solid performer. It's ranked third overall and holds a commanding lead among 18-34s ... WKTU enjoyed its first up book in over a year ... Yankees flagship WABC picked up a modest increase during the spring. With the team now playing as hot as a firecracker, the summer book promises to be exciting for the station.

SAME-DAY RATINGS RESULTS:
WWW.RRONLINE.COM

'Something So Logical With Advertisers'

■ For television trailblazer Blaya, launching a national radio network was the only choice

By ADAM JACOBSON
R&R STAFF WRITER

Eight months ago, radio veteran Herb Levin — onetime VP/GM of WQBA-AM & FM/Miami and owner of cross-town WHTT-AM (now WSUA-AM) — partnered with a trailblazing television executive to do what no one else had successfully done before: establish a national Spanish News/Talk radio network.

The TV veteran, Joaquin Blaya, is perhaps solely responsible for the explosive



Blaya

growth of Spanish-language television. He created Univision from scratch and built up a formidable competitor for it in Telemundo. Today, Blaya serves as Chairman/CEO of Radio Unica Corp., a rapidly growing company that boasts six O&Os and 90% distribution

of its programming among total Hispanic listeners in the U.S. The network was officially launched on January 5 and is best known for securing the rights to World Cup

See Page 16

Cancela Now Pres., Radio Unica Net

Veteran Spanish-language television executive Jose Cancela has become President of the Radio Unica Network. In his new post, Cancela assumes the day-to-day responsibilities of the company's network operations from Radio Unica's western Miami headquarters.

Radio Unica Chairman/CEO Joaquin Blaya commented, "I am delighted to have a great friend and colleague join me on the Radio Unica team, as I believe our combined broadcasting experience and expertise will effectively position Radio Unica for future growth. We strongly believe in Jose's ability to generate outstanding and consistent financial performance and to create value. He is a distinguished individual with an impressive track record who will effectively lead and grow the network through the millennium and thereafter."

CANCELA/See Page 21



For The Man Who Has Everything ...

WNNX (99X)/Atlanta morning co-host Steve Barnes has received some pretty amazing birthday presents from morning partners Jimmy Baron and Leslie Fram. Four years ago, Barnes received a walk-on part on Friends. The next year, he threw out the first pitch at an Atlanta Braves game. The third time around, Atlanta's mayor proclaimed it "Barnes Day." So how do you top those? How about getting him selected to introduce President Bill Clinton at a Senate campaign fund-raiser!

Smith Set As Emmis VP/Prog

■ He'll add day-to-day duties at Power 106

By TONY NOVIA
R&R CHR EDITOR

Steve Smith has been elevated from VP/Programming for Emmis Broadcasting/New York to VP/Programming of Emmis Communications. In addition to overseeing Emmis' New York properties — WQHT (Hot 97), WRKS (Kiss), and WQCD (CD101.9) — Smith will add day-to-day duties at KPWR (Power 106)/Los Angeles, where he will be based, and work with



Smith

Emmis' other properties in Chicago, Indianapolis, and St. Louis. Smith also will maintain his role as President of his fast-growing consulting firm, Steve Smith Radio & Ratings.

"I was dead-set against this promotion and feel very threatened by it," Emmis Exec. VP/Programming Rick Cummings told R&R jokingly. "The simple call

SMITH/See Page 21

Chancellor Shareholder Sues To Block Purchase Of LIN TV

■ But group says the suit 'is without merit'

By JEFFREY YORKE
R&R WASHINGTON BUREAU CHIEF

Last week's news that Chancellor Media would pay about \$1.72 billion for LIN Television brought jubilation to most Chancellor shareholders, who saw share prices jump from \$50.75 on July 7 to as high as \$56.60 on Tuesday. But at least one shareholder

art Jr., as well as Chancellor Chairman Thomas Hicks, President/CEO Jeffrey Marcus, COO Steven Dinetz, and Chief Programming Officer James de Castro. She alleges the defendants "are engaged in an unlawful scheme and course of conduct aimed at enriching [Thomas] Hicks and Hicks, Muse at the expense of the company and its stockholders."

The suit, which characterizes the LIN TV price tag as an "exorbitant" amount, claims that in March — when Hicks, Muse paid \$1.9 billion for the 12-station TV group — the investment group "overpaid for LIN and [is] attempting to 'flip' LIN to Chancellor in an effort to recover the

Chancellor buys 50% stake in Grupo Radio Centro: Page 3

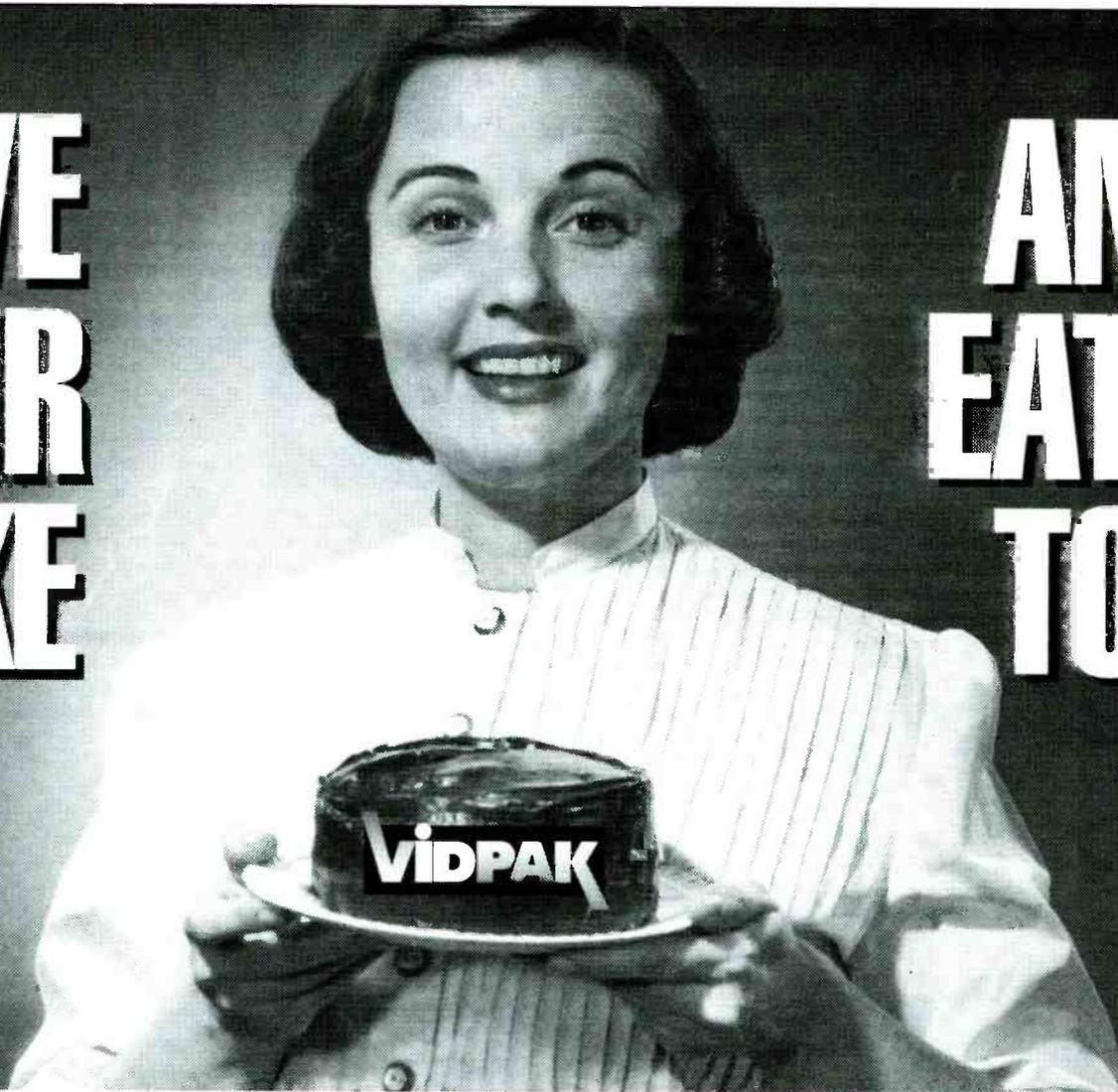
SUIT/See Page 21

THIS #1 WEEK

- CHR/POP**
 - GDO GOO DOLLS Iris (Warner Sunset/Reprise)
- CHR/RHYTHMIC**
 - BRANDY & MONICA The Boy Is Mine (Atlantic)
- URBAN**
 - AALIYAH Are You That Somebody? (Atlantic)
- URBAN AC**
 - BRIAN MCKNIGHT The Only One For Me (Motown)
- COUNTRY**
 - TERRI CLARK Now That I Found You (Mercury)
- NAC/SMOOTH JAZZ**
 - KIM WATERS Nightfall (Shanachie)
- HOT AC**
 - NATALIE IMBRUGLIA Torn (RCA)
- AC**
 - CELINE DION To Love You More (550 Music)
- ACTIVE ROCK**
 - DAYS OF THE NEW The Down Town (Outpost/Geffen)
- ROCK**
 - AEROSMITH I Don't Want To Miss A Thing (Columbia)
- ALTERNATIVE**
 - GDO GOO DOLLS Iris (Warner Sunset/Reprise)
- ADULT ALTERNATIVE**
 - DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)

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* Critical Mass Media study, WLNK Charlotte

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Mattern Goes To The 'Extreme' As PD In St. Louis

Tommy Mattern has been promoted to PD of WALC-FM/St. Louis, which recently flipped from Hot AC to Rock as "104.1 Extreme Radio" (R&R 7/3). Mattern most recently was MD for WALC and Emmis sister WKBQ-FM.

Concurrently, WALC Production Director Ron Walker has been elevated to Asst. PD. The 12-year radio veteran will retain his post as Creative Director.

"Tommy Mattern is just the guy we need to firmly place Extreme Radio on the St. Louis radio map," said Emmis/St. Louis Director/Programming Rick Balis. "He is highly regarded and well-respected within the industry and our organization. He played a lead role in our recent roll-out, and I am confident that with the help of Rob Walker he will lead Extreme Radio to prominence in St. Louis."

Six-year programming vet Mattern added, "I am really excited about the opportunity not only to work with Rob Walker, but to work with a director of programming the caliber of Rick Balis. I feel so lucky to work for a company like Emmis Communications and am thrilled by the chance to program Extreme Radio."

The Passing Of The Gavel



Board members of the Broadcaster's Foundation ushered in a new chapter in the organization's 51-year existence by electing Edward F. McLaughlin (r) Chairman of the Board. The Foundation remains the only organization in the broadcasting industry to provide financial aid to colleagues in acute need. Here McLaughlin presents ceremonial gavels to Immediate Past Chairmen Ward L. Quaal (c) and James J. Delmonico.

Chancellor Media Pays \$237 Million For Half-Stake In Grupo Radio Centro

By JEFFREY YORKE
R&R WASHINGTON BUREAU CHIEF

Chancellor Media last Friday (7/10) announced it would pay \$237 million for half-ownership of Grupo Radio Centro (GRC), a family-run, 12-station operation under one roof in Mexico City that has a long heritage in Mexican broadcasting. It is also Latin America's largest pure-play radio group,

marking Chancellor's first foray beyond the U.S. borders. But the deal is a signal that more foreign deals loom for the Dallas-based group that, in less than 60 days, has evolved from a 108-station pure-radio group into a multimedia monster with an impressive U.S. billboard and TV presence.

GRC is controlled by the Aguirre family, and Chancellor has agreed

GRUPO/See Page 10

Murdock Moves To Trauma For VP/Promotion Duties

Trauma Records has tapped Linda Murdock as its new VP/Promotion. Based in Los Angeles, she reports to Sr. VP/GM Craig Lambert.

"Linda's focus at radio and knowledge of the format in an ever-changing radio landscape, left me no option but to bring her aboard," Lambert said. "Her enthusiasm and work ethic will help facilitate the development of our artist roster and be a major contribution toward the escalation of our efforts to build Trauma into a world-class label."

Murdock joins Trauma from Island Records, where she rose from Sr. Director/Pop Promotion to VP/Pop Promotion. She has also worked at WTG, Atlantic Records,

MURDOCK/See Page 21

JULY 17, 1998

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Urban	88	Alternative Action	126
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Urban AC Chart	97	Adult Alternative Tracks	134
Country	98	Adult Alternative Albums	135

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Liles Lifted To President At Def Jam

Def Jam Recordings Group has promoted Kevin Liles to the newly created post of President. Liles, who joined the company as an intern in 1992 and was most recently GM, reports to Def Jam founder Russell Simmons and CEO Lyor Cohen.

"Kevin's promotion is an important step in the development of Def Jam," Cohen said. "Kevin has

grown with us and has been instrumental in expanding our repertoire of artists. His promotion will enhance our ability to service and promote our artists as we continue to broaden the label with new and innovative performers."

Liles noted, "I know that successful individuals refuse to be defeated. Therefore, I am what I believe

LILES/See Page 12



Copping A Place On The Charts

In 1983, a new AOR Tracks chart was added to the R&R Back Page; it joined the existing AOR Albums, CHR, and AC charts. For two weeks in July of that year, the Police captured the No. 1 slots on all four of those charts: *Synchronicity* was tops on the album chart, while "Every Breath You Take" rested atop the other three.

When the Urban chart replaced AOR Albums the following year, it became a little too difficult for one artist to capture all four top positions on the Back Page (Lionel Richie, Stevie Wonder, Mariah Carey, and Whitney Houston took three at once). With the addition of more formats to the expanded Back Pages (there are now 12 of 'em), capturing No. 1 on all of them simultaneously has been rendered all but impossible.



Police

Sticking With Radio For 25 Years



Lunching In L.A.



The Los Angeles Chapter of the Recording Academy recently hosted a luncheon to honor four of its long-standing members for their contributions to the music industry and the organization itself. The Academy provides year-round professional development, education, and networking opportunities for its members. Gathering in between courses are (l-r) Warner Music Group Chairman/co-CEO Terry Semel; Awards Luncheon Chair Bambi Moe; film director/presenter Rob Reiner; honorees Phil Quartararo, Diane Warren, Marc Shaiman, and Melissa Etheridge; Recording Academy President/CEO Michael Greene; actress/presenter Kathy Najimy; producer Phil Ramone; Awards Luncheon Chair Harriet Wasserman; L.A. Chapter Exec. Dir. Angelia Bibbs-Sanders; producer Quincy Jones; and President/L.A. Chapter Kim Espy.

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Group Heads Meet On Boosting Ownership Diversity

By MATT SPANGLER
R&R WASHINGTON BUREAU

Seven major group heads met with representatives from the FCC and the NAB on Tuesday to discuss the rapid decline in minority and women broadcast ownership.

Although the battle strategies were familiar — bringing back the minority tax certificate, incubator programs, creation of a seed fund, etc. — participants agreed the session represented a fruitful and positive exchange of ideas.

Most attendees were closelipped after the meeting. "There was a spir-

it of cooperation," said FCC Chairman Bill Kennard. "It was a good exchange," said National Association of Black-Owned Broadcasters Exec. Director Jim Winston, though "nothing was resolved." Emmis Communications Corp. President/CEO Jeff Smulyan told R&R, "The industry knows diversity is important, and

we're all going to work together to solve it." FCC Commissioner Susan Ness agreed with broadcasters that the solution must be an industry one: "It is my hope the dark cloud will spawn a silver lining, and I'm hoping that silver lining will be the private sector."

Also in attendance were FCC Commissioner Gloria Tristani, Clear Channel Communications Chairman/

DIVERSITY/See Page 8

Trial Date Set For CBC/Radio Disney Suit

Two years of research and waiting and have finally come to fruition for **Children's Broadcasting Corporation (CBC)**. The company announced last week that Judge Donald D. Alsop set August 31 as the trial date in Minneapolis U.S. District Court for its long-awaited showdown with ABC/Radio Disney.

CBC — creator of the now-defunct "Radio Aahs" format — filed suit Sept. 26, 1996 against ABC/Radio Disney, charging "misappropriation of confidential business information, breach of contract, and intentional failure to perform its duties."

"We've been waiting for this date

since we filed the suit," CBC Chairman/CEO Christopher Dahl told R&R. "We've survived the onslaught of petitions that Disney has put before the court, and the court in Minnesota has decided that the case is strong enough to go to trial. I'd like to see them pay for what

they did. They destroyed this company."

A Question Of Honor

CBC alleges in its suit that Disney failed to honor its side of what was supposed to be a strategic alliance with CBC, wherein ABC would recruit advertisers and affiliates. CBC also claims ABC used what it learned from the partnership to launch its own children's radio service, which occurred on the same day ABC terminated its agreement with CBC.

CBC is seeking injunctive relief — which would cause Radio Disney to stop broadcasting — and unspecified monetary damages. If the court rules in favor of CBC, determining the extent of the damage done to CBC would be its next task. The financial compensation could be in excess of \$50 million, based on CBC stock value. ABC/Radio Disney said it is company policy not to comment on the case. CBC spokesman Allen Mayer told R&R that the case is expected to last about two weeks.

In the two years since the battle began, CBC's grip on the world of children's radio has disintegrated. Once 32 affiliates strong and broadcasting in seven of the top 10 markets, including New York, Los Angeles, Chicago, and Dallas, the company resorted to selling its 13 O&Os and ceasing distribution of the Radio Aahs format. Ten of the erstwhile CBC stations are under contract to become part of John Lynch's Catho-

CBC/See Page 8

Bloomberg

BUSINESS BRIEFS

S&P Takes CBS Off CreditWatch

Standard & Poor's took CBS Corp. off CreditWatch this week and raised its credit rating from "BB" to "BB+". The investors service cited the company's operating performance and expectations of continued revenue growth and margin improvement — as well as the benefits of spinning off the Westinghouse Electric Corp. industrial operations — as reasons for the upgrade. CBS had been on CreditWatch since its merger with Infinity Broadcasting Corp. was announced in June 1996.

Clear Channel Approves Split, Owns Most Of More

Clear Channel Communications' shareholders approved Monday a two-for-one split of the company's stock, which closed July 14 at \$120.63. Shareholders will receive payment for the split on July 28. Meanwhile, by June 10 Clear Channel had gained control of 95.1% of British billboard company More Group PLC.

Hawaiians Protest Tower Construction

The FCC has asked Stangl Broadcasting Inc. (SBI) to move a radio tower built on terrain many native Hawaiians consider sacred, or else face an investigation into its compliance with environmental regulations. The tower, constructed on Ha'upu Ridge (the island of Kauai) earlier this year by The Tower Company, would transmit KAUI-FM/Kehaha, HI and KSRF-FM/Poipu, HI. SBI obtained CPs to build the stations in 1996, but they have yet to go on the air. In March, two native Hawaiian groups wrote the FCC protesting the proposed tower site during an ongoing agency investigation into the environmental implications of the construction. Last month, the commission suggested that SBI move the tower to a site eight kilometers from the ridge, but the company refused to comply. The case is pending before the FCC.

NBG To Raise \$500,000 In Offering

NBG Radio Network will offer \$500,000 in stock in a private placement. The company will issue 250,000 shares at \$2, and one warrant per share at a strike price of \$2.25 if exercised within 18 months. NBG President John Holmes told R&R the funds raised will go in part to pay for a travel industry magazine called *Travel Exclusives* that the company is developing, and to an Internet site that will allow affiliates to pull down postings of the network's bits. The site is

Continued on Page 8

R&R/Bloomberg Radio Stock Index

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

	Change Since				
	One Year Ago	One Week Ago	7/10/98	One Year Ago	One Week Ago
Radio Index	141.7	240.90	244.56	+69.08%	+1.52%
Dow Industrials	7921.82	9025.26	9105.74	+16.94%	+0.90%
S&P 500	916.68	1146.42	1164.33	+29.03%	+1.61%

Merger With AFTRA Gets Top Billing At SAG Meeting

The two largest negotiating powers for some of America's most creative groups appear to be having trouble negotiating their own merger.

A scheduled vote to recommend a merger to members of both the Screen Actors Guild and the American Federation of Television and Radio Artists was iced last weekend by SAG's board of directors after it decided that further financial research was necessary before proceeding with the marriage.

AFTRA will have a similar meeting to determine a recommendation to its members this fall. In January, SAG and AFTRA board members voted separately to allow their members to vote on the two-year-old proposed merger, garnering approval from both sides. However, the substantial growth of services to both of the groups' members has made integration of the pension and health plans a problem in the merger talks. SAG National Exec. Director Ken Orsatti said last summer that a merger "is not dependent on the merger of the pension and health plans."

— Patrice Wittrig

NO PROS ALLOWED

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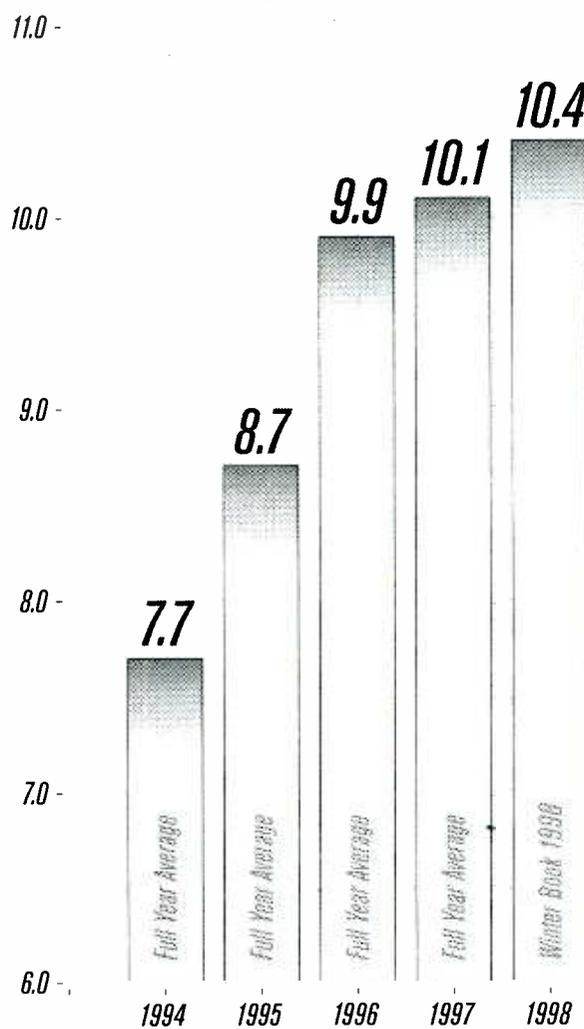


"The other day I got a call from someone who said they wanted to have ratings just like B-101's in Philadelphia. I told him how the success B-101

enjoys today actually started some years ago, with a phone call to me from the station's top executive, Jerry Lee. What Jerry wanted was not some temporary fix from the "marketing gimmick of the day." He wanted the best cutting-edge research and a strategic partner who could help guide him to consistent, steady ratings growth in key salable demos. Our people are masters in the use of strategic warfare to get not one good book, but real long-term growth.

If you're not totally happy with your station's ratings performance, call me and we'll talk it over.

*Long Term Growth: 25-54 Women Arbitron Share
Monday-Sunday 6am-Mid: B-101 Philadelphia*



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DEAL OF THE WEEK

- **KGMI-AM & KISM-FM/
Bellingham, WA**
\$8 million

1998 DEALS TO DATE

Dollars To Date: **\$2,511,226,793**
(Last Year: \$6,257,928,792)

Dollars This Week: **\$22,289,615**
(Last Year: \$94,779,738)

Stations Traded This Year: **914**
(Last Year: 1244)

Stations Traded This Week: **30**
(Last Year: 32)

TRANSACTIONS AT A GLANCE

- WXAL-AM & WZMJ-FM/Demopolis, AL \$507,000
- KXFE-FM/Dumas, AR \$489,000
- KIQQ-FM/Atascadero (San Luis Obispo), CA \$1.5 million
- KPCO-AM/Quincy & KBNF-FM/Chester, CA \$220,000
- WYOC-FM/High Springs (Gainesville), FL \$850,000
- KDZY (FM CP)/McCall, ID \$300,000
- WLRB-AM & WKAI-FM/Macomb & WLMD-FM/Bushnell, IL \$570,000
- WTTT-AM & WRNX-FM/Amherst (Springfield), MA \$625,000
- WQVR-FM/Southbridge (Worcester), MA \$2,375,000
- WGRI-FM/Flint, MI \$60,000
- KCTE-AM/Independence (Kansas City), MO \$925,000
- KOGA-AM & FM & KMCX-FM/Ogallala, NE \$4 million
- KPXH (FM CP)/Garapan, Northern Mariana Islands \$25,615
- KZTU-AM/Junction City, OR \$325,000
- KHOS-AM/Sonora, TX \$500,000
- KYQX-FM/Weatherford, TX \$55,000
- WVBX-FM/Rural Retreat, VA \$200,000
- WYVE-AM/Wytheville, VA \$300,000
- KZTS-AM/Tacoma \$350,000
- KZTS-AM/Tacoma \$500,000
- WDCI-FM/Bridgeport (Morgantown), WV \$405,000

TRANSACTIONS

Saga Expands Into Upper Northwest

- **Capstar ogles Ogallala, NE quartet for \$4 million**

Deal Of The Week

KGMI-AM & KISM-FM/
Bellingham

PRICE: \$8 million
TERMS: Asset sale for cash
BUYER: Saga Communications Inc., headed by President Ed Christian. It owns or has agreed to acquire 37 stations. Phone: (313) 886-7070
SELLER: KGMI Inc., headed by President Ann Jones-Richardson. Phone: (360) 734-9790
FREQUENCY: 790 kHz; 92.9 MHz
POWER: 5kw day/1kw night; 50kw at 2440 feet
FORMAT: News/Talk; Alternative
BROKER: Blackburn & Co.

California

KIQQ-FM/Atascadero
(San Luis Obispo)

PRICE: \$1.5 million
TERMS: Asset sale for cash
BUYER: American General Media of Texas Inc., headed by President Anthony Brandon. It owns KKAL-AM, KKJG-FM & KZOZ-FM/San Luis Obispo, CA. Phone: (410) 832-5870
SELLER: Garry and Virginia Brill. Phone: (805) 466-6511
FREQUENCY: 104.5 MHz
POWER: 5.6kw at 1410 feet
FORMAT: Oldies
BROKER: Gammon Media Brokers

SELLER: Millstone Broadcasting LC, headed by President Donald Boyd. Phone: (352) 372-4487
FREQUENCY: 104.9 MHz
POWER: 3.2kw at 450 feet
FORMAT: Oldies
BROKER: Hadden & Assoc.

Idaho

KDZY (FM CP)/McCall

PRICE: \$3000
TERMS: Construction permit sale for cash
BUYER: Moonbeam Inc., headed by President Mary Constant. Phone: (707) 942-0707
SELLER: Hawkeye Radio Properties Inc., headed by President Dale Ganske. Phone: (608) 831-8708

Illinois

WLRB-AM & WKAI-FM/
Macomb & WLMD-FM/
Bushnell

PRICE: \$570,000
TERMS: Stock sale for cash
BUYER: WPW Broadcasting Inc., headed by President Wayne Whalen, is acquiring Sharp Broadcasting Co. Phone: (309) 734-9452
SELLER: Donald and J.M. Sharp. Phone: (309) 833-5561

WTTT-AM & WRNX-FM/
Amherst (Springfield)

PRICE: \$625,000
TERMS: Stock sale for 51%
BUYER: RNX Radio Inc., headed by

Missouri

KCTE-AM/Independence
(Kansas City)

PRICE: \$925,000
TERMS: Asset sale for cash
BUYER: Union Broadcasting Inc., headed by President Chad Boeger. Phone: (913) 648-0208
SELLER: Metropolitan Radio Group Inc., headed by President Gary Acker. Phone: (817) 430-3548
FREQUENCY: 1510 kHz
POWER: 10kw
FORMAT: Sports/Talk

Nebraska

KOGA-AM & FM & KMCX-
FM/Ogallala

PRICE: \$4 million
TERMS: Asset sale for cash
BUYER: Capstar Broadcasting Co. Inc., headed by President Steven Hicks. Phone: (512) 340-7800
SELLER: Ogallala Broadcasting Co. Inc., headed by President Ray Lockhart. Phone: (308) 284-6422
FREQUENCY: 930 kHz; 99.7 MHz; 106.5 MHz
POWER: 5kw day/500 watts night; 100kw at 805 feet; 100kw at 300 feet
FORMAT: Nostalgia; AC; Country

Continued on Page 8

Alabama

WXAL-AM & WZMJ-FM/
Demopolis

PRICE: \$507,000
TERMS: Asset sale for cash
BUYER: Amy and Randall Douglas. Phone: (334) 826-6043
SELLER: DEBCO Productions Inc., headed by President William Jones. Phone: (334) 289-1400

Arkansas

KXFE-FM/Dumas

PRICE: \$489,000
TERMS: Asset sale for cash
BUYER: Metro Birch Enterprises Inc., headed by President Jackie Harris. Phone: (870) 536-1199
SELLER: Estate of Alan Alter Eastham, headed by executrix Craig and Ruth Eastham. Phone: (870) 534-8978

KPCO-AM/Quincy &
KBNF-FM/Chester

PRICE: \$220,000
TERMS: Asset sale for cash
BUYER: Carousel Broadcasting, headed by President Robert Fink. Phone: (530) 283-1194
SELLER: Thomas Aceituno, trustee for the bankruptcy estate of Stratacom Ltd. Phone: (916) 985-6486

Florida

WYOC-FM/High Springs
(Gainesville)

PRICE: \$850,000
TERMS: Asset sale for \$800,000 cash and a \$50,000 promissory note at 8% interest
BUYER: Williams Broadcasting Co., headed by President R.V. Williams. It owns WRGO-FM/Cedar Key, FL. Phone: (352) 795-1027

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Diversity

Continued from Page 4

CEO Lowry Mays, Sinclair Communications President/CEO David Smith, Bonneville International President/CEO Bruce Reese, Capstar Broadcasting Partners President/CEO Steve Hicks, Jacor Communications CEO Randy Michaels, and CBS Corp. President/COO Mel Karmazin.

In a post-meeting interview session with reporters, NAB President/CEO Eddie Fritts and Exec. VP/General Counsel Jeff Baumann opened up a little more about the dialogue at the meeting. Fritts said attendees identified two major issues to contend with: lack of access to capital — the mega-multiples being paid in radio deals today make it difficult for minority ventures to get off the ground — and whether majority owners should emphasize bringing new minority participants into the business or enhancing opportunities for current ones (the consensus was that both aims should be targeted).

Baumann also pointed out that broadcasters looking to spin off Department of Justice-required divestitures to minority owners face a cou-

ple of obstacles. The DOJ has expressed concern that minority owners would flip successful "non-minority-formatted" stations — Country, for example — to minority formats — such as Urban or Hispanic — upsetting the format balance within a particular market. The agency has also been leery of majority owners spinning off stations to minority companies and then lending capital to those outfits as well.

Part Of The Solution

Meeting participants discussed a number of ways to boost minority and women ownership. There was general agreement that the demise of the minority tax certificate program — which afforded broadcasters selling stations to minority buyers a deferral on capital gains taxes — was negative, and that it should be reinstated in a manner that wouldn't encourage abuses like those that plagued the system in the past.

On Monday, Kennard — who had called upon broadcasters at the April NAB show in Las Vegas to come to him within 60 days with their ideas on building diversity in ownership — once again suggested that he support-

ed reinstatement of the tax certificate policy, this time at the NAACP's annual convention in Atlanta.

There was also a great deal of discussion, Fritts and Baumann said, about the creation of a private fund that would finance minority broadcasting ventures. Fritts said there was "a panoply" of ideas presented, but in general attendees agreed that it would likely be an equity fund — so broadcasters could see a return on their investment in the fund and so it would be an easier sell to shareholders. Additionally, due to recent case law such as the Supreme Court's 1995 *Adarand* ruling, the fund would have to be structured so that it lends to "new entrants," not just minorities.

Other ideas on the table at the meeting included the creation of scholarships, fellowships, or internships offering entry- or middle-level positions to minorities and women.

Fritts was vague on what the NAB's next step would be. No further meetings with broadcasters have been scheduled, but he did make it clear the organization would "continue to talk about what opportunities would be developed."

TRANSACTIONS

Continued from Page 6

Northern Mariana Islands

KPXH (FM CP)/Garapan

PRICE: \$25,615

TERMS: Construction permit sale for cash

BUYER: Leon Padilla Ganacias. Phone: (671) 646-7197

SELLER: Saipan Cable Telecommunications Inc. Phone: (671) 477-9334

Oregon

KZTU-AM/Junction City

PRICE: \$325,000

TERMS: Stock sale for cash

BUYER: Pamplin Communications Corp., headed by Chairman/CEO Robert Pamplin Jr., is acquiring E.J.C. Broadcasting Inc. Phone: (503) 251-1579

SELLER: Jerry Collins and Victor Ives. Phone: (804) 474-9207

Texas

KHOS-AM/Sonora

PRICE: \$5000

TERMS: Asset sale for cash

BUYER: Zacarias Serrato. Phone: (915) 928-3060

SELLER: William Gail Garlitz. Phone: (915) 387-3553

KYQX-FM/Weatherford

PRICE: \$55,000

TERMS: Asset sale for cash

BUYER: CSSI Non-Profit Educational Broadcasting Corp., headed by President Charles Beard. Phone: (817) 594-8767

SELLER: The Sister Sherry Lynn Foundation Inc., headed by President Sherry Austin. Phone: (580) 658-9292

Virginia

WXBX-FM/Rural Retreat

PRICE: \$200,000

TERMS: Asset sale for cash

BUYER: Three Rivers Media Corp., headed by President Gary Hagerich. Phone: (724) 837-6673

SELLER: Highlands Broadcasting Inc., headed by President Ora Robert Smallwood. Phone: (540) 988-2586

WYVE-AM/Wytheville

PRICE: \$300,000

TERMS: Asset sale for cash

BUYER: Three Rivers Media Corp., headed by President Gary Hagerich. Phone: (724) 837-6673

SELLER: Dominion Media Group Ltd, headed by President Ralph Davis. Phone: (540) 964-7416

BROKER: Kozacko Media Services

Washington

KZTS-AM/Tacoma

PRICE: \$350,000

TERMS: Asset sale for cash; Legend has agreed to immediately sell the station to Salem Communications (see following deal).

BUYER: Legend of Seattle LLC, headed by managing member W. Lawrence Patrick. Phone: (410) 740-0250

SELLER: FORPAT Acquisitions Trust, headed by trustee W. Jeffrey Kramer

KZTS-AM/Tacoma

PRICE: \$500,000

TERMS: Asset sale for cash

BUYER: Salem Communications Corp., headed by President Edward Atsinger. It owns KGNW-AM, KKOL-

Bloomberg

BUSINESS BRIEFS

Continued from Page 4

expected to be up and running in 60-90 days.

Chancellor Seeks Consent Solicitation On Stock

Chancellor Media Corp. has begun a consent solicitation on its 12.25% series A senior cumulative exchangeable preferred stock. If shareholders sign off on the solicitation, Chancellor will exchange the stock for its senior 12.25% subordinated exchange debentures due 2008. The solicitation is set to expire on July 20.

Cumulus Closes On Six Stations

Cumulus Media has become a force in three more small markets. Last week, the company consummated the acquisition of WOSCFM & WWFG-FM/Salisbury-Ocean City, MD from Capstar Broadcasting Partners subsidiary Benchmark Radio Acquisition Fund for \$7.5 million, the purchase of WJCL-FM/Savannah, GA from Lewis Broadcasting Corp. for \$7.25 million, and the acquisition of KKBL-FM, KMXV-FM & KEKB-FM/Grand Junction, CO from Jan-Di Broadcasting for \$5 million. Cumulus is also acquiring six more stations in Savannah in three separate deals totaling \$14 million, and it is buying three additional stations in Grand Junction from Mustang Broadcasting for \$2 million. Cumulus said it will not have to divest any stations in any of these markets to meet the local ownership caps.

Local Radio Is The Heart Of CBS

CBS Chairman Michael Jordan told Reuters in Tokyo this week that local radio and TV programming and billboard advertising are at

Continued on Page 14

CBC

Continued from Page 4

lic Radio Network for \$57 million; Salem Communications has agreed to purchase two of the stations for \$2.7 million, and the last station will go to 1090 Investments LLC for \$2 million. "We're spending millions on

this lawsuit," Dahl told R&R. "We want to concentrate on buying commercial television production companies."

Meanwhile, since its debut in four test markets, Radio Disney has taken its version of kids' programming national and currently has 29 stations in 27 markets on its affiliate roster.

AM & KLFE-AM/Seattle-Tacoma. Phone: (805) 987-0400

SELLER: Legend of Seattle LLC

West Virginia

WDCI-FM/Bridgeport (Morgantown)

PRICE: \$405,000

TERMS: Asset sale for cash

BUYER: WDCI Radio Inc., a subsidiary Coshocton Broadcasting Co., headed by Bruce Wallace. Phone: (304) 842-8644

SELLER: Dolphin Communications Inc., headed by President Earl Stew-

art. Phone: (740) 622-1560

FREQUENCY: 104.1 MHz

POWER: 24.5kw at 518 feet

FORMAT: Soft AC

BROKER: American Media Services LLC

For The Record

Two deals — for WMUS-AM & FM/Muskegon, MI and WKDA-AM/Nashville — were inadvertently reprinted in the July 3 issue of R&R. Year-to-date figures have been adjusted to reflect the correct totals.

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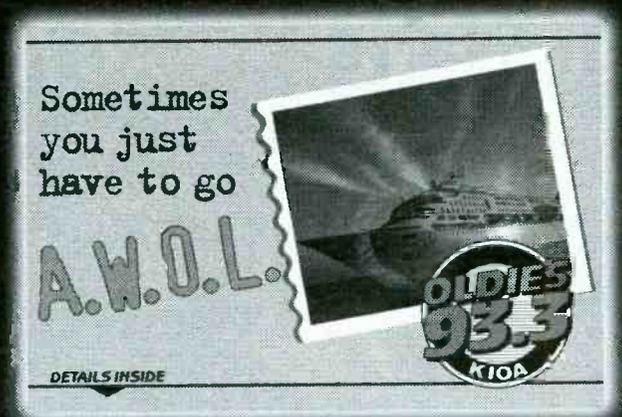
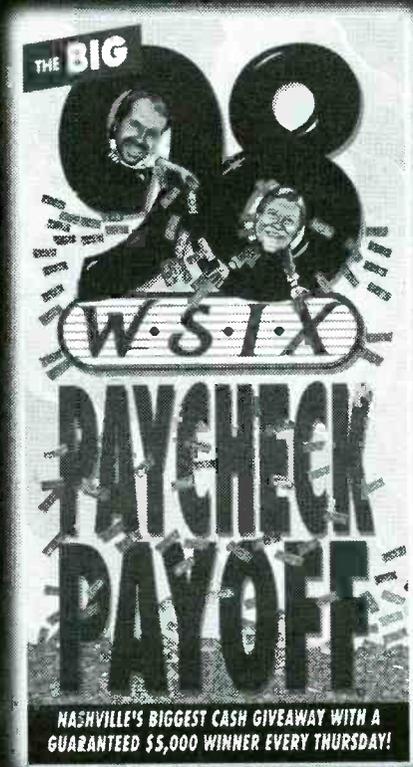
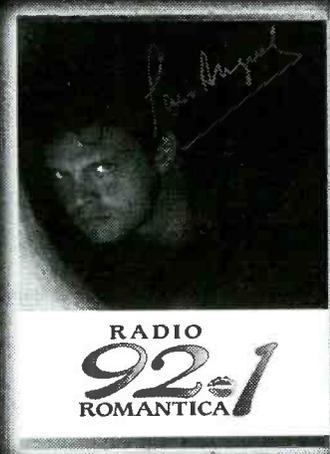
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Portland Becomes PD Engel's 'Beat'

Eighteen-month WBMX/Boston APD/MD Michelle Engel has transferred to CBS Pop/Alternative sister KBBT-FM/Portland as PD. She succeeds Dave Numme, who continues as OM of KBBT and Active Rock KUFO-FM.

"Michelle brings the combination of passion for the format and major-market experience that can only benefit what we're striving for at The Beat," remarked VP/GM Dave McDonald. "We conducted a national search to fill this position and feel great that it led us to her. She truly understands our listeners' lifestyle and has the enthusiasm to make big things happen here."

Engel added, "It's really cool to be promoted from within at CBS, and I'm thrilled to join The Beat's team. While I'll miss my WBMX family and [PD] Greg Strassell, we'll have places to go and things to do in Portland."

Prior to joining WBMX, Engel programmed WJBX/Ft. Myers; was MD at WRUF/Gainesville, FL; and was an on-air talent at WJRR/Orlando.

Grupo

Continued from Page 3

to pay the family trust \$81.5 million cash. Chancellor will also invest \$39 million in cash and issue \$116.5 million worth of its shares to Grupo. Final stock value could fluctuate as much as \$29.1 million, and the final price will be based on GRC's 1999 performance.

The deal is "a meaningful investment position in the leading Mexican radio company at an attractive price," said Chancellor Media President/CEO Jeffrey Marcus. "We are aligning ourselves with world-class operators. We are getting into the Mexico market at a very good time in its development. A lot of money is being spent on political campaigns on radio. And with privatization, a lot of companies are ad-

KXOA/Sacramento's Arrow Points To CHR

Entercom's Classic Hits KXOA (Arrow)/Sacramento flipped to CHR/Pop on Tuesday (7/14) at noon. The station has applied for the call letters KDND and will use the moniker "The End."

"We have determined that there is a great CHR opportunity in this marketplace, and we wanted to be the one to fill it," GM John Geary told R&R. "The station will have a pop lean to it. I have been very focused on getting this station launched, and now that it is public, I am beginning a nationwide search for a PD. For the time being, the station will run jockless. The morning show of Sander & Carrie will remain with the station once personalities are reintroduced and, at that time, the remainder of the staff will be re-evaluated."

This is Entercom's second CHR launch in recent months following the flip of WLLD/Tampa. It is also the second CHR in Sacramento since the sign-on of CHR/Rhythmic KBMB.

vertising that normally wouldn't be, and it's pushing ad revenues up."

In announcing the deal, Marcus told Wall Street investment analysts during a conference call, "Clearly, this fits our bedrock investment criteria. Investments have to be strategic, they have to come at a fair price, and they have to be accretive. From a strategic standpoint, we think this is right down the middle of the fairway, because we have an opportunity to align ourselves with the leading broadcasters — not only in Mexico, but, arguably, in Latin America."

Marcus said Chancellor's acquisitions south of the border in the near future would likely be limited to Mexico. "We want to focus on Mexico and are probably not going farther south right now. The world is certainly out there, and we are going to be looking at other markets. But there are only so many hours in a day."

"This is not a sign that we have stopped looking for attractive deals in the U.S.," Marcus said about the company's first foreign investment. "We still intend to be a major player."

The GRC deal comes at a time when Mexico has seen a steep decline in oil revenues and a drop in the national economy's overall strength, and just as GRC reported second quarter profits fell 79%

to 23.67 million pesos (\$2.63 million), from 112.45 million a year earlier. But Marcus told the conference call audience, "This won't last forever. We think we are getting in at the best time possible, with the best people, at the best price possible. The company has no debt whatsoever. We'll have a very significant war chest and will go out and look for other acquisitions along the U.S. border."

GRC's six AM and six FM stations are in a state-of-the-art complex in Mexico City — the world's most-populated city — that has left U.S. visitors dazzled. "It is an amazing plant that all of us in the U.S. would love to have," Marcus told R&R. "It is something we sure will look at because of the tremendous amount of cross-pollination and convenience."

With GRC, Chancellor is also getting something else others in the U.S. would love to have: The dozen stations command about 36% of Mexico City's audience and about 50% of the market's radio revenues. Mexico City also gets at least half of that nation's annual radio revenues.

Chancellor is "excited about the strategic direction that this takes," Marcus added. "We'll see very good things out of this relationship." Among those things, Marcus told R&R after the con-

EXECUTIVE ACTION

Arista/Nashville Promo Dept. Ups Dame, Bonadies

Arista/Nashville has promoted Director/National Promotion Dave Dame to Sr. Director/National Promotion. At the same time, Director/Northeast Promotion Teddi Bonadies has risen to Director/Field Promotion.

"Dave's done a great job managing our promotion department and getting our records played in a very difficult atmosphere — this is very well-deserved," VP/Promotion Bobby Kraig said. "Teddi has also done a fine job; I've always felt very lucky to have her on our staff. I'm pleased to be able to offer her some additional responsibility." In addition to her present duties, Bonadies will assist Kraig in working more closely with consultants.

Dame and Bonadies joined the label in October '93. Dame as the Chicago-based Manager/Midwest Promotion, and Bonadies as the Washington, DC-based Manager/Northeast Regional Promotion. In September '96, both moved to Nashville when Dame was elevated to Director/National Promotion and Bonadies to Director/Northeast Promotion.

In related news, Arista/Nashville Manager/A&R Mike Sisted has been upped to Director/A&R. Sisted, who continues to report to VP/A&R Jim Scherer, joined the label in 1991 as an intern.

Case In Point: WPNT/Milwaukee Names PD

As hinted in last week's Street Talk (R&R 7/10), WPNT (The Point)/Milwaukee has tapped Justin Case to be its new PD. He succeeds Mark Adams, who departed the Lakefront Communications Pop/Alternative to program CHR/Pop KZQZ/San Francisco (R&R 6/19).

"I'm very pleased that Justin has joined us," remarked President/GM Tom Joeres. "His level of experience and programming talent is commensurate with WPNT's growth and performance. Both have solid bases with futures that are set to explode."

Lakefront Communications is a Saga Communications subsidiary. Saga Exec. VP Steve Goldstein added, "Justin offers a great combination: He has strong Pop/Alternative experience, and he has a funny name."

Case most recently programmed Pop/Alternative KTNP/Omaha.

ference call, is that GRC management and Chancellor, which owns 20% of Z Spanish Network in the U.S., will likely review the platforms and "see if we can help out Z Spanish. Maybe we can have some Spanish programming on the AMFM Network. There are a lot of possibilities."

Since last month when Marcus told a New York financial seminar that he'd like to buy LIN TV and merge with Capstar Broadcasting Partner's 320-some stations, indus-

try observers have speculated on when those deals would happen. Half of the equation is solved: On July 7, the group said it would pay about \$1.72 billion for LIN TV's 12-station group (see related story, Page 1). But when asked by R&R about a possible deal with Capstar, Marcus jumped to safe ground and repeated his mantra that any deal must fit Chancellor's "bedrock investment criteria" of being strategic, at a fair price, and accretive. He declined to elaborate.

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Here's Why
Phoenix Stations
Are Stepping Up
to Scarborough

93.3 KDKB
Rock's Arizona

KDKB Nails New Digital Cellular Account

When a promotional buy for Sprint's new digital mobile service was on the line, KDKB-FM account executive Keith Woods looked to Scarborough to help him answer the call.

Using Scarborough, Woods profiled Metro Phoenix mobile phone users and found they are frequently college grads and/or sales professionals between the ages of 25 and 49. By comparing this data to his station's listener profiles, Woods illustrated that his station delivered the professional target that Sprint wanted to reach: "Some agencies have the misconception that our AOR listeners are young and don't have disposable incomes. Not only did we demonstrate that our listeners used mobile phones, we showed they had the money to pay the bill."

Based on the Scarborough information, combined with cross-promotion ideas and the catchy slogan "When our listeners aren't rockin', they're talkin'," Woods landed the buy. "I think our success with Sprint was based on how vividly we described our audience and marketplace using Scarborough."

Wall Upped To PD At WEDG/Buffalo

Mercury Communications has promoted WEDG/Buffalo Asst. PD/MD Rich Wall to PD of the Alternative station. The position had been vacant, with OM John Hager and Wall splitting the programming duties.

"Rich has served as the point person for the day-to-day operations of The Edge as APD/MD for many months," explained Hager. "By naming him PD, we are more accurately describing the role he is already serving and acknowledging the great job he has done in leading the station through a very competitive period."

Wall joined WEDG when it signed on as The Edge three years ago for his first commercial radio job. He has held a number of positions at the station, including the midday shift. He said, "I want to thank John Hager, [consultant] Tom Calderone, and [VP/GM] Bill Saurer for their support in helping me realize my dream of programming an Alternative radio station in my hometown."



Wall

To The Platinum Mark And Back



... Again and again! Columbia recording group Savage Garden liked it so much the first and second times, they rang the platinum bell a third time recently with their self-titled debut CD. Showing that they love 'em truly, madly, ... (well, you know the rest) are (l-r) Columbia Sr. VP/Marketing Tom Corson, industry executive Larry Tollin, Columbia President Don Ienner, bandmember Daniel Jones, label VP/Nat'l Pop Promo Lee Leipsner, bandmember Darren Hayes, Exec. Columbia Records Group VP John Ingrassia, label GM Will Botwin, Sr. Dir./Nat'l Sales Rich Yaffa, Sr. VP/A&R Mitchell Cohen, VP/Int'l Mktg. Julie Borchard, and Sr. Dir./Prod. Mktg. Bridget Roy.

New WKSE/Buffalo PD Is Universal

Dave Universal has been elevated from Asst. PD/MD to PD at CHR/Pop WKSE-FM/Buffalo. Universal joined "Kiss" in 1987 as an intern and succeeds Sue O'Neil, who was promoted to OM for WKSE and Sinclair Hot AC sister WMJQ-FM last week (R&R 7/10).

According to VP/GM Terrence Rodda, "Dave's successful efforts during the past 10 years have helped establish 'Kiss 98.5' as a *tour de force* among CHRs and have consistently established WKSE as Buffalo's 'No. 1 Hit Music Station.'"

"Being PD of Kiss has been my goal for some time," Universal added. "I'm thrilled that Sinclair encourages people to reach high levels of performance and rewards these efforts. I'm excited to expand my programming growth and for the opportunity to direct the extremely talented on-air crew at Kiss."

12+ SPRING '98 ARBITRON RESULTS

New York

	W/98	Sp '98
WLTW-FM (AC)	6.6	5.9
WSKQ-FM (Tropical)	6.1	5.9
WQHT-FM (CHR/Rhy)	5.5	5.6
WHTZ-FM (CHR/Pop)	4.7	5.1
WCBS-FM (Oldies)	4.6	4.6
WRKS-FM (Urban AC)	4.2	4.3
WKTU-FM (CHR/Rhy)	3.8	4.2
WXRK-FM (Alternative)	4.3	3.8
WABC-AM (Talk)	3.0	3.2
WINS-AM (News)	3.6	3.2
WOR-AM (Talk)	3.1	3.2
WPAT-FM (Spanish AC)	3.5	3.2
WQXR-FM (Classical)	2.9	3.1
WCBS-AM (News)	2.8	3.0
WQCD-FM (NAC/SJ)	3.2	2.8
WBLS-FM (Urban)	2.5	2.7
WPLJ-FM (Hot AC)	2.6	2.7
WFAN-AM (Sports)	2.2	2.6
WADO-AM (Span N/T)	2.4	2.4
WQEW-AM (Nostalgia)	2.0	1.8
WNEW-FM (Cl. Rock)	1.5	1.7
WAXQ-FM (Cl. Rock)	1.5	1.6
WBIX-FM (Hot AC)*	1.5	1.5

* Was WNSR-FM until January 21

Nassau-Suffolk

	W/98	Sp '98
WALK-FM (AC)	5.7	5.5
WHTZ-FM (CHR/Pop)	5.6	5.5
WXRK-FM (Alternative)	5.3	5.5
WBLI-FM (CHR/Pop)	4.5	4.3
WLTW-FM (AC)	3.9	4.3
WCBS-FM (Oldies)	3.9	4.2
WQHT-FM (CHR/Rhy)	3.0	3.9
WFAN-AM (Sports)	3.4	3.8
WKTU-FM (CHR/Rhy)	3.2	3.6
WOR-AM (Talk)	3.7	3.6
WABC-AM (Talk)	3.8	3.5
WBAB/WHFM (Rock)	2.9	3.5
WCBS-AM (News)	3.6	3.3
WPLJ-FM (Hot AC)	3.1	2.8
WBZO-FM (Oldies)	2.6	2.7
WHLI-AM (Nostalgia)	3.6	2.5
WINS-AM (News)	2.2	2.2
WQCD-FM (NAC/SJ)	2.1	2.1
WKJY-FM (AC)	3.3	2.0
WQXR-FM (Classical)	2.5	2.0
WNEW-FM (Cl. Rock)	2.3	1.9
WAXQ-FM (Rock)	1.9	1.8
WDRE/WLIR (Alternative)	1.5	1.6
WMJC-FM (Country)	1.8	1.6
WBLS-FM (Urban)	1.0	1.5
WSKQ-FM (Tropical)	1.3	1.5
WRKS-FM (Urban AC)	1.5	1.4
WLUX-AM (Nostalgia)	1.0	1.2
WBIX-FM (Hot AC)*	1.1	1.0
WQEW-AM (Nostalgia)	.9	1.0
WRCN-FM (Rock)	.7	1.0

* Was WNSR-FM until January 21

Monmouth-Ocean, NJ

	Fa '97	Sp '98
WKXW-FM (Talk)	5.7	5.5
WABC-AM (Talk)	3.4	5.1
WXRK-FM (Alternative)	5.6	5.0
WOR-AM (Talk)	3.5	4.0
WLTW-FM (AC)	3.8	3.8
WOBM-AM (AC)	2.4	3.8
WPLJ-FM (Hot AC)	3.6	3.8
WRDR-FM (Nostalgia)	2.4	3.8
WFAN-AM (Sports)	3.6	3.4
WJLK-FM (AC)	3.9	3.4
WHTZ-FM (CHR/Pop)	2.6	3.1
WKTU-FM (CHR/Rhy)	2.6	3.0
WOBM-FM (AC)	3.8	3.0
WRAT-FM (Rock)	3.1	3.0
WBBO-FM (CHR/Pop)	2.4	2.8
WCBS-AM (News)	3.4	2.8
WWZY-FM (Country)	4.8	2.8
WCBS-FM (Oldies)	4.0	2.7
WNEW-FM (Cl. Rock)	2.1	2.4
WAXQ-FM (Rock)	1.9	2.3
WQHT-FM (CHR/Rhy)	1.5	2.2
WQCD-FM (NAC)	1.4	1.7
WADB-AM (Country)	2.0	1.6
WJRZ-FM (AC)	1.5	1.6
WQXR-FM (Classical)	2.0	1.6
WHTG-FM (Alternative)	2.1	1.1
WQEW-AM (Nostalgia)	.3	1.1
WRKS-FM (Urban AC)	1.2	1.1

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Format Abbreviations

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

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UPDATE

EMI Recorded Music Realigns Management Team

EMI Recorded Music has reset its senior management team, promoting Stephen Barraclough to Exec. VP and Tony Bates to Exec. VP/CFO, reporting to President Ken Berry. Barraclough most recently was Sr. VP/CFO for EMI Music, while Bates was Exec. VP/CFO for EMI International.

"I am lucky to have such a strong team of executives to back me up in the management of EMI Recorded Music," Berry said. "As a team we have achieved a great deal over the last few years, and the creation of EMI Recorded Music allows us to pursue a global management strategy for the company."

EMI Recorded Music has also named Shelagh Macleod Sr. VP/Business & Legal Affairs, Jane Sullivan Sr. VP/Human Resources, Martin Taylor Sr. VP/Information Technology, and Greg Porter VP/Procurement. Peter Bakalor becomes Sr. VP/Information Technology for EMI-Capitol Music Group.

Liles

Continued from Page 3

myself to be. As we approach the new millennium, the Def Jam logo will continue to be recognized as a governing force in the hip-hop culture. Over the last 15 years, Lyor Cohen and Russell Simmons have made Def Jam synonymous with excellence and innovation in entertainment. As President, I will work to

build upon the solid hip-hop foundation they have established."

Liles began his record industry career as a member of the rap group Numarx. After that, he was co-founder/co-President of MBR (Marx Bros. Records). After joining Def Jam, he worked as Mid-Atlantic Regional Manager. In 1994 he was promoted to GM, and in 1996 was elevated to GM & VP/Promotion.

PRECIOUS METAL

The RIAA has issued the following awards for the month of March:

MULTIPLATINUM ALBUMS

Titanic ST, Various Artists, Sony Classical (9 million); Let's Talk About Love, Celine Dion, 550 Music; Hell Freezes Over, Eagles, Geffen (7 million); Greatest Hits Collection, Alan Jackson, Arista (4 million); Spice World, Spice Girls, Virgin; My Way, Usher, LaFace/Arista; Backstreet Boys, Backstreet Boys, Jive; Savage Garden, Savage Garden, Columbia; Barney's Favorites Volume I, Barney, SBK (3 million); The Velvet Rope, Janet, Virgin; From Kirk Franklin's Nu Nation, God's Property, Interscope (2 million).

PLATINUM ALBUMS

Charge It 2 Da Game, Silk The Shocker, No Limit/Priority; Yield, Pearl Jam, Epic; Tribute, Yanni, Virgin; Book Of Secrets, Loreena McKennitt, Quinlan Road/WB; My Own Prison, Creed, Wind-up; Greatest Hits Volume III, Billy Joel, Columbia; All That I Am, Joe, Jive; Marcy Playground, Marcy Playground, Capitol; A Few Small Repairs, Shawn Colvin, Columbia; Barney's Favorites Volume II, Barney.

GOLD ALBUMS

1998 Grammy Nominees, Various Artists, MCA; Blues Brothers 2000 ST, Various Artists, Uptown/MCA; Como Te Recuerdo, Los Temerarios, Fonovisa; Charge It 2 Da Game, Silk The Shocker; Yield, Pearl Jam; My Balls And My Word (All I Have In This World), Young Bleed, No Limit/Priority; No More Glory, M.J.G., Suave House/Relativity; De-

constructed, Bush, Trauma/Interscope; Tribute, Yanni; Deuces Wild, B.B. King, MCA; Big Time, Trace Adkins, Capitol; Book Of Secrets, Loreena McKennitt; Greatest Hits Volume III, Billy Joel; Dream Walkin', Toby Keith, Mercury; Lila, Lila McCann, Asylum/VEEG; Clumsy, Our Lady Peace, Columbia; Greatest Hits, Styx, A&M; Whip Smart, Liz Phair, Matador; Stranger Than Fiction, Bad Religion, Atlantic; Mozart, Various Artists, Unison; America's 25 Favorite Praise And Worship Choruses, Various Artists, Brentwood Music; All-Time Greatest Comic Hits, Ray Stevens, Curb; Avalon Sunset, Van Morrison, Polydor.

MULTIPLATINUM SINGLE

"How Do I Live," LeAnn Rimes, Curb (3 million).

PLATINUM SINGLES

"Gone Till November," Wyclef Jean, Ruffhouse/Columbia; "Deja Vu," Lord Tariq & Peter Gunz, Co-deine/Columbia; "A Song For Mama," Boyz II Men, Motown.

GOLD SINGLES

"Do for Love," 2Pac f/Eric Williams, Amaru/Jive; "The Party Continues," JD f/Brat & Usher, So So Def/Columbia; "Body Bumpin' Yippie-Yi-Yo," Public Announcement, A&M; "My Heart Will Go On," Celine Dion; "Too Close," Next, Arista; "Romeo & Juliet," Silk-E. Fyne f/Chill, Grand Jury/RCA; "Are You Jimmy Ray?" Jimmy Ray, Epic; "Make 'Em Say Ugh," Master P, No Limit/Priority; "Blue," LeAnn Rimes.

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Radio

• **MILLER, KAPLAN, ARASE & CO.** has relocated its Los Angeles office to 4123 Lankershim Blvd, North Hollywood, CA 91602. Phone and fax numbers are (818) 769-2010 and -3100, respectively.

Records

• **MARTY GREENFIELD** is tapped as Exec. VP/CFO for Warner Bros. Records. He joins the company from his previous post of Sr. VP/CFO for Elektra Records.

• **CRAIG CAMPBELL** has been elevated from Assoc. Dir./Media & Publicity at Epic Records/Nashville and Monument Records to Director/Media & Publicity for Sony Music/Nashville.

• **DEBBIE SCHWARTZ** is promoted from Assoc. Dir. to Director/Artist Development for BNA Records.

• **RED ANT ENTERTAINMENT** and **THREAT RECORDS** have signed a pro-

PROS ON THE LOOSE

Joe Siragusa — PD KGOR/Omaha (402) 734-6969

duction agreement that gives Red Ant exclusive rights to market, manufacture, and distribute all Threat projects.

National Radio

• **NBG RADIO NETWORK** has signed the weekly one-hour business program, *The Korelin/Hartfield Report*. The show highlights small cap, publicly traded companies, and both hosts interview CEOs of select companies.

— (800) 572-4624, ext. 0

• **SW NETWORKS** unveils the following guests for its upcoming satellite programming:

July 20: Sr. Editor of *TV Guide*

July 22: *Sex And The City* actress Kim Cattrell

July 24: *Sex And The City* actress Kristen Davis

— (212) 833-7320

• **WESTWOOD ONE/CBS SPORTS** sign an extended agreement with **HST COMMUNICATIONS** to continue their sports coverage of NCAA Football and Basketball through the 2001-2 season. The football package includes 39 regular season games, three conference championships, and eight bowl games. For basketball, coverage encompasses 44 regular season games, five conference championships, and 24 tournament games.

— (212) 641-2052 or (606) 226-4224

Also, WW1 features the following guests for its live *Celebrity Connection* program:

July 20: *Chicken Soup For The Country Soul* author Ron Camacho

July 21: Richard Lewis

— (212) 641-3088 (bookings), x2039 (stations)

Lastly, the network presents the world premiere of Vince Gill's new album, *The Key*. The two-hour program will feature discussions with the singer and live, acoustic performances of selections from the CD. Hosted by **R&R's** Lon Hellen, the show will air August 7-10.

— (212) 641-2052

Changes

CHR: New CHR/Rhythmic WISP flips call letters to WLLD. WWLD/Tallahassee, FL PD **Orlando** resigns for afternoons at WLLD, and KYLZ/Albuquerque nighttimer **Flyin' Bryan** exits for nights at 'LLD. The station is still searching for a PD and MD ... In addition to APD/MD/nights duties at WKKS/Toledo, **Bill Michaels** adds PD stripes at sister WRVS ... KBKS/Seattle nighttimer **Paul Anthony** adds MD stripes, replacing **Chet Buchanan**, who has exited. Also, former WWZZ/Washington afternoon driver **L.A. Reid** takes similar duties at 'BKS ... KUBE/Seattle appoints **Julie Pilat MD** ... WCIL/Carbondale, IL PD **Kato** exits, and sister WOOZ-FM PD **Chad Elliot** steps in to fill his PD duties ... KQID/Alexandria, LA afternoon driver **Catfish Cooper** (a.k.a. **Jamie West**) joins KRUF/Shreveport, LA for similar duties, replacing **Dino** (a.k.a. **Jim Sutie**), who leaves to pursue station ownership ... At WYCR/York, PA: PD **Davy Crockett** takes mornings, **Bob Waters** joins for middays, overnights, **Jack Tripper** moves to afternoons, **Captain Connors** remains on nights, and, for overnights, part-timer **Stevie Looney** returns after pregnancy leave ... WYKS/Gainesville, FL APD **Jeff "Fargo" Bachmeier** exits for WYYB/Daytona Beach ... WLIR & WXXP/Long Island MD **Linda Lopez** is handling programming duties on an interim basis as OM **Jeff Levine** exits ... WHYI/Miami personality **Chris Marino** joins WIOQ/Philadelphia for nights ... WERQ/Baltimore nighttimer **Marc Young** exits ... WGTZ (Z93)/Dayton morning show co-host **Chili** exits for a writing job at *The Tonight Show With Jay Leno* ... WKSS/Hartford overnights **Rich Rossignol** exits ... WIOQ/Philadelphia MD/middayer **Jay Towers** adds TV co-host duties for a new

music program called *Dancedown* ... Former KKSS/Albuquerque nighttimer **Big Mama** takes nights at KPTY/Phoenix ... WCKT/Ft. Myers MD **Chris Chaos** exits for mornings at KTMT/Medford, OR ... WZOQ/Lima, OH nighttimer **Boomer** joins WMEE/Ft. Wayne, IN for nights ... Former KKMG/Colorado Springs evening air personality **Rob Ryan** becomes MD/middayer ... WXXL/Orlando personality **Alex Gallinal** joins WZYP/Huntsville, AL for swing duties ... Former KBBT/Portland, OR personality **Whitney Allen** joins KLRS/Chico, CA for nights, while nighttimer **Steve Hanson** segues to mornings and personality **Mark Arnone** exits.

Country: **Eric Rogers** is the new pm driver at WSSL/Greenville, SC ... At KBUL/Reno, former KWNR/Las Vegas jock **Dave Dalton** takes evenings and 'BUL part-timer **Rudy Michaels** rises to overnights.

Records: **Karen Dekker** becomes Mgr./Promo for Walt Disney Records ... **Adam Block** rises to VP/Mktg. for Legacy Recordings ... In PolyGram Holding Inc.'s Legal Affairs Dept., **Janna Glasser** is named VP and **Marie Donoghue** is named Sr. Dir. ... **Amy Touma** is promoted to Mgr./Mktg. Adm. for Mercury Records ... **Jill LaMothe** becomes Mgr./Inventory Mgmt. for Capitol Records ... **Danny Coniglio** ascends to Dir./Club-Mix Show Promo at Arista Records ... **Aimee Morris** is named Dir./Publicity for Virgin Records ... K-Tel promotes **Mary Kuehn** to VP/GM, Dominion Entertainment.

News/Talk: Former KOGO/San Diego talent **Peter Weissbach** lands afternoon host duties at KVI/Seattle.

Industry: **Jason Miller** is tapped VP/Talent at Universal Concert Company, Denver.

NATIONAL RADIO FORMATS

ADDED THIS WEEK

ABC RADIO NETWORKS

Robert Hall • (972) 991-9200

Classic Rock

Chris Miller

ERIC CLAPTON Pilgrim

Hot AC

Garry Leigh

No New Adds

Starstation

Peter Stewart

LIONEL RICHIE Time

Touch

Monica Logan

KELLY PRICE Friend Of Mine

LUTHER VANDROSS Nights In Harlem

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

Gary Knoll

Rock

AEROSMITH What Kind Of Love Are You On

EVE 6 Inside Out

KENNY WAYNE SHEPHERD Somehow, Somewhere...

Alternative

GARBAGE I Think I'm Paranoid

CHR/Hot AC

BACKSTREET BOYS I'll Never Break Your Heart

DAVE MATTHEWS BAND Stay (Wasting Time)

USHER My Way

VOICES OF THEORY Dimelo (Say It)

Mainstream AC

BARENAKED LADIES One Week

Lite AC

BACKSTREET BOYS I'll Never Break Your Heart

FAITH HILL This Kiss

SAVAGE GARDEN To The Moon And Back

TONY RICH PROJECT Silly Man

NAC

CHUCK LOEB Beneath The Light

KEIKO MATSUI Forever, Forever

KIM WATERS Nightfall

UC

BRANDY I/MASE Top Of The World

TAMIA So Into You

KEITH WASHINGTON/CHANTE MOORE I Love You

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

CHR

Casey Keating

BACKSTREET BOYS I'll Never Break Your Heart

PRAS MICHEL I/OOB & MYA Ghetto Supastar...

Digital AC

BACKSTREET BOYS I'll Never Break Your Heart

CHICAGO All Roads Lead To You

Hot AC

BACKSTREET BOYS I'll Never Break Your Heart

Digital Soft AC

Mike Bettelli

GEORGE BENSON Standing Together

Delilah

GARTH BROOKS To Make You Feel My Love

Alternative

Teresa Cook

DAYS OF THE NEW The Down Town

EAGLE-EYE CHERRY Save Tonight

FLYS Got You (Where I Want You)

THIRD EYE BLIND Jumper

JONES RADIO NETWORK

Jim Murphy • (303) 784-8700

Adult Hit Radio

JJ McKay

ACE OF BASE Cruel Summer

LIONEL RICHIE Time

Rock Alternative

Doug Clifton

BIG BAD VOODOO DADDY You & Me & The Bottle...

GARBAGE I Think I'm Paranoid

SMASHING PUMPKINS Perfect

Soft Hits

Rick Brady

BILLIE MYERS Tell Me

Rock Classics

Rich Bryan

No New Adds

RADIO ONE NETWORKS

Tony Mauro • (970) 949-3339

Hot AC

Yvonne Day

SHAWN COLVIN When The Rainbow Comes

New Rock

Steve Leigh

DISHWALLA Once In A While

DRUGSTORE El President

EVERCLEAR Father Of Mine

PEARL JAM In Hiding

WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

Tracy Thompson

Adult Rock & Roll

Jeff Gonzer

AEROSMITH What Kind Of Love Are You On

Soft AC

Andy Fuller

CHRISTINA AGUILERA Reflection

Bright AC

Jim Hays

SEMISONIC Closing Time

CHRONICLE

BIRTHS

Buena Vista, CO-based broadcasting instructor **Kevin Messick**, wife Donna, daughter Sierra Dolores, July 10

Songwriter/producer **Max T. Barnes**, wife Robin, daughter Etta Jayn, July 8

Edison Media Research President **Larry Rosin**, wife Debbie, daughter Dina Faye, July 3

CONDOLENCES

Singer/songwriter **Jimmy Driftwood**, 91, July 12

Metro Networks/Memphis newscaster **Steve ("Mr. Ed") Griffin**, 51, July 8

Bloomberg

BUSINESS BRIEFS

Continued from Page 8

the heart of what CBS does. He said he expects CBS radio and TV to get a "huge share" of the new advertising for prescription drugs following last year's change in FDA regulations. Jordan also dismissed reports of a power struggle with CBS President/majority shareholder Mel Karmazin, although Jordan acknowledged there have been bumps along the way. "We have a pretty good relationship. It's not always smooth, but you don't always want it smooth. If you have a smooth relationship, that means you're not having any constructive dialogue."

Emmis Communications To Borrow \$550 Million

Emmis Communications Corp. will borrow from 11 banks, in part to finance its \$397 million acquisition of six TV stations from SF Broadcasting and Wabash Valley Broadcasting. Combined with a stock offering that is expected to generate about \$200 million, the Indianapolis-based company will have a \$750 million credit facility that will also be used for future acquisitions. Toronto-Dominion Bank, BankBoston Corp., and First Union are among the banks providing loans to the company.

Sony Buys Stake In Electric Village

Sony Music Entertainment bought a minority equity position in radio station website designer ElectricVillage this week. As part of the deal, Sony subsidiary SW Networks is providing news programming to EV's sites, which now number more than 350, and Sony will provide access to its roster of music talent for online chats and interviews.

Continued on Page 21

OB Agenda

The Top Ten Rules for Effective Comedy Writing ♦ Taking Your Show on the Road ♦ Battle of the Bits ♦ Great Ways of Getting More Publicity for You and Your Show ♦ Internet Tech ♦ Getting Through to the Best Guests ♦ Boot Camp's First Virtual Focus Group ♦ The Right Approach to Reaching Older Demos ♦ A Blueprint for Conducting Great Morning Show Meetings ♦ An All Star Morning Mouth Panel ♦ Putting More High Tech In Your Morning Prep Producers/Sidekicks Mini-Camps ♦ On-Camera Tips that Every Jock Should Know. **This and much more!**

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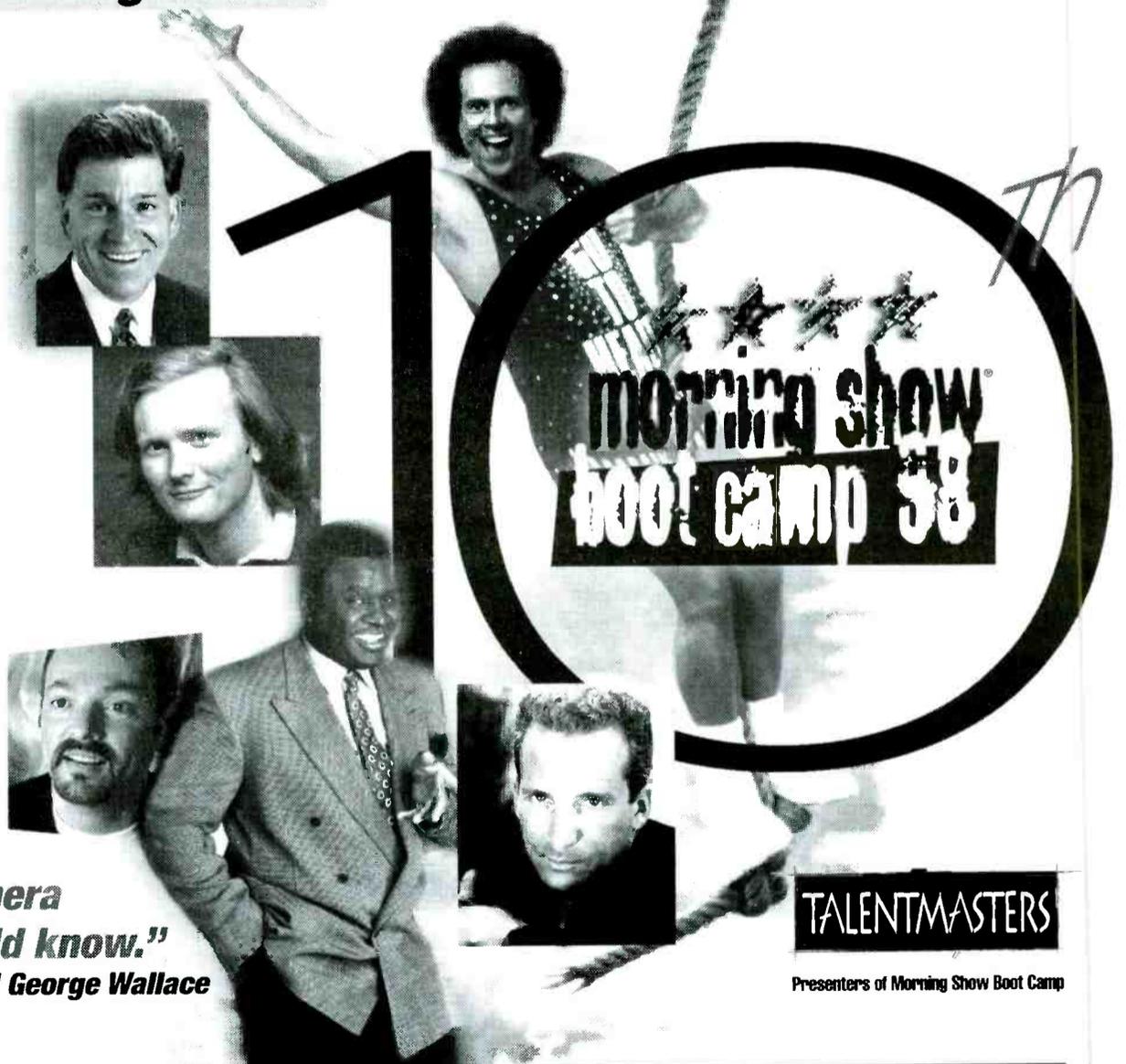
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**"The Future of Radio
What it means for
Morning Personalities"**
Steve O'Donnell

Creator of **Letterman's
"Top Ten List"** and for nine years its head writer, presents **"The Top Ten Rules for effective comedy writing."**

**Tony Quinn - IQTV On-Camera
Tips that every jock should know."**
Plus, Comedians Bobby Slayton and George Wallace



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'Something So Logical With Advertisers'

Continued from Page 1

soccer coverage before it had even one station on the dial.

Radio Unica's worldwide headquarters are located in a new state-of-the-art facility just to the west of Miami's Doral Country Club and not far from the Sawgrass Expressway and the Everglades. The company's programming is originated and mixed in its entirety there before being distributed via satellite or ISDN to its affiliates.

In a quiet corner of downtown Los Angeles lie Radio Unica's West Coast headquarters. Located on the ground floor of a high-rise, with a streetside entrance that separates the offices from the rest of the building, the facility is home to 22 employees dedicated to growing the company from, well, the ground floor up. On a recent visit to Los Angeles to meet with potential clients, Blaya sat down for an exclusive interview with **R&R**. He was joined by Radio Unica Director/Communications **Nickie Jurado**.

R&R: Many have said that, as Miami goes, so will Los Angeles and the rest of Hispanic America in about 10 years. What are your feelings on this? Is it true Miami is the trendsetter for American culture and radio formats?

JB: As I was driving to the office with [VP/Network Sales] Blaine Decker — keep in mind we both worked at WLTV-TV/Miami — we pretty much agreed that what has taken place in L.A. had already occurred in Miami between seven and 10 years ago. Miami has played, in the last decade, a much bigger role than L.A. in terms of national importance. In a typical evening newscast, there's usually one report a day — good or bad — out of Miami. A lot of faces you see on national newscasts are out of Miami. That city produces more of that stuff than any other city in the country.

With Spanish TV, having a presence in L.A. was important. Yet the Univision network that became what it is today came out of WLTV. *Sabado Gigante*, *Cristina*, *Noticiero Univision* — everything seminated out of Miami. The truth is, nothing originated from L.A.

R&R: Why was that the case, considering the size of L.A.'s Latin population and its status as the "entertainment capital of the world"?

JB: There are several reasons why everything came out of Miami. There is an important talent base in Miami, and we had tons of resources that could be utilized. In addition, Miami has a much greater proximity to the rest of Latin America. Univision was followed by Telemundo, HBO, MTV, and all of the record companies. When NARAS opened its offices, it chose Miami as its base.

Radio is only another of the elements that recognize the market and participate in this. In Miami, Spanish media became part of the regular media. The radio explosion is only a natural extension of what has taken place; the same thing is going to happen in L.A. The Hispanic population was already here, but it was just that nobody was measuring it. We were here before anyone else; the problem is, no one

was counting. Miami has become the New York of the Latin world. There is a constant influx of new groups that come in and do business, buy apartments, vacation there, etc.

R&R: For many in the Spanish-language radio world, there are differences between what works on the East Coast and what's successful on the West Coast. Do you see any difficulties in programming a successful Spanish-language radio format for the entire country?

JB: The radio guys are the ones promoting that East Coast/West Coast consciousness. All I'm doing is copying what has taken place in the last 50 years. National media started with radio. Then TV came — it became national, and radio became local. That's how it happened, as a result of the industry asking itself, "What do we do to survive?" Remember, Univision started as a bunch of local stations, and then it became a network.

Univision showed that East and West Coast differences are all bullshit. The No. 1 television station in L.A. is Univision, and the



The Mels and Tom Hickses would love to have the share of advertiser investments that the Spanish guys get. We now reach 90% of the total U.S. Hispanic population.
—Joaquin Blaya

No. 1 station in Miami is Univision. We've already addressed the question, and in the last five years Univision has been the most successful TV network in the nation.

There is also no existence of traditional print media in the Spanish market. Radio has played a much larger role in this area. This explains why 30% of all money invested in Spanish media goes to radio, as compared to 7% or 8% for English-language radio. The Mels and Tom Hickses would love to have the share of advertiser investments that the Spanish guys get. We now reach 90% of the total U.S. Hispanic population. We'd hope in the next days and weeks to reach the goal of having O&Os in all top 10 Hispanic markets.

(Editor's Note: Radio Unica has since purchased KBLA/Los Angeles to complement its KVCA/Simi Valley, CA signal, greatly enhancing its signal strength in Southern California. At press time, it was airing its programming via a timebrokerage agreement on both WJDM-AM/New York and WYPA-AM/Chicago.)

R&R: Why did you decide to launch a national, Spanish-language talk network?

JB: We saw an opportunity that was basically not being filled. All radio in Spanish — and all consolidation in radio — is FM music. But in radio nationwide, the No. 1 format is News/Talk. That has had

about a 16%-17% audience share. Rush Limbaugh and Dr. Laura [Schlessinger] are among the biggest personalities in the U.S. The News/Talk format has a 25% share of audience in Mexico. What we saw here was the opportunity to create a national advertising platform that would use the News/Talk format not being done among Hispanic formats. It was to be star-based, with talent that was recognized nationwide and subjects of enormous interest to Hispanics that no one was addressing. The fact that we have grown so fast is not only a tribute to the type of marketing we did, but to the marketplace and its demands.

R&R: How will this network successfully compete against locally oriented Spanish News/Talk stations that have years of heritage?

JB: There is room for everybody, and what we do, we will do at a certain level — not because we are saints, but because it makes business sense. We're not going to do Jerry Springer here. This is a community that needs a tremendous amount of service. We are providing a real, real service.

NJ: Dra. Isabel is attracting an average of 1440 measured calls an hour, and our immigration program is receiving 2400 measured calls a day.

JB: I understand that radio is a niche thing, and anyone who has a signal is a competitor out there. On the radio spectrum, we have no direct competitor today. But if our product is as strong and viable as I think it is, we will get competitors.

R&R: Why did you decide to launch a national radio network, given your extensive background in Spanish-language television?

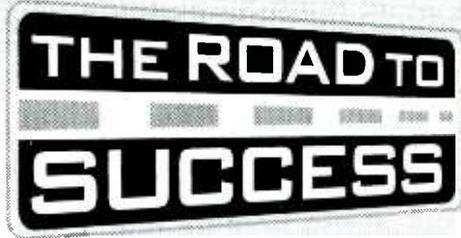
JB: It wasn't planned. But then again, I've never planned anything with my life! I had left the media, and I wasn't going back. But the consolidation of the industry led me to radio. One morning I picked up the newspaper and saw an article about it, and things started to happen in my head.

I had run Telemundo, Univision, and the Telenoticias television networks. There are no more; there was nothing more I could do. So, I went home and went fishing. I got offers from several television companies, but I turned them down because I was tired of television. I'd done everything I thought I could do, but the one thing I saw I could do was radio — and immediately I saw it as a national thing.

R&R: Selling a national network, especially a brand-new entity, is not an easy thing. With the recent furor in New York over the now-infamous Amcast memo, there is still much prejudice to overcome when attracting advertisers. How will your network get those elusive buys?

JB: What appeared in the Amcast memo is not a new idea. I've seen it for 30 years. Instead of hearing the ideas and plans that I had, one individual was ready to send me back on a banana boat. Prejudice will always exist — it's the nature of the animal.

The reality is, Hispanics are consumers. Are those people buying Mercedes-Benz wagons or Rolex watches? No. But they are



By Dick Kazan

How You Can Negotiate The Best Deal

PART ONE OF A THREE-PART SERIES

In May 1993, America Online senior management arrived at Microsoft to negotiate a joint venture or even the sale of their company. According to the *Wall Street Journal's* June 22 edition, Microsoft Chairman Bill Gates began by saying, "I can buy 20% of you, or I can buy all of you. Or I can go into this business myself and bury you." This negotiating tactic shocked America Online, and the potential deal was gone.

Microsoft then launched its own online network without much success. America Online today is No. 1 in that business, with 14 million subscribers and a market capitalization of \$20 billion.

How could Gates have approached this better? By providing a warm greeting and taking a sincere interest in them. If he had done so, today Microsoft would be the dominant company in that business. Instead, he decided that negotiation is really about who has the leverage without considering the feelings of the people involved. It's mutual benefit that successfully concludes transactions.

But we all make mistakes in negotiation because we're determined to get what we want without putting ourselves in the other person's position. Let's apply the Bill Gates lesson and assume you'd like to negotiate a raise. What's an effective way to approach it?

Schedule a time when your boss can concentrate on what you're requesting. Maintain a positive attitude throughout the meeting and negotiate your case from his or her perspective.

For example:

1. Describe your contributions in a meaningful way. Did you make money for them? Save money? If so, how much? When? How did your boss benefit? What future income or savings do you project? As you can see, there's nothing confrontational. You're appealing to his or her best interest.

Shaquille O'Neal has a multiyear, \$100 million-plus contract with the L.A. Lakers that to some people seems outrageous. But his agent was able to negotiate this deal because of all the revenue O'Neal generates for the team and how much better they play when he's on the court. He's actually a bargain at that price, and so are you when you present your value in the same way.

Your boss may disagree with your evaluation. Keep your smile and listen to the objections. Then address them without being argumentative. Always give the other person room to accept your points without losing face. The odds are you'll get all or most of what you're seeking. In the worst case, you'll understand each other's position better and establish the basis for subsequent negotiation.

2. What if your contributions are hard to quantify? KABC-AM, KDIS-AM & KLOS-FM/L.A.'s 19-year employee Leta Mack is their "voice" to numerous listeners who call or write to the stations. She could make a good case for a raise by compiling the magnitude of communication she conducts and showing the positive effect it has on the stations' ratings and visibility in the community. You can do the same in your job if, like Leta, what you do is somewhat intangible.

3. Establish goals; put them in writing. Whatever the outcome of your negotiation, this positions you for future raises, because you then have mutually defined goals and time frames. You understand what's expected of you and, as you achieve it, not only will you make more money, but you also establish the basis for future promotions.

Consistently negotiating the best deal means you have to understand what makes people respond favorably to you. As human beings, we are all creatures of ego and emotion with biases and fears. Most of us are seeking love and respect, so your success depends on how well you address each of these needs. During the negotiation, let us tell our stories and glorify ourselves a bit. Take an interest, compliment us where it's warranted, and sincerely help us resolve our issues and accomplish our goals. When you do, you'll succeed beyond your wildest dreams.

Next week, I'll introduce you to one of the most powerful negotiating techniques: *The Seven Steps To Negotiating The Best Deal*. Using this approach could literally make or save you thousands of dollars and have a marvelous effect on your career.

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.

buying Tide and Downy and Nabisco and Budweiser and all kinds of packaged products, and new refrigerators and TV sets. People have no problem accepting that *Roseanne* was once the No. 1 TV show in America. They have no problem understanding that the No. 1-circulated newspaper in the country is

the *National Enquirer*. Are these the same people buying a ski vacation in Gstaad? No. Hispanics are big consumers ... because they want to have a part of the American dream.

R&R: How has the company promoted its new product?

Continued on Page 21

August '98 Calendar Of Events

Lesser-known facts to spark a greater promo plan

The heat is blazing across the nation, and while many are locked up in their offices working away, many others are enjoying some much needed time off. Either way, you will want to captivate all your listeners with something completely different to take them (or keep them) on a mental vacation. Here's a day-by-day factoid file to provide you with lesser-known opportunities to plan your next sales and marketing promotions/events around.

August '98 — Day by Day

- **August 1** — National Mustard Day
U.S. Customs anniversary (1789)
Dom Deluise, actor (65)
Yves Saint Laurent, designer (62)
- **August 2** — American Flag Day
Friendship Day
Sisters Day
Carroll O'Connor, actor (74)
Peter O'Toole, actor (65)
- **August 3** — *Primetime Live* TV premiere (1989)
Tony Bennett, singer (72)
Martin Sheen, actor (58)
Martha Stewart, consultant (57)
- **August 4** — Coast Guard Day
National Night Out (crime awareness)
Roger Clemens, baseball player (36)
Richard Belzer, comedian (54)
- **August 5** — Federal Income Tax anniversary (1861)
Kids Day
Marilyn Monroe (died 1962)
Loni Anderson, actress (52)
Neil Armstrong, former astronaut (68)
- **August 6** — Atomic bomb dropped on Hiroshima (1945)
Lucille Ball (born 1911)
- **August 7** — Halfway point of summer
Mata Hari, dancer/spy (born 1876)
First Purple Heart awarded (1782)

- U.S. Department of War established (1789)
Garrison Keillor, humorist (56)
- **August 8** — National Scrabble Championships, Greenport, NY
Tipper Gore, Second Lady (50)
Dustin Hoffman, actor (61)
- **August 9** — Atomic bomb dropped on Nagasaki (1945)
Book Lovers Day
Burro Rance, Leadville, CO
Family Day
National Hand-Holding Day
Richard Nixon resignation (1974)
Melanie Griffith, actress (41)
- **August 10** — *Candid Camera* TV premiere (1948)
Smithsonian Institution founded (1846)
Rosanna Arquette, actress (39)
Antonio Banderas, actor (38)
- **August 11** — Presidential Joke Day
Jerry Falwell, Moral Majority head (65)
- **August 12** — Cecil B. DeMille, film pioneer (1881-1959)
Sewing machine invented (1851)
George Hamilton, actor (59)
Pete Sampras, tennis star (27)
- **August 13** — International Lefthanders Day
PGA Championship, Redmond, WA
Fidel Castro, Cuban President (71)
- **August 14** — Liberty Tree Day
National Financial Awareness Day

- Victory Day (V-J Day) (1945)
Halle Berry, actress (30)
Julia Child, food authority (86)
Earvin "Magic" Johnson, basketball player/entrepreneur (39)
- **August 15** — Napoleon Bonaparte, French Emperor (1769-1821)
National Homeless Animals Day
Debra Messing, actress (30)
- **August 16** — Elvis Presley (died 1977)
Angela Bassett, actress (40)
Kathy Lee Gifford, TV host (45)
Frank Gifford, sportscaster (68)
Madonna, actress/singer (40)
- **August 17** — Balloon crossing of Atlantic (1978)
Robert DeNiro, actor (55)
Sean Penn, actor (38)
- **August 18** — Bad Poetry Day
Martin Mull, actor (55)
Patrick Swayze, actor (44)
Malcolm-Jamal Warner, actor (28)
- **August 19** — Malcolm Forbes, publisher (1919-1990)
National Aviation Day
Gene Roddenberry, *Star Trek* creator (1921-1991)
Kyra Sedgwick, actress (33)
- **August 20** — *Andy's Gang* TV premiere (1955)
Cockroach Derby, Rutgers University
Don King, boxing promoter (67)
Connie Chung, journalist (52)
- **August 21** — American Bar Association founded (1878)
Steven Case, America Online founder (40)
Jim McMahon, football quarterback (39)
- **August 22** — Be An Angel Day
Norman Schwarzkopf, retired Army general (64)
Valerie Harper, actress (57)
- **August 23** — First man-powered flight (1977)
Shelley Long, actress (49)
Barbara Eden, actress (64)
- **August 24** — Little League Baseball World Series, Williamsport, PA
Steve Guttenberg, actor (40)
Michael Richards, actor (48)
- **August 25** — National Park Service Day
Sean Connery, actor (68)
Monty Hall, game show host (75)
Regis Philbin, talk show host (65)
Claudia Schiffer, supermodel (28)
- **August 26** — Make Your Own Luck Day
Women's Equality Day
Macaulay Culkin, actor (18)
- **August 27** — First commercial oil well (1859)
First play presented in American Colonies (1655)
Paul Reubens (Pee Wee Herman) (46)
- **August 28** — Commercial radio broadcasting anniversary; WEA/AF/NY ran first commercial for \$100 (1922)
Scott Hamilton, Olympic gold medalist (40)
Jason Priestly, actor (29)
- **August 29** — Children's Day
More Herbs, Less Salt Day
Soviet Communist Party suspended (1991)
Michael Jackson, singer (40)
Rebecca De Mornay, actress (36)
- **August 30** — Space shuttle Discovery launched (1984)
David Paymer, actor (44)
Ted Williams, baseball Hall of Famer (80)
- **August 31** — Poland: National Solidarity founded (1980)
Richard Gere, actor (49)
Hideo Nomo, baseball pitcher (30)

(Compiled by R&R Radio Editor Frank Miniaci from various resources.)

RADIO GETS RESULTS

SUCCESS STORIES FROM THE RAB

Bryn Mawr: The Sound Of Success

SITUATION: Bryn Mawr Stereo & Oldies, a division of New England Audio, is a 50-year-old Northeastern regional retailer that caters to the serious electronics consumer. The company deals in mid-to-higher-end equipment, and as such, has positioned itself as an alternative to mass merchandise stores. Bryn Mawr Stereo & Oldies devotes 50% of its advertising budget to radio, the rest to direct mail. One of the company's greatest selling points is its "Automatic Price Protection," which sends a check to customers for the difference in cost if items purchased from Bryn Mawr are advertised for less in a major local newspaper.

OBJECTIVE: Bryn Mawr Stereo & Oldies entered the Baltimore market in 1990 and currently has three locations. The company's advertising continually emphasizes the advantages of its "Automatic Price Protection" service, and also tries to combat the perception held by many consumers that Bryn Mawr sells only high-priced merchandise.

CAMPAIGN: Bryn Mawr Stereo & Oldies advertises on five radio stations in the Baltimore area and has been with WWMX for more than a year. The company runs approximately 30 ads a week with WWMX, 60 seconds each. These spots promote the "Automatic Price Protection" feature and stress the quality of each store's merchandise, while also advertising specific product sales and events in which Bryn Mawr is involved (car stereo shows, home theater exhibitions, etc.).

RESULTS: "Radio gives us the most bang for our buck," remarked Noah Herschman, Regional VP/Marketing for Bryn Mawr Stereo & Oldies. In the year the company has been using radio in Baltimore, business has increased from 10%-30% at the retailer's outlets. "Our campaign with radio works because we are able to consistently reach the more-educated, upper-income consumer," Mr. Herschman added.

RAB TOOLBOX

More marketing information and resources from the RAB

MEDIA TARGETING 2000

Fifty-three percent of those who purchased stereo equipment in the past 12 months are male; 47% are female. Seventy-four percent of stereo equipment purchasers own their homes, and they spend 47% of their daily media time with radio.

RAB CATEGORY FILES

"We need to transition from the analog age to the digital age ... HDTV will eventually have an impact in 1999 and 2000. The future is very bright." John Briesch, Sony Consumer Audio/Video group President; *Home Furnishing News*, 3/2/98

RAB'S BACKGROUND COLLECTION — CONSUMER ELECTRONICS

A late 1997 survey conducted by the Consumer Electronics Manufacturers Association asked consumers what manufacturers and retailers of consumer electronics and computer equipment should do to make their products more appealing to potential buyers. The responses: Make them easier to use and set up, 28%; provide better product support and instructions, 24%; have better-trained salespeople, 21%; have better product selection, 13%; other/don't know, 15%.

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

Salespeople On The Move

- **Raul LaHee** is named Dir./Sales for Inner City Broadcasting of New York. In his new post, LaHee will direct sales efforts for WLIB-AM & WBL5-FM. LaHee formerly held the VP/GM post at WTEL-AM/Philadelphia.
- **Steve Reed** is the new GSM at KKSJ/San Francisco. He replaces Joe Cariffe, who recently was promoted to Dir./Sales of Chancellor's Bay Area properties. Reed previously served as GSM of KMTT-FM/Seattle.
- **Paul Noonan** joins WABC-AM/New York as Sales Mgr. He previously held the LSM post at WCBS-AM/NY. Also at WABC, **Joe Leoce** joins as an AE.
- **Steve Scott** is now GSM at KUPL-AM & FM/Portland. He shifts over from his GSM post at CBS Radio sister KBBT-FM.
- **Stephen Dinjar** ascends from AE to Sales Mgr. at KODA-FM/Houston.
- **John DeLuchia** becomes Dir./Sales for WFPG-AM & FM and WKOE-FM/Atlantic City, NJ. He formerly served as a Sr. AE at WNJO-FM/Trenton-Philadelphia. Additionally, **Joseph "Sonny" Spear** is tapped GSM of WFPG-AM & WKOE. He has been GSM at crosstown WBSS-FM and WAYV-FM, and NSM at WJRZ-FM/Monmouth-Ocean.
- **Kelly Williams** is now Dir./Advertising & Community Relations for KEZW-AM, KKHK-FM & KOSI-FM/Denver.
- **Jennifer Nunn** is now LSM for Journal Broadcast Group's KFFN-AM, KIXD-FM & KZPT-FM/Phoenix. She previously served in a similar post at Lotus' crosstown KFMA-FM.
- **Linda Parsons, Anthony Reid, Chantel Squires, and Melissa Walkingstock** become AEs at WROW-AM, WFLY-FM, WPTR-FM & WYJB-FM/Albany-Schenectady-Troy.
- **David Blint** is appointed Sales Mgr. of Premiere Radio Networks' Detroit office. He previously served as AE/Advertising Sales at Westwood One/CBS.
- Chancellor Media names the following individuals as 1997 NSMs Of the Year:
Mary Menna, WXKS-AM & FM and WJMN-FM/Boston
Scotty Bastable, KMEL-FM/San Francisco
Ann Minotillo, WKTU-FM/New York
Mike Sherry, WWSW-AM & FM/Pittsburgh
Jim Donnelly, WLTW-FM/New York



Reed

Month-Long Events

- Children's Vision And Learning Month
- Medical Alert Awareness Month
- National Hair-itage Month
- Romance Awareness Month
- Spinal Muscular Atrophy Awareness Month
- Harvest Month
- Foot Health Month
- International Air Travel Month
- National Golf Month

August '98 — Week-Long Events

- August 6-8 — Talentmasters Morning Show Boot Camp. Grand Hyatt, Atlanta.
- August 1-7 — International Clown Week
- August 1-7 — National Certified Registered Nurse Anesthetist Week
- August 1-7 — Simplify Your Life Week
- August 1-7 — World Breast-Feeding Week
- August 3-7 — Psychic Week
- August 3-9 — National Bargain Hunting Week
- August 3-9 — National Smile Week
- August 7-15 — U.S. Hot-Air Balloon Championships, Columbia, MO
- August 8-16 — Elvis Week, Memphis, TN
- August 9-15 — National Resurrect Romance Week
- August 10-16 — Don't Wait — Celebrate! Week
- August 17-23 — National Aviation Week
- August 17-21 — Weird Contest Week
- August 30-September 5 — National Veterinary Week



FRANK MINIACI

Does Your Position Encourage Brand Equity?

□ Slogans and imaging: the battle for your brand

Positioning, The Battle For Your Mind — an all-time classic among marketing books by gurus Jack Trout & Al Ries — introduced a well-received strategy to our industry. With *New Positioning*, the duo advances positioning theory by leaps and bounds.

The book provides readers with the keen insight necessary to keep companies moving onward and upward in an era in which brand allegiance is harder to hold — and consumer motives harder to fathom — than ever before. It covers everything from oil companies to TV shows to soft ice cream to political candidates. In this day and age of consolidation, when there are as many as four ACs in a marketplace, how do you deal with positioning a station? First, look at what a positioning statement is.

Positioning Statements

The idea is that your station has to find a place in relation to the competition — a unique place defined by your format or product. Therefore, you need to define your unique position. Ten years ago, if you were the Country station, that was your unique place. But that type of positioning began to break down once multiple stations began migrating into your format and the difference between your station and the other

The idea is that your station has to find a place in relation to the competition — a unique place defined by your format or product.

Country outlet was maybe one or two records. How do you differentiate yourself with a positioning statement then? Do you say, "We're the station that *doesn't* play Hootie & The Blowfish"?

Positioning statements just aren't as effective as they used to be when you had only one direct competitor, although they are still an essential

part of branding. (For more on branding, see the special "Branding: Getting Above The Noise" section in next week's R&R.)

Positioning Vs. Slogan

An AC station's positioning statement might be "The Greatest Hits of the '70s, '80s & '90s" or "Today's Hit Music." Some positions are on the border between positioning statements and slogans (such as the latter). A positioning statement defines the product and says who you are. A slogan defines how the product makes you feel, establishing that emotional chord between you and your listener. A slogan attaches *emotional* attributes, while a positioning statement attaches *factual* benefits.

Positioning statements are great ... if you can find one that actually works. But that's getting harder to do, especially in a crowded marketplace. And even if you find one that works, you have to think about how it will contribute long-term to your brand. If you've defined who you are, then you change that definition, you're in trouble. Most marketers would agree that it's better to have a brand under which you can have plenty of definitions of what you

are. It's not cut-and-dried, but it's a good rule of thumb. It's the way general marketing works.

Slogans And Branding

As noted above, slogans attach emotional benefits to the brand. One is a hard benefit and one is a soft benefit. The trend in radio is to move away from the hard positioning statement and more toward slogans, because radio is becoming more and more about branding. Under the umbrella of a brand, your position might change. You might be "Hits of the '70s and '80s" right now and "Hits of the '80s and '90s" next year.

If you take a hard position, you just shoot yourself in the foot. That's why your branding has got to be bigger, and why a lot of radio stations are moving toward imaging. This has been the shift over the last couple of years, and consolidation has had a lot to do with it. Many stations even have imaging directors. Some of the posturing dates back to the mid-'80s, and you have to ask yourself, "Is our handle a positioning statement or a slogan? And what is the best course of action for our brand over the long haul?"

The Emotional Chord

Radio is an emotional entity. For way too long, we have continually addressed benefits like "more music, less talk," "fewer commercials," or "12 in a row." Don't get me wrong, these things can be remembered and written in an Arbitron diary ... but what have you done to actually *capture* the audience? With access to unlimited research and the continuing trend of branding specialists coming from outside radio, I foresee a move toward creating brand equities that have more punch and impact than a positioning statement or slogan. Mind you, both of those are still keys to developing a successful brand, they're just not as much of a factor today, now that you need to establish some sense of loyalty in an increasingly crowded media marketplace.

TALK BACK TO R&R!

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

New On The 'Net

The following stations' World Wide Web sites were recently added to the Passport section of R&R ONLINE (www.rronline.com). Note: All addresses begin with <http://>.

WNIV-AM & WVNF-AM/Atlanta (Religious)	www.wniv.com	XHFJ-FM/Imperial, CA-Mexicali, Mexico (Alternative)	www.98-3.com
KIOX-FM/Bay City, TX (Country)	www.x97.com	KQRS-FM/Minneapolis (Cl. Rock)	www.92kqrs.com
KLRR-FM/Bend, OR (Ad. Alt)	www.klrr.com	KXXR-FM/Minneapolis (Rock)	www.93x.com
WBNF-AM/Binghamton, NY (News/Talk)	www.tier.net/wbnf	KZNR, KZNT & KZMZ/Minneapolis (Alt)	www.zone105.com
WNRB-AM/Boston (Sports)	www.1on1sports.com	WWTN-FM/Nashville (Talk)	www.997wtn.com
CKSY-FM/Chatham, Canada (AC)	www.wksyfm.com	WBL5-FM/New York (Urban)	www.wbls.com
WIDB-AM/Chicago (Sports)	www.1on1sports.com	WJWR-AM/New York (Sports)	www.1on1sports.com
WKTA-AM/Chicago (Ethnic)	www.pclradio.com	KNTL-FM/Oklahoma City (Sports)	www.sportstalk1049.com
WNVR-AM/Chicago (Polish-language)	www.polskieradio.com	WJBQ-FM/Portland, ME (CHR)	www.wjbq.com
WVAZ-FM/Chicago (Urban)	www.v103.com	WWWT-AM & WCVR-FM/Randolph, VT (Country)	www.wcvr.com
KLOO-FM/Corvallis, OR (Oldies)	www.kloo.com/106.cfm	KTBR-AM/Roseburg & KTBR-FM/Myrtle Point, OR (N/T)	www.talkbackradio.com
WFGO-FM/Erie, PA (Country)	www.froggy-94.com	KBCQ-FM/Roswell, NM (CHR)	www.kbcq.com
WRCH-FM/Hartford (AC)	www.wrch.com	KNCI-FM/Sacramento (Country)	www.kncifm.com
KTRH-AM/Houston (News/Talk)	ktrh.com	KAJA-FM/San Antonio (Country)	www.kj97.com
WUMP-AM/Huntsville, AL (News/Sports)	www.theump.com	KTRK-AM/San Antonio (Sports)	www.ticketsports.com
XHFJ-FM/Imperial, CA-Yuma, AZ (Alt)	www.98-3.com	WHEO-AM/Stuart, VA (Country)	www.mtview.net
KBAD-AM/Las Vegas (Sports)	www.wheresportsisbad.com	KTPK-FM/Topeka, KS (Country)	www.twister1069.com
KENO-AM/Las Vegas (Sports)	www.sportsradio1460.com	KBBY-FM/Ventura-Oxnard, CA (AC)	www.kbby.com
KIBZ-FM/Lincoln, NE (Rock)	www.kibz.com	KHAY-FM/Ventura-Oxnard, CA (Country)	www.khayfm.com
KDRE-FM/Little Rock (Alt)	www.lick101.com	KVEN-AM/Ventura-Oxnard, CA (News/Talk)	www.kven.com
KHTE-FM/Little Rock (CHR)	www.khits.net	WJZW-FM/Washington (NAC/SJ)	www.smoothjazz1059.com
KCTD-AM/Los Angeles (Sports)	www.1on1sports.com	WMZQ-FM/Washington (Country)	www.wmzqfm.com

To link your station, e-mail **Jeff Axelrod** at jaxelrod@rronline.com. Requests cannot be processed unless they include the station's calls, location, format, and web address.

MUSIC & MOVIES

CURRENT

- **ARMAGEDDON** (Columbia)
Single: I Don't Want To Miss A Thing/Aerosmith
Other Featured Artists: Shawn Colvin, Journey, Our Lady Peace
- **SMALL SOLDIERS** (DreamWorks/Geffen)
Single: War/Bone Thugs-N-Harmony...
Other Featured Artists: Pat Benatar w/Queen Latifah, Pretenders w/Kool Keith, Cheap Trick
- **DR. DOLITTLE** (Atlantic)
Singles: Woof Woof/69 Boyz
Are You That Somboddy?/Aaliyah
In Your World/Speed Knot Mobsters
That's Why I Lie/Ray-J
Other Featured Artists: Jody Watley, Ginuwine
- **MULAN** (Walt Disney)
Singles: True To Your Heart/98 Degrees & Stevie Wonder
Reflection/Christina Aguilera
- **THE X-FILES** (Elektra/EEG)
Single: Walking After You/Foo Fighters (Elektra/Roswell/Capitol)
Other Featured Artists: Cure, Tonic, Sarah McLachlan
- **HOPE FLOATS** (Capitol)
Singles: Chances Are/Bob Seger & Martina McBride
To Make You Feel My Love/Garth Brooks
Other Featured Artists: Rolling Stones, Mavericks, Deana Carter
- **CITY OF ANGELS** (Warner Sunset/Reprise)
Single: Iris/Goo Goo Dolls
Other Featured Artists: U2, Paula Cole, John Lee Hooker
- **CAN'T HARDLY WAIT** (Elektra/EEG)
Singles: Hit 'Em Wit Da Hee/Missy "Misdemeanor" Elliott
High/Feeder
I Can't Get Enough Of You Baby/Smash Mouth
Other Featured Artists: Third Eye Blind, Blink 182, Busta Rhymes
- **GODZILLA** (Sony Music Soundtrax)
Single: Come With Me/Puff Daddy f/Jimmy Page
Other Featured Artists: Jamiroquai, Ben Folds Five, Days Of The New
- **HAVPLENTY** (Yab Yum/550 Music)
Singles: Whatcha Gonna Do/Jayo Felony
I Can't Get You .../Blackstreet f/Kafi & Crowder
Fire/Babyface & Des'ree
Other Featured Artists: Az Yet, SWV, Faith Evans

COMING

- **THERE'S SOMETHING ABOUT MARY** (Capitol)
Featured Artists: Dandy Warhols, Joe Jackson, Jonathan Richman
- **BASEKETBALL**
Single: Take On Me/Reel Big Fish (Mojo Records)

CYBERSPACE

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

'Net Chats

98 Degrees, Friday (7/17) at 7pm ET/4pm PT, America Online (keyword: LIVE).

Christina Aguilera, Friday at 7:30pm ET/4:30pm PT, America Online (keyword: LIVE).

Ray Charles, Sunday (7/19) at 9pm ET/6pm PT, America Online (keyword: LIVE).

On The Web

Chicago, concert, Friday at 8:30pm ET/5:30pm PT (www.sfxlivelink.broadcast.com).

Intel New York Music Festival, Friday-Sunday (www.intelfest.com).

Warped Tour and Ozfest (together!), Saturday (7/18) at 1pm ET/10am PT (www.sonicnet.com, www.LiveConcerts.com).

Pretenders, **B-52's**, and **Royal Crown Revue**, concert, Saturday at 7:15pm ET/4:15pm PT (www.rollingstone.com).

John Fogerty, concert, Sunday (check www.sfxlivelink.broadcast.com for time).

MUSIC DATEBOOK

MONDAY, JULY 27

- 1976/After a four-year legal battle, **John Lennon** receives his green card and becomes a U.S. resident.
 - 1984/**Prince's** first feature film, *Purple Rain*, opens nationally.
 - 1993/**Paula Abdul** defends herself in court after a former backup singer sues for "credit and punitive damages," claiming her voice was used on several of Abdul's tracks.
- Born: **Maureen McGovern** 1949
Releases: **Lynyrd Skynyrd's** "Sweet Home Alabama" 1974

TUESDAY, JULY 28

- 1957/**Jerry Lee Lewis** appears on TV for the first time on *The Steve Allen Show*.
 - 1986/On PBS, **Johnny Mathis** and **Natalie Cole** perform together to honor Nat "King" Cole.
 - 1992/Warner Bros. Records removes the track "Cop Killer" on all subsequent **Ice-T** *Body Count* albums.
 - 1996/**Garth Brooks** and wife **Sandi** become parents to daughter **Allie Colleen**.
- Born: **Rick Wright** (Pink Floyd) 1945, **Simon Kirke** (Free/Bad Company) 1948
Releases: **Grand Funk Railroad's** "We're An American Band" 1973

WEDNESDAY, JULY 29

- 1965/The **Beatles'** film *Help!* premieres in London.
- 1966/**Bob Dylan** sustains serious neck and head injuries following a motorcycle accident in upstate New York.
- 1974/**Mama Cass Elliott**, 32, dies of heart failure.

- 1980/In Manchester, England, **New Order** perform for the first time.
- Born: **Geddy Lee** (Rush) 1953, **Patty Scialfa** 1956
Releases: **Peter, Paul & Mary's** "Blowin' In The Wind" 1963, the **Temptations'** "You're My Everything" 1967, **Kenny Loggins'** "Whenever I Call You A Friend" 1978

THURSDAY, JULY 30

- 1983/The **English Beat** disband.
 - 1987/**David Bowie's** *American Glass Spider* tour commences in Philadelphia.
- Born: **Paul Anka** 1941, **Kate Bush** 1958

FRIDAY, JULY 31

- 1964/**Jim Reeves**, 41, dies in a plane crash.
 - 1971/A 22-year-old security guard is fatally stabbed at a New York **Who** concert. Also ... The **Rolling Stones** documentary feature film, *Gimme Shelter*, premieres in London.
 - 1980/**John Phillips**, formerly with the **Mamas & The Papas**, is arrested in New York and charged with narcotics distribution.
 - 1996/**Aerosmith** terminate their 12-year business relationship with manager **Tim Collins**.
- Born: **Bob Welch** 1946, **Daniel Ash** (Bauhaus/Love & Rockets) 1957, **Bill Berry** (R.E.M.) 1958
Releases: the **Yardbirds'** "Heart Full Of Soul" 1965, **Blue Oyster Cult's** "Don't Fear The Reaper" and **Orleans'** "Still The One" 1976

SATURDAY, AUGUST 1

- 1960/In New York, **Aretha Franklin** records for the first time.

- 1964/**Johnny Burnette** dies in a boating accident.
 - 1981/**MTV** debuts with the Buggles' "Video Killed The Radio Star."
 - 1989/**Eric Clapton** concludes his three-year world tour with a free show in Mozambique, Africa.
- Born: **Jerry Garcia** 1942, **Robert Cray** 1953, **Joe Elliot** (Def Leppard) 1960
Releases: **Chubby Checker's** "The Twist" 1960

SUNDAY, AUGUST 2

- 1958/**Johnny Cash** signs a record deal with CBS.
- 1961/The **Beatles** begin their engagement as frequent headliners at Liverpool's Cavern Club, where they will perform 300 shows during the next two years.
- 1973/**Peter, Paul & Mary** launch their reunion tour.



Jane's Addiction — Jane Says ... no more.

- 1991/**Perry Farrell** announces the imminent breakup of **Jane's Addiction**. The group will reunite six years later for a tour with the Red Hot Chili Peppers' **Flea** on bass. Also ... **Rick James** and his girlfriend are arrested in Los Angeles and charged with sexually assaulting and torturing another woman.
- Born: **Pete De Freitas** (Echo & The Bunnymen) 1961

— Mark Solovicos

ZINE SCENE

Spice Girls: The Fab Four!

While *Entertainment Weekly* might boast an exclusive interview with the **Spice Girls** after the exit of **Ginger Spice**, the 'zine doesn't get much out of the girls. They wish their former "sister" the best of luck and intend to carry on without her. As **Scary** says, "Geri didn't actually sing that much, so it was quite easy to delegate her areas. None of the choreography changed — just the spacing."

Dumb & Dumber

Among the recording artists on *Movieline's* list of "The 100 Dumbest Things Hollywood's Done Lately" are **Michael Jackson**, who named his son Prince (No. 10); **Tommy Lee**, who kicked his wife, **Pamela**, in the back while she was holding their seven-week-old son (21); **Michael Jackson**, who walked around Munich disguised as an Arab woman (25); and rap star and would-be actor **Coolio**, who was arrested in Germany for shoplifting \$2000 worth of clothes and punching the woman who owned the store in the stomach when she tried to stop him (49).

Rumors are flying that **Madonna's** new video for "(Drowned World) Substitute For Love" has her comparing herself to the late **Princess Diana**. **Madonna** is shown being stalked by paparazzi who chase her car through the streets of London a la **Diana**. While **Madonna's** camp denies any similarity, *Mirror* newspaper columnist **Matthew Wright** says, "I think it's disgusting" (*People*).

Self-Adulation

"I feel like I could rap better than all of them if I wanted to. But that's not what I do — I'm a producer. But if I was a full-time rapper, they'd be intimidated by me ... The shoes I wear are a whole lot bigger than the shoes that he wears. I'm more hands-on than **Puffy** in terms of my production" — Hot new R&B producer **Jermaine Dupri** is into the hype (*Time*).

"I love to work. I want a star on Hollywood Boulevard. I want all of it. I want to win a Grammy. I've been nominated five times. Don't you think I should get one?" — **Brandy** shares her ambitions (*TV Guide*).

"I think **Alanis [Morissette]** is **Sinead O'Connor** with hair. **Alanis** and the **Cranberries**, they're

kind of well-behaved Sinead O'Connors. They don't cause trouble and they play a game" — **Sinead O'Connor** turns a light shade of green (*Spin*).

Behind The Scenes

Cosmopolitan spotlights the people behind the scenes who make things happen for rockers, including **Kathryn Schenker Assoc. publicist Luke Burland** and **DreamWorks Head/Creative Frances Pennington**, who tells of stealing bedsheets and broom handles to create props for a photo shoot.

Fists & Stones

Dave Navarro and **Black Crowes** lead singer **Chris Robinson** got into a fight at a trendy L.A. hotel's bar after **Navarro** sparked up a too-enthusiastic conversation with **Robinson's** girlfriend. **Navarro** returned the next day, only to be asked to leave again after inappropriate behavior. He then called the hotel to cancel his plans to tape an installment of MTV's new series, *Fanatic* (*New Yorker*).

Endless Love

Olivia Newton-John is head over heels in love with country star **Vince Gill**. "I'd marry him in a heartbeat," she's told pals. **Gill** allegedly is telling pals he's nuts about **Newton-John**, but his divorce from wife **Janis** just recently became final (*Globe*).

Young Love!

Steven Tyler's daughter **Liv** is the "other woman" that broke the camel's back to end the marriage of **Bruce Willis** and **Demi Moore** (*National Enquirer*).

A Natural Woman

"A baby is the most important thing in the world for my husband and me. But if it doesn't happen naturally, then that's that. I won't fix myself to have children!" — **Celine Dion** attributes her inability to have a baby to "stress" (*Globe*).

When A Man Loves A ...

Michael Bolton — who's currently on tour with **Wynonna** — got the shock of his life during a concert when the woman he was serenading wasn't **Wynonna**, but a man! **Wynonna** plucked the drag queen from a local club to play a joke on her tourmate (*Star*).

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
Ken Benson,
VP/Music Programming

ADDS

- ESTHERO Heaven Sent (Work)
- NATALIE IMBRUGLIA Wishing I Was There (RCA)
- MASTER P I/SILKK... Goodbye... (No Limit/Priority)
- SMASH MOUTH Can't Get Enough Of You... (Elektra/EEG)

EXCLUSIVE

- BEASTIE BOYS Intergalactic (Grand Royal/Capitol)
- DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)

HEAVY

- AALIYAH Are You That Somebody? (Atlantic)
- AEROSMITH I Don't Want To Miss A Thing (Columbia)
- BARENAKED LADIES One Week (Reprise)
- BIG PUNISHER I/JOE Still Not A Player (Loud)
- BRANDY & MONICA The Boy Is Mine (Atlantic)
- GOO GOO DOLLS Iris (Warner Sunset/Reprise)
- MATCHBOX 20 Real World (Lava/Atlantic)
- NEXT Too Close (Arista)
- PRAS MICHEL... Ghetto Supastar... (Interscope)
- SEMISONIC Closing Time (MCA)
- WILL SMITH Just The Two Of Us (Columbia)
- USHER My Way (LaFace/Arista)

STRESS

- BONE THUGS-N-HARMONY... War (DreamWorks/Geffen)
- CHERRY POPPIN' DADDIES Zoot Suit Riot (Mojo/Universal)
- EVE 6 Inside Out (RCA)
- FUEL Shimmer (550 Music)
- HARVEY DANGER Flaggpole Sitta (Slash/London/Island)
- NATALIE IMBRUGLIA Wishing I Was There (RCA)
- JANET Go Deep (Virgin)
- MADONNA Ray Of Light (Maverick/WB)
- MASTER P I/SILKK... Goodbye... (No Limit/Priority)
- SARAH MCLACHLAN Adia (Arista)
- PUFF DADDY I/JIMMY PAGE Come With Me (Epic)
- RACHID Pride (Universal)
- RAMMSTEIN Du Hast (Slash/London/Island)

BREAKTHROUGH

- ESTHERO Heaven Sent (Work)

ACTIVE

- JON B. They Don't Know (Yab Yum/550 Music)
- CAM'RON I/MASE Horse & Carriage (Entertainment/Epic)
- CHICO DEBARGE No Guarantee (Kedar/Universal)
- DEF SQUAD Full Cooperation (Def Jam/Mercury)
- EVERYTHING Hooch (Blackbird/Sire)
- FASTBALL The Way (Hollywood)
- FOO FIGHTERS Walking After You (Elektra/Roswell/Capitol)
- GARBAGE I Think I'm Paranoid (Almo Sounds/Interscope)
- JANET You (Virgin)
- JERMAINE DUPRI I/JAY-Z Money... (So So Def/Columbia)
- MAXWELL Luxury: Cococure (Columbia)
- BRIAN MCKNIGHT The Only One For Me (Motown)
- NATALIE MERCHANT Kind & Generous (Elektra/EEG)
- NEW POWER GENERATION The One (New Power Soul)
- NICOLE Make It Hot (EastWest/EEG)
- SAVAGE GARDEN To The Moon And Back (Columbia)
- SMASH MOUTH Can't Get Enough Of You... (Elektra/EEG)
- SPARKLE Be Careful (Rock Land/Interscope)

Video airplay from July 20-26.



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

ADDS

- DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)
- EAGLE-EYE CHERRY Save Tonight (Work)
- JANET You (Virgin)
- BRIAN MCKNIGHT The Only One For Me (Mercury)
- MAXWELL Luxury: Cococure (Columbia)
- RICHIE SAMBORA In It For Love (Mercury)

XL

- CELINE DION To Love You More (550 Music)
- GOO GOO DOLLS Iris (Warner Sunset/Reprise)
- NATALIE IMBRUGLIA Torn (RCA)
- MARCY PLAYGROUND Sex And Candy (Capitol)
- SARAH MCLACHLAN Adia (Arista)
- SHANIA TWAIN You're Still The One (Mercury)

LARGE

- AEROSMITH I Don't Want To Miss A Thing (Columbia)
- BARENAKED LADIES One Week (Reprise)
- MARIAH CAREY My All (Columbia)
- FASTBALL The Way (Hollywood)
- MADONNA Ray Of Light (Maverick/WB)
- MATCHBOX 20 Real World (Lava/Atlantic)
- NATALIE MERCHANT Kind & Generous (Elektra/EEG)
- BONNIE RAITT One Belief Away (Capitol)
- SAVAGE GARDEN To The Moon And Back (Columbia)
- ROD STEWART Ooh La La (Warner Bros.)

MEDIUM

- B-52'S Debbie (Reprise)
- BRIAN SETZER ORCHESTRA Jump Jive An' Wail (Interscope)
- CHERRY POPPIN' DADDIES Zoot Suit... (Mojo/Universal)
- DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)
- ARETHA FRANKLIN Here We Go Again (Arista)
- GREEN DAY Time Of Your Life... (Reprise)
- EDWIN MCCAIN I'll Be (Atlantic)
- BILLIE MYERS Tell Me (Universal)
- SEMISONIC Closing Time (MCA)
- SMASH MOUTH Can't Get Enough Of You... (Elektra/EEG)

CUSTOM

- ANGGUN Snow On The Sahara (Epic)
- JON B. They Don't Know (Yab Yum/550 Music)
- BRANDY & MONICA The Boy Is Mine (Atlantic)
- ERIC CLAPTON Pilgrim (Duck/Reprise)
- ALANA DAVIS Crazy (Elektra/EEG)
- EAGLE-EYE CHERRY Save Tonight (Work)
- GLORIA ESTEFAN Heaven's What I Feel (Epic)
- EVERCLEAR I Will Buy You A New Life (Capitol)
- JANET Go Deep (Virgin)
- JANET You (Virgin)
- K-CI & JOJO All My Life (MCA)
- MAXWELL Luxury: Cococure (Columbia)
- BRIAN MCKNIGHT The Only One For Me (Mercury)
- NEW POWER GENERATION The One (New Power Soul)
- HEATHER NOVA London Rain (Nothing...) (Big Cat/Work)
- RICHIE SAMBORA In It For Love (Mercury)
- SMASHING PUMPKINS Ava Adore (Virgin)
- SPARKLE Be Careful (Rock Land/Interscope)
- RINGO STARR La De Da (Mercury)
- TONY RICH PROJECT Silly Man (LaFace/Arista)
- BRIAN WILSON Your Imagination (Giant/WB)

Video airplay from July 20-26.



36 million households
Lydia Cole,
VP/Music Programming

Video Playlist

- USHER My Way (LaFace/Arista)
- PRAS MICHEL... Ghetto Supastar... (Interscope)
- MARIAH CAREY My All (Columbia)
- WILL SMITH Just The Two Of Us (Columbia)
- JANET Go Deep (Virgin)
- BRANDY & MONICA The Boy Is Mine (Atlantic)
- VOICES OF THE THEORY Dimelo (Say It) (H.O.L.A./Red Ant)
- AALIYAH Are You That Somebody? (Atlantic)
- NICOLE Make It Hot (EastWest/EEG)
- XSCAPE The Arms Of The One... (So So Def/Columbia)

Video playlist for week ending July 17.

Rap City Top 10

- JOHN FORTE Ninety... (Refugee Camp/Ruffhouse/Columbia)
- GOODIE MOB Black Ice... (LaFace/Arista)
- BLACK EYED PEAS Joints And Jams (Interscope)
- CAM'RON I/MASE Horse And Carriage (Entertainment/Epic)
- KING T Got It Locked (Aftermath/Interscope)
- BIG PUNISHER Twinz (Loud)
- EIGHTBALL Pure Uncut (Suave House/Universal)
- MEMPHIS BLEEK I/JAY-Z It's... (Roc-A-Fella/Def Jam/Mercury)
- SUNZ OF MAN Shining Star (Threat/Red Ant)
- GANGSTARR Milita (Noo Trybe)

Video playlist for week ending July 17.

TELEVISION

TOP TEN SHOWS JULY 6-12

Total Audience
(98 million households)

- 1 **Baseball All-Star Game**
- 2 **60 Minutes**
- 3 **Seinfeld**
- 4 **Just Shoot Me**
- 5 **All-Star Pregame Show**
- 6 **Mad About You (Thursday)**
- 7 **Primetime Live**
- (tie) 8 **20/20 (Friday)**
- 9 **Touched By An Angel**
- 10 **48 Hours (Monday)**
- (tie) **Home Improvement**

Teens 12-17

- 1 **Boy Meets World**
- 2 **Baseball All-Star Game**
- (tie) **Just Shoot Me**
- 4 **Movie (Thursday)**
(Bad Boys)
- 5 **Teen Angel**
- 6 **Home Improvement**
- 7 **Mad About You (Thursday)**
- 8 **Wonderful World Of Disney**
(Sabrina The Teenage Witch)
- 9 **Seinfeld**
- 10 **Two Guys, A Girl, And A Pizza Place**

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

Syndicated radio talker **Don Imus**, whose show also airs on MSNBC, is slated to appear on **CNN's Larry King Live** (Wednesday, 7/22, 9pm ET/6pm PT).

Friday, 7/17

- **Regina Belle**, *The Magic Hour* (check local listings).
- **Tricky & PJ Harvey**, *Late Show With David Letterman* (CBS, check local listings).

Saturday, 7/18

- **'N Sync In Concert**—taped at Walt Disney World — premieres on the **Disney Channel** (7pm).
- **Son Volt and Gillian Welch & David Rawlings** perform on **PBS' Austin City Limits** (check local listings).
- **The Four Tops**, the **Fugees**, and **G. Love & Special Sauce** perform on **PBS' On Tour** (check local listings).

Monday, 7/20

- **Bobby Bare**, **Waylon Jennings**, **Jerry Reed**, and **Mel Tillis**, *Prime Time Country* (TNN, 9pm ET/6pm PT).
- **Lenny Kravitz**, *David Letterman*.

Tuesday, 7/21

- **Nanci Griffith**, *David Letterman*.

Wednesday, 7/22

- **Glen Campbell**, *Prime Time Country*.
- **Roy Orbison** is profiled on TNN's *The Life And Times Of...* (10pm ET/7pm PT).
- **Vince Gill**, *The Tonight Show With Jay Leno* (NBC, check local listings).
- **Brian Wilson**, *David Letterman*.
- **BR5-49**, *Late Night With Conan O'Brien* (NBC, check local listings).

Thursday, 7/23

- **John Berry**, *Prime Time Country*.
- **Gloria Estefan**, *David Letterman*.

FILMS

WEEKEND BOX OFFICE JULY 10-12

- | | |
|---|---------|
| 1 Lethal Weapon 4 (WB)* | \$34.04 |
| 2 Armageddon (Buena Vista) | \$23.55 |
| 3 Small Soldiers (DreamWorks)* | \$14.04 |
| 4 Doctor Dolittle (Fox) | \$12.87 |
| 5 Mulan (Buena Vista) | \$7.02 |
| 6 Madeline (Sony)* | \$6.41 |
| 7 The X-Files (Fox) | \$3.87 |
| 8 Out Of Sight (Universal) | \$3.81 |
| 9 Six Days, Seven Nights (Buena Vista) | \$3.69 |
| 10 The Truman Show (Paramount) | \$3.57 |

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

COMING ATTRACTIONS:

This week's openers include *There's Something About Mary*, starring Cameron Diaz and Ben Stiller. The film's Capitol soundtrack sports three cuts by **Jonathan Richman** ("True Love Is Not Nice," "Let Her Go Into The Darkness," and the title tune), along with the **Propellerheads'** "History Repeating," the **Lemonheads'** "If I Could Talk I'd Tell You," **Joe Jackson's** "Is She Really Going Out With Him," the **Dandy Warhols'** "Every Day Should Be A Holiday," the **Push Stars'** "Everything Shines," **Ivy's** "This Is The Day," **Lloyd Cole's** "Margo's Waltz," **Ben Lee's** "How To Survive A Broken Heart," **Danny Wilson's** "Mary's Prayer," **Zuba's** "Speed Queen," and the **Foundations'** "Build Me A Buttercup."

The Mask Of Zorro, starring Antonio Banderas and Anthony Hopkins, also opens this week. "I Want To Spend My Lifetime Loving You," performed by **Marc Anthony** and **Tina Arena**, serves as the film's **Sony Classical/Columbia** single; the soundtrack also features music by **James Horner**.

Opening in limited release this week is *Whatever*, directed by Susan Skoog. The film's **Tangerine/RED** soundtrack contains the **Ramones'** "I Wanna Be Sedated" and "I Wanna Be Your Boyfriend," the **Pretenders'** "Mystery Achievement," **Rush's** "Tom Sawyer," **Blondie's** "The Hardest Part," **David Bowie's** "Janine," the **Jam's** "In The City," **Patti Smith's** "Dancing Barefoot," **Siouxie & The Banshees'** "Playground Twist," **Iggy & The Stooges'** "Gimme Danger," **Aimee Mann's** "I Should've Known," and the **Cramps'** "What's Inside A Girl?"



21 million households
Peter Cohen,
VP/Programming

National Top 20

- AALIYAH Are You That Somebody? (Atlantic)
- MYA I/SILKK... Movin' Up (University/Interscope)
- PRAS MICHEL... Ghetto Supastar... (Interscope)
- FIVE When The Lights Go Out (Arista)
- QUEEN LATIFAH Bananas (Flavor Unit/Motown)
- BRANDY & MONICA The Boy Is Mine (Atlantic)
- SPARKLE Be Careful (Rock Land/Interscope)
- GERALD LEVERT Thinkin' Bout It (Elektra/EEG)
- USHER My Way (LaFace/Arista)
- MASTER P Thinkin' Bout You (No Limit/Priority)
- SARAH MCLACHLAN Adia (Arista)
- CAM'RON I/MASE Horse And Carriage (Entertainment/Epic)
- YOUSOU N'DOUR & CANIBUS How Come (Interscope)
- 69 BOYZ Wool Wool (Atlantic)
- 'N SYNC Tearin' Up My Heart (RCA)
- BLACK EYED PEAS Joints & Jams (Interscope)
- LIMP BIZKIT Sour (Flip/Interscope)
- DESTINY'S CHILD Inside Out (Columbia)
- BIG PUNISHER I/FAT JOE Twinz (Loud)

Most requested from the week ending July 12



Pos.	Artist	Avg. Gross (in 000s)
1	GEORGE STRAIT	\$1801.1
2	GARTH BROOKS	\$1285.7
3	ERIC CLAPTON	\$840.6
4	DAVE MATTHEWS BAND	\$488.7
5	PAGE/PLANT	\$431.5
6	SHANIA TWAIN	\$397.8
7	YANNI	\$352.9
8	JAMES TAYLOR	\$275.4
9	STEVIE NICKS	\$254.8
10	GIPSY KINGS	\$198.7
11	LYNYRD SKYNYRD	\$196.9
12	MICHAEL BOLTON/WYNONNA	\$176.5
13	MOODY BLUES	\$175.4
14	BOYZ II MEN	\$175.3
15	ANDRE RIEU	\$171.4

Among this week's new tours:

- CRYSTAL METHOD
- DREAD ZEPELIN
- EAGLE-EYE CHERRY
- GRANT LEE BUFFALO
- "THE HARD TOUR"
- BRIAN MCKNIGHT
- "THE SPIRIT OF UNITY"
- SQUIRREL NUT ZIPPERS
- SUICIDE MACHINES/BUCK-O-NINE

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

Advertisers

Continued from Page 16

JB: We have spots airing on Univision and Telemundo. There are billboards in some markets, as well as newspaper ads and bus shelter ads throughout the country. Of course our biggest promotion platform is the World Cup. The biggest spending over on Hispanic radio has occurred thanks to that. The World Cup started on June 10. By June 15, I doubt there was a Hispanic in America who didn't know about us. The World Cup is everything.

R&R: What happens after the World Cup? Will there be a continued focus on sports or on talk-oriented programming?

JB: Obviously, the World Cup is not everything in terms of Radio Unica's programming diet. The spots airing in the Los Angeles area are a light-hearted introduction to the talk programming featured throughout the day, including Pedro Sevcec, Mauricio Zeilic, Dra. Isabel, and others.

R&R: Do you have direct oversight of the programming? Also, do

you have outside sales reps working on behalf of your company?

JB: The person we brought in as the programmer was one of the best in the business. [VP/Programming] Omar Marchant is one of the top-rated DJs in the U.S. He produced all of the Univision specials and shows, then went to Telemundo, then went back to radio — his first true love and the thing he loves the best. We have our own sales reps and our own sales department. We have offices in all of the major markets.

R&R: As of July 2, Radio Unica stations in Miami and San Antonio have slowly started to attract ratings. This will certainly help in attracting advertisers. In Southern California, however, some difficulties have occurred. KBLA is still airing Korean programming, while KVCA's nighttime signal is hindered by a Boise, ID station. Due to transaction agreements that still need to be worked out, Radio Unica programming may not debut on KBLA for several more months. Lotus Communications' KWKW-AM is airing World Cup soc-

cer coverage in Los Angeles as an affiliate, but local preprogrammed spots preempted play-by-play every four minutes during the recent U.S. vs. Iran match. How has your company been able to respond to such start-up problems?

NJ: The network was not at fault for the problems on KWKW. From what we understand, that station had prior advertising obligations it needed to honor. We are not interrupting our World Cup programming with commercials.

JB: In 30 years, I've never been involved with something that is so logical with the advertisers. What we hear is, "This is a great idea. The market needed this." I think the network will do well with all the advertising support. We're not getting ratings because we're so new, but we are projecting and guaranteeing success. We will start showing up by the Fall '98 Arbitron book, and we will continue to work well. We will have three regional sales networks selling California, Texas, and Florida. You'll be able to buy us as a network in California for 12 stations!

Smith

Continued from Page 1

for me was, who was the absolute best person in the country that I could put into this job to push this radio station back to its absolute peak performance? And the answer without a question or a doubt is Steve Smith."

KPWR GM Val Maki commented, "We are thrilled to have Steve work with us in Los Angeles. He has such extensive knowledge and background in radio programming. Steve is the perfect person to continue the

Murdock

Continued from Page 3

Mirage, and United Artists Records.

"I'd like to thank Craig for the opportunity to work with the well-respected team of professionals at Trauma," Murdock noted. "I look forward to contributing to the development and growth of Trauma's artist roster."

Chancellor

Continued from Page 1

Chancellor previously served as Executive VP of Telemundo, where he administered the company's Miami and San Juan operations since 1992. Before that, Chancellor held various management positions over a 13-year span at Univision properties in Miami, Phoenix, and San Antonio. He began his career as an AE at WLTV-TV/Miami in 1979.

"Radio Unica is a first-class company, and I am excited about entering the radio network business as a member of the Radio Unica team," Chancellor added. "I am equally gratified to be joining a company that is

changing the face of the Hispanic media landscape in the U.S. and affords me the opportunity to work with some of the most talented people in the radio industry. The potential of [Spanish News/Talk] in the U.S. is immense. As the No. 1 format in the U.S. and Mexico, [News/Talk] has become a dynamic programming and advertising vehicle. The Hispanic population in America, now at over 30 million, is growing at a faster rate than any other segment in our society. Radio Unica is the only Spanish-language radio network in the U.S. that caters to them with information especially tailored to their likes and tastes."

R&R the suit "is without merit, and we intend to vigorously defend against it." He said Chancellor shareholders will vote on the deal sometime before Sept. 30, and that the deal is expected to close sometime in the fourth quarter.

Reached by R&R in his Dallas office last week, Marcus was asked to comment on the suit. "We never comment on those things," he said. "There's probably not ever been a case documented in a U.S. merger where someone hasn't raised their hands. If we had a system where the loser [plaintiff] pays, there would be a lot fewer cases like this. Our tort system encourages this. We need tort reform because we all pay for this. This sucks money out of the system."

On July 8, the day after Chancellor announced it would buy LIN TV, Standard & Poor's placed LIN TV's B+ corporate credit, B- subordinated debt, and BB- bank loan ratings — as well as LIN Holdings' B+ corporate credit and B- senior unsecured debt ratings — on CreditWatch with positive implications. S&P also affirmed Chancellor's BB- corporate credit and B preferred stock ratings. The ratings outlook on Chancellor remains stable. S&P's expects Chancellor's 1998 debt to cash flow to be in the 6.0-times range.

Suit

Continued from Page 1

overpayment" and "enrich [Thomas] Hicks and Hicks, Muse to the detriment of the company and its public shareholders." It further claims that Thomas Hicks and Hicks, Muse, aided and abetted by the subservient directors of Chancellor, have endeavored to dictate a transaction to the company whereby the company will grossly overpay for LIN."

Phillips says the proposed transaction "amounts to a breach of fiduciary duties" by the defendants and claims their actions "are injurious to the company and constitute corporate waste."

Phillips has asked the court to stop the transaction and to ensure that "no conflicts of interest exist between the interests of [Thomas] Hicks; Hicks, Muse; and the individual defendants and the interests of Chancellor" and its shareholders. She has also asked to be awarded compensatory damages in a "maximum rate allowable by law" — an amount to be determined at a trial — and to be awarded the "costs and disbursements of this action," including attorney's and experts' fees and expenses.

A Chancellor spokesman told

Bloomberg BUSINESS BRIEFS

Continued from Page 14

Westower Goes West With Standby Buy

Redmond, WA-based Westower Corp. — which constructs and owns radio and other wireless towers — said last week it will buy Houston-based Standby Services for \$13.25 million in stock. Westower said this will enable the company to expand its tower construction business into Texas, Mississippi, Louisiana, Colorado, and New Mexico. At press time, the deal was expected to close this week.

Clinton Takes War On Drugs To Radio

Aiming to stem drug use by schoolchildren, President Clinton last week announced a \$2 billion, five-year anti-drug campaign that will be waged on radio, TV, and in major newspapers. The Office of National Drug Control Policy told R&R that radio will get 12% of the budget, the second-highest amount after TV's 58% share of the ad dollars. Magazines will get 10%, newspapers and in-school advertising/education will get 7% each. Ad agencies and actors donated their time for the spots, Democratic National Committee spokeswoman Kandy Stroud told R&R the group is booking national political figures on radio stations to help launch the campaign.

Digital Radio Express Jumps Other DAB Proponents

Digital Radio Express (DRE) is farther along than DAB competitors USA Digital Radio (USADR) and Lucent Technologies in the development of hardware for its in-band, on-channel (IBOC) system and toward field testing of that system, according to a source close to the testing. But Glynn Walden, VP/Engineering of CBS Radio — part of the USADR consortium — told R&R DRE is "years behind what we are doing." He said DRE is merely demonstrating an FM modem and not a system with the capability to switch from analog to digital. At this stage, the source told R&R, DRE will likely be the first to submit its system to the NAB/Consumer Electronics Manufacturers Association (CEMA) National Radio Systems Committee for evaluation. The three proponents expect to have broadcast-ready systems available by 2000. Meanwhile, USADR also announced this week it has become an associate member of the CEMA Mobile Electronics Division.

Broadcasting Pushes Ackerley Sales

The broadcasting division of The Ackerley Group — which owns four radio stations in Seattle-Tacoma and nine TV outlets — reported last week that gross revenue for the first six months of 1998 grew 16%, to \$61.1 million from \$52.6 million during the same period of '97. Gross revenues were up 13%, to \$30 million from \$26.6 million in '97, during the second quarter. The company said revenue growth from its broadcasting and out-of-home segments has driven its sales this year.

Regent Files To Trade On Nasdaq

Regent Communications filed last week to register on the Nasdaq small-cap exchange. The company has been trading on the OTC Bulletin Board exchange as "RGCIP" since June 23, with the price hovering around the \$5.50-\$7 range. Jacobs said the OTC issue of 1.9 million shares — which became effective with Regent's merger with Faircom — is to be converted to the Nasdaq exchange and will likely begin trading within three weeks at \$6-\$7.

success of L.A.'s 'party station,' Power 106."

Smith began his programming career at KUKQ/Phoenix, then moved to KHTY/Santa Barbara, CA. He also programmed KHQT/San Jose and KKFR/Phoenix before his move to WQHT.

"I am honored that Emmis Communications has the faith to put me in charge of both coasts," Smith remarked. "I want to personally thank [Emmis Radio President] Doyle Rose, Rick Cummings, Val Maki, and [Emmis/New York Exec. VP/GM] Judy Ellis for this promotion and additional opportunity. Being in the heart of New York and Los Angeles gives me the opportunity to better serve Emmis and my consulting clients."



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JULY 7TH

FEATURING
PAT BENATAR WITH ADDITIONAL
VOCALS BY QUEEN LATIFAH,
QUEEN WITH ADDITIONAL VOCALS
BY WYCLEF JEAN, FEATURING PRAS AND FREE,
THE PRETENDERS WITH ADDITIONAL
VOCALS BY KOOL KEITH
AND MUCH MORE.



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New This Week:

KKFR WCDX KVSP KJMM

Already On:

KYLD	99X	WHHH	KTFM
KQMQ	WJHM	KHTN	WHRK
WQUE	WQKQ	WNOV	WKKV
KDGS	WIZF	WXIS	WKXJ
KBOS	WEDR	KKDA	KKSS
KWNZ	WJTT	And many more!	



STREET TALK®

'One-Eyed Jack' Sets Off Fireworks

For several years, WMAY-AM/ Springfield, IL morning host **Donald Jackson** has operated a successful fireworks company on the side. But this year's Fourth of July weekend turned into a PR fiasco for the station when some fireworks set up by Jackson's company exploded before launch at a local celebration, injuring five technicians. The controversial talker — known as "One-Eyed Jack" — didn't do much to help matters, allegedly shouting obscenities and tossing a drink at a law enforcement official shortly after the blast. Incidentally, the station was one of the sponsors of the event ... and was none too pleased with the results. "There are complicated legal questions surrounding this incident," said 'MAY GM Tom Kushak. Jackson is currently suspended pending an investigation into the explosions, and his future with the station will be re-evaluated once the investigation is complete, the *State Journal-Register* reported.

96). Meanwhile, Jacor's crosstown **WKBN** has become "Mix 98.9" under corporate Hot AC programming guru Randy James. As if that wasn't enough, crosstown CHR/Pop **WHOT** has begun calling itself "The Hot Mix." Are Jacor's lawyers having a C&D field day with this one?

CHR/Pop **WHTZ/NY** is celebrating its 15th anniversary July 31 by inviting all former jocks in for a shift. Contact PD Tom Poleman to claim yours.

Let's Check The Toteboard...

Kudos to **KODA/Houston** for an impressive charitable feat. The station raised \$140,000 to help a young boy who suffered burns over 99% of his body after being doused with gasoline and set ablaze by a 13-year-old.

And how 'bout a big hand for the T.J. Martell Foundation, which raised over \$100,000 for cancer, leukemia, and AIDS research at its 14th annual Golf Classic. Trauma Records' team took top honors at the tourney, held at L.A.'s Calabasas Country Club.

James "The Hardest-Working Man In Show Business" Brown will live up to his title, taking the stage for **KFRC/SF's** "Ultimate Classic Jam" next month (8/8) at San Jose

Continued on Page 24

Chicago Board-er Skirmish

Looks like the rivalry between **Mancow Muller's** former and future homes is already heating up: Now that he's moving to **WKQX/Chicago**, somebody has painted "He Sold Out" over his most recent **WRCX** billboards. Mancow blames the vandalism on his old station, but 'RCX officials deny any involvement.

It's A Bird! It's A Copter!

Actually, it was a collision between the two that grounded **Shadow Traffic's** Los Angeles helicopter yesterday morning. The chopper, which was providing reports for **KRLA-AM** and **KFWB-AM** at the time, was forced to make an emergency landing when a pigeon flew through the windshield, slightly injuring the pilot.

How "mixed" up can one market get? Soft AC **WWSY/Youngstown, OH** has flipped to Hot AC with new calls **WTNX** (Mix

Rumors

- Strike whatever rumors you may have heard about **WNEW/NY** afternoon team **Opie & Anthony** simulcasting back to **WBCN/Boston**. PD Oedipus tells the *Boston Globe* there's been absolutely no contact between 'BCN and the duo.
- Strong rumbles are coming from St. Louis, predicting that Jacor's **KSD-FM** will flip from Classic Rock to NAC/Smooth Jazz next month — not an unlikely notion at all, considering Jacor already owns one of the nation's top-rated NAC/SJ stations, **KHIIH/Denver**.
- Will Elektra Nat'l Dir./Promo **Erik Olesen** make the move from Atlanta to NY and become Sr. Dir./Top 40 Promo?
- Is a major "Research Group" looking to acquire another research firm?

"I'm Fine (I Find)"

IMPACT DATE: JULY 28TH

Management: Doug Buttleman & Jason Rio

GETAWAY CRUISER



#1 Thanks to Our Friends in Radio For Once Again Believing in DISHWALLA!!!

#1 Most Added Rock/Active Rock Combined!!!

WHMH	WPTA	WJRR	WLZR	KNCN	WDRK	KRQC	WWCT	WRBR	WBYR
KCMQ	WXFX	KRAD	WTKX	WRCQ	KZZK	KEYJ	WCPR	WGBF	WKZQ
KFMF	KQDS	KRRX	WRCX	KTUX	WTPT	WJJO	WQXA	WBZX	KRRO
WAQX	WPYX	KATS	KILO	WMMS	KFRQ	KQWB	KTWS	WMZK	KDEZ
WRQR	WBBB	WNCD	WDVE	KAZR	WCLG	WIIL	WKQQ	KZRR	WMMR
KTXQ	KMBY	WDHA	KLAQ	KIBZ	KFMW	WGIR	WKGB	KSHE	WWWV
KXUS	KZRK	WRUF	KDKB	KZAP	KXFX	KBBZ	WFRD	KRNA	WFYK
WZTA	WIOT	WZBH	KLPX	WKLT	WTAO	WNOR	WTAO	WNOR	WYNF
WVRK									

Dishwalla/Once In A While

#1 Most Added Alternative Out of the Box!!!

Q101	WQBK
WPLT	WEQX
WXDG	KPOI
KTBZ	WGRD
WFNX	KTEG
99X	WKRL
KZMZ	WHMP
XTRA	WARQ
KPNT	WKRO
WXDX	WEJE
WENZ	WXZZ
WAQZ	WRXR
KWOD	WMAD
KCXX	KORB
WBRU	WRRV
WWCD	KNRQ
WEND	WOSC
KKND	KBRS
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WKDF	KLZR
WRXQ	KHTY
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WRAX	KHLR
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The first single from the new album **And you think you know what life's about**
 The follow up to Dishwalla's gold-selling debut PET YOUR FRIENDS, which featured the smash hit "Counting Blue Cars"
 Billboard Magazine's 1996 #1 Rock Track of the Year.

See what life's about @www.amrecords.com Hear it Once In A While at 1-800-556-7625 (code 0784)
 Produced by Marc Waterman and Dishwalla. Management: David Young/Bliss Artist Management
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bare naked ladies

"One Week"
GOING FOR ADDS
JULY 20

HUGE SoundScan debut!
Over 125,000 pieces Scanned!

- #2 Best Buy #2 HMV
- #3 Musicland #3 Blockbuster
- #3 Camelot #9 Target

From ZERO to GOLD in One Week!

Over 3,800 multi format
BDS Spins

- 5 R&R Alternative
- 14 R&R Pop/Alternative
- 5 R&R Adult Alternative
- 27 R&R Hot AC

B-94	add!	KALC	add!
WZPL	add!	KQKQ	add!
G-105	54x	KFMB	49x
WSHE	46x	WPLT	44x
KBBT	39x	99X	35x
WBMX	31x	KYSR	30x
WKSE	27x	WXXM	27x
WDRV	26x	WSTR	24x
Q-106	22x	WSSX	19x
KAMX	18x		
WAKS	15x		
WLNK	15x		
KMXB	15x		
KROQ	12x		
WKRQ	12x		

MUSIC TELEVISION
Stress to Heavy
21x



from the new album

stunt

All the great music and no body doubles.

80,000 people at an in-store in Boston,
what's up with that?



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STREET TALK®



AN 'OUT OF SIGHT' BREAKFAST — SupERstar George Clooney woke up a little earlier than usual to do breakfast with KYLD/SF morning team The Doghouse. Snacking on cEReal and WestERn omelettes are (l-r) Don Cheadle, JV, Clooney, and Elvis.

Continued from Page 22

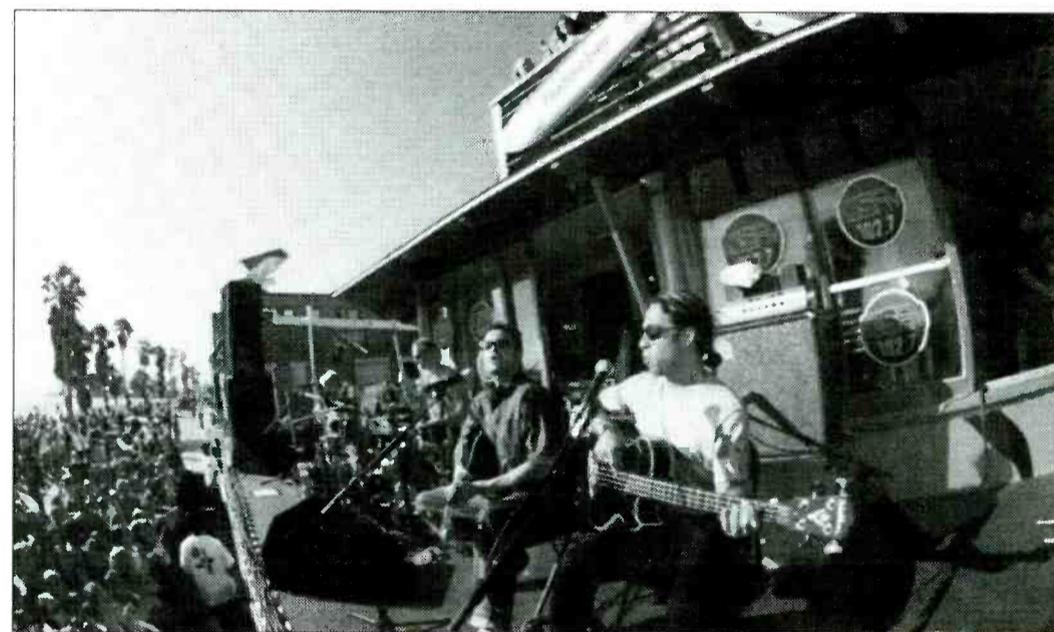
Arena. The concert event will also feature golden greats like the Tokens, Chubby Checker, and Little Anthony & The Imperials.

Congrats to The Box VP/Radio Affiliations Liz Kiley and Garrett Mehok on the July 2 birth of twin daughters Madeline Grace and Michelle Elaine.

Continued on Page 26

Rumbles, Pt. 1

- WYOO/Panama City, FL OM/PD Rick "Hurricane" Hamilton is named GM at WYLA & WYLK/ New Orleans.
- WRXD/Wilmington, DE PD Bob Walton becomes OM for Atlantic Star/Wilmington.
- Twenty-year WLNA-AM & WHUD-FM/Poughkeepsie, NY PD Steve Petrone is elevated to VP/ Ops for Pamal Broadcasting, while WSPK-FM PD Brian Krysz rises to VP/Prog. for the market's WHUD & WSPK.
- KMCQ/San Diego APD/MD Charlie Huero joins KKFR/Phoenix for afternoons.
- Country WKIS/Miami reteams current afternoon host Sonny Fox and Ron Hersey for morning drive. Current morning co-host RJ McCoy flips to PM drive, while co-host Sandy Ames exits.
- KISW/Seattle MD Cathy Faulkner is upped to APD.
- On July 28 — one day after C.F. Radio takes control of WRCQ/Fayetteville, NC from Kinetic Communications — the station will bring in former WZAT/Savannah, GA PD Greg Patrick as its new PD. Kinetic President/GM/PD Howard Johnson will take three 'RCQ staffers with him to the company's Albany, GA cluster: MD Ann Thomas will be Group MD, Matt Patrick will be Sr. Production Director, and Tom Collins will be Asst. to the President.
- WJET/Erie, PA morning host Ryno returns to KRQQ/Tucson for PM drive.
- Alan Keyes' America's Wake Up Call talk show will no longer be distributed by Salem Radio Networks. Keyes is talking with other syndicators about picking up the show.
- KGBX-FM/Springfield, MO boosts MD Paul Kelley to PD. Mitch Baker becomes OM of KGBX and co-owned KGMV-FM & KXUS-FM.



KIIS IS TOTALLY BEACHIN'! — KIIS/L.A. kicked off its summer broadcasts from a Venice beach house with a live performance by Third Eye Blind. The extremely colorful house also has historical significance — it once was the residence of former Doors frontman Jim Morrison.

SQUIRREL NUT ZIPPERS

"Suits Are Pickin'g Up The Bill"

#2 MOST ADDED EVERYWHERE!!!

Over 35 New Stations including...

WBCN WFNX 99X WHFS WBRU
KROX KXPK WWCD KNRK WBTZ

WDST WEND WPBZ XHRM ...& lots more

PERENIAL FAVORITES Street Date: 8/4

Shipping Over 400,000 Units



Melanie

B

featuring Missy "Misdemeanor" Elliott

I Want You Back

The solo debut from Melanie B. of The Spice Girls

Produced by Missy Elliott for Mass Confusion Productions

Missy "Misdemeanor" Elliott appears courtesy of
The Gold Mine, Inc./East West Records/EEG

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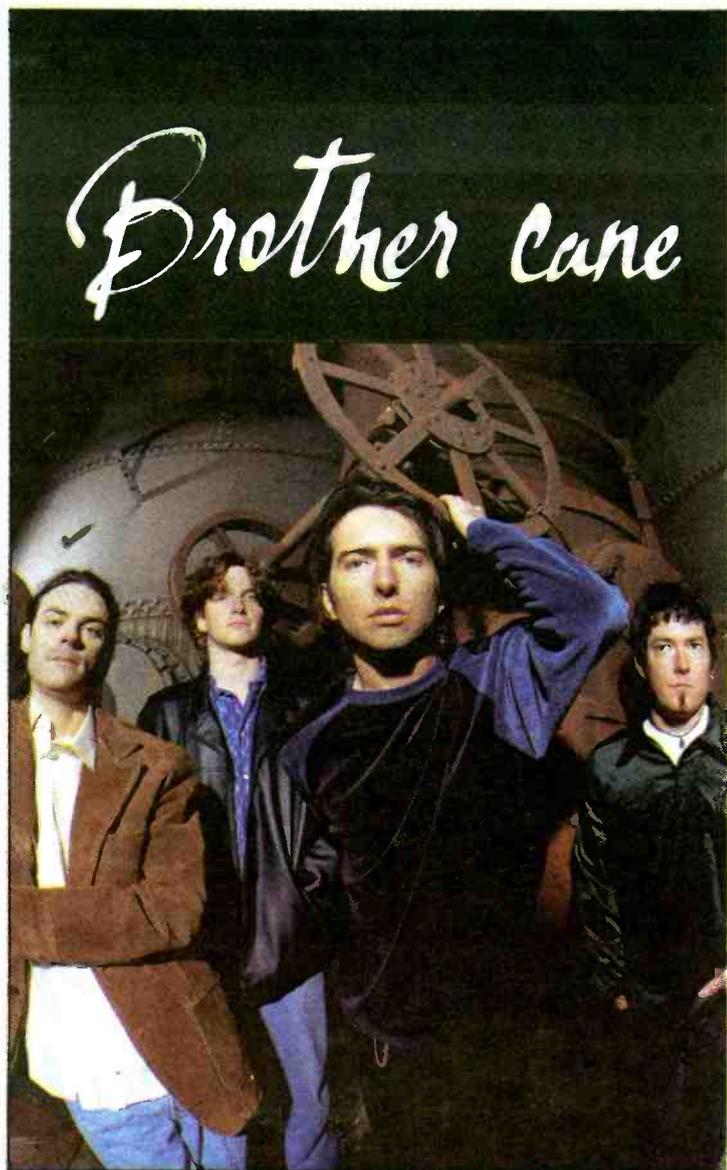


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album for the Motion Picture

WHY DO FOOLS FALL IN LOVE



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Brother Cane

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Impact Date: 7/20
Couldn't Wait:

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| KISW | KUPD | KDKB |
| KUFO | KRXQ | WLZR |
| KCAL | WNOR | WXRC |
| WCCC | WMFS | KLBJ |
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FROM THE ALBUM WISHPool

PRODUCED BY KELLY GRAY AND BROTHER CANE

DIRECTION: BILL GRAHAM MANAGEMENT

aol keyword: virgin records www.virginrecords.com www.brothercane.com

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Rumbles, Pt. 2

• Geffen Promo Asst. **Michelle Parisi** will join the staff of AMFM Networks' *Casey Kasem's American Top 40* later this month.

• **John Carney**, son of legendary KMOX/St. Louis broadcaster Jack Carney, has joined the station to host overnights. He most recently hosted a show on crosstown KTRS.

• Thirteen-year WYNG/Baton Rouge PD **Brian King** exits the Country outlet.

• Pop/Alternative WKOE/Atlantic City, PD/MD/ morning man **Dr. Michael Lynn** exits. Sister WFPG PD **Rich Fennessey** takes over PD duties.

• KLOS/L.A. afternoon host **Garth Kemp** adds part-time weather and reporting duties for KABC-TV.

• KXFX/Santa Rosa, CA MD **Michael Bower** exits for afternoons at KRZR/Fresno; **Karen Michaels** becomes interim MD.

• WMGB/Macon, GA PD **James Gregory** has been named Group PD for WMGB, WPEZ & WMKS.

• WSKS/Utica, NY MD **Gina Jones** adds APD stripes.

Continued from Page 24

Former radio talk host **Sonny Bloch** — who was convicted of bilking his listeners out of \$21 million — has died of cancer at age 61. Although news of his death was released only last weekend, his death actually occurred on March 10.

Records

• The doors are shutting at **Mariah Carey's Crave Records**, her joint venture with **Sony Music Entertainment**. Both parties are in the midst of finding a home for Crave's artists and two dozen employees. Crave President **Rick Bisceglia** is expected take a senior post at **Epic Records Group**. In a statement, Carey said, "The most important thing to me and Sony Music is making sure the artists are well taken care of, whether they end up somewhere else with me in the near future or stay within the Sony system."

• ST hears that Universal Studios CFO **Bruce Hack** is *this close* to being named Vice Chairman at the Universal Music Group. The appointment is expected to take effect once Seagram's purchase of PolyGram closes. Look for current UMG Vice Chairman/COO **Mel Lewinter** to be named Chairman of Universal Records. Meanwhile, the FTC has given the green light to Seagram's \$10.26 billion acquisition of PolyGram.

• Is BMG Entertainment North America CEO **Strauss Zelnick** moving closer to heading up the conglomerate's entire global entertainment division?

• Universal Records elevates **Charlie Foster** to VP/Pop Promotion and New York Promo exec. **David Nathan** to Associate Director/National Pop Promotion.

• After five years with Angel Records, National Publicity & Promotion Manager **Jennifer Perciballi** resigns.

RADIO & RECORDS



1

- **Chancellor/Evergreen** purchases **Katz Media** for \$375 million.
- **Charles Warfield** named VP/GM of WDAS-AM & FM/Philadelphia.
- **Daniel Manella** appointed GM of the Milwaukee Radio Alliance.
- **Mike Thompson** tapped as WWDB/Philadelphia PD.
- **Ron Rodrigues** boosted to Editor-In-Chief at R&R.

5

- **Stephen Godofsky** selected as WYUU/Tampa VP/GM.
- WPGC-FM/Washington promotes **Jay Stevens** to OM and **Sam Rogers** to Station Manager.
- **Tim Pohlman** picked as KFVB & KTWV/Los Angeles GSM.
- **Kimo Akane** jumps to KGU & KGUY/Honolulu as OM.
- **Don London** lands WWDE/Norfolk PD position.

10

- **Michael Kakoyiannias** named Exec. VP of Westwood One's radio station division.
- **Andrea Ganis** appointed VP/Pop Promotion of Atlantic Records.
- **Chris Claus** tapped as KFVB/Los Angeles VP/GM.
- **Bobby Cole** named VP/FM Programming for Fairmont Communications.
- **Tony Novia** is recruited as GM of WXDJ/Miami.
- **KFI/Los Angeles** evolves into an all-Talk station.

15

- PD **J.B. Stone** advances to VP/GM of KJLH/Los Angeles.
- **Bobby Rich** is recruited as Operations/Programming Manager of WWSH/Philadelphia.
- **Randy Michaels** becomes VP/Programming & Operations and **Bob Lawrence** VP/Sales & Marketing for WLW & WSKS/Cincinnati.
- **Mark Driscoll** named Program Manager of WLUM & WAWA/Milwaukee.

20

- **Bob Young** appointed Program/Operations Director of KNEW/Oakland-San Francisco.
- **Joel Denver** tapped as KCBQ/San Diego PD.
- **Beau Raines** promoted to PD at WMJX/Miami.
- **Tony Berardini** boosted to WBCN/Boston MD.
- **WIND/Chicago** goes News/Talk under Program Manager **Dave Graves**.

Send us your Street Talk! Call Frank Miniaci at 310-788-1650 or by e-mail at miniaci@rronline.com.



PROMO OF THE WEEK — **SMOKINNN!** KOH-AM/Reno, NV afternoon host **Rusty Humphries** made available his "private label" **Kohiba** cigars (a takeoff on Cuban Cohibas) for \$7.80. All profits go to the **Rusty Humphries Community Fund**, a children's charity.

USA TODAY

“☆☆☆☆”

WASHINGTON – Janet Jackson had a sellout crowd for the kickoff of her first U.S. tour in four years, and she blew the fans away with imaginative staging and sheer exuberance (☆☆☆☆ out of four)!

– STEVE JONES/USA TODAY

Janet go deep

the new single
from the double-platinum album
The Velvet Rope
Executive Producers: Janet Jackson
and René Elizondo, Jr.
Produced by Jimmy Jam & Terry Lewis
(for Flyte Tyme Productions, Inc.)
and Janet Jackson
RD Worldwide Management, B.V.
<http://www.janet-jackson.com>
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25 Great New Adds This Week Including:

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- KHKS
- WWZZ
- KDWB
- WZJM
- WNCI
- WFLY
- WNNK
- WQLH
- WJBT
- WKSE
- ...and
many
more!

“We like this a lot. Since we first got the album, we’ve spiked this on and off. After just 60 spins it was testing huge in the 18-24 cell. This is going to be a huge record!” –JAY MICHAELS, MD, KRBE/Houston

“Top 5 Request with teens AND adults out of the box. This single seems to be bringing Janet’s hipness to a new level with the younger audience. ‘Go Deep’ is performing way beyond our wildest expectations.”

–MARK SUMMERS, PD, KZHT/Salt Lake



AL PETERSON

CNN Radio: Not Just TV Audio Anymore

GM Garcia vows hard-news content and radio-specific product

CNN, as everybody knows, is a modern-day broadcast success story. In just over a decade, it has evolved from a fledgling cable TV news network into a respected worldwide news organization. Through a fortuitous combination of events like the Persian Gulf War and its status as the first 24-hour news network, CNN has become a bona fide brand name for news. And, oh yeah ... they also have a radio news network!

"I remember reading a quote in a trade paper about three years ago," recalls CNN Radio GM Robert Garcia. "Someone said that if CNN ever was to get serious about radio, with its resources and brand-name value, watch out." Garcia is convinced that prophecy has, at long last, come to pass. "CNN is absolutely serious about radio. I know the other networks now look at us with a certain amount of respect and a little bit of fear, which is great!"



Robert Garcia

Unlike many GMs, who rise to that office from primarily a sales background, Garcia came to his post in 1996 following a successful career as a radio newscaster. Over the years, Garcia sought jobs in news where he could stay for a while and learn something about the craft of doing real "live" news.

"I started out at a little daytime, WAGE-AM/Leesburg, VA, which was a great place to cut your teeth on school board meetings, barn fires, and car accidents," quips Garcia. After a stint at WMZQ/Washington, he moved

on to what is now DC's WARW-FM. "When CBS bought that station, it was really the catalyst for my career, because there were so many opportunities to advance within CBS."

Over the next six years, Garcia was News Director and morning drive anchor for the station, simultaneously working for the CBS Radio Network. He ultimately became Executive Producer for the company's Radio Stations News Service, the Washington bureau for all of the CBS O&Os. After Westinghouse bought CBS, he says, "I knew the days were numbered for the RSNS bureau, and thankfully that's when the opportunity to join CNN came along."

Mission Impossible?

At the time, CNN Radio was far from well-respected within the industry. "CNN Radio was viewed as a pseudo-radio network that simply took the audio from CNN television," recalls Garcia. "Morale was poor, and the overall atmosphere was not good."

Taking on the task of developing credibility and building an image for CNN Radio within the industry would be no small task, but one Garcia felt strongly he was up to. "Frankly, I thought there was no better job for me to walk into," he explains, "because my mission was clear: Improve the morale and make CNN Radio a solid competitor to the other major radio networks."

Superserving Affiliates

Garcia and CNN knew that, along with improving the product, the network would need to come up with new ideas and services to attract affiliates. "One of the first new divisions we created was CNN Radio News Source/Guest Source," Garcia states. "The idea was to have a division of CNN Radio that existed to superserve individual affiliates. That division has a senior producer with the mandate

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We knew we needed to start putting out a product that was a good radio product — product for the ear, not the eye.

to coordinate live broadcasts and live Q&As for individual radio affiliates, featuring experts and commentators from both within and outside of CNN. To me, the development of this service was very important, because now CNN Radio is able to offer stations something other than just the typical network newscasts, sports feeds, business news, and feature reports."

Garcia knew going in that the rap on CNN Radio was that it was merely a rip-off of the TV network's audio. "That practice was not sensitive to the needs of radio," Garcia offers. "TV audio is chock-full of visual references, which is death on the radio. So we knew we needed to start putting out a product that was a good radio product — product for the ear, not the eye. To that end, we made a number of changes, including making sure that any time a CNN television correspondent filed a radio report, it was written specifically for radio and they logged out with their name and CNN Radio."

Garcia felt this simple step would help define the separate identity of CNN Radio, yet still take advantage of some of CNN television's marquee talents. "Face it, listeners know the names and faces from TV, and there's no reason not to use that to your advantage," he says. "But by being sure they log out using the words 'CNN Radio,' it helps cement the separate but related identities of CNN Radio and CNN television."

More Turnaround Steps

As you may know, CNN is headquartered in Atlanta. "Amazingly, CNN Radio could not be heard in Atlanta when I first arrived here," laments Garcia. "We weren't on the air in Washington, DC either, and our on-air presence in New York was very limited. That was a real problem from the standpoint of intra-company visibility. So one of the first things we did was work out an affiliation with Cox's WSB, which is now the No. 1 station in Atlanta."

Shortly thereafter, we went on the air in Washington, and WINS-AM/New York started using our product a lot more. The overall effect was that our people in our two biggest bureaus, New York and Washington, and management here in Atlanta were finally getting to hear the new and improving CNN Radio product. That was important in getting more of our TV reporters from those bureaus to contribute more radio-specific material and stories. Reporters like to be heard in the city in which they live. It's important to them."

Garcia cites several other internal steps that were initiated to improve the radio news product's overall quality. "There were very few checks and balances here when I arrived," says Garcia. "So we put in a system of coordinating producers to work with all of the anchors. That step alone improved the quality of the product immediately, just because we had a lot more eyes paying attention to it."

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The training ground of small stations no longer exists as it once did. So the challenge is for us to find the talent in different places.

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CNN Radio also began sending out more radio reporters so that the network wasn't totally dependent on TV reporters when a story broke overseas. "In the last two years," notes Garcia, "we've had CNN Radio reporters in Bosnia, the Persian Gulf, Egypt, London, Moscow, Chile, and coast-to-coast domestically. That's become increasingly important to the radio network, because, although the TV reporters are now contributing to radio more than ever, when big stories break, they really don't have the time to do those individual live shots with radio affiliates. That's when it is super-critical for us to have radio people in those places so that we can take care of individual affiliates."

TV ... Or Not TV?

For the most part, all of the big networks use their marquee TV news talents on their radio sides, so what's the big deal here? Why is a separate identity for radio so important to Garcia? He'll tell you that having a brand name like CNN is great, and having well-recognized TV talent contributing to the radio network is terrific. But Garcia's on a quest for credibility as a radio news network. "It's about the integrity of the product."

Garcia emphasizes. "The sequence of the ear is different from the way we process information with our eyes. That's why it really is important that there is a clear differentiation that addresses the specific medium. TV has to package things a certain way, and radio has to

CNNRADIO

package things a certain way, and that's why a separate radio identity is important."

Nets' Changing Roles

We all know that radio has gone through some big changes over the past few years. But has the role of the networks' partnership with stations changed too? "The environment for networks is changing," Garcia believes. "Although networks — CBS and ABC, in particular — still have a signature top-of-the-hour newscast that is heard on hundreds of stations, there are fewer and fewer stations that still run network news at the top of the hour. So if I'm running a radio station, I'm not even going to bother having a network unless they can give me something I can't do myself or that I can't get anywhere else."

However, Garcia feels strongly that networks still have a valid place, especially at News/Talk stations. "It's a lot more than just the newscasts; it's the whole package — things like marquee names; very good radio reporters on the scene at major news events doing live Q&A with your station; customized services for individual affiliates; daily news feeds, sports, and features. There's still a place for a network, because we have assets and resources that local stations simply don't have and probably can't afford."

As radio stations have down-

sized over the past several years, services like Metro and Shadow, which provide news on an out-source basis, have been picking up the slack. Since their services generally require giving up less commercial inventory than a typical network asks for, why should a station seek out a network affiliation? "They're really two different things," Garcia replies. "Out-source news services cover

mostly local and regional news, with little or no national news unless it's just a tremendously big event. I see networks and out-source services as fully compatible, not competitive. In fact, in many situations, services like Shadow and Metro have replaced the local newsroom, while the network's relationship with the station has remained relatively unchanged."

Finding Tomorrow's Talent

Garcia sees another change, however, that the rise of out-source news services has caused. "It's changed the whole 'farm system' that the talent pool goes through," he says. "The training ground of small stations, like the one where I learned how to do news, no longer exists as it once did. So the challenge is for us to find the talent in different places. Services like Metro and Shadow are one of the places to look, but we must also learn to look outside the industry too."

Where does Garcia suggest looking? "Colleges and universities are a likely place. If you want to make a good hire of a young and trainable newscaster, go to a college or university. But don't limit yourself to looking at just those majoring in broadcasting. Look in other departments like history, economics, political science, and print. Simply put, we need to be more creative in how we find new talent, because the combination of the econom-

“

If I'm running a radio station, I'm not even going to bother having a network unless they can give me something I can't do myself or that I can't get anywhere else.

”

ics of our industry today — along with the growth of out-source news services — has certainly changed the face of local radio newsrooms and where tomorrow's news talents will come from."

Luring these people to radio might be tricky, because Garcia thinks most broadcast majors in colleges today are looking to go into TV, not radio. "Probably 90% of them want to be on TV. But if your true love is not fame and glory, but journalism, radio still offers a lot to those people just starting out."

Unlike TV, when people go into radio, they are not compartmentalized. In radio news, you still get to do a lot of different things. The young people we've hired get to be a part of a process that includes anchoring, editing, writing, contributing to newscasts with voicers, debriefing correspondents, and much more. I don't know any other medium where someone just starting out can be offered that much opportunity to learn and grow."

What's The Difference?

CNN Radio, relatively speaking, is the new kid on the block in the network radio business, compared to CBS, ABC, and NBC/Mutual. So how does Garcia see his network's product as being different from his well-established and credible competitors? "Many of the other networks will lead with lifestyle or cultural events, like the last episode of *Seinfeld* or a Lisa

Marie Presley story, etc.," says Garcia. "I believe that CNN has the brand name that makes us — proudly — the network of record when it comes to hard news and international news. CNN will not lead with *Seinfeld* or Lisa Marie Presley. That's not to suggest that the product is dry or stodgy, but we are very committed to bringing stations a mainstream, hard-news product. We consider ourselves a radio network that has returned to news basics. That is what sets us apart from the other networks."

Garcia's hard-news approach seems to fly in the face of today's trend toward an increasingly blurred line between news and entertainment, but it looks like it's paying off. Having recently won several prestigious Edward R. Murrow Awards, CNN Radio is proving that hard news still wins accolades — and listeners.

"The newscast that won the Murrow Award for Best Network Newscast was our international newscast, which airs in over 150 countries around the world," Garcia says proudly. "It's a 10-minute, content-intensive newscast with no commercials. Reporters who file stories for it are encouraged to go 60-120 seconds in length, and it's rather NPR-like in sound, but with more punch. It's very much a hard news product. And frankly, for an old hard-news guy like me, having CNN Radio win several awards that have Edward R. Murrow's name on them is really, really special."

We are very committed to bringing stations a mainstream, hard-news product. We consider ourselves a radio network that has returned to news basics.

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G. Gordon Liddy	2.6	8.9	11.5
Howard Stern	2.4	7.7	10.1
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STEVE WONSIEWICZ

SOUND DECISIONS

Following The Music With Holzman

□ Elektra founder talks about the record industry's past and present

Sometimes it's important to take a step back in order to get a clearer vision of the road ahead. When the person you're stepping back with is **Jac Holzman**, the founder, former CEO, and creative head of Elektra Records, it's all the more interesting.



Jac Holzman

Holzman, who retired from the record-making business in the early '90s, is the proud author of *Follow The Music*, a 33 1/3-chapter, 395-word tome that chronicles the life of Elektra Records and the assimilation of rock 'n' roll in America over the past half century. *Follow The Music* is a candid synopsis that is full of insight into A&R, record production, Holzman's business philosophy, and his personal life.

Holzman has been around the record business block once or twice, having founded Elektra in 1950 — eventually selling it to Warner Communications in 1973. He was there during the roll-out of the vinyl LP in 1948, and then again at the commercial introduction of the CD in the '80s.

In this interview with R&R, Holzman discusses why he wrote the book and outlines some of the challenges currently facing the music industry.

R&R: Why on earth did you want to spend that much time putting your thoughts on paper, in book form?

JH: I started it for one reason and ended up finishing it for another. The reason I started the book is, I love independent record-making — independent anything, for that matter, whether it's filmmaking or book publishing — because so many of the chances taken in this business are taken by people who function independently.

As I got halfway through the book, however, I realized it was also about a time when the music was in a much better balance with the business. I've been in music since the first day of the LP and watched the changes the LP brought and how listening moved into the home from the concert halls and clubs. I remember the fervor, fun, and pleasure at the beginning. But so much of the joy and the juice has been squeezed out of the record business because the financial numbers involved today are so large. I just wanted the opportunity to tell people what it was like back then and to see if they might

not want to recapture a little bit of that.

R&R: It truly was a different era. The entire nation and the record industry were really discovering their potential.

JH: Absolutely. We took real risks, but not ones that were so grossly extravagant that we were unable to stay in business. I'm not down on today's record business. It's just that I don't hear enough stuff that's knocking me out, and I'm still an avid listener to radio. Maybe my ears are getting old, but I'm finding that — with a few exceptions — I'm gravitating more toward solo artists, small ensembles, and people who tend to be on the fringe.



I'm not down on today's record business. It's just that I don't hear enough stuff that's knocking me out, and I'm still an avid listener to radio.

R&R: Obviously no one can recreate that era, but is it possible to get close again?

JH: You can't. It was a different time, and there are certain circumstances that are irreversible. For one, there are too many releases being put out, and that's just as much the fault of the independents as it is the majors'. Record companies aren't going to release fewer records. They may cut down a bit, but not enough. Last year the Warner Music Group released just under 1000 records, so you figure the majors released about 6000-8000 records in 1997. Well, there were around 29,000 records scanned by SoundScan last year. The result is that there is a very high noise level with people promoting their own records and trying to be heard above the din. They end up contributing to their own problem.

The other big difference is that the fragmentation of radio requires a consensus of opinion before you can do anything. There are too many formats today. When I was doing it, I only had to worry about one format — Top 40. If you could

get on it — and sometimes you might have to bring it through the back door in a market like Bakersfield — then it was much easier to take the music across the U.S.

Also, with so much money at stake at every stage of the release, it's tough to give an artist more than one or two chances. The first Doors album, including recording costs, came in at around \$11,000, and that included a \$5000 advance. I always figured it might take an artist three albums before they hit their stride. In some cases, like the Doors, it happened on the first album, but with Judy Collins, it was her third album.

R&R: That was probably a pretty hefty advance for that time.

JH: Ray Manzarek kids me and says it was a "Brill Building" deal. But they got a guaranteed three albums. That was what differentiated us. Back then we also put out records much faster. The longer the time between the signing of the artist and the release of the record, the more it works against you. It hurts the freshness of the music.

R&R: That's an interesting observation, given that record companies today spend a lot of time setting up artists.

JH: I understand that's the way it's done in a world where marketing is king. I'm not saying it's wrong; I'm just not sure the music is served by that. We would get records out as fast as possible and have them in stores about 30 days after we finished mixing.

Often the album didn't come out at all. About 20% of our releases were scrapped. I'm not so sure today, when there is so much fragmentation of responsibility at the major record companies, that as much attention is being paid to records that should not be chased because the music did not realize the potential it had when the artist was first signed.

A person in a very senior post at a major record company asked me, "Do you mean that I should listen to every record we put out?" I said, "Absolutely. If you can't, then you're putting out too many."

R&R: Could you launch Elektra in today's environment?

JH: It would be extremely difficult. Put it this way — I sure as hell couldn't do it for \$600, like I did. I came back to record-making — but to a different kind — in the early '90s, when I bought the Discovery family of labels. I worked those for a while, and we had some nice successes. We were a very low-key operation and made records for a mature audience, like the Jazz At The



I think so much of the joy and the juice has been squeezed out of the record business because the financial numbers involved today are so large.

Movies series. They were fun to do, we kept our nose above water, we had a good time, and I trained a few fine executives. But nobody notices that kind of record-making anymore.

Do I think it's possible? Yes, but it would be much different. You might get a giant break-out act, but you won't get a lot of them. Success back then was measured in terms of 100,000; 200,000; or 300,000 copies on the first one or two albums. That's not even break-even today.

You also have to move much more quickly today because there's so much more competition. You don't have the advantage we had in the late '50s and early '60s of watching an artist mature. I watched Judy Collins for a year before I stepped up.

R&R: So nothing is going to change the way business is conducted in the foreseeable future?

JH: I'm afraid that's likely to be the case, unless somebody becomes enormously successful, breaks the mold, and becomes the new paradigm for others. Record companies are going to continue to be essentially financiers and distributors, which is less than what I'd like them to be.

R&R: What about the artists? Don't they need to assume some of the responsibility for the state of the industry?



Artists think more about their image and not enough about what they are actually doing. That's a big mistake.

JH: They think more about their image and not enough about what they are actually doing, and that's a big mistake. That's one of the reasons I was so firm on groups being able to play in front of audiences, because people will give you the kind of instant feedback you need in order to find your own direction. An audience, unlike a record, tends to go away after a while. A record has a tendency to stay around and haunt you for years to come.

R&R: At what point in time did you realize the game had changed for good?

JH: I would say it was in the early '70s, when the managers and lawyers came into ascendancy and in some ways tried to impose them-

selves between us and the artists. We always had a very, very close relationship with the artists, and we would talk out our problems. I think we got sued only one time during all the years I was at Elektra.

R&R: Going back to your time at Discovery, do you think more needs to be done to attract the over-40 consumer?

JH: The industry is paying too much attention to the younger demographic. The 40-plus demo is terribly underserved, which is one of the reasons I bought Discovery. You can see it in the numbers at the Smooth Jazz format. People are not into rock 'n' roll anymore. Older people are not going to the record stores, and the clubs are having trouble reaching them. The Internet helps to some degree, because it makes shopping for records easier, especially when you can place samples of the music online.

R&R: Are we in danger of losing the older consumer for good?

JH: We've been in danger for years. We probably lost 50% of the people over the age of 45-50 who used to buy records. That's not as true in country music, which I think tends to hold its older audience much longer, because country music is a way of life; it's not just about the music. Rock 'n' roll used to be a way of life, but it's not anymore.

R&R: I realize it's almost impossible to identify music trends, but do you think something new is going to come along and shake things up?

JH: I hope so, because I'm bored as hell. There's one trend that always pops up every once in a while, and that's songs and singer/songwriters. That's one of the great aspects about country music. The songs and the singer are always preeminent. The songs are interesting, and you can always hear the words. One of the interesting things today is that the energy continues to be with the women and not with the men, except maybe in country music. There is such a dearth when it comes to the men. Then you look at Lilith Fair and the large numbers of women making music at different ends of the spectrum, from Ani DiFranco to Erykah Badu.

TALK BACK TO R&R!

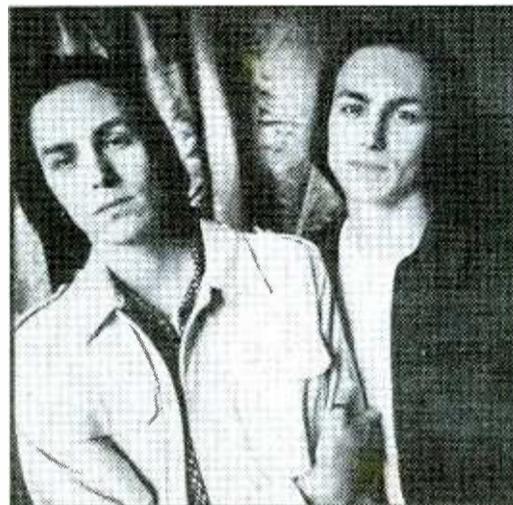
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RR LAUNCHING PAD

Hey Now! Scott Twins Taking Pop/Alternative On A Swirl

Mercury Records is at it again. The label that introduced Hanson and "Mmm Bop" to radio is poised to strike with "Hey Now Now," the catchy debut single



Swirl 360

from 28-year-old twin brothers Denny and Kenny Scott, who go under the name **Swirl 360**.

The effervescent, Beatlesque pop of "Hey Now Now," taken from their album, *Ask Anybody*, has already reached the upper echelon of the Alternative and CHR/Pop charts. Alt stations reporting the song include **WBCN** and **WFNX** in **Boston**, **WPLT** and **WXDG** in **Detroit**, **KZMZ/Minneapolis**, **WXDX/Pittsburgh**, **WEDG/Buffalo**, and **WMRQ/Hartford**. Pop outlets supporting the track include **WWZZ/Washington**, **WHYI/Miami**, **WFLZ/Tampa**, **KKLQ/San Diego**, **KBKS/Seattle**, **KSLZ/St. Louis**, and **KMXV/Kansas City**.

A pair of Navy brats, the Scotts eventually settled in Jacksonville, where they began writing and testing songs in between their other love, surfing. It wasn't until about 18 months ago, though, that the brothers took off for Los Angeles and started pursuing a music career in earnest. Kenny and Denny eventually came to the attention of Mercury Sr. VP/A&R Steve Greenberg, who signed the band to the label. Interestingly, Greenberg also inked Hanson. The Scotts are managed by Christopher Sabec — who also happens to represent Hanson.

Since those days, the Scotts have been taking a crash course in big-league record-making. The brothers participated in Miles Copeland's highly regarded songwriting clinic. The two were also paired with some of alternative's most prolific songwriters, including Adam Schlesinger (Fountains Of Wayne, Ivy), Ken Stringfellow (the Posies), and Eugene Kelly (Eugenius, the Vaselines). To top it off, Mike Mangini (Digable Planets, Joan Osborne, Imani Cop-

pola) was brought in to produce the album.

Given the nature of the artists and the material, Mercury isn't overthinking the project and going straight for the jugular. "It's a radio- and video-driven project, no doubt about it," notes Exec. VP/GM David Leach. Leach started preparing the troops about four months ago, after hearing the first pieces of music from Swirl. "Steve played me 'Hey Now Now' and a few other songs, and we were smitten by the material. It was fun, up-tempo, catchy pop rock. Then, in April, we had a chance to listen to a lot more of the finished album

and sat down with management and developed a game plan."

Mercury's faith in the project paid off soon after when the promo team started playing "Hey Now Now" for key programmers. Leach recalls, "In April and May we played the song for people whose opinions I greatly respect, and they loved it and said it was a one-listen record. As we got more music into the hands of more programmers, the feedback kept getting better and better."

Mercury elected to start the project off at Alternative in late May in order to capitalize on the track record pop-leaning songs have had at the format. Three weeks later it serviced Pop and Hot AC. Leach comments, "In this day and age, it's tough to stay in just one format for a long time with a song like this, especially when Alternative is skewing as pop as it has been over the last few years and CHR is looking for fun, upbeat songs."

The quick, dual approach is working. At Alternative **KROX/Austin**, PD Sara Trexler says the single is a "great summertime record" and has the kind of "retro feel that we're all very much enamored of here in Austin." Trexler agrees that the song's pop sensibilities also dovetail with what she's programming at the station. "We generally play records that are more pop and melodic than other Alternatives. The harder rock or noisier alternative music we play more sporadically. That formula is what we've been playing when we've been the most successful."

Over the Pop side, CHR/Pop **WGTZ (Z93)/Dayton OM/ PD Michael Luczak** has been a before-the-box supporter of the

song. While Z93 is known for running a tight ship, Luczak elected to go early on the track for a variety of reasons. "This is one that [Clear Channel VP/Programming] John Roberts was tipped to. I got hold of an advance copy and heard about some of the other programmers talking about it. We just happened to have a hole in our playlist, and most everyone in our programming meeting liked it, so we went with it. This one just really popped out when I was listening to the stack of records that it came with. It's a great-sounding pop record that we felt comfortable giving a shot."

In the short term, Mercury is currently organizing a handful of radio shows with the long-range goal of getting the duo on a major tour around October. Meanwhile, Mercury's international team has taken such a shine to the record that the brothers will be in Europe and Asia over the next few months, promoting the album.

Swirl 360's album goes to retail on July 21.

Paige Planted Firmly On Pop Chart

Sometimes you have to give credit where credit is due. Such is the case with the success achieved with **Jennifer Paige** by Edel Records America and its president, Jonathon First; Sam Kaiser's MVP Entertainment; and veteran songwriter/producer Andy Goldmark.

The three executives and their colleagues logged many hours developing Paige's career prior to the explosive growth at radio of the single "Crush" and Edel's joint venture with Hollywood Records. That included the impressive feat of being the second most-added song at CHR/Pop the week of June 2, as well as landing an add at **KHIS/Los Angeles**.

Interestingly, Paige was the first artist First signed to Edel America. First initially heard the singer's music nine months ago on demos sent to him by publisher Warner Chappell. He was on a flight to Los Angeles to sign her soon afterward. "I basically wasn't going to leave L.A. until we had a deal," says First. "I thought the mainstream pop she was singing was exactly what was missing from Pop radio today."

With airplay growing across the country thanks to the positive reaction at KHIS and other California stations, First knew he had to partner with a major label in order "to take her to the next stage of her career. Every label was coming at us; some with ridiculous offers. But it wasn't about the money. We were just very impressed with Hollywood and their plans."

MUSIC NEWS & VIEWS

Korn Set To Play 'Follow The Leader'

Hard-rock band **Korn** is getting ready for a busy summer with a new album, new tour, and a new band signed to its nascent record company. First up is the group's **Immortal/Epic** album, *Follow The Leader*, which hits retail on August 18. The lead-off single, "Got The Life,"



Korn

goes to radio earlier in the month. Next, the band's "Family Values" tour of indoor arenas debuts on September 23, with supporting acts **Ice Cube**, **Rob Zombie**, **Orgy**, and **Limp Bizkit**. Lastly, the group has signed another act, **Cradle Of Thorns**, to its new label, **Elementree Records**.

Garden Party Growing

The neo-Woodstock festival "A Day In The Garden," to be held in Bethel, NY, has expanded its lineup and added another day. New to the bill are **Goo Goo Dolls**,

Marcy Playground, **Third Eye Blind**, **Dishwalla**, and **Joan Osborne**. The concert, which will be held August 14-16, already has commitments from artists including **Don Henley**, **Stevie Nicks**, **Ten Years After**, **Pete Townshend**, **Joni Mitchell**, **Lou Reed**, **Richie Havens**, and **Ziggy Marley & The Melody Makers**.



Goo Goo Dolls

In other concert news, it looks like the **Red Hot Chili Peppers** plan on touring South America in late August-early September. The first show is slated to be August 26 in Tijuana, Mexico ... **Aerosmith** returns to the concert circuit with a 50-city tour commencing August 14 in Raleigh ... Canadian platinum-plus rockers **Trigally Hip** will return to the U.S. to promote their new album, *Phantom Power*. The band kicks off the festivities with a four-day stand at the Wetlands in New York from July 21-24 ... The **Indigo Girls** are bringing along several friends on their 12-date "Suffragette Tour," which kicks off on August 19 in Portland, MA. Participating will be **Jane Siberry**, ex-Breeder **Josephine Wiggs**, **Luscious Jackson's Kate Schellenbach**, **Lisa Germano**, **Lourdes Perez**, and **Come's Thalia Zedek**.

In The Studio

Basketball great/rapper **Shaquille O'Neal** has completed work on his new 15-track **T.W.isM./A&M** album, *Respect*, due on September 15. The debut single, "The Way It's Goin' Down," arrives at radio in late July ... The **Deadly Venoms**, the first **Wu-Tang Clan**-sanctioned group, has begun work on its debut album for **Protect Ya Neck/A&M Records**. The disc is slated to hit retail on September 22 ... **XTC** has signed with **TVT**. Look for an album sometime next year ... The **Jon Spencer Blues Explosion** is in the studio wrapping up work on its next album, due in late October ... Rap diva **Foxy Brown** has begun work on her sophomore album. No date on when it arrives in stores ... The duo **Lowen & Navarro** have inked a deal with **Intersound Records**. Their album, *Scratch At The Door*, goes to retail in September ... **Billy Squier** has signed with Internet-based indie **J-Bird Records**. The acoustic album *Happy Blue* will be released on September 15 ... The **Mighty Mighty Bosstones** and saxophonist **Kevin Lenear** part ways.

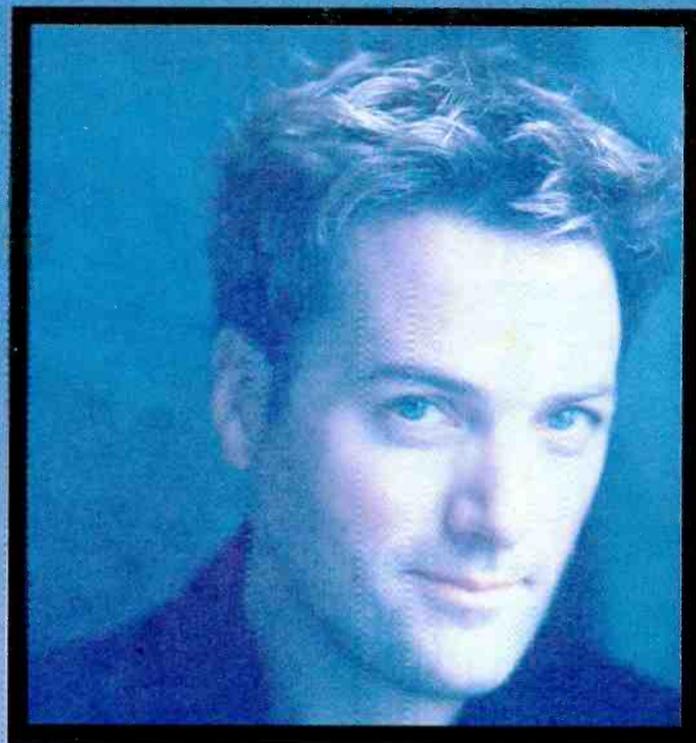
Lastly, the remaining members of **INXS** plan to meet later this year to talk about regrouping under the name the **Fariss Brothers**, which, coincidentally, was the original name of the band. The group is also talking with several major artists about a tribute concert in the U.S. or UK next year.

He brought you the hits "Place In This World"
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Now his highly anticipated new ballad has arrived.

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matter of time



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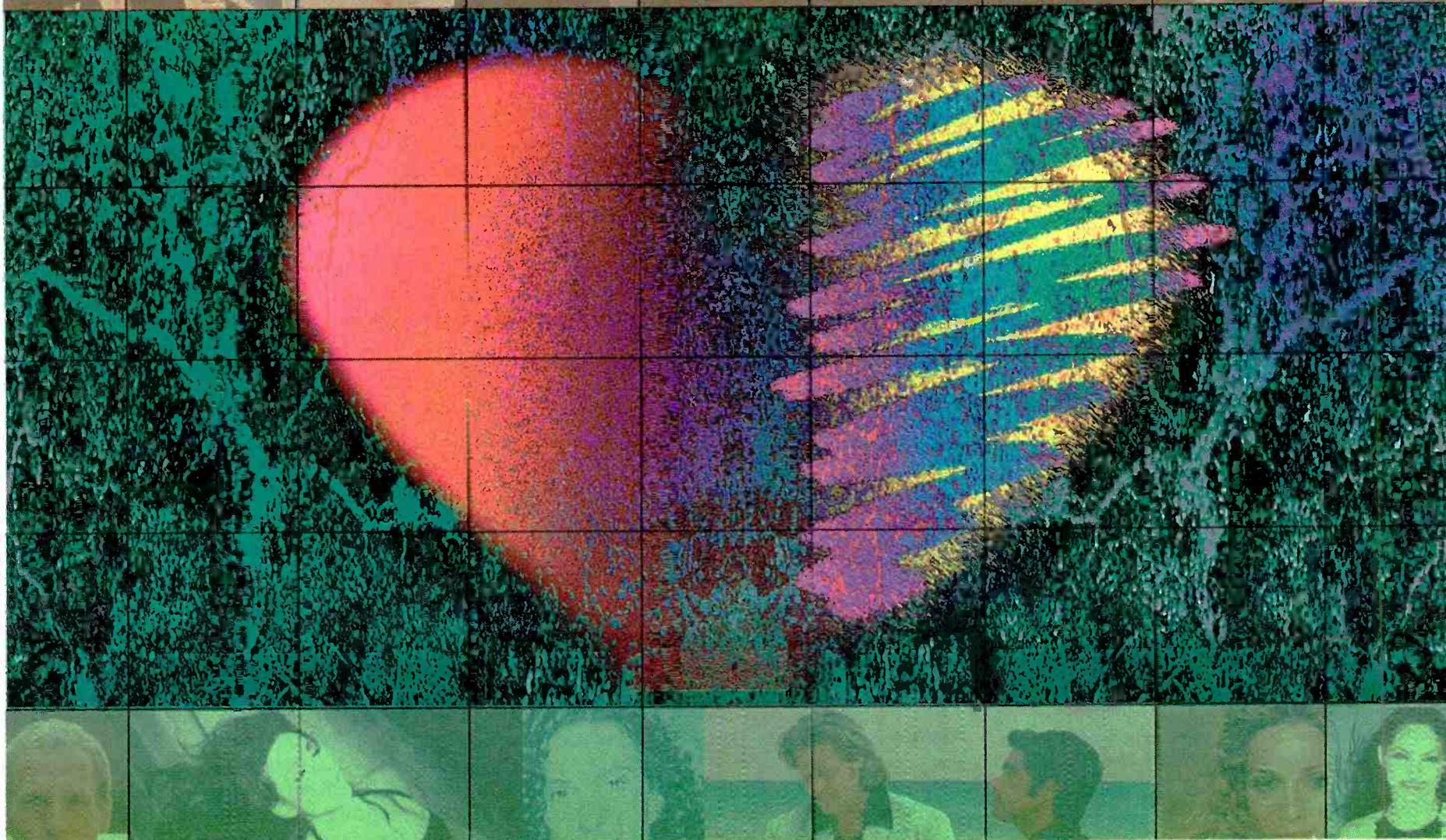
9/4	Atlanta, GA	10/ 3	San Diego, CA
9/5	Lynchburg, VA	10/ 5	Portland, OR
9/6	Wauseon, OH	10/ 6	Seattle, WA
9/10	Tulsa, OK	10/ 7	Eugene, OR
9/11	Houston, TX	10/ 8	Boise, ID
9/12	Orlando, FL	10/ 10	Rapid City, SD
9/15	Chattanooga, TN	10/ 11	Co. Springs, CO
9/17	Birmingham, AL	10/ 15	Huntington, WV
9/18	Louisville, KY	10/ 16	Nashville, TN
9/19	Chicago, IL	10/17	Anderson, IN
9/20	Minneapolis, MN	10/19	Ames, IA
9/ 24	Dallas, TX	10/ 20	Normal, IL
9/25	Oklahoma City, OK	10/ 22	Pittsburgh, PA
9/ 26	Albuquerque, NM	10/ 23	New York, NY
9/29	Phoenix, AZ	10/ 24	Raleigh, NC
9/ 30	Las Vegas, NV	10/ 25	Tampa, FL
10/ 1	Cupertino, CA	10/28	Lowell, MA
10/ 2	Los Angeles, CA	10/29	Hershey, PA
		10/30	Fairfax, VA

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AC: EXTREMES CLOSEUP



Each format possesses its own brand of diversity and splintering, but it would be hard to find another with as much fragmentation as Adult Contemporary. Soft/Lite AC, Mainstream AC, Bright AC, Hot AC, and Pop/Alternative all fall under our expansive umbrella.

Through what we hope you'll find to be a smooth series of transitions, we'll literally tour our broad format spectrum from pole to pole. Consequently, each format "Extreme" will be given "Closeup" attention.

- "You don't open with a show-stopper" is a classic line uttered by *Larry Sanders* producer Artie to sidekick Hank Kingsley. But with all due respect to Rip Torn, that rule gets violated here, as we kick off this special with a show-stopper: A format and industry overview from inimitable Jacor CEO Randy Michaels (Page 34).

- Consultants Tom Barnes and Guy Zapoleon take the baton and offer historical and current perspectives of Pop/Alternative (Pages 36, 38).

- One Pop/Alternative pioneer station has produced three high-profile programmers. Read the comments of past/present KYSR (Star 98.7)/Los Angeles PDs Randy Lane, Dave Beasing, and Angela Perelli (Page 40).

- VP/GM Tracy Johnson explains how KFMB-FM/San Diego walked away with all four Hot AC radio honors at R&R Convention '98 (Page 44).



MIKE KINOSHAN

- Pop/Alternative growth and prosperity are seen through the eyes of several other leading format PDs (Page 46).

- Our "Three Divas" section is home to a trio of outstanding and extraordinarily gracious women who virtually define Soft/Mainstream AC's core: Gloria Estefan, Olivia Newton-John, and Vanessa Williams. Each continues to flourish after overcoming major tragedies or personal setbacks (Page 54).

- Soft, Mainstream, Bright, and Hot AC trends are updated by consultant Mike McVay (Page 60).

- Read how syndicated personality Delilah is doing her best to disprove the once-popular sentiment that ACs will never be able to win at night. Also, be sure to check out our exclusive Love Songs survey results (Page 66).

- In addition to pertinent ratings information and listening data sprinkled throughout, we've also provided "Enlargements" to enhance certain key points. Format differences can be seen in a thorough multi-chart analysis (Page 63).

- By way of "Snapshots," the viewpoints and format observations from leading record company promotion executives are also woven into "Extremes Closeup." And, in some cases, you'll get a more intimate look at them as they personally reveal their favorite Love Songs. And now ...

IT'S TIME TO GO FROM ONE EXTREME TO THE OTHER!

His Sound's Always Profound

Inside the mind of Jacor CEO Randy Michaels

Many people see Randy Michaels' bombastic side and incorrectly believe he's a wacky, one-dimensional "character." But get past the hyperbole, lightning-fast wit, and masterful "show biz," and you'll quickly discover he's one shrewd and intelligent businessman. Under Michaels' guidance, Jacor clearly stands tall as one of radio's megapowers.

His multifaceted radio knowledge is nothing short of encyclopedic. Call letters, dial positions, personnel, and cash flows of large-, medium-, small-, and even ultra-small-market stations will come hurling at you at a dizzying, head-spinning pace.

And, as David Letterman often quips, "There's no on/off position on the genius switch." Michaels' wheels are constantly turning. Those spending time with him will most assuredly walk away with his absolutely contagious and refreshing enthusiasm about this business.

It is, therefore, a distinct pleasure to kick off 1998's AC special with a conversation with Jacor CEO Randy Michaels.

R&R: *What's your overview of today's state of Adult Contemporary?*

RM: Much of AC's success depends on the pop music that we can add to our currents and catalog. Pop music went through a period 10 years ago where there was a lot of low-end rock, a lot of rap, and a lot of music that didn't translate well to AC. We're building a wonderful base for AC in the future. Now — and even 10 years from now — I strongly believe Adult Contemporary formats will do very well.

R&R: *Jacor boasts a strong group of Soft, Mainstream, and Hot ACs. How important is the format to your company?*

RM: We try to do the format that fits the facility and maximizes our market opportunity. There's obviously a ton



Randy Michaels

of money in AC. As a result, Adult Contemporary plays a huge role in our company, because it's one of the strongest big-money formats.

R&R: *Market size, however, doesn't seem to be terribly important to you.*

RM: No. It's all about return on capital. When I spend a dollar, I want to know what kind of return I'll get on it. We also don't just go into any small market. The only time we're interested in small markets is when they're in the areas of influence of our larger markets. We've concentrated on Ohio, Iowa, Kentucky, and the entire state of Idaho — those markets make a lot of sense to us. You'll know something else is going on if you see us move into a small market isolated from the rest of our markets.

R&R: *Jacor's lone Pop/Alternative is KZZP/Phoenix. How do you view this format?*

RM: AC is clearly fragmenting, and there are many genres and styles available for the 25-54 female demographic. I don't know if Pop/Alternative is a format everywhere, but there's certainly enough great music right now to sustain that kind of format. Styles will clearly change, and the key will be not to get locked in a box. You have to be in a position to ride whatever the musical style is at the time.

R&R: *Your razor-sharp wit and capacity to hurl one-liners is a matter of record. Conversely, you also possess extraordinary business acumen. When did you lay that particular groundwork?*

RM: I've always understood that I could be colorful as long as I take my business very seriously, work at it harder than other people, and learn more about it than other people.

When I joined Jacor as VP/Programming, I could not read a P&L. But as stations with great operations got squeezed, I started hearing that the problems were balance sheet-related, and I knew it was time to learn how to read one. Having started on the technical side and ultimately moving to the CEO's office, I might be the only person running a

Even 10 years from now, I strongly believe Adult Contemporary formats will do very well.

radio group who can read the transmitter schematic and the balance sheet.

For me, it's not about the money, but that's how everyone keeps score. If you can't produce the money, you don't get to play. So learning how to do things like reading balance sheets became a very high priority.

R&R: *Was it easy to learn?*

RM: Sam Zell's the best teacher I've ever had. He's brilliant and can reduce almost anything to ultimate simplicity. Sam taught me that if the downside's small and the upside's big, you do the deal. If the downside's big and the upside's big, you have to think about it. If the downside's big and the upside's small, get out of the room. I've learned hundreds of things like that from him.

Even as a baby PD and department head, I was always good with budgets and good with money. I've personally

been frugal and, from my first radio job on, have put away money. It's not difficult for me to understand that it's a real simple business. We have to put a program on the air that enough people want to listen to; advertisers pay us money for the commercials; and we have to be able to get more for the advertising than it cost us to put on the program.

That's radio. You couldn't be in a much simpler business.

R&R: *When put that way, it doesn't sound complex. But given all the changes going on, is it really still that simple?*

RM: Yes, I really think it is. We've been handed a huge amount of fundamental change. I constantly tell our people that if this were not a highly regulated business, we'd all get our butts kicked. But we have all the licenses, and that gives us a little more time to figure it out. History shows it's not the railroad guys who get in the airline business, because they're experts at building track.

R&R: *All things considered, how does all this make you feel?*

RM: I have to tell you that it's frustrating that the business has changed so much. I've developed all this expertise in a business that is now profoundly wrong. The difference between our company and most of the others is that we tell

Styles will clearly change, and the key will be not to get locked in a box. You have to be in a position to ride whatever the musical style is at the time.

ourselves all the time that a lot of what we know is wrong. Don't build tracks when they're making planes.

R&R: *You've always preached being in an offensive mode. Does this philosophy have AC applications?*

RM: Absolutely. You can't play defense. If you are, it means your position is slowly being eroded. The only way to stay even is to keep grabbing more. For one reason or another, we have attrition. The only way to grow is to attract new audience faster than the attrition rate.

You play offense with AC — specifically Soft AC — very differently. You can't do pregnant bikini contests on AC. It often requires a lot of outside noise, television, direct mail, and telemarketing. But I consider all that offensive. You have to get attention in a way that's appropriate for your audience. A real issue for AC is getting noticed in an appropriate way. Some people think women don't have a sense of humor. They do — it's just different.

We're about to launch our second multistation contest. It's amusing to hear the industry howl about how this is terrible. Nobody thinks it's terrible when any other retailer with multiple outlets does the same promotion across multiple outlets in a region or across the country. But because it's relatively new, we're taking competitive shots that Jacor would do the same promotion on 12 of its stations. I'm saving the articles, and as other companies follow suit, I will mail remarks back to people who were critical of the idea.

I think doing format-wide, or group-wide contesting will become fairly standard for people who own hundreds of outlets.

R&R: *And speaking of noise, what does Jacor's slogan, "The Noise You Can't Ignore," really mean?*

RM: It means a couple of things. It means our stations try to stand out and be different. It also means we're a noisy company. We're not an insurance company, we don't sell shoes, and we're not a supermarket. We're about attracting attention.

SNAPSHOTS

ELAINE LOCATELLI
Columbia VP/AC Promotion



Another big year for Columbia, as Shawn Colvin won two Grammys and James Taylor scored Album of the Year. Citing how consolidation has changed the way she now does promotion and marketing, Locatelli notes, "PDs are wearing more than one hat, making it more difficult to have them listen to music or get an answer on records. Marketing has become a larger part of our business, and our jobs don't stop just at getting airplay. We're following through to develop artists' careers."

Opining that it's harder to get core artists played at AC, she comments, "AC hesitates then passes over their core adult performers who have previously been their Top Five artists."

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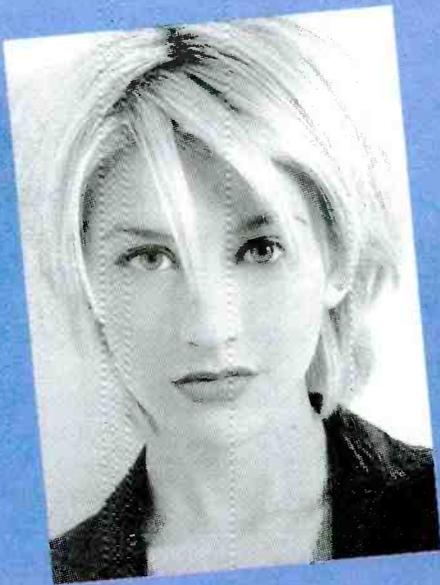
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A Modern Love

Consultant Tom Barnes on the power of Pop/Alternative



It's a sure-fire guarantee that when something fresh and exciting bursts onto the scene, there'll be a long line of people ready to take credit for it. We steadfastly maintain that no *one* person was responsible for Pop/Alternative's birth, but we will, in this special, enthusiastically introduce you to some of those who've shared in — and been responsible for — the format's growth and development.

With the popularity of Alternative, one had the sense that it was only a matter of time before there would be some type of Pop/Alternative evolution.

Many industry insiders acknowledge that at least strands of Pop/Alternative's roots can be traced to the early 1990s and Chicago's "Q101" (WKQX). Sinton, Barnes & Associates' Tom Barnes recalls Q101's history. "Even though it started out as a 'Modern Rock' station, it came from an AC position. WKQX was an AC station under the Q101 name and evolved from AC into a fully 'Modern Rock' position."

Similarly, when Atlanta-based Barnes signed on Alternative WNNX (Alternative 99X)/Atlanta, the station transitioned from (CHR) "Power 99" to a CHR/Alternative hybrid into a pure Alternative position. "When we talk about nuclear proliferation, we talk about how it's inevitable that nuclear technology moves from superpowers out to the third world. We're seeing that happen now. You can make an analogy that music moves from subcultures into mass cultures in a process we're all familiar with called crossover."

There was a groundswell of enthusiasm for this new music product, setting the stage for a predictable debate over what it should be dubbed. People swear that something isn't a legitimate format until it gets a name. Once it's named, Barnes contends, "People will say it's a musical trend. Ultimately, people recognize it to be the establishment that it was initially created to overcome."

SNAPSHOTS

MARY CONROY
Atlantic VP/AC Promotion

"Maggie May" meant so much to R&R's Hot AC Label Executive of the Year (Atlantic was also Hot AC Label of the Year) that she named one of her cats after Rod Stewart's 1971 hit. Released last October, Edwin McCain's "I'll Be" has been the most rewarding project Conroy's worked the past 12 months.

"When radio goes into its holiday mode, Christmas music eats into rotations and new records can sometimes die a quick death. But 'I'll Be' not only survived, it came out stronger than ever in 1998. On first listen, it's one of those records that hits you in the gut. You want to have fabulous things happen for Edwin, because he's such a great guy."



Tom Barnes

With "Modern Rock" having gained considerable acceptance, Barnes' company labeled this new phenomenon "Modern AC," while R&R prefers Pop/Alternative.

"We were trying to communicate to the industry at large in 1993 that there was new music penetrating the AC format. AC needed to wake up like Rock and Country did to the reality that there was new music that they had to deal with. Old artists ceased to be as relevant as they were 10 years prior. It's all about product life cycle."

Responsible for bringing the format to large markets like Denver (KALC/Alice), as well as smaller locales such as Santa Barbara, CA (KMGQ, which is now NAC/Smooth Jazz), Barnes remarks, "We started playing Counting Crows records in 1993 or 1994 and watched the audience respond strongly to the position. We created a multimedia presentation that we took to the NAB in Los Angeles, but people were far more fascinated with the presentation than the format itself.

"Quite honestly, that's something we see all the time when new formats are launched. Interestingly enough, Active Rock was a format we pioneered, and it was the same model that led us to Active Rock that led us into Modern AC. It's the idea that music diffuses. As audiences age, they take their favorite music with them. This music does, indeed, diffuse and follow people into adulthood."

Opining that "Modern AC" will ultimately become mainstream AC when it continues branching out, Barnes comments, "'Modern ACs' are beginning to make some changes and are adapting to music that isn't stereotypical of the format's rigid nature."

These cyclical events take place in many formats. Recalling what happened with "Young Country," Barnes notes, "After the flood of new music, everybody sort of ran back to the center, and you'll see the same thing happen in AC. It's the nature of radio to want to stay stagnant and want things to be reliable and consistent. But it's the audience that continues to age, and new people come into the fixed

Music moves from subcultures into mass cultures in a process we're all familiar with called crossover.

demographics that we look at. They have new tastes, and we have to respond to the new tastes of the new individuals who make up the old demographic targets."

While most people would agree that Pop/Alternative is at the very end of a novelty phase, Barnes explains, "Every product, brand, and brand extension has five phases in its life cycle: introduction, growth, maturity, saturation, and decline."

Especially in this business, when something's in its "introductory phase," people respond to newness. "We all consider ourselves to be media-savvy and will sample a free product. When there's a new radio station, people try it."

After introduction, stations, hopefully, enjoy a good growth phase and enter maturation. "This is where we separate the wheat from the chaff, because now's the time to see who has the morning shows, brand identity, and who has really established the market position."

In handicapping the Pop/Alternative programming field, Barnes wastes no time in singing KFMB-FM/San Diego VP/GM Tracy Johnson's praises. "I've always been a big admirer of what he's done [at Star 100.7]. He recognizes something that very few people do: What you call a format is immaterial. In fact, there's a movement that we've preached — amidst cries of heresy — for years: There are no formats. Instead, you service a target demo in a way that's compelling in *your* market.

"[KMXB/Las Vegas PD] Duncan Payton is also doing a very good job, and the format's being executed well in Austin, which is a *perfect* market for it."

Barnes, however, doesn't see any glaring holes where the format should be. "One thing we said early on when we were predicting the format's growth was that it would penetrate precisely twice as fast as 'Modern Rock.'"

"The reason for that is the target demo's compelling nature: 25-34 females are the sweetest demo. Anybody who makes a mark there will really be looked at and emulated."

Salt Lake City proved to be a place where Barnes actually vetoed the format and opted for another unique angle. "This is one of the top five most competitive markets in the country. [Client Trumper Communications] thought we'd

We did research and found that Pop/Alternative is huge all over the country. It's probably the most popular sound of music on a global basis in the United States.

do 'Modern AC' because of the success we have with [Trumper's KPEK/Albuquerque]. We've never been fans of blowing up stations and wanted to figure out the right move in Salt Lake City.

"We did research and found that Pop/Alternative is huge all over the country. It's probably the most popular sound of music on a global basis in the United States. You hear it in grocery stores, malls, and restaurants. Interestingly enough, that *wasn't* the solution in Salt Lake City."

Something much more conservative and gold-driven was in demand there. "There have been many other attempts to do 'Rock AC,' and it's by no means a new concept, but we've tried to create an Adult Alternative/AC hybrid. It's a textured, soft mood service for an across-gender, 35-44 target. They're the young end of the baby boomers who are moving into this next phase of life."

This is yet another hybrid, and Barnes is aware that some people say hybrids don't work. "They're wrong — hybrids always work. People are suspicious because they don't have a name for them, but hybrids fail when they're misconceived. Newness has a greater appeal with younger demos, whereas upper-end demos are more suspicious of novelty.

"Growth has been slow, but steady and clear. It's not something that will work everywhere. We did an auditorium test and got 150 powers back out of 600 titles; I don't see that in a lot of other formats."

Assessing Pop/Alternative's strength, Barnes focused on morning shows — specifically female-centered wake-up shows. "That's what Pop/Alternative has really brought to the table. History will look back at 'Modern AC' and see what the format has contributed to the industry as a whole: Women can contribute, and a female point of view is not only valuable but compelling."

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Back To The Basics

Consultant Guy Zapoleon stresses the fundamentals

When making panel appearances at conventions, Guy Zapoleon is the person most likely to be sought out by audience members at the session's conclusion. Across format boundaries, he's universally respected as one of the industry's most knowledgeable and finest hands-on consultants. Zapoleon's present client list includes approximately three dozen Hot ACs; he definitely believes that we're seeing a Hot AC re-emergence.

"They play more than just alternative music. Upbeat AC is a 35+ music form, and I actually see a mid-20s/late-20s/mid-30s-type station along the line of a traditional Top 40."

Most traditional Hot ACs, of course, came directly from CHR, and Zapoleon envisions that we may soon see many of them winding up again as a market's "second CHR. I'm surprised this hasn't already happened, and maybe this is an indication of what's coming."

A firm believer in music cycles, he remarks, "Ten years ago, that's what happened. Many Hot ACs moved into being Top 40 as Top 40 reached the zenith of its music cycle."

Even though the Hot AC session at R&R Convention '98 dealt with it and it's been addressed repeatedly in R&R's Pop/Alternative "Perspectives," something still bears repeating: Hot AC and Pop/Alternative must have a great morning show. Zapoleon strongly concurs. "Hot AC really can't survive without it. The format also needs other great personalities throughout the day and great marketing. Whether it's Hot AC or Pop/Alternative, stations need to do Top 40 basics correctly, because this is really a

Whether it's Hot AC or Pop/Alternative, stations need to do Top 40 basics correctly, because this is really a contemporary-driven format.

contemporary-driven format. What's missing is great personalities in all dayparts, great promotions, and marketing. Listeners should worry that, if they turn away, they'll miss something. That's not in existence at all Hot ACs."



Guy Zapoleon

To further make his point, Zapoleon draws a comparison to Mainstream AC power, KVIL/Dallas. "Great personalities and great contesting are what made KVIL successful. Many people don't think Hot AC is a format — it is, but it should be a real niche format. It requires great personalities and great marketing."

Many Hot ACs are simply recycling a host of CHR's popular contests. "Obviously, database marketing to workplaces and households is more critical than ever with the way Arbitron works. I really see us going back to a lot of the basics."

Those wanting to know how Hot AC or Pop/Alternative should be

correctly executed need look no further than KFMB-FM/San Diego. Zapoleon's a huge supporter of VP/GM Tracy Johnson. The two worked together when Zapoleon consulted CHR KKLQ(Q106)/San Diego, where Johnson was PD. "What Tracy's doing at Star is an excellent example of how Hot AC works — he's one of the best in the country."

Taking exception to what someone once said to the effect that a monkey could program a station that has Jeff & Jer as its morning team, Zapoleon declares, "Au contraire. Q106 was where it was then and Star 100.7 is where it is now because of Tracy Johnson. He made Q106 and Star 100.7 fit homes for Jeff & Jer. When Tracy left Q106, the station tanked. He proved that Q106 needed more than a monkey."

A certain brand of excitement and newness helps drive Pop/Alternative. Zapoleon says that's why "some swing bands like Cherry Poppin' Daddies and Squirrel Nut Zippers have been popular. Hot AC needs something to make it distinctive. It represents music that's very popular with the younger end of that format's demo.

"I have no doubt in my mind that Pop/Alternative is



I have no doubt in my mind that Pop/Alternative is reaching its peak right now. You just can't hear the same female vocal sound over and over, which is the problem with many Pop/Alternatives.

reaching its peak right now. You just can't hear the same female vocal sound over and over, which is the problem with many Pop/Alternatives. Luckily, there are Marcy Playground and Verve Pipe to add some variety."

At Zapoleon's urging, many of his clients brought back titles like Sarah McLachlan's "I Will Remember You," Toad The Wet Sprocket's "Crazy Life," and Savage Garden's "To The Moon And Back." The consultant commented, "It's getting tough to find hits out there right now."

Evaluating why some Pop/Alternatives have enjoyed success, he opines, "It's the driving force of what Hot AC is. This is the music that was popular when today's 25-34 females were 13. It makes complete sense that some of these stations are successful. The mistake is going too far and becoming too much of the same sound all the time. I'm not surprised, but I definitely think it's reaching a zenith."

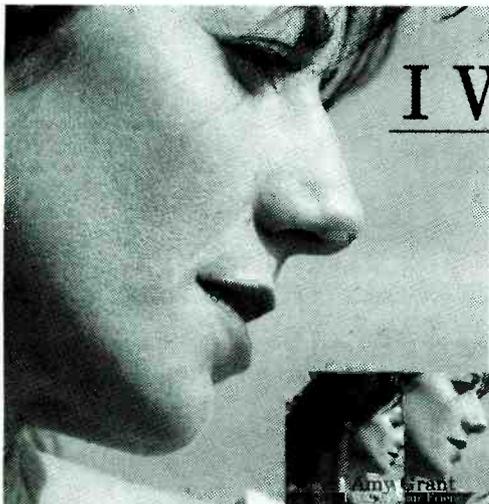
Seeing it as somewhat of a throwback format, Zapoleon admits, "As much as I've been a Pop/Alternative critic, it's personally one of my favorite formats. It's the music I grew up with, and it can sound like the Electric Prunes and Strawberry Alarm Clock. Programmers like [KYSR/Los Angeles'] Angela Perelli are making their stations exciting."

It's crystal clear that Zapoleon has a fervent passion for music and new programming forms. "I love seeing variations on a theme such as 'Rhythmic AC,' like we're doing at KCMG/Los Angeles and KISQ/San Francisco.

"Rhythmic product by artists like Backstreet Boys, Janet Jackson, and Robyn works very well on many traditional Hot ACs, like KDMX/Dallas, WKQI/Detroit, and WYXR/Philadelphia.

"Hot AC — in some form — will continue being successful, and it needs to be, because we can't all do mainstream Adult Contemporary or Top 40.

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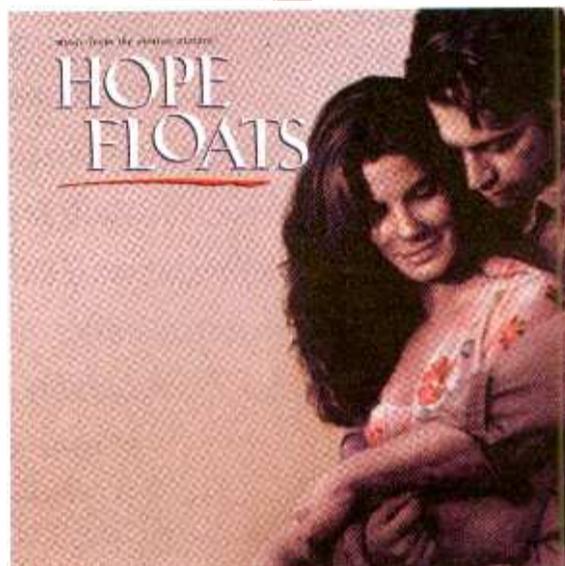
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Star-Spangled Programmers

Three PDs who helped shape Pop/Alternative at L.A.'s Star 98.7 (KYSR)

While some stations dabbled in and experimented with what might be considered Pop/Alternative permutations, there's considerable consensus that KYSR ("Star 98.7")/Los Angeles became one of the first pure Pop/Alternatives in the country.

Insights about the format in general and the station in particular (which Chancellor Media acquired from Viacom earlier this year) come from the last three people who've occupied Star's programming chair.

FORMATIC FOUNDATIONS

Following Greg Dunkin's departure to program Hot AC WENS/Indianapolis in September 1994, KYSR's programming slot remained vacant for more than three months. In the final hours before 1994 gave way to 1995, Dan Vallie & Associates consultant Randy Lane became the station's new PD.

As we've discussed, labels can be a thorny area, but Lane comments, "Pop/Alternative today means Sheryl Crow, Alanis Morissette, Dave Matthews Band, Matchbox 20, Third Eye Blind, and Wallflowers. 'Pop/Rock' is another style that goes with that. Many people would lump artists like Hootie & The Blowfish and Jewel in there. Pop/Alternative essentially takes the pop side of alternative music. The music's origin, though, is alternative."

But when he was at Star, Lane stretched those boundaries a little bit to include the pop side. "Back in 1995, we played some pop songs by artists like Ace Of Base and Bonnie Raitt. Not too many Pop/Alternatives play that type of music today. Star was the first Pop/Alternative station as we know it today."

Programming Star was a "very positive experience" for Lane, who has since gone on to become president of the Randy Lane Company. "It was something that was certainly brand-new and generated terrific response. Eighties gold was a very big part of that. From the original research we did, so-called '80s modern rock by artists like INXS, R.E.M., and U2 was a big part of Star's formula. The '80s pop/alternative also played a big role.

"It was a little bit different then, because Sheryl Crow,

Alanis Morissette, and Hootie & The Blowfish were just starting. That style of music hadn't yet developed a library like we have now."

Although acknowledging that Star enjoyed positive audience acceptance, Lane also points out, "Viacom didn't really understand the concept. It was so foreign to traditional AC, which is what they'd been comfortable with and accustomed to. There was a lot of misunderstanding surrounding what the format was all about at that time."

One big difference between yesterday's Star and today's Pop/Alternative is that currents and recurrenents fuel the format. "Many more artists have been developed. The '80s gold was a much bigger part of Star in 1995 and 1996; it's now more of a flavor. When they play it in concentration, like on 'Retro Lunch Hours' or 'Totally '80s' Friday/Saturday night, most markets can achieve some of the highest-rated hours on the station. It allows you to go more in-depth when you're playing a whole hour or a four-hour show."

But since stations can be tempted to overdo it, '80s music in Pop/Alternative is probably best utilized as specialty programming. "There's a high appeal for '80s music, but there's a lower preference for it. There's a body of '80s music that people are really passionate about, but it doesn't necessarily mean that they want to always hear a greater percentage of '80s music. It works because stations need musical benchmarks that

will give them more TSL and give listeners a specific reason to tune in."

Citing KAMX/Austin and KMXB/Las Vegas as good Pop/Alternative examples, Lane notes, "If they stay true to form, they're not going to play Celine Dion, Eric Clapton, Madonna, or Savage Garden."

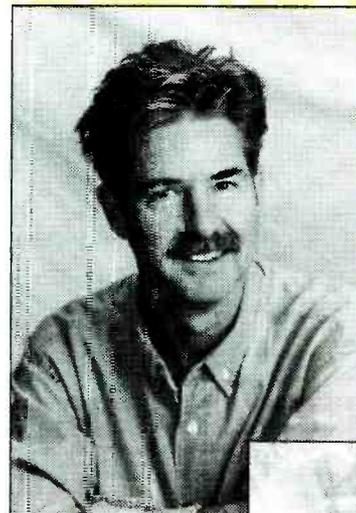
But it's rare to see a station sustain itself solely on a music position. "In order to succeed with any foreground format on a long-term basis, you have to have a complete radio station," says Lane. "That includes having an entertaining morning show that has the capability of adding points to your station. People can usually only remember a couple of things about a station. After music, the morning show is the second-easiest thing for people to remember.

"KAMX has the complete package right now, including a great morning show that overperforms the station. It's a well-produced station, and they've done a great job in off-air marketing. KMXB has also done a great job on that level, and KYSR is a well-produced station."

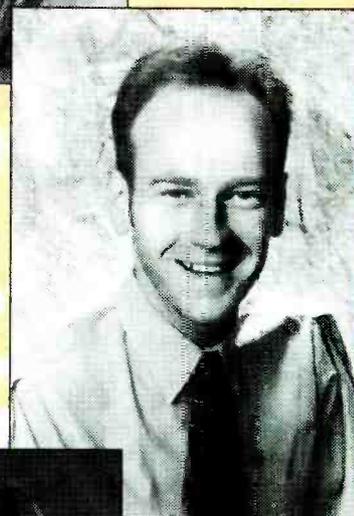
As with most things in radio, much depends on the competitive landscape and market history. "When KZZO/Sacramento and KYSR/Fresno went on, there wasn't a Hot AC in those markets. You had mainstream or Lite ACs, and you didn't have a mainstream Top 40. When that kind of situation exists, there's a great opening for this concept."

Rather than playing to the format, Lane suggests playing to the market. "If you stay strictly on Pop/Alternative, it's not a big universe. When you go through 'down' music cycles, you don't have anywhere to go to round out the station and give it more variety. You don't want to get too narrow-minded about what can work. People who say there's only one way to do this format are fooling themselves. There are many variations on it."

Continued on Page 43



Randy Lane



Dave Beasing



Angela Perelli

In order to succeed with any foreground format on a long-term basis, you have to have a complete radio station. That includes having an entertaining morning show that has the capability of adding points to your station.

—Randy Lane

SNAPSHOTS

MARK RIZZO
ARISTA VP/AC PROMOTION

Arista captured R&R's Industry Achievement Award for Adult Contemporary Label of the Year this year, and Rizzo notes that he's happy to see that "more and more new artists are getting on the air and being exposed to adult listeners. I'm also pleased about Sarah McLachlan's breakthrough on all formats and charts."

His three favorite Love Songs are "I Will Always Love You" by Whitney Houston, "Because You Loved Me" by Celine Dion, and "Save The Best for Last" by Vanessa Williams.



SNAPSHOTS

CHERYL KHANER
RCA National Director/Modern Adult & Adult Top 40 Promotion

Natalie Imbruglia's "Torn" is unquestionably one of the year's greatest success stories. But as Khaner points out, "Nobody in this country had heard of Natalie six months ago. There's an eagerness for Pop/Alternative and Hot AC programmers to listen to new music and new artists. Unfortunately, that eagerness doesn't always mean that they put new music immediately on the air."

Khaner's three favorite Love Songs are "Fly Me To The Moon" by Frank Sinatra or Tony Bennett, "Perfect Fit" by Van Morrison, and "No Ordinary Love" by Sade.



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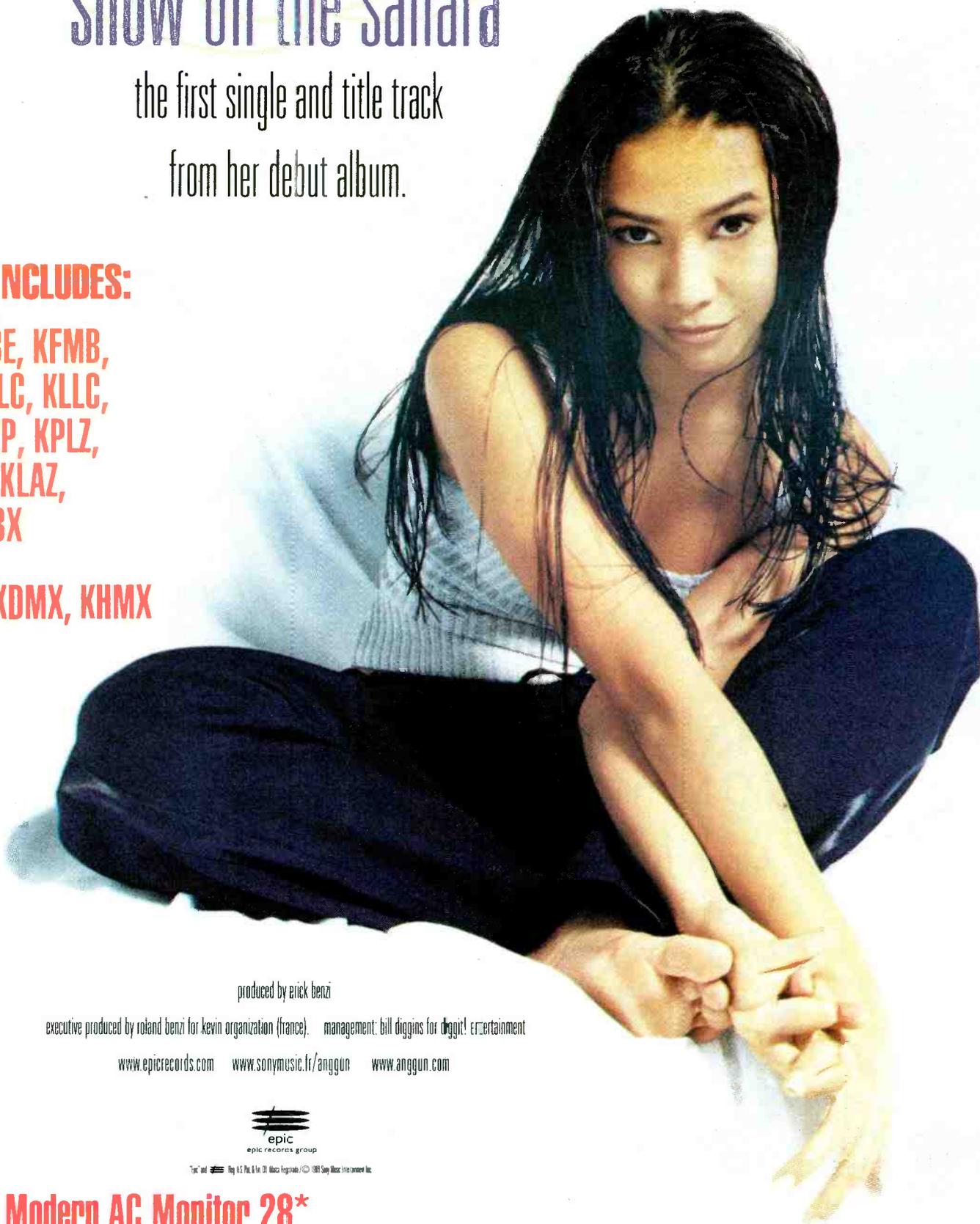
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Top 40/Adult Monitor **33***

Star-Spangled Programmers

Continued from Page 40

BEASING'S LEARNING CURVE

Lane was brought in by VP/GM Bob Griffith, but neither remains at Star today. Griffith was succeeded by current VP/GM Ken Christensen, who — in December 1995 — named AC KXEZ/Los Angeles PD Dave Beasing as Lane's replacement.

Echoing his predecessor's sentiments, Beasing has positive recollections about the Star job, but candidly admits, "We certainly made our share of mistakes and learned along the way. We were on the ground floor of something rather unique. Because Los Angeles, at times, can be ahead of the rest of the country in pop culture. I was able to make mistakes a year or two before some other people. I was very proud of what we got done there."

What really started to open Beasing's eyes in evolving Star is what he saw in auditorium music tests. "For years, KROQ/Los Angeles had such a strong heritage with alternative music, and now groups like Talking Heads were testing well in AC rooms. We thought we were a Phil Collins and Whitney Houston station."

Another curious thing was that Star shared a lot of audience with KROQ and Rock KLOS. "The best books that Star had were when we shared with the Rock side rather than the Pop side. That worried everyone, because we thought if we were going to be Hot AC, shouldn't we be sharing more with [CHR] KIIS and [ACs] KBIG and KOST? A number of

We're thinking more of ourselves as Top 40 and less as AC or Alternative. If there's any evolution in the last year, it's to play more currents per hour and give higher rotations to them.

—Angela Perelli

things indicated to us that there was something rather sizeable for us."

While Pop/Alternatives have enjoyed a good musical infusion from artists like Sheryl Crow, Matchbox 20, Alanis Morissette, and the Wallflowers, Beasing comments, "It's been more than a trend; it's been a fad for a couple of years. But, as all fads do, it's going to die down. We'll be left with something after that, but we can't expect that it will be as big as it has been the past two years. It will be like Alternative, which had to adjust to the post-Nirvana years."

SNAPSHOTS

NICK BEDDING

Capitol National Director/Adult Formats

Now that Country icon Garth Brooks has impacted the AC chart, Bedding notes, "His music touches so many people regardless of what format they listen to. Having the opportunity to be part of this project has been incredibly rewarding.

"It's also the ultimate prize when a platinum-selling band like Everclear hits Hot AC's Top 15 and reaches its true potential."

Bedding's favorite Love Songs are Sade's "Your Love Is King," Wham!'s "Careless Whisper," and Spice Girls' "Two Become One."



It seems quite clear that there will continue to be a niche for stations playing mainstream alternative music that appeals to an adult female base, but Beasing opines, "In every market, the format will go someplace else. This is the future of all radio, not just Hot AC. Each market is being divided up in completely different ways. Whether you're talking about Pop/Alternative, Hot AC, or any other music category on radio, no two stations are, or should be, alike. Whatever leans take place will need to make sense for each individual situation."

Pop/Alternative morning drive shows, he notes, shouldn't rely heavily on *USA Today's* "Life" section or *Entertainment Tonight*. "There should be female-focused, female-anchored shows that aren't afraid to talk about topics in a very glib, free-form way. Rather than being about current events and pop culture, they should be about everyday life, like what happened on a date last week, in a grocery store line, or in traffic."

Every format will see stations drop out from time to time, as we recently witnessed with KALC/St. Louis and Houston Pop/Alternative "The Planet" (KKPN). But as Beasing remarks, "That latter situation happened because of an ownership change and not because it was doing poorly. KKPN had shown some growth and was serving a real purpose for [parent] SFX. It hurt [Hot AC] KHMV, and that, of course, benefited SFX's [AC] KODA. Some Pop/Alternatives that haven't built morning shows and haven't done marketing and strategy will go away.

"Alternative programmers are less skeptical about Pop/Alternative's future than folks who have dealt only with AC or Hot AC audiences. Alternative programmers know who their audience is today. When they ask themselves what that audience will be listening to five years from now, they have a hard time imagining that these people will become AC listeners."

SHE'S LISTENING

Beasing's Star tenure lasted one year. In November 1996, he joined Jacobs Media as a Los Angeles-based consultant. Mirroring what happened when Dunkin exited for Indianapolis, the PD job remained open for quite some time. APD/MD Angela Perelli performed most day-to-day programming duties and eventually received the nod as full-time PD. She recently signed a contract extension through next year.

More than being a weekend feature or fad, it's Perelli's belief that Pop/Alternative is a flanker. "That's how we came into this, and that's how we see ourselves now. We built our own hill and created an image in people's minds that is unique in this market."

Consistency is a key reason, she says, why the format's working on Star. "This is the most popular style of music that's out now. It's all we play, and we've been doing it for over a year without much waffling. It's settled into people's minds that they know what we are and know what they get when they come here. We play a pure version of the format. Layered on top of that are fun promotions, fun production, and the recent addition of a big morning show."

She alludes to wake-up talents Jamie, Frosty, and Frank, who debuted on Star in February. The trio most recently worked together at Pop/Alternative KALC/Denver. "Morning shows are key to this format, and you don't succeed in morning drive with music," states Perelli. "Six weeks after they got here, they did an appearance, and 300 people showed up. I've never seen that kind of turnout. The majority of calls we receive are from people who say they didn't get them at first but have developed into regular listeners. It was a short-term panic for me, but I feel very comfortable about their long-term appeal."

The show continues to be simulcast on KALC. And while the parties work together in trying to make the show as successful as possible in both markets, Perelli concedes, "We are at opposite agendas. KALC is trying to keep an audience, and we are trying to build an audience."

While consistency is extremely important, it's also vital



for programmers to listen to what the audience says it wants. KYSR was inundated with requests for Celine Dion's "My Heart Will Go On" and Shania Twain's "You're Still The One." "People told us they expected to hear those songs on our station. We can't let the model of what this format is dictate what we play."

While teens were burning up the request lines for Hanson and the Spice Girls, Perelli says calls for Dion and Twain came from PI adult females. "You have to keep an eye on the

In every market, the format will go someplace else. This is the future of all radio, not just Hot AC. Each market is being divided up in completely different ways.

—Dave Beasing

consumer and stop pushing what you think they want. We've got to be hip, current, and cutting-edge, and let them tell us what they want."

As a female and Star listener, Perelli wasn't surprised by the requests. "I think they're great songs and make perfect sense. This station works for 30-year-old women because it makes them feel hip. But cutting-edge stations are hip; we're pseudo-hip. If we think artists like Celine Dion and Shania Twain are hip, they become hip to our audience. We don't have a bunch of people calling and questioning why we're playing these artists.

"You have to play the game of when to get on and get off something. When the ACs are the only ones playing a record here, we don't get a lot of active phones. It's really more from the KIIS and KROQ front."

For her core audience of "adult women under 38," Perelli has been gradually adding a current an hour here and there. "We're thinking more of ourselves as Top 40 and less as AC or Alternative," she points out. "If there's any evolution in the last year, it's to play more currents per hour and give higher rotations to them. At the same time, we're pretty safe and don't add a ton of currents. We're selective with the currents we play."

Overall, she says Star is "playing hits, building the other elements of the station, and keeping a broad, hit-based focus. If this music somehow dries up, we don't want to leave ourselves on an island."

SNAPSHOTS

DANA KEIL

Elektra Senior Director/
National AC Promotion

While well aware of Natalie Merchant's Hot AC popularity, Keil admits, "We didn't anticipate her rapid rise to Top Five. We also take great pride in giving Dakota Moon its first Top Ten AC single.

"AC is much more aggressive at breaking artists without first seeing success at other formats. Since AC has become song-driven, programmers are quicker to embrace new artists to the format."



San Diego Star's Unparalleled Achievements

The evolution of Pop/Alternative's poster child

While it may not have been the country's first Pop/Alternative station, many believe San Diego's Star 100.7 (KFMB-FM) is the best-programmed, best-sounding one, and most deserves to be the format's poster child and role model.

VP/GM Tracy Johnson arrived at the former "B100" four years ago from crosstown CHR Q106 (KKLQ) as Director/Programming & Operations. In his customary modest and humble manner, Johnson downplays his role, but he is clearly Star's prime architect.

SUCCESS STORY

Coinciding with R&R Convention '98, we presented our first Industry Achievement Awards last month in each major music format. The perfect testimony to how the industry regards San Diego's Star is that KFMB-FM swept all four Hot AC radio awards: Station of the Year, PD of the Year (Johnson), MD of the Year (Greg Simms), and Air Personality of the Year (Jeff & Jer).

What Johnson encountered in taking the helm of B100 in 1994 wasn't very pretty. "The station had basically no music images and was known only as the station that let [morning personalities] Jeff & Jer get away [to Q106]."

In exploring different options for B100, Johnson had three different companies conduct research studies. "At the end of the day, we looked at everything and simply wondered what we would want if B100 didn't exist in the market. When we weighed all the evidence, the answer was obvious: It would be a Hot AC, Adult Top 40, or down-the-middle pop music station. We had in our mind the execution, and tactical research from auditorium tests supported it. It would be more up-tempo and slightly more current and contemporary than B100 had been."

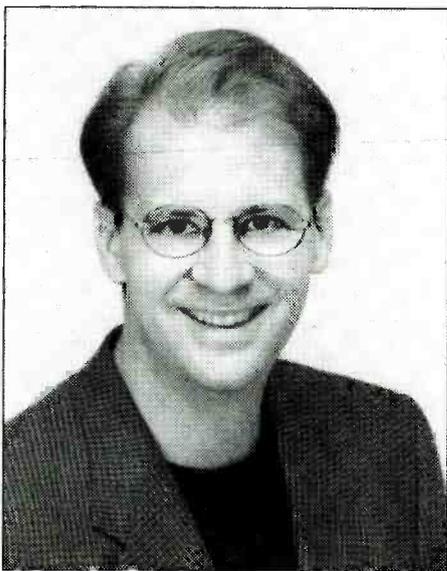
WINDS OF CHANGE

A brand-new station was launched with new personalities, new images, and a slightly hotter music mix. The new station experienced good success for the first six to nine months. Then, in early 1995, Johnson started noticing in his callout that "artists like Sheryl Crow, Blues Traveler, and Melissa Etheridge began testing very well — even with the Hot AC/Adult Top 40 filters put on."

More and more of that music became part of the mix going into the middle of summer 1995, when Johnson contracted for a perceptual study. "We found ourselves becoming more contemporary and more alternative-flavored, but still very

much a Pop station," he recalls. "We tested different music clusters against core clusters. It was amazing what the Sheryl Crow-Alanis Morissette clusters looked like and how mass-appeal they had become.

"We took the information and pushed the station in that direction. By fall 1995, we took off all the Billy Joel-Phil Collins-Whitney Houston-Janet Jackson and became what is now known as Pop/Alternative."



Tracy Johnson

There's been much disagreement and debate about what Pop/Alternative is all about, but Johnson feels stations should be more concerned about programming to their own markets. "From the start, I've said that I'm not sure Pop/Alternative even is a format. It's more an evolution of Hot AC or Adult Top 40, and today's music taste happens to have an alternative flavor. We were getting concerned when we went through a period when the music was getting weaker. We resisted playing Backstreet Boys, Spice Girls, and Hanson; but the music got stronger again. There are some terrific artists like Alanis Morissette, Natalie Merchant, and the Wallflowers."

While perhaps easier said than done, Johnson advises programmers to look at things through a listener's eyes and listen through their ears. "You'll start programming in a completely different way. Pop/Alternative has become too caught up with the industry. Don't get hung up on different elements and building clocks, music segues, and music sweeps. Those things are important, but what's more important is what comes out of the speakers and the impression it makes with people."

Right from the start, Star had a vibrant presentation and never identified itself as being Alternative. "It's more the migration of what pop music became," Johnson explains. "We were fortunate to pick up on the trends and the changing tastes among the core audience at the time. When Star signed on, MTV '80s music was a real big part of what we did. It's kind of what we hung our hat on."

GOOD MORNING

Another perhaps more obvious benchmark and strength is Star's morning show, fronted by 10-year San Diego favorites Jeff & Jer.

Jeff Elliott and Jerry St. James have had an interesting odyssey in America's Finest City. As Johnson noted earlier, the morning duo left B100 for CHR Q106, which Johnson happened to be programming. When Johnson was lured to B100, speculation was rampant that Jeff & Jer would follow. Rumor became reality, and Johnson's thrilled to be reunited with his former wake-up team. "We'd be successful without them, but they put us over the top. We were well on the way when we came here, but they have a unique ability in this market to make things bigger than life. It was a big blow to Q106 when Jeff & Jer came here; they're just terrific."

One extremely important — and instant — thing they did for Star was bring in their strong 30+ following. That also presented Johnson with an interesting challenge. "The market's grown up with them, but there's a new generation of listeners coming up, and Jeff & Jer wasn't their morning show of choice. Those people love Star, so we have a station that's very strong 18-34 and a morning show that's popular among 25-54s.

"We had to sell Jeff & Jer's upper-demo listeners on how good the rest of the station is and take the people listening to Star for the music and sell them that Jeff & Jer are hip, contemporary, relevant, and should be their favorite morning show. It's been a terrific and wildly successful process."

DEFINE AND CONQUER

Although perceived as alternative in other parts of the country, groups like the Cure, New Order, and R.E.M. were considered pop by San Diegans. As a result, Johnson notes that Pop/Alternative really defines what pop music means in his market. "People who now make up the demos that we target grew up with that being their music style. Today's music is very compatible with that taste, and we have a real good base for the genre of music here.

"More importantly, we've taken a pop, mainstream approach to what the station's all about and don't want to be too cool for the room. We want to be the station that's right in the mainstream with those pop/adult women."

Balancing familiarity and hipness can make programming a Pop/Alternative tricky. "There's an element in this format where you want to stay on the cutting edge, but you can't get too far out there because you become a Rock or Alternative station."

Ratings Confirm Star's Power

The following summarizes Pop/Alternative KFMB-FM/San Diego's amazing winter ratings performance in the country's 15th largest market.

The station notched winter-winter gains in all 20 major demos and ranked first in 20% of these demos among 42 rated signals.

In addition to demos and corresponding overall market rank, Star 100.7's winter-winter percentage gain for each demo is also noted.

Demo	Rank	Gain
Persons 18-34	No. 1	+37%
Persons 18-49	No. 1	+63%
Women 18-34	No. 1	+31%
Women 18-49	No. 1	+71%
Persons 12+	No. 2	+51%
Persons 25-49	No. 2	+74%
Persons 25-54	No. 2	+77%
Women 25-49	No. 2	+94%
Women 25-54	No. 2	+96%
Persons 12-24	No. 3	+20%
Men 18-34	No. 3	+43%
Men 18-49	No. 3	+49%
Women 12-24	No. 3	+3%
Women 35-64	No. 3	+170%
Persons 35-64	No. 4	+141%
Men 25-49	No. 4	+51%
Men 25-54	No. 4	+53%
Men 12-24	No. 5	+40%
Teens	No. 5	+4%
Men 35-64	No. 11	+75%

Enlargements

Women 18+ comprise 54% of Star 100.7's audience, men 18+ make up 40%, and teens account for the remaining 6%. Its strongest individual cell is women 25-34 (19%), and women 18-34 tend to listen 64.2 minutes per day (seven and a half hours per week).

Approximately 18% of the station's 12+ audience is Hispanic.

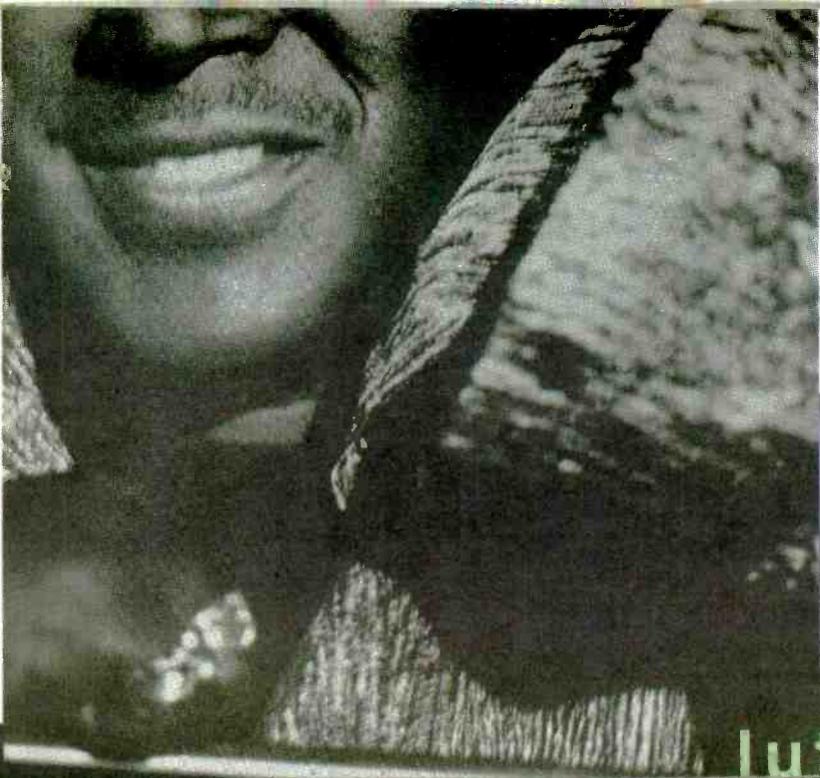
SNAPSHOTS

Scotty Meyers
Polygram/GTSP Records

Meyers says his three favorite Love Songs are "Give Me Forever (I Do)" by John Tesh and James Ingram, "Beautiful In My Eyes" by Joshua Kadison, and "One Hundred Ways" by Quincy Jones and James Ingram.

His most recent project was the Tesh & Ingram collaboration





luther vandross i know



the title track from the new album I KNOW
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Cross-Section Of Programming Perspectives

Nine Pop/Alternative PDs lay down the law

We've thus far been able to get a feeling for the history of the Pop/Alternative format and share insights from two key Southern California players. The following offers an even wider scope of programming perspectives.

KMXB/LAS VEGAS

Duncan Payton holds the rare distinction of logging programming experience at *nvo* Pop/Alternatives. He left KRUZ/Santa Barbara, CA for his current programming duties at KMXB (The Mix)/Las Vegas. Payton comments, "Successful programmers know they have to tailor Pop/Alternative to the market they're in, rather than the format."



Duncan Payton

For example, he didn't play Celine Dion in Santa Barbara, but did in Las Vegas. "It was a huge lifestyle tie-in for The Mix. We didn't play it in Santa Barbara because of where the station had come from. It had been a very soft AC, and we felt playing Celine

Dion really wasn't going to benefit us."

Other than music, another difference between the stations, he notes, is that KRUZ has a much more AC-based presentation. "We did pretty straightforward promos. KMXB isn't really 'in your face,' but much more lifestyle-generated. We take bits from certain 'hot' things like the Taco Bell commercials so we can be cutting edge. We didn't have to do that in Santa Barbara, because it wasn't our recipe in putting together the station. The Mix is much more Alternative-leaning, although it's still certainly a pop-influenced station. KRUZ is much more Hot AC- and AC-influenced."

Admiring what Tracy Johnson does at KFMB-FM (Star)/San Diego, Payton remarks, "Considering the world he lives in and what he has to do with all the other stations around him, Star is probably the most unique Pop/Alternative. I think we'd all like to be as musically aggressive as he is, but because of our situations, we aren't able to do that. WBMX/Boston is also doing a fabulous job."

With the success stations like these are having, Payton comments, "I really don't understand why there's still a controversy over whether this is a format. It's been around long enough now that it has been able to establish itself in many markets, and that's pretty much what a format's all about. We're able to service a particular section of audience."

Expressing a long-range hope that the format's music

product continues, Payton opines, "I think it will, because this format's selling records — at least it is in Las Vegas."

His other concern is finding the right air talent. "We've been very lucky here. When you start looking for somebody, your first instinct is to go into the AC world. But nine times out of 10, what you find there is that they're too formula, too down-tempo, and don't have quite the right kind of vibe. When you go into CHR, you find too much energy and too hip for the room. Alternative personalities don't have enough structure."

"It's very difficult to find that medium ground, which is, of course, where the format fits. I've had my best luck from CHR, simply because it's easier for me to tone down their excitement vs. trying to light a fire under someone."

Las Vegas is an exceptionally strong Adult Contemporary market with The Mix covering the Pop/Alternative side, and KSNE ("Sunny") and KMZQ ("Lite") posting huge female numbers as Soft and Mainstream AC representatives. "We share more with [sister] KMZQ than KSNE, which is a much older station, but it's not like they're coming to us for the same thing," explains Payton. "Lite tends to play more Mariah Carey, Celine Dion, and Whitney Houston. We still share a lot with [CHR] KLUC. [Alternative] KEDG is probably the station we impact the most."

"Nobody else is playing what The Mix does. It fits very nicely in the 25-34 female's lifestyle. Although other stations target the same demo, they go after a different type of female who might like a little softer approach or who doesn't get into the Marcy Playgrounds of the world."

KLLC/SAN FRANCISCO

Just a bit more than two years ago (6/5/96), a 14-year Bay Area Rock/Classic Rock history was extinguished when San



Louis Kaplan

Francisco's "Rock Of The Bay" (KRQR) became Pop/Alternative "Alice @ 97.3 FM" (KLLC). Three months later, Louis Kaplan arrived from CHR WGTZ/Dayton to become Alice's PD. He's tried hard not to have Alice go too far in any one musical direction. "I don't want this format to become the 'Rock 40' of the '90s," he jokes. "Our only ability to stay relevant is if we can stay mobile. I don't know whether or not there'll be enough Shawn Colvin, Sarah McLachlan,

and Natalie Merchant-type records in the next year to keep us going if we stay just there."

If he were to pick one artist who is a big, strong part of his playlist, it would be Sarah McLachlan. "Fiona Apple and Fastball have also been big performers for us," he says. "Just like any other format, Pop/Alternative will have some ups and downs. We're playing popular music, and popular music isn't a fad. We won't be riding the crest we're currently riding forever, but this format won't go away."

When Alice first signed on, music was its sole focal point, and it served the station well. There's much more to Alice now, however, and Kaplan explains, "We're becoming a little safer with our music. In trying to attract adult numbers, you can't be too aggressive, so you have to do things between records that will attract some attention. At the very least, you have to be interesting."

In that regard, one of the most important things for Kaplan to do was find talent who would give Alice more personality than just music could provide. Talent's an integral part of what Alice has become. "I didn't put a lot of voice boxes on the air who could say liners and get out of the way," he points out. "It was very important for us to have real people as personalities who listeners could relate to and have those

personalities be able to relate to the audience we're trying to attract."

Noting that it isn't important whether or not Alice's personalities are in the station's target demo, Kaplan says the

Successful programmers know they have to tailor Pop/Alternative to the market they're in, rather than the format.

— Duncan Payton

real key is their ability to relate to listeners on a one-on-one level. "Our guys are really good at that. They're real people, and it comes across on the air. As long as they don't go nuts, I don't shut them down."

Adult-themed promotions have also developed as an important ingredient. "We aren't 'rollin' in the dough with the honey in the money' anymore, but we look for things that are entertaining."

As it did in 1997, KLLC this year conducted the "Alice Sabbatical." Instead of simply giving away weekend trips, the station offered a two-week vacation to a choice of Spain, Paris, or the Pacific Islands.

"If they pick the islands, they have a chance to learn a bunch of different water sports; if it's Paris or Spain, they can visit museums," Kaplan explains. "But they'll get their salary for the two weeks, and we pay all the expenses. It's like a real, but brief, sabbatical."

Something like this really can touch a Pop/Alternative listener's lifestyle. "The 15-year-old Top 40 listener wouldn't 'get it' or appreciate it, but someone who has been in the work force a little while would love to get away with pay for a couple of weeks like that."

KZZP/PHOENIX

As more ACs, Hot ACs, and CHRs play artists like Paula Cole and Natalie Imbruglia, KZZP/Phoenix PD Dan Persigehl says Pop/Alternative is becoming "today's mainstream hit music format. It's because we're not as niched as some people would like us to be or like to have it appear to be. There's still an opportunity to create enough variety and hipness that you can really position



Dan Persigehl

Continued on Page 48

SNAPSHOTS

ANDREA PAULINI

Windham Hill Director/National AC Promotion



Having just worked Janis Ian's "Getting Over You," Paulini reflects, "We had to reintroduce Janis to radio programmers after a long absence. PDs, in turn, had to do the same to their listeners. In some cases, this meant educating them to her music, but she received a lot of radio support."

El DeBarge's "All This Love," Eagles' "I Can't Tell You Why," and 10cc's "I'm Not In Love" are Paulini's top Love Songs.

SNAPSHOTS

SUZANNE BERG

GRP Recording Company Senior VP/Promotion



This year's R&R NAC Label Executive of the Year is pleased to see George Benson and Diana Krall "crossing over to many other formats. Large-market ACs have become open to playing more current music."

The Linda Ronstadt & Aaron Neville duet "I Don't Know Much" is among Berg's favorite Love Song selections.

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“PILGRIM” eric clapton

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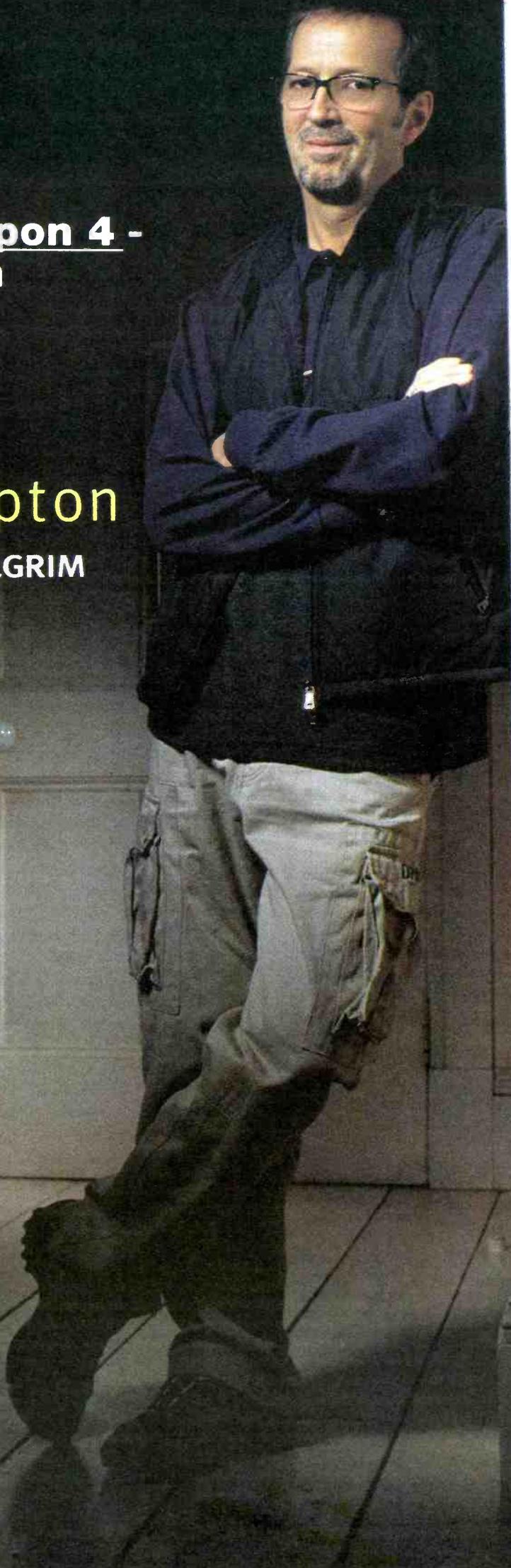
Early Believers:

WPST
WAKS
WNTQ
KSMB
WNOK
WNKI
WSKS
WWXM
KQID
WKMV
WRTS
WXIL
WWWM
WXIS
WWKZ
WMGX
WMXL
KSTZ



Produced by ERIC CLAPTON and SIMON CLIMIE
Remix by MICK GUZAUSKI
Management: ROGER FORRESTER

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Cross-Section Of Programming Perspectives

Continued from Page 46

yourself — based on the competitive environment — as the market's mainstream hit music station. That's where we've been fortunate.

"[Fellow Pop/Alternatives KLLC/San Francisco and KFMB-FM/San Diego] sound terrific, but some 'Alice' stations are starting to realize that they can't be as niched as they once were. KALC/Denver was once very niched, but is now starting to play some pop records. If the format maintains a certain hipness and fun factor, it will do well. But if you focus yourself so much that any little thing you do sounds like you've blown up the station, you'll be in trouble. This truly is a lifestyle format."

Phoenix is a rare market without a mainstream CHR. While KZZP shares the most cume with Alternative KZON, Persigehl points out, "They share twice as much of their cume with us as we do with them. As long as we can maintain that kind of balance, we'll be fine. We work for the call letters, know the heritage behind them, and are aware that we're here to establish a new heritage for them. We don't take it for granted and still have a way to go."

"The most important thing I've learned is that, no matter what your long-term strategic plan, if you believe in the plan itself, you have to stick to it. You'll go through peaks and valleys until you become an established entity, which is exactly what we've done. At the same time, you can balance a playlist with some alternative-leaning music, and it can still be perceived as mainstream."

Persigehl made the jump to Phoenix from Hot AC WKEE-FM/Huntington, WV and doesn't believe very much in music

We're playing popular music, and popular music isn't a fad. We won't be riding the crest we're currently riding forever, but this format won't go away.

—Louis Kaplan

labels. "As long as music is melodic enough or lyrically driven toward the mainstream, it's going to be okay. If it tries being too hip for the room or so esoteric that it loses the sing-along ability, it will be in trouble."

"We'll end up having stations focusing themselves right into three shares. One of the main things I look out for here is being as mass-appeal as we possibly can be without violating the modern expectation of what our audience wants."

SNAPSHOTS

VALARIE MOSES

Warner Brothers
National Director/AC Promotion

Commenting on the quantity and flow of AC product, Moses notes, "Since it's released more artists to AC, the industry seems to have realized the format's potential. It also appears that stations are tightening their lists down to 15 currents and rotating those records more frequently."

Her favorite Love Songs are Neil Young's "Heart Of Gold," Barry White's "You're The First, The Last, My Everything," and Marvin Gaye's "Let's Get It On."

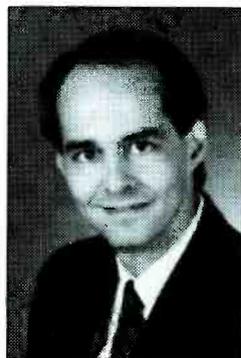


Admitting that KZZP is late on adding titles like Shania Twain's "You're Still The One" and Savage Garden's "Truly Madly Deeply," Persigehl comments, "They're smash hits, and we use them as balance records. When we tell people we're a hit music station, that better be what we're playing."

"Music has to have a decent hook, some mass-appealness, and it can't get so darn hip that it all sounds alike. Every time a mainstream format has gone awry in the past it's because they've become too focused on one particular sound. If we played something by the Backstreet Boys, our 'modern' fans would wonder what we're doing. We're a pop music station with a modern influence."

WTMX/CHICAGO

Hot AC WTMX/Chicago's evolution to Pop/Alternative came more out of necessity. The Bonneville station's research continued to reflect that test scores of traditional AC and Hot AC artists were diminishing.



Barry James

"We started to look for something else," recalls VP/Programming Barry James. "Pop/Alternative and Modern AC are merely labels. People always look for handles, but I don't think Pop/Alternative or Modern AC has ever been a format. It's more a sub-format and label for a type of Hot AC."

"As far as target audience, we're really not any different from what we were three years ago. Labels have changed, but our focus and

strategy haven't."

Part of that focus is maintaining the importance of The Mix's 18-month-old *Eric & Kathy* morning show. "It's critical. If you don't have a good morning show, you stand a chance of having some serious cume problems. As it is, this format has TSL problems. If you can't have some type of good daily benchmark, you'll be in trouble."

Incredibly proud of his morning show, James contends, "If I had to write something on a chalkboard and say what my radio station is, the morning show would be the No. 1 thing. I don't know if I've ever been able to say that in my entire career."

"They talk about things that our audience talks about — and they aren't things you get from newspapers. As silly as it sounds, they had our audience talking for over 30 minutes about what's worn in tanning booths, but it doesn't come across as being a setup. I love getting listener feedback and seeing things on our website."

Describing WTMX's music as "contemporary" and "mass-appeal," James remarks, "It comes from Top 40 and Alternative, but The Mix is a Top 40 station for a 30-year-old female. Alanis Morissette, Hootie & The Blowfish, Collective Soul, and the Gin Blossoms account for the bulk of the best-testing '90s songs I have."

He won't make the mistake of ignoring his audience. "The key for us is to remember the target. We've been finding ways to introduce new music to what has been a fairly conservative audience. A year ago, we wouldn't have played Madonna, but we are now, because it sounds good and is what my audience wants."

For the first time in his long career, the veteran programmer says he had no choice but to trust his instincts. "There's no real model by which anything could be patterned. You learn to go with your gut and stay focused, but always understand that sometimes you have to take risks to find the boundaries. It's been exciting, but also very humbling."

"I haven't had this feeling going into music meetings since the late-'70s, when I was in Top 40. Back then, I remember playing Boston, Anita Ward's 'Ring My Bell,' and Frank Mills' 'Music Box Dancer' all at the same time. Today, I play Everclear, but I'm careful where. Everything old is new again. It's really getting back to programming basics, and it's a place that I know I haven't been in a long time."

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Format Boosts Female Shares

Based on winter Arbitron data, KZZP/Phoenix has the distinction of holding Pop/Alternative's gaudiest women 18-34 share. Here's the complete list from top to bottom, including a station's market size, winter '97-winter '98 share comparisons, and the Pop/Alternative's overall women 18-34 market rank.

Market/Calls/City	Women 18-34		
	'97	'98	Rank
17 KZZP/Phoenix	9.2	15.5	No. 1
50 KAMX/Austin	6.3	15.2	No. 2
43 KMXB/Las Vegas	11.8	15.1	No. 1
22 KALC/Denver	13.9	13.7	No. 1
27 KZZO/Sacramento	16.1	13.7	No. 1
82 KLAL/Little Rock	2.8	13.7	No. 1
34 WPTE/Norfolk	6.0	12.1	No. 2
36 WLNK/Charlotte	7.9	11.3	No. 3
15 KFMB-FM/San Diego	8.5	11.1	No. 1
40 WKZL/Greensboro	9.0	10.9	No. 2
53 KYIS/Oklahoma City	5.8	10.7	No. 2
21 WSSR/Tampa	7.9	10.4	No. 2
78 KCDU/Monterey	5.9	10.0	No. 2
61 KZPT/Tucson	5.3	9.9	No. 4
41 WLCE/Buffalo	1.8	9.7	No. 3
84 KLLY/Bakersfield	4.9	8.7	No. 3
70 KPEK/Albuquerque	6.8	8.4	No. 3
30 WPNT/Milwaukee	0.6	8.3	No. 4
40 WKSI/Greensboro	3.9	8.3	No. 5
47 WZNE/Rochester	—	8.3	No. 4
10 WBMX/Boston	7.6	8.1	No. 4
20 WDRV/Pittsburgh	7.6	8.1	No. 3
49 WMBX/West Palm Beach	3.4	8.1	No. 4
64 KVSF/Fresno	10.7	7.7	No. 3
26 KOZN/Kansas City	4.1	7.3	No. 6
4 KLLC/San Francisco	5.5	6.8	No. 2
97 WLLC/Charleston, SC	—	6.8	No. 4
18 WALC/St. Louis	7.3	6.5	No. 8
24 KBBT/Portland	9.6	6.5	No. 4
72 KTNP/Omaha	5.7	6.3	No. 6
3 WTMX/Chicago	5.4	6.2	No. 4
2 KYSR/Los Angeles	4.1	6.1	No. 4
38 WSHE/Orlando	7.4	5.6	No. 9
59 KUCC/Honolulu	0.6	5.2	No. 7
35 KQMB/Salt Lake City	4.1	4.7	No. 9
5 WXXM/Philadelphia	0.9	4.5	No. 9
11 WPLL/Miami	5.4	4.3	No. 9
60 KMRX/Tulsa	—	2.7	No. 13

Enlargements

- The typical Pop/Alternative increased its women 18-34 share 40% (6.3-8.8).
- All stations notched winter-winter improvements except KALC/Denver, KZZO/Sacramento, KVSF/Fresno, WALC/St. Louis, KBBT/Portland, WSHE/Orlando, and WPLL/Miami.
- The average Pop/Alternative this winter ranked fourth in its respective market among women 18-34.

SNAPSHOTS

STEVE ZAP

MCA VP/Top 40 Promotion

Describing Semisonic as the "classic crossover project," Zap remarks, "Pop/Alternative has become more aggressive. They're more willing to step out on a record that's right for them. AC, on the other hand, has forgotten about urban records."

Among his favorite Love Songs are K-Ci & JoJo's "All My Life," Goo Goo Dolls' "Iris," and Natalie Imbruglia's "Torn."



lionel richie

time

R&R AC 10

Billboard Monitor 14* - 12*

Gavin AC 4*

On over 97 stations including:

WLTW	WLIF	WLTQ	WRCH
WLIT	WSHH	WWLI	KSNE
WBEB	KOSI	WSNY	WRVR
WASH	WDOK	WTPI	WRMF
WPCH	KKCW	WMGF	WEAT
WLTE	WRRM	WLMG	WVEZ
WALK	KGBY	WMAG	KMGL
KESZ	KUDL	WMJQ	WLQT



RINGO STARR

“la de da”

R&R AC 27 - 25

Gavin AC 14* (On over 100 stations)

WLIT	WRRM	WEAT	KISC	WCRZ	WQLR
KVIL	KGBY	WVEZ	WTCB	KRNO	WOOF
WPCH	WLTQ	KMGL	WTFM	WSWT	KHLA
WLTE	WWLI	WTVR	WLRQ	WHUD	KELO
WLIF	WSNY	KSSK	WDEF	KGBX	WKWK
WSHH	WTPI	KMXZ	WARM	WRWC	WGLM
KOSI	WMGF	KVLY	WBBQ	WLZW	
WDOK	WRCH	WJBR	WFMK	WVAF	
KKCW	WRMF	KWAV	WAHR	WGSY	

from his new studio album
“VERTICAL MAN”



Cross-Section Of Programming Perspectives

Continued from Page 48

KALC/DENVER

A Pop/Alternative is no different from any other station. When listeners hit your button, they want to hear something — or somebody — they like.

KALC/Denver PD Gregg Cassidy has programmed a variety of formats over the years and stresses, "You always have to stick to the basics. Harping about personalities is the only soapbox I seem to stand on anymore. But many people would agree that personalities help lift you above all the other stations in a market."



Gregg Cassidy

Your air talent, he says, is one thing another station can't copy. "If someone comes out with a better way of doing promos, everyone will be doing it within a year. If someone comes out with a different kind of writing style, everyone will do that within a year. But it's really hard to copy people. In this format, you have to find the right people with the right attitude and the right energy. More than ever, you must create a big team.

"There's too much music focus in this format. The two things stations must go back to are personalities and creative and exciting production elements that put shine and sizzle on a station. The talent has to have emotion. It's easy to be energetic, but they also have to show emotion in their energy. To me, those things set everybody apart."

The Pop/Alternative ball started rolling, according to Cassidy, when programmers noticed a good assortment of '80s product that "hadn't had the hell played out of it. Suddenly, record companies started having product that matched the '80s production flavor — be it Hootie & The Blowfish or Alanis Morissette — and it jelled. "We're three or four years into it and aren't leaning as much on '80s because there are recurrences and '90s gold to rely on. Back then, it was unique, fresh, and exciting. ACs and Hot ACs are now all over Shawn Colvin and

Jewel. It's not standing out as much as it used to."

More and more programmers view their roles as product managers. "As a whole, we're more involved in the day-to-day marketing of the station. I think I've become sharper at that, but you need great people around you."

Include Cassidy as another Pop/Alternative programmer who is impressed by KFMB-FM/San Diego's Tracy Johnson. "He has a good feel of what's going on. In my book, he's the one who stands out most in this format."

"Many people think of Pop/Alternative as Top 40 in disguise, and, in some ways, it is. It's a variety of elements, like a kind of art. You have the same colors that are just used in different amounts. Because of rotations and contesting, it's a Top 40 variation."

KPEK/ALBUQUERQUE

Prior to flipping to Pop/Alternative, Albuquerque's "Peak" (KPEK) was doing a '70s format variation. "It did what Arrow-type formats typically do: They sign on, have really great ratings, and then go away," comments Mike Parsons, who came on board as The Peak's PD from crosstown Hot AC KKOB-FM last December.

Following Trumper Communications' acquisition of The Peak, consultant Tom Barnes was hired. It was his belief that a hole existed in the market for Pop/Alternative. "It's a format that fits between Alternative, Adult Alternative, and Hot AC," explains Parsons. "As long as you're aware of where that hole is, Pop/Alternative can continue to survive."

Trumper also owns Alternative KTEG and was able to position The Peak, as Parson describes, "in such a way that it took off. We share fairly equally with KTEG and KKOB-FM. The Peak and KTEG are programmed as two separate entities, but we want to protect each other."

For some Pop/Alternatives, "Alice" and "Max" are the station's intended listeners. "Betty," a married 32-year-old female, has been dubbed The Peak's imaginary target.

"Everything we do is done for her," notes Parsons. "She's probably a soccer mom, but likes to get out with her friends and co-workers. If Betty likes both songs, we'll play the acoustic version of Creed ["My Own Prison"], as well as Shania Twain ["You're Still The One"]. Pop/Alternative isn't really a format in the sense that we play a certain type of music. It's more that we pick a target audience and play the music they like."

Pop/Alternative programmers, he suggests, need to remember how their stations initially evolved. "You pick a listener, play the songs they want to hear, speak to them the way they want to be spoken to, and shouldn't get trapped into whether things fit certain formats."

Always conscious that another station could come in and play the same songs as The Peak, Parsons notes, "The thing we need to concentrate most on is making the other things we



Mike Parsons

The Real Nitty-Gritty

We can always ascertain a good overview by looking at wide demo numbers. But, by zooming in on cell performance, we get an even better look at a station's true strength. We've arranged Pop/Alternatives by their most potent cell from this winter's book. It's possible for a station to appear twice, if it has equal multiple cell strength.

Market/Calls/City	Strongest Cell
5 WXXM/Philadelphia	W 18-24
22 KALC/Denver	W 18-24
84 KLLY/Bakersfield	W 18-24
2 KYSR/Los Angeles	W 25-34
3 WTMX/Chicago	W 25-34
4 KLLC/San Francisco	W 25-34
10 WBMX/Boston	W 25-34
11 WPLL/Miami	W 25-34
15 KFMB-FM/San Diego	W 25-34
17 KZZP/Phoenix	W 25-34
18 WALC/St. Louis	W 25-34
20 WDRV/Pittsburgh	W 25-34
21 WSSR/Tampa	W 25-34
27 KZZO/Sacramento	W 25-34
30 WPNT/Milwaukee	W 25-34
34 WPTE/Norfolk	W 25-34
36 WLNK/Charlotte	W 25-34
38 WSHE/Orlando	W 25-34
40 WKSI/Greensboro	W 25-34
41 WKZL/Greensboro	W 25-34
41 WLCE/Buffalo	W 25-34
43 KMXB/Las Vegas	W 25-34

49 WMBX/West Palm Beach	W 25-34
50 KAMX/Austin	W 25-34
53 KYIS/Oklahoma City	W 25-34
61 KZPT/Tucson	W 25-34
70 KPEK/Albuquerque	W 25-34
78 KCDU/Monterey	W 25-34
82 KLAL/Little Rock	W 25-34
84 KLLY/Bakersfield	W 25-34
47 WZNE/Rochester	W 35-44
24 KBBT/Portland	M 25-34
26 KOZN/Kansas City	M 25-34
35 KQMB/Salt Lake City	M 25-34
53 KYIS/Oklahoma City	M 25-34
59 KUUCD/Honolulu	M 25-34
64 KVSFR/Fresno	M 25-34
70 KPEK/Albuquerque	M 25-34
97 WLLC/Charleston, SC	M 25-34
27 KZZO/Sacramento	M 35-44
60 KMRX/Tulsa	M 35-44
72 KTNP/Omaha	M 35-44

Enlargements

- In 64% of cases, a Pop/Alternative's strongest cell is women 25-34.
- In 19% of cases, a Pop/Alternative's strongest cell is men 25-34.
- In 7% of cases, a Pop/Alternative's strongest cell is women 18-24.
- In 7% of cases, a Pop/Alternative's strongest cell is men 35-44.
- In 3% of cases, a Pop/Alternative's strongest cell is women 35-44.



do unique. Someone else can duplicate our music, but they can't duplicate our imaging, talent, and the overall station feel.

"We don't brag about our music or that we play long music sets. Our imaging deals with what the station's all about. We make fun of ourselves a lot, but we'd never make fun of listeners. The Peak's getting to be more mature, and people have accepted us as their favorite station. It's no longer a new product."

WMBX/WEST PALM BEACH

WEAT-FM, WRMF, and WRLX make West Palm Beach one of the country's strongest Adult Contemporary markets,

Continued on Page 53

Who's Really Coming To The Party?

While most Pop/Alternative programmers will say they target young females, less than half the format's stations (44.7%) this winter had women 18+ account for 50% or more of their audience. For example, two of every three WLNK/Charlotte listeners are females over 18; 28% are men 18+; and teens accounted for 6% of The Link's profile. Stay focused on the center column, and you'll see this is the Pop/Alternative lineup from highest female composition to lowest.

Market/Calls/City	M 18+	W 18+	Teens
36 WLNK/Charlotte	28%	66%	6%
17 KZZP/Phoenix	27%	59%	14%
20 WDRV/Pittsburgh	37%	58%	5%
3 WTMX/Chicago	37%	56%	7%
40 WKZL/Greensboro	40%	56%	4%
10 WBMX/Boston	40%	55%	5%
15 KFMB-FM/San Diego	40%	54%	6%
43 KMXB/Las Vegas	30%	54%	16%
84 KLLY/Bakersfield	31%	54%	15%
22 KALC/Denver	36%	53%	11%
47 WZNE/Rochester	37%	53%	10%
21 WSSR/Tampa	34%	52%	14%
49 WMBX/West Palm Beach	33%	52%	15%
50 KAMX/Austin	40%	52%	8%
4 KLLC/San Francisco	43%	51%	6%
11 WPLL/Miami	41%	50%	9%
38 WSHE/Orlando	38%	50%	12%
2 KYSR/Los Angeles	43%	49%	8%
18 WALC/St. Louis	36%	49%	15%
27 KZZO/Sacramento	41%	47%	12%
34 WPTE/Norfolk	43%	47%	10%
61 KZPT/Tucson	48%	46%	6%
30 WPNT/Milwaukee	40%	45%	15%
41 WLCE/Buffalo	45%	45%	10%
53 KYIS/Oklahoma City	42%	45%	13%
72 KTNP/Omaha	46%	45%	9%
78 KCDU/Monterey	40%	45%	15%
70 KPEK/Albuquerque	44%	44%	12%
24 KBBT/Portland	45%	43%	12%
5 WXXM/Philadelphia	42%	42%	16%
40 WKSI/Greensboro	40%	42%	18%
82 KLAL/Little Rock	46%	41%	13%
26 KOZN/Kansas City	43%	40%	17%
97 WLLC/Charleston, SC	51%	40%	9%
35 KQMB/Salt Lake City	49%	39%	12%
59 KUUCD/Honolulu	59%	37%	4%
64 KVSFR/Fresno	46%	36%	18%
60 KMRX/Tulsa	56%	35%	9%

Enlargements

- Women 18+ typically comprise 48% of a Pop/Alternative's audience; men 18+ make up 41% of its listenership; and 11% are teens.
- 61% of Pop/Alternatives have teen composition figures of 10% or higher. WKSI/Greensboro and KVSFR/Fresno lead the pack with 18%.
- KUUCD/Honolulu is the heaviest male-leaning Pop/Alternative, with 59% of its audience men 18+.

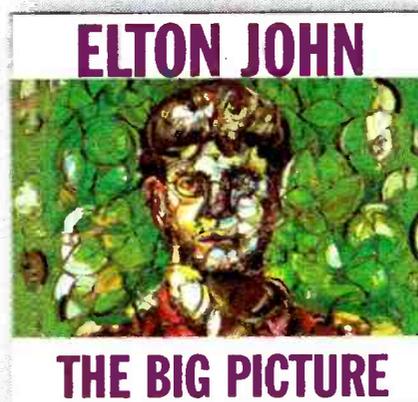


Thank you, AC Radio

For two #1 records this year!

Something About The Way You Look Tonight
Recover Your Soul

From the platinum album
The Big Picture



©1998 PolyGram Records

GEORGE BENSON *Standing Together*

The title track from the new album, *Standing Together*

"George Benson is back with a mass appeal hit that everyone should be playing."

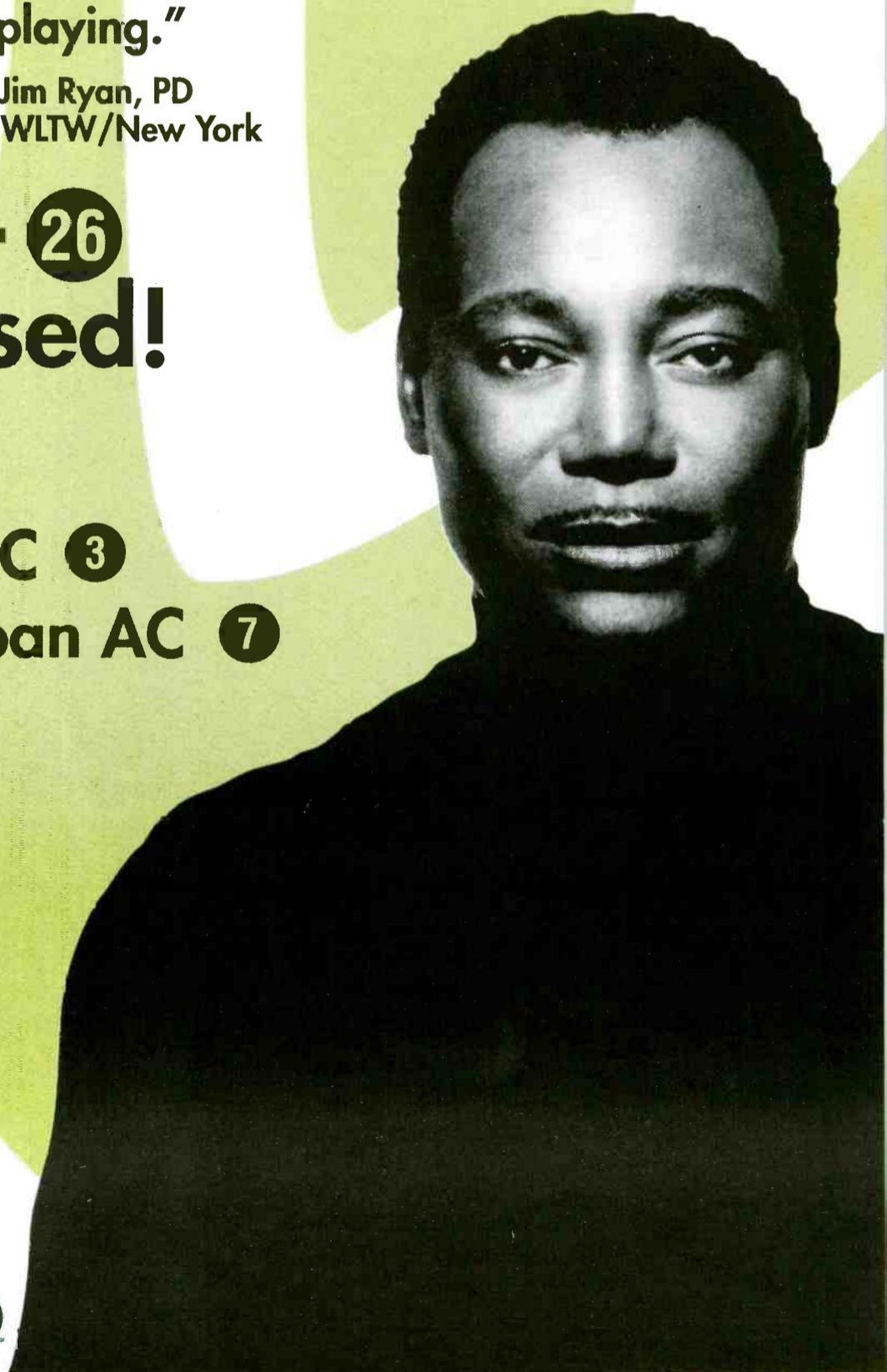
- Jim Ryan, PD
WLTW/New York

R&R AC 28 - 26 Most Increased!

Stations Standing Together:

WLTW	WJBR	KJSN
WLIT	KWAV	WSWT
WLTE	WSPA	WHUD
WLIF	KISC	WRWC
KOSI	WTCB	WLZW
WDOK	WTFM	WXKC
KKCW	KKLI	WGSY
WLTQ	WLRQ	WQLR
WWLI	WAJI	WOOF
WTPI	WDEF	KHLA
WRCH	WFMK	KELO
WTVR	WSRS	WKWK
WYJB	WAHR	WGLM
KSSK	WMGN	

NAC 3
Urban AC 7



Urban remix by J. Dub & Wes
Album produced by Paul Brown
Personal Management: Dennis Turner  Turner Management



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Cross-Section Of Programming Perspectives



Continued from Page 50

but research indicated that a large appetite for Pop/Alternative music existed there.

Consequently, in February 1997 the format debuted on a station that had been moved into the metro from nearby Stuart. "It had a 6000-watt signal on the Treasure Coast, but didn't penetrate this market," explains WMBX PD Kevin Callahan. "The format's strength is the music and the fact that it isn't offensive. The music's extremely popular and can be played in offices. We have friendly personalities who talk with you — not at you — and it's a fun station to listen to."



Kevin Callahan

Music in the format is strong now, opines Callahan, but he sees a dry spell with talent. "PDs are doing 35 to 40 different jobs and don't have time to sit down with their talent and cultivate them. Finding talent who can walk into the station and do a great job is tough."

One of the biggest changes he's witnessed in the format is a library size reduction. "Stations started off like they were programming a regular Mainstream AC. They're now realizing, however, that's not necessarily the way to go. The Peak/Albuquerque [KPEK] and The Link/Charlotte [WLNK] retain large libraries, and it seems to work for them. For the most part, though, we bang the hits and bang them hard."

"With a few exceptions, many people thought '80s gold was going to be a large part of this format. While it is a part of it, it's not a large part. Currents are actually the stars of Pop/Alternative."

Having seen a lot of come duplication with WRMF and WMBX sister Alternative "The Buzz" (WPBZ), Callahan states, "We've obviously named WRMF as our main competitor. They're really a 25-54 station. Before we were here, they had a lot of younger listeners by default, but we want them."

Several years ago, Callahan did part-time work at KALC/Denver, and "Alice" still occupies a special place in his heart.

"I still haven't heard anything quite like that station. It has super fun, great attitude, and a great stationality."

"I also like a lot of imaging on KLLC/San Francisco's morning show. But, you can't just pop one of these things on without any marketing money and think you can win. You need to have a plan, know your competitor, and target your station to win against that competition."

WZNE/ROCHESTER

There's an interesting story about the Rochester, NY frequency (94.1) now occupied by "The Zone" (WZNE). About 18 months ago, a drop-in facility was literally playing the same CDs continuously from a five-CD changer.

Needless to say, it never registered ratings over what became a several month period. ARS purchased the station and then pondered what to do with it. "Our initial hunch was that some Hot AC form would work in the market," recalls WZNE/Rochester PD Rick MacKenzie. "Quite honestly, the time we were given while the license was being put through red tape was longer than we expected, and it gave us the chance to do a thorough format search."



Rick MacKenzie

The end result of that process wound up justifying ARS' original hunch, and Pop/Alternative debuted on The Zone 4/11/97. But MacKenzie notes, "We tailored it to what the market said it really needed and what we could get away with."

His concern was having The Zone co-exist with its sister Rochester properties without hurting them. "The research told us there was a lofty number of 18-34 men as well as women who said they were open to change. They were more than willing to change if something better were to come along. We knew we couldn't be 100% female-oriented because we'd hurt our own Top 40 [WPXY] and potentially could hurt our AC [WRMM]. But I took the research and followed it to the letter, and it's proven to be very successful. The market has changed, but not enough for me to deviate from the game plan."

"I can see why some people are concerned that we don't own enough artists to have a format that will last, but this is a mainstream format that will last. It may take on different textures and music types as it goes on. I can change my spots because I can go with the current flavors and trends. That adds to the potential of longevity."

Three basic categories comprise MacKenzie's music categories. In addition to what he calls "pure Pop/Alternative," there's '80s and Rock Alternative. "That last ingredient doesn't make up a lot of what I do — probably about 20% — but it separates me most from other stations."

"Our core artists are the same ones for several other formats, like CHR, Alternative, and Hot AC. I can't claim them as my own, and it sometimes makes it hard to stand out."

KAMX/AUSTIN

When Dusty Hayes arrived at "Party 94.7" in February 1995, he was all

set to program what he thought would be a CHR. But the owner had other ideas, wanting it to be Hot AC. "It was difficult and not going anywhere," recalls Hayes. But ARS purchased the station and, within seven months (5/1/95), it signed on "Mix 94.7" (KAMX). "It came on as a mainstream to conservative AC that played everything from Eagles to Celine Dion to John Mellencamp."



Dusty Hayes

The problem was that it was cannibalizing "Magic" (KKMJ), its own soft AC sister. "The decision was made in April 1996 to get out of KKMJ's way, so we took out Elton John, Eagles,

Continued on Page 69

Time Of Your Life

Just as it notched the format's best women 18-34 share this book, KZZP/Phoenix also walks away with longest weekly time spent listening honors for that same demo. Winter-winter comparisons are listed in hours and minutes per week. KZZP's nine hours per week averages out to 77 minutes per day, while KQMB/Salt Lake City's four hours each week translates to 34.2 minutes a day. An asterisk (*) designates stations with declining TSL from last winter.

Market/Calls/City	1996	1997
17 KZZP/Phoenix	6:15	9:00
34 WPTE/Norfolk	5:45	9:00
84 KLLY/Bakersfield	7:15	8:45
36 WLNK/Charlotte	7:30	8:15
50 KAMX/Austin	4:15	8:15
43 KMXB/Las Vegas	7:15	8:00
82 KLAL/Little Rock	5:30	8:00
40 WKZL/Greensboro	6:45	7:45
60 KMRX/Tulsa	:30	7:45
15 KFMB-FM/San Diego	6:45	7:30
22 KALC/Denver	7:45	7:30*
61 KZPT/Tucson	7:00	7:30
21 WSSR/Tampa	7:00	7:00
53 KYIS/Oklahoma City	5:00	7:00
78 KCDU/Monterey	7:00	7:00
97 WLLC/Charleston, SC	—	6:45
27 KZZO/Sacramento	9:15	6:30*
47 WZNE/Rochester	—	6:30
30 WPNT/Milwaukee	6:45	6:15*
40 WKSI/Greensboro	4:15	6:15
49 WMBX/West Palm Beach	6:45	6:15*
2 KYSR/Los Angeles	5:15	6:00
4 KLLC/San Francisco	5:00	6:00
59 KUCD/Honolulu	5:15	6:00
64 KVSF/Fresno	8:00	6:00*
70 KPEK/Albuquerque	7:45	6:00*
20 WDRV/Pittsburgh	5:00	5:45
41 WLCE/Buffalo	4:45	5:45
3 WTMX/Chicago	6:15	5:30*
10 WBMX/Boston	5:45	5:30*
11 WPLL/Miami	6:45	5:30*
26 KOZN/Kansas City	5:30	5:30
5 WXXM/Philadelphia	4:45	4:30*
18 WALC/St. Louis	4:45	4:30*
24 KBBT/Portland	6:45	4:30*
38 WSHE/Orlando	7:00	4:30*
72 KTNP/Omaha	3:45	4:30
35 KQMB/Salt Lake City	4:15	4:00*

Are Pop/Alternatives On Target?

Here's how all Pop/Alternatives performed this winter among women 18-34, the format's leading demo. Stations appear by market size (highest to lowest) within each particular ranker.

No. 1 women 18-34

- 15 KFMB-FM/San Diego
- 17 KZZP/Phoenix
- 22 KALC/Denver
- 27 KZZO/Sacramento
- 43 KMXB/Las Vegas
- 82 KLAL/Little Rock

No. 2 women 18-34

- 4 KLLC/San Francisco
- 21 WSSR/Tampa
- 34 WPTE/Norfolk
- 40 WKZL/Greensboro
- 50 KAMX/Austin
- 53 KYIS/Oklahoma City
- 78 KCDU/Monterey

No. 3 women 18-34

- 20 WDRV/Pittsburgh
- 36 WLNK/Charlotte
- 41 WLCE/Buffalo
- 64 KVSF/Fresno
- 70 KPEK/Albuquerque
- 84 KLLY/Bakersfield

No. 4 women 18-34

- 2 KYSR/Los Angeles
- 3 WTMX/Chicago
- 10 WBMX/Boston
- 24 KBBT/Portland
- 30 WPNT/Milwaukee
- 47 WZNE/Rochester

No. 5 women 18-34

- 49 WMBX/West Palm Beach
- 61 KZPT/Tucson
- 97 WLLC/Charleston, SC

No. 6 women 18-34

- 40 WKSI/Greensboro
- 26 KOZN/Kansas City
- 72 KTNP/Omaha

No. 7 women 18-34

- 59 KUCD/Honolulu

No. 8 women 18-34

- 18 WALC/St. Louis

No. 9 women 18-34

- 5 WXXM/Philadelphia
- 11 WPLL/Miami
- 35 KQMB/Salt Lake City
- 38 WSHE/Orlando

No. 13 women 18-34

- 60 KMRX/Tulsa

Enlargements

- 23% rank fourth in the target demo.
- 18% rank second in the target demo.
- 16% rank first in the target demo.
- 16% rank third in the target demo.
- 10% rank ninth in the target demo.
- 5% rank sixth in the target demo.
- 3% rank fifth in the target demo.
- 3% rank seventh in the target demo.
- 3% rank eighth in the target demo.
- 3% rank 13th in the target demo.

One Glorious Talent

Gloria Estefan sees the big picture

The first thing that strikes you about Gloria Estefan is the balance she has in her life. There's a wonderful warmth about her, and she displays respect for all people. Her priorities are clearly set, and she doesn't take herself very seriously.

Don't expect to see Estefan as a prima donna or someone who doesn't grasp the big picture. "From early on in my life, I had many difficult things to deal with. My father was very ill for years, and I cared for him. I quickly learned about things that are of true value in life."

Husband Emilio Estefan started a band known as Miami Latin Boys, but when Gloria joined, the group's name was changed to Miami Sound Machine. "Emilio used to play the accordion for tips in restaurants. A friend of his asked him to do a party at a house and to bring along more musicians. When I came in, I brought my ballad influences, and it got very involved on the musical side."

With enormous demands on her time and people constantly pulling at her, Estefan refuses to let her celebrity status interfere with her marriage. "Ultimately, a marriage is a relationship. What's difficult for an artist is meeting someone who loves you for you. We were lucky that Emilio and I met before any of this happened, so we truly fell in love with each other."

Most of us got our first glimpse of Gloria Estefan in Miami Sound Machine's 1986 "Bad Boys" video, an experience she remembers as being grueling. "We shot it in downtown Los Angeles, and it was something like 30 degrees. The video process is great, but they usually come right on the heels of when you finish an album, and it's a lot of work. In previous times, you'd do the record and that would be it."

But there are some videos she enjoys. "Obviously, the fun ones for me are live ones that capture everything quickly. Technical ones like 'Heaven's What I Feel' are more difficult, although I did enjoy

that one, because I was in a harness for six hours, doing flips. After I took the dramamine, I was okay. It just depends on the workload. They certainly add another feature to the song and broaden your view of it to the audience."

With her upbeat attitude and energy, it's remarkable to consider what happened to her on March 20, 1990, near Scranton, PA. A fully-loaded 18-wheeler crashed into Estefan's tour bus as the singer was heading to a Poconos concert date. "I was taking a nap and opened my eyes because I thought we were at the concert. We were rear-ended, and it felt like an explosion. It was weird."

"When I opened my eyes and couldn't move my legs, it was my worst nightmare. You're always thinking about crashes and accidents. But since you're in a tour bus, you figure you're safe. We just got unlucky to be sandwiched between the only thing bigger than our bus."

It was, understandably, an extremely rough year for her. "But so many people sent beautiful prayers my way and gave me a lot of strength. I wouldn't change what happened because I now live my life with so much more appreciation than I would have. I've always been content, but starting again from scratch has allowed me to live such a full life."

And the good news is Estefan says she's stronger than ever and probably in the best physical shape of her life. "This was eight years ago, so I say that I'm officially 8 years old. I have spare parts in my body, and I have to work out to feel my best. If I'm at home doing nothing, I usually work out five days a week, and at least three times a week on the road. If I go more than three days a week without exercising, I feel stiff. It's a real good motivator for working out."

The first song she wrote after the accident was "Coming Out Of

I wouldn't change what happened because I now live my life with so much more appreciation than I would have. I've always been content, but starting again from scratch has allowed me to live such a full life.

The Dark," and she explains, "It was meant for all the fans and all their help and the love they sent my way."

Having collaborated with Diane Warren, Estefan jokes. "I love her. She's a great writer, but she's a lunatic, because she's totally driven. She goes to work to write at 9am and will be at it all day. She came to the house for four days, and we wrote four songs. On her way out, she was still trying to get me to do something else. I just told her I was completely dry."

It's significant to her that, so many years into her career, she can still be relevant and put out material that people enjoy.

"This album will probably be one of the most difficult for AC, because it's totally dance. We did the 'backwards thing.' Usually you do a ballad and then do a remix. We unmixed the remix and did a ballad of the up-tempo one, which turned out really nice."

"I'll always eventually come back with ballads, and I know AC will be there for me. I always want to keep in contact with AC

radio, because without it, we'd be selling encyclopedias somewhere."

Don't look for Estefan to be out on the road anytime soon though. "I don't foresee a tour probably until 2000, because I got off touring a year ago, and I was out for 14 months. That's a long time to be away from home."

Since Estefan's live show has a lot of energy, it can be difficult to be "up" for every performance. "I sleep a lot and can mentally gear up and prepare myself for what I'm going to do. It's been able to get me through some very tough moments in my life; I'm very focused."

"I have to gather up all this energy before I go out. It's like getting on a train and not even thinking about it until you're close to getting off. The only reason I ever really go out is for the fans and to cement that relationship. It's given us a lot of longevity."

Estefan's Hit Machine

Arranged by R&R chart position, these are Gloria Estefan's 24 AC hits.

Peak	Title	Peak Date
No. 1	"Words Get In The Way" *	5/9/86
No. 1	"Can't Stay Away From You" *	1/29/88
No. 1	"Anything For You" *	4/8/88
No. 1	"Don't Wanna Lose You"	7/21/89
No. 1	"Here We Are"	1/19/90
No. 1	"Cuts Both Ways"	7/13/90
No. 1	"Coming Out Of The Dark"	2/22/91
No. 1	"Can't Forget You"	7/12/91
No. 1	"Live For Loving You"	10/18/91
No. 2	"1-2-3" *	8/12/88
No. 2	"Reach"	6/21/96
No. 3	"Falling In Love (Uh-Oh)" *	12/5/86
No. 3	"Get On Your Feet"	11/10/89
No. 3	"I See Your Smile"	3/12/93
No. 5	"Always Tomorrow"	11/20/92
No. 5	"I'm Not Giving You Up"	2/14/97
No. 7	"Bad Boy" *	5/9/86
No. 7	"Everlasting Love"	3/17/95
No. 9	"Turn The Beat Around"	12/16/94
No. 9	"Heaven's What I Feel"	+
No. 13	"It's Too Late"	7/14/95
No. 17	"If We Were Lovers"	11/5/93
No. 24	"Oye Mi Canto"	4/27/90
No. 25	"Bet'cha Say That" *	10/30/87

* Gloria Estefan with the Miami Sound Machine

+ Still charting

SNAPSHOTS

FELICIA SWERLING

Epic Director/National Pop Promotion



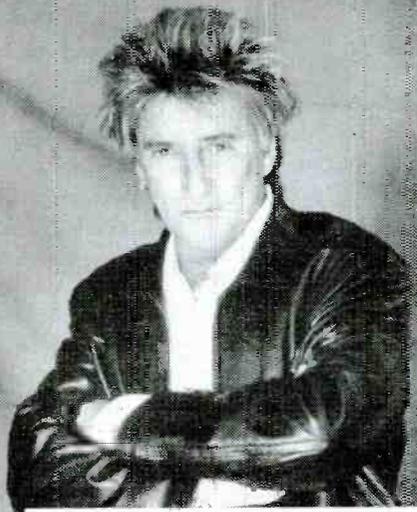
Sales, early callout, and phone requests have Swerling optimistic about her current priority, Anggun. "She's already an international sensation with a mesmerizing ability to captivate an audience. We believe in her 100% as an artist."

Other females made a profound musical effect in recent months. "Artists like Billie Myers and Natalie Imbruglia brought an eclectic feel to the format."

Whitney Houston's "I Will Always Love You," Toni Braxton's "Un-Break My Heart," and Madonna's "Frozen" top Swerling's list of Love Song preferences.



WARNER BROS. RECORDS SALUTES AC RADIO



ROD STEWART
"Ooh La La"

5



FAITH HILL
"This Kiss"

DEBUT 30



BRIAN WILSON
"Your Imagination"

BREAKER 17



MARILYN SCOTT
"Starting To Fall"

20

MICHELLE LEWIS "Nowhere And Everywhere"
ON YOUR DESK / ADDS: 7/27

BETTE MIDLER "My One True Friend"
DUE IN AUGUST

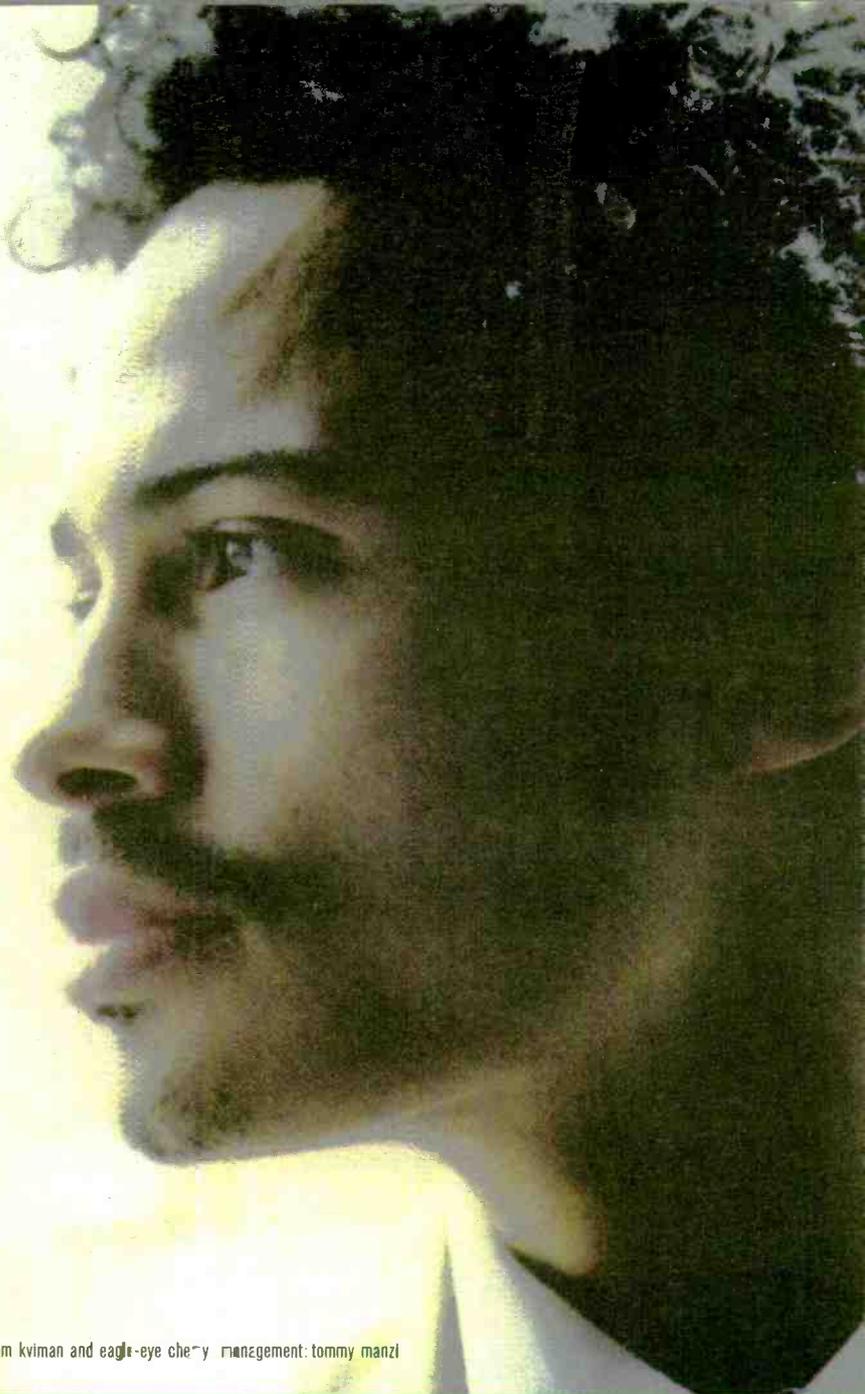


eagle
save tonight eye
Cherry

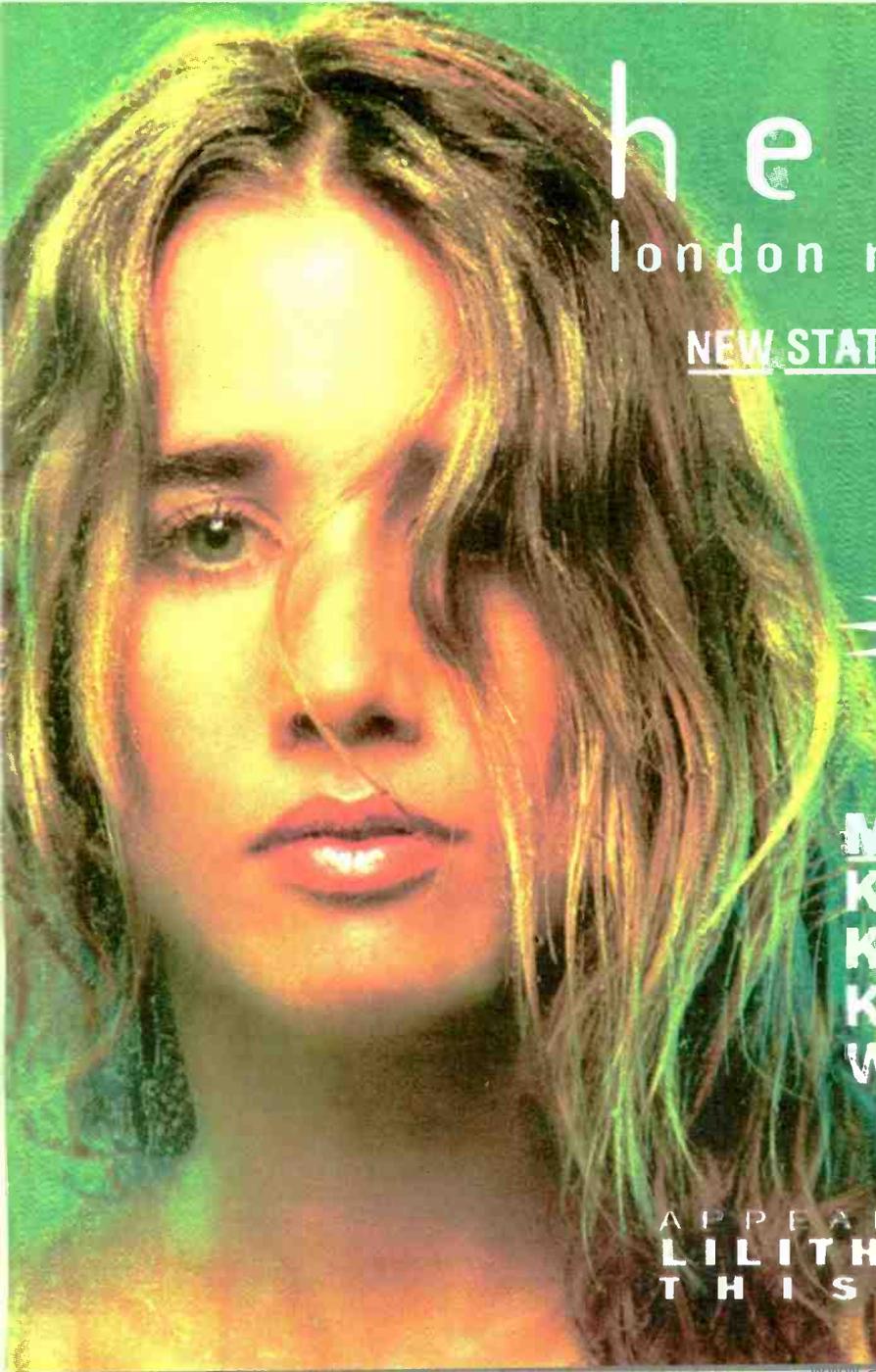
- * MOST ADDED TOP 40
- * MOST ADDED ADULT TOP 40
- * MOST ADDED AAA
- * MOST ADDED MODERN ROCK
- * ADDED TO



IN STORE JULY 21ST



WORK the first single, from the debut album *desireless* produced by adam kviman and eagle-eye cherry management: tommy manzi



heather nova

london rain (nothing heals me like you do)

NEW STATIONS: WTMX/Chicago, WSHE/Orlando, KKLO/San Diego

ADDED TO



MAJOR AIRPLAY:

KBKS	KFMB	WMMX	KYSR
KBBT	WKSE	KZZO	WSSR
KLLC	WSSX	WPNT	WBMX
WMXB	WZYP	KZHT	WKSS

APPEARING ON THE
LILITH FAIR TOUR
THIS SUMMER

Produced by Jon Kelly
Mixed by Andy Wallace
Written by Heather Nova



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Olivia, AC Honestly Loves You

The legendary singer enjoys the icing on the cake

Twenty-four years after it first came out, "I Honestly Love You" is back on R&R's AC chart. But more importantly, Olivia Newton-John, the stylist who delivered the haunting emotion to the song, is alive and healthy and enjoying the song's rebirth.

"It's absolutely fantastic, because I've always loved the song. When I put this album together, I had it in the back of my mind that I wanted to re-record 'I Honestly Love You' before someone else did. I'm so possessive about that song: It's mine!"

With more and more classics getting updated, Olivia feared someone else would beat her to the punch. "Everyone seemed to like the idea of me redoing it, and I asked David Foster to produce it. He agreed, and we were lucky enough to get Babyface for backing vocals, and here we are."



Legendary production whiz Foster and Olivia have known each other for years, and she remarks, "We've worked together a lot, and it's very relaxing and easy being with him. We did all the vocals at David's house. I went over there in my jeans, and it was great fun."

Jeff Barry and the late Peter Allen penned the song. Olivia recalls, "Peter was a friend of mine and a wonderful writer. I've always loved that song very much. Losing Peter was a big loss for me personally and for music in general."

All of us were saddened to learn of Olivia's breast cancer diagnosis exactly six years ago this month, but the upbeat singer reports she's in great health these days. Talking about

the situation, she comments, reinforces how lucky she is to be alive. "I like to get the word out to other women: If you notice a lump, find out more about it, but don't ignore it."

Following doctor's suggestions, she did routine self-examinations and had previously discovered lumps. But this time, she really didn't feel right at all. "This one didn't show up in a mammogram or needle biopsy, so it was really instinct on the part of my doctor and me to go further," she remembers. "Women really need to listen to their bodies if they feel something that doesn't seem right."

She stresses the need for women to push for a second opinion if they're even the least bit unsure. "Luckily, we found it early enough, and I had nine months of chemotherapy and surgery. I feel great."

very cathartic for me. I like performing, but I think the writing and creative part are even more fun."

Perhaps forever linked with *Grease*, Olivia admits that, when the movie was made 20 years ago, she and her fellow cast members had no idea it would be so popular. "But this time around, it wasn't so surprising, because I knew the popularity was gaining. It's on video and always on cable. It's timeless, because people love the '50s. It's got energy to it, the costumes are great, and all the characters are like cartoon figures."

Staying busy on radio promotional tours, Olivia has been going out on weekends, usually performing just one song. "A radio station will have many acts, and everyone does a song or two. I've been doing this for several weeks. It's fun, because I get to meet all the new people in the business. It's wonderful to watch them, because they're so talented."

While it's tough for her to list her favorite performers, Olivia notes, "Paula Cole has been on this promotional tour a lot with me, as have Mariah Carey and Sarah McLachlan, and they're all fantastic. I like all kinds of music and enjoy people like Beth Nielsen Chapman and Garth Brooks. I saw a talented group of young men, 'N Sync, who are also very good. There are just so many wonderful people out there."

"When I was writing, I listened to a lot of Talk radio so I wouldn't pick up on anything by mistake. I didn't have any intentions of getting back into the business like this. It just sort of evolved, but I'm really enjoying myself. It's the ice cream on the icing on top of the cake, and I'm having a great time."

Olivia's Top 30 Magic Keeps Shining

Here are Olivia Newton-John's 30 R&R AC chart appearances, including two visits — 24 years apart — by "I Honestly Love You."

Peak	Title	Peak Date
No. 1	"If You Love Me (Let Me Know)"	6/14/74
No. 1	"I Honestly Love You"	8/23/74
No. 1	"Have You Never Been Mellow"	2/14/75
No. 1	"Hopelessly Devoted To You"	8/25/78
No. 1	"Magic"	7/18/80
No. 2	"Let It Shine"	1/23/76
No. 2	"A Little More Love"	2/9/79
No. 2	"Deeper Than The Night"	6/8/79
No. 2	"Make A Move On Me"	4/9/82
No. 3	"Something Better To Do"	10/31/75
No. 4	"Please Mr. Please"	7/25/75
No. 4	"Take A Chance" @	1/6/84
No. 5	"The Best Of Me" &	6/27/86
No. 6	"Come On Over"	4/30/76
No. 6	"Don't Stop Believin'"	9/17/76
No. 6	"Sam"	3/18/77
No. 7	"I Can't Help It" #	5/9/80
No. 7	"Xanadu" %	10/10/80
No. 7	"Suddenly" ^	12/5/80
No. 9	"You're The One That I Want" @	5/19/78
No. 11	"Every Face Tells A Story"	12/10/76
No. 14	"Summer Nights" @	5/19/78
No. 14	"I Honestly Love You" (second time)	+
No. 17	"Soul Kiss"	11/15/85
No. 20	"The Rumour"	9/2/88
No. 21	"Dancing Round & Round"	9/21/79
No. 22	"Making A Good Thing Better"	7/8/77
No. 24	"Deeper Than A River"	9/11/92
No. 26	"Reach Out For Me"	2/16/90
No. 31	"Totally Hot"	8/24/79

@ With John Travolta

With Andy Gibb

% With Electric Light Orchestra

^ With Cliff Richard

& With David Foster

+ Still charting

When I put this album together, I had it in the back of my mind that I wanted to re-record "I Honestly Love You" before someone else did. I'm so possessive about that song: It's mine!

Initially, of course, she was very frightened, but the singer was given excellent treatment. "Everyone imagines that cancer is a death sentence, but I'm here to say that it isn't. It's just a very scary word and, unfortunately, it's become all too common. It's become an epidemic. I'm just one of many women who are going through this, but I'm one of the lucky ones."

"In addition to the chemotherapy and surgery, I did a lot of meditation and things to keep my mind and spirit strong. Thank goodness, I'm okay."

Ironically, Olivia was scheduled to go on tour for the *Back To The Basics* album the week the cancer was found. But even more tragedy was to strike. "My father died that weekend, so I, obviously, had to cancel the tour. It was the beginning of starting to focus on taking care of myself and not worrying about everyone else. Many women have that problem of trying to take care of other people."

She immediately cut back and didn't work for the next 18 months. "Songs came to me, and I started writing an album of my own songs. It didn't come out in this country, but it was

SNAPSHOTS

CHARLIE FOSTER

Universal Senior National Director/
Top 40 Promotion



Billie Myers' "Kiss The Rain" was released last August and, as Foster points out, "It only recently came off the Hot chart. With the help of some key Hot AC PDs and our persistence, this song became a hit."

"As Hot AC has evolved into a Rock- or Alternative-leaning format, we've been able to break artists such as Sister Hazel, Billie Myers, and Cherry Poppin' Daddies."

She's The Queen Of Smash

Vanessa Williams — she sings, she acts, she dances!



In addition to being one of the most beautiful women on the planet, Vanessa Williams has triple-threat (singing, acting, and dancing) talent to boot.

If you're curious about the depth of her talent, consider this: On June 9, the Mercury Records artist was in Italy, singing with none other than Luciano Pavarotti. "Yeah, it was a nice gig," she jokes.

A music/theater major in college, she's been singing, dancing, and acting her entire life and has television and feature credits that date back to 1984. It would, therefore, be unfair to think Williams is a singer/dancer who suddenly caught the acting bug. "It's nice to be paid for doing all three. I've been acting ever since I've been involved in the entertainment business. The stuff I'm doing now is obviously higher-profile, and the roles are better.

"Recording gave me more success in terms of notoriety, but I've always been able to combine things. I definitely hope to keep it integrated and keep it going. The reason my transition has flowed so easily is because I'm not a singer who discovered acting."

Good company and good material are what inspire her most. "It's the work and people you surround yourself with," she explains. "A straight play opposite James Earl Jones doing Tennessee Williams is something that's really exciting to me. Another is the cast album for *St. Louis Woman*, the show we just closed in New York. To me, that's extremely stimulating. The soundtrack will probably come out in the fall."

My roots are firmly planted in Adult Contemporary, and there's nothing wrong with or antiquated about music that most of my friends listen to.

Proper chemistry is critical in Hollywood and was obviously present on the screen between Williams and Arnold Schwarzenegger in the film *Eraser*. "It's nice when you like the person you're working with, and it's something you can't fake. Arnold's an absolute doll. The action/adventure area was

certainly new to me, and being in a \$100 million film was a nice entrance into the big-budget, action thing — especially with Arnold."

We're now just two weeks away from the July 31 release of *Dance With Me*, a movie in which Williams does sultry salsa and pop song interpretations. "There's a pop-produced version of Diane Warren's 'You're My Home,' and we also

Recording gave me more success in terms of notoriety, but I've always been able to combine things. I definitely hope to keep it integrated and keep it going.

did a salsa version. So there's a possibility we'll have two hits in two different formats. I did *Pocahontas* in Spanish, and hopefully this movie will have a similar type of acceptance.

"Even if I do small independent films in strictly acting roles, I'd like to be able to put out a great album. I won't easily give up either hat."

A bit further down the road (Christmas or in early '99), she'll be seen in *Elmo In Grouchland*, a *Sesame Street* feature film. In it, Williams sings a Siedah Garrett-written song and plays the Queen of Trash. In most of her projects, Williams is able to display her incredible versatility. "The

only things that I didn't actually sing in were *Soul Food* and *Hoodlum*. It was strictly acting there."

The 35-year-old Williams makes no apologies for her strong and loyal Adult Contemporary base. "I did a lot of radio when I was on the road with Luther Vandross. My roots are firmly planted in Adult Contemporary, and there's *nothing* wrong with or antiquated about music that most of my friends listen to."

While her AC ballads are as smooth as silk, Williams also has a dramatic flair for rhythm. Live performances of "Betcha Never" consistently elicit great response. "It has attitude and ethnicity to it, and I get to do a dance number at the end of it that is kind of a show-stopper. It was inspired when Babyface saw me play Aurora in *Kiss Of The Spider Woman* on Broadway. It has history for me, and you just can't help but make tailor-made songs your own when they're written for your flavor.

"You look at a song, hear what it's supposed to be, conjure up an image, and go for it. Babyface is a pro. The best producers know exactly what they want and are extremely fast — there's no guesswork. They know how to make you sing your best and how to make it sound the best."

You weren't imagining things recently when the initial "L" was sandwiched between "Vanessa" and "Williams." A slight problem came up when another Vanessa Williams went to the Screen Actors Guild (SAG) and tried to force the singer to use her middle initial. "It was apparently overturned because if you're famous, you can use whatever name you're famous by. Vanessa Williams is my real name, and, in terms of recording, the 'L' was never used."

When it comes to her own musical preferences, Williams confides, "I'm kind of all over the place. When I'm by myself, I tend to listen to jazz and things that are a little less commercial."

Vanessa Williams' Nearly Perfect 10

She might not have as many AC hits as some other artists, but Vanessa Williams has an amazing ability to place her songs in the Top 10.

Here are her 10 AC hits. Notice that only her Christmas song, "Do You Hear What I Hear?" failed to crack R&R's AC Top 10.

Peak	Title	Peak Date
No. 1	"Dreamin'"	3/24/89
No. 1	"Save The Best For Last"	3/6/92
No. 1	"Love Is"	4/2/93
No. 1	"The Sweetest Days"	12/9/94
No. 1	"Colors Of The Wind"	7/14/95
No. 2	"Just For Tonight"	7/10/92
No. 3	"Where Do We Go From Here?"	8/2/96
No. 3	"Oh How The Years Go By"	2/27/98
No. 7	"Darlin' I"	8/4/89
No. 20	"Do You Hear What I Hear?"	12/20/96

* With Brian McKnight

SNAPSHOTS

KERRY WOOD
Mercury VP/AC Promotion

Basking in Shania Twain's just concluded eight-week run at No. 1 on the Adult Contemporary chart, Wood notes, "AC, Hot AC, and Pop/Alternative have become very clearly defined."

Her three personal favorite Love Songs picks are Twain's "You're Still The One," Simply Red's "Stars," and Whitney Houston's "I Will Always Love You."



“It's time for rock radio to transform this adorable female twosome into the mega-stars they should have become several years ago. 'La Di Da' previews the album *BLENDER* and matches the act with red-hot producer Matthew Wilder. ...You won't be able to shake the chorus after one listen - and isn't that the mark of a single that should be on every station in the land?”

- LARRY FLICK, BILLBOARD, MAY 23, 1998



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AC's Still The One

The facts of our format's life from Mike McVay

Few can dispute that McVay Media President Mike McVay continues to be the most influential Mainstream AC/Soft AC consultant in the field. His Adult Contemporary client list is approximately five dozen stations long, spanning all market sizes and the full spectrum of format flavors and shadings.

Except for a stretch in the mid to late '80s when Country exploded, Adult Contemporary has usually enjoyed powerhouse ratings. McVay happily asserts, "Adult Contemporary is definitely in the best shape it's been in for a long time. A certain amount of that is attributed to the artists who are making music today."

Speaking of Country, though, Adult Contemporary programmers have to be conscious once again of crossover from that format. "We created a demand for country music when we began playing artists like Kenny Rogers and Alabama. That's when Adult Contemporary listeners started using Country radio. Country [record] labels are very smart and are crossing over Garth Brooks, Shania Twain, Faith Hill, and LeAnn Rimes. If Shania Twain said goodbye to Country and came full-time to AC tomorrow, she'd probably triple her earning potential.

"I won't ignore these crossover artists, but I'm going to make them prove themselves every time, because I'm concerned we're going to again make a demand for Country. Adult Contemporary has about an 18-month window until Country is dominant again."

OLD FRIENDS

Enthusiastic to see artists like Chicago, Rod Stewart, Hall & Oates, Fleetwood Mac, and Lionel Richie still on the Adult Contemporary chart, McVay remarks, "It's great because it gives us format-exclusive music."

But Adult Contemporary, he explains, has been more of a song-driven rather than artist-driven format. "In the old days, you'd jump on every Lionel Richie and Billy Joel song that came along. Research shows AC listeners don't have a problem with Natalie Imbruglia's 'Torn' or Shawn Colvin's 'Sunny Came Home.' There are very few Soft AC-exclusive artists."

Winter's Hot Ratings Numbers

Pop/Alternative has been getting considerable attention, but traditional Hot ACs did quite well for themselves this winter. The more mainstream faction produced 11 No. 1s among women 25-54; eight among females 18-34; and one among women 35-64.

No. 1 women 18-34 and women 25-54

13	KPLZ/Seattle
47	WVOR/Rochester
54	WMMX/Dayton
67	WKDD/Akron
71	WYYY/Syracuse
88	KSTZ/Des Moines

No. 1 women 25-54 and women 35-64

34	WWDE/Norfolk
----	--------------

No. 1 women 18-34

30	WMYX/Milwaukee
35	KISN/Salt Lake City

No. 1 women 25-54

28	KEZR/San Jose
33	KSMG/San Antonio
38	WOMX/Orlando
124	WIOG/Saginaw, MI

PROGRAMMING DEPTH

Considering the many nuances that must be dealt with by today's AC programmers, McVay says they're more sophisticated than they were yesterday. "They're given more tools and possess more 'show-biz,' because many come from formats other than AC. It's exciting to give CHR programmers all the research tools and have them do AC. The format becomes flashier and more entertaining. There's a lot of depth to today's Adult Contemporary PD."



Mike McVay

But having said that, McVay is also concerned about the amount of new music that some format programmers play. "Our programmers are being worked harder than ever by record companies, and some jump on songs that don't have legs or are inappropriate. They play them for two or three weeks, then drop them.

"We could do the same thing to Adult Contemporary that Country has done to itself by running songs up and down the chart. Country has failed to establish new core artists, and I'm worried that we might do the same thing."

Unafraid to hire someone who is out of work for a programming job at one of his consulted facilities, McVay notes, "I look for people with battle scars. They have to understand their listeners and know how to make a great-sounding station. I want to know that they have a music essence and can hear the station in their head.

"Over the years, good PDs we've worked with know what their stations should sound like. I want them to be open to

I look for people with battle scars. They have to understand their listeners and know how to make a great-sounding station.

outside-the-box thinking and our input and direction. They shouldn't be so black and white that they can't evolve with the times, because AC is different today. Many major-market GMs gravitate to a small list of PD names because they want to find a good programmer *and* look good upstairs."

Setting his sights more toward medium-market programmers, McVay explains, "It's tougher to program there. To fill a major-market opening, I'm more prone to talk to a medium-market person than a major-market candidate because I worry the major-market person already has a lot of bad habits and won't work as hard."

THE MAINSTREAM/SOFT BLUR

While the lines between Mainstream AC and Soft AC are already fuzzy, McVay opines that they'll continue to blur. "Mainstream AC plays more up-tempo or brighter gold songs and is a little more contemporary. But both play many of the same currents. Frankly, Mainstream AC isn't bright enough for Hot AC fans, so Mainstream AC — it can be argued — is Soft AC. If Mainstream AC stays right where it is, it will be Soft AC in a couple of years."

It would be more of a deliberate effort for Mainstream ACs to shift hotter, and a few may do so. But Mainstream ACs are more like Soft ACs. "The exceptions are Bright ACs, and they can easily lean in that direction. Pop/Alternative is really

Continued on Page 69



Adult Contemporary's No. 1 Club

AC produced its share of continuous measurement market leaders this winter in key female demos. Arranged by market size, here are this winter's 63 No. 1s among women 18-34, 25-54, and 35-64.

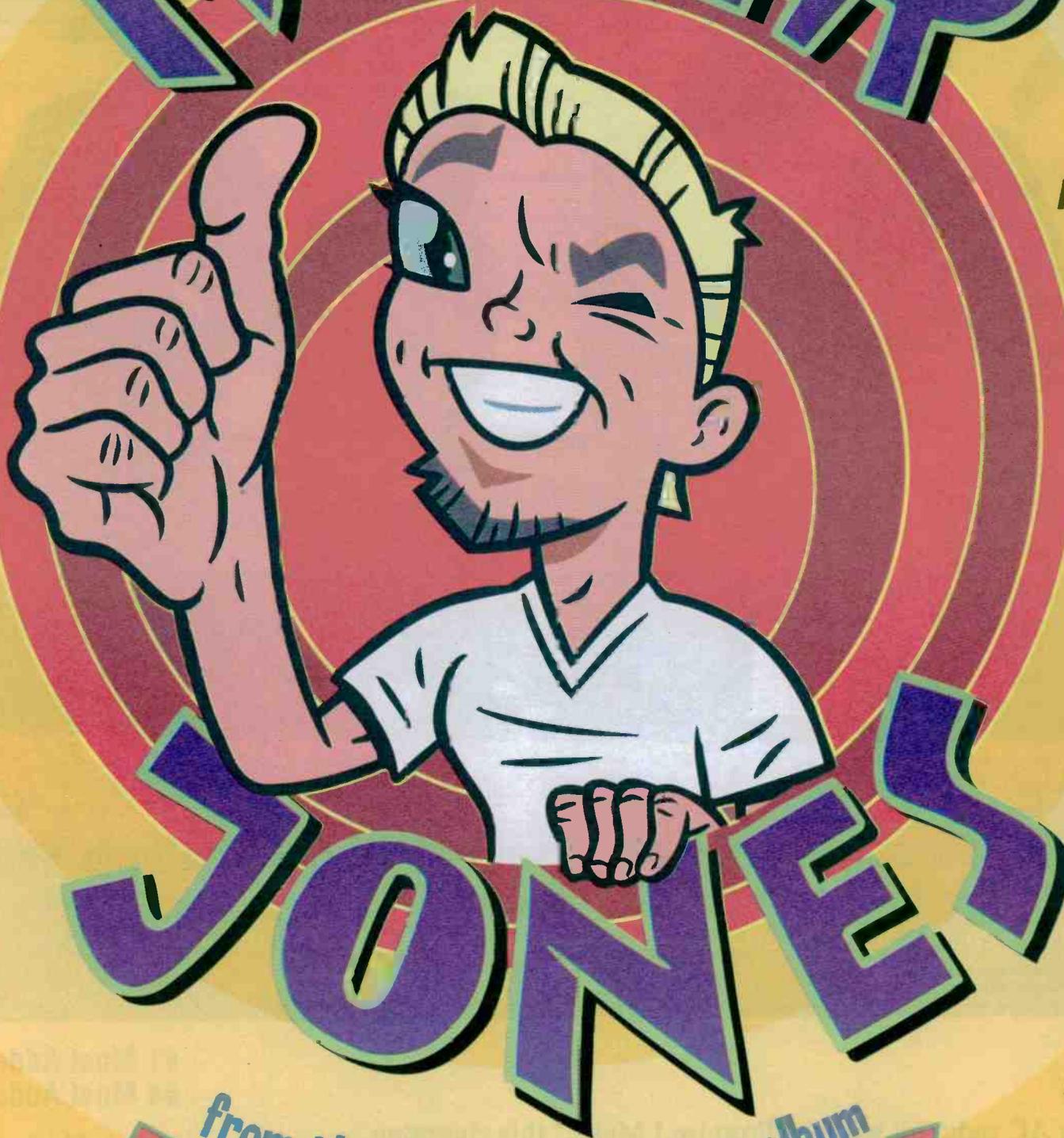
Market/Calls/City	W 18-34	W 25-54	W 35-64
1 WLTV/New York	—	Yes	Yes
3 WLIT/Chicago	—	Yes	Yes
4 KIOI/San Francisco	—	Yes	—
5 WBEB/Philadelphia	—	—	Yes
6 KVIL/Dallas	—	—	Yes
7 WNIC/Detroit	—	Yes	Yes
8 WASH/Washington	—	Yes	—
9 KODJ/Houston	—	Yes	Yes
10 WMJX/Boston	—	Yes	Yes
11 WLYF/Miami	—	—	Yes
13 KWRM/Seattle	—	—	Yes
14 WLTE/Minneapolis	—	Yes	—
16 WALK/Long Island	—	Yes	Yes
17 KESZ/Phoenix	—	Yes	Yes
18 KEZK/St. Louis	—	Yes	Yes
19 WLIF/Baltimore	—	—	Yes
22 KOSI/Denver	—	Yes	Yes
23 WDOK/Cleveland	—	—	Yes
24 KKCW/Portland	—	Yes	Yes
25 WRRM/Cincinnati	—	—	Yes
26 KUDL/Kansas City	—	Yes	Yes
27 KGBY/Sacramento	—	Yes	—
30 WLTQ/Milwaukee	—	Yes	Yes
31 WWLI/Providence	—	Yes	Yes
32 WSNY/Columbus, OH	—	Yes	Yes
33 KQXT/San Antonio	—	—	Yes
35 KSFI/Salt Lake City	—	Yes	Yes
36 WLYT/Charlotte	—	Yes	Yes
38 WMGF/Orlando	—	—	Yes
41 WJYE/Buffalo	—	Yes	Yes
42 WRCH/Hartford	—	Yes	Yes
43 KSNE/Las Vegas	—	Yes	Yes
45 WRVR/Memphis	—	—	Yes
47 WRMM/Rochester	—	—	Yes
49 WEAT-FM/W. Palm Beach	Yes	Yes	Yes
51 WEJZ/Jacksonville	—	—	Yes
52 WVEZ/Louisville	—	Yes	—
56 WTVR-FM/Richmond	—	Yes	Yes
57 WYJB/Albany	—	Yes	Yes
59 KSSK-FM/Honolulu	—	Yes	Yes
61 KMXZ/Tucson	—	Yes	Yes
62 KVLV/McAllen	—	Yes	Yes
63 WMGS/Wilkes Barre	—	Yes	Yes
65 WLHT/Grand Rapids	—	Yes	—
65 WOOD-FM/Grand Rapids	—	—	Yes
66 WLEV/Allentown	—	—	Yes
68 WJXB/Knoxville	—	Yes	—
69 KTSM-FM/EI Paso	—	—	Yes
71 WLTJ/Syracuse	—	—	Yes
72 KEFM/Omaha	—	Yes	—
76 WRVF/Toledo	—	Yes	Yes
77 WMAS-FM/Springfield	Yes	Yes	Yes
78 KWAV/Monterey	—	Yes	—
87 KISC/Spokane	—	Yes	—
87 KXLY-FM/Spokane	—	Yes	—
89 KRBB/Wichita	—	Yes	Yes
90 WTCB/Columbia	—	Yes	Yes
94 KCLI/Colorado Springs	—	Yes	Yes
97 WSUY/Charleston, SC	—	Yes	—
103 WARM-FM/York, PA	—	Yes	Yes
111 WFMK/Lansing, MI	Yes	Yes	Yes
120 WMGN/Madison, WI	—	Yes	Yes
129 KVKI/Shreveport, LA	—	—	Yes

Enlargements

- 49% ranked first among women 25-54 and women 35-64.
- 27% were pacesetters among women 35-64 only.
- 19% were tops among women 25-54.
- 5% of stations that ranked first in at least one of these three female demos were actually able to be tops in *all three*.

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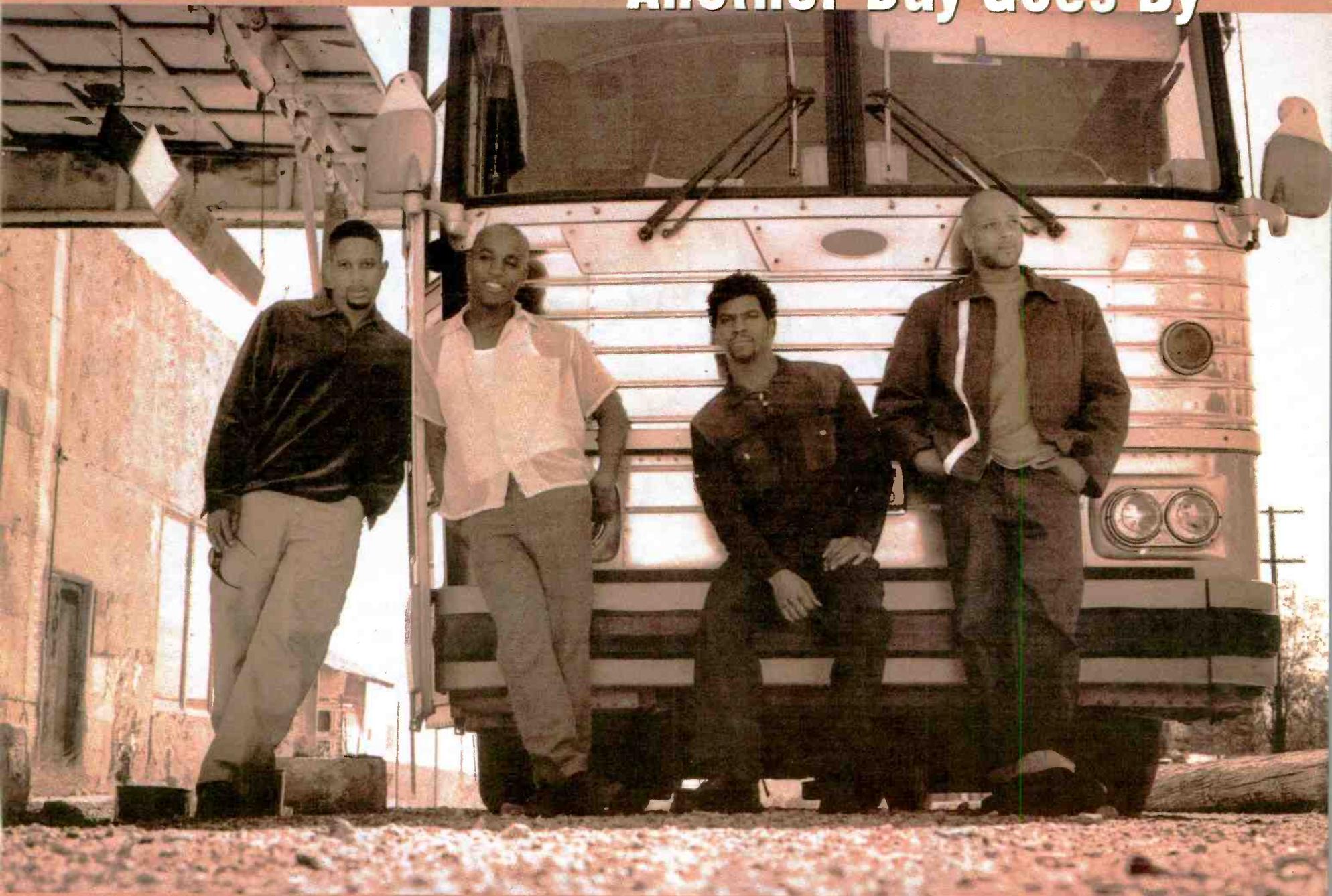
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Album in stores August 25, 1998

DAKOTA MOON

Another Day Goes By



The soaring new single from their self-titled debut album and the follow-up to the hit "A Promise I Make."

Appearing on the Pepsi-Cola Pop Culture Music Tour in a town near you this summer.

Produced and Arranged by Mike More and Andrew Logan for Nine Grounds Productions, Inc.
Managed by Aaron Walton for Aaron Walton Entertainment, Inc.

On Elektra compact discs and cassette tapes. www.elektra.com www.dakotamoon.com © 1998 Elektra Entertainment Group, a division of Warner Communications Inc. A Time Warner Company.



Fresh off an AC radio hit with "A Promise I Make," this charming act is poised to make a long overdue transition into top 40 territory. "Another Day Goes By" is a largely acoustic pop/rock jam that makes excellent use of their smooth harmonies. The track builds from a sweet, low-key intro into a hand-clappin' chorus with serious anthem potential. Don't miss the boat on this one - and don't miss the chance to see Dakota Moon strut its stuff onstage when its first nationwide tour begins in late July.

-BILLBOARD JULY 11, 1998

**#1 Most Added at AC!!
#4 Most Added at Hot AC!!**

Major Market Believers:
KLLC/San Francisco
WAKS/Tampa
WVMX/Cincinnati
WQAL/Cleveland
WWLI/Providence
WSHH/Pittsburgh
WXKS/Boston
WZJM/Cleveland

Most Added at Top 40!!

The Consensus Top Ten



Based on a nearly 14-month chart analysis, the following information illustrates distinct musical differences between Adult Contemporary and Pop/Alternative. This data can also help show if, in fact, Hot AC occupies a true center position between AC and Pop/Alternative.

BACKGROUND AND CAVEATS

This section's information covers R&R's 5/9/97-6/26/98 chart period, with the start date coinciding with R&R's first 20-song Pop/Alternative subchart.

Progress on all chart songs in that period was followed. The same was done in the comparable period on R&R's 30-song AC and Hot AC charts. However, to keep comparisons as fair as possible, a Top 20 cutoff was implemented. The purpose was to see exactly how much overlap exists among AC, Hot AC, and Pop/Alternative.

Hot AC (85) and Pop/Alternative (84) had nearly the identical number of Top 20 songs, and some may be surprised that seemingly "conservative" Adult Contemporary charted the most (94).

Ten songs were common to all three formats. Of those consensus picks, Paula Cole's "I Don't Want To Wait," Shawn Colvin's "Sunny Came Home," and Jewel's "Foolish Games" were the cream of the crop, having Top Five peaks in all three formats.

Adult Contemporary Exclusives (By Peak Chart Position)

ARTIST Title	Wks (Peak)
GARY BARLOW So Help Me Girl	23 (No. 1)
MICHAEL BOLTON Go The Distance	22 (No. 1)
JIM BRICKMAN f/SUSAN ASHTON & COLLIN RAYE The Gift	25 (No. 1)
CHICAGO Here In My Heart	20 (No. 1)
ELTON JOHN Recover Your Soul	18 (No. 1)
RICHARD MARX Until I Find You Again	11 (No. 1)
RICHARD MARX & DONNA LEWIS At The Beginning	27 (No. 1)
BRYAN ADAMS I'll Always Be Right There	13 (No. 2)
PAUL CARRACK For Once In Our Lives	19 (No. 2)
MONICA For You I Will	21 (No. 2)
MICHAEL BOLTON The Best Of Love	17 (No. 3)
TONI BRAXTON I Don't Want To	17 (No. 3)
BARBRA STREISAND * CELINE DION Tell Him	13 (No. 3)
JAMES TAYLOR Little More Time With You	17 (No. 3)
JOHN TESH f/JAMES INGRAM Give Me Forever (I Do)	22 (No. 3)
VANESSA WILLIAMS Oh How The Years Go By	18 (No. 3)
BEE GEES Alone	15 (No. 4)
PETER CETERA Do You Love Me That Much?	20 (No. 4)
DARYL HALL & JOHN OATES Promise Ain't Enough	24 (No. 4)
JON SECADA Too Late Too Soon	7 (No. 4)
NATALIE COLE A Smile Like Yours	15 (No. 5)
KENNY LOGGINS For The First Time	13 (No. 5)
LEANN RIMES Looking Through Your Eyes	11 (No. 5)
KENNY G Loving You	15 (No. 6)
AMY GRANT Like I Love You	16 (No. 6)
TONI BRAXTON f/KENNY G How Could An Angel Break My Heart	14 (No. 7)
DAKOTA MOON A Promise I Make	16 (No. 7)
ROD STEWART Ooh La La	4 (No. 7)
AZ YET f/PETER CETERA Hard To Say I'm Sorry	11 (No. 8)
FLEETWOOD MAC Landslide	14 (No. 8)
ELTON JOHN Candle In The Wind 1997	6 (No. 8)
JOOSE If Tomorrow Never Comes	4 (No. 8)
SPICE GIRLS 2 Become 1	11 (No. 9)
MARIAH CAREY Butterfly	12 (No. 10)
BILLY JOEL To Make You Feel My Love	7 (No. 10)
BILLY JOEL Hey Girl	13 (No. 10)
MICHAEL BOLTON Safe Place From The Storm	10 (No. 11)
CELINE DION All By Myself	5 (No. 11)
GLORIA ESTEFAN Heaven's What I Feel	8 (No. 11)
MARIAH CAREY My All	9 (No. 12)
CHICAGO The Only One	11 (No. 12)
BLESSID UNION Light In Your Eyes	10 (No. 13)
BONNIE RAITT One Belief Away	9 (No. 13)
JIM BRICKMAN f/MARTINA MCBRIDE Valentine	2 (No. 15)
JIM BRICKMAN Picture This	9 (No. 15)

Breakouts include the number of Top 20 chart weeks and peak position. However, several things must be noted.

- Some overlap could have existed prior to 5/9/97 and/or after 6/26/98.
- The listed "peak" position is only for the indicated chart period. A song may have done better after 6/26/98 or reached a higher chart position prior to 5/9/97.
- Chart weeks reflect Top 20 weeks.
- Only songs reaching the Top 20 on the AC and Hot AC charts are included, as well as the entire Pop/Alternative 20-song subchart.

Continued on Page 64

Common To AC, Hot AC, And Pop/Alternative (Alpha/Artist)

ARTIST Title	AC Wks (Peak)	Hot AC Wks (Peak)	Pop/Alt Wks (Peak)
ERIC CLAPTON My Father's Eyes	19 (No. 1)	18 (No. 5)	4 (No. 19)
PAULA COLE I Don't Want To Wait	34 (No. 2)	38 (No. 1)	35 (No. 2)
SHAWN COLVIN Sunny Came Home	25 (No. 1)	27 (No. 1)	22 (No. 2)
NATALIE IMBRUGLIA Torn	8 (No. 8)	20 (No. 1)	20 (No. 1)
JEWEL You Were Meant For Me	17 (No. 2)	14 (No. 2)	7 (No. 8)
JEWEL Foolish Games	17 (No. 5)	26 (No. 1)	23 (No. 4)
SARAH MCLACHLAN Adia	10 (No. 5)	12 (No. 7)	14 (No. 7)
SAVAGE GARDEN Truly Madly Deeply	23 (No. 1)	26 (No. 2)	17 (No. 10)
DUNCAN SHEIK Barely Breathing	1 (No. 20)	26 (No. 3)	14 (No. 5)
SISTER HAZEL All For You	5 (No. 19)	41 (No. 1)	37 (No. 1)

ARTIST Title	Wks (Peak)
KENNY LOGGINS I Am Not Hiding	6 (No. 14)
OLIVIA NEWTON-JOHN I Honestly Love You	3 (No. 14)
STYX Paradise	7 (No. 14)
BARRY MANILOW I'd Really Love To See You Tonight	4 (No. 15)
GARY BARLOW Superhero	5 (No. 16)
KENNY G My Heart Will Go On	7 (No. 16)
BARRY MANILOW I Go Crazy	3 (No. 16)
LIONEL RICHIE Time	2 (No. 16)
PETER CETERA f/ AZ YET You're The Inspiration	6 (No. 17)
BETH NIELSEN CHAPMAN Sand And Water	10 (No. 17)
DARYL HALL & JOHN OATES The Sky Is Falling	7 (No. 17)
MICHAEL LINGTON & BOBBY CALDWELL Tell It Like It Is	5 (No. 17)
BRIAN MCKNIGHT & DIANA KING When We Were Kings	4 (No. 17)
CHICAGO All Roads Lead To You	2 (No. 18)
KENNY G Havana	1 (No. 18)
KATHY TROCCHI He'll Never Leave Me	5 (No. 18)
PAUL CARRACK Eyes Of Blue	4 (No. 19)
AARON NEVILLE Say What's In My Heart	5 (No. 19)
AMBROSIA I Just Can't Let Go	1 (No. 20)
BABYFACE Everytime I Close My Eyes	1 (No. 20)
PETER CETERA She Doesn't Need Me Anymore	5 (No. 20)
JAMES HORNER Southampton	1 (No. 20)
TINA TURNER On Silent Wings	1 (No. 20)
BRIAN WILSON Your Imagination	1 (No. 20)

Artists With Three AC Exclusives

Michael Bolton, Jim Brickman, Peter Cetera, Chicago, and Kenny G.

- Peter Cetera was featured (Az Yet) on a third song.
- Kenny G was featured (Toni Braxton) on a fourth song.

Two AC Exclusives

Gary Barlow, Toni Braxton, Mariah Carey, Paul Carrack, Daryl Hall & John Oates, Billy Joel, Elton John, Kenny Loggins, and Barry Manilow.

- Az Yet was featured (Peter Cetera) on a second song.
- Richard Marx was part of a duet (Donna Lewis) on a second song.
- Celine Dion was part of a duet (Barbra Streisand) on a second song.

The Consensus Top Ten

Continued from Page 63



Adult Contemporary And Hot AC (Alpha By Artist)

ARTIST Title	AC Wks (Peak)	Hot AC Wks (Peak)
BRYAN ADAMS Back To You	10 (No. 11)	1 (No. 20)
BACKSTREET BOYS Quit Playing Games...	26 (No. 2)	15 (No. 14)
BACKSTREET BOYS As Long As You Love Me	22 (No. 4)	12 (No. 15)
TONI BRAXTON Un-break My Heart	8 (No. 13)	1 (No. 17)
BOB CARLISLE Butterfly Kisses	13 (No. 1)	9 (No. 9)
CELINE DION My Heart Will Go On	27 (No. 1)	15 (No. 4)
CELINE DION To Love You More	6 (No. 2)	1 (No. 20)
FLEETWOOD MAC Silver Springs	17 (No. 4)	9 (No. 14)
AMY GRANT Takes A Little Time	23 (No. 3)	17 (No. 10)
ELTON JOHN Something About The Way...	37 (No. 1)	16 (No. 12)
R. KELLEY I Believe I Can Fly	10 (No. 12)	1 (No. 19)
MADONNA Frozen	15 (No. 8)	11 (No. 9)
LEANN RIMES How Do I Live	39 (No. 1)	16 (No. 7)
BRUCE SPRINGSTEEN Secret Garden	9 (No. 7)	5 (No. 11)
SHANIA TWAIN You're Still The One	19 (No. 1)	6 (No. 8)

Hot AC And Pop/Alternative (Alpha By Artist)

ARTIST Title	Hot AC Wks (Peak)	Pop/Alt Wks (Peak)
FIONA APPLE Criminal	9 (No. 17)	22 (No. 8)
MEREDITH BROOKS Bitch	9 (No. 14)	8 (No. 17)
MEREDITH BROOKS What Would Happen	3 (No. 18)	8 (No. 17)
CHERRY POPPIN' DADDIES Zoot Suit Riot	6 (No. 15)	9 (No. 12)
CHUMBAWAMBA Tubthumping	19 (No. 1)	20 (No. 1)
PAULA COLE Where Have All The Cowboys Gone?	13 (No. 4)	7 (No. 7)
PAULA COLE Me	13 (No. 11)	17 (No. 9)
COUNTING CROWS A Long December	3 (No. 14)	1 (No. 16)
COUNTING CROWS Daylight Fading	5 (No. 17)	10 (No. 11)
SHERYL CROW Everyday Is A Winding Road	8 (No. 6)	4 (No. 13)
SHERYL CROW A Change Would Do You Good	20 (No. 3)	18 (No. 2)
ALANA DAVIS 32 Flavors	7 (No. 16)	12 (No. 12)
EVERCLEAR I Will Buy You A New Life	2 (No. 19)	6 (No. 11)
FASTBALL The Way	14 (No. 2)	16 (No. 2)
BEN FOLDS FIVE Brick	12 (No. 11)	16 (No. 6)
GOO GOO DOLLS Iris	8 (No. 3)	10 (No. 1)
GREEN DAY Time Of Your Life (Good Riddance)	11 (No. 10)	20 (No. 4)
INDIGO GIRLS Shame On You	11 (No. 13)	15 (No. 8)
INXS Elegantly Wasted	2 (No. 13)	4 (No. 13)
LISA LOEB I Do	20 (No. 1)	23 (No. 4)
MARCY PLAYGROUND Sex And Candy	17 (No. 4)	21 (No. 2)
MATCHBOX 20 Push	23 (No. 6)	28 (No. 3)
MATCHBOX 20 3am	31 (No. 1)	35 (No. 1)
MATCHBOX 20 Real World	8 (No. 9)	13 (No. 5)
DAVE MATTHEWS BAND Crash Into Me	19 (No. 10)	24 (No. 3)
EDWIN MCCAIN I'll Be	16 (No. 4)	19 (No. 5)
LOREENA MCKENITT The Mummers' Dance	19 (No. 3)	20 (No. 2)
SARAH MCLACHLAN Building A Mystery	22 (No. 4)	24 (No. 1)
SARAH MCLACHLAN Sweet Surrender	13 (No. 7)	19 (No. 6)
NATALIE MERCHANT Kind & Generous	7 (No. 5)	8 (No. 6)
MIGHTY MIGHTY BOSSTONES The Impression ...	6 (No. 18)	23 (No. 9)
ABRA MOORE Four Leaf Clover	1 (No. 19)	10 (No. 18)
ALANIS MORISSETTE Uninvited	10 (No. 3)	13 (No. 3)
BILLIE MYERS Kiss The Rain	22 (No. 6)	16 (No. 10)
OMC How Bizarre	22 (No. 5)	25 (No. 6)
SAVAGE GARDEN I Want You	16 (No. 5)	7 (No. 12)
SEMISONIC Closing Time	3 (No. 14)	8 (No. 10)
VONDA SHEPARD Searchin' My Soul	9 (No. 9)	6 (No. 16)
SISTER 7 Know What You Mean	4 (No. 18)	8 (No. 15)
SMASH MOUTH Walkin' On The Sun	34 (No. 1)	36 (No. 1)
SUGAR RAY Fly	26 (No. 2)	29 (No. 1)
SUNDAYS Summertime	11 (No. 10)	18 (No. 7)
10,000 MANIACS More Than This	11 (No. 9)	12 (No. 11)
TEXAS Say What You Want	6 (No. 16)	2 (No. 19)
THIRD EYE BLIND Semi-Charmed Life	33 (No. 3)	33 (No. 1)
THIRD EYE BLIND How's It Going To Be	27 (No. 5)	32 (No. 3)

Hot AC Exclusives (By Peak Chart Position)

ARTIST Title	Wks (Peak)
HANSON Mmm Bop	15 (No. 5)
NO DOUBT Don't Speak	10 (No. 8)
CARDIGANS Love Fool	7 (No. 9)
KYLE VINCENT Wake Me Up When The World's Worth...	7 (No. 18)
BLESSID UNION I Wanna Be There	4 (No. 19)
SHAWN COLVIN Nothin On Me	3 (No. 19)

Pop/Alternative Exclusives (By Peak Chart Position)

ARTIST Title	Wks (Peak)
CHANTAL KREVIUZUK Surrounded	10 (No. 13)
LIVE Turn My Head	8 (No. 14)
OASIS Don't Go Away	10 (No. 14)
TORI AMOS Silent All These Years	7 (No. 15)
TOAD THE WET SPROCKET Come Down	5 (No. 15)
DEPECHE MODE It's No Good	5 (No. 16)
WALLFLOWERS Three Marlenas	10 (No. 16)
GREEN DAY Time Of Your Life (Good Riddance) (Second Time)	3 (No. 17)
BLUES TRAVELER Most Precarious	2 (No. 18)
IMANI COPPOLA Legend Of A Cowgirl	4 (No. 18)
SARAH MCLACHLAN Possession	1 (No. 18)
TORI AMOS Spark	1 (No. 19)
DISHWALLA Give	1 (No. 19)
SISTER HAZEL Happy	5 (No. 19)
SISTER HAZEL Happy (Second Time)	1 (No. 19)
SMASH MOUTH Can't Get Enough Of You Baby	1 (No. 19)
SNEAKER PIMPS 6 Underground	1 (No. 19)
SUBLIME Santeria	1 (No. 19)
DAVE MATTHEWS BAND Stay (Wasting Time)	1 (No. 20)
DUNCAN SHEIK She Runs Away	2 (No. 20)

Adult Contemporary

Titles	94
AC Exclusive	73%
Shared With Hot AC	16%
Common To AC, Hot AC, And Pop/Alternative	11%
AC Exclusive Average Chart Position	10

Hot AC

Titles	85
Shared With Pop/Alternative	63%
Shared With Adult Contemporary	18%
Common To AC, Hot AC, And Pop/Alternative	12%
Hot AC Exclusive	7%
Hot AC Exclusive Average Chart Position	13

Pop/Alternative

Titles	84
Shared With Hot AC	64%
Pop/Alternative Exclusive	24%
Common To AC, Hot AC, And Pop/Alternative	12%
Pop/Alternative Exclusive Average Chart Position	17

ARTIST Title	Wks (Peak)	Wks (Peak)
TONIC If You Could Only See	33 (No. 7)	44 (No. 4)
U2 Staring At The Sun	5 (No. 9)	6 (No. 4)
VERVE Bitter Sweet Symphony	15 (No. 6)	23 (No. 3)
VERVE PIPE The Freshmen	23 (No. 6)	23 (No. 2)
WALLFLOWERS One Headlight	25 (No. 1)	16 (No. 1)
WALLFLOWERS The Difference	10 (No. 13)	19 (No. 7)
WALLFLOWERS Heroes	4 (No. 17)	9 (No. 10)
WHITE TOWN Your Woman	4 (No. 18)	6 (No. 5)

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Vancouver

Country

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CHR

#1 Adults 18-34
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Nighttime Delight

Up-close and personal with Delilah

Nights have traditionally been Adult Contemporary's Achilles' heel. Competing with such options as television continues to be an extremely tough proposition.

Love Songs became a popular AC nighttime choice, but programmers eventually discovered that finding the right host, compatible music, and the surrounding element mix isn't always a slam dunk.

Despite the odds, Seattle-based Delilah has become a legitimate Love Songs phenomenon. Just as many Rock- and Alternative-leaning stations salivate over having Howard Stern as their morning talent, ACs have been virtually pounding down Broadcast Programming's door about Delilah's availability.

"I thought the dream was real when we got on more than 10 stations," admits Delilah. "When we hit 50, I wondered how much better life could get."

Her show's now heard in over 160 markets.

There've been a variety of reasons why so many stations have come on-board. "Nine of the first 11 affiliates were [consultant] Mike McVay's clients, and they signed up because they trusted him," Delilah says. "He said to give it a try, and if it didn't work, the station hadn't lost anything.

Ratings were good, and when BP bought us, they had a story to tell, and they told it well.

"The face of radio has changed so much with these damn conglomerates buying everything. A handful of people control dozens of stations. If you do well on one station, word gets out. I hate that radio has changed so much with these takeovers. But we've kicked butt with several Chancellor stations, and they basically gave us all their Soft ACs. It's developed into being a great show that generates listener response. Stations get a much better quality show than they had before — and they get ratings."

Perhaps to Broadcast Programming's chagrin, the popular host isn't terribly concerned about further padding the affiliate roster. "I'm as happy as a clam and don't really care how many more stations we get. I just want to continue doing a great program and touch people's lives. It never ceases to amaze me how vulnerable people are when they call and how willing they are to share their true emotions."

And her greatest thrills aren't ratings-driven. "Getting a letter from someone who says you made a real difference in

their life is a real high for me. It's great to give someone the courage to get away from an abusive husband or have them get help for an addiction."

It may come as somewhat of a surprise that the show actually receives more calls from males than females. "It's just that we don't get as many airable stories from them, which might be a function of communication. I tell them to work with me. I need more from them than, 'She's a nice gal.'"

"By nature, women are more talkative. We use twice as many words in a day as men. Most men use the vast majority of their words during the course of the business day. By the time they get home, they're ready to rest and relax. Stay-at-home moms aren't even warmed up when their husbands walk through the door. They can't understand why their husband is sitting there exhausted. Studies show girls talk 10 months earlier than boys, and girls do better in English."

Genuineness, Delilah opines, is a major factor in the show's success. "I broke all the rules and was willing to get fired for it. I say what I really think and feel. For 10 or 15 years, programmers have been trying to make shows like this be the way they think it should be. It would basically be preprogrammed.

They want a soft voice saying corny things like, 'That's for Steve and Carol.' In their minds, that's the way it's supposed to be."

Recently, the syndicated Love Songs host had a woman on who was having an affair with a married man. "As kindly as I could, I said I would absolutely *not* play a song for an adulterous affair," Delilah recalls. "I got an e-mail from a married man who was on his way out the door to meet his online girlfriend. He said he turned his car around and went back home where he belonged."

The Delilah affiliate count — and her related responsibilities — have been swelling. "The hardest part for me has been the amount of production I now have to do. I try to provide liners for each affiliate, and that's kind of overwhelming. Instead of having one PD, we now have several who want to control the show, and that's always challenging."

Broadcast Programming AC Consultant Mike Bettelli serves as Delilah's PD. She explains, "We give ear to what all the affiliate programmers have to say and sift through it to see what's valid and what we can work with. Other stuff is crap and is thrown out."

But it's a delicate situation, because the show exists because of its clients. "There's no point without them," concedes Delilah. "At the same time, however, you don't want to water down the show's magic just to fit in some idiot's preprogrammed, stupid box of how he thinks things should be done. I always want to scream, 'If your way worked, you would've had ratings before you hired me.'"

"Most input we get regarding music is crap. Ultimately, Mike Bettelli is PD/MD. My producer and I pick the requested positions, and that's where we lock horns with PDs. Their biggest bugaboo is that we play untested songs that aren't on their little lists. Sometimes I admit they have a good point and sometimes I don't."

According to Delilah, the show's most-requested songs happen to be ones affiliate programmers object to most often. "For years, Michael W. Smith's 'Friends' has been one of my most-requested songs. But whenever we play it, some PD will

Continued on Page 69



Delilah



Celine's Still The One

Based on our exclusive station survey, these are the top 40 most-requested songs heard on the country's various Love Songs shows.

- 1 CELINE DION My Heart Will Go On
- 2 CELINE DION Because You Loved Me
- 3 RIGHTEOUS BROTHERS Unchained Melody
- 4 SAVAGE GARDEN Truly Madly Deeply
- 5 WHITNEY HOUSTON I Will Always Love You
- 6 BETTE MIDLER Wind Beneath My Wings
- 7 LEANN RIMES How Do I Live
- 8 JOHN TESH f/ JAMES INGRAM Give Me Forever (I Do)
- 9 BRYAN ADAMS (Everything I Do) I Do It For You
- 10 JIM BRICKMAN & MARTINA MCBRIDE Valentine
- 11 HEATWAVE Always And Forever
- 12 JIM BRICKMAN f/SUSAN ASHTON & COLLIN RAYE The Gift
- 13 CHRIS DEBURGH Lady In Red
- 14 JOURNEY Open Arms
- 15 SHANIA TWAIN You're Still The One
- 16 BOB CARLISLE Butterfly Kisses
- 17 MARY CHAPIN CARPENTER Grow Old With Me
- 18 ERIC CLAPTON Wonderful Tonight
- 19 CELINE DION Power Of Love
- 20 BETTE MIDLER The Rose
- 21 DIONNE WARWICK & FRIENDS That's What Friends Are For
- 22 BARBRA STREISAND & BRYAN ADAMS I Finally Found Someone
- 23 ALL-4-ONE I Swear
- 24 ATLANTIC STARR Always
- 25 MICHAEL BOLTON When A Man Loves A Woman
- 26 DIANA ROSS & LIONEL RICHIE Endless Love
- 27 ROD STEWART Have I Told You Lately
- 28 BACKSTREET BOYS As Long As You Love Me
- 29 TONI BRAXTON Unbreak My Heart
- 30 JOURNEY Faithfully
- 31 NATALIE IMBRUGLIA Torn
- 32 CLIMAX BLUES BAND I Love You
- 33 DAKOTA MOON A Promise I Make
- 34 JOE COCKER You Are So Beautiful
- 35 ELTON JOHN Something About The Way You Look Tonight
- 36 MADONNA Crazy For You
- 37 LINDA RONSTADT & JAMES INGRAM Somewhere Out There
- 38 SELENA Dreaming Of You
- 39 EDDIE RABBITT & CRYSTAL GAYLE You And I
- 40 MARC COHN The Companion

Enlargements

- Celine Dion proves to be the most prolific Love Songs artist, placing three songs on the list. All Dion's songs are in the top 20, including Nos. 1 and 2!
- There are two titles each from Journey and Bette Midler.
- Bryan Adams appears as a solo act and on a duet.
- Two songs utilizing James Ingram are included.
- Pianist Jim Brickman charts two songs, both featuring vocals.

SNAPSHOTS

SCOTT EMERSON

A&M Director/National AC Promotion

Joking that changes in the AC and Hot AC world are "making my hair gray at an early age," Emerson says he's especially excited to be working the Patty Griffin project.

On his list of favorite Love Songs are Amy Grant's "Like I Love You" and Shania Twain's "You're Still The One."



SNAPSHOTS

KAREN MCLELLAN

Jive National Promotion Manager/
AC & Special Projects

On the heels of two Backstreet Boys chart hits, McLellan remarks, "I'm really proud to be part of their success — especially at AC radio."

Among her favorite Love Songs are Bryan Adams' "(Everything I Do) I Do It For You," "Absolute Beginners" by David Bowie and Kate Bush, and Eric Clapton's "Wonderful Tonight."



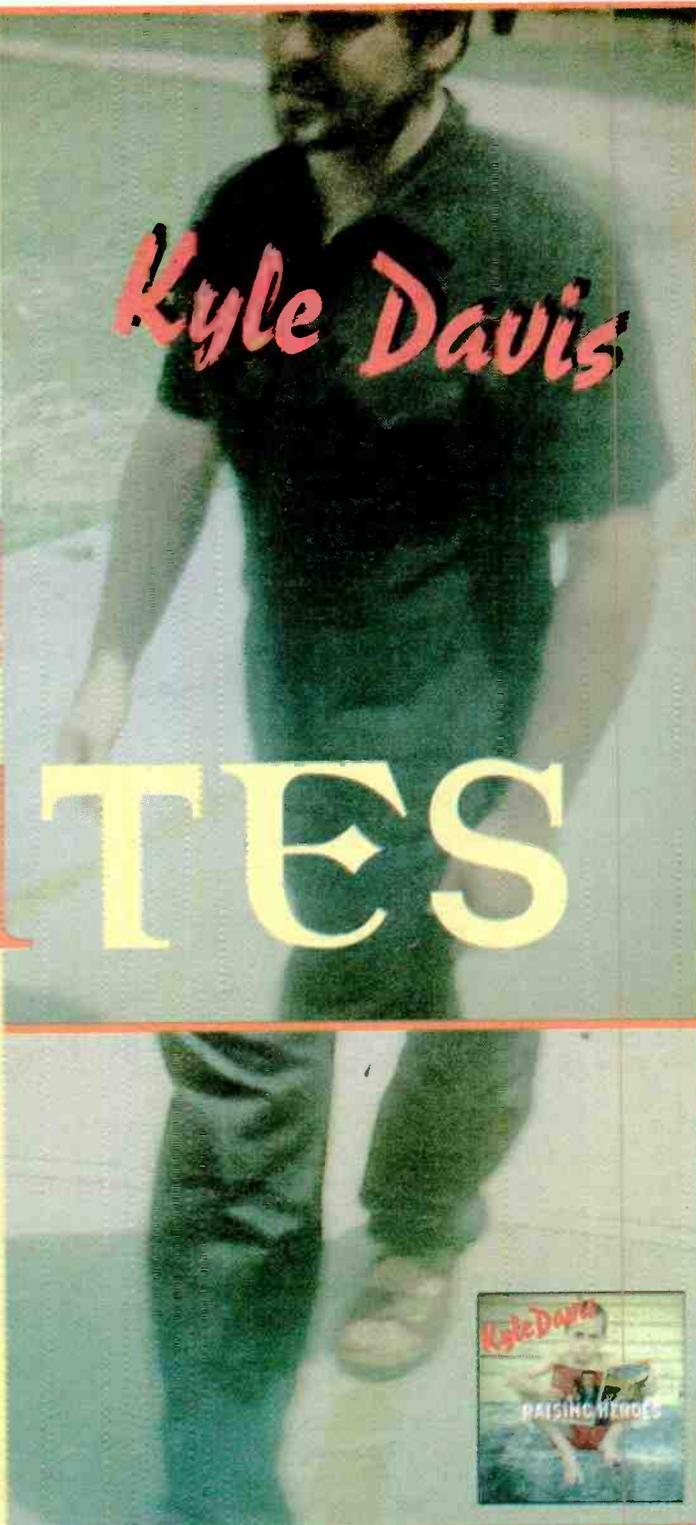
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Nighttime Numbers

The Complete 4-1-1 On Love Songs

Given the vast number of Adult Contemporary stations that slot some form of Love Songs programming, we've devoted several R&R AC columns to the subject over the past dozen years. Material contained in this special, however, far surpasses that very extensive previous coverage. The following information is based on an exclusive R&R survey of more than 100 leading format stations.

Adult Contemporary

Do you air a nightly Love Songs-type show?

Yes	83%
No	17%

Hot AC

Do you air a nightly Love Songs-type show?

Yes	11%
No	89%

Enlargements

- Not one Pop/Alternative responded "Yes."
- 9% of Hot ACs saying "No" had once done such a show.
- 82% of the Hot ACs surveyed are facing Love Songs competition in their markets.

If "Yes," what is the show's title?

<i>Delilah</i>	40%	<i>Between The Sheets</i>	1%
<i>Love Songs</i>	21%	<i>By Request</i>	1%
<i>After Dark/Hours</i>	10%	<i>For Lovers Only</i>	1%
<i>Nite Lite</i>	6%	<i>Lite At Nite</i>	1%
<i>Pillow Talk</i>	6%	<i>Lites Out</i>	1%
<i>Love Lite</i>	5%	<i>Love Notes</i>	1%
<i>Night Breeze/Rhythms</i>	3%	<i>Love Sounds</i>	1%
<i>Bedtime Magic</i>	1%	<i>Love Zone</i>	1%

If "Yes," when does your show air?

Sun-Fri, 7pm-12m	18%	Sun-Fri, 9pm-12m	2%
Mon-Fri, 7pm-12m	14%	Sun-Fri, 9pm-1am	2%
Mon-Sun, 7pm-12m	11%	Mon-Fri, 8pm-11pm	2%
Mon-Sun, 8pm-12m	8%	Mon-Fri, 9pm-1am	2%
Mon-Fri, 8pm-12m	6%	Mon-Fri, 9pm-2am	2%
Sun-Fri, 8pm-12m	3%	Mon-Fri, 12m-3am	2%
Mon-Fri, 9pm-12m	3%	Mon-Sat, 7pm-11pm	2%
Mon-Sun, 7pm-2am	3%	Mon-Sat, 7pm-12m	2%
Saturday, 9pm-12m	2%	Mon-Sat, 8pm-10pm	1%
Tue-Sat, 10pm-2am	2%	Mon-Sat, 9pm-12m	1%
Tue-Sat, 12m-3am	2%	Mon-Sat, 11pm-2am	1%
Fri-Sun, 8pm-2am	2%	Mon-Sun, 8pm-11pm	1%
Sun-Thu, 7pm-1am	2%	Mon-Sun, 8pm-1am	1%
Sun-Fri, 6pm-9pm	2%	Mon-Sun, 9pm-12m	1%

Enlargements

- 2% of the shows air two hours a night.
- 19% of the shows air three hours a night.
- 24% of the shows air four hours a night.
- 49% of the shows air five hours a night.
- 3% of the shows air six hours a night.
- 3% of the shows air seven hours a night.
- 2% of the shows air three nights a week.
- 36% of the shows air five nights a week.
- 34% of the shows air six nights a week.
- 28% of the shows air seven nights a week.
- 2% of stations do 12 weekly hours of Love Songs.
- 8% of stations do 15 weekly hours of Love Songs.
- 8% of stations do 18 weekly hours of Love Songs.
- 10% of stations do 20 weekly hours of Love Songs.
- 3% of stations do 21 weekly hours of Love Songs.
- 7% of stations do 24 weekly hours of Love Songs.
- 16% of stations do 25 weekly hours of Love Songs.
- 8% of stations do 28 weekly hours of Love Songs.
- 13% of stations do 35 weekly hours of Love Songs.
- 22% of stations do 30 weekly hours of Love Songs.
- 3% of stations do 49 weekly hours of Love Songs.

Adult Contemporary

Rate a Love Songs show's importance on a 0-10 scale.

10	27%
9	15%
8	33%
7	9%
6	3%
5	4%
4	2%
3	3%
2	0%
1	2%
0	2%
Average: 8	

Hot AC

Rate a Love Songs show's importance on a 0-10 scale.

10	10%
9	3%
8	7%
7	0%
6	7%
5	7%
4	7%
3	17%
2	14%
1	28%
0	0%
Average: 4	

Enlargements

- ACs *not* doing Love Songs produced a 4 average.
- Hot ACs doing a Love Songs show produced a 7 average.
- 56% of ACs giving it a 10 are Delilah affiliates.
- The lowest AC score given by a Delilah affiliate was 4.



Love On Their Minds

The following air talents have been hosting nighttime Love Songs shows for at least the last two years. We stress that this is not implied to be the definitive list. It does, however, include stations that participated in our survey.

Calls/City	Host	Tenure
WMJX/Boston	David Allan Boucher	16 yrs.
KOST/Los Angeles	Ted Ziegenbusch	15 yrs.
WARM-FM/York, PA	Dennis Wagner	12 yrs.
WALK/Long Island	Jay Letterman	10 yrs.
KEFM/Omaha	Jeff Larsen	10 yrs.
KSNE/Las Vegas	Robert Holiday	8 yrs.
KOST/Los Angeles	Karen Sharp	8 yrs.
WMGS/Wilkes Barre	Fran Pantuso	8 yrs.
WOOF/Dothan, AL	Earl Kelley	6 yrs.
WRCH/Hartford	Dean Richards	6 yrs.
WWLI/Providence	Art Spencer	6 yrs.
KEZK/St. Louis	Gary Kirander	6 yrs.
WNIC/Detroit	Alan Almond	5 yrs.
WYXR/Philadelphia*	Christopher Knight	5 yrs.
WMAS-FM/Springfield, MA	Drew Hastings	5 yrs.
KVIL/Dallas	Valerie Smith	4.5 yrs.
WYJB/Albany	Pat Ryan	4 yrs.
WTVR-FM/Richmond	Regan Keith	4 yrs.
WLIF/Baltimore	Fran Lane	3 yrs.
KOSI/Denver	Mary Harlowe	3 yrs.
WCRZ/Flint, MI	Carey Conley	3 yrs.
WJLI/Fort Wayne	Craig Allan	3 yrs.
WFMK/Lansing, MI	Sean Riley	3 yrs.
KJSN/Modesto, CA	Kara Franklyn	3 yrs.
KWAV/Monterey	Candy James	3 yrs.
KGBX/Springfield, MO	Shelby Collins	3 yrs.
WEAT-FM/W. Palm Beach	Chad Perry	3 yrs.
WDEF/Chattanooga	Denise	2.5 yrs.
WLTW/New York	J. J. Kennedy	2.5 yrs.
WRWC/Rockford, IL	Delilah#	2.5 yrs.
KKMJ/Austin	Stephen Michael Kerr	2 yrs.
WLTE/Minneapolis	Brian Michaels	2 yrs.
WSHH/Pittsburgh	Delilah#	2 yrs.
WSRS/Worcester, MA	R. J.	2 yrs.

* Hot AC

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Cross-Section Of Programming Perspectives

Continued from Page 53

and Rod Stewart, but left in artists like Journey, Celine Dion, and Bonnie Raitt. We didn't make much headway."

In April 1997, consultant Randy Lane was summoned. "We were on the fence with artists like UB40 and Prince, but they wound up going away," recalls Hayes. "This format will always be a pruning process. Most things start way on the left, gradually move to the middle, then they're gone to the AC side. I don't know how much we flank [Alterna-

tive] KROX, but there was just such a huge hole between them and KKMJ; we just fit right in the middle of it.

"I really believe female music is the core of this format, but it's all starting to sound like Sheryl Crow, Fiona Apple, and Natalie Merchant. There's nothing really interesting. Things haven't changed — we have to have hits. When something like Fastball's 'The Way' comes along, you hope that's not the last big hit you'll have for six months."

Mix's mainstream nature makes it easy for women to enjoy the station.

"Nobody in Austin was playing stuff like Sarah McLachlan, Natalie Merchant, and the Indigo Girls. When we came on, the format somehow captured the market's imagination, and we were very focused. We're conservative in what we add, but we image, image, image to brand things as Mix.

"You have to be smart about marketing the station and have a clear understanding of who your consumer is so you can really brand it to them. Stations also need good writing in the imaging to make things interesting."

AC's Still The One

Continued from Page 60

tomorrow's Hot AC. It's hard to be Hot AC today and *not* play a heavy dose of Pop/Alternative. I tell some Hot ACs that might be reluctant to play Alternative-leaning product that they can't ignore this music — they have to play it."

Comparing his company's Mainstream and Soft AC playlists, Cleveland-based McVay reveals, "Our Mainstream ACs play seven powers, nine regulars, and two extras; our Soft ACs play a total of nine currents — period."

Both have six to eight titles in a Love Songs category.

NIGHTS HEAT UP

Nighttime Adult Contemporary programming and Love Songs have become virtually synonymous. Local hosts have traditionally handled these duties, but nationally syndicated Delilah has drastically changed that landscape

and is heard on over 160 stations.

Her surging popularity doesn't surprise McVay at all. He first became aware of Delilah almost 10 years ago when he consulted KLSY/Seattle. "She breaks a lot of rules, and the music she plays is almost incidental compared to her conversations with her listeners."

Ten McVay clients began carrying Delilah in a somewhat unwired network before Broadcast Programming started syndicating the show nationally. It's obvious that those doing Love Songs shouldn't simply throw in the towel if she arrives in a market. "The attitude should be to make her take that position away from them," McVay advises. "They should make their show sound as local as possible."

WNIC/Detroit *Pillow Talk* host Alan Almond has been a Motor City nighttime staple for years, but McVay claims Delilah and those like Almond "are two totally different acts. People like Alan

Almond are really nice voices who ask listeners what music they want to hear and who they want to dedicate it to; Delilah sounds like a normal person chatting to her audience."

Personality is a very important benchmark for another daypart — morning drive — and McVay has always been a big morning show fan. "I believe AC took off when we made it more than a nine-to-five format. Particularly in major markets, you can live on being a nine-to-five music service, but you have to support that music-only position with continual marketing."

The overall good news for Adult Contemporary is that its power ratios are remaining strong. "There are guys billing one and a half times their ratings, and that's a big selling point for the format," McVay concludes. "Media buyers love it, and it's the format many retailers actually listen to, so it's easy to sell."

Nighttime Delight

Continued from Page 66

call and complain. Carole King's 'Child Of Mine' always gets terrific response. Listeners love it, programmers don't."

In some markets, Delilah goes head-to-head with locally programmed Love Songs shows. "There are times when both shows do okay," she observes. "But the competitive nature in me loves the fact that, in most markets, we went in and destroyed existing Love Songs shows: I like that a lot."

Remarking that her life has never been better, Delilah looks forward to going to work each night. "There hasn't been a death in my family in two years. That's amazing, because I had lost someone special each of the past several years. My marriage

is stronger, better, and more wonderful than I ever dreamed; my kids are healthy; and we just adopted another son."

Listening to other people's perceived "problems" each night can take its toll. Not long ago, Delilah would find it taxing to go on the air and hear people being depressed. "There were times that I wanted to scream, 'My mother has brain cancer. Don't call me whining that some guy dumped you after two

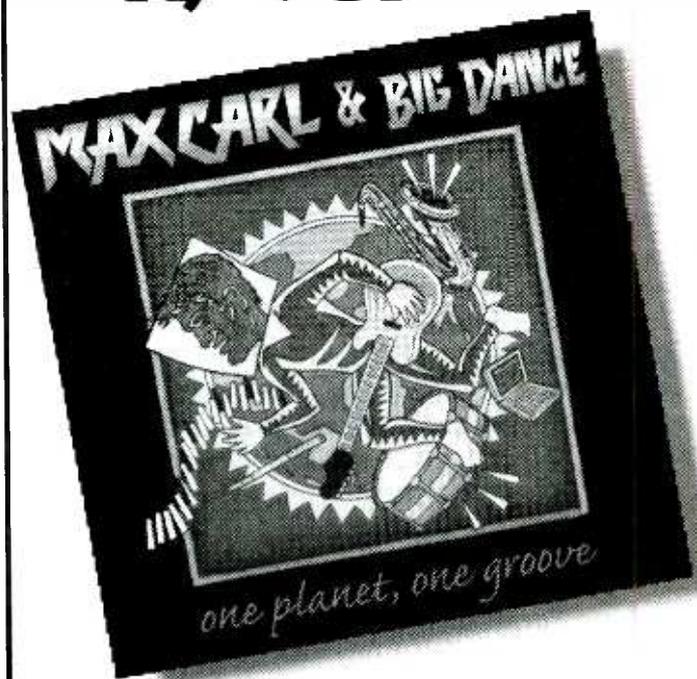
weeks.' I'd lose it with people when they would go on and on about their terrible life."

As long as people have sensitive hearts, she theorizes there'll always be a need for Love Songs shows. "Listeners want compelling programming. Playing Love Songs the way they were programmed by other stations may have been a gimmick, but a compelling program that's real and plays great music isn't."

Acknowledgments

My deep appreciation to the more than three dozen programmers, consultants, singer/songwriters, and label reps who shared their input; the advertisers and our R&R salespeople who made it possible; Managing Editor Richard Lange for his invaluable expertise; Carl Harmon, Tim Kummerow, and Gary van der Steur for their production/artistic efforts; and our readers for your continued support.

GOING FOR ANOTHER 2 MILLION A/C SPINS!



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Contact: Linda White Wolf, Vice President, Promotions

3W	2W	LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	2	2	1	CELINE DION To Love You More (550 Music)	2556	2537	2506	2284	109/1
1	1	1	2	SHANIA TWAIN You're Still The One (Mercury)	2471	2598	2633	2637	107/0
5	3	3	3	SARAH MCLACHLAN Adia (Arista)	2190	2160	2079	1942	103/0
6	4	4	4	LEANN RIMES Looking Through Your Eyes (Curb/Atlantic)	2038	2069	2059	1932	100/1
7	7	5	5	ROD STEWART Ooh La La (Warner Bros.)	1955	1885	1733	1548	100/1
8	8	8	6	NATALIE IMBRUGLIA Torn (RCA)	1745	1656	1548	1403	84/5
3	5	6	7	ERIC CLAPTON My Father's Eyes (Duck/Reprise)	1714	1857	2043	2099	93/0
4	6	7	8	SAVAGE GARDEN Truly Madly Deeply (Columbia)	1702	1847	1915	1989	92/0
11	10	9	9	GLORIA ESTEFAN Heaven's What I Feel (Epic)	1418	1366	1306	1294	83/2
16	15	11	10	LIONEL RICHIE Time (Mercury)	1362	1277	1077	849	97/2
13	12	10	11	BONNIE RAITT One Belief Away (Capitol)	1303	1294	1178	1151	87/0
12	9	12	12	BACKSTREET BOYS As Long As You Love Me (Jive)	1233	1244	1313	1294	77/0
9	11	13	13	JOHN TESH F/JAMES INGRAM Give Me ... (GTSP/Mercury)	1114	1164	1248	1371	74/0
14	14	14	14	OLIVIA NEWTON-JOHN I Honestly Love You (MCA/Universal)	1103	1093	1083	994	81/1
18	16	16	15	CHICAGO All Roads Lead To You (Reprise)	964	901	858	743	69/3
10	13	15	16	ELTON JOHN Recover Your Soul (Rocket/Island)	927	1051	1174	1338	61/0
BREAKER			17	BRIAN WILSON Your Imagination (Giant/WB)	886	838	694	608	75/4
21	18	18	18	BOB SEGER & MARTINA MCBRIDE Chances Are (Capitol)	711	684	566	514	62/4
29	23	19	19	ANNE COCHRAN AND JIM BRICKMAN After All... (Windham Hill)	678	569	435	281	70/7
24	21	21	20	MARILYN SCOTT Starting To Fall (Warner Bros.)	628	537	487	422	56/4
28	25	20	21	GARTH BROOKS To Make You Feel My Love (Capitol)	598	540	382	308	69/13
—	26	24	22	CHRISTINA AGUILERA Reflection (Walt Disney)	507	375	279	135	61/9
23	22	22	23	K-CI & JOJO All My Life (MCA)	483	478	445	423	32/2
30	27	26	24	DARYL HALL & JOHN OATES Throw The Roses Away (Push)	347	315	276	242	40/3
—	28	27	25	RINGO STARR La De Da (Mercury)	334	299	273	238	51/4
—	—	28	26	GEORGE BENSON Standing Together (GRP)	331	266	177	50	41/3
DEBUT			27	BACKSTREET BOYS I'll Never Break Your Heart (Jive)	271	141	40	—	41/11
—	30	29	28	NATALIE MERCHANT Kind & Generous (Elektra/EEG)	265	216	183	143	16/3
DEBUT			29	ACE OF BASE Cruel Summer (Arista)	228	159	127	88	20/1
DEBUT			30	FAITH HILL This Kiss (Warner Bros.)	226	120	41	27	20/8

This chart reflects airplay from July 6-12. Songs ranked by total plays. Highlighted songs indicate Breaker
113 AC reporters. 109 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent.
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NEW & ACTIVE

SAVAGE GARDEN To The Moon And Back (Columbia)

Total Stations: 24, Adds: 6, Plays: 212, including WWLI 10 (10), WVAF 17 (18), WKYE 13 (12), WHUD 10 (10), WMGS 6 (10), WGSY 8 (8), WTCB 6 (5), WPEZ 6, KHLA 5, WHBC 18, WFMK 10 (10), WGLM 18 (17), WMGN 15 (23), WLTV 4 (1), WSWT 11 (10), WAZY 15 (15), KMAJ 11 (14), KYMG 24 (23).

BABYFACE & DES'REE Fire (Yab Yum/550 Music)

Total Stations: 21, Adds: 2, Plays: 182, including WWLI 5 (5), WLIF 8 (8), WALK 10, WBEB 6 (5), WSHH 6 (7), WMGS 4 (4), WGSY 8, WMJY 12, WDEF 5, WOOF 17 (15), WAHR 5 (5), WHBC 5 (5), WLIT 6 (11), WGLM 17 (17), WMGN 16 (27), WAZY 26 (19), KMAJ 11 (14), KOSI 5 (4), KQAV 3 (3), KSBL 7 (10).

BRIAN MCKNIGHT Anytime (Motown)

Total Stations: 11, Adds: 0, Plays: 123, including WLTV 13 (13), WMJQ 25 (26), WALK 3 (3), WLZW 11 (8), WLRQ 15 (18), WRMF 5 (4), WOOF 8 (8), WRVR 7 (7), WLTS 19 (19), WRWC 12 (12).

NA LEO The Rest Of Your Life (NLP)

Total Stations: 12, Adds: 0, Plays: 103, WRCH 4 (5), WWLI 10 (5), WKWK 40 (40), KVLV 5 (5), WGLM 5 (5), WRWC 5, KKLI 2 (2), KSSK 5 (5), KQAV 10 (5), KKCW 3 (3), KSBL 6 (11), KISC 8 (6).

TONY RICH PROJECT Silly Man (LaFace/Arista)

Total Stations: 19, Adds: 5, Plays: 91, including WWLI 7 (7), WLIF 5 (5), WHUD 6 (1), WKWK 5, WTVR 8 (2), WDEF 5 (4), WOOF 6 (7), WFMK 10 (10), WGLM 8 (7), WLTV 1, WSWT 2, WRWC 8 (5), WLTE 5 (5), KELO 6 (6), KQAV 3 (3), KSBL 6 (4).

DAKOTA MOON Another Day Goes By (Elektra/EEG)

Total Stations: 16, Adds: 15, Plays: 79, including WWLI 5, WVAF 16, WHUD 3, WTCB 3, WDEF 6, WGLM 5, WSWT 2, WAZY 15 (15), KMAJ 11, KKLI 3, KYMG 7, KQAV 3.

RICHIE SAMBORA In It For Love (Mercury)

Total Stations: 16, Adds: 4, Plays: 62, including WWLI 5 (5), WKWK 5, WGSY 8, WDEF 7 (2), WOOF 8 (6), WAHR 5, KHLA 5, WGLM 4 (4), WRWC 5, WQLR 2, WLTE 5 (5), KQAV 3 (3).

MARC ANTHONY & TINA ARENA I Want To Spend My Lifetime Loving You (Sony Classical/Columbia)

Total Stations: 12, Adds: 12, Plays: 24, including WTVR 5, WDEF 6, WAJI 5, WGLM 5, KQAV 3.

Songs ranked by total plays.
Station call letters followed by number of plays.

BREAKERS®

BRIAN WILSON Your Imagination (Giant/WB)

TOTAL PLAYS/INCREASE: 886/48
TOTAL STATIONS/ADDS: 75/4
CHART: 17

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
DAKOTA MOON Another Day Goes By (Elektra/EEG)	15
GARTH BROOKS To Make You Feel My Love (Capitol)	13
ANTHONY & ARENA I Want To... (Sony Classical/Columbia)	12
BACKSTREET BOYS I'll Never Break Your Heart (Jive)	11
CHRISTINA AGUILERA Reflection (Walt Disney)	9
FAITH HILL This Kiss (Warner Bros.)	8
COCHRAN AND BRICKMAN After All These... (Windham Hill)	7
SAVAGE GARDEN To The Moon And Back (Columbia)	6
NATALIE IMBRUGLIA Torn (RCA)	5
LIGHTHOUSE FAMILY High (Island)	5
TONY RICH PROJECT Silly Man (LaFace/Arista)	5

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CHRISTINA AGUILERA Reflection (Walt Disney)	+132
BACKSTREET BOYS I'll Never Break Your Heart (Jive)	+130
COCHRAN AND BRICKMAN After All These... (Windham Hill)	+109
FAITH HILL This Kiss (Warner Bros.)	+106
MARILYN SCOTT Starting To Fall (Warner Bros.)	+91
NATALIE IMBRUGLIA Torn (RCA)	+89
LIONEL RICHIE Time (Mercury)	+85
ROD STEWART Ooh La La (Warner Bros.)	+70
ACE OF BASE Cruel Summer (Arista)	+69
GEORGE BENSON Standing Together (GRP)	+65

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
PAULA COLE I Don't Want To Wait (Imago/WB)
ELTON JOHN Something About The Way You... (Rocket/Island)
CELINE DION My Heart Will Go On (550 Music)
LEANN RIMES How Do I Live? (Curb)
MADONNA Frozen (Maverick/WB)
MARIAH CAREY My All (Columbia)
BACKSTREET BOYS Quit Playing Games (With My Heart) (Jive)
AMY GRANT Like I Love You (A&M)
DAKOTA MOON A Promise I Make (Elektra/EEG)
FLEETWOOD MAC Landslide (Reprise)

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.

KURR•WSSL•WKKT•WBYS•WKHT•WNEW•WMMR•WRZQ•KRZZ•WAPL•WCBC•WFMX•WXRX•KIKI•WJRR•

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AC PLAYLISTS

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

106.7 Litefm MARKET #1
WLTW/New York (212) 258-7000 Ryan

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
14	14	14	16	16	SAVAGE GARDEN/Truly Madly Deeply
17	14	17	14	14	SHANIA TWAIN/You're Still The One
14	14	14	14	14	CELINE DION/To Love You More
13	13	13	13	13	ELTON JOHN/Something About...
13	13	13	13	13	GLORIA ESTEFAN/Heaven's What I Feel
13	13	13	13	13	BRIAN MCKNIGHT/Anytime
13	13	13	13	13	NATALIE IMBRUGLIA/Torn
12	12	12	12	12	ELTON JOHN/Recover Your Soul
12	12	12	12	12	LEANN RIMES/Looking Through...
12	12	12	12	12	OLIVIA NEWTON-JOHN/Honestly Love You
12	12	12	12	12	ROD STEWART/Ooh La La
11	12	12	12	12	LIONEL RICHIE/Time
11	11	11	11	11	SARAH MCLACHLAN/Adia
-	-	-	-	-	10 LEANN RIMES/How Do I Live
-	-	-	-	-	9 GEORGE BENSON/Standing Together
9	10	10	10	10	LEANN RIMES/How Do I Live
9	10	9	9	9	CELINE DION/My Heart Will Go On
13	9	9	9	9	TESH F/INGRAM/Give Me Forever...
9	9	9	9	9	ERIC CLAPTON/My Father's Eyes
8	8	8	8	8	SEGER & MCBRIDE/Chances Are
-	-	-	-	-	4 K-CI & JOJUI/My Life
6	6	6	6	6	BRIAN WILSON/Your Imagination
-	-	-	-	-	1 HALL & OATES/Throw The Roses Away

KBIG 104 MARKET #2
KBIG/Los Angeles (818) 546-1043 Streit/Coles

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
28	27	27	30	30	BACKSTREET BOYS/As Long As You...
28	29	25	29	29	NATALIE IMBRUGLIA/Torn
30	29	29	29	29	SHANIA TWAIN/You're Still The One
25	25	25	25	25	SARAH MCLACHLAN/Adia
21	25	25	25	25	LEANN RIMES/Looking Through...
5	12	12	12	12	CHRISTINA AGUILERA/Reflection
28	28	28	28	28	SAVAGE GARDEN/Truly Madly Deeply
24	23	23	23	23	ROD STEWART/Ooh La La
24	25	21	24	24	ELTON JOHN/Something About...
24	25	20	24	24	DIANA KINGI/Say A Little...
21	23	16	20	20	CELINE DION/To Love You More
7	21	22	19	19	MARX & LEWIS/At The Beginning
-	-	-	-	-	18 FAITH HILL/This Kiss
16	22	18	18	18	FLEETWOOD MAC/Landslide
-	-	-	-	-	SAVAGE GARDEN/To The Moon And Back

KOST 103.5FM MARKET #2
KOST/Los Angeles (213) 427-1035 Kaye/Chiang

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
16	16	16	16	16	SAVAGE GARDEN/Truly Madly Deeply
16	16	16	16	16	LEANN RIMES/How Do I Live
16	16	16	16	16	BACKSTREET BOYS/As Long As You...
16	16	16	16	16	MADONNA/Frozen
13	16	16	16	16	CELINE DION/To Love You More
13	16	16	16	16	SHANIA TWAIN/You're Still The One
16	16	16	16	16	ELTON JOHN/Recover Your Soul
-	-	-	-	-	2 SARAH MCLACHLAN/Adia
10	16	12	12	12	NATALIE IMBRUGLIA/Torn
7	7	5	5	5	K-CI & JOJUI/My Life
7	7	5	5	5	LEANN RIMES/Looking Through...
7	7	5	5	5	TESH F/INGRAM/Give Me Forever...
-	-	-	-	-	6 GLORIA ESTEFAN/Heaven's What I Feel

94.9 MARKET #3
WLT/Chicago (312) 329-9002 Edwards

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
18	19	19	21	21	CELINE DION/To Love You More
18	18	18	21	21	BRIAN WILSON/Your Imagination
18	18	18	20	20	ROD STEWART/Ooh La La
12	18	18	20	20	LEANN RIMES/Looking Through...
19	18	20	20	20	SARAH MCLACHLAN/Adia
19	18	18	20	20	BONNIE RAITT/One Belief Away
19	18	18	19	19	GLORIA ESTEFAN/Heaven's What I Feel
19	18	18	19	19	OLIVIA NEWTON-JOHN/Honestly Love You
12	18	18	18	18	LIONEL RICHIE/Time
-	-	-	-	-	12 CHRISTINA AGUILERA/Reflection
-	-	-	-	-	10 BACKSTREET BOYS/III Never Break...
-	-	-	-	-	10 MARILYN SCOTT/Starting To Fall
-	-	-	-	-	10 GEORGE BENSON/Standing Together
11	10	10	10	10	RINGO STARR/La De Da
-	-	-	-	-	9 SHANIA TWAIN/You're Still The One
-	-	-	-	-	9 HALL & OATES/Promise Ain't Enough
19	18	13	8	8	CHICAGO/All Roads Lead To...
18	18	17	8	8	BACKSTREET BOYS/As Long As You...
8	8	8	8	8	TESH F/INGRAM/Give Me Forever...
11	10	11	6	6	BABYFACE & DES'REE/Fire
-	-	-	-	-	2 COCHRAN AND BRICKMAN/After All These...
-	-	-	-	-	LIGHTHOUSE FAMILY/High

Kioi 101.3 FM MARKET #4
KIOI/San Francisco (415) 531-1013 Hamilton/Carlson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
35	35	35	35	35	BACKSTREET BOYS/As Long As You...
35	35	35	35	35	SAVAGE GARDEN/Truly Madly Deeply
35	34	34	34	34	CELINE DION/My Heart Will Go On
34	34	34	34	34	ELTON JOHN/Something About...
30	28	34	34	34	PAULA COLE/Don't Want To Wait
29	29	30	31	31	ERIC CLAPTON/My Father's Eyes
28	29	30	29	29	NATALIE IMBRUGLIA/Torn
29	28	29	29	29	SHANIA TWAIN/You're Still The One
30	29	30	28	28	JANET/Together Again
19	21	27	28	28	SARAH MCLACHLAN/Adia
17	20	19	22	22	ROD STEWART/Ooh La La
17	20	19	22	22	VONDA SHEPARD/Seachin' My Soul
21	18	21	19	19	SEAL/Kas From A Rose
19	18	19	18	18	FAITH HILL/This Kiss
-	-	-	-	-	17 Celine Dion/To Love You More
-	-	-	-	-	17 SHAWN COLVIN/Sunny Came Home
-	-	-	-	-	17 BACKSTREET BOYS/Quit Playing...
18	18	17	17	17	BRICKMAN & MCBRIDE/Valentine
18	-	-	-	-	17 ERIC CLAPTON/Change The World
13	11	9	9	9	BONNIE RAITT/One Belief Away
-	-	-	-	-	BACKSTREET BOYS/III Never Break...

B101.1 MARKET #5
WBEB/Philadelphia (610) 667-8400 Conley/Rowland

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
21	21	22	25	25	SAVAGE GARDEN/Truly Madly Deeply
18	23	21	23	23	BACKSTREET BOYS/As Long As You...
-	-	-	-	-	11 LEANN RIMES/Looking Through...
15	18	16	20	20	CELINE DION/To Love You More
18	20	18	19	19	ELTON JOHN/Something About...
16	17	15	18	18	BILLY JOEL/Hey Girl
6	12	8	13	13	SHANIA TWAIN/You're Still The One
4	7	5	9	9	CHICAGO/All Roads Lead To...
3	8	7	8	8	SARAH MCLACHLAN/Adia
6	10	6	8	8	GLORIA ESTEFAN/Heaven's What I Feel
5	6	5	6	6	MARILYN SCOTT/Starting To Fall
-	-	-	-	-	4 BABYFACE & DES'REE/Fire
-	-	-	-	-	4 BACKSTREET BOYS/III Never Break...
3	6	6	6	6	LIONEL RICHIE/Time
5	6	4	5	5	BONNIE RAITT/One Belief Away
-	-	-	-	-	4 CHRISTINA AGUILERA/Reflection

KVIL 103.7fm MARKET #6
KVIL/Dallas (214) 691-1037 Curtis/O'Neal

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
19	19	30	30	30	SHANIA TWAIN/You're Still The One
31	30	30	30	30	TESH F/INGRAM/Give Me Forever...
30	30	30	30	30	SAVAGE GARDEN/Truly Madly Deeply
30	30	30	30	30	BACKSTREET BOYS/As Long As You...
19	19	29	29	29	PETER DINKER/She Doesn't Need...
17	17	29	29	29	ROBYN/Show Me Love
29	29	29	29	29	SIMPLY RED/The Air That I...
17	17	29	29	29	VANESSA WILLIAMS/Oh How The Years...
7	7	28	28	28	CELINE DION/To Love You More
17	17	18	19	19	K-CI & JOJUI/My Life
19	19	19	19	19	ERIC CLAPTON/My Father's Eyes
29	29	19	19	19	BRYAN ADAMS/Back To You
19	19	19	19	19	PAULA COLE/Don't Want To Wait
30	30	19	18	18	MATCHBOX 20/Sam
29	29	18	18	18	KENNY G/Going You
7	7	7	7	7	BRIAN WILSON/Your Imagination
7	7	7	7	7	SARAH MCLACHLAN/Adia
7	7	7	7	7	LEANN RIMES/Looking Through...
7	7	7	7	7	MARILYN SCOTT/Starting To Fall
-	-	-	-	-	7 OLIVIA NEWTON-JOHN/Honestly Love You
7	7	7	7	7	GARTH BROOKS/To Make You Feel...
7	7	7	7	7	RINGO STARR/La De Da
6	5	5	5	5	CELINE DION/My Heart Will Go On
5	5	5	5	5	BACKSTREET BOYS/Quit Playing...
5	5	5	5	5	LEANN RIMES/How Do I Live
5	5	5	5	5	BRYAN ADAMS/Let's Make A
28	29	5	5	5	ELTON JOHN/Something About...

Soft Rock 97.1 WASH FM MARKET #8
WASH/Washington (301) 770-9710 Davis/Martin

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
35	35	35	35	35	SHANIA TWAIN/You're Still The One
35	35	35	35	35	TESH F/INGRAM/Give Me Forever...
35	14	35	35	35	SAVAGE GARDEN/Truly Madly Deeply
10	22	35	35	35	ERIC CLAPTON/My Father's Eyes
5	35	35	35	35	LEANN RIMES/Looking Through...
10	14	28	28	28	FLEETWOOD MAC/Landslide
17	14	28	28	28	PAULA COLE/Don't Want To Wait
-	-	-	-	-	10 FAITH HILL/This Kiss
28	28	28	28	28	NATALIE IMBRUGLIA/Torn
28	28	25	25	25	ROD STEWART/Ooh La La
7	7	10	10	10	LIONEL RICHIE/Time
10	10	10	10	10	CELINE DION/My Heart Will Go On
10	10	10	10	10	LEANN RIMES/How Do I Live
-	-	-	-	-	10 BACKSTREET BOYS/As Long As You...
10	10	10	10	10	CELINE DION/To Love You More
10	35	10	10	10	JIM BRICKMAN../The Gift

MAGIC 106.7 MARKET #10
WMJX/Boston (617) 542-0241 Kelley/Laurence

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
26	26	26	26	26	BACKSTREET BOYS/As Long As You...
25	26	26	26	26	ERIC CLAPTON/My Father's Eyes
26	26	26	26	26	SARAH MCLACHLAN/Adia
26	26	26	26	26	SAVAGE GARDEN/Truly Madly Deeply
26	26	25	26	26	SHANIA TWAIN/You're Still The One
12	20	20	20	20	NATALIE IMBRUGLIA/Torn
11	11	13	13	13	FLEETWOOD MAC/Landslide
-	-	-	-	-	12 BACKSTREET BOYS/III Never Break...
10	10	12	12	12	FLEETWOOD MAC/Silver Springs
10	10	12	12	12	ELTON JOHN/Something About...
10	10	12	12	12	BONNIE RAITT/One Belief Away
11	11	13	13	13	LEANN RIMES/How Do I Live
26	26	12	12	12	SAVAGE GARDEN/Truly Madly Deeply
11	11	13	12	12	SPICE GIRLS/2 Become 1
12	12	11	11	11	PAULA COLE/Don't Want To Wait
12	12	11	11	11	ELTON JOHN/Recover Your Soul
10	10	10	10	10	GARTH BROOKS/To Make You Feel...
9	9	10	10	10	JEWEL/Foolish Games
8	8	8	8	8	TESH F/INGRAM/Give Me Forever...
6	6	6	6	6	CHICAGO/All Roads Lead To...
-	-	-	-	-	6 GLORIA ESTEFAN/Heaven's What I Feel
-	-	-	-	-	CELINE DION/To Love You More

peach 94.9 MARKET #12
WPCH/Atlanta (404) 361-0949 Dillard/Goss/Joy

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
17	18	16	16	16	LEANN RIMES/Looking Through...
14	15	15	15	15	SARAH MCLACHLAN/Adia
14	10	14	14	14	TESH F/INGRAM/Give Me Forever...
14	12	10	10	10	ERIC CLAPTON/My Father's Eyes
15	10	13	13	13	SHANIA TWAIN/You're Still The One
15	10	13	13	13	CELINE DION/To Love You More
10	11	13	12	12	ROD STEWART/Ooh La La
13	12	12	12	12	SAVAGE GARDEN/Truly Madly Deeply
8	11	9	12	12	BONNIE RAITT/One Belief Away
8	11	11	11	11	BRIAN WILSON/Your Imagination
11	12	10	11	11	GLORIA ESTEFAN/Heaven's What I Feel
-	-	-	-	-	2 BACKSTREET BOYS/III Never Break...
8	9	10	10	10	GARTH BROOKS/To Make You Feel...
10	9	10	10	10	OKAMIA MOON/A Promise I Make
-	-	-	-	-	10 JIM BRICKMAN../The Gift
14	9	11	9	9	NATALIE IMBRUGLIA/Torn
7	9	9	9	9	OLIVIA NEWTON-JOHN/Honestly Love You
-	-	-	-	-	8 LIONEL RICHIE/Time
4	9	9	9	9	CHRISTINA AGUILERA/Reflection
10	7	6	8	8	PAULA COLE/Don't Want To Wait
6	6	6	6	6	RINGO STARR/La De Da
7	7	7	7	7	BACKSTREET BOYS/As Long As You...
9	-	-	-	-	7 FLEETWOOD MAC/Landslide
-	-	-	-	-	8 COCHRAN AND BRICKMAN/After All These...
-	-	-	-	-	2 SEGER & MCBRIDE/Chances Are

103.7 FM WLTE MARKET #14
WLTE/Minneapolis (612) 339-1029 Nolan

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
12	14	17	17	17	BRIAN WILSON/Your Imagination
15	15	15	15	15	LEANN RIMES/Looking Through...
15	15	15	15	15	OLIVIA NEWTON-JOHN/Honestly Love You
7	10	15	17	17	BONNIE RAITT/One Belief Away
14	14	14	14	14	SARAH MCLACHLAN/Adia
14	14	14	14	14	CELINE DION/To Love You More
14	14	14	14	14	GLORIA ESTEFAN/Heaven's What I Feel
14	14	14	14	14	SHANIA TWAIN/You're Still The One
12	14	14	14	14	LIONEL RICHIE/Time
-	-	-	-	-	12 Celine Dion/My Heart Will Go On
8	8	14	14	14	CHICAGO/All Roads Lead To...
7	7	14	14	14	ROD STEWART



HOT AC TOP 30

JULY 17, 1998

3W	2W	1W	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	1 NATALIE IMBRUGLIA Torn (RCA)	3606	3454	3674	3796	92/0
2	2	2	2	2 FASTBALL The Way (Hollywood)	3599	3450	3381	3290	91/0
3	3	3	3	3 GOO GOO DOLLS Iris (Warner Sunset/Reprise)	3537	3237	3107	3074	89/2
4	4	4	4	4 ALANIS MORISSETTE Uninvited (Warner Sunset/Reprise)	2969	2823	2979	3010	80/0
5	5	5	5	5 NATALIE MERCHANT Kind & Generous (Elektra/EEG)	2935	2767	2701	2663	88/1
8	7	7	6	6 SHANIA TWAIN You're Still The One (Mercury)	2696	2442	2476	2353	70/0
9	9	8	7	7 MATCHBOX 20 Real World (Lava/Atlantic)	2610	2425	2288	2283	81/3
7	6	6	6	8 SARAH MCLACHLAN Adia (Arista)	2601	2484	2554	2475	81/1
6	8	9	8	9 EDWIN MCCAIN I'll Be (Lava/Atlantic)	2253	2196	2405	2612	74/0
10	10	10	10	MATCHBOX 20 3am (Lava/Atlantic)	1984	2044	2264	2239	72/0
14	14	11	11	11 SEMISONIC Closing Time (MCA)	1953	1680	1509	1347	65/3
24	20	15	12	12 SMASH MOUTH Can't Get Enough Of You Baby (Elektra/EEG)	1491	1216	934	755	61/3
13	13	14	13	13 SAVAGE GARDEN Truly Madly Deeply (Columbia)	1378	1322	1645	1762	51/0
12	12	13	14	MARCY PLAYGROUND Sex And Candy (Capitol)	1373	1578	1651	1891	44/0
BREAKER				15 EVERCLEAR I Will Buy You A New Life (Capitol)	1230	1189	1051	1000	41/1
21	17	17	17	16 GREEN DAY Time Of Your Life (Good Riddance) (Reprise)	1187	1095	1019	853	35/2
11	11	12	17	VONDA SHEPARD Searchin' My Soul (550 Music)	1172	1591	1819	2124	44/1
20	16	20	18	18 CELINE DION To Love You More (550 Music)	1084	941	1040	896	45/0
25	22	19	19	19 BILLIE MYERS Tell Me (Universal)	1075	945	757	658	56/2
28	24	24	20	20 AEROSMITH I Don't Want To Miss A Thing (Columbia)	1048	797	700	623	54/14
—	29	27	21	21 NATALIE IMBRUGLIA Wishing I Was There (RCA)	989	644	440	322	54/9
29	25	25	22	22 DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)	952	795	676	482	46/7
26	23	22	23	23 ALANA DAVIS Crazy (Elektra/EEG)	941	862	745	655	47/1
—	26	26	24	24 SAVAGE GARDEN To The Moon And Back (Columbia)	931	692	605	375	50/9
18	18	18	25	SISTER 7 Know What You Mean (Arista Austin/Arista)	867	983	999	1041	26/0
23	21	23	26	ROD STEWART Ooh La La (Warner Bros.)	775	814	826	794	39/0
—	—	29	27	27 BARENAKED LADIES One Week (Reprise)	757	556	278	198	32/9
27	27	28	28	28 K-CI & JOJO All My Life (MCA)	570	561	597	633	21/2
—	30	30	29	29 ANGGUN Snow On The Sahara (Epic)	559	452	385	283	31/4
DEBUT				30 ACE OF BASE Cruel Summer (Arista)	381	339	274	203	22/3

This chart reflects airplay from July 6-12. Songs ranked by total plays. Highlighted songs indicate Breaker.

96 Hot AC reporters. 94 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

EVERYTHING Hooch (Blackbird/Sire)
Total Stations: 22, Adds: 5, Plays: 373, including WKLI 26 (33), WDRV 21 (16), WZNE 12, WPTE 39 (12), WSHE 29 (21), WMXB 26, WMBX 12, KPEK 22 (19), KZZP 29 (29), WWWW 5, KALC 33 (30), KLY 21 (5), KYSR 20 (22), KOSO 8, KCDU 3, KBBT 20 (13), KZZO 15 (15), KLLC 18 (15)

HEATHER NOVA London Rain (Nothing Heals Me Like You Do) (Big Cat/Work)
Total Stations: 20, Adds: 2, Plays: 363, including WBMX 13 (12), WKLI 12 (7), WOMP 11 (11), WQSM 22 (18), WPTE 13 (13), WSHE 15, WMXB 27 (23), WSSR 30 (30), KLAL 4 (6), WPNT 26 (26), KSRZ 47 (28), KLLY 17 (19), KYSR 5 (5), KOSO 15 (15), KBBT 16 (21), KZZO 35 (33), KFMB 33 (26), KLLC 9 (5), KRUZ 13 (8)

BRIAN SETZER ORCHESTRA Jump Jive An' Wail (Interscope)
Total Stations: 20, Adds: 2, Plays: 359, including WBMX 6 (9), WDRV 22 (13), WQSM 20 (15), WPTE 15 (16), KLAL 6 (5), KURB 9 (4), KPEK 24 (8), KYIS 18, KZPT 26, KMKG 7 (5), KALC 32 (25), KLLY 9 (7), KYSR 27 (4), KOSO 15, KBBT 39 (20), KFMB 25 (12), KLLC 16 (6), KPLZ 20 (19), KEYW 5

JENNIFER PAIGE Crush (Edel America/Hollywood)
Total Stations: 24, Adds: 8, Plays: 352, including WDAQ 17 (17), WVIC 5, WKLI 28 (19), WKEE 14, WJLK 27 (25), WOMP 39 (27), WQSM 15, WAKS 25 (28), KKOB 2, KDMX 5, KSII 12, KHMX 28 (29), WQAL 16 (13), WENS 18, WWWW 10 (8), KMXC 19 (13), KCIX 20 (22), KALC 33 (32), KBEE 7 (6), KEYW 12 (7)

MADONNA Ray Of Light (Maverick/WB)
Total Stations: 19, Adds: 1, Plays: 351, WBMX 6 (7), WSNE 6 (5), WOMP 17 (28), WQMG 23 (22), WCGO 13 (14), WQSM 33 (30), WAKS 6 (6), KURB 5 (2), KKYS 29 (31), KHMX 14 (15), KSMG 5, WKDD 18 (18), WQAL 24 (17), WKQI 16 (16), WKTI 28 (26), WIOG 26 (25), WWWW 18 (22), KCIX 10 (13), KFMB 54 (56)

'N SYNC I Want You Back (RCA)
Total Stations: 11, Adds: 0, Plays: 329, WKEE 46 (50), WAKS 32 (36), WMXL 24 (14), KKYS 38 (11), KSII 20 (27), WVMX 24 (13), WKQI 24 (22), WIOG 41 (41), WMT 20 (22), KLYF 17 (18), KCIX 43 (36)

ATHENAEUM What I Didn't Know (Atlantic)
Total Stations: 10, Adds: 1, Plays: 262, including WBMX 4 (5), WOMP 7, WKSJ 46 (62), WKZL 69 (60), WPTE 39 (45), KAMX 24 (28), KDMX 24 (25), KZZP 29 (22), KALC 14 (12)

BRIAN MCKNIGHT Anytime (Motown)
Total Stations: 10, Adds: 0, Plays: 246, WKEE 23 (22), WBIX 18 (23), WMXL 19 (11), KKYS 23 (20), KSII 24 (28), WVMX 22 (14), WMT 26 (26), KMXC 29 (22), KCIX 41 (34), KISN 21 (19)

EAGLE-EYE CHERRY Save Tonight (Work)
Total Stations: 18, Adds: 13, Plays: 212, including WBMX 11 (5), WZNE 17 (17), WQSM 10, WSSR 15, KAMX 19, KHMX 7, KALC 30, KLLY 2, KYSR 23, KYSR 31 (17), KOSO 8, KZZO 22

MURMURS La Di Da (MCA)
Total Stations: 16, Adds: 1, Plays: 206, WLCE 10 (10), WOMP 7 (7), WCGQ 13 (14), WQSM 18 (15), WKSJ 10 (20), WSHE 16, WSSR 7 (7), KKMY 10 (10), KKYS 28 (25), WTMX 25, WWWW 12 (12), KLLY 7 (7), KYSR 16 (16), KOSO 15 (15), KCDU 4 (13), KLLC 8 (10)

FAITH HILL This Kiss (Warner Bros.)
Total Stations: 16, Adds: 8, Plays: 195, including WDAQ 18 (18), WIKZ 2, KKOB 3 (2), KHMX 39 (42), WQAL 17 (17), KMKG 9, KMXC 10, KALC 11, KBEE 7 (5), KMXS 33 (33), KPLZ 38 (36), KEYW 8 (6)

PATTY GRIFFIN One Big Love (A&M)
Total Stations: 18, Adds: 1, Plays: 190, WBMX 4 (6), WMGX 22 (23), WKLI 8 (7), WLCE 8 (8), WOMP 11 (7), WAKS 7 (7), WSSR 7 (7), WMBX 15 (15), KURB 6 (2), KKMY 9 (10), WQAL 11 (11), WWWW 18 (20), KLLY 3 (2), KYSR 23 (22), KOSO 15 (15), KLLC 10 (7), KRUZ 10 (5), KEYW 3

SWIRL Hey Now Now (Mercury)
Total Stations: 16, Adds: 6, Plays: 184, including WKEE 10, WDRV 28, WOMP 5 (5), WQSM 18 (10), WSHE 18, WAKS 28 (26), WSSR 15 (7), KLAL 3, KKMY 10 (9), KKYS 16 (21), WWWW 10 (8), KVIU 23 (13)

HARVEY DANGER Flagpole Sitta (London/Slash/Island)
Total Stations: 15, Adds: 4, Plays: 182, including WKLI 13 (17), WOMP 15 (15), WQSM 16 (10), WSSR 14 (14), WPNT 27 (27), KSRZ 6, KALC 10 (9), KLLY 11 (10), KFMB 36 (34), KLLC 14 (10), KPLZ 14 (10)

FOO FIGHTERS Walking After You (Elektra/Roswell/Capitol)
Total Stations: 11, Adds: 5, Plays: 161, WKLI 12 (6), WLCE 8 (8), WOMP 5, WSSR 7, KPEK 24 (20), KYIS 31 (37), WTMX 32 (24), WPNT 26 (27), KLLY 2, KFMB 7, KLLC 7

AGENTS OF GOOD ROOTS Smiling Up The Frown (RCA)
Total Stations: 13, Adds: 1, Plays: 142, WKLI 6 (4), WLCE 10 (10), WZNE 16 (12), WOMP 7 (7), WQMG 19 (18), WKSJ 10 (10), WKZL 13 (13), WSHE 17, WSSR 7, KURB 6 (4), KKMY 11 (10), WQAL 7 (7), KYSR 13 (12)

BACKSTREET BOYS I'll Never Break Your Heart (Jive)
Total Stations: 14, Adds: 6, Plays: 134, including WXIL 22 (15), WAKS 18 (5), WMXL 17 (11), KKYS 13 (13), KSII 20, KHMX 10 (7), WVMX 6 (4), WKQI 11 (11), WMT 5, KLYF 2, KMXC 10

COWBOY JUNKIES Miles From Our Home (Geffen)
Total Stations: 12, Adds: 1, Plays: 130, including WDAQ 8 (8), WKLI 7 (3), WOMP 11 (11), WQSM 20 (20), WPTE 13, WMXL 7 (4), KLAL 6 (5), KURB 9 (4), KKMY 11 (9), KALC 25 (30), KLLC 13 (10)

Songs ranked by total plays. Station call letters followed by number of plays.

BREAKERS

EVERCLEAR

I Will Buy You A New Life (Capitol)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1230/41	41/1	15

MOST ADDED

ARTIST/TITLE LABEL(S)	ADDS
AEROSMITH I Don't Want To Miss A Thing (Columbia)	14
EAGLE-EYE CHERRY Save Tonight (Work)	13
BARENAKED LADIES One Week (Reprise)	9
NATALIE IMBRUGLIA Wishing I Was There (RCA)	9
SAVAGE GARDEN To The Moon And Back (Columbia)	9
DAKOTA MOON Another Day Goes By (Elektra/EEG)	8
FAITH HILL This Kiss (Warner Bros.)	8
JENNIFER PAIGE Crush (Edel America/Hollywood)	8
DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)	7
BACKSTREET BOYS I'll Never Break Your Heart (Jive)	6
SWIRL Hey Now Now (Mercury)	6

MOST INCREASED PLAYS

ARTIST/TITLE LABEL(S)	TOTAL PLAY INCREASE
NATALIE IMBRUGLIA Wishing I Was There (RCA)	+345
GOO GOO DOLLS Iris (Warner Sunset/Reprise)	+300
SMASH MOUTH Can't Get Enough Of You... (Elektra/EEG)	+275
SEMISONIC Closing Time (MCA)	+273
SHANIA TWAIN You're Still The One (Mercury)	+254
AEROSMITH I Don't Want To Miss A Thing (Columbia)	+251
SAVAGE GARDEN To The Moon And Back (Columbia)	+239
BARENAKED LADIES One Week (Reprise)	+201
MATCHBOX 20 Real World (Lava/Atlantic)	+185
NATALIE MERCHANT Kind & Generous (Elektra/EEG)	+168

HOTTEST RECURRENTS

ARTIST/TITLE LABEL(S)
CHERRY POPPIN' DADDIES Zoot Suit Riot (Majic/Universal)
THIRD EYE BLIND How's It Going To Be? (Elektra/EEG)
BACKSTREET BOYS As Long As You Love Me (Jive)
SMASH MOUTH Walkin' On The Sun (Interscope)
ERIC CLAPTON My Father's Eyes (Duck/Reprise)
SISTER HAZEL All For You (Universal)
PAULA COLE Me (Imago/WB)
TONIC If You Could Only See (Polydor/A&M)
PAULA COLE I Don't Want To Wait (Imago/WB)
THIRD EYE BLIND Semi-Charmed Life (Elektra/EEG)

Breakers: Songs registering 1200 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. # 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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"TROUBLE"

The first single and animated video from the debut album
The Girl That God Forgot

New "trouble" makers include:

KLLY WOMP

**WFXN WHTG WHMP KORB KTOZ WRRV WDST KBRS
KQRX KHTY KFMZ WRLT KFXJ WCLZ KRSH KBAC**



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HOT AC PLAYLISTS

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

Big 105.1 MARKET #1
WBIX/New York (212) 704-1051
Scott/West/Jannini

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
26	16	39	42		FLEETWOOD MAC/Landslide
42	40	40			SHANIA TWAIN/You're Still The One
41	39	40			SAVAGE GARDEN/Truly Madly Deeply
39	40	41			NATALIE IMBRUGLIA/Torn
28	39	26			JANET/Together Again
25	27	28			AEROSMITH/Don't Want To
15	23	23			ELTON JOHN/Something About
25	29	26			EDWIN MCCAIN/It'll Be
25	27	28			CELINE DION/To Love You More
28	28	28			FLEETWOOD MAC/Long As You
25	28	24			VONDA SHEPARD/Searchin' My Soul
25	22	24			NATALIE IMBRUGLIA/Kind & Generous
25	29	28			ROD STEWART/Ooh La La
20	21	22			OMG/How Bizarre
22	21	21			NO DOUBT/Don't Speak
20	21	23			WALLFLOWERS/One Headlight
20	21	23			BILLIE MYERS/Kiss The Rain
40	20	22			BACKSTREET BOYS/As Long As You...
22	22	22			SISTER HAZEL/All For You
20	19	22			BACKSTREET BOYS/Quit Playing...
21	22	20			MATCHBOX 20/3am
20	19	20			THIRD EYE BLIND/Semi-Charmed Life
21	20	18			CHUMBAWAMBA/Tubthumping
19	23	13			BRIAN MCKENNA/Anytime
22	20	19			SMASH MOUTH/Walkin' On The Sun
20	19	18			SUGAR RAY/Fly
17	18	17			DIANA KING/Say A Little...
16	14	20			ERIC CLAPTON/My Father's Eyes
15	16	16			GOD GOOD DOLLS/Ins
15	16	15			K-Ci & JOJO/All My Life

95.5 WPLJ MARKET #1
WPLJ/New York (212) 613-8900
Cuddy/Shannon/Mascaro

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
34	47	24	52		THIRD EYE BLIND/How's It Going To Be
50	50	30	52		NATALIE IMBRUGLIA/Torn
53	52	27	52		FASTBALL/The Way
49	49	27	51		MATCHBOX 20/3am
26	32	17	51		GOD GOOD DOLLS/Ins
48	36	18	50		NATALIE IMBRUGLIA/Kind & Generous
51	52	24	50		GREEN DAY/Time Of Your Life
32	50	27	39		ALANIS MORISSETTE/Uninvited
25	19	37	37		SMASH MOUTH/Can't Get Enough...
33	29	37	37		EDWIN MCCAIN/It'll Be
51	50	25	37		SHANIA TWAIN/You're Still The One
29	31	17	36		SARAH MCLACHLAN/Adia
24	17	35	35		AEROSMITH/Don't Want To...
23	17	35	35		SEMISONIC/Closing Time
25	19	16	33		SAVAGE GARDEN/To The Moon And Back
45	26	8	22		CELINE DION/To Love You More
49	34	17	22		BILLIE MYERS/Kiss The Rain
40	36	19	21		BACKSTREET BOYS/As Long As You...
13	17	9	15		SAVAGE GARDEN/Truly Madly Deeply
33	24	10	14		VONDA SHEPARD/Searchin' My Soul
13	12	7	13		PAULA COLE/Don't Want To Wait
15	17	10	13		SISTER HAZEL/All For You
11	11	8	10		SMASH MOUTH/Walkin' On The Sun
11	9	10	10		THIRD EYE BLIND/Semi-Charmed Life
11	9	8	8		MEREDITH BROOKS/Bitch
11	9	8	8		DUNCAN SHEIK/Barely Breathing
11	9	8	8		FAITH HILL/This Kiss

STAR 98.3 MARKET #2
KYSR/Los Angeles (818) 955-7000
Perelli/Ebbott

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
64	63	35	64		NATALIE IMBRUGLIA/Torn
56	64	34	64		FASTBALL/The Way
62	62	34	62		GREEN DAY/Time Of Your Life
57	63	23	55		ALANIS MORISSETTE/Uninvited
62	64	34	47		MARCY PLAYGROUND/Sex And Candy
44	42	22	39		THIRD EYE BLIND/How's It Going To Be
37	41	22	39		MATCHBOX 20/Real World
37	41	22	39		SEMISONIC/Closing Time
32	39	20	39		NATALIE IMBRUGLIA/Kind & Generous
15	16	17	39		SHANIA TWAIN/You're Still The One
35	39	20	38		SARAH MCLACHLAN/Adia
37	40	19	38		SARAH MCLACHLAN/Will Remember You
31	38	17	33		EDWIN MCCAIN/It'll Be
13	19	14	32		EVERCLEAR/Will Buy You...
33	37	17	31		EAGLE-EYE CHERRY/Save Tonight
11	14	24	31		NATALIE IMBRUGLIA/Wishing I Was There
8	6	22	22		SMASH MOUTH/Can't Get Enough...
3	5	5	5		HEATHER NOVA/London Rain...
3	5	5	5		AEROSMITH/Don't Want To...

101.9 THE MIX MARKET #3
WTMX/Chicago (312) 946-1019
James/Kartak

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
50	42	52			DAVE MATTHEWS BAND/Stay (Wasting Time)
45	52	52			EVERCLEAR/Will Buy You...
40	53	50			GOD GOOD DOLLS/Ins
43	42	45			SMASH MOUTH/Can't Get Enough
50	53	43			SEMISONIC/Closing Time
41	42	43			SARAH MCLACHLAN/Adia
32	31	42			JARS OF CLAY/Five Candles...
21	41	41			SAVAGE GARDEN/To The Moon And Back
52	43	40			FASTBALL/The Way
52	31	32			BILLIE MYERS/Tell Me
24	32	31			FOO FIGHTERS/Walking After You
32	31	31			NATALIE IMBRUGLIA/Wishing I Was There
31	32	30			SHANIA TWAIN/You're Still The One
31	32	30			CORRS!/Never Loved You...
25	25	25			MURMURS/La Di Da
21	19	21			ANGGUN/Snow On The Sahara
41	18	21			ALANIS MORISSETTE/Uninvited
12	11	14			MADONNA/Frozen
14	16	14			PEARL JAM/Wishlist
13	14	16			EDWIN MCCAIN/It'll Be
16	14	15			THIRD EYE BLIND/How's It Going To Be
20	21	15			VONDA SHEPARD/Searchin' My Soul
12	12	14			NATALIE IMBRUGLIA/Torn
42	40	30			NATALIE IMBRUGLIA/Kind & Generous
14	16	13			SAVAGE GARDEN/Truly Madly Deeply
30	13	14			MATCHBOX 20/Real World
15	16	16			HEATHER NOVA/London Rain...
15	16	16			SMASHING PUMPKINS/Perfect

Alice @ 97.3 MARKET #4
KLLC/San Francisco (415) 765-4097
Kaplan/Stoeckel

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
49	44	43	45		NATALIE IMBRUGLIA/Kind & Generous
54	44	44	44		DAVE MATTHEWS BAND/Don't Ork...
53	46	43	44		ALANIS MORISSETTE/Uninvited
53	44	42	44		GOD GOOD DOLLS/Ins
47	46	44	44		TRAIN/Meet Virginia
53	44	45	43		SARAH MCLACHLAN/Adia
36	42	44	35		FASTBALL/The Way
22	21	16	34		SEMISONIC/Closing Time
15	29	28	31		GREEN DAY/Time Of Your Life
33	32	32	31		EVERCLEAR/Will Buy You...
22	28	32	31		FIONA APPLE/Never Is A Promise
31	30	26	31		THIRD EYE BLIND/How's It Going To Be
26	27	30	29		PAULA COLE/Me
30	29	28	28		SUNDAYS/Summertime
51	29	26	26		NATALIE IMBRUGLIA/Torn
33	29	30	25		TONIC/You Could Only...
22	19	22	22		GARRISON STARR/Superhero
20	18	16	20		ALANA DAVIS/Crazy
22	18	22	20		CHERRY POPPIN'...Zoot Suit Riot
20	19	22	19		ANGGUN/Snow On The Sahara
19	18	17	19		MATCHBOX 20/Real World
8	16	18	19		BILLIE MYERS/Tell Me
16	15	19	19		SXPENCE/Jess Me
20	17	17	19		BRIAN SETZER ORCH/Jump Jive An' Wal
20	17	17	19		EVERYTHING/Hooch
15	15	18	18		HEATHER NOVA/London Rain...
35	22	20	18		NAKED/Raining On The Sky
10	16	16	16		BRIAN SETZER ORCH/Jump Jive An' Wal
12	16	13	16		NATALIE IMBRUGLIA/Wishing I Was There

STAR 104.3 MARKET #5
WYXR/Philadelphia (610) 668-0750
Johnson/Ashley

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
34	36	36	36		SAVAGE GARDEN/Truly Madly Deeply
32	36	36	36		SHANIA TWAIN/You're Still The One
10	29	29	33		JANET/Together Again
27	35	35	32		NATALIE IMBRUGLIA/Torn
35	33	33	36		FLEETWOOD MAC/Landslide
26	30	30	25		BACKSTREET BOYS/As Long As You...
25	29	29	25		MADONNA/Frozen
24	27	27	25		FASTBALL/The Way
24	19	24	24		ALANIS MORISSETTE/Uninvited
18	18	18	18		NATALIE IMBRUGLIA/Kind & Generous
18	15	18	18		GOD GOOD DOLLS/Ins
21	18	18	18		VONDA SHEPARD/Searchin' My Soul
17	15	17	17		EDWIN MCCAIN/It'll Be
26	27	27	27		MATCHBOX 20/3am
10	10	10	10		SAVAGE GARDEN/To The Moon And Back
25	24	24	24		ELTON JOHN/Something About
15	15	15	15		ERIC CLAPTON/My Father's Eyes
18	16	16	16		AEROSMITH/Don't Want To
18	16	16	16		SMASH MOUTH/Walkin' On The Sun
10	10	10	10		CELINE DION/To Love You More
10	10	10	10		SARAH MCLACHLAN/Adia
15	10	10	10		SUGAR RAY/Fly
10	10	10	10		CELINE DION/My Heart Will Go On
10	10	10	10		PAULA COLE/Don't Want To Wait
10	10	10	10		MATCHBOX 20/3am
10	10	10	10		THIRD EYE BLIND/Semi-Charmed Life
10	10	10	10		CHUMBAWAMBA/Tubthumping
9	9	9	9		LEANN RIMES/How Do I Live
9	9	9	9		BACKSTREET BOYS/Quit Playing
8	8	8	8		JEWEL/You Were Meant...

MIX 107.3 MARKET #6
KDMX/Dallas (972) 991-1029
Steal/Thomas

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
65	67	66	66		SHANIA TWAIN/You're Still The One
63	66	62	66		MATCHBOX 20/3am
65	65	68	66		ALANIS MORISSETTE/Uninvited
36	52	68	66		GOD GOOD DOLLS/Ins
64	59	47	65		NATALIE IMBRUGLIA/Torn
32	33	39	42		FASTBALL/The Way
15	24	30	37		EDWIN MCCAIN/It'll Be
15	24	30	34		CHERRY POPPIN'...Zoot Suit Riot
22	22	27	34		SARAH MCLACHLAN/Adia
24	23	30	30		MATCHBOX 20/Real World
60	33	35	28		SMASH MOUTH/Walkin' On The Sun
24	22	26	27		AEROSMITH/Don't Want To...
6	16	26	26		SAVAGE GARDEN/To The Moon And Back
20	24	25	24		SEMISONIC/Closing Time
10	14	25	24		ATHENEUM/What I Didn't Know
26	26	25	24		NATALIE IMBRUGLIA/Kind & Generous
22	23	21	23		ANGGUN/Snow On The Sahara
17	16	19	22		SMASH MOUTH/Can't Get Enough
18	19	21	20		FLEETWOOD MAC/Landslide
21	18	20	20		THIRD EYE BLIND/Semi-Charmed Life
18	21	20	20		DUNCAN SHEIK/Barely Breathing
13	21	17	19		EVERCLEAR/Will Buy You...
22	20	19	19		WALLFLOWERS/One Headlight
20	20	18	18		SUGAR RAY/Fly
17	16	16	16		SISTER HAZEL/All For You
7	16	16	16		BILLIE MYERS/Tell Me
9	18	11	12		CELINE DION/To Love You More
9	18	11	12		JENNIFER PAIGE/Crush

Q95.5 MARKET #7
WKD/Detroit (248) 967-3750
Gillette/Buchalter

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
56	56	56	56		ROBYN/Show Me Love
56	56	56	56		JANET/Together Again
32	42	56	56		GOD GOOD DOLLS/Ins
36	38	53	56		FASTBALL/The Way
57	57	55	55		NATALIE IMBRUGLIA/Torn
56	56	38	39		SHANIA TWAIN/You're Still The One
36	36	36	38		MARCY PLAYGROUND/Sex And Candy
24	24	36	38		MATCHBOX 20/Real World
32	34	34	34		BACKSTREET BOYS/As Long As You...
16	16	34	34		THIRD EYE BLIND/How's It Going To Be
32	32	32	32		ALANIS MORISSETTE/Uninvited
24	24	24	24		NATALIE IMBRUGLIA/Kind & Generous
32	32	24	24		EDWIN MCCAIN/It'll Be
24	24	24	24		CELINE DION/To Love You More
18	22	22	22		W SYNCI/You're Still The One
10	10	22	24		GREEN DAY/Time Of Your Life
16	18	22	22		SAVAGE GARDEN/To The Moon And Back
18	18	22	21		PAULA COLE/Don't Want To Wait
18	18	21	21		TONIC/You Could Only...
16	16	18	21		CHUMBAWAMBA/Tubthumping
34	22	22	28		SMASH MOUTH/Walkin' On The Sun
34	24	18	18		SAVAGE GARDEN/Truly Madly Deeply
16	16	21	21		MATCHBOX 20/3am
18	18	18	18		K-Ci & JOJO/All My Life
28	18	16	16		VONDA SHEPARD/Searchin' My Soul
10	10	16	16		MADONNA/Ray Of Light
10	10	16	16		SMASH MOUTH/Can't Get Enough...
10	10	16	16		SARAH MCLACHLAN/Adia
12	12	12	12		NATALIE IMBRUGLIA/Wishing I Was There
10	12	12	12		SEMISONIC/Closing Time



TOP 20

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

LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
1	1	GOO GOO DOLLS Iris (Warner Sunset/Reprise)	2015	1886	42/0
2	2	FASTBALL The Way (Hollywood)	1763	1731	41/0
3	3	NATALIE MERCHANT Kind & Generous (Elektra/EEG)	1689	1653	42/0
4	4	NATALIE IMBRUGLIA Torn (RCA)	1609	1575	40/0
5	5	ALANIS MORISSETTE Uninvited (Warner Sunset/Reprise)	1586	1537	39/1
6	6	MATCHBOX 20 Real World (Lava/Atlantic)	1547	1460	40/0
8	7	SEMISONIC Closing Time (MCA)	1410	1277	41/0
7	8	SARAH MCLACHLAN Adia (Arista)	1363	1340	37/0
10	9	EVERCLEAR I Will Buy You A New Life (Capitol)	1102	1037	34/0
9	10	EDWIN MCCAIN I'll Be (Lava/Atlantic)	1028	1053	32/0
12	11	SMASH MOUTH Can't Get Enough Of You Baby (Elektra/EEG)	1010	821	36/0
13	12	DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)	983	815	39/2
11	13	MARCY PLAYGROUND Sex And Candy (Capitol)	977	990	30/1
18	14	BARENAKED LADIES One Week (Reprise)	965	710	34/5
15	15	GREEN DAY Time Of Your Life (Good...) (Reprise)	836	796	22/0
14	16	CHERRY POPPIN' DADDIES Zoot Suit Riot (Mojo/Universal)	780	802	23/0
16	17	SISTER 7 Know What You Mean (Arista Austin/Arista)	749	760	21/0
-	18	NATALIE IMBRUGLIA Wishing I Was There (RCA)	699	480	34/4
17	19	MATCHBOX 20 3am (Lava/Atlantic)	626	725	24/0
-	20	BILLIE MYERS Tell Me (Universal)	560	509	25/1

This chart reflects airplay from July 6-12. Songs ranked by total plays. Contributing stations combine from the Custom Chart function on R&R ONLINE. © 1998, R&R Inc.

PERSPECTIVE

BY

Darla Thomas

Many Pop/Alternatives were experimenting and got a little too Alternative and rocky. But we're now bringing ourselves back and getting a little more AC. Stations doing this are performing much better than those that lost their focus.

Creed's "My Own Prison" is a perfect example of a title that was too Alternative. It does well on some stations, but isn't appropriate for a station like mine. Just because something's a hit in the Alternative format doesn't mean our female audience will particularly like it. I think we just went a little too far with some stuff.

The key point is knowing your audience. Ask yourself if you're serving men or women. Our station targets women, but we get some guys, because they like what we play. They don't want to listen to the younger-sounding, harder stuff. We spend time focusing people on the fact that we're a female-targeted station. That's when I start second-guessing some titles that are thrown at me.

While we're pretty much right down the middle, we don't play Celine Dion or LeAnn Rimes. I'm not suggesting that it's wrong for stations like ours to play artists like these, but the problem we're having in this format is on the other — harder — end. Some programmers are trying to be too hip and too now.

Darla Thomas is PD of Pop/Alternative KZPT (The Point)/Tucson.



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



New & Active

EVERYTHING Hooch (Blackbird/Sire)
Total Plays: 535, Total Stations: 27, Adds: 3

ALANA DAVIS Crazy (Elektra/EEG)
Total Plays: 535, Total Stations: 22, Adds: 1

SHANIA TWAIN You're Still The One (Mercury)
Total Plays: 447, Total Stations: 12, Adds: 0

ATHENAEUM What I Didn't Know (Atlantic)
Total Plays: 402, Total Stations: 16, Adds: 1

BRIAN SETZER ORCHESTRA Jump Jive... (Interscope)
Total Plays: 375, Total Stations: 19, Adds: 1

ANGGUN Snow On The Sahara (Epic)
Total Plays: 366, Total Stations: 19, Adds: 2

FOO FIGHTERS Walking After... (Elektra/Roswell/Capitol)
Total Plays: 320, Total Stations: 16, Adds: 4

SAVAGE GARDEN To The Moon And Back (Columbia)
Total Plays: 298, Total Stations: 13, Adds: 3

HARVEY DANGER Flagpole Sitta (Slash/London/Island)
Total Plays: 289, Total Stations: 17, Adds: 3

HEATHER NOVA London Rain... (Big Cat/Work)
Total Plays: 262, Total Stations: 16, Adds: 2

Songs ranked by total plays

Contributing Stations

KPEK/Albuquerque, NM (HAC)
KAMX/Austin, TX (HAC)
KLLY/Bakersfield, CA (HAC)
WBMX/Boston, MA (HAC)
WLCE/Buffalo, NY (HAC)
WLNK/Charlotte, NC (HAC)
WTMX/Chicago, IL (HAC)
WXEG/Dayton, OH (All)
KALC/Denver, CO (HAC)
KXPK/Denver, CO (AA)
WPLT/Detroit, MI (All)
KVSR/Fresno, CA (HAC)
WKSI/Greensboro, NC (HAC)
WKZL/Greensboro, NC (HAC)
KDZN/Kansas City, MO (HAC)

KMXB/Las Vegas, NV (HAC)
KLAL/Little Rock, AR (HAC)
WLR/Long Island, NY (All)
KYSR/Los Angeles, CA (HAC)
WPNT/Milwaukee, WI (HAC)
KOSO/Modesto, CA (HAC)
KCDU/Monterey-Salinas, CA (HAC)
WPT/Norfolk, VA (HAC)
KYIS/Oklahoma City, OK (HAC)
WSHE/Orlando, FL (HAC)
WPLY/Philadelphia, PA (All)
KZON/Phoenix, AZ (All)
KZZP/Phoenix, AZ (HAC)
WDRV/Pittsburgh, PA (HAC)
KBST/Portland, OR (HAC)

WDCG/Raleigh, NC (CHR/P)
WZNE/Rochester, NY (HAC)
KZZO/Sacramento, CA (HAC)
WHRV/St. Louis, MO (AA)
KENZ/Salt Lake City, UT (AA)
KFMB/San Diego, CA (HAC)
KLLC/San Francisco, CA (HAC)
KRUZ/Santa Barbara, CA (HAC)
WHPT/Tampa, FL (AA)
WSSR/Tampa, FL (HAC)
KZPT/Tucson, AZ (HAC)
WMBX/West Palm Beach, FL (HAC)
WXLO/Worcester, MA (HAC)

43 Total Stations

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

Bradley (STAR 98.7-LA) is joined each week by a celebrity guest well known from movies or TV

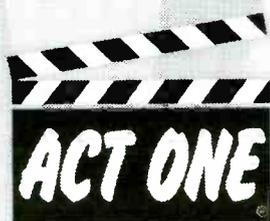
Our celebrity guest "acts out" a scene from a popular movie — your listeners call in to guess which movie

Prize give-aways

At least 6 songs per hour

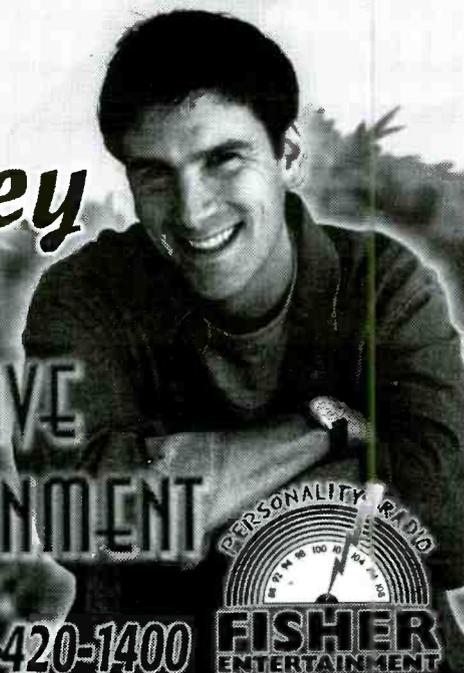
"Box office top 5" featuring the top 5 grossing films during that weekend, including sound-bites

Live via satellite 8-9pm PST; 11-12am EST



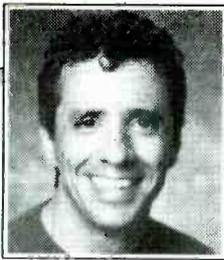
with Bradley

THE INTERACTIVE ENTERTAINMENT SHOW



Music programmed by Chris Ebbott, APD/MD, KYSR FM Los Angeles

408-420-1400



TONY NOVIA

Let's Get Back To Basics

□ Four fundamental elements of a winning station

Recently, my publisher, Erica Farber, asked me for a list of the four greatest challenges I felt the CHR format is facing in 1998. While creating this list, I had the opportunity to think back over the many interviews I've conducted and conversations I've had, and four distinct elements of a winning station suddenly gelled. This wisdom comes from the words of some of CHR's and other formats' most successful PDs. While reviewing them you might think, "That's common sense," but understand that stations winning big in ratings and revenue are excelling in all four of these areas. Are you?

Focus On The Listener



Tom Calococci

In our world, it's so easy to get caught up in things that just don't matter to the listener. Listeners don't know or care who owns what or who's selling what. They don't care that you played that new Madonna song before your competition. And they *sure* don't want to hear your station trashing another station — they get enough of that at home, on TV, in movies, and in the news.

Your listeners choose to listen to your radio station primarily because of the music and personalities. There are very few situations where CHR dominates the ratings and revenue picture without a great morning show, an excellent product, and focused marketing and promotion to get the word out.

To back up that philosophy, top-ranked WERQ/Baltimore PD Tom Calococci points out that he consistently practices the basic



The station that plays the hits, has a great morning show, and has outstanding promotions, wins.

— Tom Calococci



fundamentals of what he's been taught: "Hire a successful, high-profile, interactive, interesting, and entertaining morning show; put on compelling promotions; and play the right mix of music at the right times of the day. The station that plays the hits, has a great morning show, and has outstanding promotions, wins."

KYLD/San Francisco PD Michael Martin offers this piece of advice: "Stay focused and stay true to what you are. Remember, your job is to entertain — not to sit in the corner

and throw down the law of 'This is the way it is.' Your job is to reflect your audience, have a good time, and give them exactly what they're telling you they want. Listen to your audience."

Echoing that thought is KSLZ/St. Louis PD Jeff Kapugi. "Spend time outside the station and listen to it to see what it sounds like to a listener. I think that is one thing we program directors and future program directors forget to do. Sometimes what we need to do is listen."

Play Mass-Appeal Hits

Today, formats are more difficult than ever to define. One thing that can be said about any format, especially CHR, is, the more hits you play, the faster you play them, and the tighter the list, the higher your ratings. It doesn't matter whether your station leans Pop, Rhythmic, or Pop/Alternative, this formula seems to work.

When describing the consistent, double-digit success he had while programming KKRZ/Portland, current MTV VP/Programming Ken Benson credits maintaining musical consistency for the past 13 or so years. "While we may have swayed a little to whatever the hot musical trend was, we never forgot that we were a broad-based, mass-appeal CHR radio station that plays the hits and runs a very tight list. A lot of stations fall into problems — most recently in the past couple years with alternative music — by going too far and trying to reinvent the wheel. They forget that this format is about playing hit music."

"The audience doesn't judge the records and box the records into little corners like we do. They like the song or they don't like the song — that's what it really boils down to. We ran the tightest playlist this station has ever had, at least in the past five years, and the ratings are also better than they have been in years."

WBBM-FM (B96)/Chicago PD Todd Cavanah suggests, "I believe there's too much inside think-

ing in this business. If you want to win and stay consistent, you need to be on top of what the audience is thinking. If the audience says, 'It's a hit record, I like that record,' then why not play it?"

So what's the secret to winning? KHTT/Tulsa PD Sean Phillips reveals: "Play hits, play 'em a lot, and relate everything you do to the music."

Nurture And Train Talent

For a number of reasons, in the past 10 years or so we have done a lousy job of training our future personalities and programmers. Few stations or companies have mandated a training/mentoring system to train future talent in the basics and how to become a great entertainer on the radio. We can all agree that great CHR radio stations need exciting personalities, but where are they going to come from?

Today, many programmers are too busy running two, three, or four radio stations to spend the quality time needed to nurture a personality. Personalities need the proper training to learn how to become tight and bright and to localize and vocalize.

Cost-cutting measures such as Virtual Radio have destroyed the prime breeding grounds of late-nights and overnights. I believe some of the answers lie in developing a strong internship program and looking to our corporations for funding to set up an internal and contracted plan for specialists and co-owned great talent and programmers to train our youth, whether it be in our schools or inside our stations.

KRTH/Los Angeles PD Mike Phillips reminds us that, "With the exception of the morning show, the format's basics are excitement, entertainment, and brevity. Music is the star, except in morning drive."



The audience doesn't judge the records and box the records into little corners like we do. They like the song or they don't like the song — that's what it really boils down to.

— Ken Benson



Ken Benson

Young talent needs to get excited about the music and sell it like they love it. All talent has to be aware of the audience's lifestyle. If you're targeting women 18-34, talent needs to listen to lyrics and tell the audience what songs are about. Talent needs to do the obvious — watch their target. Up-and-coming CHR jocks should prepare by watching their audience's TV shows, reading their magazines, and talking about things that matter to them. Every jock prepares differently. Some remember everything they see or read and are able to come into the studio without notes. Others bring in thought-starters or write out their lines.

"Programmers have to elicit top performances. Effective managers are demanding, and you can be demanding without being threatening. Let the air talent know what you expect, and hold them accountable. One of the PD's main jobs is getting talent to *think* about what they're going to say before opening the mike."

Chancellor Chief Programming Officer Steve Rivers listens to see if talent are able to get their points across in a very efficient amount of time. "That is a great strength, and it's almost become a lost art. Due to lack of training or coaching, young people today don't understand that it's not how long you talk on the radio, it's what you say and how you say it that make a difference. I always recommend that young talent go back and study the golden age of Top 40; they'd learn a lot. Those Top 40 basics can and should be applied to any format, because they work — brevity, wittiness, and getting straight to the point."

Localize, Localize, Localize

I don't know about you, but I take the competition of the Internet and the upcoming launch of satellite radio into our cars very seriously. It wasn't that long ago that TV networks more or less laughed at the launch of cable. Today, the networks have had their heads handed to them. They've lost more than 50% of their audience to cable and satellite TV, and the free fall is far from over. Expenses aren't getting any cheaper,

and their huge chunk of national advertising and much of their local business are being eroded away by their competitors.

Similarly, radio is being attacked by satellite radio, Internet radio, and cable radio. This year, overall radio listening is down again by 6%. In order for us to survive as a medium, we must first take our competitors seriously from Day One and make sure we outprogram, outmarket, and outsell them. Secondly, to survive in these days of national syndication with talents including Howard Stern, Don Imus, and Bob & Tom, we have to do a better job of localizing our radio stations. I travel well over



With the exception of the morning show, the format's basics are excitement, entertainment, and brevity. Music is the star, except in morning drive. Young talent needs to get excited about the music and sell it like they love it.

— Mike Phillips



100,000 miles each year, and it isn't too often that I hear radio stations that don't sound like they could be transplanted to Anytown, America. Our radio stations need to be a reflection of our local listeners and community. Local traffic, weather, news, events, and content are where it's at for listeners, and we need to give it to them every hour of every day. Listen to any of today's great radio stations — besides excellent music, marketing, and morning shows, they are a direct reflection of their communities.



Mike Phillips



THREE MEN AND A LADY — Universal's Monte Lipman (l) celebrates his new Sr. VP/Promotion stripes at an R&R party with the lovely and talented Oliva Newton-John, R&R CHR Editor Tony Novia (second from l), and KHTE/KDRE/Little Rock owner Neal Ardman (r).

cleopatra

"cleopatra's theme"

the debut single from the album *comin' atcha*

#51* to #32* on billboard hot 100

55,000 scanned in 3 weeks!

#23* on the singles sales chart

8th week at



and



top 10 at



comin' atcha!



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EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES JULY 17, 1998

CALLOUT AMERICA® song selection is based on the top titles from the R&R CHR/Pop chart for the airplay week of June 22-28.

CHR/POP

TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)

ARTIST TITLE LABEL(S)

	TW	LW	2W	3W	TOTAL% FAMILIARITY	TOTAL% BURN
GOO GOO DOLLS Iris (Warner Sunset/Reprise)	4.13	3.95	4.04	3.95	83.8%	13.2%
AEROSMITH I Don't Want To Miss A Thing (Columbia)	3.91	3.71	3.74	3.57	67.9%	10.5%
SHANIA TWAIN You're Still The One (Mercury)	3.90	3.88	3.81	3.89	91.4%	24.8%
BRANDY & MONICA The Boy Is Mine (Atlantic)	3.89	3.91	4.15	4.06	65.2%	17.9%
PRAS MICHEL F/ODB & MYA Ghetto Supastar... (Interscope)	3.84	—	—	—	72.1%	11.3%
EDWIN MCCAIN I'll Be (Lava/Atlantic)	3.79	3.68	3.73	3.75	66.4%	14.0%
NEXT Too Close (Arista)	3.76	3.78	4.19	4.00	59.8%	15.2%
SEMISONIC Closing Time (MCA)	3.73	3.47	3.56	3.56	72.1%	18.6%
FAITH HILL This Kiss (Warner Bros.)	3.71	3.82	3.55	—	43.6%	9.6%
WILL SMITH Just The Two Of Us (Columbia)	3.71	3.70	3.89	3.65	81.6%	19.1%
MATCHBOX 20 Real World (Lava/Atlantic)	3.64	3.54	3.56	3.50	71.1%	18.9%
GREEN DAY Time Of Your Life (Good Riddance) (Reprise)	3.61	3.65	3.63	3.58	84.3%	24.5%
SARAH MCLACHLAN Adia (Arista)	3.60	3.48	3.41	3.60	70.1%	21.1%
BRIAN MCKNIGHT Anytime (Motown)	3.59	3.63	3.83	3.81	68.9%	22.8%
FASTBALL The Way (Hollywood)	3.59	3.56	3.57	3.67	83.3%	27.9%
CELINE DION To Love You More (550 Music)	3.58	3.53	3.52	3.55	59.8%	18.6%
ALANIS MORISSETTE Uninvited (Warner Sunset/Reprise)	3.57	3.66	3.72	3.80	81.1%	29.7%
CREED My Own Prison (Wind-up)	3.56	3.62	3.64	3.50	35.3%	8.3%
HARVEY DANGER Flagpole Sitta (Slash/London/Island)	3.53	—	—	—	31.9%	7.1%
SPARKLE Be Careful (Rock Land/Interscope)	3.52	3.55	3.80	3.68	45.8%	13.7%
EVERCLEAR I Will Buy You A New Life (Capitol)	3.49	3.47	3.44	3.44	48.5%	14.2%
ALL SAINTS Never Ever (London/Island)	3.48	3.30	3.37	3.30	41.2%	8.3%
MARIAH CAREY My All (Columbia)	3.46	3.38	3.41	3.54	73.8%	24.5%
NATALIE MERCHANT Kind & Generous (Elektra/EEG)	3.36	3.25	3.28	3.33	75.2%	24.8%
BACKSTREET BOYS Everybody (Backstreet's Back) (Jive)	3.33	3.34	3.65	3.32	76.5%	26.2%
SMASH MOUTH Can't Get Enough Of You Baby (Elektra/EEG)	3.32	3.27	—	—	51.5%	13.7%
FIVE When The Lights Go Out (Arista)	3.28	3.24	3.34	3.22	52.0%	13.0%
JENNIFER PAIGE Crush (Edel America/Hollywood)	3.22	—	—	—	29.2%	7.1%
ACE OF BASE Cruel Summer (Arista)	3.17	—	—	—	54.9%	13.5%
MADONNA Ray Of Light (Maverick/WB)	3.15	3.16	3.22	3.21	67.9%	23.5%
SAVAGE GARDEN To The Moon And Back (Columbia)	3.15	—	—	—	50.0%	17.9%
BILLIE MYERS Tell Me (Universal)	2.90	2.84	—	—	25.2%	8.8%

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

Music soundtracks are all the buzz these days, and it's certainly reflecting in callout, airplay, and sales. From the *City Of Angels* soundtrack, "Iris" by Goo Goo Dolls (Warner Sunset/Reprise) once again claims the top spot on R&R's exclusive Callout America survey, jumping 3.95-4.13. "Iris" is No. 1 with teens and 18-24s and second 25-34.

Take a hit record and a No. 1-selling soundtrack, position it in a blockbuster movie with incredible marketing and film trailers, assemble a flawless launch at radio, and you have the formula for success. *Armageddon* has now passed the \$100 million mark, and Aerosmith's "I Don't Want To Miss A Thing" (Columbia) is headed toward the highly coveted 4 range on this week's Callout America, surging 3.71-3.91 for a second-place overall finish.

Pras Michel f/ODB & Mya "Ghetto Supastar..." (Interscope) blasts onto Callout America with an impressive 3.84 (to rank fifth) and a second-place finish with teens.

A secret weapon on Callout America continues to be Edwin McCain's "I'll Be" (Lava/Atlantic). McCain's four-week trend places his average score above a 3.70, and it's fourth with teens and third 25-34. Let there be no question, this record is reacting like a power in callout research.

MCA has put the close on Semisonic's "Closing Time," and this week it vaults 3.47-3.73. "Closing" is top 10 amongst teens, 18-24s, and 25-34s.

Everyone seems to be screaming about Faith Hill, and they seem to be right. Hill's "This Kiss" (Warner Bros.) is already No. 2 18-24 (3.98) and fourth 25-34 (3.73).

Another strong debut this week is Harvey Danger's "Flagpole Sitta" (Slash/London/Island), which scores an initial 3.55. "Flagpole" already has the immediate attention of teens, debuting top 10 in the demo.

FAITH HILL "THIS KISS"



R&R Callout America #2 Women 18 - 24 (3.98)
#4 Women 25 - 34 (3.73)

MOST ADDED AGAIN!

Including: WPLJ KALC WPRO KBKS WWZZ WWDE

"John and I tested 'This Kiss' in middays and afternoons and loved the way it sounded on the air. Now we're at 100 spins and seeing very promising potential in call-out, plus good phones. We believe in this record." —DAVID COREY, WXKS/BOSTON

"Faith Hill's 'This Kiss' is an awesome record. The positive response from our listeners was immediate. Call-out and phones are both Top 5 and we're just getting started."

—KENT PHILLIPS, KPLZ/SEATTLE

"'This Kiss' beat every song for two weeks solid in our nightly New Music Challenge. We had to retire it as our champ, opting for an early add. Now, based on early research potential, we're moving 'This Kiss' into power rotation." —LORRIN PALAGI, KHMV/HOUSTON

"When Dan and I first heard 'This Kiss,' we both knew the record was a hit. Since that first listen, I have seen nothing to make me think otherwise. The response on the phones has been positive, album sales in Atlanta have been strong and early call-out says that 'This Kiss' will be a very good record for Star94." —J.R. AMMONS, STAR94/ATLANTA





CHR/POP TOP 50

JULY 17, 1998

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
5	3	2	1	GOO GOO DOLLS Iris (Warner Sunset/Reprise)	7021	6621	6371	5970	134/1
2	1	1	2	ALANIS MORISSETTE Uninvited (Warner Sunset/Reprise)	6748	6871	6948	6702	136/0
1	2	4	3	NATALIE IMBRUGLIA Torn (RCA)	5945	6173	6436	6943	128/0
4	5	5	4	FASTBALL The Way (Hollywood)	5866	5978	5986	6011	131/0
3	4	3	5	SHANIA TWAIN You're Still The One (Mercury)	5706	6273	6344	6499	126/1
11	9	6	6	BRANDY & MONICA The Boy Is Mine (Atlantic)	5524	5172	4604	4096	126/1
9	7	7	7	MATCHBOX 20 Real World (Lava/Atlantic)	5457	5103	4825	4400	128/1
13	12	10	8	AEROSMITH I Don't Want To Miss A Thing (Columbia)	5138	4594	4252	3753	132/5
10	8	8	9	NEXT Too Close (Arista)	5026	4880	4606	4254	113/0
6	6	9	10	K-CI & JOJO All My Life (MCA)	4392	4704	5281	5865	118/0
35	24	17	11	JENNIFER PAIGE Crush (Edel America/Hollywood)	3740	2983	2198	1137	131/3
20	15	14	12	WILL SMITH Just The Two Of Us (Columbia)	3604	3378	2978	2474	107/2
14	14	13	13	NATALIE MERCHANT Kind & Generous (Elektra/EEG)	3559	3452	3369	3152	116/1
19	17	15	14	SEMISONIC Closing Time (MCA)	3498	3077	2833	2564	118/2
8	10	12	15	BRIAN MCKNIGHT Anytime (Motown)	3267	3761	4313	4668	87/0
7	11	11	16	MARCY PLAYGROUND Sex And Candy (Capitol)	3249	3819	4259	4903	98/2
17	16	16	17	SARAH MCLACHLAN Adia (Arista)	3042	2998	2926	2757	113/0
23	18	19	18	ALL SAINTS Never Ever (London/Island)	2997	2789	2682	2425	119/5
31	23	20	19	SAVAGE GARDEN To The Moon And Back (Columbia)	2972	2629	2259	1472	124/8
30	26	22	20	SMASH MOUTH Can't Get Enough Of You Baby (Elektra/EEG)	2775	2432	2083	1537	115/1
26	22	21	21	FIVE When The Lights Go Out (Arista)	2723	2497	2362	2057	110/4
37	29	26	22	ACE OF BASE Cruel Summer (Arista)	2483	2002	1664	1010	104/5
BREAKER			23	'N SYNC Tearin' Up My Heart (RCA)	2260	1599	1015	213	107/7
22	21	23	24	CELINE DION To Love You More (550 Music)	2259	2414	2471	2434	108/0
28	27	24	25	EDWIN MCCAIN I'll Be (Lava/Atlantic)	2198	2159	2031	1898	79/10
12	13	18	26	MADONNA Ray Of Light (Maverick/WB)	2070	2825	3487	3757	76/0
—	—	35	27	BACKSTREET BOYS I'll Never Break Your Heart (Jive)	1899	1114	160	—	116/10
41	36	31	28	PRAS MICHEL / ODB & MYA Ghetto Supastar... (Interscope)	1743	1322	1038	816	74/7
16	20	27	29	'N SYNC I Want You Back (RCA)	1734	1960	2526	2977	69/0
29	28	28	30	BILLIE MYERS Tell Me (Universal)	1728	1801	1763	1577	91/0
15	19	25	31	BACKSTREET BOYS Everybody (Backstreet's Back) (Jive)	1531	2063	2546	3016	60/0
33	31	30	32	EVERCLEAR I Will Buy You A New Life (Capitol)	1527	1486	1490	1331	74/1
39	34	33	33	ALANA DAVIS Crazy (Elektra/EEG)	1239	1159	1110	990	73/1
40	35	36	34	GREEN DAY Time Of Your Life (Good Riddance) (Reprise)	1147	1090	1060	951	45/1
—	—	46	35	SWIRL 360 Hey Now Now (Mercury)	1136	635	208	22	86/15
34	32	32	36	DESTINY'S CHILD No, No, No (Grass Roots/Columbia)	1102	1267	1263	1257	34/0
—	—	43	37	DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)	1033	649	253	95	71/7
42	37	37	38	ROD STEWART Ooh La La (Warner Bros.)	927	1009	1023	798	71/0
—	44	40	39	USHER My Way (LaFace/Arista)	919	766	669	447	65/11
25	30	34	40	MARIAH CAREY My All (Columbia)	890	1158	1608	2229	30/0
48	43	39	41	VOICES OF THEORY Dimelo (Say It) (H.O.L.A./Red Ant)	884	789	704	592	46/2
—	—	48	42	HARVEY DANGER Flagpole Sitta (Slash/London/Island)	820	599	455	272	54/4
DEBUT			43	JANET Go Deep (Virgin)	779	413	147	108	64/15
43	40	38	44	98 DEGREES AND STEVE WONDER True To Your Heart (Walt Disney)	723	803	785	787	47/0
—	47	42	45	INNER CIRCLE Not About Romance (Republic/Universal)	682	652	595	428	49/1
DEBUT			46	BRIAN SETZER ORCHESTRA Jump Jive An' Wail (Interscope)	659	504	344	63	55/14
—	46	45	47	SPARKLE Be Careful (Rock Land/Interscope)	657	640	596	502	42/2
27	33	41	48	VONDA SHEPARD Searchin' My Soul (550 Music)	630	726	1200	1920	29/0
DEBUT			49	ATHENAEUM What I Didn't Know (Atlantic)	600	452	325	192	39/2
DEBUT			50	DREAMHOUSE Stay (Trauma)	585	517	466	310	42/1

This chart reflects airplay from July 6-12. Songs ranked by total plays. Highlighted songs indicate Breaker.

140 CHR/Pop reporters. 136 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

BREAKERS

'N SYNC

Tearin' Up My Heart (RCA)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
2260/661	107/7	23

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
NATALIE IMBRUGLIA Wishing I Was There (RCA)	82
EAGLE-EYE CHERRY Save Tonight (Work)	37
DAKOTA MOON Another Day Goes By (Elektra/EEG)	25
FAITH HILL This Kiss (Warner Bros.)	23
BARENAKED LADIES One Week (Reprise)	16
JANET Go Deep (Virgin)	15
SWIRL 360 Hey Now Now (Mercury)	15
BRIAN SETZER ORCHESTRA Jump Jive An'... (Interscope)	14
INOJ Time After Time (Columbia)	13
USHER My Way (LaFace/Arista)	11

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BACKSTREET BOYS I'll Never Break Your Heart (Jive)	+785
JENNIFER PAIGE Crush (Edel America/Hollywood)	+757
'N SYNC Tearin' Up My Heart (RCA)	+661
AEROSMITH I Don't Want To Miss A Thing (Columbia)	+544
SWIRL 360 Hey Now Now (Mercury)	+501
ACE OF BASE Cruel Summer (Arista)	+481
NATALIE IMBRUGLIA Wishing I Was There (RCA)	+463
PRAS MICHEL / ODB & MYA Ghetto Supastar... (Interscope)	+421
SEMISONIC Closing Time (MCA)	+421
GOO GOO DOLLS Iris (Warner Sunset/Reprise)	+400

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
USHER Nice & Slow (LaFace/Arista)	46/2
MATCHBOX 20 3am (Lava/Atlantic)	54/4
WILL SMITH Gettin' Jiggy Wit It (Columbia)	64/15
SAVAGE GARDEN Truly Madly Deeply (Columbia)	47/0
THIRD EYE BLIND How's It Going To Be (Elektra/EEG)	49/1
JANET Together Again (Virgin)	55/14
SMASH MOUTH Walkin' On The Sun (Interscope)	42/2
BACKSTREET BOYS As Long As You Love Me (Jive)	29/0
ROBYN Show Me Love (RCA)	39/2
SUGAR RAY Fly (Lava/Atlantic)	42/1

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

the connells "crown"

From the triumphant new album STILL LIFE

Already On:

- WABB/Mobile
- WRHT/Greenville
- WERZ/Exeter
- KLAZ/Little Rock



- WXIS/Johnson City
- WNTQ/Syracuse
- WRTS/Erie
- KLDR/Grants Pass
- ... and more

Produced, engineered, and mixed by Jim Scott
Additional production by The Connells
Management: Ed Morgan - Back Pass Management

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NEW & ACTIVE

MISTER JONES *Destiny (A&M)*
Total Plays: 551, Total Stations: 55, Adds: 10

NATALIE IMBRUGLIA *Wishing I Was There (RCA)*
Total Plays: 511, Total Stations: 85, Adds: 82

COLOR ME BADD *Remember When (Epic)*
Total Plays: 511, Total Stations: 42, Adds: 1

CREED *My Own Prison (Wind-up)*
Total Plays: 478, Total Stations: 34, Adds: 2

4 THE CAUSE *Stand By Me (RCA)*
Total Plays: 457, Total Stations: 27, Adds: 0

INOJ *Time After Time (Columbia)*
Total Plays: 422, Total Stations: 23, Adds: 13

FAITH HILL *This Kiss (Warner Bros.)*
Total Plays: 406, Total Stations: 49, Adds: 23

HEATHER NOVA *London Rain (Nothing Heals...) (Big Cat/Work)*
Total Plays: 321, Total Stations: 29, Adds: 2

BIG PUNISHER F/JOE *Still Not A Player (Loud)*
Total Plays: 315, Total Stations: 15, Adds: 3

CLEOPATRA *Cleopatra's Theme (Maverick/WB)*
Total Plays: 279, Total Stations: 22, Adds: 2

BARENAKED LADIES *One Week (Reprise)*
Total Plays: 251, Total Stations: 23, Adds: 16

N-TYCE *We Come To Party (Columbia)*
Total Plays: 197, Total Stations: 16, Adds: 0

GARTH BROOKS *To Make You Feel My Love (Capitol)*
Total Plays: 190, Total Stations: 18, Adds: 0

EAGLE-EYE CHERRY *Save Tonight (Work)*
Total Plays: 131, Total Stations: 39, Adds: 37

PURE SUGAR *Delicious (Geffen)*
Total Plays: 103, Total Stations: 15, Adds: 7

DAKOTA MOON *Another Day Goes By (Elektra/EEG)*
Total Plays: 46, Total Stations: 29, Adds: 25

Songs ranked by total plays



BREAKING ALL THE RULES — That's what Geffen group *She Moves (c)* did while partying on the beach with WBBO/Monmouth staffers to celebrate the station's first birthday bash. Also catching the rays are morning co-hosts Michelle Dawn Mooney (l) and Mike Richman (r).



SAY CHEESE WITH ME — Universal artist Olivia Newton-John honestly vibed with the KHKS/Dallas morning man Kidd Kraddick (l) while she was out promoting her new single, "I Honestly Love You."

NEW RELEASES

ADDS JULY 21

- | | |
|--------------------------|--|
| ALL-4-ONE | One Summer Night (Blitzz/Atlantic) |
| BAHA MEN f/REISS | Double Lovin' (Mercury) |
| BARENAKED LADIES | One Week (Reprise) |
| DEBORAH COX | Things Just Ain't The Same (Arista) |
| INOJ | Time After Time (Columbia) |
| MAARJA | First In Line (Geffen) |
| NICOLE | Make It Hot (EastWest/EEG) |
| SISTER HAZEL | Concede (Universal) |
| SMASHING PUMPKINS | Perfect (Virgin) |
| SONIA DADA | Don't Go... (Capricorn/Mercury) |



HARD TIMES COME EASY ... — For Mercury artist Richie Sambora. He recently performed for WAEB/Allentown's listener appreciation party that also featured Richard Marx and the Rembrandts. Buzzing along are (l-r) WAEB's mascot and PD Brian Check, Sambora, WAEB morning guy Ken Matthews, Promotion Director Laura St. James, and nighttimer Mike Kelly.

YOUR PICTURE HERE

R&R wants your best snapshots (color or black & white).

Please include the names and titles of all pictured and send them to:

R&R c/o Tony Novia:
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Los Angeles, CA 90067

CHR/POP REPORTERS

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Stations and their adds listed alphabetically by market

WFLY/Albany, NY DM: Michael Morgan PD: Rob Dawes MD: Ron Williams NATALIE IMBRUGLIA "Wishing" JANET "Deep" MISTER JONES "Destiny" NATALIE IMBRUGLIA "Wishing"	WRZE/Cape Cod, MA PD: Mike O'Donnell MD: Kevin Matthews SWIRL 360 "Hey" NATALIE IMBRUGLIA "Wishing" "N SYNC" "Team" LAURYN HILL "Can't" BIG PUNISHER FUJDE "Shit" INJU "Time"	KDUK/Eugene, OR PD: Barry McGuire MD: Valerie Steele NATALIE IMBRUGLIA "Wishing" "N SYNC" "Team" DAVE MATTHEWS BAND "Stay" MISTER JONES "Destiny" VOICES OF THEORY "Dimelo"	WKSS/Hartford, CT PD: Jay Beau Jones MD: Mike McGowan FAITH HILL "Kiss" ROCKELL FODRAGE "Tty" SAVAGE GARDEN "Moon" INJU "Time"	KIIS/Los Angeles, CA PD: Dan Kieley APD/MD: Tracy Austin 22 NATALIE IMBRUGLIA "Wishing" 11 EDWIN MCCAIN "It" 5 BEASTIE BOYS "Inter" 4 INJU "Time"	WQGN/New London, CT Prog. Mgr.: Jim Reitz OM: Michael Rock APD: Brent McKay MD: Franco EAGLE-EYE CHERRY "Save" NATALIE IMBRUGLIA "Wishing" FAITH HILL "Kiss" BRIAN SETZER ORCH "Jump"	WPRO/Providence, RI PD: Tony Bristol MD: Dave Morris 2 FAITH HILL "Kiss" 5 FIVE "Lights"	WNDU/South Bend, IN PD/MD: Casey Daniels 2 SWIRL 360 "Hey"	KISX/Tyler, TX INTERIM PD: Larry Kent MD: Mick Fulgham NATALIE IMBRUGLIA "Wishing" EAGLE-EYE CHERRY "Save" DAVE MATTHEWS BAND "Stay"	
KQID/Alexandria, LA PD: Kahuna APD/MD: Jay Stevens ERIC CLAPTON "Platinum" DAKOTA MOON "Another" FUEL "Shimmer" EAGLE-EYE CHERRY "Save"	WSSX/Charleston, SC PD: Calvin Hicks MD: Christine Cross EAGLE-EYE CHERRY "Save" NATALIE IMBRUGLIA "Wishing" CORRS "Never" ATHENAUM "Know"	WSTO/Evansville, IN PD: Barry Witherspoon MD: Tim Michaelson 10 NATALIE IMBRUGLIA "Wishing"	KXME/Honolulu, HI Co-PD: Jamie Hyatt Co-PD: Kid Leo Baldwin 28 MASE F/PUFF DADDY "Lookin" 25 USHER "Way" 24 SHANIA TWAIN "Shit"	WDJX/Louisville, KY OM/MD: C. C. Matthews APD/MD: Rod Phillips INJU "Time" NATALIE IMBRUGLIA "Wishing" DAKOTA MOON "Another"	KUMX/New Orleans, LA DM: Dave Stewart PD/MD: Kandy Klutch 3 ALL SAINTS "Never" 2 SWIRL 360 "Hey"	WHTS/Quad Cities, IA-IL OM: Tony Waitekus MD: Brian Scott 7 "N SYNC" "Team" 6 BRIAN SETZER ORCH "Jump" 3 ACE OF BASE "Cruel" 1 EVERCLEAR "Buy"	WDBR/Springfield, IL PD/MD: Rick Blade SWIRL 360 "Hey" MISTER JONES "Destiny" ACE OF BASE "Cruel"	WWSK/Utica, NY PD: Stew Schantz APD/MD: Gimp Jones BARENAKED LADIES "Week" DAKOTA MOON "Another" NATALIE IMBRUGLIA "Wishing" JANET "Deep"	
WAEB/Allentown, PA PD: Brian Check MD: Chuck McGee NATALIE IMBRUGLIA "Wishing" SWIRL 360 "Hey"	WVSR/Charleston, WV PD: Bill Shahan 26 CLOPATRA "Theme" 21 BARENAKED LADIES "Week" 16 NATALIE IMBRUGLIA "Wishing" CORRS "Never"	KMCK/Fayetteville, AR PD: Scott Johnson MD: Mike Chase 28 EAGLE-EYE CHERRY "Save" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing"	KRBE/Houston, TX PD: John Peake APD: Scotty Sparks MD: Jay Michaels SAVAGE GARDEN "Moon"	KZII/Lubbock, TX PD: Jay Shannon MD: Steve Logan No Adds	WZEB/New Orleans, LA Dir./Ops: Nick Ferrara PD: Rob Wagman SMASH MOUTH "Carli" NATALIE IMBRUGLIA "Wishing"	WDCG/Raleigh, NC OM: Brian Burns PD: Kip Taylor APD/MD: Chris Edge 12 FAR TOO JONES "Good" 8 SOU'PREL NUT ZIPPERS "Suits" 4 EAGLE-EYE CHERRY "Save" 4 NATALIE IMBRUGLIA "Wishing"	WDFW/Reading, PA PD: Al Burke MD: Scott Parks 21 SAVAGE GARDEN "Moon" 18 SAVAGE GARDEN "Truly" MISTER JONES "Destiny" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing"	WNTQ/Syracuse, NY PD: Tom Mitchell MD: Jimmy Disen 14 ALL CREED "Cruel" 13 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing" EAGLE-EYE CHERRY "Save"	WWZZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"
WGOT/Anchorage, AK DM: Mark Murphy PD: Paul Walker 19 NATALIE IMBRUGLIA "Wishing" FAITH HILL "Kiss" BACKSTREET BOYS "Break"	WNKS/Charlotte, NC PD: Brian Bridgman MD: Danny Wright 27 NATALIE IMBRUGLIA "Wishing" 17 JENNIFER PAIGE "Crush" BRIAN SETZER ORCH "Jump"	WWCK/Flint, MI PD: Scott Seiple MD: Nathan Reed EAGLE-EYE CHERRY "Save" USHER "Way" DAKOTA MOON "Another" BRIAN SETZER ORCH "Jump" PRAS MICHEL FODR "Supastar" NATALIE IMBRUGLIA "Wishing"	WZYP/Huntsville, AL PD: Bill West MD: Chris Callaway NATALIE IMBRUGLIA "Wishing"	WMGB/Macon, GA PD/MD: James Gregory 7 NATALIE IMBRUGLIA "Wishing" 7 "N SYNC" "Team"	WZWH/New York, NY PD: Tom Poleman APD: Kid Kelly MD: Cubby Bryant 8 EDWIN MCCAIN "It" 2 NATALIE IMBRUGLIA "Wishing" 1 BACKSTREET BOYS "Break"	WRVQ/Richmond, VA Interim MD: Travis Dylan MD: Lisa McKay 8 AALIYAH "Somebody" 5 BIG PUNISHER FUJDE "Shit"	WWHT/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WWLD/Tallahassee, FL PD/MD: Dave Dunaway BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing"	KKRD/Wichita, KS PD: Jack Oliver MD: Craig Hubbard NATALIE IMBRUGLIA "Wishing" EAGLE-EYE CHERRY "Save" FAITH HILL "Kiss"
WSTR/Atlanta, GA PD: Dan Bowen MD: J.R. Ammons 19 NATALIE IMBRUGLIA "Wishing" 3 EAGLE-EYE CHERRY "Save"	KLRS/Chico, CA PD/MD: Christopher Cair 25 INJU "Time" 21 NATALIE IMBRUGLIA "Wishing" 5 AALIYAH "Somebody" BEASTIE BOYS "Inter" DAKOTA MOON "Another"	WJMX/Florence, SC OM/MD: Keith Mitchell APD/MD: Kyle NATALIE IMBRUGLIA "Wishing" EAGLE-EYE CHERRY "Save" DAKOTA MOON "Another" PURE SUGAR "Delicious" JANET "Deep"	WYOP/Jackson, MS GM/MD: Dick O'Neil APD/MD: Kevin Vaughan 28 NATALIE IMBRUGLIA "Wishing"	KBFM/Allen-Brownsville, TX OM: Billy Santiago APD/MD: Jeff DeWitt 10 SAVAGE GARDEN "Moon" INJU "Time" TATYANA ALI "Daydream" NATALIE IMBRUGLIA "Wishing" MATCHBOX 20 "Real" CREED "My" INNER CIRCLE "Romance"	WVNZ/Norfolk, VA PD: Don London MD: Jay West 8 AALIYAH "Somebody" 5 BIG PUNISHER FUJDE "Shit"	WVXK/Roanoke, VA OM/MD: Russ Brown MD: Lisa Jo Elliott EAGLE-EYE CHERRY "Save" NATALIE IMBRUGLIA "Wishing" DAKOTA MOON "Another" PURE SUGAR "Delicious"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"
WAYV/Atlantic City, NJ PD: Tommy Frank APD/MD: Paul Kelly 36 "N SYNC" "Team" MINI-KING "Together"	WVWV/Cincinnati, OH DM: Mike Marino PD: Bill Klapproth MD: Jim Kelly No Adds	WXKB/Ft. Myers, FL MD: Randy Sherwyn PUFF DADDY FUJDE "Come" BOYZ II MEN "Time"	WAPE/Jacksonville, FL OM/MD: Cat Thomas APD/MD: Tony Mann No Adds	WAOA/Melbourne, FL PD: J.T. Daniels NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay" DAKOTA MOON "Another" CORRS "Never" KELLY PRICE "Friend"	WVXK/Roanoke, VA OM/MD: Russ Brown MD: Lisa Jo Elliott EAGLE-EYE CHERRY "Save" NATALIE IMBRUGLIA "Wishing" DAKOTA MOON "Another" PURE SUGAR "Delicious"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"	
WZNY/Augusta, GA PD: Bruce Stevens MD: Michael Chase 8 NATALIE IMBRUGLIA "Wishing" FAITH HILL "Kiss" EAGLE-EYE CHERRY "Save"	WZJM/Cleveland, OH PD: Dave Eubanks MD: Action Jackson JANET "Deep" PURE SUGAR "Delicious" INJU "Time" BRIAN SETZER ORCH "Jump" USHER "Way"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"					
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
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WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
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WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian APD/MD: Rob Ross 13 ALL CREED "Cruel" 10 FAITH HILL "Kiss" 9 NATALIE IMBRUGLIA "Wishing"	WVFC/Wausau, WI PD: Paul Kraimer MD: Jeff Murray 12 NATALIE IMBRUGLIA "Wishing" 5 HARVEY DANGER "Flaggpole" 3 SWIRL 360 "Hey"						
WZXX/Baton Rouge, LA PD: Robert Eifman MD: Todd Chase USHER "Way" BARENAKED LADIES "Week" NATALIE IMBRUGLIA "Wishing" DAVE MATTHEWS BAND "Stay"	WVWV/Syracuse, NY PD/MD: J.J. Rice ALL SAINTS "Never"	WVWZ/Washington, DC PD: Dale O'Brian							

CHR/POP PLAYLISTS

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

MARKET #1
WHTZ/New York
(212) 239-2300
Poleman/Bryant

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
64	67	64	65	65	ALANIS MORISSETTE/Uninvited
43	49	62	65	65	BRANDY & MONICA/The Boy Is Mine
63	64	61	63	63	SHANIA TWAIN/You're Still The One
62	64	61	63	63	NATALIE IMBRUGLIA/Tom
29	43	62	62	62	GOO GOO DOLLS/Ins
30	35	37	42	42	WILL SMITH/Just The Two Of Us
34	30	43	42	42	AEROSMITH/Don't Want To...
63	64	43	42	42	BRIAN MCKNIGHT/Anytime
29	42	41	41	41	FASTBALL/The Way
41	38	42	41	41	MARCY PLAYGROUND/Sex And Candy
21	17	33	37	37	NEXT/Too Close
64	64	46	46	46	K-Ci & JOJO/All My Life
19	18	25	25	25	SEMISONIC/Closing Time
27	41	33	33	33	ROCKWELL/A Dream
14	25	39	39	39	PRAS MICHEL F.O.D.B./Ghetto Supastar...
21	15	30	30	30	MATCHBOX 20/Real World
42	44	29	29	29	MADONNA/Ray Of Light
15	28	28	28	28	CELINE DION/To Love You More
23	27	28	28	28	NOTORIOUS B.I.G./Mo Money Mo Problems
36	43	32	32	32	WILL SMITH/Gettin' Jiggy Wit It
43	37	26	26	26	SAVAGE GARDEN/Truly Madly Deeply
1	17	25	25	25	SAVAGE GARDEN/To The Moon And Back
21	29	20	20	20	ALL SAINTS/Never Ever
-	-	3	20	20	'N SYNC/Teardrop/Up My Heart
-	-	12	13	13	ULTRA NATE/Free
-	-	3	19	19	JENNIFER PAIGE/Crush
13	17	13	13	13	MATCHBOX 20/3am
18	26	-	-	-	PUFF DADDY/F.I. Page/Come With Me
12	13	12	12	12	DIANA KING/It's A Little
11	12	15	14	14	SARAH McLACHLAN/Ada
11	9	14	14	14	NATALIE MERCHANT/Kind & Generous
27	28	13	13	13	AMBER/One More Night
13	12	10	10	10	FUGEES/No Woman, No Cry
20	-	-	-	-	THIRD EYE BLIND/How's It Going To Be
13	12	11	11	11	CELINE DION/My Heart Will Go On
13	12	11	11	11	THIRD EYE BLIND/Semi-Charmed Life
39	20	1	1	1	MARIAH CAREY/My All
-	-	-	-	-	EDWIN MCCAINTY/Be
17	13	11	11	11	PUFF DADDY/F.I. Page/Come With Me
-	-	-	-	-	NATALIE IMBRUGLIA/Wishing I Was There

MARKET #2
KISF/M Los Angeles
(818) 845-1027
Kieley/Austin

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
77	75	80	76	76	BRANDY & MONICA/The Boy Is Mine
38	57	78	76	76	GOO GOO DOLLS/Ins
76	72	78	75	75	ALANIS MORISSETTE/Uninvited
41	53	61	64	64	NEXT/Too Close
41	44	48	59	59	WILL SMITH/Just The Two Of Us
74	74	78	57	57	NATALIE IMBRUGLIA/Tom
75	73	78	57	57	BRIAN MCKNIGHT/Anytime
39	42	49	42	42	JENNIFER PAIGE/Crush
-	-	-	-	-	GREEN DAY/Time Of Your Life...
32	43	48	40	40	FASTBALL/The Way
74	45	45	39	39	MARIAH CAREY/My All
40	39	-	-	-	'N SYNC/Teardrop/Up My Heart
19	29	39	38	38	FIVE/When The Lights...
45	44	43	38	38	SHANIA TWAIN/You're Still The One
23	25	26	33	33	PRAS MICHEL F.O.D.B./Ghetto Supastar...
28	25	17	26	26	MATCHBOX 20/Real World
37	41	47	26	26	DESTINY'S CHILD/No, No, No
-	-	-	-	-	CELINE DION/To Love You More
5	18	21	25	25	'N SYNC/Teardrop/Up My Heart
18	20	23	23	23	SMASH MOUTH/Can't Get Enough...
10	10	10	10	10	AEROSMITH/Don't Want To...
-	-	-	-	-	NATALIE IMBRUGLIA/Wishing I Was There
21	21	21	21	21	SEMISONIC/Closing Time
22	15	18	4	4	THE CAUSE/Stand By Me
11	12	18	18	18	ALL SAINTS/Never Ever
27	12	13	17	17	SAVAGE GARDEN/To The Moon And Back
9	12	13	12	12	NATALIE MERCHANT/Kind & Generous
-	-	-	-	-	EDWIN MCCAINTY/Be
-	-	-	-	-	PUFF DADDY/F.I. Page/Come With Me
6	8	10	8	8	ROD STEWART/Ooh La La
7	6	7	6	6	COLOR ME BADD/Remember When
-	-	-	-	-	BEASTIE BOYS/Intergalactic
-	-	-	-	-	INQU/Time After Time

MARKET #4
KZQZ/San Francisco
(415) 957-0957
Adams/Ventura

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
14	14	33	86	86	PRAS MICHEL F.O.D.B./Ghetto Supastar...
24	55	60	61	61	SHANIA TWAIN/You're Still The One
71	71	83	81	81	NEXT/Too Close
71	71	80	77	77	NATALIE IMBRUGLIA/Tom
64	64	77	76	76	VOICES OF THEORY/Dimeko (Say It)
19	19	19	19	19	SHANIA TWAIN/You're Still The One
64	64	68	68	68	ALANIS MORISSETTE/Uninvited
51	51	56	57	57	WILL SMITH/Just The Two Of Us
28	28	56	52	52	JANET/Together Again
67	67	76	49	49	SAVAGE GARDEN/Truly Madly Deeply
-	-	-	-	-	INQU/Time After Time
48	48	49	48	48	MARIAH CAREY/My All
39	39	47	48	48	K-Ci & JOJO/All My Life
43	43	47	47	47	KA/Say You'll Stay
69	69	70	46	46	MARCY PLAYGROUND/Sex And Candy
42	42	48	45	45	NU FLAVOR/Heaven
53	53	53	43	43	BRIAN MCKNIGHT/Anytime
-	-	-	-	-	AEROSMITH/Don't Want To...
25	25	41	39	39	JENNIFER PAIGE/Crush
27	27	37	36	36	KA/Somebody Inside Me
-	-	-	-	-	CELINE DION/To Love You More
-	-	-	-	-	SAVAGE GARDEN/To The Moon And Back
54	54	57	34	34	BACKSTREET BOYS/Everybody...
29	29	29	25	25	JANET/Together Again
-	-	-	-	-	MADONNA/Frozen
50	50	27	25	25	'N SYNC/Teardrop/Up My Heart
-	-	-	-	-	'N SYNC/Teardrop/Up My Heart
25	25	29	23	23	INQU/Time After Time
26	26	33	23	23	FASTBALL/The Way
15	15	18	21	21	BACKSTREET BOYS/As Long As You...
-	-	-	-	-	WILL SMITH/Gettin' Jiggy Wit It
10	10	21	19	19	PAULA COLLE/Don't Want To Wait
-	-	-	-	-	MATCHBOX 20/Push
22	22	18	17	17	ALL SAINTS/Never Ever
31	31	37	15	15	FIVE/When The Lights...
40	40	13	9	9	UNCLE SAMM/Don't Ever Want...
-	-	-	-	-	JANET/Go Deep
-	-	-	-	-	BACKSTREET BOYS/Everybody...

MARKET #5
Q102/Philadelphia
(610) 667-8100
Kalina/Towers

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
64	46	63	61	61	K-Ci & JOJO/All My Life
24	55	60	61	61	SHANIA TWAIN/You're Still The One
54	60	43	59	59	ALANIS MORISSETTE/Uninvited
-	-	-	-	-	GOO GOO DOLLS/Ins
59	53	47	58	58	WILL SMITH/Gettin' Jiggy Wit It
51	63	61	58	58	WILL SMITH/Just The Two Of Us
36	40	56	46	46	JANET/Together Again
63	63	63	46	46	NATALIE IMBRUGLIA/Tom
20	28	37	41	41	ROCKWELL/F/COLLAGE/Can't We Try
16	15	19	29	29	NEXT/Too Close
31	19	23	29	29	MARIAH CAREY/My All
36	41	42	27	27	'N SYNC/Teardrop/Up My Heart
40	25	-	-	-	BACKSTREET BOYS/Everybody...
28	25	34	26	26	FASTBALL/The Way
19	20	20	25	25	VOICES OF THEORY/Dimeko (Say It)
12	25	25	25	25	ALL SAINTS/Never Ever
40	28	29	23	23	BRANDY & MONICA/The Boy Is Mine
6	10	11	20	20	SAVAGE GARDEN/To The Moon And Back
-	-	-	-	-	BACKSTREET BOYS/Everybody...
-	-	-	-	-	BACKSTREET BOYS/Everybody...
61	56	31	18	18	BRIAN MCKNIGHT/Anytime
10	10	10	16	16	COLOR ME BADD/Remember When
14	15	18	15	15	LA BOUCHE/You Won't Forget Me
30	26	16	14	14	MARCY PLAYGROUND/Sex And Candy
6	16	18	13	13	PRAS MICHEL F.O.D.B./Ghetto Supastar...
-	-	-	-	-	AEROSMITH/Don't Want To...
-	-	-	-	-	JANET/Go Deep

MARKET #6
106.1 KISSFM
KHKS/Dallas
(214) 891-3400
Lambert/Reynolds

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
61	67	72	77	77	BRANDY & MONICA/The Boy Is Mine
71	65	68	70	70	BRIAN MCKNIGHT/Anytime
68	61	70	68	68	SHANIA TWAIN/You're Still The One
40	41	67	67	67	ALANIS MORISSETTE/Uninvited
72	54	56	58	58	NATALIE IMBRUGLIA/Tom
30	37	41	50	50	NEXT/Too Close
41	39	46	49	49	USHER/You Make Me Wanna...
35	43	48	48	48	WILL SMITH/Just The Two Of Us
-	-	-	-	-	'N SYNC/Teardrop/Up My Heart
45	40	42	46	46	USHER/Nice & Slow
67	71	51	45	45	MARCY PLAYGROUND/Sex And Candy
42	44	45	44	44	SAVAGE GARDEN/Truly Madly Deeply
46	45	50	43	43	MARIAH CAREY/My All
20	18	38	48	48	FIVE/When The Lights...
8	35	39	41	41	JENNIFER PAIGE/Crush
37	38	37	40	40	FASTBALL/The Way
-	-	-	-	-	BACKSTREET BOYS/Everybody...
24	36	47	36	36	MATCHBOX 20/3am
22	40	45	35	35	MATCHBOX 20/Push
27	27	30	32	32	WILL SMITH/Gettin' Jiggy Wit It
21	20	23	25	25	JOCK JAM/Jock Jam
44	44	32	24	24	SMASH MOUTH/Walkin' On The Sun
-	-	-	-	-	PRAS MICHEL F.O.D.B./Ghetto Supastar...
17	19	20	21	21	EN VOIGUE/Don't Let Go (Love)
-	-	-	-	-	VOICES OF THEORY/Dimeko (Say It)
16	15	19	19	19	CARDIGANS/Lovefool
22	23	18	18	18	K.P. & ENVOY/You Know (What...)
18	-	-	-	-	CUNCIAN SHEIK/Barely Breathing
21	17	20	17	17	NU FLAVOR/Baby Be There
19	-	-	-	-	INQU/Time After Time
19	14	16	16	16	BLACKSTREET/No Diggy
21	17	19	16	16	MEREDITH BROOKS/Bach
-	-	-	-	-	LOS UMBRELLOS/No Tengo Dinero
-	-	-	-	-	NO DOUBT/Don't Speak
14	20	16	13	13	BACKSTREET BOYS/As Long As You...
-	-	-	-	-	QUAD CITY DJ'S/Com'n 'N Ride It...
-	-	-	-	-	BLAZING/Don't Let Go (Love)
10	13	13	10	10	CELINE DION/To Love You More
7	16	12	9	9	SAVAGE GARDEN/To The Moon And Back

MARKET #8
WWZZ/Washington
(703) 522-1041
O'Brian/Ross

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
18	36	58	61	61	ALL SAINTS/Never Ever
58	62	60	60	60	FASTBALL/The Way
60	60	62	58	58	SHANIA TWAIN/You're Still The One
58	59	59	58	58	K-Ci & JOJO/All My Life
58	58	51	57	57	WILL SMITH/Just The Two Of Us
49	48	49	56	56	NATALIE IMBRUGLIA/Tom
21	50	50	45	45	ACE OF BASE/Cruel Summer
47	50	44	45	45	DESTINY'S CHILD/No, No, No
26	25	32	40	40	BACKSTREET BOYS/Everybody...
21	16	25	39	39	BRANDY & MONICA/The Boy Is Mine
62	56	42	38	38	ALANIS MORISSETTE/Uninvited
61	58	41	36	36	BRIAN MCKNIGHT/Anytime
33	43	37	36	36	MATCHBOX 20/Real World
43	18	25	29	29	MATCHBOX 20/3am
27	26	28	29	29	JENNIFER PAIGE/Crush
35	39	38	27	27	NEXT/Too Close
43	28	32	27	27	NU FLAVOR/Heaven
17	25	27	27	27	PRAS MICHEL F.O.D.B./Ghetto Supastar...
-	-	-	-	-	'N SYNC/Teardrop/Up My Heart
25	22	24	25	25	ROBYN/Show Me Love
11	26	26	22	22	CELINE DION/To Love You More
23	-	-	-	-	VONDA SHEPARD/Searchin' My Soul
32	28	21	21	21	JANET/Together Again
17	26	30	21	21	SAVAGE GARDEN/To The Moon And Back
9	11	17	17	17	THE CAUSE/Stand By Me
11	22	17	17	17	BRIAN SETZER ORCH./Jump Jive An' Wal
12	13	17	17	17	AEROSMITH/Don't Want To...
17	16	16	16	16	JANET/Together Again
-	-	-	-	-	GOO GOO DOLLS/Ins
-	-	-	-	-	BACKSTREET BOYS/Everybody...
-	-	-	-	-	VOICES OF THEORY/Dimeko (Say It)
11	-	-	-	-	ALLURE/All Cried Out
14	14	12	12	12	ROBYN/Do You Know (What...)
19	13	14	12	12	SMASH MOUTH/Walkin' On The Sun
30	44	19	11	11	WILL SMITH/Gettin' Jiggy Wit It
14	14	14	11	11	LISA LOEB/I Do
11	9	12	11	11	COLOR ME BADD/Remember When
19	17	16	10	10	'N SYNC/Teardrop/Up My Heart
-	-	-	-	-	USHER/My Way

MARKET #9
104 KRBE
KRBE/Houston
(713) 266-1000
Peake/Michaels

PLAYS	3W
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CHR/POP PLAYLISTS

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

102.7
TODAY'S HIT MUSIC

MARKET #19
WXYV/Baltimore
(410) 653-2200
Ferguson/Dee

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
57	53	53	81		WYCLEF JEAN/Gone Tili November
51	69	69	81		WILL SMITH/Just The Two Of Us
76	78	78	81		PRAS MICHEL F/ODB.../Ghetto Supastar
74	72	72	81		NATALIE IMBRUGLIA/Tom
78	63	63	81		BRANDY & MONICA/The Boy Is Mine
12	29	29	79		PUFF DADDY F.J.J. PAGE/Come With Me
41	39	39	78		FIVE/When The Lights...
			4		LAURYN HILL/Can't Take My
80	80	80	42		NEXT/Too Close
42	21	21	38		VOICES OF THEORY/Dimelo (Say It)
60	51	51	38		K-Ci & JOJO/All My Life
23	19	19	37		BIG PUNISHER F/ODE/Still Not A Player
36	47	47	36		MARCY PLAYGROUND/Sex And Candy
31	34	34	36		USHER/You Make Me Wanna...
10	5	5	34		ALANIS MORISSETTE/Uninvited
18	18	18	33		K.P. & ENVIY/Swing My Way
			3		AEROSMITH/ Don't Want To...
			9		3 BEASTIE BOYS/Intergalactic
			29		29 GOO GOO DOLLS/Ins
28	29	29	29		USHER/Nice & Slow
53	46	46	27		WILL SMITH/Gettin' Jiggy Wit It
28	24	24	26		SAVAGE GARDEN/Truly Madly Deeply
12	32	32	18		USHER/My Way
14	16	16	17		LAURA/Here We Go Again
			17		17 INOJ/Time After Time
			9		9 DREAMHOUSE/Stay
			13		13 SEMISONIC/Closing Time
43	15	15	7		JANET/Together Again
12	7	7	7		INNER CIRCLE/Not About Romance
49	50	50	5		ALL SAINTS/Never Ever
					HARVEY DANGER/Faggote Sitta

93.4
today's hit music

MARKET #20
WBZZ/Pittsburgh
(412) 920-9400
Edgar

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
53	55	57	61		GOO GOO DOLLS/Ins
24	51	58	56		K-Ci & JOJO/All My Life
51	54	54	56		SHANIA TWAIN/You're Still The One
55	50	52	54		EDWIN MCCAIN/II Be
56	56	55	52		NATALIE IMBRUGLIA/Tom
38	38	38	39		FASTBALL/The Way
23	31	37	39		SEMISONIC/Closing Time
34	37	38	36		MATCHBOX 20/Real World
28	23	24	35		AEROSMITH/ Don't Want To...
27	14	30	35		BRIAN MCKNIGHT/Anytime
36	32	35	33		JANET/Together Again
50	48	40	33		ALANIS MORISSETTE/Uninvited
32	30	32	32		MADONNA/Ray Of Light
10	17	30	30		REBEKAH/Sin So Well
28	27	30	29		'N SYNC/ Want You Back
16	27	29	29		SARAH MCLACHLAN/Adia
26	24	26	27		BILLIE MYERS/Tell Me
31	24	26	25		GREEN DAY/Time Of Your Life...
26	20	23	25		MATCHBOX 20/3am
21	24	24	24		SMASH MOUTH/Walkin' On The Sun
			23		23 NATALIE IMBRUGLIA/Wishing I Was There
			11		11 DAVE MATTHEWS BAND/Stay (Wasting Time)
24	18	24	23		CHUMBAWAMBA/Tubthumping
20	20	23	23		SUGAR RAY/Fy
21	19	21	23		THIRD EYE BLIND/How's It Going To Be
23	20	27	23		TONIC/ You Could Only...
20	19	23	23		SAVAGE GARDEN/Truly Madly Deeply
20	16	23	23		THIRD EYE BLIND/Semi-Charmed Life
28	17	21	22		SISTER 7/ Know What You Mean
13	18	19	19		SAVAGE GARDEN/To The Moon And Back
			12		12 SMASH MOUTH/Can't Get Enough...
10	9	12	17		ALANA DAVIS/Crazy
20	20	24	17		BILLIE MYERS/Kiss The Rain
34	29	28	16		BACKSTREET BOYS/As Long As You...
			14		14 EVERCLEAR/ Will Buy You...
			10		10 BRANDY & MONICA/The Boy Is Mine
10	13	13	15		CELINE DION/To Love You More
14	12	14	15		NEXT/Too Close
11	16	17	9		NATALIE MERCHANT/Kind & Generous
			6		6 JENNIFER PAIGE/Crush

93.3 FLZ

MARKET #21
WFLZ/Tampa
(813) 839-9393
Harris/Domino

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
70	71	69	75		GOO GOO DOLLS/Ins
72	72	73	73		ALANIS MORISSETTE/Uninvited
50	72	73	71		BRANDY & MONICA/The Boy Is Mine
55	69	73	70		BRIAN MCKNIGHT/Anytime
72	70	69	62		K-Ci & JOJO/All My Life
18	21	33	54		AEROSMITH/ Don't Want To...
58	49	66	53		NEXT/Too Close
29	34	49	48		FIVE/When The Lights...
40	43	47	44		FASTBALL/The Way
49	44	46	44		'N SYNC/ Want You Back
5	20	40	42		JENNIFER PAIGE/Crush
30	38	42	41		MADONNA/Ray Of Light
32	40	39	38		JANET/ Together Again
15	13	24	38		SEMISONIC/Closing Time
24	32	37	37		DESTINY'S CHILD/No, No, No
34	29	31	34		INOJ/ Love You Down
40	39	38	33		NATALIE IMBRUGLIA/Tom
17	25	33	32		WILL SMITH/Just The Two Of Us
25	32	34	31		MATCHBOX 20/Real World
46	40	40	41		MARCY PLAYGROUND/Sex And Candy
45	45	37	39		BACKSTREET BOYS/Everybody...
19	26	29	29		ALL SAINTS/Never Ever
72	56	33	27		WILL SMITH/Gettin' Jiggy Wit It
26	29	26	26		MATCHBOX 20/3am
18	24	24	24		UNCLE SAM/ Don't Ever Want...
			24		24 BACKSTREET BOYS/II Never Break...
			9		9 MISTER JONES/Destiny
8	10	20	20		SMASH MOUTH/Can't Get Enough...
17	20	16	18		SPARKLE/Be Careful
17	21	19	17		NATALIE MERCHANT/Kind & Generous
20	28	24	16		THIRD EYE BLIND/How's It Going To Be
19	24	23	16		TONIC/ You Could Only...
18	15	13	15		USHER/Nice & Slow
13	16	14	14		SMASH MOUTH/Walkin' On The Sun
13	17	16	14		JANET/Together Again
15	14	13	13		BACKSTREET BOYS/As Long As You...
22	12	10	13		SAVAGE GARDEN/Truly Madly Deeply
11	15	15	12		PRAS MICHEL F/ODB.../Ghetto Supastar...
5	11	10	10		SAVAGE GARDEN/To The Moon And Back
			10		10 SWIRL 360/Hey Now Now

JAMMIN 92.3

MARKET #23
WZJM/Cleveland
(216) 621-9300
Eubanks/Jackson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
50	52	60	66		ALL SAINTS/Never Ever
51	62	56	64		WILL SMITH/Just The Two Of Us
37	44	50	64		FIVE/When The Lights...
66	67	61	63		NEXT/Too Close
64	50	54	60		SHANIA TWAIN/You're Still The One
55	62	62	57		K-Ci & JOJO/All My Life
46	52	50	56		ALANIS MORISSETTE/Uninvited
50	61	52	61		GOO GOO DOLLS/Ins
36	58	50	48		BRANDY & MONICA/The Boy Is Mine
28	38	39	46		FASTBALL/The Way
57	58	53	46		NATALIE IMBRUGLIA/Tom
23	31	39	45		AEROSMITH/ Don't Want To...
19	28	35	42		ACE OF BASE/Cruel Summer
39	52	49	39		'N SYNC/ Want You Back
28	22	24	35		SMASH MOUTH/Can't Get Enough...
36	43	40	35		BACKSTREET BOYS/Everybody...
			16		16 JENNIFER PAIGE/Crush
			15		15 'N SYNC/tear' Up My Heart
			18		18 BACKSTREET BOYS/II Never Break...
21	21	22	29		JANET/Together Again
16	30	31	22		UNCLE SAM/ Don't Ever Want...
29	26	21	28		PUBLIC ANNOUNCEMENT/Body Bumpin'...
20	16	21	27		SOMETHIN' FOR.../My Love Is The Shhh!
25	32	29	27		BRIAN MCKNIGHT/Anytime
15	23	30	25		SAVAGE GARDEN/To The Moon And Back
19	29	24	23		ROBYN/Show Me Love
17	21	23	23		USHER/You Make Me Wanna...
			13		13 PRAS MICHEL F/ODB.../Ghetto Supastar...
14	17	16	21		SPICE GIRLS/Say You'll Be There
21	16	15	21		MATCHBOX 20/3am
20	12	11	20		VOICES OF THEORY/Dimelo (Say It)
11	20	18	20		NO MERCY/Where Do You Go
13	18	19	20		SMASH MOUTH/Walkin' On The Sun
20	26	15	19		USHER/Nice & Slow
32	26	22	18		LFO/The Way You Like...
13	12	15	18		COLOR ME BADD/Remember When
18	16	18	18		SUGAR RAY/Fy
39	39	24	17		MARCY PLAYGROUND/Sex And Candy
			8		8 HI-TOWN D/5-Ding-A-Ling
11	22	21	16		BACKSTREET BOYS/As Long As You...

Z100
TODAY'S BEST MUSIC

MARKET #24
KKRZ/Portland, OR
(503) 326-0100
Austri/Lara

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
61	73	60	77		NEXT/Too Close
72	75	71	76		BRIAN MCKNIGHT/Anytime
50	61	71	73		WILL SMITH/Just The Two Of Us
46	54	65	70		GOO GOO DOLLS/Ins
45	50	50	63		BRANDY & MONICA/The Boy Is Mine
64	69	49	51		SHANIA TWAIN/You're Still The One
34	42	47	51		AEROSMITH/ Don't Want To...
54	49	50	51		DESTINY'S CHILD/No, No, No
30	34	42	50		MADONNA/Ray Of Light
49	36	27	49		NATALIE IMBRUGLIA/Tom
69	71	47	49		K-Ci & JOJO/All My Life
49	46	34	48		MARCY PLAYGROUND/Sex And Candy
28	29	19	35		MATCHBOX 20/Real World
			10		10 JANET/Go Deep
72	55	31	30		ALANIS MORISSETTE/Uninvited
22	26	20	30		SAVAGE GARDEN/Truly Madly Deeply
28	27	20	30		BACKSTREET BOYS/Everybody...
19	28	18	29		JENNIFER PAIGE/Crush
			7		7 ACE OF BASE/Cruel Summer
7	17	24	28		PRAS MICHEL F/ODB.../Ghetto Supastar...
10	12	20	27		SAVAGE GARDEN/To The Moon And Back
			15		15 'N SYNC/tear' Up My Heart
16	13	18	26		ALL SAINTS/Never Ever
28	19	22	24		WILL SMITH/Gettin' Jiggy Wit It
9	20	19	23		SAVAGE GARDEN/To The Moon And Back
			20		20 ROBYN/Do You Know (What...)
29	29	21	21		USHER/You Make Me Wanna...
			5		5 SEMISONIC/Closing Time
5	8	10	20		SMASH MOUTH/Can't Get Enough...
26	24	19	20		CELINE DION/To Love You More
23	24	20	20		'N SYNC/ Want You Back
17	21	19	19		THIRD EYE BLIND/Semi-Charmed Life
20			18		18 BACKSTREET BOYS/As Long As You...
			17		17 EDWIN MCCAIN/II Be
			16		16 MARIAH CAREY/Honey
17	17	16	16		SUGAR RAY/Fy
			16		16 ROBYN/Show Me Love
17	16	16	16		SMASH MOUTH/Walkin' On The Sun
12	12	17	15		NATALIE MERCHANT/Kind & Generous
15	14	10	15		EVERCLEAR/ Will Buy You...

102.7
TODAY'S HIT MUSIC

MARKET #25
WKRC/Cincinnati
(513) 763-5500
Klaproth/Kelly

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
39	51	75	80		MATCHBOX 20/Real World
77	79	75	75		EDWIN MCCAIN/II Be
45	76	79	75		FASTBALL/The Way
77	76	75	75		NATALIE IMBRUGLIA/Tom
76	77	76	74		GOO GOO DOLLS/Ins
36	43	45	49		K-Ci & JOJO/All My Life
76	75	74	49		SHANIA TWAIN/You're Still The One
76	46	46	47		ALANIS MORISSETTE/Uninvited
36	44	45	45		SARAH MCLACHLAN/Adia
31	36	39	44		AEROSMITH/ Don't Want To...
50	45	44	44		EVERCLEAR/ Will Buy You...
43	40	45	41		SEMISONIC/Closing Time
76	45	44	41		MATCHBOX 20/3am
18	22	34	41		CHERRY POPPIN'.../Zoot Suit Riot
			3		3 JENNIFER PAIGE/Crush
2	34	34	35		MADONNA/Ray Of Light
18	17	15	30		BILLIE MYERS/Tell Me
26	25	27	28		SISTER HAZEL/All For You
			28		28 NATALIE IMBRUGLIA/Wishing I Was There
			16		16 SMASH MOUTH/Can't Get Enough...
			16		16 BRANDY & MONICA/The Boy Is Mine
29	28	15	14		SAVAGE GARDEN/To The Moon And Back
17	14	13	13		'N SYNC/ Want You Back
			12		12 BARENAKED LADIES/One Week
			7		7 ROD STEWART/Ooh La La
15	46	44	5		NATALIE MERCHANT/Kind & Generous
39	37	5	5		CELINE DION/To Love You More
12	16	5	5		ALANA DAVIS/Crazy

93.3
TODAY'S HIT MUSIC

MARKET #26
KMXV/Kansas City
(816) 756-5698
Zellner/Dylan

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
54	60	62	64		GOO GOO DOLLS/Ins
64	64	64	62		ALANIS MORISSETTE/Uninvited
60	62	60	60		K-Ci & JOJO/All My Life
58	58	58	58		FASTBALL/The Way
48	56	56	56		SHANIA TWAIN/You're Still The One
56	54	54	54		MATCHBOX 20/Real World
56	54	54	54		NATALIE MERCHANT/Kind & Generous
26	40	46	50		WILL SMITH/Just The Two Of Us
30	38	40	48		AEROSMITH/ Don't Want To...
46	48	50	46		BRIAN MCKNIGHT/Anytime
30	34	36	38		NEXT/Too Close
22	26	34	30		

CHR/POP PLAYLISTS

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

MARKET #39

B97
WEZB/New Orleans
(504) 581-7002
Wagman

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
49	48	48	51		SHANIA TWAIN/You're Still The One
47	44	44	50		K-CI & JOJO/All My Life
49	51	51	50		EDWIN MCCAIN/II Be
48	48	48	48		NATALIE IMBRUGLIA/Tom
50	47	47	48		MARCY PLAYGROUND/Sex And Candy
51	49	49	47		VONDA SHEPARD/Searchin' My Soul
48	51	51	45		ALANIS MORISSETTE/Uninvited
40	40	40	43		FASTBALL/The Way
36	36	36	37		SARAH MCLACHLAN/Ada
39	37	37	36		GOO GOO DOLLS/Ins
37	37	37	36		MATCHBOX 20/Real World
36	36	36	36		NATALIE MERCHANT/Kind & Generous
37	36	36	36		ROBYN/Do You Really...
36	36	36	36		BRIAN MCKNIGHT/Anytime
22	27	27	26		BRIAN MCKNIGHT/Anytime
34	34	34	35		PAULA COLE/Me
30	36	36	35		MARIAH CAREY/My All
37	35	35	34		CELINE DION/To Love You More
-	-	-	21		ACE OF BASE/Cruel Summer
23	21	21	21		AEROSMITH/Don't Want To...
20	20	20	21		MADONNA/Ray Of Light
19	21	21	18		BILLIE MYERS/Tell Me
-	10	10	16		GARTH BROOKS/To Make You Feel
-	10	12	15		SEMI-SONIC/Closing Time
-	13	13	15		THIRD EYE BLIND/Semi-Charmed Life
-	13	13	14		SAVAGE GARDEN/To The Moon And Back
-	-	-	14		CREED/My Own Prison
13	14	14	14		EVERCLEAR/Will Buy You...
-	12	12	14		HOOTIE & BLOWFISH/Only Wanna Be...
-	-	-	14		JENNIFER PAIGE/Crush
17	17	17	13		ROD STEWART/Oh La La
-	9	9	13		ALANA DAVIS/Crazy
19	13	13	13		THIRD EYE BLIND/How's It Going To Be
13	13	13	13		CHUMBAWAMBA/Tubthumping
-	12	12	13		SUGAR RAY/Fly
13	-	-	13		TONIC/If You Could Only...
-	-	-	13		BACKSTREET BOYS/Quit Playin'...
-	-	-	13		MEREDITH BROOKS/Bitch
-	-	-	12		NO MERCY/Where Do You Go
-	-	-	12		BACKSTREET BOYS/As Long As You
12	12	12	12		LISA LOEB/I Do

MARKET #41

KISS 98.5
WKSS/Buffalo
(716) 884-5101
Universal

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
57	58	58	57		NEXT/Too Close
44	52	59	55		WILL SMITH/Just The Two Of Us
59	55	58	55		SHANIA TWAIN/You're Still The One
26	26	26	39		FAITH HILL/This Kiss
54	57	59	55		GOO GOO DOLLS/Ins
18	21	42	54		AEROSMITH/Don't Want To...
49	56	55	50		BRANDY & MONICA/The Boy Is Mine
40	43	33	38		DESTINY'S CHILD/No, No, No
19	26	29	38		PRAS MICHEL F.O.D.B./Ghetto Supastar...
57	42	40	38		BRIAN MCKNIGHT/Anytime
19	34	36	36		SARAH MCLACHLAN/Ada
51	58	56	36		K-CI & JOJO/All My Life
-	12	24	36		SEMI-SONIC/Closing Time
16	18	20	34		THIRD EYE BLIND/How's It Going To Be
43	40	38	34		GREEN DAY/Time Of Your Life
26	31	39	32		JANET/Together Again
46	42	39	31		NATALIE IMBRUGLIA/Tom
25	26	38	31		ALL SAINTS/Never Ever
40	39	40	28		ALANIS MORISSETTE/Uninvited
37	33	21	27		MATCHBOX 20/Real World
-	-	-	27		HEATHER NOVA/London Rain...
21	27	26	27		FIVE/When The Lights...
44	41	37	26		FASTBALL/The Way
-	23	26	26		BARENAKED LADIES/One Week
21	24	24	24		MASE FITOTAL/What You Want
-	-	-	24		'N SYNC/Teain' Up My Heart
23	27	25	22		JENNIFER PAIGE/Crush
-	12	12	12		BIG PUNISHER F.O.E./Still Not A Player
43	38	25	22		PUBLIC ENEMY/Still In The Game
23	20	12	21		K-P & ENVIY/Swing My Way
-	-	-	19		INQU/Time After Time
27	22	7	18		NATALIE MERCHANT/Kind & Generous
-	12	14	18		SPARKLE/Be Careful
14	13	16	15		COLOR ME BADD/Remember When
-	12	17	15		USHER/My Way
12	14	15	15		N-TRANCE/Do Ya Think I'm Sexy
13	15	15	15		JOEE/Angel
12	17	15	14		ROCKELL/In A Dream
14	16	16	14		ROBYN/Show Me Love

MARKET #42

KISS 95.7
WKSS/Hartford
(860) 524-7819
Jones/McGowan

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
41	41	47	58		GOO GOO DOLLS/Ins
54	56	53	55		SHANIA TWAIN/You're Still The One
48	54	53	55		WILL SMITH/Just The Two Of Us
70	69	55	51		NEXT/Too Close
39	46	51	51		BRANDY & MONICA/The Boy Is Mine
73	70	52	45		DESTINY'S CHILD/No, No, No
69	68	50	44		K-CI & JOJO/All My Life
37	40	40	42		NATALIE IMBRUGLIA/Tom
66	56	45	40		BRIAN MCKNIGHT/Anytime
50	55	41	37		JANET/Together Again
40	41	34	33		ROBYN/Do You Really...
-	23	26	33		'N SYNC/Teain' Up My Heart
8	11	10	31		AEROSMITH/Don't Want To...
41	41	34	31		S.O.A.P./This Is How We Party
23	26	30	30		MATCHBOX 20/Real World
-	20	20	30		JENNIFER PAIGE/Crush
28	32	32	28		JANET/Get Lonely
26	40	31	28		BACKSTREET BOYS/Everybody...
35	25	28	28		DREAMHOUSE/Stay
28	19	26	28		FIVE/When The Lights...
52	51	33	27		WILL SMITH/Gettin' Jiggy Wit It
23	23	26	26		PRAS MICHEL F.O.D.B./Ghetto Supastar...
19	22	20	21		ACE OF BASE/Cruel Summer
43	44	33	21		ALANIS MORISSETTE/Uninvited
38	35	32	20		CELINE DION/To Love You More
-	13	15	18		MINI-KING/Get It Back Together
-	14	18	18		BACKSTREET BOYS/II Never Break
-	10	18	17		4 THE CAUSE/Stand By Me
13	12	15	15		ALL SAINTS/Never Ever
11	10	8	13		SPARKLE/Be Careful
10	12	8	11		USHER/My Way
-	-	-	10		BIG PUNISHER F.O.E./Still Not A Player
-	5	6	9		PUFF DADDY F.J. PAGE/Come With Me
-	6	8	8		JANET/Go Deep
12	10	8	8		SARAH MCLACHLAN/Ada
7	10	5	7		NATALIE MERCHANT/Kind & Generous
-	5	7	7		HEATHER NOVA/London Rain...
5	6	5	6		HARVEY DANGER/Flagpole Sitta
7	7	7	5		DIANA KING/Find My Way Back

MARKET #44

the River 107.5fm
WRVW/Nashville
(615) 664-2400
Quinn/Peace

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
36	47	67	64		MATCHBOX 20/Real World
39	42	51	63		FASTBALL/The Way
63	63	63	63		SHANIA TWAIN/You're Still The One
62	62	66	62		NATALIE IMBRUGLIA/Tom
62	62	66	62		GOO GOO DOLLS/Ins
19	18	28	41		ALL SAINTS/Never Ever
19	25	39	40		NEXT/Too Close
39	40	44	40		MARCY PLAYGROUND/Sex And Candy
15	21	31	39		BRANDY & MONICA/The Boy Is Mine
33	38	40	39		K-CI & JOJO/All My Life
27	31	38	38		ROBYN/Do You Really...
63	59	38	38		ALANIS MORISSETTE/Uninvited
37	35	39	36		BRIAN MCKNIGHT/Anytime
39	39	33	36		MATCHBOX 20/3am
-	-	-	17		JENNIFER PAIGE/Crush
17	32	31	31		ACE OF BASE/Cruel Summer
49	62	53	30		NATALIE MERCHANT/Kind & Generous
25	32	30	30		SEMI-SONIC/Closing Time
15	29	29	29		SAVAGE GARDEN/To The Moon And Back
21	23	25	25		FIVE/When The Lights...
29	27	28	28		SARAH MCLACHLAN/Ada
20	18	22	23		SMASH MOUTH/Walkin' On The Sun
16	20	24	22		GREEN DAY/Time Of Your Life
20	19	22	22		ROBYN/Show Me Love
18	19	22	22		THIRD EYE BLIND/How's It Going To Be
50	42	33	21		'N SYNC/Teain' Up My Heart
-	10	21	22		SWIRL 360/Hey Now Now
28	20	24	21		BACKSTREET BOYS/As Long As You...
13	12	15	20		SMASH MOUTH/Walkin' On The Sun
-	8	20	20		JANET/Together Again
20	21	18	19		SMASH MOUTH/Can't Get Enough...
22	21	18	19		BILLIE MYERS/Tell Me
-	7	18	18		'N SYNC/Teain' Up My Heart
-	11	27	26		BRIAN SETZER ORCH./Jump Jive An' Wal
-	6	15	15		BACKSTREET BOYS/II Never Break
-	6	15	15		NATALIE IMBRUGLIA/Wishing I Was There
32	37	24	12		EDWIN MCCAIN/II Be
28	21	20	12		JANET/Together Again
41	28	10	11		VONDA SHEPARD/Searchin' My Soul
-	-	-	10		ROBYN/Do You Know (What...)

MARKET #45

107.5
WKSJ/Memphis
(901) 375-9324
Taylor/Cole

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
65	70	71	72		BRANDY & MONICA/The Boy Is Mine
67	68	70	69		MATCHBOX 20/Real World
65	69	64	63		NATALIE IMBRUGLIA/Tom
49	52	63	64		WILL SMITH/Just The Two Of Us
67	61	64	63		K-CI & JOJO/All My Life
60	64	62	62		ALANIS MORISSETTE/Uninvited
49	42	43	55		NEXT/Too Close
45	48	48	48		FIVE/When The Lights...
44	43	44	47		DESTINY'S CHILD/No, No, No
44	45	41	45		FASTBALL/The Way
19	43	42	43		AEROSMITH/Don't Want To...
46	45	44	43		MARCY PLAYGROUND/Sex And Candy
45	43	44	47		SHANIA TWAIN/You're Still The One
30	35	43	41		BACKSTREET BOYS/II Never Break
15	30	43	41		VOICES OF THE ORY/Dimelo (Say It)
65	61	43	39		GOO GOO DOLLS/Ins
15	16	16	16		PRAS MICHEL F.O.D.B./Ghetto Supastar...
30	36	39	35		JENNIFER PAIGE/Crush
-	34	37	33		'N SYNC/Teain' Up My Heart
32	30	32	32		ALL SAINTS/Never Ever
-	-	-	22		ACE OF BASE/Cruel Summer
39	42	45	18		PUBLIC ANNOUNCEMENT/Body Bumpin'...
-	-	-	18		PURE SUGAR/Delicious
19	33	34	17		SAVAGE GARDEN/To The Moon And Back
64	67	69	15		K-P & ENVIY/Swing My Way
10	15	15	15		BRIAN MCKNIGHT/Anytime
1	10	11	11		COLOR ME BADD/Remember When
10	4	7	11		LF/The Way You Like...
-	14	16	10		INNER CIRCLE/Not About Romance
-	-	-	7		SMASH MOUTH/Can't Get Enough...
-	-	-	7		USHER/My Way
-	-	-	7		JANET/Go Deep
-	-	-	7		FAITH HILL/This Kiss

MARKET #46

B97
WBBO/Monmouth
(609) 597-6700
Sullivan/Fox

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
68	71	71	71		GOO GOO DOLLS/Ins
28	38	63	71		BRANDY & MONICA/The Boy Is Mine
66	66	69	69		SHANIA TWAIN/You're Still The One
66	65	62	66		FASTBALL/The Way
65	65	66	66		NATALIE IMBRUGLIA/Tom
46	44	57	65		NATALIE MERCHANT/Kind & Generous
72	70	65	59		ALANIS MORISSETTE/Uninvited
48	48	49	49		AEROSMITH/Don't Want To...
43	43	46	48		SARAH MCLACHLAN/Ada
34	31	46	48		NEXT/Too Close
67	66	56	48		WILL SMITH/Gettin' Jiggy Wit It
50	50	46	47		MADONNA/Ray Of Light
44	42	46	47		CELINE DION/To Love You More
42	42	46	46		WILL SMITH/Just The Two Of Us
45	44	46	46		MARCY PLAYGROUND/Sex And Candy
48	50	47	45		MATCHBOX 20/Real World
-	15	21	41		SAVAGE GARDEN/To The Moon And Back
32	31	26	39		ALL SAINTS/Never Ever
-	22	29	39		JENNIFER PAIGE/Crush
44	43	45	26		SAVAGE GARDEN/Truly Madly Deeply
41	43	45	24		MATCHBOX 20/3am
-	10	23	24		SEMI-SONIC/Closing Time
24	21	21	22		THIRD EYE BLIND/Semi-Charmed Life
15	14	15	21		SMASH MOUTH/Can't Get Enough...
16	19	23	20		ACE OF BASE/Cruel Summer
-	12	20	20		BACKSTREET BOYS/II Never Break
24	21	18	20		USHER/You Make Me Wanna
22	21	18	18		JANET/Together Again
18	19	18	17		CELINE DION/My Heart Will Go On
64	65	39	17		K-CI & JOJO/All My Life
15	20	16	17		GREEN DAY/Time Of Your Life
12	9	15	15		DREAMHOUSE/Stay
-	10	15	15		FIVE/When The Lights...
27	27	14	14		BILLIE MYERS/Tell Me
20	20	23	11		SPIICE GIRLS/Stop



CHR/RHYTHMIC TOP 50

JULY 17, 1998

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	BRANDY & MONICA The Boy Is Mine (Atlantic) 2867 2881 2986 2965 48/0					
3	3	2	2	PRAS MICHEL f/ODB & MYA Ghetto Supastar... (Interscope) 2377 2346 2282 2089 48/0					
5	4	4	3	WILL SMITH Just The Two Of Us (Columbia) 2242 2060 2074 1908 44/0					
2	2	3	4	NEXT Too Close (Arista) 2213 2227 2538 2575 41/0					
6	5	5	5	USHER My Way (LaFace/Arista) 2028 1966 1909 1834 45/1					
7	6	6	6	BIG PUNISHER f/JOE Still Not A Player (Loud) 1850 1821 1817 1668 44/0					
20	15	12	7	AALIYAH Are You That Somebody? (Atlantic) 1515 1213 912 742 41/5					
9	8	7	8	VOICES OF THEORY Dimelo (Say It) (H.O.L.A./Red Ant) 1445 1494 1495 1544 37/1					
13	12	10	9	JANET Go Deep (Virgin) 1430 1272 1206 1069 46/1					
4	7	8	10	SPARKLE Be Careful (Rock Land/Interscope) 1403 1480 1685 1953 38/0					
12	11	11	11	JON B. They Don't Know (Yab Yum/550 Music) 1398 1214 1222 1149 37/0					
26	19	15	12	LAURYN HILL Can't Take My Eyes Off You (Ruffhouse/Columbia) 1325 1005 805 665 31/1					
8	9	9	13	MYA f/SISQO O' DRU HILL It's All About Me (University/Interscope) 1238 1306 1488 1549 34/0					
21	16	16	14	NICOLE Make It Hot (EastWest/EEG) 1223 951 853 708 41/2					
42	32	20	15	BRANDY f/MASE Top Of The World (Atlantic) 1051 758 455 304 36/2					
10	10	13	16	MARIAH CAREY My All (Columbia) 1002 1132 1408 1394 27/1					
14	14	14	17	BRIAN MCKNIGHT The Only One For Me (Motown) 989 1098 1036 980 35/1					
46	38	23	18	TATYANA ALI Daydreamin' (MJJ/Work) 952 658 398 290 32/2					
11	13	17	19	K-CI & JOJO All My Life (MCA) 839 935 1057 1180 26/0					
17	17	18	20	LINK Whatcha Gone Do? (Relativity) 812 891 827 840 25/0					
15	18	21	21	BRIAN MCKNIGHT Anytime (Motown) 749 733 812 953 22/0					
19	20	19	22	K-CI & JOJO Don't Rush (Take Love Slowly) (MCA) 726 774 754 778 32/0					
24	21	22	23	MASTER P f/SONS OF FUNK I Got The Hook Up (No Limit/Priority) 718 688 741 683 30/0					
BREAKER	24		24	INOJ Time After Time (Columbia) 715 454 251 116 22/5					
25	22	24	25	NATALIE IMBRUGLIA Torn (RCA) 671 646 704 673 15/1					
30	25	26	26	ALL SAINTS Never Ever (London/Island) 642 626 619 577 18/0					
39	31	27	27	MO THUGS FAMILY All Good (Relativity) 624 620 501 357 22/1					
28	24	25	28	SHANIA TWAIN You're Still The One (Mercury) 601 642 621 597 14/0					
BREAKER	29		29	KELLY PRICE Friend Of Mine (T-Neck/Island) 555 476 438 403 28/3					
BREAKER	30		30	BACKSTREET BOYS I'll Never Break Your Heart (Jive) 508 395 98 — 27/2					
BREAKER	31		31	NATE DOGG f/WARREN G Nobody... (Dogg Foundation/Breakaway) 502 362 278 298 21/1					
35	33	29	32	DESTINY'S CHILD f/JD With Me Part 1 (Grass Roots/Columbia) 491 489 450 417 23/2					
DEBUT	33		33	MONICA The First Night (Arista) 483 134 27 — 34/26					
43	36	32	34	ACE OF BASE Cruel Summer (Arista) 475 455 419 304 18/2					
31	35	34	35	FIVE When The Lights Go Out (Arista) 459 439 427 434 19/0					
41	41	37	36	JAGGED EDGE Gotta Be (So So Def/Columbia) 449 366 335 318 21/2					
—	—	44	37	CAM'RON f/MASE Horse & Carriage (Untertainment/Epic) 396 296 169 115 21/2					
—	—	49	38	NEXT I Still Love You (Arista) 355 254 94 56 22/2					
44	44	39	39	JERMAINE DUPRI f/JAY-Z Money Ain't A Thang (So So Def/Columbia) 338 328 287 299 19/1					
—	47	43	40	MASE f/PUFF DADDY Lookin' At Me (Bad Boy/Arista) 316 298 274 201 21/2					
29	30	47	41	BACKSTREET BOYS Everybody (Backstreet's Back) (Jive) 316 273 539 595 10/0					
27	27	31	42	MONTELL JORDAN Let's Ride (Def Jam/RAL/Mercury) 314 463 579 627 10/0					
48	49	46	43	JAYO FELONY Whatcha Gonna Do (Yab Yum/550 Music) 312 278 258 261 8/1					
—	—	48	44	'N SYNC Tearin' Up My Heart (RCA) 307 268 150 43 15/1					
38	40	45	45	MADONNA Ray Of Light (Maverick/WB) 303 281 346 365 11/1					
16	23	35	46	PUBLIC ANNOUNCEMENT Body Bumpin' Yippie-Yi-Yo (A&M) 258 425 696 875 10/0					
DEBUT	47		47	INNER CIRCLE Not About Romance (Republic/Universal) 249 223 218 197 14/1					
DEBUT	48		48	JENNIFER PAIGE Crush (Edel America/Hollywood) 246 202 163 104 12/3					
DEBUT	49		49	ALANIS MORISSETTE Uninvited (Warner Sunset/Reprise) 242 219 195 151 4/0					
18	29	40	50	JANET I Get Lonely (Virgin) 239 317 551 839 10/0					

This chart reflects airplay from July 6-12. Songs ranked by total plays. Highlighted songs indicate Breaker. 49 CHR/Rhythmic reporters. 49 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

BREAKERS

INOJ			CHART
Time After Time (Columbia)			24
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
715/261	22/5		

KELLY PRICE			CHART
Friend Of Mine (T-Neck/Island)			29
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
555/79	28/3		

BACKSTREET BOYS			CHART
I'll Never Break Your Heart (Jive)			30
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
508/113	27/2		

NATE DOGG f/WARREN G			CHART
Nobody Does It Better (Dogg Foundation/Breakaway)			31
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
502/140	21/1		

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
MONICA The First Night (Arista)	26
QUEEN LATIFAH Paper (Flavor Unit/Motown)	15
MONTELL JORDAN I Can Do That (Def Jam/RAL/Mercury)	14
GINUWINE Same Ol' G (Atlantic)	11
NUTTA BUTTA Freak Out (Lil' Man/Interscope)	6
AALIYAH Are You That Somebody? (Atlantic)	5
INOJ Time After Time (Columbia)	5
TYRESE Nobody Else (RCA)	5
MYA Movin' On (University/Interscope)	4
SWIRL 360 Hey Now Now (Mercury)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MONICA The First Night (Arista)	+349
LAURYN HILL Can't Take My Eyes... (Ruffhouse/Columbia)	+320
AALIYAH Are You That Somebody? (Atlantic)	+302
TATYANA ALI Daydreamin' (MJJ/Work)	+294
BRANDY f/MASE Top Of The World (Atlantic)	+293
NICOLE Make It Hot (EastWest/EEG)	+272
INOJ Time After Time (Columbia)	+261
JON B. They Don't Know (Yab Yum/550 Music)	+184
WILL SMITH Just The Two Of Us (Columbia)	+182
JANET Go Deep (Virgin)	+158

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	
MASE f/TOTAL What You Want (Bad Boy/Arista)	
DESTINY'S CHILD No, No, No (Grass Roots/Columbia)	
USHER You Make Me Wanna... (LaFace/Arista)	
USHER Nice & Slow (LaFace/Arista)	
WILL SMITH Gettin' Jiggy Wit It (Columbia)	
NOTORIOUS B.I.G. Mo Money Mo Problems (Bad Boy/Arista)	
ROBYN Show Me Love (RCA)	
JANET Together Again (Virgin)	
PUFF DADDY... I'll Be Missing You (Bad Boy/Arista)	
CELINE DION My Heart Will Go On (550 Music)	

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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HIP-HOP TOP 20

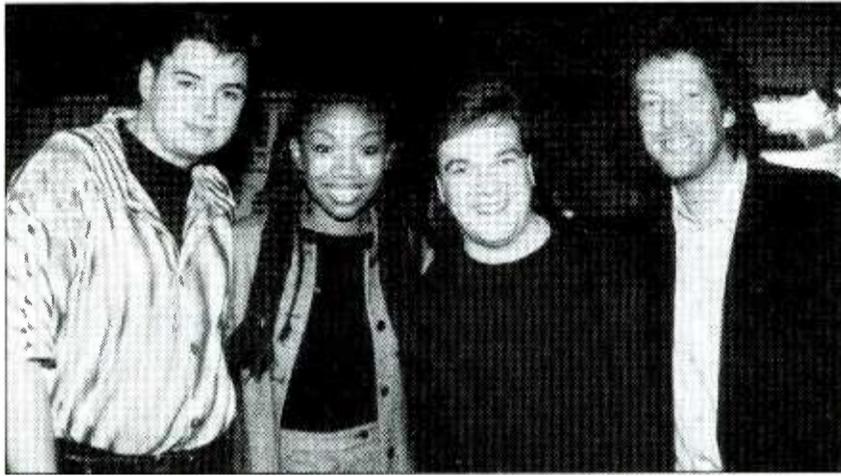
LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
1	1	PRAS MICHEL F/ODB & MYA Ghetto... (Interscope) 4220 4920 113/0			
3	2	WILL SMITH Just The Two Of Us (Columbia) 4079 3827 115/0			
2	3	BIG PUNISHER F/JOE Still Not A Player (Loud) 3430 4189 97/0			
4	4	LINK Whatcha Gone Do? (Relativity) 2605 2592 89/0			
5	5	MO THUGS FAMILY All Good (Relativity) 2379 2259 90/2			
6	6	SILKK THE SHOCKER It Ain't My Fault (No Limit/Priority) 1981 1713 78/1			
7	7	NATE DOGG F/WARREN G Nobody Does... (Dogg Foundation/Breakaway) 1882 1629 93/1			
10	8	JERMAINE DUPRI F/JAY-Z Money Ain't... (So So Def/Columbia) 1600 1308 95/2			
13	9	CAM'RON F/MASE Horse & Carriage (Untertainment/Epic) 1542 1126 91/4			
9	10	MECHALIE JAMISON Keep It Real (Red Eye/Priority) 1510 1348 72/0			
11	11	MASE F/PUFF DADDY Lookin' At Me (Bad Boy/Arista) 1506 1287 92/3			
8	12	MASTER P F/SONS OF FUNK I Got The Hook Up (No Limit/Priority) 1213 1381 54/0			
15	13	MASTER P Thinkin' Bout U (No Limit/Priority) 1194 1003 69/2			
14	14	LOX F/CARL THOMAS Let's Start Rap Over (Bad Boy/Arista) 1080 1028 63/0			
16	15	JAGGED EDGE Gotta Be (So So Def/Columbia) 893 814 37/2			
17	16	LORD TARIQ & PETER GUNZ We Will Ball (Codeine/Columbia) 892 805 62/1			
19	17	69 BOYZ Woof Woof (Quadra Sound/Big Beat/Atlantic) 868 786 60/2			
18	18	SUNZ OF MAN F/OL' DIRTY... Shining Star (Threat/Red Ant) 851 786 68/1			
-	19	JAYO FELONY Whatcha Gonna Do (Yab Yum/550 Music) 826 765 48/1			
-	20	GANG STARR Militia (Noo Trybe) 602 518 56/3			

This chart reflects airplay from July 6-12. Songs ranked by total plays. 49 CHR/Rhythmic reporters and 86 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

SILKK THE SHOCKER It Ain't My Fault (No Limit/Priority) Total Plays: 220, Total Stations: 5, Adds: 1	GINUWINE Same Ol' G (Atlantic) Total Plays: 128, Total Stations: 14, Adds: 11
GERALD LEVERT Thinkin' Bout It (EastWest/EEG) Total Plays: 211, Total Stations: 20, Adds: 3	PURE SUGAR Delicious (Geffen) Total Plays: 127, Total Stations: 7, Adds: 1
COLOR ME BADD Remember When (Epic) Total Plays: 200, Total Stations: 8, Adds: 0	ROCKELL F/COLLAGE Can't We Try (Robbins) Total Plays: 122, Total Stations: 6, Adds: 1
DREAMHOUSE Stay (Trauma) Total Plays: 172, Total Stations: 11, Adds: 2	LORD TARIQ & PETER GUNZ We Will... (Codeine/Columbia) Total Plays: 107, Total Stations: 6, Adds: 0
PUFF DADDY F/JIMMY PAGE Come With Me (Epic) Total Plays: 164, Total Stations: 10, Adds: 0	LATANYA F/TWISTA Whatuon (Blunt/TVT) Total Plays: 97, Total Stations: 5, Adds: 1
SYLK-E. FYNE Keep It Real (Grand Jury/RCA) Total Plays: 162, Total Stations: 11, Adds: 0	BONE THUGS F/ROLLINS... War (DreamWorks/Geffen) Total Plays: 91, Total Stations: 12, Adds: 1
MONIFAH Touch It (Universal) Total Plays: 158, Total Stations: 6, Adds: 1	SUNZ OF MAN F/OL' DIRTY... Shining Star (Threat/Red Ant) Total Plays: 88, Total Stations: 9, Adds: 0
MAXWELL Luxury: Cococure (Columbia) Total Plays: 157, Total Stations: 12, Adds: 0	MYA Movin' On (University/Interscope) Total Plays: 86, Total Stations: 5, Adds: 4
MARY J. BLIGE Missing You (MCA) Total Plays: 150, Total Stations: 13, Adds: 0	JOHN FORTE Ninety Nine (Flash...) (Refugee Camp/Ruff/Columbia) Total Plays: 80, Total Stations: 5, Adds: 0
TAMI DAVIS How Do I Say I'm Sorry (Red Ant) Total Plays: 140, Total Stations: 8, Adds: 0	SHIRO F/MC LYTE I Like (Noo Trybe/Virgin) Total Plays: 78, Total Stations: 5, Adds: 1

Songs ranked by total plays



SHE'S ON TOP OF THE WORLD — Atlantic diva/artist Brandy was in the mix with a few fellas at KISV/Bakersfield recently. Happily posing are (l-r) KISV's J.J. Garcia, Brandy, PD Mark Feather, and Atlantic Sr. VP/Promotion Danny Buch.

NEW RELEASES

ADDS JULY 14

RUFUS BLAQ	Make It Hot (Perspective/A&M)
DEBORAH COX	Things Just Ain't The Same (Arista)
DMX f/FAITH EVANS	How's It Goin' Down? (Def Jam/Mercury)
MELANIE B	I Want You Back (Virgin)
MONIFAH	Touch It (Universal)
MYRON	Destiny (Island)
PRESSHA	Splackavellie (Tony Mercedes/LaFace/Arista)
KELLY PRICE	Friend Of Mine (T-Neck/Island)
YANKEE B.	That Feeling (Gee Street/V2)

CHR/RHYTHMIC REPORTERS

Stations and their adds listed alphabetically by market

KKSS/Albuquerque, NM PD: Tony Manero APD/MD: Jackie James 32 MONICA "First" MYA "Movin" NUTTA BUTTA "Freak" QUEEN LATIFAH "Paper" LUTHER VANDROSS "Harlem" MONTELL JORDAN "Can"	WJMN/Boston, MA PD: Cadillac Jack McCartney APD/MD: Danny Ocean 15 LIL' KIM "Tonight" MONICA "First" MONTELL JORDAN "Can"	KPRR/EI Paso, TX PD/MD: John Candelaria 5 AALIYAH "Somebody" MONICA "First" RACHID "Pride"	WJBT/Jacksonville, FL PD: Dave Wynter MD: Tiffany Green 10 INNER CIRCLE "Romance" MONICA "First" JANET "Deep"	WFHN/New Bedford, MA PD: Jim Reitz APD/MD: Kevin Palana SWIRL 360 "Hey" MONICA "First"	WWXK/Providence, RI PD: Wookiee MD: Brian D'Brion 9 MONICA "First" BRIAN MCKNIGHT "Only" TYRESE "Nobody" PUBLIC ANNOUNCEMENT "Time" QUEEN LATIFAH "Paper" BEASTIE BOYS "Inter"	WOCQ/Salisbury, MD PD: Wookiee MD: Brian D'Brion 9 MONICA "First" BRIAN MCKNIGHT "Only" TYRESE "Nobody" PUBLIC ANNOUNCEMENT "Time" QUEEN LATIFAH "Paper" BEASTIE BOYS "Inter"	KYLD/San Francisco, CA PD: Michael Martin APD/MD: Jazzy Jim Archer 12 MONICA "First" 8 ROCKELL F/COLLAGE "Try" JAGGED EDGE "Gotta" GINUWINE "Same" QUEEN LATIFAH "Paper"
KYLZ/Albuquerque, NM DM/MD: M.C. Scrappy MD: Robb Royale 10 TIMBALAND & MAGOO "Luv" GINUWINE "Same" NEXT "Shit" MONIFAH "Touch"	WKXJ/Chattanooga, TN PD/MD: Bobby Corona AALIYAH "Somebody" ACE OF BASE "Cruel"	KBOS/Fresno, CA PD/MD: Steve Wall 21 MONICA "First" 7 BEASTIE BOYS "Inter" QUEEN LATIFAH "Paper" MASE F/PUFF DADDY "Lookin" MONTELL JORDAN "Can"	KLUC/Las Vegas, NV PD: Cat Thomas MD: Melissa Stetas GINUWINE "Same" CAM'RON F/MASE "Horse" BACKSTREET BOYS "Break"	WKU/New York, NY PD: Frankie Blue APD/MD: Andy Shane 13 TAMPERER F/MAYA "Feel" INJO "Time" LAURYN HILL "Can't" GLORIA ESTEFAN "Dye"	KWNZ/Reno, NV PD: Jeff Davis APD/MD: Bill Shakespeare PURE SUGAR "Delicious" INJO "Time" MONICA "First" GERALD LEVERT "Thinkin"	KTFM/San Antonio, TX PD: Cliff Tredway MD: Steve Chavez 28 GINUWINE "Same" MONICA "First" QUEEN LATIFAH "Paper" DREAMHOUSE "Stay"	KUBE/Seattle, WA PD: Eric Powers MD: Julie Pliat 21 NUTTA BUTTA "Freak" PUBLIC ANNOUNCEMENT "Time" GINUWINE "Same"
KISV/Bakersfield, CA PD: Mark Feather MD: Mickey Fuentes MO THUGS FAMILY "Good" MARY J. BLIGE "Beautiful"	KZFM/Corpus Christi, TX PD: Ed Ocanas 3 AALIYAH "Somebody"	WJMH/Greensboro, NC PD: Brian Douglas MD: Mary Kay 44 MONICA "First" 20 CLYDE "Dablin" 16 DESTINY'S CHILD F/JO "Win" 10 KELLY PRICE "Friend"	KPWR/Los Angeles, CA VP/Prog.: Steve Smith MD: Damion Young NICOLE "Make" E-40 "Hope"	WQHT/New York, NY PD/MD: Tracy Cloverly 14 DEVONTE & TANTO "Everybody" 11 QUEEN LATIFAH "Paper"	KGGL/Riverside, CA PD: Diana Laird APD/MD: Jesse Duran 44 NATALIE IMBRUGLIA "Tom" 2 MONICA "First"	KHTS/San Diego, CA PD: Todd Shannon APD: Ron Geranimo MD: Hitman Hayes 47 INJO "Time" 5 SWIRL 360 "Hey" VOICES OF THEORY "Omigod" ACE OF BASE "Cruel"	KWIN/Stockton, CA PD/MD: John Christian 54 MONICA "First" 49 BRANDY F/MASE "World" MONTELL JORDAN "Can" SWIRL 360 "Hey"
KKXX/Bakersfield, CA PD: Chris Squires MD: Craig Marshall 15 MILITIA "Bum" 6 NEXT "Shit"	WBTT/Dayton, OH DM: Jeff Ballentine APD/MD: Raye Kimberlin INJO "Time" BACKSTREET BOYS "Break" MONICA "First" QUEEN LATIFAH "Paper" JENNIFER PAIGE "Crush"	KQMH/Honolulu, HI MD: Kim Akane MD: Kathy Nakagawa 48 MARIAN CAREY "My" SARAH McLAUGHLIN "Ada" JENNIFER PAIGE "Crush" JAGGED EDGE "Gotta" AEROSMITH "Miss"	WPOW/Miami, FL PD: Kid Curry MD: Phil Jones 14 DEVONTE & TANTO "Everybody" 7 BEASTIE BOYS "Inter" MONICA "First" PROYECTO UNO "Balandao"	KCAQ/Oxnard, CA PD: Dan Garite 16 MONICA "First" 10 MASTER P "Thinkin" 8 BOYZ II MEN "Fine" 5 MONTELL JORDAN "Can" 5 GODDIE MEB "Beautiful"	WJJS/Roanoke, VA PD: David Lee Michaela APD/MD: Melissa Morgan MONICA "First" MONTELL JORDAN "Can" TYRESE "Nobody" QUEEN LATIFAH "Paper"	KWJN/Stockton, CA PD: Steve Devoe APD/MD: Maurice Devoe 26 MYA "Movin" 19 RARE ESSENCE "Overnight"	
WERQ/Baltimore, MD DM/MD: Tom Calococci APD: Frank Ski MD: Darren Brin 32 ANDREA MARTIN "Baby" 12 BOYZ II MEN "Home" 10 TATYANA ALI "Daydream" 9 GINUWINE "Same"	KQKS/Denver, CO PD: Ed Collins MD: Jennifer Wilde 30 MONICA "First" 13 JANET "Together" 3 MONTELL JORDAN "Can"	KBXX/Houston, TX PD: Rob Scorpio MD: Kelly Price "Friend"	KHTN/Merced, CA PD: Pete Jones APD: Dan Watson MD: Mark Medina TYRESE "Nobody" MONTELL JORDAN "Can" QUEEN LATIFAH "Paper" NUTTA BUTTA "Freak" GINUWINE "Same"	KPSI/Palm Springs, CA DM: Mike Keane PD: Jacque Gonzales James MD: Bobby Sato 13 NATE DOGG F/WARREN G "Better" 19 SILKK THE SHOCKER "Fruit" MONICA "First"	KBMB/Sacramento, CA APD/MD: Ibrahim "Ebro" Jamile MONTELL JORDAN "Can" JAYO FELONY "Gonna" QUEEN LATIFAH "Paper" MASE F/PUFF DADDY "Lookin" GINUWINE "Same" JERMAINE DUPRI/JAY-Z "Thang" E-40 "Hope" MONICA "First"	XHTZ/San Diego, CA DM/MD: Lisa Vazquez MD: Dale Solivan 45 QUEEN LATIFAH "Paper" 17 NUTTA BUTTA "Freak" 13 INJO "Time" 4 GINUWINE "Same" 2 MONICA "First"	KDGS/Wichita, KS PD: Steve Dorrell APD: Ricardo Cherry MD: A.J. Jones 12 MYA "Movin" 11 MONICA "First" QUEEN LATIFAH "Paper" MONTELL JORDAN "Can" GINUWINE "Same" TYRESE "Nobody" NUTTA BUTTA "Freak"
WBHJ/Birmingham, AL PD: Mickey Johnson APD/MD: Daysha Parker 43 ESCAPE "Lime" 9 MONTELL JORDAN "Can" 9 LATANYA F/TWISTA "Whatuon" 8 TYRESE "Nobody" 8 NUTTA BUTTA "Freak" LOUVELETTE "Weekend"	WDRQ/Detroit, MI PD: Alex Tear MD: Jimmi Jam JENNIFER PAIGE "Crush" USHER "Way" NICOLE "Make"	WHHH/Indianapolis, IN PD: Scott Wheeler MD: Carl Frye 18 MONICA "First" 10 MYA "Movin" MONTELL JORDAN "Can" QUEEN LATIFAH "Paper"	KOON/Monterey, CA PD: Scooter B. Stevens AALIYAH "Somebody" SHIRO F/MC LYTE "Like" MONTELL JORDAN "Can"	KKFR/Phoenix, AZ PD: Bruce St. James APD: Crazy Kid Stenz 22 DAZ DILLINGER "California" BONE THUGS "War" CAM'RON F/MASE "Horse" KELLY PRICE "Friend"	KSFM/Sacramento, CA PD: Bob West MD: John E. Cage MONICA "First" GERALD LEVERT "Thinkin"	KMEL/San Francisco, CA PD: Joey Arbagey MD: Glenn Aure 5 NAKED MUSIC NYC "Fair" MONTELL JORDAN "Can" GERALD LEVERT "Thinkin" GINUWINE "Same" PUBLIC ANNOUNCEMENT "Work"	49 Total Reporters 49 Current Reporters 49 Current Playlists

CHR/RHYTHMIC PLAYLISTS

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

MARKET #1
WKTU/New York
(201) 420-3700
Blue/Shane

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
50	49	32	64	32	DEBRAH COX/Things Just Ain't
62	64	35	62	62	K-CI & JOJO/All My Life
65	64	49	62	62	ROCKWELL/In A Dream
53	38	42	55	55	AMBER/One More Night
53	55	47	55	55	SHANIA TWAIN/You're Still The One
64	68	54	53	53	BRIAN MCKNIGHT/Anytime
40	51	45	53	53	NATALIE IMBRUGLIA/Tom
43	49	29	46	46	HANNA/You Only Have To
39	50	33	45	45	BRANDY & MONICA/The Boy Is Mine
34	40	26	35	35	ROCKWELL/FCDLLAGE/Can't We Try
27	28	12	32	32	NEXT/Too Close
26	28	20	29	29	LA BOUCHE/You Won't Forget Me
37	28	29	29	29	BACKSTREET BOYS/Everybody
8	23	23	28	28	PRAS MICHEL F/DOB.../Ghetto Supastar
16	19	15	26	26	WILL SMITH/Just The Two Of Us
41	43	23	26	26	ALL SAINTS/Never Ever
12	19	21	25	25	ULTRA NATE/Free
12	19	21	24	24	'N SYNC/Teamm' Up My Heart
17	22	14	23	23	JANET/Go Deep
21	21	14	21	21	LIONEL RICHIE/Time
25	23	11	20	20	VOICES OF THE THEORY/Dimelo (Say It)
-	-	11	17	17	BACKSTREET BOYS/I'll Never Break
29	20	16	16	16	RICKY MARTIN/Mana
14	17	10	15	15	WILL SMITH/Gettin' Jiggy Wit It
-	-	-	13	13	TAMPERER F/MAVA/Feel It
14	7	12	12	12	SAVAGE GARDEN/Truly Madly Deeply
18	10	7	12	12	SELENA/Dreaming Of You
16	13	8	11	11	DREAMHOUSE/Stay
-	-	-	11	11	BILLIE MYERS/Kiss The Rain
-	-	-	10	10	ACE OF BASE/Cruel Summer
7	8	12	9	9	CELINE DION/Do You Love Me
-	-	-	5	5	PURE SUGAR/Delicious
-	-	-	6	6	SPARKLE/Be Careful
-	-	-	-	-	INQJ/Time After Time
-	-	-	-	-	LAURYN HILL/Can't Take My
-	-	-	-	-	GLORIA ESTEFAN/Oye

MARKET #1
WQHT/New York
(212) 229-9797
Cloherly

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
41	42	34	43	43	BRANDY & MONICA/The Boy Is Mine
42	43	32	42	42	NEXT/Too Close
41	42	31	42	42	PRAS MICHEL F/DOB.../Ghetto Supastar
42	41	33	42	42	BIG PUNISHER F/JOE/Still Not A Player
41	41	31	42	42	JANET/Get Lonely
36	32	29	42	42	SPARKLE/Be Careful
41	41	32	42	42	CAM'RON F/MASE/Horse & Carnage
41	42	32	40	40	PUFF DADDY F/PAIGE/Come With Me
-	-	20	37	37	JANET/Go Deep
28	26	26	36	36	BIG PUNISHER F/JOE/Still Not A Player
-	-	15	36	36	AALIYAH/Are You That...
31	30	23	33	33	DMX/Get At Me Dog
42	43	26	32	32	QUEEN PEN W/LOST.../Party Ain't A Party
32	31	23	32	32	TAMIA/Imagination
28	21	20	32	32	BRIAN MCKNIGHT/Anytime
32	37	24	32	32	BRIAN MCKNIGHT/The Only One For Me
30	31	13	31	31	PUFF DADDY/Victory
18	17	19	29	29	JERMAINE DUPRI/JAY-Z/Money Ain't A Thing
22	21	17	23	23	JON B/They Don't Know
23	25	16	22	22	MONTELL JORDAN/When You Get Home
-	-	10	21	21	MONICA/The First Night
15	19	13	21	21	NUTTA BUTTA/Freak Out
20	22	16	21	21	MARIAH CAREY/My All
-	-	19	19	19	SILKK THE SHOCKER/Rin' Am't My Fault
29	30	18	19	19	DMX/Stop Being Greedy
23	21	17	18	18	KELLY PRICE/Friend Of Mine
20	19	16	18	18	LAURYN HILL/Lost Ones
36	33	19	18	18	BRANDY F/MASE/Top Of The World
16	16	12	17	17	DEF SQUAD/Full Cooperation
-	-	12	17	17	ON'X/React
15	17	11	17	17	LOX F/CARL THOMAS/Let's Start Rap Over
18	13	14	16	16	MEMPHIS BLEEK/JAY-Z/It's Alright
-	-	14	16	16	MASE F/PUFF DADDY/Lookin' At Me
-	-	-	11	11	QUEEN LATIFAH/Paper
18	16	9	9	9	LORD TARIQ.../We Will Ball

MARKET #2
KPWR/Los Angeles
(818) 953-4200
Smith/Young

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
78	74	69	72	72	NEXT/Too Close
74	72	71	71	71	PRAS MICHEL F/DOB.../Ghetto Supastar
73	67	66	62	62	JAYO FELONY/Whatcha Gonna Do
51	40	59	62	62	ICE CUBE/We Be Clubbin'
31	36	53	56	56	WC F/ICE CUBE/Cheddar
49	46	44	45	45	BRANDY & MONICA/The Boy Is Mine
70	40	38	38	38	BIG PUNISHER F/JOE/Still Not A Player
50	49	36	38	38	JERMAINE DUPRI/JAY-Z/Money Ain't A Thing
37	50	41	37	37	2PAC F/ERIC WILLIAMS/Do For Love
39	33	38	37	37	MASE F/PUFF DADDY/Lookin' At Me
43	51	34	37	37	SPARKLE/Be Careful
33	12	27	35	35	NATE DOGG F/WARREN G/Nobody Does It
-	-	27	35	35	WILL SMITH/Just The Two Of Us
-	-	25	33	33	LAURYN HILL/Can't Take My
49	45	31	30	30	TATYANA ALI/Dreamin'
39	41	28	27	27	JANET/Go Deep
27	27	27	27	27	JON B/They Don't Know
27	27	23	26	26	MASE F/TOTAL/What You Want
-	-	15	27	27	BLACK-EYED PEAS/Joins And Jams
23	26	17	25	25	AALIYAH/Are You That...
25	23	20	22	22	MILITIA/Burn
-	-	16	24	24	CAM'RON F/MASE/Horse & Carnage
19	14	19	21	21	LORO TARIQ.../We Will Ball
-	-	29	19	19	MD THUGS FAMILY/All Good
20	17	18	18	18	PUFF DADDY F/J PAGE/Come With Me
-	-	-	-	-	NICOLE/Make It Hot
-	-	-	-	-	E-40/Hope I Don't Go Back

MARKET #3
WBBM/Chicago
(312) 944-6000
Cavanah/Bradley

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
75	83	80	79	79	NEXT/Too Close
58	80	81	78	78	PRAS MICHEL F/DOB.../Ghetto Supastar
77	71	57	77	77	BRANDY & MONICA/The Boy Is Mine
34	57	78	76	76	WILL SMITH/Just The Two Of Us
62	77	72	72	72	VOICES OF THE THEORY/Dimelo (Say It)
21	45	47	70	70	USHER/My Way
-	-	69	48	48	BACKSTREET BOYS/I'll Never Break
32	43	46	44	44	MARIAH CAREY/My All
64	47	43	43	43	DESTINY'S CHILD/No, No, No
31	30	43	42	42	MONTELL JORDAN/Lets Ride
41	43	43	41	41	MASE F/TOTAL/What You Want
11	13	12	39	39	JANET/Go Deep
66	60	73	38	38	NATALIE IMBRUGLIA/Tom
10	28	25	38	38	SPARKLE/Be Careful
65	58	28	36	36	K-CI & JOJO/All My Life
28	31	28	33	33	PUBLIC ANNOUNCEMENT/Body Bumpin'
11	22	29	31	31	SAVAGE GARDEN/The Moon And Back
56	61	35	28	28	BRIAN MCKNIGHT/Anytime
7	13	24	27	27	DESTINY'S CHILD F/JOE/With Me Part 1
31	34	28	24	24	'N SYNC/Teamm' Up My Heart
-	-	3	20	20	MASE F/PUFF DADDY/Lookin' At Me
4	12	10	14	14	ACE OF BASE/Cruel Summer
36	50	16	13	13	'N SYNC/ Want You Back
15	22	16	13	13	FIVE/When The Lights...
3	7	13	13	13	ALL SAINTS/Never Ever
2	12	6	7	7	PUFF DADDY F/J PAGE/Come With Me
9	15	19	6	6	MADONNA/Ray Of Light

MARKET #4
KMEL/San Francisco
(415) 538-1061
Arbagg/Aure

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
45	49	59	67	67	LINK/Watcha Gona Do?
64	45	47	65	65	PRAS MICHEL F/DOB.../Ghetto Supastar
69	65	65	61	61	BIG PUNISHER F/JOE/Still Not A Player
57	56	58	55	55	NEXT/Too Close
62	57	57	54	54	BRANDY & MONICA/The Boy Is Mine
28	44	51	54	54	JON B/They Don't Know
55	51	48	51	51	AALIYAH/Are You That
55	52	51	51	51	LAURYN HILL/Can't Take My
36	39	52	50	50	TATYANA ALI/Dreamin'
37	45	50	50	50	DESTINY'S CHILD F/JOE/With Me Part 1
28	36	43	49	49	NICOLE/Make It Hot
38	42	34	42	42	USHER/My Way
13	20	32	39	39	BRANDY F/MASE/Top Of The World
36	36	44	37	37	SPARKLE/Be Careful
-	-	11	25	25	MD THUGS FAMILY/All Good
-	-	28	33	33	E-40/Hope I Don't Go Back
-	-	6	30	30	TAMIA/So Into You
21	25	27	29	29	JERMAINE DUPRI/JAY-Z/Money Ain't A Thing
-	-	21	29	29	MONICA/The First Night
18	22	30	25	25	CAM'RON F/MASE/Horse & Carnage
5	5	5	20	20	MASE F/PUFF DADDY/Lookin' At Me
12	8	17	16	16	JAYO FELONY/Whatcha Gonna Do
7	15	13	15	15	KELLY PRICE/Friend Of Mine
-	-	7	6	6	SUNZ OF MAN /Shining Star
-	-	7	6	6	DREA F/BLACK ROB/Get Ya Back
39	52	28	7	7	WC F/ICE CUBE/Cheddar
-	-	7	7	7	SHIRO F/MC LYTE/Like
5	5	5	5	5	JANET/Go Deep
-	-	6	6	6	VS/Taste Like Honey
-	-	5	6	6	NEXT/ Still Love You
-	-	6	6	6	MARY J. BLIGE/Missing You
12	9	8	6	6	MAXWELL/Luxury Cococure
5	5	5	5	5	PLAYA/Cheers 2 U
-	-	5	5	5	K-CI & JOJO/Don't Rush (Take...)
-	-	5	5	5	NAKED MUSIC NYC/It Fall
-	-	-	-	-	MONTELL JORDAN/ Thinkin' Bout It
-	-	-	-	-	GERALD LEVERT/Thinkin' Bout It
-	-	-	-	-	GINUWINE/Same Of G
-	-	-	-	-	PUBLIC ANNOUNCEMENT/All Work No Play

MARKET #4
WIDR/San Francisco
(415) 356-0949
Martini/Archer

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
39	68	70	68	68	INQJ/Time After Time
76	74	73	66	66	PRAS MICHEL F/DOB.../Ghetto Supastar
74	74	62	65	65	BRANDY & MONICA/The Boy Is Mine
70	74	62	65	65	BIG PUNISHER F/JOE/Still Not A Player
68	68	64	64	64	NEXT/Too Close
68	68	61	64	64	LAURYN HILL/Can't Take My
64	56	37	58	58	VOICES OF THE THEORY/Dimelo (Say It)
53	60	49	51	51	LINK/Watcha Gona Do?
45	39	47	49	49	TATYANA ALI/Dreamin'
6	34	39	49	49	AALIYAH/Are You That
40	45	46	47	47	MYA F/SISQO/It's All About Me
21	42	50	45	45	MD THUGS FAMILY/All Good
32	28	33	39	39	BRANDY F/MASE/Top Of The World
8	9	12	27	27	WILL SMITH/Just The Two Of Us
15	11	9	26	26	NICOLE/Make It Hot
10	16	21	24	24	KAI/Something Inside Me
7	19	24	19	19	WC F/ICE CUBE/Cheddar
12	11	15	18	18	CAM'RON F/MASE/Horse & Carnage
36	24	14	16	16	USHER/My Way
24	29	13	16	16	INNERLUDE/Don't Wanna Go On
-	-	12	16	16	MONICA/The First Night
6	9	6	11	11	JON B/They Don't Know
12	12	12	11	11	SPECIAL G/Don't Wanna Be
8	13	10	9	9	JERMAINE DUPRI/JAY-Z/Money Ain't A Thing
-	-	8	8	8	ROCKWELL F/COLLAGE/Can't We Try
-	-	6	7	7	BONE THUGS.../War
12	8	7	7	7	JANET/Go Deep
9	8	7	7	7	MASE F/PUFF DADDY/Lookin' At Me
-	-	6	7	7	SYLK-E F/PYNE/Keep It Real
-	-	6	7	7	NATE DOGG F/WARREN G/Nobody Does It
34	23	11	5	5	DESTINY'S CHILD F/JOE/With Me Part 1
-	-	7	6	6	NEXT/ Still Love You
-	-	5	5	5	K-CI & JOJO/Don't Rush (Take...)
-	-	5	5	5	BACKSTREET BOYS/I'll Never Break
-	-	-	-	-	JAGGED EDGE/Gotta Be
-	-	-	-	-	GINUWINE/Same Of G
-	-	-	-	-	QUEEN LATIFAH/Paper

MARKET #7
WDRQ/Detroit
(248) 354-9300
Tear/Jam

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
19	32	65	66	66	SHANIA TWAIN/You're Still The One
63	67	65	66	66	BRIAN MCKNIGHT/Anytime
63	68	64	66	66	K-CI & JOJO/All My Life
65	68	64	65	65	BRANDY & MONICA/The Boy Is Mine
36	46	65	65	65	WILL SMITH/Just The Two Of Us
64	70	65	64	64	ALL SAINTS/Never Ever
63	65	66	60	60	JANET/Together Again
40	43	37	40	40	NEXT/Too Close
38	38	36	37	37	BACKSTREET BOYS/Everybody
42	41	35	37	37	BOYZ II MEN/Seasons Of...
42	41	34	37	37	NU FLAVOR/Heaven
63	67	37	37	37	ROBYN/Show Me Love
38	41	35	37	37	USHER/You Make Me Wanna
10	23	35	37	37	SAVAGE GARDEN/The Moon And Back
39	41	35	36	36	MADONNA/Ray Of Light
40	41	35	36	36	MARIAH CAREY/My All
37	41	36	36	36	WC F/ICE CUBE/Cheddar
-	-	37	36	36	ACE OF BASE/Cruel Summer
18	29	37	35	35	MYA F/SISQO/It's All About Me
41					



WALT LOVE

Macon Still Sounds Good As Gold

□ Three-day celebration marks WIBB's 50th anniversary

WIBB/Macon, GA just celebrated its golden anniversary in grand fashion. Governor Zell Miller recognized the station's 50 years of service to the region by proclaiming "WIBB Day" throughout the state. The occasion was also marked by a three-day citywide celebration, including a talent show that kicked off a fund-raising effort for the WIBB Scholarship Fund.

To learn more about the festivities and a bit of station history, I spoke with **Derrick Chatman**, Station Manager of WIBB, Urban AC WRBV-FM, and Gospel WLCG.

In its early days, the station was perhaps best known for a trio of on-air personalities known as "the Three Horsemen." Chatman explains, "Charles Green was known as 'Big Saul.' Then there was Ray 'Satellite Papa' Brown and Hampton 'King Bee' Swain. These were the first three DJs on WIBB when it began to serve the black community. They're known for making history in black music.

"Hamp Swain is the DJ who recorded 'Please, Please, Please' in the old WIBB studios for James Brown. We have since donated that reel-to-reel tape to the Georgia Music Hall of Fame in the James Brown exhibit.

"Satellite Papa used to be in some musical groups back in the '50s, but he was also the booking agent and tour promoter for Little Richard. He was instrumental in Little Richard's career during the time of segregation, when black artists could only perform in certain places. Satellite Papa was one of the few blacks who could take black artists to places where they weren't allowed, other than the 'chitlin circuit.'

"Big Saul Green was a very good friend of Otis Redding's and was instrumental in getting Otis' music



Being from a whole new generation in radio, I never realized until I was putting this celebration together just how much history was placed in my hands.



played on WIBB. All three of those musical greats — James Brown, Little Richard, and Otis Redding — are from Macon. Well, James is really from the Augusta area, but his musical start was here in Macon, and they were all friends here, growing up in the community."

Between them, the Three Horsemen comprised the bulk of the station's on-air schedule. Check out these airshifts, and you'll see the Horsemen were real *workhorses*: Green started the day as "The Early Bird" from 6-9am. After a 90-minute break, he was back for the 10:30-noon segment. Next came Swain (using the air name Deacon Swain) from noon-1:30pm. After Satellite Papa Brown took over for a couple

hours, Swain returned as King Bee from 3:30 until sign-off. On Sunday, Green hosted *The Ebony Bandstand* from 1-7:30pm.

The Big Event

The main event celebrating WIBB's anniversary took place on a Friday night at the 10,000-seat Macon Coliseum. There, Macon mayor Jim Marshall presented the Three Horsemen with proclamations acknowledging their historical importance as the three original WIBB DJs.

One of the evening's honored guests was Soul Brother No. 1, The Godfather of Soul himself, James Brown. He attended the festivities to help honor the six legendary DJs who got it all started in the Macon area: Palmira "Honey Bee" Braswell, Bernice "Queen Bee" Cotton, Robert "Mighty Rock" Roberts, Green, Ray Brown, and Swain. After James Brown and Otis Redding's widow, Zelma, presented the awards, the "hardest-working man in show business" did his thing for an enthusiastic crowd.

Unfortunately, the joy of the evening was tempered by the news that WIBB founder Thomas Maxwell — who in 1957 switched the format and made it the first radio station to target black listeners and feature black artists — had died. Backstage, a somber James Brown told the *Macon Telegraph*, "Mr. Maxwell was the one who put R&B and soul on the radio. He had to be a real person to do that, and I'll never forget that man."

The Party Continues

The celebration continued the next day at Macon's newly renovated Douglas Theater. The Douglas Theater is a historical structure in Macon: During the segregated '50s, a black contractor (and reputed bootlegger) named Charles Douglas built the theater so that his wife wouldn't have to sit in the balcony to watch a movie, as blacks were required to at the time. Chatman chimes in, "You should see this theater. It is absolutely beautiful in its restored state. A group got together and renovated it to its natural architecture after it had been closed for 34 years.

"WIBB and this theater go back to the '50s and '60s. This is where the Three Horsemen held their talent shows every week, and it was at one of these talent shows that Otis Redding met his wife, Zelma. This is one of the reasons we chose this theater for the Pioneer Awards."

The final day of celebration was Sunday, and the party moved to the Georgia Music Hall of Fame. Chatman explains, "Each of the honorees and the participants in our talent show received recognition and an award from the Georgia Music Hall of Fame honors program."



GIDDYUP! — WIBB Station Manager Derrick Chatman (second from left) is surrounded by the station's legendary "Three Horsemen."

Building On Heritage

At 50, WIBB's future looks brighter than ever. In Macon's most recent Arbitron survey (fall '97), the station won the 12+ race, beating runner-up Country WDEB-FM by a 15.9-15.2 margin. In the 25-54 demo, WIBB's 12.4 share places it third behind WDEB and AC WPED-FM.

Having organized the 50th anniversary celebration, Chatman acknowledges that the station's rich heritage has paved the way for its future success. "Being from a whole new generation in radio, I never realized until I was putting this celebration together just how much history was placed in my hands. I'm 34

years old, and I've been humbled by the wealth of history, information, and the legacy that has been left by the DJs for people like me and PD Kevin Fox.

"It's now up to us to pass this torch on to others in the next generation because of the price the people before us had to pay to be in this business. We need to make sure that the information is kept true, that it's all represented properly, and that people know what these honorees were responsible for. I'm just thankful to God that something like this was placed in my hands. I've really been humbled by this experience, and I now have a deeper appreciation of all of this than I did just two months ago."

UC DATABANK

Is White Hostility Underestimated?

Research conducted by the Pew Research Center For The People & The Press suggests that white hostility toward blacks and other minorities may be underestimated in surveys that are conducted within a period of a few days (as most opinion polls are) rather than over an eight-week period.

The center conducted two surveys asking the same questions. The first used typical polling techniques, contacting 1000 adults over a five-day period. The second, "rigorous" survey was conducted over eight weeks and gained the cooperation of people who were initially reluctant to participate. The rigorous survey achieved a cooperation rate of 79%, compared to 65% for the standard survey.

On most questions, responses from the two samples differed by only three percentage points, well within the margin of error. However, on two questions involving racial issues, whites in the more rigorous sample were much less sympathetic to blacks than those in the standard sample. For example, 64% of whites in the rigorous sample said blacks who can't get ahead are responsible for their own condition, while 26% blame racial discrimination. On the standard sample, the division was 56%-31%.

On race-related issues, the differences between white respondents who agreed to be interviewed when first called and those who first refused are striking:

	Agreed on first call	Agreed only after call-back
Have a "very favorable" opinion of:		
Blacks	22%	+5%
Hispanics	18%	+2%
Asians	19%	+4%
Why many blacks can't get ahead:		
Racial discrimination	29%	21%
Blacks are responsible	60%	71%
A national apology for slavery:		
Favor	34%	25%
Oppose	58%	72%

Based on whites only; analysis combines both surveys.
Source: *Minority Markets ALERT*, July 1998; *The Pew Research Center*, (202) 293-3126



THEY WERE THE FIRST — WIBB/Macon, GA's radio pioneers were honored during a ceremony at Macon City Hall. Getting their recognition are (front, l-r) Palmira "Honeybee" Braswell, Bernice "Queen Bee" Cotton, and Robert "Mighty Rock" Roberts and (rear, l-r) Hampton "King Bee" Swain, Ray "Satellite Papa" Brown, and Charles "Big Saul" Green.

Mary J. Blige

Boyz II Men featuring **Chanté Moore**

Kevin Ford featuring **Rufus Blaq**

K-Ci & JoJo **Diana King**

Me'Shell Ndegéocello

Maxi Priest

Big Punisher & Beenie Man

Lady Saw featuring **Nadine Sutherland**

Shaggy featuring **Janet**

Soul II Soul

featuring **Caron Wheeler & Jazzie B**

Stevie Wonder & Wyclef Jean

All New Songs

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for Flyte Tyme Productions, Inc.

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GOT HER
GROOVEBACK
SOUNDTRACK

Based On The Best-Selling Novel By Terry McMillan

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3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
9	5	2	1	AALIYAH Are You That Somebody? (Atlantic)	3458	3126	2873	2532	84/1
4	2	1	2	BRIAN MCKNIGHT The Only One For Me (Motown)	3293	3469	3162	3042	81/0
6	4	3	3	KELLY PRICE Friend Of Mine (T-Neck/Island)	3263	3052	2915	2570	84/0
11	8	5	4	NICOLE Make It Hot (EastWest/EEG)	2996	2747	2589	2294	84/0
17	12	8	5	JANET Go Deep (Virgin)	2596	2374	2245	1873	84/1
24	16	13	6	MAXWELL Luxury: Cococure (Columbia)	2225	1969	1843	1554	83/0
2	1	4	7	USHER My Way (LaFace/Arista)	2061	2970	3484	3386	65/0
1	3	7	8	BRANDY & MONICA The Boy Is Mine (Atlantic)	1987	2417	2987	3396	60/0
16	14	14	9	VOICES OF THEORY Dimelo (Say It) (H.O.L.A./Red Ant)	1980	1953	1929	1903	70/0
—	38	24	10	GERALD LEVERT Thinkin' Bout It (EastWest/EEG)	1900	1505	1086	510	82/1
32	25	18	11	K-CI & JOJO Don't Rush (Take Love Slowly) (MCA)	1857	1687	1447	1210	77/0
—	—	38	12	BRANDY f/MASE Top Of The World (Atlantic)	1854	1095	164	64	82/4
7	6	6	13	PRAS MICHEL f/ODB & MYA Ghetto Supastar (That Is...) (Interscope)	1843	2574	2714	2564	65/0
22	17	16	14	WILL SMITH Just The Two Of Us (Columbia)	1837	1767	1728	1584	71/0
20	18	19	15	ARETHA FRANKLIN Here We Go Again (Arista)	1825	1685	1720	1623	67/0
23	20	17	16	LINK Whatcha Gone Do? (Relativity)	1793	1701	1698	1576	64/0
45	28	27	17	PUBLIC ANNOUNCEMENT It's About Time (A&M)	1791	1439	1290	947	78/1
38	27	23	18	SILKK THE SHOCKER It Ain't My Fault (No Limit/Priority)	1761	1532	1354	1063	73/0
30	23	21	19	MO THUGS FAMILY All Good (Relativity)	1755	1639	1531	1279	68/1
3	10	12	20	JON B. They Don't Know (Yab Yum/550 Music)	1675	2054	2515	3220	48/0
26	22	22	21	BLACKSTREET f/KAFI & CROWDER I Can't Get You... (Yab Yum/550 Music)	1632	1589	1560	1413	60/0
21	21	20	22	SAM SALTER There You Are (LaFace/Arista)	1594	1646	1686	1611	65/0
5	7	9	23	BIG PUNISHER f/JOE Still Not A Player (Loud)	1580	2368	2616	2588	53/0
10	11	10	24	7 MILE Do Your Thing (Crave)	1569	2347	2463	2335	56/0
28	26	26	25	MYRON Destiny (Island)	1507	1469	1440	1342	67/0
40	33	30	26	MECHALIE JAMISON Keep It Real (Red Eye/Priority)	1501	1343	1215	1030	71/0
29	24	25	27	TAMI DAVIS How Do I Say I'm Sorry (Red Ant)	1461	1495	1499	1330	68/1
18	15	15	28	DESTINY'S CHILD f/JD With Me Part 1 (Grass Roots/Columbia)	1386	1854	1920	1863	56/1
37	34	31	29	NATE DOGG f/WARREN G Nobody Does It... (Dogg Foundation/Breakaway)	1380	1267	1204	1064	72/0
8	9	11	30	CHICO DEBARGE No Guarantee (Kedar/Universal)	1376	2336	2582	2541	50/0
—	46	35	31	NEXT I Still Love You (Arista)	1364	1116	872	249	81/0
BREAKER			32	LUTHER VANDROSS Nights In Harlem (LV/Virgin)	1285	948	312	—	77/2
—	43	37	33	TAMIA So Into You (Qwest/WB)	1281	1115	959	728	74/4
BREAKER			34	JERMAINE DUPRI f/JAY-Z Money Ain't A Thang (So So Def/Columbia)	1262	980	556	162	76/1
BREAKER			35	MONTELL JORDAN I Can Do That (Def Jam/RAL/Mercury)	1251	876	343	5	81/2
44	37	36	36	DREA f/BLACK ROB Got Ya Back (Spoiled Rotten/WB)	1201	1116	1089	992	63/1
BREAKER			37	MASE f/PUFF DADDY Lookin' At Me (Bad Boy/Arista)	1190	989	932	793	71/1
BREAKER			38	MASTER P Thinkin' Bout U (No Limit/Priority)	1163	968	807	599	67/1
—	45	39	39	KEITH WASHINGTON/CHANTE' MOORE I Love You (Silas/MCA)	1154	1037	911	674	69/0
BREAKER			40	CAM'RON f/MASE Horse & Carriage (Entertainment/Epic)	1146	830	684	272	70/2
46	42	41	41	LOX f/CARL THOMAS Let's Start Rap Over (Bad Boy/Arista)	1051	1006	1001	904	61/0
BREAKER			42	MONICA The First Night (Arista)	1033	56	—	—	83/77
BREAKER			43	TATYANA ALI Daydreamin' (MJJ/Work)	1028	694	285	30	69/2
12	19	29	44	SPARKLE Be Careful (Rock Land/Interscope)	1019	1372	1704	2291	38/0
—	50	49	45	PRESSHA Splackavellie (Tony Mercedes/LaFace/Arista)	988	859	759	544	58/0
39	36	34	46	LEVI LITTLE Pick Up The Phone (White Lable)	957	1161	1189	1044	54/1
DEBUT			47	RAY-J Why I Lie (Atlantic)	888	737	622	173	61/0
DEBUT			48	JESSE POWELL I Wasn't With It (Silas/MCA)	871	562	132	—	70/4
DEBUT			49	MARY J. BLIGE Missing You (MCA)	839	292	—	—	74/8
DEBUT			50	BOYZ II MEN Doin' Just Fine (Motown)	838	254	—	—	69/7

This chart reflects airplay from July 6-12. Songs ranked by total plays. Highlighted songs indicate Breaker.
86 Urban reporters. 84 current playlists. Songs that are down in plays for three consecutive weeks and below No. 25 are moved to recurrent.
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NEW & ACTIVE

69 BOYZ Woof Woof (Quadra Sound/Big Beat/Atlantic)
Total Plays: 825, Total Stations: 58, Adds: 2

LORD TARIO & PETER GUNZ We Will Ball (Codeine/Columbia)
Total Plays: 785, Total Stations: 56, Adds: 1

SUNZ OF MAN f/OL' DIRTY... Shining Star (Threat/Red Ant)
Total Plays: 763, Total Stations: 59, Adds: 1

MICHEL'LE Hang Tyme (Death Row/Priority)
Total Plays: 708, Total Stations: 55, Adds: 3

BENITO Shake 'N Bake (Fully Loaded)
Total Plays: 688, Total Stations: 46, Adds: 6

GANG STARR Militia (Noo Trybe)
Total Plays: 587, Total Stations: 55, Adds: 3

JAYO FELONY Whatcha Gonna Do (Yab Yum/550 Music)
Total Plays: 514, Total Stations: 40, Adds: 0

AMARI Callin' (Tommy Boy)
Total Plays: 470, Total Stations: 42, Adds: 0

JAGGED EDGE Gotta Be (So So Def/Columbia)
Total Plays: 444, Total Stations: 16, Adds: 0

THREE 6 MAFIA Late Night Tip (Relativity)
Total Plays: 443, Total Stations: 40, Adds: 3

BONE THUGS f/ROLLINS... War (DreamWorks/Geffen)
Total Plays: 423, Total Stations: 46, Adds: 6

TYRESE Nobody Else (RCA)
Total Plays: 420, Total Stations: 68, Adds: 65

LIL' MO f/MISSY ELLIOTT 5 Minutes (Gold Mind/EastWest/EEG)
Total Plays: 404, Total Stations: 35, Adds: 3

TWISTA & SPEED KNOT MOBSTAZ In Your World (Atlantic)
Total Plays: 394, Total Stations: 34, Adds: 0

SLEEPY'S THEME Still Smokin' (Bang II)
Total Plays: 384, Total Stations: 38, Adds: 1

Songs ranked by total plays.

BREAKERS®

LUTHER VANDROSS			CHART
Nights In Harlem (LV/Virgin)			32
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
1285/337	77/2		
JERMAINE DUPRI f/JAY-Z			CHART
Money Ain't A Thang (So So Def/Columbia)			34
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
1262/282	76/1		
MONTELL JORDAN			CHART
I Can Do That (Def Jam/RAL/Mercury)			35
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
1251/375	81/2		
MASE f/PUFF DADDY			CHART
Lookin' At Me (Bad Boy/Arista)			37
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
1190/201	71/1		
MASTER P			CHART
Thinkin' Bout U (No Limit/Priority)			38
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
1163/195	67/1		
CAM'RON f/MASE			CHART
Horse & Carriage (Entertainment/Epic)			40
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
1146/316	70/2		
MONICA			CHART
The First Night (Arista)			42
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
1033/977	83/77		
TATYANA ALI			CHART
Daydreamin' (MJJ/Work)			43
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS		
1028/334	69/2		

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
MONICA The First Night (Arista)	77
TYRESE Nobody Else (RCA)	65
XSCAPE My Little Secret (So So Def/Columbia)	65
DMX f/FAITH EVANS How's It Goin'... (Def Jam/Mercury)	58
GINUWINE Same Ol' G (Atlantic)	56
NUTTA BUTTA Freak Out (Lil' Man/Interscope)	50
MC LYTE I Can't Make A Mistake (EastWest/EEG)	48
SONS OF FUNK Sons Reasons (No Limit/Priority)	41
CELLY CEL Get It Crackin' (Sick Wid' It/Jive)	26
TEMPTATIONS Stay (Motown)	20
DEVIN Do What You Want To Do (Rap-A-Lot/Noo Trybe)	16

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MONICA The First Night (Arista)	+977
BRANDY f/MASE Top Of The World (Atlantic)	+759
BOYZ II MEN Doin' Just Fine (Motown)	+584
MARY J. BLIGE Missing You (MCA)	+547
TYRESE Nobody Else (RCA)	+397
GERALD LEVERT Thinkin' Bout It (EastWest/EEG)	+395
MONTELL JORDAN I Can Do That (Def Jam/RAL/Mercury)	+375
PUBLIC ANNOUNCEMENT It's About Time (A&M)	+352
LUTHER VANDROSS Nights In Harlem (LV/Virgin)	+337
TATYANA ALI Daydreamin' (MJJ/Work)	+334

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.

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Produced by
Rodney Jerkins
(Brandy & Monica,
Mary J. Blige)

J'son

I Should Cheat On You

Impacting July 20th

Produced by Rodney Jerkins for Darkchild Entertainment
Management: Don Johnson for J4 Artist Management
Executive Producer: David Esterson and Minetta Gammage for It's About Tyme Productions

Hollywood

©1998 Hollywood Records RECORDS

ARTIST BREAKDOWN

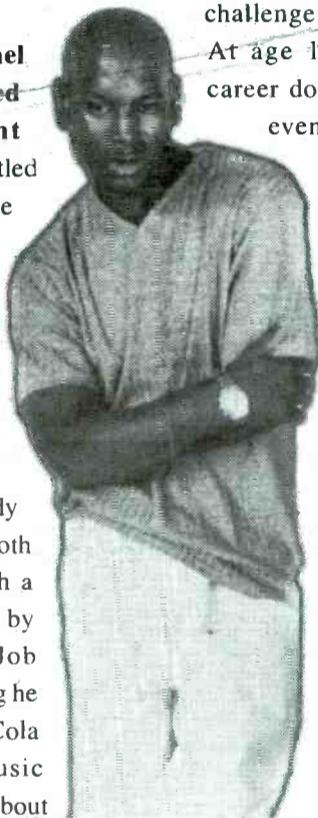
ARTIST: **TYRESE**

LABEL: **RCA**

Such a soulful voice from this 19-year-old songwriter, musician, actor, and model. Move over, Tyson, a new brother is making heads turn and temperatures rise (and it's not just his looks that warrant attention). Tyrese's debut appearance made everyone thirsty — not for the beverage that he sang about (Coca-Cola), but for more of his voice!

With the team of **Lionel Job Productions and Red Zone Entertainment** behind it, Tyrese's self-titled album will definitely be able to compete with what's flooding the market today. (If success was based on talent, stardom would definitely be in his future. But in the real world....)

The first single, "Nobody Else," shows Tyrese as both a singer and rapper. With a bumpin' track produced by **Jake** (for Lionel Job Productions) — and a song he co-wrote — the "Coca-Cola Kid" debuts on the music scene. "Nobody Else" is about



knowing who you want in your life. (I thought I knew who I wanted — till his wife called.) With so many people trying to get at him, Tyrese knows who he wants, and he wants her to accept him for him. According to him, nobody else makes him feel the way she does. (Have you tried Mad Dog 20/20? Thunderbird?)

Tyrese grew up in South Central Los Angeles and faced many obstacles. However, by focusing on his love of music, those difficulties became less of a challenge and more of an experience.

At age 14, he began his singing career doing local talent shows and events. After his walk down the aisle on a bus singing about Coca Cola, the music industry became aware of what Tyrese had known all along — this young man is vocally gifted. (And cute too.)

By giving us just a taste of his vocals a few years ago, Tyrese had us thirsting for more. Now with the release of his debut single, not only will our thirsts be quenched, but the "beverage" is very easy to swallow. Peace.

—Tanya O'Quinn
Urban Asst. Editor

Artist Breakdown highlights artists with strong chart momentum.

IN MY OPINION

Keith Washington
"I Love You"
MCA

with **Thomas Henderson**

PD/MD WKGN-AM/Knoxville

Keith Washington's "I Love You" is certain to be a hit at all Urban formats and Quiet Storm programs. Washington and Chante Moore deliver such a smooth balance that it just makes you want to say, "I love you." It was an instant K-Jam and has been a top 5 request on our Love Line show.

Chante Moore's strong vocals are a great complement to Washington's song. What the world needs now is love and "Moore" love among us all. Three simple words, "I Love You," have so much meaning, and Washington and Moore say them like no one else can. I hope they do more projects together. This is what a true love song should be about: sharing, caring, and being there for each other. The only way to really appreciate this song is to listen to the words. It will make you say, "I love you."

ADVANCE NOTICE

Giving you fair warning: These are the singles that are going for adds on Monday (7/20) and Tuesday (7/21).

E-40 I Hope I Don't Go Back (Sick Wid' It/Jive)

GOODIE MOB Beautiful Skin (LaFace/Arista)

WAYNE MARSHALL G-Spot (Robbins)

MEMPHIS BLEEK f/JAY Z It's Alright (Roc-A-Fella/Def Jam/Mercury)

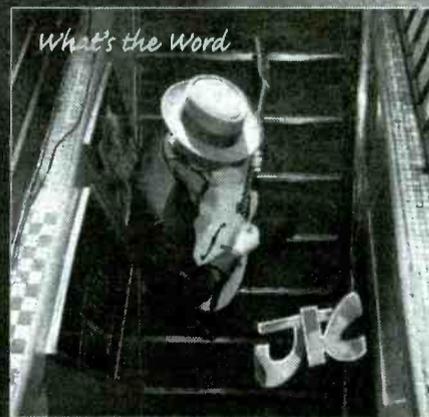
TRIN-I-TEE 5:7 God's Grace (B-Rite/Interscope)

A HIP NEW SOUND COMIN' YOUR WAY...

"Ain't It Good to Know"
the debut single and video from



JK's soulful lead track "Ain't It Good to Know" kicks off his debut album *What's the Word*, a seductive blend of soul, smooth jazz, and R&B grooves. Inspired by Marvin Gaye and compared to D'Angelo, the name is JK and the word is cool.



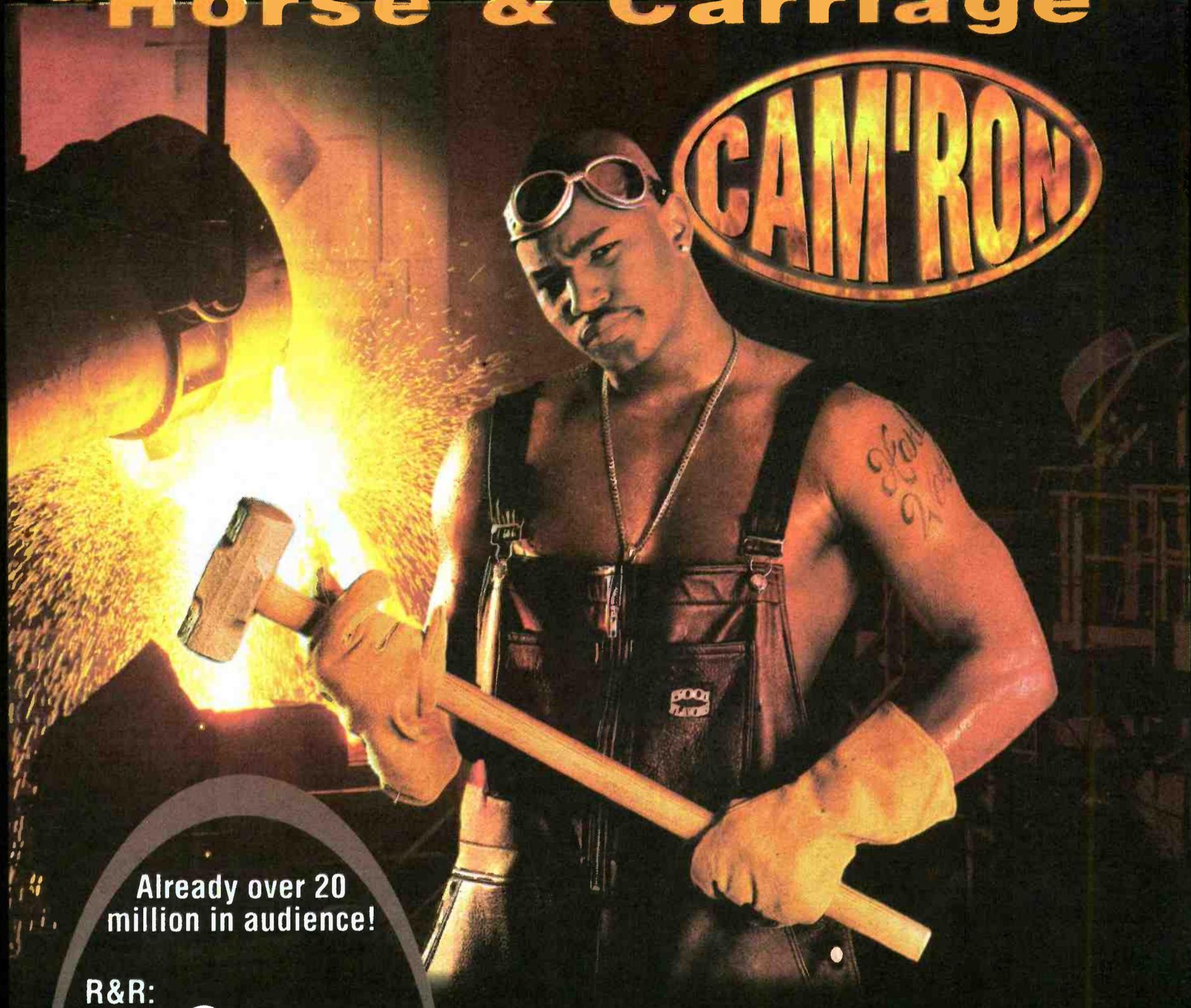
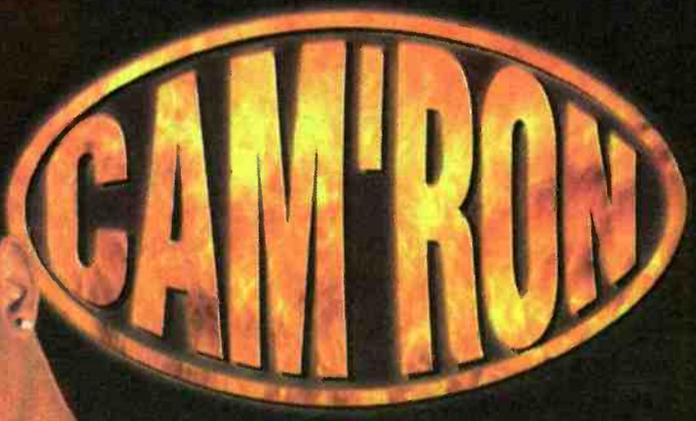
Urban AC impact date:
July 27 & 28
Street date: August 18

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Ju Don't Know!

CAM'RON f/ MASE

"Horse & Carriage"



Already over 20 million in audience!

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Debut **40** BREAKER

- #17* R&B Big Picture
- #28* R&B Mainstream
- #34* National R&B Airplay

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THE ALBUM EVERYONE'S TALKING ABOUT ...
"CONFESSIONS OF FIRE"

Out the gate and in stores – July 21

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Executive Producer: Lance "Un" Rivera
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Produced by Tone & Poke for Trackmasters Entertainment



Management: Keith 'Country' Johnson
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URBAN PLAYLISTS

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

MARKET #1

WBLS/New York
 (212) 447-1000
 Brown/Campbell

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
29	39	41	JON B./They Don't Know	
39	39	40	SPARKLE/Be Careful	
37	41	41	BRIAN MCKNIGHT/The Only One For Me	
35	33	36	BRANDY & MONICA/The Boy Is Mine	
-	20	35	PRAS MICHEL F/OOB.../Ghetto Supastar..	
36	35	34	NEXT/Too Close	
-	18	30	NICOLE/Make It Hot	
-	-	29	AALIYAH/Are You That...	
23	28	28	KELLY PRICE/Friend Of Mine	
30	30	30	WASHINGTON & MOORE/Love You	
-	25	27	LUTHER VANDROSS/Nights In Harlem	
-	16	27	RELL F/AY-Z/Love For Free	
24	22	25	K-Ci & JOJO/Don't Rush (Take..)	
26	23	24	MAXWELL/Luxury: Cococure	
-	16	24	JERMAINE DUPRI/JAY-Z/Money Ain't A Thing	
-	8	10	VOICES OF THE THEORY/Dimelo (Say It)	
15	17	17	ARETHA FRANKLIN/Here We Go Again	
20	18	16	WILL SMITH/Just The Two Of Us	
-	-	16	GERALD LEVERT/Thinkin' Bout It	
-	-	15	XSCAPE/My Little Secret	
-	15	15	MYRON/Destiny	
14	17	13	TAMI DAVIS/How Do I Say I'm...	
23	19	13	JANET/Go Deep	
-	-	9	MONICA/The First Night	
-	7	5	JERMAINE DUPRI/JAY-Z/Money Ain't A Thing	
-	-	5	MARY J. BLIGE/Missing You	

MARKET #2

KKBT/Los Angeles
 (213) 634-1800
 Santosuosso/Fuller

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
44	47	47	BIG PUNISHER F/OOB/Sill Not A Player	
42	47	51	JON B./They Don't Know	
37	46	48	BRANDY & MONICA/The Boy Is Mine	
38	42	45	PRAS MICHEL F/OOB.../Ghetto Supastar..	
49	47	49	NEXT/Too Close	
24	13	24	AALIYAH/Are You That...	
14	35	39	JERMAINE DUPRI/JAY-Z/Money Ain't A Thing	
22	32	34	CHICO DEBARGE/No Guarantee	
45	31	30	SPARKLE/Be Careful	
26	27	28	NICOLE/Make It Hot	
10	23	20	TATYANA ALI/Daydreamin'	
21	13	15	WC F/ICE CUBE/Cheddar	
-	9	26	MONI/AF/Touch It	
16	10	13	KELLY PRICE/Friend Of Mine	
8	15	18	PLAYA/Cheers 2 U	
11	27	26	BRIAN MCKNIGHT/The Only One For Me	
12	17	17	JAYO FELONY/Whatcha Gonna Do	
-	9	12	E-40/Hope I Don't Go Back	
41	40	41	LINK/Watcha Gona Do?	
22	13	13	MAXWELL/Luxury: Cococure	
19	15	16	TAMIA/So Into You	
-	-	11	MONICA/The First Night	
8	16	15	CAMRON F/MASE/Horse & Carriage	
5	9	11	NEXT/Too Close	
25	12	14	BRIAN MCKNIGHT/Anytime	
10	11	11	GOODIE MOB/Beautiful Skin	
10	9	10	XZIBIT/God Carmolly	
-	5	9	LUTHER VANDROSS/Nights In Harlem	
8	11	9	JANET/Go Deep	
-	8	8	MONTELL JORDAN/Can Do That	

MARKET #3

WGCI/Chicago
 (312) 427-4800
 Smith/Alan

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
32	38	42	WILL SMITH/Just The Two Of Us	
54	44	39	BRANDY & MONICA/The Boy Is Mine	
14	22	39	AALIYAH/Are You That...	
46	40	36	NEXT/Too Close	
52	46	30	SPARKLE/Be Careful	
35	26	29	KELLY PRICE/Friend Of Mine	
43	36	40	JON B./They Don't Know	
-	31	21	MICHAEL JACKSON/On The Line	
24	20	23	PRAS MICHEL F/OOB.../Ghetto Supastar..	
21	22	23	7 MILE/Do Your Thing	
12	28	23	BRANDY F/MASE/Top Of The World	
29	25	18	PUBLIC ANNOUNCEMENT/It's About Time	
32	20	22	MAXWELL/Luxury: Cococure	
26	23	21	USHER/My Way	
19	20	19	NEW POWER GENERATION/The One	
24	27	25	JANET/Go Deep	
-	8	24	LUTHER VANDROSS/Nights In Harlem	
-	7	27	GERALD LEVERT/Thinkin' Bout It	
-	14	17	BIG PUNISHER F/OOB/Sill Not A Player	
29	22	19	MYA F/SISQOIT'S All About Me	
45	37	16	MONTELL JORDAN/Let's Ride	
-	-	16	BOYZ II MEN/Don't Just Fine	
-	5	16	CHICO DEBARGE/No Guarantee	
23	21	17	BRIAN MCKNIGHT/Anytime	
7	10	16	TRIN-I-TEE 5:7/God's Grace	
25	18	15	JANET/Go Deep	
8	10	13	MECHALIE JAMISON/Keep It Real	
26	22	14	SPARKLE/Time To Move On	
42	45	14	K-Ci & JOJO/My Life	
13	11	14	JERMAINE DUPRI/JAY-Z/Money Ain't A Thing	

MARKET #5

WPHI/Philadelphia
 (215) 884-9400
 Mictlox

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
50	51	48	50	BRIAN MCKNIGHT/The Only One For Me
49	51	49	49	JAGGED EDGE/Gotta Be
51	53	40	47	JON B./They Don't Know
49	50	46	46	BIG PUNISHER F/OOB/Sill Not A Player
32	30	44	44	CAMRON F/MASE/Horse & Carriage
48	45	44	44	BRANDY & MONICA/The Boy Is Mine
31	53	42	43	AALIYAH/Are You That...
29	28	33	33	CHICO DEBARGE/No Guarantee
36	33	32	32	PRAS MICHEL F/OOB.../Ghetto Supastar..
-	30	32	32	BRANDY F/MASE/Top Of The World
24	8	21	31	WILL SMITH/Just The Two Of Us
-	-	31	31	GINUWINE/Same O' G
48	49	39	30	NEXT/Too Close
31	28	20	30	PRAS MICHEL F/OOB.../Ghetto Supastar..
-	29	30	30	BOYZ II MEN/Don't Just Fine
-	-	30	30	MONICA/The First Night
28	29	21	29	KELLY PRICE/Friend Of Mine
-	32	29	29	JERMAINE DUPRI/JAY-Z/Money Ain't A Thing
52	50	36	29	MYA F/SISQOIT'S All About Me
29	27	28	24	NICOLE/Make It Hot
33	26	22	22	ICE CUBE/We Be Clubbin'
25	25	21	21	RELL F/AY-Z/Love For Free
11	21	21	21	NEXT/Too Close
8	8	20	20	DMX/Stop Being Greedy
-	27	19	19	RAY/Why I Lie
-	16	18	18	LORD TARIQ.../We Will Ball
32	31	30	30	SPARKLE/Be Careful
32	30	28	28	USHER/My Way
19	15	14	14	PUBLIC ANNOUNCEMENT/It's About Time
8	8	8	8	SUNZ OF MAN.../Shining Star

MARKET #6

WUSL/Philadelphia
 (215) 483-8900
 Little/Cooper

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
34	32	40	48	JAGGED EDGE/Gotta Be
51	55	43	45	JON B./They Don't Know
37	45	44	44	AALIYAH/Are You That...
15	27	25	24	CHICO DEBARGE/No Guarantee
44	41	35	40	CAMRON F/MASE/Horse & Carriage
19	31	24	39	DMX/Stop Being Greedy
47	45	36	38	BIG PUNISHER F/OOB/Sill Not A Player
39	37	35	35	BRANDY & MONICA/The Boy Is Mine
35	24	35	35	NICOLE/Make It Hot
-	-	29	34	MONICA/The First Night
-	-	3	3	GINUWINE/Same O' G
5	8	26	33	PLAYA/Cheers 2 U
32	51	43	33	BRIAN MCKNIGHT/The Only One For Me
33	28	32	32	NEXT/Too Close
6	6	20	30	JERMAINE DUPRI/JAY-Z/Money Ain't A Thing
38	35	27	27	KELLY PRICE/Friend Of Mine
6	8	16	26	GERALD LEVERT/Thinkin' Bout It
36	24	25	25	JANET/Go Deep
46	42	18	19	JESSE POWELL/Wasn't With It
40	27	18	18	PRAS MICHEL F/OOB.../Ghetto Supastar..
24	27	12	12	DMX/Get At Me Dog
7	6	15	12	JANET/Go Deep
5	5	12	11	WASHINGTON & MOORE/Love You
-	5	10	10	TATYANA ALI/Daydreamin'
-	6	10	10	SAM SALTER/There You Are
-	5	10	10	MASE F/PUFF DADDY/Lookin' At Me
5	5	6	10	VOICES OF THE THEORY/Dimelo (Say It)
32	22	12	10	K-Ci & JOJO/My Life
5	6	9	9	PUBLIC ANNOUNCEMENT/It's About Time

MARKET #6

KKDA/Dallas
 (972) 263-9911
 Cheatham

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
59	59	65	65	AALIYAH/Are You That...
-	-	55	62	BRANDY F/MASE/Top Of The World
10	18	39	39	MASE F/PUFF DADDY/Lookin' At Me
63	53	65	58	BRANDY & MONICA/The Boy Is Mine
-	-	54	54	MONICA/The First Night
9	17	25	25	CAMRON F/MASE/Horse & Carriage
55	55	53	53	NICOLE/Make It Hot
51	52	48	48	BIG PUNISHER F/OOB/Sill Not A Player
61	58	45	45	PRAS MICHEL F/OOB.../Ghetto Supastar..
70	65	50	45	USHER/My Way
55	55	54	44	JON B./They Don't Know
29	49	44	44	MYA F/SISQOIT'S All About Me
52	55	41	41	SPARKLE/Be Careful
50	49	40	40	KELLY PRICE/Friend Of Mine
22	40	40	40	MO THUGS FAMILY/All Good
5	24	40	40	K-Ci & JOJO/Don't Rush (Take..)
37	37	39	39	LINK/Watcha Gona Do?
-	20	30	37	JERMAINE DUPRI/JAY-Z/Money Ain't A Thing
25	40	38	37	SILKX THE SHOCKER/It Ain't My Fault
37	43	37	37	MAXWELL/Luxury: Cococure
46	35	38	35	CHICO DEBARGE/No Guarantee
-	5	24	24	TATYANA ALI/Daydreamin'
49	25	25	25	WILL SMITH/Just The Two Of Us
31	35	17	21	MASTER P F/SONS.../I Got The Hook Up
10	10	18	18	LORD TARIQ.../We Will Ball
5	5	13	13	PUBLIC ANNOUNCEMENT/It's About Time
10	10	16	16	DEF SQUAD/Full Cooperation
9	9	10	14	MASTER P/Thinkin' Bout U
5	5	10	14	GERALD LEVERT/Thinkin' Bout U

MARKET #7

WCHB/Detroit
 (313) 871-0590
 Alexander/Preston

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
29	41	57	63	NICOLE/Make It Hot
56	65	62	60	AALIYAH/Are You That...
55	57	54	59	BRANDY & MONICA/The Boy Is Mine
62	57	52	55	USHER/My Way
47	52	45	45	BRIAN MCKNIGHT/The Only One For Me
49	54	54	49	JON B./They Don't Know
51	57	44	35	MYRON/Destiny
20	22	26	29	GERALD LEVERT/Thinkin' Bout It
27	27	29	28	MAXWELL/Luxury: Cococure
-	14	32	27	VOICES OF THE THEORY/Dimelo (Say It)
-	-	24	26	BRANDY F/MASE/Top Of The World
-	-	25	25	NEXT/Too Close
-	-	25	25	MONICA/The First Night
-	-	19	22	WASHINGTON & MOORE/Love You
-	-	20	23	MONTELL JORDAN/Can Do That
26	20	21	19	JANET/Go Deep
19	10	18	18	K-Ci & JOJO/Don't Rush (Take..)
-	9	13	17	JERMAINE DUPRI/JAY-Z/Money Ain't A Thing
15	26	30	12	KELLY PRICE/Friend Of Mine
20	20	19	8	CAMRON F/MASE/Horse & Carriage
-	-	8	8	MECHALIE JAMISON/Keep It Real
-	-	8	8	XSCAPE/My Little Secret
-	-	7	7	GINUWINE/Same O' G

MARKET #7

WJLB/Detroit
 (313) 965-2000
 Saunders/G

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
27	28	40	40	BRIAN MCKNIGHT/The Only One For Me
30	38	37	40	BRIAN MCKNIGHT/Anytime
27	28	35	39	AALIYAH/Are You That...
30	41	39	39	7 MILE/Do Your Thing
30	33	39	39	NICOLE/Make It Hot
42	42	39	39	USHER/My Way
39	38	38	38	BRANDY & MONICA/The Boy Is Mine
29	31	31	38	BIG PUNISHER F/OOB/Sill Not A Player
31	22	27	35	JON B./They Don't Know
30	30	35	35	ARETHA FRANKLIN/Here We Go Again
30	30	35	35	KELLY PRICE/Friend Of Mine
32	30	34	34	PRAS MICHEL F/OOB.../Ghetto Supastar..
38	31	31	31	XSCAPE/Be Careful
8	25	31	31	GERALD LEVERT/Thinkin' Bout It
31	21	31	31	CHANGING FACES/Same Tempo
24	29	30	30	XSCAPE/Let's Do It Again
16	16	23	30	MYRON/Destiny
10	10	24	29	TREY LORENZ/Make You Happy
-	-	28	28	MONICA/The First Night
33	30	30	30	MASTER P F/SONS.../I Got The Hook Up
25	22	27	27	NEXT/Too Close
7	10	17	17	SWV/Rain
41	35	25	25	MYA F/SISQOIT'S All About Me
31	33	24	24	ICE CUBE/We Be Clubbin'
25	25	23	23	JANET/Go Deep
6	6	12	23	PUBLIC ANNOUNCEMENT/It's About Time
28	26	19	23	2PAC F/ERIC WILLIAMS/Do For Love
26	21	18	23	TOTAL/What About Us
13	15	22	22	K-Ci & JOJO/Don't Rush (Take..)
35	25	22	22	SPARKLE/Be Careful

MARKET #8

WKYS/Washington
 (301) 306-1111
 Lisa

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
-	-	38	53	LAURYN HILL/Can't Take My...
43	48	44	49	BIG PUNISHER F/OOB/Sill Not A Player
42	43	47	47	BRIAN MCKNIGHT/The Only One For Me
41	43	40	45	NEXT/Too Close
-	-	40	44	BRANDY F/MASE/Top Of The World
41	42	44	44	BRANDY & MONICA/The Boy Is Mine
38	35	45	43	AALIYAH/Are You That...
46	42	35	35	MYA F/SISQOIT'S All About Me
33	30	34	34	WASHINGTON & MOORE/Love You
39	42	33	33	PRAS MICHEL F/OOB.../Ghetto Supastar..
39	37	31	33	JAGGED EDGE/Gotta Be
41	44	38	31	SPARKLE/Be Careful
9				

URBAN PLAYLISTS

URBAN AC PLAYLISTS

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

MARKET #30
WNOV/Milwaukee
 (414) 449-9668
 Robinson

PLAYS

SW	LW	TW	ARTIST/TITLE
20	20	20	BRIAN MCKNIGHT/The Only One For Me
20	20	20	BIG PUNISHER F/JOE/Still Not A Player
20	20	20	KELLY PRICE/Friend Of Mine
20	20	20	VOICES OF THE THEORY/Dimelo (Say It)
12	16	20	LINK/Wacha Gone Do?
12	20	20	AALIYAH/Are You That
12	20	20	7 MILE/Do Your Thing
12	20	20	NICOLE/Make It Hot
12	16	20	MAXWELL/Luxury Cococure
12	16	20	BLACKSTREET...I Can't Get You
12	16	20	K-CI & JOJO/Don't Rush (Take...)
12	16	20	CAM'RON F/MASE/Horse & Carriage
12	16	20	WILL SMITH/Just The Two Of Us
12	16	20	JANET/Go Deep
12	16	20	SAM SALTER/There You Are
12	16	20	MASE F/PUFF DADDY/Lookin' At Me
12	16	20	NATE DOGG F/WARREN G/Nobody Does It
12	16	20	SILKK THE SHOCKER/It Ain't My Fault
12	16	20	MECHALIE JAMISON/Keep It Real
12	16	20	DREA F/BLACK ROB/Got Ya Back
12	16	20	ARETHA FRANKLIN/Here We Go Again
12	16	20	MASTER P/Thinkin' Bout U
12	16	20	TAMI DAVIS/How Do I Say I'm...
12	16	20	MO THUGS FAMILY/All Good
12	16	20	69 BOYZ/Wool Wool
12	16	20	LEVI LITTLE/Pick Up The Phone
12	16	20	SUNZ OF MAN...Shining Star
12	16	20	MONTELL JORDAN/Can Do That
12	16	20	LOX F/CARL THOMAS/Let's Start Rap Over
12	16	20	WASHINGTON & MOORE/I Love You

MARKET #32
WCKX/Columbus, OH
 (614) 487-1444
 Strong/Stevens

PLAYS

SW	LW	TW	ARTIST/TITLE
46	51	50	JON B./They Don't Know
46	46	47	NEXT/Too Close
46	46	47	MYA F/5S/QO/It's All About Me
46	46	47	SPARKLE/Be Careful
46	46	47	ALIIYAH/Are You That...
46	46	47	BRANDY & MONICA/The Boy Is Mine
46	50	47	BRIAN MCKNIGHT/The Only One For Me
35	34	30	USHER/My Way
5	11	25	JANET/Go Deep
9	14	22	MAXWELL/Luxury Cococure
27	32	31	WILL SMITH/Just The Two Of Us
-	-	30	BRANDY F/MASE/Top Of The World
25	23	19	CHICO DEBARGE/No Guarantee
24	25	32	NICOLE/Make It Hot
45	33	32	BIG PUNISHER F/JOE/Still Not A Player
34	37	46	KELLY PRICE/Friend Of Mine
46	45	33	JANET/Get Lonely
28	26	32	PRAS MICHEL F/OOB...Ghetto Supastar...
46	46	34	K-CI & JOJO/My Life
12	17	30	XSCAPE/The Arms Of...
23	22	25	DESTINY'S CHILD F/D/With Me Part 1
27	29	29	BRIAN MCKNIGHT/Anytime
15	20	30	JAGGED EDGE/Gotta Be
-	5	7	GERALD LEVERT/Thinkin' Bout It
33	33	31	MARIAH CAREY/My All
5	8	17	7 MILE/Do Your Thing
17	15	10	VOICES OF THE THEORY/Dimelo (Say It)
10	11	-	MARY J. BLIGE/Everything
-	-	13	PLAYA/Cheers 2 U
5	5	8	MYRON/Destiny

MARKET #2
KJLH/Los Angeles
 (310) 330-5550
 Winston

PLAYS

SW	LW	TW	ARTIST/TITLE
33	37	38	SPARKLE/Be Careful
32	37	36	KELLY PRICE/Friend Of Mine
28	29	36	JON B./They Don't Know
33	34	33	BRANDY & MONICA/The Boy Is Mine
27	28	30	BRIAN MCKNIGHT/The Only One For Me
23	24	25	REGINA BELLE/Don't Let Go
23	24	25	MAXWELL/Luxury Cococure
10	12	20	GEORGE BENSON/Standing Together
-	-	17	LUTHER VANDROSS/Nights In Harlem
5	17	18	TAMI DAVIS/How Do I Say I'm...
16	13	18	NEW POWER GENERATION/The One
10	12	17	ARETHA FRANKLIN/Here We Go Again
5	5	17	NEXT/Too Close
15	16	16	VOICES OF THE THEORY/Dimelo (Say It)
13	15	16	RANDY CRAWFORD/Bye Bye
10	12	15	LEVI LITTLE/Pick Up The Phone
7	10	12	WASHINGTON & MOORE/I Love You
6	9	10	GERALD LEVERT/Thinkin' Bout It
7	9	10	K-CI & JOJO/Don't Rush (Take...)
7	9	10	JANET/Go Deep
-	-	9	MONTELL JORDAN/Can Do That
5	5	8	WILL DOWNING/She Knew
16	17	19	K-CI & JOJO/My Life
19	18	15	MARY J. BLIGE/Seven Days
17	17	5	JANET/Get Lonely
5	5	5	LSG/Door #1
5	5	5	ERYKAH BADU/Apple Tree
-	-	5	TATYANA ALI/Dreamin'
-	-	5	SAM SALTER/There You Are
-	-	5	BOYZ II MEN/Don't Just Fine

MARKET #3
WVAZ/Chicago
 (312) 360-9000
 Myrick/Muhammad

PLAYS

SW	LW	TW	ARTIST/TITLE
11	15	15	MAXWELL/Luxury Cococure
36	25	37	LSG/Door #1
19	26	31	XSCAPE/The Arms Of...
-	26	31	ARETHA FRANKLIN/The Woman
-	26	33	NEW POWER GENERATION/The One
36	32	33	BRIAN MCKNIGHT/The Only One For Me
19	23	24	RANDY CRAWFORD/Bye Bye
10	18	21	DOWN TO THE BONE/Brooklyn Heights
12	18	22	JOE/All That I Am
17	19	22	WASHINGTON & MOORE/I Love You
11	8	12	KELLY PRICE/Friend Of Mine
5	5	15	RANDY CRAWFORD/Silence
-	11	12	GEORGE BENSON/Poquito Spanish...
-	5	7	LUTHER VANDROSS/Nights In Harlem
-	9	6	JON B./They Don't Know
10	-	13	SOUNDS OF BLACKNESS/Hold On (Change...)
35	11	-	K-CI & JOJO/My Life
-	8	14	BRANDY & MONICA/The Boy Is Mine
18	11	-	ARETHA FRANKLIN/A Rose Is Still...
33	15	-	BRIAN MCKNIGHT/Anytime
-	-	-	10 TEMPTATIONS/Stay
5	5	6	GERALD LEVERT/Thinkin' Bout It
-	5	5	ALFONZO BLACKWELL/Little Bit Of Sax
-	5	5	BOYZ II MEN/Don't Just Fine
5	5	5	JANET/Go Deep
5	5	5	LEVI LITTLE/Pick Up The Phone
5	5	5	TAMIA/So Into You
5	5	5	PUBLIC ANNOUNCEMENT/It's About Time
-	-	5	ANGEL GRANT/Knockin'
-	-	5	MICHELLE/Hang Tyne

MARKET #5
WDAS/Philadelphia
 (610) 617-8500
 Tamburra/Davis

PLAYS

SW	LW	TW	ARTIST/TITLE
20	23	23	JON B./They Don't Know
16	22	22	BRIAN MCKNIGHT/The Only One For Me
21	21	22	KENNY LATTIMORE/For You
14	14	18	VOICES OF THE THEORY/Dimelo (Say It)
10	12	16	GEORGE BENSON/Standing Together
16	16	16	REGINA BELLE/Don't Let Go
11	12	16	BRANDY & MONICA/The Boy Is Mine
10	11	15	TAMI DAVIS/How Do I Say I'm...
10	13	15	KELLY PRICE/Friend Of Mine
8	13	15	MAXWELL/Luxury Cococure
8	13	15	RANDY CRAWFORD/Bye Bye
10	12	12	N/OEA DAVENPORT/Bring It On
8	8	10	NEW POWER GENERATION/The One
6	10	10	WASHINGTON & MOORE/I Love You
-	6	9	LUTHER VANDROSS/Nights In Harlem
-	5	9	GERALD LEVERT/Thinkin' Bout It
7	8	8	7 MILE/Do Your Thing
7	8	8	JANET/Go Deep
5	7	8	PUBLIC ANNOUNCEMENT/It's About Time
-	-	7	CECE WINANS/What About You
-	-	7	LEVI LITTLE/Pick Up The Phone
-	-	5	BOB JAMES FRASHEED/Oo It Again
5	5	5	ARETHA FRANKLIN/Here We Go Again
5	5	5	K-CI & JOJO/Don't Rush (Take...)
-	-	5	TAMIA/So Into You
-	-	5	BOYZ II MEN/Don't Just Fine
-	-	5	PEABO BRYSON/My Heart Belongs...
-	-	-	ANGEL GRANT/Knockin'

MARKET #33
96.1 FM
 Adult Satisfaction!
KSJL/San Antonio
 (210) 271-9600
 Andrews/Oliverdiz

PLAYS

SW	LW	TW	ARTIST/TITLE
13	16	17	MAXWELL/Luxury Cococure
12	16	19	AALIYAH/Are You That
16	14	19	KELLY PRICE/Friend Of Mine
13	13	15	NICOLE/Make It Hot
15	17	17	JANET/Go Deep
15	15	17	BRIAN MCKNIGHT/The Only One For Me
15	14	13	PUBLIC ANNOUNCEMENT/It's About Time
-	-	16	BRANDY F/MASE/Top Of The World
16	16	17	ARETHA FRANKLIN/Here We Go Again
15	16	17	SAM SALTER/There You Are
15	17	12	CHICO DEBARGE/No Guarantee
14	14	12	7 MILE/Do Your Thing
14	14	12	USHER/My Way
14	14	12	RELL F/AY-Z/Love For Free
13	13	12	LEVI LITTLE/Pick Up The Phone
5	5	12	BIG PUNISHER F/JOE/Still Not A Player
-	-	11	TATYANA ALI/Dreamin'
-	-	11	JESSE POWELL/Wasn't With It
8	6	11	VOICES OF THE THEORY/Dimelo (Say It)
13	13	12	TAMIA/So Into You
11	14	12	MYRON/Destiny
-	-	7	NEXT/Too Close
13	10	6	DREA F/BLACK ROB/Got Ya Back
8	6	9	WILL SMITH/Just The Two Of Us
11	11	12	MECHALIE JAMISON/Keep It Real
-	-	9	MONTELL JORDAN/Can Do That
-	-	9	GERALD LEVERT/Thinkin' Bout It
9	-	5	KRISTINE/It Hurt You
7	-	5	BENITO/Shake 'N Bake
-	-	7	LUTHER VANDROSS/Nights In Harlem

MARKET #34
103 JAMZ
WOW/Norfolk
 (757) 466-0009
 Holiday/Mauzone

PLAYS

SW	LW	TW	ARTIST/TITLE
36	39	42	KELLY PRICE/Friend Of Mine
15	31	31	MYA F/5S/QO/It's All About Me
35	37	32	BRIAN MCKNIGHT/The Only One For Me
9	13	21	CAM'RON F/MASE/Horse & Carriage
36	34	36	JERMAINE DUPRI/JAY-Z/Money Ain't A Thang
35	36	35	NICOLE/Make It Hot
-	-	23	BRANDY F/MASE/Top Of The World
38	33	38	AALIYAH/Are You That...
30	34	32	PUBLIC ANNOUNCEMENT/It's About Time
30	31	24	LINK/Wacha Gone Do?
33	35	22	JANET/Go Deep
9	8	14	GERALD LEVERT/Thinkin' Bout It
-	-	23	XSCAPE/My Little Secret
-	19	11	TATYANA ALI/Dreamin'
35	34	21	MAXWELL/Luxury Cococure
12	10	9	RAY/JWhy I Lie
30	29	22	LEVI LITTLE/Pick Up The Phone
34	28	22	USHER/My Way
9	12	21	69 BOYZ/Wool Wool
-	5	10	VOICES OF THE THEORY/Dimelo (Say It)
5	12	7	NDEAGAN/D.R.E.
12	13	6	ARETHA FRANKLIN/Here We Go Again
-	5	7	GANG STARR/Militea
9	12	8	RELL F/AY-Z/Love For Free
-	-	11	DMX F/FATH EVANS/How's It Goin' Down?
10	6	5	WILL SMITH/Just The Two Of Us
5	5	5	SUNZ OF MAN...Shining Star
6	9	5	K-CI & JOJO/Don't Rush (Take...)
5	5	5	SILKK THE SHOCKER/It Ain't My Fault
12	13	9	TAMIA/So Into You

MARKET #6
V100
KRBV/Dallas
 (214) 630-3011
 Bacote

PLAYS

SW	LW	TW	ARTIST/TITLE
34	36	32	BRIAN MCKNIGHT/Anytime
24	-	27	K-CI & JOJO/My Life
31	34	33	JON B./They Don't Know
31	33	30	ARETHA FRANKLIN/A Rose Is Still...
33	32	32	JANET/Get Lonely
28	31	34	BRIAN MCKNIGHT/The Only One For Me
30	33	26	LSG/Door #1
35	27	28	SPARKLE/Be Careful
-	17	29	GERALD LEVERT/Thinkin' Bout It
22	27	27	KELLY PRICE/Friend Of Mine
-	-	11	WASHINGTON & MOORE/I Love You
8	27	28	BRANDY & MONICA/The Boy Is Mine
8	17	25	XSCAPE/The Arms Of...
-	12	25	LUTHER VANDROSS/Nights In Harlem
22	28	27	MAXWELL/Luxury Cococure
9	24	27	REGINA BELLE/Don't Let Go
15	14	16	SOUNDS OF BLACKNESS/Hold On (Change...)
20	15	12	NEXT/Too Close
-	-	12	MILESTONEA Care 'Bout You
11	14	10	USHER/You Make Me Wanna...
12	-	10	ERYKAH BADU/Tyrene
-	-	10	BOYZ II MEN/4 Seasons Of...
-	-	10	JOE/All That I Am
26	26	23	NEW POWER GENERATION/The One

MARKET #7
MAX 92.3
WMXD/Detroit
 (313) 965-2000
 Starr/Rankin

PLAYS

SW	LW	TW	ARTIST/TITLE
31	31	-	K-CI & JOJO/My Life
23	23	-	BRIAN MCKNIGHT/Anytime
5	5	-	OL SKOOL...Am I Dreaming
-	-	17	MILESTONEA Care 'Bout You
-	-	17	JON B./They Don't Know
14	14	-	WHISPER/For The Cool In You
15	15	-	ARETHA FRANKLIN/A Rose Is Still...
9	9	-	LUTHER VANDROSS/Don't Let Go
21	21	-	KELLY PRICE/Friend Of Mine
5	5	-	GERALD LEVERT/Thinkin' Bout It
19	19	-	LSG/Door #1
16	16	-	JANET/Get Lonely
7	7	-	MAXWELL/Luxury Cococure
5	5	-	BRIAN MCKNIGHT/The Only One For Me
5	5	-	WILL DOWNING/She Knew
5	5	-	BRANDY & MONICA/The Boy Is Mine
5	5	-	NEXT/Too Close
5	5	-	BLACKSTREET...I Can't Get You...
5	5	-	LUTHER VANDROSS/It's All About You

MARKET #8
MAJIC 102.3 FM
WMMJ/Washington
 (301) 306-1111
 Gilmore

PLAYS

SW	LW	TW	ARTIST/TITLE
22	22	18	BRIAN MCKNIGHT/The Only One For Me
20	22	17	ARETHA FRANKLIN/A Rose Is Still...
28	25	23	K-CI & JOJO/My Life
24	21	16	JEFF MAJORS/Break Breac
26	21	13	RANDY CRAWFORD/Silence
20	21	15	SOUNDS OF BLACKNESS/Hold On (Change...)
24	20	18	GEORGE BENSON/Standing Together
15	20	14	LSG/Door #1
19	18	10	REGINA BELLE/Don't Let Go
-	-	5	WILL DOWNING/She Knew
-	-	5	PEABO BRYSON/My Heart Belongs...
10	9	7	10 BABYFACE/Every Time I...
6	7	6	PATTI LABELLE/When You Talk...
-	5	8	MAXWELL/Luxury Cococure
9	9	5	BEBE WINANS/In Harms Way
10	10	5	BOYZ II MEN/A Song For Mama
9	9	5	GOD'S PROPERTY/Systems
11	6	5	BRIAN MCKNIGHT/Anytime
9	10	8	ISLEY BROTHERS/Tears
8	9	7	BOB JAMES FRASHEED/You Call On...
7	8	6	LUTHER VANDROSS/When You Call On...
29	26	17	DRU HILL/We're Not Making...
8	9	6	KENNY LATTIMORE/For You
-	5	8	LUTHER VANDROSS/Nights In Harlem
-	5	7	ARETHA FRANKLIN/Here We Go Again
9	7	6	PATTI LABELLE/Shoe Was On...

REPORTERS

Stations and their adds listed alphabetically by market

URBAN

<p>KBCE/Alexandria, LA PD/MO: Michael St. John MONICA "First" GULUWINE "Same" DMX FFAITH EVANS "How's" GEORGE BENSON "Standing" NUTTA BUTTA "Freak" XSCAPE "Little" MC LYTE "Make" TYRESE "Nobody" SONS OF FUNK "Sons" DEVIN "Want" ENTOURAGE "Page" CELLY CEL "Crackin" TEMPTATIONS "Stay"</p>	<p>KHRN/Bryan, TX PD: Lester Pace MD: Pluria Marshall Jr. 30 SONS OF FUNK "Sons" 30 DEVIN "Want" 20 KRISTINE "Hurt" 20 TYRESE "Nobody" 10 XSCAPE "Little" 5 DMX FFAITH EVANS "How's" NUTTA BUTTA "Freak" TEMPTATIONS "Stay" DEVIN "Want" ENTOURAGE "Page" CELLY CEL "Crackin" TEMPTATIONS "Stay"</p>	<p>WWDM/Columbia, SC PD/MO: Paul Jackson 11 TYRESE "Nobody" 10 MONICA "First" 10 BOYZ II MEN "Fine" 9 MARY J. BLIGE "Missing" 6 MYA "Movin" XSCAPE "Little" DMX FFAITH EVANS "How's"</p>	<p>WYNN/Florence, SC PD: Fred Brown Jr. MD: Parish Brown 9 MONICA "First" 8 DMX FFAITH EVANS "How's" 6 XSCAPE "Little" 6 SONS OF FUNK "Sons"</p>	<p>WKGN/Knoxville, TN PD: Thomas Henderson 20 TYRESE "Nobody" 10 MONICA "First" 5 SONS OF FUNK "Sons" 5 NUTTA BUTTA "Freak" 5 XSCAPE "Little" 5 DEVIN "Want" 5 GONZO "Made" 5 TEMPTATIONS "Stay" 5 GULUWINE "Same" 5 DMX FFAITH EVANS "How's" 5 CELLY CEL "Crackin" 5 MC LYTE "Make" 5 DAWKINS & DAWKINS "Need"</p>	<p>KKBT/Los Angeles, CA PD: Michelle Santosuosso MD: Dorsey Fuller 11 MONICA "First"</p>	<p>KRVV/Monroe, LA PD: Chris Collins MD: Vic Mathis 47 MONICA "First" 10 BENITO "Shake" NUTTA BUTTA "Freak" CELLY CEL "Crackin" DEVIN "Want" MC LYTE "Make" SONS OF FUNK "Sons" TEMPTATIONS "Stay" DMX FFAITH EVANS "How's" GONZO "Made" TYRESE "Nobody" GULUWINE "Same"</p>	<p>WUSL/Philadelphia, PA OM: Helen Little MD: Glenn Cooper 33 GULUWINE "Same" 6 DMX FFAITH EVANS "How's" 5 LORIO TARIO "Bait" 5 MC LYTE "Make" 5 XSCAPE "Little" 5 TYRESE "Nobody" 5 TRIN-I-TEE 5.7 "Gimme"</p>	<p>KMJJ/Shreveport, LA (cont.) 10 SONS OF FUNK "Sons" 10 CELLY CEL "Crackin" 10 MC LYTE "Make" 10 MONICA "First" 10 NUTTA BUTTA "Freak" 10 TEMPTATIONS "Stay" 10 GONZO "Made"</p>
<p>WHTA/Atlanta, GA DM: Don Alias PD: Sean Taylor 38 DMX FFAITH EVANS "How's" 28 MONICA "First" XSCAPE "Little"</p>	<p>WBK/Atlanta, GA PD: Tony Brown MD: Rajeayah Shabazz 25 MONICA "First" 10 XSCAPE "Little" 5 JANET "Deep"</p>	<p>WVFX/Columbus, GA PD: Art Thomason 15 XSCAPE "Little" 15 MONICA "First" 14 GULUWINE "Same" 5 DMX FFAITH EVANS "How's" ANGEL GRANT "Knockin" TYRESE "Nobody"</p>	<p>WJFX/Ft. Wayne, IN PD/MO: B. J. Steele 15 TYRESE "Nobody" 10 SONS OF FUNK "Sons" CELLY CEL "Crackin" JASON "Should" DEVIN "Want" DMX FFAITH EVANS "How's" TEMPTATIONS "Stay" GULUWINE "Same" MC LYTE "Make" XSCAPE "Little" GONZO "Made" PHIL PERRY "Mind" NUTTA BUTTA "Freak" MONICA "First"</p>	<p>KKBT/Los Angeles, CA PD: Michelle Santosuosso MD: Dorsey Fuller 11 MONICA "First"</p>	<p>WGZB/Louisville, KY VP Prog./PD: Tony Fields MD: Tim Jherard 25 LAURYN HILL "Can't" 13 LAURYN HILL "Lost" 10 MONICA "First" NUTTA BUTTA "Freak" DMX FFAITH EVANS "How's" SONS OF FUNK "Sons" XSCAPE "Little" RUFUS BLAQ "Make" BENITO "Shake" MC LYTE "Make" TYRESE "Nobody" GULUWINE "Same"</p>	<p>KYEA/Monroe, LA PD/MO: Gentleman George 10 XSCAPE "Little" 7 JAMES GREAR & CO. "Give" 7 MONICA "First" NUTTA BUTTA "Freak" GULUWINE "Same" MC LYTE "Make" TYRESE "Nobody" 5 DEVIN "Want" 5 NUTTA BUTTA "Freak" GULUWINE "Same"</p>	<p>WAMO/Pittsburgh, PA PD: Ron Atkins MD: Kns Kelley 5 MONICA "First" 5 XSCAPE "Little" 5 TYRESE "Nobody" 5 DEVIN "Want" 5 NUTTA BUTTA "Freak" GULUWINE "Same"</p>	<p>WJUC/Toledo, OH PD: Charie Mack 11 CECE WINANS "What" 10 NUTTA BUTTA "Freak" 10 MONICA "First" 5 MC LYTE "Make" 5 TYRESE "Nobody" 5 JAMES GREAR & CO. "Give"</p>
<p>WVFX/Augusta, GA PD: Tim Snell MD: Robert Taylor AMD: Gena Lavigne 24 TAMI DAVIS "Sorry" 5 TYRESE "Nobody" 5 MC LYTE "Make" 5 GULUWINE "Same" 5 NUTTA BUTTA "Freak" 5 XSCAPE "Little" 5 SONS OF FUNK "Sons" 5 DMX FFAITH EVANS "How's"</p>	<p>WVFX/Augusta, GA PD: Tim Snell MD: Robert Taylor AMD: Gena Lavigne 24 TAMI DAVIS "Sorry" 5 TYRESE "Nobody" 5 MC LYTE "Make" 5 GULUWINE "Same" 5 NUTTA BUTTA "Freak" 5 XSCAPE "Little" 5 SONS OF FUNK "Sons" 5 DMX FFAITH EVANS "How's"</p>	<p>WVFX/Augusta, GA PD: Tim Snell MD: Robert Taylor AMD: Gena Lavigne 24 TAMI DAVIS "Sorry" 5 TYRESE "Nobody" 5 MC LYTE "Make" 5 GULUWINE "Same" 5 NUTTA BUTTA "Freak" 5 XSCAPE "Little" 5 SONS OF FUNK "Sons" 5 DMX FFAITH EVANS "How's"</p>	<p>WVFX/Augusta, GA PD: Tim Snell MD: Robert Taylor AMD: Gena Lavigne 24 TAMI DAVIS "Sorry" 5 TYRESE "Nobody" 5 MC LYTE "Make" 5 GULUWINE "Same" 5 NUTTA BUTTA "Freak" 5 XSCAPE "Little" 5 SONS OF FUNK "Sons" 5 DMX FFAITH EVANS "How's"</p>	<p>WVFX/Augusta, GA PD: Tim Snell MD: Robert Taylor AMD: Gena Lavigne 24 TAMI DAVIS "Sorry" 5 TYRESE "Nobody" 5 MC LYTE "Make" 5 GULUWINE "Same" 5 NUTTA BUTTA "Freak" 5 XSCAPE "Little" 5 SONS OF FUNK "Sons" 5 DMX FFAITH EVANS "How's"</p>	<p>WVFX/Augusta, GA PD: Tim Snell MD: Robert Taylor AMD: Gena Lavigne 24 TAMI DAVIS "Sorry" 5 TYRESE "Nobody" 5 MC LYTE "Make" 5 GULUWINE "Same" 5 NUTTA BUTTA "Freak" 5 XSCAPE "Little" 5 SONS OF FUNK "Sons" 5 DMX FFAITH EVANS "How's"</p>	<p>WVFX/Augusta, GA PD: Tim Snell MD: Robert Taylor AMD: Gena Lavigne 24 TAMI DAVIS "Sorry" 5 TYRESE "Nobody" 5 MC LYTE "Make" 5 GULUWINE "Same" 5 NUTTA BUTTA "Freak" 5 XSCAPE "Little" 5 SONS OF FUNK "Sons" 5 DMX FFAITH EVANS "How's"</p>	<p>WVFX/Augusta, GA PD: Tim Snell MD: Robert Taylor AMD: Gena Lavigne 24 TAMI DAVIS "Sorry" 5 TYRESE "Nobody" 5 MC LYTE "Make" 5 GULUWINE "Same" 5 NUTTA BUTTA "Freak" 5 XSCAPE "Little" 5 SONS OF FUNK "Sons" 5 DMX FFAITH EVANS "How's"</p>	<p>WVFX/Augusta, GA PD: Tim Snell MD: Robert Taylor AMD: Gena Lavigne 24 TAMI DAVIS "Sorry" 5 TYRESE "Nobody" 5 MC LYTE "Make" 5 GULUWINE "Same" 5 NUTTA BUTTA "Freak" 5 XSCAPE "Little" 5 SONS OF FUNK "Sons" 5 DMX FFAITH EVANS "How's"</p>

<p>WALR/Atlanta, GA Int. PD: Jim Kennedy BOYZ II MEN "Fine"</p>	<p>WVFX/Atlanta, GA Int. MD: Natalie Case No Adds</p>							
<p>WVFX/Atlanta, GA Int. MD: Natalie Case No Adds</p>	<p>WVFX/Atlanta, GA Int. MD: Natalie Case No Adds</p>	<p>WVFX/Atlanta, GA Int. MD: Natalie Case No Adds</p>	<p>WVFX/Atlanta, GA Int. MD: Natalie Case No Adds</p>	<p>WVFX/Atlanta, GA Int. MD: Natalie Case No Adds</p>	<p>WVFX/Atlanta, GA Int. MD: Natalie Case No Adds</p>	<p>WVFX/Atlanta, GA Int. MD: Natalie Case No Adds</p>	<p>WVFX/Atlanta, GA Int. MD: Natalie Case No Adds</p>	<p>WVFX/Atlanta, GA Int. MD: Natalie Case No Adds</p>



URBAN AC TOP 30

JULY 17, 1998

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	1 BRIAN MCKNIGHT The Only One For Me (Motown) 1102 1068 1051 976 41/0					
12	5	4	2	2 MAXWELL Luxury: Cococure (Columbia) 907 780 735 577 37/1					
2	2	2	3	SPARKLE Be Careful (Rock Land/Interscope) 825 840 863 927 34/0					
7	6	5	4	4 KELLY PRICE Friend Of Mine (T-Neck/Island) 814 723 714 655 34/3					
11	8	6	5	5 JON B. They Don't Know (Yab Yum/550 Music) 787 713 681 590 31/1					
4	3	3	6	REGINA BELLE Don't Let Go (MCA) 762 814 835 785 35/0					
18	11	8	7	7 GEORGE BENSON Standing Together (GRP) 743 656 563 440 33/3					
10	10	9	8	8 ARETHA FRANKLIN Here We Go Again (Arista) 678 648 643 597 31/0					
—	24	12	9	9 GERALD LEVERT Thinkin' Bout It (EastWest/EEG) 676 584 434 146 35/1					
—	—	22	10	10 LUTHER VANDROSS Nights In Harlem (LV/Virgin) 646 453 210 — 39/0					
—	23	14	11	11 KEITH WASHINGTON/CHANTÉ MOORE I Love You (Silas/MCA) 639 538 436 249 33/3					
19	13	11	12	12 NEW POWER GENERATION The One (New Power Soul) 612 594 551 433 29/0					
20	16	16	13	13 JANET Go Deep (Virgin) 596 528 509 427 32/1					
3	4	7	14	LSG Door #1 (EastWest/EEG) 558 686 749 805 29/0					
8	7	10	15	BRANDY & MONICA The Boy Is Mine (Atlantic) 556 619 684 641 27/1					
22	19	17	16	16 TAMI DAVIS How Do I Say I'm Sorry (Red Ant) 544 511 488 420 29/0					
17	14	15	17	17 RANDY CRAWFORD Silence (Bluemoon/Atlantic) 543 533 548 492 28/0					
9	15	19	18	18 K-CI & JOJO All My Life (MCA) 491 483 518 628 22/0					
28	21	20	19	N'DEA DAVENPORT Bring It On (V2) 465 480 443 364 24/1					
6	9	13	20	WILL DOWNING If She Knew (Motown) 421 565 664 692 26/0					
13	20	18	21	XSCAPE The Arms Of The One Who... (So So Def/Columbia) 409 486 488 568 19/0					
14	18	23	22	JANET I Get Lonely (Virgin) 363 420 498 561 22/1					
26	26	24	23	23 VOICES OF THEORY Dimelo (Say It) (H.O.L.A./Red Ant) 362 356 360 397 19/0					
5	12	21	24	JOE All That I Am (Jive) 354 461 555 693 21/0					
DEBUT	25	TAMIA So Into You (Qwest/WB) 343 245 213 150 20/3							
29	27	25	26	MISSJONES 2 Way Street (Motown) 340 344 319 316 17/0					
—	30	28	27	27 LEVI LITTLE Pick Up The Phone (White Lable) 337 302 294 273 22/4					
DEBUT	28	PEABO BRYSON My Heart Belongs To You (Windham Hill) 329 225 94 22 27/1							
30	28	26	29	29 SAM SALTER There You Are (LaFace/Arista) 321 307 317 289 20/0					
—	—	30	30	30 PUBLIC ANNOUNCEMENT It's About Time (A&M) 314 258 192 129 15/1					

This chart reflects airplay from July 6-12. Songs ranked by total plays. Highlighted songs indicate Breaker.

42 Urban AC reporters. 42 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

K-CI & JOJO Don't Rush (Take Love Slowly) (MCA)
Total Plays: 312, Total Stations: 17, Adds: 0

BOB JAMES I/RASHEEDA Do It Again (Warner Bros.)
Total Plays: 301, Total Stations: 25, Adds: 3

CECE WINANS What About You (PMG/Atlantic)
Total Plays: 270, Total Stations: 20, Adds: 3

JAMES GREAR & CO. Don't Give Up (Born Again)
Total Plays: 243, Total Stations: 17, Adds: 0

NAKED MUSIC NYC If I Fall (OM)
Total Plays: 197, Total Stations: 14, Adds: 0

BOYZ II MEN Doin' Just Fine (Motown)
Total Plays: 186, Total Stations: 21, Adds: 7

MARY J. BLIGE Missing You (MCA)
Total Plays: 178, Total Stations: 17, Adds: 6

LIONEL RICHIE Time (Mercury)
Total Plays: 168, Total Stations: 11, Adds: 0

DREA I/BLACK ROB Got Ya Back (Spoiled Rotten/WB)
Total Plays: 167, Total Stations: 6, Adds: 0

CHICO DEBARGE No Guarantee (Kedar/Universal)
Total Plays: 156, Total Stations: 9, Adds: 1

Songs ranked by total plays

BREAKERS

No Songs Qualified For Breaker Status This Week

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
TEMPTATIONS Stay (Motown)	23
ANGEL GRANT Knockin' (Flyte Tyme/Universal)	15
XSCAPE My Little Secret (So So Def/Columbia)	9
BOYZ II MEN Doin' Just Fine (Motown)	7
MARY J. BLIGE Missing You (MCA)	6
MONICA The First Night (Arista)	6
MECHALIE JAMISON Keep It Real (Red Eye/Priority)	5
LEVI LITTLE Pick Up The Phone (White Lable)	4
TONY RICH PROJECT Silly Man (LaFace/Arista)	4

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
LUTHER VANDROSS Nights In Harlem (LV/Virgin)	+193
TEMPTATIONS Stay (Motown)	+137
MARY J. BLIGE Missing You (MCA)	+134
BOYZ II MEN Doin' Just Fine (Motown)	+129
MAXWELL Luxury: Cococure (Columbia)	+127
PEABO BRYSON My Heart Belongs To You (Windham Hill)	+104
KEITH WASHINGTON/CHANTÉ MOORE I Love... (Silas/MCA)	+101
TAMIA So Into You (Qwest/WB)	+98
GERALD LEVERT Thinkin' Bout It (EastWest/EEG)	+92
KELLY PRICE Friend Of Mine (T-Neck/Island)	+91

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
MARIAH CAREY My All (Columbia)
ARETHA FRANKLIN A Rose Is Still A Rose (Arista)
BRIAN MCKNIGHT Anytime (Motown)
NANCY WILSON If I Had My Way (Columbia)
UNCLE SAM Baby You Are (Stonecreek/Epic)
7 MILE Do Your Thing (Crave)
LUTHER VANDROSS It's All About You (LV/Epic)
KEITH WASHINGTON Bring It On (Silas/MCA)
MARY J. BLIGE Seven Days (MCA)
OL SKOOL I/K. SWEAT & XSCAPE Am I Dreaming (Keia/Universal)

Breakers: Songs registering 350 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

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LON HELTON

Bigger Can Be Better: Radio's Role In Raising Passion

□ R&R Convention '98 Country radio session wrap-up continues

When last we left the intrepid panelists at the Country radio session at R&R Convention '98, the talk had turned to ways individual stations could benefit by being part of a cluster.

We pick up our discussion with Chancellor Media VP/Country Programming **Tim Closson**, consultant **Joel Raab**, and former Jefferson-Pilot San Diego VP and new Moyes Research Associates Sr. VP **Mike Shepard** already in progress....



Tim Closson



Joel Raab



Mike Shepard

R&R: What are some of the advantages of being part of a cluster?

MS: There are any number of marketing opportunities. We're working on some "cluster events," where all three of our stations can create a large, "umbrella" music event with specific stages or some kind of event for each of the formats. It's something that maybe we couldn't do individually for just one of the three, but when you bring the synergy of three together, it makes sense.

TC: There's a great example of that in Minneapolis, where KEEY has put on "Fan Jam" for years. Now, with Chancellor's cluster group in Minneapolis, instead of doing one show for one day and having all those costs, we dramatically reduce overhead with three shows for three days. One day is KEEY's "Fan Jam," another day is KDWB's "End of the Summer Party," and another day is KQQL's "Oldies Fest." You reduce the costs a lot, and you can sell it as a mega-group with a major advertiser buying in as the title sponsor.

R&R: Are you able to gain access to anything you couldn't get into before or maybe dominate an event?

TC: A prime example of that is "The Taste of Cincinnati" and the "Chili-Fest." They're not radio events, they're put on by the Downtown Council. WUBE has long played prominent roles in those very successful events. Now, thanks to cluster groups, we've been able to take almost complete ownership of the events. We've moved all our radio stations into them, and all the other stations have moved out. They've basically said, "Hey, we don't want anything to do with it anymore. We can't even make a dent, because Chancellor owns the doggone thing, and it doesn't do us any good to be there."

JR: There are also situations where Country station A has purchased Country station B. Where

Country station B was not ever able to get into any of these events, they are now able to use the weight of the bigger station to get involved.

Effective And Cheaper Marketing And Research

R&R: Where else can a cluster's combined clout be used?

MS: There are real economies of scale that yield advantages in telemarketing too. Before, if we wanted to find potential KSON PIs, we did a whole campaign on our own and tried to convert these people into listening.

Now, we spend a lot less money, because we can funnel people into one of our three radio stations based upon their lifestyle preference. There may be some AC listeners KSON has no shot at but who might be a perfect target for [NAC] KIFM or [Classic Rock] KBZT. So instead of having to do three separate projects, we can do one massive project and save a lot of money.

Bob McNeill (consultant, now with TM Century, from the audience): The same is true for research. It can be done a lot cheaper when you can funnel potential respondents into three different studies rather than searching only for Country PIs. Clusters can also strategically manage marketing campaigns to make them more effective. If a couple of sister stations are doing major TV campaigns, the flights can be run in opposite weeks so that you're not competing and fighting each other on share of voice.

TC: You can also dominate different media at different times. One station can do direct mail, another can

do TV, the third can do outdoor. You've got your cluster group covered and you've got those three genres of major advertising for a major book eating up a lot of shelf space that's available to other stations.

Dene Hallam (KKBQ/Houston PD, from the audience): We're able to attack our format competitors and make more efficient TV buys by purchasing :30s and breaking them into two :15 spots, one for 93Q and one for our News/Talk station. We do same for billboards. It makes one plus one equal three.

JR: You can also hide a buy by doing it under the name of one of your other radio stations.

MS: You can also better control costs. We use a buying service. If we're just buying TV for KSON, we don't get the same rate as when we're plumbing out a full annual buy for all three properties.

The Big Picture

R&R: Let's talk about the format as a whole right now. What the heck is going on? Winter slid some more, and the first phases of the spring book haven't looked a whole lot better.

MS: There has been some soft-

enough or make them big enough hit records? Or was it indeed the quality of the songs?

MS: Maybe it's because some songs skewed real young in terms of their overall appeal. They may have been very appealing to 25-34 females, but everybody else thought they were just average. And then you've got another song that's an extremely traditional, hard-core ballad that maybe made the upper-demo guys happy, but the younger demos didn't really care for it. Once again, I think it's the coalition issue.

R&R: Who's leading this format's recent female-oriented skew? Is radio playing female-oriented music to match what is happening in listening, or is the listening following because radio's selecting female-oriented records?

MS: Is it the chicken or the egg? When Country took off, a lot of our newfound support came from young females. CHR wasn't doing particularly well at the time, and they assimilated into the Country format — obviously with slightly different tastes and lifestyles from the people who were there already. But now, they're driving the bus. And they have slightly different tastes in terms of their music.

Bob McNeill: A research question we've been asking is, "My friends and I aren't into the country lifestyle as much as we were a couple of years ago." We're getting a lot of people agreeing with that. People who like

Country are not quite as much into the country life-

style as they used to be. It's not as important to them as it used to be.

MS: A question we ask is, "In your opinion, has country music gotten better, stayed the same, or gotten worse over the last 18 months or two years?" Interestingly enough, most people say it's about the same. They don't think it's bad — there's just not the passion and excitement that we had during the heyday.

Radio's Role In Generating Passion

R&R: I hear a lot of radio people complaining that there's no passion for today's music, but I haven't seen a lot of those same people actively trying to do things to help increase that passion level. Is radio doing enough to help create more passion about the music?

For a number of years we were able to sit there and do nothing and have great ratings. We all kind of felt, 'Hey, it's this magical thing. You put it on the air, and people love it. What else do we need to do?'

— Mike Shepard

We can do a better job of introducing and selling the new artists on the air — taking the *Wide World Of Sports* approach of getting people interested in gymnasts they've never heard of.

— Joel Raab

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John St. John, PD, KYGO/FM, Denver, CO

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Greg Cole, PD WSM/FM Nashville, TN

Calendar of events



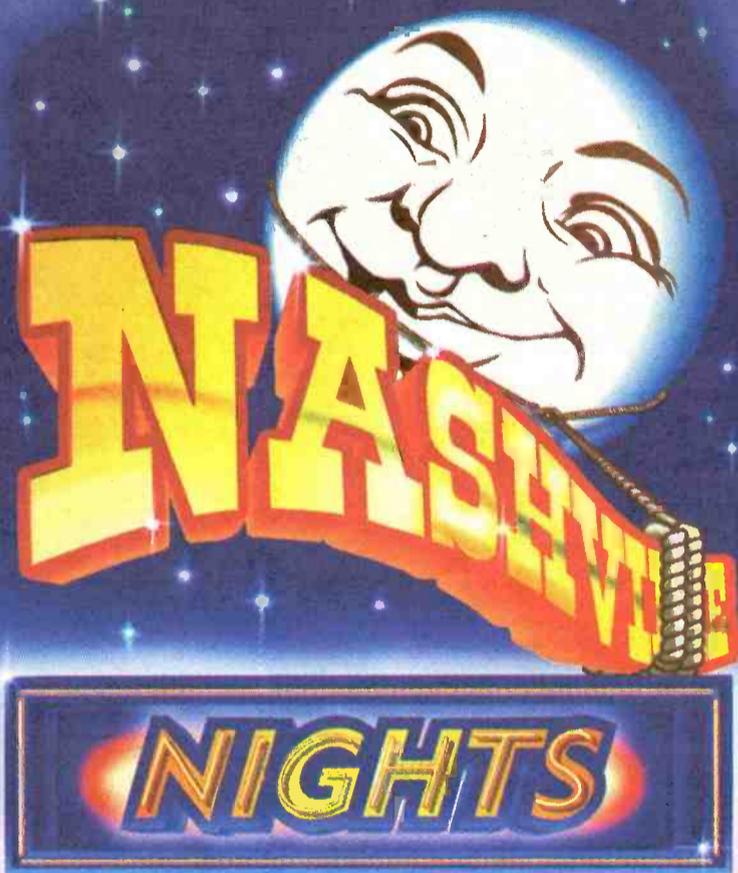
	Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
ACC	Clint Black	Faith Hill	George Strait	Reba	Tim McGraw		
Brooks	Clay Walker	Garth Brooks	Pam Tillis	Trisha Yearwood			
ACC	Diamond Rio	Let's Rimes	Coon	Ray	Alabama	Dr. White	C



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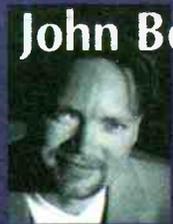
Diamond Rio



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Third Quarter Brings Hot Releases

□ New albums scheduled from Jackson, Gill, Carter, and noted newcomers

The next three months will bring all-new releases by several country superstars, including **Vince Gill** and **Alan Jackson**. And the wait will soon be over for the follow-up albums of **Deana Carter** and **Lee Ann Womack** — two newer acts who hit it big with their debuts.

The third quarter of '98 provides an interesting overview of what's going on in Nashville. In addition to debut albums by newcomers whose singles have already established them as presences at Country radio, it also marks another label switch for **Dolly Parton** and a return to the majors for country veterans **Bill Anderson** and **Connie Smith**.

Some of the release dates still aren't set in stone, but here's a label-by-label look at some of the highlights you can expect between now and the end of September.

Arista is still awaiting Alan Jackson's final touches on his *High Mileage* album, tentatively set for September release. In the meantime, Arista is launching its promo-

tional push for **Diamond Rio's** *Unbelievable*, the band's first album since last year's release of its greatest-hits compilation. Newcomer **Clint Daniels**, currently on the **R&R** Country singles charts with "A Fool's Progress," releases his self-titled Arista debut album in September. **BlackHawk's** new music also arrives during the third quarter.

Following some personal problems that culminated in a highly publicized divorce, **Tracy Lawrence** renewed his visibility in a big way during the recent Fan Fair. **Atlantic** has set a September 1 release date for *The Best Of Tracy Lawrence*.

At **Capitol**, expectations will be particularly high later in the month for the September release of Deana

Carter's still-untitled follow-up to her multiplatinum debut, *Did I Shave My Legs For This?* Capitol's September schedule also includes **John Berry's** *Better Than A Biscuit*, his first album since surgery allowed him to overcome some voice problems he'd been experiencing. Capitol is also readying the release of new projects by **Chris LeDoux** and **Billy Dean**.

Columbia's third-quarter offerings include *Tribute To Tradition*, which features an all-star cast performing music that has been influential in helping them find their own artistic voices. The tracks include **Patty Loveless'** remake of Loretta Lynn's "Wine, Women, And Song," with updated production by Vince Gill. For his *Tribute To Tradition* contribution, **Marty Stuart** assembled an impressive lineup for his original "Same Old Train," which features performances by **Clint Black**, **Randy Travis**, **Patty Loveless**, **Travis Tritt**, **Dwight Yoakam**, **Pam Tillis**, **Merle Haggard**, **Joe Diffie**, **Alison Krauss**, **Emmylou Harris**, **Ricky Skaggs**, and **Earl Scruggs**. Columbia's plans also call for **Rick Trevino's** new project to be released in September.

Columbia's sister labels remain busy, too. **Epic** released **Collin Raye's** *The Walls Came Down* on Tuesday (July 14). Newcomer **Shana Petrone's** Epic debut album — tentatively titled *Something Real* — will be in stores in August. And at Monument — Columbia's and Epic's other sister label — executives are awaiting the September release of Canadian singer/songwriter **Gil Grand's** debut album, *Famous First Words*.

With the success of the first single, "26 Cents," expectations are high for the **Wilkinsons' Giant** debut album, *Nothing But Love*, set for August release.

MCA's July offering includes **Trisha Yearwood's** *Where Your Road Leads*, but the label also has not one — but two — Vince Gill albums in the corporate pipeline. Gill's *The Key*, which he describes as a return to a more-traditional country sound, is set for August 11 release. And his second holiday album — still untitled — is due in September. **Allison Moorer's** whose first single was part of *The Horse Whisperer* soundtrack, arrives in September with her MCA debut album, *Alabama Song*.

Decca found the female singer it was looking for in Lee Ann Womack. Having established a strong foundation with the Texan's self-titled debut album, Decca is gearing up for the September release of her follow-up, *Some Things I Know*. At Decca's Fan Fair show, Womack was joined onstage by Dolly Parton — who also joins the label's roster after a brief stint at the now-defunct Rising Tide. *Hungry Again*. Parton's Decca debut, arrives next month. Returning to her East Tennessee roots, Parton co-produced the album with her cousin Richie Owens and recorded it in his basement studio with his band, Shinola.

Intersound has established itself as a home for some of the biggest

Quick Guide To Upcoming CDs

Much like the weather, release schedules are always subject to change. In the case of record labels, those scheduling shifts can result from a wide variety of reasons. Keeping that in mind, here's the most up-to-date list of country album releases for the third quarter of '98:

July 28

Diamond Rio, *Unbelievable*, Arista
Lari White, *Stepping Stone*, Lyric Street

August 11

Vince Gill, *The Key*, MCA
Charlie Robison, TBA, Lucky Dog

August 25

Alabama, *For The Record*, RCA
Bill Anderson, *Fine Wine*, Reprise
T. Graham Brown, *Wine Into Water*, Intersound
Crystal Gayle, TBA, Intersound
Dolly Parton, *Hungry Again*, Decca
Shana Petrone, *Something Real* (tentative title), Epic
Ricochet, TBA, Columbia
Billy Joe Royal, *Stay Close To Home*, Intersound
Brady Seals, *Brady Seals*, Warner Bros.

September 1

Billy Dean, *Real Man*, Capitol
Tracy Lawrence, *The Best Of Tracy Lawrence*, Atlantic

September 8

John Berry, *Better Than A Biscuit*, Capitol
Vince Gill, TBA (holiday album), MCA
Various Artists, *Tribute To Tradition*, Columbia

September 15

Clint Daniels, *Clint Daniels*, Arista
Sara Evans, TBA, RCA
Connie Smith, TBA, Warner Bros.

September 22

Deana Carter, TBA, Capitol
Billy Ray Cyrus, TBA, Mercury
Gil Grand, *Famous First Words*, Monument
Alan Jackson, *High Mileage*, Arista
Allison Moorer, *Alabama Song*, MCA
Rick Trevino, TBA, Columbia
Lee Ann Womack, *Some Things I Know*, Decca

September 29

BlackHawk, TBA, Arista
Lorrie Morgan, *Secret Love*, BNA

Even Newer Acts On The Horizon

Just when you think you've got a handle on the last batch of new acts to make the rounds at your station, Nashville's country labels have some even newer names. Don't worry, though: Label promotion teams aren't usually hesitant to praise the virtues of their new offerings.

For several weeks now, **Decca** has been getting the word out on **Danni Leigh**, a Virginia native whose background includes stints as a bungee-jump instructor, construction worker, and background singer for the rock band Foreigner. She's described by some as "a female Dwight Yoakam," and her upcoming debut album was produced by Decca exec Mark Wright and Michael Knox. The first single, "If The Jukebox Took Teardrops," goes for adds August 24.

If you're unfamiliar with **Warner Bros.** newcomer **Chad Brock**, you probably noticed that the calling card arrived in the form of a calendar. Brock's influences include Conway Twitty, Merle Haggard, Ronnie Milsap, and Steve Wariner. A singer/songwriter from Ocala, FL, Brock co-wrote three songs on his debut album, which is set for release this fall.

Mercury's **Jenny Simpson** is working with producers Garth Fundis and Ray Methvin on her first album, tentatively set to arrive in October. The Nashville-born Simpson, who is in her 20s, reportedly mesmerized industry executives with an acoustic performance during "Country In The Rockies" ski weekend. Look for a single to be released in August.

The **Warren Brothers' BNA** debut single, "Guilty," goes for adds in August. Brett and Brad Warren, siblings from Tampa, gained a strong following from Nashville club gigs. They co-wrote all of the songs on their upcoming album, which was produced by Chris Farren. Former Doobie

Brother Michael McDonald joined them in a Memphis studio to provide background vocals.

RCA's **Andy Griggs**, a Monroe, LA native, is set to arrive with a single in September. Co-writing several of the songs, Griggs' greatest influences are Merle Haggard and acts from country's "outlaw movement." One of those outlaws — Wrayton Jennings — provides guest vocals on Griggs' album.

Atlantic's new band — **South Sixty-Five** — performed a well-received showcase in Nashville during Fan Fair. The band's album is produced by All-4-One's Delious, who assembled the country act after holding individual auditions in several cities. An initial single is expected in October.

DreamWorks' Redmon, Day & Vale will be releasing their first single, "If I Had A Nickel (One Thin Dime)," in late September or early October, with an album due in December. The trio met in Nashville, although they're natives of Georgia, Texas, and Iowa. While they don't fall into the "new artist" category, **Aaron Tippin** and **Linda Davis** are working on their first albums for new labels. Tippin's **Lyric Street** debut and Davis' **DreamWorks** entry are both set for October release.

At **Giant**, sessions are continuing on a new project from '70s hitmaker **Don Williams**. **Giant/Nashville** President Doug Johnson is producing the album, which is tentatively set for October release.

artists of the '70s and '80s, who prove they still make great records. An August 25 release date has been set for two of Intersound's latest signings, with **Billy Joe Royal's** *Stay Close To Home* and **T. Graham Brown's** *Wine Into Water*. On the same day, Intersound will also be releasing **Crystal Gayle's** two-CD set, featuring her greatest hits and several unreleased tracks.

Lyric Street, Disney's new country label, has set a July 28 release date for its very first album release, **Lari White's** *Stepping Stone*. Aside from being the first album with the Lyric Street imprint, it's White's first album since leaving RCA.

Billy Ray Cyrus, who enjoyed several stunning victories at the recent TNN/Music City News Country Awards, will be back with a new **Mercury** album in September. The title is still undetermined.

At the **RCA Label Group**, the big news is the August 25 release of Alabama's *For The Record*, a two-CD set featuring 41 of the band's No. 1 RCA singles, along with three new songs: "Five O'Clock 500," "Keepin' Up," and the ballad "How Do You Fall In Love." The RCA schedule includes the September release of **Sara Evans'** sophomore album, which is still untitled. While

it's not a country project, RCA is also working on the release of **Los Super Seven**, a collection of Mexican music from the '20s performed by Rick Trevino. **Freddy Fender**, **Joe Ely**, **Flaco Jimenez**, and members of **Los Lobos**. RLG's BNA label will be releasing **Lorrie Morgan's** new album in September. Titled *Secret Love*, it's a collection of standards, including "Fly Me To The Moon" and "I've Got The World On A String."

Warner Bros. has set an August 25 release date for the sophomore solo album by former Little Texas member **Brady Seals**. **Connie Smith**, who enjoyed massive success on RCA during the '60s, is back with a new Warner Bros. album scheduled for release in September. The title is still to be decided, but the project was co-produced by Brian Tankersly and Smith's husband, Marty Stuart.

Bill Anderson, one of Decca's top acts in the '60s, has been enjoying a resurgence in popularity, largely due to his recent songwriting successes. At **Reprise** — WB's sister label — Anderson's *Fine Wine* will be released in August. Produced by Steve Wariner, the project includes a guest appearance by Clint Black.

Billboard's #1 **NEW** Country Artist
American Music Award's Favorite **NEW** Country Artist
Academy of Country Music's Top **NEW** Female Vocalist

LEE ANN WOMACK

"A Little Past Little Rock"

Lee Ann's **NEW** single
from her **NEW** album
"Some Things I Know"

Going For Airplay July 27th



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JULY 17, 1998

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL STATIONS/ADDS	PLAY RANK	TOTAL PLAYS	+/- PLAYS	TOTAL POINTS	+/- POINTS
6	5	3	1	TERRI CLARK Now That I Found You (Mercury)	204/1	1	7240	+366	34658	+1775
7	6	4	2	SHANIA TWAIN w/BRYAN WHITE From This... (Mercury)	204/0	2	7073	+265	33770	+1265
9	7	5	3	GARTH BROOKS To Make You Feel My Love (Capitol)	204/0	3	7052	+241	33693	+1271
4	3	1	4	COLLIN RAYE I Can Still Feel You (Epic)	203/0	4	6966	-342	33344	-1487
10	9	7	5	DIXIE CHICKS There's Your Trouble (Monument)	204/1	5	6892	+448	32708	+2336
8	8	6	6	TRISHA YEARWOOD There Goes My Baby (MCA)	204/0	6	6779	+174	32215	+916
14	11	10	7	MARTINA MCBRIDE Happy Girl (RCA)	204/0	7	6473	+751	30554	+3279
12	10	9	8	FAITH HILL w/TIM MCGRAW Just To Hear... (Warner Bros.)	204/1	8	6246	+495	29563	+2196
19	16	14	9	JO DEE MESSINA I'm Alright (Curb)	200/0	10	5308	+558	25238	+2594
15	13	12	10	JOE DIFFIE Texas Size Heartache (Epic)	197/0	9	5412	+320	25172	+1468
16	14	13	11	VINCE GILL If You Ever Have Forever In Mind (MCA)	200/1	11	5206	+228	24630	+1005
26	18	16	12	GEORGE STRAIT True (MCA)	201/3	12	5096	+408	24317	+1868
5	4	2	13	TY HERNDON A Man Holdin' On (Epic)	163/0	14	4879	-2052	24211	-8741
17	15	15	14	PAM TILLIS I Said A Prayer (Arista)	200/1	13	4933	+135	23244	+665
24	19	17	15	RANDY TRAVIS The Hole (DreamWorks)	203/3	15	4694	+387	22355	+1691
22	20	19	16	JOHN MICHAEL MONTGOMERY Cover You In Kisses (Atlantic)	200/1	16	4579	+327	21700	+1546
20	17	18	17	DWIGHT YOAKAM Things Change (Reprise)	196/1	17	4547	+99	21045	+478
—	29	21	18	BROOKS & DUNN How Long Gone (Arista)	202/12	18	4366	+790	20914	+3791
21	21	20	19	LARI WHITE Stepping Stone (Lyric Street)	198/0	19	4269	+193	19757	+744
27	24	23	20	WILKINSONS 26 Cents (Giant)	198/11	20	4174	+721	19405	+3466
2	1	11	21	KENNY CHESNEY That's Why I'm Here (BNA)	148/0	21	3656	-1270	18067	-6010
3	2	8	22	CLINT BLACK The Shoes You're Wearing (RCA)	136/0	25	3087	-2974	15172	-13027
29	27	25	23	PATTY LOVELESS High On Love (Epic)	175/8	22	3234	+299	14585	+1349
30	28	28	24	DIAMOND RIO You're Gone (Arista)	172/10	23	3224	+264	14180	+1218
32	31	30	25	DAVID KERSH Wonderful Tonight (Curb)	139/4	29	2408	+195	11366	+806
31	30	29	26	RESTLESS HEART No End To This Road (RCA)	166/3	28	2516	+122	11207	+438
34	33	32	27	LINDA DAVIS I Wanna Remember This (DreamWorks)	160/13	31	2248	+433	10217	+1807
33	32	31	28	MICHAEL PETERSON When The Bartender Cries (Reprise)	152/11	30	2348	+293	10177	+1248
25	23	24	29	SUZY BOGGUSS Somebody To Love (Capitol)	111/0	32	1946	-1250	9033	-5987
DEBUT			30	REBA MCENTIRE Forever Love (MCA)	121/111	33	1830	+1691	8554	+7769
28	25	27	31	CLAY WALKER Ordinary People (Giant)	87/0	36	1773	-1213	8166	-4901
BREAKER			32	TRACY BYRD I Wanna Feel That Way Again (MCA)	128/19	35	1792	+353	7774	+1708
46	44	40	33	LONESTAR Everything's Changed (BNA)	121/31	40	1659	+505	7712	+2168
BREAKER			34	NEAL MCCOY Love Happens Like That (Atlantic)	123/19	37	1674	+360	7508	+1524
39	38	34	35	CLINT DANIELS A Fool's Progress (Arista)	134/10	39	1659	+316	7507	+1374
BREAKER			36	SAMMY KERSHAW Honky Tonk America (Mercury)	130/17	41	1658	+351	7292	+1596
—	—	46	37	STEVE WARINER & GARTH BROOKS Burnin'... (Capitol)	116/66	42	1589	+909	6977	+3914
35	34	33	38	MINDY MCCREADY The Other Side (BNA)	127/5	43	1584	+150	6945	+650
37	36	36	39	MARK NESLER Used To The Pain (Asylum/EEG)	117/5	44	1578	+179	6853	+835
—	—	45	40	MARK WILLS Don't Laugh At Me (Mercury)	109/45	49	1390	+713	6394	+3065
43	43	41	41	WADE HAYES How Do You Sleep At Night (DKC/Columbia)	120/15	46	1410	+204	6268	+877
49	45	44	42	BILLY DEAN Real Man (Capitol)	103/16	52	1166	+235	5226	+1000
42	42	43	43	SHANE STOCKTON Gonna Have To Fall (Decca)	117/2	54	1092	+22	4824	+70
DEBUT			44	TIM MCGRAW Where The Green Grass Grows (Curb)	48/35	55	856	+617	4316	+2906
36	35	38	45	MONTY HOLMES Why'd You Start Lookin' So... (Bang II)	55/0	58	772	-607	3407	-2566
47	46	47	46	SARA EVANS Cryin' Game (RCA)	82/4	59	732	+38	3133	+195
48	47	48	47	BRADY SEALS I Fell (Warner Bros.)	66/8	61	650	+85	3000	+314
DEBUT			48	ALABAMA How Do You Fall In Love (RCA)	54/39	60	652	+452	2971	+1947
—	—	50	49	KINLEYS You Make It Seem So Easy (Epic)	52/12	62	589	+164	2553	+645
DEBUT			50	TRACY LAWRENCE While You Sleep (Atlantic)	48/33	63	587	+402	2285	+1539

This chart reflects airplay from July 13-19. Songs ranked by total points. Highlighted songs indicate Breaker.

204 Country reporters. 196 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®

SAMMY KERSHAW

Honky Tonk America (Mercury)
64% of our reporters on it (130 stations)
17 Adds • Moves 39-36

TRACY BYRD

I Wanna Feel That Way Again (MCA)
63% of our reporters on it (128 stations)
19 Adds • Moves 35-32

NEAL MCCOY

Love Happens Like That (Atlantic)
60% of our reporters on it (123 stations)
19 Adds • Moves 37-34

MOST ADDED®

ARTIST TITLE LABEL(S)	TOTAL ADDS
REBA MCENTIRE Forever Love (MCA)	111
STEVE WARINER & GARTH BROOKS Burnin'... (Capitol)	66
MARK WILLS Don't Laugh At Me (Mercury)	45
ALABAMA How Do You Fall In Love (RCA)	39
TIM MCGRAW Where The Green Grass Grows (Curb)	35
TRACY LAWRENCE While You Sleep (Atlantic)	33
LONESTAR Everything's Changed (BNA)	31
GARY ALLAN No Man In His Wrong Heart (Decca)	25
RICOCHET Honky Tonk Baby (Columbia)	25
BRYAN WHITE Tree Of Hearts (Asylum/EEG)	24

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
REBA MCENTIRE Forever Love (MCA)	+1691
STEVE WARINER & GARTH BROOKS Burnin'... (Capitol)	+909
BROOKS & DUNN How Long Gone (Arista)	+790
MARTINA MCBRIDE Happy Girl (RCA)	+751
WILKINSONS 26 Cents (Giant)	+721
MARK WILLS Don't Laugh At Me (Mercury)	+713
TIM MCGRAW Where The Green Grass Grows (Curb)	+617
JO DEE MESSINA I'm Alright (Curb)	+558
LONESTAR Everything's Changed (BNA)	+505
FAITH HILL w/TIM MCGRAW Just To Hear... (Warner Bros.)	+495

MOST INCREASED POINTS

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
REBA MCENTIRE Forever Love (MCA)	+7769
STEVE WARINER & GARTH BROOKS Burnin'... (Capitol)	+3914
BROOKS & DUNN How Long Gone (Arista)	+3791
WILKINSONS 26 Cents (Giant)	+3466
MARTINA MCBRIDE Happy Girl (RCA)	+3279
MARK WILLS Don't Laugh At Me (Mercury)	+3065
TIM MCGRAW Where The Green Grass Grows (Curb)	+2906
JO DEE MESSINA I'm Alright (Curb)	+2594
DIXIE CHICKS There's Your Trouble (Monument)	+2336
FAITH HILL w/TIM MCGRAW Just To Hear... (Warner Bros.)	+2196

HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
GEORGE STRAIT I Just Want To Dance With You (MCA)
BROOKS & DUNN & REBA If You See Him... (Arista/MCA)
MARK WILLS I Do (Cherish You) (Mercury)
TIM MCGRAW One Of These Days (Curb)
STEVE WARINER Holes In The Floor Of Heaven (Capitol)
LEANN RIMES Commitment (MCG/Curb)
GARY ALLAN It Would Be You (Decca)
FAITH HILL This Kiss (Warner Bros.)
TRACY BYRD I'm From The Country (MCA)
SHANIA TWAIN You're Still The One (Mercury)

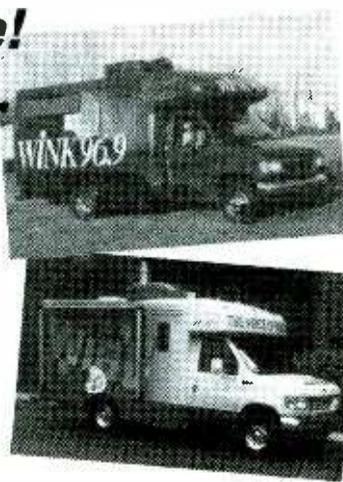
Breakers: Song has achieved airplay at 60% of reporter base for the first time. Bullets awarded to songs gaining in plays and/or points over the previous week. Total Points: The sum of each station's total plays of a song multiplied by the station's individual weight. Most Increased Points lists the songs with the greatest week-to-week increases in total points. Play Rank: Ranks all charted songs by total plays. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays.

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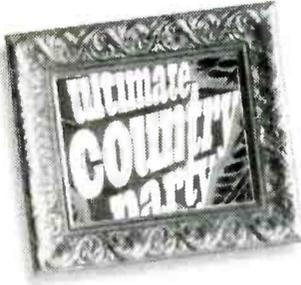
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The New Album Gallery

In Stores: July 21, 1998



VARIOUS ARTISTS

The Ultimate Country Party (Arista)

Following the success of Arista's *Ultimate New Wave Party*, *Ultimate Hip Hop Party*, and two installments of *Ultimate Dance Party*, the Nashville division gets its shot with *Ultimate Country Party*. In addition to traditional retail sales, the 18-song compilation is being targeted in TV and Internet marketing campaigns. All tracks are previously released and lean heavily toward

BMG's corporate umbrella, which covers Arista, RCA, and BNA. However, MCA, Decca, Mercury, Columbia, and Capitol are also represented. The compilation features Alan Jackson, Vince Gill, Shania Twain, Tracy Byrd, Mark Chesnutt, Brooks & Dunn, George Strait, Lorrie Morgan, BR5-49, Lonestar, Clint Black, Ricochet, Pam Tillis, Trace Adkins, the Tractors, Lee Roy Parnell, Patty Loveless, and Diamond Rio. With few exceptions, these were all major Country radio hits.

GOING TO THE ADDS

July 20, 1998

Bellamy Brothers "Almost Jamaica"

Intersound: The Bellamy Brothers added a Caribbean flavor to country with their latest album, *The Reggae Cowboys*. David Bellamy wrote "Almost Jamaica," which serves as the album's opening track.

John Berry "Better Than A Biscuit"

Capitol: John Berry's new album won't be released until September, but this title track has already created some commotion during his concert tour. The result? When he sings the song, fans are tossing biscuits onstage.

Rodney Carrington "Dancing With A Man"/"Fred"

Mercury: While the FCC would frown on you playing much of Rodney Carrington's stand-up routine on his debut album, *Hangin' With Rodney*, there's safety — and plenty of laughs — in the music tracks, "Dancing With A Man" and "Fred." Carrington also possesses vocal skills that are missing from most musical comedy acts.

Keith Harling "Coming Back For You"

MCA: After a strong showing with his debut single, "Papa Bear," Keith Harling returns with this summer-themed track from his *Write It In Stone* album. Lonestar's John Rich co-wrote "Coming Back For You" with Chris Waters and Tom Shapiro.

Alan Jackson "I'll Go On Loving You"

Arista: Written by Kieran Kane, "I'll Go On Loving You" is the first single from Alan Jackson's new album, *High Mileage*, set for September release. Jackson says of the single, "It was real different for me, being that most of it was in a recitation form. I just like the message of it. It's a real positive love song. It's very sensual. Some people may say it's suggestive, but I just liked what it said."

LeAnn Rimes "Nothin' New Under The Moon"

MCG/Curb: She covered a wide range of material on her *Sittin' On Top Of The World* album, but this new single proves that she's still aiming directly at Country radio. "Nothin' New Under The Moon" was written by Rick Bowles, Tom Shapiro, and Josh Leo.

(Paid advertisement)

Danni Leigh, "If The Jukebox Took Teardrops," Add date 8/24

Decca: Have you caught the buzz? Everyone else has. Contact Eric, Enzo, Lee, April, or P.J. about Danni Leigh. Don't miss out on this exciting music! "Music strong enough for a man, but made by a woman." (Paid advertisement).

ON THE RECORD

Patti Marshall, PD
WYGY/Cincinnati

KINLEYS

"You Make It Seem So Easy" (Epic)

I think the Kinleys are one of the most exciting new acts to come out — not just this year, but in quite some time. They're great in concert, they have a lot of charisma, and they've got a wonderful vocal sound. As PDs, we talk a lot about new acts who arrive with one or two good songs on an album. Airtime is precious, but the Kinleys' debut album is very deep with a lot of possibilities for singles. It's all very real, and the younger listeners really love the lyrics. When I'm in my car, I find myself listening to three albums — the latest from Tim McGraw, Terri Clark, and the Kinleys — just because I can enjoy listening to the whole album. To me, that goes back to the promise that the Kinleys hold as a duo. "Please" was a good hit at our station. When they were in Cincinnati on the Clint Black tour, they got a standing ovation when they performed "Just Between You And Me" — and that single hadn't been out for very long at the time. As for "You Make It Seem So Easy," this one is a country hit. I wouldn't understand why anyone wouldn't play the record. If the Kinleys are the future of country music, we should be in great shape.

OUT OF THE BOX

Dave Kelly, PD
WSIX/Nashville

TRACY LAWRENCE

"While You Sleep" (Atlantic)

One of the most amazing things about Tracy Lawrence is the amount of hits he has delivered. I don't just mean songs, I mean legitimate hits. The new single, "While You Sleep," is just another example of the great music Tracy delivers. Two things about this record made me add it to my playlist. First, from the first time you put this record on the air, you know it's Tracy — his voice is unmistakable. Second, when you listen to this song, it takes you back to his hits. You start remembering everything he's done, and it's mind-boggling. This record is not a re-creation of his other records, but it has the same feel. It is, as always, true country music. The first thing you notice is that Tracy is singing his ass off. He doesn't just sing this song, he SINGS it. And, I love this guy's voice.

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NEW & ACTIVE

JEFF CARSON Shine On (MCG/Curb)

Total Stations: 52, Total Points: 2261, Total Adds: 15, Including: KNIX 19, KKCS 17, KFKF 15, WXTA 15, WFMB 12, WKDQ 12, WWZD 12, KIKK 10, KGNU 10, KIZN 7, KAJA 5, KYGO 5, WHSL 5, WKLB 5, WNCY 5

Plays Include: WRNS 19 (19), WQMX 18 (18), WRBT 18 (18), WCKT 17 (6), KKIX 15 (7), KNFR 14 (14), WUSQ 14 (14), WXCL 14 (14), WIOV 11 (11), WWJO 11 (7)

KEVIN SHARP If She Only Knew (143/Asylum/EEG)

Total Stations: 48, Total Points: 1861, Total Adds: 14, Including: WPKX 17, KASH 15, KPLM 14, WAIB 14, KSSN 10, WYYD 10, KUBL 9, KALF 7, KKJG 7, WDJR 7, WSSL 7, KORD 5, KYCY 5, WNCY 5

Plays Include: KBEQ 24 (24), WIBW 23 (23), KJUG 15 (15), WKHK 15 (15), WRNS 15 (15), KNFR 14 (14), WXCL 14 (14), WFRG 13 (13), KZSN 12 (12), WKDQ 12 (12)

DARYLE SINGLETARY My Baby's Lovin' (Giant)

Total Stations: 35, Total Points: 1634, Total Adds: 23, Including: WRNS 25, KBEQ 18, WQMX 18, WACO 17, WXCL 14, WPKX 11, KGNU 10, WAXX 10, WOVK 10, KVOO 8, WSSL 7, WWJO 7, WIRK 6, KFDI 5, KORD 5, KRWQ 5, KTTS 5, WDEN 5, WIL 5, WJCL 5, WKKT 5, WRKZ 5, WXXQ 5

Plays Include: WCOL 19 (19), WTCR 17 (17)

LEANN RIMES Nothin' New Under The Moon (MCG/Curb)

Total Stations: 23, Total Points: 1616, Total Adds: 22, Including: KMLE 26, WIXY 18, WKIX 18, WKSJ 18, WMSI 17, WMZQ 17, WNKT 17, KHAK 15, KUPL 15, WWWW 15, WQXK 14, WHWK 13, KNIX 12, WUBE 12, WDAF 10, WKLB 10, WOVK 10, KHAY 9, KGNU 9, KSOP 7, WTCR 6, WWYZ 5

Plays Include: WYGY 16 (16)

GARY ALLAN No Man In His Wrong Heart (Decca)

Total Stations: 29, Total Points: 1423, Total Adds: 25, Including: WGRL 20, WRNS 18, WIRK 16, KJUG 15, WGTY 14, KYGO 13, KNIX 12, KXKC 12, WKNN 12, WUBE 12, WAXX 10, WOVK 10, KVOO 8, WPOR 7, WSSL 7, WTCR 6, KFDI 5, KRWQ 5, KUPL 5, WBBS 5, WDEN 5, WSOC 5, WWYZ 5, WXXQ 5, WYGY 5

BRYAN WHITE Tree Of Hearts (Asylum/EEG)

Total Stations: 30, Total Points: 1359, Total Adds: 24, Including: WKIX 18, WSIX 18, WQXY 17, KASH 15, KJUG 15, WDEN 15, KNFR 14, WAIB 14, KYGO 13, WKDQ 12, WOVK 10, WTCM 10, KGNU 9, WNCY 9, KVOO 8, WBBN 8, KGEE 7, KGNC 7, KHEY 7, WTCR 6, KTTS 5, WRKZ 5, WTHI 5, WXXQ 5

Plays Include: KRWQ 11 (11)

RICOCHET Honky Tonk Baby (Columbia)

Total Stations: 28, Total Points: 1116, Total Adds: 25, Including: WRNS 16, WFGY 15, WGTY 15, WSM 15, WWGR 15, WWWW 15, WUSQ 14, WKDQ 12, KRWQ 11, WOVK 10, KHAK 9, KGEE 7, WSSL 7, WWJO 7, WTCR 6, KFDI 5, KTTS 5, WBBS 5, WBCT 5, WDEN 5, WGH 5, WHSL 5, WKKT 5, WTCM 5, WXXQ 5

LORRIE MORGAN You'd Think He'd Know Me... (BNA)

Total Stations: 24, Total Points: 1081, Total Adds: 19, Including: WRNS 20, KFMS 16, WVLC 16, WDEN 15, WUSQ 14, WKDQ 12, WOVK 10, KGNU 9, WUSY 9, KVOO 8, KJUG 7, KNFR 7, WOKQ 7, WTCR 6, KFDI 5, KTTS 5, WGH 5, WRKZ 5, WXXQ 5

Plays Include: WPOC 16 (16), WXTA 15 (15), WHWK 13 (13), WNOE 10 (10), WPOR 7 (7)

ALAN JACKSON I'll Go On Loving You (Arista)

Total Stations: 10, Total Points: 1055, Total Adds: 10, Including: KMLE 26, WQIK 26, WIL 25, KXKC 21, WJCL 20, WPOC 16, WWWW 15, WXTA 15, WSOC 5, WWYZ 5

GREAT DIVIDE Pour Me A Vacation (Atlantic)

Total Stations: 13, Total Points: 663, Total Adds: 3, Including: WUSN 20, KASH 5, WBEE 5

Plays Include: KBEQ 18 (10), KBUL 17 (17), KJUG 15 (15), WGTY 15 (14), KPLM 14 (14), KHAY 8 (6), WTCR 6 (6), KFDI 5 (5), KTTS 5 (5), WDEN 5 (5)

CHRIS LEDOUX Runaway Love (Capitol)

Total Stations: 12, Total Points: 632, Total Adds: 0, Including: KRWQ 33 (26), KBEQ 30 (24), KSOP 25 (25), KDRK 19 (19), KVOO 8 (8), KIZN 7 (7), KNFR 7 (7), KKAT 5 (5), KORD 5 (5), KRST 5 (5), KTTS 5 (5), KYGO 5 (5)

KEN MELLONS Ladies Night (Curb)

Total Stations: 12, Total Points: 491, Total Adds: 2, Including: WOVK 10, WWQQ 7

Plays Include: WESC 18 (18), WKHK 15 (15), WRNS 15 (15), KXKC 12 (12), WTCR 6 (6), KFDI 5 (5), KRWQ 5 (5), KTTS 5 (5), WBCT 5 (5), WDEN 5 (5)

Songs Ranked By Total Points

NATIONAL RADIO FORMATS

ABC RADIO NETWORKS

Coast-To-Coast

Mark Edwards • (972) 991-9200

Adds:

TIM MCGRAW Where The Green Grass Grows
SAMMY KERSHAW Honky Tonk America
REBA MCENTIRE Forever Love

Hottest:

GARTH BROOKS To Make You Feel My Love
BROOKS & DUNN How Long Gone
GEORGE STRAIT True

Real Country

Dave Nicholson • (602) 966-6236

Adds:

No New Adds

Hottest:

GEORGE JONES Wild Irish Rose
TRISHA YEARWOOD There Goes My Baby
TRACE ADKINS Big Time
RANDY TRAVIS The Hole
GEORGE STRAIT True

AFTER MIDNITE ENTERTAINMENT

Mandy McCormack • (818) 461-5435

Adds:

No New Adds

Hottest:

COLLIN RAYE I Can Still Feel You
TRISHA YEARWOOD There Goes My Baby
GARTH BROOKS To Make You Feel My Love
MARTINA MCBRIDE Happy Girl
FAITH HILL w/TIM MCGRAW Just To Hear You Say That You Love Me
TERRI CLARK Now That I Found You

ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

Gary Knoll

Adds:

BILLY DEAN Real Man
KEITH HARLING Coming Back For You
SAMMY KERSHAW Honky Tonk America
LONESTAR Everything's Changed
BRADY SEALS I Fell
LACY YOUNGER Livin' On Memories

Hottest:

TERRI CLARK Now That I Found You
WILKINSONS 26 Cents

BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

Super Country/Pure Country

Ken Moultrie

Adds:

LONESTAR Everything's Changed
STEVE WARINER & GARTH BROOKS Burnin' The Roadhouse Down

Hottest:

JOE DIFFIE Texas Size Heartache
TERRI CLARK Now That I Found You
TRISHA YEARWOOD There Goes My Baby
KENNY CHESNEY That's Why I'm Here
GARTH BROOKS To Make You Feel My Love

Digital Country

L.J. Smith

Adds:

DIAMOND RIO You're Gone

Hottest:

TY HERNDON A Man Holdin' On
GEORGE STRAIT True
SHANIA TWAIN w/BRYAN WHITE From This Moment On
TRISHA YEARWOOD There Goes My Baby
COLLIN RAYE I Can Still Feel You

New Country

L.J. Smith

Adds:

SAMMY KERSHAW Honky Tonk America
STEVE WARINER & GARTH BROOKS Burnin' The Roadhouse Down

Hottest:

TRISHA YEARWOOD There Goes My Baby
TERRI CLARK Now That I Found You
GARTH BROOKS To Make You Feel My Love
DIXIE CHICKS There's Your Trouble
FAITH HILL w/TIM MCGRAW Just To Hear You Say That You Love Me

JONES RADIO NETWORK

Jim Murphy • (303) 784-8700

U.S. Country

Penny Mitchell

Adds:

LONESTAR Everything's Changed
REBA MCENTIRE Forever Love
BRYAN WHITE Tree Of Hearts

Hottest:

DIXIE CHICKS There's Your Trouble
FAITH HILL w/TIM MCGRAW Just To Hear You Say That You Love Me
MARTINA MCBRIDE Happy Girl
SHANIA TWAIN w/BRYAN WHITE From This Moment On
TRISHA YEARWOOD There Goes My Baby

CD Country

John Hendricks

Adds:

KENNY CHESNEY I Will Stand
NOAH KELLEY Take It All Out On You
MILA MASON This Heart
REBA MCENTIRE Forever Love
LORRIE MORGAN You'd Think He'd Know Me Better
LEANN RIMES Nothin' New Under The Moon

Hottest:

WILKINSONS 26 Cents
COLLIN RAYE I Can Still Feel You
MARK NESLER Used To The Pain
JO DEE MESSINA I'm Alright
TERRI CLARK Now That I Found You

RADIO ONE COUNTRY PLAYLIST

Jim Barbee • (970) 949-3339

Adds:

JEFF CARSON Shine On
KINLEYS You Make It So Easy
STEVE WARINER & GARTH BROOKS Burnin' The Roadhouse Down
MARK WILLS Don't Laugh At Me

Hottest:

JOE DIFFIE Texas Size Heartache
COLLIN RAYE I Can Still Feel You
FAITH HILL w/TIM MCGRAW Just To Hear You Say That You Love Me
JO DEE MESSINA I'm Alright
PAM TILLIS I Said A Prayer

WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

Tracy Thompson

Mainstream Country

David Felker

Adds:

STEVE WARINER & GARTH BROOKS Burnin' The Roadhouse Down

Hottest:

COLLIN RAYE I Can Still Feel You
TRISHA YEARWOOD There Goes My Baby
TERRI CLARK Now That I Found You
SHANIA TWAIN w/BRYAN WHITE From This Moment On
CLINT BLACK The Shoes You're Wearing

Hot Country

David Felker

Adds:

CLINT DANIELS A Fool's Progress
LEANN RIMES Nothin' New Under The Moon
STEVE WARINER & GARTH BROOKS Burnin' The Roadhouse Down

Hottest:

SHANIA TWAIN w/BRYAN WHITE From This Moment On
TERRI CLARK Now That I Found You
GARTH BROOKS To Make You Feel My Love
TY HERNDON A Man Holdin' On
DIXIE CHICKS There's Your Trouble

COUNTRY VIDEO



ADDS

BELLAMY BROTHERS Almost Jamaica
BROOKS & DUNN How Long Gone
SARA EVANS Cryin' Game
DOLLY PARTON Honky Tonk Songs
BRYAN WHITE Tree Of Hearts

ELITE

WILKINSONS 26 Cents
DWIGHT YOAKAM Things Change
JO DEE MESSINA I'm Alright
MARK NESLER Used To The Pain
DIXIE CHICKS There's Your Trouble

TNN

THE NASHVILLE NETWORK

60.2 million households
Traci Todd,
Manager/Video Programming

ADDS

CHARLIE DANIELS BAND Texas (Blue Hat)
RANDY TRAVIS The Hole (DreamWorks)
WILKINSONS 26c (Giant)

TOP 10

CLINT BLACK The Shoes You're Wearing (RCA)
GARTH BROOKS To Make You Feel My Love (Capitol)
CHARLIE DANIELS BAND Texas (Blue Hat)
JOE DIFFIE Texas Size Heartache (Epic)
JO DEE MESSINA I'm Alright (Curb)
PAM TILLIS I Said A Prayer (Arista)
RANDY TRAVIS The Hole (DreamWorks)
WILKINSONS 26c (Giant)
TRISHA YEARWOOD There Goes My Baby (MCA)
DWIGHT YOAKAM Things Change (Reprise)

Information current as of July 13.

CMT

COUNTRY MUSIC TELEVISION

42 million households
Chris Parr, Director/Programming
Paul Hastaba, VP/GM

ADDS

JOHN BERRY Better Than A Biscuit (Capitol)
ALAN JACKSON I'll Go On Loving You (Arista)
BRUCE ROBINSON Angry All The Time (Lucky Dog)

TOP 10

BROOKS & DUNN & REBA If You See Him... (Arista/MCA)
TY HERNDON A Man Holdin' On (Epic)
CLINT BLACK The Shoes You're Wearing (RCA)
TERRI CLARK Now That I Found You (Mercury)
GARTH BROOKS To Make You Feel My Love (Capitol)
LEANN RIMES Commitment (Curb)
TRISHA YEARWOOD There Goes My Baby (MCA)
COLLIN RAYE I Can Still Feel You (Epic)
DIXIE CHICKS There's Your Trouble (Monument)
KENNY CHESNEY That's Why I'm Here (BNA)

HEAVY

CLINT BLACK The Shoes You're Wearing (RCA)
GARTH BROOKS To Make You Feel My Love (Capitol)
BROOKS & DUNN How Long Gone (Arista)
TERRI CLARK Now That I Found You (Mercury)
JOE DIFFIE Texas Size Heartache (Epic)
DIXIE CHICKS There's Your Trouble (Monument)
TY HERNDON A Man Holdin' On (Epic)
FAITH HILL w/TIM MCGRAW Just To Hear... (Warner Bros.)
JO DEE MESSINA I'm Alright (Curb)
COLLIN RAYE I Can Still Feel You (Epic)
LEANN RIMES Commitment (Curb)
PAM TILLIS I Said A Prayer (Arista)
TRISHA YEARWOOD There Goes My Baby (MCA)

HOT SHOTS

JOHN BERRY Better Than A Biscuit (Capitol)
CLINT DANIELS A Fool's Progress (Arista)
BILLY DEAN Real Man (Capitol)
SARA EVANS Cryin' Game (RCA)
GREAT DIVIDE Pour Me A Vacation (Atlantic)
MARK NESLER Used To The Pain (Asylum)
DOLLY PARTON Honky Tonk Songs (Decca)
BRADY SEALS I Fell (Warner Bros.)
SHANE STOCKTON Gonna Have To Fall (Decca)
BRYAN WHITE Tree Of Hearts (Asylum/EEG)
WILKINSONS 26c (Giant)
MARK WILLS Don't Laugh At Me (Mercury)

Heavy rotation songs receive 28 plays per week. Hot Shots receive 21 plays per week.

Information current as of July 15.

COUNTY REPORTERS

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Stations and their adds listed alphabetically by market

KEAN/Abilene, TX PD: Duwaye Alexander MD: Rony Allen Fernandez 7 REBA MCENTIRE	WQML/Akron, OH PD: Kevin Mason MD: Bill Shiel 18 WADE HAYES 18 DAVID KERSH 18 DIAMOND RIO 18 DARYLE SINGLETARY	WGNA/Albany, NY PD: Buzz Brindley MD: Bill Earley 20 ALABAMA 20 REBA MCENTIRE	KRST/Albuquerque, NM PD: Jim Patrick MD: Chaz Malibu 12 WARNER & BROOKS 12 MARK WILLS 5 LONESTAR 5 WADE HAYES 5 BILLY DEAN	KRRV/Alexandria, LA OM: Lon Harris MD: Scott Bryant 10 TIM MCGRAW 10 LONESTAR 10 TRACY BYRD 10 NEAL MCCOY 5 WARNER & BROOKS	WCTO/Allentown, PA PD: Chuck Geiger APD/MD: Shawn O'Brian 5 WILKINSONS	WFGY/Allentown, PA PD/MD: Polly Wogg 24 MARK WILLS 15 NEAL MCCOY 15 ALABAMA 15 RICOCHE	KGNC/Amarillo, TX PD: Bob Shannon MD: Patrick Clark 25 TRACY LAWRENCE 15 REBA MCENTIRE 15 WARNER & BROOKS 15 BRYAN WHITE 7 MARK WILLS	KASH/Anchorage, AK PD: Ray Knight APD: Chris Crowley MD: Marshall Griffin 15 ALABAMA 15 LONESTAR 15 KEVIN SHARP 15 BRYAN WHITE 5 GREAT DIVIDE 5 REBA MCENTIRE 5 MICHAEL PETERSON	WNCY/Appleton, WI PD: Randy Shannon MD: Steve Davis 24 TIM MCGRAW 24 MARK WILLS 9 BRYAN WHITE 9 CLINT DANIELS 5 JEFF CARSON 5 KEVIN SHARP 5 MINDY MCCREARY 5 RESTLESS HEART	WKHX/Atlanta, GA OM/MD: Neil McGinley MD: Johnny Gray 18 WILKINSONS 18 PATTY LOVELESS	WYAY/Atlanta, GA OM: Neil McGinley PD: Steve Mitchell MD: Johnny Gray 12 MICHAEL PETERSON 12 LINDA DAVIS 12 WARNER & BROOKS	WKXC/Augusta, GA OM/MD: Tommy Gentry APD/MD: Zach Taylor 21 TIM MCGRAW 21 REBA MCENTIRE	KASE/Austin, TX PD: Michael Cruise MD: Steve Gray 13 TERRI CLARK	KUZZ/Bakersfield, CA PD: Evan Bridwell MD: Kelly Erickson 22 REBA MCENTIRE 22 TIM MCGRAW 7 TRACY LAWRENCE	WPQC/Baltimore, MD PD: Scott Lindemeyer MD: Todd Berry 16 ALAN JACKSON	WYNK/Baton Rouge, LA Int. PD/MD: Austin James 17 BROOKS & DUNN 13 MARK WILLS 13 SAMMY KERSHAW 5 MARK NESLER	KAYD/Beaumont, TX PD/MD: Frank Dawson APD: Jay Bernard No Adds	WKNN/Biloxi, MS PD/MD: Kipp Gregory 12 MARK WILLS 12 REBA MCENTIRE 12 WARNER & BROOKS	OWHW/Binghamton, NY OM/MD: John Davison 13 REBA MCENTIRE 13 ALABAMA 13 LEANN RIMES 13 WARNER & BROOKS 13 MARK WILLS	WZZK/Birmingham, AL PD: Jim Tice MD: Scott Stewart 22 TIM MCGRAW	KIZN/Boise, ID APD: Spencer Burke 7 REBA MCENTIRE 7 MARK WILLS 7 JEFF CARSON 7 LONESTAR 7 NEAL MCCOY	WKLB/Boston, MA PD: Mike Brophy APD/MD: Ginny Rogers 10 REBA MCENTIRE 10 LEANN RIMES 5 JEFF CARSON 5 WARNER & BROOKS	WYRK/Buffalo, NY PD: Justin Case 8 PATTY LOVELESS	KHAK/Cedar Rapids, IA PD: Jeff Winfield MD: Dawn Johnson 15 TRACY LAWRENCE 15 REBA MCENTIRE 15 LEANN RIMES 9 MARK WILLS 9 CLINT DANIELS 9 ALABAMA 9 RICOCHE	WIXY/Champaign, IL PD: R.W. Smith MD: Nicole Beatz 20 LEANN RIMES 12 REBA MCENTIRE 6 WARNER & BROOKS	WEZL/Charleston, SC PD: Kris Van Dyke MD: Gary Griffin 22 REBA MCENTIRE 12 BILLY DEAN 12 WARNER & BROOKS 5 MICHAEL PETERSON 5 LINDA DAVIS	WNKT/Charleston, SC PD: Rob Kelly MD: Catfish Cody 25 REBA MCENTIRE 17 LEANN RIMES 17 MARK WILLS 5 WARNER & BROOKS	WQBE/Charleston, WV OM/MD: Jeff Whitehead 15 GEORGE STRAIT 15 DIAMOND RIO 15 BILLY RAY CYRUS	WKKT/Charlotte, NC PD: Bill Young 5 ALABAMA 5 REBA MCENTIRE 5 RICOCHE 5 DARYLE SINGLETARY	WSOC/Charlotte, NC PD: Paul Johnson MD: Rick McCracken 15 REBA MCENTIRE 5 ALAN JACKSON 5 GARY ALLAN	WUSY/Chattanooga, TN PD: Clay Hunnicutt MD: Bill Poindexter 13 REBA MCENTIRE 13 TIM MCGRAW 24 MARK WILLS 9 BRYAN WHITE 9 CLINT DANIELS 5 JEFF CARSON 5 KEVIN SHARP 5 MINDY MCCREARY 5 RESTLESS HEART	WUSN/Chicago, IL PD: Alan Sledge MD: Tricia Biondo 14 MARK WILLS 14 REBA MCENTIRE	KALF/Chicago, CA PD/MD: Scott Michaels 17 MARK WILLS 17 LONESTAR 7 TRACY BYRD 7 WADE HAYES 7 BRADY SEALS 7 KEVIN SHARP	WUBE/Cincinnati, OH OM/MD: Tim Closson MD: Duke Hamilton 22 CHAD BROCK 12 CLINT DANIELS 12 GARY ALLAN 12 LEANN RIMES	WYGY/Cincinnati, OH OM: Tim Closson PD: Patti Marshall MD: C.C. Rider MD: JJ Gerard 26 TIM MCGRAW 15 TRACY LAWRENCE 16 CLINT DANIELS 5 SAMMY KERSHAW 5 GARY ALLAN 5 LONESTAR 5 JOHN BERRY	WGAR/Cleveland, OH PD: Denny Nugent MD: Chuck Carter 17 BILLY DEAN 17 REBA MCENTIRE	KKCS/Colorado Springs, CO PD: Mike James MD: Travis Doherty 17 JEFF CARSON 17 MARK WILLS 17 REBA MCENTIRE 17 TIM MCGRAW	WCOL/Columbus, OH Interim PD/MD: John Crenshaw 19 LISA BROKOP 7 CLINT DANIELS	WHOK/Columbus, OH PD: Don Crist MD: George Wolf 24 WARNER & BROOKS 24 TIM MCGRAW 12 REBA MCENTIRE	KRYS/Corpus Christi, TX PD: Clayton Allen MD: Carlos Lou 14 WILKINSONS 14 TIM MCGRAW 14 SARA EVANS 7 TRACY BYRD	KPLX/Dallas, TX PD: Brian Phillips APD: Smokey Rivers 24 JOHN M. MONTGOMERY 13 TIM MCGRAW	KYNG/Dallas, TX PD: Dan Pearson MD: Stacey Tackett 5 DIAMOND RIO	KSXS/Fresno, CA PD: Ken Boesen MD: Steve Montgomery 7 WADE HAYES 7 TRACY BYRD	WBCT/Grand Rapids, MI OM/MD: Doug Montgomery MD: Kelly Vitis 5 RICOCHE	WWSL/Greensboro, NC MD: Mike Knippers MD: Jayme Austin 10 REBA MCENTIRE 5 TRACY BYRD 5 RICOCHE 5 LONESTAR 5 JEFF CARSON	WTQR/Greensboro, NC PD: Paul Franklin MD: Deano St.Clair 15 BROOKS & DUNN 15 DIAMOND RIO 15 MARK WILLS 5 PATTY LOVELESS 5 OWIGHT YOAKAM	WRNS/Greenville, NC PD: Wayne Carlisle MD: Dale Knippers 27 REBA MCENTIRE 25 DARYLE SINGLETARY 20 TRACY LAWRENCE 20 LORRIE MORGAN 18 GARY ALLAN 16 RICOCHE	WESC/Greenville, SC OM/MD: Ron Brooks APD/MD: John Landrum 18 REBA MCENTIRE 18 ALABAMA 18 TRACY BYRD 5 SARA EVANS 5 SAMMY KERSHAW	WSSL/Greenville, SC PD: Bruce Logan APD/MD: Kerry Owen 25 REBA MCENTIRE 7 TRACY BYRD 7 ALABAMA 7 GARY ALLAN 7 DARYLE SINGLETARY 7 RICOCHE 7 KEVIN SHARP	WITL/Lansing, MI PD: Jeff Davis MD: Chris Tyler 16 CLINT DANIELS 16 MARK NESLER 16 TIM MCGRAW	KFMS/Las Vegas, NV OM/MD: Jaye Albright APD/MD: Shari Singer 16 WARNER & BROOKS 16 LORRIE MORGAN 16 DIAMOND RIO	KWNR/Las Vegas, NV OM: Jaye Albright PD: John Marks MD: Brooks O'Brian 17 WILKINSONS 17 SAMMY KERSHAW	WBBN/Laurel, MS OM/MD: Larry Blakeney APD/MD: Tom Freeman 18 LONESTAR 18 REBA MCENTIRE 8 TRACY BYRD 5 MARK WILLS 8 BRYAN WHITE 8 TRACY LAWRENCE 8 KINLEYS 5 WARNER & BROOKS	WVLE/Lexington, KY PD: Damon Dean 16 LORRIE MORGAN 16 WARNER & BROOKS	KIKK/Houston, TX PD: John Roberts MD: Jay Kelly 10 WADE HAYES 10 JEFF CARSON 10 MARK NESLER 10 MARK WILLS	KILT/Houston, TX PD: Debbie Pipia 15 BILLY DEAN 15 REBA MCENTIRE 15 DARYLE SINGLETARY 15 WARNER & BROOKS	WTCR/Huntington, WV PD/MD: Chuck Black 17 REBA MCENTIRE 17 WARNER & BROOKS 6 ALABAMA 6 GARY ALLAN 6 LORRIE MORGAN 6 RICOCHE 6 BRYAN WHITE 6 KEITH HARMING 6 LEANN RIMES	WFMS/Indianapolis, IN OM: Sam McGuire PD: Bob Richards MD: J.D. Cannon No Adds	WGRL/Indianapolis, IN OM: Sam McGuire PD/MD: John Q. Morris 20 GARY ALLAN 20 TIM MCGRAW 20 TRACY LAWRENCE	WMSI/Jackson, MS OM/MD: Buddy Van Arsdale APD/MD: Rick Adams 17 REBA MCENTIRE 17 LEANN RIMES 7 WARNER & BROOKS	WQIK/Jacksonville, FL PD: Gail Austin APD/MD: Jon Scott 25 ALAN JACKSON 20 WARNER & BROOKS 6 REBA MCENTIRE	WROO/Jacksonville, FL PD: Buzz Jackson MD: Rhonda Goff 16 REBA MCENTIRE 7 WADE HAYES 7 ALABAMA 7 BRADY SEALS 7 BILLY DEAN 7 TRACY LAWRENCE	WXBJ/Johnson City, TN PD: Bill Hagan MD: Reggie Neal 10 GEORGE STRAIT 19 BILLY RAY CYRUS 16 DIAMOND RIO	WMTZ/Johnstown, PA OM/MD: Brian Cleary MD: T.J. McEntire 16 TRACY LAWRENCE 10 ALABAMA	KBEQ/Kansas City, MO PD: Mike Kennedy MD: T.J. McEntire 24 WARNER & BROOKS 18 TRACY BYRD 18 BRADY SEALS 18 DARYLE SINGLETARY	KFKF/Kansas City, MO PD: Dale Carter APD/MD: Tony Stevens 15 JEFF CARSON 15 BILLY DEAN	WDAF/Kansas City, MO PD: Ted Cramer 10 SAMMY KERSHAW 10 LONESTAR 10 NEAL MCCOY 10 LEANN RIMES	WIVK/Knoxville, TN PD: Les Acree MD: Chris Huff 14 TIM MCGRAW 14 VINCE GILL	KXKC/Lafayette, LA PD: Renee Revett MD: Kelly Thompson 21 TIM MCGRAW 21 ALAN JACKSON 12 REBA MCENTIRE 12 TRACY LAWRENCE 12 MARK WILLS 12 GARY ALLAN 12 WARNER & BROOKS	WKIS/Miami, FL PD: Bob McKay MD: Darlene Evans 14 REBA MCENTIRE 14 MICHAEL PETERSON 14 WARNER & BROOKS	WMLI/Milwaukee, WI OM: Kerry Wolfe APD: Scott Dolphin MD: Mitch Morgan 21 TIM MCGRAW 14 BILLY DEAN 14 LONESTAR 5 REBA MCENTIRE 5 WARNER & BROOKS 5 TRACY BYRD	KEEY/Minneapolis, MN OM/MD: Gregg Swedberg APD/MD: Travis Moon 10 SAMMY KERSHAW	WKSJ/Mobile, AL PD: Kit Carson APD/MD: Steve Kelley 14 REBA MCENTIRE 18 LEANN RIMES 18 WARNER & BROOKS	KATM/Modesto, CA PD: Randy Black APD/MD: Chris Costa 5 LONESTAR 5 PATTY LOVELESS 5 WARNER & BROOKS	WLWI/Montgomery, AL PD: Mason MD: Nancy Knight 15 BILLY DEAN 15 LONESTAR 15 WARNER & BROOKS	WGTR/Myrle Beach, SC PD: Jon Shannon APD/MD: Erick Anderson 19 REBA MCENTIRE 7 KEITH HARMING 7 WADE HAYES 7 GARY ALLAN	WSPR/Portland, ME PD: Jon Shannon APD/MD: Erick Anderson 19 REBA MCENTIRE 7 KEITH HARMING 7 WADE HAYES 7 GARY ALLAN	KUPL/Portland, OR OM: Lee Rogers PD: Cary Rolfe MD: Rick Taylor 15 WARNER & BROOKS 15 LEANN RIMES 15 MILA MASON 15 SAMMY KERSHAW 5 GARY ALLAN	WOKQ/Portsmouth, NH PD: Mark Ericson APD/MD: Dan Lunnie 7 ALABAMA 7 CLINT DANIELS 7 LORRIE MORGAN	WCTK/Providence, RI PD: Rick Everett MD: Tiffany Hill 17 REBA MCENTIRE	WLLR/Quad Cities, IA-IL PD: Jim O'Hara MD: Ron Evans 15 REBA MCENTIRE 10 NEAL MCCOY	WVXY/New York, NY PD: Darrin Smith APD/MD: Shari Roth 17 REBA MCENTIRE 17 BRYAN WHITE	WCMS/Norfolk, VA PD/MD: Mike Meehan MD: Ryan Dobry 12 REBA MCENTIRE 12 WARNER & BROOKS 10 KINLEYS 10 BRYAN WHITE 10 CLINT DANIELS 10 MARK WILLS 5 RICOCHE	WGH/Norfolk, VA PD: Nardo Brooks MD: Marc Carmody 5 TRACY BYRD 5 TIM MCGRAW 5 GARY ALLAN 5 BRADY SEALS 5 RICOCHE	WTCM/NW Michigan PD: Mark Stayer MD: Ryan Dobry 12 REBA MCENTIRE 12 WARNER & BROOKS 10 KINLEYS 10 BRYAN WHITE 10 CLINT DANIELS 10 MARK WILLS 5 RICOCHE	WKH/Richmond, VA PD: Bob Sterling MD: Rick Campbell 15 REBA MCENTIRE 15 CLINT DANIELS 15 SAMMY KERSHAW 5 WARNER & BROOKS	KYCW/Seattle, WA PD: Becky Briner MD: Penny Coyne 15 MARK WILLS 15 LINDA DAVIS 15 PATTY LOVELESS	WBYT/South Bend, IN PD: Ralph Cherry MD: Lisa Koetz 12 ALABAMA	KDRK/Spokane, WA PD: Tim Cotter MD: Tony Trovato 19 PATTY LOVELESS 19 BROOKS & DUNN 8 SARA EVANS	KNFR/Spokane, WA Acting PD/MD: Paul Neuman 14 BRYAN WHITE 14 REBA MCENTIRE 14 LONESTAR 7 LORRIE MORGAN	WFMB/Springfield, IL PD: Mark Phillips MD: John Spaulding 11 REBA MCENTIRE 12 ALABAMA 17 LINDA DAVIS 17 SHANE STOCKTON 17 DARYLE SINGLETARY	WPXK/Springfield, MA PD: Al Brock MD: Kevin Wright 17 WARNER & BROOKS 17 MARK WILLS 17 REBA MCENTIRE 17 KINLEYS 17 KEVIN SHARP 11 DARYLE SINGLETARY 11 TRACY LAWRENCE 11 BILLY DEAN	KNCI/Sacramento, CA OM/MD: Mark Evans APD/MD: Jennifer Wood 25 REBA MCENTIRE 6 LONESTAR 6 SAMMY KERSHAW	WKCO/Saginaw, MI PD: Rick Walker 5 REBA MCENTIRE 5 MARK WILLS 5 LINDA DAVIS	WWJQ/St. Cloud, MN PD: Mark Sprint 7 MARK WILLS 7 DARYLE SINGLETARY 7 RICOCHE	WIL/St. Louis, MO PD: Bob Barnett APD/MD: Mark Langston 25 ALAN JACKSON 7 MICHAEL PETERSON 5 DARYLE SINGLETARY	WALB/Tallahassee, FL OM/MD: Jeff Horn APD/MD: Rick Miller 25 REBA MCENTIRE 14 TIM MCGRAW 14 BRYAN WHITE 14 KEVIN SHARP	WYQK/Tampa, FL OM: Eric Logan PD: Beecher Martin APD/MD: Jay Roberts 10 REBA MCENTIRE 10 WARNER & BROOKS 5 ALABAMA 5 LORRIE MORGAN 5 REBA MCENTIRE	KZSN/Wichita, KS OM/MD: Pat Moyer MD: Dan Holiday 22 REBA MCENTIRE 22 WARNER & BROOKS	WRBQ/Tampa, FL PD: Ronnie Lane 13 DIAMOND RIO	WTHI/Terre Haute, IN OM/MD: Barry Kent MD: Party Marty 15 CLINT DANIELS 5 BRYAN WHITE	WIBW/Topeka, KS PD: Kevin Wagner MD: Patti Cheek 23 REBA MCENTIRE 23 ALABAMA 15 TRACY LAWRENCE 7 BRADY SEALS	KORD/Tri Cities, WA PD/MD: Rick Stewart 15 TIM MCGRAW 14 REBA MCENTIRE 14 LORRIE MORGAN 5 KEVIN SHARP 5 DARYLE SINGLETARY	KIIM/Tucson, AZ PD: Herb Crowe MD: Phil Williams 18 WILKINSONS	KVOO/Tulsa, OK OM/MD: Auld Oatman APD/MD: Steve Jackson 8 REBA MCENTIRE 8 WARNER & BROOKS 8 DARYLE SINGLETARY 8 BRYAN WHITE 8 GARY ALLAN 8 LORRIE MORGAN 8 TRACY LAWRENCE 8 KEVIN SHARP 8 MARK WILLS	WWZD/Tupelo, MS MD: Scott Kelly 12 REBA MCENTIRE 12 ALABAMA 12 JEFF CARSON	KNUE/Tyler, TX OM: Larry Kent PD/MD: Ben Moore 13 BROOKS & DUNN	WFRG/Utica-Rome, NY MD: Crickett 13 BROOKS & DUNN 13 MARK NESLER 13 GEORGE STRAIT	KJUG/Visalia, CA PD/MD: Dave Daniels 22 TIM MCGRAW 14 BRYAN WHITE 15 TRACY LAWRENCE 15 REBA MCENTIRE 15 BRYAN WHITE 7 LORRIE MORGAN	WACO/Waco, TX PD: Zack Owen APD/MD: Glenn Michaels 17 TRACY LAWRENCE 17 ALABAMA 17 LINDA DAVIS 17 SHANE STOCKTON 17 DARYLE SINGLETARY	WMZQ/Washington, DC PD: Mac Daniels MD: Jon Anthony 17 NEAL MCCOY 17 LEANN RIMES	WDEZ/Wausau, WI MD: Mark Smbba MD: Lou Stewart 7 MICHAEL PETERSON	WIRK/West Palm Beach, FL PD: Mitch Mahan APD/MD: J.R. Jackson 16 ALABAMA 16 GARY ALLAN 16 TRACY LAWRENCE 6 NEAL MCCOY 6 WARNER & BROOKS 6 DARYLE SINGLETARY 6 REBA MCENTIRE	KFDI/Wichita, KS PD: John Speer MD: Gary Righthower 5 TRACY LAWRENCE 5 RICOCHE 5 DARYLE SINGLETARY 5 GARY ALLAN 5 ALABAMA 5 LORRIE MORGAN 5 REBA MCENTIRE	WGGY/Wikes Barre, PA PD: Mark Lindow MD: Mike Krlinik 5 REBA MCENTIRE	WWOQ/Wilmington, NC PD/MD: Ron Gray 7 WARNER & BROOKS 7 MARK WILLS 7 BRADY SEALS 7 REBA MCENTIRE 7 KINLEYS 7 NEAL MCCOY	WUSQ/Winchester, VA PD: Rannly Woodward MD: Jennifer Woodward 14 ALABAMA 14 KINLEYS 14 TRACY LAWRENCE 14 GARY ALLAN 14 LONESTAR 7 NEAL MCCOY	WGTY/York, PA OM/MD: John Pellegrini MD: Denise McLain 15 RICOCHE 15 REBA MCENTIRE 15 DARYLE SINGLETARY 13 TRACY LAWRENCE	WQXK/Youngstown, OH PD: Chuck Stevens MD: Burton Lee 14 REBA MCENTIRE 14 LEANN RIMES 7 LINDA DAVIS 7 SAMMY KERSHAW 7 LONESTAR
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204 Total Reporters
204 Current Reporters
196 Current Playlists

Reported Frozen Playlist (6):
WCOS/Columbia, SC
WKCN/Columbia, GA
KVOX/Fargo, ND
WOW/Omaha, NE
WXTU/Philadelphia, PA
KRMD/Shreveport, LA

Did Not Report, Playlist Frozen (2):
WKSF/Asheville, NC
KWJ/Portland, OR

COUNTRY PLAYLISTS

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

MARKET #1
WXXY/New York
(914) 592-1071
Smith/Roth

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
35	35	35	35	TRISHA YEARWOOD/There Goes My Baby
35	35	35	35	GARTH BROOKS/To Make You Feel...
35	35	35	35	CLINT BLACK/The Shoes You're...
35	35	35	35	VINCE GILL/If You Ever Have...
25	35	35	35	TERRI CLARK/Now That I Found You
25	35	35	35	COLLIN RAYE/Can Still Feel You
25	35	35	35	SUZIE BOGGUSS/Somebody To Love
25	25	25	25	MARTINA MCBRIDE/Happy Girl
25	25	25	25	KENNY CHESNEY/That's Why I'm Here
25	25	25	25	SHANIA TWAIN/W/WHITE/From This Moment...
25	25	25	25	PAM TILLISI/Said A Prayer
25	25	25	25	PATTY LOVELESS/High On Love
25	25	25	25	FAITH HILL/W/MCGRAW/Just To Hear You...
25	25	25	25	DIAMOND RIO/You're Gone
25	25	25	25	TY HERNDONVA/Man Holdin' On
18	25	25	25	RANDY TRAVIS/The Hole
18	25	25	25	LARI WHITE/Stepping Stone
18	25	25	25	GEORGE STRAIT/True
17	25	25	25	BROOKS & DUNN/How Long Gone
25	17	17	17	GARY ALLAN/It Would Be You
18	17	17	17	DIXIE CHICKS/There's Your Trouble
18	17	17	17	DWIGHT YOAKAM/Things Change
18	17	17	17	JOHN M. MONTGOMERY/Cover You In Kisses
18	17	17	17	JO DEE MESSINA/Im Alright
18	17	17	17	MAVERICKS/Dance The Night Away
18	17	17	17	WILKINSONS/26 Cents
-	-	-	-	REBA MCENTIRE/Forever Love
-	-	-	-	BRYAN WHITE/Tree Of Hearts

MARKET #2
KZLA/Los Angeles
(323) 882-8000
Fink/Campos

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
18	19	30	42	GARTH BROOKS/To Make You Feel...
42	30	23	42	KENNY CHESNEY/That's Why I'm Here
30	42	42	42	TY HERNDONVA/Man Holdin' On
30	30	23	30	CLINT BLACK/The Shoes You're...
30	30	42	30	TERRI CLARK/Now That I Found You
18	19	19	30	FAITH HILL/W/MCGRAW/Just To Hear You...
18	19	30	30	JO DEE MESSINA/Im Alright
18	30	30	30	JOHNNY MONTGOMERY/Cover You In Kisses
30	30	42	30	SHANIA TWAIN/W/WHITE/From This Moment...
30	30	30	30	TRISHA YEARWOOD/There Goes My Baby
30	30	30	30	DWIGHT YOAKAM/Things Change
23	-	-	23	TRACY BYRD/Im From The Country
23	-	-	23	MARY CHESNUT/If I Ever Had A Boy...
23	-	-	23	TIM MCGRAW/One Of These Days
23	23	-	23	JO DEE MESSINA/Bye, Bye
23	23	-	23	GEORGE STRAIT/Just Want To...
23	23	23	23	MARK WILLIS/Do (Cherish You)
42	42	23	23	CHELY WRIGHT/Already Do
-	14	19	19	BROOKS & DUNN/How Long Gone
18	30	19	19	DIXIE CHICKS/There's Your Trouble
30	19	30	19	VINCE GILL/If You Ever Have...
18	19	19	19	COLLIN RAYE/Can Still Feel You
-	-	-	30	GEORGE STRAIT/True
18	14	30	19	RANDY TRAVIS/The Hole
18	14	14	14	LARI WHITE/Stepping Stone
18	19	19	19	WILKINSONS/26 Cents
-	-	-	14	LINDA DAVIS/Wanna Remember...
-	-	-	14	JOE DIFFIE/Texas Size Heartache
-	-	-	14	LONESTAR/Everything's Changed
-	-	-	14	PATTY LOVELESS/Like Water Into Wine
18	19	19	14	MARTINA MCBRIDE/Happy Girl
18	14	19	14	PAM TILLISI/Said A Prayer

MARKET #3
WUSN/Chicago
(312) 649-0099
Sledge/Biondo

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
20	20	36	36	FAITH HILL/W/MCGRAW/Just To Hear You
20	20	36	36	MARTINA MCBRIDE/Happy Girl
20	36	36	36	SHANIA TWAIN/W/WHITE/From This Moment...
36	36	36	36	GARTH BROOKS/To Make You Feel...
36	36	36	36	TRISHA YEARWOOD/There Goes My Baby
36	36	36	36	TY HERNDONVA/Man Holdin' On
-	14	20	20	BROOKS & DUNN/How Long Gone
20	20	20	20	TERRI CLARK/Now That I Found You
20	20	36	20	COLLIN RAYE/Can Still Feel You
36	36	36	36	CLINT BLACK/The Shoes You're...
-	-	20	20	WARINER & BROOKS/Burnin'...
14	20	20	20	JO DEE MESSINA/Im Alright
14	20	20	20	GEORGE STRAIT/True
14	20	20	20	DIXIE CHICKS/There's Your Trouble
14	20	20	20	PATTY LOVELESS/High On Love
20	20	20	20	RANDY TRAVIS/The Hole
20	20	20	20	JOHN M. MONTGOMERY/Cover You In Kisses
20	20	20	20	PAM TILLISI/Said A Prayer
20	20	20	20	VINCE GILL/If You Ever Have...
20	20	20	20	JOE DIFFIE/Texas Size Heartache
20	20	20	20	DWIGHT YOAKAM/Things Change
-	-	14	20	WILKINSONS/26 Cents
-	-	20	20	GREAT DIVIDE/Pour Me A Vacation
-	-	14	14	BILLY DEAN/Real Man
14	14	14	14	NEAL MCCOY/Love Happens Like...
14	14	14	14	CLAY WALKER/Ordinary People
14	14	14	14	RESTLESS HEART/No End To This Road
14	14	14	14	MICHAEL PETERSON/When The Bartender...
-	-	14	14	MARK WILLIS/Don't Laugh At Me
-	-	14	14	REBA MCENTIRE/Forever Love

MARKET #4
KYCY/San Francisco
(415) 391-9330
Jordan/Jordan

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
40	40	40	40	TERRI CLARK/Now That I Found You
40	40	40	40	JOE DIFFIE/Texas Size Heartache
40	40	40	40	TY HERNDONVA/Man Holdin' On
30	40	40	40	JOHN M. MONTGOMERY/Cover You In Kisses
40	40	40	40	COLLIN RAYE/Can Still Feel You
30	40	40	40	GEORGE STRAIT/True
40	40	40	40	SHANIA TWAIN/W/WHITE/From This Moment...
30	40	40	40	CLAY WALKER/Ordinary People
40	40	40	40	DAVID KERSH/Wonderful Tonight
40	40	40	40	TRISHA YEARWOOD/There Goes My Baby
30	30	30	30	DIXIE CHICKS/There's Your Trouble
30	30	30	30	LINDA DAVIS/Wanna Remember...
30	30	30	30	BROOKS & DUNN/How Long Gone
30	30	30	30	VINCE GILL/If You Ever Have...
30	30	30	30	RESTLESS HEART/No End To This Road
30	30	30	30	FAITH HILL/W/MCGRAW/Just To Hear You...
30	30	30	30	MARTINA MCBRIDE/Happy Girl
-	-	30	30	REBA MCENTIRE/Forever Love
5	30	30	30	JO DEE MESSINA/Im Alright
30	30	30	30	RANDY TRAVIS/The Hole
30	30	30	30	LARI WHITE/Stepping Stone
5	5	5	5	WILKINSONS/26 Cents
5	5	5	5	PAM TILLISI/Said A Prayer
30	30	30	30	GARTH BROOKS/To Make You Feel...
10	10	10	10	GARTH BROOKS/Two Pina Colodas
10	10	10	10	TRACY BYRD/Im From The Country
40	40	10	10	KENNY CHESNEY/That's Why I'm Here
10	10	10	10	FAITH HILL/This Kiss
10	10	10	10	TOBY KEITH/Dream Walkin'
40	40	10	10	BROOKS & DUNN & REBA/If You See Him...
10	10	10	10	TIM MCGRAW/Just To See You...
10	10	10	10	JO DEE MESSINA/Bye, Bye
10	10	10	10	GEORGE STRAIT/Just Want To...
10	10	10	10	RANDY TRAVIS/Out Of My Bones
10	10	10	10	SHANIA TWAIN/You're Still The One
10	10	10	10	STEVE WARINER/Holes In...
40	10	10	10	MARK WILLIS/Do (Cherish You)
10	10	10	10	TRISHA YEARWOOD/Perfect Love
10	10	10	10	LONESTAR/Say When
-	5	5	5	TRACY BYRD/Wanna Feel That...

MARKET #5
KPLX/Dallas
(214) 526-2400
Philips/Rivers

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
24	24	24	32	SHANIA TWAIN/W/WHITE/From This Moment...
35	35	35	32	COLLIN RAYE/Can Still Feel You
24	24	24	32	FAITH HILL/W/MCGRAW/Just To Hear You...
35	35	35	32	TERRI CLARK/Now That I Found You
24	35	35	32	DIXIE CHICKS/There's Your Trouble
24	35	35	32	GARTH BROOKS/To Make You Feel...
35	35	35	32	GEORGE STRAIT/True
35	24	24	24	TY HERNDONVA/Man Holdin' On
-	-	-	24	JOHN M. MONTGOMERY/Cover You In Kisses
35	24	24	24	MARK WILLIS/Do (Cherish You)
13	24	24	24	VINCE GILL/If You Ever Have...
35	24	24	24	BROOKS & DUNN & REBA/If You See Him...
35	35	35	24	KENNY CHESNEY/That's Why I'm Here
24	24	24	24	RANDY TRAVIS/The Hole
13	24	24	24	TRISHA YEARWOOD/There Goes My Baby
24	24	24	24	WILKINSONS/26 Cents
24	24	24	24	MARK NESLER/Used To The Pain
13	13	13	13	BROOKS & DUNN/How Long Gone
13	13	13	13	PAM TILLISI/Said A Prayer
13	13	13	13	JO DEE MESSINA/Im Alright
13	13	13	13	SUZIE BOGGUSS/Somebody To Love
13	13	13	13	LARI WHITE/Stepping Stone
13	13	13	13	DWIGHT YOAKAM/Things Change
13	13	13	13	GEORGE STRAIT/We Really...
24	13	13	13	DAVID KERSH/Wonderful Tonight
-	-	-	13	TIM MCGRAW/Where The Green...
24	35	35	12	CLINT BLACK/The Shoes You're...
35	10	10	12	GARY ALLAN/It Would Be You

MARKET #6
KYNG/Dallas
(972) 716-7800
Pearman/Tackett

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
55	55	55	55	COLLIN RAYE/Can Still Feel You
45	55	55	55	TERRI CLARK/Now That I Found You
55	55	55	55	DAVID KERSH/Wonderful Tonight
45	45	55	55	GEORGE STRAIT/True
55	55	55	55	SHANIA TWAIN/W/WHITE/From This Moment...
45	45	45	45	DIXIE CHICKS/There's Your Trouble
35	45	45	45	MARTINA MCBRIDE/Happy Girl
35	45	45	45	PAM TILLISI/Said A Prayer
45	45	45	45	FAITH HILL/W/MCGRAW/Just To Hear You...
45	45	45	45	GARTH BROOKS/To Make You Feel...
45	45	45	45	JO DEE MESSINA/Im Alright
35	35	35	35	LINDA DAVIS/Wanna Remember...
55	55	35	35	TY HERNDONVA/Man Holdin' On
10	20	35	35	JOHN M. MONTGOMERY/Cover You In Kisses
20	35	35	35	CLAY WALKER/Ordinary People
35	35	35	35	DWIGHT YOAKAM/Things Change
20	20	20	20	TRISHA YEARWOOD/There Goes My Baby
20	20	20	20	JOE DIFFIE/Texas Size Heartache
-	10	20	20	LONESTAR/Everything's Changed
10	20	20	20	RANDY TRAVIS/The Hole
-	10	20	20	CLINT DANIELS/A Fool's Progress
10	20	20	20	VINCE GILL/If You Ever Have...
-	10	20	20	RESTLESS HEART/No End To This Road
-	10	20	20	BROOKS & DUNN/How Long Gone
10	10	10	10	LARI WHITE/Stepping Stone
-	-	5	10	WILKINSONS/26 Cents
-	-	-	5	DIAMOND RIO/You're Gone

MARKET #7
WVWW/Detroit
(313) 259-4323
Roberts/Cadillac Jack

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
16	25	26	37	TERRI CLARK/Now That I Found You
16	25	26	37	DIXIE CHICKS/There's Your Trouble
26	37	37	37	TRISHA YEARWOOD/There Goes My Baby
38	37	37	37	GARTH BROOKS/To Make You Feel...
45	45	45	45	MARTINA MCBRIDE/Happy Girl
45	45	45	45	DIXIE CHICKS/There's Your Trouble
38	37	37	37	KENNY CHESNEY/That's Why I'm Here
38	37	37	37	CLINT BLACK/The Shoes You're...
38	25	37	37	MARK WILLIS/Do (Cherish You)
38	37	37	37	BROOKS & DUNN & REBA/If You See Him...
38	37	37	37	SHANIA TWAIN/W/WHITE/From This Moment...
-	15	16	26	JO DEE MESSINA/Im Alright
-	15	16	26	BROOKS & DUNN/How Long Gone
16	15	16	26	GEORGE STRAIT/True
16	25	26	26	VINCE GILL/If You Ever Have...
16	25	26	26	JOHN M. MONTGOMERY/Cover You In Kisses
16	25	26	26	MARTINA MCBRIDE/Happy Girl
26	25	26	26	FAITH HILL/W/MCGRAW/Just To Hear You...
38	25	26	26	TRACY BYRD/Im From The Country
38	37	37	37	GEORGE STRAIT/Just Want To...
38	37	26	26	TIM MCGRAW/One Of These Days
26	20	20	20	STEVE WARINER/Holes In...
38	37	37	37	LEANN RIMES/Commitment
26	-	20	20	FAITH HILL/This Kiss
20	20	20	20	GARTH BROOKS/Two Pina Colodas
20	20	20	20	SHANIA TWAIN/You're Still The One
20	20	20	20	CLINT BLACK/Nothin' But...
20	20	20	20	JO DEE MESSINA/Bye, Bye
-	-	-	15	ALAN JACKSON/It's On Loving...
-	-	-	15	RICOCHE/Honky Tonk Baby
-	-	-	5	REBA MCENTIRE/Forever Love
-	-	-	5	LEANN RIMES/Nothin' New Under...
5	5	5	5	RANDY TRAVIS/The Hole
-	15	16	15	TIM MCGRAW/Where The Green...
5	15	16	15	SAMMY KERSHAW/Honky Tonk America
5	5	5	5	JOE DIFFIE/Texas Size Heartache
5	5	5	5	LARI WHITE/Stepping Stone
16	15	16	15	PAM TILLISI/Said A Prayer
16	15	16	15	WILKINSONS/26 Cents
-	-	-	5	NEAL MCCOY/Love Happens Like...
-	-	-	5	LONESTAR/Everything's Changed

MARKET #7
WYCD/Detroit
(248) 799-0600
Haskell/Marrosio

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
20	20	45	45	DAVID KERSH/Wonderful Tonight
20	20	45	45	KENNY CHESNEY/That's Why I'm Here
45	45	45	45	GEORGE STRAIT/Just Want To...
45	45	45	45	MARTINA MCBRIDE/Happy Girl
45	45	45	45	DIXIE CHICKS/There's Your Trouble
20	45	45	45	PAM TILLISI/Said A Prayer
20	45	45	45	TERRI CLARK/Now That I Found You
20	20	45	45	CLINT BLACK/The Shoes You're...
20	20	45	45	SHANIA TWAIN/W/WHITE/From This Moment...
-	20	20</		

COUNTRY PLAYLISTS

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MARKET #13				
KMP5/Seattle (206) 443-9400 Richards/Thomas				
PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
16	11	41	41	COLLIN RAYE/ Can Still Feel You
41	41	41	41	TRISHA YEARWOOD/There Goes My Baby
28	41	41	41	TERRI CLARK/Now That I Found You
28	41	41	41	CLINT BLACK/The Shoes You're
41	41	41	41	FAITH HILL/WMCGRAW/Just To Hear You
41	41	41	41	MARK WILLIS/ Do (Cherish You)
41	41	41	41	KENNY CHESNEY/That's Why I'm Here
41	41	41	41	GARTH BROOKS/To Make You Feel
16	28	78	41	JO DEE MESSINA/ I'm Alright
78	78	78	78	BROOKS & DUNN/How Long Gone
28	28	78	78	RANDY TRAVIS/The Hole
16	78	78	78	MARTINA MCBRIDE/Happy Girl
28	78	78	78	GEORGE STRAIT/True
28	28	78	78	VINCE GILL/ If You Ever Have
28	28	78	78	SHANIA TWAIN W/WHITE/From This Moment
28	28	78	78	REBA MCBRIDE/Forever Love
-	16	16	16	SAMMY KERSHAW/Honky Tonk Amencia
-	16	16	16	DIXIE CHICKS/There's Your Trouble
16	16	16	16	WILKINSONS/26 Cents
16	16	16	16	PAM TILLISI/ Said A Prayer
16	16	16	16	JOHN M. MONTGOMERY/Cover You In Kisses
16	16	16	16	MICHAEL PETERSON/When The Bartender
16	16	16	16	MINDY MCCREARY/The Other Side
41	41	41	41	MARK WILLIS/Don't Laugh At Me
14	14	14	14	SHANIA TWAIN/You're Still The One
14	14	14	14	TIM MCGRAW/One Of These Days
28	14	14	14	LEANN RIMES/Commitment
41	14	14	14	BROOKS & DUNN & REBA/ If You See Him
14	14	14	14	GEORGE STRAIT/ Just Want To
14	14	14	14	STEVE WARNER/Holes In
14	14	14	14	KENNY CHESNEY/She's Got It All
14	14	14	14	TRISHA YEARWOOD/Perfect Love
41	14	14	14	JO DEE MESSINA/Bye, Bye
41	14	14	14	CLINT BLACK/Notin' But
14	14	14	14	TIM MCGRAW/Just To See You
14	14	14	14	TERRI CLARK/Now That I Found You
14	14	14	14	GEORGE STRAIT/One Night At A Time
14	14	14	14	KEVIN SHARP/Nobody Knows
14	14	14	14	BROOKS & DUNN/My Mana
14	14	14	14	DWIGHT YOAKAM/Things Change

MARKET #13				
KYCW/Seattle (206) 216-0965 Brenner/Coyne				
PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
21	21	47	47	COLLIN RAYE/ Can Still Feel You
47	47	47	47	TERRI CLARK/Now That I Found You
47	47	47	47	GARY ALLAN/ Would Be You
21	21	47	47	JOE DIFFIE/Texas Size Heartache
21	21	47	47	CLINT BLACK/The Shoes You're
21	21	47	47	DIXIE CHICKS/There's Your Trouble
47	47	47	47	BROOKS & DUNN & REBA/ If You See Him
21	21	21	21	MICHAEL PETERSON/When The Bartender
21	21	21	21	GARTH BROOKS/To Make You Feel
21	21	21	21	SHANIA TWAIN W/WHITE/From This Moment
15	15	15	15	JOHN M. MONTGOMERY/Cover You In Kisses
15	15	15	15	DWIGHT YOAKAM/Things Change
15	15	15	15	WILKINSONS/26 Cents
-	15	15	15	BROOKS & DUNN/How Long Gone
21	21	21	21	RANDY TRAVIS/The Hole
21	21	21	21	CLAY WALKER/Ordinary People
21	21	21	21	MARTINA MCBRIDE/Happy Girl
21	21	21	21	LARI WHITE/Stepping Stone
21	21	21	21	FAITH HILL/WMCGRAW/Just To Hear You
21	21	21	21	JO DEE MESSINA/ I'm Alright
15	15	15	15	GEORGE STRAIT/True
21	21	21	21	TRISHA YEARWOOD/There Goes My Baby
15	15	15	15	DIAMOND RIO/You're Gone
15	15	15	15	PAM TILLISI/ Said A Prayer
15	15	15	15	MINDY MCCREARY/The Other Side
-	15	15	15	SHANE STOCKTON/Gonna Have To Fall
-	15	15	15	SAMMY KERSHAW/Honky Tonk Amencia
-	15	15	15	BILLY DEAN/Real Man
15	15	15	15	WADE HAYES/How Do You Sleep
15	15	15	15	SUZY BOGGUSS/Somebody To Love
-	-	-	-	MARK WILLIS/Don't Laugh At Me
-	-	-	-	LINDA DAVIS/ I Wanna Remember
-	-	-	-	PATTY LOVELESS/High On Love
47	47	13	13	GEORGE STRAIT/ Just Want To
13	13	13	13	TOBY KEITH/Dream Walkin'
13	13	13	13	SHANIA TWAIN/You're Still The One
13	13	13	13	ALABAMA/How Do You Fall
13	13	13	13	SHANE STOCKTON/Gonna Have To Fall
13	13	13	13	JOHN M. MONTGOMERY/Love Working On You
47	13	13	13	TRACY BYRD/ I'm From The Country

MARKET #14				
KEYE/Minneapolis (612) 820-4200 Swedberg/Moon				
PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
40	40	40	40	SHANIA TWAIN W/WHITE/From This Moment
40	40	40	40	COLLIN RAYE/ Can Still Feel You
40	40	40	40	TERRI CLARK/Now That I Found You
40	40	40	40	TRISHA YEARWOOD/There Goes My Baby
40	40	40	40	GARTH BROOKS/To Make You Feel
40	40	40	40	DIXIE CHICKS/There's Your Trouble
26	26	26	26	JOE DEE MESSINA/ I'm Alright
26	26	26	26	GEORGE STRAIT/True
26	26	26	26	DIAMOND RIO/You're Gone
26	26	26	26	MARTINA MCBRIDE/Happy Girl
26	26	26	26	CLAY WALKER/Ordinary People
26	26	26	26	DAVID KERSHAW/Wonderful Tonight
26	26	26	26	FAITH HILL/WMCGRAW/Just To Hear You
26	26	26	26	PAM TILLISI/ Said A Prayer
-	26	26	26	BROOKS & DUNN/How Long Gone
18	18	26	26	DWIGHT YOAKAM/Things Change
18	18	26	26	RANDY TRAVIS/The Hole
18	18	26	26	WILKINSONS/26 Cents
-	18	18	18	TIM MCGRAW/Where The Green
18	18	18	18	VINCE GILL/ If You Ever Have
18	18	18	18	LARI WHITE/Stepping Stone
18	18	18	18	JOHN M. MONTGOMERY/Cover You In Kisses
18	18	18	18	TRACY BYRD/ I'm From The Country
18	18	18	18	CLINT DANIELS/ A Fool's Progress
10	18	18	18	LYNNS/What Am I Doing
10	18	18	18	LONESTAR/Everything's Changed
-	-	-	-	ALABAMA/How Do You Fall
-	-	-	-	MARK WILLIS/Don't Laugh At Me
10	10	10	10	MINDY MCCREARY/The Other Side
10	10	10	10	RESTLESS HEART/No End To This Road
10	10	10	10	JEFF CARSON/Shine On
10	10	10	10	LINDA DAVIS/ I Wanna Remember
-	10	10	10	BILLY DEAN/Real Man
-	10	10	10	SAMMY KERSHAW/Honky Tonk Amencia
-	10	10	10	LILA MCCANN/Yippy Ky Yay

MARKET #15				
KSDN/San Diego (619) 291-9797 Barnes				
PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
31	31	31	31	GEORGE STRAIT/ Just Want To
31	31	31	31	TY HERNDON/ A Man Holdin' On
31	31	31	31	DIXIE CHICKS/There's Your Trouble
31	31	31	31	TERRI CLARK/Now That I Found You
31	31	31	31	GARTH BROOKS/To Make You Feel
31	31	31	31	MARTINA MCBRIDE/Happy Girl
31	31	31	31	COLLIN RAYE/ Can Still Feel You
20	20	31	31	FAITH HILL/WMCGRAW/Just To Hear You
20	20	31	31	MARTINA MCBRIDE/Happy Girl
20	20	31	31	JOHN M. MONTGOMERY/Cover You In Kisses
20	20	20	20	JOE DIFFIE/Texas Size Heartache
20	20	20	20	TRISHA YEARWOOD/There Goes My Baby
20	20	20	20	PAM TILLISI/ Said A Prayer
20	20	20	20	DWIGHT YOAKAM/Things Change
20	20	20	20	SHANIA TWAIN W/WHITE/From This Moment
20	20	20	20	DIAMOND RIO/You're Gone
20	20	20	20	LARI WHITE/Stepping Stone
20	20	20	20	WILKINSONS/26 Cents
20	20	20	20	VINCE GILL/ If You Ever Have
12	20	20	20	JOE DEE MESSINA/ I'm Alright
12	20	20	20	GEORGE STRAIT/True
-	12	12	12	BROOKS & DUNN/How Long Gone
-	12	12	12	TRACY BYRD/ I'm From The Country
-	12	12	12	LONESTAR/Everything's Changed
-	12	12	12	TOBY KEITH/Dream Walkin'
14	14	14	14	STEVE WARNER/Holes In
31	31	14	14	KENNY CHESNEY/That's Why I'm Here
14	14	14	14	JOE DEE MESSINA/Bye, Bye
14	14	14	14	SHANIA TWAIN/You're Still The One
14	14	14	14	TIM MCGRAW/One Of These Days
31	14	14	14	BROOKS & DUNN & REBA/ If You See Him
14	14	14	14	TRACY BYRD/ I'm From The Country
31	31	14	14	MARK WILLIS/ Said A Prayer
12	12	12	12	WADE HAYES/How Do You Sleep
12	12	12	12	PATTY LOVELESS/High On Love
12	12	12	12	RANDY TRAVIS/The Hole
12	12	12	12	MINDY MCCREARY/The Other Side
12	12	12	12	BILLY DEAN/Real Man
12	12	12	12	SHANE STOCKTON/Gonna Have To Fall
-	12	12	12	KINLEYS/You Make It Seem
-	12	12	12	MARK WILLIS/Don't Laugh At Me

MARKET #16				
WMJC/Long Island (516) 423-6740 Asker/Alexander				
PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
26	38	38	38	SHANIA TWAIN W/WHITE/From This Moment
38	38	38	38	TY HERNDON/ A Man Holdin' On
38	38	38	38	TERRI CLARK/Now That I Found You
38	38	38	38	TRISHA YEARWOOD/There Goes My Baby
26	26	26	26	GARTH BROOKS/To Make You Feel
26	26	26	26	FAITH HILL/WMCGRAW/Just To Hear You
26	26	26	26	COLLIN RAYE/ Can Still Feel You
26	26	26	26	DIAMOND RIO/You're Gone
26	26	26	26	MARTINA MCBRIDE/Happy Girl
26	26	26	26	DIXIE CHICKS/There's Your Trouble
21	26	26	26	RANDY TRAVIS/The Hole
26	26	26	26	VINCE GILL/ If You Ever Have
26	26	26	26	GEORGE STRAIT/True
26	26	26	26	JOE DIFFIE/Texas Size Heartache
26	26	26	26	DWIGHT YOAKAM/Things Change
26	26	26	26	DIAMOND RIO/You're Gone
26	26	26	26	PAM TILLISI/ Said A Prayer
26	26	26	26	JOHN M. MONTGOMERY/Cover You In Kisses
26	26	26	26	MARK WILLIS/Don't Laugh At Me
21	21	21	21	SHANIA TWAIN/You're Still The One
21	21	21	21	TIM MCGRAW/One Of These Days
21	21	21	21	LEANN RIMES/Commitment
21	21	21	21	BROOKS & DUNN & REBA/ If You See Him
14	14	14	14	GEORGE STRAIT/ Just Want To
14	14	14	14	STEVE WARNER/Holes In
14	14	14	14	KENNY CHESNEY/She's Got It All
14	14	14	14	TRISHA YEARWOOD/Perfect Love
41	14	14	14	JO DEE MESSINA/Bye, Bye
41	14	14	14	CLINT BLACK/Notin' But
14	14	14	14	TIM MCGRAW/Just To See You
14	14	14	14	TERRI CLARK/Now That I Found You
14	14	14	14	GEORGE STRAIT/One Night At A Time
14	14	14	14	KEVIN SHARP/Nobody Knows
14	14	14	14	BROOKS & DUNN/My Mana
14	14	14	14	DWIGHT YOAKAM/Things Change

MARKET #17				
KMLE/Phoenix (602) 264-0108 Garrison/Allen				
PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
30	30	30	43	TRISHA YEARWOOD/There Goes My Baby
43	43	43	43	DIXIE CHICKS/There's Your Trouble
30	30	30	30	GEORGE STRAIT/True
30	30	30	30	SHANIA TWAIN W/WHITE/From This Moment
30	30	30	30	KENNY CHESNEY/That's Why I'm Here
43	43	43	43	FAITH HILL/WMCGRAW/Just To Hear You
43	43	43	43	GARTH BROOKS/To Make You Feel
30	30	30	30	TERRI CLARK/Now That I Found You
26	26	26	26	REBA MCBRIDE/Forever Love
26	26	26	26	JO DEE MESSINA/ I'm Alright
30	30	30	30	JOE DIFFIE/Texas Size Heartache
30	30	30	30	TY HERNDON/ A Man Holdin' On
30	30	30	30	COLLIN RAYE/ Can Still Feel You
30	30	30	30	RANDY TRAVIS/The Hole
30	30	30	30	MARK WILLIS/ Do (Cherish You)
26	26	26	26	WILKINSONS/26 Cents
26	26	26	26	VINCE GILL/ If You Ever Have
30	30	30	30	MARTINA MCBRIDE/Happy Girl
-	-	-	-	CHAD BROCK/Evangeline
-	-	-	-	LEANN RIMES/Notin' New Under
-	-	-	-	PAM TILLISI/ Said A Prayer
-	-	-	-	LONESTAR/Everything's Changed
-	-	-	-	MARK WILLIS/Don't Laugh At Me
26	26	26	26	BROOKS & DUNN/How Long Gone
26	26	26	26	JOHN M. MONTGOMERY/Cover You In Kisses
26	26	26	26	TIM MCGRAW/Where The Green
-	-	-	-	ALAN JACKSON/ I Go On Lovin'
-	-	-	-	CLAY WALKER/You're Beginning
-	-	-	-	WADE HAYES/How Do You Sleep
-	-	-	-	MARK NESLER/Used To The Pain
-	-	-	-	CLINT DANIELS/ A Fool's Progress
-	-	-	-	LINDA DAVIS/ I Wanna Remember
-	-	-	-	LARI WHITE/Stepping Stone
-	-	-	-	MICHAEL PETERSON/When The Bartender
5	26	26	5	BILLY DEAN/Real Man

MARKET #17				
KNIX/Phoenix (602) 966-6236 Daniels/Owens				
PLAYS	ARTIST/TITLE			
3W	2W	LW	TW	
38	38	39	40	KENNY CHESNEY/That's Why I'm Here
38	38	39	40	DIXIE CHICKS/There's Your Trouble
38	38	39	40	TERRI CLARK/Now That I Found You
38	38	39	40	TY HERNDON/ A Man Holdin' On
24	24	24	24	CLAY WALKER/Ordinary People
38	24	24	24	FAITH HILL/WMCGRAW/Just To Hear You
12	18	20	26	JOE DIFFIE/Texas Size Heartache
38	24	24	26	TRISHA YEARWOOD/There Goes My Baby
38	24	24	26	MARTINA MCBRIDE/Happy Girl
38	24	24	26	SHANIA TWAIN W/WHITE/From This Moment
24	24	24	26	JOE DEE MESSINA/ I'm Alright
24	24	24	26	JOHN M. MONTGOMERY/Cover You In Kisses
24	24	24	26	GEORGE STRAIT/True
20	20	20	20	TIM MCGRAW/Just To See You
20	20	20	20	CLINT BLACK/Notin' But
20	20	20	20	TRISHA YEARWOOD/Perfect Love
20	20	20	20	CLAY WALKER/Then What
20	20	20	20	DAVID KERSHAW/ I Never Stop
20	2			

COUNTRY PLAYLISTS

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

MARKET #24
KUPL/Portland, OR
(503) 223-0300
Roife/Taylor

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
25	25	25	36	KENNY CHESNEY/That's Why I'm Here
25	25	25	36	TERRI CLARK/Now That I Found You
25	25	25	36	TY HERNDON/Man Holdin' On
25	25	25	36	COLLIN RAYE/Can Still Feel You
25	25	25	36	TRISHA YEARWOOD/There Goes My Baby
25	25	25	36	GARTH BROOKS/To Make You Feel...
25	25	25	36	JO DEE MESSINA/I'm Alright
25	25	25	36	RANDY TRAVIS/The Hole
25	25	25	36	JOHN M. MONTGOMERY/Cover You In Kisses
25	25	25	36	SUZY BOGGUSS/Somebody To Love
25	25	25	36	JOE DIFFIE/Texas Size Heartache
15	15	15	25	VINCE GILL/If You Ever Have...
15	15	15	25	DIXIE CHICKS/There's Your Trouble
15	15	15	25	GARTH BROOKS/To Make You Feel...
15	15	15	25	GEORGE STRAIT/True
15	15	15	25	TERRI CLARK/Now That I Found You
15	15	15	25	SHANIA TWAIN W/WHITE/From This Moment...
15	15	15	25	JOE DIFFIE/Texas Size Heartache
15	15	15	25	TIM MCGRAW/One Of These Days
15	15	15	25	MARTINA MCBRIDE/Happy Girl
15	15	15	25	WILKINSONS/26 Cents
15	15	15	25	BRADY SEALS/I Fell
15	15	15	25	RANDY TRAVIS/The Hole
15	15	15	25	JO DEE MESSINA/I'm Alright
15	15	15	25	CLINT BLACK/The Shoes You're...
15	15	15	25	JO DEE MESSINA/I'm Alright
15	15	15	25	BROOKS & DUNN/How Long Gone
15	15	15	25	BROOKS & DUNN/How Long Gone
15	15	15	25	FAITH HILL W/MCGRAW/Just To Hear You...
15	15	15	25	TRACY BYRDE/From This Moment...
15	15	15	25	VINCE GILL/If You Ever Have...
15	15	15	25	BROOKS & DUNN/How Long Gone
15	15	15	25	DIXIE CHICKS/There's Your Trouble
15	15	15	25	LARI WHITE/Stepping Stone
15	15	15	25	PAM TILLISI/Said A Prayer
15	15	15	25	STEVE WARINER/Holes In...
15	15	15	25	PATTY LOVELESS/High On Love
15	15	15	25	NEAL MCCOY/How Long Gone
15	15	15	25	BILLY DEAN/Real Man
15	15	15	25	WARINER & BROOKS/Burnin'...
15	15	15	25	LEANN RIMES/Notin' New Under...
15	15	15	25	MILA MASON/This Heart
15	15	15	25	SAMMY KERSHAW/Honky Tonk America
15	15	15	25	WILKINSONS/26 Cents
5	5	5	5	MICHAEL PETERSON/When The Bartender...
5	5	5	5	WADE HAYES/How Do You Sleep...
5	5	5	5	LINDA DAVIS/Wanna Remember...
5	5	5	5	RESTLESS HEART/No End To This Road
5	5	5	5	GARY ALLAN/No Man In His...

MARKET #25
WUBE/Cincinnati
(513) 721-1050
Closson/Hamilton

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
35	35	35	35	COLLIN RAYE/Can Still Feel You
12	22	22	35	VINCE GILL/If You Ever Have...
35	35	35	35	TRISHA YEARWOOD/There Goes My Baby
35	35	35	35	MARK WILLIS/Do (Cherish You)
22	22	22	35	DIXIE CHICKS/There's Your Trouble
22	22	22	35	GARTH BROOKS/To Make You Feel...
12	35	35	35	GEORGE STRAIT/True
22	22	22	35	TERRI CLARK/Now That I Found You
22	22	22	35	SHANIA TWAIN W/WHITE/From This Moment...
22	22	22	35	JOE DIFFIE/Texas Size Heartache
22	22	22	35	MARTINA MCBRIDE/Happy Girl
35	35	35	35	TIM MCGRAW/One Of These Days
12	12	12	22	WILKINSONS/26 Cents
12	22	22	22	BRADY SEALS/I Fell
12	12	12	22	RANDY TRAVIS/The Hole
22	22	22	22	JO DEE MESSINA/I'm Alright
35	35	35	22	CLINT BLACK/The Shoes You're...
22	22	22	22	JO DEE MESSINA/I'm Alright
22	22	22	22	BROOKS & DUNN/How Long Gone
22	22	22	22	FAITH HILL W/MCGRAW/Just To Hear You...
22	13	13	13	CHAD BROCK/Evangeline
22	13	13	13	STEVE WARINER/Holes In...
35	13	13	13	GARY ALLAN/No Man In His...
13	13	13	13	TRISHA YEARWOOD/Perfect Love
13	13	13	13	GARTH BROOKS/Two Pina Colodas
35	35	35	13	GEORGE STRAIT/Just Want To...
13	13	13	13	SHANIA TWAIN/You're Still The One
13	13	13	13	LEANN RIMES/Commitment
35	13	13	13	TRACY BYRDE/From This Moment...
13	13	13	13	JO DEE MESSINA/Bye, Bye
13	13	13	13	FAITH HILL/This Kiss
13	13	13	13	SHANE STOCKTON/Gonna Have To Fall
12	12	12	12	CLINT DANIELS/A Fool's Progress
12	12	12	12	PAM TILLISI/Said A Prayer
22	12	12	12	BILLY DEAN/Real Man
12	12	12	12	JOHN M. MONTGOMERY/Cover You In Kisses
12	22	22	12	LARI WHITE/Stepping Stone
12	12	12	12	NEAL MCCOY/How Long Gone
12	12	12	12	TY HERNDON/Man Holdin' On
12	12	12	12	GARY ALLAN/No Man In His...

MARKET #25
WYGY/Cincinnati
(513) 721-1050
Marshall/Rider/Gerard

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
26	26	26	47	TERRI CLARK/Now That I Found You
26	26	26	47	JOE DIFFIE/Texas Size Heartache
26	47	47	47	FAITH HILL W/MCGRAW/Just To Hear You...
47	47	47	47	COLLIN RAYE/Can Still Feel You
47	47	47	47	DIXIE CHICKS/There's Your Trouble
47	47	47	47	GARTH BROOKS/To Make You Feel...
47	47	47	47	SHANIA TWAIN W/WHITE/From This Moment...
47	31	31	31	BROOKS & DUNN & REBA/If You See Him...
31	31	31	31	MARK WILLIS/Do (Cherish You)
31	31	31	31	GEORGE STRAIT/Just Want To...
31	31	31	31	TIM MCGRAW/One Of These Days
31	31	31	31	STEVE WARINER/Holes In...
31	31	31	31	TRACY BYRDE/From This Moment...
31	31	31	31	FAITH HILL/This Kiss
31	31	31	31	GARTH BROOKS/Two Pina Colodas
31	31	31	31	SHANIA TWAIN/You're Still The One
31	31	31	31	JO DEE MESSINA/Bye, Bye
16	16	16	26	BROOKS & DUNN/How Long Gone
16	16	16	26	DIAMOND RIO/You're Gone
16	16	16	26	TIM MCGRAW/Where The Green...
16	16	16	26	RANDY TRAVIS/The Hole
26	26	26	26	STEVE WARINER/Holes In...
26	26	26	26	WILKINSONS/26 Cents
26	26	26	26	KINLEYS/You Make It Seem...
26	26	26	26	DWIGHT YOAKAM/Things Change
26	26	26	26	GEORGE STRAIT/True
26	26	26	26	MARTINA MCBRIDE/Happy Girl
26	26	26	26	BRADY SEALS/I Fell
26	26	26	26	JO DEE MESSINA/I'm Alright
26	26	26	26	TRISHA YEARWOOD/There Goes My Baby
16	16	16	16	WADE HAYES/How Do You Sleep...
16	16	16	16	TRACY LAWRENCE/While You Sleep
16	16	16	16	SHANE STOCKTON/Gonna Have To Fall
16	16	16	16	CLINT DANIELS/A Fool's Progress
16	16	16	16	WARINER & BROOKS/Burnin'...
16	16	16	16	MARK WILLIS/Don't Laugh At Me
5	16	16	16	LARI WHITE/Stepping Stone
16	16	16	16	LEANN RIMES/Notin' New Under...
16	16	16	16	BILLY DEAN/Real Man
16	16	16	16	JOHN M. MONTGOMERY/Cover You In Kisses
16	16	16	16	REBA MCENTIRE/Forever Love

MARKET #26
KBEQ/Kansas City
(816) 531-2535
Kennedy/McEntire

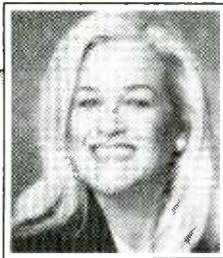
PLAYS

3W	2W	LW	TW	ARTIST/TITLE
37	37	37	37	DIXIE CHICKS/There's Your Trouble
30	30	37	37	TERRI CLARK/Now That I Found You
30	30	37	37	JOE DIFFIE/Texas Size Heartache
30	30	37	37	MARTINA MCBRIDE/Happy Girl
30	30	37	37	JO DEE MESSINA/I'm Alright
37	37	37	37	COLLIN RAYE/Can Still Feel You
37	37	37	37	GARTH BROOKS/To Make You Feel...
37	37	37	37	GEORGE STRAIT/Just Want To...
30	30	30	37	CLAY WALKER/Ordinary People
30	30	30	37	LARI WHITE/Stepping Stone
30	30	30	37	SUZY BOGGUSS/Somebody To Love
30	30	30	37	GARTH BROOKS/To Make You Feel...
24	24	30	30	LINDA DAVIS/Wanna Remember...
30	30	30	30	DIAMOND RIO/You're Gone
30	30	30	30	FAITH HILL W/MCGRAW/Just To Hear You...
30	30	30	30	DAVID KERSH/Wonderful Tonight
24	24	30	30	CHRIS LEDOUX/Runaway Love
24	24	30	30	NEAL MCCOY/How Long Gone
30	30	30	30	MINDY MCCREARY/The Other Side
24	24	30	30	JOHN M. MONTGOMERY/Cover You In Kisses
24	24	30	30	MARK NESLER/Used To The Pain
18	24	30	30	MICHAEL PETERSON/When The Bartender...
30	30	30	30	RESTLESS HEART/No End To This Road
24	24	30	30	GEORGE STRAIT/True
30	30	30	30	PAM TILLISI/Said A Prayer
30	30	30	30	SHANIA TWAIN W/WHITE/From This Moment...
18	24	30	30	WILKINSONS/26 Cents
30	30	30	30	TRISHA YEARWOOD/There Goes My Baby
30	30	30	30	DWIGHT YOAKAM/Things Change
18	24	30	30	ALABAMA/How Do You Fall...
18	24	30	30	BROOKS & DUNN/How Long Gone
18	24	30	30	WADE HAYES/How Do You Sleep...
18	24	30	30	SAMMY KERSHAW/Honky Tonk America
18	24	30	30	LONESTAR/Everything's Changed
18	24	30	30	PATTY LOVELESS/High On Love
18	24	30	30	KEVIN SHARP/If She Only Knew
18	18	24	30	RANDY TRAVIS/The Hole
18	18	24	30	WARINER & BROOKS/Burnin'...
18	18	24	30	TRACY BYRDE/From This Moment...
18	18	24	30	BILLY DEAN/Real Man
18	18	24	30	KINLEYS/You Make It Seem...

MARKET #26
KFKF/Kansas City
(816) 753-4000
Carter/Stevens

PLAYS

3W	2W	LW	TW	ARTIST/TITLE
25	25	25	35	GARTH BROOKS/To Make You Feel...
25	25	25	35	PAM TILLISI/Said A Prayer
35	35	35	35	JO DEE MESSINA/I'm Alright
35	35	35	35	COLLIN RAYE/Can Still Feel You
35	35	35	35	TRISHA YEARWOOD/There Goes My Baby
35	35	35	35	TERRI CLARK/Now That I Found You
25	25	25	35	DWIGHT YOAKAM/Things Change
25	25	25	35	MARTINA MCBRIDE/Happy Girl
25	25	25	35	FAITH HILL W/MCGRAW/Just To Hear You...
25	25	25	35	GEORGE STRAIT/Just Want To...
25	25	25	35	STEVE WARINER/Holes In...
25	25	25	35	LARI WHITE/Stepping Stone
35	35	35	35	DIXIE CHICKS/There's Your Trouble
35	35	35	35	CLINT BLACK/The Shoes You're...
15	25	25	25	JOHN M. MONTGOMERY/Cover You In Kisses
15	25	25	25	GEORGE STRAIT/True
15	25	25	25	BROOKS & DUNN & REBA/If You See Him...
15	25	25	25	VINCE GILL/If You Ever Have...
15	25	25	25	WILKINSONS/26 Cents
15	15	15	25	TRACY BYRDE/Wanna Remember...
25	25	25	25	GEORGE STRAIT/True
25	25	25	25	STEVE WARINER/Holes In...
25	25	25	25	LARI WHITE/Stepping Stone
25	25	25	25	JOE DIFFIE/Texas Size Heartache
35	25	25	25	CLINT BLACK/The Shoes You're...
15	25	25	25	JOHN M. MONTGOMERY/Cover You In Kisses
15	25	25	25	WILKINSONS/26 Cents
15	25	25	25	GEORGE STRAIT/True
15	25	25	25	BROOKS & DUNN & REBA/If You See Him...
15	25	25	25	VINCE GILL/If You Ever Have...
15	25	25	25	WILKINSONS/26 Cents
15	15	15	25	TRACY BYRDE/Wanna Remember...
25	25	25	25	GEORGE STRAIT/True
25	25	25	25	STEVE WARINER/Holes In...
25	25	25	25	LARI WHITE/Stepping Stone
25	25	25	25	JOE DIFFIE/Texas Size Heartache
35	25	25	25	CLINT BLACK/The Shoes You're...
15	25	25	25	JOHN M. MONTGOMERY/Cover You In Kisses
15	25	25	25	WILKINSONS/26 Cents
15	25	25	25	GEORGE STRAIT/True
15	25	25	25	BROOKS & DUNN & REBA/If You See Him...
15	25	25	25	VINCE GILL/If You Ever Have...
15	25	25	25	WILKINSONS/26 Cents
15	15	15	25	TRACY BYRDE/Wanna Remember...
25	25	25	25	GEORGE STRAIT/True
25	25	25	25	STEVE WARINER/Holes In...
25	25	25	25	LARI WHITE/Stepping Stone
25	25	25	25	JOE DIFFIE/Texas Size Heartache
35	25	25	25	CLINT BLACK/The Shoes You're...
15	25	25	25	JOHN M. MONTGOMERY/Cover You In Kisses
15	25	25	25	WILKINSONS/26 Cents
15	25	25	25	GEORGE STRAIT/True
15	25	25	25	BROOKS & DUNN & REBA/If You See Him...
15	25	25	25	VINCE GILL/If You Ever Have...
15	25	25	25	WILKINSONS/26 Cents
15	15	15	25	TRACY BYRDE/Wanna Remember...
25	25	25	25	GEORGE STRAIT/True
25	25	25	25	STEVE WARINER/Holes In...
25	25	25	25	LARI WHITE/Stepping Stone
25	25	25	25	JOE DIFFIE/Texas Size Heartache
35	25	25	25	CLINT BLACK/The Shoes You're...
15	25	25	25	JOHN M. MONTGOMERY/Cover You In Kisses
15	25	25	25	WILKINSONS/26 Cents
15	25	25	25	GEORGE STRAIT/True
15	25	25	25	BROOKS & DUNN & REBA/If You See Him...
15	25	25	25	VINCE GILL/If You Ever Have...
15	25	25	25	WILKINSONS/26 Cents
15	15	15	25	TRACY BYRDE/Wanna Remember...
25	25	25	25	GEORGE STRAIT/True
25	25	25	25	STEVE WARINER/Holes In...



CAROL ARCHER

Art And Commerce At A Crossroads

□ Some of the industry's most creative figures tackle big issues at convention session

By any measure, assembling 16 of the music and radio industries' legendary creative forces on a panel about their goals was an ambitious undertaking. But the moderator, KSSJ/Sacramento PD Steve Williams, probed the issues beneath the high concept, and a passionate discussion ensued during R&R Convention '98's NAC/Smooth Jazz session, "The Intersection Of Art & Commerce."

Among the panelists were GRP Chairman Tommy LiPuma, guitarist (and i.e. music co-owner) Lee Ritenour, N2K VP/A&R Carl Griffin, Instinct co-Pres. Gerald Helm, Zebra President Ricky Schultz, keyboardist/producer Jeff Lorber, Verve's Bud Harner, producer Paul Brown, KTWV/Los Angeles' Ralph Stewart, KKSF/San Francisco's Blake Lawrence, WJJZ/Philadelphia's Anne Gress, KOAI/Dallas' Mike Fischer, KYOT/Phoenix's Nick Francis, KIFM/San Diego's Kelly Cole, KWJZ/Seattle's Carol Handley, and imageradio "Jamz" & "Q-Storm" PD Ron Cadet. The session was sponsored by i.e. music.

Fostering Genuine Artistic Merit

Honoring LiPuma's seminal influence on the founding of NAC through his work with artists such as David Sanborn, George Benson, and Michael Franks in the early '70s, Williams noted LiPuma's early reconciliation of the need to sell records with creating projects of genuine artistic merit. "It's flattering to hear that maybe you were responsible for the start of a format," LiPuma responded, "but the first thing I thought of with those artists was the excitement they generated in me. Jerry Wexler once told me that every A&R man needs a rabbi, and I'm lucky those 'rabbis' let me do what I liked. The rest was up to God and radio."

If you become formatted, how do you avoid becoming stale? You've got to take risks, whether you're signing an act or programming a radio station.

— Tommy LiPuma

Francis added, "A radio guy is responsible to his bosses, company, and listeners, but each of us is in this business because it's crucial to our lives. For me, it's very spiritual. Music has lifted me up many times, made ecstatic moments, and helped me get through my days. The hardest part for a program director who is a music lover is the demand to reach the widest audience possible. That means that some great music by great artists — ones with deep appeal, but not wide appeal — won't get played."

Williams told Griffin he has often wished he could participate in the A&R process. "Would you want me to program your station?" was Griffin's immediate retort. "The separation of church and state is important to keep the balance correct. The

A&R executive is hired with a company's goal in mind, not just a format's or a market's."

Fischer: The creative process is dramatically different from playing it on the radio.

Lorber: Our goals are similar. An artist's is to sell records, but radio, in its quest to get ratings, may play music that sounds like background music — the kind that's played in stores and offices, the kind that doesn't bother anyone — and music that people don't really pay attention to or care about may be music that no one is inspired to buy.

Handley: I've got 50 CDs to go through on my desk right now, and as PD, MD, and midday host, that is my challenge. But we also have tools. We spend a lot of money on research, and we try to find out what our audience considers hits.

Ritenour (who now balances life as an artist with making critical commercial decisions as a label owner): We have a chance to be more creative because we can find a musical way to help the commerce. Eric Marienthal made *Easy Street* for i.e. last year. He's had a lot of success with radio, and we're at a point where we want to sell more records with him. He's great looking, a great jazz player — with roots to Chick Corea — as well as a great NAC player. So, we took the concept of doing a Cannonball Adderly tribute for the new album, taking tunes like "Mercy, Mercy" and "Walk Tall" and contemporizing them, similar to what I did with *Wesbound* and *Twist Of Jobim*. Suggesting that idea was my contribution to the album, and it took him to a new level of inspiration and playing. Anytime you can find a writer like a Jobim or Adderly, I'll do that record, because it's about the songs and the melody, isn't it?

Lawrence: What I hear too much of is music made for the radio and not from the artist's heart. But it's from-the-heart that makes it onto the air. What's formula can only be as good as what's already out there now, because they are attempting to copy. I look for that subtle nuance that makes it something you haven't heard before. That's what separates the good from the just okay.

Brown: I just worked with George Benson, which was a whole other experience. Every artist is on their own level artistically, and George has very strong intuition about music and what he wants to do. Other artists may want the producer to give them everything, and they'll play on it. Whatever makes the strongest statement is the way I want to go.



THE STAR-SPANGLED PANEL — The NAC/Smooth Jazz creative panel at R&R Convention '98 showcased the passion of its participants and sponsor (i.e. music), all seen above.

Griffin: As an A&R man, sometimes I'm told a loop is too hard or the sax is too loud. We wind up formulating the music for a format. We're in that bind between letting the music be the music and satisfying radio with a remix.

Helm: At Instinct, as we were learning, we had to listen to Smooth Jazz radio, because it's important to be able to explain to the artists we deal with what the needs are if they're going to make a living.

Gress: Acid jazz is a good texture for us in Philadelphia. Just like any other song, it has to have good melody and playing, but we've done some great things with Instinct, because they fit hand-in-glove. Acid jazz is adventurous for us.

Cadet: One must consider the goal. Is it your goal to provide a utility to your listener or to provide an experience? A lot of people think you can only do one of both — either be easy to listen to or a total art experience. I think you can do both, and acid jazz is a chance to do something different. Whether they test well or not, they are the kinds of songs people will remember and talk about, spreading the word about your station.

Handley: Every time I add a current, I step out on a song that hasn't tested. We have to give our audience some credit and trust them ... and ourselves. A cool tune is a cool tune. And remember that these listeners are adults — but they're not dead. They want to hear and live with a good hook and a good groove.

Stewart: You have to have an element of risk. Risk should be built into your clock to grow the radio station. Take your research and find as many spots of familiarity as you can and put the risks between them.

Fischer: As programmers, we don't know it all. I was a little late on "Down To The Bone," but the audience told me — twice in research — that I was wrong not to play it.

Harner: Our records that are most successful have something

different that breaks through, and that's the tricky part for a promotion person at the beginning of a project. I remember working the first Rick Braun album and being told by radio every day, "We don't play trumpet."

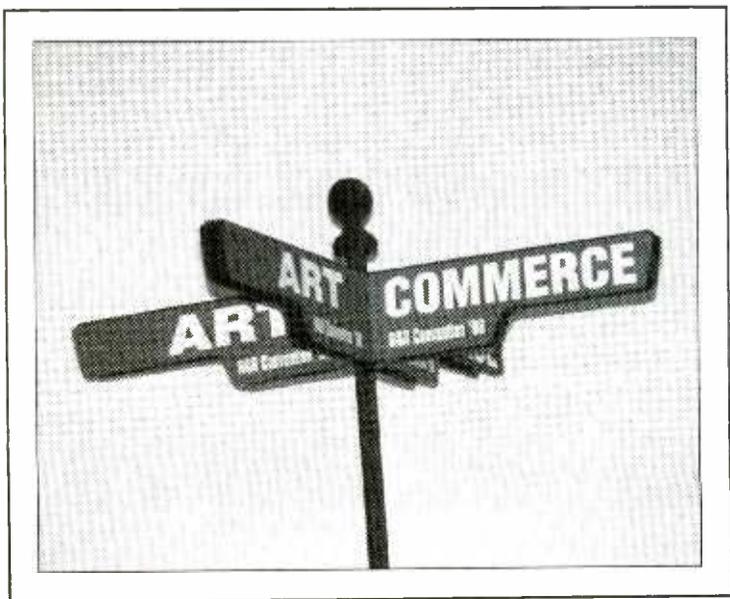
Schultz: Most labels are looking for great artists; there's a distinction between an excellent musician and a great artist. There's got to be an element of vision, a sense of soul. They've got to take chances and not be afraid to speak truly and openly from their heart without other considerations. Jaco Pastorius was an innovator, a truly gifted artist. A lot of the fusion groups made great music that didn't intersect with radio of the time,

but they found an audience that they excited through performances and created their successes. Weather Report had a breakthrough during Jaco's tenure with the tune "Birdland," which crossed over. That was a moment when all those elements came together and something that wasn't thought to be

mass-appeal reached the masses. When you try to figure out what's mass-appeal, there isn't any magic formula. If you survey the history of our format — or any format — the types of compelling melodies that have broken through from other genres represent a complex quilt. There was a time when jazz was the popular music of this country and people were dancing to it. With any luck, we'll see touch dancing come back, and maybe jazz will be the popular music of the country again.

LiPuma: Before Picasso came up with his own style, he painted like the traditional artists. It's the same with music: People are influenced by what came before them, and then they find their own voice. If you become formatted, how do you avoid becoming stale? You've got to take a chance, whether you're signing an act or programming a radio station.

The second part of this column will run in two weeks.



JULY 17, 1998

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
2	2	1	1	KIM WATERS Nightfall (<i>Shanachie</i>)	969	1009	963	895	49/0
1	1	2	2	RICHARD ELLIOT In The Groove (<i>Metro Blue/Blue Note</i>)	839	998	1009	958	45/0
9	8	4	3	KENNY G Baby G (<i>Arista</i>)	810	729	591	548	45/0
7	6	6	4	GREGG KARUKAS Blue Touch (<i>I.E./Verve</i>)	730	649	630	618	43/0
5	3	5	5	GEORGE BENSON Standing Together (<i>GRP</i>)	723	727	709	664	52/0
4	4	3	6	FOUR 80 EAST Eastside (<i>Cargo/MCA</i>)	723	734	663	670	41/0
13	12	9	7	STEVE COLE When I Think Of You (<i>Bluemoon/Atlantic</i>)	689	591	530	487	50/0
18	13	8	8	FOURPLAY Still The One (<i>Warner Bros.</i>)	651	596	525	433	49/1
14	15	7	9	LEE RITENOUR Ooh-Yeah (<i>I.E./Verve</i>)	643	609	515	461	51/1
12	11	10	10	CANDY DULFER Smooth (<i>N2K Encoded Music</i>)	604	578	536	493	45/1
26	16	15	11	MARC ANTOINE Sunland (<i>GRP</i>)	572	488	446	344	48/1
10	14	11	12	CHRIS STANDRING Cool Shades (<i>Instinct</i>)	566	563	517	511	45/0
19	19	16	13	PAUL HARDCASTLE Shelbi (<i>JVC/JMI</i>)	520	458	424	428	40/0
11	9	14	14	B-TRIBE Sometimes (<i>Atlantic</i>)	492	516	563	503	38/0
—	25	18	15	JIM BRICKMAN /DAVE KOZ Partners In Crime (<i>Windham Hill</i>)	460	409	359	255	45/4
—	30	19	16	RONAN HARDIMAN Love Song (<i>Philips</i>)	456	404	301	203	38/2
3	5	12	17	BRIAN BROMBERG By The Fireplace (<i>Zebra</i>)	409	553	631	691	32/0
6	7	13	18	JONATHAN BUTLER Dancing On The Shore (<i>N2K Encoded Music</i>)	400	543	619	660	32/0
25	22	20	19	RAMSEY LEWIS Fragile (<i>GRP</i>)	398	396	377	352	39/1
30	26	22	20	PEACE OF MIND Peace Of Mind (<i>Nu Groove</i>)	396	378	342	287	37/2
—	—	28	21	SOUL BALLET Blu Girl (<i>Countdown/Unity</i>)	384	315	274	231	40/1
16	21	26	22	BRIAN CULBERTSON On My Mind (<i>Bluemoon/Atlantic</i>)	368	354	395	439	33/0
8	10	17	23	BRAXTON BROTHERS Happy Again (<i>Windham Hill Jazz</i>)	360	426	556	577	30/0
23	20	25	24	BOB JAMES Love Is Where (<i>Warner Bros.</i>)	349	364	406	375	32/0
17	18	21	25	DAKOTA MOON A Promise I Make (<i>Elektra/EEG</i>)	349	379	429	435	28/0
27	28	27	26	AVENUE BLUE Seventh Heaven (<i>Mesa/Bluemoon/Atlantic</i>)	342	346	324	310	37/1
21	23	23	27	BRYAN SAVAGE Kaleidoscope (<i>Higher Octave</i>)	338	376	371	383	31/0
—	—	30	28	SIMPLY RED Mellow My Mind (<i>EastWest/EEG</i>)	315	275	272	263	24/2
15	17	24	29	CHRIS CAMOZZI Swing Shift (<i>Discovery</i>)	298	371	444	442	30/0
29	29	29	30	MARIAH CAREY My All (<i>Columbia</i>)	288	288	310	299	22/0

This chart reflects airplay from July 1-7. Songs ranked by total plays. Highlighted songs indicate Breaker. 53 NAC reporters. 49 current playlists. © 1998, R&R Inc.

BREAKERS®

No Songs Qualified For Breaker Status This Week

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
GEORGE BENSON Fly By Night (<i>GRP</i>)	20
MARILYN SCOTT The Look Of Love (<i>Warner Bros.</i>)	9
CHUCK LOEB Beneath The Light (<i>Shanachie</i>)	6
ED HAMILTON Fly Like An Eagle (<i>Shanachie</i>)	5
KEIKO MATSUI Forever, Forever (<i>Countdown/Unity</i>)	5
SHAKATAK Walk In The Night (<i>Instinct</i>)	5
JIM BRICKMAN /DAVE KOZ Partners In Crime (<i>Windham Hill</i>)	4
JONATHAN BUTLER New Life (<i>N2K Encoded Music</i>)	3
BONEY JAMES Innocence (<i>Warner Bros.</i>)	3
DUNCAN MILLAR Little Ray Of Sunshine (<i>Instinct</i>)	3
CECE WINANS What About You (<i>PMG/Atlantic</i>)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
CHUCK LOEB Beneath The Light (<i>Shanachie</i>)	+139
ED HAMILTON Fly Like An Eagle (<i>Shanachie</i>)	+111
MARILYN SCOTT The Look Of Love (<i>Warner Bros.</i>)	+107
STEVE COLE When I Think Of You (<i>Bluemoon/Atlantic</i>)	+98
MARC ANTOINE Sunland (<i>GRP</i>)	+84
KENNY G Baby G (<i>Arista</i>)	+81
GREGG KARUKAS Blue Touch (<i>I.E./Verve</i>)	+81
SOUL BALLET Blu Girl (<i>Countdown/Unity</i>)	+69
PAUL HARDCASTLE Shelbi (<i>JVC/JMI</i>)	+62
CECE WINANS What About You (<i>PMG/Atlantic</i>)	+57

Breakers: Songs registering 400 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

NEW & ACTIVE

JOYCE COOLING Imagine That (*Heads Up*)
Total Plays: 283, Total Stations: 30, Adds: 1

CHUCK LOEB Beneath The Light (*Shanachie*)
Total Plays: 281, Total Stations: 36, Adds: 6

ACOUSTIC ALCHEMY The Better Shoes (*GRP*)
Total Plays: 279, Total Stations: 29, Adds: 1

JOE MCBRIDE Midnight In Madrid (*Heads Up*)
Total Plays: 272, Total Stations: 37, Adds: 0

BONEY JAMES Innocence (*Warner Bros.*)
Total Plays: 259, Total Stations: 34, Adds: 3

DOWN TO THE BONE Staten Island Groove (*Nu Groove*)
Total Plays: 237, Total Stations: 17, Adds: 0

ED HAMILTON Fly Like An Eagle (*Shanachie*)
Total Plays: 198, Total Stations: 26, Adds: 5

JOHN TESH Grand Passion (*GTSP*)
Total Plays: 188, Total Stations: 22, Adds: 1

LOUIE SHELTON Satin Dreams (*Sin-Drome*)
Total Plays: 180, Total Stations: 19, Adds: 1

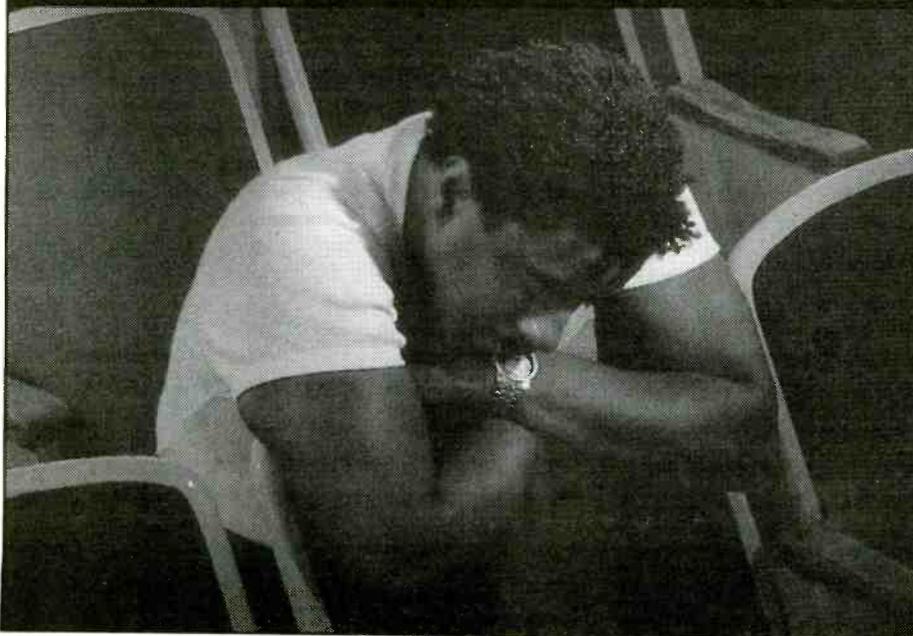
KHANI COLE You've Made Me So Very... (*Fahrenheit*)
Total Plays: 170, Total Stations: 18, Adds: 1

MARILYN SCOTT The Look Of Love (*Warner Bros.*)
Total Plays: 141, Total Stations: 20, Adds: 9

SHAKATAK Walk In The Night (*Instinct*)
Total Plays: 129, Total Stations: 15, Adds: 5

Songs ranked by total plays

The new single from one of the fastest rising stars in Smooth Jazz today



Doc Powell

"Ellie's Theme"

(Shaft Soundtrack)

Impact Date: July 23

© 1998 Sire Records Group



NAC/SMOOTH JAZZ ALBUMS

JULY 17, 1998

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	EMPHASIS TRACKS (PLAYS)
2	2	2	1	KIM WATERS Love's Melody (Shanachie)	969	-40	"Nightfall" (969)
1	1	1	2	RICHARD ELLIOT Jumpin' Off (Metro Blue/Blue Note)	864	-158	"Groove" (839) "Kiss" (15)
9	8	5	3	KENNY G Greatest Hits (Arista)	819	+81	"Baby" (810) "Send" (8)
4	3	3	4	GEORGE BENSON Standing Together (GRP)	794	+13	"Standing" (723) "Fly" (36)
7	6	6	5	GREGG KARUKAS Blue Touch (I.E./Verve)	766	+78	"Blue" (730) "Havana" (23)
5	4	4	6	FOUR 80 EAST The Album (Cargo/MCA)	740	-11	"Eastside" (723) "Table" (9)
13	13	9	7	STEVE COLE Stay Awhile (Bluemoon/Atlantic)	698	+98	"Think" (689) "Again" (9)
15	15	7	8	LEE RITENOUR This Is Love (I.E./Verve)	665	+52	"Ooh-Yeah" (643) "Can" (16)
22	14	10	9	FOURPLAY 4 (Warner Bros.)	656	+60	"Still" (651) "Vest" (5)
12	12	12	10	CANDY DULFER For The Love Of You (N2K Encoded Music)	608	+26	"Smooth" (604) "You" (4)
10	11	11	11	CHRIS STANDRING Velvet (Instinct)	596	+3	"Shades" (566) "Victoria" (30)
30	17	16	12	MARC ANTOINE Madrid (GRP)	572	+84	"Sunland" (572)
20	19	17	13	PAUL HARDCASTLE Cover To Cover (JVC/JMI)	528	+62	"Shelbi" (520) "Paradise" (8)
11	10	14	14	B-TRIBE Sensual Sensual (Atlantic)	492	-24	"Sometimes" (492)
3	5	8	15	BRIAN BROMBERG You Know That Feeling (Zebra)	475	-126	"Fireplace" (409) "Hero" (47)
—	27	19	16	JIM BRICKMAN Visions Of Love (Windham Hill)	471	+59	"Partners" (460) "Heart" (11)
—	—	22	17	RONAN HARDIMAN Solas (Philips)	456	+52	"Love" (456)
8	9	15	18	VARIOUS ARTISTS Melrose Place Jazz (Windham Hill Jazz)	437	-52	"Happy" (360) "Before" (62)
28	26	20	19	RAMSEY LEWIS Dance Of The Soul (GRP)	410	+2	"Fragile" (398) "Sub" (8)
6	7	13	20	JONATHAN BUTLER Do You Love Me? (N2K Encoded Music)	410	-142	"Shore" (400) "Elizabeth" (10)
23	22	18	21	BRYAN SAVAGE Soul Temptation (Higher Octave)	397	-35	"Kaleidoscope" (338) "Temptation" (54)
—	29	25	22	PEACE OF MIND Journey To... (Nu Groove)	396	+18	"Peace" (396)
14	21	21	23	SIMPLY RED Blue (EastWest/EEG)	396	-11	"Mellow" (315) "Air" (77)
19	25	29	24	BRIAN CULBERTSON Secrets (Bluemoon/Atlantic)	386	+28	"Mind" (368) "Straight" (11)
17	18	23	25	DOWN TO THE BONE From Manhattan To Staten (Nu Groove)	385	+5	"Staten" (237) "Brooklyn" (148)
DEBUT	—	—	26	SOUL BALLET Trip The Night Fantastic (Countdown/Unity)	384	+69	"Blu" (384)
—	28	28	27	AVENUE BLUE Nightlife (Mesa/Bluemoon/Atlantic)	358	-6	"Seventh" (342) "Always" (8)
25	23	27	28	BOB JAMES Playin' Hooky (Warner Bros.)	352	-16	"Where" (349) "Mind" (3)
21	20	24	29	DAKOTA MOON Dakota Moon (Elektra/EEG)	349	-30	"Promise" (349)
—	—	—	30	BONEY JAMES Sweet Thing (Warner Bros.)	331	+34	"Innocence" (259) "Rain" (37)

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
ED HAMILTON Groovology (Shanachie)	6
CHUCK LOEB The Moon, The Stars... (Shanachie)	5
VARIOUS ARTISTS Welcome To The Jazz (Instinct)	5
JIM BRICKMAN Visions Of Love (Windham Hill)	4
MARILYN SCOTT Avenues Of Love (Warner Bros.)	4
DUNCAN MILLAR Dream Your Dream (Instinct)	3
CECE WINANS Everlasting Love (PMG/Atlantic)	3

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ED HAMILTON Groovology (Shanachie)	+125
CHUCK LOEB The Moon, The Stars... (Shanachie)	+125
STEVE COLE Stay Awhile (Bluemoon/Atlantic)	+98
MARC ANTOINE Madrid (GRP)	+84
KENNY G Greatest Hits (Arista)	+81
GREGG KARUKAS Blue Touch (I.E./Verve)	+78
SOUL BALLET Trip The Night Fantastic (Countdown/Unity)	+69
MARILYN SCOTT Avenues Of Love (Warner Bros.)	+64
PAUL HARDCASTLE Cover To Cover (JVC/JMI)	+62
FOURPLAY 4 (Warner Bros.)	+60
JIM BRICKMAN Visions Of Love (Windham Hill)	+59
CECE WINANS Everlasting Love (PMG/Atlantic)	+57
RONAN HARDIMAN Solas (Philips)	+52
LEE RITENOUR This Is Love (I.E./Verve)	+52
JOE MCBRIDE Double Take (Heads Up)	+39

This chart reflects airplay from July 1-7. Albums ranked by total plays, with plays from all cuts from an album combined. 53 NAC reporters. 49 current playlists. © 1998, R&R Inc.

NAC NOTES By Carol Archer

George Benson's "Fly By Night" (GRP) is an automatic add (earning an out-of-the-box recommendation from Broadcast Architecture and Most Added status with 20 stations coming aboard this week alone) for a very good reason: It's so tasty, listeners may want to lick their radios. An excellent follow-up to "Standing Together," it's simply a great record. Period.

Watch **Chuck Loeb's** "Beneath The Light" (Shanachie) make some smart moves during the next couple of weeks. Rotation increases are huge on this fine track, which earns Most Increased with a gain of 139 plays.

Luther Vandross' 14th solo album, *I Know* — the maiden outing for his new label home, (LV/Virgin)— is masterful. Possessed of one of the most beautiful singing voices in all creation, Vandross simply soars on this project. The beautiful title track brims with passion and optimism, and his vocal performance is sublime. Add Stevie Wonder's charming harmonica lines and Cassandra Wilson's backing vocal to the equation, and the effect is sheer magic. I know ... this song is a smash!

Rave reviews — first in the *Los Angeles Times*, then on NPR — sent me in search of **Rufus Wainwright's**

eponymous debut on **DreamWorks**. You know this kid's got music in his DNA, because he's the son of Loudon Wainwright III and Kate McGarrigle, but he's eclipsed most of the singer/songwriters of his generation with his first effort. His songs are truly remarkable and he's a wonderful singer, too. Wainwright makes me feel the way I did upon hearing Harry Nilsson for the first time so many years ago, and that's a very good thing. If you don't know your DreamWorks rep, call Marc Ratner at (310) 234-7700 to get a copy. Thank me later.

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- #1 Miami/Ft. Laud./Hollywood
- #1 New York
- #1 Monmouth/Ocean
- #1 Columbus
- #1 Charlotte/Gastonia/Rock Hill
- #1 Orlando



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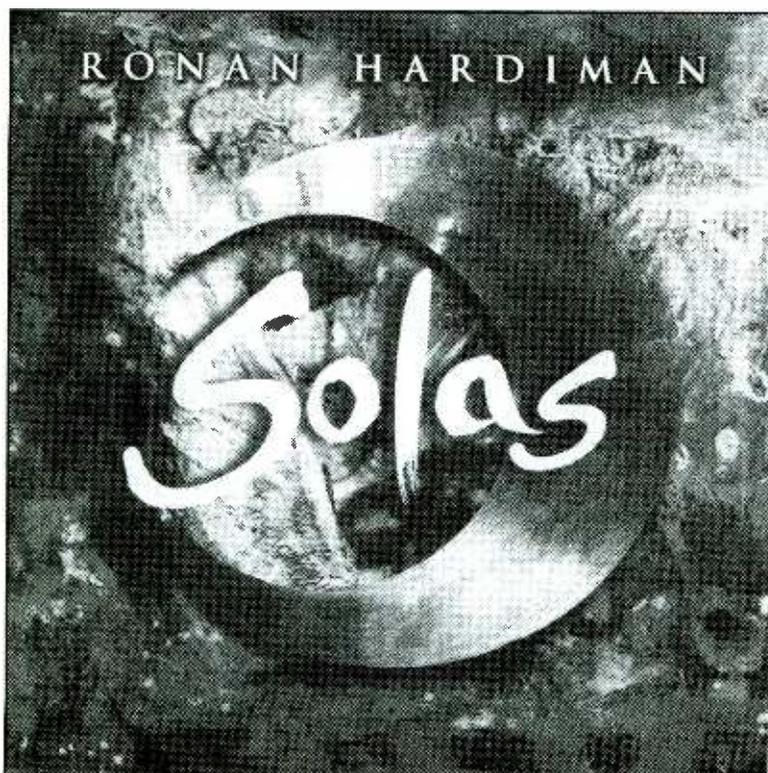
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NAC/SMOOTH JAZZ REPORTERS

Stations and their adds by track listed alphabetically by market

<p>WHRL/Albany, NY OM/PD: Brant Curtiss No Adds</p>	<p>WNWV/Cleveland, OH PD/MD: Bernie Kimble GEORGE BENSON "Fly" CECE WINANS "What" MARILYN SCOTT "Look"</p>	<p>KCIY/Kansas City, MO PD: Bret Michael MD: Michelle Chase No Adds</p>	<p>WVCO/Myrtle Beach, SC OM/PD: Earl Taylor No Adds</p>	<p>KCLC/St. Charles, MO PD: Rich Reigert MD: Chris Kurtz SIMPLY RED "Mellow" KEIKO MATSUI "Forever" ANGELIQUE KIDJO "Voodoo" TIM WEISBERG "Summertime" LISA LAUREN "Can't" MARILYN SCOTT "Look"</p>	<p>WHCD/Syracuse, NY PD: Butch Charles APD/MD: Kenny Dees CECE WINANS "What" MARILYN SCOTT "Look" CHUCK LOEB "Beneath" AVENUE BLUE "Seventh"</p>
<p>KNIK/Anchorage, AK GM/PD: Dean Williams MD: John Clarke KEITH ROBINSON "World" MARILYN SCOTT "Look" DANNY FEDERICI "Flemington" GEORGE BENSON "Fly" KERRY MOI "Jasmine" LISA LAUREN "Prudence" LEE OSKAR "Player" JONATHAN BUTLER "New" JIMMY SOMMERS "Promise" ED HAMILTON "Only"</p>	<p>WZJZ/Columbus, OH PD/MD: Bill Harman DAN SIEGEL "Starry" ACOUSTIC ALCHEMY "Passion"</p>	<p>WEZV/Lafayette, IN PD/MD: Bob Miller No Adds</p>	<p>WJCD/Norfolk, VA OM/PD: Maxine Todd MD: Larry Hollowell MARC ANTOINE "Sunland" BRICKMAN F/KOZ "Partners"</p>	<p>KBZN/Salt Lake City, UT PD: Rob Riesen ED HAMILTON "Fly"</p>	<p>WJZT/Tallahassee, FL PD: Denny Alexander KHANI COLE "Happy" ED HAMILTON "Fly" CHUCK LOEB "Beneath" SHAKATAK "Walk" MARILYN SCOTT "Look" CECE WINANS "What"</p>
<p>WJZF/Atlanta, GA PD/MD: Mark Edwards BRICKMAN F/KOZ "Partners" RAMSEY LEWIS "Fragile"</p>	<p>KOAI/Dallas, TX PD: Michael Fischer PEACE OF MIND "Peace" ED HAMILTON "Fly"</p>	<p>KTWV/Los Angeles, CA PD: Chris Brodie APD/MD: Ralph Stewart No Adds</p>	<p>WLOQ/Orlando, FL PD: Steve Huntington MD: Lee Hogan SHAKATAK "Walk"</p>	<p>KCJZ/San Antonio, TX PD: Norm Miller MD: Bobby Duncan GEORGE BENSON "Fly" JOHN TESH "Grand" ED HAMILTON "Fly"</p>	<p>WSJT/Tampa, FL PD/MD: Ross Block BONEY JAMES "Innocence" RONAN HARDIMAN "Love" JOYCE COOLING "Imagine" RANDY CRAWFORD "Silence"</p>
<p>KAJZ/Austin, TX PD: Ted Carson MD: Candace Andrews CANDY DULFER "Smooth" LOUIE SHELTON "Satin" CHUCK LOEB "Beneath" PAUL HOWARDS "Dcadence" GEORGE BENSON "Fly" SPYRO GYRA "Friends" FOURPLAY "Still" DUNCAN MILLAR "Ray"</p>	<p>JRN/Denver, CO PD: Steve Hibbard MD: Greg Allen BRIAN HUGHES "Stringbean" GEORGE BENSON "Fly"</p>	<p>WLVE/Miami, FL PD: Gregg Steele No Adds</p>	<p>WJZZ/Philadelphia, PA PD: Ann Gress MD: Michael Tozzi GEORGE BENSON "Fly"</p>	<p>KIFM/San Diego, CA APD/MD: Kelly Cole CHUCK LOEB "Beneath" PEACE OF MIND "Peace"</p>	<p>KOAS/Tulsa, OK PD/MD: Ron Allen ALFONZO BLACKWELL "Passion" RONAN HARDIMAN "Love"</p>
<p>KSMJ/Bakersfield, CA PD/MD: Joel Widdows GEORGE BENSON "Fly"</p>	<p>KHIH/Denver, CO PD: Becky Taylor MD: Cheri Marquart GEORGE BENSON "Fly"</p>	<p>WJZI/Milwaukee, WI PD: Chris Moreau SHAKATAK "Walk" SIMPLY RED "Mellow"</p>	<p>KYOT/Phoenix, AZ PD/MD: Nick Francis BRIAN BROMBERG "September" LEE RITENOUR "Ooh-Yeah"</p>	<p>KBLX/San Francisco, CA PD: Kevin Brown MD: Ken Glaser KEITH ROBINSON "Let"</p>	<p>WJZW/Washington, DC PD: Kenny King GEORGE BENSON "Fly"</p>
<p>WSJZ/Boston, MA PD/MD: Shirley Maldonado SOUL BALLET "Blu" GEORGE BENSON "Fly" TIM WEISBERG "Summertime"</p>	<p>WVMV/Detroit, MI PD: Tom Sleeker MD: Sandy Kovach BONEY JAMES "Innocence"</p>	<p>KMJZ/Minneapolis, MN PD: Rob Moore GEORGE BENSON "Fly" MARILYN SCOTT "Look" SHAKATAK "Walk" GINO VANNELLI "Slow"</p>	<p>WJPP/Pittsburgh, PA PD: Carl Anderson MD: Herschel CHUCK LOEB "Beneath" GEORGE BENSON "Fly"</p>	<p>KKSF/San Francisco, CA VP/Prog.: Paul Goldstein MD: Blake Lawrence GEORGE BENSON "Fly"</p>	<p>KWSJ/Wichita, KS MD: Dallas Scott JOSEPH VINCELLI "Love"</p>
<p>WCCJ/Charlotte, NC PD/MD: Greg Morgan KIRK WHALUM "Need" ACOUSTIC ALCHEMY "Shoes" OPEN DOOR "Curved"</p>	<p>WGUF/Ft. Myers, FL PD/MD: John Conrad KERRY MOI "Jasmine" MARILYN SCOTT "Look" DUNCAN MILLAR "Ray"</p>	<p>KSRB/Mission Viejo, CA OM: Terry Wedel MD: Wally Davidson CHUCK LOEB "Beneath" ALFONZO BLACKWELL "Passion"</p>	<p>KKJZ/Portland, OR PD: Paul Warren MD: Hal Murray GEORGE BENSON "Fly" RANDY CRAWFORD "Silence" SHAKATAK "Walk" KEIKO MATSUI "Forever"</p>	<p>KJZY/Santa Rosa, CA PD: Gordon Zlot MD: Rob Singleton FOURPLAY "Vest" BRICKMAN F/KOZ "Partners"</p>	<p>53 Total Reporters 53 Current Reporters 49 Current Playlists</p>
<p>WNUA/Chicago, IL VP/Prog: Paul Goldstein APD/MD: Steve Stiles GEORGE BENSON "Fly"</p>	<p>KEZL/Fresno, CA PD/MD: Mike Vasquez GEORGE BENSON "Fly"</p>	<p>KRVR/Modesto, CA PD: Jim Bryan MD: Doug Wulff GEORGE BENSON "Fly" KEIKO MATSUI "Forever" DUNCAN MILLAR "Ray"</p>	<p>WSMJ/Richmond, VA PD/MD: Tommy Fleming BONEY JAMES "Innocence" GEORGE BENSON "Fly" CRAIG CHAQUICO "Holding" KEIKO MATSUI "Forever" JONATHAN BUTLER "New"</p>	<p>KWJZ/Seattle, WA PD/MD: Carol Handley GEORGE BENSON "Fly" JONATHAN BUTLER "New"</p>	<p>Reported Frozen Playlist (2): WVAE/Cincinnati, OH KMGQ/Santa Barbara, CA</p>
	<p>WFSJ/Jacksonville, FL PD: Hank Dole MD: Craig Williams BRICKMAN F/KOZ "Partners" ED HAMILTON "Fly" MARILYN SCOTT "Look"</p>	<p>KXDC/Monterey, CA PD/MD: Scott O'Brien TONY DARREN "Late" GEORGE BENSON "Fly" KEIKO MATSUI "Forever" KIRK WHALUM "Need" MARILYN SCOTT "Look"</p>	<p>KSSJ/Sacramento, CA PD: Steve Williams APD/MD: Ken Jones CRAIG CHAQUICO "Holding"</p>	<p>Did Not Report, Playlist Frozen (2): WQCD/New York, NY KTNT/Oklahoma City, OK</p>	



Ronan Hardiman would like to thank
NAC/Smooth Jazz Radio
 for the support of his single "Love Song,"
 the lead track from his album Solas.

19 - 16 NAC Tracks Chart

22 - 17 NAC Albums Chart

PHILIPS

NAC/SMOOTH JAZZ PLAYLISTS

July 17, 1998 R&R • 115

FIND COMPLETE PLAYLISTS FOR ALL NAC/SMOOTH JAZZ REPORTERS ON R&R ONLINE

THE WAVE
94.7 KTWV

MARKET #2
KTWW/Los Angeles
(310) 840-7180
Broder/Stewart

PLAYS

3W	2W	LW	ARTIST/TITLE
20	19	19	CHRIS STANDRING/Cool Shades
20	19	18	RIPPINGTONS/In Another Life
19	22	19	KIM WATERS/Nightfall
12	13	20	BOB JAMES/Love Is Where
13	9	16	LEE RITENOUR/Ooh-Yeah
19	18	20	RICHARD ELLIOT/In The Groove
22	20	21	JOYCE COOLING/Imagine That
22	20	21	STEVE COLE/When I Think Of You
10	15	11	JONATHAN BUTLER/Dancing On The Shore
13	11	12	BRIAN CULBERTSON/On My Mind
12	11	12	KIRK WHALUM/All I Need
13	10	13	AVENUE BLUE/Seventh Heaven
11	14	13	B-TRIBE/Sometimes
11	12	14	SOUL BALLET/Blu Girl
12	14	12	CANDY DULFER/Smooth
12	15	12	LOUIE SHELTON/Satin Dreams
12	14	12	MARC ANTOINE/Sunland
1	14	12	DOWN TO THE BONE/Staten Island Groove
6	10	12	BRICKMAN F/KOZ/Partners In Crime
11	13	11	ERIC CLAPTON/My Father's Eyes
10	11	11	BRIAN MCKNIGHT/Anytime
14	12	11	PEACE OF MIND/Peace Of Mind
10	11	11	RONAN HARDIMAN/Love Song
10	14	12	BRYAN SAVAGE/Soul Temptation
10	11	10	JANET/Every Time
15	13	11	GREGG KARUKAS/Blue Touch
11	10	12	MARIAH CAREY/My All
11	10	10	CECE WINANS/What About You
12	13	10	GEORGE BENSON/Standing Together
8	12	9	GEORGE BENSON/Fly By Night

WNUA 95.5
Smooth Jazz

MARKET #3
WNUA/Chicago
(312) 645-9550
Stiles

PLAYS

3W	2W	LW	ARTIST/TITLE
11	25	23	MARC ANTOINE/Sunland
8	6	18	FOUR 80 EAST/Eastside
16	18	24	DOWN TO THE BONE/Staten Island Groove
18	15	18	CHUCK LOEB/Beneath The Light
18	24	21	ED HAMILTON/Fly Like An Eagle
26	25	25	RICHARD ELLIOT/In The Groove
21	16	21	RAMSEY LEWIS/Fragile
19	19	21	KENNY G/Baby G
19	21	19	LEE RITENOUR/Ooh-Yeah
19	23	20	FOURPLAY/Still The One
5	5	12	BOB JAMES/It's All Good
20	19	19	SOUL BALLET/Blu Girl
21	19	19	STEVE COLE/When I Think Of You
23	24	21	BRICKMAN F/KOZ/Partners In Crime
16	14	16	BRIAN CULBERTSON/On My Mind
17	14	19	BRIAN HUGHES/One 2 One
12	1	15	BABYFACE & DES'REE/Fire
10	15	14	DAKOTA MOON/A Promise I Make
5	4	11	GEORGE BENSON/Standing Together
14	13	17	CHRIS STANDRING/Cool Shades
22	15	10	PEACE OF MIND/Peace Of Mind
8	6	5	CANDY DULFER/Smooth
8	6	5	GEORGE BENSON/Fly By Night

KBLX 102.9 FM
The Good Station

MARKET #4
KBLX/San Francisco
(415) 284-1029
Brown/Glaser

PLAYS

3W	2W	LW	ARTIST/TITLE
15	15	16	PAMELA WILLIAMS/Escape To Paradise
13	13	14	FOUR 80 EAST/Eastside
14	14	14	KENNY G/Baby G
12	12	12	CANDY DULFER/Smooth
11	11	11	LEE RITENOUR/Ooh-Yeah
10	10	10	FOURPLAY/Still The One
7	10	11	BOB JAMES/It's All Good
9	9	9	CHRIS STANDRING/Cool Shades
11	11	11	BOB JAMES/Love Is Where
12	11	10	CHRIS CAMOZZI/Swing Shift
9	10	10	RICHARD ELLIOT/In The Groove
9	9	9	JONATHAN BUTLER/Dancing On The Shore
9	9	9	STEVE COLE/Say It Again
9	9	8	PAMELA WILLIAMS/Love In
7	8	8	FOUR 80 EAST/K-Town
7	8	8	BRIAN BROMBERG/By The Fireplace
8	8	8	RAMSEY LEWIS/Sub Dude
8	8	8	GREGG KARUKAS/Blue Touch
8	8	7	CHRIS CAMOZZI/Suede
8	8	7	BRYAN SAVAGE/Kaledoscope
7	7	7	GEORGE BENSON/Poquito Spanish
7	7	7	AVENUE BLUE/Seventh Heaven
7	7	7	MARILYN SCOTT/Starting To Fall
7	7	7	LONNIE LISTON SMITH/Quiet Moments
7	7	7	JOYCE COOLING/Imagine That
7	7	7	BRAXTON BROTHERS/Happy Again
7	7	7	GERALD ALBRIGHT/Mr. Porter
7	7	7	CARL FILIPIAK/Cause We've Ended

103.7 KKSF
Smooth Jazz

MARKET #4
KKSF/San Francisco
(415) 975-5555
Goldstein/Lawrence

PLAYS

3W	2W	LW	ARTIST/TITLE
21	23	22	FOUR 80 EAST/Eastside
17	22	22	MARC ANTOINE/Sunland
11	10	19	BRICKMAN F/KOZ/Partners In Crime
23	22	22	STEVE COLE/When I Think Of You
21	21	22	KIM WATERS/Nightfall
17	21	20	ED HAMILTON/Fly Like An Eagle
16	22	15	PAUL HARDCASTLE/Shelbi
16	22	15	FOURPLAY/Still The One
17	22	16	LEE RITENOUR/Ooh-Yeah
12	13	15	CANDY DULFER/Smooth
13	13	14	GEORGE BENSON/Cruise Control
12	13	14	CHRIS CAMOZZI/Swing Shift
12	11	15	RAMSEY LEWIS/Fragile
12	11	14	JOE SAMPLE/Night Flight
16	11	17	TIM WEISBERG/Summertime
11	11	12	JOYCE COOLING/Imagine That
8	10	8	DOWN TO THE BONE/Brooklyn Heights
10	10	11	BRIAN HUGHES/One 2 One
10	9	11	GEORGE BENSON/Standing Together
17	14	11	CHRIS BOTTI/Mr. Wah
8	10	9	DAKOTA MOON/A Promise I Make
10	6	10	SOUL BALLET/Blu Girl
10	6	10	CHRIS STANDRING/Cool Shades
10	7	10	BRIAN BROMBERG/By The Fireplace
9	8	10	RANDY CRAWFORD/Silence
11	9	10	RONAN HARDIMAN/Love Song
9	9	9	ERIC CLAPTON/My Father's Eyes
8	9	8	AVENUE BLUE/Seventh Heaven
8	8	8	CHUCK LOEB/Beneath The Light

Smooth Jazz WJZ 106.1

MARKET #5
WJZ/Philadelphia
(610) 667-3939
Gress/Tozzi

PLAYS

3W	2W	LW	ARTIST/TITLE
12	13	18	MARC ANTOINE/Sunland
32	32	32	KIM WATERS/Nightfall
32	32	32	RICHARD ELLIOT/In The Groove
32	32	32	KENNY G/Baby G
32	32	32	DOWN TO THE BONE/Brooklyn Heights
12	12	18	JONATHAN BUTLER/Dancing On The Shore
15	14	14	STEVE COLE/When I Think Of You
13	12	13	BRIAN MCKNIGHT/Anytime
11	12	13	LEE RITENOUR/Ooh-Yeah
12	13	13	FOUR 80 EAST/Eastside
12	13	13	SOUNDSCAPE/Brand New Day
13	13	13	GEORGE BENSON/Standing Together
14	13	13	BRYAN SAVAGE/Kaledoscope
13	12	13	BRIAN TARQUIN/Crazy Horse
13	13	13	BABYFACE & DES'REE/Fire
12	13	13	ED HAMILTON/Fly Like An Eagle
12	13	13	CHRISTINA Wanka C&T Next.
12	13	13	DUNCAN MILLAR/Little Ray Of
13	13	13	RAMSEY LEWIS/Fragile
12	13	13	DAKOTA MOON/A Promise I Make
12	13	13	ALFONZO BLACKWEL/Captain
14	12	13	ERIC MARIENHAL/Opinion Bacardi
14	12	12	FOURPLAY/Still The One
13	12	11	TONY DARENTE/Alone Might
13	12	11	TRICK RHODES/Euro/ta
7	4	6	TURNING POINT/And So It Goes
7	4	6	SOUL BALLET/Blu Girl
7	4	6	CULBERTSON/ALBRIGHT/One More Day
7	4	6	CHRIS CAMOZZI/My Dancing Heart

ASIS 107.5 FM
Smooth Jazz

MARKET #6
KOAI/Dallas
(214) 630-3011
Fischer

PLAYS

3W	2W	LW	ARTIST/TITLE
15	13	22	KIM WATERS/Nightfall
23	28	27	LEE RITENOUR/Ooh-Yeah
28	27	28	STEVE COLE/When I Think Of You
7	22	27	FOURPLAY/Still The One
12	12	20	KENNY G/Baby G
27	20	23	FOUR 80 EAST/Eastside
11	12	14	BRYAN SAVAGE/Soul Temptation
13	12	14	RICHARD ELLIOT/In The Groove
28	25	13	BRIAN BROMBERG/By The Fireplace
12	11	14	CHRIS CAMOZZI/Swing Shift
12	11	10	BRAXTON BROTHERS/Happy Again
13	11	13	JONATHAN BUTLER/Dancing On The Shore
28	28	15	BOB JAMES/Innocence
10	13	13	BRIAN CULBERTSON/On My Mind
12	12	13	BRICKMAN F/KOZ/Partners In Crime
12	14	13	GREGG KARUKAS/Simone
12	13	12	CANDY DULFER/Smooth
11	10	8	SOUL BALLET/Blu Girl
11	10	8	BRIAN MCKNIGHT/Anytime
9	9	11	BOB MAMET/At Midnight
11	12	10	TESH F/INGRAM/Give Me Forever
12	11	11	PHIL PERRY/One Heart One Love
11	12	11	RONAN HARDIMAN/Love Song
11	12	11	GEORGE BENSON/Fly By Night
11	10	8	CHUCK LOEB/Beneath The Light
11	10	8	DOWN TO THE BONE/Brooklyn Heights
11	10	8	BABYFACE & DES'REE/Fire
26	13	8	PAUL HARDCASTLE/Shelbi
7	10	8	KEIKO MATSUI/Toward The Sunrise
10	7	9	MARC ANTOINE/Sunland

V 98.7 FM
Smooth Jazz

MARKET #7
WVMT/Detroit
(248) 855-5100
Sleeker/Kovach

PLAYS

3W	2W	LW	ARTIST/TITLE
23	23	22	KIM WATERS/Nightfall
11	8	20	CHRIS STANDRING/Cool Shades
11	8	21	BRIAN CULBERTSON/On My Mind
22	22	23	RICHARD ELLIOT/In The Groove
9	8	20	PAUL HARDCASTLE/Shelbi
23	23	21	FOUR 80 EAST/Eastside
9	9	23	KENNY G/Baby G
10	11	9	PHIL PERRY/One Heart One Love
1	8	11	MARC ANTOINE/Sunland
1	8	10	LEE RITENOUR/Ooh-Yeah
12	11	10	BRYAN SAVAGE/Kaledoscope
10	10	10	JOYCE COOLING/Imagine That
9	10	10	BOB JAMES/Love Is Where
8	10	10	KEIKO MATSUI/Steps In The Night
22	25	24	JONATHAN BUTLER/Dancing On The Shore
10	10	9	DAKOTA MOON/A Promise I Make
21	23	24	BRIAN BROMBERG/By The Fireplace
22	20	22	B-TRIBE/Sometimes
10	10	9	RAMSEY LEWIS/Fragile
10	10	9	MARIAH CAREY/My All
7	10	9	GREGG KARUKAS/Blue Touch
9	9	9	FOURPLAY/Still The One
9	9	8	BRICKMAN F/KOZ/Partners In Crime
9	9	8	CANDY DULFER/Smooth
10	10	9	GEORGE BENSON/Standing Together
10	10	9	BOB JAMES/Innocence

Smooth Jazz 105.9

MARKET #8
WJZZ/Washington
(202) 895-2300
King

PLAYS

3W	2W	LW	ARTIST/TITLE
10	11	20	KENNY G/Baby G
26	27	28	KIM WATERS/Nightfall
12	10	21	FOUR 80 EAST/Eastside
26	27	28	RICHARD ELLIOT/In The Groove
9	11	21	GREGG KARUKAS/Blue Touch
12	9	21	PAUL HARDCASTLE/Shelbi
26	27	28	JONATHAN BUTLER/Dancing On The Shore
24	26	27	BRIAN BROMBERG/By The Fireplace
1	15	16	MARIAH CAREY/My All
9	15	15	BRIAN MCKNIGHT/Anytime
9	15	15	RONAN HARDIMAN/Love Song
14	15	14	DAKOTA MOON/A Promise I Make
14	14	15	GEORGE BENSON/Standing Together
11	10	11	FOURPLAY/Still The One
10	11	9	B-TRIBE/Sometimes
5	10	12	MARC ANTOINE/Sunland
11	10	12	BRIAN CULBERTSON/On My Mind
11	11	12	RAMSEY LEWIS/Fragile
11	12	11	BRICKMAN F/KOZ/Partners In Crime
10	11	11	CHRIS STANDRING/Cool Shades
10	11	10	CANDY DULFER/Smooth
10	10	10	BOB JAMES/Love Is Where
4	7	10	LEE RITENOUR/Ooh-Yeah
25	26	27	BRAXTON BROTHERS/Happy Again
7	5	7	BRYAN SAVAGE/Kaledoscope
7	5	7	JOE MCBRIDE/Midnight In Madrid
6	7	7	AVENUE BLUE/Seventh Heaven
7	5	7	CHUCK LOEB/Beneath The Light
7	5	7	JOYCE COOLING/Imagine That

Smooth 96.9

MARKET #10
WSJZ/Boston
(617) 254-9267
Maldonado

PLAYS

3W	2W	LW	ARTIST/TITLE
10	7	21	FOUR 80 EAST/Eastside
6	9	24	KENNY G/Baby G
19	19	25	GREGG KARUKAS/Blue Touch
6	8	23	PAUL HARDCASTLE/Shelbi
9	24	24	LEE RITENOUR/Ooh-Yeah
24	24	24	RICHARD ELLIOT/In The Groove
15	15	17	SIMPLY RED/The Air That I
16	16	17	RONAN HARDIMAN/Love Song
17	15	18	GEORGE BENSON/Standing Together
12	14	11	DAKOTA MOON/A Promise I Make
6	10	10	MARC ANTOINE/Sunland
17	14	8	MARIAH CAREY/My All
10	11	11	JOYCE COOLING/Imagine That
26	22	24	KIM WATERS/Nightfall
11	11	11	BRICKMAN F/KOZ/Partners In Crime
9	8	8	AVENUE BLUE/Seventh Heaven
7	7	9	STEVE COLE/When I Think Of You
10	17	12	FOURPLAY/Still The One
9	10	12	PEACE OF MIND/Peace Of Mind
9	10	13	KEIKO MATSUI/Forever, Forever
9	13	9	BRIAN MCKNIGHT/Anytime
12	5	7	FATBURGER/Spice
6	8	7	B-TRIBE/Sometimes
7	4	6	CHRIS STANDRING/Cool Shades
6	6	6	JOE MCBRIDE/Midnight In Madrid
5	4	4	ACOUSTIC ALCHEMY/The Better Shoes
16	17	16	SOUL BALLET/Blu Girl
16	17	16	GEORGE BENSON/Fly By Night
16	17	16	TIM WEISBERG/Summertime

love 94.7
SMOOTH JAZZ 93.9

MARKET #11
WLVE/Miami
(305) 654-9494
Steele

PLAYS

3W	2W	LW	ARTIST/TITLE
5	16	16	BOB JAMES/Love Is Where
20	18	21	B-TRIBE/Sometimes
17	19	20	GREGG KARUKAS/Blue Touch
9	13	14	DAKOTA MOON/A Promise I Make
8	9	14	BADI ASSAD/Waves
16	19	15	RICHARD ELLIOT/In The Groove
6	13	17	RAMSEY LEWIS/Fragile
7	9	13	KIM WATERS/Nightfall
9	9	12	RANDY CRAWFORD/Silence
17	19	12	KENNY G/Baby G
8	6	9	MARIAH CAREY/My All
13	11	12	FOUR 80 EAST/Eastside
5	7	9	FOURPLAY/Still The One
5	7	9	GEORGE BENSON/Standing Together
6	6	7	CANDY DULFER/Smooth
6	6	7	JOHN DIEGO/Top Of The World
6	6	7	SIMPLY RED/Mellow My Mind
6	4	4	CHAQUICO F/WHITE/Lights Out
6	4	4	ACOUSTIC ALCHEMY/The Better Shoes
8	7	6	JOE SAMPLE/Night Flight
6	6	6	BOB JAMES/Innocence
7	6	6	WILLIE & LOB/Nasali
5	7	6	PATRICK RUSHEN/Any One
5	7	6	DONALD HARRISON/News Hope
6	7	6	BOB MAMET/News From The Blues
6	7	6	EARL KLUGH/At Song
4	5	6	JONATHAN BUTLER/Song For Elizabeth
4	5	6	CHRIS STANDRING/Cool Shades
4	5	6	AVENUE BLUE/Nightlife
5	5	5	LEE RITENOUR/Ooh-Yeah



CYNDEE MAXWELL

ROCK

Majority Of Format's Largest Markets Resides In Top 3

Active Rock and Rock command overwhelming leadership in their demos

The Winter '98 Arbitron ratings period (January 8-April 1) in the 94 continuously measured markets was a collective boon for Active Rock and Rock, as documented in this column last week. Some of that information was based on 12+ numbers, but now let's look at the format's specific demographics for the same period, since 12+ doesn't necessarily tell the real Rock story.

How the format fares in the male 18-34 and 25-54 demographics is a much better gauge of individual station success. Here is a closer look at R&R Active Rock and Rock reporters' demos, Monday-Sunday, 6am-midnight, using Arbitron's Maximiser program for each station's home market, as well as a few highlights.

No. 1

• Seven Active Rock stations were No. 1 in both the men 18-34 and men 25-54 cells. They are WRIF/Detroit; WCCC/Hartford; WJJO/Madison, WI; WYSP/Philadelphia; KUPD/Phoenix; KIOZ/San Diego; and WQXA/York, PA.

• 20 Rock stations were No. 1 in both the men 18-34 and men 25-54 cells. They are WONE/Akron, KZRR/Albuquerque, WZZO/Allentown, WEBN/Cincinnati, WTUE/Dayton, KLAQ/EI Paso, WFYV/Jacksonville, KMJX/Little Rock, KFRQ/McAllen, KATT/Oklahoma City, KEZO/Omaha, WDVE/Pittsburgh, WHJY/Providence, KISW/Seattle, WAQX/Syracuse, WIOT/Toledo, KLPX/Tucson, KMOD/Tulsa, KRZZ/Wichita, and WKQZ/Saginaw, MI.

Men 18-34

- 21 Active Rock stations ranked No. 1
- 20 Rock stations ranked No. 1
- 21 Active Rock stations ranked No. 2 or No. 3
- Nine Rock stations ranked No. 2 or No. 3

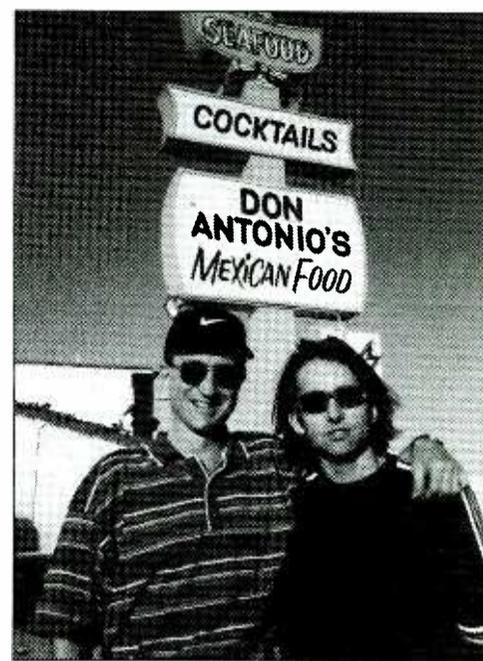
Men 25-54

- Nine Active Rock stations ranked No. 1
 - 22 Rock stations ranked No. 1
 - 11 Active Rock stations ranked No. 2 or No. 3
 - Six Rock stations ranked No. 2 or No. 3
- Only six Active Rock and six Rock stations did not achieve Top 3 ranking status in either demo.

Active Rock

Station/Market	Men 18-34 (Rank)	Men 25-54 (Rank)
KLBJ/Austin	9.9 (2)	8.5 (1)
KRAB/Bakersfield	10.2 (1)	5.7 (4)
WIYY/Baltimore	12.1 (2)	6.4 (4T)
WAAF/Boston	8.0 (3)	3.3 (13)
WXRC/Charlotte	7.7 (3)	4.1 (10)
WRCX/Chicago	8.6 (2)	4.4 (6)
WMMS/Cleveland	13.4 (2)	8.4 (3)
KILO/Colorado Springs	19.5 (1)	9.2 (2)
WAZU/Columbus, OH	3.6 (8)	1.6 (16T)
WBZX/Columbus, OH	15.6 (1)	7.1 (3)
KEGL/Dallas	7.8 (2)	4.5 (5)
KTXQ/Dallas	7.1 (3T)	3.8 (9)
KBPI/Denver	9.6 (2)	3.4 (12)
KAZR/Des Moines	24.3 (1)	9.0 (3)
WRIF/Detroit	14.2 (1)	7.9 (1)
WKRK/Detroit	5.3 (3T)	2.6 (18)
KRZR/Fresno	6.7 (6)	4.3 (8T)
WKLQ/Grand Rapids	11.5 (3)	6.0 (4T)
WTPT/Greenville, SC	15.5 (1)	7.7 (4)
WTPA/Harrisburg	15.0 (2)	7.6 (4T)
WCCC/Hartford	16.2 (1)	9.4 (1)
KQRC/Kansas City	14.8 (1)	8.4 (2)
WXVO/Knoxville	15.2 (1)	6.0 (5T)
WJXQ/Lansing	20.6 (1)	14.6 (2)
WRCN/Long Island	3.0 (8T)	1.6 (22T)
WJJO/Madison	27.2 (1)	14.4 (1)
WMFS/Memphis	8.0 (4T)	2.9 (13T)
WZTA/Miami	8.2 (3)	4.7 (7)
WLZR/Milwaukee	17.6 (1)	10.6 (2)
KXXR/Minneapolis	12.2 (2)	5.0 (8)
KRQC/Monterey	6.6 (3)	4.3 (7)
WNOR/Norfolk	14.8 (2)	11.1 (1)
WJRR/Orlando	9.8 (4)	6.1 (5)
WYSP/Philadelphia	15.4 (1)	10.5 (1)
KUPD/Phoenix	16.6 (1)	8.6 (1)
KUFO/Portland	15.8 (1)	8.6 (2)
KRXQ/Sacramento	14.4 (1)	5.9 (5)
KBER/Salt Lake City	10.9 (1)	4.5 (8T)
KISS/San Antonio	17.1 (1)	8.6 (2)
KIOZ/San Diego	13.9 (1)	7.9 (1)
KSJO/San Jose	7.5 (3)	3.9 (6T)
KTUX/Shreveport, LA	13.4 (2)	3.7 (11)
KNJY/Spokane	11.5 (3)	2.9 (11T)
WXTB/Tampa	23.4 (1)	10.3 (2)
WBUT/Toledo	9.9 (3T)	5.3 (8)
WWDC/Washington	7.3 (4)	3.8 (12)
WZMT/Wilkes Barre	13.7 (2)	7.3 (3)
WQXA/York, PA	18.4 (1)	9.8 (1)

T indicates a tie.



CANE AND ABLE — After an impressive Club R&R performance, Brother Cane's Damon Johnson and crew headed to Don Antonio's for wishpool-sized Margaritas. Walking off the buzz are Virgin's Ray Gmeiner and Johnson.

Rock

Station/Market	Men 18-34 (Rank)	Men 25-54 (Rank)
WONE/Akron	13.7 (1)	11.7 (1)
WPYX/Albany, NY	14.0 (2)	9.9 (2)
KZRR/Albuquerque	13.8 (1)	9.1 (1)
WZZO/Allentown	27.0 (1)	19.2 (1)
WKLS/Atlanta	9.2 (4)	5.6 (7T)
WEBN/Cincinnati	18.5 (1)	11.9 (1)
WTUE/Dayton	18.0 (1)	12.3 (1T)
KGGO/Des Moines	9.3 (2)	8.4 (4)
KLAQ/EI Paso	25.9 (1)	16.0 (1)
WSTZ/Jackson	13.8 (2)	16.5 (1)
WFYV/Jacksonville	18.5 (1)	14.5 (1)
KOMP/Las Vegas	9.5 (3)	7.7 (3)
KMJX/Little Rock	20.0 (1)	15.0 (1)
WBAB/Long Island	6.4 (4)	5.6 (3)
KLOS/Los Angeles	3.3 (11)	4.9 (3)
WTFX/Louisville	11.4 (2T)	5.8 (6)
KFRQ/McAllen	17.9 (1)	11.9 (1)
WRQC/Minneapolis	9.3 (3)	4.9 (9)
KMBY/Monterey	6.0 (4T)	3.2 (12T)
WCKW/New Orleans	7.8 (4)	6.3 (5)
KATT/Oklahoma City	21.7 (1)	13.3 (1)
KEZO/Omaha	33.6 (1)	20.5 (1)
WMMR/Philadelphia	7.0 (2T)	5.5 (6)
KDKB/Phoenix	5.9 (5)	7.4 (2)
WDVE/Pittsburgh	23.8 (1)	17.8 (1)
WHJY/Providence	19.4 (1)	11.9 (1)
WBBB/Raleigh	10.0 (4)	6.1 (4)
WRXL/Richmond	12.4 (3)	9.5 (3)
KCAL/Riverside	3.8 (6T)	2.7 (10T)
WCMF/Rochester, NY	13.0 (2)	12.7 (1)
WKQZ/Saginaw, MI	25.4 (1)	16.1 (1)
KISW/Seattle	11.6 (1)	7.3 (1)
KTAL/Shreveport, LA	7.5 (6)	6.6 (6)
WAQX/Syracuse	18.8 (1)	14.1 (1)
WIOT/Toledo	13.5 (1)	11.7 (1)
KLPX/Tucson	16.7 (1)	12.0 (1)
KMOD/Tulsa	16.0 (1)	14.9 (1)
KRZZ/Wichita	17.0 (1)	13.3 (1)

T indicates a tie.

The Winter '98 Arbitron ratings period (January 8-April 1) in the 94 continuously measured markets was a collective boon for Active Rock and Rock.

GVSB

GIRLS AGAINST BOYS

** PARK AVENUE **

R&R Active 21 - 18
BDS Active 26-19*
BDS Mainstream 34-31*

4 More Adds Including These Majors:
WIYY-Baltimore KISS-San Antonio

PRODUCED BY NICK LAUNAY MANAGEMENT: Aaron Blitzstein/
 Gold Mountain Entertainment www.geffen.com www.gvsb.com
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ACTIVE ROCK TOP 50

JULY 17, 1998

3W	2W	LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
6	3	2	1	DAYS OF THE NEW The Down Town (<i>Outpost/Geffen</i>)	2245	2137	1918	1633	83/0
4	4	3	2	MONSTER MAGNET Space Lord (<i>A&M</i>)	2145	1996	1821	1754	84/0
1	1	1	3	STABBING WESTWARD Save Yourself (<i>Columbia</i>)	2123	2145	2131	2092	81/0
2	2	4	4	SMASHING PUMPKINS Ava Adore (<i>Virgin</i>)	1865	1912	1966	1939	80/0
10	7	6	5	CANDLEBOX It's Alright (<i>Maverick/WB</i>)	1798	1658	1496	1255	84/3
8	8	7	6	JERRY CANTRELL My Song (<i>Columbia</i>)	1656	1573	1432	1278	75/1
11	10	8	7	CREED What's This Life For (<i>Wind-up</i>)	1632	1508	1378	1233	81/0
3	5	5	8	CREED Torn (<i>Wind-up</i>)	1579	1687	1759	1920	71/0
12	11	10	9	FUEL Shimmer (<i>550 Music</i>)	1485	1413	1240	1230	65/1
5	6	9	10	METALLICA Fuel (<i>Elektra/EEG</i>)	1366	1434	1579	1650	70/0
15	13	12	11	ADDICT Monsterside (<i>Big Cat/V2</i>)	1166	1134	1111	1100	70/1
16	12	11	12	AEROSMITH I Don't Want To Miss A Thing (<i>Columbia</i>)	1156	1155	1123	1025	48/0
—	31	23	13	SEVEN MARY THREE Over Your Shoulder (<i>Mammoth/Atlantic</i>)	949	809	560	148	65/6
33	23	18	14	MEGADETH A Secret Place (<i>Capitol</i>)	942	870	777	590	71/4
19	18	14	15	GOO GOO DOLLS Iris (<i>Warner Sunset/Reprise</i>)	941	930	879	860	41/0
14	14	15	16	KENNY WAYNE SHEPHERD Blue On Black (<i>Revolution</i>)	914	917	1103	1139	53/0
7	9	13	17	BROTHER CANE I Lie In The Bed I Make (<i>Virgin</i>)	903	1082	1414	1570	55/0
24	22	21	18	GIRLS AGAINST BOYS Park Avenue (<i>DGC/Geffen</i>)	902	835	794	750	69/2
25	21	19	19	JIMMY PAGE/ROBERT PLANT Shining In The Light (<i>Atlantic</i>)	892	855	810	693	51/2
27	25	22	20	RAMMSTEIN Du Hast (<i>Slash/London/Island</i>)	858	814	680	614	69/2
17	19	17	21	SEMISONIC Closing Time (<i>MCA</i>)	841	874	871	935	42/0
31	26	26	22	DRAIN S.T.H. Crack The Liars Smile (<i>Mercury</i>)	798	719	675	596	64/1
9	15	16	23	PEARL JAM Wishlist (<i>Epic</i>)	787	912	1049	1259	41/0
BREAKER	24	24	24	KENNY WAYNE SHEPHERD Somehow, Somewhere... (<i>Revolution</i>)	756	584	179	16	51/4
32	27	27	25	MARCY PLAYGROUND Saint Joe On The School Bus (<i>Capitol</i>)	724	716	667	592	42/0
20	17	20	26	GANDHARVAS Downtime (<i>MCA</i>)	719	847	909	822	46/0
BREAKER	27	27	27	EVE 6 Inside Out (<i>RCA</i>)	703	563	423	231	48/5
30	28	29	28	GRAVITY KILLS Falling (<i>TVT</i>)	690	663	640	598	58/0
34	30	30	29	OUR LADY PEACE 4am (<i>Columbia</i>)	690	662	606	582	48/2
18	20	28	30	JERRY CANTRELL Cut You In (<i>Columbia</i>)	679	670	863	918	51/0
38	29	31	31	RAGE AGAINST THE MACHINE No Shelter (<i>Epic</i>)	638	642	624	523	57/1
42	36	35	32	FOO FIGHTERS Walking After You (<i>Elektra/Roswell/Capitol</i>)	550	519	459	436	28/0
29	32	34	33	FASTBALL The Way (<i>Hollywood</i>)	549	538	550	599	28/0
47	45	37	34	LENNY KRAVITZ Fly Away (<i>Virgin</i>)	497	465	391	328	33/3
46	40	39	35	FEEDER High (<i>Echo/Elektra/EEG</i>)	494	431	419	377	46/4
44	37	36	36	HUNGER Free (<i>Universal</i>)	476	486	446	399	40/1
DEBUT	37	37	37	AEROSMITH What Kind Of Love Are You On (<i>Columbia</i>)	462	218	100	16	46/26
13	16	24	38	DLR BAND Slam Dunk (<i>Wawazat !!</i>)	453	764	957	1193	29/0
36	35	38	39	MEGADETH Use The Man (<i>Capitol</i>)	427	441	496	562	27/0
48	47	44	40	FOO FIGHTERS Baker Street (<i>Roswell/Capitol</i>)	405	363	354	308	23/1
—	48	46	41	JIMMIE'S CHICKEN SHACK Blood (<i>Rocket/Island</i>)	375	340	318	207	36/1
—	—	49	42	SEVENDUST Black (<i>TVT</i>)	354	311	253	198	29/2
—	—	—	43	PEARL JAM In Hiding (<i>Epic</i>)	345	171	109	81	40/24
—	—	47	44	GLORITONE Halfway (<i>Kneeling Elephant/RCA</i>)	344	319	263	218	34/0
DEBUT	45	45	45	MAYFIELD FOUR Always (<i>Epic</i>)	342	277	140	61	36/3
41	44	45	46	MATCHBOX 20 Real World (<i>Lava/Atlantic</i>)	339	346	392	437	21/0
45	42	41	47	LIMP BIZKIT Sour (<i>Flip/Interscope</i>)	333	381	404	391	32/0
DEBUT	48	48	48	EVERCLEAR Father Of Mine (<i>Capitol</i>)	321	64	28	17	32/7
—	50	—	49	HARVEY DANGER Flagpole Sitta (<i>Slash/London/Island</i>)	319	289	264	224	18/1
DEBUT	50	50	50	DAVE MATTHEWS BAND Stay (<i>Wasting Time</i>) (<i>RCA</i>)	307	175	38	11	21/3

This chart reflects airplay from July 6-12. Songs ranked by total plays. Highlighted songs indicate Breaker. 84 Active Rock reporters. 83 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

NEW & ACTIVE

BROTHER CANE Machete (*Virgin*)
Total Plays: 274, Total Stations: 25, Adds: 9

ANTHRAX Inside Out (*Ignition*)
Total Plays: 248, Total Stations: 30, Adds: 2

METALLICA Better Than You (*Elektra/EEG*)
Total Plays: 203, Total Stations: 55, Adds: 50

WHY STORE When You're High (*Way Cool Music/MCA*)
Total Plays: 203, Total Stations: 16, Adds: 2

TOOL Eulogy (*Freeworld*)
Total Plays: 182, Total Stations: 36, Adds: 19

OUTCRY On & On (*Eureka*)
Total Plays: 179, Total Stations: 14, Adds: 0

VAST Touched (*Elektra/EEG*)
Total Plays: 172, Total Stations: 20, Adds: 1

ANTHROPHOBIA Vanishing (*King Biscuit/Oxygen*)
Total Plays: 156, Total Stations: 12, Adds: 0

FAR TOO JONES As Good As You (*Mammoth*)
Total Plays: 153, Total Stations: 13, Adds: 0

UNWRITTEN LAW Holiday (*Interscope*)
Total Plays: 149, Total Stations: 23, Adds: 2

Songs ranked by total plays

BREAKERS®

KENNY WAYNE SHEPHERD
Somehow, Somewhere, Someway (*Revolution*)
TOTAL PLAYS/INCREASE: 756/172
TOTAL STATIONS/ADDS: 51/4
CHART: 24

EVE 6
Inside Out (*RCA*)
TOTAL PLAYS/INCREASE: 703/140
TOTAL STATIONS/ADDS: 48/5
CHART: 27

MOST ADDED®

ARTIST/TITLE LABEL(S)	ADDS
METALLICA Better Than You (<i>Elektra/EEG</i>)	50
DISHWALLA Once In A While (<i>A&M</i>)	37
AEROSMITH What Kind Of Love Are You On (<i>Columbia</i>)	26
PEARL JAM In Hiding (<i>Epic</i>)	24
TOOL Eulogy (<i>Freeworld</i>)	19
ORGY Stitches (<i>Elementree/Reprise</i>)	16
BROTHER CANE Machete (<i>Virgin</i>)	9
EVERCLEAR Father Of Mine (<i>Capitol</i>)	7
FLYS Got You (Where I Want You) (<i>Trauma</i>)	7
SEVEN MARY THREE Over Your Shoulder (<i>Mammoth/Atlantic</i>)	6

Havin' Fun At Conclave

Megadeth
"A Secret Place" 14

Marcy Playground
"Saint Joe On The School Bus" 25

Foo Fighters
"Walking After You" 32

Everclear
"Father Of Mine" Debut 48

Capitol

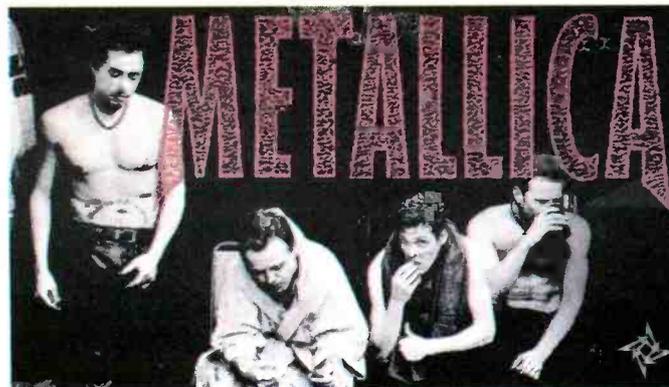
MOST INCREASED PLAYS

ARTIST/TITLE LABEL(S)	TOTAL PLAY INCREASE
EVERCLEAR Father Of Mine (<i>Capitol</i>)	+257
AEROSMITH What Kind Of Love Are You On (<i>Columbia</i>)	+244
PEARL JAM In Hiding (<i>Epic</i>)	+174
TOOL Eulogy (<i>Freeworld</i>)	+173
KENNY WAYNE SHEPHERD Somehow... (<i>Revolution</i>)	+172
MONSTER MAGNET Space Lord (<i>A&M</i>)	+149
METALLICA Better Than You (<i>Elektra/EEG</i>)	+147
CANDLEBOX It's Alright (<i>Maverick/WB</i>)	+140
EVE 6 Inside Out (<i>RCA</i>)	+140
SEVEN MARY THREE Over Your... (<i>Mammoth/Atlantic</i>)	+140

HOTTEST RECURRENTS

ARTIST/TITLE LABEL(S)	TOTAL PLAY INCREASE
FOO FIGHTERS My Hero (<i>Roswell/Capitol</i>)	+140
DAYS OF THE NEW Shelf In The Room (<i>Outpost/Geffen</i>)	+139
CREED My Own Prison (<i>Wind-up</i>)	+138
MARCY PLAYGROUND Sex And Candy (<i>Capitol</i>)	+137
DAYS OF THE NEW Touch, Peel, And Stand (<i>Outpost/Geffen</i>)	+136
METALLICA The Unforgiven II (<i>Elektra/EEG</i>)	+135
FOO FIGHTERS Everlong (<i>Roswell/Capitol</i>)	+134
EVERCLEAR I Will Buy You A New Life (<i>Capitol</i>)	+133
TOOL Forty Six & 2 (<i>Freeworld</i>)	+132
GREEN DAY Time Of Your Life (Good Riddance) (<i>Reprise</i>)	+131

Breakers: Songs registering 600 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.



BETTER THAN YOU

From the multi-platinum album **RELOAD**
On tour until they say otherwise.

On Over 100 Stations
Out Of The Box!!

Including:

WXRK WRCX KEGL KTXQ WRIF WAAF
WZTA KISW WRQC KXXR WRCN KUPD
WIYY WXTB KQRC KRXQ KSJO WLZR

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MANAGEMENT: Q PRIME INC.

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ACTIVE ROCK PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ACTIVE ROCK REPORTERS ON R&R ONLINE

MARKET #3
ROCK 102.5
WRCC/Chicago
(312) 861-8100
Richards/Robinson

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
31	36	35	31	31	JOE SATRIANI/Ceremony
5	11	17	27	27	METALLICA/Better Than You
25	29	24	24	24	METALLICA/Fuel
24	21	24	24	24	KENNY WAYNE SHEPHERD/Blue On Black
12	12	14	21	21	SEVENDUST/Black
35	36	35	21	21	DAYS OF THE NEW/The Down Town
21	24	26	20	20	MEGADETH/Use The Man
13	14	15	19	19	SMASHING PUMPKINS/Ava Adore
21	22	25	19	19	OFFSPRING/Amazing
14	20	18	18	18	MONSTER MAGNET/Space Lord
15	16	17	17	17	JERRY CANTRELL/My Song
36	34	37	16	16	CREED/Torn
15	16	14	14	14	STABBING WESTWARD/Save Yourself
7	9	8	14	14	DEFTONES/Be Quiet And...
16	19	20	14	14	CANDLEBOX/It's Alright
12	10	14	14	14	CANDLEBOX/Trust
10	12	14	14	14	FOO FIGHTERS/My Hero
10	14	13	13	13	OFFSPRING/Gone Away
10	12	13	13	13	OZZY OSBOURNE/Back On Earth
9	2	4	12	12	FOO FIGHTERS/Everlong
9	2	4	12	12	CREED/My Own Prison
10	7	12	12	12	OFFSPRING/I Choose
2	3	8	11	11	DAYS OF THE NEW/Shell In The Room
7	9	9	10	10	TOOL/Aenema
6	8	6	9	9	GIRLS AGAINST BOYS/Park Avenue
7	8	12	9	9	MEGADETH/Secret Place
9	10	13	9	9	KENNY WAYNE SHEPHERD/No Good...
6	5	9	9	9	DAYS OF THE NEW/Touch, Peel, And...
13	11	16	9	9	MEGADETH/Almost Honest

MARKET #5
94WYSP
THE ROCK STATION
WYSP/Philadelphia
(215) 625-9460
Sabean/Mirsky

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
34	34	34	34	34	CREED/Torn
21	33	35	34	34	BROTHER CANE/Lie In The Bed...
32	33	33	33	33	FOO FIGHTERS/My Hero
32	32	32	32	32	METALLICA/Fuel
20	32	32	32	32	DAYS OF THE NEW/The Down Town
18	17	15	31	31	KENNY WAYNE SHEPHERD/Blue On Black
15	16	17	20	20	JERRY CANTRELL/My Song
15	18	18	19	19	PEARL JAM/Hiding
15	18	16	19	19	SMASHING PUMPKINS/Ava Adore
15	18	16	19	19	AEROSMITH/What Kind Of Love...
33	20	18	18	18	STABBING WESTWARD/Save Yourself
19	18	17	17	17	MONSTER MAGNET/Space Lord
19	16	15	16	16	MEGADETH/Use The Man
18	17	16	16	16	CANDLEBOX/It's Alright
12	14	15	15	15	CREED/What's This Life For
11	10	12	13	13	CANDLEBOX/Trust
9	7	10	12	12	MEGADETH/Secret Place
11	10	14	10	10	RAGE AGAINST.../No Shelter
12	10	10	9	9	ADDICT/Monsterside
9	8	9	7	7	RAMMSTEIN/Du Hast
9	10	8	7	7	GRAVITY KILLS/Falling
8	7	8	7	7	LIMP BIZKIT/Counterfeit...
6	6	7	7	7	MAYFIELD FOUR/Always
6	6	7	7	7	SOUNDGARDEN/Rhinosaur
6	6	7	7	7	AEROSMITH/Pink
6	6	7	7	7	MEGADETH/Trust
6	6	7	7	7	OZZY OSBOURNE/Back On Earth
6	6	7	7	7	COLLECTIVE SOUL/Precious Declaration
6	6	7	7	7	METALLICA/The Memory Remains
6	6	7	7	7	PEARL JAM/Given To Fly

MARKET #6
97.1 THE EAGLE ROCKS
KEGL/Dallas
(972) 869-9700
Stevens/Scull

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
14	15	42	42	42	DLR BAND/Stam Dunk
36	38	40	39	39	CREED/Torn
18	20	40	39	39	BROTHER CANE/Lie In The Bed
29	28	40	38	38	TOOL/Forty Six & 2
18	18	38	38	38	MONSTER MAGNET/Space Lord
15	8	17	33	33	GIRLS AGAINST BOYS/Park Avenue
5	7	5	33	33	PAGE/PLANT/Shining In The Light
33	31	38	26	26	MEGADETH/Use The Man
24	12	38	25	25	STABBING WESTWARD/Save Yourself
15	15	15	22	22	RAMMSTEIN/Du Hast
8	7	21	21	21	METALLICA/Better Than You
41	39	38	20	20	PAGE/PLANT/Most High
21	12	17	17	17	CANDLEBOX/It's Alright
14	14	11	17	17	FUEL/Shimmer
37	40	17	17	17	KENNY WAYNE SHEPHERD/Blue On Black
18	21	15	15	15	SEVEN MARY THREE/Over Your Shoulder
41	44	12	15	15	DAYS OF THE NEW/Shell In The Room
8	9	15	15	15	COAL CHAMBER/Sway (The Roof...)
11	9	14	14	14	SEVENDUST/Black
13	16	16	12	12	METALLICA/Fuel
7	4	5	12	12	MEGADETH/Secret Place
14	15	12	11	11	FOO FIGHTERS/Baker Street
6	8	8	11	11	DRAIN S.T.H./Crack The Liars...
7	4	7	10	10	LIMP BIZKIT/Sour
12	6	9	9	9	FEEDER/High
27	44	7	9	9	SMASHING PUMPKINS/Ava Adore
10	9	10	9	9	ADDICT/Monsterside
8	8	8	8	8	ANTHRAX/Inside Out
8	9	9	8	8	GRAVITY KILLS/Falling

MARKET #8
102
KTXQ/Dallas
(214) 528-5500
Lockridge/Redbeard

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
21	25	34	40	40	CREED/What's This Life For
19	38	37	39	39	DAYS OF THE NEW/The Down Town
40	39	41	38	38	SMASHING PUMPKINS/Ava Adore
18	24	39	37	37	MONSTER MAGNET/Space Lord
20	25	26	29	29	PAGE/PLANT/Shining In The Light
19	23	26	26	26	GARBAGE/Think I'm Paranoid
20	25	24	26	26	JERRY CANTRELL/My Song
38	39	30	25	25	STABBING WESTWARD/Save Yourself
18	23	24	25	25	LENNY KRAVITZ/Fly Away
17	24	24	25	25	FUEL/Shimmer
19	24	26	25	25	KENNY WAYNE SHEPHERD/Somehow...
19	23	26	25	25	CANDLEBOX/It's Alright
18	21	25	24	24	MARCY PLAYGROUND/Saint Joe On...
19	23	26	24	24	REVEREND HORTON HEATH/He Detector
9	13	14	15	15	ROD STEWART/Cigarettes & Alcohol
20	11	12	13	13	VAN HALEN/Fire In The Hole
11	11	11	11	11	SEMISONIC/Closing Time
39	37	11	11	11	FASTBALL/The Way
8	10	11	11	11	AEROSMITH/Taste Of India
9	11	9	10	10	FOO FIGHTERS/My Hero
9	11	9	10	10	RAMMSTEIN/Du Hast
9	11	9	10	10	VERVE/Bitter Sweet
9	11	10	10	10	GOO GOO DOLLS/Ins
39	9	12	10	10	MEGADETH/Use The Man
14	14	12	9	9	HUNGER/Free
15	13	9	9	9	SLOBBERBONE/Barrel Chested
9	10	9	9	9	GRAVITY KILLS/Falling
9	10	9	9	9	GREEN DAY/Time Of Your Life...

MARKET #7
97.1 KRock
Howard Lehr Holdings
WKRC/Detroit
(248) 423-3300

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
6	32	32	32	32	AEROSMITH/What Kind Of Love
16	30	30	30	30	DAYS OF THE NEW/The Down Town
30	19	30	30	30	JERRY CANTRELL/Cut You In
19	28	30	30	30	METALLICA/Fuel
31	18	31	29	29	FOO FIGHTERS/My Hero
18	20	29	30	30	MONSTER MAGNET/Space Lord
30	20	21	29	29	CREED/Torn
31	15	15	15	15	DLR BAND/Stam Dunk
17	9	12	14	14	SMASHING PUMPKINS/Ava Adore
6	11	13	13	13	HUNGER/Free
6	14	13	13	13	JERRY CANTRELL/My Song
18	11	15	13	13	BROTHER CANE/Lie In The Bed...
11	11	13	13	13	STABBING WESTWARD/Save Yourself
11	17	17	17	17	PAGE/PLANT/Shining In The Light
5	7	11	11	11	FILTER/One
13	8	12	13	13	CREED/What's This Life For
8	4	7	11	11	DAYS OF THE NEW/Touch, Peel, And...
11	7	9	10	10	ADDICT/Monsterside
7	4	10	10	10	DAYS OF THE NEW/Shell In The Room
7	5	7	9	9	PEARL JAM/Given To Fly
11	6	9	9	9	OFFSPRING/Gone Away
9	10	9	9	9	STONE TEMPLE PILOTS/Trippin' On A Hole
30	9	9	9	9	METALLICA/The Unforgiven II
9	5	9	9	9	LOCAL H/Bound For The Floor
9	5	9	9	9	TONI/OH You Could Only
4	5	8	8	8	RAGE AGAINST.../No Shelter
8	4	5	8	8	MEGADETH/Secret Place
8	4	5	8	8	OZZY OSBOURNE/Back On Earth
16	7	8	8	8	KENNY WAYNE SHEPHERD/Blue On Black
16	7	8	8	8	PEARL JAM/Washist

MARKET #9
101 WRIF
WRIF/Detroit
(248) 547-0101
Podell/Wellington

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
35	33	30	34	34	DLR BAND/Stam Dunk
31	35	34	33	33	AEROSMITH/ Don't Want To...
33	33	29	33	33	CREED/Torn
23	24	24	24	24	PEARL JAM/Hiding
25	23	23	23	23	JERRY CANTRELL/My Song
19	22	21	21	21	DAYS OF THE NEW/The Down Town
24	23	20	20	20	CANDLEBOX/It's Alright
14	19	19	19	19	METALLICA/Fuel
25	16	13	17	17	KENNY WAYNE SHEPHERD/Blue On Black
20	20	17	17	17	PAGE/PLANT/Shining In The Light
22	15	14	17	17	BROTHER CANE/Lie In The Bed...
4	4	16	16	16	VAN HALEN/One I Want
7	19	14	14	14	KENNY WAYNE SHEPHERD/Somehow...
8	6	9	9	9	SMASHING PUMPKINS/Ava Adore
5	5	6	8	8	DRAIN S.T.H./Crack The Liars...
13	11	10	10	10	CREED/What's This Life For
11	9	7	7	7	ADDICT/Monsterside
9	8	7	7	7	STABBING WESTWARD/Save Yourself
4	4	5	6	6	DEEP PURPLE/Any Fule Kno That
7	3	6	6	6	MEGADETH/Secret Place
1	4	3	6	6	FEEDER/High
8	7	6	5	5	HUNGER/Free
2	6	5	5	5	ROD STEWART/Cigarettes & Alcohol
6	10	5	5	5	SEVEN MARY THREE/Over Your Shoulder
4	2	3	4	4	GRAVITY KILLS/Falling
6	5	4	4	4	RAMMSTEIN/Du Hast
5	6	5	4	4	BROTHER CANE/Machete
1	4	4	4	4	EVE/Inside Out
5	3	2	4	4	SEVENDUST/Black

MARKET #8
DE 101
WWDC/Washington
(301) 587-7100
Rizer

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
11	11	18	18	18	THIRD EYE BLIND/Jumper
12	12	12	12	12	SMASHING PUMPKINS/Ava Adore
13	13	16	16	16	CREED/What's This Life For
11	11	16	16	16	FASTBALL/The Way
10	10	15	15	15	CANDLEBOX/It's Alright
12	12	15	15	15	JERRY CANTRELL/Cut You In
10	10	14	14	14	HARVEY DANGER/Flagpole Sitta
10	10	13	13	13	FUEL/Shimmer
12	12	13	13	13	EVE/Inside Out
11	11	12	12	12	EVERCLEAR/Father Of Mine
12	12	11	11	11	METALLICA/Fuel
13	13	13	13	13	DAYS OF THE NEW/The Down Town
12	12	11	11	11	STABBING WESTWARD/Save Yourself
11	11	11	11	11	BARENAKO LADIES/One Week
11	11	11	11	11	EVERYTHING/Hooch
10	10	11	11	11	SEVEN MARY THREE/Over Your Shoulder
11	11	10	10	10	FOO FIGHTERS/Walking After You
13	13	13	13	13	WALLFLOWERS/Heroes
8	8	8	8	8	PEARL JAM/Hiding
8	8	8	8	8	TONIC/Open Up Your Eyes
7	7	7	7	7	GIRLS AGAINST BOYS/Park Avenue
7	7	7	7	7	FEEDER/High
12	12	12	12	12	ADDICT/Monsterside
11	11	11	11	11	BLACK LAB/Wash It Away
12	12	12	12	12	SEMISONIC/Closing Time
14	14	14	14	14	GOO GOO DOLLS/Ins
12	12	12	12	12	OUR LADY PEACE/Glumsy
7	7	7	7	7	FOO FIGHTERS/Monkey Wrench
7	7	7	7	7	7EN FOLDS/FIVE/Bick
8	8	8	8	8	WALLFLOWERS/The Difference

MARKET #10
WAAF
107.3 FM
WAAF/Boston
(617) 236-1073
Douglas/Osterlind

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
16	33	39	39	39	FOO FIGHTERS/Baker Street
38	38	39	39	39	RAGE AGAINST.../No Shelter
40	39	37	38	38	STABBING WESTWARD/Save Yourself
38	39	38	38	38	SEVENDUST/Black
26	31	38	38	38	BEASTIE BOYS/Intergalactic
32	30	31	33	33	GODSMACK/Whatever
33	30	31	32	32	DAYS OF THE NEW/The Down Town
31	28	31	30	30	FUEL/Shimmer
28	26	29	30	30	MONSTER MAGNET/Space Lord
30	30				

Stations and their adds listed alphabetically by market

ACTIVE ROCK

Table listing stations and their adds for the ACTIVE ROCK market. Columns include station call letters, market, PD, APD, and a list of song titles and artists.

ROCK

Table listing stations and their adds for the ROCK market. Columns include station call letters, market, PD, APD, and a list of song titles and artists.

84 Total Reporters
84 Current Reporters
83 Current Playlists
Reported Frozen Playlist (1):
KBER/Salt Lake City, UT

85 Total Reporters
84 Current Reporters
83 Current Playlists
Reported Frozen Playlist (1):
KRZZ/Wichita, KS
Did Not Report For Two Consecutive Weeks; Data Not Used (1):
KZOZ/San Luis Obispo, CA

3W	2W	LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	1 AEROSMITH I Don't Want To Miss A Thing (Columbia)	1804	1739	1735	1647	74/0
7	4	2	2	2 JIMMY PAGE/ROBERT PLANT Shining In The Light (Atlantic)	1534	1378	1246	1115	78/0
8	7	4	3	3 DAYS OF THE NEW The Down Town (Outpost/Geffen)	1454	1270	1164	1033	79/0
4	2	3	4	4 ROD STEWART Cigarettes & Alcohol (Warner Bros.)	1413	1373	1417	1330	71/0
9	8	5	5	5 GOO GOO DOLLS Iris (Warner Sunset/Reprise)	1241	1142	1075	994	56/1
14	11	9	6	6 CANDLEBOX It's Alright (Maverick/WB)	1214	1101	945	707	82/1
2	3	7	7	KENNY WAYNE SHEPHERD Blue On Black (Revolution)	1065	1123	1320	1429	60/0
—	33	13	8	8 KENNY WAYNE SHEPHERD Somehow, Somewhere... (Revolution)	996	728	300	68	76/2
10	10	11	9	9 JOHN FOGERTY Premonition (Reprise)	993	972	964	908	59/0
5	5	8	10	BROTHER CANE I Lie In The Bed I Make (Virgin)	990	1118	1240	1302	56/0
3	6	6	11	WALLFLOWERS Heroes (Epic)	938	1140	1240	1398	52/0
6	9	10	12	PEARL JAM Wishlist (Epic)	905	1017	982	1223	53/0
18	13	12	13	13 MONSTER MAGNET Space Lord (A&M)	798	739	675	605	67/2
25	18	14	14	14 CREED What's This Life For (Wind-up)	789	686	601	493	65/5
—	30	25	15	15 SEVEN MARY THREE Over Your Shoulder (Mammoth/Atlantic)	687	531	361	103	59/6
24	21	20	16	16 JERRY CANTRELL My Song (Columbia)	683	569	534	511	54/2
19	16	15	17	17 FASTBALL The Way (Hollywood)	672	649	622	596	38/0
15	15	16	18	18 MATCHBOX 20 Real World (Lava/Atlantic)	650	637	643	689	42/0
26	22	24	19	19 FUEL Shimmer (550 Music)	637	549	526	462	47/3
13	14	18	20	20 SEMISONIC Closing Time (MCA)	635	621	662	710	43/0
16	19	17	21	21 CREED Torn (Wind-up)	627	631	594	658	38/1
32	26	22	22	22 STORYVILLE Born Without You (Atlantic)	579	557	469	364	47/3
23	23	21	23	SMASHING PUMPKINS Ava Adore (Virgin)	515	566	525	523	35/0
11	12	19	24	DLR BAND Slam Dunk (Wawazat !!)	476	604	795	883	37/1
41	34	28	25	25 WHY STORE When You're High (Way Cool Music/MCA)	464	339	300	212	43/2
21	20	23	26	METALLICA Fuel (Elektra/EEG)	441	551	537	564	34/0
12	17	26	27	VAN HALEN Fire In The Hole (Warner Bros.)	348	486	604	765	30/0
—	41	33	28	28 MEGADETH A Secret Place (Capitol)	344	295	218	121	42/3
17	25	27	29	ERIC CLAPTON She's Gone (Duck/Reprise)	340	417	480	614	32/0
39	38	34	30	30 TOMMY SHAW Ocean (CMC)	321	283	276	245	25/0
35	32	30	31	ROLLING STONES Out Of Control (Virgin)	304	314	308	295	21/0
37	36	32	32	32 STABBING WESTWARD Save Yourself (Columbia)	295	307	299	260	28/2
DEBUT			33	33 AEROSMITH What Kind Of Love Are You On (Columbia)	273	109	62	—	49/24
28	29	29	34	DEEP PURPLE Any Fule Kno That (CMC)	270	317	379	425	26/0
38	39	36	35	35 BUDDY GUY & JONNY LANG Midnight Train (Silvertone)	266	263	275	253	22/2
34	40	38	36	FOO FIGHTERS My Hero (Roswell/Capitol)	242	247	272	298	21/0
—	—	44	37	37 EVE 6 Inside Out (RCA)	241	208	134	113	25/2
47	43	41	38	38 OUTCRY On & On (Eureka)	236	219	203	177	23/1
22	28	35	39	JIMMY PAGE/ROBERT PLANT Most High (Atlantic)	228	275	410	546	27/0
DEBUT			40	40 DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)	228	158	70	41	25/7
42	42	40	41	41 FOO FIGHTERS Walking After You (Elektra/Roswell/Capitol)	228	220	207	204	23/1
44	44	43	42	42 MARCY PLAYGROUND Saint Joe On The School Bus (Capitol)	210	211	203	193	20/0
20	24	31	43	DAVE MATTHEWS BAND Don't Drink The Water (RCA)	210	311	491	571	20/0
49	46	42	44	OUR LADY PEACE 4am (Columbia)	208	211	193	161	26/0
31	35	37	45	JERRY CANTRELL Cut You In (Columbia)	208	254	300	367	21/0
46	48	47	46	46 FOO FIGHTERS Baker Street (Roswell/Capitol)	195	181	185	185	10/1
—	45	45	47	JOURNEY Remember Me (Columbia)	187	195	198	144	15/0
—	—	49	48	48 GIRLS AGAINST BOYS Park Avenue (DGC/Geffen)	186	177	151	143	23/1
DEBUT			49	49 LENNY KRAVITZ Fly Away (Virgin)	185	154	118	42	19/2
48	—	46	50	50 ADDICT Monsterside (Big Cat/V2)	184	193	167	166	23/4

This chart reflects airplay from July 6-12. Songs ranked by total plays. Highlighted songs indicate Breaker. 85 Rock reporters. 83 Current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

NEW & ACTIVE

PEARL JAM In Hiding (Epic)
Total Plays: 182, Total Stations: 33, Adds: 20

DRAIN S.T.H. Crack The Liars Smile (Mercury)
Total Plays: 171, Total Stations: 23, Adds: 3

GOV'T MULE She Said, She Said (Capricorn/Mercury)
Total Plays: 166, Total Stations: 22, Adds: 3

HUNGER Free (Universal)
Total Plays: 164, Total Stations: 19, Adds: 0

PISTOLEROS The Hardest Part (Hollywood)
Total Plays: 146, Total Stations: 20, Adds: 0

FAR TOO JONES As Good As You (Mammoth)
Total Plays: 135, Total Stations: 15, Adds: 1

FEEDER High (Echo/Elektra/EEG)
Total Plays: 114, Total Stations: 16, Adds: 3

GLORITONE Halfway (Kneeling Elephant/RCA)
Total Plays: 111, Total Stations: 13, Adds: 1

HARVEY DANGER Flagpole Sitta (Slash/London/Island)
Total Plays: 102, Total Stations: 12, Adds: 2

RAMMSTEIN Du Hast (Slash/London/Island)
Total Plays: 98, Total Stations: 13, Adds: 3

Songs ranked by total plays

BREAKERS®

No Songs Qualified For Breaker Status This Week

MOST ADDED®

ARTIST/TITLE LABEL(S)	ADDS
DISHWALLA Once In A While (A&M)	37
AEROSMITH What Kind Of Love Are You On (Columbia)	24
METALLICA Better Than You (Elektra/EEG)	21
PEARL JAM In Hiding (Epic)	20
BROTHER CANE Machete (Virgin)	9
DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)	7
SEVEN MARY THREE Over Your Shoulder (Mammoth/Atlantic)	6
CREED What's This Life For (Wind-up)	5
ADDICT Monsterside (Big Cat/V2)	4
FLYS Got You (Where I Want You) (Trauma)	4
RED TELEPHONE Pirhana (Warner Bros.)	4

MOST INCREASED PLAYS

ARTIST/TITLE LABEL(S)	TOTAL PLAY INCREASE
KENNY WAYNE SHEPHERD Somehow... (Revolution)	+268
DAYS OF THE NEW The Down Town (Outpost/Geffen)	+184
AEROSMITH What Kind Of Love Are You On (Columbia)	+164
JIMMY PAGE/ROBERT PLANT Shining In The Light (Atlantic)	+156
SEVEN MARY THREE Over Your... (Mammoth/Atlantic)	+156
WHY STORE When You're High (Way Cool Music/MCA)	+125
JERRY CANTRELL My Song (Columbia)	+114
CANDLEBOX It's Alright (Maverick/WB)	+113
CREED What's This Life For (Wind-up)	+103
GOO GOO DOLLS Iris (Warner Sunset/Reprise)	+99

HOTTEST RECURRENTS

ARTIST/TITLE LABEL(S)
CREED My Own Prison (Wind-up)
MARCY PLAYGROUND Sex And Candy (Capitol)
DAYS OF THE NEW Shelf In The Room (Outpost/Geffen)
DAYS OF THE NEW Touch, Peel, And Stand (Outpost/Geffen)
METALLICA The Unforgiven II (Elektra/EEG)
GREEN DAY Time Of Your Life (Good Riddance) (Reprise)
MATCHBOX 20 3am (Lava/Atlantic)
PEARL JAM Given To Fly (Epic)
ROLLING STONES Saint Of Me (Virgin)
TONIC If You Could Only See (Polydor/A&M)

KZOZ/San Luis Obispo, CA did not report for a second consecutive week. Their playlist was not included in this week's data. Play totals for all songs were reviewed — and where appropriate, bullets were awarded. Chart positions, however, were not changed.

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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the new featured single

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WRKI KTUX
WPLR WJXQ
WZZQ WQBZ
WVRK WSTZX
WBAB WWWV
WMFS KEYJ
KMOD KQDS
KXUS WIXV
KRQC WRBR

From the Capricorn CD & Cassette "Dose"
314 536 504-2/4

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ROCK PLAYLISTS

July 17, 1998 R&R • 121

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

KLOS 95.5
MARKET #2
KLOS/Los Angeles
(310) 840-4836
Duncan/Wilde

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
17	15	21			ERIC CLAPTON/My Fathers Eyes
18	19	20			BIG HEAD TODD /Boom Boom
18	18	20			KENNY WAYNE SHEPHERD/Blue On Black
18	17	17			JOE SATRIANI/Lights Of Heaven
15	18	16			ROLLING STONES/Saint Of Me
12	8	10			YES/No Way We Can Lose
5	12	13			GOOD GOD DOLLS/Inns
10	11	13			JOHN FOGERTY/Premonition
4	9	10			ROY ROGERS/You Can't Stop Now
9	10	12			MATCHBOX 20/Real World
7	10	13			SCOTT THOMAS BAND/Black Valentine
5	5	7			ROD STEWART/Cigarettes & Alcohol
6	6	9			PAGE/PLANT/Shining In The Light
10	6	7			LITTLE FEAT/Loco Motives
4	7	8			BUDDY GUY F.J. LANG/Midnight Train
-	-	-			GRANT LEE BUFFALO/Truly Truly
7	7	7			PORCUPINE TREE/Waiting Phase I
6	6	7			ERIC CLAPTON/She's Gone
5	6	6			PISTOLEROS/The Hardest Part
-	-	-			BLUE DYSTER CULT/Harvest Moon
5	5	3			BIG KING/CHAPMAN/The Thrill Is Gone
4	4	5			ROD STEWART/Ooh La La
3	3	4			MATCHBOX 20/3am
7	3	4			ROD STEWART/Rocks
1	2	3			KENNY WAYNE SHEPHERD/Somewhat
10	11	2			WALLFLOWERS/Heroes
1	1	2			BONNIE RAITT/One Belief Away
1	1	3			FLEETWOOD MAC/Landslide
1	1	1			BOB DYLAN/Love Sick
1	1	1			MAX CARL AND BIG /One More River

WMMR 93.5
MARKET #6
WMMR/Philadelphia
(610) 771-0933
Bonadonna/Zipeto

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
20	33	29	40		PAGE/PLANT/Shining In The Light
32	33	33			AEROSMITH/Don't Want To
20	19	18			DAYS OF THE NEW/The Down Town
16	28	33			ROD STEWART/Cigarettes & Alcohol
26	31	32			BROTHER CANE/Lie In The Bed
-	-	-			PEARL JAM/In Hiding
19	28	32			SMASHING PUMPKINS/Ava Adore
18	21	18			SOUL ASYLUM/Will Still Be
-	-	-			LENNY KRAVITZ/Fly Away
31	31	31			SEMI-SOIC/Closing Time
14	17	18			CANDLEBOX/It's Alright
-	-	-			KENNY WAYNE SHEPHERD/Somewhat
20	20	18			FUEL/Shimmer
14	13	7			PAGE/PLANT/Most High
29	17	15			FOO FIGHTERS/My Hero
10	9	11			KENNY WAYNE SHEPHERD/Blue On Black
13	11	15			WALLFLOWERS/Heroes
-	-	-			SEVEN MARY THREE/Over Your Shoulder
9	11	14			VAN HALEN/Without You
32	22	16			CARAMEL/Lucy
14	11	10			BLACK LAB/Time Ago
10	12	11			MONSTER MAGNET/Space Lord
10	12	7			GREEN DAY/Time Of Your Life...
-	-	-			JERRY CANTRELL/My Song
37	17	16			PEARL JAM/Wishlist
14	10	5			PEARL JAM/Given To Fly
11	15	12			DAVE MATTHEWS BAND/Don't Drink
-	-	-			DISHWALL/Once In A While
-	-	-			AEROSMITH/What Kind Of Love

WKLS 93.7
MARKET #12
WKLS/Atlanta
(404) 325-0960
Ervin/Kepple

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
27	28	31			KENNY WAYNE SHEPHERD/Blue On Black
-	-	-			COLLECTIVE SOUL/Listen
14	17	23			MATCHBOX 20/Real World
19	16	31			GOOD GOD DOLLS/Inns
27	30	25			CREEED/My Own Prison
27	29	22			WALLFLOWERS/Heroes
15	21	21			SEVEN MARY THREE/Over Your Shoulder
-	-	-			MATCHBOX 20/Long Day
14	13	15			ERIC CLAPTON/She's Gone
9	13	11			KENNY WAYNE SHEPHERD/Born With...
11	11	10			METALLICA/Hero Of The Day
5	3	10			DAYS OF THE NEW/The Down Town
-	-	-			CREEED/What's This Life For
6	3	6			PEARL JAM/Wishlist
9	3	6			FASTBALL/The Way
2	4	5			MONSTER MAGNET/Space Lord
-	-	-			CANDLEBOX/It's Alright
-	-	-			AEROSMITH/What Kind Of Love

KISW 99.9
MARKET #13
KISW/Seattle
(206) 285-7625
Ryan/Faulkner

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
16	29	29			BROTHER CANE/Lie In The Bed
23	22	26			VAN HALEN/Fire In The Hole
-	-	-			PEARL JAM/In Hiding
28	26	27			CREEED/Torn
24	17	18			STABBING WESTWARD/Save Yourself
16	17	17			CANDLEBOX/It's Alright
-	-	-			PAGE/PLANT/Shining In The Light
15	15	17			MONSTER MAGNET/Space Lord
8	9	11			DAYS OF THE NEW/The Down Town
9	10	10			RAMMSTEIN/Du Hast
5	8	7			AEROSMITH/What Kind Of Love
-	-	-			PETE DROGE/Spacey And Shakin
-	-	-			MEGADETH/A Secret Place
8	9	10			HUNGER/Free
-	-	-			KENNY WAYNE SHEPHERD/Somewhat
5	6	7			SOUNDGARDEN/Rhinoceros
6	5	7			DAYS OF THE NEW/Touch, Peel, And
5	6	7			COLLECTIVE SOUL/Where The River
5	6	7			SOUNDGARDEN/Burden In My Hand
-	-	-			TRAGICALLY HIP/Poets
5	5	6			TONIC/If You Could Only
5	7	7			TONIC/Open Up Your Eyes
-	-	-			CREEED/My Own Prison
-	-	-			JERRY CANTRELL/Cut You In
5	5	6			OFFSPRING/Gone Away
5	5	6			FOO FIGHTERS/Monkey Wrench
5	4	5			FOO FIGHTERS/My Hero
5	4	5			KENNY WAYNE SHEPHERD/Blue On Black

Rock 100.3
MARKET #14
WRBC/Minneapolis
(612) 330-3100
MacLeash/Philpott

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
12	15	16			SMASHING PUMPKINS/Ava Adore
5	3	6			KENNY WAYNE SHEPHERD/Blue On Black
-	-	-			CREEED/My Own Prison
11	12	12			VAN HALEN/Fire In The Hole
10	11	5			PAGE/PLANT/Most High
6	4	3			AEROSMITH/Don't Want To
11	12	12			METALLICA/Fuel
6	5	10			DEEP PURPLE/Any Full Kno That
3	5	8			STABBING WESTWARD/Save Yourself
-	-	-			HUNGER/Free
13	13	7			DLR BAND/Slam Dunk
5	6	6			DAYS OF THE NEW/The Down Town
5	6	7			BROTHER CANE/Lie In The Bed
6	3	4			PEARL JAM/Wishlist
3	5	7			CANDLEBOX/It's Alright
6	5	6			OUR LADY PEACE/4am
-	-	-			MEGADETH/A Secret Place
5	6	4			MONSTER MAGNET/Space Lord
5	4	3			FOO FIGHTERS/My Hero
-	-	-			PAGE/PLANT/Shining In The Light
-	-	-			JERRY CANTRELL/My Song
4	5	5			GOLD/Go Away
6	6	4			FLYER/One
12	5	4			CREEED/Torn
4	4	4			SMASHING PUMPKINS/This Life For
1	4	3			SMASHING PUMPKINS/Daphne Descends
3	2	2			SMASHING PUMPKINS/Perfect
-	-	-			METALLICA/Better Than You
-	-	-			DRAIN S.T.H./Crack The Liars
-	-	-			AEROSMITH/What Kind Of Love

WBAB 95.3/102.3
MARKET #16
WBAB/Long Island
(516) 587-1023
Buchmann/Wellman

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
24	25	22			GOOD GOD DOLLS/Inns
34	34	33			FALLBACK/The Way
24	23	17			NATALIE IMBRIUGLIA/Torn
21	23	16			AEROSMITH/Don't Want To
20	20	17			MARCY PLAYGROUND/Sex And Candy
17	18	17			SEMI-SOIC/Closing Time
18	20	21			MATCHBOX 20/Real World
18	18	19			KENNY WAYNE SHEPHERD/Blue On Black
17	18	12			DAYS OF THE NEW/The Down Town
15	17	12			STORYVILLE/Born Without You
20	19	9			BROTHER CANE/Lie In The Bed
18	19	13			JOHN FOGERTY/Premonition
15	17	12			PAGE/PLANT/Shining In The Light
15	17	12			HARVEY DANGER/Flagpole Sitta
21	16	12			PEARL JAM/Wishlist
-	-	-			AEROSMITH/What Kind Of Love
17	17	11			FOO FIGHTERS/Walking After You
16	11	17			SISTER HAZEL/Concede
-	-	-			CANDLEBOX/It's Alright
19	21	16			DAVE MATTHEWS BAND/Don't Drink
17	17	15			ROD STEWART/Cigarettes & Alcohol
24	22	15			WALLFLOWERS/Heroes
12	12	8			JIMMIE VAUGHAN/Like A King
8	8	12			GOVT MULE/She Said, She Said
24	17	5			MATCHBOX 20/3am
5	5	5			DAYS OF THE NEW/Touch, Peel, And
5	5	5			OUTCRY/On & On
5	5	5			GUNTER/Airport Song
5	5	5			RINGO STARR/La De Da
5	5	5			VAN HALEN/Fire In The Hole

KDKB 92.3
MARKET #17
KDKB/Phoenix
(602) 897-9300
Maranville/Lea

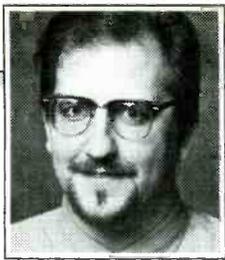
PLAYS	3W	2W	LW	TW	ARTIST/TITLE
32	31	34			CANDLEBOX/It's Alright
32	32	33			PAGE/PLANT/Shining In The Light
17	16	16			SISTER HAZEL/Concede
19	32	32			STORYVILLE/Born Without You
34	33	29			GOOD GOD DOLLS/Inns
17	16	18			GLORITONE/Halfway
-	-	-			LENNY KRAVITZ/Fly Away
-	-	-			BROTHER CANE/Machete
32	33	37			ROD STEWART/Cigarettes & Alcohol
10	16	13			GRANT LEE BUFFALO/Truly Truly
14	15	15			KENNY WAYNE SHEPHERD/Somewhat
-	-	-			PISTOLEROS/Forever Young
17	16	14			AEROSMITH/Don't Want To
14	16	17			GUSTER/Airport Song
13	13	14			JOHNNY MEMBER ME
16	14	14			NINE VOLT/Supper
17	16	14			PEARL JAM/Wishlist
1	15	14			SEVEN MARY THREE/Over Your Shoulder
14	14	13			GANDHARVAS/Downtime
14	13	11			HUNGER/Free
2	14	15			FEEDER/High
11	9	10			BROTHER CANE/Lie In The Bed
11	10	11			CREEED/What's This Life For
11	10	11			FOO FIGHTERS/My Hero
11	10	11			KENNY WAYNE SHEPHERD/Blue On Black
11	10	11			PISTOLEROS/The Hardest Part
11	14	10			GATHERING FIELD/Rhapsody In Blue
17	10	10			EVE 6/Inside Out
9	10	8			METALLICA/The Unforgiven II
11	11	10			PISTOLEROS/My Guardian Angel

WDVE 92.3
MARKET #20
WDVE/Pittsburgh
(412) 937-1441
Hart/Winter

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
17	18	21			PAGE/PLANT/Shining In The Light
21	23	21			ROD STEWART/Cigarettes & Alcohol
22	21	19			WALLFLOWERS/Heroes
24	24	20			FASTBALL/The Way
14	12	20			AEROSMITH/Don't Want To
24	21	19			GOOD GOD DOLLS/Inns
-	-	-			WHY STORE/When You're High
-	-	-			SEVEN MARY THREE/Over Your Shoulder
17	16	17			SCOTT THOMAS BAND/Black Valentine
17	16	17			KENNY WAYNE SHEPHERD/Somewhat
10	14	16			BROTHER CANE/Lie In The Bed
11	14	11			DAYS OF THE NEW/The Down Town
-	-	-			PEARL JAM/In Hiding
12	10	10			CANDLEBOX/It's Alright
9	10	10			JOHN FOGERTY/Premonition
24	23	10			PEARL JAM/Wishlist
-	-	-			CHRIS CORNELL/Sunshower
-	-	-			ERIC CLAPTON/She's Gone
4	5	4			PUSH/Eye To Eye
4	4	5			COUNTING CROWS/Angels 01
4	4	5			TONIC/If You Could Only
4	4	5			MATCHBOX 20/Push
4	4	4			JONNY LANG/Lie To Me
-	-	-			MATCHBOX 20/Real World
3	4	3			WALLFLOWERS/One Headlight
4	4	3			STONE TEMPLE PILOTS/Lady Picture Show
-	-	-			GATHERING FIELD/Rhapsody In Blue
-	-	-			AEROSMITH/What Kind Of Love
-	-	-			TRAGICALLY HIP/Poets
-	-	-			CREEED/What's This Life For

WEBN 96.7
MARKET #25
WEBN/Cincinnati
(513) 621-9326
Walter/Jamie

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
21	19	22			SEMI-SOIC/Closing Time
28	20	34			METALLICA/Fuel
34	32	28			KENNY WAYNE SHEPHERD/Blue On Black
32	33	29			CREEED/Torn
33	34	29			MEGADETH/Almost Honest
20	19	17			JERRY CANTRELL/My Song
5	5	13			ADDICT/Monsterside
18	18	20			DAYS OF THE NEW/The Down Town
18	22	13			NEUROTIC/Easy Speak
16	20	16			MEGADETH/Use The Man
18	22	16			SEVEN MARY THREE/Over Your Shoulder
18	16	17			MARCY PLAYGROUND/Saint Joe On
3	15	17			KENNY WAYNE SHEPHERD/Slow Ride
-	-	-			CREEED/What's This Life For
17	15	17			FUEL/Shimmer
15	13	14			CHRIS CORNELL/Sunshower
7	9	7			MONSTER MAGNET/Space Lord
12	5	7			SOUL ASYLUM/Will Still Be...
6	5	6			BUGZY/Pizza
5	6	8			PEARL JAM/Wishlist
20	9	8			GREEN DAY/Redundant
6	7	5			LENNY KRAVITZ/Fly Away
5	7	6			BLINK 182/Dammit (Growing Up)
5	4				



JIM KERR

Internet Radio Listening And Arbitron

□ With Internet radio becoming increasingly common, will it make its way into the Arbitron book?

In two weeks, Arbitron will begin a massive study of diary-keepers from the spring book with the goal of better understanding the role that Internet audio broadcasts have in consumers' lives today. This week, we talk with Arbitron GM **Pierre Bouvard**, who gives us an overview of how Arbitron has handled past examples of nontraditional listening and his feelings on what the future may bring.

R&R: Have you seen diary mentions for Internet stations in the past?

PB: Up until this point there have only been a handful of entries where the diary-keeper indicated having listened to a station over the Internet. We're talking very, very few. But obviously, if you look ahead in the next year or two with the promise of faster download speeds and the promise of digital audio on the Internet, all of these things point to the fact that more Americans will be listening to audio and radio stations on the Internet.

When we did the at-work study, we found that, of the people who didn't listen to the radio at work, 16% said that it was because of poor signal reception. So this is possibly an answer to that. They can now listen on the Internet and not have to worry about poor reception.

R&R: How did you handle the Internet-listening entries?

PB: In the New York book, there

may be about 50 radio stations that make the minimum reporting standards to be published in the book. But the actual number of radio stations that make Maximizer, which includes the entire database, is 234. There are radio stations that people somehow pick up long distance or they go on a business trip to another market. We have a lot of experience in trying to decipher entries that are somehow from another market because of travel and this and that.

The big issue that we're trying to get ahead of is, looking out in time when the volume of listenership on the Internet grows, what types of potential changes would we have to make to our diary? Would we have to add a column that says check here if you are listening on the Internet? To help answer that question, we're fielding a massive national study on Internet audio and diarykeepers. We're calling back thousands of diarykeepers from the spring survey and probing as to Internet audio. This survey will go into the field in two weeks, and we welcome any reader to submit possible questions on how Americans are listening to audio and the Internet. If any R&R readers have ideas on possible questions they would like to ask diarykeepers in our In-



Pierre Bouvard

ternet audio study, send them to me. My fax number is (212) 887-1375.

R&R: Looking into the future, is it possible that we could see 99X in Atlanta showing up with a two share in Los Angeles or an Internet-only radio broadcaster signing up for Arbitron? Are these all possibilities?

PB: Absolutely, and I'll give you two stories. The basic theme here is, if there is a niche that's unfilled in the marketplace, and the niche is a real listener need, listeners will seek that niche out. Now, I don't know in Los Angeles if 99X is going to show up, because the reality



We found that, of the people who didn't listen to the radio at work, 16% said it was because of poor signal reception. They can now listen on the Internet and not have to worry about poor reception.

is, if you look at the Alternative appeal, there is KROQ, there is Y107, and there are others. But let me tell you an actual story.

In 1982 in Ft. Wayne, IN, we received a phone call from our diary processing department, asking, "Who the hell is COOL FM?" We didn't know what they meant, and they said, "We are getting this showing up in diaries — COOL FM." Well, it wasn't a legal set of call letters, so we did some investigating, and we discovered that it was a cable radio Urban station. Ft. Wayne had no Urban radio station, so somehow people found out about this cable radio station they could get through the cable audio service, and they were loving the station because it filled the programming niche. So it showed up in the ratings. It showed up in Maximiser — people could run it, and you could see the numbers.

The bottom line is, we are in the business of measuring radio listening, whether it's from a local market or a million miles away. Another example is that when we were in the TV business, suddenly this bizarre station, WTBS, started showing up all over the country. Well, Ted Turner, if you recall, was a rev-



The bottom line is that we are in the business of measuring radio listening, whether it's from a local market or a million miles away.

olutionary who put his signal on satellite and cable. I remember we did a focus group of some listeners in Pennsylvania, and they thought that it was a station from Atlantic City. TV viewers couldn't possibly understand how a TV station in Atlanta was showing up on their cable. We quickly caught on to this, and we started reporting WTBS in every rating book in America. No question about it — we're ready for this. Also, it won't only be the Internet; you have digital radio coming online next year, and the year after is AMRC.

R&R: Speaking of cable, there has been cable radio for some time. Have you ever seen a minimal blip from that source?

PB: Not really, and the cable systems themselves will tell you they haven't had a lot of takers on the system. Typically, these systems were only available where the TV was and where you had a hi-fi set. So it was only in the living room, and there are a lot of other rooms in the house where we tend to listen to the radio — getting up in the morning, going to bed, and this and that. But the PC at work and at home does offer a way to get to the consumer, and, obviously, CD Radio and AMRC are yet other alternative ways Americans are going to get audio, and that's targeted to in-car listening. In the next couple of years there is going to be an explosion in terms of the different sources for audio for the American consumer.

R&R: So do we redefine what radio is to include Internet broadcasting and digital satellite transmission?

PB: One of the things that is happening in the media is the buzzword "convergence." Ten years ago, radio was radio and TV was TV and computers were computers. Now Windows 98 allows you the ability to watch TV through your computer. Now is that TV or is that a computer? That's convergence, and it is happening everywhere.

No question about it, in the next couple of years everyone is going to have some interesting times trying to define what it is the consumer is doing — if they're listening to radio or if are they on the computer. If I'm watching Don Imus' radio show on MSNBC, am I watching TV or listening to Imus? There are no magic answers here, but our job is to track all this. The goal of doing this major industry study is, really to get ahead of the curve.

Right now, the sense we get is, because of the current state of Internet technology, there's probably not going to be a tremendous

amount of serious quarter-hours going to Internet audio.

R&R: It has to be exciting for you with all the possibilities and the new terrain out there that you're discovering.

PB: I think for a radio station in a marketplace that wants to grow at-work listenership and understands that one of the reasons why people don't listen to radio at work is poor signal reception, there's a big-time opportunity. And the radio stations that are ahead of the curve and really see the Internet as a way to expand and fill in their distribution are going to be the ones that profit.

There is a whole other dimension to this, which is advertising. In all the perceptual studies that Arbitron has done on media planners, media buyers, and creative types, they say radio is okay, but it lacks visuals. Visuals are compelling. Imagine if I can be listening to your radio station and have a visual that accompanies each commercial, showing product information, and then I can click through to the advertiser's website. The Internet has added a visual dimension that radio advertising currently lacks.

The exciting question is, how can the Internet help radio advertisers? How can we apply technology to help the advertiser move more product? When you talk about a market with an ownership cluster that has 80% or 70% of the listening audience, if you can drive people to a website to check out an advertiser, that's getting results for advertisers. Take it a step further: If a listener hears something on a station and wants to buy it, let's offer them the ability to come to our website and buy the product. That gets right to the heart of what I think the Internet is about. When you talk about what is exciting, that to me is exciting.



Imagine if I can be listening to your radio station and have a visual that accompanies each commercial, showing product information, and then I can click through to the advertiser's website.

DOCTOR WORM

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U.S. tour starts in September

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liz phair

“Polyester Bride”

from the album
whitechocolatespaceegg

**Going
For Adds
7/20**

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ALTERNATIVE TOP 50

JULY 17, 1998

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
			1	GOO GOO DOLLS Iris (Warner Sunset/Reprise) 3462 3422 3451 3613 96/0					
			2	HARVEY DANGER Flagpole Sitta (Slash/London/Island) 3370 3173 3185 3111 101/0					
			3	EVE 6 Inside Out (RCA) 3241 2840 2729 2522 100/0					
			4	FUEL Shimmer (550 Music) 3199 3110 3157 3128 96/0					
			5	BARENAKED LADIES One Week (Reprise) 3111 2739 2541 2247 98/1					
			6	SEMISONIC Closing Time (MCA) 2723 2902 3091 3355 87/0					
			7	MARCY PLAYGROUND Saint Joe On The School Bus (Capitol) 2140 2015 1980 1936 88/1					
			8	BEASTIE BOYS Intergalactic (Grand Royal/Capitol) 2056 1820 1716 1576 89/1					
			9	GRANT LEE BUFFALO Truly, Truly (Slash/WB) 1991 1819 1687 1537 96/1					
			10	SMASHING PUMPKINS Ava Adore (Virgin) 1981 2526 2939 3069 79/0					
			11	FOO FIGHTERS Walking After You (Elektra/Roswell/Capitol) 1969 1842 1750 1641 88/1					
			12	DAVE MATTHEWS BAND Stay (Wasting Time) (RCA) 1934 1518 953 385 92/6					
			13	ATHENAEUM What I Didn't Know (Atlantic) 1848 1789 1840 1764 78/0					
			14	SMASHING PUMPKINS Perfect (Virgin) 1730 1271 948 706 86/14					
			15	URGE Jump Right In (Immortal/Epic) 1700 1825 1961 2060 74/1					
			16	SPRUNG MONKEY Get 'Em Outta Here (Surfdog/Hollywood) 1592 1386 1362 1257 83/2					
			17	FASTBALL The Way (Hollywood) 1530 1640 1968 2410 63/1					
			18	EVERYTHING Hooch (Blackbird/Sire) 1506 1243 978 626 76/5					
			19	CREED What's This Life For (Wind-up) 1444 1317 1180 1052 73/3					
			20	FEEDER High (Echo/Elektra/EEG) 1351 1219 1087 970 78/2					
			21	STABBING WESTWARD Save Yourself (Columbia) 1315 1309 1308 1313 71/3					
			22	GARBAGE I Think I'm Paranoid (Almo Sounds/Interscope) 1308 887 578 210 78/12					
			23	GARBAGE Push It (Almo Sounds/Interscope) 1304 1504 1983 2683 55/0					
			24	DAYS OF THE NEW The Down Town (Outpost/Geffen) 1249 1048 895 528 69/6					
			25	SEVEN MARY THREE Over Your Shoulder (Mammoth/Atlantic) 1224 988 723 107 73/2					
			26	NATALIE IMBRUGLIA Wishing I Was There (RCA) 1128 1015 862 737 51/0					
			27	EVERCLEAR I Will Buy You A New Life (Capitol) 1080 1204 1526 1762 52/0					
			28	TORI AMOS Spark (Atlantic) 1078 1329 1510 1732 52/0					
			29	PEARL JAM Wishlist (Epic) 1044 1164 1560 1820 49/0					
			30	THIRD EYE BLIND Jumper (Elektra/EEG) 1043 736 448 224 66/10					
			31	OUR LADY PEACE 4am (Columbia) 989 1025 1061 1013 59/0					
			32	GUSTER Airport Song (Hybrid/Sire) 978 1030 1013 995 61/0					
			33	BRIAN SETZER ORCHESTRA Jump Jive An' Wail (Interscope) 956 701 365 128 59/6					
			34	BIG BAD VOODOO DADDY You & Me &... (Coolsville/Capitol) 946 903 925 826 55/2					
			35	K'S CHOICE Everything For Free (550 Music) 920 832 778 676 55/1					
			36	EAGLE-EYE CHERRY Save Tonight (Work) 864 633 380 103 54/5					
			37	EVERCLEAR Father Of Mine (Capitol) 823 336 258 174 65/16					
			38	RAGE AGAINST THE MACHINE No Shelter (Epic) 822 751 731 631 64/1					
			39	MATCHBOX 20 Real World (Lava/Atlantic) 791 928 1238 1391 32/0					
			40	CANDLEBOX It's Alright (Maverick/WB) 782 683 556 408 56/4					
			41	WALLFLOWERS Heroes (Epic) 772 1187 1741 2044 40/0					
			42	PEARL JAM In Hiding (Epic) 677 300 261 184 59/23					
			43	SWIRL 360 Hey Now Now (Mercury) 672 603 545 477 47/2					
			44	GANDHARVAS Downtime (MCA) 621 696 771 734 43/0					
			45	CHERRY POPPIN' DADDIES Zoot Suit Riot (Mojo/Universal) 601 607 738 850 33/1					
			46	MONSTER MAGNET Space Lord (A&M) 582 479 462 348 46/2					
			47	DAVE MATTHEWS BAND Don't Drink The Water (RCA) 567 730 1092 1846 33/0					
			48	SMASH MOUTH Can't Get Enough Of You Baby (Elektra/EEG) 532 452 485 418 27/2					
			49	POSSUM DIXON Holding (Lenny's Song) (Surf Detective/Interscope) 522 368 112 82 40/5					
			50	RANCID Bloodclot (Epitaph) 514 523 540 473 44/1					

This chart reflects airplay from July 6-12. Songs ranked by total plays. Highlighted songs indicate Breaker.

104 Alternative reporters. 102 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

NEW & ACTIVE

FAR TOO JONES As Good As You (Mammoth)
Total Plays: 483, Total Stations: 36, Adds: 0

BLINK 182 Josie (Everything's Gonna...) (Cargo/MCA)
Total Plays: 365, Total Stations: 32, Adds: 4

MURMURS La Di Da (MCA)
Total Plays: 340, Total Stations: 28, Adds: 0

FATBOY SLIM The Rockafeller Skank (Skint/Astralwerks/Caroline)
Total Plays: 306, Total Stations: 20, Adds: 3

LENNY KRAVITZ Fly Away (Virgin)
Total Plays: 300, Total Stations: 21, Adds: 3

FLYS Got You (Where I Want You) (Trauma)
Total Plays: 270, Total Stations: 31, Adds: 11

HEATHER NOVA London Rain (Nothing Heals...) (Big Cat/Work)
Total Plays: 253, Total Stations: 14, Adds: 0

REEL BIG FISH Take On Me (Mojo/Universal)
Total Plays: 238, Total Stations: 17, Adds: 0

MXPX I'm OK, You're OK (A&M)
Total Plays: 238, Total Stations: 15, Adds: 2

HOME GROWN Surfer Girl (Outpost/Geffen)
Total Plays: 222, Total Stations: 14, Adds: 0

CHERRY POPPIN' DADDIES Brown Derby Jump (Mojo/Universal)
Total Plays: 172, Total Stations: 21, Adds: 2

Songs ranked by total plays

BREAKERS

GARBAGE
I Think I'm Paranoid (Almo Sounds/Interscope)
TOTAL PLAYS/INCREASE 1308/421 TOTAL STATIONS/ADDS 78/12 CHART 22

SEVEN MARY THREE
Over Your Shoulder (Mammoth/Atlantic)
TOTAL PLAYS/INCREASE 1224/236 TOTAL STATIONS/ADDS 73/2 CHART 25

THIRD EYE BLIND
Jumper (Elektra/EEG)
TOTAL PLAYS/INCREASE 1043/307 TOTAL STATIONS/ADDS 66/10 CHART 30

MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
DISHWALLA Once In A While (A&M)	51
SQUIRREL NUT ZIPPERS Suits Are Picking Up... (Mammoth)	29
PEARL JAM In Hiding (Epic)	23
SISTER SOLEIL Torch (Universal)	19
EVERCLEAR Father Of Mine (Capitol)	16
CRYSTAL METHOD Busy Child (Outpost/Geffen)	15
SMASHING PUMPKINS Perfect (Virgin)	14
GOAT Great Life (Ruffhouse/Columbia)	13
GARBAGE I Think I'm Paranoid (Almo Sounds/Interscope)	12
FLYS Got You (Where I Want You) (Trauma)	11
ORGY Stitches (Elementree/Reprise)	11

don't turn your

BACK ON THE SUN

ednaswap

coming soon



MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
EVERCLEAR Father Of Mine (Capitol)	+487
SMASHING PUMPKINS Perfect (Virgin)	+459
GARBAGE I Think I'm Paranoid (Almo Sounds/Interscope)	+421
DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)	+416
EVE 6 Inside Out (RCA)	+401
PEARL JAM In Hiding (Epic)	+377
BARENAKED LADIES One Week (Reprise)	+372
THIRD EYE BLIND Jumper (Elektra/EEG)	+307
EVERYTHING Hooch (Blackbird/Sire)	+263
BRIAN SETZER ORCHESTRA Jump Jive... (Interscope)	+255

HOTTEST RECURRENTS

CREED My Own Prison (Wind-up)
MARCY PLAYGROUND Sex And Candy (Capitol)
GREEN DAY Time Of Your Life (Good Riddance) (Reprise)
GREEN DAY Redundant (Reprise)
FOO FIGHTERS My Hero (Roswell/Capitol)
EVERCLEAR Everything To Everyone (Capitol)
DAYS OF THE NEW Touch, Peel, And Stand (Outpost/Geffen)
NATALIE IMBRUGLIA Torn (RCA)
BLINK 182 Dammit (Growing Up) (Cargo/MCA)
VERVE Bitter Sweet Symphony (Hut/Virgin)

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.

On your desk now and on the air at Modern Rock:

WXDX, WXDG, KEDJ, KXTE, KMYZ, WENZ, WMRQ, WPBZ, KDRE, WEJE, WHTG, WJSE

... And Active Rock: KUPD, WJRR, WRCN, WJXQ, WTKX, WTPT, WAMX, WZMT, KFRQ, WQKK, WKZO, KQDS, WROQ, KQWB, WCPR, WRBR, KTUX, KIBZ, WSTZ, KRAD

Catch Orgy on the Family Values Tour this September!



Break Through

Artist

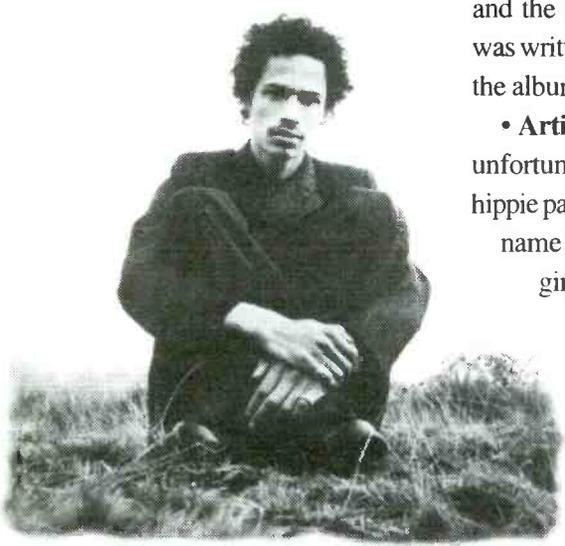
EAGLE-EYE CHERRY
 TRACK: "SAVE TONIGHT"
 LP: *DESIRELESS*
 PRODUCER: **KLAS AHLUND**
 LABEL: **WORK**

essentials: Some may look at the latest product of the Cherry family with a skeptical, um, eye. It's true: 27-year-old **Eagle-Eye Cherry** is the son of Jazz legend Don and brother to singer/rapper Neneh (remember "Buffalo Stance"?). However, this particular Cherry didn't set out to become another musical genius — at least at first. After attending the New

York School of Performing Arts, Cherry found himself in demand as an actor — managing nicely by appearing in TV spots and sitcoms. Soon enough, though, the hereditary musical itch grabbed hold of him. Seeking an outlet for this, he bought a keyboard and a guitar and sat up nights in his apartment, writing songs, just for kicks. He moved from New York back to his childhood home of Sweden once he realized that his songs could actually turn into something, and there he put the finishing touches on what would be his debut album, *Desireless*. The record, a mellow mix of blues, pop, and jazz influences, is notable both for the upbeat guitar single, "Save Tonight," and the final eponymous track, which was written by pop Don, who died while the album was being made.

• **Artist POV:** Cherry on the more unfortunate aspects of being a child of hippie parents: "I think I got a pretty good name! In my high school, there was a girl called Experience, and then Cher's daughter was in my class, and her name is Chastity. So I think I lucked out."

— Rich Michalowski
 Asst. Alternative Editor



Breakthrough Artist highlights breaking artists with strong chart momentum.

Flys
 "Got You (Where I Want You)"
 (Trauma)
 Stephen Bottomley, MD
 WEQX/Albany

Stephen Bottomley ON THE RECORD

Wondering where all the great Soundgarden songs have gone to? Look no further than the Flys! For once it seems as though the pre-add hype may be justified, as this West Coast band throws out a very catchy number with "Got You (Where I Want You)." Being on a soundtrack doesn't hurt, either, but this kind of tune, with its sprawling guitars, droning repetitive bass, and even a cheeky rap in the middle, makes me think of a common phrase — "including the kitchen sink." In this format, it is always refreshing to see that a record like this is on a smaller label. It helps us maintain that alternative image! Sunshine rock for the summertime.

There is hype, and there is buzz — indie artist **Shawn Mullins** is definitely creating a buzz with his song "Lullaby." After breaking out of 99X in Atlanta, it has spread to Chicago and is being talked about by more and more people ... **Blink 182** "Josie" picks up WBCN/Boston and continues the strong story it began with "Dammit (Growing Up)" ... **Goat** has a great thing going with "Great Life," with support starting in the South and East ... Many of us have met **Sister Soleil** as she crossed the country and know that in person she is very charismatic. Thankfully, that same charisma comes through on her record, which picked up strong support from America's heartland this week ... **Eagle-Eye Cherry** is a mass-appeal artist you can own now, and strong feedback from stations already playing it points to his Alternative appeal ... Finally — a great band releases a great album. Alternative radio plays the first single from the album to great success, and the artist, the label, and radio all come out winners. It's the way we always hope the story comes out. Happily, we can point to **Grant Lee Buffalo** as an example of it happening as we speak.

ON THE RADIO With Jim Kerr

RECORD OF THE WEEK:
Uninvited "What God Said."

THE BRIAN SETZER ORCHESTRA

"Jump Jive An' Wail"

On Over 65 Stations Including:
 KROQ KWOD KITS WENZ WHFS KPNT
 WBCN WRZX WPLY KLZR KZNZ WXDG
 KTCL WROX WXDX WFNX WPLT WBRU

TOP 5
 PHONES
 INSTANTLY!



Recorded and Mixed by John Holbrook

PRODUCED BY PETER COLLINS for Jill Music, Ltd.
 MANAGEMENT: Dave Kaplan Management, Inc.
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THE AMAZING
**ROYAL
CROWNS**



FIREBALL

*Featuring
the debut single*

“Do The Devil”

ALREADY ON:

- | | |
|------|------|
| WBCN | WRAX |
| XHRM | WEQX |
| WFNX | WKRL |
| KCXX | WRRV |
| WBRU | WBTZ |
| WXEX | WOXY |
| WWCD | WKLL |
| WROX | KDRE |
| WMRQ | WEBO |
| WHTG | |

velvel



NEW MUSIC SPECIALTY SHOWS

Comps Make Massive Moves

It was an extremely intense week for artist compilations as three labels put their best foot forward and chart in the Top 5. 1500/A&M's *For The Masses* lands in the No. 1 slot with a heavy dose of Specialty love from KNRK/Portland, WEDG/Buffalo, and WBTZ/Burlington, VT. *Dummy's Warped Music* takes second place with play at KHTY/Santa Barbara, CA; KXRK/Salt Lake City; and WDST/Poughkeepsie, NY, while *Smart's Metal Rules* nails down a No. 5 showing due to wicked rotation from WGMR/State College, PA; WPLA/Jacksonville; and WQXA/Harrisburg. Finally, *Almo Sounds/Interscope's Prissteens* debut at No. 9 with support from KROQ's Rodney Bingenheimer, who says, "The Prissteens catch you with a combination of that original '60s girl-group sound and today's modern rock vibe. They're the Shangri-las meets '90s Alterna-Rock." **Record To Watch:** Transglobal Underground.

By Rich Michalowski
Asst. Alternative Editor

WXSR/Tallahassee, FL

Underground Lounge
Rob The Lounge Lizard
Sample Hour: 8-9pm
Sunday, July 5



FATBOY SLIM The Rockafeller Skank (Astralwerks/Caroline)

RUTH RUTH Condition (RCA)

LIONROCK Rude Boy Rock (Time Bomb)

RANCID Bloodclot (Epitaph)

JOYDROP Beautiful (Tommy Boy)

BIO RITMO Call Me Up (Mercury)

EAGLE-EYE CHERRY Save Tonight (Work)

MISTER JONES Destiny (A&M)

EVERLAST What It's Like (Tommy Boy)

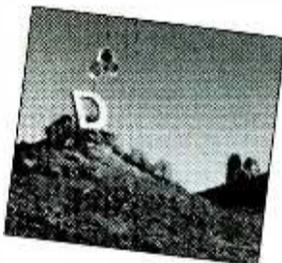
POSSUM DIXON Holding... (Surf Detective/Interscope)



TOP 20 ARTISTS

Ranked by total number of shows reporting artist.

- 1 FOR THE MASSES COMPILATION (1500/A&M)
- 2 WARPED MUSIC COMPILATION (Dummy)
- 3 RUTH RUTH (RCA)
- 4 GOAT (Columbia)
- 5 METAL RULES COMPILATION (Smart)
- 6 FLYS (Trauma)
- 7 EVERLAST (Tommy Boy)
- 8 SPINANES (Sub Pop)
- 9 PRISSTEENS (Almo Sounds/Interscope)
- 10 POSSUM DIXON (Surf Detective/Interscope)
- 11 ORGY (Elementree/Reprise) Airplay Includes: KFMA, KFTE, KJEE
- 12 SISTER SOLEIL (Universal) Airplay Includes: WDST, WEDG, WEQX
- 13 RANCID (Epitaph) Airplay Includes: WPLA, WQXA, WXSX
- 14 JOYDROP (Tommy Boy) Airplay Includes: WBZF, WSFM, XHRM
- 15 TRIPPING DAISY (Island) Airplay Includes: KNRX, WPGU, WSFM
- 16 BARENAKED LADIES (Reprise) Airplay Includes: WBRU, WHTG, WXEX
- 17 BRIAN SETZER ORCHESTRA (Interscope) Airplay Includes: KFMA, KLZR, WEJE
- 18 MASSIVE ATTACK (Virgin) Airplay Includes: KTOZ, WPLY, WXSX
- 19 CREEPER LAGOON (Nickelbag) Airplay Includes: WEQX, WXEG, XHRM
- 20 EVERCLEAR (Capitol) Airplay Includes: WEJE, WPGU, WXDX



For The Masses

SPECIALTY SHOW REPORTERS

Shows and their Top 5 songs listed alphabetically by market

WEQX/Albany, NY

Download
Sunday 7-10pm
Stephen Bottomely
Flys "Got You..."
Breakbeat Era "Breakbeat Era"
Bary Adamson "Can't Get Loose"
Dave Pike Set "Mather"
Embrace "Come Back To What..."

KHLR/Bryan, TX

Exposure
Sunday 8-9pm
Mark
Barenaked Ladies "Who Needs Sleep"
Bran Van 3000 "Everywhere"
Suggs "I Am"
Lusk "Undergarden"
Star 69 "I'm Selfish"

WEDG/Buffalo, NY

Over And Beyond
Sunday 9-10:30pm
Brad Maybe
Barenaked Ladies "Who Needs Sleep"
Eagle-Eye Cherry "Save Tonight"
Sloan "Money City Maniacs"
Sister Soleil "Liar"
Marvel Kind "U.S. 97"

WBTZ/Burlington, VT

Spinning Unrest
Sunday 9-10:30pm
Steve Picard
Spinanes "Kid In Candy"
Money Mark "Tomorrow Will Be..."
Cornelius "Star Fruits Surf..."
Bad Religion "Hippy Killers"
Wink "Black Bomb"

WPGU/Champaign, IL

Stork Radio
Monday 11pm-midnight
Pleasure Boy
Everclear "Father Of Mine"
Sixpence None The... "Kiss Me"
2 Skinnee Js "718"
Sister Soleil "Torch"
Goat "Great Life"

WOXY/Cincinnati, OH

Gridloxx
Sunday 11pm-1am
Dan Cromer
Calvin Krime "Die Beautiful"
Nomeansno "I Can't Stop Talking"
Pennywise "Wake Up"
Silver Scooter "Solid Glass"
Red Aunts "Poison Steak"

WOXY/Cincinnati, OH

11 O'Clock News
Tuesday 11pm-midnight
Dorsey Fyfe
Super Jesus "Saturation"
Spinanes "Kid In Candy"
Billy Bragg & Wilco "Hoodoo Voodoo"
Mitchell Froom "Dopamine"
Knack "Ambition"

WXEG/Dayton, OH

The Edge Spin Cycle
Sunday 9-10:30pm
Allen Rantz
Fastball "Fire Escape"
Candlebox "It's Alright"
Tones "Not What It Appears"
Smashing Pumpkins "Perfect"
Heather Nova "London Rain"

WBZF/Florence, SC

Migrain Medicine Show
Monday 8-10pm
Neal Douhne
Tool "Eulogy"
2 Skinnee Js "718"
Addict "Monsterside"
Ruth Ruth "Condition"
Unwritten Law "Lonesome"

WEJE/Ft. Wayne, IN

New Music Show
Sunday 8:30-9:30pm
Weasel
Jesus & Mary Chain "I Love Rock 'N' Roll"
Anthrax "Inside Out"
Candlebox "It's Alright"
Transister "Dizzy Moon"
Everclear "Father Of Mine"

WXRA/Greensboro, NC

The Outer Limits
Sunday 10-11:30pm
Jim Browksi
Grand Street Cryers "Push Erase"
Frowwater "So Long, Superman"
Swin 360 "Hey Now Now"
Squirrel Nut Zippers "Suits Are..."
Mister Jones "Destiny"

WQXA/Harrisburg, PA

The Sunday News
Sunday 8-10am
Bill Hanson
Barenaked Ladies "One Week"
Reel Big Fish "Take On Me"
Garbage "I Think I'm Paranoid"
Nick Heyward "Stars In Her Eyes"
God Lives Underwater "Rearrange"

WPLA/Jacksonville, FL

Forbidden Planet
Saturday 8pm-1am
Robert Goodman
Brian Setzer... "Jump Jive An' Wal"
Cornelius "Star Fruits Surf..."
MXPX "Setting The..."
Pitchshifter "Genius"
Rage Against The... "No Shelter"

KNRX/Kansas City, MO

Living Room
Sunday 8-10pm
Stan & Joel
Tones "Not What It Appears"
Ruth Ruth "Condition"
Suncatcher "Trouble"
Red Telephone "Piranha"
Rick "Freezer Burnt"

KFTE/Lafayette, LA

End Of The World
Thursday 7-11pm
Dave "Planet Man" Hubbell
Brian Jonestown... "Wasting Time"
Money Mark "Push The Button"
Fear Factory "Shock"
Donnas "Checkin' It Out"
Chocolate Genius "Back In The Water"

KROQ/Los Angeles, CA

Rodney On The ROQ
Sunday midnight-3am
Rodney Bingenheimer
Midget "A Guy Like Me"
Mansun "Legacy"
Prissteens "I'd Go The Whole..."
Knack "Ambition"
Vandals "Idea For A Movie"

WRXQ/Memphis, TN

The Eleventh Hour
Tuesday 11pm-midnight
John Michael
Suncatcher "Trouble"
Vast "Touched"
Far "Mother Mary"
Deftones "Be Quiet And Drive..."
CIV "Second Hand..."

KZMZ/Minneapolis, MN

Across The Pond
Sunday 9-10pm
Mark Wheat
Transglobal Under... "Delta Disco"
Bio Ritmo "Call Me Up"
Mekons "Enter The Lists"
Spiritualized "Come Together"
Perfume Tree "Can't You"

WHTG/Monmouth, NJ

Goin' Underground
Sunday 9pm-midnight
Jeff Raspe
Voltaire "When You're Evil"
Transglobal Under... "Delta Disco"
Adam Cohen "Beautiful As You"
Blink "Fundamentally..."
Michael Shelley "Jigsaw Girl"

WXRK/New York, NY

The "Buzz"
Sunday midnight-2am
Mike Peer/Jake Fogelmeist
Dishwalla "Once In A While"
Liz Phair "Polyester Bride"
Goat "Great Life"
Orgy "Stitches"
Fatboy Slim "The Rockafeller Skank"

WPLY/Philadelphia, PA

Y Not?
Sunday 9-10:30pm
Dan Fein
Agents Of Good Roots "Hobby"
Frowwater "So Long, Superman"
Mitchell Froom "The Bunny"
Skinny Failure
Squirrel Nut Zippers "Suits Are..."

WXDX/Pittsburgh, PA

Edge Of The X
Sunday 9-11pm
Lenny Diana
Barenaked Ladies "It's All Been Done"
Barenaked Ladies "Alcohol"
Flys "Got You..."
My Velma "Clear"
Orgy "Stitches"

KNRK/Portland, OR

Something Cool
Sunday 8-10pm
Jaime Cooley
God Lives Underwater "Fly On The Wind..."
Failure "Enjoy The Silence"
Cure "World In My Eyes"
Meat Beat Manifesto "Everything Counts"
Deftones "To Have And To Hold"

WCYY/Portland, ME

Spinout
Thursday 7-9pm
Shawn "Facemelter" Jeffrey
Sabre Tooth Nudists "Rise Up"
Winefield "86"
12 Rounds "Pleasant Smell"
Reverend Horton Heat "Lie Detector"
Seven Mary Three "Over Your Shoulder"

WDST/Poughkeepsie, NY

Indie Flux
Thursday 10-11pm
Jason Habersaat
Mitchell Froom "The Bunny"
Royal Crown Revue "Zip Gun 98"
DJ Icy "Can't Stop This"
Sister Soleil "Torch"
Bad Manners "Black Night"

WBRU/Providence, RI

Breaking And Entering
Wednesday midnight-2am
Seth
Fatboy Slim "The Rockafeller Skank"
Ruth Ruth "Condition"
Eagle-Eye Cherry "Save Tonight"
David Holmes "My Mate Paul"
Barenaked Ladies "One Week"

WXEX/Providence, RI

House Of New X Music
Tuesday 11pm-midnight
John Allers
Everlast "What It's Like"
Barenaked Ladies "Who Needs Sleep"
Crumb "Tonight"
Stretch Princess "Sorry"
Amazing Royal Crowns "Do The Devil"

KXRK/Salt Lake City, UT

Now Hear This
Sunday 9-10pm
Sean "Boy Walton" Zibarth
Liz Phair "Polyester Bride"
Falling Sickness "Simple Needs"
Smoke City "Underwater Love"
Jack Drag "Seems So Tired"
Supergass "We Still Need More"

XHRM/San Diego, CA

Whatever
Sunday 8pm-midnight
Greg Pearson
They Might Be Giants "Dr. Worm"
Suggs "I Am"
Liz Phair "Polyester Bride"
Skinny Failure
Imogen Heap "Come Here Boy"

XTRA/San Diego, CA

Hilary's Floorboard
Wednesday midnight-2am
Action DJ Hilary
Samples "Indiana"
Elliott "The Watermark High"
Brandston "Blindspot"
Swingin' Utters "A Promise To..."
22 Jacks "3am"

KHTY/Santa Barbara, CA

Homegrown
Sunday 9pm-midnight
Phat "Ass" Joe
Dishwalla "Once In A While"
Tristan "Underground"
Ruth Ruth "Condition"
Ani Difranco "As Is"
Crumb "Tonight"

KJEE/Santa Barbara, CA

Dissanant Tendris
Sunday 10:20pm-midnight
John "My" Schroeter
Fatboy Slim "The Rockafeller Skank"
Wink "Black Bomb"
Unwritten Law "Holiday"
Squirrel Nut Zippers "Suits Are..."
Dimitri From Paris "Une Very Stylish..."

KTOZ/Springfield, MO

Test Site
Sunday 7-8pm
Simon Nights
Massive Attack "Teardrop"
Everlast "What It's Like"
Drugstore "El President"
Cubic Feet "Monkey"
Possum Dixon "Holding (Lenny's Song)"

WGMR/State College, PA

Now Hear This
Sunday 10pm-midnight
Reggie Lutz
Beth Orton "Best Bit"
Spinanes "Kid In Candy"
Pure "Feverish"
Julie Plug "In Every Corner"
Charlatans UK "Opportunity Three"

WXSR/Tallahassee, FL

Underground Lounge
Sunday 8-10pm
Rob The Lounge Lizard
David Garza "Discoball World"
Eagle-Eye Cherry "Save Tonight"
Everlast "What It's Like"
Drugstore "El President"
Brian Setzer... "Jump Jive An' Wal"

KLZR/Topeka, KS

Future Mass Hysteria
Monday 10:30pm-midnight
Bob Osburn
Liz Phair "Polyester Bride"
They Might Be Giants "Dr. Worm"
Ruth Ruth "Condition"
Spoon "Car Radio"
Fatboy Slim "The Rockafeller Skank"

KFMA/Tucson, AZ

Test Department
Sunday 5-8pm
Chuck Roast
All "World's On Heron"
Baxter "I Can't See Why"
Jungle Bros/Aph... "Jungle Brothers"
Orgy "Stitches"
Flys "Got You..."

WSFM/Wilmington, NC

Final Hour
Weeknights 11pm-midnight
Janice A. Sutter
Esthero "Heaven Sent"
Goat "Great Life"
Sister Soleil "Torch"
Squirrel Nut Zippers "Suits Are..."
Stretch Princess "Sorry"

38 Total Reporters



suncatcher
"TROUBLE"

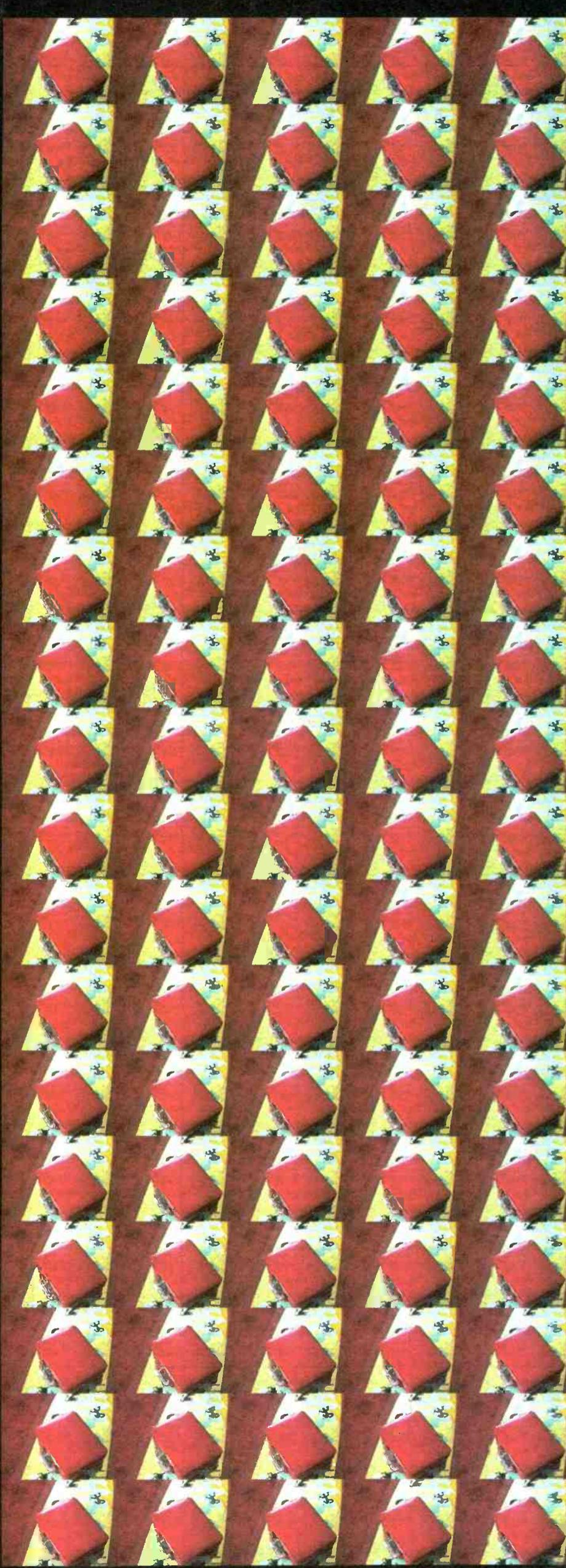
The first single and animated video from the debut album
The Girl That God Forgot in stores NOW

Early Troublemakers:
WFNX, WHTG, KTOZ, KHTY, WDST, KFMZ,
WRRV, WHMP, KQRX, KORB, KBRB



Produced by Doug Hammond • Mixed by Lou Girodano • www.restless.com • © 1998 Restless Records. All Rights Reserved





the verve

SONNET

the new song
from the platinum album

URBAN HYMNS

GOING FOR ADDS 8/20

**Already on WXRX, 91X,
XHRM, WTGZ, WWCD**

See The Verve Live in Wigan
sold out - 33,000 fans
MTV "Live At The 10 Spot"
Airing this week!
July 17th 11PM
July 19th 11PM

U.S. Tour Dates

7/28	Chicago
7/29	Detroit
7/31	Toronto
8/2	Boston
8/5-6	New York City (sold out)
8/9	Houston (sold out)
8/11	Denver
8/14	Los Angeles
8/15	Seattle

Virgin Hut

www.virginrecords.com
AOL Keyword: Virgin Records

ALTERNATIVE REPORTERS

Stations and their adds listed alphabetically by market

WEQX/Albany, NY PD: Ian Harrison MD: Steve Bottomley SQUIRREL NUT ZIPPERS "Suits" GOAT "Great" CRYSTAL METHOD "Busy" DISHWALLA "Once" SPIES "What"	WEND/Charlotte, NC PD: Jack Daniel MD: Rick Brewer DISHWALLA "Once" THIRD EYE BLIND "Jumper" SMASHING PUMPKINS "Perfect" GARBAGE "Paranoid" SQUIRREL NUT ZIPPERS "Suits"	KRBR/Duluth, MN OM: Michael Langevin PD: Michael Wilde MD: Christine Deam 4 THIRD EYE BLIND "Jumper" 4 EVERCLEAR "Father" 2 STABBING WESTWARD "Save"	KXTE/Las Vegas, NV PD: Mike Stern MD: Chris Ripley METALLICA "Better" ORGY "Stitches"	KEDJ/Phoenix, AZ PD: Shellie Hart APD/MD: Chris Patyk 9 SMASHING PUMPKINS "Perfect" BARENAKED LADIES "Week" 2 SKINNEE J'S "718" ORGY "Stitches"	KITS/San Francisco, CA OM: Ron Nenni PD: Jay Taylor MD: Aaron Axelsen 20 CRYSTAL METHOD "Busy" 12 FEEDER "High" 8 BEASTIE BOYS "Mover"
WQBK/Albany, NY PD/MD: Kelli McNamara AMD: Jeff Callan SEVEN MARY THREE "Shoulder" SMASHING PUMPKINS "Perfect" METALLICA "Better" DISHWALLA "Once"	WKQX/Chicago, IL PD: Alex Luke APD/MD: Mary Shuminas GARBAGE "Paranoid" FLYS "Got" CURE "World"	KNRQ/Eugene, OR PD: Stu Allen MD: Cia DISHWALLA "Once" SISTER SOLEIL "Torch"	WXZZ/Lexington, KY PD: Tony Doolin 5 DISHWALLA "Once" 5 SWIRL 360 "Hey" PEARL JAM "Hiding"	KZON/Phoenix, AZ PD: Paul Peterson APD: Laura Smith MD: Kevin Mannion GARBAGE "Paranoid" SMASHING PUMPKINS "Perfect" THIRD EYE BLIND "Jumper"	KHTY/Santa Barbara, CA OM: Ted Utz Co-PD: Samantha Mattern Co-PD: Deanne Saffren 27 DISHWALLA "Once" 22 PEARL JAM "Hiding" 8 UNINVITED "What" 2 CRYSTAL METHOD "Busy" 1 SUNCATCHER "Trouble"
KTEG/Albuquerque, NM PD: Skip Isley APD/MD: Julie Hoyt 5 EVERCLEAR "Father" DISHWALLA "Once" DAYS OF THE NEW "Down"	WAQZ/Cincinnati, OH PD/MD: Matthew Harris APD: Sterling Schiesler 51 FASTBALL "Way" 8 SWIRL 360 "Hey" POSSUM DIXON "Holding" DISHWALLA "Once" EAGLE-EYE CHERRY "Save"	KBRB/Fayetteville, AR PD/MD: Kyle Gibson SQUIRREL NUT ZIPPERS "Suits" DISHWALLA "Once" GOAT "Great" SPIES "What" SUGGS "Am" CRUMB "Tonight"	WLIR/Long Island, NY APD: Gary Gee MD: Andre Ferro CRYSTAL METHOD "Busy" GOAT "Great" SISTER SOLEIL "Torch" 2 SKINNEE J'S "718" FLYS "Got" SEMISONIC "Smoking" SMASHING PUMPKINS "Down"	WXDX/Pittsburgh, PA PD: John Moschitta MD: Lenny Diana 2 DISHWALLA "Once" 1 ORGY "Stitches" PEARL JAM "Hiding"	KJEE/Santa Barbara, CA GM/MD: Eddie Gutierrez APD: John Schroeter 21 FATBOY SLIM "Stank" 7 CRYSTAL METHOD "Busy" 2 SQUIRREL NUT ZIPPERS "Suits" 1 PEARL JAM "Hiding" 1 UNWRITTEN LAW "Holiday" 1 DISHWALLA "Once"
WNNX/Atlanta, GA OM: Brian Philips PD: Leslie Fram MD: Sean Demery 28 SMASH MOUTH "Can" SQUIRREL NUT ZIPPERS "Suits" BERNARD BUTLER "Stay" FASTBALL "Fire" DISHWALLA "Once"	WOXY/Cincinnati, OH PD: Keri Valmassei MD: Dorsie Fyffe 15 SQUIRREL NUT ZIPPERS "Suits" 15 GETAWAY CRUISER "Fire" 15 PLASTICO "Fate" 15 SISTER SOLEIL "Torch" 15 FASTBALL "Fire" 15 LOUD FAMILY "Depression" 15 SPIANES "Reach" 14 BEASTIE BOYS "Rimshot" 12 BLINK 182 "Jose" 9 JEFF BUCKLEY "Everybody" 9 JEFF BUCKLEY "Everybody" 9 CORNELIUS "Fretful" 9 12 ROUNDS "Pleasant" 5 DEVLINS "Mean" 5 DEVLINS "Waiting"	WBZF/Florence, SC PD/MD: Joe Abby DISHWALLA "Once"	KROQ/Los Angeles, CA VP/Prog.: Kevin Weatherly APD: Greg Sand Bloom MD: Lisa Worden 10 KENT "It" MASSIVE ATTACK "Teardrop" FAILURE "Enjoy"	WCYB/Portland, ME PD: Herb Ivy MD: Brian James THIRD EYE BLIND "Jumper" SMASH MOUTH "Can" BRIAN SETZER ORCH "Jump" POSSUM DIXON "Holding"	KNDD/Seattle, WA PD: Phil Manning MD: Kim Monroe 10 HARVEY DANGER "Private" 9 PROPELLERHEADS "Vivert"
WJSE/Atlantic City, NJ PD/MD: Blake Laurelli ORGY "Stitches" PITCHSHIFTER "Genius" SQUIRREL NUT ZIPPERS "Suits" SISTER SOLEIL "Torch" UNWRITTEN "What" TORIES "Appears" GOAT "Great" UNWRITTEN LAW "Holiday"	WENZ/Cleveland, OH PD: Dan Binder DISHWALLA "Once" 2 SKINNEE J'S "718" EAGLE-EYE CHERRY "Save" ORGY "Stitches" SISTER SOLEIL "Torch"	WJBY/Ft. Myers, FL PD: Stephanie Davis APD/MD: Lee Daniels 10 BEASTIE BOYS "Inter" 2 DAVE MATTHEWS BAND "Stay" GARBAGE "Paranoid" 2 SMASHING PUMPKINS "Perfect" 2 JOYDROP "Beautiful" UNWRITTEN LAW "Holiday"	WLRS/Louisville, KY PD: Dennis Dillon MD: Gina Juliano No Adds	WYDZ/Portland, ME PD: Adam Wright MD: Nick Danjer GOAT "Great" DISHWALLA "Once" SUGGS "Am"	WHMP/Springfield, MA PD: Melody Lee APD/MD: Shell Scott SQUIRREL NUT ZIPPERS "Suits" SQUIRREL NUT ZIPPERS "Suits" THIRD EYE BLIND "Jumper"
WRXR/Augusta, GA OM: Jim Mahanay MD: Kim Varin 14 DISHWALLA "Once" GOAT "Great"	KFMZ/Columbia, MO PD: Paul Maloney SUNCATCHER "Trouble"	WEJE/Ft. Wayne, IN Co-APD: Weasel Co-APD: Jamie Marchiori 6 EVERYTHING "Hooch" 1 ORGY "Stitches" DISHWALLA "Once" GOAT "Great"	WMAD/Madison, WI PD: Pat Frawley MD: Amy Hudson DISHWALLA "Once" SQUIRREL NUT ZIPPERS "Suits" FLYS "Got" CRYSTAL METHOD "Busy"	WDST/Poughkeepsie, NY OM: Jimmy Buff APD: Dave Doud 7 PEARL JAM "Hiding" 7 SMASHING PUMPKINS "Perfect" 7 SQUIRREL NUT ZIPPERS "Suits" 5 DISHWALLA "Once" 3 GOAT "Great" SISTER SOLEIL "Torch"	WGMR/State College, PA PD/MD: Richard Drake 10 CRYSTAL METHOD "Busy" RANCID "Bloodstain" FLYS "Got" CANDYBOX "Alright" SISTER SOLEIL "Torch" SQUIRREL NUT ZIPPERS "Suits"
KROX/Austin, TX PD: Sara Trexler APD/MD: Lloyd Houtt DISHWALLA "Once" SQUIRREL NUT ZIPPERS "Suits" THIRD EYE BLIND "Jumper"	WARO/Columbia, SC PD: Susan Groves DISHWALLA "Once" EVERCLEAR "Father" BIG BAD VOODOO DADDY "Bottle" SISTER SOLEIL "Torch" 2 SKINNEE J'S "718"	KFRF/Fresno, CA PD: Bruce Wayne DAVE MATTHEWS BAND "Stay" GARBAGE "Paranoid" BLINK 182 "Jose"	WMEM/Memphis, TN PD: Tony Williams MD: John Michael 1 FLYS "Got" EVERCLEAR "Father" DISHWALLA "Once"	WBRU/Providence, RI PD: Tim Schiavelli MD: Seth Resler 4 CRYSTAL METHOD "Busy" 3 SQUIRREL NUT ZIPPERS "Suits" 3 RAMSTEIN "Hast" 1 BRIAN SETZER ORCH "Jump" 1 MONSTER MAGNET "Space" 1 SMASHING PUMPKINS "Down" DISHWALLA "Once" CHERRY POPPIN' "Brown" CURE "World"	WKAL/Syracuse, NY OM: Mimi Griswold PD: Steve Corlett 5 DAVE MATTHEWS BAND "Stay" DISHWALLA "Once" GOAT "Great" CRYSTAL METHOD "Busy" GOD LIVES UNDERWATER "Rearrange" CRUMB "Tonight"
WRAX/Birmingham, AL PD: Dave Rossi MD: Suzy Bice DISHWALLA "Once" GOAT "Great" SQUIRREL NUT ZIPPERS "Suits" SISTER SOLEIL "Torch" ATHEMELUM "Fat"	WVCD/Columbus, OH PD: Andy Davis MD: Jack DeVoss 10 GARBAGE "Paranoid" SQUIRREL NUT ZIPPERS "Suits" EVERCLEAR "Father" TRAGICALLY HIP "Pines" PEARL JAM "Hiding" POSSUM DIXON "Holding" DISHWALLA "Once"	WGRD/Grand Rapids, MI PD: Margot Smith MD: Tim Bronson PEARL JAM "Hiding" GARBAGE "Paranoid" DAYS OF THE NEW "Down" DISHWALLA "Once"	WRQ/Memphis, TN PD: John Michael MD: John Michael 1 FLYS "Got" EVERCLEAR "Father" DISHWALLA "Once"	WDRB/Richmond, VA APD: Mike Scott MD: Jay Smack DISHWALLA "Once"	WKSR/Tallahassee, FL PD: Rick Schmidt APD: Mike The Janitor PEARL JAM "Hiding" STABBING WESTWARD "Save" SQUIRREL NUT ZIPPERS "Suits" JOYDROP "Beautiful"
WQBK/Albany, NY PD: Ian Harrison MD: Steve Bottomley SQUIRREL NUT ZIPPERS "Suits" GOAT "Great" CRYSTAL METHOD "Busy" DISHWALLA "Once" SPIES "What"	WZAZ/Columbus, OH PD: Greg Ausham MD: Mark Pennington EVERCLEAR "Father" SISTER SOLEIL "Torch" SMASHING PUMPKINS "Perfect" PEARL JAM "Hiding"	WXRA/Greensboro, NC PD: Tim Satterfield MD: Andy Sims 19 STABBING WESTWARD "Haunting"	WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris SMASHING PUMPKINS "Perfect" PEARL JAM "Hiding" GOAT "Great" SUNCATCHER "Trouble" DISHWALLA "Once" SISTER SOLEIL "Torch"	KCXX/Riverside, CA OM/MD: Dwight Arnold APD: John DeSantis MD: Lisa Aze DISHWALLA "Once" CRUMB "Tonight" SOCIAL DISTORTION "Story"	KFMA/Tucson, AZ PD: Chuck Roast MD: Tommy Sanders SQUIRREL NUT ZIPPERS "Suits"
WQBK/Albany, NY PD: Ian Harrison MD: Steve Bottomley SQUIRREL NUT ZIPPERS "Suits" GOAT "Great" CRYSTAL METHOD "Busy" DISHWALLA "Once" SPIES "What"	WZAZ/Columbus, OH PD: Greg Ausham MD: Mark Pennington EVERCLEAR "Father" SISTER SOLEIL "Torch" SMASHING PUMPKINS "Perfect" PEARL JAM "Hiding"	WXRA/Greensboro, NC PD: Tim Satterfield MD: Andy Sims 19 STABBING WESTWARD "Haunting"	WRRV/Newburgh, NY PD: Greg O'Brien MD: Andrew Boris SMASHING PUMPKINS "Perfect" PEARL JAM "Hiding" GOAT "Great" SUNCATCHER "Trouble" DISHWALLA "Once" SISTER SOLEIL "Torch"	KCXX/Riverside, CA OM/MD: Dwight Arnold APD: John DeSantis MD: Lisa Aze DISHWALLA "Once" CRUMB "Tonight" SOCIAL DISTORTION "Story"	KFMA/Tucson, AZ PD: Chuck Roast MD: Tommy Sanders SQUIRREL NUT ZIPPERS "Suits"



PROPELLERHEADS "Velvet Pants"

Early Add:
KNDD/Seattle!

Impacting August 4th

120,000 albums scanned

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ALTERNATIVE PLAYLISTS

July 17, 1998 R&R • 131

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

MARKET #1
KROCK
WXRK/New York
(212) 314-9230
Kingston/Peer

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
32	38	25	39		HARVEY DANGER/Flagpole Sitta
33	39	24	37		FOO FIGHTERS/My Hero
32	31	15	36		GOD GOOD DOLLS/Inis
16	19	19	35		SMASHING PUMPKINS/Perfect
19	39	25	33		BEASTIE BOYS/Intergalactic
34	35	24	33		SEMISONIC/Closing Time
25	27	16	30		CREED/My Own Prison
27	27	16	30		RADIOHEAD/Karma Police
9	18	18	29		RAGE AGAINST.../No Shelter
32	38	25	29		PEARL JAM/Wishnut
34	36	20	29		SMASHING PUMPKINS/Ava Adore
23	25	15	29		METALLICA/The Unforgiven II
24	26	17	26		EVERCLEAR/Will Buy You...
19	19	13	25		FOO FIGHTERS/Everlong
18	15	24	24		DAVS OF THE NEW/The Down Town
13	15	17	23		CREED/What's This Life For
9	19	13	23		MONSTER MAGNET/Space Lord
7	12	11	21		EVERCLEAR/Father Of Mine
17	16	12	21		EVE 6/Inside Out
27	18	11	20		BLINK 182/Dammit (Growing Up)
14	19	11	18		JANE'S ADDICTION/Jane Says
31	37	20	18		TOOL/Forty Six & 2
5	11	14	13		METALLICA/Better Than You
17	14	11	13		GREEN DAY/Time Of Your Life...
-	-	-	-		EVERYTHING/Hooch
-	-	-	-		EVERCLEAR/Everything To...
11	12	9	13		GIRLS AGAINST BOYS/Park Avenue
22	11	6	13		OFFTONES/Be Quiet And...
-	-	-	-		PEARL JAM/In Hiding

MARKET #2
KROQ
KROQ/Los Angeles
(818) 567-1067
Weatherly/Sandblom/Worden

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
39	40	36	42		BEASTIE BOYS/Intergalactic
13	23	20	42		FATBOY SLIM/The Rockafeller...
21	28	23	39		SMASH MOUTH/Can't Get Enough...
38	37	23	39		HARVEY DANGER/Flagpole Sitta
36	38	26	38		GARBAGE/Think I'm Paranoid
10	18	15	38		MXPX/It's OK, You're OK
36	38	25	38		SMASHING PUMPKINS/Perfect
36	29	21	29		GOD GOOD DOLLS/Inis
17	17	10	27		EVE 6/Inside Out
-	-	-	-		FOO FIGHTERS/Hey, Johnny Park!
38	31	15	26		SPRUNG MONKEY/Get 'Em Outta Here
31	27	18	26		FASTBALL/The Way
-	-	-	-		BRIAN SETZER ORCH/Jump Jive An' Wal
19	20	25	25		THIRD EYE BLIND/Jumper
26	23	21	24		GARBAGE/Push It
27	25	19	23		SMASHING PUMPKINS/Ava Adore
22	19	13	23		CREED/My Own Prison
-	-	-	-		GRANT LEE BUFFALO/Truly, Truly
38	38	19	23		SEMISONIC/Closing Time
26	16	25	22		EVERCLEAR/Will Buy You...
-	-	-	-		CRYSTAL METHOD/Busy Child
32	30	14	20		BIG BAD VOODOO DADDY/You & Me...
25	19	15	19		TORI AMOS/Spark
9	10	12	13		BLINK 182/Josie...
17	11	9	13		RAGE AGAINST.../No Shelter
13	17	13	12		EVERCLEAR/Father Of Mine
27	31	13	12		NATALIE IMBRUGLIA/Wishing I Was There
-	-	-	-		OZMOTIV/Como Ves
8	23	12	12		CREED/What's This Life For
18	23	10	12		BARENAKED LADIES/One Week

MARKET #3
Q101
WKQX/Chicago
(312) 527-8348
Luke/Shuminas

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
42	44	30	47		SEMISONIC/Closing Time
38	42	27	45		GARBAGE/Think I'm Paranoid
42	46	28	44		EVE 6/Inside Out
29	32	22	40		BARENAKED LADIES/One Week
26	28	20	39		SMASHING PUMPKINS/Perfect
18	30	27	37		DOVE/LIT JOINT/Level On The Inside
21	30	20	36		CREED/What's This Life For
16	27	20	31		SMOKING PUMPKINS/You Love Me
29	28	22	31		GOD GOOD DOLLS/Inis
44	41	21	29		FUEL/Shimmer
12	17	10	25		HARVEY DANGER/Flagpole Sitta
13	16	14	25		GRANT LEE BUFFALO/Truly, Truly
38	42	27	24		SMASHING PUMPKINS/Ava Adore
25	30	21	24		SMASH MOUTH/Can't Get Enough...
22	24	16	23		BEASTIE BOYS/Intergalactic
39	42	27	20		MATCHBOX 20/Real World
27	23	9	19		WALLFLOWERS/Heroes
28	17	9	19		FASTBALL/The Way
9	15	6	19		DAYS OF THE NEW/The Down Town
17	19	10	18		URGE/Jump Right In
21	19	9	17		PEARL JAM/Wishnut
-	-	-	-		DAVE MATTHEWS BAND/Stay (Wasting Time)
15	18	8	16		EVERCLEAR/Will Buy You...
-	-	-	-		EAGLE-EYE CHERRY/Save Tonight
12	13	7	15		NATALIE IMBRUGLIA/Torn
12	14	6	15		PULSARS/Sufocation
16	17	9	14		FOO FIGHTERS/Walking After You
-	-	-	-		FEEDER/High
8	6	8	14		SPRUNG MONKEY/Get 'Em Outta Here

MARKET #4
LIVE 103.5
KITS/San Francisco
(415) 512-1053
Taylor/Axelsen

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
38	37	37	37		HARVEY DANGER/Flagpole Sitta
29	28	38	37		GARBAGE/Think I'm Paranoid
-	-	-	-		FATBOY SLIM/The Rockafeller...
34	37	34	34		SMASHING PUMPKINS/Perfect
-	-	-	-		SMASH MOUTH/Can't Get Enough...
-	-	-	-		BRIAN SETZER ORCH/Jump Jive An' Wal
36	35	39	33		BEASTIE BOYS/Intergalactic
35	37	37	33		SUBLIME/Bad Fish
31	27	31	32		SEMISONIC/Closing Time
-	-	-	-		FOO FIGHTERS/Hey, Johnny Park!
18	24	25	31		EVE 6/Inside Out
23	30	31	31		THIRD EYE BLIND/Jumper
27	33	31	30		GOD GOOD DOLLS/Inis
23	30	27	30		BIG BAD VOODOO DADDY/You & Me...
33	30	29	29		CREED/My Own Prison
31	35	31	28		SPRUNG MONKEY/Get 'Em Outta Here
27	23	25	28		WALLFLOWERS/Heroes
23	23	20	27		SMASHING PUMPKINS/Ava Adore
27	27	26	27		GARBAGE/Push It
-	-	-	-		MXPX/It's OK, You're OK
-	-	-	-		PEARL JAM/Wishnut
36	26	20	24		FASTBALL/The Way
30	25	24	24		EVERCLEAR/Will Buy You...
-	-	-	-		CREEPER LAGOON/Wonderful Love
-	-	-	-		EAGLE-EYE CHERRY/Save Tonight
14	19	19	20		RAGE AGAINST.../No Shelter
16	15	12	14		CRYSTAL METHOD/Busy Child
19	21	20	20		MATCHBOX 20/Saint Joe On...
-	-	-	-		PEARL JAM/In Hiding
16	21	17	17		EVERCLEAR/Father Of Mine

MARKET #5
WPLY/Philadelphia
(610) 565 8900
McGuinn/Elliott

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
46	46	34	45		GOD GOOD DOLLS/Inis
23	38	42	42		THIRD EYE BLIND/Losing A Whole Year
44	45	31	40		MATCHBOX 20/Real World
25	35	40	40		NATALIE IMBRUGLIA/Wishing I Was There
32	32	27	40		DAVE MATTHEWS BAND/Stay (Wasting Time)
46	28	38	38		EVERCLEAR/Will Buy You...
34	33	36	34		BARENAKED LADIES/One Week...
22	32	35	31		SMASH MOUTH/Can't Get Enough...
33	33	18	31		HARVEY DANGER/Flagpole Sitta
35	35	22	30		BLACK LAB/Time Ago
27	33	30	30		SMASHING PUMPKINS/Perfect
-	-	-	-		NATALIE IMBRUGLIA/Wishing I Was There
46	44	34	39		PEARL JAM/Wishnut
35	35	27	27		FUEL/Shimmer
5	5	20	27		ATHENAEMUM/What I Didn't Know
35	30	24	24		TORI AMOS/Spark
30	30	18	24		SMASHING PUMPKINS/Ava Adore
22	23	19	23		CHERRY POPPIN'.../Zoot Suit Riot
-	-	-	-		EVERYTHING/Hooch
36	29	17	20		FASTBALL/The Way
27	22	16	18		NATALIE IMBRUGLIA/Torn
13	14	10	18		EVE 6/Inside Out
17	18	17	17		FOO FIGHTERS/Walking After You
8	17	14	16		BIG BAD VOODOO DADDY/You & Me...
31	30	18	16		URGE/Jump Right In
45	28	17	14		SEMISONIC/Closing Time
16	15	12	14		BEASTIE BOYS/Intergalactic
22	21	14	14		GRANT LEE BUFFALO/Truly, Truly
32	32	20	14		GREEN DAY/Redundant
11	12	12	12		SPRUNG MONKEY/Get 'Em Outta Here

MARKET #6
KDGE/Dallas
(972) 770-7777
Doherty/Smith

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
16	15	39	45		TORI AMOS/Spark
38	42	45	44		FUEL/Shimmer
24	14	39	44		MATCHBOX 20/Real World
26	15	37	43		GARBAGE/Push It
40	45	46	43		GOD GOOD DOLLS/Inis
14	13	38	38		OUR LADY PEACE/Am
31	34	34	34		STABBING WESTWARD/Save Yourself
21	18	22	22		MARCY PLAYGROUND/Saint Joe On...
25	22	21	20		SPRUNG MONKEY/Get 'Em Outta Here
8	21	19	20		EVERYTHING/Hooch
18	18	20	20		BEASTIE BOYS/Intergalactic
27	11	17	20		HARVEY DANGER/Flagpole Sitta
16	15	13	18		CHERRY POPPIN'.../Zoot Suit Riot
15	14	17	17		UNINVITED/What God Said
7	19	9	17		EVE 6/Inside Out
21	26	20	15		SMASHING PUMPKINS/Ava Adore
22	21	19	15		ATHENAEMUM/What I Didn't Know
16	13	14	14		RAGE AGAINST.../No Shelter
13	14	13	14		CREED/What's This Life For
7	10	14	14		CRYSTAL METHOD/Comm' Back
-	-	-	-		THIRD EYE BLIND/Jumper
17	19	12	12		GRAND STREET CRYERS/Push Erase
-	-	-	-		FOO FIGHTERS/Walking After You
-	-	-	-		SEVEN MARY THREE/Over Your Shoulder
-	-	-	-		FEEDER/High
-	-	-	-		BARENAKED LADIES/One Week
11	13	12	10		DAYS OF THE NEW/The Down Town
-	-	-	-		NATALIE IMBRUGLIA/Wishing I Was There
-	-	-	-		DAVE MATTHEWS BAND/Stay (Wasting Time)
-	-	-	-		SMASHING PUMPKINS/Perfect

MARKET #7
CIMX/Detroit
(313) 961-6397
Brookshaw

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
39	36	36	40		GOD GOOD DOLLS/Inis
26	24	34	39		SMASHING PUMPKINS/Perfect
34	39	41	39		FUEL/Shimmer
39	40	38	38		EVERCLEAR/Will Buy You...
41	41	37	38		HARVEY DANGER/Flagpole Sitta
35	38	37	37		BARENAKED LADIES/One Week
33	33	32	36		BEASTIE BOYS/Intergalactic
32	30	31	35		GARBAGE/Think I'm Paranoid
15	26	32	34		EVE 6/Inside Out
31	28	32	32		SEMISONIC/Closing Time
-	-	-	-		EVERLAST/What It's Like
23	26	25	32		FOO FIGHTERS/Walking After You
20	29	26	30		FASTBALL/The Way
35	33	32	29		OUR LADY PEACE/Am
39	39	31	27		SMASHING PUMPKINS/Ava Adore
31	33	28	27		ESTHER/Heaven Sent
35	33	34	25		URGE/Jump Right In
-	-	-	-		NATALIE IMBRUGLIA/Wishing I Was There
23	20	22	23		BIG BAD VOODOO DADDY/You & Me...
20	18	21	21		MARCY PLAYGROUND/Saint Joe On...
18	22	20	20		ATHENAEMUM/What I Didn't Know
-	-	-	-		GRANT LEE BUFFALO/Truly, Truly
34	34	23	19		PEARL JAM/In Hiding
21	22	19	19		CREEPER LAGOON/Wonderful Love
13	14	15	16		SUICIDE MACHINES/Give
25	29	21	16		PURE/Swinger
-	-	-	-		EVERYTHING/Hooch
-	-	-	-		TRAGICALLY HIP/Poets
-	-	-	-		THIRD EYE BLIND/Jumper
-	-	-	-		FLYS/Get You (Where...)

MARKET #7
WPLT/Detroit
(313) 871-3030
Michaels/Delisi

PLAYS	3W	2W	LW	TW	ARTIST/TITLE
46	48	51	51		FASTBALL/The Way
50	47	50	50		GREEN DAY/Time Of Your Life...
51	47	50	50		GOD GOOD DOLLS/Inis
49	47	51	50		NATALIE IMBRUGLIA/Torn
57	47	50	48		NATALIE IMBRUGLIA/Kind & Generous
20	30	45	45		EDWIN MCCAIN/It's Be
26	29	27	44		BARENAKED LADIES/One Week
30	26	43	32		SEMISONIC/Closing Time
23	26	26	27		MARCY PLAYGROUND/Saint Joe On...
26	26	25	27		CHERRY POPPIN'.../Zoot Suit Riot
47	41	25	26		SARAH MCLACHLAN/Adia
28	23	27	26		WALLFLOWERS/Heroes
20	26	28	26		EVERYTHING/Hooch
26	22	27	26		AGENTS OF GOOD ROOTS/Smiling Up
-	-	-	-		DAVE MATTHEWS BAND/Stay (Wasting Time)
17	17	25	26		FOO FIGHTERS/Walking After You
25	26	27	26		ATHENAEMUM/What I Didn't Know
25	25	25	26		MATCHBOX 20/3am
25	24	24	25		TORI AMOS/Spark
7	10	15	24		SMASH MOUTH/Can't Get Enough...
9	9	22	22		BRIAN SETZER ORCH/Jump Jive An' Wal
31	40	32	22		MATCHBOX 20/Real World
20	22	17	21		GRANT LEE BUFFALO/Truly, Truly
20	20	18	21		SMASHING PUMPKINS/Perfect
12	15</				

ALTERNATIVE PLAYLISTS

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

MARKET #17
KZON/Phoenix
 (602) 258-8181
 Peterson/Mannion

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
32	33	32	33	GOO GOO DOLLS/Ins
33	31	32	32	EVERYTHING/Hooch
31	31	32	32	MATCHBOX 20/Real World
31	31	30	31	ATHENAUM/What I Didn't Know
15	16	25	31	FOO FIGHTERS/Walking After You
28	30	32	31	FUEL/Shimmer
17	17	26	31	HARVEY DANGER/Flaggpole Sitta
19	19	25	31	SEMISONIC/Closing Time
31	31	24	26	PEARL JAM/Wishlist
25	32	24	24	GARBAGE/Push It
32	21	15	19	ALANIS MORISSETTE/Uninvited
16	19	19	19	BARENAKED LADIES/One Week
16	19	19	19	BLACK LAB/Time Ago
16	18	17	19	MARCY PLAYGROUND/Sex And Candy
31	31	23	19	NATALIE IMBRUGLIA/Torn
-	6	19	19	SEVEN MARY THREE/Over Your Shoulder
-	19	19	19	EDWIN MCCAIN/It's Be
22	18	18	18	EVERCLEAR/Will Buy You
22	18	18	18	FASTBALL/The Way
7	17	17	18	GRANT LEE BUFFALO/Truly, Truly
16	17	18	18	GREEN DAY/Time Of Your Life
16	17	18	18	HEATHER NOVA/London Ram
12	16	16	18	THIRD EYE BLIND/How's It Going To Be
12	16	19	17	FEEDEER/High
15	22	23	17	NATALIE MERCHANT/Kind & Generous
-	8	8	14	DAVE MATTHEWS BAND/Stay (Wasting Time)
-	8	8	14	IMOGEN HEAP/Come Here Boy
6	10	13	14	PAULA CDLE/Me
8	10	9	13	EVE 6/Inside Out
-	2	11	10	KS CHOICE/Everything For Free

MARKET #18
KPNT/St. Louis
 (314) 231-1057
 Fee/Wilde

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE	
36	38	36	37	FASTBALL/The Way	
37	34	37	37	CREED/My Own Prison	
38	38	34	36	EVERCLEAR/Will Buy You	
36	36	36	36	SEMISONIC/Closing Time	
35	35	36	36	PEARL JAM/Wishlist	
37	36	36	36	GOO GOO DOLLS/Ins	
37	36	36	35	HARVEY DANGER/Flaggpole Sitta	
21	21	32	35	SMASHING PUMPKINS/Perfect	
16	24	23	27	SPRUNG MONKEY/Get 'Em Outta Here	
16	24	27	25	FUEL/Shimmer	
27	26	29	25	EVE 6/Inside Out	
28	26	24	25	MATCHBOX 20/Real World	
23	24	24	24	ATHENAUM/What I Didn't Know	
25	28	21	24	MONSTER MAGNET/Space Lord	
27	23	27	24	URGE/Jump Right In	
22	23	21	23	GRAVITY KILLS/Falling	
-	-	20	22	DAVE MATTHEWS BAND/Stay (Wasting Time)	
15	20	23	21	CREED/What's This Life For	
23	21	22	20	MARCY PLAYGROUND/Sant Joe On	
35	36	21	17	SMASHING PUMPKINS/Ava Adore	
12	12	11	13	BEASTIE BOYS/Intergalactic	
-	18	9	11	SEVEN MARY THREE/Over Your Shoulder	
15	15	12	11	BARENAKED LADIES/One Week	
16	11	13	10	FEEDEER/High	
-	-	-	-	10	THIRD EYE BLIND/Jumper
5	6	8	10	ECONLINE CRUSH/Home	
26	19	12	10	GARBAGE/Push It	
6	11	9	9	SMASH MOUTH/Can't Get Enough	
12	12	8	8	STABBING WESTWARD/Save Yourself	
7	9	9	8	RAGE AGAINST...No Shelter	

MARKET #20
WXOX/Pittsburgh
 (412) 937-1441
 Moschitta/Diana

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
21	18	32	39	EVERCLEAR/Will Buy You
37	31	37	39	SEMISONIC/Closing Time
34	30	35	38	GOO GOO DOLLS/Ins
35	31	34	38	FUEL/Shimmer
35	29	36	38	BARENAKED LADIES/One Week
36	28	34	35	PEARL JAM/Wishlist
-	2	33	34	DAVE MATTHEWS BAND/Stay (Wasting Time)
24	21	22	34	HARVEY DANGER/Flaggpole Sitta
14	15	22	26	EVE 6/Inside Out
19	21	22	22	CREED/What's This Life For
-	2	18	22	GARBAGE/Think I'm Paranoid
21	20	20	21	OUR LADY PEACE/4am
17	13	14	21	MONSTER MAGNET/Space Lord
11	11	17	20	FOO FIGHTERS/Walking After You
12	14	19	20	SMASHING PUMPKINS/Perfect
19	17	22	20	GRANT LEE BUFFALO/Truly, Truly
19	20	22	20	STABBING WESTWARD/Save Yourself
17	16	18	18	BEASTIE BOYS/Intergalactic
-	18	18	18	SEVEN MARY THREE/Over Your Shoulder
15	12	13	17	SPRUNG MONKEY/Get 'Em Outta Here
-	4	12	16	DAYS OF THE NEW/The Down Town
12	11	15	14	LIMP BIZKIT/Sour
-	12	11	14	SMASH MOUTH/Can't Get Enough
14	15	15	12	BRIAN SETZER ORCH./Jump Jive An' Wal
10	11	12	12	RAGE AGAINST...No Shelter
-	2	11	11	LENNY KRAVITZ/Fly Away
19	21	12	10	MARCY PLAYGROUND/Sant Joe On
1	8	10	10	REEL BIG FISH/Take On Me
22	19	20	10	VERVE/Lucky Man

MARKET #22
KTCL/Denver
 (303) 623-9330
 O'Connor

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE	
46	47	52	54	BIG BAD VOODOO DADDY/You & Me	
27	30	29	54	MADONNA/Ray Of Light	
42	43	52	52	EVE 6/Inside Out	
33	32	54	51	HARVEY DANGER/Flaggpole Sitta	
46	40	51	50	GOO LIVES UNDERWATER/From Your Mouth	
28	30	52	50	BARENAKED LADIES/One Week	
29	29	29	30	DAVE MATTHEWS BAND/Stay (Wasting Time)	
28	27	29	30	GANOHARVAS/Downtime	
-	-	31	29	THIRD EYE BLIND/Jumper	
27	27	24	29	NATALIE IMBRUGLIA/Wishing I Was There	
30	29	32	29	SPRUNG MONKEY/Get 'Em Outta Here	
29	28	29	29	GRANT LEE BUFFALO/Truly, Truly	
31	30	31	29	SUBLINE/Bad Fish	
28	27	29	27	URGE/Jump Right In	
31	31	32	27	FEEDEER/High	
44	40	27	25	GARBAGE/Push It	
-	16	27	25	MARCY PLAYGROUND/Sant Joe On	
-	-	25	-	EAGLE-EYE CHERRY/Save Tonight	
21	24	25	24	BRIAN SETZER ORCH./Jump Jive An' Wal	
5	28	29	23	BEASTIE BOYS/Intergalactic	
8	6	21	22	EVERYTHING/Hooch	
22	25	24	21	FOO FIGHTERS/Walking After You	
18	19	20	20	CHERRY POPPIN'...Zoot Suit Riot	
18	19	18	19	CRYSTAL METHOD/Busy Child	
16	13	14	18	BECK/Deadweight	
14	12	13	16	PEARL JAM/Wishlist	
-	-	-	-	16	WINK/Simple Man
19	20	14	14	PROPELLERHEADS/History Repeating	
44	46	14	12	TOH AMOS/Spark	
45	44	53	12	GOO GOO DOLLS/Ins	

MARKET #23
107.9END
 CLEVELAND'S MODERN ROCK

WENZ/Cleveland
 (216) 861-0100
 Binder

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE	
49	35	19	52	GOO GOO DOLLS/Ins	
50	34	20	51	SEMISONIC/Closing Time	
53	38	49	49	BARENAKED LADIES/One Week	
51	33	20	49	HARVEY DANGER/Flaggpole Sitta	
50	35	20	48	FUEL/Shimmer	
21	16	9	44	EVE 6/Inside Out	
16	35	21	43	ATHENAUM/What I Didn't Know	
18	15	8	22	DAVE MATTHEWS BAND/The Last Stop	
-	12	6	20	REEL BIG FISH/Take On Me	
17	16	10	19	DAYS OF THE NEW/The Down Town	
15	14	10	18	GARBAGE/Think I'm Paranoid	
16	14	10	18	GRANT LEE BUFFALO/Truly, Truly	
18	13	9	18	OUR LADY PEACE/4am	
16	15	6	18	KS CHOICE/Everything For Free	
-	12	6	17	SEVEN MARY THREE/Over Your Shoulder	
-	6	17	17	POSSUM DIXON/Holding (Lenny's.)	
16	14	9	17	FAR TOO JONES/As Good As You	
6	14	8	17	SMASH MOUTH/Can't Get Enough	
15	9	16	16	SPRUNG MONKEY/Get 'Em Outta Here	
25	13	6	15	URGE/Jump Right In	
9	9	6	15	RANCID/Bloodlet	
12	8	7	15	BEASTIE BOYS/Intergalactic	
-	-	-	-	15	PEARL JAM/In Hiding
11	14	7	15	MONSTER MAGNET/Space Lord	
-	-	-	-	13	EVERCLEAR/Father Of Mine
11	10	5	12	MARCY PLAYGROUND/Sant Joe On	
12	8	6	12	STABBING WESTWARD/Save Yourself	
9	10	4	12	GIRLS AGAINST BOYS/Park Avenue	

MARKET #24
KNRK/Portland, OR
 (503) 223-1441
 Hamilton

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
23	44	44	44	EVE 6/Inside Out
44	44	44	44	HARVEY DANGER/Flaggpole Sitta
43	44	44	44	STABBING WESTWARD/Save Yourself
43	44	44	43	FUEL/Shimmer
44	44	43	43	GOO GOO DOLLS/Ins
44	43	43	43	SEMISONIC/Closing Time
38	41	41	41	BEASTIE BOYS/Intergalactic
22	22	23	23	BARENAKED LADIES/One Week
21	21	23	23	EVERYTHING/Hooch
19	22	23	23	FEEDEER/High
21	22	23	23	MARCY PLAYGROUND/Sant Joe On
-	-	23	23	SMASHING PUMPKINS/Perfect
22	23	22	22	BIG BAD VOODOO DADDY/You & Me
-	24	22	22	CHERRY POPPIN'...Brown Derby Jump
-	22	22	22	GARBAGE/Think I'm Paranoid
20	21	20	20	EVERCLEAR/Father Of Mine
22	22	18	18	GREEN DAY/Redundant
-	17	17	17	GRANT LEE BUFFALO/Truly, Truly
14	21	16	16	SPRUNG MONKEY/Get 'Em Outta Here
13	14	12	12	BLINK 182/Jesse
-	10	12	12	FATBOY SLIM/The Rockafeller
9	15	11	11	ESTHER DEAR/Heaven Sent
9	11	8	10	RANCID/Bloodlet
9	11	8	10	GRAVITY KILLS/Falling
6	8	7	7	CRYSTAL METHOD/Comin' Back
9	7	5	5	GUSTER/Airport Song
-	-	-	-	PEARL JAM/In Hiding
-	-	-	-	SQUIRREL NUT ZIPPERS/Suits Are Pickin'...
-	-	-	-	MXPX/It's OK, You're OK

MARKET #25
WAQZ/Cincinnati
 (513) 621-9326
 Harris/Jamie

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE	
46	55	55	60	MATCHBOX 20/Real World	
59	59	59	59	EDWIN MCCAIN/It's Be	
57	56	56	59	GOO GOO DOLLS/Ins	
32	38	38	57	SARAH McLACHLAN/Adia	
42	41	41	41	EVERCLEAR/Will Buy You	
34	-	-	51	FASTBALL/The Way	
40	40	40	49	DAVE MATTHEWS BAND/Stay (Wasting Time)	
11	31	31	48	SMASH MOUTH/Can't Get Enough	
36	43	43	44	ALANA DAVIS/Crazy	
13	9	9	41	CHERRY POPPIN'...Zoot Suit Riot	
38	44	44	41	REBEKAH/Sn So Well	
33	35	35	38	BARENAKED LADIES/Brian Wilson	
20	30	30	34	NATALIE IMBRUGLIA/Wishing I Was There	
24	32	32	34	HEATHER NOVA/London Ram	
60	56	56	34	SEMISONIC/Closing Time	
-	33	33	33	BILLIE MYERS/Tell Me	
16	21	21	33	MEREDITH BROOKS/Stop	
56	57	57	32	ALANIS MORISSETTE/Uninvited	
56	53	53	31	NATALIE IMBRUGLIA/Torn	
22	34	34	31	HARVEY DANGER/Flaggpole Sitta	
29	33	33	30	BARENAKED LADIES/One Week	
3	11	11	27	EVERYTHING/Hooch	
-	30	30	27	MARCY PLAYGROUND/Sex And Candy	
28	17	17	20	NATALIE MERCHANT/Kind & Generous	
37	31	31	14	SPRUNG MONKEY/Get 'Em Outta Here	
10	10	10	10	TORI AMOS/Spark	
13	7	9	9	AGENTS OF GOOD ROOTS/Smiling Joy	
4	9	9	8	BIG BAD VOODOO DADDY/You & Me	
11	9	8	8	VERVE/Lucky Man	
-	-	-	-	8	SWIRL 360/Hey Now Now

MARKET #25
WOXY/Cincinnati
 (513) 523-4114
 Valmasser/Fyffe

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
24	26	27	27	POSSUM DIXON/Holding (Lenny's.)
25	25	27	27	SIXTEEN HORSEPOWER/My Narrow Mind
27	27	27	27	BILLY BRAGG & WILCO/California Stars
18	17	26	27	JOHN EASDALE/The Bright Side
28	26	25	27	BRIAN SETZER ORCH./Jump Jive An' Wal
27	27	27	26	YOUNG DUBLINERS/Change The World
17	18	26	26	FEEDEER/High
24	27	25	26	ROBERT POLLARD/Subspace
-	18	25	26	SEAN LENNON/Queue
18	17	26	26	TOOD THIBAUD/Live Without It
26	26	26	25	MASSIVE ATTACK/Teardrop
-	14	18	25	TRIPPING DAILY/Wanted A Light Year
25	26	24	25	HOCKEY FROM JUPITER
-	18	26	25	TRAGICALLY HIP/Poets
14	14	14	25	PULP/The Fear
24	25	24	24	NEIL FINN/Sinner
14	17	15	20	GLORITONE/Halfway
12	18	18	18	MURMURS/La Di Da
15	14	17	18	CREEPER LAGOON/Wonderful Love
18	18	18	18	WATERSHED/Black Concert
14	17	16	18	HUB/Evil Twin
25	24	13	18	RANCID/Bloodlet
12	12	13	18	RAGE AGAINST...No Shelter
18	17	17	18	FIVE EASY PIECES/Lovers
-	14	17	17	VAST/Touché
15	16	15	17	HEATHER NOVA/London Ram
14	17	17	17	REVEREND HORTON HEAT/Texas Rockability
-	15	16	17	EMM GRYNERS/Summerlong
18	18	18	17	SWITCH FOOT/Chem 10
18	18	18	17	EMMET SWIMMING/Sunblock

MARKET #27
KWOD/Sacramento
 (916) 448-5000
 Bunce

PLAYS

SW	ZW	LW	TW	ARTIST/TITLE
56	54	55	53	EVE 6/Inside Out
-	17			

Doing It The Old-Fashioned Way

□ It's a cost-per-point world for most of the radio industry today. But for some Adult Alternative stations, it's the relationships that count

By Jim Kerr and Frank Correia

It can't be denied that, in this era of consolidation and debt service, Arbitron share has become increasingly important in bolstering the bottom line with national and regional ad dollars. This is not necessarily the case, however, with a format that has as strong a qualitative profile as Adult Alternative. To delve deeper into this unique people-based path, we talked with KRSH (Crush)/Santa Rosa, CA GSM **Brad Kahn**, who is generating advertising the old-fashioned way — by working the streets.

"We have two forms of business up here; one is local and one is regional," Kahn explains. "We're an umbrella market 60 miles north of San Francisco. Even though there's a good amount of regional dollars spent in our market, it's harder to get, because there are 11 radio stations up here now. Companies like McDonald's or Safeway aren't going to buy all 11 stations; they're going to buy the top one, two, or three in a demo, and that's it."



Brad Kahn

"If you don't have the numbers regionally, in nine out of 10 cases you're not going to get the buy, regardless of demographic or psychographic story. Or you're going to fight for a buy and have the client pay a low rate. They'll go by a cost-per-point basis, and you'll have to give your station away. The real dough, per se, is going to be the local retailer. That's where our battle is," Kahn states that at least 80% of KRSH's revenue is from the local dollar.

The core of generating local revenue is having a compelling local story. Luckily, Santa Rosa was ready for a station like Crush because its predecessor — progressive outlet KVRE — had been bought and turned into an Active Rock station. Its absence, says Kahn, left many disheartened adults who either turned to News/Talk stations or just listened to tapes in the car. "When we signed on back in 1993, it was like all this fruit was ready to be picked."

"The best part about it is that the owner of the station did it the right way. He came on board, checked out the community, and heard about KVRE. He found old KVRE announcers and hired them for the Crush. Our first PD was former KVRE PD Scott Murray. We put him on the air, and the bang we got was incredible. We were profitable within 60 days."

Loyal Listeners

GSMs and salespeople can't accomplish anything without a good radio staff on air, Kahn stresses. He says that Crush's programming attracts the kind of listener and loyal consumer that retailers are eager to engage. "Without our audience listening and calling into our clients, we're nothing. Regard-

less of your wonderful relationship, a customer will not continue to pour thousands of dollars down the drain without results. The kind of programming we have attracts a listener that responds. Our listeners are very loyal and will shop at our local retailers. When we play a commercial they don't like, like some mass-produced car dealer commercial that's shouting, we get five-page typed letters about why we shouldn't run that."

The same fervor caused listeners to light up the phone lines when KRSH's Country sister signal inadvertently aired one of its liners for a rodeo sponsorship on Crush's airwaves. "We have six phone lines, and they didn't stop ringing for 45 minutes. That's how responsive they are."

With its sign-on in 1993, KRSH attracted a core of old KVRE clients who jumped on the bandwagon. "But that only gets you to a certain level," Kahn quickly clarifies. "Getting to the next level means going to the hardcore clients and doing some selling. What I mean by selling is creating some value. First, you create relationships with people, because that's what sells. Without the relationship, they're not going to listen. The second thing is going in and creating some value by showing them what we're doing as a community. We show what we've been doing for their competition and their customers. Then we give them an idea on their business based on what we've found out from them — things that could help them take advantage of what we have to offer."



Getting to the next level means going to the hardcore clients and doing some selling. What I mean by selling is creating some value.

Fairy Tales

While most stations have media kits, Kahn's approach relies more on ingenuity than a big budget. "We're mom 'n' pop here. We don't buy tons of billboards, newspaper ads, or bumper stickers. When we want to make an impression, we do things creatively. So we have a media kit that's not a media kit — we have a fairy tale."

In trying to compile a successful media kit, Kahn and his colleagues couldn't ever recall seeing one that worked. The revelation led to a novel idea. "We figured out that the best way to do this is to make the buyer feel comfortable while you tell them the story. So what we have is an eight-page, four-color fairy tale called 'The Magic Of Wine Country Radio.' It's got an audio bed to it with the music from 'Fractured Fairy Tales.'



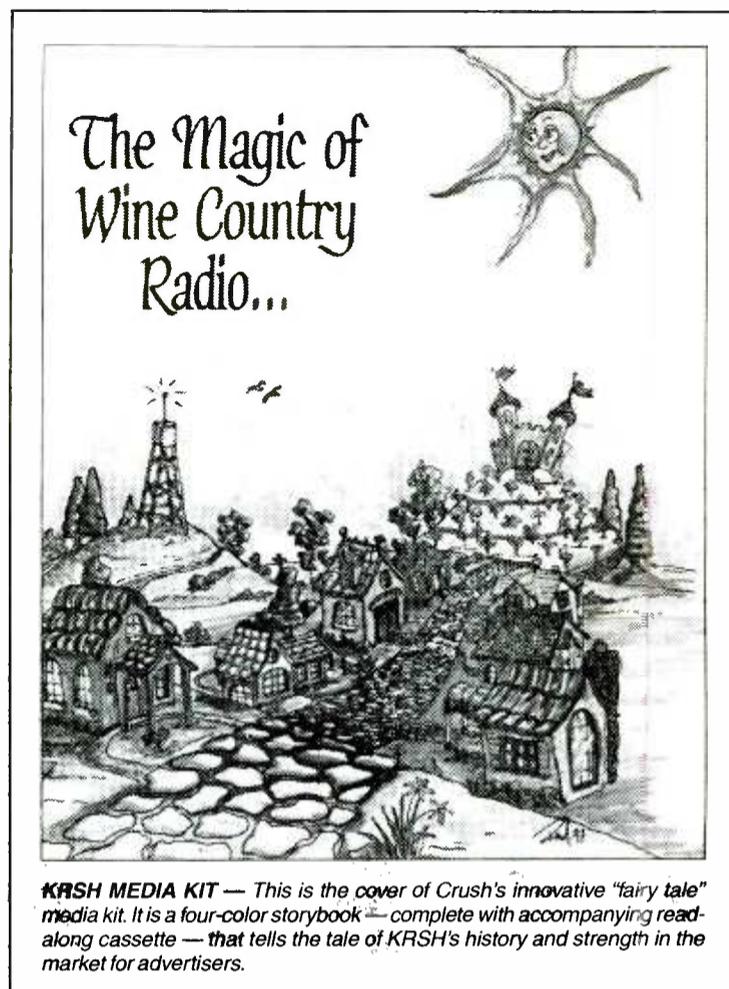
Without our audience listening and calling into our clients, we're nothing.



"When you open it up, it tells a story: 'Once upon a time, about a decade or so ago, in the fairy tale land of Wine Country, with vineyards and beautiful hills, all was happy. The citizens loved their homes, enjoyed their lives, and very much loved their radio stations. Especially listeners of a particular radio station called KVRE.' Then we go into what KVRE was. The tape beeps, and that tells them to turn the page, where there's this big, black cloud. 'Then one day a dark cloud came over the beautiful countryside, and out of the sky came a thundering blow, and — poof — KVRE was gone.' Then we go on and tell the story of how it became a hard-rock station."

Kahn continues the narrative: "Time passed, and soon a great prince named Frederick the Grape — the owner of our radio station is Frederick Constant — 'came upon this fairy tale land and heard the story of the lost radio station and the cries of the citizens. The prince understood the importance of this group; that they were no longer children, but adults with families, homes, children, and lots of moolah. So Prince Frederick planted the magic beans, sprayed them with Wine Country radio dust, and — poof — KRSH was born!' Then we go into the story about who we are and what we're doing."

"At the end of the whole fairy



KRSH MEDIA KIT — This is the cover of Crush's innovative "fairy tale" media kit. It is a four-color storybook — complete with accompanying read-along cassette — that tells the tale of KRSH's history and strength in the market for advertisers.

tale, we give them a little batch of magic Wine Country radio beans. We tell them, 'Plant this and watch your business grow. But if you plant them, don't expect a radio station, because you've got to get the Wine Country radio dust from the FCC.'" Such creativity has undoubtedly helped KRSH compete in the growing radio landscape of Santa Rosa.

The Revolving Door

Despite community acceptance, Kahn says that the Crush could do much better with promotion. He also realizes that his competitors are dealing with much bigger budgets. But Kahn recognizes an even greater problem that extends to all of radio — the revolving door of sales departments and lack of support for both salespeople and programmers.

"If we don't take care of our salespeople or our programming people, they don't stick around. I look back on my first three or four years in sales, and, man, I'm not doing that again. We wonder why a lot of these people who enter the business with a lot of talent don't last. It's because we have things backwards. At every station I've ever been a part of, including this one, you've got your top salespeople who develop their lists. They're calling on all the accounts and making all the money. Then you go and hire new people. You tell the other reps you have to get to the next level and tell them to cut their list by 15 accounts to create a list for the new people. When was the last time you saw a salesperson cut an account they wanted to call on and give it to somebody? It doesn't happen."

Stuck with the less-desirable accounts, the new salespeople eventually become demoralized and leave the job, forcing the station to start the process all over

again. Kahn, however, seeks to stop the cycle with a different approach. "You have your top reps build a list. You then thank them for their work, pay them a higher salary, and give some of their accounts to a new salesperson. The new people now have a base to build on, and they're going to have some success in the beginning. You also have the top reps going out and utilizing their talents and experience to call on the crap and turn it into gold."

Unfortunately for Kahn, his own theory turned on him when the station owner and manager both decided his talents were best utilized as a salesman. "They asked me to go out and create another list. So I've done it. Last year I had a list and built it to about \$20,000-\$25,000. They took away the accounts, and I started again at \$11,000. So I'm back up to \$26,000. Support people more and give them better training. Teach them the value of what truth and integrity mean rather than worrying about today's dollar. Care about your customer."

That truth in sales issue came up for Kahn last week at a meeting with the station manager, who suggested reaching the goal by telling retailers that they were sold out. "I looked at the revenues we were doing, and I looked at where we're at. I said, 'You know what? We're not sold out. That sounds like bullshit to me. I'll bet if I'm telling bullshit or they're telling bullshit, the retailers are going to smell bullshit.' So I took them aside and said, 'I hear what you're saying, and it can be used as a closing tool, but the best way to crank demand on your product is the truth.' What our salespeople need right now are more ways to create value — creativity, visualization, ideas, professionalism."

JULY 17, 1998

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
3	2	2	1	DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)	780	678	651	574	37/0
1	1	1	2	NATALIE MERCHANT Kind & Generous (Elektra/EEG)	663	696	746	735	33/0
2	3	3	3	GOO GOO DOLLS Iris (Warner Sunset/Reprise)	649	645	616	608	27/0
16	13	5	4	GRANT LEE BUFFALO Truly, Truly (Slash/WB)	586	477	376	312	36/0
15	11	6	5	BARENAKED LADIES One Week (Reprise)	559	469	378	322	30/0
9	6	4	6	JOHN FOGERTY Premonition (Reprise)	495	481	435	384	32/1
11	7	8	7	EVERYTHING Hooch (Blackbird/Sire)	490	428	435	367	26/0
12	8	7	8	COWBOY JUNKIES Miles From Our Home (Geffen)	469	440	415	353	32/1
13	15	9	9	PATTY GRIFFIN One Big Love (A&M)	447	406	341	337	30/0
7	9	10	10	SEMISONIC Closing Time (MCA)	373	405	398	428	22/0
30	16	13	11	BRIAN SETZER ORCHESTRA Jump Jive An' Wail (Interscope)	364	331	280	170	30/3
6	5	12	12	MATCHBOX 20 Real World (Lava/Atlantic)	356	346	436	439	15/0
4	4	11	13	ERIC CLAPTON She's Gone (Duck/Reprise)	351	386	454	515	24/0
24	25	17	14	AGENTS OF GOOD ROOTS Upspin (RCA)	278	253	205	197	23/1
10	14	16	15	FASTBALL The Way (Hollywood)	278	292	348	379	16/0
BREAKER			16	FOO FIGHTERS Walking After You (Elektra/Roswell/Capitol)	273	247	189	150	19/0
BREAKER			17	MARC COHN Lost You In The Canyon (Atlantic)	269	227	201	135	24/1
5	12	15	18	WALLFLOWERS Heroes (Epic)	269	320	378	465	16/0
BREAKER			19	SCOTT THOMAS BAND Black Valentine (Elektra/EEG)	268	231	230	196	26/0
BREAKER			20	EAGLE-EYE CHERRY Save Tonight (Work)	259	155	81	3	28/3
BREAKER			21	LUCINDA WILLIAMS Right In Time (Mercury)	252	202	176	129	25/1
-	-	21	22	NEIL FINN Sinner (Work)	247	207	178	147	25/1
8	10	14	23	TORI AMOS Spark (Atlantic)	247	322	389	399	20/0
DEBUT			24	SMASHING PUMPKINS Perfect (Virgin)	230	153	151	107	22/5
DEBUT			25	BONNIE RAITT Spit Of Love (Capitol)	218	109	62	70	22/4
DEBUT			26	SHAWN COLVIN When The Rainbow Comes (Columbia)	215	106	12	-	20/1
28	27	24	27	BUDDY GUY F/JONNY LANG Midnight Train (Silvertone)	214	199	193	181	21/1
20	22	-	28	ALANA DAVIS Crazy (Elektra/EEG)	205	160	223	236	14/1
19	18	25	29	EDWIN MCCAIN I'll Be (Lava/Atlantic)	195	197	269	267	9/0
14	20	22	30	BONNIE RAITT One Belief Away (Capitol)	194	204	253	333	16/0

This chart reflects airplay from July 6-12. Songs ranked by total plays. Highlighted songs indicate Breaker. 39 Adult Alternative reporters. 38 current playlists. © 1998, R&R Inc.

NEW & ACTIVE

WHY STORE When You're High (Way Cool Music/MCA)

Total Plays: 181, Total Stations: 22, Adds: 1

STORYVILLE Born Without You (Atlantic)

Total Plays: 179, Total Stations: 18, Adds: 2

HEATHER NOVA London Rain (Nothing Heals...) (Big Cat/Work)

Total Plays: 177, Total Stations: 18, Adds: 0

SARAH MCLACHLAN Adia (Arista)

Total Plays: 176, Total Stations: 11, Adds: 0

SMASH MOUTH Can't Get Enough Of You Baby (Elektra/EEG)

Total Plays: 170, Total Stations: 9, Adds: 1

SONIA DADA Zachary (Capricorn/Mercury)

Total Plays: 168, Total Stations: 19, Adds: 3

CPR Morrison (Samson)

Total Plays: 162, Total Stations: 18, Adds: 0

WILLIAM TOPLEY Wake Up (Your Dream Sounds...) (Mercury)

Total Plays: 158, Total Stations: 18, Adds: 1

SISTER HAZEL Concede (Universal)

Total Plays: 150, Total Stations: 16, Adds: 0

BILLY BRAGG & WILCO California Stars (Elektra/EEG)

Total Plays: 143, Total Stations: 15, Adds: 0

Songs ranked by total plays

BREAKERS®

FOO FIGHTERS

Walking After You (Elektra/Roswell/Capitol)

TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART
273/26 19/0 16

MARC COHN

Lost You In The Canyon (Atlantic)

TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART
269/42 24/1 17

SCOTT THOMAS BAND

Black Valentine (Elektra/EEG)

TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART
268/37 26/0 19

EAGLE-EYE CHERRY

Save Tonight (Work)

TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART
259/104 28/3 20

LUCINDA WILLIAMS

Right In Time (Mercury)

TOTAL PLAYS/INCREASE TOTAL STATIONS/ADDS CHART
252/50 25/1 21

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
SMASHING PUMPKINS Perfect (Virgin)	5
SOUL ASYLUM Close (Columbia)	5
ERIC CLAPTON Pilgrim (Duck/Reprise)	4
BONNIE RAITT Spit Of Love (Capitol)	4
BRIAN SETZER ORCHESTRA Jump Jive...I (Interscope)	3
EAGLE-EYE CHERRY Save Tonight (Work)	3
SONIA DADA Zachary (Capricorn/Mercury)	3
OLU DARA Your Lips (Atlantic)	3
SQUIRREL NUT ZIPPERS Suits Are Picking... (Mammoth)	3
TORI AMOS Jackie's Strength (Atlantic)	2
JEFF BLACK That's Just About Right (Arista Austir/Arista)	2
CHERRY POPPIN' DADDIES Brown Derby... (Mojo/Universal)	2
COUNTING CROWS Mr. Jones (DGC/Geffen)	2
COUNTING CROWS Round Here (DGC/Geffen)	2
DISHWALLA Once In A While (A&M)	2
FASTBALL Fire Escape (Hollywood)	2
NANCI GRIFFITH Wall Of Death (Elektra/EEG)	2
NATALIE IMBRUGLIA Wishing I Was There (RCA)	2
SAVAGE GARDEN To The Moon And Back (Columbia)	2
SEVEN MARY THREE Over Your Shoulder (Mammoth/Atlantic)	2

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SHAWN COLVIN When The Rainbow Comes (Columbia)	+109
GRANT LEE BUFFALO Truly, Truly (Slash/WB)	+109
BONNIE RAITT Spit Of Love (Capitol)	+109
EAGLE-EYE CHERRY Save Tonight (Work)	+104
DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)	+102
BARENAKED LADIES One Week (Reprise)	+90
SMASHING PUMPKINS Perfect (Virgin)	+77
EVERYTHING Hooch (Blackbird/Sire)	+62
STORYVILLE Born Without You (Atlantic)	+51
LUCINDA WILLIAMS Right In Time (Mercury)	+50

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.

Smashing Pumpkins "Perfect"

the single and video from the Platinum album 'Adore'

Produced by Billy Corgan

Perfect This Week: CIDR KRSR WDOD WRLT WRNX

Already Perfect: WXRT KKZN WBOS KMTT

KTCZ KXPB WKOC KENZ

WTTS KGSR KAEP WMMM and more!





ADULT ALTERNATIVE ALBUMS

JULY 17, 1998

3W	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS	+/- PLAYS	EMPHASIS TRACKS (PLAYS)	
2	1	2	1	1 DAVE MATTHEWS BAND Before These... (RCA)	851	+99	"Stay" (780)	"Drink" (41)
3	3	1	2	2 SOUNDTRACK City Of Angels (Warner Sunset/Reprise)	781	+7	"Iris" (649)	"Uninvited" (132)
1	2	3	3	NATALIE MERCHANT Ophelia (Elektra/EEG)	714	-16	"Generous" (663)	"Break" (44)
18	14	6	4	4 GRANT LEE BUFFALO Jubilee (Slash/WB)	589	+109	"Truly" (586)	"Testimony" (3)
16	12	7	5	5 BARENAKED LADIES Stunt (Reprise)	575	+106	"Week" (559)	"Light" (10)
9	6	4	6	6 JOHN FOGERTY Premonition (Reprise)	537	+19	"Premonition" (495)	"Swamp" (14)
12	8	9	7	7 EVERYTHING Supernatural (Blackbird/Sire)	490	+62	"Hooch" (490)	
4	4	5	8	8 ERIC CLAPTON Pilgrim (Duck/Reprise)	486	+4	"Gone" (351)	"Pilgrim" (67)
5	7	13	9	9 BONNIE RAITT Fundamental (Capitol)	483	+71	"Spit" (218)	"Belief" (194)
13	9	8	10	10 COWBOY JUNKIES Miles From Our Home (Geffen)	471	+26	"Miles" (469)	"Discontent" (2)
14	16	10	11	11 PATTY GRIFFIN Flaming Red (A&M)	464	+40	"Big" (447)	"Change" (14)
6	5	12	12	12 MATCHBOX 20 Yourself Or Someone Like You (Lava/Atlantic)	429	+10	"Real" (356)	"3am" (60)
8	10	11	13	SEMISONIC Feeling Strangely Fine (MCA)	387	-32	"Closing" (373)	"Never" (14)
—	20	15	14	14 BRIAN SETZER ORCHESTRA The Dirty Boogie (Interscope)	364	+33	"Jump" (364)	
25	22	21	15	15 SMASHING PUMPKINS Adore (Virgin)	342	+88	"Perfect" (230)	"Adore" (81)
20	21	18	16	16 NATALIE IMBRUGLIA Left Of The Middle (RCA)	337	+39	"Tom" (194)	"Wishing" (139)
30	24	20	17	17 MARC COHN Burning The Daze (Atlantic)	323	+57	"Canyon" (269)	"Already" (44)
19	17	19	18	18 AGENTS OF GOOD ROOTS One By One (RCA)	310	+19	"Upspin" (278)	"Smiling" (32)
11	15	17	19	FASTBALL All The Pain Money Can Buy (Hollywood)	299	-2	"Way" (278)	"Fire" (21)
—	—	28	20	20 LUCINDA WILLIAMS Car Wheels On A Gravel Road (Mercury)	277	+70	"Right" (252)	"Let" (14)
—	—	25	21	21 NEIL FINN Try Whistling This (Work)	273	+50	"Sinner" (247)	"Have" (13)
—	—	22	22	22 FOO FIGHTERS The Colour And The Shape (Roswell/Capitol)	273	+26	"Walking" (273)	
7	13	16	23	SOUNDTRACK Godzilla (Epic)	269	-51	"Heroes" (269)	
—	25	23	24	24 SCOTT THOMAS BAND California (Elektra/EEG)	268	+37	"Valentine" (268)	
DEBUT	—	—	25	25 EAGLE-EYE CHERRY Desireless (Work)	259	+104	"Save" (259)	
10	11	14	26	TORI AMOS From The Choirgirl Hotel (Atlantic)	257	-85	"Spark" (247)	"Jackie's" (8)
DEBUT	—	—	27	27 SOUNDTRACK Armageddon (Columbia)	246	+109	"Rainbow" (215)	"Miss" (31)
—	—	27	28	28 BUDDY GUY Heavy Love (Silvertone)	223	+15	"Midnight" (214)	"Heavy" (9)
DEBUT	—	—	29	29 SONIA DADA My Secret Life (Capricorn/Mercury)	217	+54	"Zachary" (168)	"You" (26)
15	19	24	30	PEARL JAM Yield (Epic)	217	-14	"Wishlist" (171)	"Hiding" (26)

This chart reflects airplay from July 6-12. Albums ranked by total plays, with plays from all cuts from an album combined. 39 Adult Alternative reporters. 38 current playlists. © 1998, R&R Inc.

MOST ADDED®

ARTIST TITLE LABEL(S)	ADDS
SOUL ASYLUM Candy From A Stranger (Columbia)	5
COUNTING CROWS Across A Wire (DGC/Geffen)	4
BRIAN SETZER ORCHESTRA The Dirty Boogie (Interscope)	3
EAGLE-EYE CHERRY Desireless (Work)	3
SONIA DADA My Secret Life (Capricorn/Mercury)	3
SMASHING PUMPKINS Adore (Virgin)	3
SQUIRREL NUT ZIPPERS Perennial Favorites (Mammoth)	3
JEFF BLACK Birmingham Road (Arista Austin/Arista)	2
BUCKWHEAT Trouble (Mesa/Bluemoon/Atlantic)	2
DISHWALLA And You Think You Know... (A&M)	2
NANCI GRIFFITH Other Rooms Too (Elektra/EEG)	2
NATALIE IMBRUGLIA Left Of The Middle (RCA)	2
OLU DARA Your Lips (Atlantic)	2
SAVAGE GARDEN Savage Garden (Columbia)	2
SEVEN MARY THREE Orange Ave. (Mammoth/Atlantic)	2

MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GRANT LEE BUFFALO Jubilee (Slash/WB)	+109
SOUNDTRACK Armageddon (Columbia)	+109
BARENAKED LADIES Stunt (Reprise)	+106
EAGLE-EYE CHERRY Desireless (Work)	+104
DAVE MATTHEWS BAND Before These Crowded Streets (RCA)	+99
SMASHING PUMPKINS Adore (Virgin)	+88
BONNIE RAITT Fundamental (Capitol)	+71
LUCINDA WILLIAMS Car Wheels On A... (Mercury)	+70
EVERYTHING Supernatural (Blackbird/Sire)	+62
MARC COHN Burning The Daze (Atlantic)	+57

REPORTERS

Stations and their adds by track listed alphabetically by market

WXLE/Albany, NY PD: Neil Hunter SOUL ASYLUM "Close" SAVAGE GARDEN "Moon" BRIAN SETZER ORCH. "Jump"	WBOS/Boston, MA PD: George Taylor Morris MD: Cliff Nash SOUL ASYLUM "Close" BETH ORTON "Best" OUTCRY "On"	WDOB/Chattanooga, TN MD: Danny Howard PD: Chris Adams SMASHING PUMPKINS "Perfect" NATALIE IMBRUGLIA "Wishing"	KXPK/Denver, CO Interim PD/MD: Eric Schmidt CHERRY POPPIN' "Brown" SQUIRREL NUT ZIPPERS "Suiss" ALANIS MORISSETTE "Uninvited"	KTCZ/Minneapolis, MN DM: Andy Bloom PD: Lauren MacLesh APD/MD: Mike Wolf ERIC CLAPTON "Pilgrim" NEIL FINN "Sinner" LUCINDA WILLIAMS "Right" WHY STORE "High"	WKOC/Norfolk, VA PD/MD: Holly Williams SOUL ASYLUM "Close" DISHWALLA "Once"	WVRV/St. Louis, MO PD: Mike Richter MD: David Myers 30 SAVAGE GARDEN "Moon" 26 MARCY PLAYGROUND "Sex" 25 ALANA DAVIS "Crazy" 23 SONIA DADA "Don't" 22 ATHENAELUM "Know"	KTYD/Santa Barbara, CA Dir./FM Prog.: Keith Royer MD: Dayna Birkley No Adds	KAEP/Spokane, WA PD/MD: Haley Jones 4 FASTBALL "Fire" 4 NATALIE IMBRUGLIA "Wishing" 1 MAYFIELD FOUR "Always"
WXR/VBoston, MA PD: Joanne Doody MD: Mike Mulianey 13 ERIC CLAPTON "Pilgrim" 8 LITTLE FEAT "Loco" 5 LUCINDA WILLIAMS "Let" 2 CREED "My"	WXRT/Chicago, IL VP/Programming: Norm Winer MD: Patty Martin 8 BONNIE RAITT "Spit" SMASH MOUTH "Can't"	WTTN/Indianapolis, IN PD: Rich Anton MD: Marie McCallister 14 LINDLEY & INGRAM "Cat" 11 JERRY DOUGLAS "Passing" CASH & NELSON "Riders"	CIDR/Detroit, MI PD: Wendy Duff MD: Jerry Mason WILLIAM TOPELY "Wake" EAGLE-EYE CHERRY "Save" SMASHING PUMPKINS "Perfect"	WZEW/Mobile, AL DM: Tim Rose MD: Alex Chesley KENNY WAYNE SHEPHERD "Somehow"	WXP/Philadelphia, PA DM/MD: Bruce Ranes MD: Bruce Warren 5 LUCINDA WILLIAMS "Long" 4 BONNIE RAITT "Spit" 3 PATTY GRIFFIN "Tony" 2 BILLY BRAGG & WILCO "Niece" SURFERS "Slave" BIO RITMO "Call"	KENZ/Salt Lake City, UT PD: Bruce Jones APD/MD: Dom Casual No Adds	KBAC/Santa Fe, NM PD: Ira Gordon TORI AMOS "Jackie's" MORCHEEBA "Process" GARY JULES "Greetings" OLU DARA "Lips" CAPERCAILLIE "Wastelands" SKINNY "Bus"	WRNX/Springfield, MA DM: Tom Davis PD: David Witthaus MD: Bruce Stebbins ROY ROGERS "Maybe" SEVEN MARY THREE "Shoulder" AGENTS OF GOOD ROOTS "Upspin" SMASHING PUMPKINS "Perfect"
WRRN/Baltimore, MD MD: Damian Einstein 5 ETTA JAMES "Spoonful" 5 SONIA DADA "Zachary" 5 SQUIRREL NUT ZIPPERS "Suits" SHAWN COLVIN "Rainbow" BONNIE RAITT "Spit"	WNCS/Burlington, VT PD: Greg Hooker MD: Jody Peterson 5 NEIL FINN "Standing" 4 NEIL FINN "Have" 3 NEIL FINN "Faster" STORYVILLE "Born" UMA "Friday" SONIA DADA "Zachary" TORI AMOS "Jackie's"	WMMM/Madison, WI DM: Mark Maloney PD: Pat Gallagher MD: Tom Teuber EAGLE-EYE CHERRY "Save" ROBBIE ROBERTSON "Blood" ERIC CLAPTON "Pilgrim"	KBXR/Columbia, MO DM: Michael Perry PD/MD: Dave "Keeler" Fulgham 2 BONNIE RAITT "Spit"	WRLT/Nashville, TN PD: Jane Crossman APD/MD: Keith Coes 3 SMASHING PUMPKINS "Perfect" 2 BELA FLECK "Commun" MARC COHN "Canyon" DISHWALLA "Once" LENNY KRAVITZ "Fly" POSSUM DIXON "Holding" BONNIE RAITT "Reason" SUNCATCHER "Trouble" NEWSBOYS "WooHoo" BELA FLECK "Let"	WCLZ/Portland, ME PD: Brian Phoenix MD: Bob Angell SOUL ASYLUM "Close" LIZ PHAIR "Polyester" HAPPY RHODES "Ray" SQUIRREL NUT ZIPPERS "Suits"	KXST/San Diego, CA PD/MD: Dona Shaub COUNTING CROWS "Round" MARY LOU LORD "Had" SUNCATCHER "Trouble" STORYVILLE "Born" SOUL ASYLUM "Close" JEFF BLACK "Right" FIXX "Views" COUNTING CROWS "December" COUNTING CROWS "Jones" COUNTING CROWS "Anna"	KRSH/Santa Rosa, CA PD: Zoe Zuest MD: Bill Bowker SMASHING PUMPKINS "Perfect" NANCI GRIFFITH "Death" LIZ PHAIR "Polyester" MARY LOU LORD "Had" SUNCATCHER "Trouble" STORYVILLE "Born" SOUL ASYLUM "Close" JEFF BLACK "Right" FIXX "Views" COUNTING CROWS "December" COUNTING CROWS "Jones" COUNTING CROWS "Anna"	WHPT/Tampa, FL PD: Chuck Beck MD: Kurt Schreiner BUDDY GUY F.J. LANG "Midnight"
KFJX/Boise, ID PD: Kevin Welch MD: Carl Scheider No Adds	WMVY/Cape Cod, MA PD/MD: Barbara Dacey 1 ERIC CLAPTON "Pilgrim" 1 OLU DARA "Lips"	KQRS/Minneapolis, MN DM/MD: Dave Hamilton APD/MD: Reed Enderste KENNY WAYNE SHEPHERD "Somehow" TRAGICALLY HIP "Poets"	WRRN/Baltimore, MD MD: Damian Einstein 5 ETTA JAMES "Spoonful" 5 SONIA DADA "Zachary" 5 SQUIRREL NUT ZIPPERS "Suits" SHAWN COLVIN "Rainbow" BONNIE RAITT "Spit"	WRLT/Nashville, TN PD: Jane Crossman APD/MD: Keith Coes 3 SMASHING PUMPKINS "Perfect" 2 BELA FLECK "Commun" MARC COHN "Canyon" DISHWALLA "Once" LENNY KRAVITZ "Fly" POSSUM DIXON "Holding" BONNIE RAITT "Reason" SUNCATCHER "Trouble" NEWSBOYS "WooHoo" BELA FLECK "Let"	KXST/San Diego, CA PD/MD: Dona Shaub COUNTING CROWS "Round" MARY LOU LORD "Had" SUNCATCHER "Trouble" STORYVILLE "Born" SOUL ASYLUM "Close" JEFF BLACK "Right" FIXX "Views" COUNTING CROWS "December" COUNTING CROWS "Jones" COUNTING CROWS "Anna"	KFOG/San Francisco, CA PD: Paul Marszalek APD/MD: Bill Evans 10 COUNTING CROWS "Jones" 9 COUNTING CROWS "Angels" SONIA DADA "Zachary"	39 Total Reporters 39 Current Reporters 38 Current Playlists	
KFJX/Boise, ID PD: Kevin Welch MD: Carl Scheider No Adds	WMVY/Cape Cod, MA PD/MD: Barbara Dacey 1 ERIC CLAPTON "Pilgrim" 1 OLU DARA "Lips"	KQRS/Minneapolis, MN DM/MD: Dave Hamilton APD/MD: Reed Enderste KENNY WAYNE SHEPHERD "Somehow" TRAGICALLY HIP "Poets"	WRRN/Baltimore, MD MD: Damian Einstein 5 ETTA JAMES "Spoonful" 5 SONIA DADA "Zachary" 5 SQUIRREL NUT ZIPPERS "Suits" SHAWN COLVIN "Rainbow" BONNIE RAITT "Spit"	WRLT/Nashville, TN PD: Jane Crossman APD/MD: Keith Coes 3 SMASHING PUMPKINS "Perfect" 2 BELA FLECK "Commun" MARC COHN "Canyon" DISHWALLA "Once" LENNY KRAVITZ "Fly" POSSUM DIXON "Holding" BONNIE RAITT "Reason" SUNCATCHER "Trouble" NEWSBOYS "WooHoo" BELA FLECK "Let"	KXST/San Diego, CA PD/MD: Dona Shaub COUNTING CROWS "Round" MARY LOU LORD "Had" SUNCATCHER "Trouble" STORYVILLE "Born" SOUL ASYLUM "Close" JEFF BLACK "Right" FIXX "Views" COUNTING CROWS "December" COUNTING CROWS "Jones" COUNTING CROWS "Anna"	KFOG/San Francisco, CA PD: Paul Marszalek APD/MD: Bill Evans 10 COUNTING CROWS "Jones" 9 COUNTING CROWS "Angels" SONIA DADA "Zachary"	Did Not Report, Playlist Frozen (1): KMTT/Seattle, WA	

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ADULT ALTERNATIVE PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ADULT ALTERNATIVE REPORTERS ON R&R ONLINE

93.1
RADIO CHICAGO

MARKET #3
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Winer/Martin

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
13	11	13	15		NATALIE MERCHANT/Kind & Generous
14	17	14	15		FASTBALL/The Way
14	14	12	14		SMASHING PUMPKINS/Ava Adore
15	15	13	14		B-52'S/Debbie
16	14	14	14		WALLFLOWERS/Heroes
9	10	10	14		PAGE/PLANT/Shining In The Light
10	9	10	14		DAVE MATTHEWS BAND/Stay (Wasting Time)
3	8	13	13		BRIAN SETZER ORCH./Jump Jive An' Wall
10	13	9	13		JOHN FOGERTY/Premontion
8	9	13	13		FOO FIGHTERS/Walking After You
9	9	14	12		POI DOG PONDING/That's The Way...
10	10	11	11		GOO GOD DOLLS/Iris
12	12	8	11		BUDDY GUY F.J. LANG/Midnight Train
9	10	10	10		SEMASONIC/Closing Time
8	8	14	10		BARENAKED LADIES/One Week
8	6	9	10		AGENTS OF GOOD ROOTS/Smiling Up The...
-	3	7	9		CONNELLS/Crown
8	8	9	9		BUDDY GUY/Heavy Love
8	8	9	9		PEARL JAM/No Way
6	8	9	9		MATCHBOX 20/Real World
6	7	10	9		MARCY PLAYGROUND/Sex And Candy
6	3	12	9		STEVE POLTZ/Silver Lining
6	3	12	9		GRANT LEE BUFFALO/Truly, Truly
11	10	10	9		PEARL JAM/Wishlist
8	6	8	8		KENNY WAYNE SHEPHERD/Blue On Black
10	5	9	8		DAVE MATTHEWS BAND/Crush
6	5	11	8		SMASHING PUMPKINS/Perfect
7	7	8	8		GARBAGE/Push It
7	9	9	8		BONNIE RAITT/Spit Of Love
5	10	9	8		SONIA DADA/Zachary

KFOG
104.5 97.7

MARKET #4
KFOG/San Francisco
(415) 543-1045
Marszalek/Evans

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
8	15	21	24		COWBOY JUNKIES/Miles From Our Home
11	21	19	22		B-52'S/Debbie
16	19	20	22		DAVE MATTHEWS BAND/Stay (Wasting Time)
7	8	15	20		PEARL JAM/Wishlist
17	18	13	18		NATALIE MERCHANT/Kind & Generous
19	18	21	18		ERIC CLAPTON/She's Gone
14	18	21	15		BUDDY GUY F.J. LANG/Midnight Train
20	16	20	14		WALLFLOWERS/Heroes
11	10	10	12		PAGE/PLANT/Shining In The Light
19	10	19	12		BONNIE RAITT/Spit Of Love
8	11	10	11		PAGE/PLANT/Most High
-	-	-	-	-	COUNTING CROWS/Mr. Jones
6	8	10	9		BRIAN SETZER ORCH./Jump Jive An' Wall
10	9	11	9		GRANT LEE BUFFALO/Truly, Truly
-	-	-	-	-	COUNTING CROWS/Angels Of...
10	6	10	8		MATCHBOX 20/3am
8	6	9	8		SCOTT THOMAS BAND/Black Valentine
10	8	10	8		KENNY WAYNE SHEPHERD/Blue On Black
6	8	9	8		HEATHER NOVA/London Rain...
7	7	9	8		FOO FIGHTERS/Walking After You
-	-	-	-	-	TRAGICALLY HIP/Poets
2	9	8	7		BLACK LAB/Time Ago
20	10	7	6		MARC COHN/Already Home
-	-	-	-	-	GOO GOD DOLLS/Iris
7	8	12	6		NEIL FINN/Sinner
7	5	6	6		PETE DROGE/Spacey And Shakin
16	14	6	5		BONNIE RAITT/One Belief Away
-	-	-	-	-	ROY ROGERS/Maybe Not
6	8	4	3		SISTER HAZEL/All For You
3	5	3	3		JOHN FOGERTY/Almost Saturday...

88.5

MARKET #5
WXPN/Philadelphia
(215) 898-6677
Ranes/Warren

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
-	-	-	-	-	SHAWN COLVIN/When The Rainbow...
6	7	18	18		BARENAKED LADIES/One Week
-	3	17	17		DAVID GARRETT/Slave
7	9	16	16		GRANT LEE BUFFALO/Truly, Truly
7	7	16	16		LUCINDA WILLIAMS/Right In Time
8	8	8	9		FRANCIS DUNNERY/Miles From Our Home
9	8	7	9		COWBOY JUNKIES/Riding On The Back
6	15	9	9		PATTY GRIFFIN/One Big Love
7	8	7	8		NEIL FINN/Sinner
15	24	4	4		BILLY BRAGG & WILCO/California Stars
5	6	7	8		BILLY MANN/Beat Myself Up
-	-	-	-	-	JOHN MARTY/No Way
6	4	8	8		JEFF BUCKLEY/Everybody Here...
-	-	-	-	-	NANCI GRIFFITH/Wall Of Death
5	4	6	7		AGENTS OF GOOD ROOTS/Upspin
5	7	6	7		JOHN FOGERTY/Premontion
4	3	7	7		MOXY FRUVOUS/Jockey Full Of...
4	4	7	7		ERIC CLAPTON/Pilgrim
5	5	15	6		JEFFREY GAINES/Right My Wrong
5	7	6	6		BONNIE RAITT/One Belief Away
4	5	4	6		BELA FLECK/Communication...
5	6	5	6		TRAIN/Meet Virginia
-	-	-	-	-	BARENAKED LADIES/It's All Been Done
3	5	3	6		SCOTT THOMAS BAND/Black Valentine
5	7	4	6		OLU DARA/ Harlem Country Girl
4	4	5	5		MARC COHN/Lost You In...
-	-	-	-	-	JOE ELY/Nacho Mama
5	5	6	6		MASSIVE ATTACK/Teardrop
-	-	-	-	-	FRANCIS DUNNERY/Perfect Shape
3	4	2	5		ANGELIQUE KIDJO/Voodoo Child...

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MARKET #6
KKZN/Dallas
(214) 526-2400
Folger

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
29	29	26	32		WALLFLOWERS/Heroes
29	30	32	31		FASTBALL/The Way
29	31	28	31		ERIC CLAPTON/She's Gone
28	29	18	23		EVERYTHING/Hooch
32	28	30	28		MATCHBOX 20/Real World
29	29	28	28		GOO GOD DOLLS/Iris
12	10	29	26		SEMASONIC/Closing Time
12	13	12	16		STORYVILLE/Born Without You
12	6	17	16		HEATHER NOVA/London Rain...
14	13	12	15		PATTY GRIFFIN/One Big Love
12	15	12	15		MARC COHN/Lost You In...
12	14	11	14		EDWIN MCCAIN/II Be
8	6	9	14		JOHN FOGERTY/Premontion
12	12	10	13		SMASHING PUMPKINS/Perfect
10	8	15	13		LUCINDA WILLIAMS/Right In Time
11	13	12	13		VERVE/Lucky Man
-	-	-	-	-	BARENAKED LADIES/One Week
13	12	13	13		DAVE MATTHEWS BAND/Stay (Wasting Time)
12	9	11	12		BONNIE RAITT/One Belief Away
13	14	12	12		COWBOY JUNKIES/Miles From Our Home
8	15	12	12		SCOTT THOMAS BAND/Black Valentine
15	13	12	12		GRANT LEE BUFFALO/Truly, Truly
29	29	29	10		NATALIE MERCHANT/Kind & Generous
8	7	9	8		SMASH MOUTH/Can't Get Enough...
12	12	9	7		FAR TOO JONES/As Good As You
14	11	11	7		EVA TROUT/Drive Time Radio
11	6	8	6		WHY STORE/When You're High
7	5	6	6		PEARL JAM/Wishlist
10	13	12	6		SISTER HAZEL/Concede

THE RIVER
93.9 FM

MARKET #7
CIDR/Detroit
(313) 961-6397
Duff/Mason

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
34	33	34	36		MATCHBOX 20/Real World
11	17	34	36		BRIAN SETZER ORCH./Jump Jive An' Wall
36	33	37	35		GOO GOD DOLLS/Iris
32	36	35	35		COWBOY JUNKIES/Miles From Our Home
17	17	30	34		BARENAKED LADIES/One Week
17	28	34	33		GRANT LEE BUFFALO/Truly, Truly
34	34	34	33		NATALIE MERCHANT/Kind & Generous
34	35	34	32		DAVE MATTHEWS BAND/Stay (Wasting Time)
17	17	30	30		BILLY MANN/Beat Myself Up
25	33	31	31		TORI AMOS/Spark
15	8	15	18		NATALIE MERCHANT/Kind & Generous
17	14	17	18		SCOTT THOMAS BAND/Black Valentine
33	34	22	17		SEMASONIC/Closing Time
1	7	16	17		FOO FIGHTERS/Walking After You
23	16	17	17		AGENTS OF GOOD ROOTS/Upspin
17	16	17	17		EVERYTHING/Hooch
36	33	22	17		WALLFLOWERS/Heroes
17	14	17	16		EDWIN MCCAIN/II Be
7	12	16	16		ERIC CLAPTON/She's Gone
15	9	16	15		STEVE POLTZ/Silver Lining
15	16	15	15		JOHN FOGERTY/Premontion
-	-	-	-	-	BONNIE RAITT/Spit Of Love
6	7	13	10		HEATHER NOVA/London Rain...
11	7	10	10		TRAGICALLY HIP/Poets
16	9	6	10		ALANA DAVIS/Crazy
-	5	8	9		MARC COHN/Lost You In...
-	7	9	9		LUCINDA WILLIAMS/Right In Time
16	18	9	8		SARAH McLACHLAN/Adia
6	8	10	7		NEIL FINN/Sinner

WBOS
92.9 FM

MARKET #10
WBOS/Boston
(617) 254-9267
Morris/Nash

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
22	21	26	27		PATTY GRIFFIN/One Big Love
25	26	25	26		DAVE MATTHEWS BAND/Stay (Wasting Time)
12	24	27	25		COWBOY JUNKIES/Miles From Our Home
23	24	25	25		GOO GOD DOLLS/Iris
21	24	23	25		KENNY WAYNE SHEPHERD/Blue On Black
26	25	25	25		NATALIE MERCHANT/Kind & Generous
10	27	27	25		CPR/Morrison
2	13	24	24		BARENAKED LADIES/One Week
14	24	23	24		ERIC CLAPTON/She's Gone
23	26	24	24		PEARL JAM/Wishlist
12	22	22	23		JOHN FOGERTY/Premontion
2	25	20	20		BRIAN SETZER ORCH./Jump Jive An' Wall
9	14	21	20		GRANT LEE BUFFALO/Truly, Truly
-	17	18	20		BUDDY GUY F.J. LANG/Midnight Train
10	21	22	20		NEIL FINN/Sinner
17	22	20	20		SMASHING PUMPKINS/Perfect
-	9	12	19		MARC COHN/Lost You In...
19	20	21	19		BONNIE RAITT/Spit Of Love
18	19	21	19		NATALIE MERCHANT/Kind & Generous
10	6	12	18		AGENTS OF GOOD ROOTS/Upspin
20	25	18	18		SEMASONIC/Closing Time
26	23	18	18		VERVE/Lucky Man
-	6	17	18		VONDA SHEPHERD/Searchin' My Soul
-	-	-	-	-	CPR/It's All Coming...
23	24	18	17		MATCHBOX 20/Real World
18	12	16	16		EVERECLARR/Will You Stay...
22	12	11	16		NATALIE MERCHANT/Kind & Generous
11	8	15	15		BONNIE RAITT/One Belief Away
-	-	-	-	-	LUCINDA WILLIAMS/Right In Time
7	9	12	14		SONIA DADA/Zachary

THE RIVER
92.5 FM

MARKET #10
WXRV/Boston
(508) 374-4733
Doody/Mullaney

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
22	25	25	25		BARENAKED LADIES/One Week
24	23	26	24		BILLIE MYERS/Tell Me
22	22	24	22		NATALIE MERCHANT/Kind & Generous
11	12	17	22		DAVE MATTHEWS BAND/Stay (Wasting Time)
15	15	16	18		COWBOY JUNKIES/Miles From Our Home
14	16	16	17		NEIL FINN/Sinner
15	12	14	16		ANGUN/Snow On The Sahara
5	14	16	15		PROPELLEHEADS/History Repeating
15	13	15	15		PATTY GRIFFIN/One Big Love
10	10	15	15		BRIAN SETZER ORCH./Jump Jive An' Wall
13	14	17	15		CPR/Morrison
7	10	19	14		MARC COHN/Lost You In...
14	11	16	14		BUDDY GUY F.J. LANG/Midnight Train
10	10	10	14		GRANT LEE BUFFALO/Truly, Truly
11	10	13	13		ERIC CLAPTON/Going Down Slow
-	-	-	-	-	ERIC CLAPTON/Pilgrim
3	10	14	13		NATALIE MERCHANT/Kind & Generous
8	10	15	13		FRANCIS DUNNERY/My Own Reality
17	10	10	11		WILLIAM TOPELY/Wake Up (Your...)
9	9	9	11		FOO FIGHTERS/Walking After You
10	10	9	11		GUSTER/Airport Song
1	8	8	11		SONIA DADA/Zachary
-	1	10	10		SHAWN COLVIN/When The Rainbow...
10	9	10	10		HUB/It's Twin
10	10	10	10		SMASHING PUMPKINS/The Tale Of...
15	10	10	10		UGLY AMERICANS/Dancing At...
1	8	10	10		WHY STORE/When You're High
9	10	9	9		AGENTS OF GOOD ROOTS/Upspin
-	3	9	9		EAGLE-EYE CHERRY/Save Tonight
11	9	9	9		JEFFREY GAINES/Right My Wrong

92 KORS

MARKET #14
KORS/Minneapolis
(612) 545-5601
Hamilton/Enderse

PLAYS	SW	2W	LW	TW	ARTIST/TITLE
14	16	12	18		JOHN FOGERTY/Premontion
19	20	18	14		PAGE/PLANT/Shining In The Light
18	15	13	13		BUDDY GUY F.J. LANG/Midnight Train
12	10	9	12		SEMASONIC/Closing Time
9	13	9	12		BIG HEAD TODD.../Room Room
-	-	-	-	-	CONNELLS/Crown
11	10	11	10		CDREY STEVENS/Take It Back
13	7	8	8		ROO STEWART/Ooh La La
10	10	9	8		SCOTT THOMAS BAND/Black Valentine
8	8	9	8		WHY STORE/When You're High
10	7	7	7		STORYVILLE/Born Without You
3	3	3	7		COREY STEVENS/One More Time
14	11	13	5		GREGG ALLMAN/Startin' Over
2	3	3	4		JOHNNY LANG/

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SOUTH

Country leader WAIB: possible openings all shifts. T&R: Jeff Horn, 3000 Olson Road, Tallahassee, FL 32308 EOE (7/17)

Augusta, GA AC seeks morning co-host. Send T&R: Chuck Whitaker, WSLT, 419 W. Martintown Rd., North Augusta, SC 29841 EOE (7/17)

WVOD is searching for someone for production/airshift. Experience required. T&R: WVOD, Queen Elizabeth Ave., Manteo, NC 27954 EOE (7/17)

PROMOTIONS DIRECTOR — K*LUV-D/FW-needs promotions director. Candidate must be organized, computer skilled, create proposals, coordinate events/appearances. Mail resume to: Chuck Brinkman, K*LUV, 4131 N. Central Expressway, Dallas, TX 75204. K*LUV, an Equal Opportunity Employer.

KSMB/Heritage CHR, Lafayette, LA, market 98, searching for morning show producer for Lafayette's number one morning show. Only hard workers with the best talent in the market. Must love the South and be willing to learn and live the cajun culture. If you love broadcasting and love to work long and hard hours with the best that the market has to offer, rush your tape, resume, and photo to: Larry Leblanc, Group Program Director, Powell Broadcasting, 202 Galbert Rd., Lafayette, LA 70506. Females encouraged. EOE. No Calls Please!

NEWS TALENT

Anchors, reporters needed for current openings. Stations are contacting us to fill these positions. Male/female, if you do news, call us now. Most news activity in months. ALSO need personalities. NETWORKING is still the key! WE PLACE TALENT.

NETWORK

(407) 977 2900

CHR ANNOUNCERS

Z102 is a new CHR station in Meridian, MS. Z102 is seeking applicants for on-air positions. If you are looking for a break to prove yourself in a new shift, this is the break you have been waiting for. Please rush tapes and resumes to Z102, 3436 Hwy 45 North, Meridian, MS 39302. EOE

DOTHAN CHR

Z105 in Dothan, Alabama has an evening and morning opening, because our guys just got hired away for big bucks to go to a much bigger market. If you want to work with an aggressive group at a kick tail station, send your T&R to Z105, 2236 Montgomery Hwy., Dothan, AL 36303. EOE

A national syndicator of radio comedy is looking for a motivated, self-starter to take charge of its radio production department. You will be handling all production related tasks. The successful applicant should have experience in audio engineering and producing broadcast material, and have a strong technical background with a knowledge of ProTools. If you thrive on pressure, tight deadlines, and being part of one of radio's most creative teams, send your tape and resume NOW! Radio & Records, 10100 Santa Monica Blvd., #625, 5th Floor, Los Angeles, CA 90067. EOE

COUNTRY MORNING HOST/ PROGRAM DIRECTOR:

Atlantic Star/Capstar Communications WDSO, Dover, (Wilmington), Delaware is searching for an energetic and creative program director. Experience in Selector and digital automation systems required. Production "chops" a must along with an ability to work closely with sales, promotions, consultant and traffic. Great benefits. T&Rs to: Joel Raab Associates, 760 N. Woodbourne Rd., Suite D, Langhorne, PA 19047 EOE.

ATTENTION: NORTHEAST

WBEE in Rochester is looking for a midday talent and production specialist (digital experience required). Experience with the Country audience and play well with others a plus. If you love this business and enjoy creative production, send your tape and resume ASAP to: Loyd Ford, Entercom Rochester, 500 B. Forman Building, Rochester, NY 14604. EOE

Market leader in one of the Southeast's most competitive markets is looking to expand their staff, and there is a rare full-time, on-air opening for the right person. If you're a creative, energetic, out-of-the-box thinker ... then it's showtime. Country experience is desirable, but not necessary. Send tapes and resumes to: On-Air Talent, 9 Desmet Avenue, Milltown, N.J. 08850. This is an Equal Opportunity Position for all applicants!

Airstaff needed for new Active/Classic Rock in the South. Minimum of three years experience. Must love and live the lifestyle of Male 18-34-year-old demographic. Rush tape, resume, and photo a must to the following address: Radio & Records, 10100 Santa Monica Blvd., #624, 5th Floor, Los Angeles, CA 90067. EOE

Chancellor Media's Orlando CHR powerhouse XL 106.7 is looking for a Marketing/Promotions Director who will continue a tradition of awesome promotions for a larger than life station. Our events set the standard. Can you take us to the next level? Resume and phone calls will not get this job. Get my attention like you would get our listeners attention. Contact Adam Cook, OM, 337 S. Northlake Blvd., Suite 1024, Altamonte Springs, FL 32701. E-mail adam@wxl.com EOE

Run the production department for the Southern Star stations in Birmingham! You'll work with some of the most talented radio folks in the southeast to create award-winning production for the stations and for our clients. Qualified applicants will have experience as a production director, an outstanding voice, excellent creative writing skills, expertise in state-of-the-art digital editing, and good organizational skills. Rush your production samples and resume to: Alfreda Ward, Southern Star Communications, Inc., 530 Beacon Parkway West, Suite 600, Birmingham AL 35209. No Calls Please. EEO

COX RADIO, INC.
MARKETING MANAGER
WMMO Radio, a division of COX Radio, has created a new position of Marketing Manager. Responsibilities include managing this top-rated station's image and brand-awareness, helping design and implement our marketing plan, and producing exciting and memorable events and promotions. Are you creative and well-organized? Do you understand the synergy of partnerships? Have you created and implemented profitable events? Most importantly, can you convert the WMMO Marketing Department into a revenue center while protecting the station's image? If you have at least 3 years experience in media or product brand management and event production, send your presentation to: Fleetwood Gruver Operations Manager, Cox Radio, Inc., 200 S. Orange Avenue, Suite 2240, Orlando, FL 32801. Cox Radio, Inc., is an Equal Opportunity Employer. NO CALLS PLEASE

www.rronline.com

EAST

Mid-Atlantic Country in rated market searching for a morning host. T&R: Don Brake, WYII, W. King St., Martinsburg, WV 25401 EOE (7/17)

Radio



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Responsibilities will include programming & coordinating several MUSIC CHOICE formats, seeking out and contracting with consultants to supplement formats as necessary, and assisting in the development of programmers and coordinators. You will also represent MUSIC CHOICE to outside vendors such as consultants, trade publications and record companies as necessary. Ideal candidates for these positions will have BA or equivalent with management experience required. Must be computer literate, have knowledge of radio programming, syndication and/or music industry and a complete knowledge of R&B or Latin genres. Fluency in Selector scheduling software and the ability to build & refine formats preferred.

MUSIC COORDINATOR

Primary responsibilities will be generating reports, updating internal correspondence and materials, filing of CD's in on-site library and light office administrative duties for the programming department. Coordinates and schedules various formats with outside consultants. Candidates must possess a HS diploma (Bachelors preferred), and at least 6mo to 1 year similar work experience. A working knowledge of Computer Software: Microsoft Word, Excel & Access needed. Previous knowledge of Selector Scheduling Software strongly desired.

As a leader in the industry, we offer a competitive salary and a dynamic work environment. Please mail or FAX resume, with salary history, to our Corporate Office: Music Choice, Attn: Human Resources Dept., 300 Welsh Road, Building 1, Suite 220, Horsham, PA 19044. FAX: (215) 784-5870. For more information, please visit our WEBSITE at: www.music-choice.com. EOE. M/F/D/V.

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OPPORTUNITIES

OPENINGS

50% talent and 50% sales — Can you host/produce a fast paced football pregame show, do play by play for every UVA women's basketball game and understand marketing? T&R to: PBP, WINA, P.O. Box 498, Charlottesville, VA 22902. EOE

Two full-time positions. News/Community events director with experience. Overnight announcer. Fun, team players only! T&R to: Colleen Jackson WERO, P.O. Box 1707 Washington, NC 27889. EOE

S.E. Coastal small market CHR needs a full-time jock. Great opportunity for the right personality. Looking for the final piece of the puzzle. T&R: Radio & Records, 10100 Santa Monica Blvd., #623, 5th Floor, Los Angeles, CA 90067. EOE

MIDWEST

Topeka's Rock Station searching for morning drive co-host/News. T&R: KDW, P.O. Box 4407, Topeka, KS 66604 EOE (7/17)

KRGI, KMMJ, KLRB seeks AT/Board Op. for market leader. T&R: Chris Loughry, Box 4907, Grand Island, NE 68802. No Calls. EOE (7/17)

Immediate opening for PM Drive Air Personality. Minimum two years CHR experience. T&R: Mike McCoy, KJYO, Box 1000, Oklahoma City, OK 73101 EOE (7/17)

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Just awarded "Smooth Jazz Station of the Year," Chancellor Media's WNUA/Chicago has a rare opportunity for an exceptional individual.

Minimum of 5 years major market programming experience required. Your winning track record will demonstrate leadership, vision, unparalleled creativity, and the ability to manage star talent. Group programmers and consultants encouraged to apply.

Send package to: Ralph Sherman, Jr., VP/GM, WNUA, 444 N. Michigan Ave., Suite 300, Chicago, IL 60611. No Phone Calls accepted. Chancellor Media is an Equal Opportunity Employer.

Studio Traffic Anchor

Can you explain freeway problems in an energetic and relatable style? We need a traffic reporter/sidekick with personality plus for a top-rated AC affiliate in our market. 1-3 yrs. exp. desirable.

News writer

Our operation is growing! We have an immediate opening for a news writer who is an effective self-starter w/strong writing skills. Our newswriters feed our national wire service, so good news judgement is a must. 1-3 yrs. exp. preferred.

Tapes and Resume to:
Charlie Weirauch
Director of Operations
Metro Networks, Inc.
633 W. Wisconsin Ave., #1910
Milwaukee, WI 53203. EOE

OPENINGS

Madison's Oldies Station, 94-9 FM WOLX, is searching for our next Program Director. You should have at least three years management experience, be able to initiate and oversee promotions, coach a veteran staff, and bring a fun sense of humor to the job. We offer a great salary and benefits package, new studios, and the best place to live in America. Rush your finest stuff to: Operations Manager, WOLX, 7601 Ganser Way, Madison, WI 53719. NO CALLS PLEASE. Woodward Communications Inc. is an EEO/AA employer. Women and minorities are encouraged to apply.



We're looking for a dynamic, results-oriented leader to take the programming reins at KEZO — one of R&R's top-five rock stations in America. "PD of the Year," Doug Sorensen, now heads six-station cluster as OM and is seeking his own replacement. Employee-owned Journal Broadcast Group is the company and Omaha is the market. This 100,000-watt blowtorch is legendary. Great music, great promotion, great morning show, and great airstaff equals great radio station. If you have the people skills and promotional moxy, reply in confidence with a tape to: Doug Sorensen, Operations Manager, Journal Broadcast Group, Omaha Operations 11128 John Galt Blvd., Suite 192, Omaha, NE 68137, NO CALLS PLEASE Fax: (402)592-9434 E-mail: dougs@Z92.com Journal Broadcast Group is an equal opportunity employer.

WEST

Sought: **Air Talent** for Hot Country format. Production duties included. T&R: Mike Kandilas, KBLL-FM, 1400 11th Ave., Helena, MT 59601 EOE (7/17)

Hot Country in beautiful southwestern Utah seeks middayer. T&R: Red Rock Broadcasting, Attn. Aaron, 720 S. Riverroad, #A-210, St. George UT 84790 EOE (7/17)

KKIQ-FM seeking news director. Experience a must. T&R: Jim Hampton, 7901 Stoneridge Dr. #525, Pleasanton, CA 94588. No Calls. EOE (7/17)

Country Station searching for midday talent. Send T&R: Rob Siems, KLAD, Box 339, Klamath Falls, OR 97601 EOE (7/17)

Sports talk host/Pro basketball PBP. Immediate opening for creative broadcaster. T&R: Mike Remy, KHTK, 5266 Madison Ave., Sacramento, CA 95841 EOE (7/17)

NW WA Soft Rock KAFE has immediate opening for experienced PM Drive. T&R: Mark Edwards, Box 28160, Bellingham, WA 98228 EOE (7/17)

Operations Manager in the Wine Country!

Seeking OM for four-station cluster (Country, Rock, Oldies, and N/T) 45 minutes north of San Francisco. Must be "get it done" person who knows Programming and Promotions. GM background helpful too. Enjoy stability of family ownership. Fax to: Lawrence Amaturio, 707-523-0682. EOE

OPENINGS

Alaska's Pure Rock 100.5 THE FOX in Anchorage needs full-time air talent. Minimum 2 years experience with excellent production skills, send resume and tape to: Jeremy 800 East Dimond Blvd., Suite 3-320, Anchorage, AK 99515 or Fax (907) 349-6801. PSC is an EOE

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KMTT "The Mountain" in Seattle, a premium adult rock station is looking for a general sales manager to join the Entercom group. Candidates need all usual sales management skills, plus a driving need to work at a station that delivers to a strong qualitative audience in a hip, progressive environment. Desire to go to lots of concerts with clients an added bonus! Experienced candidates looking for the job of a lifetime should send/fax resume and cover letter to: Noreen McCormack, ENTERCOM SEATTLE, 1820 Eastlake Ave. E. Seattle, WA 98102, Fax 206-726-6964. EOE



First we lost our competitor, then we lost our program director. Our PD is moving on and we need to find a successor. Suggested skills include: talent development, strategic planning, positioning. A solid understanding of both the Alternative and Active Rock formats is a plus. Send programming package to: KXTE-FM, c/o Human Resources, Attn: PD1077.8, 6655 W. Sahara Ave., Suite D-208, Las Vegas, NV 89146.

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PROGRAM DIRECTOR

Jefferson-Pilot Communications is looking for two candidates who think both strategically and creatively, to join the team of two prominent San Diego stations. The position of program director is available at KIFM and KSON if you are driven innovative, and a good leader with strong communication skills, consider our company. Candidates must have extensive knowledge in country and/or jazz music as well as complete knowledge of perceptual and music research and its implementation. Must have a minimum of three years programming experience in a large to major market. Send resumes to:
Director of Human Resources
1615 Murray Canyon Road, Suite 710
San Diego, CA 92108-4321
No Phone Calls Please. EOE

Top-100 California News/Talk seeks personality oriented co-host for talk-intensive morning show. Must be topical, witty, local News gathering duties also. Radio & Records, 10100 Santa Monica Blvd., #610, 5th Floor, Los Angeles, CA 90067. EOE

OPENINGS

UTAH's newest all-news radio station is now hiring experienced sales manager and account executives. Must have minimum of two years current radio sales. Base salary with commission. Fax confidential resume to: 801-467-8297. EOE

Promotion Director: Jacor San Jose/San Francisco is looking for a top-notch, detail-oriented, and outgoing promotion wiz for new station. Previous promotions/event, sales and staff management experience required. Word processing skills a must. College degree preferred. Send resume to: Kris Hager, Jacor San Jose, 1420 Koll Circle, San Jose, CA 95112. No Phone Calls Please. EOE

PROGRAM DIRECTOR

Chancellor Media's KXPK/Denver's Peak seeks exceptional AAA PD. Candidates should have a minimum of 3 years programming experience. This is a highly competitive market; qualified candidate must be a format visionary and aggressive winner. Responsibilities include strong leadership and proven track record in talent management & motivation research analysis, marketing, promotion, creative imaging. Send your tape, resume and programming philosophy to: Skip Weller, Chancellor Media Corp. 1560 Broadway, Suite 1100, Denver, CO 80202. EOE



Rick Shaw got us there. Can you keep us there? Chancellor Media's K-101/SF needs a new midday star. We are looking for a warm, adult entertainer who can keep K-101 at the top. Send your T&R to Bob Hamilton, K101-FM, 340 Townsend St., #5-101, San Francisco, CA 94107. EOE

POSITIONS SOUGHT

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Ya Ya Wisconsin. This 15-year vet is seeking to return home. CHR, AC, Country. Love appearances, production, bratwurst! DON: (413) 568-4137 (7/17)

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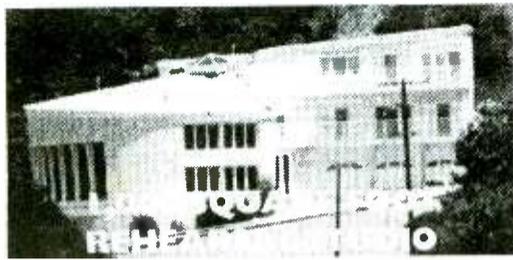
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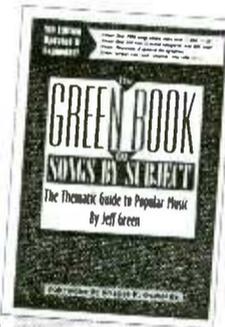
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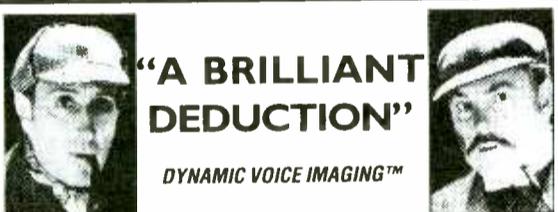
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CHR/POP

LW	TW	ARTIST	SON	Label
2	1	GOO GOO DOLLS	Iris	(Warner Sunset/Reprise)
1	2	ALANIS MORISSETTE	Uninvited	(Warner Sunset/Reprise)
4	3	NATALIE IMBRUGLIA	Torn	(RCA)
5	4	FASTBALL	The Way	(Hollywood)
3	5	SHANIA TWAIN	You're Still The One	(Mercury)
6	6	BRANDY & MONICA	The Boy Is Mine	(Atlantic)
7	7	MATCHBOX 20	Real World	(Lava/Arista)
10	8	AEROSMITH	I Don't Want To Miss A Thing	(Columbia)
8	9	NEXT	Too Close	(Arista)
9	10	K-CI & JOJO	All My Life	(MCA)
17	11	JENNIFER PAIGE	Crush	(Edel America/Hollywood)
14	12	WILL SMITH	Just The Two Of Us	(Columbia)
13	13	NATALIE MERCHANT	Kind & Generous	(Elektra/EEG)
15	14	SEMISONIC	Closing Time	(MCA)
12	15	BRIAN MCKNIGHT	Anytime	(Motown)
11	16	MARCY PLAYGROUND	Sex And Candy	(Capitol)
16	17	SARAH MCLACHLAN	Adia	(Arista)
19	18	ALL SAINTS	Never Ever	(London/Island)
20	19	SAVAGE GARDEN	To The Moon And Back	(Columbia)
22	20	SMASH MOUTH	Can't Get Enough Of You Baby	(Elektra/EEG)
21	21	FIVE	When The Lights Go Out	(Arista)
26	22	ACE OF BASE	Cruel Summer	(Arista)
29	23	'N SYNC	Tearin' Up My Heart	(RCA)
23	24	CELINE DION	To Love You More	(550 Music)
24	25	EDWIN MCCAIN	I'll Be	(Lava/Arista)
18	26	MADONNA	Ray Of Light	(Maverick/WB)
35	27	BACKSTREET BOYS	I'll Never Break Your Heart	(Jive)
31	28	PRAS MICHEL / ODB & MYA	Ghetto Supastar...	(Interscope)
27	29	'N SYNC	I Want You Back	(RCA)
28	30	BILLIE MYERS	Tell Me	(Universal)

CHR begins on Page 76.

HOT AC

LW	TW	ARTIST	SON	Label
1	1	NATALIE IMBRUGLIA	Torn	(RCA)
2	2	FASTBALL	The Way	(Hollywood)
3	3	GOO GOO DOLLS	Iris	(Warner Sunset/Reprise)
4	4	ALANIS MORISSETTE	Uninvited	(Warner Sunset/Reprise)
5	5	NATALIE MERCHANT	Kind & Generous	(Elektra/EEG)
7	6	SHANIA TWAIN	You're Still The One	(Mercury)
8	7	MATCHBOX 20	Real World	(Lava/Arista)
6	8	SARAH MCLACHLAN	Adia	(Arista)
9	9	EDWIN MCCAIN	I'll Be	(Lava/Arista)
10	10	MATCHBOX 20	3am	(Lava/Arista)
11	11	SEMISONIC	Closing Time	(MCA)
15	12	SMASH MOUTH	Can't Get Enough Of You Baby	(Elektra/EEG)
14	13	SAVAGE GARDEN	Truly Madly Deeply	(Columbia)
13	14	MARCY PLAYGROUND	Sex And Candy	(Capitol)
16	15	EVERCLEAR	I Will Buy You A New Life	(Capitol)
17	16	GREEN DAY	Time Of Your Life (Good...)	(Reprise)
12	17	VONDA SHEPARD	Searchin' My Soul	(550 Music)
20	18	CELINE DION	To Love You More	(550 Music)
19	19	BILLIE MYERS	Tell Me	(Universal)
24	20	AEROSMITH	I Don't Want To Miss A Thing	(Columbia)
27	21	NATALIE IMBRUGLIA	Wishing I Was There	(RCA)
25	22	DAVE MATTHEWS BAND	Stay (Wasting Time)	(RCA)
22	23	ALANA DAVIS	Crazy	(Elektra/EEG)
26	24	SAVAGE GARDEN	To The Moon And Back	(Columbia)
18	25	SISTER 7	Know What You Mean	(Arista Austin/Arista)
23	26	ROD STEWART	Ooh La La	(Warner Bros.)
29	27	BARENAKED LADIES	One Week	(Reprise)
28	28	K-CI & JOJO	All My Life	(MCA)
30	29	ANGGUN	Snow On The Sahara	(Epic)
—	30	ACE OF BASE	Cruel Summer	(Arista)

AC begins on Page 33.

CHR/RHYTHMIC

LW	TW	ARTIST	SON	Label
1	1	BRANDY & MONICA	The Boy Is Mine	(Atlantic)
2	2	PRAS MICHEL / ODB & MYA	Ghetto Supastar...	(Interscope)
4	3	WILL SMITH	Just The Two Of Us	(Columbia)
3	4	NEXT	Too Close	(Arista)
5	5	USHER	My Way	(LaFace/Arista)
6	6	BIG PUNISHER / JOE	Still Not A Player	(Loud)
12	7	AALIYAH	Are You That Somebody?	(Atlantic)
7	8	VOICES OF THEORY	Dimelo (Say It)	(H.O.L.A./Red Ant)
10	9	JANET	Go Deep	(Virgin)
8	10	SPARKLE	Be Careful	(Rock Land/Interscope)
11	11	JON B.	They Don't Know	(Yab Yum/550 Music)
15	12	LAURYN HILL	Can't Take My Eyes Off You	(Ruffhouse/Columbia)
9	13	MYA / SISQO OF DRU HILL	It's All About Me	(University/Interscope)
16	14	NICOLE	Make It Hot	(EastWest/EEG)
20	15	BRANDY / MASE	Top Of The World	(Atlantic)
13	16	MARIAH CAREY	My All	(Columbia)
14	17	BRIAN MCKNIGHT	The Only One For Me	(Motown)
23	18	TATYANA ALI	Daydreamin'	(MJJ/Work)
17	19	K-CI & JOJO	All My Life	(MCA)
18	20	LINK	Whatcha Gone Do?	(Relativity)
21	21	BRIAN MCKNIGHT	Anytime	(Motown)
19	22	K-CI & JOJO	Don't Rush (Take Love Slowly)	(MCA)
22	23	MASTER P / SONS OF FUNK	I Got The Hook Up	(No Limit/Priority)
33	24	INQJ	Time After Time	(Columbia)
24	25	NATALIE IMBRUGLIA	Torn	(RCA)
26	26	ALL SAINTS	Never Ever	(London/Island)
27	27	MO THUGS FAMILY	All Good	(Relativity)
25	28	SHANIA TWAIN	You're Still The One	(Mercury)
30	29	KELLY PRICE	Friend Of Mine	(T-Neck/Island)
36	30	BACKSTREET BOYS	I'll Never Break Your Heart	(Jive)
38	31	NATE DOGG / WARREN G	Nobody...	(Dogg Foundation/Breakaway)

CHR begins on Page 76.

AC

LW	TW	ARTIST	SON	Label
2	1	CELINE DION	To Love You More	(550 Music)
1	2	SHANIA TWAIN	You're Still The One	(Mercury)
3	3	SARAH MCLACHLAN	Adia	(Arista)
4	4	LEANN RIMES	Looking Through Your Eyes	(Curb/Arista)
5	5	ROD STEWART	Ooh La La	(Warner Bros.)
8	6	NATALIE IMBRUGLIA	Torn	(RCA)
6	7	ERIC CLAPTON	My Father's Eyes	(Duck/Reprise)
7	8	SAVAGE GARDEN	Truly Madly Deeply	(Columbia)
9	9	GLORIA ESTEFAN	Heaven's What I Feel	(Epic)
11	10	LIONEL RICHIE	Time	(Mercury)
10	11	BONNIE RAITT	One Belief Away	(Capitol)
12	12	BACKSTREET BOYS	As Long As You Love Me	(Jive)
13	13	JOHN TESH / JAMES INGRAM	Give Me Forever...	(GTSP/Mercury)
14	14	OLIVIA NEWTON-JOHN	I Honestly Love You	(MCA/Universal)
16	15	CHICAGO	All Roads Lead To You	(Reprise)
15	16	ELTON JOHN	Recover Your Soul	(Rocket/Island)
17	17	BRIAN WILSON	Your Imagination	(Giant/WB)
18	18	BOB SEGER & MARTINA MCBRIDE	Chances Are	(Capitol)
19	19	ANNE COCHRAN AND JIM BRICKMAN	After All These...	(Windham Hill)
21	20	MARILYN SCOTT	Starting To Fall	(Warner Bros.)
20	21	GARTH BROOKS	To Make You Feel My Love	(Capitol)
24	22	CHRISTINA AGUILERA	Reflection	(Walt Disney)
22	23	K-CI & JOJO	All My Life	(MCA)
26	24	DARYL HALL & JOHN OATES	Throw The Roses Away	(Push)
27	25	RINGO STARR	La De Da	(Mercury)
28	26	GEORGE BENSON	Standing Together	(GRP)
—	27	BACKSTREET BOYS	I'll Never Break Your Heart	(Jive)
29	28	NATALIE MERCHANT	Kind & Generous	(Elektra/EEG)
—	29	ACE OF BASE	Cruel Summer	(Arista)
—	30	FAITH HILL	This Kiss	(Warner Bros.)

AC begins on Page 33.

URBAN

LW	TW	ARTIST	SON	Label
2	1	AALIYAH	Are You That Somebody?	(Atlantic)
1	2	BRIAN MCKNIGHT	The Only One For Me	(Motown)
3	3	KELLY PRICE	Friend Of Mine	(T-Neck/Island)
5	4	NICOLE	Make It Hot	(EastWest/EEG)
8	5	JANET	Go Deep	(Virgin)
13	6	MAXWELL	Luxury: Cococure	(Columbia)
4	7	USHER	My Way	(LaFace/Arista)
7	8	BRANDY & MONICA	The Boy Is Mine	(Atlantic)
14	9	VOICES OF THEORY	Dimelo (Say It)	(H.O.L.A./Red Ant)
24	10	GERALD LEVERT	Thinkin' Bout It	(EastWest/EEG)
18	11	K-CI & JOJO	Don't Rush (Take Love Slowly)	(MCA)
38	12	BRANDY / MASE	Top Of The World	(Atlantic)
6	13	PRAS MICHEL / ODB & MYA	Ghetto Supastar...	(Interscope)
16	14	WILL SMITH	Just The Two Of Us	(Columbia)
19	15	ARETHA FRANKLIN	Here We Go Again	(Arista)
17	16	LINK	Whatcha Gone Do?	(Relativity)
27	17	PUBLIC ANNOUNCEMENT	It's About Time	(A&M)
23	18	SILKK THE SHOCKER	It Ain't My Fault	(No Limit/Priority)
21	19	MO THUGS FAMILY	All Good	(Relativity)
12	20	JON B.	They Don't Know	(Yab Yum/550 Music)
22	21	BLACKSTREET / KAFI & CROWDER	I Can't...	(Yab Yum/550 Music)
20	22	SAM SALTER	There You Are	(LaFace/Arista)
9	23	BIG PUNISHER / JOE	Still Not A Player	(Loud)
10	24	7 MILE	Do Your Thing	(Crave)
26	25	MYRON	Destiny	(Island)
30	26	MECHALIE JAMISON	Keep It Real	(Red Eye/Priority)
25	27	TAMI DAVIS	How Do I Say I'm Sorry	(Red Ant)
15	28	DESTINY'S CHILD / JD	With Me Part 1	(Grass Roots/Columbia)
31	29	NATE DOGG / WARREN G	Nobody...	(Dogg Foundation/Breakaway)
11	30	CHICO DEBARGE	No Guarantee	(Kedar/Universal)

Complete list of Urban Breakers on Page 90.

URBAN begins on Page 88.

ACTIVE ROCK

LW	TW	ARTIST	SON	Label
2	1	DAYS OF THE NEW	The Down Town	(Outpost/Geffen)
3	2	MONSTER MAGNET	Space Lord	(A&M)
1	3	STABBING WESTWARD	Save Yourself	(Columbia)
4	4	SMASHING PUMPKINS	Ava Adore	(Virgin)
6	5	CANDLEBOX	It's Alright	(Maverick/WB)
7	6	JERRY CANTRELL	My Song	(Columbia)
8	7	CREED	What's This Life For	(Wind-up)
5	8	CREED	Torn	(Wind-up)
10	9	FUEL	Shimmer	(550 Music)
9	10	METALLICA	Fuel	(Elektra/EEG)
12	11	ADDICT	Monsterside	(Big Cat/V2)
11	12	AEROSMITH	I Don't Want To Miss A Thing	(Columbia)
23	13	SEVEN MARY THREE	Over Your Shoulder	(Mammoth/Arista)
18	14	MEGADETH	A Secret Place	(Capitol)
14	15	GOO GOO DOLLS	Iris	(Warner Sunset/Reprise)
15	16	KENNY WAYNE SHEPHERD	Blue On Black	(Revolution)
13	17	BROTHER CANE	I Lie In The Bed I Make	(Virgin)
21	18	GIRLS AGAINST BOYS	Park Avenue	(DGC/Geffen)
19	19	JIMMY PAGE/ROBERT PLANT	Shining In The Light	(Atlantic)
22	20	RAMMSTEIN	Du Hast	(Slash/London/Island)
17	21	SEMISONIC	Closing Time	(MCA)
26	22	DRAIN S.T.H.	Crack The Liars Smile	(Mercury)
16	23	PEARL JAM	Wishlist	(Epic)
32	24	KENNY WAYNE SHEPHERD	Somehow, Somewhere...	(Revolution)
27	25	MARCY PLAYGROUND	Saint Joe On The School Bus	(Capitol)
20	26	GANDHARVAS	Downtime	(MCA)
33	27	EVE 6	Inside Out	(RCA)
29	28	GRAVITY KILLS	Falling	(TVT)
30	29	OUR LADY PEACE	4am	(Columbia)
28	30	JERRY CANTRELL	Cut You In	(Columbia)

ROCK begins on Page 116.



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Breakers In Blue

NATIONAL AIRPLAY OVERVIEW JULY 17, 1998

URBAN AC

LW	TW	Artist	Song	Label
1	1	BRIAN MCKNIGHT	The Only One For Me	(Motown)
4	2	MAXWELL	Luxury: Cococure	(Columbia)
2	3	SPARKLE	Be Careful	(Rock Land/Interscope)
5	4	KELLY PRICE	Friend Of Mine	(T-Neck/Island)
6	5	JON B.	They Don't Know	(Yab Yum/550 Music)
3	6	REGINA BELLE	Don't Let Go	(MCA)
8	7	GEORGE BENSON	Standing Together	(GRP)
9	8	ARETHA FRANKLIN	Here We Go Again	(Arista)
12	9	GERALD LEVERT	Thinkin' Bout It	(EastWest/EEG)
22	10	LUTHER VANDROSS	Nights In Harlem	(LV/Virgin)
14	11	KEITH WASHINGTON/CHANTE' MOORE	I Love You	(Silas/MCA)
11	12	NEW POWER GENERATION	The One	(New Power Soul)
16	13	JANET	Go Deep	(Virgin)
7	14	LSG	Door #1	(EastWest/EEG)
10	15	BRANDY & MONICA	The Boy Is Mine	(Atlantic)
17	16	TAMI DAVIS	How Do I Say I'm Sorry	(Red Ant)
15	17	RANDY CRAWFORD	Silence	(Bluemoon/Atlantic)
19	18	K-CI & JOJO	All My Life	(MCA)
20	19	N'DEA DAVENPORT	Bring It On	(V2)
13	20	WILL DOWNING	If She Knew	(Motown)
18	21	XSCAPE	The Arms Of The One Who...	(So So Def/Columbia)
23	22	JANET	I Get Lonely	(Virgin)
24	23	VOICES OF THEORY	Dimelo (Say It)	(H.O.L.A./Red Ant)
21	24	JOE	All That I Am	(Jive)
—	25	TAMIA	So Into You	(Qwest/WB)
25	26	MISSJONES	2 Way Street	(Motown)
28	27	LEVI LITTLE	Pick Up The Phone	(White Label)
—	28	PEABO BRYSON	My Heart Belongs To You	(Windham Hill)
26	29	SAM SALTER	There You Are	(LaFace/Arista)
30	30	PUBLIC ANNOUNCEMENT	It's About Time	(A&M)

No Songs Qualified For Breaker Status This Week.

URBAN begins on Page 88.

ROCK

LW	TW	Artist	Song	Label
1	1	AEROSMITH	I Don't Want To Miss A Thing	(Columbia)
2	2	JIMMY PAGE/ROBERT PLANT	Shining In The Light	(Atlantic)
4	3	DAYS OF THE NEW	The Down Town	(Outpost/Geffen)
3	4	ROD STEWART	Cigarettes & Alcohol	(Warner Bros.)
5	5	GOO GOO DOLLS	Iris	(Warner Sunset/Reprise)
9	6	CANDLEBOX	It's Alright	(Maverick/WB)
7	7	KENNY WAYNE SHEPHERD	Blue On Black	(Revolution)
13	8	KENNY WAYNE SHEPHERD	Somehow, Somewhere...	(Revolution)
11	9	JOHN FOGERTY	Premonition	(Reprise)
8	10	BROTHER CANE	I Lie In The Bed I Make	(Virgin)
6	11	WALLFLOWERS	Heroes	(Epic)
10	12	PEARL JAM	Wishlist	(Epic)
12	13	MONSTER MAGNET	Space Lord	(A&M)
14	14	CREED	What's This Life For	(Wind-up)
25	15	SEVEN MARY THREE	Over Your Shoulder	(Mammoth/Atlantic)
20	16	JERRY CANTRELL	My Song	(Columbia)
15	17	FASTBALL	The Way	(Hollywood)
16	18	MATCHBOX 20	Real World	(Lava/Atlantic)
24	19	FUEL	Shimmer	(550 Music)
18	20	SEMISONIC	Closing Time	(MCA)
17	21	CREED	Tom	(Wind-up)
22	22	STORYVILLE	Born Without You	(Atlantic)
21	23	SMASHING PUMPKINS	Ava Adore	(Virgin)
19	24	DLR BAND	Slam Dunk	(Wawazat !!)
28	25	WHY STORE	When You're High	(Way Cool Music/MCA)
23	26	METALLICA	Fuel	(Elektra/EEG)
26	27	VAN HALEN	Fire In The Hole	(Warner Bros.)
33	28	MEGADETH	A Secret Place	(Capitol)
27	29	ERIC CLAPTON	She's Gone	(Duck/Reprise)
34	30	TOMMY SHAW	Ocean	(CMC)

No Songs Qualified For Breaker Status This Week.

ROCK begins on Page 116.

COUNTRY

LW	TW	Artist	Song	Label
3	1	TERRI CLARK	Now That I Found You	(Mercury)
4	2	SHANIA TWAIN w/BRYAN WHITE	From This Moment On	(Mercury)
5	3	GARTH BROOKS	To Make You Feel My Love	(Capitol)
1	4	COLLIN RAYE	I Can Still Feel You	(Epic)
7	5	DIXIE CHICKS	There's Your Trouble	(Monument)
6	6	TRISHA YEARWOOD	There Goes My Baby	(MCA)
10	7	MARTINA MCBRIDE	Happy Girl	(RCA)
9	8	FAITH HILL w/TIM MCGRAW	Just To Hear You Say...	(Warner Bros.)
14	9	JO DEE MESSINA	I'm Alright	(Curb)
12	10	JOE DIFFIE	Texas Size Heartache	(Epic)
13	11	VINCE GILL	If You Ever Have Forever In...	(MCA)
16	12	GEORGE STRAIT	True	(MCA)
2	13	TY HERNDON	A Man Holdin' On	(Epic)
15	14	PAM TILLIS	I Said A Prayer	(Arista)
17	15	RANDY TRAVIS	The Hole	(DreamWorks)
19	16	JOHN MICHAEL MONTGOMERY	Cover You In Kisses	(Atlantic)
18	17	DWIGHT YOAKAM	Things Change	(Reprise)
21	18	BROOKS & DUNN	How Long Gone	(Arista)
20	19	LARI WHITE	Stepping Stone	(Lyric Street)
23	20	WILKINSONS	26 Cents	(Giant)
11	21	KENNY CHESNEY	That's Why I'm Here	(BNA)
8	22	CLINT BLACK	The Shoes You're Wearing	(RCA)
25	23	PATTY LOVELESS	High On Love	(Epic)
28	24	DIAMOND RIO	You're Gone	(Arista)
30	25	DAVID KERSH	Wonderful Tonight	(Curb)
29	26	RESTLESS HEART	No End To This Road	(RCA)
32	27	LINDA DAVIS	I Wanna Remember This	(DreamWorks)
31	28	MICHAEL PETERSON	When The Bartender Cries	(Reprise)
24	29	SUZY BOGGUSS	Somebody To Love	(Capitol)
—	30	REBA MCENTIRE	Forever Love	(MCA)
35	32	TRACY BYRD	I Wanna Feel That Way Again	(MCA)
37	34	NEAL MCCOY	Love Happens Like That	(Atlantic)
39	36	SAMMY KERSHAW	Honky Tonk America	(Mercury)

COUNTRY begins on Page 98.

ALTERNATIVE

LW	TW	Artist	Song	Label
1	1	GOO GOO DOLLS	Iris	(Warner Sunset/Reprise)
2	2	HARVEY DANGER	Flaggpole Sitta	(Slash/London/Island)
5	3	EVE 6	Inside Out	(RCA)
3	4	FUEL	Shimmer	(550 Music)
6	5	BARENAKED LADIES	One Week	(Reprise)
4	6	SEMISONIC	Closing Time	(MCA)
8	7	MARCY PLAYGROUND	Saint Joe On The School Bus	(Capitol)
11	8	BEASTIE BOYS	Intergalactic	(Grand Royal/Capitol)
12	9	GRANT LEE BUFFALO	Truly, Truly	(Slash/WB)
7	10	SMASHING PUMPKINS	Ava Adore	(Virgin)
9	11	FOO FIGHTERS	Walking After You	(Elektra/Roswell/Capitol)
15	12	DAVE MATTHEWS BAND	Stay (Wasting Time)	(RCA)
13	13	ATHENAUM	What I Didn't Know	(Atlantic)
21	14	SMASHING PUMPKINS	Perfect	(Virgin)
10	15	URGE	Jump Right In	(Immortal/Epic)
17	16	SPRUNG MONKEY	Get 'Em Outta Here	(Surfdog/Hollywood)
14	17	FASTBALL	The Way	(Hollywood)
22	18	EVERYTHING	Hooch	(Blackbird/Sire)
19	19	CREED	What's This Life For	(Wind-up)
23	20	FEEDER	High	(Echo/Elektra/EEG)
20	21	STABBING WESTWARD	Save Yourself	(Columbia)
34	22	GARBAGE	I Think I'm Paranoid	(Almo Sounds/Interscope)
16	23	GARBAGE	Push It	(Almo Sounds/Interscope)
27	24	DAYS OF THE NEW	The Down Town	(Outpost/Geffen)
31	25	SEVEN MARY THREE	Over Your Shoulder	(Mammoth/Atlantic)
30	26	NATALIE IMBRUGLIA	Wishing I Was There	(RCA)
24	27	EVERCLEAR	I Will Buy You A New Life	(Capitol)
18	28	TORI AMOS	Spark	(Atlantic)
26	29	PEARL JAM	Wishlist	(Epic)
38	30	THIRD EYE BLIND	Jumper	(Elektra/EEG)

ALTERNATIVE begins on Page 122.

NAC/SMOOTH JAZZ

LW	TW	Artist	Song	Label
1	1	KIM WATERS	Nightfall	(Shanachie)
2	2	RICHARD ELLIOT	In The Groove	(Metro Blue/Blue Note)
4	3	KENNY G	Baby G	(Arista)
6	4	GREGG KARUKAS	Blue Touch	(I.E./Nerve)
5	5	GEORGE BENSON	Standing Together	(GRP)
3	6	FOUR 80 EAST	Eastside	(Cargo/MCA)
9	7	STEVE COLE	When I Think Of You	(Bluemoon/Atlantic)
8	8	FOURPLAY	Still The One	(Warner Bros.)
7	9	LEE RITENOUR	Ooh-Yeah	(I.E./Nerve)
10	10	CANDY DULFER	Smooth	(N2K Encoded Music)
15	11	MARC ANTOINE	Sunland	(GRP)
11	12	CHRIS STANDRING	Cool Shades	(Instinct)
16	13	PAUL HARDCASTLE	Shelbi	(JVC/JMI)
14	14	B-TRIBE	Sometimes	(Atlantic)
18	15	JIM BRICKMAN / DAVE KOZ	Partners In Crime	(Windham Hill)
19	16	RONAN HARDIMAN	Love Song	(Philips)
12	17	BRIAN BROMBERG	By The Fireplace	(Zebra)
13	18	JONATHAN BUTLER	Dancing On The Shore	(N2K Encoded Music)
20	19	RAMSEY LEWIS	Fragile	(GRP)
22	20	PEACE OF MIND	Peace Of Mind	(Nu Groove)
28	21	SOUL BALLET	Blu Girl	(Countdown/Unity)
26	22	BRIAN CULBERTSON	On My Mind	(Bluemoon/Atlantic)
17	23	BRAXTON BROTHERS	Happy Again	(Windham Hill Jazz)
25	24	BOB JAMES	Love Is Where	(Warner Bros.)
21	25	DAKOTA MOON	A Promise I Make	(Elektra/EEG)
27	26	AVENUE BLUE	Seventh Heaven	(Mesa/Bluemoon/Atlantic)
23	27	BRYAN SAVAGE	Kaleidoscope	(Higher Octave)
30	28	SIMPLY RED	Mellow My Mind	(EastWest/EEG)
24	29	CHRIS CAMOZZI	Swing Shift	(Discovery)
29	30	MARIAH CAREY	My All	(Columbia)

No Songs Qualified For Breaker Status This Week.

NAC begins on Page 111.

ADULT ALTERNATIVE

LW	TW	Artist	Song	Label
2	1	DAVE MATTHEWS BAND	Stay (Wasting Time)	(RCA)
1	2	NATALIE MERCHANT	Kind & Generous	(Elektra/EEG)
3	3	GOO GOO DOLLS	Iris	(Warner Sunset/Reprise)
5	4	GRANT LEE BUFFALO	Truly, Truly	(Slash/WB)
6	5	BARENAKED LADIES	One Week	(Reprise)
4	6	JOHN FOGERTY	Premonition	(Reprise)
8	7	EVERYTHING	Hooch	(Blackbird/Sire)
7	8	COWBOY JUNKIES	Miles From Our Home	(Geffen)
9	9	PATTY GRIFFIN	One Big Love	(A&M)
10	10	SEMISONIC	Closing Time	(MCA)
13	11	BRIAN SETZER ORCHESTRA	Jump Jive An' Wail	(Interscope)
12	12	MATCHBOX 20	Real World	(Lava/Atlantic)
11	13	ERIC CLAPTON	She's Gone	(Duck/Reprise)
17	14	AGENTS OF GOOD ROOTS	Upspin	(RCA)
16	15	FASTBALL	The Way	(Hollywood)
18	16	FOO FIGHTERS	Walking After You	(Elektra/Roswell/Capitol)
20	17	MARC COHN	Lost You In The Canyon	(Atlantic)
15	18	WALLFLOWERS	Heroes	(Epic)
19	19	SCOTT THOMAS BAND	Black Valentine	(Elektra/EEG)
—	20	EAGLE-EYE CHERRY	Save Tonight	(Work)
23	21	LUCINDA WILLIAMS	Right In Time	(Mercury)
21	22	NEIL FINN	Sinner	(Work)
14	23	TORI AMOS	Spark	(Atlantic)
—	24	SMASHING PUMPKINS	Perfect	(Virgin)
—	25	BONNIE RAITT	Spit Of Love	(Capitol)
—	26	SHAWN COLVIN	When The Rainbow Comes	(Columbia)
24	27	BUDDY GUY / JONNY LANG	Midnight Train	(Silvertone)
—	28	ALANA DAVIS	Crazy	(Elektra/EEG)
25	29	EDWIN MCCAIN	I'll Be	(Lava/Atlantic)
22	30	BONNIE RAITT	One Belief Away	(Capitol)

ADULT ALTERNATIVE begins on Page 133.

It's time for rock radio to transform this adorable female twosome into the mega-stars they should have become several years ago.

the MUMMURS

la di da

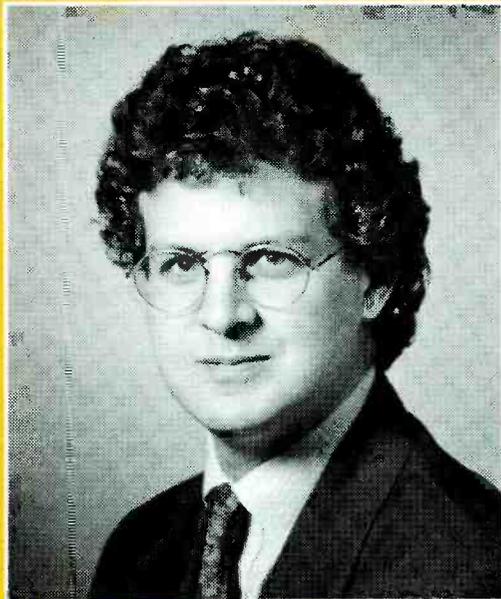
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- BILLBOARD, MAY 23, 1998

Publisher's Profile

By Erica Farber



ANDREW W. MARCUS

CFA, Managing Director of BT Alex Brown; Group Head of the Media/Communications Research Group

As the radio industry has become so important to Wall Street, it is becoming increasingly vital to understand how Wall Street views this business. Andrew Marcus is the No. 1-ranked broadcast analyst on the Institutional Investor All-American Research Team and a four-time *Wall Street Journal* "All-Star Analyst" based on his picking of broadcast and cable stocks. He has also been recognized numerous times for his ability to analyze and estimate value accurately.

With a solid background in the financial community, Marcus was early on the curve of recognizing the radio industry's strengths and has continued to be bullish on it ever since. He has become a spokesperson, of sorts, for radio and is a strong supporter and advocate of the business. When Marcus speaks, people listen.

On becoming a specialist: "My focus was working on Wall Street, and I initially started in the Technology Group at Zidder Peabody in 1983. In 1984 I moved to the Media Group, largely due to random circumstances. I started looking at the radio sector in 1986. At the time we were looking at the implications of the FCC rule change going from seven AM, seven FM, seven TV to 12, 12, 12 in a market. The result of our analysis was that radio was a big winner, as the industry was much healthier post-consolidation than it was in its highly fragmented state. My 1987 report on radio was the first report on the radio industry ever written. Then, in our October 1992 report (one month after the announcement of the duopoly rules) on radio, we emphasized that TV duopoly was equivalent to 1+1=3, and that was the first industry analysis of radio duopoly on Wall Street."

Why Wall Street feels so good about radio: "Very simply, radio is generating faster top-line revenue growth than virtually any other media subsector. And due to the fixed-cost nature of media, we're seeing a lot of that revenue drop right to the bottom line. So radio companies are generating faster EBITDA (Earnings Before Interest, Taxes, Depreciation, and Amortization) and free-cash flow growth than virtually any other sector of the media business. What also helped is that,

in this era of technological change, radio is a non-technology- and non-capital-intensive business. One knows what radio profits you can keep and drop right to the free cash-flow line because of the minimal capital requirements, and there's not a lot of development spending on new technologies."

New technologies affecting radio's growth: "Radio is a big beneficiary of the in-home entertainment glut. New technologies are delivering more TV channels per home. They are delivering faster and higher-quality Internet services into the home. The quality of video games is improving, so the consumer is very distracted in the home. Meanwhile, they're less distracted in their car, stuck in traffic on the way home. While the in-home market is fragmenting, the out-of-home market is consolidating. Where you used to have 20 competitors in a market, now you have four. Again, it's over the same fixed supply of radio stations. The long-term demographic trends favor out-of-home media over in-home media."

On placing value on a company: "It's a combination of our prospects for the operating growth of the company and our confidence that management will reinvest its free cash flow accretively. In radio, where there's so much free cash generated, it's not just good enough to be a good operator; you also need to be a smart acquirer."

What a layperson should look at when considering making an investment: "You want to look at the growth prospects of the company based on its mix of assets and, namely, what its average revenue shares are per market. Has a company formed super-duopolies in most of its markets? Decide on the audience trends and use that to determine the internal growth. Then you need to look at the balance sheet to determine if the company is over- or under-leveraged and if there is acquisition capacity or not. Overlay on top of that your confidence that management will make smart acquisitions. At the end of the day, you'll have a good sense of the internal growth prospects and the growth by acquisition prospects, and you have to see what multiple you have to pay for that."

On the importance of solid management: "Wall Street is very interested in the capabilities of the senior managers to run large operations. With companies like Capstar with 300 radio stations, it's important for Wall Street to feel comfortable that management's put together the financial and operating systems and controls to manage that many stations. Wall Street has faith that senior managers are hiring strong local managers. We all realize that, at the end of the day, radio is largely a local business, and that it's important to have strong programming and salespeople at the local level. One of the reasons radio is the baby doll of Wall Street right now is because of its top-line revenue growth, and that can't be done without good people at the local level."

Advice to broadcasters: "Radio should focus on stealing advertising dollars from other media, not from each other. We are believers that radio will gain share over time. Radio will take its 7% share of the ad pie and move it closer to 10% over the next decade or so. We are seeing that radio's top-line revenue growth as an industry is much faster than that of TV and newspapers right now, two of its primary competitors."

Greatest stock pick: "Picking Infinity and Clear Channel as my two favorite stocks in early 1993 and never downgrading either one of them was probably my best call."

Worst stock pick: "I think it's very important, working on Wall Street, to learn from one's mistakes. Probably my worst call was recommending some newspaper stocks in 1987 while my analysis was showing me they were losing share. I should have downgraded the newspaper group at the time, and I didn't."

Favorite radio station: "I listen to rock 'n' roll. My favorite is classic rock. My presets include WNEW; K-ROCK; and the new 104.3, the Chancellor station, Q-104 [all in New York]."

Favorite song: "Free Bird."

Favorite TV show: "X-Files, of late."

Favorite movie: "Casablanca."

Favorite book: "I recently read *Into Thin Air*."

Favorite restaurant: "Elm Street Oyster House, in Greenwich, CT."

Beverage of choice: "A good bottle of red wine with my wife."

Stock recommendations: "CBS, Clear Channel, and Chancellor — the three radio ones."

Hobbies: "Golf, tennis, squash, and spending time with my kids."

Favorite website: "I'm looking forward to the new InfoSeek/Disney Portal. It's a new website that's going to combine InfoSeek's search engine with the Disney/ABC and ESPN brands. It's due to be up in late '98/early '99."

Long-term prognosis for radio: "We're very bullish on the long-term outlook for radio. We think consolidation has taken a good business and made it much better. Radio is well positioned to gain share from other media, and long-term investors should be overweighted in the sector. Radio is still a business that needs strong local management, and the good and smart operators are generally keeping separate sales forces and maintaining strong people at the local level. The smart companies are also putting them in a position to do a better job at getting national and regional advertising dollars in addition to strong local. My secondary focus is being an industry guru; my primary is being a good stock picker."

On running a broadcast group: "While I know a little about finances, I actually know nothing about running a radio station, so I have no delusions. I think to run a station you need to have good programming, promotion, and sales skills — none of which I have."



CHARLOTTE LEE
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DAVID CLOYD
is interning at EMI Music Publishing.

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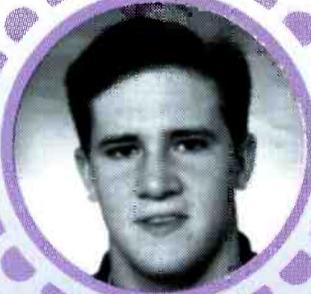
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