

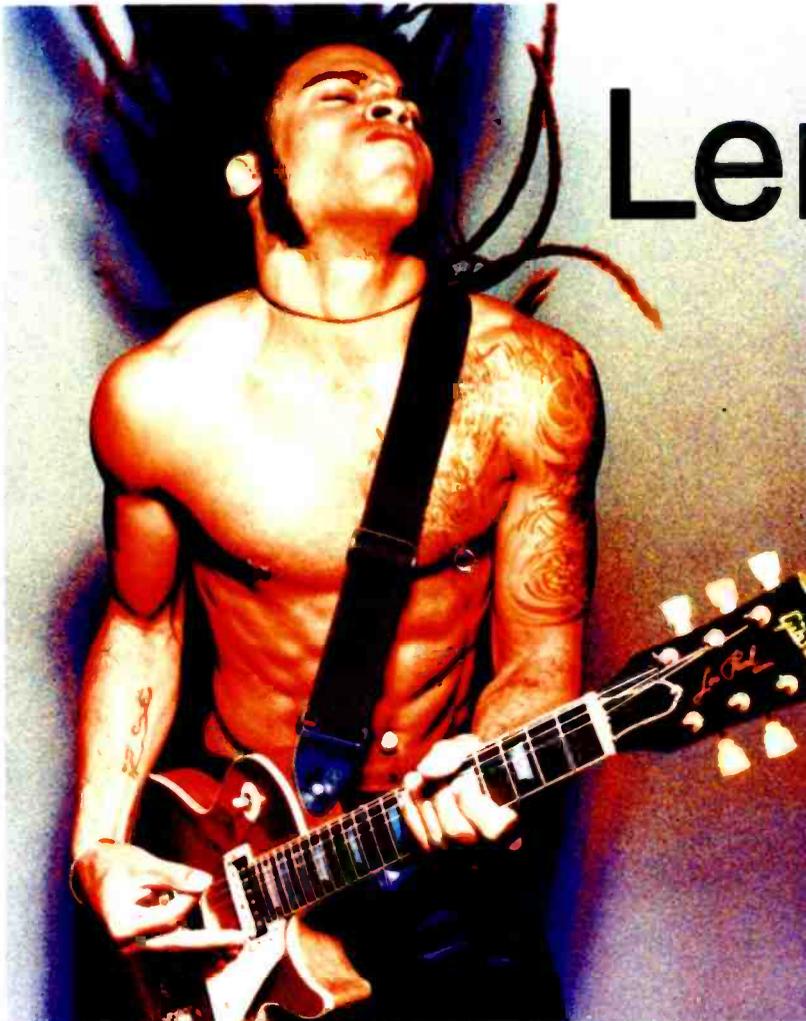
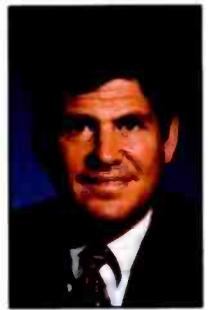
**U2's 'Sweet' Impact**

Island Records is releasing U2's *The Best Of 1980-1990* on November 3. The CD features a single mix of "Sweetest Thing" that was reported by 216 stations in this, its impact week. It ranked among the Most Added songs at six formats.



**A Commitment To Radio**

Although Emmis' Jeff Smulyan made a significant investment in television stations this year, his commitment to radio remains strong. This week, the former Seattle Mariners owner sits down with Erica Farber for her Publisher's Profile, Page 116.



**Lenny Kravitz**

**on tour**

**October**

- 3 Milwaukee WI
- 4 Chicago IL
- 6 Indianapolis IN
- 7 Columbus OH
- 9 Detroit MI
- 10 Bloomington IN
- 11 Cleveland OH
- 13 Cincinnati OH
- 14 Pittsburgh PA
- 17 Lewiston ME
- 20 Toronto ONT
- 22 Philadelphia PA
- 24 New York NY
- 25 Washington DC
- 26 Boston MA

Representation:  
Craig Fruin and  
Howard Kaufman  
HK Management

**"Fly Away"**

**Flying Up The Charts**

- BDS Active Rock: 8-2\* (+132)
- BDS Modern Rock: 14-9\* (+214)
- BDS Album Rock: 9-5\* (+173)
- R&R Active Rock: 8 - 5
- R&R Alternative: 15 - 11
- R&R Rock: 22 - 13

**Impacting MTV and Pop Radio in Mid-October**

Early Adds This Week at WEZB/New Orleans and KPEK/Albuquerque

**\*\*\*Sales on the Album have more than DOUBLED since the release of "Fly Away"\*\*\***

# Billie Myers

a few words too many

"Couldn't wait to get it on the air...  
great mass appeal song...  
lyrically brilliant!"  
-Jim Schaefer-PD-KSTZ/Des Moines

**AIRPLAY  
NOW!**



the new single from the album 'Growing Pains'

PRODUCED BY DESMOND... DIGGIT! ENTERTAINMENT / BILL DIGGINS



© 1998 Universal Resources Inc.

CMA REFLECTIONS

What a night it was in Nashville last week ... the CMA Awards telecast captured the week, newcomers Dixie Chicks picked up a couple of trophies, while Brooks & Dunn earned their seventh consecutive Duo of the Year win. **Lon Helton** — with photographer in tow — attended all of the great after-show parties and shares his snaps with us.

Pages 61, 64

WINNING WITH WOMEN

Women 35-54 are at the center of the core of AC radio. You win that demo, you've won the format. With that in mind, **Mike Kinosian** visits with two key stations in Phoenix and Philadelphia for their insights. He also lists AC's upper-demo women winners.

Page 74

GENERATIONAL MARKETING

A great new book by J. Walker Smith and Ann Clurman called *Rocking The Ages* offers a panoply of marketing insights that not only apply to the building and positioning of a radio station, but also can be utilized by the sales, marketing, and programming departments as well. **Mike McVay** contributes a detailed review of the book and the issue of generational marketing.

Page 16

IN THE NEWS

- **David Landau, Ken Williams** become EVPs at Premiere Radio Networks
- **Brian Bieler** named VP/GM for KTXQ/Dallas
- **Janet Gilmer-Rowser** appointed PD for WMXD/Detroit
- **Clifford Brown Jr.** now OM/PD of KDIA & KDYA/San Francisco

Page 3

THIS #1 WEEK

- CHR/POP**
  - **AEROSMITH** I Don't Want to Miss A Thing (Columbia)
- CHR/RHYTHMIC**
  - **AALIYAH** Are You That Somebody? (Atlantic)
- URBAN**
  - **R. KELLY** Half On A Baby (Jive)
- URBAN AC**
  - **TEMPTATIONS** Stay (Motown)
- COUNTRY**
  - **TIM MCGRAW** Where The Green Grass Grows (Curb)
- AC**
  - **BACKSTREET BOYS** I'll Never Break Your Heart (Jive)
- HOT AC**
  - **GOO GOO DOLLS** Iris (Warner Sunset/Reprise)
- NAC/SMOOTH JAZZ**
  - **SOUL BALLET** Blu Girl (Countdown/Unity)
- ROCK**
  - **CREED** What's This Life For (Wind-up)
- ACTIVE ROCK**
  - **CREED** What's This Life For (Wind-up)
- ALTERNATIVE**
  - **HOLE** Celebrity Skin (DGC/Geffen)
- ADULT ALTERNATIVE**
  - **SHERYL CROW** My Favorite Mistake (A&M)

NEWSSTAND PRICE \$6.50



Radio's 'Star' Wars

■ Critics attack as Capstar launches technology that links stations, keeps cost low

BY JIM KERR  
R&R ALTERNATIVE EDITOR

In this tumultuous and controversial era of radio consolidation, perhaps the most controversial item of all has been Capstar's ambitious and aggressive push to implement a hard-drive-based studio and link its stations via a wide area network (WAN) dubbed the "Star System."

While rabid critics have attacked the Star System as simply a way for Capstar to use automation to purge jobs and centralize bland programming, my recent tour of Capstar's Austin Star System hub reveals something much different: a company using unprecedented, cutting-edge software and network technology to improve its on-air product on a local level while keeping costs low.

A Computer-Based Future

"I don't think you are going to see too many CD players or cart machines on the convention floor of the NAB this year." So

quips **Allan Furst**, GulfStar VP/Programming, whose Capstar region has been the proving ground for the Star System. Furst is referring to the Prophet digital studio system, which eliminates the need for those playback devices. In fact, to understand the Star System, you need to understand Capstar's vision of the studio of the future, where PDs program segues and jocks need to worry about only one thing: entertaining the listener.

For Capstar, the future is the hard-drive-based Prophet system. The Prophet system is a sophisticated radio programming control center that stores and processes all of the on-air units that make up a radio station. Each individual who is responsible for radio content stores his or her contribution on the system's hard drive: The production director cuts and saves a commercial, the music director codes and stores songs, and the jock records and stores his or her

'STAR' WARS/See Page 25

Jury Gets CBC-ABC Case After Bitter Closing Arguments

BY DAVID BRAUER  
SPECIAL TO R&R

Attorneys for Children's Broadcasting Corp. and ABC/Radio Disney sent jurors into deliberations last Thursday (9/24) after particularly bitter closing remarks. CBC brought suit against ABC two years ago, claiming ABC breached its contract to sell advertising and bring on more affiliates and that it misappropriated confidential business information. The six-member jury had not reached a verdict by R&R's Tuesday press time.

In his nearly hour-long closing remarks in U.S. District Court in St. Paul, ABC attorney Paul Klaas ridiculed CBC's \$177.2 million damage claim as "wacky." Referring to CBC's persistent inability to find high-

CBC/See Page 25

David Field Now Entercom Prez

■ Joseph Field retains Chairman & CEO titles

**David Field** has been promoted to President of Entercom. He retains COO duties, but will relinquish his CFO title when a new CFO is named. His father, **Joseph Field**, had been Chairman, CEO, and President, and keeps the first two posts.

"David's new title is a better reflection of his role in the company," **Joseph Field** stated. "He has done an outstanding job overseeing our operations and financial activities and has played a key role in our corporate acquisitions and strategic development. I look forward to working closely with him in his new capacity."

**David Field** responded, "Joe is



David Field

blessed with an extraordinary intellect, which he relentlessly applies to overcome the most vexing problems and challenges.

FIELB/See Page 25

Entercom/Seattle N/T Trio Prepares For Possible Strike

■ Labor talks with AFTRA stalled since June

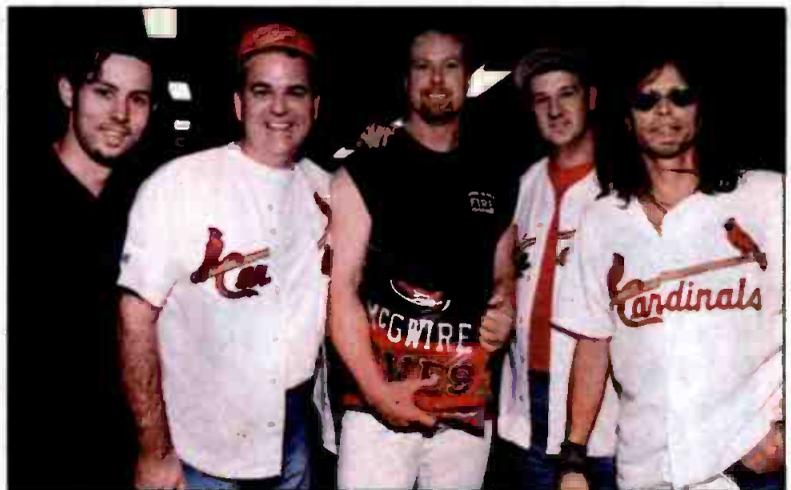
BY MATT SPANGLER  
R&R WASHINGTON BUREAU

Nearly 60 employees of Entercom/Seattle's News KNWX-AM, News/Talk KIRO-AM, and Talk KIRO-FM could go on strike if disagreements in negotiations over a new contract between the company and their union, the American Federation of Television & Radio Artists (AFTRA), aren't resolved when talks resume later this month. The central issue dividing the two sides is AFTRA's contention that Entercom wants to include language in the contract allowing it "to fire anybody anytime for any reason," according to **John Sandifer**, Exec. Director of AFTRA's Seattle local.

"Both sides are prepared for the eventuality of a strike," **Sandifer** told R&R. Entercom attorney **Henry Farber** told R&R, however, that the union has not notified the company of the employees' intention to strike. "We believe these issues can and should be solved at the bargaining table," he said, "and we're going to work hard to make that happen."

Several points of contention brought previous negotiations over a new contract between Entercom and AFTRA to a halt in June '98. Those were the first talks since the company took over the stations from **Bonneville**

AFTRA/See Page 12



The No. 1 Hitter Meets A No. 1 Hit-Maker!

Aerosmith's **Steven Tyler** didn't miss a thing when CHR/Pop **KSLZ** arranged for him to travel to St. Louis a day before his band's scheduled concert and get crazy with that amazing home-run king, **Mark McGwire**. Tyler showed he has what it takes by throwing out the first pitch at Busch Stadium, with **Z107.7 MD Rich Stevens** umpiring behind home plate. Showing some sweet emotion in the Cardinals' clubhouse are (l-r) Columbia VP/Pop Promotion **Lee Leipsner**, **Stevens**, **McGwire**, **KSLZ PD Jeff Kapugi**, and **Tyler**.

Join us for R&R Convention '99, next June in Los Angeles!

# Have You Ever?

Heard of such a true  
multi-media superstar...

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Star of MOESHA, watched by over 4 million people weekly,  
and CINDERELLA, viewed by over 60 million.  
Performed on the 1998 Emmy Awards,  
MTV Video Music Awards and Lady of Soul Awards

## MOVIES

Starring with Jennifer Love Hewitt in the  
much anticipated sequel  
"I Still Know What You Did Last Summer"

## MAGAZINES

Adorned the covers of TV Guide, Teen People,  
Seventeen, Vibe, Ebony and more

## MULTIMEDIA

Starring in Advertising for Cover Girl & Candies

## MUSIC

Had the #1 single for 13 weeks  
Has already sold more than 8 million albums

*Have  
You  
Ever?*

*brandy*

The follow up to the #1 smash hits  
"The Boy Is Mine"  
and "Top of the World"  
from the double platinum album  
**NEVER SAY NEVER**

**IMPACTING NOW!**



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A TIME WARNER COMPANY

Written by Diane Warren  
Produced and arranged by David Foster for Chartmaker, Inc.  
Executive Producers: Brandy, Craig Kallman, Paris Davis & Rodney Jerkins

## Landau, Williams EVPs As Premiere Resets Sales Mgt.

Premiere Radio Networks has restructured its sales management staff, merging Multiverse Networks' and Premiere's sales staffs into one team. As a result, Multiverse co-founders/co-Presidents David Landau and Ken Williams have been appointed Exec. VPs for Premiere and will report to Premiere President/COO & Director/Sales Kraig Kitchin.

"We believe this change will significantly benefit our customers," Kitchin said. "David, Ken, and our entire sales management performed miracles in this tough business year. There's so much good talent under one roof."

Landau will focus on sales strategies and the development and implementation of the company's business plan from offices in New York. Williams, based in Los Angeles, will be responsible for sales operations, including pricing and inventory management, as well as Premiere's sales representative relationships. "We are very excited about the merging of our significant and high-caliber resources and are looking forward to a great year," Landau said.

PREMIERE/See Page 25

## A Meeting For The Masses



Chancellor Media held its annual managers' meeting recently in Tucson, where the company gathered its enormous (and, with the upcoming Capstar roll-up on the way, soon to be growing) coast-to-coast management team. The i.D. list is jammed in our fax machine, so feel free to grab the eyepiece nearest you to locate a friend or loved one.

## 'Janet G' Now WMXD/Detroit PD

Janet Gilmer-Rowser, known as "Janet G" to Detroit radio listeners and fellow employees, has been promoted to PD at Chancellor Media's Urban AC WMXD-FM (Mix 92.3). Gilmer-Rowser, most recently Asst. PD/MD/middayer at Urban sister WJLB-FM, succeeds Monica Starr, who had been on indefinite medical leave.

"Naming Janet was a big relief for me," WMXD Sr. VP/GM Verna Green told R&R. "I'm really happy because I'm able to demonstrate how the two stations work together and that it is a natural progression of responsibility from WJLB and WMXD. Our listeners progress from one station to the next, and so does our management. To have Janet in this position is really good for both stations. It's an opportunity to demonstrate for employees that we can and do promote from within."

Gilmer-Rowser commented, "I'm just so excited and pleased for the opportunity and the way the natural progression happened. I've learned so much about radio at WJLB. I'm just looking forward to being at WMXD and taking something that's really a good product and making it better."

GILMER-ROWSER/See Page 25



### What Ever Happened To? ...

Over the years, there have always been a collection of legendary call letters around the country that young DJs hoped to include on their airchecks. But thanks to the sands of time, many of those calls were rendered useless due to format changes or other factors.

The three-letter calls (such as WHN/New York or KYA/San Francisco) went to the grave, but others relocated to smaller markets. Here's an abbreviated list of former big-time calls and where they reside now:

- |                                    |                                 |
|------------------------------------|---------------------------------|
| WJLB/New York — Pittsburg, MA      | WEAM/Washington — Columbus, GA  |
| KMPX/Los Angeles — Abilene, TX     | WCEZ/Boston — Saint Albans, WV  |
| WNET/Chicago — Gaithersburg, MD    | WBYB/Miami — Meridian, MS       |
| WISG/Philadelphia — Ocean City, NJ | WNN/Atlanta — Ridgeland, MS     |
| KDOX/Dallas — Leesport, CA         | KTTT/San Diego — Shreveport, LA |
|                                    | WPEZ/Pittsburgh — Macon, GA     |

Sticking With Radio For 25 Years



## Bay Bridge Banks On Brown As KDIA & KDYA/SF OM/PD

Bay Bridge Communications has named veteran Urban broadcaster Clifford Brown Jr. OM/PD of Urban AC KDIA - A M / Vallejo - San Francisco and Gospel KDYA - AM/Oakland - San Francisco. Brown, who has been in broadcasting for 25 years, most recently served as PD of KQBR/Sacramento.

KDIA & KDYA GM Ron Jordan told R&R. "With Clifford coming aboard, we were looking for someone who has a tremendous amount of experience in Urban radio, someone who understood radio in the Bay Area, and who has a keen understanding of what it means to take a station to the next level. Clifford has a keen sense of programming



Brown

BROWN/See Page 12

OCTOBER 2, 1998

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Hip-Hop Chart	49	Rock Chart	88
Urban	52	Active Rock Chart	91
Urban Chart	54	Alternative	94
Urban Action	56	Alternative Chart	96
Urban AC Chart	58	Alternative Action	98
Country	61	Alternative Specialty Show	104
Country Chart	65	Adult Alternative	106
Country Action	67	Adult Alternative Tracks	106
Adult Contemporary	74	Adult Alternative Albums	108

The Back Pages 114

## Bieler Becomes KTXQ-FM/Dallas VP/GM

Former Viacom Radio Group President Brian Bieler has been named VP/GM of Chancellor's Oldies KTXQ-FM/Dallas. Last month, Chancellor flipped the heritage Rock station to a Rhythmic Oldies format. The company operates KTXQ under an LMA with Capstar and expects to assume station ownership following the close of its merger with Capstar.

"Brian's extensive radio broadcasting experience combined with Chancellor's commitment to provide Dallas listeners with the best



Bieler

possible programming is the perfect recipe for success," Chancellor Sr. VP/Regional Operations George Toulas said. "Chancellor's history of top 10 market turnarounds speaks for itself, and we're delighted to have the opportunity to continue this tradition in Dallas at KTXQ."

A 28-year radio veteran, Bieler most recently served as VP/GM for Chancellor's KOOL-FM & AM/Phoenix. He served as President/founder of Westworks

BIELER/See Page 10

## An Elektra-tying Evening



Packed to the gills with superstars and industry heavyweights, Elektra Entertainment Group threw quite a bash recently to celebrate the release of Keith Sweat's new CD, Still In The Game. The party took place at Club Carbon in New York, and some of those present were (l-r) Elektra Sr. VP/Promo Greg Thompson; R&R Dir./Charts & Formats Kevin McCabe, music sales rep Missy Haffley, and Publisher/CEO Erica Farber; Elektra label-mate Busta Rhymes; Elektra/EEG CEO Sylvia Rhone; and R&R CHR Editor Tarty Nova.

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## Mega Communications Sees Mega Growth

□ Two-year-old radio company wants to be a major player

By JEREMY SHWEDER  
R&R WASHINGTON BUREAU

For two years, New Jersey-based Mega Broadcasting Corp. was a tiny blip on the radar screen of radio group owners. Then, last week, the broadcasting company, which targets Hispanic listeners, was bought by a new investor in a \$14.75 million leveraged buyout.

In a matter of days, the newly named Mega Communications Inc. increased its size by 50% through three acquisitions, announced plans to enter four more markets within a year, and will most likely see annual revenue at least double in 1998.

Maybe the company should change its name to "Mega Expansion." "I don't think that anybody really looked at us the first two years," said Alfredo Alonso, who maintains his President/CEO title for the new company. "I think that will change."

Mega, which owns almost exclusively 1000- to 10,000-watt AM stations with a Spanish music format, was founded in August 1996 by Alonso with an initial \$1.7 million

investment. Mega Broadcasting's first purchase was WURD-AM/Philadelphia for \$1.5 million. Over the next year, Mega bought five more stations, all targeted toward Hispanic listeners in mid-market cities.

Prior to last week's buyout by investor Adam Lindeman, Mega owned WLAT-AM/Manchester (Hartford) & WNEZ-AM/New Britain (Hartford), CT; WBDN-AM/Brandon (Tampa-St. Petersburg); WKDL-AM/Silver Spring (Washington, DC), MD; WKDV-AM/Mannassas (Washington, DC), VA; and WURD-AM/Philadelphia.

But Lindeman, who also owns the Caliente Music label, thought that Mega had great growth potential.

Since his buyout, the company has moved quickly to purchase WNFT-AM/Boston for \$5 million from CBS Corp.; pay \$2 million for WSSJ-AM/Camden (Philadelphia), PA; and spend \$3.5 million for WGUL-FM/Dade City (Tampa-St. Petersburg), the company's first FM station.

"The premise of [Lindeman's] investment was to grow this company and to grow it quickly," Alonso said. "The feeling is that Spanish radio is hot right now. There is a lot of attention being paid to Spanish radio from the advertising community."

### Still A Minor Player

Mega should have 1998 revenues of about \$20 million, Alonso said, a vast improvement over 1997's \$8 million. But despite Mega's recent expansion, it is still far from a top-echelon player in the Hispanic radio

MEGA/See Page 8

## Talleyrand Drops Deal for Citadel's PA Quad

□ Buyer fires on DOJ for squashing deal

By JEFFREY YORKE  
R&R WASHINGTON BUREAU CHIEF

Concerns over advertising revenue market share by the Department of Justice collided head-on last week with Talleyrand Broadcasting Inc.'s \$8.5 million offer to buy four Citadel Broadcasting Co. outlets — WBLF-AM, WRSC-AM, WIKN-FM & WQWK-FM — in State College, PA, putting an end to the deal.

The DOJ Antitrust Division immediately announced that Talleyrand's — which claims about 28% of the market revenues with its WZWW-FM — acquisition of the quad would give the group 46% of the ad pie and risk sending ad rates upward.

"Had the deal between Talleyrand and Citadel been consummated, business consumers in the State College market would likely have paid higher prices for radio advertisements," said Joel Klein, Assistant Attorney General. "The abandonment of this deal means that competition in the market will be maintained."

That wasn't music to Talleyrand President Dan Barker's ears. "I take offense to that. That's such a bunch of self-serving political crap. Anytime you buy something, work on it, build it, and make it grow, rates are going to go up somewhat," Barker told R&R this week. "What they are doing is busywork."

"It's the kind of paperwork demand that shuts a business down. It's a request for everything you have in your files. It's just a nasty situation. What do you do if you are a small operation?" asked Barker.

Barker said that, ultimately, the DOJ "decided that I wasn't going to do the deal. You are told [by the DOJ], because if you do it [buy the four stations], you'll get smacked." He said the original purchase offer, which included WGLU-FM & WQKK-FM/Johnstown, included cash flowing and non-cash-flowing outlets, and that the DOJ suggested that he sell the revenue generators to make the deal work.

While Barker said he understands why the DOJ is watching market shares in deals, he believes that small markets are the reason that first duopolies, then market expansion, came into effect to help floundering small-market operators. "It makes sense to get all of those stations that are just squeaking by under one roof."

## Bloomberg

BUSINESS BRIEFS

### Auction Exemptions May Be Included In Bill

Rep. Charles Taylor (R-NC) may be introducing a provision to one of the appropriations bills now facing a floor vote in Congress. It would exempt applicants for broadcast licenses that went through at least part of the comparative hearings process from broadcast auctions, sources familiar with the legislation told R&R. Taylor's constituency includes Asheville, NC broadcaster Orion Communications, which was reinstated as the operator of 96.5 MHz in Asheville after 10 years of hearings within the FCC and a subsequent court battle. Last month, the FCC issued an order stating that comparative hearings cases would be resolved through auctions.

### FCC To Stop Collecting EEO Reports

The FCC halted its collection of broadcast hiring practice reports on Wednesday (9/30), following the recent court ruling that struck down the agency's EEO rules. FCC Chairman William Kennard said that the FCC will focus on developing revised rules for now, but will eventually go back to collecting the hiring data once those rules are in place. The FCC is still considering whether to challenge the DC Appeals Court's ruling.

### Sillerman Buys More SFX Ent. Stock

SFX Entertainment Exec. Chairman Robert Sillerman bought 236,786 shares of Class A common stock for \$6.6 million (\$28 per share).

### 'Continuing Resolution' Keeps FCC In Business

The FCC is currently operating under a "continuing resolution," entitling it to remain open for business until Oct. 9 while Congress and the White House haggle over the commerce, state, and judiciary appropriations bill, which includes the FCC's budget for fiscal year 1999. Like the rest of the federal government, the agency's funding was scheduled to run out on Oct. 1, but last week the president signed a stopgap funding measure. The Commerce bill will likely be wrapped into an omnibus budget package that Congress will consider next week, according to House Appropriations Committee spokeswoman Elizabeth Morra. If that doesn't occur, the commission "would take further instructions from the Office of Management and Budget," FCC spokesman David Fiske told R&R.

### Chancellor Raises \$750 Million

Chancellor Media Corp. brought in \$250 million more than anticipated in a high-yield corporate bond sale last week. An official at underwriter Goldman Sachs told the Dow Jones news service that market demand led

Continued on Page 25

## R&R/Bloomberg Radio Stock Index

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

	Change Since				
	One Year Ago	One Week Ago	9/18/98	One Year Ago	One Week Ago
Radio Index	166.41	191.01	177.20	+14.78%	+7.79%
Dow Industrials	8030.58	8028.77	7895.66	-.12%	+1.69%
S&P 500	965.03	1044.75	1020.09	+8.26%	+2.42%

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The program celebrates teamwork and excellence, both on and off the field. Teams and students who embody the spirit of teamwork, and achieve superior grades, overcome the odds, or who are an example in their community are profiled.

We cover all sports, boys and girls.

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Team Cheerios Sports Report is an exciting new radio program that spotlights the nation's top high school and amateur athletes, male and female. There's no other program like it!

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# WOULD YOU LIKE TO GET MORE RATINGS SUCCESS OUT OF YOUR PERCEPTUAL RESEARCH?

Do you find yourself wondering sometimes about the real value that your station gets from your perceptual studies? Sure, all studies of this sort develop some interesting data and can be considered "helpful," but how much do your studies really impact your ratings and profitability?

Over the past 20 years, we've been privy to the intimate details of hundreds of radio battles. In many cases, we've witnessed tremendous victories; in others, abject failures. In nearly every instance, the station had employed someone to do a perceptual study for them. So, what made the difference? Almost every station that won big did three things:

- 1** They created a smart strategy that took advantage of an opportunity in the market.
- 2** They allocated the resources necessary to implement that strategy.
- 3** They stayed with the strategy (updating and revising tactics as conditions changed) until the goal was achieved.

Notice that we said "almost" every station did these things. There were stations that had success simply because they had very good luck. While we believe in the helpfulness of good luck, we don't like to count on it.

At Moyes Research Associates, we count on two things:

- Advanced perceptual studies that we custom-design and conduct for each station; and
- Our **7 STEP SMART™ SYSTEM**. It's a proprietary strategic system that is key to the success of every station our company works with.

Strategic research and guidance is our specialty...it's all we do at our company. And we do it for some of the most successful stations in large markets like Los Angeles, Philadelphia, Phoenix, Tampa, Chicago, Denver, Boston, San Diego, Seattle and Pittsburgh, and other markets the size of Orlando, Knoxville, Tucson, Columbus, Reno, Greensboro, Nashville, Birmingham, Omaha, Wichita and Spokane.

Before you spend another dime on perceptual research, talk with us. Let's see if - together - we can unlock your full ratings potential.



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Senior VP



*Bill Moyes*  
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*Don Gilmore*  
Executive VP

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## DEAL OF THE WEEK

- **KBUR-AM & KGRS-FM/Burlington, IA**  
**\$5.7 million**

## 1998 DEALS TO DATE

**Dollars To Date:** **\$7,823,146,469**  
(Last Year: \$12,238,635,557)

**Dollars This Week:** **\$21,633,300**  
(Last Year: \$54,588,700)

**Stations Traded This Year:** **1632**  
(Last Year: 1973)

**Stations Traded This Week:** **30**  
(Last Year: 36)

## TRANSACTIONS

## Jacor Adds Two For Six-Pack In Hawkeye State

- **Acquires Burlington duo for \$5.7 million; Mega gets first FM in Tampa Bay**

## Deal Of The Week

KBUR-AM & KGRS-FM/  
Burlington, IA

PRICE: \$5.7 million

TERMS: Asset sale for cash

BUYER: Jacor Communications, headed by President Randy Michaels. It owns 226 other stations. Phone: (606) 655-2267

SELLER: LWM Inc., headed by John Weir. Phone: (319) 752-2701

FREQUENCY: 1490 kHz; 107.3 MHz

POWER: 760 watts; 100kw at 430 feet

FORMAT: AC; Hot AC

BROKER: The Connolly Co. Brokerage

## Alabama

## WBTS-AM/Bridgeport

PRICE: \$5000

TERMS: Asset sale for cash

BUYER: KEA Radio Inc., headed by President Ronald Livengood. It owns seven other stations, including WKEA-FM/Scottsboro and WMXN-FM/Steveson.

SELLER: Remal McCloud and Darren McCloud, executors of the estate of Roy McCloud. Phone: (205) 495-2274

FREQUENCY: 1480 kHz

POWER: 1kw day/39 watts night

FORMAT: This station is currently silent.

## Arkansas

KESE-AM/Bentonville  
(Fayetteville)

PRICE: \$100,000

TERMS: Asset sale for cash

BUYER: Larita Huff. Phone: (501) 553-2416

SELLER: JEM Broadcasting Co. Inc., headed by President Elvis Moody. Phone: (501) 273-9039

FREQUENCY: 1190 kHz

POWER: 2.5kw

FORMAT: Nostalgia

## TRANSACTIONS AT A GLANCE

- WBTS-AM/Bridgeport, AL \$5000
- KESE-AM/Bentonville (Fayetteville), AR \$100,000
- WGUL-FM/Dade City (Tampa-St. Petersburg), FL \$3.5 million
- WKAM-AM & WZOW-FM/Goshen (Elkart-South Bend), IN \$500,000
- WYLA-FM/Lacombe & WYLK-FM/Folsom, LA \$1.7 million
- WQSS-FM/Camden (Augusta) & FM CP/Isleboro Island, ME \$882,000
- WNTN-AM/Newton, MA \$602,800
- WCLS-FM/Oscoda, MI \$312,500
- WSPW-AM/Bridgewater, NJ \$260,000
- WSSJ-AM/Camden, NJ (Philadelphia) \$2 million
- WDSL-AM/Mocksville, NC \$30,000
- WUCO-AM/Marysville, OH \$190,000
- KTJS-AM/Hobart (Lawton), OK \$182,000
- KOCC-FM/Oklahoma City \$1.2 million
- WATO-AM/Oak Ridge (Knoxville), TN \$289,000
- KFYN-AM & KFYZ-FM/Bonham, TX \$1.15 million
- KBOC-FM/Bridgeport, TX \$520,000
- KNET-AM & KYK-FM/Palestine, TX \$1.025 million
- KPLV-FM/Port Lavaca (Victoria), TX \$500,000
- KKAS-AM & KWDX-FM/Slatbee (Beaumont), TX \$400,000
- KNAL-AM/Victoria, TX No cash consideration
- KTUR-AM/Tooles (Salt Lake City), UT \$585,000

## Florida

WGUL-FM/Dade City  
(Tampa-St. Petersburg)

PRICE: \$3.5 million

TERMS: Asset sale for cash

BUYER: Mega Communications Inc., headed by President Alfredo Alonso. It owns eight other stations. Phone: (201) 541-9555

SELLER: WGUL FM Inc., headed by President Steve Schurdell. Phone: (813) 442-4027

FREQUENCY: 96.1 MHz

POWER: 2.8kw at 482 feet

FORMAT: Nostalgia

## Massachusetts

## WNTN-AM/Newton

PRICE: \$602,800

TERMS: Asset sale for cash

BUYER: Colt Communications LLC, headed by Robert Rudnick. Phone: (617) 566-4985

SELLER: Newton Broadcasting Corp., headed by President Orestes Demetriades. Phone: (617) 969-1550

FREQUENCY: 1550 kHz

POWER: 10kw

FORMAT: Ethnic

## Michigan

## WCLS-FM/Oscoda

PRICE: \$312,500

TERMS: Asset sale for cash

BUYER: Ives Broadcasting Inc., headed by President Robert Currier. It owns four other stations. Phone: (517) 354-4611

SELLER: Spectrum Communications Inc., headed by Chairman James Leighty.

FREQUENCY: 100.7 MHz

POWER: 20.5kw at 361 feet

FORMAT: Country

## New Jersey

## WSPW-AM/Bridgewater

PRICE: \$260,000

TERMS: Asset sale for cash

BUYER: New Jersey AM Radio LP, headed by Stephen Scolia. It owns four other stations. Phone: (973) 538-1250

SELLER: Bridgewater Broadcasting Co. Inc. Phone: (908) 722-8442

FREQUENCY: 1170 kHz

POWER: 243 watts

FORMAT: Sports

WSSJ-AM/Camden  
(Philadelphia)

PRICE: \$2 million

TERMS: Asset sale for cash

BUYER: Mega Communications Inc., headed by President Alfredo Alonso. It owns eight other stations, including WURD-AM/Philadelphia. Phone: (201) 541-9555

SELLER: WSSJ Broadcasting LP, headed by Owner Pat Delsi. Phone: (609) 365-5600

FREQUENCY: 1310 kHz

POWER: 1kw day/250 watts night

FORMAT: Misc.

BROKERS: Force Communications & Consultants and Richard A. Foreman Associates Inc.

## North Carolina

## WDSL-AM/Mocksville

PRICE: \$30,000

TERMS: Stock purchase agreement

BUYER: Davis Broadcasting Inc., headed by President Margaret Tilley.

Continued on Page 8

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## Stocks Fall As Fed Lowers Rates

By MATT SPANGLER  
R&R WASHINGTON BUREAU

Radio stocks reacted to the Federal Reserve Board's announcement Tuesday that it was lowering the benchmark federal funds rate 25 basis points, to 5.25% from 5.5%, by falling. The R&R/Bloomberg Radio Stock Index closed down 6.43 points to 185.50 that day.

The broader-market indices were down as well. The Dow dropped 28.32 points to close Tuesday at 8080.52, while the Nasdaq declined 5.17 points to finish at 1734.05. Wall Street attributed the diminishing performance to the market's built-in cut of 25 basis points. Many in the investment community had banked on the Fed's reducing the short-term interest rate 50 points to 5%. Some analysts speculate, however, the rates could be cut further within the coming year.

Radio analysts agree that the policymaker's move to cut rates and

thereby boost the sagging economy (real gross domestic product fell in the second quarter to 1.6% from 5.5%, while radio revenues were up to 11% from 9% in that period) is good news for the industry.

"I think [Fed Chairman Alan Greenspan] has sent a vote of confidence to the economy," First Union Capital Markets analyst Bishop Cheen told R&R. Still, "I don't think radio is going to get any extra benefit out of this, more so than the auto parts guy or the home builder or the grape juice manufacturer."

The interest rate cut is also designed to lower the cost of lending for banks and thereby boost lending. Analysts agreed, however, that radio has not been lacking for financing during its two-year-plus consolidation boom. "I don't know how you encourage banks to lend more to radio," Cheen said.

What has slowed consolidation, however, is that radio companies have not been able to go to the public market for debt or equity financing over the past couple months while the economy has been on the skids. "If there was an extended period of lowering interest rates, and the economy reacted favorably to that," Lehman Brothers analyst Tim Wallace told R&R, "I think the public markets would open up again."

## Mega

Continued from Page 4

market. Companies like Heftel Broadcasting Corp., with 39 radio stations and 1997 revenues of \$164 million (according to BIA Research), and Spanish Broadcasting System, with 12 stations and revenues of \$77 million, still dominate the field.

Alonso, a former vice-president at Spanish Broadcasting System, said that Mega is intentionally shying away from direct competition with those big-market players. He refers to Mega as a "second-tier" company right now. "It would be premature for us to look to butt heads with those two companies," Alonso said. "They are well-established and have been around a long time. We want to become the third player."

Alonso hopes to bring his company into the Orlando market before the year is out. Other targets are sta-

tions in Denver, Atlanta, and Las Vegas.

Mega's basic strategy is simple — buy an affordable station that serves the Hispanic population, convert it to a Spanish format, and watch the profits come in. "Everybody looks at New York and Miami as obviously the two major markets," he said. "But people maybe don't realize that there is a sizeable Hispanic population in Philadelphia, Washington, and Tampa. Sizeable enough that you could have a full-time station run professionally that could make money."

And while most of the stations that Mega has purchased have been in the \$1 million to \$5 million range, Alonso said that Mega could cut a big-money deal if the situation was right. "If we have the opportunity to buy a \$20 million or \$30 million radio station, it will be purchased," he said. "We don't have a max of what to spend on a radio station."

## TRANSACTIONS

Continued from Page 8

Phone: (704) 876-4774

SELLER: Clayborn Lunstford. Phone: (704) 592-5981

FREQUENCY: 1520 kHz

POWER: 5kw

FORMAT: Country

### Ohio

#### WUCO-AM/Marysville

PRICE: \$190,000

TERMS: Asset sale for cash

BUYER: Frontier Broadcasting LLC, headed by President Thomas Pierce. Phone: (614) 898-5080

SELLER: Jack Frost. No phone number listed

FREQUENCY: 1270 kHz

POWER: 500 watts

FORMAT: Country

### Oklahoma

#### KTJS-AM/Hobart (Lawton)

PRICE: \$182,000

TERMS: Asset sale for cash

BUYER: Fuchs Broadcasting Co., headed by Alfred Fuchs. He also owns KSIW-AM/Woodward. Phone: (580) 726-5656

SELLER: Altus Radio Inc., headed by President Galen Gilbert. He also owns KWHW-AM & KRKZ-FM/Altus & KQTZ-FM/Hobart (Lawton). Phone: (580) 482-1450

FREQUENCY: 1420 kHz

POWER: 1kw day/360 watts night

FORMAT: Country/Talk

#### KOCC-FM/Oklahoma City

PRICE: \$1.2 million

TERMS: Asset sale for cash

BUYER: Educational Media Foundation, headed by President Richard Jenkins. It owns 12 other stations. Phone: (918) 928-1515

SELLER: Oklahoma Christian University. Phone: (405) 425-5166

FREQUENCY: 88.9 MHz

POWER: 4.31kw at 502 feet

FORMAT: AC

### Tennessee

#### WATO-AM/Oak Ridge (Knoxville)

PRICE: \$289,000

TERMS: Asset sale for cash

BUYER: MetroWest Radio LLC, headed by Chief Manager Douglas Home. It also owns WESK-FM/Loudon (Knoxville). Phone: (423) 531-6010

SELLER: WATO Inc., headed by President Ron Meredith. He owns one other station. Phone: (423) 482-1290

FREQUENCY: 1290 kHz

POWER: 5kw day/500 watts night

FORMAT: Talk

### Texas

#### KFYN-AM & KFYZ-FM Bonham

PRICE: \$1.15 million

TERMS: Asset sale for cash

BUYER: North Texas Radio Group LP, headed by Manager Richard Witkovski. He owns three other radio stations pending closing agreements. Phone: (972) 931-6055

SELLER: Bonham Broadcasting Inc., headed by President Roy Floyd. Phone: (903) 583-3151

FREQUENCY: 1420 kHz; 98.3 MHz

POWER: 250 watts day/150 watts night; 25kw at 272 feet

FORMAT: Country; Country

BROKER: George Moore & Associates

#### KBOC-FM/Bridgeport

PRICE: \$520,000

TERMS: Asset sale for cash

BUYER: North Texas Radio Group LP, headed by Manager Richard Witkovski. He owns three other radio stations pending closing agreements. Phone: (972) 931-6055

SELLER: Community Broadcast Network, headed by Owner Ted Haynes. Phone: (940) 683-5486

FREQUENCY: 98.3 MHz

POWER: 6kw at 226 feet

FORMAT: Country

BROKER: George Moore & Associates

#### KNET-AM & KYK-FM Palestine

PRICE: \$1.025 million

TERMS: Asset sale for cash

BUYER: North Texas Radio Group LP, headed by Manager Richard Witkovski. He owns three other radio stations pending closing agreements. Phone: (972) 931-6055

SELLER: Quail Management Co., headed by President Clive Runnels. Phone: (713) 627-2390

FREQUENCY: 1450 kHz; 98.3 MHz

POWER: 1kw; 50kw at 492 feet

FORMAT: Oldies; Country

BROKER: George Moore & Associates

#### KPLV-FM/Port Lavaca (Victoria)

PRICE: \$500,000

TERMS: Asset sale for cash

BUYER: Victoria Radio Works Inc., headed by President John Barger. He has applied to acquire KAMG-AM & KVIC-FM/Victoria. Phone: (210) 340-7080

SELLER: Coastal Wireless Co., headed by President William Sterett. Phone: (512) 573-0093

FREQUENCY: 93.3 MHz

POWER: 100kw at 318 feet

FORMAT: Country

#### KKAS-AM & KWDX-FM Silsbee (Beaumont)

PRICE: \$400,000

TERMS: Asset sale for cash

BUYER: Proctor-Williams Inc., headed by President Gerald Proctor.

Phone: (409) 328-5960

SELLER: Jewel P. White & Assoc., headed by Jewel White. Phone: (409) 385-2883

FREQUENCY: 1300 kHz; 101.7 MHz

POWER: 500 watts; 3kw at 200 feet

FORMAT: Country; Country

#### KNAL-AM/Victoria

PRICE: Donation

TERMS: No cash consideration

BUYER: Bible Broadcasting Network Inc., headed by President Lowell Davery. It owns 30 other stations. Phone: (704) 523-5555

SELLER: Sage Broadcasting Corp., headed by President Edward Christian. It owns 37 other stations.

FREQUENCY: 1410 kHz

POWER: 500 watts

FORMAT: Nostalgia

### Utah

#### KTUR-AM/Tooele (Salt Lake City)

PRICE: \$585,000

TERMS: Asset sale for cash

BUYER: Intelquest Media Corp., headed by CEO Richard Linford. Phone: (801) 847-5230

SELLER: KTUR Inc., headed by President Robert Turley. Phone: (801) 363-1010

FREQUENCY: 1010 kHz

POWER: 50kw day/13 watts night

FORMAT: News

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HIS FIRST BASEBALL GLOVE....  
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FOOTBALL??

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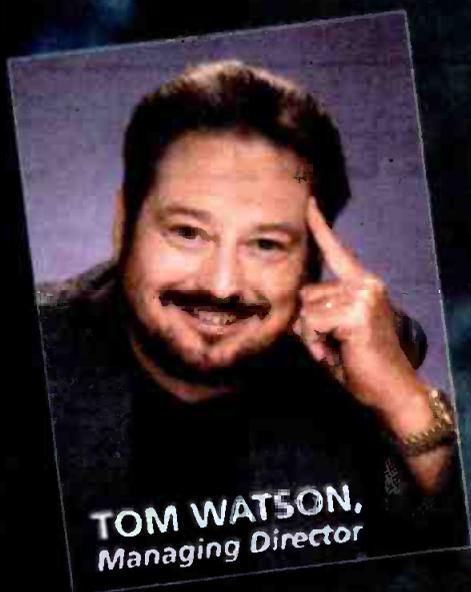
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## Schwartz Scores As WSCR/Chicago's OD

WSCR-AM (The Score)/Chicago has named Jeff Schwartz to the newly created position of Operations Director for the CBS-owned Sports station. In his new role, Schwartz will be responsible



Schwartz

for the day-to-day programming, sales, and promotional efforts for The Score. Schwartz, who takes on his new responsibilities immediately, will also head up a special new sales development team that

will cross-sell WSCR's sports programming along with co-owned WMAQ-AM's NFL Bears and NHL Blackhawks play-by-play.

"I am very pleased to announce that Jeff Schwartz is being promoted to the position of Operations Director," said VP/GM Harvey Wells, to whom Schwartz reports. "Jeff has been involved in all aspects of The Score since his arrival here, and this new title will more accurately reflect the day-to-day work that he does."

Schwartz — whose Windy City radio career spans more than 25 years, including sales management positions at both WLUP and WBBM — has been with WSCR for the past seven years, most recently serving as Marketing Director for both The Score and co-owned WXRT-FM.

"The Score is my passion," Schwartz told R&R. "If I didn't work in radio, this is the radio station I would listen to on my way to and from work every day. I am someone in radio who truly has a dream job!"

### Bieler

Continued from Page 3  
Marketing in California (1987-93) after his two-year tenure at Viacom. Between 1974-83, Bieler worked in various station management positions with Sudbrink Broadcasting, overseeing WLIF-FM/Baltimore.

## Rosen Directs WMVP/Chicago Sports Ops ■ O'Neill takes over as PD of ESPN Radio flagship

WMVP (ESPN Radio 1000)/Chicago has promoted PD Mitch Rosen to the newly created position of Director/Sports Operations. J.P. O'Neill will take over as PD for the ABC-owned all-Sports station, recently purchased from Chancellor Media to become the flagship radio outlet for ABC's ESPN Radio Network.

"Talk about winning teams — use any sports cliché you'd like, and these guys fit the bill," said Zemira Jones, President/GM of ABC's Chicago radio cluster. "We're thrilled to have them, and Chicago will love them because they are ESPN."

Rosen's professional resumé includes executive producer positions with both WKTU/New York and WLUP-AM & FM/Chicago. He began his broadcast career in Chicago as a sports and talk producer for WGN-AM. "I'm excited about the great opportunity to work with Zemira Jones, Mike Elder, and J.P. O'Neill to take the station to the next level with the unbelievable assets of ESPN and ABC," Rosen said.



Rosen

O'Neill

O'Neill, who started in radio as Asst. PD for KWS & KJMO/Jefferson City, MO, has also logged time as a freelance news and sports journalist. He segues to ESPN's new Chicago operation from Entercom's KCMO & KMBZ/Kansas City, where he served as Asst. PD and worked with the Kansas City Royals Radio Network. "Chicago is the perfect city to launch ESPN's all-Sports format," said O'Neill. "With the resources of ABC and ESPN, we are going to build a Sports station unlike anything ever heard before."

## Classic Rock Marks New KXOK/St. Louis

Former Urban AC KXOK-FM/St. Louis has flipped to "97 FM The Rock — Classic Rock That Really Rocks." Marty Linck, Asst. PD at Sinclair sister KPNT-FM (which KXOK had been simulcasting for three weeks), will serve as The Rock's PD and continue his Imaging Director duties at KPNT. Allan Fee, OM at KPNT and WVRV-FM, adds OM responsibilities at The Rock.

The switch was initiated last Friday (9/25), when the station played St. Louis Cardinal record-breaker

Mark McGwire's theme song, Guns N' Roses' "Welcome To The Jungle," nonstop for 48 hours. In between the song, listeners would hear the *Field Of Dreams* line, "If you build it, he will come."

The new station officially debuted Sunday at 3:45pm — right after the Cardinals finished their final game of the year — with Sammy Hagar's "There's Only One Way To Rock." In a tribute to McGwire, The Rock will play 7000 songs in a row — 100 songs for each of his home runs this season.

WORJ-FM/Orlando, and KPOI-AM & FM/Honolulu.

"Having managed some of the nation's most visible and successful stations, I am excited about the opportunity to help Chancellor

build this station from the ground up," Bieler commented. "Dallas is one of the nation's fastest-growing and exciting markets, and I am looking forward to the challenge of building a market leader."

## EXECUTIVE ACTION

### Emmis Elevates Wexler To Dir./Sales In New York

WQHT-FM (Hot 97)/New York GSM Richard Wexler has been elevated to the newly created Director/Sales post for parent Emmis Communications' New York properties. In his new role, Wexler will retain his current duties at Hot 97 while overseeing the sales efforts of WQCD-FM & WRKS-FM.

Emmis Sr. VP and NY Market Manager Judy Ellis commented, "Richard has excelled as Hot 97's GSM. We are very excited about utilizing his experience and skills with our two other radio stations."

Wexler, a Gotham radio veteran, began his career in 1975 as an AE for WBLS-FM. He's also served as LSM for WRKS and WQCD's predecessor, WPIX-FM.

### Jacor Ups Taylor To SVP/Corp. Communications

Jacor Communications has promoted Pam Taylor to Sr. VP/Corporate Communications. Taylor's been directing the company's media, community, and investor relations as VP/Communications since May '97.

"Pam's created a working relationship with Wall Street and the media that is both professional and consistent with Jacor's unorthodox corporate culture," Jacor CEO Randy Michaels stated. "That's no small task when you consider our corporate culture includes occasionally lighting appendages on fire for short periods of time. Pam has way too many stories not to be a Sr. VP."

Taylor added, "I've wanted to change the logo on my business cards. Now I can justify the expense."

### KMJZ/Minneapolis Makes Its 'Point'

CBS Radio's KMJZ/Minneapolis jettisoned its NAC/Smooth Jazz format on Sept. 24 at 4:10pm to become Pop/Alternative Hot AC "The Point — Today's Music Alternative." The new arrival's overall target is adults 18-49, with more emphasis on women 25-34.

Core artists include Fastball, Goo Goo Dolls, Natalie Imbruglia, Matchbox 20, Dave Matthews Band, Alanis Morissette, Semisonic, and the Wallflowers. A PD, airstaff, and new call letters all are forthcoming. Board operators have been running the station, which remains commercial-free until tomorrow (10/3).

"Making the decision to leave NAC/Smooth Jazz was a very difficult one, but we saw a real opportunity for Pop/Alternative here," VP/GM Rolf Pepple told R&R. "It's a very popular format with high audience potential. Everybody has dabbled in this music, but no one had built their entire station around it."

"The beauty of Pop/Alternative is that no one [Twin Cities competitor] will be devastated. We'll pull a little audience from many other stations. Our phone system was inundated from the NAC cume, but reaction from our target demo has been extremely favorable."

Among 25 rated signals in this spring's Arbitron, KMJZ placed 11th 12+ (3.2); News/Talk WCCO ranked first (10.3).

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## Cadillac Jack's Back As PD At KLRZ/N.O.

Cadillac Jack returns to the programming helm of Classic Rocker KLRZ/New Orleans, where he served as PD in 1992. Jack replaces Jeff Boggs, who will remain at the station.

"I look forward to establishing KLRZ as a competitive part of the New Orleans market," Jack told R&R. He added that the station will "rebuild slowly" and run jockless for the time being.

In between stints at KLRZ, Jack worked in New Orleans as MD/ evening host at Country WNOE and was PD for Country KCIO-FM and Nostalgia KJIN-AM.

## Abramson Appointed TWT Dir./Rock Promo

TVT Records has tapped Mark Abramson as Director/Rock Promotion. Based in New York, he reports to VP/Promotion Mark Jackson.

"It's always exciting when you work for a company on the verge of greatness," Abramson commented. "The potential for TVT to reach the next level is tremendous. It's a privilege to be a part of that."

Prior to joining TVT, Abramson was Sr. Director/Promotion at the Enclave, where he worked with such artists as Drain, World Party, and Sloan. He began his music industry career in 1990 as an intern in the radio department at Roadrunner Records, where he was instrumental in helping to create the label's commercial radio department. He later was elevated to Sr. Director/Promotion.

Prior to joining TVT, Abramson was Sr. Director/Promotion at the Enclave, where he worked with such artists as Drain, World Party, and Sloan. He began his music industry career in 1990 as an intern in the radio department at Roadrunner Records, where he was instrumental in helping to create the label's commercial radio department. He later was elevated to Sr. Director/Promotion.

## AFTRA

Continued from Page 1

in April '97. When the two sides meet again — which is expected October 13-15, though no definitive date has been set — the main sticking point, according to Sandifer, is Entercom's demand that language be withdrawn from the contract that allows the union to question and grieve terminations that it feels are "whimsical, arbitrary, or capricious."

Sandifer said AFTRA does not challenge employees fired for "programming reasons," such as when their ratings slide, but when a dismissal is "abusive" (the employee is fired without warning or without being given a chance to improve his or her performance), the union should have the right to grieve. He said that, over the past 30 years, AFTRA has only grieved six such terminations.

Farber said Entercom's interpretation of the contract is that employees were given "substantial" increases in severance pay benefits in exchange for giving the company the freedom to make decisions about its on-air talent. He called this "stand-

## Something To Crow About



Label and network friends recently helped celebrate with Sheryl Crow after her taping of an installment of Storytellers for VH1. In addition to performing selections from both of her Grammy-winning albums, Crow also debuted some new material from her forthcoming CD, *The Globe Sessions*. Pictured are (l-r) A&M Sr. VP/A&R David Anderle, VH1 Sr. VP/Music & Talent Relations Wayne Isaak, VH1 President John Sykes, Crow, A&M Chairman/CEO Al Cataro, and Universal Music Group Chairman/CEO Doug Morris.

## NAC WSMJ/Richmond Goes Down 'The River'

NAC/Smooth Jazz WSMJ-FM/Richmond has flipped to Country, changing its call letters and frequency. The move happened Monday (9/28) when the station emerged as WJRV and repositioned itself as "The River."

In moving from 101.1 to 105.7, the Sinclair Telecable station swaps frequencies with Contemporary Christian WDYL, which is owned by Hoffman Communications. The frequency swap is based on an agreement between the companies to increase each station's reach.

WSMJ VP/GM Ben Miles remains on board at WJRV; he said a PD for WJRV will be named in the near future. Explaining the flip to Country, Miles told R&R, "We weren't really happy with the ratings or the revenue on Smooth Jazz. We had considered Country when we went to Smooth Jazz two years ago, so that bubbled to the top. Richmond only has one Country station on the FM dial, so we thought it would support two."

Capstar's Country WKHK was Richmond's top-rated station in the Spring '98 Arbitron book.

## Brown

Continued from Page 3

and promotion that certainly drew us to him."

Brown added, "I am extremely excited to be returning to the Bay Area to program a station with legendary calls such as KDIA. Obviously, the goal is to return KDIA to the position it occupied in its glory years. Frankly, that will be a challenge, but a challenge I fully embrace. KDIA's footprint not only encompasses the Bay Area, but most of Northern California. Look for us to be the only radio station superservicing Northern California's African-American population. As for KDYA, it has long been a dream of mine to program a contemporary

Gospel station in a major market. This situation makes that dream a reality."

KDIA broadcasts on the expanded band at 1640 kHz, covering the Bay Area, Stockton, and Sacramento markets during the day and all of Northern California at night. The station previously broadcast at 1310 AM and is one of America's first stations to target the black community. KDYA debuted a couple of months ago and has received an overwhelmingly positive reaction from the community, Jordan said.

Prior to joining KQBR, Brown held PD posts at KBLX/SF and KCSM/San Mateo, CA. He's also worked on-air at KBLX and KSOL/SF.

dard practice" in AFTRA contracts.

"What we're proposing is no different from what is in AFTRA contracts across the country," Farber said of the negotiations.

The union represents 57 employees at the three stations, including 37 on-air personalities and news reporters and 20 producers, editors, board operators, and desk assistants.

## Equal Rights

Another major difference between the two sides is the union's claim that certain employees who don't meet the definition of "independent contractors" are nonetheless being classified as such. One such case is currently being reviewed by the National Labor Relations Board. Brian Gregory was hired by KIRO-AM as

an independent contractor, but AFTRA alleges he works full-time hours, reports to supervisors, and "does news reports just like everyone else at the station." Despite this, due to his employment status, the union says Gregory was denied a range of benefits, including unemployment compensation, sick leave, health care, and retirement.

"That has never been raised in negotiations," retorted Farber. "If they have a concern about it, they should raise it at the table."

AFTRA also claims that Entercom wants to form a "mega-news department" at KIRO-AM, with news being farmed out from that station to Entercom's seven other properties in the market (the other five are not represented by AFTRA)

## UPDATE

### Westwood One Launches New Sales Networks

As part of an overall restructuring effort in its sales division, Westwood One has created two new advertising networks designed to provide limited inventory to distinct listener groups. "CNN MAX," a network targeted to adults 25-54, has already been launched. It currently has 2400 affiliates with 100% U.S. coverage. In January '99, WW1 will unveil "Source MAX," a similarly structured network targeted at listeners 12-34 with 352 affiliates. While CBS O&Os comprise the bulk of the affiliate list, any station may sign an affiliate agreement with the company.

Westwood One Exec. VP/Director of Sales Dick Silipigni told R&R, "Westwood One is the No. 1 radio network in total sales audience in terms of affiliates and national coverage. This now allows us to be more powerful and more competitive."

Concurrent with Source MAX's launch in January, WW1 will reconfigure its four pre-existing advertising networks "to provide even better national coverage for its advertisers." They include the CBS Network, which services News/Talk stations; the NBC Network, which serves adult-oriented music stations; the NeXT Network, which focuses on rock-oriented stations in the Top 10 markets; and WONE Network, which offers affiliates of WW1's 24-hour formats such options as live-read commercials, billboards, and promotional opportunities.

### Arbitron Begins 1999 Advisory Council Election

Arbitron has initiated its Radio Advisory Council election process by mailing eligibility forms to its station clients. It's the first step in the electoral process for five format/market size representatives whose three-year terms will begin next January 1.

Formats up for election include AC and CHR/Top 40 (noncontinuously measured markets), AOR (continuously measured markets), and Gold/Oldies and Hispanic (all markets).

Arbitron subscribers who are GMs or higher and are involved in day-to-day operations of a station are eligible to run. All qualifying names must be received by Price Waterhouse by October 7. Election ballots will be mailed to all client stations in the five format categories on November 9.

### CNN's Garcia Elected RTNDA Chairman For 1999

CNN Radio GM Robert Garcia was named 1998-99 Chairman-Elect of the Radio & Television News Directors Assn. in voting completed last week at RTNDA's International Conference & Exhibition in San Antonio. Garcia will succeed current Chairman John Sears of KPTV/Portland. As Chairman-Elect, Garcia will head up the production and planning of RTNDA's 1999 annual conference scheduled for Charlotte next fall.

"I'm humbled that circumstances have put me in this position at this time in history," Garcia told R&R. "As we plan RTNDA's last meeting of the century, news organizations are facing major issues we must address, like media credibility and ethics, diversity in the workplace, and increasingly rapid changes affecting both the radio and TV news-gathering industry. Our goal is to reinforce that what RTNDA ultimately stands for is words — how we use them, and retaining the freedom to use them."

In other radio-related RTNDA election news: ABC News Radio/New York's Chris Barry and MissouriNet Radio Network/Jefferson City's Bob Priddy were elected as two of the five Directors-at-Large for the organization. Elected to his seventh three-year term as RTNDA's Treasurer was Lou Prato of Lou Prato & Associates/State College, PA.



Garcia

without further compensation to the news staff.

"That's not accurate," Farber said. "Entercom wants to use the efficiencies present when you have clusters of employees and has proposed compensation increases for all three stations."

The union also says the company wants the employees to give up their rights under national labor law to honor picket lines set by other unions. Farber dismissed this claim: "That has not been the subject of much discussion," he said.

A final issue up for debate, according to Sandifer, is Entercom's aim to deny overtime pay to employees who work more than eight hours in a shift. Farber would not comment on this allegation.

Since neither side has "softened up its position" on these key issues, Sandifer said, "we're still in a bit of a crisis." He said a strike date would be entirely up to station management. KNWX & KIRO GM Dick Carlson's office referred calls to Farber.

In the event the situation does spiral into a work stoppage, Sandifer said the station would likely bring in some "scabs" to fill in for striking on-air talent. With five other stations in the market and 33 other stations nationwide, Entercom "would probably have no trouble at all plugging talent into those positions and staying on the air," he added.

Farber would not comment on what the company would do if a strike ensued.

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## Radio

• Texas Eagle Radio Networks announces the following changes in its staff:

**BILL HOOTEN** is appointed GM of KLTG-FM, KOUL-FM & KRAD-FM/Corpus Christi, TX. He is also owner of KZAM-FM/Ganado-Victoria, TX.

**BENNY SPRINGER** adds GM duties at KTAM-AM, KHLR-FM & KORA-FM/Bryan, TX to his current post of Exec. VP of Texas Eagle.

**CHARLIE HALDEMAN** rises from APD of KORA-FM/Bryan, TX to Group PD of the company's satellite network Country format, The Texas Eagle. He will also serve as PD of KORA.

• **HARRIS CORPORATION** has signed a master purchase agreement (MPA) with **CHANCELLOR MEDIA CORP.** to supply radio broadcast equipment and related services to all Chancellor-owned stations on a non-exclusive basis.

## Records



Castagnola

• **JOYCE CASTAGNOLA** is named Head/Sales for DreamWorks Records. She comes to the label from UMVD, where she was Sr. VP/Sales & Distribution.

## National Radio

• **MURRAY-WALSH RADIO PROGRAMMING** launches its Mon.-Fri., three-minute vignette version of the award-winning *The History Of Rock And Roll*. It will be hosted by Gary Theroux. — (800) 729-6499

• **LIBERTY WORKS RADIO NETWORK** announces its plans to broadcast round-the-clock News/Talk programming. Available shows and shifts are all ET:

*A.M. America* — Four-hour news and info show "on the lighter side," with classic comic and parody elements. Hosted by Gary Helton of WITB/Baltimore.

*The Zoh Show* — Three-hour program that dissects corporate and government establishments. Zoh Hieronimus from WCBM/Baltimore hosts.

Afternoons — Three-hour, mostly moderate political call-in program. Hosted by Brian Wilson of WABC/New York.

Evenings — Four-hour block, heavy on politics, hosted by 50-year radio veteran Ernie Davis.

*The Dr. Bob Show* — Highlights the paranormal and left-of-center phenomenon. Two hours hosted by Dr. Bob Hieronimus.

*Late-Nights* — Hosted by Ed Ellison, former host of *The American History Quiz*.

*The Ronnie Dove Show* — Interview and music program available for weekend specialty programming. Hosted by the '60s artist.

— (410) 857-5600

• **WESTWOOD ONE** announces the broadcast of Featherweight Boxing Champion "Prince" Naseem Hamed vs. Wayne McCullough on Oct. 31, 9:30pm ET, live from Atlantic City.

The network also unveils its current schedule of NCAA and NFL football coverage. All times are ET:

Oct. 3: Penn State @ Ohio State, 11:45am; Tennessee @ Auburn, 1:45pm; Stanford @ Notre Dame, 2pm.

Oct. 4: Dallas @ Washington, 12:45pm; NY Giants @ Tampa Bay, 4pm; Seattle @ Kansas City, 8pm.

Oct. 5: Minnesota @ Green Bay, 8pm.

— (212) 641-2057

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

Oct. 2: comedian Robert Schimmel

Oct. 5: Judy Tenuta

Oct. 13: Dr. Joyce Brothers

— (212) 641-3088 (booking)

or 2039 (stations)

## CHRONICLE

### MARRIAGES

Warner Bros. Records VP/ Rock Mike Rittberg to the *Album Network's* Maria Musaitel, September 12

WGTV/Dayton PD Mary Franco to Chris Waag

### BIRTHS

Warner Bros. Records St. Louis promo rep **Bob Hathaway**, wife Capitol Records St. Louis promo rep Debbie, daughter Meghan Katherine, September 14

KHMX/Houston morning man **Larry Moon**, wife Jennifer, son Trevor Austin, September 21

WHTS-FM/Quad Cities, IA pm driver "**Mallbu**" **Mark Manuel**, wife Rachel, son Elliott Joseph, September 24

WSTR/Atlanta MD **J.R. Ammons**, wife Susan, son Jackson Royce (J.R.), September 25

### CONDOLENCES

Country artist manager **Estill Sowards**, September 22

## PROS ON THE LOOSE

**Gregg Cockrell** — Producer, *The Bill Gross Show* (908) 322-0648

**Lance Hayes** — MD and major-market experience, including NYC and Washington, DC (301) 669-0159

**Steve Lake** — All American Music Group Sr. Dir./Nat'l Promo (310) 477-9507

**Lamont Swing** — middays WZFX/Fayetteville, NC (910) 486-6668

**D.J. Tony Tone** — PD/afternoons WUKS/Fayetteville, NC (910) 482-6585

## Industry

• **NATALIE SWED STONE** has joined The Media Edge as VP & Mgr./Network Radio. She most recently served as Nat'l Acct. Mgr. & Mktg. Dir. for Media-America.

## Changes

**AC:** WSNE/Providence APD/MD Harmon Dash exits ... **KKOB-FM/Albuquerque** morning show producer **Amy O'Brien** is boosted to middays.

**CHR:** KHFI/Austin promotes **Jac Malloy** to Research Dir. ... **WDJX/Louisville** morning drive co-host **Shelly Sexton** exits ... **KFFM/Yakima, WA** nighttimer **Eddie Lane** has resigned ... Former **KKFR/Phoenix** morning driver **Bruce Kelly** rejoins crosstown **KZZP** after leaving the station almost nine years ago ... At new **CHR/Pop WROX/Norfolk**, the lineup is: **Tony "Wild Child" Hamilton** for mornings; **Dee Shannon** in middays; **PD Bill Thorman** in afternoons; **EZ & Mike Powers** for nights; **C.D.** in late-nights; and **Bree** for overnights ... Here's the new lineup at **WEZB/New Orleans:** mornings, **Wankus** and **Hilary Ray Dowling** and **John Marty**; early middays, **Patty Steele**; middays, **PD Rob Wagman**; pm drive, **Booker**; and overnights, **Stacey Brady** ... **WSTR/Atlanta** part-timer **Tripp West** takes overnights, replacing **Terry Bellow** ... **KZHT/Salt Lake City** morning co-host **Marci Wizer** exits for mornings at crosstown **Hot AC KQMB** ... **KLUC/Las Vegas** promotes part-

## NATIONAL RADIO FORMATS

ADDED THIS WEEK

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

**Classic Rock**  
**Chris Miller**  
STEVIE NICKS If You Ever Did Believe

**Hot AC**  
**Garry Leigh**  
EAGLE-EYE CHERRY Save Tonight

**Starstation**  
**Peter Stewart**  
No New Adds

**Touch**  
**Monica Logan**  
No New Adds

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

**Rock**  
**BIG WRECK** Brown Wide Open  
**CANDLEBOX** 10,000 Horses

**Alternative**  
**ALANIS MORISSETTE** Thank U  
**SOUL COUGHING** Honey Please

**CHR/Hot AC**  
**BABYFACE** You Were There  
**ALANIS MORISSETTE** Thank U  
**SHAGGY U/JANET** Luv Me, Luv Me

**Mainstream AC**  
**ALANIS MORISSETTE** Thank U  
**BRUCE HORNSBY** Great Divide

**Lite AC**  
**ANGUS** Snow On The Sahara  
**BABYFACE** You Were There  
**LIONEL RICHIE** I Hear Your Voice

**NAC**  
**C. CHAUQUIC & R. FREEMAN** Riders Of The Ancient Winds  
**BRIAN CULBERTSON** Straight To The Heart  
**ERIC MARIENTHAL** Here In My Heart

**UC**  
**MARY J. BLIGE** Beautiful  
**J. DUPRI & M. CAREY** Sweetheart  
**FAITH EVANS** Love Like This  
**SOLO** Touch Me

**BROADCAST PROGRAMMING**  
**Walter Powers • (800) 426-9082**

**CHR**  
**Casey Keating**  
EAGLE-EYE CHERRY Save Tonight  
ALANIS MORISSETTE Thank U

**Digital AC**  
No New Adds

**Hot AC**  
**ALANIS MORISSETTE** Thank U

**Digital Soft AC**  
**Mike Bettelli**  
PHIL COLLINS True Colors

**Deillah**  
PHIL COLLINS True Colors

**Alternative**  
**Teresa Cook**  
GREEN DAY Nice Guys Finish Last  
ALANIS MORISSETTE Thank U  
U2 Sweetest Thing

**Urban**  
**Josh Hosler**  
AARON HALL All The Places (I Will Kiss You)  
KURUPT We Can Freak It  
MAXWELL Matrimony: Maybe You

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

**Adult Hit Radio**  
**JJ McKay**  
EAGLE-EYE CHERRY Save Tonight  
SHAWN MULLINS Lullabye

**Rock Alternative**  
**Doug Clifton**  
GREEN DAY Nice Guys Finish Last  
MARILYN MANSON The Dope Show  
ALANIS MORISSETTE Thank U

**Soft Hits**  
**Rick Brady**  
No New Adds

**Rock Classics**  
**Rick Bryan**  
No New Adds

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

**Hot AC**  
**Yvonne Day**  
ALANIS MORISSETTE Thank U

**New Rock**  
**Steve Leigh**  
U2 Sweetest Thing

**WESTWOOD ONE RADIO NETWORKS**  
**Charlie Cook • (805) 294-9000**  
**Tracy Thompson**

**Adult Rock & Roll**  
**Jeff Gonzer**  
STEVIE NICKS If You Ever Did Believe

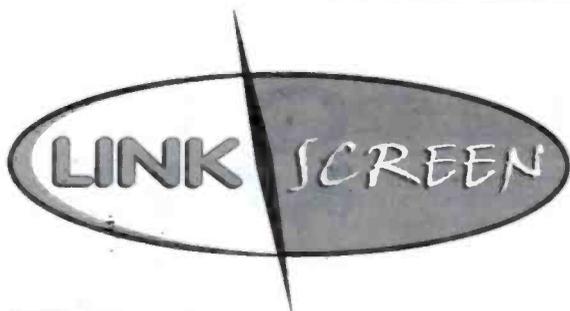
**Soft AC**  
**Andy Fuller**  
No New Adds

**Bright AC**  
**Jim Hays**  
ALANIS MORISSETTE Thank U

timer **Jenna Wilde** to overnights ... **WZPL/Indianapolis** nighttimer **Jason Adams** exits ... The new lineup at **KQKQ/Omaha** is: **PD Wayne Coy** for wakeups with **Max McCartney**, **That Girl Charlie**, and **Big Ass Farley**; **APD/MD JJ Morgan** in middays; **The New Guy** takes nights; and **Degan** does overnights ... Former **KWIN/Stockton MD Panama** re-

timer **Jenna Wilde** to overnights ... **WZPL/Indianapolis** nighttimer **Jason Adams** exits ... The new lineup at **KQKQ/Omaha** is: **PD Wayne Coy** for wakeups with **Max McCartney**, **That Girl Charlie**, and **Big Ass Farley**; **APD/MD JJ Morgan** in middays; **The New Guy** takes nights; and **Degan** does overnights ... Former **KWIN/Stockton MD Panama** re-

Continued on Page 25



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## Rocking The Ages: Generational Marketing

□ To effectively target demos, marketers need to understand the factors that motivate consumers of all ages

By Mike McVay

There is an ancient proverb: "Men resemble the times more than they do their fathers." Within the wisdom of those words lie the seeds of generational marketing. Marketers who use the principles of generational marketing to understand the factors that influence the values and buying motivations of consumers (in our case, listeners) stand a much better chance of spotting trends way ahead of the competition and reaching customers first in profitable new ways.

While many of the Trout and Ries books and Lew Dickey's book on branding have become bibles that we utilize in preaching our sermons to client radio stations, a new book by J. Walker Smith and Ann Clurman, *Rocking The Ages* (published by Yankelovich Partners Inc.), has been added to the shelf space of topics for station consideration. Not only do I find the Yankelovich report on generational marketing an excellent tool for building and positioning radio stations, the report also offers many tactics and ideas that can be utilized by sales departments, promotion and marketing departments, and programming departments as well.

The general concept is as follows: Members of a generation are linked through the shared life experiences of their formative years — things such as pop culture, economic conditions, world events, natural disasters, heroes, villains, politics, music, and technology. These experiences create bonds that tie the members of a generation together into what social scientists first called "cohorts." Because of these shared experiences, cohorts develop and retain similar values and life skills as they learn what to hold dear to them and how to go about doing things. This influence affects everything from one's radio, television, and music habits to savings, sex, a good meal, and a new car.

Yankelovich research found in the Monitor Report divides generational influences into three categories. Matures (born between 1909 and 1945) came of age under the shadows of the Great Depression, World War II, the Korean conflict, and the Cold War; Boomers (born between 1946 and 1964) were born to prosperity and a time of widespread post-war economic expansion; Xers (born between 1965 and 1978) are the "Why me?" generation.

The three groups can be used in identifying formats. The Matures will obviously be the 45-plus formats. Boomers are in the 35-54 range, and Xers are in the 25-34 cell. The 12-24 group, a group to be analyzed in future years, is labeled the "New Generation." This last generation is comprised of individuals who will be in college as we move into the new millennium.

### Understanding Mature Listeners

When targeting Matures, words should be used that play to the notion that "you've earned it" for the sacrifices they've made. Play to the notion that this generation overcame daunting odds to achieve their successes. Don't be loud or brash; they already get the point. After working hard and sacrificing for so many years, they have reached their pay-off point. This sentiment is even more so for veterans, but it is true for all Matures. They have reached a level of financial comfort and a time in their lives where they can feel freer to spend money on themselves ... because they have earned it.

For most of their peak consuming years, Matures have foregone the extras. This is not to say that Matures never spent money —

In 1996, when Disney marketers launched the Disney Institute, their new resort for adults in Orlando, they did it with the ultimate Boomer ad. The appeal of *being* something completely different on your next vacation, not just *doing* something different, was the equivalent of a full orchestra playing the Beatles — it struck every note in the Boomer songbook. The ad is designed to appeal to Boomers' quest for *self*, what Boomer sociologist and former protest leader Todd Gitlin has termed the "voyage to the interior." Want to target Boomers? Appeal to their inner-self. Give them fantasy. Give them the good old days.

Nostalgia is a strong Boomer hook. Their best moments, in their mind, were yesterday, when both they and their future were being heralded and celebrated. Boomers were thought to be the great "next" generation. '70s Hits, '60s Oldies, and Classic Rock stations do well because of this. It is also why you hear the rough, deep-throated voice of the late Janis Joplin pitching a Mercedes-Benz, or why you hear well-chosen refrains from disco hits of the '70s being used on Burger King commercials. This is why Microsoft used the Rolling Stones, Nike and GTE used the Beatles, and Coopers and Lybrand used Bob Dylan.

### Coping With Stress

Stress is an area of opportunity for

Soft AC and NAC/Smooth Jazz stations. Stress among Americans is at near record highs, and Boomers are the most stressed generation in history. Not only do they face stress from the normal responsibilities of middle age, they must also cope with the disappointment of their expectations and the disadvantages that these expectations created for them. We have promoted the "Stress-Free Ride Home" as a 5-6pm segment for Soft ACs. Our sister company, OpTiMum, promotes the stress-free benefits of NAC/Smooth Jazz. Too many adult stations are adding to the stress of their listeners' lives rather than providing a benefit and a way to escape it.

Continued on Page 20

Mike McVay is President of McVay Media, a full-service consultancy serving AC, Oldies, Country, CHR, and News/Talk radio stations. McVay's 29 years of broadcast experience includes stints as a GM, PD, AE, and air talent.

their spending built our contemporary consumer marketplace. Their style of spending, however, reflected the more cautious, disciplined values of their savings-focused outlook. Even as Matures spent, they actually saved a lot of money. Much of this spending was for others, especially their children.

Upper-demo Soft ACs, along with Nostalgia, News/Talk, and Big Band formats targeting 45+ (more accurately, 55+) listeners should capitalize on the fact that the "rainy day" never came for many. They have money, they have time in which to enjoy their money, and they are prepared to do so. However, they don't want to *feel* old. Do not use words like "senior," "retirees," or "golden years." These individuals are younger mentally, healthier, and more active than their parents were.

### Boomer Appeal

"What do you want to be on your next vacation? How about a TV producer or a gourmet cook? How about an animator or a comedian? An actor or a landscape architect? If you dreamed of trying new things, you can try them here at the Disney Institute."

**Stress is an area of opportunity for Soft AC and NAC/Smooth Jazz stations. Stress among Americans is at near record highs, and Boomers are the most stressed generation in history.**

## THE ROAD TO SUCCESS

By Dick Kazan

### Better Ways To Manage One's Time

PART TWO OF A TWO-PART SERIES

People say, "Time is money," but that's not true. Time is much more valuable, because you can always earn money. But with each tick of the clock, that time is gone forever. One of the greatest college basketball coaches in history is John Wooden. In the final 12 years of his career, his UCLA Bruins won an unprecedented 10 national titles, seven of them in a row, and he led his squad on an 88-game winning streak. No one else has ever come close to these accomplishments.

Kareem Abdul-Jabbar, as quoted in B. Eugene Griessman's *Time Tactics Of Very Successful People*, described some of the most important elements of Wooden's success, which you'll find very useful. In practice, "Every drill had a precise purpose and was precisely timed. You would advance from one drill to the next without stopping or doubling back to repeat a drill. Every workout was a tightly structured grid laid over the anticipated rising fatigue of the players. Every day had its own practice plan, but you knew that practice would end on time, a certainty that eased the toughness of the hour and 45 minutes." In other words, Wooden had a plan, made everyone involved aware of it, operated within a precise time frame, and challenged everybody to perform to the best of their abilities.

Last week, we outlined two of the seven ways to make far more effective use of your time. This week, we'll discuss the remaining five ways, which can make a profound difference in how successful you become.

3. **Travel for business only when necessary.** If you're going to generate income or make a difference in people's lives, by all means travel. Shortly after Gandhi returned to India after living in South Africa for over two decades, he journeyed by rail throughout his country for a year to personally understand its people and their problems. Only then was he ready to challenge British rule.

In business today, a better alternative to sitting in airports and on airplanes, standing in line for rental cars, spending your evenings in hotel rooms, and paying for these trips, is learning to make smart use of the telephone. Years ago, I closed a \$10 million computer-leasing deal with Exxon in Houston and raised the financing in New York without leaving Los Angeles until the contract-signing ceremony. How? By conducting myself over the phone as if we were sitting face to face. I took a sincere interest in each person, qualified their objectives, took detailed notes, and regularly kept everyone aware of my progress on their behalf. Everything else fell into place, and it will for you as well.

4. **Conduct short meetings with a specific purpose.** There are few things in business less productive than most meetings. A good illustration was the September 14 edition of the comic strip "Dilbert," in which a worker arrives late to a meeting and the boss says, "Let me recap what you missed. We spent the past hour deciding not to change the name of our department." A disillusioned young attendee responds, "You just inadvertently trained me to be late to all meetings," as the boss says, "Oops."

If it is necessary for people to get together, issue an agenda in advance. This lets attendees know what's expected of them so they can arrive prepared. Start and finish on time, preferably in 45 minutes or less. This shows everyone that you respect the value of their time and keeps the session within everybody's peak attention span.

As the chairman of a major publicly held corporation, I organized quarterly board meetings to accomplish in less than four hours what most boards take one to two days to do. How? By eliminating from the agenda issues that are the responsibility of management and focusing the directors on the crucial decisions that set the course of the company.

The most important agenda items usually came first, so we could resolve them while we were most attentive. As the meeting progressed, I'd periodically reference the time and bring each issue to a decision. Just as we concluded three months of vital business in less than a half-day, most management meetings could be completed in a tiny fraction of that time.

5. **Encourage others to solve their own problems.** When I was a CEO, employees often lined up outside my office or by telephone, wanting me to become extensively involved in resolving their problems. Doing so devoured my time, which, in effect, they were now managing; it made them no more productive.

Finally, I issued a dictum. There could be no problem brought to me without at least one solution. Once they thought on those terms, it was amazing how quickly people could solve their own issues and the line disappeared.

Continued on Page 20

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@ic.netcom.com](mailto:rkazan@ic.netcom.com).

THE ARBITRON

# INTERNET



LISTENING STUDY

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

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

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

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# Winning Telephone Sales Tips

□ *Simple phone etiquette can mean the difference between success and failure*

By Irwin Pollack

Most of us never think much about how we deal with prospects or advertisers on the telephone. What we don't realize is how powerful a tool the telephone really is. The fact is, the telephone can work in our favor or against us. Here are some winning points to consider:

1 Be prepared. Never answer an incoming call that you are not prepared for before you think about what you are going to say. If you are not sure, get off. An easy way to do this is to tell your client that you're tied up at the moment, but that you would like to call them back. Set up a specific time and date for your return call. People generally dislike being strung along. Then, before you return their call, make a list of issues you want to address, questions you want to ask, trial closes you would like to float in their direction, notes about how you intend to provide rational justification for your next position, etc.

**Never assume your client understands what it is you are getting at. In fact, unless you are absolutely clear that such is the case, it is probably a good idea to assume just the opposite.**

2 Prevent potential distractions before you begin. Don't try to negotiate with the other side unless you are prepared to give the discussion your full and complete attention. Before you make the return call, it is a good idea to close the door to your office. Let everyone know in no uncertain terms that you are not to be disturbed. Wrap up whatever it is that you are do-

ing, clear off your desk, and free your mind from other nonrelated issues you have been dealing with. Then, and only then, make your call.

3 Open with small talk. It is a good idea to commence your conversation with a certain amount of low-risk small talk. This accomplishes two things. First, it creates a positive atmosphere for negotiations and helps lower the other side's shield and gets their sword on the table. Second, it allows you to get a handle on what their voice and intonation sound like when they are relaxed and unthreatened. This can be used as a benchmark for determining how they are reacting to your various proposals when you are in the midst of your substantive discussions with them.

4 Take notes. It is harder to remember the various points that are being made by the other side when you are talking on the telephone. Telephone negotiations lack the context of body language and tend to invite interruptions on their side of the phone as well as on yours. This means that telephone conversations are more likely to be disjointed and abbreviated. By taking notes, you not only help yourself to keep focus, but you have a valuable record of what was said and what, if anything, was accomplished by the conversation.

5 Slow it down! Be clear and precise. Slow down the pace of the conversation. Get in the habit of repeating your main points and your justification for them. Be sure you are speaking clearly and for a purpose. Never assume your client understands what it is you are getting at. In fact, unless you are absolutely clear that such is the case, it is probably a good idea to assume just the opposite. Always work from notes, including the checklist of

items you wanted to cover that was prepared before you made your telephone call. This will eliminate the tendency of both parties to gloss over or completely forget the important points that need to be covered.

6 Confirm their position by restating it in the light most favorable to them (that's what selling is really all

**Telephone negotiations lack the context of body language and tend to invite interruptions on their side of the phone as well as on yours. This means that telephone conversations are more likely to be disjointed and**

about — gift wrap and ribbons) without agreeing if you disagree. Never assume that you understand their position until you have restated it better than they could, while at the same time driving home the point that you do not necessarily agree. By giving them this feedback early in the conversation and frequently thereafter, you avoid costly misunderstandings that can complicate negotiations for both you and your client.

7 When suspending negotiations, set up a telephone appointment for the next call. If appropriate, confirm it in writing via fax as soon as possible. This will help to lessen the likelihood that the other side will get the impression that you are stringing them along. It will also make it easier for you to reestablish contact later and keep them from stringing you along.

8 Follow up each phone call to your prospect or advertiser with a confirming letter. The confirming letter should be drafted immediately after the telephone conversation, regardless of whether you have reached agreement on substantive issues or not. It should also be mailed or faxed, preferably both, to the other side immediately. Confirming letters accomplish two valuable things: First, they prevent misunderstandings from growing

## RADIO GETS RESULTS

SUCCESS STORIES FROM THE RAB

### Photo Store's Winning Image

**SITUATION:** Many successful businesses write and produce their own great radio advertisements. Such is the case with Cord 55-Minute Photo, a family-owned and operated photographic business out of Columbus, OH, which expanded to Indianapolis in 1995. Cord 55-Minute Photo has been in business for 43 years and operates a small chain of photo finishing and supply stores.

**OBJECTIVE:** Because it competes with a number of other stores, Cord 55-Minute Photo needed an advertising campaign that would increase awareness, create a unique identity, and help boost their market share. The family wanted to set themselves apart from low-price competitors while promoting quality photo-finishing specials and other sale items.

**CAMPAIGN:** The family writes and produces its own spots, and the father does the voice for all commercials. They do a fantastic job, and the spots air on WNAP and other local stations.

**RESULTS:** The family reports double-digit growth since starting their radio advertising campaign. They use radio about 30 weeks each year, primarily around holidays and special events. Despite tough competition in the market, radio has helped Cord 55-Minute Photo prosper and grow.

## RAB TOOLBOX

More marketing information and resources from the RAB

### MEDIA TARGETING 2000

Three-fourths of 35-millimeter-camera owners own their homes; they are evenly split between male and female. Almost a third (31%) are college graduates, and 41% earn more than \$50,000 per year. On average, 35-mm-camera owners spend 47% of their daily media time with radio.

### RAB CATEGORY FILES

"Camera sales remain flat at around \$55 million per year. It's a fully saturated analog market, ripe for takeover [by digital photography]. Digital cameras can't yet bite off much of that pie, because, at 30,000-odd pixels per picture, they're still too grainy. But when they reach the million-pixel level, film will go the way of the vinyl LP." (Andrew J. Kessler, General Partner, Velocity Capital Management; Forbes, June 1, 1998)

### INSTANT BACKGROUND COLLECTION — CAMERA/PHOTO STORES

**Film Processing Priorities:** Primary reasons for choosing a particular type of outlet for standard film processing (based on a scale of 1-7): Picture quality, 5.87; low price, 5.58; safety of film, 5.52; quality reputation, 5.48; no charge for bad prints, 5.28; satisfied with other products bought there, 5.08; convenient location, 4.88; close to home or work, 4.73; friendly/polite/courteous sales staff, 4.59; coupons/incentives offered, 4.04. (Photo Marketing)

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

**Follow up each phone call to your prospect or advertiser with a confirming letter. The confirming letter should be drafted immediately after the telephone conversation, regardless of whether you have reached agreement on substantive issues or not.**

into disputes, because they call the misunderstanding to both parties' attentions before the parties act on them. Second, confirming letters can be used in court to support your position if there is a subsequent dispute over what was or was not agreed to by the parties.

New Hampshire-based radio sales and management trainer Irwin Pollack consults radio stations and broadcast groups. He can be reached via the Internet at [www.irwinpollack.com](http://www.irwinpollack.com), or by calling (603) 598-9300.



## Salespeople On The Move

• Mark Krieschen rises from LSM to Dir./Sales at WGN-AM/Chicago, effective October 2. He assumes duties previously held by Bob Sparr since 1987.

• Stanley Halley joins KEGD/Dallas as LSM. He previously served as Sr. AE at Crosstown KDGE.

• Adrienne McWilliams becomes Sr. AE at WABC-AM/NY. She formerly served as GSM of Crosstown WQCD.



## See your market in a new light.

X-Ray Database System

AE Media Shares Query Results

Media Shares for Jenkins, Jim T  
Sample City

KCPA-FM

08/96

Year-to-Date

Advertiser	Radio Market	Station	Radio Share	Total Media Share	Radio Market	Station	Radio Share	Total Media Share	Media Share	
214 ENTERTAINMENT	1,200		1,200	0.0%	2,200		2,200	0.0%		
BANK OF AMERICA			344	0.0%			0.0%	688	0.0%	
BANBOSTON HISSAN			476,562	0.0%			0.0%	1,024,798	0.0%	
BRITISH AIRWAYS			43,274	0.0%			0.0%	230,007	0.0%	
DAVSPRING GREETING CARDS	0		0	0.0%	127,545		127,545	0.0%		
FOLEY'S DEPT STORE			1,684,334	0.0%			0.0%	15,249,008	0.0%	
GREATER DALLAS YOUTH OF	0		0	0.0%	21,880		21,880	0.0%		
HBO	0		0	0.0%	25,828		25,828	0.0%		
MERS PRODUCTIONS	15,830	8,300	38.8%	19,890	38.8%	73,110	8,300	13.5%	73,110	
MICROSOFT			170,867	0.0%			0.0%	377,334	0.0%	
MILLER BREWING CO			67,887	0.0%			0.0%	482,042	0.0%	
ROCKWELL	0	0	0	0.0%	126,120	7,303	8.0%	126,120	0.0%	
<b>Total</b>	<b>17,030</b>	<b>8,300</b>	<b>37.0%</b>	<b>2,471,298</b>	<b>0.3%</b>	<b>376,125</b>	<b>17,425</b>	<b>4.6%</b>	<b>21,887,388</b>	<b>0.1%</b>

Manage your account penetration and buy participation more effectively.

### USE YOUR X-RAY VISION

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### TAKE AN INSIDE LOOK AT YOUR ACCOUNTS

Radio Market X-Ray displays account-by-account expenditures by industry classification, cross-tabbed to television and newspaper expenditures. In-depth information that provides an accurate picture of your share of the radio market, and helps you realize greater market possibilities. That's X-Ray's vision.

For more information, please contact George Nadel Rivin, CPA, or Don Garrett, CPA at 818-769-2010.



**Miller, Kaplan, Arase & Co., LLP**  
CERTIFIED PUBLIC ACCOUNTANTS

## Rocking The Ages: Generational Marketing

Continued from Page 16

Honda has recently tried to capitalize on the stress-free environment. Honda television ads emphasize their cars as a mode of transport to a simpler, less stressful life. In one ad, a driver is trapped in the middle of a massive city traffic jam complete with a screaming cabbie. Suddenly, a giant pencil eraser appears and wipes the screen free of the surrounding noise and confusion, leaving the driver free to pursue a simpler course. Honda gets it. Maybe we as broadcasters should get it too.

If creating a stress-free environment is what you're all about, then ignore screaming promos. Don't feel that every song has to be up-tempo. Promote stress-free weekends. Give away stress-free vacations. Keep in mind Honda's sell line, "Life gotten a little crazy? Try the simple simplicity of an Accord Sedan." Only one word appears on the screen, set in relief against a white background: "Simplicity."

### Misunderstanding Gen X

Generation X is filled with 20-somethings who are turned off and tuned out to everything except MTV. This is a generation of slackers, whiners, and young urban failures with no expectations beyond "McJobs." *Not!*

The *Washington Post* called them "crybabies," and former *New Republic* columnist Michael Kinsley, a Boomer who now serves as editor-in-chief for Microsoft's Internet magazine *Slate*, complained once, "These kids today. They're soft. They don't know how good they have it. Not only did they never have to fight in a war... they never even had to dodge one." Our response: Get a life, Kinsley! The report by Yankelovich Partners clearly shows that this is a real generation and is reachable through modern marketing means.

We offer an apology to our friends who have written many articles about Generation X and have treated this decade-and-a-half-long group as if they came from Mars. Admittedly, marketers are faced with a multifaceted challenge in marketing to Generation X, but they have TV in their world, they have computers in their world, and they get mail. Oh, yeah, and they have telephones. This generation is actually more accessible than any generation before them because they carry digital and cellular phones, pagers, and check their e-mail several times daily.

As one Xer put it in a posting at the website *alt.society.generation-x*, "There is a Generation X, but what it is isn't as important as what it ain't. Generation X is not 'alternative' music, 'grunge' fashion, post-modernism, urban vs. suburban living, advanced degrees, or retarded literacy. Generation X is not unable to find a job or unwilling to hold onto one... In short, whatever picture you've got, forget it. If this bothers you, then you are taking the

concept too seriously and need to get a life." We couldn't agree more.

The Matures and Xers have more in common than the Boomers do with either of the two generations. Boomers (I was born in 1953) are the ones who are spoiled. We believe the Xers are spoiled, but they are dealing in a more difficult and disparaging world (similar to that which the Matures inherited from their parents) than what we have dealt with. The hard work of our parents gave us Boomers a sense of entitlement. The Xers will have to scrap and work hard, much like the Matures did. Boomers view the Xers as whiny, but why not? Look at the world we are leaving them.

### Marketing Made Easy

One concept that is central to much of today's marketing is simplicity, appealing to both Xers and Boomers. It has two aspects. First, focus on function. Forgo pizzazz; just get the job done. Don't obscure performance with other distractions. Cut through confusing, overblown hype and simply deliver the bottom line consumers are looking for.

Second, put a high-touch face on the high tech. When marketing, make it friendly. Engineer in empathy. Don't overchallenge users. Don't give them too many hoops to jump through. It's tough enough that I have to decide what radio station I am going to listen to, but don't make me take three steps to win a prize when one is all I am inter-

**Boomers were the only generation weaned on a cool medium. Matures grew up on radio, magazines, and newspapers; Xers were weaned on interactive formats, in which TV was more a platform than a broadcaster. Boomer cool has left us with the media forms we have today.**

ested in. This concept is why Boomers will accept "flash and trash" promos. They like the concept of building a fantasy. Xers want the bottom line. White noise-like promos work well in Generation X-targeted formats for the simple reason that they are simple.

Cyber marketing, online marketing, and even more direct marketing are new technologies that arrived with the heralding of the Internet. The first priority for cyber marketers is obvious: Boomers. They provide the easiest path to success on the Internet. If you target Boomers, marketing online is worth considering. This fact is particularly true if your radio station involves information-intensive decision-making attributes. News/Talk stations and stations that target families are all properties that should take advantage of the Internet.

Why can't we put school closings on the Internet? Why wouldn't you provide daily gossip from the morning show? Couldn't you provide a transcript of features and bits that air on your programs? Stations say they are looking for non-traditional revenue (NTR), but they seem to overlook the online services their stations can provide.

Cyberspace is approaching a critical juncture. Most observers take it for granted that the online market will continue to explode. Yankelovich doesn't doubt that it will become a permanent fixture in our lives, but they do doubt it has the legs to become the next TV, nor do they see it replacing radio. In their Monitor study, they indicate that online services will be similar to picking up a magazine. Instead of flipping the pages, you'll press the cursor.

The growth of individuals using online services (now at 35% of all U.S. citizens) is why McVay Media created a division known as McVay New Media. This division designs station websites and maintains them. The challenge we have is in getting Matures (most owners and general managers) to grasp that online technology warrants more than trading for mention on the design of a website. Want to see real quality? Check out WDOK/Cleveland's website at [www.wdok.com](http://www.wdok.com).

### Modern Media And Consolidation

The towering infrastructure of modern media — antennas, satellite dishes, cells, digital, and such — thrusts toward the heavens, monuments to our engineering prowess. Radio broadcasters are not only purchasing radio and TV stations, but cellular companies, tower companies, and equipment manufacturers as well. More and more of these monoliths go up every day as foundations are laid down pell-mell — almost without thought — in the consumer marketplace. Listeners don't get it. In Yankelovich's monitor tracking of consumer reactions, they see an underside to the profusion of media. This area is where the opportunities for competitive marketing advantages lie.

Due to consolidation, varied formats, and less competition, too much has become very little. The enthusiasm for media invention and innovation should not be mistaken for uncritical infatuation. Get a handle on the difference, and your marketing will be on the inside track. Just because consolidation has given listeners more formats to choose from doesn't mean they will choose more formats.

There is a ring of technology to all of this. Indeed, the two are connected — technology drives much of what goes on in media, and media is central to how people experience technology. Deregulation has obviously driven the way in which our business has expanded, but the issues in the media marketplace are about information proliferation, not system complexity. I turn on the radio, I get the programming I am looking for, or I turn it off. That's simplicity.

There was a time when one could visit Los Angeles, and, of the 60 radio stations available, there were five good ones. Today, with consolidation, clusters of radio stations, and group

THE ROAD TO  
SUCCESS

By Dick Kazan

## Better Ways To Manage One's Time

Continued from Page 16

**6. Don't let paperwork collect.** Most of what you receive is routine. Rather than let it bog you down, respond by quickly handwriting brief responses on letters, memos, and faxes, then move them out. Do the equivalent with e-mail. Most recipients will be pleased that you answered so fast, and you're then free to use your time elsewhere.

**7. Balance.** The preceding six ways will make you far more productive in a lot less time. But, as Gandhi said, "There is more to life than increasing its speed." By becoming so efficient, you'll now have more time to do other things you enjoy. You might start a hobby or an exercise routine. Gandhi twice a day took long, vigorous walks that kept him healthy, let him explore ideas with those who walked with him, and sometimes helped him think of the answer to a problem that perplexed him. Jack LaLanne, at 84, works out nearly every day and is in remarkable physical condition.

The most rewarding thing of all is to donate some of your time to help others. There are numerous compelling causes and organizations that would sincerely appreciate your involvement. Every Christmas at the Hollenbeck Youth Center in East Los Angeles, four Santa Clauses give presents to about 10,000 needy children. In many cases, these are the only holiday gifts those kids will receive, and they and their families are very appreciative. It's emotionally uplifting to be a part of such a program, but the children also need the involvement of caring people the other 364 days as well. Volunteers who can tutor, counsel, coach, or serve other essential roles are always in demand.

Or, if you prefer, create your own activity. For example, occasionally visit a retired senior citizen who seldom has anybody come by. Take a sincere interest, ask questions, and be a good listener. You'll hear some fine stories, and you'll get the benefit of many years' experience. Then, finish up with a hug or a handshake. Doing this will warm that person's heart and give you a real sense of having done something worthwhile. In whatever cause you choose, you'll improve the lives of other people. By doing so, you'll make your own more meaningful and fulfilling. Through your participation, you'll soon know the real meaning of success.

ownership, there may be 20 good radio stations of the 60. While it is still only one-third of the stations, there are more choices available. Listeners will still choose only a few stations with which to share their time. The ways and means in which we market to these listeners become critical. This is where generational marketing becomes valuable. Targeting the generations of Matures, Boomers, and Xers is different, and yet somewhat the same. Television is now breaking through traditional barriers. CNN, for example, recently announced plans to deliver headline news to personal pagers. This service presumably will come with hooks back to the channel itself, and advertisers. If you are a News/Talk radio station or a Sports radio station, this is how you expand for nontraditional revenue. Hook the listener.

Remember, what's worked for Boomers before is usually a good model for doing something new. *People* magazine and *USA Today* are two good examples. Both publications organize lots of information into digestible snippets that make data easy to remember and use. This is why stations should consider "Quick News" or touting "News First, News Now," and selling the benefits of weather or traffic as "Trouble Spot Traffic" and "Instant Weather." More examples can be found at *Time* magazine's website.

### Listener Investment

Marshall McLuhan, the Canadian media guru, once described television as a "cool fire" because it is a highly

involving medium that requires nothing of the viewer beyond passive attention. Not so for all media, McLuhan argued. Listening to the radio or reading a magazine is *hot*. We actively engage our minds to get what they have to offer.

Boomers were the only generation weaned on a cool medium. Matures grew up on radio, magazines, and newspapers; Xers were weaned on interactive formats, in which TV was more a platform than a broadcaster. Boomer cool has left us with the media forms we have today. The TV news magazine show *60 Minutes*, for example, was the perfect Boomer program — information and the inside story, coolly delivered.

This concept is in the process of being overhauled. All media in the foreseeable future will be hot. It must be interactive and create thought. Advertising is already moving this way. This shouldn't be confused with the earlier premise that stress-free is good. Stress-free is right for SoftAC or NAC, but it doesn't mean you can't have a participatory morning program. It doesn't mean that you should avoid the concept of Listener Investment.

Listener Investment was introduced in 1981, when Fairbanks Broadcasting and consultant George Johns involved listeners in helping them "build" his "Klasy" format in Indianapolis on WIBC [and in San Diego in 1984 at KOGO]. Listeners were invited to voice their opinions on the air, and the broadcaster then actually responded to their requests. What a concept: Ask consumers what they want and give it to them!

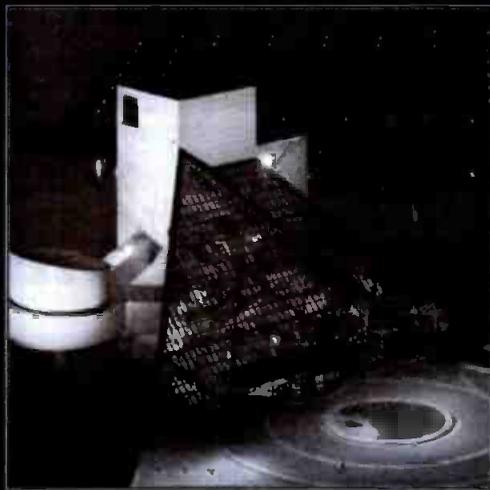
YOU'VE PLAYED THEIR MUSIC  
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Every rock legend lives at the Rock and Roll Hall of Fame and Museum. And now you can broadcast live from their dwelling place.

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Graham Nash



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

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

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



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## MUSIC & MOVIES

### CURRENT

- **RUSH HOUR**  
Single: How Deep Is Your Love/Dru Hill 1/Redman (Def Jam/RAL/Island)
- **THERE'S SOMETHING ABOUT MARY (Capitol)**  
Featured Artists: Dandy Warhols, Joe Jackson, Jonathan Richman
- **SIMON BIRCH**  
Single: You Were There/Babyface (Epic)
- **ARMAGEDDON (Columbia)**  
Single: I Don't Want To Miss A Thing/Aerosmith  
Other Featured Artists: Shawn Colvin, Journey, Our Lady Peace
- **DR. DOLITTLE (Atlantic)**  
Single: Are You That Somebody?/Aaliyah  
Other Featured Artists: Jody Watley, Ginuwine, 69 Boyz
- **HOW STELLA GOT HER GROOVE BACK (Flyte Tyme/MCA)**  
Singles: Luv Me, Luv Me/Shaggy I/Janet  
Beautiful/Mary J. Blige  
Other Featured Artists: Diana King, K-Ci & JoJo
- **WHY DO FOOLS FALL IN LOVE (Elektra/EEG)**  
Single: Get On The Bus/Destiny's Child  
Other Featured Artists: En Vogue, Total, Nicole
- **CLAY PIGEONS (Universal)**  
Featured Artists: Tonic, Derve Pipe, Sara Evans
- **SMALL SOLDIERS (DreamWorks/Geffen)**  
Singles: War/Bone Thugs-N-Harmony...  
Another One Bites.../Queen I/Wyclef Jean  
Other Featured Artists: Pat Benatar w/Queen Latifah, Pretenders w/Koolhaush, Cheap Trick
- **PERMANENT MIDNIGHT (DGC/Geffen)**  
Featured Artists: Girls Against Boys, Crystal Method, Prodigy

### COMING

- **A NIGHT AT THE ROXBURY (DreamWorks)**  
Featured Artists: La Bouche, Ace Of Base, Tamia
- **PRACTICAL MAGIC (Reprise)**  
Single: If You Ever Did Believe/Stevie Nicks  
Other Featured Artists: Faith Hill, Marvin Gaye, Harry Nilsson
- **STRANGELAND (TVT Soundtrax)**  
Featured Artists: Megadeth, Dee Snider, Kid Rock
- **SLAM (Sony Music Soundtrax)**  
Featured Artists: Mobb Deep, Ol' Dirty Bastard & Coolio

## CYBERSPACE

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

### Net Chats

• Talk with Jethro Tull front-man **Ian Anderson** tonight (10/2) at 5:45pm ET/2:45pm PT at [www.citysearch11.com](http://www.citysearch11.com)

### On The Web

• **Arturo Sandoval** performs in a *Philips Jazz Series* show tonight (10/2) at 9:45pm ET/6:45pm PT ([www.liveconcerts.com](http://www.liveconcerts.com))



• Enjoy a performance from **Pizzicato Five** tonight at 9:45pm ET/6:45pm PT ([www.jamtv.com](http://www.jamtv.com)).

• Listen to **Farm Aid '98**, featuring performances from **John Mellencamp**, **Phish**, and **Hootie & The Blowfish** live from Tinley Park, IL Saturday (10/3) from 3pm-midnight ET at [www.jamtingstone.com](http://www.jamtingstone.com) and [www.jamtv.com](http://www.jamtv.com).

• Catch **Harvey Danger** in a prerecorded concert on Tuesday evening (10/6) at 9:20pm ET/6:20pm PT ([www.jamtv.com](http://www.jamtv.com)).

## ZINE SCENE

### No Will, No Way!

**W**ill Smith's wife, **Jada**, is in a jealous rage over Smith's recording with former *Fresh Prince* co-star **Tatyana**, according to the *Globe*. Say friends, "The thought of Tatyana recording with Will has Jada fit to be tied!"



### Setting Standards

**Monica Lewinsky** was allegedly going to make an appearance on the MTV Awards, but when **Madonna** found out, she called the producers and said there was no way on God's green earth that she was going to be on the same show with **Monica**. Since **Madonna** was one of the main performers, the producers backed down (*Star*).

Meanwhile, **Madonna** plays interviewer in *Vogue* when she chats with photographer **Mario Testino** about repression, artistic vision, and taking a photo of **Princess Diana's** eldest son, **William**.

The "odd couple" pairing of **Burt Bacharach** and **Elvis Costello** is examined in a two-page feature in *Newsweek*. Also, the duo is interviewed in *Entertainment Weekly*, where **Bacharach** says, "One of the best things we have going for us is that there isn't another record like this out." Adds **Costello**, "I can't predict that it will have any presence, because radio's so heavily formatted, and it may not see itself in these songs. But people will see themselves in these songs, which ultimately is more important."

### Unsolved Mysteries

*George* magazine devotes six pages to the unsolved deaths of **Tupac Shakur** and **Biggie Smalls**. **Biggie's** mom, **Voletta Wallace**, asks, "Does Puff Daddy know something about my son's death? Maybe he's afraid to talk. But at least do something. Give a hint."

**Bridget Fonda** has fallen for **Dwight Yoakam** (*Globe*).

**Tammy Wynette's** kids are demanding an investigation of their mom's death. "This has been preying on my mind more each day," says daughter **Jackie Daly**. "We don't know if there was any foul play involved; we just want this resolved" (*Star*).

**THE PATH OF LEAST RESISTANCE** — "As the millennium approaches, we all must look inward and check the fiber and speak the truth. I had a boss, and I didn't like it. I feel free now that there's no daddy to spank me" — "AFKAP" enjoys a painless path. On his "Slave" approach: "Imagine yourself sitting in a room with the biggest of the big in the recording industry, and you have 'Slave' written on your face. That changes the entire conversation" (*Icon*).

### Flashback!

The Glam Rock look is on its way back, says fashion 'zine *W*, which chronicles the trend with photos of **Mick Jagger**, **David & Angela Bowie**, and designers' takes on the look.

Speaking of outside appearances, *Cosmopolitan* enlists the help of mega music makeover artist **Paul Starr** to show readers how to copy the looks of **Netelia Imbruglia**, **Sheryl Crow**, **Sarah McLachlan**, **Jewel**, and **Lauryn Hill**.

**Pamela Anderson Lee** is featured on the *Cosmo* cover and is interviewed inside, not adding much to the reams of press she's done. However, soon-to-be-ex-hubby **Tommy Lee**, fresh out of prison, grouches in *People*. "Out of four months in jail, I probably talked to her 10 times. And I got two letters, if you ask me, that's pathetic."

### Nice To Meet You

"It was kind of neat to eat one of his steaks. He marinates it in Scotch and Italian dressing lol, like, three hours and puts it on the grill," says **Marilyn Manson** guitarist **Twiggy**, who talks about meeting **Don Henley**. **Twiggy**, at the encouragement of **Manson**, later talks about his, er, relationship with pizza dough when he worked at **Little Caesar's**. "I didn't feed it to anyone," he clarifies (*Flying Stone*).

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

## MUSIC DATEBOOK

### MONDAY, OCTOBER 12

- 1957/Little Richard declares he's abandoning rock & roll for religion; five years later he begins performing again, headlining a Liverpool concert with the **Beatles**.
- 1971/Rock & roll pioneer **Gene Vincent**, 36, dies.
- 1975/In New York, **Rod Stewart & The Faces** perform together for the last time.
- 1996/Forty thousand attend **Farm Aid '96** in Columbia, SC; performers include **Neil Young**, **Willie Nelson**, **John Mellencamp**, and **Hootie & The Blowfish**.
- 1997/**John Denver** is killed when the plane he's operating plunges into Monterey Bay, CA.
- Born: **Sam Moore** (Sam & Dave) 1935  
Releases: **U2's** *October* 1981

### TUESDAY, OCTOBER 13

- 1963/Fifteen million BBC viewers are exposed to **Beatlemania** for the first time when hundreds of hysterical fans compete for limited space at a **Beatles** show at the London Palladium.



Meet the Beatles!

- 1980/Johnny Cash is elected to the Country Music Hall of Fame.
- 1985/B-52's guitarist **Ricky Wilson**, 32, dies from AIDS-related complications.

Born: **Sammy Hagar** 1949, **Marie Osmond** 1959

### WEDNESDAY, OCTOBER 14

- 1966/At San Francisco's Fillmore West, **Grace Slick** performs with **Jefferson Airplane** for the first time.
- 1971/Arco Industries sues **John Fogerty** and **Creedence Clearwater Revival** for \$500,000, claiming CCR's "Travelin' Band" was copied from "Good Golly Miss Molly."
- 1996/**Madonna** and **Carlos Leon** become parents to daughter **Lourdes Maria Ciccone**.
- Born: **Justin Hayward** (Moody Blues) 1946, **Thomas Dolby** 1958  
Releases: **Michael Jackson's** "Ben" 1972

### THURSDAY, OCTOBER 15

- 1955/Grand Ole Opry is televised for the first time; guests include **Les Paul** and **Mary Ford**.
- 1973/**Patsy Cline** and **Chet Atkins** are elected to the Country Music Hall of Fame.
- 1976/**Kiki** and **Tina Turner** separate professionally after performing together for 19 years.
- 1993/Director **Oliver Stone** asks **Trent Reznor** and **Nick Cave** to provide music for his forthcoming film, *Natural Born Killers*.
- Born: **Richard Carpenter** (Carpenters) 1945  
Releases: **Fleetwood Mac's** *Rumours* 1976

### FRIDAY, OCTOBER 16

- 1962/The first **Motown Revue** commences in Washington, DC. The two-month tour features the **Supremes**, **Marvin Gaye**, **Little Stevie Wonder**, and the **Miracles**.
- 1968/In London, the **New Yardbirds** (**Jimmy Page**, **Robert Plant**, **John Bonham**, and **John Paul Jones**) perform for the first time.

1972/**Creedence Clearwater Revival** informs the media they are disbanding.

1992/**George Harrison**, **Neil Young**, and **Eric Clapton** salute **Bob Dylan** at **Madison Square Garden**.

Born: **Bob Weir** (Grateful Dead) 1947, **Flea** (Red Hot Chili Peppers) 1962

### SATURDAY, OCTOBER 17

1967/The rock musical *Hair* premieres off Broadway.

1969/After three years, the American Federation of Musicians allows the **Kinks** to return to the U.S. The AFM refused to let the band play in the U.S. following an unauthorized 1966 TV appearance.

1977/**Lynyrd Skynyrd's** last album, *Street Survivors*, is released. The record's cover, depicting the band surrounded by flames, is promptly discontinued when three members of the band perish in a plane crash three days later.

1986/*Sid And Nancy*, a film based on the lives of **Sid Vicious** and **Nancy Spungen**, premieres.

Born: **Gary Puckett** (Union Gap) 1949, **Ziggy Marley** 1968

### SUNDAY, OCTOBER 18

1966/Before 14,500 in Paris, the **Jimi Hendrix Experience** performs for the first time.

1967/*How I Won The War*, featuring **John Lennon** in an acting role, premieres in London.

1990/**Naomi Judd** announces she's abandoning the **Judds** because of her chronic hepatitis. Her daughter **Wynonna** pursues a solo career.

Born: **Chuck Berry** 1926, the late **Laura Nyro** 1947, **Wynton Marsalis** 1961

— Mark Solovicos



69.7 million households

### ADDS

No New Adds

### HEAVY

- AALIYAH Are You That Somebody? (Atlantic)
- AEROSMITH I Don't Want to Miss a Thing (Columbia)
- BACKSTREET BOYS I'll Never Break Your Heart (Jive)
- BARENAKED LADIES One Week (Reprise)
- BEASTIE BOYS Intergalactic (Grand Royal/Capitol)
- BRANDY Unbreak My Heart (Atlantic)
- BRIAN SETZER ORCHESTRA Jump, Jive... (Interscope)
- EAGLE-EYE CHERIE Save Tonight (World)
- EYE 6 Inside Out (MCA)
- EVERCLEAR Father of Mine (Capitol)
- LARRYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)
- HOLE Celebrity Skin (GCC/Geffen)
- JANET Go Deep (Virgin)
- JO JO ZUBIN 2 Money... (So So Def/Columbia)
- MADONNA The Power of Good-Bye (Maverick/WB)
- MARILYN MANSON The Dope Show (Nothing/Interscope)
- MONICA The First Night (Arista)

### STRESS

- BLACK EYED PEAS Joints & Jams (Interscope)
- SHERYL CROW My Favorite Mistake (A&M)
- DMX (FAITH) EVANS How's It Goin' Down? (Def Jam/RCA)
- GOO GOO DOLLS Side (Warner Bros.)
- HOOTIE & THE BLOWFISH I Will Wait (Atlantic)
- JO & MARRIAH CAREY Sweetheart (So So Def/Columbia)
- KORN Got the Life (Immortal/Epic)
- MONSTER MAGNET Space Lord (A&M)
- SHAWN MULLINS Lullaby (Columbia)
- MYA ISLIK THE SHOCKER Movin' On (University/Interscope)
- 'N SYNC Tearin' Up My Heart (RCA)
- ROB ZOMBIE Dragula (Geffen)

### BREAKTHROUGH

- PEARL JAM Do The Evolution (Epic)

### ACTIVE

- ALL SAINTS Never Ever (London/Island)
- FIONA APPLE Across The Universe (World)
- A TRIBE CALLED QUEST Find A Way (Jive)
- CREED What's This Life For (Wind-up)
- DRU HILL (REDMAN) How Deep... (Def Jam/RCA/Mercury/Island)
- EVERYTHING HOOCH (version II) (Blackbird/Sire)
- FASTBALL Fire Escape (Hollywood)
- FAT JOE (PUFF) DADDY Don Cartagena (Atlantic)
- FIVE When The Lights Go Out (Arista)
- FLYS Got You (Where I Want You) (Tramaine/Delicious Vinyl)
- GIN WINE Same Ol' G (Atlantic)
- NATALIE IMBRUGLIA Wishing I Was There (RCA)
- JAY-Z & AMIL-JON Can... (Roc-A-Fella/Def Jam/Mercury)
- R. KELLY Hat On A Baby (Jive)
- MASE (PUFF) DADDY Lookin' At Me (Bad Boy/Arista)
- NEXT I Still Love You (Arista)
- SHAQUILLE N'DALE The Way It's... (TWI&M/A&M)
- JENNIFER PAIGE Crush (Edel America/Hollywood)
- PRAS MICHEL Blue Angel (Ruffhouse/Columbia)
- SEMI-SONIC Singing in My Sleep (MCA)
- XSCAPE My Little Secret (So So Def/Columbia)

Video airplay frozen from Sept. 28-Oct. 4



50.8 million households  
Isaac/Tierney

### ADDS

- BRANDY Have You Ever (Atlantic)
- STEVE NICKS If You Ever Did Believe (Reprise)
- U2 Sweetest Thing (Island)

### XL

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

### NEW

- GOO GOO DOLLS Side (Warner Bros.)
- MADONNA The Power of Good-Bye (Maverick/WB)
- SHAWN MULLINS Lullaby (Columbia)
- U2 Sweetest Thing (Island)

### LARGE

- BRYAN ADAMS On a Day Like Today (A&M)
- BABYFACE You Were There (Epic)
- BRIAN SETZER ORCHESTRA Jump, Jive... (Interscope)
- MARRIAH CAREY Whenever You Call (Columbia)
- EAGLE-EYE CHERIE Save Tonight (World)
- SHERYL CROW My Favorite Mistake (A&M)
- HOOTIE & THE BLOWFISH I Will Wait (Atlantic)
- NATALIE IMBRUGLIA Torn (RCA)
- JANET Go Deep (Virgin)
- SMASHING PUMPKINS Perfect (Virgin)
- SHANIA TWAIN You're Still the One (Mercury)

### MEDIUM

- STEVE NICKS If You Ever Did Believe (Reprise)
- SEMI-SONIC Closing Time (MCA)
- SHANIA TWAIN From This Moment On (Mercury)

### CUSTOM

- ANGGUN Snow On The Sahara (Epic)
- FIONA APPLE Across The Universe (World)
- JOHNNY B. They Don't Know (Y&B Y&B/550 Music)
- BRANDY Have You Ever (Atlantic)
- CHERRY POPPERS DADDIES Brown Derby... (Majic/Universal)
- CULTURE CLUB Miss Me (Virgin)
- EVERYTHING HOOCH (Blackbird/Sire)
- FASTBALL Fire Escape (Hollywood)
- KIRK FRANKLIN Lean On Me (GospoCentric)
- CHRIS ISAAK Please (Reprise)
- R. KELLY Hat On A Baby (Jive)
- MAXWELL Matrimony: Maybe You (Columbia)
- BRIAN MCKNIGHT The Only One For Me (Mercury)
- JENNIFER PAIGE Crush (Edel America/Hollywood)
- LIZ PHAIR Polyester Bride (Mator/Capitol)
- PM DAWN I Had No Right (See Street/V2)
- BUNCA SHEIK Bite Your Tongue (Atlantic)
- SQUIRREL NUT ZIPPERS Suits Are Peeking Up... (Marmoth)
- TEMPTATIONS Stay (Motown)
- LUTHER VANDROSS Nights in Harlem (LW/Virgin)

Video airplay from Oct. 5-11



36 million households  
Lydia Cole,  
VP/Music Programming

### Video Playlist

- LARRYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)
- MONICA The First Night (Arista)
- KELLY PRICE Friend of Mine (T-Neck/Island)
- BRANDY Unbreak My Heart (Atlantic)
- GERALD LEVERT Thinkin' Bout It (EastWest/EEG)
- NEXT I Still Love You (Arista)
- AALIYAH Are You That Somebody? (Atlantic)
- R. KELLY Hat On A Baby (Jive)
- MONICA Touch It (Universal)
- MYA ISLIK THE SHOCKER Movin' On (University/Interscope)

Video playlist frozen from week ending Sept. 25

### Rap City Top 10

- SILKK THE SHOCKER It Ain't My Fault (No Limit/Priority)
- XZIBIT What You See (Loud)
- DMX (FAITH) EVANS How's It Goin' On... (Def Jam/RCA/Mercury)
- KURUPT We Can Freak It (Antra/A&M)
- INDRE AGA N.O.R.E. (Panathy/Tommy Boy)
- MEMPHIS BLEEK (J&R) Z's... (Roc-A-Fella/Def Jam/Mercury)
- LARRYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)
- DEF SQUAD Countdown (Def Jam/Mercury)
- JENNIFER DUPRI 2 Money Ain't... (So So Def/Columbia)
- MOS DEF Definition (Rawkus)

Video playlist frozen from week ending Sept. 25

## TELEVISION

### TOP TEN SHOWS SEPT. 21-27

Total Audience  
(98 million households)

- 1 ER
- 2 Friends
- 3 Frasier
- 4 Jesse
- 5 Veronica's Closet
- 6 CBS Sunday Movie (Forever Love)
- 7 NFL Monday Night Football (Cowboys vs. Giants)
- 8 Touched By An Angel
- 9 CMA Awards
- 10 60 Minutes

### Adults 25-54

- 1 ER
  - 2 Friends
  - 3 Frasier
  - 4 Jesse
  - 5 Veronica's Closet
  - 6 CBS Sunday Movie (Forever Love)
  - 7 Drew Carey Show
  - 8 NFL Monday Night Football (Cowboys vs. Giants)
  - 9 Just Shoot Me
- (tie) Spin City

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

Trace Adkins, Mary Chapin Carpenter, Joe Diffie, Wade Hayes, Patty Loveless, Martina McBride, and Collin Raye perform classic country songs on TNN's *Front Row Center: A Tribute To Tradition* (Monday, 10/5, 10pm ET/7pm PT).

### Friday, 10/2

- Bonnie Raitt, *The Tonight Show With Jay Leno* (NBC, check local listings).
- Dr. John sits in with the band on *Late Show With David Letterman* (CBS, check local listings).
- Squirrel Nut Zippers, *Late Night With Conan O'Brien* (NBC, check local listings).

### Saturday, 10/3

- Sheryl Crow, *Saturday Night Live* (NBC, 11:30pm).



### Monday, 10/5

- Matraca Berg and Aaron Tippin, *Prime Time Country* (TNN, 8pm ET/6pm PT).
- The Family Channel's *Famous Families* debuts with a two-hour look at the Jacksons (9pm).
- Bette Midler, *Jay Leno*.

### Tuesday, 10/6

- Blackhawk, *Prime Time Country*.
- Duncan Sheik, *Conan O'Brien*.

### Wednesday, 10/7

- Lee Ann Womack and the Warren Brothers, *Prime Time Country*.

### Thursday, 10/8

- The Goods are showcased on *Good Things Are Coming*, a VH1 documentary (11pm).
- Third Eye Blind, *Jay Leno*.
- Barenaked Ladies, *Conan O'Brien*.

## FILMS

### WEEKEND BOX OFFICE SEPT. 25-27

- |   |         |
|---|---------|
| 1 <i>Rush Hour</i> (New Line)               | \$21.20 |
| 2 <i>Ronin</i> (MGM/UA)*                    | \$12.69 |
| 3 <i>Urban Legend</i> (Sony)*               | \$10.51 |
| 4 <i>One True Thing</i> (Universal)         | \$4.43  |
| 5 <i>There's Something About Mary</i> (Fox) | \$4.43  |
| 6 <i>Simon Birch</i> (Buena Vista)          | \$2.59  |
| 7 <i>Saving Private Ryan</i> (DreamWorks)   | \$2.51  |
| 8 <i>Rounders</i> (Miramax)                 | \$2.36  |
| 9 <i>Blade</i> (New Line)                   | \$2.00  |
| 10 <i>Ever After</i> (Fox)                  | \$1.31  |

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

**COMING ATTRACTIONS:** Will Ferrell and Chris Kattan bring their *Saturday Night Live* roles to the big screen in *A Night At The Roxbury*, which opens this week. The film's *DreamWorks* soundtrack sports two versions of Haddaway's "What Is Love" (the 7" mix and the "Refreshment Extra Radio Mix"), as well as cover tunes by Cyndi Lauper (the Trampms' "Disco Inferno"), 3rd Party (M's "Pop Muzik"), Tamia (Wham's "Careless Whisper"), and N-Trance (Rod Stewart's "Stewart's 'Do Ya Think I'm Sexy'"). The album also contains Faithless' "Insomnia," La Bouche's "Be My Lover," Ace of Base's "Beautiful Life," No Mercy's "Where Do You Go," Jocelyn Enriquez's "A Little Bit of Ecstasy," Bambooz's "Bamboogie," and Robi Rob's *Club World's* "Make That Money."

Twisted Sister frontman Dee Snider wrote, co-produced, and stars in *StrangeLand*, which also opens this week. The film's *Shooting Gallery/TVT* soundtrack sports a reunited Twisted Sister's "Heroes Are Hard To Find," as well as covers of the group's "Captain Howdy" and "Street Justice" by Crisis and dayinthelife, respectively. Coal Chamber's "Not Living," Snof's "Absent," Sevendust's "Breathe," and cuts by Marilyn Manson, Megadeth, Anthrax, Pantera, Soulfly, Kid Rock, hed(pe), and Nashville Pussy complete the ST.



### CONCERT PULSE

Pos. Artist	Gross (in 000s)
1 JIMMY BUFFETT	\$1053.5
2 OZZFEST '98	\$802.5
3 DAVE MATTHEWS BAND	\$780.7
4 ELTON JOHN	\$729.6
5 METALLICA	\$667.9
6 PHSX	\$665.1
7 PAGE/PLANT	\$652.6
8 LILITH FAIR	\$617.7
9 JANET JACKSON	\$613.7
10 SPICE GIRLS	\$535.9
11 PEARL JAM	\$528.8
12 ROD STEWART	\$510.8
13 "FURTHUR FESTIVAL"	\$494.4
14 BEASTIE BOYS	\$433.6
15 SHANIA TWAIN	\$423.3

Among this week's new tours:

- SHIRLEY BASSEY
- CRUMB
- GOMEZ
- HERBIE HANCOCK & THE HEADHUNTERS
- MOTLEY CRUE
- RUSTED ROOT
- WHY STORE

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

## VIDEO

### NEW THIS WEEK

• **VH1 DIVAS LIVE** (Epic)  
The video companion to the CD of the same name, this collection originally aired on VH1 and features performances by Mariah Carey ("My All," "Make It Happen"), Celine Dion ("The Reason," "My Heart Will Go On"), Gloria Estefan ("Turn The Beat Around," "Heaven's What I Feel!"), and Shania Twain ("Man! I Feel Like A Woman," "You're Still The One"). Aretha Franklin duets with Carey on "Chain of Fools," while all five "divas" perform "You Make Me Feel Like A Natural Woman" and "You've Got A Friend" with Carole King, who penned both songs.

**'Star' Wars**

Continued from Page 1

breaks. The Prophet system then merges the individual units together for broadcast later. In the studio itself, the jock is only responsible for the content of his or her scheduled breaks. The mundane tasks of pulling music, segueing songs, and running commercials are all handled by the software.

**PD Runs The Show**

While the system itself may seem to take a great deal of control out of the hands of the program director and the programming staff, the opposite is actually true. The reason is that the Prophet system depends on three things to run properly, and how these elements interact is entirely under the control of the PD. As Capstar Sr. VP/Programming Jack Taddeo says, "If you're lazy, this is not for you."

The first element, as mentioned, is the actual content, whether it is a commercial, a song, or a jock break. The second element is the order in which these individual programming units come across the airwaves. The third element is how the programmed elements will actually overlap as they merge into one another.



Jack Taddeo

On a practical level, as with any station, the PD starts with a scheduling program. Once the PD creates his or her log, it not only lets the programming and air staffs know what they are responsible for in the way of content, it also provides the Prophet system with the order, name, and time of programming units it needs to process on the air. After each commercial, song, and jock break is recorded, coded, and saved to the hard drive, it is placed in the broadcast queue within the system.

The system relies on preprogrammed codes to let it know how to handle segues. Generally, the MD or PD will mark fade codes on each song, the production director will mark fade codes on production elements and commercials, and the jock works seamlessly between them. If a PD is especially detail-oriented, he could conceivably hand code every production element and song, creating a station where every segue runs exactly the way he or she has planned it.

The result is a station where what comes through the speakers sounds exactly the way the programmer intended it when he put together his or her logs several days before. It is a concept that frightens many in the industry and is misunderstood by even more.

**'Better Than Live'**

"For the jocks, the focus is on performance," Furst explains as he walks me through the Austin facility. "It should give them more time to plan, prep, and do breaks that are solid. If they don't like it, they can go back and redo it. We have jocks now who don't even do shows the way we are used to seeing radio shows being done. Rather than doing each break from the beginning of the shift to the end, they'll cut most of the breaks for the show and then work the phones for entertaining moments, putting them into open slots throughout the shift. A jock never has to do a live break. They can if they want to."

Continued on Page 94

**CBC**

Continued from Page 1

powered AM affiliates that could increase market penetration. Klaas characterized CBC as a "desperate, desperate company making terrible mistakes — another victim of a tough business to crack."

Klaas also lambasted the motives of CBC CEO Christopher Dahl in bringing the lawsuit. "We are participating in another of Mr. Dahl's high-risk investments," Klaas charged. "He was in the children's radio business, and now he is in the lawsuit business."

Klaas termed the CBC-Disney deal a mere "rep deal, not an unusual deal, a one-star contract, like a one-star restaurant or a one-star movie. One clue was a 90-day-out clause for either party," a relatively quick split that indicated this was far from an engagement to be married or do business together as CBC would argue in asking for damages.

Klaas repeatedly alluded to a contentious questioning session with Dahl during the trial. "Even Mr. Dahl, if asked 15 times, eventually has to say there isn't anything in this contract to keep ABC from competing with CBC at any time."

Arguing that ABC's move into children's radio was logical once it was bought by Disney, Klaas said, "If you were being bought by Disney — being bought by the largest producer of children's programming — it would be logical to go into children's radio," given ABC's radio expertise. "Everybody, including Mr. Dahl, knew ABC was coming."

Klaas argued that CBC's damage claim was wildly inflated and not based on the actual agreement. "In U.S. District Court, we're in the business of trying cases about the contracts people made, not about contracts they wanted." He tried to minimize CBC's underdog status: "It's no shame that people like Disney have an enormous advantage over people like CBC ... Competition is something we're for in the United States."

Klaas noted that CBC's Radio Aahs had been marketed on ESPN Radio, among other ABC-owned properties. He said Disney's failure to produce sales was because CBC cut short the selling campaign midway into '96, meaning Disney only sold for the first and second quarters, the year's two slowest.

Klaas asserted that Disney exhibited "reasonable efforts" to find affiliate leads. He called CBC's product an "unrated, weak-signaled, unrested product," and said Disney's venture was much different, backed by bigger pockets, bigger research and development, and bigger station signals that the undercapitalized CBC could never afford.

He also mocked CBC's format, noting that the company did not even put

it on its own O&O station in Houston. "They make money on Christian radio, they don't make money on Radio Aahs," Klaas noted. CBC has gained \$37.7 million from station sales as AM prices have gone "straight up." He then pointed out that CBC witnesses all have shares in the company, and thus have an interest in a winning verdict.

**'Offensive Idea'**

Klaas engaged in hissy fits with CBC's attorney, Thomas Cullen. At one point, even though Cullen went after him, Klaas said, "Every time Mr. Cullen gets up, he'll talk about 'Children's this,' 'Children's' that. The company is 'CBC.' He's being manipulative."

But Cullen termed Klaas' accusations as "one really offensive idea. Mr. Dahl spent years on [the concept], not to build a lawsuit, but to build a business," Cullen explained that the damage request was based on CBC's share of a successful CBC/ABC partnership. "I don't think Mr. Dahl and his other investors came together in 1992 to build a lawsuit for 1998."

"Why would ABC bother with the company Mr. Klaas presented to you?" asked Cullen. "What was the point?" He said nothing had to be labeled as confidential, but that all was assumed. Quoting from the contract, he said, "All info developed by either party ... shall be kept confidential."

"We don't know if they could sell new affiliates because they never tried," Cullen said. He noted that ABC took sales fees out of the budget months before the agreement with CBC was terminated with 90-day notice, indicating bad faith.

Cullen argued ABC's consideration and ultimate rejection of a partnership, purchase, or licensing deal was "to keep

us from getting another partner to capitalize on the operation."

Cullen told jurors that the trade secrets were more than what Klaas made of them, including a breakdown of music into nine categories corresponding to daypart planning. "They say this information is readily available, but getting it from us took away our advantage of time and money [spent]."

He said prospect lists had value, such as exactly who was called how often and with what arguments. "If you tried to snatch that information off a salesman's desk, he'd slap you silly," Cullen said.

Cullen noted that getting CBC's rates allowed Disney to figure out how to compete. He said the Arbitron information included raw data that was not readily available and could be more fully analyzed to give Disney an unfair advantage.

Cullen argued repeatedly, pressing for big damages, that children's radio was a "big idea. They strung us along, took advantage of our information in planning a competitor, and then blew us off when they established it was a big idea."

CBC was arguing for damages based on projections made in June '95 about a successful ABC-CBC collaboration (these are CBC's projections). The projections showed the deal would produce \$130 million in profits, that Disney would take out its 17% in warrants, and that CBC's incoming assets were valued at \$24 million; the remaining "lost opportunity" would be hiked by 40% to account for taxes that would have to be paid, equaling the \$177.2 million figure.

"We were robbed of the opportunity," Cullen asserted. "The \$177.2 million is what it would take to make our business whole."

**Changes**

Continued from Page 14

Lee grabs similar duties at KPRR/E Paso and is replaced by Rebecca Cruz, who comes from cross-town sister KMRK ... WSTO/Evanston, IN night-timer Rob Calhoun exits ... KCLD/St. Cloud, MN MD/middlayer Cheryl West is the new middlayer at WZOK/Rockford, IL ... WKMX/Dothan, AL nighttimer Mark Elliott moves to part-time as Parker McKay joins for nights ... WJMX/Florence, SC appoints Justin Chase Research Dir.

**Country:** KYCW/Seattle part-timer Kevin Fleming is upped to full-time nights. Also, former KRKT/Albany, OR PD/afternoon driver Mike Peterson joins 'CYW for pm drive duties.

**Rock:** KINK/Colorado Springs, CO debuts its new weekly one-hour pro-

gram, *KINK's World Of Music*. It is heard on Fridays at 11pm and highlights different, lesser-heard music genres from the U.S. and around the world.

**News/Talk:** WTAM/Cleveland adds John Webster and Casey Coleman to existing morning man Bill Wills to create the *Wills, Webster, and Coleman* morning show ... *Judy Jarvis Show* adds KTOK/Portland to its affiliate family.

**Records:** Joy Gilbert rises from Prod. Mgr. to Assoc. Dir./Mktg., and Randy Haecker is named Mgr./Media Relations at Legacy Recordings ... At Elektra Ent. Group, Paul Uterano is appointed Reg'l Mktg. Dir./Northeast. Andrew Hilsburg is tapped Nat'l Sales Mgr., and Mike Barnes becomes Reg'l Mktg. Dir./Chicago ... Carol Lee is hired as VP of Rhino Records' children's/family imprint, Kid Rhino ... Jeb Hart takes VP/Mktg., U.S. duties at Sony Classical.

**Premiere**

Continued from Page 3

Following the changes, Sr. VP/Eastern Sales Mike Connolly, VP/Midwestern Sales John Keller, Sr. VP/Western Sales Sue Swenson, and VP/Talk Programming Sales Jack Nail will report to Landau and Williams.

**Gilmer-Rowser**

Continued from Page 3

A seven-year Detroit radio veteran, Gilmer-Rowser held various positions before joining WJLB, including stints at WQUE/New Orleans, WIGO/Atlanta, KYOK/Houston, KRBE/Houston, and WWWZ/Charleston, SC.

**Florida**

Continued from Page 1

I've never stopped learning from him. While our styles and perspectives are often different, we have an unusually effective partnership that has enabled the company to thrive in recent years. We're well-positioned for future success, and I look forward to continuing to assist Joe in enhancing Entercom's fortunes for many years to come."

David Field has worked for Entercom as Sr. VP/Operations, VP/Corporate Development, VP/Finance, and VP/GM for various stations. Prior to joining the company, he was an investment banker with Goldman, Sachs & Co.

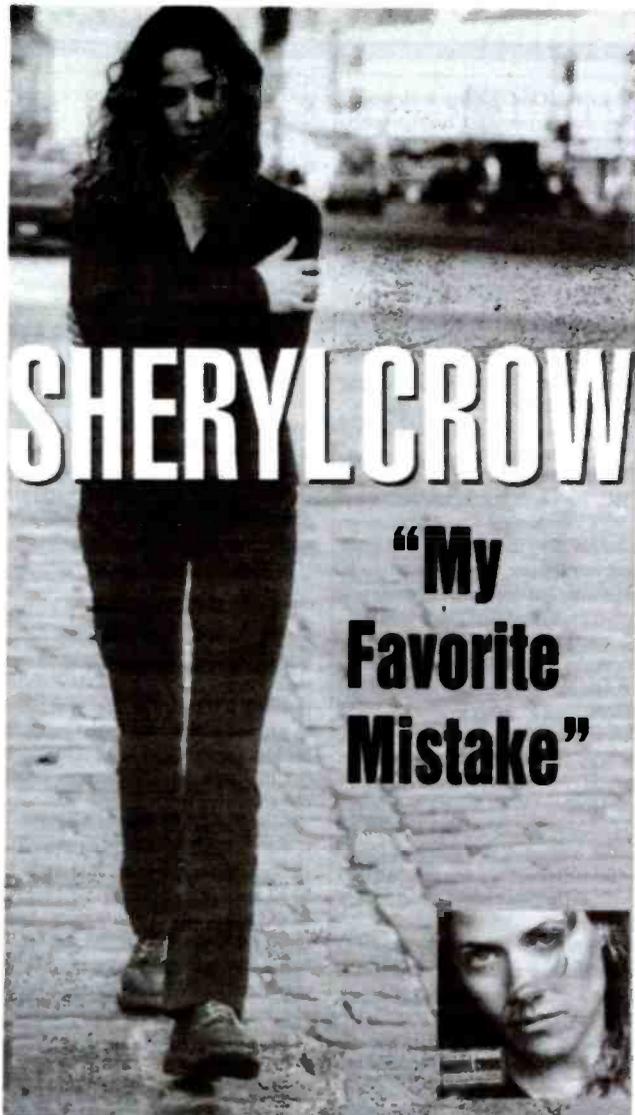
**Bloomberg BUSINESS BRIEFS**

Continued from Page 4

the firm to increase the amount of 9% notes available to \$750 million from \$500 million. The Company will use proceeds from the sale to pay down bank debt.

**WPEZ To Get Closer To Atlanta**

The FCC ruled last month that U.S. Broadcasting's WPEZ-FM/Macon, GA can change its community of license to Hampton, GA — despite the objections of Cox Radio. Cox said in comments filed with the commission earlier this year that Hampton — only five miles from Atlanta — is part of the Atlanta market, and hence WPEZ should not be considered as "the community's first local aural service." The commission disagreed, saying that Hampton is not part of Atlanta according to the 1990 census.



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**Georges Roars And Radio Reacts**

**A**s Hurricane Georges slammed into the U.S. twice — first in the Florida Keys and then on the Gulf Coast near Biloxi, MS — it left a lot of damaged equipment, tired broadcasters, and great stories in its wake.

- At the height of the storm early Sunday morning (9/26), the skeleton crew manning News/Talk **WVMI/Biloxi** heard what sounded like an explosion directly overhead. As it turned out, a microburst had torn a two-foot hole in the station's roof right above the control room! But **WVMI** kept broadcasting, even as water leaked onto its control board, computers, and microphones ... and as blue flames began shooting out of a power box. About 10 minutes later, the station completely lost power and went off the air. Concerned listeners called police, who arrived at **WVMI** to find loose power lines arcing on top of the building. The station's crew was forced to evacuate in driving rains and winds blowing up to 120 mph. Station GM/partner **Gary Michiels** told **ST**, "It's probably the most dramatic moment I've ever had in broadcasting ... almost movie-quality material." **WVMI** was able to sign on the next day.

- Preparing for Georges' landfall, the **Coast Radio Group's** four Biloxi stations were doing a trial run of their emergency generator on Sunday, only to have it burn out! Somehow, they bought a new one, had it trucked in from Jackson, MS, and got it running by the time the storm hit that night. While problems at the transmitter site knocked its two AM stations off the air, Country **WZKX** stayed on the air the entire time with an all-info format, and Oldies **WGCM** made it through the initial torrents, only to be temporarily silenced afterward by a failed cable on the tower.

- All five of Gulf Coast Radio Partners' Biloxi stations were knocked off the air Monday morning (9/28). Three of them were back on the air by Tuesday evening, and the other two were expected to return on Wednesday.

- Capstar's Country **WKNN** and AC **WMJY/Biloxi** stayed on the air through Georges' fury, abandoning their formats to

simulcast information from the studio and from station personnel reporting from civil defense shelters' across the city.

- Urban **WJZD/Biloxi** began losing its signal intermittently on Sunday before completely losing it at the height of the storm. PD **Rob Neal** expected to have the station up and running on Wednesday. "It's an incredible experience," Neal told **ST**, "but one I can do without. We're just in the planning stages of our recovery efforts ... it's far from over."

- **CHR WLNF/Biloxi** suffered a similar fate, losing its signal Sunday through Wednesday. VP/Programming **Scott Sands** says the station is already teaming with a local newspaper to sell "hurricane headline" T-shirts to raise money for relief efforts.

- To the east, **WAVH & WZEW/Mobile** played good Samaritans, providing electricity from their own generators to Mobile Police Precinct 2, which lost power when its own generator failed.

- Clear Channel's Mobile cluster got to put its Gulf Coast StormAlert Network into action, teaming with a local TV station and its Pensacola and Panama City sisters to produce a TV/radio simulcast tailored to listeners rather than viewers. Country **WKSJ** is already planning a benefit concert, while the entire cluster is also coordinating relief efforts with Clear Channel stations in other markets.

- In the Florida Keys, many stations were forced off the air, but **WCNK/Key West** stayed on despite losing its satellite dish and pieces of its roof, and staffers at **WFFG-AM & WGMX/Key West** left their post only for a couple of hours when forced out by the storm surge.

- Before Georges even hit the U.S., **WKTUNY** already had its promotional posse in gear, arranging a benefit concert for next Thursday (10/8) to raise money for victims of the storm in the Caribbean and U.S.

**When Will Lon Sleep?**

Congrats to **R&R** Country Editor **Lon Helton**, who was elected President of the

Continued on Page 28

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## STREET TALK®

Continued from Page 26

Country Music Association last week during the CMA's membership meetings. He'll serve alongside **Bud Wendell**, who was named CMA Chairman of the Board.

### Consider The Bar Raised

OK, so the "living on the billboard for charity" bit isn't exactly new, but the promotional undertaking by WZGC (Z93)/Atlanta's morning team is breathtaking: **Gary McKee & Marcia Shipley** will be sharing a loft aloft until listeners donate an unbelievable \$930,000 for a pair of local children's hospitals. PD Dwight Douglas tells ST the station has made provisions for the duo to live 65 feet above Peachtree St. for at least a month. First-day donations were \$22,000, and Z93 will aid the effort with promotions, including a pledge drive that'll award the top-earning area high school with a private concert by a superstar band.

### Couple Finds G's Spot

WDCG (G105)/Raleigh's **Bob & Madison Showgram** devised a steamy stunt to generate some heat on the first day of the fall Arbitron. One lucky couple spun the "Wheel Of Whoopie" to find out where they'd have to "make whoopie" to win. The chosen location: a restroom in the offices of crosstown WRAL! The couple fulfilled their end of the bargain — broadcasting live via cell phone — and although 'RAL called police, the couple was able to finish a quickie and escape before the cops could arrive.

### Mixed Media, Mixed Results

Last Wednesday night, CBS stood for "Country Beats Sitcoms," as the 32nd annual CMA Awards show drew an estimated 36 million viewers and dominated in all key demographics. It placed ninth overall for the week with a 12.3 rating/19 share.

Meanwhile, the return of new *Saturday Night Live* episodes to NBC spelled trouble for *The Howard Stern Radio Show*, which fell to a 2.7 rating. That's a drop of more than 40% from Stern's opening-night numbers.

On the horizon, look for AMFM syndicated radio icon **Casey Kasem** to become the host of the new syndicated TV quiz show *100%*, in development for January

### Rumbles, Pt. 1

- WBOS-FM & WSJZ-FM/Boston GM **John Laton** takes on consulting duties for all five of Greater Media's Boston stations.

- Country WBBS/Syracuse APD/MD/middayer **Meg Stevens** is elevated to PD.

- After protracted contract negotiations with KRXQ/Sacramento, **Justin Case** leaves the station's *Rise Guys* morning show. He's replaced by Imaging/Creative Services Director and late-night jock **Chris Rice**.

- WVEE (V-103)/Atlanta morning co-host **Carol Blackmon** exits after 12 years at the station.

- **John Webster** and **Casey Coleman** join all-News WTAM/Cleveland's morning team.

- Active Rock KPOI/Honolulu OM **Jeff Blazy** takes over morning drive; PD **Brock Whaley** segues from mornings to afternoons.

- WCMF/Rochester OM/DP **Harry Jacobs** segues to Station Manager for Classic Rock WIZN and Alternative WBTZ/Burlington, VT. He'll consult WCMF for the next month and assist in the search for a replacement PD.

- WMKC-FM/Northwest Michigan PD morning host **Chris Kelly** segues to WDSD-FM/Wilmington, DE as PD/afternoon driver.

- At KFGE/Lincoln, NE, acting PD **Dave Shepel** officially gets the gig.

- **Scott Kelly**, formerly MD at WWZD/Tupelo, MS, joins crosstown Country combo WWMS-FM & WZLQ-FM as OM/DP.

- **Thom King**, GM of McDonald Media Group's KVEN, KBBY & KHAY/Oxnard-Ventura, CA and KHTY & KMGQ/Santa Barbara, CA, resigns.

1999, and CBS' Eyemark Entertainment has confirmed its plans to roll out an hour-long talk show next fall hosted by WOR radio psychologist **Dr. Joy Browne**.

### Morning Miscellany

WPLJ/New York is ending its syndication of **Scott Shannon & Todd Pettengill's** morning show after two years. VP/Programming **Tom Cuddy** told ST, "Going into the fall book, we've decided to put our emphasis on our local show. We found we were eliminating a great number of things we could do locally because of the national scale of the show." The show's six affiliates were notified last week of the program's last national broadcast, which will take place on October 16.

Thirteen-year KLVE/L.A. morning host **Pepe Barreto** was placed on indefinite leave following Wednesday's show by station Pres./GM **Richard Heftel**, who vowed to take him off the air if a new contract wasn't agreed upon prior to the fall Arbitron. But it didn't last long —

Continued on Page 30

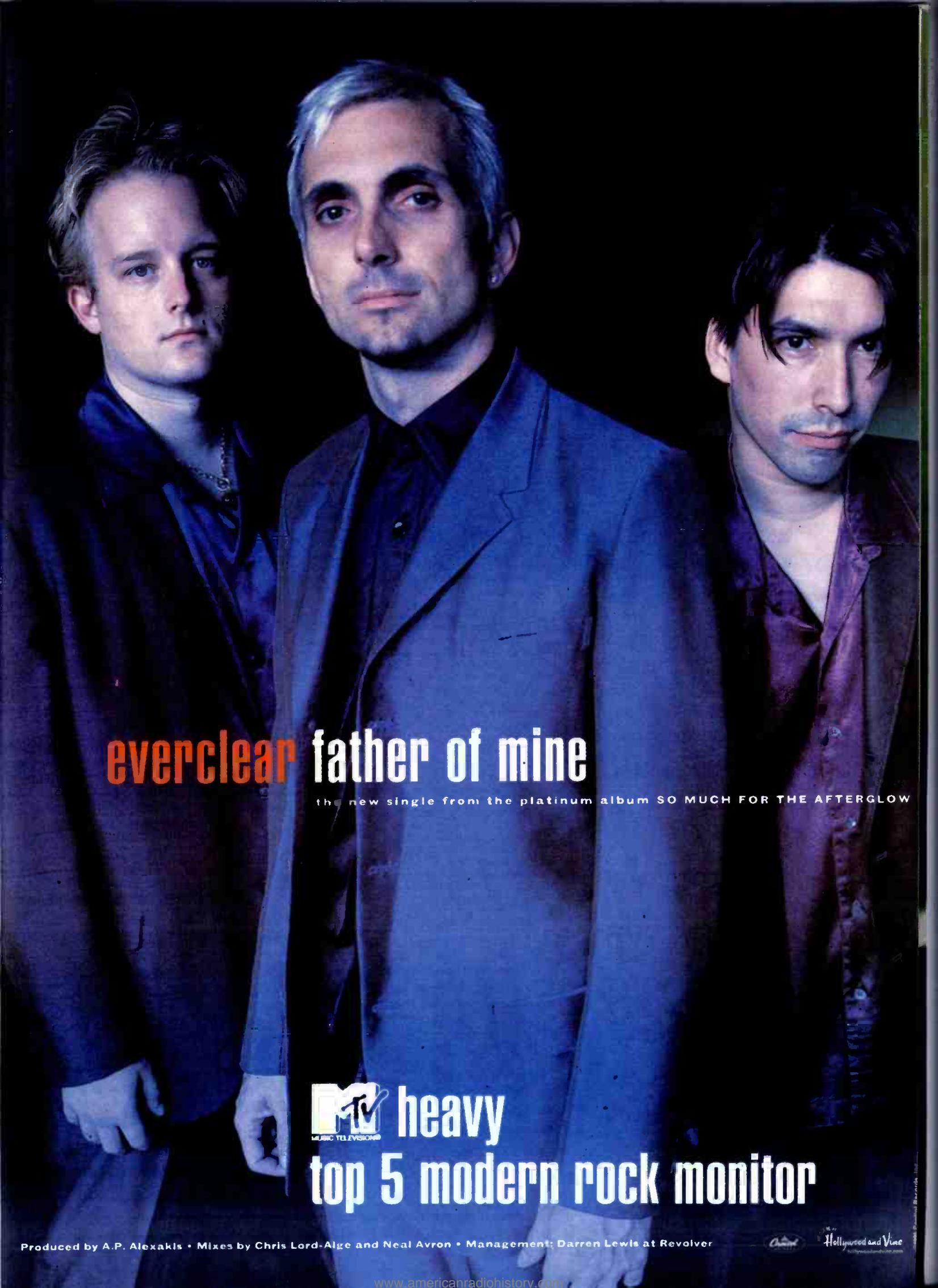
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## Rumbles, Pt. 2

- Former WPKX/Springfield, MA PD **Al Brock** joins Oldies **WWBB-FM/Providence** as PD.
- Format flips: **WVAF (V100)/Charleston, WV** from Hot AC to CHR/Pop; **WVWX/Bangor, ME** from Soft AC to CHR/Pop; **KBAT/Midland-Odessa, TX** from Rock to CHR/Rhythmic; **KLZK/Lubbock, TX** from Classic Rock to CHR/Rhythmic; and **WMJQ/Buffalo** transitions from AC to Hot AC.
- A pair of NAC/SJ stations went Country this week: **WSMJ/Richmond** and **WEZV/Lafayette, IN**. **WSMJ** is getting new calls and a new frequency as well.
- Did **KGGI/Riverside PD** **Diana Laird** turn down the PD gig at Cox's **WBLI/Long Island** after a last-minute save by **KGGI VP/GM Bob Ridzack**?
- Hot AC **WSNE/Providence APD/MD Harmon Dash** exits.
- **WKXJ/Chattanooga** shifts from CHR/Rhythmic to CHR/Pop under PD **Scott Hamilton**. Crosstown **WDDO** morning drivers **Jack & Jason** take over mornings there, **APD/MD/nighttimer Bobby Corona** segues to afternoons, and **Dr. Dave** moves to nights.
- **KLRS/Chico, CA PD/MD Christopher Calr** resigns to take nights at new **CHR/Pop KDND/Sacramento**. **KRQR PD Eric Brown** takes on similar duties at co-owned **KLRS**. **Brown's** replaced at **KRQR** by **APD/MD Don "Stimpy" Wilson**, who will continue to handle music calls. **KLRS evening talent Whitney Tancred** is upped to MD.
- **KRSQ/Billings, MT PD Michael Knight** has been named PD at new **CHR/Rhythmic KBTE/Corpus Christi, TX**.
- Former **KZII/Lubbock, TX MD Brent Henslee** joins co-owned **KCHX/Midland-Odessa, TX** as PD/middayer.
- **WXXM/Myrtle Beach, FL** appoints **Jack Degan OM, Mike Ward PD, and Kosmo MD**.
- **WOWZ & WOWB/Utica, NY PD J.P. Marks** adds OM stripes for the simulcast, as well as co-owned **WLFH-AM & WBUG-AM & FM**.
- **WDRQ/Detroit** morning drivers **Joe Mama** and **Shawn Dion** exit. Co-host **Trixie Deluxe** stays on-board, while **nighttimer Domino** segues to mornings on an interim basis.
- Former **WBBM-FM/Chicago** morning show producer **Jeff Andrews** (a.k.a. **Jeff Sharky**) and **WDJX/Louisville** personality **Shelli Sexton** join **WKRC/Cincinnati** for mornings.
- **WMRV, WMXW & WMRV/Binghamton, NY** promotes **Jacko** to OM.
- Former **WKSS/Hartford** nighttimer **Dave Vayda** (a.k.a. **Artie The One-Man Party**) is named **APD/middayer** at new **CHR/Pop WLDI/West Palm Beach**.
- **KPLZ/Seattle** Programming Coordinator **Aleisa Hashimoto** adds MD stripes.
- **WRKI/Danbury, CT** morning host **Mary Scanlon** adds MD duties.
- **Backstage Productions** President **Jim Darby** adds Exec. Producer duties for **Jones Radio Network-syndicated Nashville Nights**.



**PROMO OF THE WEEK** — This one's in the bag, and it shipped gold! **Cyber Records** sent the new **Diner Junkies** single, "X (Lucy Say Goodbye)," with a velvet bag emblazoned with the band's mission statement. Inside, it carried a little gold nugget, and we here at **ST** really dug it.

Continued from Page 28

**Barreto** was back on the air Monday (9/28) with a new contract. Does that contract also include a syndication deal for **Barreto**?

**Robert Murphy** will return to Chicago after three years at **WRMF/W. Palm Beach**.

## RADIO RECORDS



- 1
- **Chancellor Media** sets up **AMFM Network**; **David Kantor** tapped to run as Sr. VP.
  - **Lyn Andrews** advances to President of **ABC Radio Networks**.
  - **Brian Ongaro** named **KDGE & KZPS/Dallas VP/GM**.
  - **Dave Kerr** elevated to **WKQI/Detroit** Station Manager.
  - **Jeff Cochran** chosen as **KEZK/St. Louis PD**.
- 5
- **Andy Bloom** boosted to VP/Programming for **Greater Media**.
  - **Paul Marszalek** recruited as **KFOG/San Francisco PD**.
  - **Brian Whittemore** upped to PD of **WBZ/Boston**.
  - **Andy Ludlum** named PD of **KING-AM/Seattle**.
  - **M.J. Kelli** given PD chair at **WOVV/West Palm Beach**.
- 10
- **WTG Records** debuts with **Jerry Greenberg** as Sr. VP/GM.
  - **Randy Bongarten** becomes Regional VP/Operations for **Emmis**.
  - **Ricky Tatum**, who started as an intern for **KACE/Los Angeles**, is named GM.
  - **Chuck Southcast** selected as **KMPC/Los Angeles PD**.
  - **Dennis Day** named **WQXY/New Orleans PD**.
- 15
- **Frank Kabala** is upped to President of **Greater Media**.
  - **Jay Hoker** elevated to VP/Radio Division at **Belo Broadcasting**.
  - **Dan Griffin** gets the **WRKO/Boston VP/GM** chair.
  - **Gary "Fuzzy" Heron** becomes PD of **KCBO-FM/San Diego**.
- 20
- **Bill Sommers** promoted to GM of **KLOS/Los Angeles**.
  - **Bruce Holberg** set as VP/GM of **WMMR/Philadelphia**.
  - **Lee Michaels** appointed OM of **WGIV/Charlotte**.
  - **Guy Zapoleon** named MD of **KRTH/Los Angeles**.
  - **K-Love Broadcasting** buys **KTNQ/Los Angeles** for \$8 million; plans to go Spanish.
- 25
- **Dr. Don Rose** joins **KFRC/San Francisco** for mornings.
  - **Steve Warren** named PD of **WAVZ/New Haven**.
  - **B/EZ WFAA-FM/Dallas** becomes **Rock KZEW**.
  - No. 1 Top 40: **Cher/Half Breed**; No. 1 Country: **Ray Price/You're The Best Thing**

He's inked with **Big City's AC simulcast WXXY & WYXX** to handle mornings, starting **January 4**.

**KPWR (Power 106)/L.A.** is the latest station to reach into the music world for a new personality: It's hired **Funkdoobiest** member **Sondoble** for nights. He replaces **Ricky Fuentes**, who stays on for weekend/swing duties.

## Records

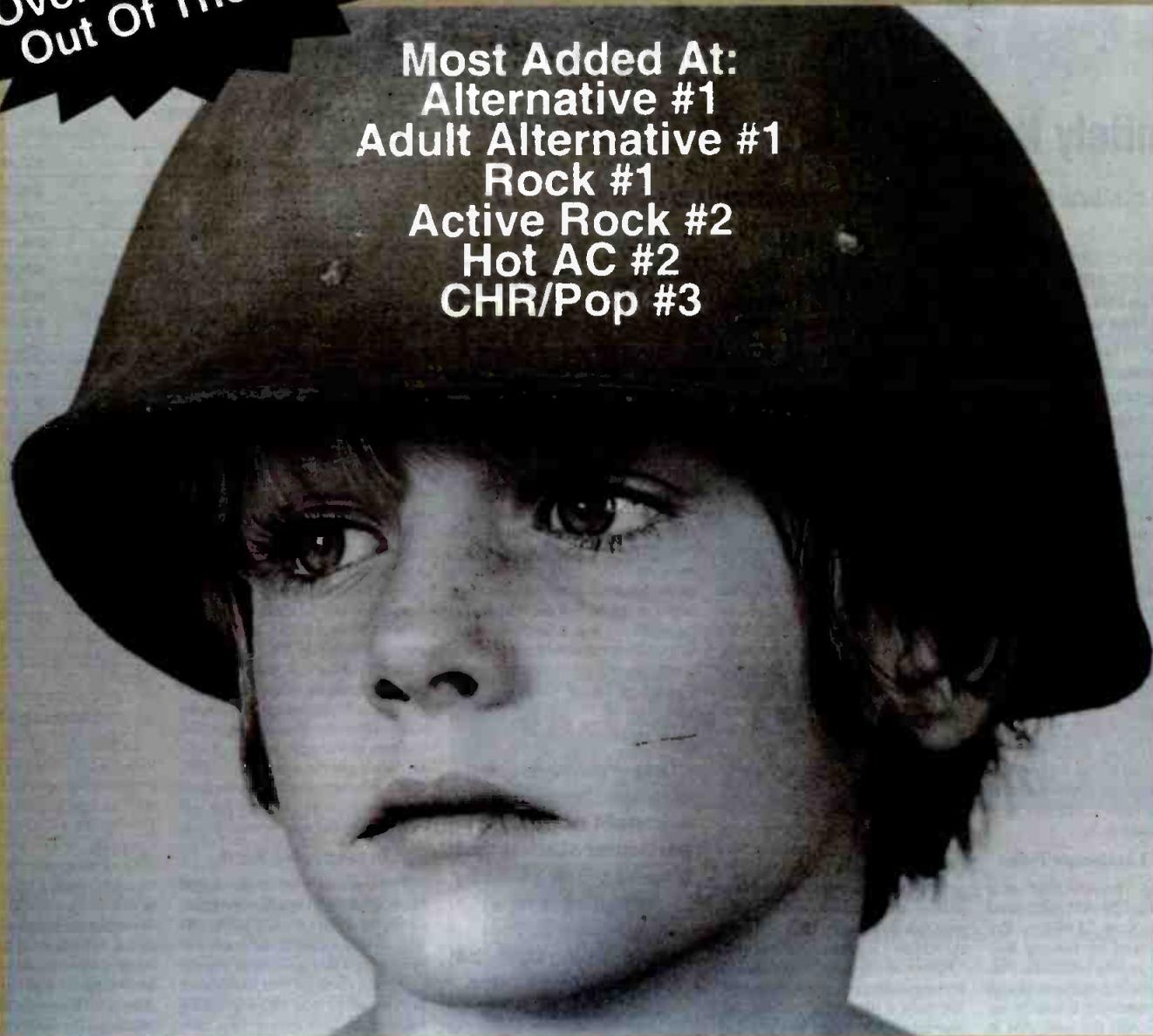
- **Steve Lake, Sr. Dir./Nat'l Promotion** for **All American Music Group** (formerly **Scotti Bros.**), leaves after 18 years to pursue other opportunities.

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Add



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AL PETERSON

## Definitely Not Your Dad's AM Radio Dial!

■ Study confirms AM band offers variety and outstanding sales demos

Do you remember the days when AM radio was king? Most of us now in Talk radio grew up during AM's glory days in the 1960s and '70s, when "Boss Radio" ruled and FM stations were considered to be more of a nuisance than any sort of an asset to many operators of those legendary Top 40s. But as music radio migrated seemingly overnight to the FM band, by the early 1980s AM radio's future was looking bleak at best.

Fast forward to the early 1990s. Talk radio, long a format staple of the AM dial, entered into a phenomenal expansion phase that would ultimately see it grow to become the most-listened-to format in America before the end of the decade. Fueled by a whole new style and breed of both local and national talk hosts — led in the early days of this so-called new era of Talk radio by Rush Limbaugh — suddenly AM radio stations were red-hot again, delivering audience shares and demographics that were the envy of many of their FM sister stations.



Michelle Skettino

### The AM Landscape Today

"Scanning The AM Dial" is a new analysis of the AM radio band in the nation's top 25 metros. Recently released by Interep Research, the report confirms that there is a growing excitement and much programming diversity on AM radio across the land. AM is home to numerous popular local talk show hosts and an ever-growing list of successful nation-

ally syndicated talkers including the aforementioned Limbaugh, along with many others such as Dr. Laura Schlessinger, Art Bell, Michael Reagan, Bob Grant, Dr. Joy Brown, John and Ken, Dr. Dean Edell, Ollie North, Judy Jarvis, Tom Leykis, Joey Reynolds, Doug Stephan, and G. Gordon Liddy.

AM radio today is more salable than ever! In fact, in the top 25 Arbitron markets, the study uncovered more than 16 formats on the AM dial, including not only News/Talk, but also Hispanic News and Talk, all-Sports, Adult Standards, Gospel, and a growing number of stations venturing into the world of kid's programming.

Interep's Michelle Skettino, author of the newly released report, which is based on Spring '98 Arbitron figures, remarked, "These new formats and news-making talk personalities benefit not only a particular station, but also all of AM radio by exposing a new audience to the programming the AM dial has to offer. While many AM stations are in-

stitutions in their markets, the ability to attract new listeners is always important." Since the majority of News/Talk stations are on the AM dial, this week we'll review the results of Interep's latest study. The findings should prove to be very good news for News/Talk, and, for that matter, all AM sales executives!

### News And Talk Dominate

As one would expect, those stations classified formatically as News/Talk, All-News, or Talk dominate the AM dial, commanding more than half of all AM listening between them. But the AM dial is far from the talk-dominated landscape that most would assume it to



**These news-making talk personalities benefit not only a particular station, but also all of AM radio by exposing a new audience to the programming that the AM dial has to offer.**

—Michelle Skettino



## America's Top 10 AM Radio Markets

According to Interep's "Scanning The AM Dial" report, here are the best markets in America in which to operate an AM station. All percentages are Monday through Sunday, 12+, from a review of the top 25 metros. All figures are from the Spring '98 Arbitron.

San Francisco	27.6%
San Diego	24.8%
St Louis	24.7%
Seattle	24.1%
Chicago	23.9%
Boston	22.9%
Pittsburgh	22.8%
Miami	22.4%
New York	21.8%
Detroit	21.7%

(Note: Just missing the top 10 markets by a mere tenth of a percent is Kansas City, with an overall AM listening share of 21.6%.)

be. Other formats you'll find doing quite well, thank you, are Religious (12%), Hispanic (11%), Sports (10%), Adult Standards (9%), Gospel (9%), Hispanic News/Talk (4%), Urban (4%), Full-Service/Variety (3%), Contemporary Christian (2%), AC (2%), Country (2%), and stations offering programming aimed at children (3%). It's worth noting that, thanks to an aggressive acquisition of AM stations in the past year by Radio Disney's parent company, ABC, those numbers for kid's programming are expected to grow considerably over the next several years.

### Demographic Reach

Contrary to what some might think, AM radio reaches over half of all adults 18+ each week. As you would expect, the numbers drop a bit when looking at younger demos — those that have never really had an AM radio listening habit at any time during their lives — but rise to a high of a nearly 60% weekly reach among adults 35+. Here's how it breaks down

(all numbers are adults):

18+	50.5%
18-34	28.2%
18-49	37.6%
25-54	43.5%
35-64	53.1%
35+	59.5%

### Listening Share

In the area of "share of total listening," which represents the length of time spent listening as well as reach, AM radio doesn't fare quite as strongly. Interep suggests in the study that the 20% of all quarter-hours listened to each week that AM received in the study were affected by the many large-market News stations, which tend to have very large cume audiences but not necessarily high TSL levels. Again, in younger demos, AM's piece of the listening share pie is smaller than with upper demos, but even adults 35+ produce less than a 30% share. Here's

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PERSONALITY	%FAV	%LIKE	%FAV&LIKE
Dr. Gabe Mirkin	14.7	42.1	56.8
Jim Bohannon	8.8	42.1	50.9
Harden, Brant & Parks	5.4	36.0	41.4
Dr. Laura Schlessinger	15.0	25.0	40.0
Dr. Joy Browne	6.8	25.4	32.2
G. Gordon Liddy	2.6	8.9	11.5
Howard Stern	2.4	7.7	10.1
Rush Limbaugh	4.0	6.5	10.6
Oliver North	1.1	5.9	7.0

Ranked by %Favorite & Like  
Adults 35-54 Washington, D.C.  
Survey Period: February-March / Week of March 3, 1997



how the adult numbers go in this category:

18-34	8%
18-49	13%
25-54	15%
35-64	20%
35+	29%

### Age Composition

One of the arguments used by those selling against AM radio stations has long been, "Oh, their demos are so old on AM!" Yes, AM radio does tend to skew older than the FM band, but it's not nearly as old as some selling against it would want advertisers to believe. In fact, less than 25% of AM's total audience is over 65 years of age. The reality is that a substantial percentage of listeners to AM are in those highly coveted and prized sales demos of 35-64. Interep's report suggests that new formats and personalities (driven by Talk radio) have brought younger listeners over to the AM band.

In addition, when you look at the statistics on specific demos in the report, over half of AM's listeners fall into either the 25-54 or 35-64 demos. Even the 18-34 cell is at 18%, but Skettino points out that figure is brought down considerably due to a very small 18-24 cell percentage. Let's look at the percentage of AM listeners in each of the adult demo groups:

18-34	18%
25-54	53%
35-64	53%
55+	38%

### AM's Daypart Strengths

OK, so it's no big surprise that AM stations' ratings peak during morning drive hours. With a majority of the band's stations offering News or News/Talk in the morning, that's to be expected. But the important point to note is that listening levels don't just dive off a cliff after 10am. Rather, they show a relatively slow decline throughout the day and reach levels that are fairly consistent throughout all three major dayparts. Even weekend ratings hold

up quite well when compared to the major dayparts. Here are the persons 12+ AQH ratings for the top 25 metros:

AM Drive	5.9
Middays	4.9
PM Drive	3.9
Evenings	1.7
Weekends	2.3

When it comes to looking at the percentage of persons 12+ reached (cume) by AM radio, the three major dayparts are remarkably consistent. Here's how it looks:

AM Drive	27.7
Middays	25.5
PM Drive	25.1
Evenings	15.1
Weekends	26.3

### AM's Upscale Consumers

Here's where the AM radio dial really shows some sales muscle. In all categories traditionally associated with the upscale consumer — including income, occupation, and higher education (meaning a college degree or better) — AM radio has a qualitative reach that is more than a little bit impressive. For example, AM radio reaches more than half of all consumers with incomes of \$75,000! Here's how the qualitative reach in these upscale consumer categories break out in the top 10 metros:

Income 75k+	54%
Professional/Managerial	54%
College +	58%

In fact, AM radio's percentage of listeners in each category surpasses the percentage in the overall population, giving it an above average index in these same categories. For example, if AM's index with those who have a college degree or better is a 127, that means AM radio listeners are 27% more likely to have a college degree than is the average adult. Here are the qualitative index figures from the Interep study for our upscale consumer categories:

Income 75k+	112
Professional/ Managerial	108
College +	127

### Educating Advertisers

What Interep's "Scanning The AM Dial" confirms for those operators who know they are programming great radio on the AM side of the dial is that the reality of today's AM radio audience doesn't match many advertisers' perceptions of it. But, as we all know, perception is all too often reality until someone works to change it. So as News/Talk broadcasters with an obviously heavy stake in the success of AM radio both today and in the future, we must work together to educate and inform advertisers about how much AM radio has evolved in the past 10 years. There's a whole new world of programming variety on the AM band, including a lot of great News/Talk radio stations. Research like this makes it easier to go out there and sell it with confidence and pride!

For a copy of "Scanning The AM Dial," contact Interep's Michelle Skettino at (212) 916-0536, or via e-mail at [Michelle\\_Skettino@interep.com](mailto:Michelle_Skettino@interep.com).



**IF I HAD A HAMMER** — Former President Jimmy Carter, an active participant in and vocal supporter of Habitat For Humanity, chats it up with KTRH/Houston morning news anchor, Lana Hughes. Carter was in town as KTRH hosted the 1998 Jimmy Carter Work Project, which to date has built more than 380 homes in the U.S., Mexico, Canada, and Europe.

### Got Photos?

Whenever you have photos from your News/Talk station's events and promotions, be sure you send them to R&R, 10100 Santa Monica Blvd., 5th Floor, L.A., CA 90067-4004.

## THEY'RE SAYING GREAT THINGS!!!



### DR. JOY BROWNE

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



### BOB GRANT

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



### THE DOLANS

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



**HEY, STOP HOGGING THE MIC!** — Harley-Davidson enthusiast and Tonight Show host Jay Leno chatted with listeners of WTMJ/Milwaukee's Jonathan Green Show via Green's custom-built "hog phone." The pair joined thousands of riders from around the country to celebrate HD's 95th birthday in the land of beer and bratwurst.

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

# WOR

**RADIO NETWORK**



STEVE WONSIEWICZ

# SOUND DECISIONS

## Label And Producers Stand United

□ Indie label discovers rich A&R source from linking with producers' collective

There's safety — and more profits — in numbers. Regardless of the way you put it, the new partnership formed by TVT Records and United Producers, a record company formed two weeks ago by 11 record producers, is an intriguing experiment that will likely be imitated if it works.

The venture is the brainchild of TVT founder **Steve Gottlieb** and **Sandy Robertson**, President of Worlds End, one of the largest producer management firms. Under a multiyear, multimillion-dollar pact in which TVT will invest between \$3 million and \$5 million over several years, United Producers will bring to the label, on average, one act per producer per year. TVT, in return, will provide marketing, promotion, publicity, and distribution. If TVT passes on the act, United Producers is free to shop it around. Already a handful of acts are being discussed as possible release candidates, with the first albums expected for release in early 1999.

### One Step Further

While producer-owned-and-operated labels have been part and

part

**The individuals don't have to ask the other producers if they can sign anybody. That was absolutely necessary. That way there won't be any 'Well, you turned down my act' kind of arguments.**

—Sandy Robertson



Sandy Robertson



Steve Gottlieb

Quarby (Finley Quaye, Spearhead), Ted Niceley (Girls Against Boys, Fugazi, Tripping Daisy), Jimmy Douglass (Missy Elliott, Ginuwine, Aaliyah), Tim Palmer (Pearl Jam, David Bowie), and Peter Denenberg (Joan Osborne, Spin Doctors).

While all the participants talked to each other on the telephone during the negotiations, the first time many of the producers met was at the TVT offices, when the final documents were signed. As for why United hooked up with TVT, Robertson says an independent label is more willing to and capable of handling the influx of records the collective will be submitting in the weeks and months to come than a major. "No major would really be interested in picking up 10 new acts from a new record company in one year. Besides, they already have so much product anyway. But TVT has a small A&R department. This really gives them instant A&R, and I knew Steve was looking to expand his operation."

As for TVT, the agreement gives Gottlieb an envious repertoire source to feed his promotion and marketing pipeline. It also dovetails nicely with TVT's expansion over the years. "Sometimes people don't realize how substantial a record company we are," says Gottlieb. "We're on a pretty steady growth curve and have been beefing up our operation for a while now. We have almost 90 people, and offices in New York, Boston, Chicago, San Francisco, Los Angeles, and Nashville. We'll probably be adding another 20 people this year."

### Politics And Ego

Here's the *Reader's Digest* version of how the agreement works: Once a United Producers partner finds an act, that person is free to sign it, develop it, and move it through the TVT system. Other members do not hold veto power.

Robertson stresses. "The individuals don't have to ask the other producers if they can sign anybody. That was absolutely necessary. That way there won't be any 'Well, you turned down my act' kind of arguments."

While the idea looks good on paper, some execs wonder if politics and ego could throw a wrench into the works. Not so, say Gottlieb and Robertson. Robertson notes, "I think the producers will learn very quickly to be very selective." Gottlieb adds, "I don't see that on the horizon at all. They have a piece of the rock now and are building equity in the company, so they will find their own way to balance commercial and aesthetic concerns."

"These guys know the challenges they face in the marketplace as well as anyone. If all they wanted was a vanity deal as an outlet for their pet projects, Sandy could get that done for them. That's not what this is—all about, and it was one of the first things we worked out. This is about going for the brass ring. They know how to spot talent and make great records. They're looking for stars and hits and meaningful music that's going to make a difference commercially or creatively."

### Growing Organically

The producers' newfound allegiance to their own company shouldn't impact their ability to continue lining up outside work, say participants. Observes Davis & Shapiro Sr. Partner **Fred Davis**, who represented United Producers, "Why should it? The situation of a producer having an allegiance to one company isn't unique. What is unique is the collective relationship they have with one company — plus, they get to keep their other nine-to-five job intact."

The partnership, says Gottlieb, could improve the artist-development process for certain acts. "Part of the concept is to keep the entire development process a little bit more integrated as opposed to making the moment the deal is signed the pivotal moment of a band's career. They'll work with the producer and grow more organically."

Just as important, the deal also provides significant downside risk limitation when it comes to protecting the participants' investments. Robertson notes, "I've looked at a lot of start-up labels, one of which has lost somewhere around \$50 million so far. Many end up setting up all these offices and hiring a big staff. I told the producers to let TVT handle a lot of the work, and when

## Warner Unveils Month Crammed With Cybercasts

The Warner Music Group (WMG) and its affiliated labels are about to discover the potential live concert cybercasts hold when they kick off a one-month campaign on October 2 with a performance by Hootie & The Blowfish at Chicago's House Of Blues.

Billed as "Ear1 MusicFest '98," the effort will feature at least one exclusive webcast per day at [ear1.com](http://ear1.com). Other acts slated to perform thus far include Paula Cole, Third Eye Blind, Soul Couching, Morcheeba, Guster, Luna, Seven Mary Three, Everything, Royal Crown Revue, Better Than Ezra, Brad Mehldau, and Gabriela Anders. Additional acts will be added in the following weeks. The shows are sponsored by Discover credit card, Cornerpost.com, Lycos, and Traveller Information Services (TIS). Admission is free, although participants must sign up in advance at [ear1.com](http://ear1.com).

According to TIS, the multimedia network provider that is setting up the events (and whose webcast production credits include Paul McCartney's live performance at Carnegie Hall, CountryFest '98, the CMA Awards, and several NASCAR races), 5000 people can view the shows simultaneously. For select concerts, including the Hootie kick-off show, up to six cameras will be used to facilitate custom-tailored viewing of the performances. Pre- and post-show programming will be available, and the concerts will be archived for two months for later viewing. Some content will also be made available around the end of September in advance of the Hootie performance.

TIS President Tim Erwin believes the campaign proves the "medium is really coming of age. Something this extensive has never been tried before, and it shows the maturing of the web as a medium for the concert business." Erwin also gives credit to WMG for taking on the project. "It took a lot of effort and willingness on their part to get all of their labels involved. They recognize the importance of the Internet as a narrowcasting medium and its ability to expose people to every type of music."

Erwin also stresses that WMG and TIS will be working with radio extensively on the project. "We want this to be a dynamic event, so people will come back every day to see what's going on. To help do that, we want to do things such as link radio stations to ear1 and get local DJs to provide local content." Erwin's minimum goal for the campaign is 10 million page views, but he believes it could reach upward of 30 million.

"Ear1 MusicFest '98" executive producers are WMG Sr. VP/New Technologies Jordan Rost and VP/Marketing & New Technologies Chris Tobey. Supervising producers are WMG Sr. Director/Multimedia Donna Cohen and Erwin.

part

**By pooling their efforts, they've set up a system where they can pursue the things they're passionate about and still be insulated from commercial disappointment, because there will be a huge windfall when one of them brings in the next Smashing Pumpkins or Missy Elliott.**

—Steve Gottlieb

they finally start making some money, then they can staff up."

Gottlieb adds, "The producers have pooled their interests in the recognition that no one has an automatic connection between what they love and commercial reality — great records sometimes don't happen. But by pooling their efforts, they've set up a system where they can pursue the things they're pas-

sionate about and still be insulated from commercial disappointment, because there will be a huge windfall when one of them brings in the next Smashing Pumpkins or Missy Elliott."

Another benefit, albeit more subtle, is that the venture will go a long way toward making the producers better overall record company execs. "They'll become much more savvy, because they'll get to know the entire record business very quickly this way," predicts Robertson.

Gottlieb notes, "These guys are so charged up and have so much to offer — not just in terms of finding talent and being producers, but also in forming a different attitude and persona when it comes to presenting their artists to the world. The partnership is going to have a unique personality and unique position in the market."

In the end, Davis wonders if more such deals will spring up. "The perspective I'm trying to get people to keep in mind is that the concept of producers being an A&R source to a record company is not unique. What is unique is having a collective share in the riches, as well as being an A&R source. So if creative talent in the form of the producers can come together and reap financial benefits, why can't other people? Who's to say artists can't get together?"

parcel of the music business for decades — currently epitomized by the enormous success of companies such as Sean "Puffy" Combs' Bad Boy Entertainment and LaFace Records, helmed by Antonio "L.A." Reid and Kenneth "Babyface" Edmonds — United Producers has taken the concept one step further. United has enlisted the services of a broad range of established and up-and-coming knob turners who specialize in varied genres, including alternative, urban, hip-hop, rock, pop, and electronica.

Producer members — who continue to work for other record companies — include Brad Wood (Smashing Pumpkins, Liz Phair, Venca Salt), longtime Don Henley producer Danny Kortchmar, the duo of Kevin Bacon and Jonathan

## RR LAUNCHING PAD

### Patience Pays Off For Sixpence None The Richer

Squint Entertainment trio Sixpence None The Richer has become another up-and-coming act that can thank Pop/Alternatives nationwide for providing its music a gateway to wider au-

diences and increased popularity. Sixpence is no overnight success, however. Formed in Austin in 1991, the band released two albums on the now-defunct Nashville label R.E.X. Records. After that company closed, the group signed a deal with Los Angeles-based Squint, a new independent film and record firm that had just landed financing from Gaylord Entertainment.

Sixpence on a rigorous promo tour. Prendergast says, "We kept the band on the road and doing a lot of showcases. They have a killer acoustic set, and they'd play live on the air. It took a lot of time, but people really warmed up to the band. Now that's evolved into airplay and a lot of radio dates."

That success prompted interest from several majors. Prendergast recalls, "There was a flurry of serious interest, but so far we've decided to stay the course." That strategy has paid off: "Kiss Me" has now surfaced at such key Pop/Alternatives as KLLC/San Francisco, WLCE/Buffalo, KALC/Denver, WPNT/Milwaukee, KZZO/Sacramento, and KPEK/Albuquerque. Alternatives supporting the track include WPLT/Detroit, KROX/Austin, WRAX/Birmingham, and WEQX/Albany.

John Butler, a former Arista/Austin promo executive who's about to segue from a full-time in-house consultant post to Squint's Head/Promotion role, cites Adult Alternative's airplay in spring 1998 as the key to laying a solid base. "They had some success at a smattering of influential stations in April and May, so a lot of people already know or believe in the band." Squint also benefited from its "virtual promotion staff" of pros, which includes Lori Holder Anderson, Tod Elmore, and Ben Brooks. Squint plans to cross "Kiss Me" to CHR/Pop in early November in addition to reser-ving Alternative and Adult Alternative. However, Butler realizes it's still a market-by-market game. "We're going up to Buffalo to do a show for WLCE. That will give us an opportunity to go to Rochester, Syracuse, and Toronto."

In the meantime, Prendergast is happy with the band's progress. "It's a been labor of love, and we've come a long way. We figured it would take us a year, being a new label and having an unknown band, but we're getting there."



Sixpence None The Richer

After the single received scattered airplay, the label began to work it at Alternative, Pop/Alternative, and select alternative-leaning CHRs. Prendergast continues, "Stylistically, the band's music can be played at many different formats, but we wanted to establish them in people's minds at those formats in order to build a long-term career."

As part of that, the label put



FIVE EASY PIECES A 'LOCK' ON MELROSE PLACE — MCA band Five Easy Pieces relaxes with Melrose Place star Heather Locklear after filming a segment for the hit Fox-TV show. The band was filmed in concert at the Upstairs Blues Club, the fictitious nightclub frequented by the show's characters. The band's new single, "Spy," taken from its self-titled album, arrives at radio on October 12. Pictured (l-r) are FEP's Matt Luneau, Jay Schwartz, and Greg Hyatt; Locklear; and FEP's Mark Dauer and Jason Sinay.

## MUSIC NEWS & VIEWS

### Elektra Pacts With Talent Agency

In an effort to strengthen its reach in the sports and fashion worlds, Elektra Entertainment Group has partnered with leading talent agency J. Michael Bloom & Associates to maximize exposure for EEG artists in print, radio, and TV, as well as corporate marketing campaigns. EEG Chairman/CEO Sylvia Rhone says the venture "can help our artists build that much-needed bridge to consumers who are becoming immune to traditional marketing and promotional campaigns," and that JMB "has a stellar reputation for making things happen for their clients." Both companies will also be working with Park Avenue Productions, a leading relationship marketing firm specializing in securing endorsement deals for entertainment personalities.

### Blue Note Celebrates Motown

Blue Note Records and EMI Publishing have teamed to release *Blue Note Salutes Motown*, a 12-song collection of jazz covers of classic Motown hits. The album's leadoff track, "I'll Be There," features NAC/Smooth Jazz star Dave Koz and his saxophone. Other cuts include Dianne Reeves' take on "Tracks Of My Tears" and Richard Elliot performing "Ain't Nothing Like The Real Thing." The album arrives at retail in mid-October.

### McCartney Release Due In Two Weeks

Capitol Records will release Linda McCartney's solo album, *Wide Prairie*, on Friday, October 16. The disc, which was planned to go to retail prior to her death, features 13 original songs and three covers. Paul McCartney, who produced the album, sings backup vocals and plays a variety of instruments. Son James plays lead guitar.

In other new-release news,TVT Records will release a four-CD boxed set titled *Transistor Blast* from English alternative act XTC on November 3. The package includes live material recorded at the BBC and Hammersmith Palais. TVT will also release two albums of new material from XTC in 1999. The first one is orchestral and acoustic-based and hits retail in early '99. The second disc is expected to be a more traditional pop record.

### On The Road Again...

Kid Rock hits the road on October 6 in Cincinnati ... Third Eye Blind and Eve 6 embark on MTV's "Campus Invasion" tour, beginning October 24 in Lincoln, NE ... The Brian Setzer Orchestra kicks off another leg of its tour on October 27 in St. Louis ... Key members of '80s Aussie hitmakers Men At Work— frontman Collin Hay and saxophonist Greg Ham — will tour the States for the first time in 13 years, beginning October 30 in Seattle ... Tenor Andrea Bocelli returns to the U.S. for additional performances beginning October 13 in Ft. Lauderdale.

### Studio Outtakes

Smash Mouth is working on its next Interscope Records album. Eric Valentine is producing ... Look for No Doubt to begin work on its new album in the near future ... Flip Records, home to Limp Bizkit, has inked New York industrial/metal act Dope. The band is scheduled to begin recording its debut album next month ... Blur is currently wrapping up its sixth album for Virgin Records. It's expected in the first quarter of 1999.

Fans of Lou Reed will want to check out Reprise Records' website to hear the artist's entire September 16 White House performance ... Cyndi Lauper and Epic Records have parted ways ... Lastly, in case you don't know, White Zombie has split up. The group's bassist, Sean Yseult, has formed the trio Famous Monsters. The band will release an album, *In The Night*, on Bong Load Records on October 20.

## R&R TOP 20

OCTOBER 2, 1998

LW	TW	ARTIST/TITLE (LABEL/S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
1	1	<b>BARENAKED LADIES</b> One Week (Reprise)	1831	1818	39/0
2	2	<b>GOO GOO DOLLS</b> Iris (Warner Sunset/Reprise)	1529	1547	37/0
4	3	<b>SHERYL CROW</b> My Favorite Mistake (A&M)	1455	1388	42/0
3	4	<b>HOOTIE &amp; THE BLOWFISH</b> I Will Wait (Atlantic)	1443	1413	39/0
8	5	<b>EAGLE-EYE CHERRY</b> Save Tonight (Work)	1336	1241	38/0
5	6	<b>MATCHBOX 20</b> Real World (Lava/Atlantic)	1296	1379	32/0
7	7	<b>BRIAN SETZER ORCHESTRA</b> Jump Jive An' Wail (Interscope)	1201	1292	38/0
-	8	<b>ALANIS MORISSETTE</b> Thank U (Maverick/Reprise)	1124	175	39/8
6	9	<b>SEMISONIC</b> Closing Time (MCA)	1118	1297	30/0
9	10	<b>EVERYTHING</b> Hooch (Blackbird/Sire)	1089	1070	34/2
19	11	<b>SHAWN MULLINS</b> Lullaby (Columbia)	1042	752	38/1
10	12	<b>AEROSMITH</b> I Don't Want To Miss A Thing (Columbia)	1000	985	23/0
11	13	<b>NATALIE MERCHANT</b> Kind & Generous (Elektra/EEG)	967	978	28/0
16	14	<b>THIRD EYE BLIND</b> Jumper (Elektra/EEG)	962	814	37/3
12	15	<b>NATALIE IMBRUGLIA</b> Wishing I Was There (RCA)	922	972	26/0
14	16	<b>FASTBALL</b> The Way (Hollywood)	834	833	27/0
15	17	<b>DAVE MATTHEWS BAND</b> Stay (Wasting Time) (RCA)	769	826	22/0
18	18	<b>NATALIE IMBRUGLIA</b> Tom (RCA)	712	784	26/0
17	19	<b>EDWIN MCCAIN</b> I'll Be (Lava/Atlantic)	702	809	22/1
-	20	<b>ANGGUN</b> Snow On The Sahara (Epic)	693	658	24/0

This chart reflects airplay from September 21-27. Songs ranked by total plays. Contributing stations combine from the Custom Chart function on R&R ONLINE. © 1998, R&R Inc.

## PERSPECTIVE

BY

Julie Stoeckel



It's time for my fellow Pop/Alternative programmers to be more musically adventurous. Most, however, watch what everyone else does and wait for the next guy to take the first step.

When adding records, programmers should be more creative in their thinking. They can go out for a limb with groups like Propellerhead, Sixpence None The Richer, and Stretch Princess.

Pop/Alternative is a hot spot for air and we're all still feeling around to see where our boundaries are. But if people add only things that are safe, it might homogenize their music mix. Adding certain records by the aforementioned groups to the existing Hootie & The Blowfish and Sarah McLachlan will add spice and excitement and make the radio station a bit more special and different.

When Pop/Alternative first came about, programmers did their own separate thing. Some visited records by artists like Celine Dion, while others stayed away. We've come to a common ground over the last year, and it's safe to say that our core artists are Blues Traveler, Hootie & The Blowfish, Sarah McLachlan, and Natalie Merchant. At the same time, though, some have found this to be comfortable ground and are unwilling to expand.

There's a lot of new music out right now, and stations will add artists who've had previous hits. That's fine, because we want to build artists. But our responsibility as PDs and MDs is to also look at "baby bands" on smaller labels. If you're confident a song's appropriate for your station, it shouldn't matter if you're the first—or only—person playing it.

Julie Stoeckel is MD of Pop/Alternative-HAC KLLC, Alice @ 97.3, San Francisco.

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



## New & Active

**EVERETT** Inside Out (RCA)  
Total Plays: 581, Total Stations: 27, Adds: 3

**GOO GOO DOLLS** Slide (Warner Bros.)  
Total Plays: 573, Total Stations: 31, Adds: 11

**FASTBALL** Fire Escape (Hollywood)  
Total Plays: 452, Total Stations: 24, Adds: 3

**SIXPENCE NONE THE RICHER** Kiss Me (Squint)  
Total Plays: 339, Total Stations: 14, Adds: 0

**CHRIS ISAIAK** Please (Reprise)  
Total Plays: 261, Total Stations: 16, Adds: 1

**SEMISONIC** Singing In My Sleep (MCA)  
Total Plays: 173, Total Stations: 8, Adds: 1

**U2** Sweetest Thing (Island)  
Total Plays: 153, Total Stations: 17, Adds: 17

**SARAH MCLACHLAN** Angel (Warner Sunset/Reprise/Arista)  
Total Plays: 150, Total Stations: 9, Adds: 4

**BRUCE HORNSBY** Great Divide (RCA)  
Total Plays: 145, Total Stations: 13, Adds: 4

**MATCHBOX 20** Back 2 Good (Lava/Atlantic)  
Total Plays: 119, Total Stations: 12, Adds: 7

Songs ranked by total plays

## Contributing Stations

KPEK/Albuquerque, NM (HAC)  
KARL/Austin, TX (HAC)  
KLLY/Salt Lake City, UT (HAC)  
WBBZ/Boston, MA (HAC)  
WLCE/Buffalo, NY (HAC)  
WLNH/Charlotte, NC (HAC)  
WYOL/Chicago, IL (HAC)  
WKEC/Cleveland, OH (HAC)  
KALC/Denver, CO (HAC)  
KXPX/Deer, CO (AA)  
WPLT/Detroit, MI (AR)  
KYSR/Fresno, CA (HAC)  
WESJ/Greensboro, NC (HAC)  
WJZL/Greensboro, NC (HAC)  
KQZN/Kansas City, MO (AA)

KDDE/Las Vegas, NV (HAC)  
KYSR/Los Angeles, CA (HAC)  
WFWT/Milwaukee, WI (HAC)  
KOOB/Moab, UT (HAC)  
KDDU/Monterey-Salinas, CA (HAC)  
WYTE/Portland, ME (HAC)  
KYSZ/Portland, ME (HAC)  
WFSH/Orlando, FL (HAC)  
WPLT/Philadelphia, PA (AR)  
WICW/Philadelphia, PA (HAC)  
KZZP/Phoenix, AZ (AR)  
KZZP/Phoenix, AZ (HAC)  
WDRW/Pittsburgh, PA (HAC)  
KBBT/Portland, OR (HAC)  
WDCG/Raleigh, NC (CHR/P)

WZNE/Rochester, NY (HAC)  
KZZO/Sacramento, CA (HAC)  
WVVV/St. Louis, MO (AA)  
KENZ/Salt Lake City, UT (AA)  
KFMH/San Diego, CA (HAC)  
KLLC/San Francisco, CA (HAC)  
KJZZ/Santa Barbara, CA (HAC)  
KJZZ/Santa Rosa, CA (HAC)  
WVPT/Tampa, FL (AA)  
WSSR/Tampa, FL (HAC)  
KZPT/Tucson, AZ (HAC)  
WMBX/West Palm Beach, FL (HAC)  
WXLG/Worcester, MA (HAC)

43 Total Stations

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

# SIXPENCE NONE THE RICHER



Top 5 Callout KLLC/San Francisco (44 Spins)

Top 10 Callout WPLT/Detroit

New Spins This Week!

KZZP WDCG WMBX WSSR ... and others.

Pop/Alternative **31** 339 Spins (+19)

“Kiss Me’ has been a consistent reaction record from the beginning... Top Ten Phones” – Dom Casual KENZ

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Stations and their ads listed alphabetically by market

Table listing radio stations across various markets (e.g., WFLA/Melbourne, NY; WSSS/Charleston, SC; KDUR/Englewood, OR) with their respective advertising spots and copywriters.

153 Total Reporters
153 Current Reporters
151 Current Playlist

Did Not Report Playlist Frozen (2):
WABB/Mobile, AL
KUMX/New Orleans, LA



TONY NOVIA

## Feed The Appetites For Different Styles

■ Coleman determines the format's level of ownership of each type of sound

I believe it was Chancellor Sr. VP/Programming Steve Rivers who told me how hard it is to program today because of the parity of stations. Most stations have research and promotion budgets at their disposal, and this has leveled the playing field. Such secret weapons as callout are secret no longer. With the competition always banging at the door and the pressure to perform increasing by the minute, in order to win big, programmers have to be more focused than ever.

For the folks at Coleman Research, "focus" is their middle name. While they work with most formats, they have always been leaders in helping to set the course of CHR. Last May, Jon Coleman, Warren Kurtzman, Chris Ackerman, and the Coleman Research staff assembled a national study with 249 respondents on "CHR Segmentation." The goal was to identify various styles of music within and just beyond the CHR music spectrum, provide an understanding of how those styles may or may not work together, and determine the CHR format's level of "ownership" of each of those sounds.

Following are some of the report's highlights. For a recap of the methodology and a complete description of the clusters, please see Part I in last week's CHR column (9/25).

### Ethnic Appeal

The appeal of Dance is generally rather small relative to the other musical styles covered in this study. Coleman detected significant differences between the clusters they labeled as Dance (Real McCoy's "Another Night," La Bouche's "Be My Lover," No Mercy's "Where Do You Go") and Gold Dance (Soul II Soul's "Back To Life," C+C Music Factory's "Gonna Make You Sweat," Black Box's "Everybody Everybody").

The appeal of Dance is apparently fueled primarily by Hispanics and — to a lesser degree — Caucasians, while African Americans are *not* very likely to be found in the Dance cluster. Conversely, African Americans are the driving force behind the Gold Dance cluster. This sound also holds considerable appeal for Hispanics, but very little appeal for Caucasians. (See the "Ethnic Composition" chart.)

The appetites for Dance vs. Gold Dance differ significantly depending on whether a listener is a PI to a pop-based or rhythmic-based CHR station. CHR/Pop core listeners are far more likely to be in the Dance cluster and *not* very likely to have an appetite for Gold Dance. Core listeners to CHR/Rhythmic stations, on the other hand, are more likely to have an appetite for Gold Dance and are *not* heavily represented in the Dance cluster.

### Finding Pop Partners

A key finding of this study is the presence of a large Pure Pop cluster

(Savage Garden's "Truly Madly Deeply," Celine Dion's "My Heart Will Go On," LeAnn Rimes' "How Do I Live"). The appetite for this sound is nearly as large as those observed for R&B, Hip-Hop, and Pop/Alternative.

Despite its label, however, Pure Pop is not a sound that can have a role on every type of CHR station. While it does enjoy a positive correlation with every one of the other clusters observed in this study, it is clearly more compatible with some sounds. Its most positive relationships are with the Lilith, Pop/Alternative, Dance, Flashback, and Urban Ballads clusters, while it enjoys only marginal compatibility with Alternative Rock, Gold Dance, Hip-Hop, and R&B. The low correlation with Hip-Hop and R&B — while not suggesting that Pure Pop has no role — raises the question of how much exposure such product should have on rhythmic-based CHR stations. (See the "Pure Pop Compatibility" chart.)

### Getting In The Rhythm

The Urban Ballads cluster (Boyz II Men's "I'll Make Love To You," R. Kelly's "I Believe I Can Fly," Mariah Carey's "Hero") offers the benefit of being a music style that listeners generally expect to hear on CHR/Rhythmic stations, along with Hip-Hop and R&B. Of the 10 music styles isolated in this study, Urban Ballads placed fourth behind Hip-Hop, R&B, and Gold Dance in terms of which sounds listeners most strongly associate with the CHR/Rhythmic station in their market. (See the "CHR/Rhythmic FIT" chart.)

### Putting Up The Guard

Of the five formats measured for FIT (Coleman Research's auditorium music-testing service) with the music styles covered by this study, Hot AC-Pop/Alternative (Matchbox 20's "3am," Tonic's "If You Could Only See," Third Eye Blind's "Semi-Charmed Life") appears to present the greatest threat to CHR in terms of winning association with these musical genres. Coleman points out that, given the relatively low presence of Pop/Alternative PIs in this study, the fact that Pop/Alternatives can achieve scores in excess of 40% for a number of the clusters points to a significant amount of "encroachment" by these stations into the CHR for-

mat's musical "turf." (See the "Hot AC-Pop/Alternative FIT" chart.)

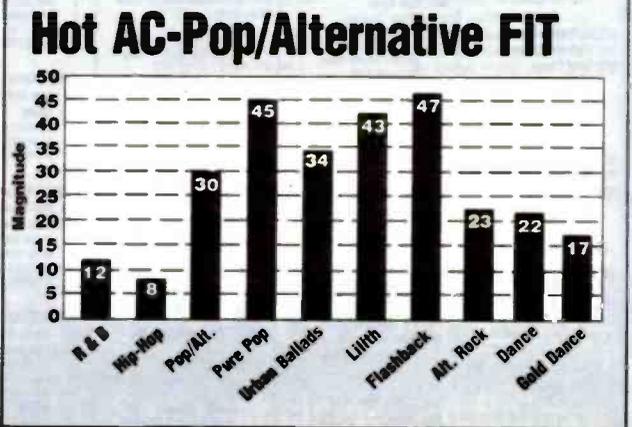
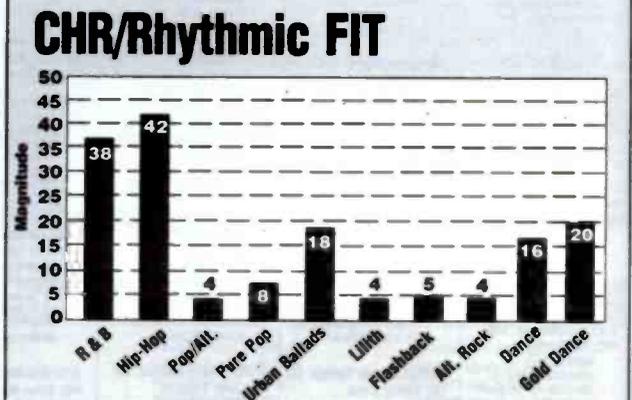
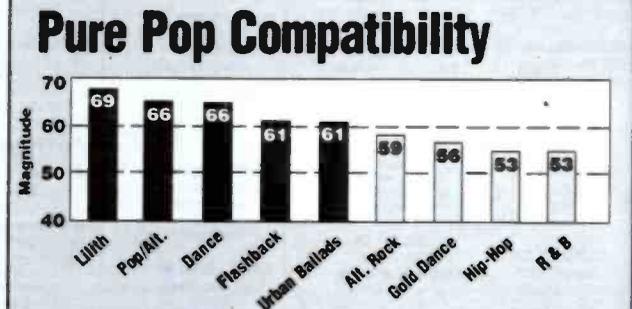
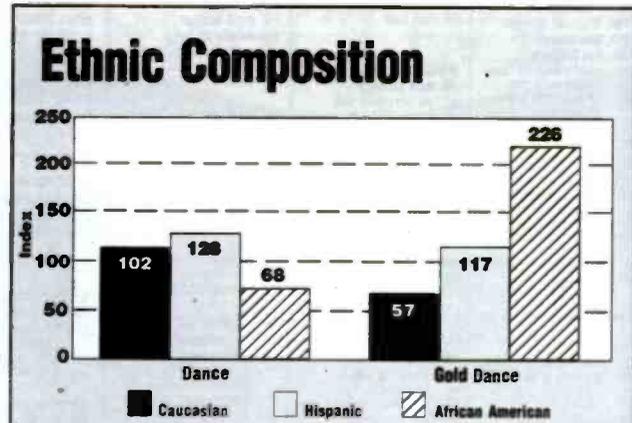
Hot AC-Pop/Alternative is creating the most competition with pop-based CHRs, as the two formats achieve about the same FIT levels for key sounds such as Pure Pop and Lilith. This is much less of an issue for rhythmic-based CHRs, which are associated with sounds — R&B and Hip-Hop, in particular — that are not associated with Hot AC-Pop/Alternatives at all. In fact, CHR/Rhythmic's signature sounds are not even a competitive point with pop-based CHRs. The music styles that the two "strains" of CHR compete more directly for are Urban Ballads and Gold Dance.

CHR/Rhythmic's greatest competition appears to come from Urban-formatted stations, which are almost as strongly associated with R&B and Hip-Hop as Rhythmic CHRs. Given the much larger presence of CHR/Rhythmic PIs relative to Urban PIs in the total sample, the high FIT scores Urban achieves for R&B and Hip-Hop are impressive. It is noteworthy that neither format — particularly in relation to the other — seems to have taken ownership of Urban Ballads or Gold Dance. This suggests that an opportunity may exist for rhythmic-based CHRs that focus on R&B and Hip-Hop to develop some "depth" to their musical products and differentiate themselves from Urban stations.

### Searching For Answers

Coleman researchers believe this dramatically depicts how CHR continues to demonstrate a significant degree of fragmentation despite its role as a mass-appeal format. While the format's audience possesses a strong appetite for both rhythmic- and rock-based sounds, it is quite apparent that different segments of the audience are driving the appetites for different music styles. Coleman's findings in this study also mirror what they've found in numerous individual market studies they've conducted for CHR clients.

According to Coleman, it seems apparent that the concept of mainstream CHR — while seeming to make sense to the instincts of many programmers — is less of a viable option than it was in the past. While it is certainly possible that mainstream CHRs can continue to perform well according to Arbitron, it appears unlikely that such stations can sustain clearly defined musical positions over the long term, particularly if they are challenged by focused competitors. CHR-formatted stations that are strongly and clearly defined as being sources of rhythmic-based music or rock- and pop-based music are less likely to



suffer serious consequences if subjected to competitive attacks.

While Coleman Research generally advocates very focused music products for its CHR clients, they also recognize the need for CHRs to offer more product breadth than just one or two key musical styles. This study offers some guidance as to where CHR stations can turn to add some depth to their music mixes. For CHRs that focus on pop/alternative music, options appear to lie in the musical styles labeled in this study as Lilith, Alternative Rock, Pure Pop, and Dance. R&B- and hip-hop-based CHRs should look first to Urban Ballads and Gold

Dance as sources of musical breadth.

Coleman Research recommends that all conclusions of this study be verified at the local level by research projects designed to address the specific needs of individual stations. Audience appetites and competitive situations do vary from market to market, making it likely that local market research findings could differ from those of a study like this, which is national in scope.

For more information on this study, check out Coleman Research's website at [www.colemanresearch.com](http://www.colemanresearch.com) or call them at (919) 571-0000.

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produced by Julian Raymond and Fireball · mixed by Chris Lorb

# Fireball

## Fire Escape

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

## EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES OCTOBER 2, 1998

CALLOUT AMERICA® song selection is based on the top titles from the R&R CHR/Pop chart for the airplay week of September 7-13.

### CHR/POP

TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)

TOTAL % FAMILIARITY

TOTAL % BURN

#### DEMOGRAPHICS

#### REGIONS

ARTIST/TITLE LABEL(S)	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)				TOTAL % FAMILIARITY	TOTAL % BURN	DEMOGRAPHICS			REGIONS				
	TW	LW	2W	3W			TOTAL	WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
<b>AALIYAH</b> Are You That Somebody? (Atlantic)	4.09	3.95	3.06	3.98	65.1	12.5	4.00	4.17	4.33	3.51	4.24	4.03	4.17	3.94
<b>AEROSMITH</b> I Don't Want To Miss A Thing (Columbia)	3.86	3.87	4.05	4.04	66.6	30.8	3.86	4.05	3.95	3.52	3.86	4.06	3.61	3.72
<b>MCOLE</b> Make It Hot (Gold Mind/EastWest/EEG)	3.86	3.84	3.71	—	48.9	9.6	3.86	3.84	4.04	3.57	3.88	4.04	3.95	3.47
<b>THIRD EYE BLIND</b> Jumper (Elektra/EEG)	3.83	3.89	3.94	—	50.5	8.2	3.83	3.82	3.95	3.71	4.00	3.90	3.72	3.68
<b>EVE 6</b> Inside Out (RCA)	3.80	3.90	3.72	3.80	48.6	8.7	3.80	3.81	3.90	3.65	3.81	3.81	3.51	3.97
<b>BARENAKED LADIES</b> One Week (Reprise)	3.78	3.80	3.85	3.74	68.5	18.0	3.78	3.90	3.76	3.59	3.60	3.95	3.82	3.78
<b>EAGLE-EYE CHERRY</b> Save Tonight (Work)	3.75	3.73	—	—	48.9	7.7	3.75	3.84	3.70	3.65	3.90	3.82	3.70	3.60
<b>BRANDY &amp; MONICA</b> The Boy Is Mine (Atlantic)	3.72	3.69	3.65	3.62	79.6	33.4	3.72	3.83	3.71	3.54	3.66	3.93	3.76	3.53
<b>NEXT</b> Too Close (Arista)	3.70	3.61	3.61	3.69	68.3	24.0	3.70	3.75	3.80	3.46	3.70	3.69	3.75	3.65
<b>USHER</b> My Way (LaFace/Arista)	3.69	3.69	3.67	3.64	62.0	18.8	3.69	3.75	3.88	3.20	3.34	4.02	3.84	3.54
<b>BACKSTREET BOYS</b> I'll Never Break Your Heart (Jive)	3.67	3.64	3.60	3.45	78.4	22.8	3.67	3.94	3.60	3.28	3.65	3.74	3.60	3.67
<b>ALL SAINTS</b> Never Ever (London/Island)	3.65	3.51	3.58	3.59	67.5	19.0	3.65	3.75	3.65	3.44	3.40	3.85	3.70	3.66
<b>FAITH HILL</b> This Kiss (Warner Bros.)	3.62	3.69	3.70	3.51	66.1	18.0	3.62	3.57	3.84	3.49	3.29	4.00	3.63	3.57
<b>WILL SMITH</b> Just The Two Of Us (Columbia)	3.60	3.78	3.75	3.68	88.0	33.7	3.60	3.83	3.41	3.48	3.51	3.57	3.79	3.52
<b>MATCHBOX 20</b> Real World (Lava/Atlantic)	3.59	3.62	3.60	3.61	79.6	30.0	3.59	3.58	3.47	3.71	3.59	3.84	3.61	3.52
<b>SHANIA TWAIN</b> From This Moment On (Mercury)	3.56	3.68	3.67	3.71	42.8	7.9	3.56	3.56	3.75	3.33	3.06	3.80	3.66	3.51
<b>HARVEY DANGER</b> Flaggpole Sitta (Slash/London/Island)	3.54	3.69	3.65	3.50	57.0	13.2	3.54	3.59	3.73	3.23	3.46	3.52	3.36	3.78
<b>MONIFAH</b> Touch It (Uptown/Universal)	3.54	—	—	—	27.9	7.2	3.54	3.71	3.60	3.12	3.68	3.32	3.48	3.66
<b>INOJ</b> Time After Time (Columbia)	3.47	3.44	3.44	3.33	67.3	16.3	3.47	3.66	3.45	3.18	3.48	3.44	3.41	3.55
<b>'N SYNC</b> Tearin' Up My Heart (RCA)	3.43	3.60	3.37	3.50	70.4	23.8	3.43	3.65	3.25	3.22	3.34	3.73	3.36	3.29
<b>BRIAN SETZER ORCHESTRA</b> Jump Jive An' Wail (Interscope)	3.43	3.58	3.50	3.53	72.4	21.9	3.43	3.24	3.53	3.55	3.46	3.80	3.48	3.34
<b>FIVE</b> When The Lights Go Out (Arista)	3.42	3.52	3.25	3.41	68.3	20.7	3.42	3.52	3.35	3.31	3.15	3.72	3.54	3.25
<b>JANET</b> Go Deep (Virgin)	3.41	3.44	3.38	3.28	66.6	21.6	3.41	3.41	3.55	3.21	3.29	3.59	3.24	3.58
<b>JENNIFER PAGE</b> Crush (Edel America/Hollywood)	3.40	3.42	3.37	3.33	69.0	21.6	3.40	3.29	3.49	3.49	3.21	3.58	3.04	3.79
<b>EVERYTHING</b> Hooch (Blackbird/Sire)	3.31	3.46	3.33	—	49.0	14.4	3.31	3.17	3.60	3.23	3.31	3.66	3.19	3.12
<b>SHERYL CROW</b> My Favorite Mistake (A&M)	3.16	3.31	—	—	36.3	9.6	3.16	3.23	3.17	3.06	3.10	3.10	3.10	3.33
<b>HOOTIE &amp; THE BLOWFISH</b> I Will Wait (Atlantic)	3.15	3.15	3.32	3.13	47.8	14.2	3.15	3.00	3.26	3.24	3.23	2.96	3.32	3.06
<b>NATALIE IMBRUGLIA</b> Wishing I Was There (RCA)	3.08	3.31	3.23	3.18	70.4	28.4	3.08	3.24	3.00	2.88	2.85	3.19	3.17	3.10

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

### CALLOUT AMERICA® Hot Scores

By ANTHONY ACAMPORA

**A**aliyah returns to the top of Callout America — R&R's exclusive survey of 400 female CHR/Pop listeners across the country — with "Are You That Somebody?" (Atlantic). "Are" scores a 4.09 in total favorability, ranking No. 1 among teens and 18-24s and placing 10th 25-34.

Third Eye Blind continues to post its best Callout America results to date with "Jumper" (Elektra/EEG), the third CHR single from its self-titled debut. "Jumper" is fourth overall with a 3.83, finishing ninth among teens, third 18-24, and nabbing top honors among women 25-34.

There's nothing more exciting than the development of new artists. It's a win-win situation for artists, record companies, radio, and of course, the audience. And there's a plethora of new acts toward the top of the Callout America survey.

"Inside Out" by Eve 6 (RCA) ranks fifth overall with a 3.80 total favorability score. "Inside" ranks 10th 12-17, fifth 18-24, and is tied for third 25-34.

"Save Tonight" by newcomer Eagle-Eye Cherry (Work) moves to a 3.75 in its second week on the survey. "Save" is fifth 12-17 and tied with Eve 6 for third 25-34.

"Touch It" by Monifah (Uptown/Universal) debuts with a 3.54 overall score. The song, which samples Laid Back's 1984 cult hit "White Horse," is top 10 in both the East and West regions.

Patience is a virtue, and it's great to see Barenaked Ladies (Reprise) finally reaching multiformat success with their fifth album. "One Week," the first single from *Saint*, is sixth overall with a 3.78.

# eagle eye cherry

save tonight



"Save Tonight" on over 160 stations ...

New This Week:

KRBE/Houston

WNCI/Columbus

WAPE/Jacksonville

KDND/Sacramento

**CALLOUT AMERICA**

#6 Overall

3.75

#2 Women 25-34

3.65

#5 Women 12-17

3.84

WORK



3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	<b>AEROSMITH</b> I Don't Want To Miss A Thing (Columbia) 7587 7994 7330 7602 144/0					
4	4	3	2	<b>BARENAKED LADIES</b> One Week (Reprise) 7449 7004 6045 5325 150/1					
2	2	2	3	<b>GOO GOO DOLLS</b> Iris (Warner Sunset/Reprise) 6886 7091 6608 6868 140/1					
3	3	4	4	<b>JENNIFER PAIGE</b> Crush (Edel America/Hollywood) 6849 6757 6093 5948 147/1					
8	6	5	5	<b>BACKSTREET BOYS</b> I'll Never Break Your Heart (Jive) 6359 5936 5111 4934 142/0					
7	7	7	6	<b>ALL SAINTS</b> Never Ever (London/Island) 5823 5498 5035 4968 143/0					
6	5	6	7	<b>'N SYNC</b> Tearin' Up My Heart (RCA) 5672 5686 5137 4997 140/0					
5	8	8	8	<b>MATCHBOX 20</b> Real World (Lava/Atlantic) 4750 5138 4986 5180 119/1					
13	12	10	9	<b>EDWIN MCCAIN</b> I'll Be (Lava/Atlantic) 4142 4238 3766 3672 111/3					
10	9	9	10	<b>SEMISONIC</b> Closing Time (MCA) 4052 4353 4247 4562 110/1					
17	16	14	11	<b>JANET</b> Go Deep (Virgin) 4004 3705 3239 2895 127/2					
25	20	16	12	<b>AALIYAH</b> Are You That Somebody? (Atlantic) 3976 3499 2750 2251 123/1					
16	15	12	13	<b>HOOTIE &amp; THE BLOWFISH</b> I Will Wait (Atlantic) 3875 3782 3306 3099 133/1					
12	11	11	14	<b>NEXT</b> Too Close (Arista) 3765 3872 3819 4283 100/3					
29	22	19	15	<b>SHERYL CROW</b> My Favorite Mistake (A&M) 3633 3286 2527 2060 130/4					
19	18	17	16	<b>FAITH HILL</b> This Kiss (Warner Bros.) 3568 3325 2876 2756 114/3					
11	13	15	17	<b>WILL SMITH</b> Just The Two Of Us (Columbia) 3450 3694 3712 4311 94/0					
9	10	13	18	<b>BRANDY &amp; MONICA</b> The Boy Is Mine (Atlantic) 3352 3774 3988 4649 105/1					
28	24	23	19	<b>THIRD EYE BLIND</b> Jumper (Elektra/EEG) 3319 2953 2454 2104 134/4					
24	21	22	20	<b>EVERYTHING</b> Hooch (Blackbird/Sire) 3076 2954 2547 2257 117/2					
20	19	18	21	<b>INOJ</b> Time After Time (Columbia) 3076 3309 2838 2671 111/0					
<b>BREAKER</b>			22	<b>ALANIS MORISSETTE</b> Thank U (Maverick/Reprise) 2881 342 — — 140/34					
27	27	24	23	<b>BRIAN SETZER ORCHESTRA</b> Jump Jive An' Wail (Interscope) 2805 2596 2318 2159 105/4					
14	14	20	24	<b>NATALIE IMBRUGLIA</b> Wishing I Was There (RCA) 2616 3265 3395 3394 91/1					
33	30	27	25	<b>EAGLE-EYE CHERRY</b> Save Tonight (Work) 2501 2257 1947 1758 109/10					
18	26	25	26	<b>FASTBALL</b> The Way (Hollywood) 2472 2526 2370 2796 84/1					
<b>BREAKER</b>			27	<b>MADONNA</b> The Power Of Good-Bye (Maverick/WB) 2337 1960 1402 795 111/5					
15	17	21	28	<b>FIVE</b> When The Lights Go Out (Arista) 2335 3069 3122 3299 81/1					
<b>BREAKER</b>			29	<b>PM DAWN</b> I Had No Right (Gee Street/V2) 2085 1875 1578 1404 111/5					
23	28	26	30	<b>USHER</b> My Way (LaFace/Arista) 2080 2365 2241 2301 77/1					
<b>BREAKER</b>			31	<b>MONICA</b> The First Night (Arista) 2002 1651 1277 1047 99/3					
39	37	34	32	<b>98 DEGREES</b> Because Of You (Motown) 1929 1635 1346 1093 99/7					
42	34	32	33	<b>JOHN MELLENCAMP</b> Your Life Is Now (Columbia) 1916 1747 1449 970 92/1					
38	39	35	34	<b>EVE 6</b> Inside Out (RCA) 1795 1580 1343 1221 98/10					
50	42	37	35	<b>SHANIA TWAIN</b> From This Moment On (Mercury) 1565 1429 1022 752 104/11					
—	—	41	36	<b>SHAWN MULLINS</b> Lullaby (Columbia) 1538 878 285 102 99/23					
31	31	31	37	<b>HARVEY DANGER</b> Flagpole Sitta (Slash/London/Island) 1397 1760 1757 1775 72/0					
26	29	29	38	<b>ALANIS MORISSETTE</b> Uninvited (Warner Sunset/Reprise) 1311 1939 1956 2222 61/0					
—	47	40	39	<b>MONIFAH</b> Touch It (Uptown/Universal) 1128 947 665 574 70/10					
32	32	36	40	<b>PRAS MICHEL I/OOB &amp; MYA</b> Ghetto Supastar... (Interscope) 1101 1462 1587 1763 49/1					
34	36	38	41	<b>VOICES OF THEORY</b> Say It (H.O.L.A./Red Ant) 1018 1208 1354 1568 36/0					
—	49	42	42	<b>TATYANA ALI</b> Daydreamin' (MJJ/Work) 926 820 655 502 45/5					
—	50	44	43	<b>NICOLE</b> Make It Hot (Gold Mind/EastWest/EEG) 909 782 627 558 52/8					
35	38	39	44	<b>BEASTIE BOYS</b> Intergalactic (Grand Royal/Capitol) 886 1139 1343 1454 46/1					
—	48	43	45	<b>SWEETBOX</b> Everything's Gonna Be Alright (RCA) 853 811 663 456 53/2					
—	—	47	46	<b>SHAGGY I/JANET</b> Luv Me, Luv Me (Flyte Tyme/MCA) 846 757 606 500 51/6					
<b>DEBUT</b>			47	<b>GOO GOO DOLLS</b> Slide (Warner Bros.) 815 436 162 44 84/52					
<b>DEBUT</b>			48	<b>IOINA MENZEL</b> Minuet (Hollywood) 789 589 328 184 66/2					
49	45	45	49	<b>BIG PUNISHER I/JOE</b> Still Not A Player (Loud) 770 767 742 755 39/2					
—	—	46	50	<b>LAURYN HILL</b> Can't Take My Eyes Off You (Ruffhouse/Columbia) 749 759 543 469 23/0					

This chart reflects airplay from September 21-27. Songs ranked by total plays. Highlighted songs indicate Breaker. 153 CHR/Pop reporters. 151 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

## BREAKERS

<b>ALANIS MORISSETTE</b> Thank U (Maverick/Reprise)			TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
			2881/2539	140/34	22
<b>MADONNA</b> The Power Of Good-Bye (Maverick/WB)			TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
			2337/377	111/5	27
<b>PM DAWN</b> I Had No Right (Gee Street/V2)			TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
			2085/210	111/5	29
<b>MONICA</b> The First Night (Arista)			TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
			2002/351	99/3	31

## MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
<b>BRITNEY SPEARS</b> Baby One More Time (Jive)	73
<b>GOO GOO DOLLS</b> Slide (Warner Bros.)	52
<b>U2</b> Sweetest Thing (Island)	38
<b>ALANIS MORISSETTE</b> Thank U (Maverick/Reprise)	34
<b>BRYAN ADAMS</b> On A Day Like Today (A&M)	32
<b>MATCHBOX 20</b> Back 2 Good (Lava/Atlantic)	24
<b>SHAWN MULLINS</b> Lullaby (Columbia)	23
<b>PHANTOM PLANET</b> So I Fall Again (Geffen)	23
<b>KEITH SWEAT I/SNOOP DOGG</b> Come And Get... (Elektra/EEG)	16
<b>SARAH MCLACHLAN</b> Angel (Warner Sunset/Reprise/Arista)	11
<b>SHANIA TWAIN</b> From This Moment On (Mercury)	11

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>ALANIS MORISSETTE</b> Thank U (Maverick/Reprise)	+2539
<b>SHAWN MULLINS</b> Lullaby (Columbia)	+660
<b>MATCHBOX 20</b> Back 2 Good (Lava/Atlantic)	+578
<b>AALIYAH</b> Are You That Somebody? (Atlantic)	+477
<b>BARENAKED LADIES</b> One Week (Reprise)	+445
<b>BACKSTREET BOYS</b> I'll Never Break Your Heart (Jive)	+423
<b>GOO GOO DOLLS</b> Slide (Warner Bros.)	+379
<b>ACE OF BASE</b> Whenever You're Near Me (Arista)	+377
<b>MADONNA</b> The Power Of Good-Bye (Maverick/WB)	+377
<b>THIRD EYE BLIND</b> Jumper (Elektra/EEG)	+366

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>NATALIE IMBRUGLIA</b> Torn (RCA)	
<b>SHANIA TWAIN</b> You're Still The One (Mercury)	
<b>K-CI &amp; JOJO</b> All My Life (MCA)	
<b>MATCHBOX 20</b> 3am (Lava/Atlantic)	
<b>BRIAN MCKNIGHT</b> Anytime (Motown)	
<b>SAVAGE GARDEN</b> Truly Madly Deeply (Columbia)	
<b>MARCY PLAYGROUND</b> Sex And Candy (Capitol)	
<b>WILL SMITH</b> Gettin' Jiggy Wit It (Columbia)	
<b>SMASH MOUTH</b> Walkin' On The Sun (Interscope)	
<b>ROBYN</b> Show Me Love (RCA)	

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

# MONIFAH

## "Touch It"

Callout America:

**Overall Debut** 3.54  
**East Region** 3.68 #8  
**West Region** 3.66 #9

R&R CHR/Pop **39**  
 R&R CHR/Rhythmic **5**

### Callout:

KYLD/San Francisco	Top 5
KQKS/Denver	Top 5
WZJM/Cleveland	Top 5 W29-34
WJHM/Orlando	Top 5
KSFM/Sacramento	Top 5
KKSS/Albuquerque	Top 5

### Huge Phones

KHTT/Tulsa	#1
KFFM/Yakima	#1
WKPK/Traverse City	#1
WKTU/New York	Top 5
KIIS/Los Angeles	Top 5
KHKS/Dallas	Top 5
WJMN/Boston	Top 5
KYLD/San Francisco	Top 5
WZJM/Cleveland	Top 5
KSFM/Sacramento	Top 5
WROX/Norfolk	Top 5
KRQQ/Tucson	Top 5

### New Airplay This Week:

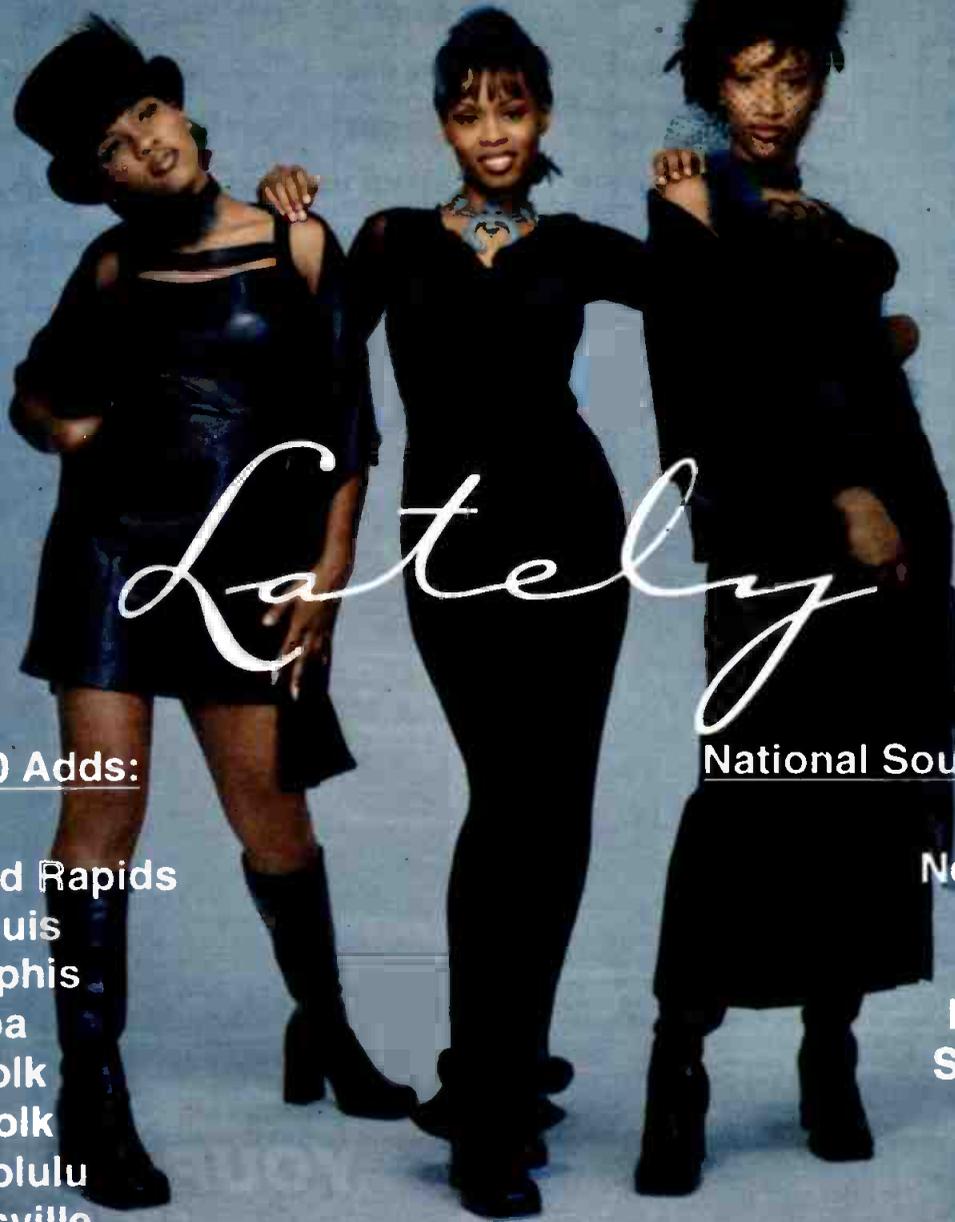
WIQQ/Philadelphia
KBXX/Houston
KHYS/Houston
KUBE/Seattle
WNKS/Charlotte
KGGI/Riverside
WAEZ/Johnson City
WZEE/Madison
KQAR/Little Rock
WVSR/Charleston
WMGB/Macon
WZOK/Rockford
KHTO/Springfield



Simply Talented...Simply Beautiful...Simply

# divine

"Coming to Top 40 this week, October 6th"



## Lately

### Early Top 40 Adds:

- KHFI-Austin
- WSNX-Grand Rapids
- KSLZ-St. Louis
- WKSL-Memphis
- WFLZ-Tampa
- WNVZ-Norfolk
- WROX-Norfolk
- KMQQ-Honolulu
- WDJX-Louisville
- KHTS-San Diego
- KRQQ-Tucson

### National Soundscan #: 12\*

- Boston #1
- New Orleans #1
- Norfolk #2
- Austin #2
- Providence #2
- Sacramento #3
- Baltimore #3
- San Diego #3
- Chicago #4
- Little Rock #4

*Kia*

*Tonia*

*Mikki*

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

63291-12325-2/4

"Lately" 63291-15316-2/4

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



**NEW & ACTIVE**

**NEXT** I Still Love You (Arista)  
Total Plays: 698, Total Stations: 59, Adds: 7

**REPUBLICA** Ready To Go (RCA)  
Total Plays: 690, Total Stations: 54, Adds: 5

**MATCHBOX 20** Back 2 Good (Lava/Atlantic)  
Total Plays: 635, Total Stations: 70, Adds: 24

**STEVIE NICKS** If You Ever Did Believe (Reprise)  
Total Plays: 506, Total Stations: 38, Adds: 4

**ACE OF BASE** Whenever You're Near Me (Arista)  
Total Plays: 377, Total Stations: 38, Adds: 10

**LEANN RIMES** Feels Like Home (MCA/Curb)  
Total Plays: 308, Total Stations: 35, Adds: 5

**CLEDPATRA** Life Ain't Easy (Maverick/WB)  
Total Plays: 307, Total Stations: 33, Adds: 4

**BRITNEY SPEARS** Baby One More Time (Jive)  
Total Plays: 290, Total Stations: 74, Adds: 73

**LAURYN HILL** Doo Wop (That Thing) (Ruffhouse/Columbia)  
Total Plays: 234, Total Stations: 9, Adds: 3

**N-TYCE** Telefunkin' (Columbia)  
Total Plays: 214, Total Stations: 15, Adds: 5

**DIVINE** Lately (Pendulum/Red Ant)  
Total Plays: 196, Total Stations: 13, Adds: 8

**MICHELLE LEWIS** Nowhere And Everywhere (Giant/WB)  
Total Plays: 176, Total Stations: 25, Adds: 8

**DUNCAN SHEIK** Bite Your Tongue (Atlantic)  
Total Plays: 175, Total Stations: 18, Adds: 4

**EDNASWAP** Back On The Sun (Island)  
Total Plays: 153, Total Stations: 20, Adds: 4

**STRETCH PRINCESS** Sorry (Wind-up)  
Total Plays: 138, Total Stations: 13, Adds: 1

**SARAH MCLACHLAN** Angel (Warner Sunset/Reprise/Arista)  
Total Plays: 129, Total Stations: 17, Adds: 11

**INNER CIRCLE** Da Bomb (Republic/Universal)  
Total Plays: 126, Total Stations: 13, Adds: 2

**BRYAN ADAMS** On A Day Like Today (A&M)  
Total Plays: 97, Total Stations: 32, Adds: 32

**LUCINDA WILLIAMS** Right In Time (Mercury)  
Total Plays: 87, Total Stations: 10, Adds: 0

**KEITH SWEAT F/SNOOP DOGG** Come And Get... (Elektra/EEG)  
Total Plays: 82, Total Stations: 20, Adds: 16

Songs ranked by total plays



**N'SYNC WITH A CRUSH** — RCA group 'N Sync and Hollywood artist Jennifer Paige chilled backstage after performing at KHKS/Dallas' "End Of Summer Bash." Getting cozy are (l-r) "Sync's Justin Timberlake, Jennifer Paige, 'N Sync's Joey Fatone, and KHKS morning show guys Kidd Kraddick, Rich Berra, and "Big Al" Mack.

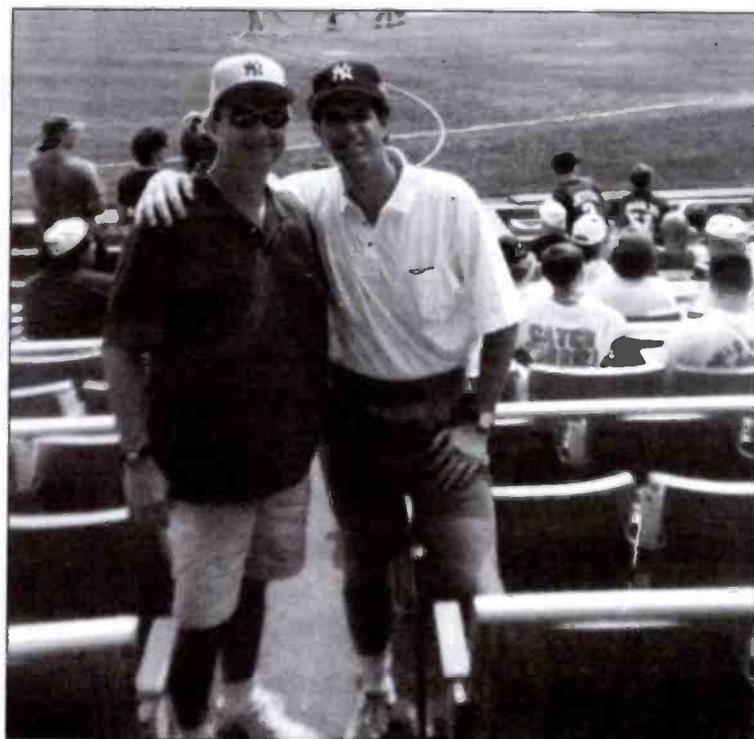


**IN THE COMPANY OF MEN(ZEL)** — Outside the Tri-State offices, staffers took advantage of the chance to hang with Hollywood artist Idina Menzel (c), who was promoting her new single, "Minuet." (L-r): Tri-State's Denny Bleh, Jim Stacy, Karl Bach, Kevin Shelton, Jeff Owens, Bill Scull, and Jason Prinzo.

**NEW RELEASES**

**ADDS OCTOBER 6**

- BOYZONE** All The Time In The World (Mercury)
- BRANDY** Have You Ever (Atlantic)
- DIVINE** Lately (Red Ant)
- DRU HILL** How Deep Is... (Def Jam/RAL/Mercury/Island)
- FASTBALL** Fire Escape (Hollywood)
- NATALIE MERCHANT** Break Your Heart (Elektra/EEG)
- VONDA SHEPARD** Maryland (550 Music)



**AN ORIGINAL PITCH** — Arista VP/Promo Ken Lane (r) schmoozes — and tries to get a few quality adds from — WHYI/Miami PD Rob Roberts during a recent baseball game in New York.

**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:**  
10100 Santa Monica Blvd.,  
Fifth Floor,  
Los Angeles, CA 90067



# CHR/POP PLAYLISTS

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

**MARKET #100**  
KSLZ/El Paso  
(314) 692-5100  
Kapugi/Stevens

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
75	75	75	73	73	ALL SAINTS/Never Ever
74	74	74	73	73	NEXT/Too Close
74	61	61	61	61	AEROSMITH/Don't Want To...
43	27	27	27	27	WILL SMITH/Just The Two Of Us
42	43	43	43	43	JANET/Go Deep
32	38	38	38	38	BARENAKED LADIES/One Week
55	53	53	53	53	EDWIN MCCAIN/It's Be
54	57	57	57	57	JENNIFER PAGE/Crush
40	43	43	43	43	PM DAWNI/Up My Heart
75	75	75	75	75	% SYNC/Team Up My Heart
43	44	44	44	44	INDY/Time After Time
38	41	41	41	41	% DEGREES/Because Of You
39	44	44	44	44	HARVEY DANGER/Raggaote Sits
55	45	45	45	45	BRANDY & MONICA/The Boy Is Mine
40	47	47	47	47	MATCHBOX 20/Real World
17	20	20	20	20	SHERRY CROWLEY/Favorite Mistake
36	60	60	60	60	BACKSTREET BOYS/It Never Breaks...
31	34	34	34	34	THIRD EYE BLIND/Jumper
16	18	18	18	18	AALIYAH/You That...
8	8	8	8	8	SHANNA THAWN/From This Moment On
51	45	45	45	45	PRAS MICHEL FOOB.../Ghetto Supersta...
-	-	-	-	-	ALANIS MORISSETTE/Thank U
-	-	-	-	-	MAISON MARTIN MARGIELA/You're The One
-	-	-	-	-	GOO GOO DOLLS/She
21	33	33	33	33	SEMSONIC/Closing Time
32	34	34	34	34	HOOTIE // A WB Wait
4	13	13	13	13	MONICA/The First Night
12	10	10	10	10	BEASTIE BOYS/Intergalactic
14	17	17	17	17	BIG PUNISHER FUDGE/Still Not A Player
10	15	15	15	15	SWEETBOX/Everything's...
7	13	13	13	13	EVERETT/You're The One
19	15	15	15	15	EVERYTHING/Hooch
15	17	17	17	17	SHAGGY FAMEE/Lux Mi, Lux Me
8	14	14	14	14	EAGLE-EYE CHERRY/Save Tonight
-	-	-	-	-	SHAWN MULLINS/Lady
11	12	12	12	12	CLEOPATRA/Let's Not Easy
-	-	-	-	-	SHANNA THAWN/From This Moment On
7	10	10	10	10	MONIEHAN/Touch It
8	8	8	8	8	BRIAN SETZER ORCH./Jump Jus Air Wait

**102.7**  
TODAY'S HIT MUSIC

**MARKET #100**  
WKYY/Baltimore  
(410) 828-7722  
Dee

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
63	62	64	64	64	NEXT/Too Close
19	34	32	32	32	LAURYN HILL/Cant Take My...
18	62	62	62	62	ALL SAINTS/Never Ever
14	34	62	62	62	AALIYAH/You That...
27	62	62	62	62	GOO GOO DOLLS/She
25	9	26	26	26	USHER/My Way
63	63	62	62	62	JENNIFER PAGE/Crush
34	39	26	26	26	INDY/Time After Time
36	38	33	33	33	NATALIE IMBRUGLIA/Wishing I Was There
24	33	31	31	31	JANET/Go Deep
62	60	29	29	29	AEROSMITH/Don't Want To...
63	62	63	63	63	BACKSTREET BOYS/It Never Breaks...
37	26	25	25	25	FASTBALL/The Way
42	63	64	36	36	% SYNC/Team Up My Heart
62	35	29	29	29	SEMSONIC/Closing Time
12	26	31	31	31	RUTH HILL/This Kiss
26	33	23	23	23	THIRD EYE BLIND/Jumper
12	13	23	23	23	MONICA/The First Night
-	-	-	-	-	FORN I Can't Have You
27	31	29	29	29	% DEGREES/Because Of You
40	40	34	27	27	FIVE/When The Lights...
-	-	-	-	-	IBNA MERZEL/Album
-	-	-	-	-	PM DAWNI/Up My Heart
64	63	26	26	26	BARENAKED LADIES/One Week
62	64	34	34	34	BRANDY & MONICA/The Boy Is Mine
22	24	24	21	21	NATALIE IMBRUGLIA/Tom
-	-	-	-	-	CLEOPATRA/Let's Not Easy
-	-	-	-	-	REPUBLIC/Ready To Go
-	-	-	-	-	SHERRY CROWLEY/Favorite Mistake
-	-	-	-	-	ALANIS MORISSETTE/Thank U
28	23	15	15	15	SHAGGY FAMEE/Lux Mi, Lux Me
14	12	13	13	13	MONIEHAN/Touch It
33	39	23	6	6	EVERYTHING/Hooch
-	-	-	-	-	FASTBALL/Fin Escape
-	-	-	-	-	SHANNA THAWN/From This Moment On
-	-	-	-	-	TAYLOR DAME/Undiscoverd
-	-	-	-	-	NEXT/Too Close
-	-	-	-	-	PHANTOM FLAME/150 I Fall Apart

**MARKET #100**  
WZZP/Milwaukee  
(412) 929-9400  
Edgar

**39.4**  
today's hit music

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
56	58	55	55	55	AEROSMITH/Don't Want To...
54	50	48	48	48	GOO GOO DOLLS/She
53	50	40	40	40	EDWIN MCCAIN/It's Be
49	52	48	48	48	K-C & JOJOAH My Life
49	47	45	45	45	SHANNA THAWN/From This Moment On
38	41	43	43	43	BARENAKED LADIES/One Week
34	38	37	37	37	NATALIE IMBRUGLIA/Wishing I Was There
36	40	39	37	37	MATCHBOX 20/Real World
40	40	39	37	37	SEMSONIC/Closing Time
15	23	29	29	29	BACKSTREET BOYS/It Never Breaks...
30	30	27	27	27	JANET/Go Deep
30	30	27	27	27	BRANDY & MONICA/The Boy Is Mine
28	25	27	27	27	SHERRY CROWLEY/Favorite Mistake
-	-	-	-	-	ALANIS MORISSETTE/Thank U
25	19	27	27	27	JENNIFER PAGE/Crush
-	-	-	-	-	PM DAWNI/Up My Heart
26	28	26	26	26	ACE OF BASE/Summer
30	30	27	27	27	GOO GOO DOLLS/She
23	29	30	30	30	FASTBALL/The Way
23	20	22	22	22	BRANDY & MONICA/The Boy Is Mine
21	22	24	24	24	CELINE DION/Je Ne Sais Plus
21	24	25	25	25	RUTH HILL/This Kiss
29	31	22	22	22	HOOTIE // A WB Wait
18	19	16	16	16	% SYNC/Team Up My Heart
-	-	-	-	-	EAGLE-EYE CHERRY/Save Tonight
15	20	19	19	19	WILL SMITH/Just The Two Of Us
17	17	17	17	17	MONICA/The First Night
20	22	17	17	17	THIRD EYE BLIND/Jumper
12	16	16	16	16	JOHN MELLENCAMP/You're Life Is Now
15	15	15	15	15	NEXT/Too Close
17	12	14	14	14	ALL SAINTS/Never Ever
-	-	-	-	-	SHANNA THAWN/From This Moment On
-	-	-	-	-	EVERETT/You're The One

**MARKET #100**  
WFLZ/Tampa  
(813) 839-9393  
Harris/Domine

**93.7**  
FLZ

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
70	74	72	72	72	ALL SAINTS/Never Ever
58	61	63	63	63	JENNIFER PAGE/Crush
65	60	60	60	60	NEXT/Too Close
47	71	65	65	65	BARENAKED LADIES/One Week
75	72	68	68	68	WILL SMITH/Just The Two Of Us
41	46	47	47	47	JANET/Go Deep
66	54	47	47	47	AEROSMITH/Don't Want To...
42	43	42	42	42	PM DAWNI/Up My Heart
46	44	42	42	42	FIVE/When The Lights...
43	41	35	35	35	% SYNC/Team Up My Heart
-	-	-	-	-	DIVINE/Lady
38	44	45	45	45	INDY/Time After Time
47	50	45	45	45	BRANDY & MONICA/The Boy Is Mine
62	54	40	40	40	BRANDY & MONICA/The Boy Is Mine
36	41	39	34	34	GOO GOO DOLLS/She
33	37	41	41	41	BACKSTREET BOYS/It Never Breaks...
-	-	-	-	-	AALIYAH/You That...
-	-	-	-	-	CLEOPATRA/Let's Not Easy
37	38	35	32	32	SEMSONIC/Closing Time
8	16	26	26	26	BAFYANCE/You Were There
28	33	35	35	35	USHER/My Way
15	30	27	27	27	MADONNA/The Power Of Love
-	-	-	-	-	SHAWN MULLINS/Lady
32	25	10	20	20	SHAGGY FAMEE/Lux Mi, Lux Me
26	24	24	24	24	BEASTIE BOYS/Intergalactic
20	25	24	24	24	SHERRY CROWLEY/Favorite Mistake
20	25	24	24	24	SHERRY CROWLEY/Favorite Mistake
9	13	20	20	20	THIRD EYE BLIND/Jumper
19	22	21	21	21	EDWIN MCCAIN/It's Be
22	21	19	19	19	HOOTIE // A WB Wait
7	16	18	18	18	SMOKE GARDEN/To The Moon And Back
15	19	17	17	17	BIG PUNISHER FUDGE/Still Not A Player
15	10	16	16	16	NATALIE IMBRUGLIA/Wishing I Was There
-	-	-	-	-	KETH SWIFT/FRODO/Come And Get...
18	14	14	14	14	PRAS MICHEL FOOB.../Ghetto Supersta...
9	9	13	13	13	MONICA/The First Night
36	29	9	9	9	HARVEY DANGER/Raggaote Sits
14	16	9	9	9	EVERYTHING/Hooch
7	7	8	8	8	EVERETT/You're The One

**MARKET #100**  
WZLW/Cleveland  
(216) 821-9300  
Eubanks/Jackson

**92.3**

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
31	49	49	49	49	AALIYAH/You That...
61	57	57	57	57	NEXT/Too Close
61	57	57	57	57	SHAGGY FAMEE/Lux Mi, Lux Me
61	56	56	56	56	BRANDY & MONICA/The Boy Is Mine
55	48	48	48	48	AEROSMITH/Don't Want To...
59	54	54	54	54	PRAS MICHEL FOOB.../Ghetto Supersta...
50	51	51	51	51	ALL SAINTS/Never Ever
43	40	41	41	41	% SYNC/Team Up My Heart
44	40	40	40	40	FIVE/When The Lights...
37	36	36	36	36	JENNIFER PAGE/Crush
61	47	47	47	47	WILL SMITH/Just The Two Of Us
-	-	-	-	-	TATIANA ALI/Cayonami
40	35	35	35	35	BACKSTREET BOYS/It Never Breaks...
37	33	33	33	33	USHER/My Way
35	37	33	33	33	INDOLE/She's A Hot
30	31	31	31	31	MONIEHAN/Touch It
23	26	26	26	26	MONICA/The First Night
-	-	-	-	-	BARENAKED LADIES/One Week
30	31	31	31	31	JANET/Go Deep
54	38	28	28	28	VOICES OF THEORY/Say It
37	37	37	37	37	INDY/Time After Time
21	27	27	27	27	% DEGREES/Because Of You
-	-	-	-	-	SWEETBOX/Everything's...
15	20	20	20	20	BIG PUNISHER FUDGE/Still Not A Player
16	20	20	20	20	COLOR ME BRIGHT/Remember When
26	23	23	23	23	BAFYANCE/You Were There
-	-	-	-	-	MADONNA/The Power Of Love
25	25	25	25	25	PM DAWNI/Up My Heart
26	22	22	22	22	% SYNC/Team Up My Heart
26	22	22	22	22	BEASTIE BOYS/Intergalactic
-	-	-	-	-	INNER CIRCLE/Dance
16	16	16	16	16	BRANDY FAMEE/Top Of The World
-	-	-	-	-	NEXT/Too Close
11	14	14	14	14	SOMETHING FOR.../My Love Is The Strin'
30	8	8	8	8	PUBLIC ENEMY/Don't Get Me Started
-	-	-	-	-	KETH SWIFT/FRODO/Come And Get...
-	-	-	-	-	BRITNEY SPEARS/Baby One More Time
-	-	-	-	-	ACE OF BASE/Whenever You...

**MARKET #100**  
KSLZ/Portland, OR  
(503) 226-0100  
Austin

**100**

PLAYS	3W	2W	1W	TW	ARTIST/TITLE
74	70	70	70	70	JANET/Go Deep
33	41	42	42	42	BACKSTREET BOYS/It Never Breaks...
56	65	66	66	66	EDWIN MCCAIN/It's Be
61	67	71	71	71	ALL SAINTS/Never Ever
49	50	43	43	43	% SYNC/Team Up My Heart
52	60	50	50	50	BARENAKED LADIES/One Week
76	70	61	61	61	NEXT/Too Close
59	50	48	48	48	JENNIFER PAGE/Crush
33	40	38	38	38	LAURYN HILL/Cant Take My...
49	46	46	46	46	ALANIS MORISSETTE/Thank U
60	68	56	56	56	GOO GOO DOLLS/She
37	43	43	43	43	USHER/My Way
27	33	33	33	33	AALIYAH/You That...
20	24	34	34	34	BRANDY & MONICA/The Boy Is Mine
13	10	14	14	14	SHERRY CROWLEY/Favorite Mistake
51	63	63	63	63	PRAS MICHEL FOOB.../Ghetto Supersta...
44	26	21	21	21	INDY/Time After Time
-	-	-	-	-	FIVE/When The Lights...
17	23	18	18	18	SHANNA THAWN/From This Moment On
-	-	-	-	-	TATIANA ALI/Cayonami
26	30	26	26	26	NATALIE IMBRUGLIA/Wishing I Was There
54	67	71	71	71	SHANNA THAWN/From This Moment On
20	29	20	20	20	K-C & JOJOAH My Life
5	10	17	17	17	DESTINY'S CHILD/No No No
5	10	17	17	17	MONIEHAN/Touch It
16	14	16	16	16	MADONNA/The Power Of Love
16	19	18	18	18	BIG PUNISHER FUDGE/Still Not A Player
8	6	7	7	7	BRIAN SETZER ORCH./Jump Jus Air Wait
6	5	9	9	9	THIRD EYE BLIND/Jumper
-	-	-	-	-	MONICA/The First Night
-	-	-	-	-	CLEOPATRA/Let's Not Easy
7	6	6	6	6	NICOLE/She's A Hot
9	7	6	6	6	ANGELIN/Snow On The Sahara



OCTOBER 2, 1998

3W	2W	1W	TW	ARTIST/TITLE (LABEL/S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	<b>1</b> AALIYAH Are You That Somebody? (Atlantic)	2984	2941	2631	2649	51/1
2	2	2	2	<b>2</b> MONICA The First Night (Arista)	2436	2291	1897	1730	52/0
6	3	3	3	<b>3</b> MYA /SILKK THE SHOCKER Movin' On-(University/Interscope)	2284	2164	1640	1466	48/1
15	8	7	4	<b>4</b> LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)	1917	1708	1282	998	41/0
9	7	8	5	<b>5</b> MONIFAH Touch It (Uptown/Universal)	1883	1620	1282	1226	45/3
4	4	5	6	TATYANA ALI Daydreamin' (MJJ/Work)	1596	1716	1632	1650	37/0
17	12	9	7	<b>7</b> XSCAPE My Little Secret (So So Def/Columbia)	1588	1455	1113	913	43/3
3	6	6	8	LAURYN HILL Can't Take My Eyes Off You (Ruffhouse/Columbia)	1569	1709	1468	1677	41/0
5	5	4	9	NICOLE Make It Hot (Gold Mind/EastWest/EEG)	1562	1761	1552	1540	38/0
23	18	10	10	<b>10</b> TQ Westside (ClockWork/Epic)	1429	1296	832	695	34/2
29	20	15	11	<b>11</b> DIVINE Lately (Pendulum/Red Ant)	1339	1146	820	666	42/4
12	13	12	12	GINUWINE Same Ol' G (Atlantic)	1233	1256	1052	1079	32/1
33	23	17	13	<b>13</b> DRU HILL /FREDMAN How Deep Is... (Def Jam/RAL/Mercury/Island)	1194	1098	774	561	45/1
14	17	13	14	NEXT Too Close (Arista)	1134	1199	927	1020	30/1
11	10	11	15	BRANDY & MONICA The Boy Is Mine (Atlantic)	1068	1259	1124	1175	30/0
8	9	14	16	INOJ Time After Time (Columbia)	1029	1197	1148	1270	25/0
13	16	16	17	USHER My Way (LaFace/Arista)	1028	1109	932	1065	24/0
18	15	20	18	KEITH SWEAT /SNOOP DOGG Come And Get With Me (Elektra/EEG)	986	1028	943	844	39/0
27	19	21	19	NEXT I Still Love You (Arista)	949	985	824	672	38/2
7	11	19	20	BRANDY /MASE Top Of The World (Atlantic)	946	1062	1120	1391	28/1
22	27	23	21	BACKSTREET BOYS I'll Never Break Your Heart (Jive)	864	895	727	751	22/0
10	14	18	22	BIG PUNISHER /JOE Still Not A Player (Loud)	857	1065	1049	1179	25/0
32	26	24	23	R. KELLY Half On A Baby (Jive)	835	837	737	567	39/0
24	24	25	24	'N SYNC Tearin' Up My Heart (RCA)	746	795	742	692	20/0
36	36	33	25	<b>25</b> JENNIFER PAIGE Crush (Edel America/Hollywood)	708	642	521	511	16/0
41	40	38	26	<b>26</b> TAMIA So Into You (Qwest/WB)	700	535	453	382	27/1
21	29	22	27	PRAS MICHEL /ODB & MYA Ghetto Supastar... (Interscope)	682	922	642	757	22/0
40	31	28	28	J. DUPRI & M. CAREY Sweetheart (So So Def/Columbia)	659	680	610	390	30/2
25	30	30	29	JERMANE DUPRI /JAY-Z Money Aint A Thang (So So Def/Columbia)	645	665	641	686	22/1
19	22	26	30	JON B. They Don't Know (Yab Yum/550 Music)	641	715	791	839	18/0
16	25	29	31	WILL SMITH Just The Two Of Us (Columbia)	638	675	741	986	21/0
31	37	31	32	JANET Go Deep (Virgin)	622	655	510	571	17/0
35	34	35	33	<b>33</b> SNOOP DOGG Still A G Thang (No Limit/Priority)	605	589	554	518	21/2
28	28	34	34	MASE /PUFF DADDY Lookin' At Me (Bad Boy/Arista)	583	622	686	669	16/0
34	35	32	35	MO THUGS FAMILY All Good (Relativity)	578	648	554	555	16/1
<b>BREAKER</b>			<b>36</b>	<b>SWEETBOX</b> Everything's Gonna Be Alright (RCA)	535	485	420	366	23/3
26	32	27	37	SHAGGY /JANET Luv Me, Luv Me (Flyte Tyme/MCA)	501	694	604	677	14/0
42	41	42	38	<b>38</b> BIZZY BONE Thugz Cry (Relativity)	458	432	429	381	19/0
38	39	43	39	AEROSMITH I Don't Want To Miss A Thing (Columbia)	455	425	456	410	8/0
<b>DEBUT</b>			<b>40</b>	<b>FAITH EVANS</b> Love Like This (Bad Boy/Arista)	447	140	74	—	25/15
—	45	40	41	DMX /FAITH EVANS How's It Goin' Down? (Def Jam/Mercury)	446	435	298	220	15/0
46	46	44	42	ALL SAINTS Never Ever (London/Island)	434	393	274	334	12/0
—	—	49	43	VOICES OF THEORY Wherever You Go (H.O.L.A./Red Ant)	419	268	92	67	20/1
30	33	36	44	KELLY PRICE Friend Of Mine (T-Neck/Island)	397	586	588	603	13/0
39	38	41	45	JAGGED EDGE Gotta Be (So So Def/Columbia)	395	435	461	407	8/0
<b>DEBUT</b>			<b>46</b>	<b>NICOLE /MOCHA</b> I Can't See (Gold Mind/EastWest/EEG)	389	157	66	—	25/5
—	—	47	47	NASTYBOY KLICK Lost In Love (Upstairs)	386	314	215	156	10/0
20	21	37	48	CAM'RON /MASE Horse & Carriage (Entertainment/Epic)	385	549	818	828	21/0
<b>DEBUT</b>			<b>49</b>	<b>2PAC</b> Unconditional Love (Death Row/Breakaway)	360	217	62	—	15/4
<b>DEBUT</b>			<b>50</b>	<b>PRAS</b> Blue Angels (Ruffhouse/Columbia)	347	208	126	27	23/4

This chart reflects airplay from September 21-27. Songs ranked by total plays. Highlighted songs indicate Breaker. 52 CHR/Rhythmic reporters. 51 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

## BREAKERS

### SWEETBOX

Everything's Gonna Be Alright (RCA)

TOTAL PLAYS/INCREASE: 535/50  
TOTAL STATIONS/ADDS: 23/3  
CHART: 36

## MOST ADDED

ARTIST/TITLE (LABEL/S)	ADDS
REEL TIGHT Wanna Ride (G-Funk/Restless)	18
FAITH EVANS Love Like This (Bad Boy/Arista)	15
MACK 10 /GERALD LEVERT Money's... (Hoo-Bangin'/Priority)	14
KIRK FRANKLIN Lean On Me (GospoCentric)	10
JAY-Z /AMMIL AND JA Can I Get... (Def Jam/RAL/Mercury)	8
JON B. I Do (Whatcha Say Boo) (Yab Yum/550 Music)	6
E-40 /TDO SHORT & K-CI & JOJO From... (Sick Wid It/Jive)	6
LFO If I Can't Have You (Logic)	5
NICOLE /MOCHA I Can't See (Gold Mind/EastWest/EEG)	5
BRITNEY SPEARS Baby One More Time (Jive)	5

## MOST INCREASED PLAYS

ARTIST/TITLE (LABEL/S)	TOTAL PLAY INCREASE
FAITH EVANS Love Like This (Bad Boy/Arista)	+307
MONIFAH Touch It (Uptown/Universal)	+263
NICOLE /MOCHA I Can't See (Gold Mind/EastWest/EEG)	+232
LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)	+209
DIVINE Lately (Pendulum/Red Ant)	+193
TAMIA So Into You (Qwest/WB)	+165
VOICES OF THEORY Wherever You Go (H.O.L.A./Red Ant)	+151
JAY-Z /AMMIL AND JA Can I Get... (Def Jam/RAL/Mercury)	+146
MONICA The First Night (Arista)	+145
2PAC Unconditional Love (Death Row/Breakaway)	+143

## HOTTEST RECURRENTS

ARTIST/TITLE (LABEL/S)	PLAYS
K-CI & JOJO All My Life (MCA)	15/0
BRIAN MCKNIGHT Anytime (Motown)	12/0
DESTINY'S CHILD No, No, No (Grass Roots/Columbia)	20/1
USHER You Make Me Wanna... (LaFace/Arista)	13/0
WILL SMITH Gettin' Jiggy Wit It (Columbia)	8/0
USHER Nice & Slow (LaFace/Arista)	25/5
MARIAH CAREY My All (Columbia)	10/0
MASE Feel So Good (Bad Boy/Arista)	21/0
SAVAGE GARDEN Truly Madly Deeply (Columbia)	15/4
MARK MORRISON Return Of The Mack (Atlantic)	23/4

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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WALT LOVE

## Changes Prove Positive For Indy's WTLC

### □ New ownership, management, and programming focus bring results

These are good times for heritage Urban WTLC-FM. In the Spring '98 book, the station exploded 5.5-6.5, advancing them to a fourth-place 12+ rank. Now under Emmis' ownership and with a new management team having been in place for several months, the station is poised to build on this success for the long term.

The architects of the station's latest surge are VP/GM Vince Frugé and PD Brian Wallace, who arrived at the station in November and January, respectively. This week, I speak to them about the positive changes they've made at "TLC."

"I think we've accomplished a lot," Frugé says. "When I came in here, the station was finishing a fall '97 book in which it finished ninth. To see the station go from ninth to fourth 12+ is a big accomplishment. We're way ahead of our targets. What's really good is that — within the winter '98 book, when Brian came in — we target females 23-38, and in that winter book, we tied for No. 1 in females 25-34 with [co-owned AC] WENS-FM. I was very pleased to see that, and this book we were strong across the board."

The numbers tell the story: WTLC-FM now ranks fifth 18-34 with an 8.0, fifth 18-49, fourth 25-49 (trending 5.9-6.5), and seventh 25-54 (5.7-6.1). In the station's target women 18+ demo, it jumped 5.8-6.9 and from eighth to fifth.

#### Finding Its Focus

WTLC's new ownership put new tools at the station's disposal — tools Frugé and Wallace have used to their advantage. "Emmis has always been heavily research-oriented," Frugé points out. "We do biweekly callout to test records and ask a few perceptual questions — 'What about our station is getting better? What is getting worse?' By doing this, the information has given us a lot of positive feedback, confirming the direction we are going in. Emmis did a huge perceptual study with Coleman Research prior to taking over, so we had a good idea



Vince Frugé



Brian Wallace

of exactly where the station's positioning needed to be.

"We fine-tuned the programming. We play some rap, like Tupac. We play a nice mixture of gold and recurrents and some current things, but we're not as heavily current-based."

Wallace elaborates, "We're about 10% gold, roughly 30%-40% recurrent, and 50%-60% current. But we rely heavily on recurrent product. The music is a lot more focused. We're a lot slower to jump on new music compared to what 'TLC may have been in the past, and we stay on records longer. The biggest thing that has really helped this station is playing the hits that people like. We'll still give them to the listeners, instead of getting off those records."

Wallace takes pride in having been able to revive the station's numbers while keeping his inherited staff. "One of the biggest things is the fact that we've been able to do all of this, and I didn't have to make any personnel changes to make it happen. The next thing would be some of the specialty shows, getting out there and selling and promoting them. That has had a huge effect on our ratings. We have a Saturday night show called

*The Saturday Night Basement Party.* It's a '70s and '80s funk show, and it's probably the biggest thing happening here." Actually, it is the biggest thing happening — it's No. 1 18-34 (13.8 share), 18-49 (11.5), and 25-54 (12.1), while tying for first with a 10.8 12+ share.

#### Reaching The Masses

In a market like Indianapolis, which has an Arbitron 12+ black population estimate of only 13.2%, for a station like "TLC to sustain growth, it has to appeal not only to the black population, but cut across racial boundaries as well. As Frugé explains, a lot of effort was put into creating a station for *all* of Indianapolis. "After we did all of our research and all of our homework, we fine-tuned the music and got it all together — of course, being true to our core audience. Then we were ready to market it. As opposed to buying

□

**To see the station go from ninth to fourth 12+ is a big accomplishment. We're way ahead of our targets.**

—Vince Frugé

billboards or bus cards, we put all of our money into TV. We produced a TV spot, featuring Mary J. Blige as our spokesperson, with music clips from people like Babyface and Usher. This was to let people know what kind of music we're playing and that we are 'The New 'TLC.'

"We bought 400 points per week in the heavy weeks, 300 in lighter weeks. We targeted a lot of shows on several TV stations, so that gave it more of a general market appeal. It drew attention to the station, and, as a result, we picked up more of a crossover listenership."

Wallace recalls, "When I got here, there was a massive amount of sharing between this radio station and WHHH, the CHR/Rhythmic station here, and WGGR, which is an Urban AC. So in tightening up the station's format, music, and marketing, what we have done is drawn a huge portion of people, who used to listen to 'TLC but maybe became disenfranchised and found other product. We basically said, 'We've changed ...



**PART-TIME DJs?** — Motown recording artists Boyz II Men visited WTLC/Indianapolis while promoting their single "Doin' Just Fine." As the guys chat with TLC listeners, Guy Black (center, white shirt) moderates.

come back and try us again.' And so far, they're beginning to come back, they're liking what they're hearing, and they're sticking with us a heck of a lot longer than they did six, eight, or 10 months ago."

#### Greener Pastures

Over the years, I've found myself defending the format when talking to naysayers who talk about how good Urban stations do in the ratings, but say they can't capitalize

□

**As opposed to buying billboards or bus cards, we put all of our money into TV. It drew attention to the station, and as a result, we picked up more of a crossover listenership.**

—Vince Frugé

□

The proof, again, is in the numbers: In persons 12+, the station's TSL rose from 8:15 last winter to 9:30 in the spring. In the 18-34 demo, the station's spring TSL was 10:30, up 30 minutes from the previous survey. And the most astonishing improvements came in the upper demos: a 10:15-12:00 jump 25-54 and an 8:15-11:30 increase 35-64.

And, as Frugé adds, "Our cume hasn't been this high in about 11 years. Our 12+ cume right now is 150,700."

With the enormous success 'TLC realized from its TV-only campaign this spring, has Frugé given up on such traditional marketing staples as outdoor? "It's not that we gave up on outdoor," he explains. "But we felt that since we were skewing older, television would be the best route for us. Yes, it was more expensive. But let me tell you, it worked out extremely well for us. I think we're going to stick with some TV, but we've got a big promotion we're lining up for the fall book. I can't really elaborate. Let's just say that it's going to stun a lot of people in our market."

□

**We basically said, 'We've changed ... come back and try us again.' And so far, they're beginning to come back, they're liking what they're hearing, and they're sticking with us a heck of a lot longer than they did six, eight, or 10 months ago.**

—Brian Wallace

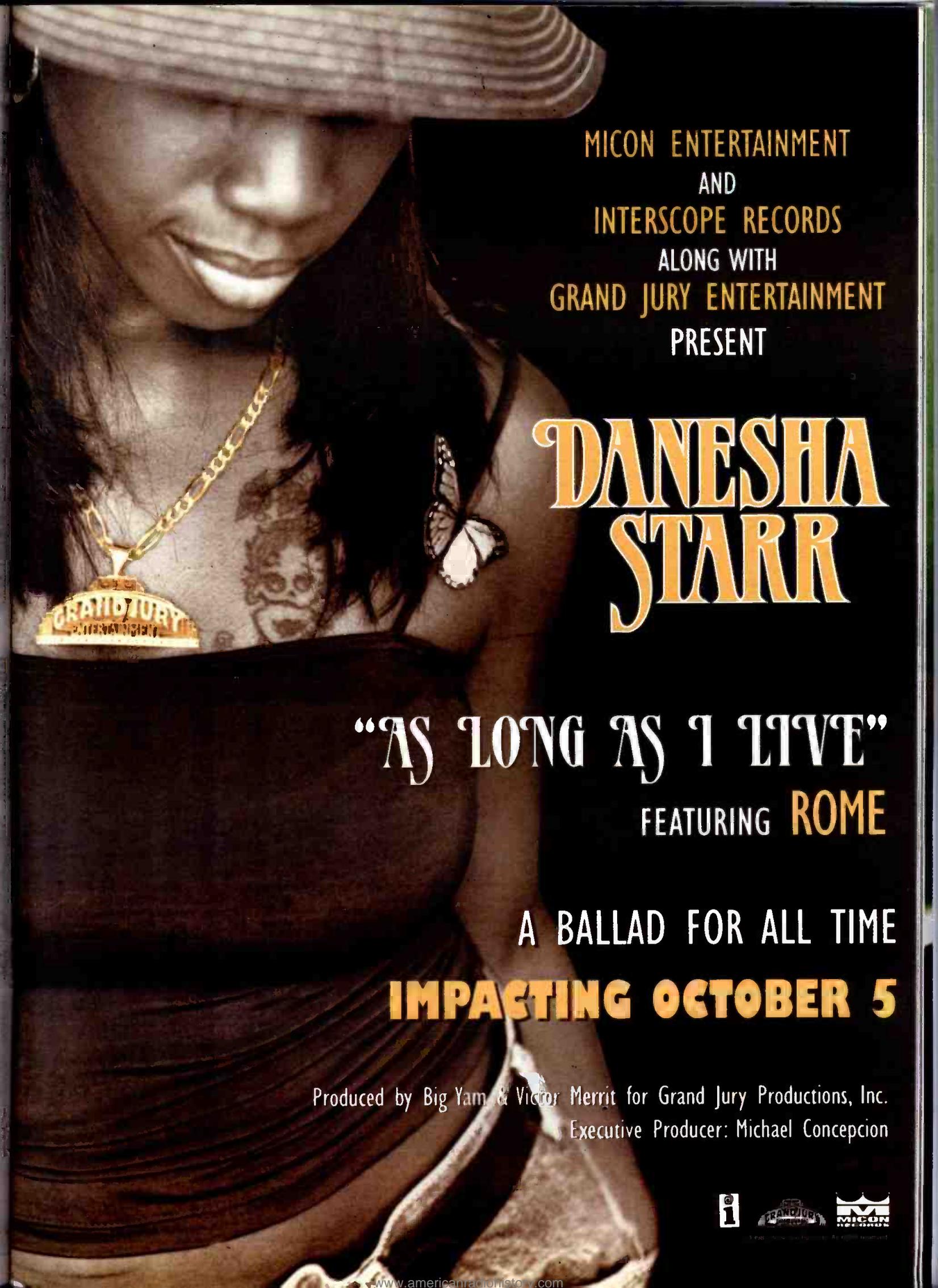
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**The music is a lot more focused. We're a lot slower to jump on new music compared to what 'TLC may have been in the past, and we stay on records longer. The biggest thing that has really helped this station is playing the hits.**

—Brian Wallace

□



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**IMPACTING OCTOBER 5**

Produced by Big Yam & Victor Merrit for Grand Jury Productions, Inc.  
Executive Producer: Michael Concepcion



3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
13	6	4	1	<b>R. KELLY</b> Half On A Baby (Jive)	3684	3399	2846	2825	89/0
10	4	1	2	<b>LAURYN HILL</b> Doo Wop (That Thing) (Ruffhouse/Columbia)	3659	3503	2844	2174	89/0
4	3	3	3	<b>GINUWINE</b> Same Ol' G (Atlantic)	3150	3338	2977	2693	81/0
2	1	2	4	<b>XSCAPE</b> My Little Secret (So So Def/Columbia)	3119	3474	3463	3205	80/0
6	5	5	5	<b>TAMIA</b> So Into You (Qwest/WB)	2842	2898	2688	2635	83/0
8	8	6	6	<b>NEXT I</b> Still Love You (Arista)	2832	2715	2592	2502	82/1
18	13	9	7	<b>KEITH SWEAT /SNOOP DOGG</b> Come And Get With Me (Elektra/EEG)	2508	2331	2000	1782	84/0
12	10	8	8	<b>TYRESE</b> Nobody Else (RCA)	2484	2492	2263	2091	74/0
20	17	10	9	<b>MONIFAH</b> Touch It (Uptown/Universal)	2367	2244	1854	1654	78/0
33	25	13	10	<b>DRU HILL /FREDMAN</b> How Deep Is Your... (Def Jam/RAL/Mercury/Island)	2347	2022	1554	1246	84/0
1	2	7	11	<b>MYA /SILKK THE SHOCKER</b> Movin' On (University/Interscope)	2145	2584	3016	3240	61/0
30	23	16	12	<b>DIVINE</b> Lately (Pendulum/Red Ant)	2123	1835	1639	1305	83/4
28	22	14	13	<b>JON B.</b> I Do (Whatcha Say Boo) (Yab Yum/550 Music)	2115	1936	1653	1381	84/3
7	9	11	14	<b>MONICA</b> The First Night (Arista)	1973	2146	2392	2630	60/0
16	11	12	15	<b>JESSE POWELL</b> I Wasn't With It (Silas/MCA)	1924	2126	2032	1983	64/0
21	18	15	16	<b>SNOOP DOGG</b> Still A G Thang (No Limit/Priority)	1717	1848	1772	1576	75/0
26	27	20	17	<b>DMX /FAITH EVANS</b> How's It Goin' Down? (Def Jam/Mercury)	1675	1618	1455	1452	67/1
39	32	23	18	<b>AARON HALL</b> All The Places (I'Will...) (MCA)	1668	1510	1254	1041	78/0
23	24	18	19	<b>TRIN-I-TEE 5:7</b> God's Grace (B-Rite/Interscope)	1653	1640	1597	1518	62/1
36	28	22	20	<b>SHAQUILLE O'NEAL /PETER GUNZ</b> The Way It's... (T.W.isM/A&M)	1625	1549	1430	1180	73/0
37	29	19	21	<b>SPARKLE</b> Time To Move On (Interscope)	1579	1632	1378	1175	73/0
41	33	28	22	<b>DEBRAH COX</b> Nobody's Supposed To Be Here (Arista)	1578	1455	1203	1016	76/0
19	19	17	23	<b>SHAGGY /JANET</b> Luv Me, Luv Me (Flyte Tyme/MCA)	1515	1788	1709	1660	63/0
22	26	21	24	<b>AALIYAH</b> Are You That Somebody? (Atlantic)	1471	1586	1553	1573	44/1
—	40	32	25	<b>USHER</b> One Day You'll Be Mine (LaFace/Arista)	1433	1292	888	217	74/0
—	—	40	26	<b>MARY J. BLIGE</b> Beautiful (Flyte Tyme/MCA)	1430	1008	421	87	81/5
35	31	30	27	<b>DEBELAH MORGAN</b> Yesterday (Motown)	1402	1363	1260	1215	61/0
—	42	34	28	<b>JERMAINE DUPRI &amp; MARIAH CAREY</b> Sweetheart (So So Def/Columbia)	1387	1254	847	305	77/2
42	36	33	29	<b>KENNY LATTIMORE</b> Days Like This (Columbia)	1374	1288	1141	998	68/0
<b>BREAKER</b>	30	—	30	<b>112 I/MASE</b> Love Me (Bad Boy/Arista)	1323	994	317	—	78/0
<b>BREAKER</b>	31	—	31	<b>FAITH EVANS</b> Love Like This (Bad Boy/Arista)	1293	543	96	49	86/6
25	34	36	32	<b>KELLY PRICE</b> Friend Of Mine (T-Neck/Island)	1218	1236	1179	1510	40/0
<b>BREAKER</b>	33	—	33	<b>KIRK FRANKLIN</b> Lean On Me (GospoCentric)	1208	658	391	182	76/30
32	30	31	34	<b>SOLD</b> Touch Me (Perspective/A&M)	1202	1312	1311	1259	56/1
—	41	39	35	<b>TQ</b> Westside (ClockWork/Epic)	1175	1032	855	703	58/1
48	39	38	36	<b>BIZZY BONE</b> Thugz Cry (Relativity)	1174	1055	889	756	64/1
<b>BREAKER</b>	37	—	37	<b>NICOLE I/MOCHA</b> I Can't See (Gold Mind/EastWest/EEG)	1158	971	777	550	75/3
17	21	26	38	<b>GERALD LEVERT</b> Thinkin' Bout It (EastWest/EEG)	1137	1480	1657	1947	37/0
<b>BREAKER</b>	39	—	39	<b>MAXWELL</b> Matrimony: Maybe You (Columbia)	1128	912	419	31	75/0
<b>BREAKER</b>	40	—	40	<b>NICOLE RENEE</b> Strawberry (Atlantic)	1069	997	892	758	61/1
3	12	24	41	<b>BRANDY I/MASE</b> Top Of The World (Atlantic)	1041	1503	2016	2927	40/0
15	15	27	42	<b>PRESSHA</b> Spickackavellie (Tony Mercedes/LaFace/Arista)	995	1474	1974	1994	36/1
—	44	44	43	<b>ANDREA MARTIN</b> Let Me Return The Favor (Arista)	960	913	816	667	62/0
36	35	37	44	<b>EN VOGUE</b> No Fool No More (EastWest/EEG)	913	1223	1175	1103	45/0
5	7	25	45	<b>PUBLIC ANNOUNCEMENT</b> It's About Time (A&M)	906	1487	2613	2687	37/0
49	48	47	46	<b>KURUPT</b> We Can Freak It (Out) (Antra/A&M)	888	849	750	736	51/2
<b>DEBUT</b>	47	—	47	<b>LINK I</b> Really Wanna Sex Your Body (Relativity)	867	735	579	444	61/1
<b>DEBUT</b>	48	—	48	<b>LUTHER VANROSS</b> I Know (LV/Virgin)	844	663	204	—	66/4
—	—	49	49	<b>FAT JOE I/PUFF DADDY</b> Don Cartagena (Mystic/Big Beat/Atlantic)	842	786	678	581	57/0
—	50	48	50	<b>A TRIBE CALLED QUEST</b> Find A Way (Jive)	826	807	700	639	64/1

This chart reflects airplay from September 21-27. Songs ranked by total plays. Highlighted songs indicate Breaker. 89 Urban reporters. 85 current playlists. Songs that are down in plays for three consecutive weeks and below No. 25 are moved to recurrent. © 1998, R&R Inc.

## NEW & ACTIVE

**BRIAN MCKNIGHT** Hold Me (Motown)  
Total Plays: 770, Total Stations: 72, Adds: 9

**CHICO DEBARGE** Virgin (Kedar/Universal)  
Total Plays: 770, Total Stations: 66, Adds: 5

**4KAST I** Tried (RCA)  
Total Plays: 759, Total Stations: 48, Adds: 2

**WILLIE MAX /RAPHAEL SAADIO** Can't Get Enough (Motown)  
Total Plays: 737, Total Stations: 66, Adds: 8

**REGINA BELLE** I've Had Enough (MCA)  
Total Plays: 693, Total Stations: 49, Adds: 1

**JEROME** Too Old For Me (Bad Boy/Arista)  
Total Plays: 655, Total Stations: 54, Adds: 2

**RAS KASS /DR. DRE & MACK 10** Ghetto Fabulous (Patchwork/Priority)  
Total Plays: 631, Total Stations: 56, Adds: 0

**WC /JON B.** Better Days (Payday/FFRR/London)  
Total Plays: 610, Total Stations: 61, Adds: 5

**BIG PUNISHER** You Came Up (Loud)  
Total Plays: 586, Total Stations: 62, Adds: 5

**DESTINY'S CHILD I/TIMBALAND** Get On The Bus (EastWest/EEG)  
Total Plays: 563, Total Stations: 61, Adds: 7

**MOJ** Time After Time (Columbia)  
Total Plays: 564, Total Stations: 35, Adds: 1

**LEVI LITTLE** Somebody To Love (White Label)  
Total Plays: 562, Total Stations: 37, Adds: 1

**JAGGED EDGE** Gotta Be (So So Def/Columbia)  
Total Plays: 458, Total Stations: 13, Adds: 0

**NOREAGA** Superthug (Penalty/Tommy Boy)  
Total Plays: 447, Total Stations: 47, Adds: 8

**LAURYN HILL** Can't Take My Eyes Off You (Ruffhouse/Columbia)  
Total Plays: 437, Total Stations: 13, Adds: 0

Songs ranked by total plays.

## BREAKERS.

<b>112 I/MASE</b> Love Me (Bad Boy/Arista) TOTAL PLAYS/INCREASE: 1323/329 TOTAL STATIONS/ADDS: 78/0 CHART: 78
<b>FAITH EVANS</b> Love Like This (Bad Boy/Arista) TOTAL PLAYS/INCREASE: 1293/758 TOTAL STATIONS/ADDS: 86/6 CHART: 86
<b>KIRK FRANKLIN</b> Lean On Me (GospoCentric) TOTAL PLAYS/INCREASE: 1208/550 TOTAL STATIONS/ADDS: 76/30 CHART: 76
<b>NICOLE F/MOCHA</b> I Can't See (Gold Mind/EastWest/EEG) TOTAL PLAYS/INCREASE: 1158/187 TOTAL STATIONS/ADDS: 75/3 CHART: 75
<b>MAXWELL</b> Matrimony: Maybe You (Columbia) TOTAL PLAYS/INCREASE: 1128/216 TOTAL STATIONS/ADDS: 75/0 CHART: 75
<b>NICOLE RENEE</b> Strawberry (Atlantic) TOTAL PLAYS/INCREASE: 1069/72 TOTAL STATIONS/ADDS: 61/1 CHART: 61

## MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
TOTAL I/MISSY ELLIOTT Trippin' (Bad Boy/Arista)	71
JAY-Z I/AMIL AND JA Can I Get... (Def Jam/RAL/Mercury)	70
MACK 10 I/GERALD LEVERT Money's... (Hoo-Bangin'/Priority)	65
SHAE JONES Talk Show Shhh! (Universal)	44
E-40 I/TOO SHORT & K-CI & JOJO From... (Sick Wid It/Jive)	40
KID CAPRI Unify (Columbia)	35
KIRK FRANKLIN Lean On Me (GospoCentric)	30
BRAND NUBIAN Don't Let It Go To Your Head (Arista)	13
BRIAN MCKNIGHT Hold Me (Motown)	9
GONZOE I/PHATTS... C'est... (Menes/Private I/Mercury)	8
WILLIE MAX I/RAPHAEL SAADIO Can't Get Enough (Motown)	8

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
FAITH EVANS Love Like This (Bad Boy/Arista)	+750
KIRK FRANKLIN Lean On Me (GospoCentric)	+550
BRIAN MCKNIGHT Hold Me (Motown)	+534
MARY J. BLIGE Beautiful (Flyte Tyme/MCA)	+422
DESTINY'S CHILD I/TIMBALAND Get On... (EastWest/EEG)	+413
R. KELLY Half On A Baby (Jive)	+375
TOTAL I/MISSY ELLIOTT Trippin' (Bad Boy/Arista)	+338
112 I/MASE Love Me (Bad Boy/Arista)	+329
DRU HILL I/FREDMAN How... (Def Jam/RAL/Mercury/Island)	+325
VOICES OF THEORY Wherever You Go (H.O.L.A./Red Ant)	+315

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MONTELL JORDAN I Can Do That (Def Jam/RAL/Mercury)	+534
ARETHA FRANKLIN In Case You Forgot (Arista)	+534
NICOLE Make It Hot (Gold Mind/EastWest/EEG)	+534
TATYANA ALI Daydreamin' (MJJ/Work)	+534
JERMAINE DUPRI I/JAY-Z Money Ain't... (So So Def/Columbia)	+534
JON B. They Don't Know (Yab Yum/550 Music)	+534
CAM'RON I/MASE Horse & Carriage (Entertainment/Epic)	+534
MASTER P Goodbye To My Homies (No Limit/Priority)	+534
BOYZ II MEN Doin' Just Fine (Motown)	+534
BRIAN MCKNIGHT The Only One For Me (Motown)	+534

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.

## G-FUNK THE NEW MILLENIUM

# Reel Tight

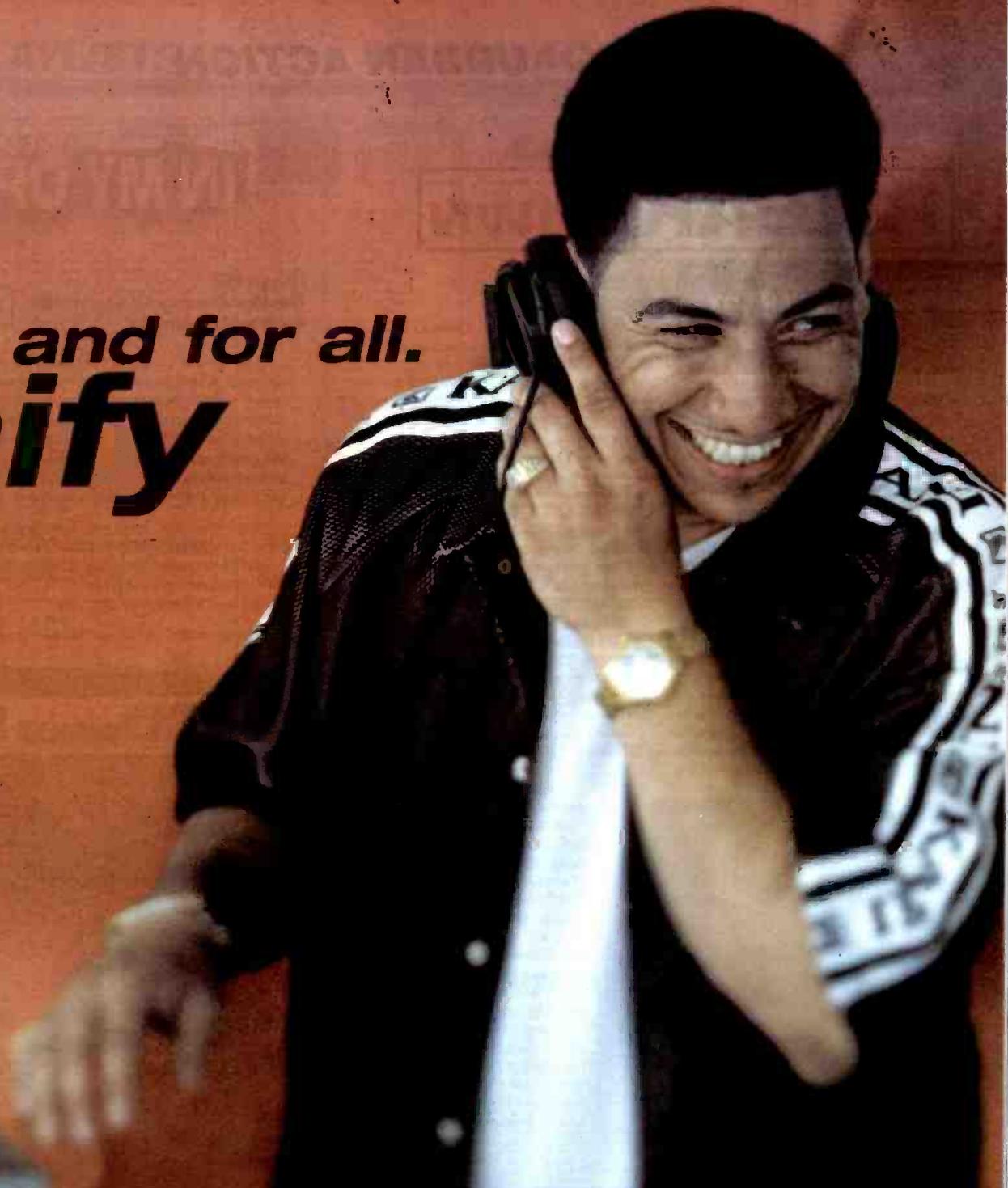
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CRUISIN’ ON 3 FDMATS!  
On over 60 stations @ Urban  
#1 MOST ADDED @ Crossover!



EXECUTIVE PRODDUCER: WARREN G



Once and for all.  
**unify**



# KID CAPRI

featuring  
**Snoop Dogg & Slick Rick**

From Kid Capri's history-making album, "Soundtrack To The Streets."

Out tha crates and in your carts

**November 3.**



\*Columbia\* Reg. U.S. Pat. & Trm. Off. Marca Registrada. © 1998 Sony Music Entertainment Inc.

COLUMBIA



# ARTIST BREAKDOWN

ARTIST: **DEBORAH COX**LABEL: **ARISTA**

The title track and debut single from Deborah Cox's album *Nobody's Supposed To Be Here* is steadily rising up both R&R's mainstream Urban and Urban AC charts. It's my favorite song on the CD. Deborah Cox's performance is so emotional, so convincing. I felt her confusion. (Or was that my own?)

"Nobody's Supposed To Be Here" is a ballad that gives love yet another chance. Unlike other ballads covering the same topic, this one describes an affliction that strikes many people: the raising of the guard. As with Cox, many people experience that "final" heartbreak that prompts you to secure your heart under lock and key, and instead of using solitude to strengthen it (the heart), you ignore its precious existence. Then BAM! You turn around and step smack dab in the middle of it — love that is. The song was written



by Montell Jordan and Anthony "Shep" Crawford, and Cox seems to be asking love in an emotional, yet strong, voice: "What in the hell are you doing here and how did you get in?" (Check the back door.) Also included on the CD is the eye-opening "I Never Knew," which seems to describe the relationship that led to Cox's emotional security system in "Nobody's Supposed To Be Here."

Taking a moment from his busy schedule is Next's R.L. (Lil' Teddy!), who does a duet with Cox on "We Can't Be Friends" — the dilemma: Once you've been perfect lovers, how can you live as mere friends? This is a great song, and R.L.'s strong vocals add spice to the track. He and Cox discuss their present situation and find that not only do they still love one another, but they are still *in love* with each other. The line to quote: "Don't get too close and expect me to behave. I might just steal a kiss if you come near my face." (Hey, you know who, are ya feelin' me?) As "Couldn't We" requests another chance at the relationship, "It's Over Now" states the end of one.

"One Wish" comes on strong with a funky, DJ Quik-produced track and "Just When ..." has a Latin/hip-hop feel. (Or was it the bottle of Merlot I drank?) Cox does justice to the Diane Warren-penned "One Day You Will." She uses her capable voice to relay to her ex that he *will* indeed miss her, there definitely *will* be times when he envisions her face on other women, and it's a promise that he *will* want her back. (If she's so psychic, why didn't she see this coming?)

*Nobody's Supposed To Be Here* is a joy to share between lovers, etc. You can dance to this CD; you can make love to this CD. Either way, while listening to Cox's music, you'll want somebody around. Peace.

— Tanya O'Quinn  
Asst. Urban Editor

Artist Breakdown highlights artists with strong chart momentum.

# IN MY OPINION

with **Tawala Sharp**

**Lauryn Hill**  
*The Miseducation Of Lauryn Hill*  
Ruffhouse/Columbia

AMD, KKBT/Los Angeles

In my opinion, Lauryn Hill has blessed the world with one of the most phenomenal albums of all time! Lauryn's album has surpassed all the known dimensions within the musical realm. In the past, we've had artists who were able to fuse two music genres — R&B and rap, rap and jazz, or jazz and alternative rock, for instance. Lauryn Hill has combined nearly all types. Her album is the perfect blend of old school/new school rap, R&B, gospel, alternative, folk-jazz, and Motown-esque rhythm and blues. Just listen to her hardcore delivery in "Lost Ones," then skip to "Nothing Matters." "Nothing ..." (the duet with D'Angelo), transforms the pair into Marvin Gaye and Tammi Terrell, '98 style.

Lauryn takes us to church with "Everything Is Everything," as well as "Forgive Them Father," wherein she adds a bit of island flavor to really set it off. If you flip it to "Doo-Wop ...," you'll hear Lauryn blend classic street corner doo-wop with new school hip-hop/R&B. For an emotional high, give a listen to "To Zion." This folksy song, which is an ode to her son, is bound to leave you a little misty.

What more can I say? Lauryn Hill is, in my opinion, the Goddess of Virtuosity.

# ADVANCE NOTICE

Giving you fair warning: These are the singles that are going for adds on Monday (10/5) and Tuesday (10/6).

A+ Enjoy Yourself (Kedar/Universal)

BRANDY Have You Ever? (Atlantic)

FLIP MODE SQUAD Cha Cha Cha (Flipmode/Elektro/EEG)

III FRUM THA SOUL Black Superman (RCA)

MAG 7 f/BIV 10 PEE WEE ... Street Mix (Biv 10/Motown)

MASTER P Thug Girl (No Limit/Priority)

KEITH MURRAY f/L L. COOL J Incredible (Jive)

LIONEL RICHIE Stay (Mercury)

WILL SMITH Miami (Columbia)

DANESHA STARR As Long As I Live (Interscope)

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OCTOBER 2, 1998

## BREAKERS

**DIVINE**  
Lately (Pendulum/Red Ant)  
TOTAL PLAYS/INCREASE: 389/83  
TOTAL STATIONS/ADDS: 23/0  
CHART: 20

**KIRK FRANKLIN**  
Lean On Me (GospoCentric)  
TOTAL PLAYS/INCREASE: 364/122  
TOTAL STATIONS/ADDS: 27/9  
CHART: 22

**GLENN JONES**  
Let It Rain (SAR/WB)  
TOTAL PLAYS/INCREASE: 352/5  
TOTAL STATIONS/ADDS: 28/1  
CHART: 23

**MAXWELL**  
Matrimony: Maybe You (Columbia)  
TOTAL PLAYS/INCREASE: 350/61  
TOTAL STATIONS/ADDS: 26/2  
CHART: 24

## MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
KIRK FRANKLIN Lean On Me (GospoCentric)	9
NAJEE Sapphire (Verve Forecast)	9
BOYZ II MEN Doin' Just Fine (Motown)	4
LAURYN HILL Can't Take My Eyes... (Ruffhouse/Columbia)	4
WILL DOWNING & GERALD ALBRIGHT Stop... (Verve/Motown)	3
4KAST I Tried (RCA)	3
FAITH EVANS Love Like This (Bad Boy/Arista)	3
JK Ain't It Good To Know (Verve/Motown)	3

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KIRK FRANKLIN Lean On Me (GospoCentric)	+122
BRIAN MCKNIGHT Hold Me (Motown)	+100
MARY J. BLIGE Beautiful (Flyte Tyme/MCA)	+83
DIVINE Lately (Pendulum/Red Ant)	+83
VOICES OF THEORY Wherever You Go (H.O.L.A./Red Ant)	+78
LUTHER VANDROSS I Know (LV/Virgin)	+77
PEABO BRYSON My Heart Belongs... (Windham Hill)	+72
MAXWELL Matrimony: Maybe You (Columbia)	+61
DEBORAH COX Nobody's Supposed To Be Here (Arista)	+59
NAJEE Sapphire (Verve Forecast)	+50

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
MAXWELL Luxury: Cococure (Columbia)
EN VOGUE No Fool No More (EastWest/EEG)
K-CI & JOJO All My Life (MCA)
MARY J. BLIGE Missing You (MCA)
JANET Go Deep (Virgin)
TAMI DAVIS How Do I Say I'm Sorry (Red Ant)
SPARKLE Be Careful (Rock Land/Interscope)
PUBLIC ANNOUNCEMENT It's About Time (A&M)
JANET I Get Lonely (Virgin)
ARETHA FRANKLIN A Rose Is Still A Rose (Arista)

Breakers: Songs registering 350 plays or more for the first time. Builers awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most increased plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	<b>TEMPTATIONS</b> Stay (Motown)	966	1075	1154	1125	38/0
3	3	3	2	PEABO BRYSON My Heart Belongs To You (Windham Hill)	851	779	825	730	39/0
2	2	2	3	GERALD LEVERT Thinkin' Bout It (EastWest/EEG)	802	892	956	888	36/0
8	4	4	4	TAMIA So Into You (Qwest/WB)	644	631	675	604	31/1
15	10	8	5	VESTA Somebody For Me (I.E./Motown)	611	562	528	473	37/1
6	5	5	6	KELLY PRICE Friend Of Mine (T-Neck/Island)	598	620	674	679	29/0
13	11	9	7	KENNY LATTIMORE Days Like This (Columbia)	545	514	526	479	30/2
7	6	6	8	BOYZ II MEN Doin' Just Fine (Motown)	532	602	661	624	29/4
21	16	13	9	DEBORAH COX Nobody's Supposed To Be Here (Arista)	528	469	451	357	32/1
23	19	10	10	R. KELLY Half On A Baby (Jive)	527	480	421	336	30/1
5	8	7	11	BRIAN MCKNIGHT The Only One For Me (Motown)	510	592	626	683	24/0
18	18	17	12	TRIN-I-TEE 5:7 God's Grace (B-Rite/Interscope)	485	442	425	418	24/1
12	15	12	13	JON B. They Don't Know (Yab Yum/550 Music)	485	477	457	499	23/0
—	—	21	14	LUTHER VANDROSS I Know (LV/Virgin)	467	390	153	10	34/1
—	25	19	15	REGINA BELLE I've Had Enough (MCA)	458	427	325	197	32/0
20	20	18	16	ARETHA FRANKLIN In Case You Forgot (Arista)	426	428	418	361	28/0
17	14	14	17	SOLO Touch Me (Perspective/A&M)	422	462	474	430	24/0
—	7	11	18	LUTHER VANDROSS Nights In Harlem (LV/Virgin)	420	479	657	715	24/0
11	12	15	19	PHYLLIS HYMAN Funny How Love Goes (Philadelphia International)	401	454	520	522	25/0
<b>BREAKER</b>	20			DIVINE Lately (Pendulum/Red Ant)	389	306	286	245	23/0
14	13	16	21	PHIL PERRY Mind Blowah (Peak/Private/Windham Hill)	369	453	490	474	21/0
<b>BREAKER</b>	22			KIRK FRANKLIN Lean On Me (GospoCentric)	364	242	166	69	27/9
<b>BREAKER</b>	23			GLENN JONES Let It Rain (SAR/WB)	352	347	265	139	28/1
<b>BREAKER</b>	24			MAXWELL Matrimony: Maybe You (Columbia)	350	289	183	61	26/2
9	9	20	25	KEITH WASHINGTON/CHANTÉ MOORE I Love You (Silas/MCA)	337	409	560	578	25/1
26	23	22	26	KEITH SWEAT/SNOOP DOGG Come And Get With Me (Elektra/EEG)	334	352	346	297	19/0
—	—	30	27	WILL DOWNING & GERALD ALBRIGHT Stop... (Verve/Motown)	324	279	240	154	28/3
24	21	24	28	XSCAPE My Little Secret (So So Del/Columbia)	324	324	377	323	16/0
—	30	—	29	AARON HALL All The Places (I Will...) (MCA)	315	276	252	206	24/1
27	26	28	30	FOURPLAY I/EL DEBARGE Sexual Healing (Warner Bros.)	271	286	309	286	18/0

This chart reflects airplay from September 21-27. Songs ranked by total plays. Highlighted songs indicate Breaker. 41 Urban AC reporters. 37 current playlists. Songs that are down in plays for three consecutive weeks and below No. 15 are moved to recurrent. © 1998, R&R Inc.

## NEW & ACTIVE

**MARY J. BLIGE** Beautiful (Flyte Tyme/MCA)  
Total Plays: 247, Total Stations: 22, Adds: 2

**JK Ain't It Good To Know** (Verve/Motown)  
Total Plays: 239, Total Stations: 20, Adds: 3

**NEXT** I Still Love You (Arista)  
Total Plays: 228, Total Stations: 13, Adds: 0

**LAURYN HILL** Can't Take My Eyes Off You (Ruffhouse/Columbia)  
Total Plays: 215, Total Stations: 17, Adds: 4

**JON B.** I Do (Whatcha Say Boo) (Yab Yum/550 Music)  
Total Plays: 215, Total Stations: 14, Adds: 1

**4KAST** I Tried (RCA)  
Total Plays: 204, Total Stations: 16, Adds: 3

**LENNY KRAVITZ** Thinking Of You (Virgin)  
Total Plays: 197, Total Stations: 16, Adds: 1

**BABYFACE** You Were There (Epic)  
Total Plays: 168, Total Stations: 13, Adds: 0

**DOC POWELL** Make It With You (Discovery)  
Total Plays: 124, Total Stations: 11, Adds: 0

**SHAGGY I/JANET** Luv Me, Luv Me (Flyte Tyme/MCA)  
Total Plays: 123, Total Stations: 5, Adds: 0

Songs ranked by total plays

# GLENN JONES "LET IT RAIN"

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- Oct. 6th KCEP/Las Vegas
- Oct. 7th KDKO/Denver
- Oct. 8th Roberta Flack Show
- Oct. 9th WRKS/New York Isaac Hayes Morning Show
- Oct. 18th WCFB/Orlando Black Women's Expo
- Oct. 22nd WVAZ/Chicago Live Broadcast From Jamaica
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23 Breaker Urban AC Chart

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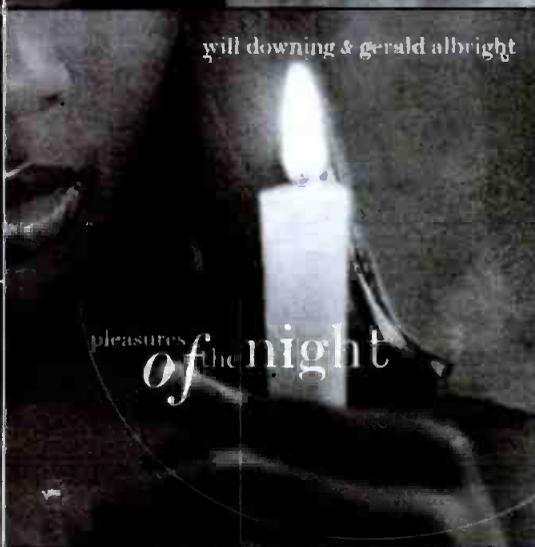
stop, look,  
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to your  
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the soulful  
new single & video  
from the album  
Pleasures of  
the Night

**30 - 27 R&R URBAN AC CHART**  
***Breaker Bound!!!***

*These stations have already  
"stopped, looked," and  
are playing:*

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WVAZ	WMJM
WDAS	WKJS
KMJQ	KQXL
KMJK	WDLT
WWIN	WMGL
KDKO	WPAL
WMCS	WFLM
WXMG	WRBV
WCFB	WL VH
WYLD	KXZZ
WQMG	WTUG
KJMS	WUVA
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LON HELTON

## A Reflection Of CMA Week

The 32nd annual CMA Awards show is now just a memory and perhaps a line item on a few corporate expense accounts. It was a big night for first-year nominees Dixie Chicks, who picked up both Vocal Duo and Horizon awards. Garth Brooks won another Entertainer of the Year trophy, and Male Vocalist George Strait, Female Vocalist Trisha Yearwood, and Vocal Duo Brooks & Dunn were also repeat winners. Here's a look at some of the CMA Week activities you didn't see on the CBS-TV broadcast.



**TWAIN GOES HEAVY METAL** — Shania Twain and Mercury/Nashville celebrated the sales of five million copies of her latest album, *Come On Over*, during a party the label co-hosted with BMI. Twain capped off her CMA Week activities with a Friday night show at Nashville Arena, marking her first full concert in Music City. Mercury/Nashville execs paused for this photo, taken on the terrace of the BMI offices. Pictured are (l-r) Twain; VP/Sales, Marketing & Promotion John Grady; President Luke Lewis; and Sr. Director/National Promotion & Artist Development Chris Stacey.



**COLUMBIA CLAN** — Columbia/Nashville's artists visited with label executives following last week's CMA Awards. Pictured on the back row are (l-r) VP/National Country Promotion Ted Wagner, Deryl Dodd, artist duo Troy Gentry and Eddie Montgomery, Director/National Country Promotion Mike Rogers, Wade Hayes, and Sony/Nashville President Allen Butler. In the front row are (l-r) Manager/Central Region Country Promotion Buffy Rockhill, Promotion Coordinator Kristi Voiskis, Sony/Nashville Sr. VP/Sales & Marketing Mike Kraski, and Lisa Brokop.



**BEAUTY AND THE ... BROOKS** — After celebrating Brooks & Dunn's seventh consecutive Duo of the Year win, Kix Brooks visited with two of his more feminine labelmates at Arista. Newcomer Shannon Brown (l) will see her first single, "I Won't Lie," serviced to Country radio later this month. Shemie Austin (r) is now busy working on her second Arista album.



**WARNER BROTHERS AND SISTERS** — The gang at Warner-Reprise/Nashville got together following the CMA Awards show to celebrate Video of the Year honors for Faith Hill's "This Kiss." Hill moves to the center of attention for the photo op, too, in a group that includes label chief Jim Ed Norman, producer Rodney Crowell, and artists Michael Peterson, Anita Cochran, Chad Brock, Randy Scruggs, Bill Anderson, and Connie Smith.



**MCA AT CMA** — MCA/Nashville had plenty to celebrate following the CMA Awards, including a Male Vocalist of the Year win for George Strait and another night of laughs from awards show host Vince Gill. Gathering for the post-show party at the Hard Rock Cafe (l-r) are Universal Studios President/COO Ron Meyer, MCA-Decca/Nashville Chairman Bruce Hinton, Reba McEntire, Strait, Gill, and MCA/Nashville President Tony Brown.



**EPIC EVENT** — Epic/Nashville's Patty Loveless picked up another CMA win as Vocal Event of the Year for "You Don't Seem To Miss Me," her duet with George Jones. Ironically, Loveless won her very first CMA Award a few years back for her participation with several other artists on Jones' single "I Don't Need Your Rockin' Chair." Celebrating are (l-r) Sony/Nashville VP/Sales Dale Libby, label President Allen Butler, Loveless, Sony/Nashville Sr. VP/Sales & Marketing Mike Kraski, Epic Sr. VP/National Country Promotion Jack Lameier, and Epic VP/National Country Promotion Rob Dalton.



**'V' FOR DOUBLE VICTORY** — Last year, when Monument's Dixie Chicks attended their first CMA Awards show, they were seated in the last row — with tickets that had been given to them at the last minute. This year, they were onstage three times, including once for a performance and another two times to pick up their Vocal Group and Horizon awards. Savoring the sweet victories are (l-r) Sony/Nashville Sr. VP/Sales & Marketing Mike Kraski, Sr. Mgmt.'s Simon Renshaw, Dixie Chick Martie Seidel, Sony/Nashville President Allen Butler, fellow Chicks Natalie Maines and Emily Erwin, Sony/Nashville VP/Sales Dale Libby, and Monument VP/Country Promotion Larry Pareigis.

More CMA Awards photos on Page 64

# Where The #1

These stations are the number one country station when American Country Countdown With Bob Kingsley

\*KFRG/FM RIVERSIDE, SAN BERNARDINO, AND LOS ANGELES, CA  
 \*WUBE/FM CINCINNATI, OH  
 \*WYRK/FM BUFFALO, NY  
 \*KZSN/FM WICHITA, KS  
 KRMD/FM SHREVEPORT, LA  
 WCKT/FM FT. MYERS, FL  
 KTEX/FM BROWNSVILLE, TX  
 \*KHAK/FM CEDAR RAPIDS, IA  
 WTCR/FM HUNTINGTON, WV  
 KJLO/FM MONROE, LA  
 \*WIL/FM ST. LOUIS, MO  
 \*WTCM/FM NORTHWEST, MI  
 \*KEAN/FM ABILENE, TX

*"KFRG/FM & American Country Countdown with Bob Kingsley...such an outstanding combination that even Los Angeles tunes in!"*

Ray Maessle, Operations Manager,  
 KFRG/FM Riverside/San Bernardino, CA

\*WDSY/FM PITTSBURGH, PA  
 \*WITL/FM LANSING, MI  
 \*WIXY/FM CHAMPAIGN, IL  
 \*WCTY/FM NEW LONDON, CT  
 \*WGAR/FM CLEVELAND, OH  
 \*KNUE/FM TYLER, TX  
 \*WLLR/FM QUAD CITIES, IA-IL  
 \*KZKX/FM LINCOLN, NE  
 \*WNUS/FM PARKERSBURG, WV  
 \*WJLS/FM BECKLEY, WV  
 \*WCYK/FM CHARLOTTESVILLE, VA  
 KKYR/FM TEXARKANA, TX  
 WYKX/FM ESCANABA, MI  
 WDEM/FM MACON, GA  
 \*WQXK/FM YOUNGSTOWN, OH  
 WKHX/FM ATLANTA, GA  
 \*KHAY/FM OXNARD/VENTURA, CA  
 KLAW/FM LAWTON, OK  
 \*KYKZ/FM LAKE CHARLES, LA  
 WHLZ/FM FLORENCE, SC  
 \*WBYT/FM SOUTH BEND, IN  
 \*KJKN/FM SIOUX FALLS, SD  
 WFMB/FM SPRINGFIELD, IL  
 WPUR/FM ATLANTIC CITY, NJ

WMZQ/FM WASHINGTON, DC  
 \*WBEE/FM ROCHESTER, NY  
 KUZZ/FM BAKERSFIELD, CA  
 WRNS/FM GREENVILLE/NEW BERN, NC  
 WXCL/FM PEORIA, IL  
 KEKB/FM GRAND JUNCTION, CO  
 \*WKXC/FM AUGUSTA, GA  
 KOEL/FM WATERLOO, IA  
 WKML/FM FAYETTEVILLE, NC  
 \*WQBE/FM CHARLESTON, WV  
 KORA/FM BRYAN/COLLEGE STATION, TX  
 \*WAMZ/FM LOUISVILLE, KY  
 \*WFMS/FM INDIANAPOLIS, IN  
 KDRK/FM SPOKANE, WA  
 \*KNCI/FM SACRAMENTO, CA  
 WMSI/FM JACKSON, MS  
 KQFC/FM BOISE, ID  
 KRRV/FM ALEXANDRIA, LA  
 WACO/FM WACO, TX  
 \*WOKK/FM MERIDIAN, MS  
 WCOS/FM COLUMBIA, SC  
 \*KWEN/FM TULSA, OK

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Kyle Cantrell, Operations Manager,  
 WSM/FM Nashville, TN

WGNE/FM DAYTONA BEACH, FL  
 KKCS/FM COLORADO SPRINGS, CO  
 KSOP/FM SALT LAKE CITY, UT  
 \*WOGK/FM GAINESVILLE/OCALA, FL  
 \*KALF/FM CHICO, CA  
 \*WUSQ/FM WINCHESTER, VA  
 \*WFRG/FM UTICA/ROME, NY  
 \*KTCS/FM FT. SMITH, AR  
 \*WKKW/FM CLARKSBURG, WV  
 \*WQHK/FM FT. WAYNE, IN  
 KSNV/FM SANTA MARIA, CA  
 \*WNWN/FM KALAMAZOO, MI  
 KTOM/FM MONTEREY, CA  
 \*KIQK/FM RAPID CITY, SD  
 \*WDDD/FM MARION, IL

\*WSM/FM NASHVILLE, TN  
 Y107/FM NEW YORK, NY  
 WKLB/FM BOSTON, MA  
 KSSN/FM LITTLE ROCK, AR  
 WKSJ/FM MOBILE, AL  
 \*WWZD/FM TUPELO, MS  
 \*WQIK/FM JACKSONVILLE, FL  
 KORD/FM TRI CITIES, WA  
 \*WWJO/FM ST. CLOUD, MN  
 \*WCTK/FM PROVIDENCE, RI  
 \*KRWQ/FM MEDFORD, OR  
 WQYK/FM TAMPA BAY, FL  
 KGGL/FM MISSOULA, MT  
 \*KMPS/FM SEATTLE, WA  
 \*KRST/FM ALBUQUERQUE, NM  
 \*WVLK/FM LEXINGTON, KY  
 \*WPKX/FM SPRINGFIELD, MA  
 \*WOKO/FM BURLINGTON, VT  
 \*WIMT/FM LIMA, OH  
 \*WPAP/FM PANAMA CITY, FL  
 \*WKYQ/FM PADUCAH, KY  
 \*KLLL/FM LUBBOCK, TX  
 \*WHWK/FM BINGHAMTON, NY  
 WGGY/FM WILKES BARRE, PA  
 \*KYGO/FM DENVER, CO  
 KYKX/FM LONGVIEW, TX  
 \*WXXQ/FM ROCKFORD, IL  
 WXTU/FM PHILADELPHIA, PA  
 \*KKCT/FM BISMARCK, ND  
 \*KRY5/FM CORPUS CHRISTI, TX  
 WKDQ/FM EVANSVILLE, IN  
 KEZS/FM CAPE GIRARDEAU, MO  
 KNAX/FM FRESNO, CA  
 \*WFRY/FM WATERTOWN, NY  
 KOYE/FM LAREDO, TX  
 WATZ/FM ALPENA, MI  
 \*WMTZ/FM JOHNSTOWN, PA  
 \*WKOAFM LAFAYETTE, IN  
 WTNV/FM JACKSON, TN  
 WESC/FM GREENVILLE, SC  
 WMIL/FM MILWAUKEE, WI  
 KGKL/FM SAN ANGELO, TX  
 WDEZ/FM WAUSAU, WI  
 KIXQ/FM JOPLIN, MO  
 \*WIRK/FM WEST PALM BEACH, FL

SOURCE: ARBITRON, SPRING 1998, EXACT TIME, DMA AND/OR METRO, ADULTS 25-54 AND/OR PERSONS 12+  
 \*OVERALL NUMBER ONE STATION IN THEIR MARKET DURING ACC BROADCAST.



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# Stations Are!

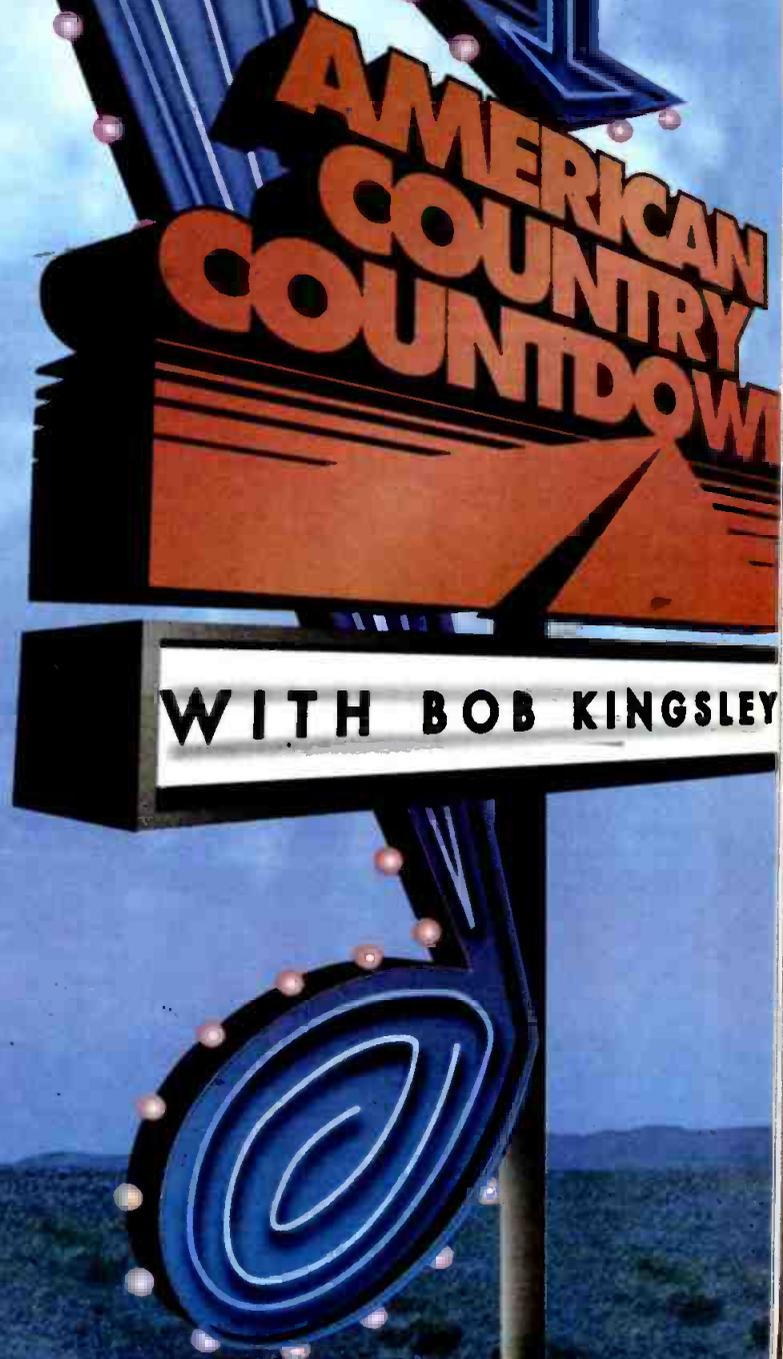
In their market  
they are on the air!

\*KSCS/FM DALLAS, TX  
\*KNIX/FM PHOENIX, AZ  
\*KASH/FM ANCHORAGE, AK  
KOLK/FM SIOUX CITY, IA  
\*KXKT/FM OMAHA, NE  
WDJR/FM DOTHAN, AL  
WKKT/FM CHARLOTTE, NC  
WMUS/FM GRAND RAPIDS, MI  
WRBT/FM HARRISBURG, PA  
WYZM/FM MADISON, WI

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great sales...great success!"*

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1998 CMA Major Market Station Of The Year

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WQCB/FM BANGOR, ME  
WRWD/FM POUGHKEEPSIE, NY  
KBLL/FM HELENA, MT  
WGNA/FM ALBANY, NY  
WTNT/FM TALLAHASSEE, FL  
WBBN/FM LAUREL/HATTIESBURG, MS  
KOOV/FM COPPERAS COVE, TX  
WDXX/FM SELMA, AL  
KYKR/FM BEAUMONT, TX  
\*WXBQ/FM BRISTOL/KINGSPORT, VA  
KEKA/FM EUREKA, CA  
WBVR/FM BOWLING GREEN, KY  
KIXS/FM VICTORIA, TX  
KWWK/FM ROCHESTER, MN  
\*KRPO/FM SANTA ROSA, CA  
KXRB/AM SIOUX FALLS, SD  
KTTV/FM YUMA, AZ  
KFIN/FM JONESBORO, AR  
KSJJ/FM BEND, OR  
KNEB/FM SCOTTSBLUFF, NE  
KUPV/FM IDAHO FALLS, ID  
KKLR/FM POPLAR BLUFF, MO  
KKMV/FM RUPERT, ID  
WHKR/FM MELBOURNE, FL  
WDSD/FM WILMINGTON, DE  
\*KBUL/FM RENO, NV  
WBPW/FM PRESQUE ISLE, ME



## A Reflection Of CMA Week

Continued from Page 61



**THREE WINS FROM 'HEAVEN'** — Tennessee Gov. Don Sundquist and wife Martha hosted Capitol's post-CMA Awards party at the executive residence. Steve Wanner brought along three trophies after his "Holes In The Floor Of Heaven" won Single and Song of the Year honors. Wanner got a second memento for Single of the Year because he produced his own record. At the party, Wanner joined labelmates Billy Dean, Suzy Bogguss, and Susan Ashton in performing a few songs for the governor and other guests. Pictured are (l-r) Capitol/Nashville President/CEO Pat Quigley, Sundquist, and Wanner.



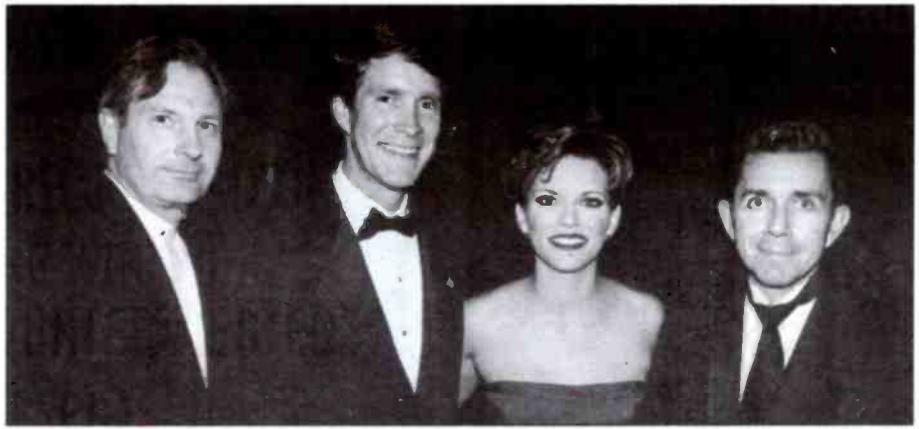
**JACKSON ACTION** — At this year's ASCAP Country Awards, Alan Jackson was named Songwriter of the Year for the success of his hit "There Goes" and Faith Hill's smash "I Can't Do That Anymore." Earl Bud Lee and Ricochet's Eddie Kilgallon shared ASCAP Country Song of the Year honors for writing George Strait's "One Night At A Time." EMI Music Publishing was named ASCAP's Publisher of the Year. Pictured are (l-r) EMI Music Publishing Executive VP/GM Gary Overton, ASCAP VP Connie Bradley, and Alan Jackson and wife Denise.



**HALL OF FAME SONGWRITERS** — Merte Kilgore, the late Eddie Rabbitt, and the late Kent Robbins were inducted into the Nashville Songwriters Hall of Fame during ceremonies that helped launch CMA Week. Rabbitt's wife, Janine, and Robbins' wife, Kathy, accepted their Hall of Fame citations. Pictured are (l-r) Kathy Robbins, Kilgore, Janine Rabbitt, and Nashville Songwriters Foundation Chairman Terry Choate.



**BREAKFAST OF CHAMPIONS** — Faith Hill and husband Tim McGraw celebrated CMA Week — and her 31st birthday — during a stop at MJJ's morning drive broadcasts from the Opryland Museum. MJJ stations interviewed the couple and threw a party for Hill by presenting her with a birthday cake and an a cappella rendition of "Happy Birthday" by Ricochet. In this photo, Hill spends some time with (l-r) WXTU/Philadelphia's Scott Evans and Steve Harmon.



**RLG STARS GLITTER ON SHOWBOAT** — After turning in a stunning performance of her new single, "Wrong Again," during the CMA Awards broadcast, Martina McBride headed to the General Jackson Showboat for the RCA Label Group's party. McBride was greeted by her RCA labelmates, including Sara Evans, Alabama, the Thompson Brothers, Keith Gattis, and newcomer Andy Griggs. The full BNA roster made it to the party, including Lorrie Morgan, Lonestar, Kenny Chesney, the Warren Brothers, Mindy McCready, Jason Sellers, Jim Lauderdale, and new signing Jennifer Day. Pictured are (l-r) RLG Sr. VP/GM Butch Waugh, U.S. Sen. Bill Frist, McBride, and RLG Chairman Joe Galante.



**GIANT ACHIEVEMENT** — At a post-awards dinner, the Giant Records staff surprised the Wilkinsons with a plaque commemorating their very first No. 1 single, "26 Cents." Pictured are (l-r) Head of Promotion Denny Mosesman, Sr. VP/Marketing & Artist Development Connie Baer, Executive VP/GM John Burns, President Doug Johnson, Tyler Wilkinson, producer Russ Zavitsou, Amanda Wilkinson, producer Tony Haselden, Steve Wilkinson, and Head of A&R Debbie Zavitsou.



**IT'S YOUR LOVE-FEST** — At the 46th annual BMI Country Awards banquet, songwriter Stephony Smith picked up the Robert J. Burton Award for Most-Performed Country Song of the Year for composing the Faith Hill/Tim McGraw hit "It's Your Love." Smith also claimed a share of the Songwriter of the Year title in a tie with Ronnie Dunn and Mark Alan Springer. EMI Music Publishing contributed 12 of the 71 songs on BMI's list of most-performed songs and was recognized as Publisher of the Year. Seated following the festivities at BMI's Music Row offices are (l-r) McGraw, Smith, and Hill. Standing are (l-r) BMI VP Roger Sovine, Springer, EMI Music Publishing Chairman/CEO Martin Bandier, Executive VP/GM Gary Overton, BMI President/CEO Frances Preston, Dunn, BMI Sr. VP Del Bryant, and EMI Music Publishing VP Bob Flax.



**SESAC COMMITMENT** — Tony Marty, who wrote LeAnn Rimes' "Commitment," was named SESAC's 1998 Country Songwriter of the Year during ceremonies held at the performing rights organization's headquarters on Music Row. "I'm From The Country," the Tracy Byrd hit written by SESAC affiliate Stan Webb, was named Country Song of the Year. Monkids Music (a division of Monk Family Music) and Congregation Songs (a division of Curb Music Group) shared Publisher of the Year honors. Pictured are (l-r) SESAC President/CEO Bill Velez, Monkids Music VP/GM Brian Baughn, Congregation Songs Professional Manager Drew Alexander, Webb, Marty, Congregation Songs Dir./Publishing Meredith Stewart DeVoursney, Monkids Music owner Charlie Monk, and SESAC Sr. VP/Writer-Publisher Relations Pat Rogers.

WK	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL STATIONS/AODS	PLAY RANK	TOTAL PLAYS	W PLAYS	TOTAL POINTS	W POINTS
2	2	1	1	<b>TIM MCGRAW</b> Where The Green Grass Grows ( <i>Curb</i> )	207/0	1	7417	-129	35151	-453
7	4	2	2	<b>MARK WILLS</b> Don't Laugh At Me ( <i>Mercury</i> )	207/0	2	7361	+133	34723	+930
4	3	3	3	<b>ALAN JACKSON</b> I'll Go On Loving You ( <i>Arista</i> )	207/0	3	7140	-1	33347	+258
6	5	4	4	<b>DIAMOND RIO</b> You're Gone ( <i>Arista</i> )	205/0	4	6918	-80	32727	+138
10	7	5	5	<b>LONESTAR</b> Everything's Changed ( <i>BNA</i> )	206/2	5	6696	+251	31054	+1482
11	9	6	6	<b>SHANIA TWAIN</b> Honey, I'm Home ( <i>Mercury</i> )	204/0	6	6463	+327	30041	+1569
9	8	7	7	<b>REBA MCENTIRE</b> Forever Love ( <i>MCA</i> )	206/0	7	6362	+331	29546	+1597
12	11	8	8	<b>GARTH BROOKS</b> You Move Me ( <i>Capitol</i> )	207/0	8	6014	+298	28200	+1569
16	12	10	9	<b>ALABAMA</b> How Do You Fall In Love ( <i>RCA</i> )	206/1	9	5933	+411	27885	+2149
13	13	12	10	<b>LEANN RIMES</b> Nothin' New Under The Moon ( <i>MCG/Curb</i> )	199/0	10	5213	+209	24387	+1151
15	15	13	11	<b>TRACY BYRD</b> I Wanna Feel That Way Again ( <i>MCA</i> )	200/2	11	5163	+89	23768	+552
19	17	16	12	<b>DIXIE CHICKS</b> Wide Open Spaces ( <i>Monument</i> )	201/5	12	4962	+261	23381	+1585
18	16	15	13	<b>LEE ANN WDMACK</b> A Little Past Little Rock ( <i>Decca</i> )	205/0	13	4934	+167	22900	+934
14	14	14	14	<b>CLINT BLACK</b> Loosen Up My Strings ( <i>RCA</i> )	201/0	14	4919	-69	22725	-338
3	1	9	15	<b>WILKINSONS</b> 26 Cents ( <i>Giant</i> )	159/1	17	4151	-1395	19916	-6258
24	21	18	16	<b>TY HERNOON</b> It Must Be Love ( <i>Epic</i> )	194/5	16	4337	+227	19903	+1325
23	20	17	17	<b>COLLIN RAYE</b> Someone You Used To Know ( <i>Epic</i> )	191/3	15	4337	+135	19826	+948
23	24	19	18	<b>TRISHA YEARWOOD &amp; GARTH BROOKS</b> Where Your... ( <i>MCA</i> )	191/10	18	3990	+414	18371	+2077
43	29	24	19	<b>FAITH HILL</b> Let Me Let Go ( <i>Warner Bros.</i> )	198/23	20	3844	+817	17876	+4135
—	31	23	20	<b>GEORGE STRAIT</b> We Really Shouldn't Be... ( <i>MCA</i> )	187/20	21	3831	+752	17691	+3733
29	25	21	21	<b>TERRI CLARK</b> You're Easy On The Eyes ( <i>Mercury</i> )	190/6	22	3824	+349	17336	+1777
26	23	20	22	<b>WADE HAYES</b> How Do You Sleep At Night ( <i>DKC/Columbia</i> )	184/9	23	3650	+229	16401	+1176
—	44	29	23	<b>BROOKS &amp; DUNN</b> Husbands And Wives ( <i>Arista</i> )	175/43	24	3332	+1198	15304	+5602
28	26	25	24	<b>KENNY CHESNEY</b> I Will Stand ( <i>BNA</i> )	179/7	25	3207	+258	14074	+1245
30	28	26	25	<b>AARON TIPPIN</b> For You I Will ( <i>Lyric Street</i> )	170/14	27	2880	+297	12642	+1454
34	30	28	26	<b>CLAY WALKER</b> You're Beginning To Get To Me ( <i>Giant</i> )	160/14	28	2624	+269	11562	+1321
49	36	31	27	<b>DEANA CARTER</b> Absence Of The Heart ( <i>Capitol</i> )	180/23	29	2514	+510	11350	+2337
35	33	30	28	<b>BLACKHAWK</b> There You Have It ( <i>Arista</i> )	155/10	31	2389	+309	10945	+1466
39	34	33	29	<b>TRAVIS TRITT</b> If I Lost You ( <i>Warner Bros.</i> )	156/15	32	2232	+337	9834	+1424
42	38	35	30	<b>TOBY KEITH</b> Getcha Some ( <i>Mercury</i> )	138/11	33	2118	+324	9146	+1336
<b>BREAKER</b>			31	<b>MARTINA MCBRIDE</b> Wrong Again ( <i>RCA</i> )	146/32	36	1896	+540	8493	+2377
25	22	22	32	<b>NEAL MCCOY</b> Love Happens Like That ( <i>Atlantic</i> )	77/0	37	1629	-1558	7403	-6978
41	39	38	33	<b>PAM TILLIS</b> Every Time ( <i>Arista</i> )	115/8	38	1564	+131	6696	+627
<b>BREAKER</b>			34	<b>WARREN BROTHERS</b> Guilty ( <i>BNA</i> )	125/12	39	1501	+166	6608	+868
—	—	45	35	<b>RANDY TRAVIS</b> Spirit Of A Boy... ( <i>DreamWorks</i> )	108/62	42	1300	+791	5671	+3469
31	32	32	36	<b>KEITH HARLING</b> Coming Back For You ( <i>MCA</i> )	95/0	41	1304	-674	5520	-2922
—	45	41	37	<b>DERYL DODD</b> A Bitter End ( <i>Columbia</i> )	104/20	47	1061	+205	4702	+801
47	42	40	38	<b>JOE DIFFIE</b> Poor Me ( <i>Epic</i> )	95/15	46	1078	+121	4621	+491
—	—	49	39	<b>JOHN MICHAEL MONTGOMERY</b> Hold On To Me ( <i>Atlantic</i> )	84/43	49	1034	+591	4362	+2541
<b>DEBUT</b>			40	<b>VINCE GILL</b> Kindly Keep It Country ( <i>MCA</i> )	73/63	50	904	+780	3916	+3453
48	47	43	41	<b>TRINI TRIGGS</b> Straight Tequila ( <i>MCG/Curb</i> )	72/4	54	739	+49	3226	+191
—	—	50	42	<b>MICHAEL PETERSON</b> By The Book ( <i>Reprise</i> )	68/30	55	711	+320	3092	+1264
36	35	36	43	<b>BRYAN WHITE</b> Tree Of Hearts ( <i>Asylum/EEG</i> )	42/0	64	554	-1080	2607	-4426
—	—	48	44	<b>MARK CHESNUTT</b> Wherever You Are ( <i>Decca</i> )	60/20	60	607	+159	2559	+667
50	48	44	45	<b>MONTY HOLMES</b> Alone ( <i>Bang II</i> )	58/5	59	621	+65	2489	+282
17	16	34	46	<b>LINDA DAVIS</b> I Wanna Remember This ( <i>DreamWorks</i> )	23/0	68	455	-1253	2344	-6019
27	27	27	47	<b>BILLY DEAN</b> Real Man ( <i>Capitol</i> )	28/0	66	477	-2033	2261	-8763
—	50	46	48	<b>DANNI LEIGH</b> If The Jukebox Took Teardrops ( <i>Decca</i> )	56/1	62	564	+27	2247	+81
<b>DEBUT</b>			49	<b>DAVID KERSH</b> Something To Think About ( <i>Curb</i> )	54/20	67	477	+190	2117	+775
<b>DEBUT</b>			50	<b>LARI WHITE</b> Take Me ( <i>Lyric Street</i> )	45/15	70	452	+146	2021	+658

This chart reflects airplay from September 28-October 4. Songs ranked by total points. Highlighted songs indicate Breaker.

207 Country reporters, 197 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.

### MARTINA MCBRIDE

Wrong Again (*RCA*)

71% of our reporters on it (146 stations)  
32 Adds • Moves 37-31

### WARREN BROTHERS

Guilty (*BNA*)

60% of our reporters on it (125 stations)  
12 Adds • Moves 39-34

## MOST ADDED

ARTIST TITLE LABEL(S)	TOTAL ADDS
VINCE GILL Kindly Keep It Country ( <i>MCA</i> )	63
RANDY TRAVIS Spirit Of A Boy... ( <i>DreamWorks</i> )	62
BROOKS & DUNN Husbands And Wives ( <i>Arista</i> )	43
JOHN MICHAEL MONTGOMERY Hold On To Me ( <i>Atlantic</i> )	43
MARTINA MCBRIDE Wrong Again ( <i>RCA</i> )	32
MICHAEL PETERSON By The Book ( <i>Reprise</i> )	30
PATTY LOVELESS Like Water Into Wine ( <i>Epic</i> )	26
CLINT DANIELS When I Grow Up ( <i>Arista</i> )	24
DEANA CARTER Absence Of The Heart ( <i>Capitol</i> )	23
FAITH HILL Let Me Let Go ( <i>Warner Bros.</i> )	23

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BROOKS & DUNN Husbands And Wives ( <i>Arista</i> )	+1198
FAITH HILL Let Me Let Go ( <i>Warner Bros.</i> )	+817
RANDY TRAVIS Spirit Of A Boy... ( <i>DreamWorks</i> )	+791
VINCE GILL Kindly Keep It Country ( <i>MCA</i> )	+780
GEORGE STRAIT We Really Shouldn't Be... ( <i>MCA</i> )	+752
JOHN MICHAEL MONTGOMERY Hold On To Me ( <i>Atlantic</i> )	+591
MARTINA MCBRIDE Wrong Again ( <i>RCA</i> )	+540
DEANA CARTER Absence Of The Heart ( <i>Capitol</i> )	+510
TRISHA YEARWOOD & GARTH BROOKS Where... ( <i>MCA</i> )	+414
ALABAMA How Do You Fall In Love ( <i>RCA</i> )	+411

## MOST INCREASED POINTS

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
BROOKS & DUNN Husbands And Wives ( <i>Arista</i> )	+5602
FAITH HILL Let Me Let Go ( <i>Warner Bros.</i> )	+4135
GEORGE STRAIT We Really Shouldn't Be... ( <i>MCA</i> )	+3733
RANDY TRAVIS Spirit Of A Boy... ( <i>DreamWorks</i> )	+3469
VINCE GILL Kindly Keep It Country ( <i>MCA</i> )	+3453
JOHN MICHAEL MONTGOMERY Hold On To Me ( <i>Atlantic</i> )	+2541
MARTINA MCBRIDE Wrong Again ( <i>RCA</i> )	+2377
DEANA CARTER Absence Of The Heart ( <i>Capitol</i> )	+2337
ALABAMA How Do You Fall In Love ( <i>RCA</i> )	+2149
TRISHA YEARWOOD & GARTH BROOKS Where... ( <i>MCA</i> )	+2077

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
BROOKS & DUNN How Long Gone ( <i>Arista</i> )
GEORGE STRAIT True ( <i>MCA</i> )
JO OEE MESSINA I'm Alright ( <i>Curb</i> )
FAITH HILL w/TIM MCGRAW Just To Hear You... ( <i>Warner Bros.</i> )
JOHN MICHAEL MONTGOMERY Cover You In Kisses ( <i>Atlantic</i> )
DIXIE CHICKS There's Your Trouble ( <i>Monument</i> )
TRISHA YEARWOOD There Goes My Baby ( <i>MCA</i> )
VINCE GILL If You Ever Have Forever In... ( <i>MCA</i> )
COLLIN RAYE I Can Still Feel You ( <i>Epic</i> )
GARTH BROOKS To Make You Feel My Love ( <i>Capitol</i> )

Breakers: Song has achieved airplay at 80% of reporter bases 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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JONES RADIO NETWORK

OCTOBER 2, 1998

Calls	Market	Mkt#	AQH (00)	Cume (00)	Turn-Over	R&R Weight	Calls	Market	Mkt#	AQH (00)	Cume (00)	Turn-Over	R&R Weight	Calls	Market	Mkt#	AQH (00)	Cume (00)	Turn-Over	R&R Weight			
KEAN	Abilene	224	59	523	9	4.1	WTQR	Greensboro	40	172	2394	14	6.6	WPOR	Portland, ME	162	45	671	15	3.3			
WQMX	Akron	67	119	1744	15	5.4	WRNS	Greenville, NC	80	126	1293	10	5.9	KUPL	Portland, OR	24	141	2238	16	5.9			
WGNA	Albany, NY	57	134	1461	11	6.0	WESC	Greenville, SC	58	88	1530	17	4.6	KWJL	Portland, OR	24	115	2228	19	5.2			
KRST	Albuquerque	70	95	1195	13	5.0	WSSL	Greenville, SC	58	107	1737	16	5.1	WOKQ	Portsmouth	117	80	1463	18	4.4			
KRRV	Alexandria	200	31	486	16	2.8	WAYZ	Hagerstown	161	37	467	13	3.1	WCTK	Providence	31	122	1790	15	5.5			
WCTO	Allentown	66	145	1553	11	6.2	WRBT	Harrisburg	73	86	1110	13	4.7	WLLR	Quad Cities	132	68	808	12	4.2			
WFGY	Altoona	239	90	1011	11	4.9	WRKZ	Harrisburg	73	120	1855	15	5.5	WKIX	Raleigh	48	55	1072	19	3.6			
KGNC	Amarillo	188	38	444	12	3.2	WWYZ	Hartford	42	245	2996	12	8.0	WDOR	Raleigh	48	91	1759	19	4.6			
KASH	Anchorage	170	23	348	15	2.4	KIKK	Houston	9	160	2973	19	6.1	KBUL	Reno	130	61	747	12	4.0			
WNCY	Appleton	138	69	775	11	4.3	KILT	Houston	9	281	3969	14	8.4	WKHK	Richmond	56	136	1532	11	6.0			
WKSF	Asheville	176	34	681	20	2.8	WTCR	Huntington	140	63	866	14	4.0	KFRG	Riverside	29	304	4239	14	8.8			
WKHX	Atlanta	12	325	4518	14	9.1	WFMS	Indianapolis	37	198	2457	12	7.2	WYYD	Roanoke	104	68	854	13	4.2			
WYAY	Atlanta	12	190	2806	15	6.9	WGRL	Indianapolis	37	28	512	18	2.6	WBEE	Rochester, NY	47	145	1870	13	6.1			
WPUR	Atlantic City	135	26	320	12	2.6	WRMS	Jackson, MS	118	58	739	13	3.9	WXOQ	Rockford	147	32	511	16	2.8			
WKXC	Augusta, GA	109	54	700	13	3.7	WQKJ	Jacksonville	51	97	1567	16	4.9	KNCI	Sacramento	27	148	1977	13	6.2			
KASE	Austin	50	151	2119	14	6.2	WROD	Jacksonville	51	73	1205	17	4.2	WWJO	St. Cloud	214	41	703	17	3.1			
KUZZ	Bakersfield	84	96	1223	13	5.0	WXBQ	Johnson City	93	122	1502	12	5.7	WIL	St. Louis	18	304	3856	13	8.9			
WPOC	Baltimore	19	279	4080	15	8.3	WMTZ	Johnstown	168	59	571	10	4.0	WKIX	St. Louis	18	167	2634	16	6.4			
WXCT	Baton Rouge	81	61	865	14	3.9	KBEQ	Kansas City	26	112	1712	15	5.3	WKCO	Saginaw	124	84	1346	16	4.5			
WYNK	Baton Rouge	81	80	1368	17	4.4	KFKF	Kansas City	26	145	2099	14	6.1	WWFG	Salisbury	153	31	449	14	2.8			
KAYD	Beaumont	128	49	744	15	3.5	WDAF	Kansas City	26	150	1661	11	6.4	KKAT	Salt Lake City	35	58	1253	22	3.6			
WKNN	Bixoxi	137	69	943	14	4.2	WYVK	Knoxville	68	199	2346	12	7.2	KSOP	Salt Lake City	35	88	1385	16	4.7			
WHWK	Binghamton	164	47	619	13	3.5	KOXC	Lafayette, LA	98	64	916	14	4.0	KUBL	Salt Lake City	35	78	1524	20	4.3			
WZZX	Birmingham	55	147	1998	14	6.1	WIOV	Lancaster	110	84	1346	16	4.5	KAJA	San Antonio	33	105	1814	17	5.0			
KIZN	Boise	126	27	480	18	2.5	WITL	Lansing	111	87	1246	14	4.7	KCYC	San Antonio	33	102	1757	17	5.0			
WKLB	Boston	10	180	2536	14	6.8	KFMS	Las Vegas	43	65	1076	17	4.0	KSON	San Diego	15	187	2756	15	6.8			
WYRK	Buffalo	41	145	1627	11	6.2	KWNR	Las Vegas	43	99	1298	13	5.1	KYCY	San Francisco	4	148	2815	19	5.9			
KHAK	Cedar Rapids	199	33	400	12	2.9	WBBN	Laurel	205	26	381	15	2.5	KRTY	San Jose	28	71	1220	17	4.1			
WIXY	Champaign	206	39	361	9	3.3	WVLK	Lexington	108	71	1086	15	4.2	KKJG	San Luis Obispo	167	12	259	22	1.6			
WEZL	Charleston, SC	97	48	653	14	3.5	KZIX	Lincoln	171	20	413	21	2.1	WCTO	Sarasota	79	62	682	11	4.1			
WNKT	Charleston, SC	97	15	371	25	1.8	KSSN	Little Rock	82	62	980	16	3.9	WJCL	Savannah	154	32	416	13	2.9			
WQBE	Charleston, WV	160	57	795	14	3.8	WMJC	Long Island	16	66	1068	16	4.0	KMPS	Seattle	13	227	3443	15	7.5			
WKKT	Charlotte	36	130	1904	15	5.7	KZLA	Los Angeles	2	418	6343	15	10.2	KYCW	Seattle	13	92	1615	18	4.7			
WSOC	Charlotte	36	140	2348	17	5.8	WAMZ	Louisville	52	156	2063	13	6.3	KRMD	Shreveport	129	44	628	14	3.3			
WUSY	Chattanooga	102	113	1377	12	5.5	KLLL	Lubbock	173	58	733	13	3.9	WBYT	South Bend	158	37	454	12	3.1			
WUSN	Chicago	3	465	6992	15	10.8	WDEN	Macon	148	49	696	14	3.5	KDRK	Spokane	87	44	656	15	3.3			
KALF	Chico	189	25	362	14	2.5	WWQM	Madison	120	37	490	13	3.1	KNFR	Spokane	87	33	529	16	2.8			
WUBE	Cincinnati	25	211	2914	14	7.3	KTEX	McAllen	62	69	1064	15	4.1	WFMB	Springfield, IL	190	23	313	14	2.4			
WYGY	Cincinnati	25	80	1737	22	4.3	KRWQ	Medford	204	21	222	11	2.4	WPKX	Springfield, MA	77	72	1065	15	4.2			
WGAR	Cleveland	23	277	3810	14	8.4	WGKX	Memphis	45	92	1408	15	4.8	KTTS	Springfield, MO	145	60	768	13	3.9			
KKCS	Colorado Springs	94	61	737	12	4.0	WOGY	Memphis	45	67	952	14	4.1	WBBS	Syracuse	71	93	1209	13	4.9			
WCOS	Columbia, SC	90	70	1102	16	4.1	WKIS	Miami	11	234	3137	13	7.8	WAJB	Tallahassee	165	19	345	18	2.1			
WKCN	Columbus, GA	166	27	355	13	2.6	WMIL	Milwaukee	30	188	2387	13	7.0	WQYK	Tampa	21	276	3116	11	8.6			
WCOL	Columbus, OH	32	137	1979	14	5.9	KEYE	Minneapolis	14	278	4019	14	8.4	WRBQ	Tampa	21	190	2441	13	7.0			
WHOK	Columbus, OH	32	70	1342	19	4.1	WKSJ	Mobile	86	60	1059	18	3.8	WTHI	Terre Haute	186	54	695	13	3.7			
KRYS	Corpus Christi	127	44	698	16	3.3	KATM	Modesto	121	194	2773	14	7.0	WIBW	Topoka	180	50	585	12	3.6			
KPLX	Dallas	6	187	3505	19	6.6	KTOM	Monterey-Salinas	78	44	688	16	3.3	KJOK	Tri-Cities	202	18	208	12	2.2			
KYNG	Dallas	6	191	3488	18	6.7	WLWI	Montgomery	143	51	620	12	3.7	KIIM	Tucson	61	134	1641	12	5.9			
WGNE	Daytona Beach	92	52	1149	22	3.4	WGTR	Myrtle Beach	175	20	247	12	2.3	KVOO	Tulsa	60	43	743	17	3.2			
KYGO	Demer	22	246	3512	14	7.9	WTCM	NW Michigan	195	40	529	13	3.2	WWZD	Tupelo	176	41	436	11	3.3			
KHKI	Des Moines	88	43	587	14	3.3	WSIX	Nashville	44	147	2195	15	6.0	KNUE	Tyler	141	45	583	13	3.4			
KJJY	Des Moines	88	51	704	14	3.6	WSM	Nashville	44	109	1581	15	5.2	WFRG	Utica-Rome	149	82	991	12	4.6			
WWWW	Detroit	7	214	3811	18	7.1	WNOE	New Orleans	39	101	1542	15	5.0	KJUG	Visalia-Tulare	106	34	467	14	2.9			
WYCD	Detroit	7	200	3492	17	6.9	WVXY	New York	1	255	4459	17	7.8	WACO	Waco	192	82	1092	13	4.6			
WDJR	Dothan	181	39	485	12	3.2	WCMS	Norfolk	34	129	1719	13	5.8	WMZQ	Washington	8	349	4977	14	9.4			
KKCB	Duluth	216	27	303	11	2.7	WGH	Norfolk	34	119	1633	14	5.5	WDEZ	Wausau	159	56	657	12	3.8			
WAXX	Eau Claire	231	40	610	15	3.2	KGEE	Odesa-Midland	173	33	452	14	2.9	WIRK	West Palm Beach	49	110	1506	14	5.3			
KHEY	El Paso	69	55	710	13	3.8	KTST	Oklahoma City	53	69	1153	17	4.1	WOVK	Wheeling	218	42	458	11	3.4			
WXTA	Erie	155	45	545	12	3.4	KJXY	Oklahoma City	53	130	1585	12	5.9	KFDI	Wichita	89	55	900	16	3.7			
KKMU	Eugene	144	47	545	12	3.5	KOXT	Omaha	72	80	1103	14	4.5	KZSN	Wichita	89	58	732	13	3.9			
WKDQ	Evansville	152	51	652	13	3.6	WDW	Omaha	72	44	632	14	3.3	WGGY	Wilkes Barre	63	122	1329	11	5.7			
KVOX	Fargo	208	23	376	16	2.4	WWKA	Orlando	38	231	2940	13	7.7	WWOQ	Wilmington, NC	178	26	319	12	2.6			
KKIX	Fayetteville, AR	156	47	662	14	3.5	KHAY	Oxnard-Ventura	107	55	968	18	3.6	WUSQ	Winchester	219	35	605	17	2.9			
WKML	Fayetteville, NC	125	63	938	15	4.0	KPLM	Palm Springs	150	39	499	13	3.2	KXDD	Yakima	185	39	434	11	3.2			
WCKT	Fl. Myers	75	60	722	12	4.0	WXBM	Pensacola	123	107	1345	13	5.3	WGTY	York	103	66	915	14	4.1			
WWGR	Fl. Myers	75	34	516	15	2.9	WXCL	Peoria	134	32	442	14	2.8	WQXX	Youngstown	91	188	2320	12	7.0			
WQHK	Fl. Wayne	101	61	848	14	3.9	WXTU	Philadelphia	5	395	5284	13	10.1	AM (After Midnite) National	—	576	6418	11	10.4				
KSKS	Fresno	64	76	1250	16	4.3	KMLE	Phoenix	17	195	3185	16	6.9										
WBCT	Grand Rapids	65	102	1479	15	5.0	KNX	Phoenix	17	228	3101	14	7.6										
WHSL	Greensboro	40	84	1401	17	4.5	WDSY	Pittsburgh	20	203	3101	15	7.1										

207 Country Reporters

For Detailed Reporter Information,  
Please See Music Tracking On R&R ONLINE.



# The New Album Gallery

In Stores: October 6, 1998



## Jerry Clower

### Peaches And Possums (MCA)

Jerry Clower lived to make people laugh, and he did so without ever using a four-letter word or trying to go "uptown" with his rural-based humor. During his 32-year career, the only show he ever canceled was this past August, when he suffered the heart attack that later claimed his life at the age of 71. Clower would be pleased to know that he's still making people laugh with *Peaches And Possums*, the first album to be released after his death. In addition to peaches and possums,

Clower's topics here include mules, bird dogs, squirrels, and those who file idiotic lawsuits. Clower could always embellish a good tale, but you believed him when he said that the core of every story was based upon "something real that has happened to me or almost happened." *Peaches And Possums* is a wonderful epitaph for a man who once said, "I am convinced that there is only one place where there is no laughter — and that's hell. I have made arrangements to miss hell. 'Praise God, I won't ever have to be anywhere that there ain't no laughter.'"



## Connie Smith

### Connie Smith (Warner Bros.)

Dolly Parton says, "There's really only three female singers in the world: Streisand, Ronstadt, and Connie Smith. The rest of us are only pretending." In recent years, one of the joys of attending a Grand Ole Opry performance was hearing Smith, who's still singing as great as ever. Smith charted her No. 1 single in 1964 with "Once A Day" and became an Opry member a year later. Working with Harlan Howard, Allen Shablin, and others, Smith co-wrote nine of the 10 songs

that appear on her first major-label album in several years. No doubt, there was a lot of love involved in recording the album, especially since the project was produced by Smith's husband, Marty Stuart. Describing the album, Smith says, "When it's a good song, it's about the basics. And when it was time to make this record, I wanted songs with lyrics and melodies that were written straight from the heart, that when sung, would go straight to the heart."



## Steve Wariner

### The Hits (MCA)

Steve Wariner should write a book about being the "comeback kid." The latest chapter came last week when "Holes In The Floor Of Heaven" netted him Single and Song of the Year honors at the CMA Awards. And although Wariner is now one of the hitmakers on the Capitol roster, the timing couldn't be better for MCA to release a new compilation of the records he made for the label during the '80s. *The Hits* is appropriately titled since the collection includes "Some Fools

Never Learn," "You Can Dream Of Me," "Small Town Girl," and "Lynda." Of another hit, Wariner says, "I can't go anywhere without somebody asking for 'The Weekend.' It's been more than 10 years, but audiences still remember those particular songs. That makes me feel like I must have been doing something right." The album also contains two previously unreleased tracks — "In A Heartbeat" and "Can I Come Over Tonight." Aside from the songs and the performances, *The Hits* also provides an opportunity to review Wariner's work with producers Jimmy Bowen, Tony Brown, and Randy Scruggs.

# GOING FOR ADDS

October 5, 1998

## Sara Evans "No Place That Far"

RCA: Pete Anderson produced Sara Evans' debut album, but her upcoming sophomore release moves her even closer to the mainstream with production by Morro Wilson and Buddy Cannon. Evans sounds fantastic on this title track, which she co-wrote with Tom Shapiro and Tony Martin. But who is that high male voice singing the harmony?

## Jo Dee Messina "Stand Beside Me"

Curb: The power of Jo Dee Messina's voice is undeniable, even on mid-tempo material such as "Stand Beside Me." Stephen Allen Davis wrote this latest single from Messina's sophomore album, *I'm Alright*.

## Allison Moorer "Alabama Song"

MCA: Moorer says, "Everyone thinks this song is about the state of Alabama, when really it's a love song without the word 'love' in it." It's the title track from Moorer's debut album.

## Jenny Simpson "Ticket Out Of Kansas"

Mercury: Mercury/Nashville will be launching several new artists next year, but Nashville native Jenny Simpson is the label's first new act in two years. And they established a career for the last one — Mark Wills. Although her addition to the roster wasn't a spur-of-the-moment decision, Mercury/Nashville President Luke Lewis offered her a contract at the restaurant where she was working as a waitress.

## Springer "Don't Try To Find Me"

Giant: Springer is a trio led by singer/songwriter Roger Springer, whose hits include Mark Chesnut's "Thank God For Believers" and Sammy Kershaw's "Matches." The group includes Shara Johnston and former Merle Haggard sideman Joe Manuel, and the single was produced by John Hobbs and Ed Seay.

## ON THE RECORD

BILL FINK, PD  
KZLA/Los Angeles

### TRINI TRIGGS "STRAIGHT TEQUILA" (MCG/Curb)

"Pouring 'Straight Tequila' over mixed emotions" — country really loves little plays on words like that. Trini Triggs puts a new spin on traditional country with the title track from his debut album, *Straight Tequila*. It's an excellent song with hit potential. The lyrics are real, and our listeners love it — definitely a strong first impression. I do not have "mixed emotions" about playing this song — I'll take my Trini Triggs "straight up!"

## OUT OF THE BOX



Tony Stevens, APD/MD  
KFKE/Kansas City, MO

### CLINT DANIELS "When I Grow Up" (Arista)

Clint Daniels definitely has what it takes to really get big! I would be shocked if this artist does not break through and do well. He has a strong stage presence — very charismatic, with a lot of class. His new single, "When I Grow Up," is a great "guy song." "When I grow up, I want to be a kid!" — most guys will connect with the lyrics right off the bat! His entire album is great — very solid. And his vocals are genuine and real. I'm really excited about Clint Daniels. I think he will be a huge success!

The ultimate in Saturday Night Country Radio



**The Bo Reynolds Show**  
Saturday Nights will Never be the Same

Live; caller interactive; personality driven

Today's best Country Music selected especially for Saturday Nights

Pod Live 7pm - 12midnight (all time zones)  
in stereo on Satcom C5 Transponder 23  
with automation tones available

Nine minutes of local avails per hour



**FISHER**  
ENTERTAINMENT

408-420-1400

## NEW & ACTIVE

### DWIGHT YOAKAM These Arms (Reprise)

Total Stations: 42, Total Points: 1883, Total Adds: 0, Including: KLLS 30 (30), KHEY 27 (27), WKIX 20 (20), WSIX 18 (18), WYYD 16 (16), KJUG 15 (15), WRNS 15 (15), WWGR 15 (15), KPLM 14 (14), WUSN 14 (14), KVOX 13 (13), WGTY 13 (13), WKDQ 12 (12), WRBT 12 (12), WWJO 11 (11), KKNU 10 (10), KTEX 10 (10), KUZZ 10 (10), WAXX 10 (10), WKKT 10 (10), WMTZ 10 (10), WNKT 10 (10), WOVK 10 (10), WYYZ 10 (5), WUSY 9 (9)

### SARA EVANS No Place That Far (RCA)

Total Stations: 31, Total Points: 1860, Total Adds: 18, Including: KILT 15, WWFG 15, WWGR 15, WUPR 12, WWZD 12, KNUE 10, WAXX 10, WDAF 10, WHOK 10, WTCR 10, KHAK 9, WUSY 9, KVOO 8, KBUL 5, KTTS 5, KZKX 5, WESC 5, WYYZ 5  
Plays Include: KMLE 26 (26), WNOE 25 (25), KBEQ 18 (18), KEFY 18 (18), WKCT 17 (17), WYGY 16 (16), WDEN 15 (5), WWWW 15 (15)

### WYONNA Woman To Woman (Asylum/EEG)

Total Stations: 43, Total Points: 1846, Total Adds: 2, Including: WYYD 10, KHEY 7  
Plays Include: WKKT 20 (20), WRNS 19 (19), WESC 18 (5), WKCT 17 (17), KMPS 16 (16), KASH 15 (15), WTOR 15 (15), WAIB 14 (14), WKIS 14 (14), WGTY 13 (13), WKDQ 12 (12), WSIX 12 (12), WPKX 11 (11), WWJO 11 (11), WDAF 10 (10), WNOE 10 (10), WOVK 10 (10), KKNU 9 (9), WNGY 9 (9), KGNC 7 (7), KNFR 7 (7), WDJR 7 (7), WGTR 7 (7), WSSL 7 (7)

### MARK NESLER Slow Down (Asylum/EEG)

Total Stations: 52, Total Points: 1834, Total Adds: 12, Including: WQMX 18, KIKK 10, KNUE 10, WYYD 10, WFMS 8, WKSJ 8, KAYD 7, KGEY 7, KSOP 7, WIBW 7, WBBS 5, WVLK 5  
Plays Include: KBEQ 18 (18), KJUG 15 (15), WDEN 15 (5), WRNS 15 (15), WTHI 15 (5), KPLM 14 (14), WAIB 14 (14), WKDQ 12 (12), WRBT 12 (12), WWJO 11 (7), KXKX 10 (10), KZKX 10 (10), WAMZ 10 (10), WAXX 10 (10), WMTZ 10 (10), WOVK 10 (10)

### SAMMY KERSHAW One Day Left To Live (Mercury)

Total Stations: 38, Total Points: 1665, Total Adds: 15, Including: KMPS 16, KASH 15, KJUG 15, KUBL 15, WQDR 15, WTOR 15, KVOX 13, WFMB 12, WKDQ 12, WYYD 10, KGEY 7, WWJO 7, KFDI 5, KRWO 5, WBBS 5  
Plays Include: KXKX 31 (31), WRNS 18 (18), WXTA 16 (16), WBCT 15 (15), WDEN 15 (15), WTCM 15 (13), WBYT 12 (12), KKNU 10 (10), KUZZ 10 (10), WAXX 10 (10), WOVK 10 (10)

### T. GRAHAM BROWN Wine Into Water (Intersound)

Total Stations: 30, Total Points: 1502, Total Adds: 4, Including: WSM 15, WAMZ 10, WAXX 10, WTCM 10  
Plays Include: WCTQ 25 (25), WDJR 25 (25), WBCT 22 (15), WOVK 17 (10), WYYD 16 (16), KJUG 15 (15), WDEN 15 (5), WTOR 15 (15), WFMB 14 (12), WUSY 13 (9), WSIX 12 (12), WYAY 12 (12), KXKX 10 (10), WDAF 10 (10), KKNU 9 (9), KVOO 8 (8), WKCN 8 (8), WGTR 7 (7), KFDI 5 (5), KTTS 5 (5), WHSL 5 (5), WJCL 5 (5), WOYK 5 (5), WSOC 5 (5)

### PATTY LOVELESS Like Water Into Wine (Epic)

Total Stations: 31, Total Points: 1418, Total Adds: 26, Including: KASH 25, WAYZ 20, WRNS 19, KHEY 17, WBEE 15, WFGY 15, WSM 15, WTCM 15, KPLM 14, KKNU 10, KUZZ 10, WOVK 10, KVOO 8, WXCT 8, KGEY 7, KSOP 7, WQXK 7, WWZD 7, WTCR 6, KFDI 5, KRWO 5, KTTS 5, KYCY 5, WDEZ 5, WYYZ 5, WXXQ 5

### CLINT DANIELS When I Grow Up (Arista)

Total Stations: 28, Total Points: 1095, Total Adds: 24, Including: KFKF 15, KJUG 15, WKIS 14, KEEY 10, KXKX 10, WAXX 10, WOVK 10, KALF 7, KHEY 7, KIZN 7, KJUG 7, WDJR 7, WGKX 7, WMSI 7, WSSL 7, WWGR 7, WTCR 6, KFDI 5, WBCT 5, WCTO 5, WSOC 5, WUSQ 5, WWFG 5, WYYZ 5  
Plays Include: WUSN 14 (14)

### JO DEE MESSINA Stand Beside Me (Curb)

Total Stations: 11, Total Points: 546, Total Adds: 8, Including: KHAK 15, WQXK 14, KRWO 11, WWZD 7, KYCY 5, KZKX 5, WDEZ 5, WYYZ 5  
Plays Include: WYGY 26 (16), WXBQ 18 (17), WQBE 11 (11)

### VARIOUS ARTISTS Same Old Train (Monument)

Total Stations: 10, Total Points: 485, Total Adds: 0, Including: WCTK 17 (17), WVLK 16 (16), KYGO 13 (13), KTEX 10 (10), WKKT 10 (10), KVOO 8 (8), KTTS 5 (5), KUZZ 5 (5), WDEN 5 (5)

### SUZY BOGGUSS Nobody Love, Nobody Gets Hurt (Capitol)

Total Stations: 12, Total Points: 482, Total Adds: 0, Including: WWGR 15 (15), WUSN 14 (14), WAXX 10 (10), WMJC 10 (10), WMTZ 10 (10), KVOO 8 (8), KSOP 7 (7), WOW 6 (6), KTTS 5 (5), WBBN 5 (5), WBBS 5 (5)

### CHRIS LEDOUX Bang A Drum (Capitol)

Total Stations: 12, Total Points: 432, Total Adds: 6, Including: KUPL 15, WOVK 10, KKNU 9, KSOP 7, KTTS 5, WDEN 5  
Plays Include: KWJJ 17 (17), KKAT 11 (11), KHAY 7 (6), WOW 6 (6), KZSN 5 (5), WBYT 5 (5)

### DON WILLIAMS Cracker Jack Diamond (Giant)

Total Stations: 11, Total Points: 352, Total Adds: 10, Including: WBCT 15, KKNU 10, WHOK 10, WOVK 10, KVOO 8, WTCR 6, KFDI 5, KTTS 5, WSOC 5  
Plays Include: KSOP 7 (7)

Songs Ranked By Total Points

## NATIONAL RADIO FORMATS

### ABC RADIO NETWORKS

#### Coast-To-Coast

Mark Edwards • (972) 991-9200

#### Adds:

MARK CHESHUTT Wherever You Are  
MARTINA MCBRIDE Wrong Again  
JOHN MICHAEL MONTGOMERY Hold On To Me

#### Nettest:

BROOKS & DUNN Husbands And Wives  
DEANA CARTER Absence Of The Heart  
FAITH HILL Let Me Let Go

#### Real Country

Dave Nicholson • (602) 966-6236

#### Adds:

DERYL DODD A Bitter End  
SAMMY KERSHAW One Day Left

#### Nettest:

LONESTAR Everything's Changed  
TIM MCGRAW Where The Green Grass Grows  
MARK WILLIS Don't Laugh At Me  
CLINT DANIELS Loosen Up My Strings  
LEE ANN WOMACK A Little Past Little Rock

### ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

Gary Knoll

#### Adds:

BROOKS & DUNN Husbands And Wives  
DEANA CARTER Absence Of The Heart  
MICHAEL PETERSON By The Book  
RANDY TRAVIS Spirit Of A Boy, Wisdom Of A Man

#### Nettest:

TERRI CLARK You're Easy On The Eyes  
LONESTAR Everything's Changed  
SHANIA TWAIN Honey, I'm Home

### BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

Super Country/Pure Country

Ken Moultrie

#### Adds:

BROOKS & DUNN Husbands And Wives  
BILLY DEAN Real Man  
MARTINA MCBRIDE Wrong Again  
GEORGE STRAIT We Really Shouldn't Be Doing This

#### Nettest:

ALAN JACKSON I'll Go On Loving You  
WILKINSONS 26 Cents  
BROOKS & DUNN How Long Gone  
TIM MCGRAW Where The Green Grass Grows  
MARK WILLIS Don't Laugh At Me

#### Digital Country

L.J. Smith

#### Adds:

BROOKS & DUNN Husbands And Wives  
MARTINA MCBRIDE Wrong Again  
COLLIN RAYE Someone You Used To Know  
GEORGE STRAIT We Really Shouldn't Be Doing This

#### Nettest:

MARK WILLIS Don't Laugh At Me  
WILKINSONS 26 Cents  
TIM MCGRAW Where The Green Grass Grows  
ALAN JACKSON I'll Go On Loving You  
DIAMOND RIO You're Gone

#### Now Country

L.J. Smith

#### Adds:

BROOKS & DUNN Husbands And Wives  
MARTINA MCBRIDE Wrong Again  
GEORGE STRAIT We Really Shouldn't Be Doing This

#### Nettest:

TIM MCGRAW Where The Green Grass Grows  
DIAMOND RIO You're Gone  
SHANIA TWAIN Honey, I'm Home  
MARK WILLIS Don't Laugh At Me  
ALAN JACKSON I'll Go On Loving You

### JONES RADIO NETWORK

Jim Murphy • (303) 784-8700

U.S. Country

Penny Mitchell

#### Adds:

JOHN MICHAEL MONTGOMERY Hold On To Me  
MARK NESLER Slow Down

#### Nettest:

GARTH BROOKS You Move Me  
DIAMOND RIO You're Gone  
REBA MCKENTRE Forever Love  
ALAN JACKSON I'll Go On Loving You  
MARK WILLIS Don't Laugh At Me

#### CD Country

John Hendricks

#### Adds:

JO DEE MESSINA Stand Beside Me  
MICHAEL PETERSON By The Book  
DWIGHT YOAKAM These Arms

#### Nettest:

LONESTAR Everything's Changed  
ALAN JACKSON I'll Go On Loving You  
TY HERNDON It Must Be Love  
DIXIE CHICKS Wide Open Spaces  
DIAMOND RIO You're Gone

### RADIO ONE COUNTRY PLAYLIST

Jim Barbee • (970) 949-3339

#### Adds:

MARK CHESHUTT Wherever You Are  
MORTY HOLMES Alone  
JOHN MICHAEL MONTGOMERY Hold On To Me  
RANDY TRAVIS Spirit Of A Boy, Wisdom Of A Man

#### Nettest:

MARK WILLIS Don't Laugh At Me  
ALAN JACKSON I'll Go On Loving You  
TY HERNDON It Must Be Love  
BLACKHAWK There You Have It

### WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

Tracy Thompson

Mainstream Country

David Felker

#### Adds:

BLACKHAWK There You Have It  
DEANA CARTER Absence Of The Heart

#### Nettest:

TIM MCGRAW Where The Green Grass Grows  
MARK WILLIS Don't Laugh At Me  
ALAN JACKSON I'll Go On Loving You  
REBA MCKENTRE Forever Love  
GARTH BROOKS You Move Me

#### Hot Country

David Felker

#### Adds:

RANDY TRAVIS Spirit Of A Boy, Wisdom Of A Man

#### Nettest:

TIM MCGRAW Where The Green Grass Grows  
MARK WILLIS Don't Laugh At Me  
DIAMOND RIO You're Gone  
LONESTAR Everything's Changed  
SHANIA TWAIN Honey, I'm Home

## COUNTRY VIDEO



### ADDS

BLACKHAWK There You Have It  
BILL ENGWALL I'm A Cowboy  
WARREN BROTHERS Guilty  
DWIGHT YOAKAM These Arms

### ELITE

DIAMOND RIO You're Gone  
LEE ANN WOMACK A Little Past Little Rock  
DIXIE CHICKS Wide Open Spaces  
SHANIA TWAIN Honey, I'm Home  
MARK WILLIS Don't Laugh At Me



60.2 million households  
Traca Todd  
Manager/Video Programming

### ADDS

WYONNA Woman To Woman (Asylum/EEG)

### TOP 10

- ALABAMA How Do You Fall In Love (RCA)
- BILLY DEAN Real Man (Capitol)
- DIAMOND RIO You're Gone (Arista)
- ALAN JACKSON I'll Go On Loving You (Arista)
- REBA MCKENTRE Forever Love (MCA)
- T.G. SHEPPARD Like A Coupe De Ville (Outwest)
- AARON TIPPIN For You I Will (Lyric Street)
- DOLLY PARTON Honky Tonk Songs (Decca)
- LEE ANN WOMACK A Little Past Little Rock (Decca)
- WYONNA Woman To Woman (Asylum/EEG)

Information current as of September 28



42 million households  
Chris Parr, Director/Programming  
Paul Hastaba, VP/GM

### ADDS

DEANA CARTER Absence Of The Heart (Capitol)  
CLINT DANIELS When I Grow Up (Arista)

### TOP 10

- BROOKS & DUNN How Long Gone (Arista)
- WILKINSONS 26c (Giant)
- DIAMOND RIO You're Gone (Arista)
- ALAN JACKSON I'll Go On Loving You (Arista)
- MARK WILLIS Don't Laugh At Me (Mercury)
- VINCE GILL If You Ever Have Forever In Mind (MCA)
- LONESTAR Everything's Changed (BNA)
- REBA MCKENTRE Forever Love (MCA)
- TRACY BYRD I Wanna Feel That Way Again (MCA)
- SHANIA TWAIN Honey, I'm Home (Mercury)

### HEAVY

- ALABAMA How Do You Fall In Love (RCA)
- TRACY BYRD I Wanna Feel That Way Again (MCA)
- DIAMOND RIO You're Gone (Arista)
- FAITH HILL w/TIM MCGRAW Just To Hear You... (Warner Bros.)
- ALAN JACKSON I'll Go On Loving You (Arista)
- LONESTAR Everything's Changed (BNA)
- REBA MCKENTRE Forever Love (MCA)
- SHANIA TWAIN Honey, I'm Home (Mercury)
- WILKINSONS 26c (Giant)
- MARK WILLIS Don't Laugh At Me (Mercury)
- LEE ANN WOMACK A Little Past Little Rock (Decca)
- TRISHA YEARWOOD & GARTH BROOKS Where Your... (MCA)

### HOT SHOTS

- CLINT DANIELS When I Grow Up (Arista)
- BILL ENGWALL I'm A Cowboy (Warner Bros.)
- TOBY KEITH Getcha Some (Mercury)
- SAMMY KERSHAW One Day Left To Live (Mercury)
- CHRIS KNIGHT It Ain't Easy Being Me (Decca)
- PATTY LOVELESS Like Water Into Wine (Epic)
- JOHN MICHAEL MONTGOMERY Hold On To Me (Atlantic)
- MARK NESLER Slow Down (Asylum/EEG)
- AARON TIPPIN For You I Will (Lyric Street)
- WARREN BROTHERS Guilty (BNA)
- WYONNA Woman To Woman (Asylum/EEG)
- DWIGHT YOAKAM These Arms (Reprise)

Heavy rotation songs receive 28 plays per week. Hot Shots receive 21 plays per week.

Information current as of September 30



# COUNTRY PLAYLISTS

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

**MARKET #1**  
**WXYT/Now York**  
(914) 592-1071  
Smith/Hotz

PLAYS	3W	2W	1W	ARTIST/TITLE
38	38	38	38	GARTH BROOKS/To Make You Feel...
38	38	38	38	SHANIA TWAIN/From This Moment On
38	38	38	38	FAITH HILL/This Kiss
38	38	38	38	FAITH HILL/WiMcGRAM/Just To Hear...
38	38	38	38	DAVID KERSH/Wonderful Tonight
30	30	30	30	TIM MCGRAW/Where The Green...
30	30	30	30	ALAN JACKSON/It's On Loving...
30	30	30	30	SHANIA TWAIN/Honey, I'm Home
30	30	30	30	DIAMOND RIO/You're Gone
30	30	30	30	GARTH BROOKS/You Move Me
21	21	21	21	WILKINSONS/26 Cents
21	21	21	21	JO DEE MESSINA/Airight
21	21	21	21	JOHN M. MONTGOMERY/Cover You...
14	21	21	21	MARK WILLIS/Don't Laugh At Me
21	21	21	21	LEANN RIMES/Nothin' New Under...
21	21	21	21	REBA MCKENTRE/Forever Love
21	21	21	21	LEANN RIMES/Looking Through
14	21	21	21	YEARWOOD & BROOKS/Where You...
14	21	21	21	ALABAMA/How Do You Fall
14	21	21	21	CLINT BLACK/Loseen Up My Strings
14	14	14	14	LONESTAR/Everything's Changed
14	14	14	14	COLLIN RAYE/Someone You Used...
14	14	14	14	FAITH HILL/Let Me Let Go
14	14	14	14	GEORGE STRAIT/We Really...
14	14	14	14	GARTH BROOKS/Do What You Gotta Do
14	14	14	14	TRACY BYRDI/Wanna Feel That...
14	14	14	14	TRAVIS TRUITT/I Lost You
14	14	14	14	DEANA CARTER/Absence Of The Heart
14	14	14	14	LEE ANN WOMACK/Little Past...
14	14	14	14	KENNY CHESNEY/Will Stand
14	14	14	14	VINCE GILL/Kindly Keep It...
14	14	14	14	DIXIE CHICKS/Wide Open Spaces
14	14	14	14	TERRI CLARK/You're Easy On...
14	14	14	14	TY HERNDON/It Must Be Love

**MARKET #2**  
**93.9 KZLA**  
Los Angeles  
(323) 887-8000  
Tim McCormack

PLAYS	3W	2W	1W	ARTIST/TITLE
42	42	42	42	BROOKS & DUNN/How Long Gone
42	42	42	42	DIAMOND RIO/You're Gone
42	42	42	42	MARK WILLIS/Don't Laugh At Me
30	30	30	30	GARY ALLAN/Man In Hill
30	30	30	30	GARTH BROOKS/You Move Me
19	30	30	30	DIXIE CHICKS/Wide Open Spaces
19	19	19	19	TY HERNDON/It Must Be Love
23	30	23	23	LONESTAR/Everything's Changed
19	5	23	12	ALABAMA/How Do You Fall
19	19	19	19	TERRI CLARK/You're Easy On...
12	19	12	12	WADE HAYES/How Do You Sleep...
12	19	12	12	FAITH HILL/Let Me Let Go
30	30	30	30	REBA MCKENTRE/Forever Love
5	12	12	12	COLLIN RAYE/Someone You Used...
19	19	19	19	LEANN RIMES/Nothin' New Under...
19	19	19	19	TRINI TRIGGS/Straight Tequila
19	5	19	19	SHANIA TWAIN/Honey, I'm Home
19	19	19	19	LEE ANN WOMACK/Little Past...
19	5	12	12	CLINT BLACK/Loseen Up My Strings
5	12	12	12	BLACKHAWK/There You Have It
12	19	12	12	TRACY BYRDI/Wanna Feel That...
12	12	12	12	DEANA CARTER/Absence Of The Heart
12	12	12	12	KENNY CHESNEY/Will Stand
12	12	12	12	KEITH WHITTE/Back For You
12	12	12	12	MARTINA MCBRIDE/Wrong Again
12	12	12	12	YEARWOOD & BROOKS/Where You...
30	23	12	12	ALAN JACKSON/It's On Loving...
14	14	14	14	WARREN BROTHERS/Guilty

**MARKET #3**  
**US-99**  
Chicago  
(312) 649-0099  
Siedge/Brando

PLAYS	3W	2W	1W	ARTIST/TITLE
20	36	36	36	SHANIA TWAIN/Honey, I'm Home
20	36	36	36	ALABAMA/How Do You Fall
20	36	36	36	ALAN JACKSON/It's On Loving...
20	36	36	36	DIAMOND RIO/You're Gone
36	36	36	36	TIM MCGRAW/Where The Green...
36	36	36	36	MARK WILLIS/Don't Laugh At Me
36	36	36	36	REBA MCKENTRE/Forever Love
20	20	20	20	GARTH BROOKS/You Move Me
20	20	20	20	LONESTAR/Everything's Changed
14	20	14	14	YEARWOOD & BROOKS/Where You...
20	20	20	20	BROOKS & DUNN/Husbands And Wives
20	20	20	20	GEORGE STRAIT/We Really...
14	20	14	14	COLLIN RAYE/Someone You Used...
14	20	14	14	TY HERNDON/It Must Be Love
20	20	20	20	TRACY BYRDI/Wanna Feel That...
20	20	20	20	TERRI CLARK/You're Easy On...
20	20	20	20	LEE ANN WOMACK/Little Past...
20	20	20	20	CLINT BLACK/Loseen Up My Strings
20	20	20	20	LEANN RIMES/Nothin' New Under...
20	20	20	20	NEAL MCCOY/Love Happens Like...
14	20	14	14	FAITH HILL/Let Me Let Go
14	14	14	14	WADE HAYES/How Do You Sleep...
14	14	14	14	TERRI CLARK/You're Easy On...
14	14	14	14	DEANA CARTER/Absence Of The Heart
14	14	14	14	WARREN BROTHERS/Guilty
14	14	14	14	DWIGHT YOAKAM/These Arms
14	14	14	14	CLINT DANIELS/When I Grow Up
14	14	14	14	VINCE GILL/Kindly Keep It...
14	14	14	14	AARON TIPPIN/For You I Will
14	14	14	14	TRAVIS TRUITT/I Lost You
14	14	14	14	SUZIE BOGGS/Nobody Loves...

**MARKET #4**  
**Country 92.3**  
NYC  
(212) 391-9330  
Jordan/Jordan

PLAYS	3W	2W	1W	ARTIST/TITLE
30	40	40	40	ALABAMA/How Do You Fall
40	40	40	40	BROOKS & DUNN/How Long Gone
15	40	40	40	TY HERNDON/It Must Be Love
40	40	40	40	LONESTAR/Everything's Changed
40	40	40	40	TIM MCGRAW/Where The Green...
15	40	40	40	COLLIN RAYE/Someone You Used...
30	40	40	40	DIAMOND RIO/You're Gone
40	40	40	40	MARK WILLIS/Don't Laugh At Me
30	40	40	40	REBA MCKENTRE/Forever Love
30	30	30	30	CLINT BLACK/Loseen Up My Strings
15	30	30	30	GARTH BROOKS/You Move Me
30	30	30	30	TRACY BYRDI/Wanna Feel That...
15	30	30	30	KENNY CHESNEY/Will Stand
5	15	15	15	TY HERNDON/It Must Be Love
5	15	15	15	DIXIE CHICKS/Wide Open Spaces
5	15	15	15	LINDA DAVIS/Wanna Remember...
5	15	15	15	WADE HAYES/How Do You Sleep...
5	15	15	15	FAITH HILL/Let Me Let Go
30	30	30	30	ALAN JACKSON/It's On Loving...
30	30	30	30	LEANN RIMES/Nothin' New Under...
30	30	30	30	GEORGE STRAIT/We Really...
30	30	30	30	AARON TIPPIN/For You I Will
15	30	15	15	LEE ANN WOMACK/Little Past...
5	15	15	15	BLACKHAWK/There You Have It
5	15	15	15	JOE DUFFIE/Poor Me
5	15	15	15	TOBY KEITH/Getcha Some
5	15	15	15	MARTINA MCBRIDE/Wrong Again
5	15	15	15	TRAVIS TRUITT/I Lost You
5	15	15	15	CLAY WALKER/You're Beginning...
5	15	15	15	YEARWOOD & BROOKS/Where You...
5	15	15	15	WARREN BROTHERS/Guilty
5	15	15	15	DEANA CARTER/Absence Of The Heart
5	15	15	15	MARK CHESNUTT/Wherever You Are
5	15	15	15	DERYL DODDIA/Bitter End
5	15	15	15	BROOKS & DUNN/Husbands And Wives
5	15	15	15	VINCE GILL/Kindly Keep It...
5	15	15	15	WYNONNIA/Woman To Woman
5	15	15	15	PATY LOVELESS/Wake Into Me
5	15	15	15	JO DEE MESSINA/Stand Beside Me
5	15	15	15	JOHN M. MONTGOMERY/How Do You...

**MARKET #5**  
**Country 92.3 WXTU**  
Philadelphia  
(610) 667-9000  
Johnson

PLAYS	3W	2W	1W	ARTIST/TITLE
36	36	36	36	MARK WILLIS/Do (D'bars) You!
36	36	36	36	KENNY CHESNEY/That's Why I'm Here
36	36	36	36	TY HERNDON/It Must Be Love
36	36	36	36	JOE DUFFIE/Texas Size Heartache
36	36	36	36	GEORGE STRAIT/True
22	36	22	22	BROOKS & DUNN/How Long Gone
22	36	22	22	WILKINSONS/26 Cents
22	36	22	22	ALAN JACKSON/It's On Loving...
22	36	22	22	TIM MCGRAW/Where The Green...
22	22	22	22	LONESTAR/Everything's Changed
22	22	22	22	LEANN RIMES/Nothin' New Under...
22	22	22	22	GEORGE STRAIT/We Really...
22	22	22	22	FAITH HILL/Let Me Let Go
22	22	22	22	YEARWOOD & BROOKS/Where You...
22	22	22	22	GARTH BROOKS/You Move Me
22	22	22	22	SHANIA TWAIN/Honey, I'm Home
22	22	22	22	REBA MCKENTRE/Forever Love
22	22	22	22	DIAMOND RIO/You're Gone
22	22	22	22	MARK WILLIS/Don't Laugh At Me
22	22	22	22	CLINT BLACK/Loseen Up My Strings
22	22	22	22	LEE ANN WOMACK/Little Past...
22	22	22	22	DIXIE CHICKS/Wide Open Spaces
22	22	22	22	TRACY BYRDI/Wanna Feel That...
22	22	22	22	ALABAMA/How Do You Fall

**MARKET #6**  
**99.5 The Wolf**  
Dallas  
(214) 526-2400  
Philips

PLAYS	3W	2W	1W	ARTIST/TITLE
30	30	30	30	DERYL DODDIA/Bitter End
30	30	30	30	LEE ANN WOMACK/Little Past...
30	30	30	30	BROOKS & DUNN/Husbands And Wives
50	50	50	50	TY HERNDON/It Must Be Love
50	50	50	50	CLINT BLACK/Loseen Up My Strings
50	50	50	50	GEORGE STRAIT/Remember The Alamo
50	50	50	50	PAT GREEN/Songs About Texas
50	50	50	50	TIM MCGRAW/Where The Green...
50	50	50	50	DIXIE CHICKS/Wide Open Spaces
50	50	50	50	ALABAMA/How Do You Fall
50	50	50	50	SPHINX/Don't Try To Find Me
15	15	15	15	MARK WILLIS/Don't Laugh At Me
50	15	50	15	ALAN JACKSON/It's On Loving...
30	30	30	30	GARTH BROOKS/You Move Me
30	30	30	30	CLAY WALKER/You're Beginning...
50	30	50	30	SHANIA TWAIN/Honey, I'm Home
30	30	30	30	LEANN RIMES/Nothin' New Under...
30	30	30	30	YEARWOOD & BROOKS/Where You...
30	30	30	30	KENNY CHESNUTT/Wherever You Are
30	30	30	30	TERRI CLARK/You're Easy On...
50	50	50	50	BROOKS & DUNN/How Long Gone
15	15	15	15	ROBERT EARL KEITH/That Road...
30	30	30	30	WILKINSONS/26 Cents
15	15	15	15	GEORGE STRAIT/We Really...

**MARKET #7**  
**Young Country 90.3**  
Dallas  
(972) 716-7800  
Pearman

PLAYS	3W	2W	1W	ARTIST/TITLE
35	45	35	35	MARK WILLIS/Don't Laugh At Me
45	45	45	45	ALAN JACKSON/It's On Loving...
55	55	55	55	LONESTAR/Everything's Changed
55	55	55	55	TIM MCGRAW/Where The Green...
45	45	45	45	TY HERNDON/It Must Be Love
35	35	35	35	DIXIE CHICKS/Wide Open Spaces
45	45	45	45	DIAMOND RIO/You're Gone
35	45	35	35	ALABAMA/How Do You Fall
45	45	45	45	TRACY BYRDI/Wanna Feel That...
20	35	20	20	TERRI CLARK/You're Easy On...
20	35	20	20	LEANN RIMES/Nothin' New Under...
20	35	20	20	BLACKHAWK/There You Have It
35	35	35	35	COLLIN RAYE/Someone You Used...
35	35	35	35	REBA MCKENTRE/Forever Love
35	35	35	35	GARTH BROOKS/You Move Me
20	35	20	20	CLINT BLACK/Loseen Up My Strings
35	35	35	35	SHANIA TWAIN/Honey, I'm Home
35	35	35	35	KENNY CHESNEY/Will Stand
35	35	35	35	WARREN BROTHERS/Guilty
35	35	35	35	YEARWOOD & BROOKS/Where You...
10	20	10	10	JOE DUFFIE/Poor Me
10	20	10	10	GEORGE STRAIT/We Really...
10	20	10	10	YEARWOOD & BROOKS/Where You...
10	20	10	10	FAITH HILL/Let Me Let Go

**MARKET #8**  
**W4 Country**  
Detroit  
(313) 259-4323  
Roberts/Cadotte Jack

PLAYS	3W	2W	1W	ARTIST/TITLE
25	37	25	25	DIXIE CHICKS/Wide Open Spaces
36	37	36	36	GARTH BROOKS/You Move Me
25	25	25	25	MARK WILLIS/Don't Laugh At Me
25	25	25	25	SHANIA TWAIN/Honey, I'm Home
36	37	36	36	ALAN JACKSON/It's On Loving...
36	37	36	36	TIM MCGRAW/Where The Green...
36	37	36	36	BROOKS & DUNN/How Long Gone
36	37	36	36	WILKINSONS/26 Cents
36	37	36	36	GEORGE STRAIT/True
25	25	25	25	VINCE GILL/You Ever Have...
5	15	5	15	CLINT BLACK/Loseen Up My Strings
15	15	15	15	ALABAMA/How Do You Fall
25	25	25	25	DIAMOND RIO/You're Gone
25	25	25	25	LEE ANN WOMACK/Little Past...
25	25	25	25	LONESTAR/Everything's Changed
25	25	25	25	REBA MCKENTRE/Forever Love
25	25	25	25	LEANN RIMES/Nothin' New Under...
25	25	25	25	JOE DUFFIE/Texas Size Heartache
36	37	36	36	TRAVIS TRUITT/I Lost You
36	37	36	36	FAITH HILL/WiMcGRAM/Just To Hear...
15	15	15	15	COLLIN RAYE/Someone You Used...
15	15	15	15	YEARWOOD & BROOKS/Where You...
15	15	15	15	TRACY BYRDI/Wanna Feel That...
15	15	15	15	FAITH HILL/Let Me Let Go
15	15	15	15	GEORGE STRAIT/We Really...
15	15	15	15	SARA EVANS/No Place That Far
5	15	5	15	TRAVIS TRUITT/I Lost You
5	15	5	15	CLINT BLACK/Loseen Up My Strings
5	15	5	15	SAMMY KERSHAW/One Day Left To Live</

# COUNTRY PLAYLISTS

October 2, 1998 R&R • 71

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

**Y106.7**  
Y106.7  
MARKET: Atlanta  
WYAT/Atlanta  
(770) 955-0106  
McIntire/Mitchell/Gray

PLYS	PLYS	ARTIST/TITLE
42	42	MARK WILLIS/Don't Laugh At Me
42	42	ALAN JACKSON/Go On Loving
42	42	TIM MCGRAW/Where The Green
42	42	DIAMOND RIO/You're Gone
42	42	REBA MCKENTRE/Forever Love
42	42	GARTH BROOKS/You Move Me
42	42	LORESTAR/Everything's Changed
42	42	CLINT BLACK/You're Gone
42	42	ALABAMA/How Do You Feel
42	42	LEANN RIMES/Nothin' New Under
42	42	SHANIA TWAIN/Honey, I'm Home
42	42	TRACY BRYDI/Wanna Feel That
42	42	DIKIE CHICKS/Wide Open Spaces
42	42	LEE ANN WOMBACRA/Little Past
42	42	COLLIE RAYE/Sometime You Used
42	42	TERRI CLARK/You're Easy On
42	42	TRAVIS TRITTA/I Lost You
42	42	TOBY KEITH/Getcha Some
42	42	PAM TILLS/Every Time
42	42	DEANA CARTER/Absence Of The Heart
42	42	AARON TIPPIN/For You I Will
42	42	WADE HAYES/How Do You Sleep
42	42	BROOKS & DUNN/Husbands And Wives
42	42	T. GRAHAM BROWN/When Into Water
42	42	MARTINA MCBRIDE/Wrong Again
42	42	JOHN M. MONTGOMERY/Hold On To Me

**94.1 TRIPS**  
MARKET: Seattle  
KMPX/Seattle  
(206) 443-9400  
Richards/Thomas

PLYS	PLYS	ARTIST/TITLE
41	41	GARTH BROOKS/You Move Me
41	41	SHANIA TWAIN/Honey, I'm Home
41	41	TIM MCGRAW/Where The Green
41	41	CLINT BLACK/You're Gone
41	41	REBA MCKENTRE/Forever Love
41	41	MARK WILLIS/Don't Laugh At Me
41	41	ALAN JACKSON/Go On Loving
41	41	BROOKS & DUNN/Husbands And Wives
41	41	DIAMOND RIO/You're Gone
41	41	RANDY TRAVIS/Spirit Of A Boy
41	41	GEORGE STRAIT/Tru
41	41	FATH HILL/Let Me Let Go
41	41	YEARWOOD & BROOKS/Where Your
41	41	MARTINA MCBRIDE/Wrong Again
41	41	LEE ANN WOMBACRA/Little Past
41	41	DIKIE CHICKS/Wide Open Spaces
41	41	WYBONN BROTHERS/Really
41	41	DEANA CARTER/Absence Of The Heart
41	41	MICHAEL PETERSON/By The Book
41	41	LORESTAR/Everything's Changed
41	41	ALABAMA/How Do You Feel
41	41	PAM TILLS/Every Time
41	41	LEANN RIMES/Nothin' New Under
41	41	TRACY BRYDI/Wanna Feel That
41	41	GARTH BROOKS/You Move Me
41	41	SHANIA TWAIN/Honey, I'm Home
41	41	TY HERNDORN/Just Be Love
41	41	ALABAMA/How Do You Feel
41	41	WADIE HAYES/How Do You Sleep
41	41	YEARWOOD & BROOKS/Where Your
41	41	LEE ANN WOMBACRA/Little Past
41	41	COLLIE RAYE/Sometime You Used
41	41	WARREN BROTHERS/Really
41	41	DEANA CARTER/Absence Of The Heart
41	41	TRAVIS TRITTA/I Lost You
41	41	KEITH HARRING/Coming Back For You
41	41	TOBY KEITH/Getcha Some
41	41	TRACY BRYDI/Wanna Feel That
41	41	DEANA CARTER/Absence Of The Heart
41	41	AARON TIPPIN/For You I Will
41	41	WADE HAYES/How Do You Sleep
41	41	BROOKS & DUNN/Husbands And Wives
41	41	T. GRAHAM BROWN/When Into Water
41	41	MARTINA MCBRIDE/Wrong Again
41	41	JOHN M. MONTGOMERY/Hold On To Me

**YOUNG COUNTRY 95.5**  
MARKET: KYCW/Seattle  
(206) 216-0965  
Brenner/Coyne

PLYS	PLYS	ARTIST/TITLE
21	21	CLINT BLACK/You're Gone
21	21	ALAN JACKSON/Go On Loving
21	21	LORESTAR/Everything's Changed
21	21	DIAMOND RIO/You're Gone
21	21	MARK WILLIS/Don't Laugh At Me
21	21	TIM MCGRAW/Where The Green
21	21	REBA MCKENTRE/Forever Love
21	21	LEANN RIMES/Nothin' New Under
21	21	COLLIE RAYE/Sometime You Used
21	21	TRACY BRYDI/Wanna Feel That
21	21	GARTH BROOKS/You Move Me
21	21	SHANIA TWAIN/Honey, I'm Home
21	21	TY HERNDORN/Just Be Love
21	21	ALABAMA/How Do You Feel
21	21	WADIE HAYES/How Do You Sleep
21	21	YEARWOOD & BROOKS/Where Your
21	21	FATH HILL/Let Me Let Go
21	21	MARTINA MCBRIDE/Wrong Again
21	21	CLAY WALKER/You're Beginning
21	21	DIKIE CHICKS/Wide Open Spaces
21	21	LEE ANN WOMBACRA/Little Past
21	21	GEORGE STRAIT/Tru
21	21	KEITH HARRING/Coming Back For You
21	21	TERRI CLARK/You're Easy On
21	21	JOE DUFFIE/Poor Me
21	21	BRYAN WHITE/You're Hearts
21	21	DEANA CARTER/Absence Of The Heart
21	21	MICHAEL PETERSON/By The Book
21	21	BLACKHAWK/There You Have It
21	21	BROOKS & DUNN/Husbands And Wives
21	21	RANDY TRAVIS/Spirit Of A Boy

**102**  
MARKET: KEEY/Minneapolis  
(612) 820-4200  
Sneedberg/Moon

PLYS	PLYS	ARTIST/TITLE
40	40	DIAMOND RIO/You're Gone
40	40	TIM MCGRAW/Where The Green
40	40	MARK WILLIS/Don't Laugh At Me
40	40	LORESTAR/Everything's Changed
40	40	DIAMOND RIO/You're Gone
40	40	SHANIA TWAIN/Honey, I'm Home
40	40	ALABAMA/How Do You Feel
40	40	COLLIE RAYE/Sometime You Used
40	40	REBA MCKENTRE/Forever Love
40	40	BLACKHAWK/There You Have It
40	40	GARTH BROOKS/You Move Me
40	40	KENNY CHESNEY/You're Stand
40	40	LEANN RIMES/Nothin' New Under
40	40	DIKIE CHICKS/Wide Open Spaces
40	40	MARTINA MCBRIDE/Wrong Again
40	40	YEARWOOD & BROOKS/Where Your
40	40	MICHAEL PETERSON/By The Book
40	40	DEANA CARTER/Absence Of The Heart
40	40	GEORGE STRAIT/Tru
40	40	FATH HILL/Let Me Let Go
40	40	TRACY BRYDI/Wanna Feel That
40	40	DIKIE CHICKS/Wide Open Spaces
40	40	TRACY BRYDI/Wanna Feel That
40	40	ALAN JACKSON/Go On Loving
40	40	WARREN BROTHERS/Really
40	40	TOBY KEITH/Getcha Some
40	40	LEANN RIMES/Nothin' New Under
40	40	DEANA CARTER/Absence Of The Heart
40	40	TRAVIS TRITTA/I Lost You
40	40	WADIE HAYES/How Do You Sleep
40	40	SARA EVANS/No Place That Far
40	40	WARREN BROTHERS/Really
40	40	TOBY KEITH/Getcha Some
40	40	LEE ANN WOMBACRA/Little Past
40	40	JOHN M. MONTGOMERY/Hold On To Me
40	40	DANNI LENOVA/The Jubilee
40	40	MARK CHESNUT/Wherever You Are
40	40	RANDY TRAVIS/Spirit Of A Boy
40	40	CLINT DANIELS/When I Grow Up
40	40	TY HERNDORN/Just Be Love
40	40	BRADY SEALS/Whole Lot's Hurt
40	40	AARON TIPPIN/For You I Will

**102**  
MARKET: KESM/San Diego  
(619) 291-9797  
Dimick/Barnes

PLYS	PLYS	ARTIST/TITLE
31	31	DIAMOND RIO/You're Gone
31	31	JO DEE MESSIAH/It's Alright
31	31	BROOKS & DUNN/How Long Gone
31	31	MARK WILLIS/Don't Laugh At Me
31	31	TIM MCGRAW/Where The Green
31	31	WILKINSONS/26 Cents
31	31	LORESTAR/Everything's Changed
31	31	DIKIE CHICKS/Wide Open Spaces
31	31	SHANIA TWAIN/Honey, I'm Home
31	31	ALAN JACKSON/Go On Loving
31	31	TRACY BRYDI/Wanna Feel That
31	31	WADIE HAYES/How Do You Sleep
31	31	REBA MCKENTRE/Forever Love
31	31	LEANN RIMES/Nothin' New Under
31	31	SHANIA TWAIN/Honey, I'm Home
31	31	GARTH BROOKS/You Move Me
31	31	CLINT BLACK/You're Gone
31	31	TRACY BRYDI/Wanna Feel That
31	31	WADIE HAYES/How Do You Sleep
31	31	LEANN RIMES/Nothin' New Under
31	31	LEE ANN WOMBACRA/Little Past
31	31	GARTH BROOKS/You Move Me
31	31	CLINT BLACK/You're Gone
31	31	TRACY BRYDI/Wanna Feel That
31	31	WADIE HAYES/How Do You Sleep
31	31	LEANN RIMES/Nothin' New Under
31	31	SHANIA TWAIN/Honey, I'm Home
31	31	GARTH BROOKS/You Move Me
31	31	CLINT BLACK/You're Gone
31	31	TRACY BRYDI/Wanna Feel That
31	31	WADIE HAYES/How Do You Sleep
31	31	LEANN RIMES/Nothin' New Under
31	31	LEE ANN WOMBACRA/Little Past
31	31	GARTH BROOKS/You Move Me
31	31	CLINT BLACK/You're Gone
31	31	TRACY BRYDI/Wanna Feel That
31	31	WADIE HAYES/How Do You Sleep
31	31	LEANN RIMES/Nothin' New Under
31	31	SHANIA TWAIN/Honey, I'm Home
31	31	GARTH BROOKS/You Move Me
31	31	CLINT BLACK/You're Gone
31	31	TRACY BRYDI/Wanna Feel That
31	31	WADIE HAYES/How Do You Sleep
31	31	LEANN RIMES/Nothin' New Under
31	31	LEE ANN WOMBACRA/Little Past
31	31	GARTH BROOKS/You Move Me
31	31	CLINT BLACK/You're Gone
31	31	TRACY BRYDI/Wanna Feel That
31	31	WADIE HAYES/How Do You Sleep
31	31	LEANN RIMES/Nothin' New Under
31	31	SHANIA TWAIN/Honey, I'm Home
31	31	GARTH BROOKS/You Move Me
31	31	CLINT BLACK/You're Gone
31	31	TRACY BRYDI/Wanna Feel That
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31	31	LEANN RIMES/Nothin' New Under
31	31	LEE ANN WOMBACRA/Little Past
31	31	GARTH BROOKS/You Move Me
31	31	CLINT BLACK/You're Gone
31	31	TRACY BRYDI/Wanna Feel That
31	31	WADIE HAYES/How Do You Sleep
31	31	LEANN RIMES/Nothin' New Under
31	31	SHANIA TWAIN/Honey, I'm Home
31	31	GARTH BROOKS/You Move Me
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31	31	WADIE HAYES/How Do You Sleep
31	31	LEANN RIMES/Nothin' New Under
31	31	LEE ANN WOMBACRA/Little Past
31	31	GARTH BROOKS/You Move Me
31	31	CLINT BLACK/You're Gone
31	31	TRACY BRYDI/Wanna Feel That
31	31	WADIE HAYES/How Do You Sleep
31	31	LEANN RIMES/Nothin' New Under
31	31	SHANIA TWAIN/Honey, I'm Home
31	31	GARTH BROOKS/You Move Me
31	31	CLINT BLACK/You're Gone
31	31	TRACY BRYDI/Wanna Feel That
31	31	WADIE HAYES/How Do You Sleep
31	31	LEANN RIMES/Nothin' New Under
31	31	LEE ANN WOMBACRA/Little Past
31	31	GARTH BROOKS/You Move Me
31	31	CLINT BLACK/You're Gone
31	31	TRACY BRYDI/Wanna Feel That
31	31	WADIE HAYES/How Do You Sleep
31	31	LEANN RIMES/Nothin' New Under
31	31	SHANIA TWAIN/Honey, I'm Home
31	31	GARTH BROOKS/You Move Me
31	31	CLINT BLACK/You're Gone
31	31	TRACY BRYDI/Wanna Feel That
31	31	WADIE HAYES/How Do You Sleep
31	31	LEANN RIMES/Nothin' New Under
31	31	LEE ANN WOMBACRA/Little Past
31	31	GARTH BROOKS/You Move Me
31	31	CLINT BLACK/You're Gone
31	31	TRACY BRYDI/Wanna Feel That
31	31	WADIE HAYES/How Do You Sleep
31	31	LEANN RIMES/Nothin' New Under
31	31	SHANIA TWAIN/Honey, I'm Home
31	31	GARTH BROOKS/You Move Me
31	31	CLINT BLACK/You're Gone
31	31	TRACY BRYDI/Wanna Feel That
31	31	WADIE HAYES/How Do You Sleep
31	31	LEANN RIMES/Nothin' New Under
31	31	LEE ANN WOMBACRA/Little Past
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31	31	LEE ANN WOMBACRA/Little Past
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31	31	CLINT BLACK/You're Gone
31	31	TRACY BRYDI/Wanna Feel That
31	31	WADIE HAYES/How Do You Sleep
31	31	LEANN RIMES/Nothin' New Under
31	31	SHANIA TWAIN/Honey, I'm Home
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31	31	LEANN RIMES/Nothin' New Under
31	31	LEE ANN WOMBACRA/Little Past
31	31	GARTH BROOKS/You Move Me
31	31	CLINT BLACK/You're Gone
31	31	TRACY BRYDI/Wanna Feel That
31	31	WADIE H



**A**

**ALABAMA** How Do You Fall In Love (RCA 65518)  
 Prod: Don Cook, Alabama Wr: Randy Owen, Teddy Gentry, Greg Fowler Pub: Maypop Music (A Division of Wildcountry, Inc.) Mgr: Dale Morris & Associates

**B**

**CLINT BLACK** Loosen Up My Strings (RCA 65527)  
 Prod: Clint Black, James Stroud Wr: Clint Black, Hayden Nicholas Pub: Blackened Music Publishing (BMI) Mgr: Fitzgerald Hartley

**BLACKHAWK** There You Have It (Arista 3134)  
 Prod: Mark Bright, Tim DuBois Wr: Steve Bogard, Rick Giles Pub: Warner-Tamerlane Publishing Corp., Rancho Belita Music/Careers-BMG Music Publishing, Inc., Sortanier Music (BMI) Mgr: Mike Robertson Management

**SUZY BOGGUSS** Nobody Love, Nobody Gets Hurt (Capitol 12362)  
 Prod: Doug Coder, Suzy Bogguss Wr: Bobbie Crymer Pub: King Lizard Music (BMI) Mgr: Left Bank Management

**BR5-49** Wild One (Arista)  
 Prod: Jozef Nuyens, Millie Janas Wr: Johnny O'Keefe, Johnny Greenan, Dave Owens Pub: Wren Music Co. Mgr: Top Ten Management

**CHAD BROCK** Evangeline (Warner Bros. 9387)  
 Prod: Norro Wilson, Buddy Cannon Wr: Bob McDi, Carson Chamberlain Pub: PolyGram International Publishing, Inc./Ranger Bob Music (ASCAP)/Songs Of PolyGram International, Inc. Coll-N-Twists Music (BMI)

**LISA BROKOP** How Do I Let Go (Columbia 78871)  
 Prod: Paul Worley, Dan Huff Wr: Karen Taylor-Good, Lisa Brokop Pub: W B M Music Corporation (SESAC), I.T. Good Music (SESAC), WB Music Corp. (ASCAP)

**GARTH BROOKS** You Move Me (Capitol 12366)  
 Prod: Allen Reynolds Wr: Gordon Kennedy, Pierce Pettis Pub: PolyGram International Publishing, Inc. (ASCAP)/Perceptisongs (ASCAP) Mgr: GB Management

**BROOKS & DUNN** Husbands And Wives (Arista 3143)  
 Prod: Don Cook, Kix Brooks, Ronnie Dunn Wr: Rober Miller Pub: Sony/ATV Songs LLC dba Tree Publishing Co (BMI) Mgr: Tilly/Spalding

**TRACY BYRD** I Wanna Feel That Way Again (MCA 70016)  
 Prod: Tony Brown Wr: Jeff Stevens, Steve Bogard, Danny Leigh Pub: Jeff Stevens Music/Warner-Tamerlane Publishing Corp./Rancho Belita Music (BMI)/WB Music Corp. (ASCAP) Pub: Ritter Carter Management

**C**

**DEANA CARTER** Absence Of The Heart (Capitol 12364)  
 Prod: Chris Farrer, Deana Carter Wr: Deana Carter, Chris Farrer, Chuck Jones Pub: EMI Princeton Street Music (adm by EMI April Music) (ASCAP)/Full Keel MusicCo (ASCAP) In The Fairway Music (ASCAP)/Hamstein Cumberland Music (BMI)/Hardball Hits (BMI)

**KENNY CHESNEY** I Will Stand (BNA 65519)  
 Prod: Buddy Cannon, Norro Wilson Wr: Mark Germond, Casey Beathard Pub: Scarlett's Sister/Sill Working For The Woman Music, Inc. (ASCAP)/Suite Two O Five Music (a division of Franky Scarlett Productions, Inc.)/First And Goal Music (all rights administered by Suite Two O Five Music (BMI) Mgr: Dale Morris & Associates

**MARK CHESNUTT** Wherever You Are (Decca 72066)  
 Prod: Mark Wright Wr: Roger Springer, Tony Martin, Reese Wilson Pub: EMI April Music Inc. (ASCAP)/Hamstein Cumberland Music/Baby Mae Music/Give Reese A Chance Music (BMI) Mgr: BDM Management

**BILLY RAY CYRUS** Time For Letting Go (Mercury 212)  
 Prod: Keith Stegall, John Kellon Wr: Jude Cole Pub: EMI Blackwood Music, Inc./Coesion Music (BMI)

**D**

**CLINT DANIELS** When I Grow Up (Arista 3137)  
 Prod: Laron Fendergrass, Jim Scherer Wr: Tony Martin, Cal Sweat Pub: Hamstein Cumberland Music/Baby Mae Music/Co-Heart Music Group (BMI) Mgr: Chip Peay

**DIAMOND RIO** You're Gone (Arista 3127)  
 Prod: Michael D. Clute, Diamond Rio Wr: John Vezner, Paul Williams Pub: Warner-Tamerlane Publishing Corp., Minnesota Man Music (BMI)/WB Music Corp., Hillabeans (ASCAP) Mgr: Ten Ten Management

**JOE DIFFIE** Poor Me (Epic 41370)  
 Prod: Don Cook, Lonnie Wilson Wr: Bob DiPiero, Al Anderson Pub: Little Big Town Music (BMI) American Made Music (BMI) Al Andersons (BMI) Mighty Nice Music (BMI) Mgr: 3rd Rock Management

**DIXIE CHICKS** Wide Open Spaces (Monument 78810)  
 Prod: Paul Worley, Blake Chancey Wr: Susan Gibson Pub: Pie Eye Music (BMI), a division of Groobe Entertainment Inc. Mgr: Samsar Management (Simon Panshaw)

**E**

**SARA EVANS** No Place That Far (RCA 65583)  
 Prod: Norro Wilson, Buddy Cannon Wr: Sara Evans, Tom Shapiro, Tony Martin Pub: Sony/ATV Songs LLC, Wengonga Music, Hamstein Cumberland Music Mgr: Brenner Management, Inc.

**G**

**VINCE GILL** Kindly Keep It Country (MCA 70272)  
 Prod: Tony Brown Wr: Vince Gill Pub: Vinyr Mae Music (BMI) Mgr: Fitzgerald Hartley Company

**H**

**TY HERNOON** It Must Be Love (Epic 78983)  
 Prod: Doug Johnson Wr: Craig Bochardt, Jack Sundrud Pub: Almo Music Corp. (ASCAP)/Craig Bochardt (ASCAP)/Magnasong Music Publishing (BMI)/Red Quill Music (BMI) Mgr: Dana Miller Entertainment

**FAITH HILL** Let Me Let Go (Columbia 41434)  
 Prod: Dann Huff, Faith Hill Wr: Steve Diamond, Dennis Morgan Pub: Diamond Mine Music/ASCAP/Little Shop Morgansong/c/o Morgan Music Group, Inc. (BMI) Mgr: Borman Entertainment

**MONTY HOLMES** Alone (Bang II)  
 Prod: Paul Davis, Ed Seay Wr: Barry Gibb, Robin Gibb, Maurice Gibb Pub: Gibb Brothers Music adm. by Career-BMG Music Publishing (BMI) Mgr: Brian Jackson

**J**

**ALAN JACKSON** I'll Go On Loving You (Arista 3135)  
 Prod: Keith Stegall Wr: Kieran Kane Pub: Spur 66 Music, A Division Of Moraine Music Group/Little Duck Music (SESAC) Mgr: Chip Peay Entertainment

**K**

**TOBY KEITH** Getcha Some (Mercury 220)  
 Prod: James Stroud, Toby Keith Wr: Toby Keith, Chuck Cannon Pub: Songs Of PolyGram Int'l/Totaco Tunes, Wacissa River Music, Inc., Admin. by MRBI (BMI) Mgr: TKO Artist Management

**DAVID KERSH** Something To Think About (Curb 77905)  
 Prod: Pat McMan Wr: Tony Martin, Tim Nichols Pub: EMI Blackwood Music/Ty Land Music (BMI)/Hamstein Cumberland Music (BMI)/Baby Mae Music (BMI) Mgr: Mark Hybner

**SAMMY KERSHAW** One Day Left To Live (Mercury 221)  
 Prod: Keith Stegall Wr: Dean Dillon, Randy Bourneaux, John Northrup Pub: Acuff-Rose Music, Inc., That's A Smash Music/Mike Curb Music (BMI), CPN Music (ASCAP) Mgr: Go Tell Music

**L**

**CHRIS LEDDUX** Bang A Drum (Capitol 7087)  
 Prod: Trey Bruce Wr: Jon Bon Jovi Pub: Polygram International Publishing, Inc. (ASCAP)/Bon Jovi Publishing (ASCAP) Mgr: TKO Artist Management

**DANNY LEIGH** If The Jukebox Took Teardrops (Decca 72067)  
 Prod: Michael Knorr, Mark Wright Wr: Michael Henderson, Mark Irwin Pub: Colgems-EMI Music Inc./Michael Henderson Music/EMI April Music Inc. (ASCAP) Mgr: Ron Cotton

**LDNESTAR** Everything's Changed (BNA 65513)  
 Prod: Don Cook, Wally Wilson Wr: Richie McDonald, Paul Nelson, Larry Boone Pub: Five Cowboy Songs/Sony/ATV LLC dba Tree Publishing Co/Terlese Music (BMI)/Sony ATV Tunes LLC dba Cross Keys Publishing Co (ASCAP)/Sony ATV Tunes LLC admin. Sony/ATV Music Publishing, 8 Music Mgr: Carter Career Management

**PATTY LOVELESS** Like Water Into Wine (Epic 41540)  
 Prod: Emory Gordy, Jr. Wr: Gretchen Peters Pub: Sony/ATV Tunes LLC dba Cross Keys Publishing Co (ASCAP)/Purple Crayon Music (ASCAP) Mgr: Fitzgerald Hartley Co.

**M**

**MARTINA MCBRIDE** Wrong Again (RCA 65528)  
 Prod: Martina McBride, Paul Worley Wr: Tommy Lee, James, Cynthia Weil Pub: Still Working For The Man Music, Inc./Dyed Music Limited (BMI) Mgr: Bruce Allen Management

**LILA MCCANN** To Get Me To You (Capitol 12895)  
 Prod: Don Was Wr: Diane Warren Pub: Realsongs (ASCAP) Mgr: Walker Management (Kasey Walker)

**REBA MCBENTIRE** Forever Love (MCA)  
 Prod: David Malloy, Reba McEntire Wr: Liz Hengber, Deanna Bryant, Sunny Russ Pub: Starstruck Writers Group, Inc./Glen Nikko Music (ASCAP)/Starstruck Angel Music, Inc./Missoula Music (BMI) Mgr: Starstruck Entertainment

**JD DEE MESSINA** Stand Beside Me (Curb 1479)  
 Prod: Byron Gallimore, Tim McGraw Wr: Stephen Allen Davis Pub: Hamstein Cumberland Music (BMI) Mgr: Refugee Management International

**ALLISON MOORE** A Soft Place To Fall (MCA 72030)  
 Prod: Kenny Greenberg Wr: Allison Moore, Gwll Owen Pub: Longitude Music Co./Louise Red Songs/Turdig Tunes (BMI) Admin by Bug Mgr: TKO Management

**N**

**MARK NESLER** Slow Down (Asylum/EEG 1188)  
 Prod: Jerry Crutchfield, Kyle Lehning Wr: Mark Nesler, Tony Martin Pub: Gitterfish Music, Inc., Buns Boy Music/Hamstein Cumberland Music, Baby Mae Music (BMI) Mgr: Jerry Crutchfield

**R**

**COLLIN RAYE** Someone You Used To Know (Epic 41368)  
 Prod: Collin Raye, Paul Worley, Billy Joe Walker, Jr. Wr: Rory Lee, Tim Johnson Pub: Melanie Howard Music, Inc. (ASCAP)/Big Giant Music (BMI) adm. by Warner-Tamerlane Publishing Co (BMI) Mgr: Scott Dean Management

**LEANN RIMES** Nothin' New Under The Moon (MCG/Curb 1467)  
 Prod: Wilbur C Rimes Wr: Rick Bowles, Tom Shapiro, Josh Leo Pub: Hamstein Cumberland Music (BMI)/Tom Shapiro Music (BMI)/Maypop Music (a division of Wildcountry, Inc.)/Mike Curb Music (BMI)/Warner-Tamerlane Publishing Corp./Helmlyman Music (BMI) Mgr: Wilbur Rimes

**S**

**KEVIN SHARP** If She Only Knew (143/Asylum/EEG 1145)  
 Prod: Chris Farrer Wr: Chris Farrer, Gordon Chambers Pub: Full Keel Music/In The Fairway Music/Hico South/October 12th Music (ASCAP) Mgr: Sound & Serenity Management

**SHANE STOCKTON** Gonna Have To Fall (Decca 72060)  
 Prod: Mark Wright Wr: Shane Stockton Pub: We Don't Rent Pigs Music/Warner-Tamerlane Music Publishing Corp (BMI) Mgr: Susan Burns Management

**DOUG STONE** Gone Out Of My Mind (Columbia 78827)  
 Prod: Jerry Kennedy, John Guess Wr: Gene Dotzina, Michael Huffman, Bob Morrison Pub: Key Of B Music (ASCAP)/Someplace Else Music (ASCAP)/Love This Town Music (ASCAP)/Green Room Music (ASCAP)

**GEORGE STRAIT** We Really Shouldn't Be Doing This (MCA 72071)  
 Prod: Tony Brown, George Strait Wr: Jim Lauderdale Pub: Mighty Nice Music/Laudersongs (BMI) adm. by Bluewater Music Corp. Mgr: Erv Woolsey

**T**

**PAM TILLIS** Every Time (Arista 3129)  
 Prod: Billy Joe Walker, Jr., Pam Tillis Wr: Tommy Lee, James, Jennifer Kimball Pub: Still Working For The Music, Inc./EMI Blackwood Music, Inc., Garden Angel Music Mgr: Mike Robertson Management

**RICK TREVINO** Only Lonely Me (Columbia 68038)  
 Prod: Don Cook Wr: Larry Boone, Rick Bowles Pub: Sony/ATV Songs LLC dba Cross Keys Publishing Co (ASCAP)/Starstruck Angel Music, Inc. (BMI)/Dead Solid Perfect Music Mgr: Dan Goodman Management

**TRINI TRIGGS** Straight Tequila (MCG/Curb 1462)  
 Prod: Chuck Howard, Anthony Smith Wr: Don Stafford, Jack Hargrove Pub: Top Brass Music (ASCAP)/Penny Anne Music (BMI) A Division of House of Penny Productions, Inc./db'a Copperfield Music Group Mgr: Herbert Graham (Graham Brothers Entertainment)

**TRAVIS TRITT** If I Lost You (Warner Bros. 9456)  
 Prod: Billy Joe Walker, Jr., Travis Tritt Wr: Travis Tritt, Stewart Harris Pub: Post Oak Publishing/BMI/Edisto Music/ASCAP Mgr: Falcon Goodman Management

**SHANIA TWAIN** Honey I'm Home (Mercury 192)  
 Prod: Robert John "Mutt" Lange Wr: Shania Twain, Robert John "Mutt" Lange Pub: Songs Of PolyGram Int'l, Inc./Loon Echo Inc. (BMI), Zomba Enterprises Inc. (ASCAP) Mgr: Jon Landau Management

**V**

**VARIOUS ARTISTS** Same Old Train (Columbia 41434)  
 Prod: Marty Stuart Wr: Marty Stuart Pub: Warner-Tamerlane Publishing Corp. (BMI) Marty Party Music (BMI)

**W**

**CLAY WALKER** You're Beginning To Get To Me (Giant 9405)  
 Prod: James Stroud, Clay Walker Wr: Tom Shapiro, Aaron Barker Pub: Hamstein Cumberland Music/Tom Shapiro Music/Blind Sparrow Music/O-Tex Music BMI Mgr: Erv Woolsey

**WARREN BROTHERS** Guilty (BNA 65551)  
 Prod: Chris Farrer Wr: Brad Warren, Brett Warren, Dave Berg Pub: Sony/ATV Songs LLC dba Tree Publishing Co (BMI)/Starstruck Angel Music, Inc. (BMI) Mgr: Ken Levitan

**LARI WHITE** Take Me (Lyric Street 10844)  
 Prod: Dann Huff Wr: Stephany Smith, Bob DiPiero Pub: EMI Blackwood Music Inc./Singles Only Music (BMI), Little Big Town Music/American Made Music (BMI) Mgr: Carter Career Management

**DDN WILLIAMS** Cracker Jack Diamond (Giant)  
 Prod: Don Williams, Doug Johnson Wr: Neil Thrasher, Ronny Scarfe Pub: Rio Bravo Music, Inc./Sons of Polygram International, Inc./Virgin Timber Music BMI Mgr: Gus Lau

**MARK WILLS** Don't Laugh At Me (Mercury 205)  
 Prod: Carson Chamberlain Wr: Allen Shamblin, Steve Soskin Pub: Built On Rock Music, David Aaron Music/Love This Town Music (ASCAP) Mgr: Wynonna, Inc.

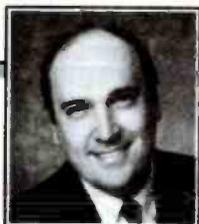
**LEE ANN WOMACK** A Little Past Little Rock (Decca 72068)  
 Prod: Mark Wright Wr: Jess Brown, Tony Linn, Brett Jones Pub: Almo Music Corp./Twin Creeks Music, Inc./Jess Brown Music/Famous Music Corporation (ASCAP) Mgr: Erv Woolsey Agency

**WYONNNA** Woman To Woman (Asylum/EEG1185)  
 Prod: Wynonna, George Richey Wr: Billy Sherill Pub: EMI Algee Music Corp. (BMI) Mgr: Larry Strickland

**Y**

**TRISHA YEARWOOD** Where Your Road Leads (MCA 70023)  
 Prod: Allen Reynolds Wr: Victoria Shaw, Desmond Child Pub: BMG Songs, Inc./Manor House Music/EMI April Music Inc., Desmabile Music (ASCAP) Mgr: Ken Kragen

**DWIGHT YOAKAM** Things Change (Reprise 9256)  
 Prod: Pete Anderson Wr: Dwight Yoakam Pub: Coast Out West Music (adm by Warner-Tamerlane Publishing Corp.) BMI Mgr: Borman Entertainment



MIKE KINOSHIAN

# This Is The Place For Women 35-54

## Phoenix and Philly show how it's done

It's rare when a programmer cites specific reasons why his station experienced a good book. Usually, a PD will say that his station "remained consistent" and may have been lucky. While that's probably true, it just doesn't make for exciting copy.

KESZ - FM/Phoenix and WBEB - FM/Philadelphia topped their respective markets this spring among women 25-54 and women 35-64, two vital format demos. This week, the programmers of these two successful mainstream ACs share some candid insights.



Mike Del Rosso

Buck Owens-owned KNIX-FM has been a perennial Phoenix Country powerhouse, and parent Owens Broadcasting recently extended its empire to include KESZ. "They gave us promotional and marketing opportunities we didn't previously have," explains KESZ PD Mike Del Rosso. Supported with outdoor, KESZ launched an extensive spring television campaign. "We shot a new spot with our [Beth & Bill] morning team and changed our on-air handle from 'Great Music — Big Fun' to 'Great Soft Rock — Lots of Fun.' We also gave away cash on the air for the first time in the nine years I've been at this radio station. When they told me what type of budget I'd have, every day felt like Christmas."

Money rewards were built around a "Song Of The Day" approach, with payouts ranging from \$500 to \$1,000. "We did the contest every single weekday throughout the entire book and promoted it heavily on the air," recalls Del Rosso. "There was a lot

of cross-promotion of this contest on television, as well."

### Lite Out?

Spring ratings indicate there's considerable distance between KESZ and longtime rival K-Lite (KLLT). "They've been struggling the last 18-24 months," Del Rosso comments. "They were just sold and are rumored to be on the block again. We've always been more foreground and have one of America's biggest morning shows. The company that now owns them obviously won't give them money to compete against us. We're clicking on all cylinders, and they're sputtering a little."

"Their music isn't focused, whereas our music is much better-focused and aimed at our demo. They're all over the map musically and are much more background."

A key part of KESZ's spring strategy, in fact, was the scheduling of an auditorium music test. Del Rosso admits, "Some titles didn't test as well as I thought, so we really tightened things down. Artists like Celine Dion, Elton John, and Richard Marx had the best-testing songs. The winners weren't by one-hit wonders and didn't include any fringe titles."

"When people turn us on, they'll absolutely know — and love — the songs we play. In the past, we took risks and went out early on some songs, but we won't do that anymore."

Remarking that a 35-44-year-old working Scottsdale mother is

KESZ's target, Del Rosso notes, "We're pretty much unstoppable among women 35-54."

In addition to Beth & Bill, his station boasts another drive-time team: Maggie & Marty have been holding down afternoons for the past two years. "There isn't as much afternoon drive talk as in mornings, and we're still able to play eight to 10 songs an hour, but there's definitely a personality presence, which is what we felt would separate us from other stations."

### Crowded Competitive Mix

The Land Of The Sun's competitive scene was altered four weeks ago (9/4), when Jacor transitioned Classic Hits "The Eagle" (KGLQ-FM) to Rock-leaning Hot AC "Mix 96.9" (KMXP). Del Rosso reports, "They're playing artists like Matchbox 20, Smash Mouth, Spin Doctors, Talking Heads, and Tonic. It's pretty much of a male-skewed station."

Also in the "mix," of course, is Jacor's powerful Pop/Alternative KZZP-FM. Like KMXP, KZZP is programmed by Dan Persigehl. "I don't know what this will mean to KZZP, because they sound pretty damn close," Del Rosso opines. "KMXP is a male radio station — period — but it's still in KZZP's realm."

"They pulled the plug on The Eagle when it was trending upward and had a three share 12+. We thought they'd retool what they were doing, put on some personalities, and go with it. Instead, they blew it up and started over. It will be very interesting to see if — or how — Mix will impact KZZP. I'm very surprised Jacor would put something on that's so close to a station doing extremely well. KZZP is just smoking, especially among 18-34s."

He confidently predicts, however, that KMXP "won't affect KESZ at all. Their music, imaging, and production aren't even in the same universe. It's very young with a lot of production and big voices."

### Drive-Time Stability

When it comes to research and marketing, Jerry Lee-owned stand-alone WBEB/Philadelphia continues to be one of the country's most aggressively active stations. Numbers speak for themselves, and B101.1 is consistently atop the ratings heap.

Having just returned from an Arbitron diary review session, PD Chris Conley was pleased to read how many people "really love our most-music morning show. We had about 20 comments specifically about it, so we feel very positive about what we're doing in morning drive. Certainly in this format, that daypart's not always a given."

For nearly four years, Chris McCoy & Joan Jones (Chris & JJ) have anchored that slot at B101.1. Meanwhile, at crosstown CBS Rocker

## Spring No. 1s, Women 35-64

These top 100 market stations placed first among women 35-64 in the Spring '98 Arbitrons.

Mkt	Call/City	Mkt	Call/City
1	WLTW/New York	41	WJYE/Buffalo
3	WLIT/Chicago	42	WRCH/Hartford
5	WBEB/Philadelphia	43	KSNE/Las Vegas
6	KVIL/Dallas	45	WRVR/Memphis
7	WNIC/Detroit	46	WLTW/Monmouth-Ocean@
9	KODA/Houston	47	WRMM/Rochester
10	WMJX/Boston	49	WEAT-FM/West Palm Beach
11	WLYF/Miami	51	WEJZ/Jacksonville
14	WLTE/Minneapolis	55	WMLJ/Birmingham
15	KYXY/San Diego	56	WTVR-FM/Richmond
16	WALK/Long Island	58	WMYQ/Greenville, SC
17	KESZ/Phoenix	59	KSSK-FM/Honolulu
18	KEZK/St. Louis	62	KVLY/McAllen
22	KOSI/Denver	65	WOOD-FM/Grand Rapids
23	WDOK/Cleveland	67	WDOK/Akron@
24	KKCW/Portland	74	WJBR-FM/Wilmington, DE
25	WRFR/Cincinnati	77	WMAS-FM/Springfield, MA
26	KUDL/Kansas City	86	KXLY-FM/Spokane
30	WLTO/Milwaukee	88	KRBB/Wichita
31	WWLI/Providence	89	WTCB/Columbia
32	WSNY/Columbus	91	WMGF/Daytona Beach@
33	KQXT/San Antonio	94	WEBE/New Haven@
34	WWDE/Norfolk*	95	WLRO/Melbourne
35	KSFI/Salt Lake City	96	WSUY/Charleston, SC
36	WLYT/Charlotte	98	WLTW/Morrisstown, NJ@
39	WMGF/Orlando	100	WAJF/Fort Wayne
39	WLMG/New Orleans		

\* Below-the-line competitor. \* Hot AC

WYSP-FM, Howard Stern enjoys a wildly successful wake-up run in the City Of Brotherly Love. He and B101.1, of course, have clearly different audiences. WBEB's micro-



Chris Conley

target is women 35-54. Conley comments, however, about what it's like taking on such a formidable national force.

"The thing Howard has going for him is that he's been there for quite some time. Some stations here have had as many as four different morning shows in a 24-month period."

"People know what to expect when they come to us in the morning. They'll get a lot of music, great servicing, and Chris & JJ are the icing on the cake. It seems that each time we make a diary review, they grow in popularity."

### Morning Jump-Start

A strategic television campaign featuring the syndicated Teri Garr spot promoted WBEB's 8am all-music hour, which was launched just prior to the start of the spring book. While declining to give the dollar amount B101.1 spent on television this spring, Conley commented, "We were definitely Philadelphia radio's biggest television user."

This campaign carried a specific — rather than generic — message. "We were talking about our new 8am feature and found we were two shares higher in that hour compared to the previous five-book average. The message seemed to kick in. We made a big deal out of it, put a spotlight on the air, and it also seemed to work for the rest of the day."

Arbitron's "Listen At Work" study was the genesis of the 8am all-music hour. WBEB's a Bill Moyes client, and he's a strong proponent of this philosophy. "People have a lot of 'flex time,' and I was surprised

when our research showed that a large portion of our audience was already at work by 8am," Conley admits. "It's beneficial for stations like ours to be in midday mode by at least 8:30. The theme of our promotion was that we were going to go nuts and give people a full hour of music — earlier than anyone else — to start their day."

WBEB's other spring promotion thrust was "Triple Cash." In this database marketing game, WBEB called out names three times a day, and listeners could win \$1,000. "We had a 50% hit rate, which was quite a bit higher than when we did other games like 'Secret Salutes,'" Conley points out.

### Pop/Alternative Tidal Wave

Similar to KESZ/Phoenix (see above), WBEB competes in a market that has a Pop/Alternative ("Max," WXXM-FM). Conley describes Pop/Alternative as a "tidal wave of a different style of music that's invading mainstream America. These songs look better in every research piece we see, and listeners are more receptive to them."

The way stations like WBEB evolve over the next few years, he opines, will be very critical. "Those who search out, embrace, and make this type of music fit on their stations will do much better than those who resist it."

### Nighttime Patience

A change was made in January, in which WBEB added Delilah to its nighttime schedule. The Broadcast Programming talent had previous market exposure when she hosted WMGK's *Love Songs* show. "Much like Howard Stern, she seems to be a personality who gets noticed," Conley remarks. "We get a lot of comments about her — both positive and negative. People know she's there, but it hasn't yet translated into ratings. We fully expect it to, which is why we put her on the air."

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BW	ZW	LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	ZW	BW	
2	2	2	1	<b>BACKSTREET BOYS</b> I'll Never Break Your Heart ( <i>Jive</i> )	2508	2497	2326	2154	109/2
1	1	1	2	<b>CELINE DION</b> To Love You More ( <i>550 Music</i> )	2449	2579	2452	2504	106/0
8	7	5	3	<b>FAITH HILL</b> This Kiss ( <i>Warner Bros.</i> )	1864	1730	1544	1465	94/1
3	3	3	4	<b>ROD STEWART</b> Ooh La La ( <i>Warner Bros.</i> )	1845	1980	1909	2132	95/1
4	4	4	5	<b>SHANIA TWAIN</b> You're Still The One ( <i>Mercury</i> )	1753	1842	1881	2079	94/1
6	6	6	6	<b>GARTH BROOKS</b> To Make You Feel My Love ( <i>Capitol</i> )	1696	1714	1590	1521	93/2
5	5	7	7	<b>NATALIE IMBRUGLIA</b> Torn ( <i>RCA</i> )	1561	1685	1704	1824	81/0
21	14	9	7	<b>SHANIA TWAIN</b> From This Moment On ( <i>Mercury</i> )	1543	1298	963	732	98/1
11	8	8	9	<b>ANNE COCHRAN AND JIM BRICKMAN</b> After All... ( <i>Windham Hill</i> )	1450	1402	1296	1248	88/3
12	10	10	10	<b>SAVAGE GARDEN</b> Truly Madly Deeply ( <i>Columbia</i> )	1323	1283	1193	1242	75/2
19	13	12	11	<b>JOHN TESH /DALIA</b> Mother I Miss You ( <i>GTSP/Mercury</i> )	1311	1150	1002	790	91/0
10	11	11	12	<b>ERIC CLAPTON</b> My Father's Eyes ( <i>Duck/Reprise</i> )	1093	1226	1166	1295	68/1
9	12	13	13	<b>SARAH MCLACHLAN</b> Adia ( <i>Arista</i> )	1045	1142	1138	1305	72/1
17	16	16	14	<b>DAKOTA MOON</b> Another Day Goes By ( <i>Elektra/EEG</i> )	943	902	866	816	72/2
<b>BREAKER</b>	15			<b>GEORGE BENSON</b> Standing Together ( <i>GRP</i> )	934	859	828	794	80/5
<b>BREAKER</b>	16			<b>AEROSMITH</b> I Don't Want To Miss A Thing ( <i>Columbia</i> )	884	817	762	658	45/2
7	9	14	17	<b>LIONEL RICHIE</b> Time ( <i>Mercury</i> )	814	1121	1288	1484	55/0
13	15	15	18	<b>LEANN RIMES</b> Looking Through Your Eyes ( <i>Curb/Atlantic</i> )	742	956	928	1147	53/0
28	20	19	19	<b>EDWIN MCCAIN</b> I'll Be ( <i>Lava/Atlantic</i> )	722	629	498	367	51/6
—	27	20	20	<b>JOHN MELLENCAMP</b> Your Life Is Now ( <i>Columbia</i> )	681	599	427	233	56/9
27	26	22	21	<b>LEANN RIMES</b> Feels Like Home ( <i>MCG/Curb</i> )	665	564	452	372	66/7
<b>DEBUT</b>	22			<b>PHIL COLLINS</b> True Colors ( <i>Atlantic</i> )	600	192	20	—	74/29
25	23	23	23	<b>AMY GRANT</b> I Will Be Your Friend ( <i>A&amp;M</i> )	596	542	510	502	50/0
—	—	27	24	<b>BETTE MIDLER</b> My One True Friend ( <i>Warner Bros.</i> )	562	387	306	243	67/14
30	29	26	25	<b>LIGHTHOUSE FAMILY</b> High ( <i>Island</i> )	458	413	375	308	50/5
14	18	21	26	<b>CHICAGO</b> All Roads Lead To You ( <i>Reprise</i> )	366	595	812	1141	28/0
22	21	24	27	<b>SAVAGE GARDEN</b> To The Moon And Back ( <i>Columbia</i> )	342	488	637	671	22/0
—	—	29	28	<b>HOOTIE &amp; THE BLOWFISH</b> I Will Wait ( <i>Atlantic</i> )	320	256	253	223	23/4
16	22	25	29	<b>ACE OF BASE</b> Cruel Summer ( <i>Arista</i> )	279	449	569	829	17/0
<b>DEBUT</b>	30			<b>AMERICA</b> From A Moving Train ( <i>Oxygen</i> )	247	174	188	143	27/4

This chart reflects airplay from September 21-27. Songs ranked by total plays. Highlighted songs indicate Breaker  
115 AC reporters. 107 current playlists. Songs that are down or flat in plays for three consecutive weeks and below No. 15 are moved to recurrent.  
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## NEW & ACTIVE

### NATALIE MERCHANT Kind & Generous (*Elektra/EEG*)

Total Stations: 12, Adds: 0, Plays: 222, WMAZ 14 (14), WAFY 21 (20), WGSY 16 (16), WRMF 5 (5), WHBC 37 (37), WJMN 15 (15), WNSN 12 (13), KLTA 36 (26), KSSK 7 (18), KGBY 16, KZST 11 (13), KLSY 32 (34).

### MADONNA The Power Of Good-Bye (*Maverick/WB*)

Total Stations: 28, Adds: 8, Plays: 216, including WWLI 5, WKYE 10, WHUD 12 (10), WKWK 5, WTCB 5 (6), WLRQ 6, WTVR 2, WDEF 6 (6), WOOF 7 (8), WTFM 16, WVEZ 5 (5), WCRZ 1, WLHT 8 (6), WFMK 20 (10), WGLM 6 (7), WJMN 17 (9), WSWT 7 (2), WRWC 12 (8), KLTA 18 (7), WQLR 17, KJSN 5, KWAV 10 (10), KKCW 16 (16).

### LIONEL RICHIE I Hear Your Voice (*Mercury*)

Total Stations: 33, Adds: 15, Plays: 149, including WRCH 7 (5), WLTW 6, WWLI 10 (5), WLIF 5, WKWC 1, WBEB 2, WSHH 6, WKWK 5, WMGS 5 (4), WMGF 6 (4), WMAF 6, WTVR 11 (6), WDEF 7 (7), WOOF 6, WLIT 8 (8), WGLM 5 (1), WLTO 4, WSWT 7, WLTE 5, KELO 12 (11), KWAV 15 (15).

### MAX CARL AND BIG DANCE One More River (*Mission*)

Total Stations: 19, Adds: 3, Plays: 135, including WWLI 5 (5), WKWC 1, WKWK 10 (10), WGSY 7 (7), WTVR 11 (13), WAHR 4 (25), WTFM 12 (9), KVLV 8 (6), WDOK 7 (6), WLHT 8 (8), WFMK 10 (10), WLTO 3 (3), WRWC 17 (17), KEFM 5 (3), KELO 5 (5), KWAV 15 (15), KKCW 7 (8).

### BABYFACE You Were There (*Epic*)

Total Stations: 19, Adds: 0, Plays: 130, WWLI 5 (5), WLWZ 6, WMGS 5 (5), WTVR 6 (5), WOOF 5 (8), WAHR 5 (5), WVEZ 5 (5), WRVR 7 (8), WDOK 9 (5), WLQT 4 (4), WFMK 10 (10), WLTO 3 (3), WSWT 6 (7), WRWC 8 (5), WRVY 25 (25), KLTA 5 (5), WLTE 8 (5), KJSN 5 (5), KWAV 3 (3).

### RICKY JONES If I Was The One (*Cherry/Universal*)

Total Stations: 18, Adds: 3, Plays: 98, including WWLI 5 (5), WLIF 5, WKWK 5 (5), WGSY 7 (7), WLRQ 5, WTVR 6 (1), WDEF 8 (8), WTFM 7 (5), WFMK 10 (10), WGLM 4 (3), WSWT 7 (5), WRWC 5 (5), WLTE 7 (5), KJSN 5, KWAV 5 (5), KISC 7.

### BONNIE RAITT Blue For No Reason (*Capitol*)

Total Stations: 12, Adds: 6, Plays: 53, including WWLI 10 (5), WKWK 5, WDEF 5 (5), WJXB 10, KVIL 7, KMGL 3, WGLM 4 (2), KELO 4 (1), KWAV 5 (5).

### DAVID CASSIDY No Bridge I Wouldn't Cross (*Slammajamma*)

Total Stations: 14, Adds: 3, Plays: 51, including WWLI 5 (5), WKWK 5 (5), WDEF 3 (3), KVLV 4, WAJI 5 (5), WFMK 10, WGLM 2 (2), WLTO 3 (3), WRWC 5, KWAV 3 (3), KISC 6.

### ACE OF BASE Whenever You're Near Me (*Arista*)

Total Stations: 11, Adds: 11, Plays: 20, including WWLI 5, WHUD 1, WDEF 4, WGLM 5, KWAV 5.

Songs ranked by total plays.  
Station call letters followed by number of plays.

## BREAKERS.

<b>GEORGE BENSON</b> Standing Together ( <i>GRP</i> )		CHART
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	15
934/75	80/5	

<b>AEROSMITH</b> I Don't Want To Miss A Thing ( <i>Columbia</i> )		CHART
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	16
884/67	45/2	

## MOST ADDED.

ARTIST TITLE LABEL(S)	ADDS
PHIL COLLINS True Colors ( <i>Atlantic</i> )	29
LIONEL RICHIE I Hear Your Voice ( <i>Mercury</i> )	15
BETTE MIDLER My One True Friend ( <i>Warner Bros.</i> )	14
ACE OF BASE Whenever You're Near Me ( <i>Arista</i> )	11
JOHN MELLENCAMP Your Life Is Now ( <i>Columbia</i> )	9
MADONNA The Power Of Good-Bye ( <i>Maverick/WB</i> )	8
LEANN RIMES Feels Like Home ( <i>MCG/Curb</i> )	7
EDWIN MCCAIN I'll Be ( <i>Lava/Atlantic</i> )	6
BONNIE RAITT Blue For No Reason ( <i>Capitol</i> )	6
GEORGE BENSON Standing Together ( <i>GRP</i> )	5
BRENDA BOURMAN w/PHILIP INGRAM If You Believe ( <i>DMG</i> )	5
KENNY LATTIMORE w/H. HEADLEY Love Will... ( <i>Columbia</i> )	5
LIGHTHOUSE FAMILY High ( <i>Island</i> )	5
SARAH MCLACHLAN Angel ( <i>Warner Sunset/Reprise/Arista</i> )	5

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PHIL COLLINS True Colors ( <i>Atlantic</i> )	+408
SHANIA TWAIN From This Moment On ( <i>Mercury</i> )	+245
BETTE MIDLER My One True Friend ( <i>Warner Bros.</i> )	+175
JOHN TESH /DALIA Mother I Miss You ( <i>GTSP/Mercury</i> )	+161
FAITH HILL This Kiss ( <i>Warner Bros.</i> )	+134
MADONNA The Power Of Good-Bye ( <i>Maverick/WB</i> )	+106
LEANN RIMES Feels Like Home ( <i>MCG/Curb</i> )	+101
EDWIN MCCAIN I'll Be ( <i>Lava/Atlantic</i> )	+93
LIONEL RICHIE I Hear Your Voice ( <i>Mercury</i> )	+93
JOHN MELLENCAMP Your Life Is Now ( <i>Columbia</i> )	+82

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)
BACKSTREET BOYS As Long As You Love Me ( <i>Jive</i> )
JOHN TESH /KIMMIE INGRAM Give Me Forever... ( <i>GTSP/Mercury</i> )
CELINE DION My Heart Will Go On ( <i>550 Music</i> )
PAULA COLE I Don't Want To Wait ( <i>Imago/WB</i> )
ELTON JOHN Something About The Way You... ( <i>Rocket/Island</i> )
LEANN RIMES How Do I Live? ( <i>Curb</i> )
CHRISTINA AGUILERA Reflection ( <i>Walt Disney</i> )
GLORIA ESTEFAN Heaven's What I Feel ( <i>Epic</i> )
ELTON JOHN Recover Your Soul ( <i>Rocket/Island</i> )
RICHARD MARX & DONNA LEWIS At The Beginning ( <i>Atlantic</i> )

Editor's Note: KBIU/Lake Charles, LA last week transitioned from Mainstream AC to Hot AC. Play totals for all songs were reviewed and — only when appropriate — bullets were awarded to some songs even though they were down in plays. Chart positions, though, were not changed.

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.

# marilyn scott's



# "the last day"

From the artist that gave you one of the most enduring Hits of the Spring and Summer of '98

"To a song that will warm your heart and the hearts of your listeners this Fall and Winter"

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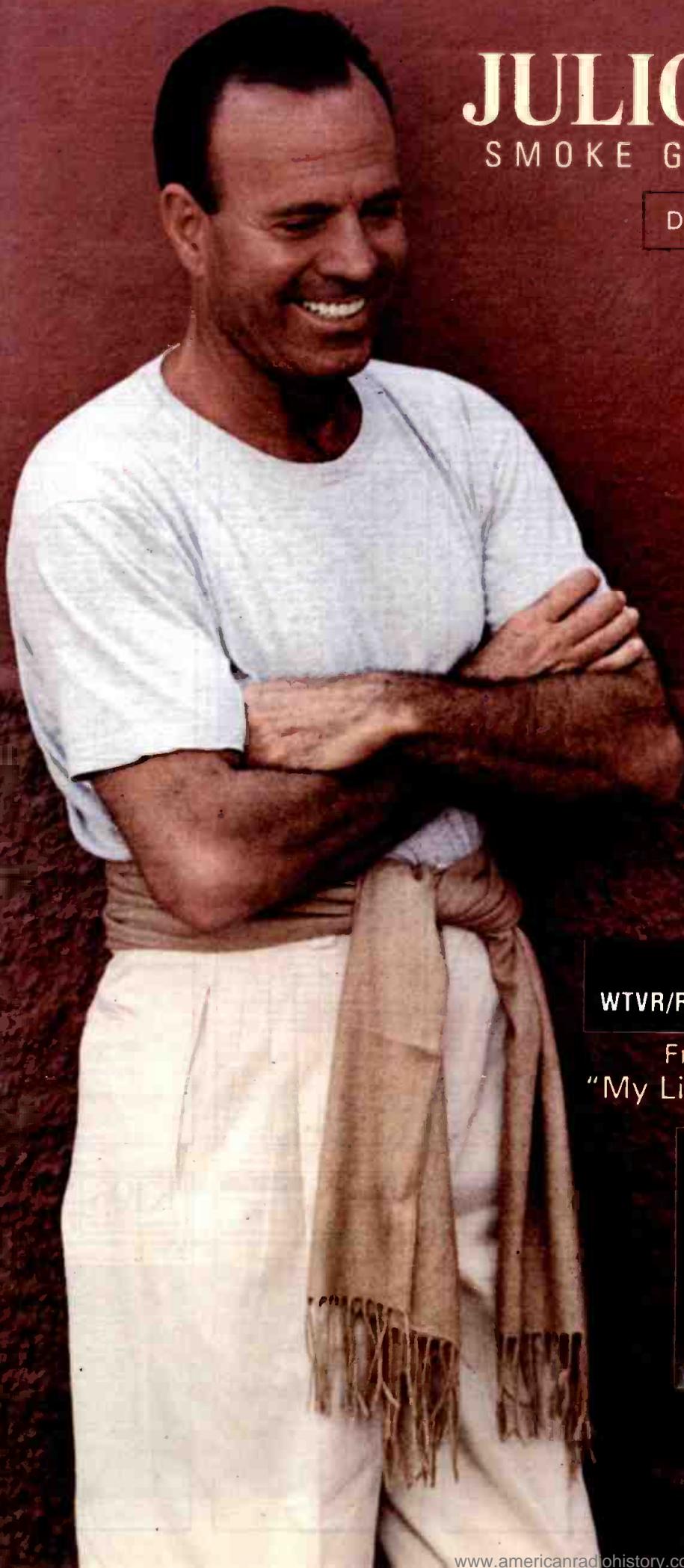


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DUET WITH ALL-4-ONE



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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	1W	LTW	ARTIST/TITLE
15	15	15	15	15	SHABBA TWAIN/You're Still The One
15	15	15	15	15	BACKSTREET BOYS/Truly Madly Deeply
15	15	15	15	15	CELEBRITY/Don't Want You More
15	15	15	15	15	SHABBA TWAIN/From This Moment On
14	14	14	14	14	DAKOTA MOON/Another Day Goes By
14	14	14	14	14	SARAH McLACHLAN/Ada
13	13	13	13	13	BATALIE IMBRUGLIA/Torn
13	13	13	13	13	ROD STEWART/Oh La La
13	13	13	13	13	FAITH HILL/This Kiss
13	13	13	13	13	PHIL COLLINS/True Colors
12	12	12	12	12	GARTH BROOKS/To Make You Feel...
12	12	12	12	12	GEORGE BENSON/Standing Together
9	9	9	9	9	LIGHTHOUSE FAMILY/High
9	9	9	9	9	AEROSMITH/Don't Want You
6	6	6	6	6	BETTE MIDLER/My One True Friend
6	6	6	6	6	LENNY RIMES/Feels Like Home

**K104** MARKET #1  
KNSL/Los Angeles (818) 546-1043 Street/Coles

PLAYS	3W	2W	1W	LTW	ARTIST/TITLE
20	26	26	27	24	BATALIE IMBRUGLIA/Torn
18	22	28	26	26	CELEBRITY/Don't Want You More
23	26	27	24	24	SAVAGE GARDEN/Truly Madly Deeply
3	6	20	23	23	BACKSTREET BOYS/Truly Madly Deeply
13	16	23	23	23	SARAH McLACHLAN/Ada
26	21	16	22	22	SHABBA TWAIN/You're Still The One
17	19	20	21	21	AEROSMITH/Don't Want You
29	17	23	20	20	LEANN RIMES/Feels Like Home
14	18	24	20	20	SHABBA TWAIN/From This Moment On
24	14	20	16	16	MATCHBOX 20/3am
-	-	18	17	17	GOO GOO DOLLS/Am
14	8	18	18	18	ROD STEWART/Oh La La
4	2	4	5	5	GARTH BROOKS/To Make You Feel...
4	2	4	5	5	COCHRAN AND BRICKMAN/After All These...
3	2	3	3	3	JOHN TESH FIDAL/Mother I Miss You

**KOST 103.5FM** MARKET #1  
KOST/Los Angeles (213) 427-1035 Kaye/Chiang

PLAYS	3W	2W	1W	LTW	ARTIST/TITLE
16	16	16	16	16	SARAH McLACHLAN/Ada
16	16	16	16	16	SAVAGE GARDEN/Truly Madly Deeply
16	16	16	16	16	LEANN RIMES/Feels Like Home
16	16	16	16	16	MADONNA/Frozen
16	16	16	16	16	ELTON JOHN/Recover Your Soul
16	16	16	16	16	SHABBA TWAIN/You're Still The One
16	16	16	16	16	CELEBRITY/Don't Want You More
16	16	16	16	16	BACKSTREET BOYS/Truly Madly Deeply
12	12	12	12	12	BATALIE IMBRUGLIA/Torn
10	9	10	9	9	JAMIE TOEPLITZ/Together Again
4	6	7	6	6	LEANN RIMES/Feels Like Home
7	6	7	6	6	SAVAGE GARDEN/Truly Madly Deeply
5	5	6	6	6	K-CI & JOJO/My Life
7	8	6	6	6	CHRISTINA AGUILERA/Reflection
-	-	5	5	5	AEROSMITH/Don't Want You
-	-	-	-	-	SHABBA TWAIN/From This Moment On

**103.9** MARKET #1  
WLTJ/Chicago (312) 329-9002 Edwards

PLAYS	3W	2W	1W	LTW	ARTIST/TITLE
23	23	23	23	23	BACKSTREET BOYS/Truly Madly Deeply
18	18	18	18	18	ROD STEWART/Oh La La
18	18	18	18	18	CHRISTINA AGUILERA/Reflection
18	18	18	18	18	AMY GRANT/We're Back...
-	-	15	15	15	DAKOTA MOON/Another Day Goes By
18	18	18	18	18	SHABBA TWAIN/From This Moment On
18	18	18	18	18	LEANN RIMES/Feels Like Home
18	18	18	18	18	FAITH HILL/This Kiss
-	-	8	8	8	LENNY RIMES/Feels Like Home
18	18	18	18	18	CELEBRITY/Don't Want You More
9	10	10	10	10	LIGHTHOUSE FAMILY/High
9	10	10	10	10	GEORGE BENSON/Standing Together
9	10	10	10	10	BETTE MIDLER/My One True Friend
8	8	8	8	8	COCHRAN AND BRICKMAN/After All These...
10	9	10	10	10	JOHN TESH FIDAL/Mother I Miss You
9	10	10	10	10	BOBBIE RAITT/Risk For No Reason
9	10	10	10	10	DAVID CASSIDY/No Bridge L...

**K101** MARKET #1  
K101/San Francisco (415) 538-1013 Hamilton/Carlson

PLAYS	3W	2W	1W	LTW	ARTIST/TITLE
35	35	35	35	35	SHABBA TWAIN/You're Still The One
35	35	35	35	35	ERIC CLAPTON/Father's Eyes
35	35	35	35	35	SAVAGE GARDEN/Truly Madly Deeply
35	35	35	35	35	BATALIE IMBRUGLIA/Torn
17	22	28	26	26	AEROSMITH/Don't Want You
16	14	22	22	22	BACKSTREET BOYS/Truly Madly Deeply
25	26	21	24	24	ROD STEWART/Oh La La
27	25	21	24	24	SARAH McLACHLAN/Ada
35	34	24	24	24	BACKSTREET BOYS/Truly Madly Deeply
26	27	22	22	22	CELEBRITY/Don't Want You More
16	27	18	21	21	FAITH HILL/This Kiss
-	-	21	18	18	LEANN RIMES/Feels Like Home
10	23	15	16	16	SHABBA TWAIN/From This Moment On

**101.1** MARKET #1  
WVBC/Philadelphia (610) 538-1223 Conley/Roland

PLAYS	3W	2W	1W	LTW	ARTIST/TITLE
27	25	25	25	25	SAVAGE GARDEN/Truly Madly Deeply
26	20	25	24	24	ERIC CLAPTON/Father's Eyes
-	-	7	24	24	JAMIE TOEPLITZ/Together Again
18	19	23	22	22	BACKSTREET BOYS/Truly Madly Deeply
28	25	22	22	22	SHABBA TWAIN/You're Still The One
26	24	22	21	21	CELEBRITY/Don't Want You More
18	9	18	18	18	GEORGE BENSON/Standing Together
9	7	9	8	8	DAKOTA MOON/Another Day Goes By
9	7	9	8	8	FAITH HILL/This Kiss
10	8	10	7	7	SARAH McLACHLAN/Ada
4	9	2	2	2	SHABBA TWAIN/From This Moment On
-	-	-	-	-	LENNY RIMES/Feels Like Home
-	-	-	-	-	LIGHTHOUSE FAMILY/High
-	-	-	-	-	BETTE MIDLER/My One True Friend
-	-	-	-	-	PHIL COLLINS/True Colors

**103.7** MARKET #1  
KVVU/Dallas (214) 691-1037 Curtis/O'Neal

PLAYS	3W	2W	1W	LTW	ARTIST/TITLE
30	30	30	30	30	CELEBRITY/Don't Want You More
19	19	29	29	29	BATALIE IMBRUGLIA/Torn
29	29	29	29	29	SAVAGE GARDEN/Truly Madly Deeply
28	28	28	28	28	ERIC CLAPTON/Father's Eyes
19	19	29	28	28	AEROSMITH/Don't Want You
29	29	26	27	27	BACKSTREET BOYS/Truly Madly Deeply
8	8	19	28	28	BACKSTREET BOYS/Truly Madly Deeply
-	-	19	28	28	FAITH HILL/This Kiss
17	17	18	18	18	FASTBALL/This Kiss
-	-	16	19	19	TO SYNC/Stand Up My Heart
18	18	18	18	18	GOO GOO DOLLS/Am
19	19	17	18	18	LEANN RIMES/Feels Like Home
27	27	17	17	17	K-CI & JOJO/My Life
26	26	17	17	17	TESH FINGRAM/Feels Like Home
8	8	8	8	8	GARTH BROOKS/To Make You Feel...
7	7	8	8	8	GEORGE BENSON/Standing Together
-	-	7	7	7	LEANN RIMES/Feels Like Home
-	-	7	7	7	DAKOTA MOON/Another Day Goes By
-	-	7	7	7	BOBBIE RAITT/Risk For No Reason
-	-	7	7	7	LIGHTHOUSE FAMILY/High
-	-	7	7	7	RAULI HORVITZ/Stand Up My Heart

**MAGIC 106.7** MARKET #1  
WVLX/Denton (817) 542-0241 Kelley/Laurence

PLAYS	3W	2W	1W	LTW	ARTIST/TITLE
26	26	26	26	26	BACKSTREET BOYS/Truly Madly Deeply
15	15	15	15	15	CELEBRITY/Don't Want You More
26	26	26	26	26	SAVAGE GARDEN/Truly Madly Deeply
26	26	26	26	26	SHABBA TWAIN/You're Still The One
26	26	26	26	26	SARAH McLACHLAN/Ada
19	20	21	21	21	BATALIE IMBRUGLIA/Torn
15	15	15	15	15	GARTH BROOKS/To Make You Feel...
12	11	11	11	11	LEANN RIMES/Feels Like Home
10	13	13	13	13	ELTON JOHN/Recover Your Soul
9	9	9	9	9	SHABBA TWAIN/From This Moment On
8	6	6	6	6	TESH FINGRAM/Feels Like Home
-	-	5	5	5	BETTE MIDLER/My One True Friend

**PLANET 103.1** MARKET #1  
WPLM/Albany (954) 463-9999 Roberts/Poyner

PLAYS	3W	2W	1W	LTW	ARTIST/TITLE
23	23	23	23	23	EDWIN MCCAIN/It's Be
22	24	24	23	23	AEROSMITH/Don't Want You
23	23	23	23	23	SAVAGE GARDEN/Truly Madly Deeply
23	21	21	22	22	CORAS/Dreams
23	21	25	26	26	ELTON JOHN/Recover Your Soul
23	25	25	25	25	MATCHBOX 20/3am
15	13	13	13	13	BILLY MYERS/Kiss The Rain
15	14	13	12	12	ROD STEWART/Oh La La
-	-	6	12	12	LEANN RIMES/Feels Like Home
16	14	12	12	12	SAVAGE GARDEN/Truly Madly Deeply
15	13	11	11	11	YONDA SHEPARD/Searcher's My Soul
-	-	10	11	11	STEVE NICKS/You Ever Did...
14	15	12	11	11	PAULA COLLEA/Don't Want You
14	12	12	11	11	ELTON JOHN/Recover Your Soul
15	15	13	11	11	LISA (DEB) Do
13	13	12	11	11	PAULA COLLEA/Don't Want You
15	13	13	13	13	ERIC CLAPTON/Pilgrimage
-	-	7	12	12	JOHN McLELLAN/Your Life Is Now
-	-	7	12	12	BRYAN ADAMS/On A Day Like Today
-	-	8	12	12	SHABBA TWAIN/You're Still The One

**peach 94.9** MARKET #1  
WPCW/Atlanta (404) 367-0949 Dillard/Goss/Joy

PLAYS	3W	2W	1W	LTW	ARTIST/TITLE
14	14	14	14	14	SARAH McLACHLAN/Ada
16	16	15	17	17	CELEBRITY/Don't Want You More
14	14	14	14	14	ERIC CLAPTON/Father's Eyes
16	16	16	16	16	BACKSTREET BOYS/Truly Madly Deeply
4	4	9	18	18	SHABBA TWAIN/From This Moment On
10	10	12	14	14	JOHN TESH FIDAL/Mother I Miss You
3	7	14	14	14	BILLY MYERS/Kiss The Rain
12	12	9	11	11	ROD STEWART/Oh La La
8	8	14	14	14	SAVAGE GARDEN/Truly Madly Deeply
11	11	11	11	11	COCHRAN AND BRICKMAN/After All These...
5	5	4	7	7	GEORGE BENSON/Standing Together
-	-	3	7	7	PHIL COLLINS/True Colors
-	-	-	-	-	LEANN RIMES/Feels Like Home

**125 KLSI** MARKET #1  
KLSI/Denver (303) 454-1540 McKay/Brooks

PLAYS	3W	2W	1W	LTW	ARTIST/TITLE
-	-	34	34	34	BATALIE IMBRUGLIA/Torn
-	-	28	30	30	ROD STEWART/Oh La La
-	-	32	32	32	ACE OF BASE/Cruel Summer
-	-	33	33	33	JOHN McLELLAN/Your Life Is Now
-	-	32	32	32	HOOTIE A Live With
-	-	33	33	33	FAITH HILL/This Kiss
-	-	34	34	34	BATALIE IMBRUGLIA/Torn
-	-	32	32	32	CELEBRITY/Don't Want You More
-	-	34	34	34	AEROSMITH/Don't Want You
-	-	32	32	32	SHABBA TWAIN/You're Still The One
-	-	24	24	24	SHABBA TWAIN/From This Moment On
-	-	16	15	15	PAULA COLLEA/Don't Want You
-	-	13	14	14	BACKSTREET BOYS/Truly Madly Deeply
-	-	15	13	13	AMY GRANT/We're Back...
-	-	12	13	13	SAVAGE GARDEN/Truly Madly Deeply
-	-	14	12	12	PAULA COLLEA/Don't Want You
-	-	12	12	12	ERIC CLAPTON/Change The World
-	-	12	12	12	DEBBIE NOLAN/Can't Fly
-	-	14	11	11	DONNA LEWIS/Love You Always...
-	-	11	11	11	JOURNEY/When You Love...
-	-	11	11	11	TOBY BRAXTON/You're My Heart
-	-	15	9	9	JEWEL/You Were Blessed
-	-	6	7	7	CHRISTINA AGUILERA/Reflection
-	-	6	7	7	CELEBRITY/Don't Want You More

**WLTE** MARKET #1  
WLTE/Minneapolis (612) 339-1029 Nolan

PLAYS	3W	2W	1W	LTW	ARTIST/TITLE
16	16	16	16	16	BACKSTREET BOYS/Truly Madly Deeply
15	16	16	16	16	GARTH BROOKS/To Make You Feel...
6	6	17	17	17	SHABBA TWAIN/From This Moment On
9	14	16	16	16	JOHN TESH FIDAL/Mother I Miss You
14	14	14	14	14	FAITH HILL/This Kiss
14	14	14	14	14	GEORGE BENSON/Standing Together
10	14	14	14	14	CELEBRITY/Don't Want You More
14	14	14	14	14	ROD STEWART/Oh La La
8	9	9	9	9	LIGHTHOUSE FAMILY/High
4	5	9	10	10	BETTE MIDLER/My One True Friend
9	9	9	9	9	DAKOTA MOON/Another Day Goes By
8	8	8	8	8	AMY GRANT/We're Back...
8	8	8	8	8	LEANN RIMES/Feels Like Home
6	5	5	5	5	BAFFYFACE/You Were There
-	-	5	7	7	HICKY JOHNSON I Was The One
-	-	2	6	6	EDWIN MCCAIN/It's Be
-	-	7	7	7	PHIL COLLINS/True Colors
-	-	-	-	-	



Wk	TW	LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
1	1	1	1	<b>GOO GOO DOLLS</b> Iris (Warner Sunset/Reprise)	3550	3596	3688	3619	88/1
2	2	2	2	<b>AEROSMITH</b> I Don't Want To Miss A Thing (Columbia)	3250	3123	3221	3028	83/0
3	3	3	3	<b>MATCHBOX 20</b> Real World (Lava/Atlantic)	2887	2885	2794	2827	81/1
6	4	4	4	<b>HOOTIE &amp; THE BLOWFISH</b> I Will Wait (Atlantic)	2877	2798	2710	2417	90/1
7	5	5	5	<b>BARENAKED LADIES</b> One Week (Reprise)	2763	2675	2565	2383	77/4
12	10	7	6	<b>SHERYL CROW</b> My Favorite Mistake (A&M)	2441	2288	2073	1650	84/3
5	7	8	7	<b>FASTBALL</b> The Way (Hollywood)	2248	2250	2393	2486	70/1
4	6	6	8	<b>SEMISONIC</b> Closing Time (MCA)	2229	2387	2513	2494	69/1
10	8	9	9	<b>EDWIN MCCAIN</b> I'll Be (Lava/Atlantic)	2105	2155	2201	2071	69/2
8	9	10	10	<b>NATALIE MERCHANT</b> Kind & Generous (Elektra/EEG)	1863	1994	2128	2283	63/2
11	12	11	11	<b>NATALIE IMBRUGLIA</b> Wishing I Was There (RCA)	1820	1981	2017	1930	63/1
9	11	12	12	<b>NATALIE IMBRUGLIA</b> Torn (RCA)	1745	1947	2060	2155	68/0
14	13	13	13	<b>BRIAN SETZER ORCHESTRA</b> Jump Jive An' Wail (Interscope)	1717	1750	1712	1572	60/3
<b>BREAKER</b>				<b>ALANIS MORISSETTE</b> Thank U (Maverick/Reprise)	1622	307	—	—	77/34
19	16	16	15	<b>EVERYTHING</b> Hooch (Blackbird/Sire)	1602	1432	1450	1273	60/5
17	15	14	16	<b>JENNIFER PAIGE</b> Crush (Edel America/Hollywood)	1587	1524	1481	1402	58/3
24	21	19	17	<b>EAGLE-EYE CHERRY</b> Save Tonight (Work)	1494	1339	1175	1017	56/3
21	20	20	18	<b>FAITH HILL</b> This Kiss (Warner Bros.)	1346	1261	1242	1130	53/1
20	18	17	19	<b>GREEN DAY</b> Time Of Your Life (Good Riddance) (Reprise)	1291	1402	1402	1269	42/1
<b>BREAKER</b>				<b>THIRD EYE BLIND</b> Jumper (Elektra/EEG)	1288	1009	919	785	62/7
13	14	15	21	<b>SHANIA TWAIN</b> You're Still The One (Mercury)	1233	1447	1558	1641	44/0
28	23	21	22	<b>JOHN MELLENCAMP</b> Your Life Is Now (Columbia)	1154	1140	1040	575	60/0
—	28	25	23	<b>SHAWN MULLINS</b> Lullaby (Columbia)	1137	731	537	306	49/6
23	22	24	24	<b>ANGGUN</b> Snow On The Sahara (Epic)	1025	1089	1085	1077	46/0
27	25	24	25	<b>BACKSTREET BOYS</b> I'll Never Break Your Heart (Jive)	811	809	734	669	32/1
—	—	27	26	<b>SHANIA TWAIN</b> From This Moment On (Mercury)	637	564	449	316	37/4
29	26	26	27	<b>HARVEY DANGER</b> Flagpole Sitta (Slash/London/Island)	596	628	619	560	26/0
<b>DEBUT</b>				<b>GOO GOO DOLLS</b> Slide (Warner Bros.)	543	321	167	27	34/15
—	30	30	29	<b>EVE 6</b> Inside Out (RCA)	501	419	451	396	32/5
—	29	28	30	<b>SMASHING PUMPKINS</b> Perfect (Virgin)	380	518	494	488	19/0

This chart reflects airplay from September 21-27. Songs ranked by total plays. Highlighted songs indicate Breaker. 94 Hot AC reporters. 89 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

**FASTBALL** Fire Escape (Hollywood)  
Total Stations: 24, Adds: 7, Plays: 370, including WMBX 7 (5), WVMX 17, WZNE 17, WOMP 12, WSHE 2, WSSR 19 (7), WMBX 8, KAMX 25 (12), KDMX 28, KYIS 28 (28), WIOG 13 (16), WYWM 3 (3), KALC 7, KLLY 30 (26), KYSR 32 (7), KYSR 39 (40), KOSO 5 (5), KCDU 26 (25), KBBT 33 (9), KLLC 9 (15), KMHX 12 (14).

**DAKOTA MOON** Another Day Goes By (Elektra/EEG)  
Total Stations: 19, Adds: 0, Plays: 345, WMBX 27 (18), WMBX 23 (23), WSHE 5 (5), WOMB 16 (21), WIOG 15 (15), WOSM 14 (14), WKSI 20 (20), WXIL 17 (14), WMBX 11 (12), WMBX 29 (34), WMBX 5 (5), KURB 20 (26), KKY5 33 (31), WQAL 15 (15), KSTZ 21 (13), KVVU 23 (19), KISM 32 (31), KMDX 5 (5), KEYW 14 (14).

**MICHELLE LEWIS** Nowhere And Everywhere (Giant/WB)  
Total Stations: 19, Adds: 0, Plays: 309, WYOR 9 (8), WOMP 19 (19), WOSM 14 (14), WPTT 35 (26), WMBX 22 (25), WSSR 7 (7), WMBX 39 (39), KKY5 17 (22), KDMX 11 (3), WTMX 21 (21), WQAL 19 (19), WIOG 15 (11), WYWM 2 (2), KMDX 8 (10), KALC 12 (23), KMDX 6 (5), KLLY 10 (10), KOSO 5 (5), KCDU 4, KLLC 21 (19), KEYW 19 (12).

**'N SYNC** Tearin' Up My Heart (RCA)  
Total Stations: 10, Adds: 1, Plays: 302, WOMP 42 (41), WCGO 10 (5), WKSI 32 (35), WAKS 49 (52), KKOB 7, KKY5 32 (30), KSII 40 (37), WKDD 21 (19), WIOG 32 (38), KDCJ 32 (33).

**SIXPENCE NONE THE RICHER** Kiss Me (Squint)  
Total Stations: 12, Adds: 0, Plays: 289, WLCE 25 (22), WMBX 9, KPEK 23 (24), WPTT 36 (36), KALC 10 (7), KLLY 11 (12), KYSR 31 (27), KOSO 38 (38), KCDU 16 (16), KZZO 19 (19), KLLC 44 (43), KRIZ 27 (25).

**BRUCE HORNSBY** Great Divide (RCA)  
Total Stations: 29, Adds: 0, Plays: 261, including WMBX 18 (15), WDAQ 15, WLCE 5 (5), WOMP 5 (5), WOMB 16 (16), WCGO 7 (8), WKSI 10, WSHE 1, WXIL 17 (15), WSSR 8 (7), WMBX 4, WMC 2 (2), KPEK 20, KKY5 13, KMDX 7 (7), WKDD 20 (17), WYWM 2 (2), KMDX 8 (10), KALC 7, KISM 18, KYSR 3, KBBT 22 (8), KFMB 20, KLLC 8.

**LUCINDA WILLIAMS** Right In Time (Mercury)  
Total Stations: 23, Adds: 2, Plays: 243, WMBX 10 (14), WDAQ 9 (10), WMBX 22 (23), WOMP 7 (7), WOMB 17 (15), WCGO 15 (12), WOSM 17 (17), WKSI 7 (7), WSHE 13 (15), WAKS 5 (5), WSSR 25 (25), WMBX 8, KURB 8 (7), KKY5 8 (7), KMDX 7, WYWM 2, KMDX 6 (4), KALC 9 (9), KMDX 7 (9), KFMB 14 (17), KLLC 9 (7), KPLZ 10 (17), KEYW 8 (8).

**CHRIS ISAAK** Please (Reprise)  
Total Stations: 15, Adds: 1, Plays: 217, including WMBX 9 (15), WMBX 24 (19), WXLO 5 (20), WZNE 8 (9), WOMP 7 (7), WOMB 20 (15), WPTT 18 (13), WMBX 29 (21), WPTT 16 (20), WYWM 6 (6), KLLY 9 (10), KOSO 15 (5), KBBT 25 (20), KLLC 26 (23).

**MADONNA** The Power Of Good-Bye (Maverick/WB)  
Total Stations: 14, Adds: 1, Plays: 214, including WJLK 26 (26), WOMB 14 (15), WXIL 25 (22), WAKS 5 (5), KKOB 5 (5), KKY5 17 (19), KSII 13 (11), WQAL 9 (9), WIOG 29 (30), WYWM 3 (5), KMDX 20 (19), KKY5 5, KISM 31 (29), KBBY 12 (14).

**MATCHBOX 20** Back 2 Good (Lava/Atlantic)  
Total Stations: 15, Adds: 8, Plays: 172, including WMBX 18 (16), WDAQ 17 (14), WMBX 23 (23), WAKS 19 (5), KMDX 15 (15), KZZP 29 (22), KMDX 10, KLLY 4, KZZO 30 (31), KMDX 5 (5).

**STEVIE NICKS** If You Ever Did Believe (Reprise)  
Total Stations: 12, Adds: 2, Plays: 158, including WMBX 18 (16), WDAQ 17 (14), WMBX 23 (18), WXLO 19 (5), WAKS 19 (21), WLTS 10, KKY5 5, WYWM 6 (4), KMDX 9 (8), KBBT 27 (37).

**SARAH McLACHLAN** Angel (Warner Sunset/Reprise/Arista)  
Total Stations: 14, Adds: 9, Plays: 150, including WLCE 40 (20), WKZL 17, WPTT 1, KKOB 5 (4), KAMX 25 (8), KMDX 10, KYSR 34 (22), KBBT 12, KPLZ 1, KEYW 5.

**NATALIE MERCHANT** Break Your Heart (Elektra/EEG)  
Total Stations: 17, Adds: 7, Plays: 132, including WDAQ 15, WOMB 16 (16), WOMB 15, WKZL 17, WSSR 7 (7), KPEK 3, KKY5 14 (13), WIOG 5, KLLY 7, KOSO 5, KCDU 3, KBBY 12 (14), KLLC 13 (15).

**U2** Sweetest Thing (Island)  
Total Stations: 16, Adds: 16, Plays: 132, including WLCE 20, WOMP 10, WXIL 15, KMDX 7, KZZP 28, WMBX 7, WPTT 11, WIOG 3, KALC 7, KLLY 2, KBBT 4, KFMB 18.

Songs ranked by total plays. Station call letters followed by number of plays.

## BREAKERS

### ALANIS MORISSETTE

Thank U (Maverick/Reprise)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1622/1315	77/34	14

### THIRD EYE BLIND

Jumper (Elektra/EEG)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1286/277	62/7	20

## MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
ALANIS MORISSETTE Thank U (Maverick/Reprise)	34
U2 Sweetest Thing (Island)	16
GOO GOO DOLLS Slide (Warner Bros.)	15
SARAH McLACHLAN Angel (Warner Sunset/Reprise/Arista)	9
BRUCE HORNSBY Great Divide (RCA)	8
MATCHBOX 20 Back 2 Good (Lava/Atlantic)	8
BRYAN ADAMS On A Day Like Today (A&M)	7
FASTBALL Fire Escape (Hollywood)	7
NATALIE MERCHANT Break Your Heart (Elektra/EEG)	7
THIRD EYE BLIND Jumper (Elektra/EEG)	7

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ALANIS MORISSETTE Thank U (Maverick/Reprise)	+1315
SHAWN MULLINS Lullaby (Columbia)	+406
THIRD EYE BLIND Jumper (Elektra/EEG)	+277
GOO GOO DOLLS Slide (Warner Bros.)	+222
EVERYTHING Hooch (Blackbird/Sire)	+170
FASTBALL Fire Escape (Hollywood)	+158
EAGLE-EYE CHERRY Save Tonight (Work)	+155
SHERYL CROW My Favorite Mistake (A&M)	+153
BRUCE HORNSBY Great Divide (RCA)	+139
U2 Sweetest Thing (Island)	+132

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
SMASH MOUTH Can't Get Enough Of You Baby (Elektra/EEG)	+1315
DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)	+406
MATCHBOX 20 3am (Lava/Atlantic)	+277
SARAH McLACHLAN Adia (Arista)	+222
CELINE DION To Love You More (550 Music)	+170
ALANIS MORISSETTE Uninvited (Warner Sunset/Reprise)	+158
EVERCLEAR I Will Buy You A New Life (Capitol)	+155
SAVAGE GARDEN Truly Madly Deeply (Columbia)	+139
SAVAGE GARDEN To The Moon And Back (Columbia)	+132
BACKSTREET BOYS As Long As You Love Me (Jive)	+132

Breakers: Songs registering 1200 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increase in total plays. Weighted chart appears on R&R ONLINE.

**Bradley (STAR 98.7-LA) is joined each week by a celebrity guest well known from movies or TV**

Our celebrity guest "acts out" a scene from a popular movie - your listeners call in to guess which movie

Prize give-aways

At least 6 songs per hour

"Box office top 5" featuring the top 5 grossing films during that weekend, including sound-bites

Live via satellite 8-9pm PST; 11-12am EST

Hosted by: [Name], APD/MD, KYSR-FM Los Angeles

**ACT ONE** with **Bradley**

THE INTERACTIVE ENTERTAINMENT SHOW

408-420-1400

# HOT AC PLAYLISTS

October 2, 1998 R&R • 81

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

**Big 105.5** MARKET: New York  
WJLA/News York  
(212) 704-1951  
Scott/Brinsley/West

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**95.5 WFLA** MARKET: New York  
WFLA/News York  
(212) 613-8900  
Cuddy/Annunzio/Mascaro

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**101.9** MARKET: Los Angeles  
KYSR/Los Angeles  
(818) 545-7000  
Perelli/Ebbott

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**101.9** MARKET: Chicago  
WTEB/Chicago  
(312) 545-1019  
James/Karla

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**Alice @ 97.3** MARKET: San Francisco  
KILC/San Francisco  
(415) 765-6999  
Japani/Slocum

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**Max 95.7fm** MARKET: Philadelphia  
WJXC/Philadelphia  
(610) 482-6000  
Fiscella/Carroll

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**STAR 102.5** MARKET: Philadelphia  
WYXJ/Philadelphia  
(610) 669-0750  
Johnson/Aspley

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**MIX 102.9** MARKET: Dallas  
KDMX/Dallas  
(972) 991-1029  
Hess/Tromms

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**Q95.5** MARKET: Detroit  
WDRD/Detroit  
(248) 967-3750  
O'Riordan/London

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**MIX 102.3 FM** MARKET: Washington  
WDRW/Washington  
(703) 696-3100  
Kosbau/Parler

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**MIX 102.5** MARKET: Houston  
KHMR/Houston  
(713) 790-0965  
Palangi/Amthor

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**Mix 98** MARKET: Houston  
WDRW/Houston  
(713) 236-6998  
Strassell/Ronnie

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**STAR 101.5** MARKET: Austin  
KPLZ/Austin  
(202) 273-5700  
Keating

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**RS95** MARKET: Minneapolis  
KSTP/Minneapolis  
(612) 642-4141  
Fisher/Reck

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**STAR 101.5** MARKET: San Diego  
KFSN/San Diego  
(619) 495-7275  
Johnson/Simmons/Skeete

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**82.3** MARKET: Phoenix  
KZZP/Phoenix  
(602) 364-4000  
Pessigini/Cooper

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**Y98** MARKET: Louisville  
KYVE/Louisville  
(502) 531-0000  
Rivers/Reid

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**Mix 101.5** MARKET: Baltimore  
WYPR/Baltimore  
(410) 545-1065  
Gardner

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**96.1 The River** MARKET: Pittsburgh  
WDRY/Pittsburgh  
(412) 331-9996  
Shebel/Alexander

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

**KISS FM 100.7** MARKET: Tampa  
WWSB/Tampa  
(813) 839-9193  
Dixon/Blanc

PLAYS	#	ARTIST/TITLE																																																	
25	39	40	1	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50



CAROL ARCHER

## NAC/SMOOTH JAZZ

### Vocals: Artist Development, 'Delicate Balance' Critical

■ Experience, instinct, and research shaped the philosophies of KSSJ's Williams and KMJZ's Moore

Programmers have been forced to re-examine the role vocals play in this format, and the kind of vocals they are playing. For some, it's been a humbling, even difficult odyssey, but as KOAI/Dallas PD Michael Fischer says of cross-overs, they are the glue that holds the format together and makes it accessible to a vast audience. This week I ask two others to share their current thinking on the subject.

"My thinking about vocals hasn't changed much over the years," KSSJ/Sacramento Station Manager Steve Williams begins. "Even during my early days at WJZZ/Detroit. I believed in mixing popular vocal artists — the Sades, Stevie Wonders, and Luther Vandrosses of the world — with the instrumentals. And I've always believed in playing songs that people know, so that's been a constant in evaluating a vocal for airplay."



Steve Williams

Rob Moore

#### Meeting Expectations

"Certainly, one's instincts become keener through the use of research. In my own evolution, research has shown me that artists like Michael Franks or Julia Fordham, for instance, don't do well. Although I really admired their work and thought it had a place in NAC radio, as time goes on, I can see that their sound isn't entirely compatible with an accessible sound for my radio station.

just as appealing as the P2s do, unlike New York, where listeners are more polarized."

Asked to expand on the role of crossover artists like Mariah Carey and Whitney Houston, Williams explains, "Say what you will about Mariah, when we get one of her CDs, it's full of good songs. As Lee Ritenour pointed out at the R&R Convention, it is quality songs that drive the music business' success. Mariah, Whitney, and Vanessa Williams certainly have a place, and Toni Braxton approaches that level of importance, too. Five years ago, these artists may not have had the mindset to relate to the NAC audience, but I saw Whitney Houston sing 'My Funny Valentine' in concert not long ago. As they get older, their music will become more mature, too.

"Luther Vandross has always been very important to this format — even from the mid-'80s and the early '90s, when BA didn't yet see the purpose in playing him. He's right down the middle for this audience, because it's about the songs. The pool for good songs is coming from these very successful artists who have the vast resources and enormous drawing power to attract the greatest songwriters."

#### Championing Our Own

Williams explains that so-called format vocalists must be championed, too. "Look at Gabriela Anders," he observes. "She's a great example of an artist who no one knows yet who has something of an idiosyncratic style, but has great material and production. The songs on her record are first-rate! Whether or not she's mass-appeal is up to the gods, but it's less important to me than the fact that her vibe is ex-

actly right for KSSJ. She's right for the adult arena. There's nothing that says an artist can't be idiosyncratic and huge, too, like Alanis Morissette. It's amazing to me that more NAC stations aren't playing Gabriela, because she's got the goods!

"It's critical that programmers look down the road and work to develop artists, because the talent pool for this format could dry up otherwise, and then we'll end up like some AC radio station. That's been a problem for some labels, too, especially in the Urban arena. If we hadn't had artist development 10 years ago, there would be no Sade or Luther today. It's hard to remember that they started out as baby acts. We have to protect this format in a way that will ensure longevity. Sure, we've got to play the big stars, but we must develop new artists, too, if we're to

□ **As the format grows, we shouldn't become more like another format, we should become more ourselves. Whatever we borrow can help us, but it's a very delicate balance if we're to keep our distinctive format identity.**

—Rob Moore

have a future. I'm doing myself and my listeners a huge disservice if I'm not going out to find the next Sade or Whitney Houston."

Former KMJZ/Minneapolis PD Rob Moore, who made a transition within the past year from resisting AC vocal material to embracing it, explains, "Your market should always be the foundation of philosophical thought when it comes to programming, including what vocals to play. I've come to believe that cross-overs shouldn't be dismissed out-of-hand; neither should we take so much material from other formats that we lose our uniqueness." Sadly, KMJZ changed formats to Pop/Alternative late last week.

#### Familiarity A Key Point

"What hasn't changed is that vocals are key points of access, especially for new listeners," Moore con-

### KWJZ's First Jazz Festival & Deborah Lewow's Leg



KWJZ/Seattle presented its first jazz festival recently, an event that will be remembered for its stellar artist lineup and as the event at which Warner Bros. Sr. Dir./Natl. NAC Promotion Deborah Lewow broke her leg as she worked with Fourplay to meet fans and sign CDs after their performance. Nestled in a valley at sunset, KWJZ's stage (top) can be seen clearly from the place where Deborah broke her leg. In the middle shot, KWJZ PD Carol Handley and personality Jay Phillips (both front) can be seen with Jeff Golub (second from r) and Avenue Blue bandmembers, who played the day after Deborah broke her leg. In the bottom photo, David Benoit (in floral shirt) and station staffers Matt Reidy, Handley, and Frank Shiers face the spot where Deborah broke her leg.

tinues. "Familiarity is important, and a programmer shouldn't go to the extreme of relying on so many unfamiliar elements that they become dangerous."

"Vocals function on two levels — identity and feel. If you go strictly on identity — familiarity — you can end up with a lot of high-testing light, soft AC tunes that don't necessarily fit the flow of this format and are difficult to mix. The danger of straying completely into the AC arena is that you can end up trying to serve two masters. I'm not convinced that this is what our vocal component should be or that it's what our audience wants. There must be a sense of discovery, whether it's new music from a very familiar artist or a new artist who fits what we're doing.

"At KMJZ, we're using a gold category that consists of a combination of the best crossover material with the best format vocals. The power vocal category is made up of familiar vocals, whether crossover or format, like Anita Baker or Sade. The premium is that they are familiar and format-friendly. It isn't a blind collection of AC hits; rather, it's a com-

bination of format or image vocals (all of which have some familiarity) and some AC material, like Phil Collins, Lionel Richie, or Hall & Oates.

"I'd like to advance what I call 'the Belasco argument.' Here's an artist — Pete Belasco — who generated immediate phone reaction and retail sales impact when we added him. I believe there are multiple levels of familiarity. When callers said that Belasco sounds like Marvin Gaye, that's a familiar sound, so I can't rule him out, especially because that's an opportunity to still create and own our own artist.

"I've changed in that now I recognize how carefully that should be done. As the format grows, we shouldn't become more like another format, we should become more ourselves. Whatever we borrow can help us, but it's a very delicate balance if we're to keep our distinctive format identity. Our instrumentals are an important point of difference from other formats, but we shouldn't be afraid to find the right point of difference with some of our vocal components, too."

The stakes are a lot higher today than they were six years ago. Plus, as this format has become more successful, expectations for it have grown tremendously.

"The P2s have a much greater say in the vocals we play today. In the music test we recently completed, P2s definitely helped shape overall decisions about vocals. It's different from in New York, where the tastes of P1s and P2s are much more diverse. In Sacramento, the P1s find the pop crossover vocals

RN	2W	LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
3	3	2	1	<b>SOUL BALLET</b> Blu Girl (Countdown/Unity)	956	1009	885	838	46/0
2	2	1	2	<b>MARC ANTOINE</b> Sunland (GRP)	927	1013	927	937	46/0
8	7	5	7	<b>GEORGE BENSON</b> Fly By Night (GRP)	889	835	675	589	50/1
5	4	3	4	<b>JIM BRICKMAN</b> /DAVE KOZ Partners In Crime (Windham Hill)	874	917	827	804	45/1
9	9	8	5	<b>BONEY JAMES</b> Innocence (Warner Bros.)	786	658	593	577	46/0
7	6	6	6	<b>LUTHER VANDROSS</b> I Know (LV/Virgin)	726	719	679	683	48/0
1	1	4	7	<b>LEE RITENOUR</b> Ooh-Yeah (I.E./Nerve)	701	907	937	962	45/0
14	13	11	8	<b>BRIAN BROMBERG</b> Hero (Zebra)	611	571	515	466	46/0
17	15	13	9	<b>RICK BRAUN</b> Hollywood & Vine (Atlantic)	578	511	461	405	48/1
12	12	10	10	<b>CHUCK LOEB</b> Beneath The Light (Shanachie)	554	580	521	511	42/1
4	5	7	11	<b>STEVE COLE</b> When I Think Of You (Bluemoon/Atlantic)	543	717	764	829	40/0
10	10	12	12	<b>KENNY G</b> Baby G (Arista)	492	546	538	527	31/0
18	18	17	13	<b>KEIKO MATSUI</b> Forever, Forever (Countdown/Unity)	486	438	405	397	41/1
6	8	9	14	<b>FOURPLAY</b> Still The One (Warner Bros.)	476	597	635	737	37/0
21	20	16	15	<b>BRIAN MCKNIGHT</b> Anytime (Motown)	450	447	378	377	32/2
16	14	15	16	<b>JOE MCBRIDE</b> Midnight In Madrid (Heads Up)	426	485	467	441	39/0
11	11	14	17	<b>DOWN TO THE BONE</b> Staten Island Groove (Nu Groove)	408	503	532	515	33/0
—	—	26	18	<b>ERIC MARIENTHAL</b> Here In My Heart (I.E./Nerve)	394	288	206	138	41/3
<b>DEBUT</b>	—	—	19	<b>PETER WHITE</b> /G. WASHINGTON, JR. Midnight... (Columbia)	374	170	35	—	44/9
13	17	19	20	<b>RONAN HARDIMAN</b> Love Song (Philips)	359	389	419	479	29/0
19	21	21	21	<b>MARILYN SCOTT</b> The Look Of Love (Warner Bros.)	343	368	377	384	29/0
27	26	23	22	<b>BRYAN SAVAGE</b> Soul Temptation (Higher Octave)	336	329	288	264	31/1
20	19	20	23	<b>CHRIS STANDRING</b> Cool Shades (Instinct)	334	382	382	377	31/0
26	22	24	24	<b>GABRIELA ANDERS</b> Fire Of Love (Warner Bros.)	327	326	326	318	25/0
24	23	22	25	<b>ED HAMILTON</b> Fly Like An Eagle (Shanachie)	312	347	325	334	34/2
22	25	25	26	<b>GEORGE BENSON</b> Standing Together (GRP)	291	316	296	364	25/0
—	30	29	27	<b>GRANT GEISSMAN</b> Did I Save? (Higher Octave)	286	258	222	215	29/5
28	27	26	28	<b>FATTBURGER</b> Spice (Shanachie)	277	267	279	261	27/0
15	16	18	29	<b>PEACE OF MIND</b> Peace Of Mind (Nu Groove)	272	425	419	463	27/0
<b>DEBUT</b>	—	—	30	<b>WALTER BEASLEY</b> I Feel You (Shanachie)	270	225	199	98	30/2

This chart reflects airplay from September 16-22. Songs ranked by total plays. Highlighted songs indicate Breaker. 51 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
WARREN HILL Turn Out The Lights (Discovery)	22
PETER WHITE /WASHINGTON, JR. Midnight... (Columbia)	9
PATTI AUSTIN Don't Go Away (Concord Vista)	8
GRANT GEISSMAN Did I Save? (Higher Octave)	5
RAMSEY LEWIS Love Serenade (GRP)	5
PHIL COLLINS True Colors (Atlantic)	3
RICHARD ELLIOT Here And Now (Metro Blue/Blue Note)	3
FOURPLAY Vest Pocket (Warner Bros.)	3
GREGG KARUKAS Cruisin' Your House At... (I.E./Nerve)	3
ERIC MARIENTHAL Here In My Heart (I.E./Nerve)	3

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
PETER WHITE /WASHINGTON, JR. Midnight... (Columbia)	+204
BONEY JAMES Innocence (Warner Bros.)	+128
ERIC MARIENTHAL Here In My Heart (I.E./Nerve)	+106
GREGG KARUKAS Cruisin' Your House At... (I.E./Nerve)	+98
RICK BRAUN Hollywood & Vine (Atlantic)	+67
CHAKA KHAN You & I Are One (Zebra)	+60
GEORGE BENSON Fly By Night (GRP)	+54
CHAQUICO & FREEMAN Riders... (Peak/Windham Hill Jazz)	+48
KEIKO MATSUI Forever, Forever (Countdown/Unity)	+48
WALTER BEASLEY I Feel You (Shanachie)	+45

Breakers: Songs registering 400 plays or more for the first time. Bullets awarded to songs gaining plays over the previous week. If two songs are tied in number of plays, the song being played on more stations is placed first. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE.

## NEW & ACTIVE

**JEFF LORBER** Watching The Sun Set (Zebra)  
Total Plays: 223. Total Stations: 23. Adds: 0

**C. CHAQUICO & R. FREEMAN** Riders... (Peak/Windham Hill Jazz)  
Total Plays: 222. Total Stations: 26. Adds: 2

**OPEN DDDR** The Curved Sky (Helicon)  
Total Plays: 207. Total Stations: 21. Adds: 0

**JX** Off The Hook (Verve)  
Total Plays: 165. Total Stations: 18. Adds: 2

**RICKY JONES** Still In Love (Cherry/Universal)  
Total Plays: 139. Total Stations: 11. Adds: 2

**GREGG KARUKAS** Cruisin' Your House At... (I.E./Nerve)  
Total Plays: 138. Total Stations: 17. Adds: 3

**RAMSEY LEWIS** Love Serenade (GRP)  
Total Plays: 123. Total Stations: 18. Adds: 5

**BRIAN CULBERTSON** Straight To The Heart (Bluemoon/Atlantic)  
Total Plays: 117. Total Stations: 13. Adds: 1

**RICHARD ELLIOT** Here And Now (Metro Blue/Blue Note)  
Total Plays: 105. Total Stations: 15. Adds: 3

**SHAHIN & SEPEHR** Cafe L.A. (Higher Octave)  
Total Plays: 97. Total Stations: 9. Adds: 0

**CHAKA KHAN** You & I Are One (Zebra)  
Total Plays: 95. Total Stations: 8. Adds: 1

Songs ranked by total plays

### BRYAN SAVAGE

### "Soul Temptation"

R&R NAC: Tracks 22 / Albums 19

Rotating at KOAI, KTWV, WJZW, KYOT, WNWV, WVMV...

"If your palate's crying out for some tight, funky grooves...this is the disc for you."  
*Bird Magazine*

Promotion: All That Jazz 310-395-6995



### "Did I Save?"

R&R NAC: Tracks 27 / #4 Most Added Albums 27

Gavin SJ&V 20\*  
Just added at WJJZ, WNWV, JRN, KHIH & KEZL!

On Tour With Chuck Mangione:  
Oct. 17 St. Louis, MO  
Nov. 19 Newark, NJ  
Nov. 20 Greenvale, NY  
Nov. 21 New York, NY  
Nov. 22 Peekskill, NY  
Dec. 31 Reno, NV

### GRANT GEISSMAN



Promotion: Ross Harper 818-786-7380

### "Holding Back The Years"

Gavin SJ&V 46\*

### CRAIG CHAQUICO

Craig's moving rendition of the Simply Red classic is spinning at: WJZW, KOAI, KTWV, WJJZ, WCCJ, WSMJ, WJZT, KCJZ, KOAZ, KTNT, KCLC, KNK, KSMJ, KEZL, KRVR, KJZ, KSSJ, KOJZ...

Promotion: Ross Harper 818-786-7380



### LA ESPERANZA

### "Bahia Bay"

Early believers include:  
KXDC, KNK, KINK, KRVR, KUNC, KCLC...

Promotion: Roger Lifeset/  
Peer Pressure 818-991-7668



3W	2W	LW	TW	ARTIST	TITLE	LABEL(S)	TOTAL PLAYS	± PLAYS	EMPHASIS TRACKS (PLAYS)	
2	2	1	1	<b>GEORGE BENSON</b>	Standing Together	(GRP)	1182	+29	"Fly" (889)	"Standing" (291)
4	4	3	2	<b>SOUL BALLET</b>	Trip The Night Fantastic	(Countdown/Unity)	956	-53	"Blu" (956)	
3	3	2	3	<b>MARC ANTOINE</b>	Madrid	(GRP)	939	-85	"Sunland" (927)	"Saravana" (12)
6	5	5	4	<b>JIM BRICKMAN</b>	Visions Of Love	(Windham Hill)	898	-41	"Partners" (874)	"Heart" (24)
9	9	7	5	<b>BONEY JAMES</b>	Sweet Thing	(Warner Bros.)	802	+83	"Innocence" (786)	"Good" (10)
1	1	4	6	<b>LEE RITENOUR</b>	This Is Love	(I.E./Verve)	745	-206	"Ooh-Yeah" (701)	"Can" (20)
8	7	6	7	<b>LUTHER VANDROSS</b>	I Know	(LV/Virgin)	734	+7	"Know" (726)	"Human" (8)
13	11	11	8	<b>BRIAN BROMBERG</b>	You Know That Feeling	(Zebra)	654	+27	"Hero" (611)	"September" (23)
11	12	10	9	<b>CHUCK LOEB</b>	The Moon, The Stars...	(Shanachie)	584	-48	"Beneath" (554)	"Moon" (20)
19	15	14	10	<b>RICK BRAUN</b>	Full Stride	(Atlantic)	578	+67	"Hollywood" (578)	
7	8	9	11	<b>FOURPLAY 4</b>		(Warner Bros.)	548	-94	"Still" (476)	"Vest" (72)
5	6	8	12	<b>STEVE COLE</b>	Stay Awhile	(Bluemoon/Atlantic)	543	-174	"Think" (543)	
17	16	13	13	<b>KEIKO MATSUI</b>	Full Moon And The Shrine	(Countdown/Unity)	537	+43	"Forever" (486)	"Sunrise" (23)
12	13	13	14	<b>KENNY G</b>	Greatest Hits	(Arista)	492	-54	"Baby" (492)	
21	21	17	15	<b>BRIAN MCKNIGHT</b>	Anytime	(Motown)	450	+3	"Anytime" (450)	
10	10	12	16	<b>DOWN TO THE BONE</b>	From Manhattan To Staten	(Nu Groove)	447	-109	"Staten" (408)	"Brooklyn" (39)
16	14	15	17	<b>JOE MCBRIDE</b>	Double Take	(Heads Up)	443	-61	"Madrid" (426)	"Greenville" (10)
—	—	26	18	<b>ERIC MARIENTHAL</b>	Walk Tall	(I.E./Verve)	394	+106	"Heart" (394)	
24	23	22	19	<b>BRYAN SAVAGE</b>	Soul Temptation	(Higher Octave)	382	+1	"Temptation" (336)	"Kaleidoscope" (45)
DEBUT	20	20	20	<b>PETER WHITE</b>	Perfect Moment	(Columbia)	374	+204	"Midnight" (374)	
18	19	19	21	<b>MARILYN SCOTT</b>	Avenues Of Love	(Warner Bros.)	373	-52	"Look" (343)	"Starting" (18)
14	18	21	22	<b>ROMAN HARDIMAN</b>	Solas	(Phillips)	359	-30	"Love" (359)	
20	20	20	23	<b>CHRIS STANDRING</b>	Velvet	(Instinct)	353	-49	"Shades" (334)	"Sneaky" (8)
22	22	23	24	<b>ED HAMILTON</b>	Groovology	(Shanachie)	332	-41	"Fly" (312)	"Way" (20)
26	24	24	25	<b>GABRIELA ANDERS</b>	Wanting	(Warner Bros.)	327	+1	"Fire" (327)	
28	26	27	26	<b>FATBURGER</b>	Sugar	(Shanachie)	288	+13	"Spice" (277)	"Sugar" (11)
—	—	28	27	<b>GRANT GEISSMAN</b>	In With The Out Crowd	(Higher Octave)	286	+28	"Save?" (286)	
DEBUT	28	28	28	<b>WALTER BEASLEY</b>	For Your Pleasure	(Shanachie)	278	+53	"Feel" (270)	"Dance" (8)
15	17	18	29	<b>PEACE OF MIND</b>	Journey To...	(Nu Groove)	272	-153	"Peace" (272)	
27	30	—	30	<b>GREGG KARUKAS</b>	Blue Touch	(I.E./Verve)	243	+39	"Cruisin'" (138)	"Blue" (81)

This chart reflects airplay from September 16-22. Albums ranked by total plays, with plays from all cuts from an album combined. 51 NAC reporters. 49 current playlists. © 1998, R&R Inc.

**MOST ADDED.**

ARTIST	TITLE	LABEL(S)	ADDS
WARREN HILL	Life Thru Rose Colored Glasses	(Discovery)	22
PETER WHITE	Perfect Moment	(Columbia)	9
PATTI AUSTIN	In And Out Of Love	(Concord Vista)	8
GRANT GEISSMAN	In With The Out Crowd	(Higher Octave)	5
RAMSEY LEWIS	Dance Of The Soul	(GRP)	5
ERIC MARIENTHAL	Walk Tall	(I.E./Verve)	4
PHIL COLLINS	Greatest Hits	(Atlantic)	3
WALTER BEASLEY	For Your Pleasure	(Shanachie)	2
CHAQUICO & FREEMAN	From...	(Peak/Windham Hill Jazz)	2
RICHARD ELLIOT	Jumpin' Off	(Metro Blue/Blue Note)	2
GREGG KARUKAS	Blue Touch	(I.E./Verve)	2
LA ESPERANZA	La Esperanza	(Higher Octave)	2
BRIAN MCKNIGHT	Anytime	(Mercury)	2
NAJEE	Morning Tenderness	(Verve Forecast)	2
YELLOWJACKETS	Club Nocturne	(Warner Bros.)	2
RACHEL Z	Love Is The Power	(NYC/GRP)	2

**MOST INCREASED PLAYS**

ARTIST	TITLE	LABEL(S)	TOTAL PLAY INCREASE
PETER WHITE	Perfect Moment	(Columbia)	+204
ERIC MARIENTHAL	Walk Tall	(I.E./Verve)	+106
BONEY JAMES	Sweet Thing	(Warner Bros.)	+83
RICK BRAUN	Full Stride	(Atlantic)	+67
VARIOUS ARTISTS	A Song A Day	(Zebra)	+60
WALTER BEASLEY	For Your Pleasure	(Shanachie)	+53
CHAQUICO & FREEMAN	From...	(Peak/Windham Hill Jazz)	+52
RICKY JONES	Ricky Jones	(Cherry/Universal)	+48
KEIKO MATSUI	Full Moon And...	(Countdown/Unity)	+43
RICHARD ELLIOT	Jumpin' Off	(Metro Blue/Blue Note)	+41
GREGG KARUKAS	Blue Touch	(I.E./Verve)	+39
WILL DOWNING	Pleasures Of The Night	(Verve/Motown)	+35
WARREN HILL	Life Thru Rose Colored Glasses	(Discovery)	+30
GEORGE BENSON	Standing Together	(GRP)	+29
YELLOWJACKETS	Club Nocturne	(Warner Bros.)	+29

**NAC NOTES** By Carol Archer

If anyone doubts the role that crossover vocals now play in this format, they need look no further than **Brian McKnight's** "Anytime" (Motown) for a vivid example. Five months ago, the track topped our Rhythmic and Urban AC charts; now it moves from last week's NAC/SJ 16\*/Breaker to 15\*, facts that prompted R&R's Dir. Charts/Formats Kevin McCabe to remark, "It just goes to show you that a hit's a hit!" Please see this week's NAC/SJ editorial for more — this time from KSSJ/Sacramento's **Steve Williams** and former KMJZ/Minneapolis' **Rob Moore** — on the

subject of vocals.

Don't miss the edit of **Shakatak's** "Blue Azure" (Instinct), an inspired track from the storied format veterans. Already on KTWV/L.A. and KKSF/SF with 15 plays apiece, as well as KIFM/San Diego, JRN, KCJZ/San Antonio, and WFSJ/Jacksonville.

At long last, **Bobby Caldwell's** *Timeline* (The Anthology Pt. 1) (Sin-drome) is at hand. Included in the extraordinary collection is a great new arrangement of his classic, "What You Won't Do For Love," as well as new track, "Good To Me." Honestly, if I live a thousand years, I will never under-

stand why Caldwell hasn't gotten his proper due. He's a monster talent!

It was South African fretless bassist **Bakithi Kumalo's** connection to **Paul Simon's** *Graceland* that originally got my attention, but it is the sheer exuberance and dynamic musicality on the project that makes me return time and again to his debut record, *San Bonan* (Siam). Kumalo skillfully weaves South African rhythms with jazz and Latin textures to dazzling effect — with support from the likes of Donald Harrison and Chielli Minucci — creating a rich sonic tapestry.

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# NAC/SMOOTH JAZZ REPORTERS

October 2, 1998 R&R • 85

Stations and their adds by track listed alphabetically by market

<p><b>WHRL/Albany, NY</b>  <b>OM/ PD: Brant Curtiss</b>                      WARREN HILL "Turn"</p>	<p><b>WJZ/Columbus, OH</b>  <b>PD/ MD: Bill Harman</b>                      RICK BRAUN "Hollywood"                      ERIC MARIENTHAL "Heart"</p>	<p><b>KTWW/Los Angeles, CA</b>  <b>PD: Chris Brodie</b>  <b>APD/ MD: Ralph Stewart</b>                      No Adds</p>	<p><b>WJCO/Norfolk, VA</b>  <b>OM/ PD: Maxine Todd</b>  <b>MD: Larry Hollowell</b>                      CHAOUICO &amp; FREEMAN "Riders"                      PETER WHITE... "Midnight"                      GREGG KARUKAS "Cruisin'"</p>	<p><b>KSSJ/Sacramento, CA</b>  <b>Station Mgr.: Steve Williams</b>  <b>APD/ MD: Ken Jones</b>                      ED HAMILTON "Fly"                      PATTI AUSTIN "Don't"                      PHIL COLLINS "True"                      RONAN HARDIMAN "Angel"                      ROGER SMITH "On"</p>	<p><b>KJZY/Santa Rosa, CA</b>  <b>PD: Gordon Zlot</b>  <b>MD: Rob Singleton</b>                      No Adds</p>
<p><b>KNK/Anchorage, AK</b>  <b>GM/ PD: Dean Williams</b>  <b>MD: John Clarke</b>                      ED HAMILTON "Fly"                      WARREN HILL "Turn"                      WAYMAN TISDALE "Breakfast"                      LONNIE LISTON SMITH "Beautiful"                      YELLOW JACKETS "Spirit"                      KEIKO MATSUI "Forever"                      LISA LAUREN "Midite"                      RICKY JONES "Shit"                      CHIEMI MINUCCI "Follow"                      RACHEL Z "Tears"                      PATTI AUSTIN "Don't"</p>	<p><b>KOAL/Dallas, TX</b>  <b>PD: Michael Fischer</b>                      WARREN HILL "Turn"                      PHIL COLLINS "True"</p>	<p><b>WLVE/Miami, FL</b>  <b>PD: Bret Michael</b>  <b>MD: Marc Taylor</b>                      No Adds</p>	<p><b>KTNT/Oklahoma City, OK</b>  <b>PD: Steve English</b>  <b>MD: Stephanie Stewart</b>                      JOSEPH VINCELLI "Afternoon"</p>	<p><b>KCLC/St. Charles, MO</b>  <b>PD: Rich Reigert</b>  <b>MD: Chris Kurtz</b>                      RAMSEY LEWIS "Serenade"                      YELLOW JACKETS "Spirit"                      LIONEL RICHIE "Voice"                      BRIAN CULBERTSON "Straight"</p>	<p><b>KWJZ/Seattle, WA</b>  <b>PD/ MD: Carol Handley</b>                      No Adds</p>
<p><b>KSMJ/Bakersfield, CA</b>  <b>PD/ MD: Joel Widdows</b>                      PETER WHITE... "Midnight"                      WARREN HILL "Turn"                      RICHARD ELLIOT "Here"</p>	<p><b>JRN/Denver, CO</b>  <b>PD: Steve Hibbard</b>  <b>MD: Greg Allen</b>                      RANJOY CRAWFORD "Angel"                      SHAKATAK "Azure"                      RACHEL Z "Head"                      CHRISTOPH SPENDEL "Flight"                      WARREN HILL "Turn"                      GRANT GEISSMAN "Save?"                      RICHARD ELLIOT "Tell"</p>	<p><b>WJZI/Milwaukee, WI</b>  <b>PD: Chris Moraw</b>                      PETER WHITE... "Midnight"                      WARREN HILL "Turn"</p>	<p><b>WLOO/Orlando, FL</b>  <b>PD: Bill Wise</b>                      No Adds</p>	<p><b>KBZN/Salt Lake City, UT</b>  <b>PD: Rob Riesen</b>                      GREGG KARUKAS "Cruisin'"                      WARREN HILL "Turn"</p>	<p><b>WHCO/Syracuse, NY</b>  <b>PD: Butch Charles</b>  <b>APD/ MD: Kenny Deas</b>                      CHAKA KHAN "You"                      PETER WHITE... "Midnight"                      ERIC MARIENTHAL "Heart"</p>
<p><b>WSJZ/Boston, MA</b>  <b>PD/ MD: Shirley Maldonado</b>                      PATTI AUSTIN "Don't"                      PETER WHITE... "Midnight"</p>	<p><b>KHII/Denver, CO</b>  <b>PD: Becky Taylor</b>  <b>APD/ MD: Cheri Marquart</b>                      WARREN HILL "Turn"                      GRANT GEISSMAN "Save?"                      RAMSEY LEWIS "Serenade"</p>	<p><b>KMJZ/Minneapolis, MN</b>  <b>PD: Rob Moore</b>                      FOURPLAY "Vest"                      BRICKMAN F/KOZ "Partners"                      GEORGE DUKE "It's"                      SHAKATAK "Azure"                      LA ESPERANZA "Bahia"                      RICKY JONES "Still"                      PATTI AUSTIN "Don't"                      KOBI "Feel"</p>	<p><b>WJPL/Peoria, IL</b>  <b>PD: Rick Hirschmann</b>                      NATALIE MERCHANT "Break"                      WARREN HILL "Turn"                      WALTER BEASLEY "Feel"                      PHIL COLLINS "True"</p>	<p><b>KCJZ/San Antonio, TX</b>  <b>PD: Norm Miller</b>                      No Adds</p>	<p><b>WJZT/Tallahassee, FL</b>  <b>PD: Denny Alexander</b>                      No Adds</p>
<p><b>WCCJ/Charlotte, NC</b>  <b>PD/ MD: Greg Morgan</b>                      PATTI AUSTIN "Don't"                      RAMSEY LEWIS "Serenade"                      WARREN HILL "Turn"</p>	<p><b>WVMV/Detroit, MI</b>  <b>PD: Tom Stecker</b>  <b>MD: Sandy Kovach</b>                      ERIC MARIENTHAL "Heart"                      BRYAN SAVAGE "Temptation"</p>	<p><b>KSRB/Mission Viejo, CA</b>  <b>DM: Terry Wedel</b>  <b>MD: Judy Davila</b>                      WARREN HILL "Turn"                      ERIC MARIENTHAL "Mercy"</p>	<p><b>WJZJ/Philadelphia, PA</b>  <b>PD: Ann Gress</b>  <b>MD: Michael Tozzi</b>                      PETER WHITE... "Midnight"                      GRANT GEISSMAN "Save?"                      HEADS UP SUPER BAND "Street"</p>	<p><b>KIFM/San Diego, CA</b>  <b>PD: Mike Vasquez</b>  <b>APD/ MD: Kelly Cole</b>                      No Adds</p>	<p><b>KOAZ/Tucson, AZ</b>  <b>PD: Erik Fox</b>                      JOHN TESH F/DALIA "Mother"</p>
<p><b>WNUA/Chicago, IL</b>  <b>PD: Bob Kaake</b>  <b>MD: Steve Stiles</b>                      No Adds</p>	<p><b>KEZL/Fresno, CA</b>  <b>PD: Angie Handa</b>                      CRAIG CHAOUICO "Holding"                      WARREN HILL "Turn"                      GRANT GEISSMAN "Save?"</p>	<p><b>KRVR/Modesto, CA</b>  <b>PD: Jim Bryan</b>  <b>MD: Doug Wulff</b>                      WARREN HILL "Turn"                      JK "Hook"                      RAMSEY LEWIS "Serenade"                      LA ESPERANZA "Bahia"                      PATTI AUSTIN "Don't"</p>	<p><b>KYOT/Phoenix, AZ</b>  <b>PD/ MD: Nick Francis</b>                      No Adds</p>	<p><b>KKSF/San Francisco, CA</b>  <b>PD: Paul Goldstein</b>  <b>APD: Roger Coryell</b>  <b>MD: Blake Lawrence</b>                      PETER WHITE... "Midnight"                      PATTI AUSTIN "Don't"</p>	<p><b>WJZW/Washington, DC</b>  <b>PD: Kenny King</b>                      WARREN HILL "Turn"</p>
<p><b>WVAE/Cincinnati, OH</b>  <b>DM: T.J. Holland</b>  <b>APD/ MD: Steve Wiersman</b>                      WARREN HILL "Turn"</p>	<p><b>WFSJ/Jacksonville, FL</b>  <b>PD: Hank Dole</b>  <b>APD/ MD: Craig Williams</b>                      WARREN HILL "Turn"                      NAJEE "Room"</p>	<p><b>KXDC/Monterey, CA</b>  <b>PD/ MD: Scott O'Brien</b>                      CHESTNUT &amp; BAKER "Summertime"                      PATTI AUSTIN "Don't"                      BRIAN MCKNIGHT "Anytime"                      WARREN HILL "Turn"</p>	<p><b>WJJJ/Pittsburgh, PA</b>  <b>PD: Carl Anderson</b>  <b>MD: Herschel</b>                      RICHARD ELLIOT "Here"                      WALTER BEASLEY "Feel"</p>	<p><b>KQJZ/San Luis Obispo, CA</b>  <b>PD: Andy Morris</b>  <b>MD: David Atwood</b>                      RICHARD ELLIOT "Here"                      PETER WHITE... "Midnight"                      WARREN HILL "Turn"</p>	<p><b>51 Total Reporters</b>  <b>50 Current Reporters</b>  <b>49 Current Playlists</b></p>
<p><b>WNWV/Cleveland, OH</b>  <b>PD/ MD: Bernie Kimble</b>                      FOURPLAY "Vest"                      GRANT GEISSMAN "Save?"                      GREGG KARUKAS "Cruisin'"                      RAMSEY LEWIS "Serenade"</p>	<p><b>KCIY/Kansas City, MO</b>  <b>PD: Tom Land</b>  <b>MD: Michelle Chase</b>                      JOHN TESH F/DALIA "Mother"                      WARREN HILL "Turn"</p>	<p><b>WOCJ/New York, NY</b>  <b>PD: John Mullen</b>  <b>MD: Rick Laboy</b>                      GEORGE BENSON "Fly"                      CHUCK LOEB "Beneath"</p>	<p><b>WSMJ/Richmond, VA</b>  <b>PD/ MD: Tommy Fleming</b>                      VESTA "Today"                      NAJEE "Room"                      TUCK &amp; PATTI "Air"</p>	<p><b>KMGQ/Santa Barbara, CA</b>  <b>APD/ MD: Steve Bauer</b>                      FOURPLAY "Vest"                      JK "Hook"                      PETER WHITE... "Midnight"                      ALFONZO BLACKWELL "Passion"                      VESTA "Somebody"                      WARREN HILL "Turn"</p>	<p><b>Did Not Report</b>                      Playlist Frozen (1):                      WJZF/Atlanta, GA</p>

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# NAC/SMOOTH JAZZ PLAYLISTS

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**CD 101.9**  
MARKET #1  
WDCB/Chicago  
(712) 352-1019  
Mullen/Laboy

**PLAYS**

PL	TR	LF	TR	ARTIST/TITLE
32	30	34	24	FOURPLAY/Soul The One
32	32	33	33	CHRIS STANDING/Cool Shades
19	31	33	33	SOUL BALLETT/Big Girl
32	33	32	32	KIM WATERS/Nightfall
32	34	31	24	STEVE COLE/When I Think Of You
24	24	24	24	MARC ANTOINE/Sunday
24	24	24	24	BRIAN BROMBERG/Hero
24	24	24	24	PEABO BRYSON/My Heart Belongs...
24	24	24	24	BOB WATERS/When I Dream
24	24	24	24	LUTHER VANDROSS/Know
24	24	24	24	GREGG KARUKAS/Blue Touch
-	-	-	-	28 BONEY JAMES/Innocence
-	-	-	-	GEORGE BENSON/By Night
-	-	-	-	CHUCK LOEB/Beneath The Light

**KTWW**  
MARKET #1  
KTWW/Chicago  
(312) 840-1180  
Bridie/Stewart

**PLAYS**

PL	TR	LF	TR	ARTIST/TITLE
25	23	23	23	STEVE COLE/When I Think Of You
16	21	22	22	JACKIE McLEAN
19	21	19	21	AVENUE BLU/Always There
12	18	21	21	BOB WATERS/When I Dream
20	21	24	24	PEACE OF MIND/Peace Of Mind
21	19	19	19	LEE RITENOUR/Oh Yeah
20	17	16	16	BRICKMAN FROZ/Partners In Crime
18	15	16	16	DOWN TO THE BONE/State Island Groove
13	14	13	13	ROB HARMON/Blue Soul
13	15	15	15	SHAKATA/When In The Night
14	16	15	15	LOUIE SHELTON/When I Dream
17	14	15	15	SOUL BALLETT/Big Girl
16	14	15	15	GRANT GEISSMAN/Did I Save?
15	14	13	13	ERIC MARIENTHAL/Here In My Heart
15	13	13	13	MARC ANTOINE/Sunday
14	12	13	13	GEORGE BENSON/By Night
17	13	13	13	RAMSEY LEWIS/Forever
-	9	12	13	ERIC MARIENTHAL/Here In My Heart
15	14	13	13	BRIAN SAVAGE/Soul Temptation
-	12	12	12	PETER WHITE...Midnight Ill...
-	3	11	11	RICKY JONES/It's In My Heart
10	10	11	11	BRIAN BROMBERG/Hero
10	11	11	11	ROB HARMON/Blue Soul
11	12	8	8	GEORGE BENSON/Stand Together
11	10	10	10	LUTHER VANDROSS/Know
11	9	10	10	MARILYN SCOTT/The Look Of Love
10	12	11	11	BRIAN MCKENIGHT/Anytime
12	10	12	12	CECE WINANS/What About You
13	11	13	13	RICK BRAUN/Hollywood & Vine
6	8	7	4	CRAIG CHADQUIC/Striding Back

**WMAA 95.5**  
MARKET #1  
WMAA/Chicago  
(312) 645-9550  
Kaake/Stiles

**PLAYS**

PL	TR	LF	TR	ARTIST/TITLE
24	23	21	24	MARC ANTOINE/Sunday
24	23	21	21	KIM WATERS/Nightfall
19	20	21	21	SOUL BALLETT/Big Girl
19	23	20	20	RAMSEY LEWIS/Forever
17	17	13	13	DOWN TO THE BONE/State Island Groove
20	22	19	19	LEE RITENOUR/Oh Yeah
18	14	10	10	ED HAMILTON/My Love
12	16	19	19	WALTER BEASLEY/Feel You
19	19	17	17	LUTHER VANDROSS/Know
12	15	12	12	CHUCK LOEB/Beneath The Light
22	19	17	17	KENNY G/Baby G
21	19	17	17	STEVE COLE/When I Think Of You
20	16	16	16	BRICKMAN FROZ/Partners In Crime
-	-	-	-	6 PETER WHITE...Midnight Ill...
14	16	12	12	GEORGE BENSON/By Night
21	15	13	13	FOUR 80 EAST/Eastside
5	23	13	13	FOURPLAY/Soul The One
5	23	11	11	BRIAN BROMBERG/Hero
14	13	18	18	DAKOTA MOORE/Promise I Make
19	17	17	17	CHUCK LOEB/Beneath The Light
8	5	8	8	RICK BRAUN/Hollywood & Vine
2	7	7	7	JEFF LOBER/Watching The Sun Set
-	-	-	-	4 ERIC MARIENTHAL/Here In My Heart
-	-	-	-	4 BONEY JAMES/Innocence
8	12	10	10	BRIAN CULBERTSON/On My Mind

**103.7 KKSF**  
MARKET #1  
KKSF/San Francisco  
(415) 975-5555  
Goldstein/Lawrence

**PLAYS**

PL	TR	LF	TR	ARTIST/TITLE
11	17	23	23	WALTER BEASLEY/Feel You
22	22	22	22	BRIAN CULBERTSON/Straight To
23	23	23	23	GEORGE BENSON/By Night
22	21	22	22	CHUCK LOEB/Beneath The Light
22	24	24	24	BONEY JAMES/Innocence
22	22	22	22	SOUL BALLETT/Big Girl
23	22	22	22	CHRIS STANDING/Cool Shades
15	15	16	16	MARC ANTOINE/Sunday
12	15	17	17	BRIAN BROMBERG/Hero
11	11	16	16	BRIAN SAVAGE/Soul Temptation
14	15	15	15	LEE RITENOUR/Oh Yeah
22	16	15	15	BRIAN HUGHES/One 2 One
-	-	-	-	14 SHAKATA/When In The Night
16	15	14	14	RICK BRAUN/Hollywood & Vine
12	14	14	14	BRICKMAN FROZ/Partners In Crime
12	13	13	13	ERIC CLAPTON/My Father's Eyes
11	11	12	12	KENZO MATSU/Forever, Forever
12	11	12	12	LUTHER VANDROSS/Know
11	9	12	12	DAKOTA MOORE/Promise I Make
12	14	13	13	WALTER BEASLEY/Feel You
-	-	-	-	10 DAVE KOZ/It's In My Heart
14	14	17	17	STEVE COLE/When I Think Of You
-	-	-	-	8 RICKY JONES/It's In My Heart
9	10	7	7	OPIN DOOR/The Curved Sky
-	-	-	-	8 RICK WATERS/When I Dream
7	6	7	7	RAMSEY LEWIS/Forever
-	-	-	-	PETER WHITE...Midnight Ill...
-	-	-	-	PATTI AUSTIN/Don't Go Away

**Smooth Jazz WJZZ 106.1**  
MARKET #1  
WJZZ/Philadelphia  
(610) 667-3939  
Gress/Tozzi

**PLAYS**

PL	TR	LF	TR	ARTIST/TITLE
13	20	32	32	BRICKMAN FROZ/Partners In Crime
32	32	32	32	LEE RITENOUR/Oh Yeah
32	32	32	32	ALFORD BLACKWELL/Passion
32	32	32	32	FOURPLAY/Soul The One
32	32	32	32	STEVE COLE/When I Think Of You
32	32	31	31	MARC ANTOINE/Sunday
19	27	27	27	LUTHER VANDROSS/Stand Together
13	16	17	17	CHRISTINA WANG/Get Back...
13	15	17	17	BRIAN MCKENIGHT/Anytime
-	-	-	-	6 BABYFACE/When I Think Of You
-	-	-	-	6 ERIC MARIENTHAL/Here In My Heart
13	14	15	15	SOUL BALLETT/Big Girl
13	14	14	14	TONY DARRIEL/Blue Soul
14	15	15	15	BRIAN TARDUCCI/Forever Jam
12	14	14	14	ED HAMILTON/My Love
12	13	13	13	KENNY G/Baby G
13	14	15	15	RICK BRAUN/Hollywood & Vine
13	15	15	15	QUINCY MILLER/Like An Eagle
13	14	14	14	GREGG KARUKAS/Crusin' You
13	14	14	14	BONEY JAMES/Innocence
13	15	14	14	CHRIS CAMERON/My Dancing Heart
13	15	14	14	GEORGE BENSON/By Night
12	14	14	14	LUTHER VANDROSS/Stand Together
-	-	-	-	PETER WHITE...Midnight Ill...
-	-	-	-	GRANT GEISSMAN/Did I Save?
-	-	-	-	HEADS UP SUPER BAND/Sweet Street

**CASIS 107.5**  
MARKET #1  
KQAM/Dallas  
(214) 630-3011  
Fischer

**PLAYS**

PL	TR	LF	TR	ARTIST/TITLE
24	26	26	26	RICK BRAUN/Hollywood & Vine
24	26	26	26	SOUL BALLETT/Big Girl
23	27	27	27	MARC ANTOINE/Sunday
26	26	26	26	BRICKMAN FROZ/Partners In Crime
-	-	-	-	28 PETER WHITE...Midnight Ill...
6	23	25	25	GEORGE BENSON/By Night
11	15	16	16	ERIC MARIENTHAL/Here In My Heart
14	15	17	17	LUTHER VANDROSS/Stand Together
15	16	15	15	RICHARD ELLIOT/Here And Now
13	14	15	15	BRIAN BROMBERG/Hero
13	14	15	15	BONEY JAMES/Innocence
15	14	17	17	GREGG KARUKAS/Simone
15	17	17	17	KENNY G/Baby G
14	17	17	17	PHIL PERRY/One Heart One Love
14	17	16	16	BRIAN MCKENIGHT/Anytime
14	17	14	14	BRIAN CULBERTSON/On My Mind
13	17	14	14	BRIAN SAVAGE/Soul Temptation
9	11	9	9	CHRIS STANDING/Cool Shades
-	-	-	-	12 WALTER BEASLEY/Feel You
8	9	11	11	KENZO MATSU/Forever, Forever
8	9	11	11	BOB WATERS/When I Dream
24	16	11	11	FOURPLAY/Soul The One
22	16	11	11	LEE RITENOUR/Oh Yeah
6	5	10	10	ED HAMILTON/My Love
9	9	9	9	CHUCK LOEB/Beneath The Light
9	10	11	11	JOE MCBRIDE/Watching The Sun Set
-	-	-	-	7 CRAIG CHADQUIC/Striding Back
-	-	-	-	WARREN HILL/Turn Out The Lights
-	-	-	-	PHIL COLLINS/Three Colors

**V98.7**  
MARKET #1  
WWW/Oakland  
(415) 855-5100  
Sleeter/Kovach

**PLAYS**

PL	TR	LF	TR	ARTIST/TITLE
20	21	19	19	MARC ANTOINE/Sunday
19	20	19	19	BRICKMAN FROZ/Partners In Crime
21	20	19	19	SOUL BALLETT/Big Girl
20	19	19	19	LEE RITENOUR/Oh Yeah
10	8	10	10	BONEY JAMES/Innocence
10	8	10	10	EARL KLUCHER/Before You Go
8	10	10	10	GEORGE BENSON/By Night
-	-	-	-	10 PETER WHITE...Midnight Ill...
11	10	10	10	MARILYN SCOTT/The Look Of Love
20	10	9	9	FOURPLAY/Soul The One
10	9	10	10	CHUCK LOEB/Beneath The Light
20	9	10	10	STEVE COLE/When I Think Of You
17	9	10	10	KENNY G/Baby G
12	11	10	10	LUTHER VANDROSS/Stand Together
11	10	10	10	ED HAMILTON/My Love
10	10	10	10	DOWN TO THE BONE/State Island Groove
-	-	-	-	10 WALTER BEASLEY/Feel You
-	-	-	-	9 CHRIS STANDING/Cool Shades
11	10	10	10	RICK BRAUN/Hollywood & Vine
11	9	10	10	RICK BRAUN/Hollywood & Vine
11	14	13	13	BRIAN MCKENIGHT/Anytime
11	14	13	13	BRIAN SAVAGE/Soul Temptation
-	-	-	-	5 ERIC MARIENTHAL/Here In My Heart
-	-	-	-	5 BONEY JAMES/Innocence
-	-	-	-	5 RICHARD ELLIOT/Here And Now
-	-	-	-	7 CRAIG CHADQUIC/Striding Back
-	-	-	-	5 BRIAN CULBERTSON/On My Mind
-	-	-	-	7 MARCUS JONES/On The Neck Factor
-	-	-	-	7 WARREN HILL/Turn Out The Lights

**Smooth Jazz 106.5**  
MARKET #1  
WJZZ/Washington  
(202) 895-2300  
King

**PLAYS**

PL	TR	LF	TR	ARTIST/TITLE
28	26	27	27	KENNY G/Baby G
10	28	27	27	BRICKMAN FROZ/Partners In Crime
20	28	27	27	SOUL BALLETT/Big Girl
28	28	27	27	MARC ANTOINE/Sunday
28	28	27	27	GEORGE BENSON/By Night
7	9	8	8	BONEY JAMES/Innocence
10	10	10	10	EARL KLUCHER/Before You Go
16	16	16	16	GEORGE BENSON/By Night
16	16	16	16	BRIAN MCKENIGHT/Anytime
16	16	16	16	MARILYN SCOTT/The Look Of Love
17	16	16	16	LEE RITENOUR/Oh Yeah
17	16	16	16	ROB HARMON/Blue Soul
17	16	16	16	LUTHER VANDROSS/Stand Together
24	10	11	11	CHUCK LOEB/Beneath The Light
26	10	11	11	STEVE COLE/When I Think Of You
8	11	9	9	KENZO MATSU/Forever, Forever
11	10	10	10	ROB HARMON/Blue Soul
12	11	9	9	CHRIS STANDING/Cool Shades
-	-	-	-	9 ERIC MARIENTHAL/Here In My Heart
0	11	11	11	BRIAN SAVAGE/Soul Temptation
6	11	11	11	PETER WHITE...Midnight Ill...
28	11	11	11	FOURPLAY/Soul The One
12	9	9	9	RICK BRAUN/Hollywood & Vine
12	9	9	9	RICK BRAUN/Hollywood & Vine
21	9	9	9	FOURPLAY/Soul The One
-	-	-	-	9 WALTER BEASLEY/Feel You
6	11	9	9	RICK BRAUN/Hollywood & Vine
6	11	9	9	ERIC MARIENTHAL/Here In My Heart
5	6	11	11	RICHARD ELLIOT/Here And Now
7	7	5	5	CRAIG CHADQUIC/Striding Back
-	-	-	-	5 BRIAN CULBERTSON/On My Mind
-	-	-	-	7 MARCUS JONES/On The Neck Factor
-	-	-	-	7 WARREN HILL/Turn Out The Lights

**Smooth 96.9**  
MARKET #1  
WJZZ/Washington  
(617) 254-9267  
Maldonado

**PLAYS**

PL	TR	LF	TR	ARTIST/TITLE
25	17	17	17	SOUL BALLETT/Big Girl
28	19	21	21	STEVE COLE/When I Think Of You
24	20	20	20	KENNY G/Baby G
11	18	18	18	CHUCK LOEB/Beneath The Light
12	17	17	17	PEACE OF MIND/Peace Of Mind
20	18	18	18	GEORGE BENSON/By Night
24	17	17	17	ED HAMILTON/My Love
23	22	22	22	LUTHER VANDROSS/Stand Together
23	22	22	22	MARC ANTOINE/Sunday
22	16	16	16	DOWNING & ALBRIGHT/Step, Look...
25	16	16	16	ROB HARMON/Blue Soul
25	16	16	16	BRIAN MCKENIGHT/Anytime
10	8	8	8	ERIC MARIENTHAL/Here In My Heart
22	8	8	8	KENZO MATSU/Forever, Forever
12	10	11	11	MARC ANTOINE/Sunday
10	8	8	8	BRIAN BROMBERG/Hero
-	-	-	-	6 BONEY JAMES/Innocence
9	8	8	8	JOE MCBRIDE/Watching The Sun Set
7	11	11	11	WALTER BEASLEY/Feel You
7	11	11	11	WALTER BEASLEY/Feel You
6	5	6	6	RICK BRAUN/Hollywood & Vine
12	9	9	9	RICK BRAUN/Hollywood & Vine
21	9	9	9	FOURPLAY/Soul The One
-	-	-	-	9 PETER WHITE...Midnight Ill...
20	10	9	9	LEE RITENOUR/Oh Yeah

**Smooth Jazz 106.9**  
MARKET #1  
WJZZ/Atlanta  
(404) 654-9494  
Michael Taylor

**PLAYS**

||
||
||



CYNDEE MAXWELL

## Exploring The Rap Side Of Rock

**Nineteen years after the first rap record, the genre intermarries with rock**

Typically, rock has always been defined as two or three guitars and drums, with the core rock sound represented by artists like Led Zeppelin, AC/DC, and Jimi Hendrix. And while many industry die-hard rock purists have always been appalled when the format's stalwart artists experiment (David Bowie's "Fame" and "Golden Years," the Stones' "Miss You," and Van Halen's "Jump"), there is no denying that music is a progressive art, and new sounds and styles will continue to develop.

Some styles come and go (do I have to say the "d" word?). But one genre that is now as much a part of American music as rock itself is increasingly crossing over to rock — rap. Over the last decade, rap has gone from inner-city subculture to white suburban mainstay. It is mutating into other forms of music, most notably (for this discussion, at least) punk and rock. And it's here to stay.

### Growing Big And Fast

Many programmers have been embracing rap-flavored records and are discovering overwhelming success. WAAF/Boston PD Dave Douglas admits he was apprehensive about the new Beastie Boys track, "Intergalactic," but knowing the appeal of the band in the market, he added it out of the box, starting with nighttime airplay. "It just grew so big and so fast that we were forced to open it up to all dayparts," he remarks. "We may hear from a vocal minoxity about how they don't like rap, and the Beasties and Rage Against The Machine are their examples. But when we research this stuff and look at sales figures, it's a huge factor. Obviously you should look at what is bigger, the complaints or the sales and research, and do what your audience tells you to do."



Dave Douglas

Douglas is mindful of shifting demographics and how that relates to programming decisions. "The traditional 25-34 Rock radio user has changed in the last five to eight years. A new influx of the former 18-24-year-olds is now in the 25-34 cell. I think a lot of programmers are still thinking of that cell in an outdated way. The demo has shifted, and programmers haven't shifted with them. They're following that 30+ rock guy, but if they want to be an 18-34-year-old Rock station, they need to understand that this is not just an under-25 phenomenon. The audience is more accepting of rap-tinged rock, because they grew up with it."

But Douglas cautions that it doesn't mean the entire sound of the station will change. "You'll hear more of it, but you certainly won't hear it back-to-back."

### Intergalactic Power

WXTM (Extreme Radio)/St. Louis PD Tommy Mattern agrees that this music appeals greatly to the male 18-34 segment. "They're totally into it. In fact, two of the records I have in power rotation right now are Beastie Boys' 'Intergalactic,' which has been my best-testing record for the last three to four weeks in my callout, and Rage Against The Machine's 'No Shelter,' which has been my No. 2 best-testing record.

"As far as the rap goes," he continues, "it's a big part of the radio station, and it fits in perfectly. We get no negativity on it, which surprised me with the Beastie Boys. I don't know if I could see a person who likes Metallica and the Beastie Boys — two different types of music, as far as I'm concerned, but judging by my callout, those records fit fine together. Some of the other records I'm playing, like Korn, Limp Bizkit,

**I don't know if I could see a person who likes Metallica and the Beastie Boys — two different types of music, as far as I'm concerned, but judging by my callout, those records fit fine together.**

—Tommy Mattern

Incubus, Kid Rock, One Minute Silence — a lot of these harder-edged bands have that rap kind of quality incorporated into them. We get no negatives, and it's a style of music that fits in perfect with an Active Rock format."

Clear Channel South Florida Regional PD Gregg Steele realized that for Active Rock WZTA (Zeta)/Miami, research and sales on the

Beasties were too strong to ignore. "The calls have been nonstop; it's easily been top five phones since we put the record on. When a band consistently sells in a market like Miami with nobody



Gregg Steele

playing the record, you'd be an absolute fool not to play it, regardless of the fact the Rock audience accepts this particular record. Plus, our first week of re-search was absolutely through the roof. The passion scores were unbelievable with the in-demo core."

Even though "Intergalactic" tested well after relatively few spins, Steele does point out that the high passion scores are coming from the lower end of his exclusively male research. "It is the younger end of the demo, but that's where it's much more familiar, so the ability to stretch the daypart is certainly possible. And by it being a nighttime record, if it's going to test, it will test first with that nighttime audience."

### It Just Has To Rock

Within its daypart, Steele says the song is working great, and that tracks like "(You Gotta) Fight For Your Right (To Party)" and "Sabotage" are successful library tracks for Zeta. The bottom line, however, has to deal with serving the audience a balanced diet. "We're not looking to exploit a genre of music, but we are interested in songs that really touch the core. Perhaps Kid Rock and other records have the ability to do that, but you have to make sure that you don't put on so many of these types of records that it potentially changes the feel of the station. However, a guy who listens to Van Halen, Eve 6, Pearl Jam, and Creed is a contemporary music fan who understands and enjoys many different types of music. He isn't superserved by one particular brand of music, other than 'it just has to rock.' We want to be a contemporary Rock station for anyone who likes popular music."

WKLQ/Grand Rapids MD Mark Feurie believes that harder rock and rap share a lot of common ground, and says he learned this precept a few years ago. "It started with bands like 311 and Rage Against The Machine. The big step for us was when we added Insane Clown Posse, which was real rap-flavored. At the time, we were trying to get back to our Active Rock roots and let the lis-

## Tracking Sheets

Here are some of the stations that are supporting rap-flavored rock with at least double-digit spins. They are listed in order of number of plays per week and market size during the airplay period of September 14-20.

<b>BEASTIE BOYS, "Intergalactic"</b>	WBUZ/Toledo	14
WXTM/St. Louis	WZNF/Champaign, IL	12
WQXA/Harrisburg	WXTM/St. Louis	11
KRAB/Bakersfield	KRZR/Fresno	11
WKRK/Detroit	KRQC/Monterey	11
WKLQ/Grand Rapids	KIBZ/Lincoln, NE	11
KICT/Wichita	WYSP/Philadelphia	10
KRQR/Chico, CA	WAMX/Huntington, WV	10
WZBH/Salisbury, MD	KRQR/Chico, CA	10
WYYX/Panama City, FL		
WZTA/Miami		
KBPI/Denver		
	<b>RAGE AGAINST THE MACHINE, "No Shelter"</b>	
	WXTM/St. Louis	39
<b>KID ROCK, "I Am The Bulldog"</b>	WKRK/Detroit	38
WHMH/St. Cloud, MN	WZNF/Champaign, IL	18
WAAF/Boston	WBUZ/Toledo	17
WKLQ/Grand Rapids	KNJY/Spokane	15
KNJY/Spokane	WAAF/Boston	12
KRXQ/Sacramento	WTFX/Louisville	12

tener know that we 'shut up and rock.' That imaged us as a station that rocks hard. But it's different with the Beastie Boys. Our night jock drives a truck with a Confederate flag in the back, and he doesn't think the Beasties are a rap band. To him, they are rock. There are white people in this market who will kick your ass if you tell them it's a rap band. It blows me away, but that's the way it is up here.

"For our younger demos, that stuff is in the same league as heavy metal and hard rock. The kids who love Korn and Limp Bizkit are loving the new Kid Rock and digging on the Beastie Boys and Insane Clown Posse. It works well for us."

For Feurie, "Intergalactic" has also opened itself up to other dayparts, and *Hello Nasty* continues to sell well in the Grand Rapids market. WKLQ was also able to own the Beasties, since their Alternative competitor wasn't on the record. "When we found out they weren't

playing it, we started spiking it at night, and the phones went ballistic."

### Four-Wheel Drive

Programming a radio station is frequently described as driving down one particular lane of traffic. While the middle of the lane equates to the center of the radio station, stations that can let their wheels cross the left and right lines on occasion find it easier to experiment with new rock sounds as the genre continues to develop.

R&R Rock Asst. Editor Frank Correia contributed to this column.

### TALK BACK TO R&R!

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

Call me at (310) 788-1668 or e-mail: max@roonline.com

**THE DINER JUNKIES**

X (lucy say goodbye)

"Great song from a great band that just loves to play. Isn't that what it's all about?" — Jim Stone WZZO/Terre Haute

"X is a great song. It's great for our playlist." — Randy KNSX/SI Louis

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
3	2	2	1	<b>CREED</b> What's This Life For ( <i>Wind-up</i> )	1722	1701	1616	1530	81/2
1	1	1	2	<b>KENNY WAYNE SHEPHERD</b> Somehow... ( <i>Revolution/Reprise</i> )	1649	1719	1818	1797	77/0
7	6	5	3	<b>KISS</b> Psycho Circus ( <i>Mercury</i> )	1593	1414	1212	1067	84/0
2	3	3	4	<b>DAYS OF THE NEW</b> The Down Town ( <i>Outpost/Geffen</i> )	1546	1625	1597	1696	70/0
5	4	4	5	<b>AEROSMITH</b> What Kind Of Love Are You On ( <i>Columbia</i> )	1415	1420	1308	1242	72/0
16	9	7	6	<b>JOHN MELLENCAMP</b> Your Life Is Now ( <i>Columbia</i> )	1135	1025	930	680	58/0
—	27	12	7	<b>GOO GOO DOLLS</b> Slide ( <i>Warner Bros.</i> )	977	825	421	68	74/6
10	10	8	8	<b>MONSTER MAGNET</b> Space Lord ( <i>A&amp;M</i> )	957	950	917	876	59/1
14	13	11	9	<b>EVE 6</b> Inside Out ( <i>RCA</i> )	940	856	757	703	62/4
17	14	13	10	<b>SCREAMIN' CHEETAH WHEELIES</b> Boogie King ( <i>Capricorn/Mercury</i> )	854	783	751	679	63/1
4	5	6	11	<b>CANDLEBOX</b> It's Alright ( <i>Maverick/WB</i> )	844	1064	1262	1394	54/0
—	38	19	12	<b>JONNY LANG</b> Still Rainin' ( <i>A&amp;M</i> )	833	638	249	38	64/10
28	24	22	13	<b>LENNY KRAVITZ</b> Fly Away ( <i>Virgin</i> )	756	615	458	385	58/6
18	17	16	14	<b>ROD STEWART</b> Rocks ( <i>Warner Bros.</i> )	756	716	709	600	52/0
35	31	23	15	<b>HOLE</b> Celebrity Skin ( <i>DGC/Geffen</i> )	721	597	380	266	59/2
15	12	14	16	<b>BROTHER CANE</b> Machete ( <i>Virgin</i> )	719	720	768	691	52/1
6	7	9	17	<b>SEVEN MARY THREE</b> Over Your Shoulder ( <i>Mammoth/Atlantic</i> )	712	925	1055	1154	42/0
19	16	17	18	<b>METALLICA</b> Better Than You ( <i>Elektra/EEG</i> )	703	684	710	596	55/0
8	8	10	19	<b>DISHWALLA</b> Once In A While ( <i>A&amp;M</i> )	680	859	956	985	47/0
9	11	15	20	<b>AEROSMITH</b> I Don't Want To Miss A Thing ( <i>Columbia</i> )	632	718	798	925	40/0
13	19	18	21	<b>FUEL</b> Shimmer ( <i>550 Music</i> )	599	675	673	708	39/1
30	22	25	22	<b>SEMISONIC</b> Singing In My Sleep ( <i>MCA</i> )	590	514	473	358	49/2
11	18	21	23	<b>GOO GOO DOLLS</b> Iris ( <i>Warner Sunset/Reprise</i> )	547	624	690	862	41/0
23	20	24	24	<b>KENNY WAYNE SHEPHERD</b> Blue On Black ( <i>Revolution/Reprise</i> )	510	520	541	514	45/0
29	28	26	25	<b>FASTBALL</b> Fire Escape ( <i>Hollywood</i> )	498	412	417	371	44/1
12	15	20	26	<b>PEARL JAM</b> In Hiding ( <i>Epic</i> )	445	634	728	851	33/0
31	32	30	27	<b>ROB ZOMBIE</b> Dragula ( <i>Geffen</i> )	427	383	338	330	44/2
—	—	34	28	<b>JACKYL</b> We're An American Band ( <i>Geffen</i> )	423	311	119	52	44/6
36	33	32	29	<b>LOCAL H</b> All The Kids Are Right ( <i>Island</i> )	386	355	282	255	40/4
26	26	28	30	<b>HOOTIE &amp; THE BLOWFISH</b> I Will Wait ( <i>Atlantic</i> )	372	406	425	414	25/0
44	37	35	31	<b>MOON DOG MAME</b> Turn It Up ( <i>Eureka</i> )	340	296	251	182	33/1
22	23	27	32	<b>DAVE MATTHEWS BAND</b> Stay (Wasting Time) ( <i>RCA</i> )	335	410	470	550	22/0
41	39	41	33	<b>FLYS</b> Got You (Where I Want You) ( <i>Trauma/Delicious Vinyl</i> )	328	249	245	227	36/5
47	40	36	34	<b>FINGER ELEVEN</b> Quicksand ( <i>Wind-up</i> )	309	278	231	171	38/4
<b>DEBUT</b>	<b>35</b>	<b>36</b>	<b>35</b>	<b>MOTLEY CRUE</b> Bitter Pill ( <i>Motley/Beyond</i> )	299	159	10	—	42/16
20	21	29	36	<b>JIMMY PAGE/ROBERT PLANT</b> Shining In The Light ( <i>Atlantic</i> )	274	389	489	580	24/0
46	41	40	37	<b>SECOND COMING</b> Soft ( <i>Capitol</i> )	264	255	231	174	31/2
21	25	31	38	<b>STORYVILLE</b> Born Without You ( <i>Atlantic</i> )	263	357	433	576	20/0
38	36	37	39	<b>SMASHING PUMPKINS</b> Perfect ( <i>Virgin</i> )	260	274	259	254	17/0
49	47	42	40	<b>MARILYN MANSON</b> The Dope Show ( <i>Nothing/Interscope</i> )	256	231	178	166	25/3
24	29	33	41	<b>JERRY CANTRELL</b> My Song ( <i>Columbia</i> )	229	322	404	496	18/0
—	—	45	42	<b>PEARL JAM</b> Do The Evolution ( <i>Epic</i> )	226	213	78	13	23/1
39	44	44	43	<b>LYNYRD SKYNYRD</b> Berneice ( <i>CMC</i> )	225	219	214	249	19/0
42	43	39	44	<b>RAMMSTEIN</b> Du Hast ( <i>Slash/London/Island</i> )	221	265	224	224	18/0
34	42	43	45	<b>FASTBALL</b> The Way ( <i>Hollywood</i> )	216	228	226	268	19/0
32	35	38	46	<b>TRAGICALLY HIP</b> Poets ( <i>Sire</i> )	213	265	275	277	19/0
—	50	46	47	<b>STABBING WESTWARD</b> Sometimes It Hurts ( <i>Columbia</i> )	194	199	162	143	29/4
—	—	47	48	<b>KORN</b> Got The Life ( <i>Immortal/Epic</i> )	185	195	138	111	19/1
<b>DEBUT</b>	<b>49</b>	<b>50</b>	<b>49</b>	<b>JIMMY PAGE/ROBERT PLANT</b> Sons Of Freedom ( <i>Atlantic</i> )	169	162	96	6	14/0
—	—	50	50	<b>ECONOLINE CRUSH</b> Surefire (Never Enough) ( <i>Restless</i> )	167	162	102	57	26/0

This chart reflects airplay from September 21-27. Songs ranked by total plays. Highlighted songs indicate Breaker. 87 Rock reporters. 83 Current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

## NEW & ACTIVE

**BRIAN MAY** Business (*Hollywood*)  
Total Plays: 167, Total Stations: 20, Adds: 1

**BARENAKED LADIES** One Week (*Reprise*)  
Total Plays: 162, Total Stations: 9, Adds: 0

**MATCHBOX 20** Back 2 Good (*Lava/Atlantic*)  
Total Plays: 157, Total Stations: 20, Adds: 7

**U2** Sweetest Thing (*Island*)  
Total Plays: 133, Total Stations: 37, Adds: 37

**FUEL** Bittersweet (*550 Music*)  
Total Plays: 128, Total Stations: 24, Adds: 6

**COWBOY MOUTH** Whatcha Gonna Do? (*MCA*)  
Total Plays: 124, Total Stations: 18, Adds: 2

**BIG WRECK** Blown Wide Open (*Atlantic*)  
Total Plays: 121, Total Stations: 14, Adds: 2

**SMERYL CROW** My Favorite Mistake (*A&M*)  
Total Plays: 120, Total Stations: 8, Adds: 0

**INDIGENOUS** Now That You're Gone (*Pachyderm*)  
Total Plays: 119, Total Stations: 14, Adds: 4

**PUSHMONKEY** Handslide (*Arista*)  
Total Plays: 116, Total Stations: 13, Adds: 1

Songs ranked by total plays

## BREAKERS

No Songs Qualified For Breaker Status This Week

## MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
<b>U2</b> Sweetest Thing ( <i>Island</i> )	37
<b>CANDLEBOX</b> 10,000 Horses ( <i>Maverick/WB</i> )	21
<b>MOTLEY CRUE</b> Bitter Pill ( <i>Motley/Beyond</i> )	16
<b>JONNY LANG</b> Still Rainin' ( <i>A&amp;M</i> )	10
<b>ANOUK</b> Nobody's Wife ( <i>Columbia</i> )	8
<b>MATCHBOX 20</b> Back 2 Good ( <i>Lava/Atlantic</i> )	7
<b>FUEL</b> Bittersweet ( <i>550 Music</i> )	6
<b>GOO GOO DOLLS</b> Slide ( <i>Warner Bros.</i> )	6
<b>JACKYL</b> We're An American Band ( <i>Geffen</i> )	6
<b>LENNY KRAVITZ</b> Fly Away ( <i>Virgin</i> )	6

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>JONNY LANG</b> Still Rainin' ( <i>A&amp;M</i> )	+195
<b>KISS</b> Psycho Circus ( <i>Mercury</i> )	+179
<b>MATCHBOX 20</b> Back 2 Good ( <i>Lava/Atlantic</i> )	+157
<b>GOO GOO DOLLS</b> Slide ( <i>Warner Bros.</i> )	+152
<b>LENNY KRAVITZ</b> Fly Away ( <i>Virgin</i> )	+141
<b>MOTLEY CRUE</b> Bitter Pill ( <i>Motley/Beyond</i> )	+140
<b>U2</b> Sweetest Thing ( <i>Island</i> )	+133
<b>HOLE</b> Celebrity Skin ( <i>DGC/Geffen</i> )	+124
<b>JACKYL</b> We're An American Band ( <i>Geffen</i> )	+112
<b>JOHN MELLENCAMP</b> Your Life Is Now ( <i>Columbia</i> )	+110

## HOTTEST RECURRENTS

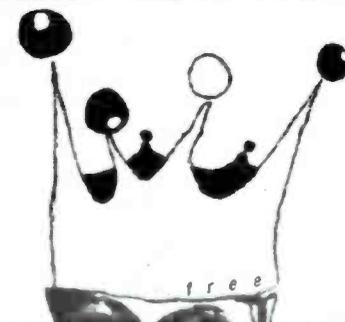
ARTIST TITLE LABEL(S)
<b>SEMISONIC</b> Closing Time ( <i>MCA</i> )
<b>MATCHBOX 20</b> Real World ( <i>Lava/Atlantic</i> )
<b>DAYS OF THE NEW</b> Touch, Peel, And Stand ( <i>Outpost/Geffen</i> )
<b>CREED</b> Torn ( <i>Wind-up</i> )
<b>CREED</b> My Own Prison ( <i>Wind-up</i> )
<b>MARCY PLAYGROUND</b> Sex And Candy ( <i>Capitol</i> )
<b>BROTHER CANE</b> I Lie In The Bed I Make ( <i>Virgin</i> )
<b>PEARL JAM</b> Wishist ( <i>Epic</i> )
<b>GREEN DAY</b> Time Of Your Life (Good Riddance) ( <i>Reprise</i> )
<b>DAYS OF THE NEW</b> Shelf In The Room ( <i>Outpost/Geffen</i> )

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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# REPORTERS

Stations and their ads listed alphabetically by market

## ROCK

**WONE/Akron, OH**  
 PD: J.D. Kunes  
 JERRY LANG "Ramen"  
 PETER WOLF "Tunin"

**WPXY/Albany, NY**  
 PD: John Cooper  
 TRAM "Fest"  
 U2 "Sweetest"  
 MOTO-BOX 20 "Back"

**KZRR/Albuquerque, NM**  
 OM: Frank Jason  
 PD: Phil Mahoney  
 MD: Rob Brothers  
 SEVENUUST "Blitz"  
 REAR FACTORY "Resurrection"  
 RYLS "Gut"  
 CANDLEBOX "Horses"  
 STABBING WESTWARD "Sometimes"  
 MONSTER MAGNET "Powering"

**WZZO/Allentown, PA**  
 PD: Robin Lee  
 MD: Keith Meyer  
 2 LOCAL H "Tide"  
 MOTLEY CRUE "Blitz"

**KWHL/Anchorage, AK**  
 PD: Dan Thomas  
 MD: Kathy Mitchell  
 U2 "Sweetest"  
 REAR FACTORY "Resurrection"  
 FEEDER "Decadent"

**WAPL/Appleton, WI**  
 PD: Randy Heston  
 HOLE "Touch"  
 SECOND COMING "Soft"  
 U2 "Sweetest"  
 FEEDER "Decadent"

**WKLS/Atlanta, GA**  
 PD: Pat Ervin  
 MD: Beth Kappale  
 JERRY LANG "Ramen"

**WZLX/Atlantic City, NJ**  
 PD: Steve Raymond  
 MD: Kathy Corio  
 7 ORY "Singles"  
 PEARL JAM "Evolution"  
 LEBBY KRANTZ "Ty"  
 CAMEL "Horses"  
 REAR FACTORY "Resurrection"  
 BIG WRECK "Blow"  
 MOTO-BOX 20 "Back"

**WKGB/Binghamton, NY**  
 PD: Jim Piro  
 MD: Tim Boland  
 CANDLEBOX "Horses"  
 LEBBY KRANTZ "Ty"

**WRQK/Canton, OH**  
 OM: Chuck Stevens  
 Asst. OM: Todd Damsard  
 STABBING WESTWARD "Sometimes"

**WPXC/Cape Cod, MA**  
 PD: Suzanne Tard  
 MD: Brian Kelly  
 GOO GOO DOLLS "Sleaz"  
 U2 "Sweetest"  
 STABBING WESTWARD "Sometimes"  
 CANDLEBOX "Horses"

**KRMA/Cedar Rapids, IA**  
 PD: Joe Nugent  
 15 EVE 6 "Inside"  
 U2 "Sweetest"

**WYBB/Charleston, SC**  
 PD: Charlie Kendall  
 JACQY "Band"  
 JERRY LANG "Ramen"

**WKLK/Charleston, WV**  
 PD: Mike Rappaport  
 Dave Murdock  
 U2 "Sweetest"  
 JERRY LANG "Ramen"

**WWWV/Charlottesville, VA**  
 PD: Rick Daniels  
 MD: Kym Blotky  
 U2 "Sweetest"  
 RYLS "Touch"  
 VAST "Touch"

**KFMF/Chico, CA**  
 PD: Marty Griffin  
 APD: Lisa Kelly  
 MONSTER MAGNET "Powering"

**WBBN/Cincinnati, OH**  
 OM: Scott Reinhardt  
 PD: Michael Walter  
 MD: Rick Jasso  
 No Ads

**WVRK/Columbus, GA**  
 PD: Brian Walters  
 1 FIVE EASY PIECES "Lovers"  
 CANDLEBOX "Horses"  
 ANOLK "Nobody"  
 MOTLEY CRUE "Blitz"  
 FRIGER ELEVEN "Quicksand"

**WRKL/Danbury, CT**  
 PD: Tom Boss  
 MD: Mary Stanton  
 JERRY LANG "Ramen"  
 RYLS "Blitz"  
 CANDLEBOX "Horses"

**WTUE/Days, OH**  
 PD: Christopher Galson  
 APD: John Banfield  
 LEBBY KRANTZ "Ty"

**KODS/Duluth, MN**  
 PD: Rick Church  
 APD: Bill Jones  
 U2 "Sweetest"  
 GOO GOO DOLLS "Sleaz"  
 LOCAL H "Tide"  
 FRIGER ELEVEN "Quicksand"

**KLAD/E Paso, TX**  
 PD: "Sugar" Bill Ramsey  
 APD: "Ding" Al Jones  
 MOTO-BOX 20 "Back"  
 U2 "Sweetest"  
 CANDLEBOX "Horses"  
 GRAY "Singles"

**WRKT/Erie, PA**  
 VP/Programming: Ron Kline  
 MD: Sammy Stone  
 RYLS "Blitz"  
 INDIGENOUS "Guns"

**KNED/Fayetteville, AR**  
 PD: Mark Morgan  
 MOLLY HITCHET "Moondog"  
 ANOLK "Nobody"  
 BIG WRECK "Blow"

**WZZR/Ft. Pierce, FL**  
 PD: Rich Desjardins  
 4 JACQY "Band"  
 TRAM "Fest"  
 CANDLEBOX "Horses"  
 EVE 6 "Inside"

**WKKE/Ft. Wayne, IN**  
 PD: Doc Morgan  
 SECOND COMING "Soft"  
 CANDLEBOX "Horses"  
 TRAM "Fest"

**WNDD/Gainesville, FL**  
 PD: Trevor Scott  
 MD: David Miller  
 MOTO-BOX 20 "Back"  
 INDIGENOUS "Guns"

**WQCM/Hagerstown, MD**  
 PD: David Miller  
 MD: Will Kaufman  
 U2 "Sweetest"  
 ANOLK "Nobody"  
 PETER WOLF "Tunin"

**WSTZ/Jackson, MS**  
 PD: Tiana Patterson  
 APD: Kevin Keith  
 JACQY "Band"  
 SOAK "D"  
 NEW RADICALS "Gut"  
 LIMP BLOTT "Fest"  
 BUGZY "Pizz"

**WRXK/Johnson City-Kingsport, TN**  
 PD: Mark E. McElwain  
 JERRY LANG "Ramen"  
 KORN "Lil"  
 MOTLEY CRUE "Blitz"

**WPKR/Kalamazoo, MI**  
 PD: Mike Ferris  
 APD: Chris Wilton  
 14 CANDLEBOX "Horses"  
 U2 "Sweetest"

**WGHY/Lafayette, IN**  
 PD: Mike Hangan  
 MD: Gail Linder  
 MOTLEY CRUE "Blitz"  
 ANOLK "Nobody"  
 CANDLEBOX "Horses"

**KOMP/Las Vegas, NV**  
 PD: Billy Cutler  
 MD: Big Micky  
 RYLS "Blitz"  
 SCREAMIN' CHEETAH "Boogie"  
 PUSHMONEY "Hardsell"  
 LEBBY KRANTZ "Ty"

**WKQL/Lexington, KY**  
 PD: Tony Tibold  
 MD: Raulobay  
 AFGAN WHIGS "Somethin"  
 FEEDER "Decadent"

**KDLX/Little Rock, AR**  
 PD: Tom Wood  
 MD: Jimmy Edwards  
 No Ads

**WBAL/Long Island, NY**  
 VP/Prog.: Bob Buchmann  
 Op. Dir.: Eric Wolfman  
 LEBBY KRANTZ "Ty"

**KLOS/Los Angeles, CA**  
 MD: Rita White  
 8 U2 "Sweetest"  
 TRAM "Fest"

**WTFX/Louisville, KY**  
 OM: Michael Lee  
 PD: Peter Bob  
 GRAY "Singles"

**WQBZ/Macon, GA**  
 PD: Vance Sheppard  
 2 TOMMY STUAR "Night"  
 GOO GOO DOLLS "Sleaz"  
 SABBATH "Honey"

**WTAM/Martin, IL**  
 PD: Matt Martin  
 MOTLEY CRUE "Blitz"  
 CONWOY MOUTH "Whatcha"  
 FRIGER ELEVEN "Quicksand"

**KFRQ/McAllen, TX**  
 PD: Bill Oates  
 MD: Steve Stevens  
 U2 "Sweetest"  
 ANOLK "Nobody"  
 INDIGENOUS "Guns"  
 MOTLEY CRUE "Blitz"  
 CANDLEBOX "Horses"

**KZZE/Medford, OR**  
 PD: Bill Meyer  
 MD: Jennifer White  
 10 MOTO-BOX 20 "Back"  
 STEVE MOSES "Believe"  
 MOLLY HITCHET "Moondog"  
 CREED "Lil"  
 HOLE "Touch"

**KOOR/Minneapolis, MN**  
 OM: Dave Hamilton  
 PD: Wade Linder  
 MD: John Beatty  
 JERRY LANG "Ramen"  
 GOOSMACK "Whisper"  
 TWISTED SISTER "Yours"  
 SEVENUUST "Blitz"  
 MONSTER MAGNET "Powering"

**WRQC/Minneapolis, MN**  
 OM: Andy Bloom  
 PD: Lauren MacLennan  
 APD: Jay Philpot  
 4 VAST "Touch"  
 MOON DOG MAKE "Turn"  
 TOMMY STUAR "Night"

**KMBY/Montgomery-Salisas, CA**  
 PD: Chris White  
 MD: Rich Bern  
 MARYLYN MANSON "Dope"

**WGLG/Morgantown, WV**  
 PD: Jeff Miller  
 APD: Jim Harrison  
 CANDLEBOX "Horses"  
 RYLS "Gut"

**WDHA/Morrisstown, NJ**  
 PD: Rick Pegg  
 MD: Lenny Bloch  
 APD: Tom Carr  
 4 U2 "Sweetest"  
 4 KISS "Warped"  
 2 MARYLYN MANSON "Dope"  
 ANOLK "Nobody"

**WPLR/New Haven, CT**  
 PD: John Griffin  
 MD: Pam Lanaty  
 U2 "Sweetest"

**WCKW/New Orleans, LA**  
 PD: Ted Edwards  
 4 U2 "Sweetest"  
 JERRY LANG "Ramen"  
 BROTHER CAME "Machos"

**WNEW/New York, NY**  
 OM: Gerry West  
 MD: Andrew Kiser  
 U2 "Sweetest"  
 LEBBY KRANTZ "Ty"

**WKLT/NW Michigan**  
 16 U2 "Sweetest"  
 PETER WOLF "Tunin"  
 RYLS "Blitz"  
 BLUE LABEL "Hess"

**KATT/Oklahoma City, OK**  
 OM: Chris Baker  
 MD: John Daniels  
 No Ads

**KEZO/Omaha, NE**  
 MD: Bruce Patrick  
 FRIGER ELEVEN "Quicksand"

**KCLB/Palm Springs, CA**  
 PD: Pam Stryker  
 MD: John Daniels  
 U2 "Sweetest"

**WGLD/Peoria, IL**  
 OM: Jay Huntley  
 APD: Tim Yinan  
 3 MOTLEY CRUE "Blitz"  
 PETER WOLF "Tunin"  
 RYLS "Blitz"  
 GOO GOO DOLLS "Sleaz"

**WWCT/Peoria, IL**  
 PD: Joe Colgate  
 MOTLEY CRUE "Blitz"  
 U2 "Sweetest"  
 CANDLEBOX "Horses"

**WMMR/Philadelphia, PA**  
 PD: Joe Bonadonna  
 MD: Ken Zipes  
 20 U2 "Sweetest"  
 RYLS "Blitz"  
 PETER WOLF "Tunin"

**KDKB/Phoenix, AZ**  
 OM: Tim Maravalle  
 MD: Tracy Lee  
 17 NEW RADICALS "Gut"

**WRDX/Wilmington, DE**  
 PD: Bob Walton  
 MD: Bob Walton  
 U2 "Sweetest"

**WRDQ/Wilmington, NC**  
 PD: Christine Martinez  
 MD: Christine Martinez  
 U2 "Sweetest"  
 MOTLEY CRUE "Blitz"

**KATS/Yakima, WA**  
 PD: Ron Harris  
 MD: Bob Richards  
 STABBING WESTWARD "Sometimes"  
 JAMUS STARK "Lil"  
 FEEDER "Decadent"  
 U2 "Sweetest"  
 CANDLEBOX "Horses"  
 TWISTED SISTER "Yours"

**WRXL/Richmond, VA**  
 PD: Brian Iles  
 APD: Bill Mayhew  
 U2 "Sweetest"  
 LEBBY KRANTZ "Ty"  
 LOCAL H "Tide"  
 MARYLYN MANSON "Dope"

**KCAL/Riverside, CA**  
 PD: Steve Hoffman  
 MD: Bill Hoffman  
 GREEN DAY "Dookie"  
 JACQY "Band"

**WRDQ/Roanoke, VA**  
 PD: Bryan Shaw  
 MD: Bryan Shaw  
 CANDLEBOX "Horses"  
 GOO GOO DOLLS "Sleaz"  
 BRUCE HORNBY "Gut"  
 CAMEL "Horses"

**WXRK/Rockford, IL**  
 PD: Keith Edwards  
 No Ads

**WKQZ/Saginaw, MI**  
 PD: Jack Lanson  
 MOTLEY CRUE "Blitz"  
 MARYLYN MANSON "Dope"  
 CREED "Lil"

**KBER/Salt Lake City, UT**  
 OM: Bruce Jones  
 APD: Nolan Powers  
 19 MOTLEY CRUE "Blitz"  
 GRAY "Singles"  
 RYLS "Blitz"

**KZOO/San Luis Obispo, CA**  
 PD: Mark Wilson  
 APD: Rick Andrews  
 JERRY LANG "Ramen"  
 RYLS "Gut"

**WYWF/Sarasota, FL**  
 PD: Brian Madin  
 APD: Ron Michaels  
 MD: Cathy Taylor  
 23 SEMSONIC "Singing"  
 15 MOTO-BOX 20 "Back"  
 CONWOY MOUTH "Whatcha"  
 BUGZY "Pizz"

**KISW/Seattle, WA**  
 VP: Clark Ryan  
 APD: Cathy Feudor  
 JERRY LANG "Ramen"  
 EVE 6 "Inside"

**KTAL/Shreveport, LA**  
 PD: Kevin Wood  
 MD: Ryan King  
 13 ERIC CLAPTON "Yent"  
 12 BLUE LOUIE "Benedict"

**KRRP/Sioux Falls, SD**  
 PD: John Jones  
 MD: Kevin Woods  
 8 CREED "Lil"  
 U2 "Sweetest"  
 "MOTLEY CRUE "Blitz"  
 JACQY "Band"  
 CANDLEBOX "Horses"  
 BRIAN MAY "Business"

**KXUS/Springfield, MO**  
 PD: Mark McClain  
 APD: Steve Wilton  
 GOO GOO DOLLS "Sleaz"  
 INDIGENOUS "Guns"  
 RYLS "Gut"

**WAQX/Syracuse, NY**  
 PD: John McCro  
 APD: Dave Franco  
 U2 "Sweetest"

**WZJZ/Terre Haute, IN**  
 PD: Jim Stone  
 APD: Debbie Hunter  
 MOTLEY CRUE "Blitz"  
 CANDLEBOX "Horses"  
 OWEN JARVIS "T"

**KORX/Th Cities, WA**  
 PD: Curt Carter  
 APD: Tim O'Rourke  
 CANDLEBOX "Horses"  
 RYLS "Gut"  
 ROZ ZOMBE "Disqu"  
 2 SEVENUUST "Blitz"

**KMOO/Tulsa, OK**  
 OM: Paul Bruce  
 MD: Rob Hart  
 BRYAN ADAMS "Day"  
 JACQY "Band"  
 ANOLK "Nobody"  
 HAIR OF THE DOG "Party"

**WEGW/Wheeling, WV**  
 PD: Dana Kelly  
 MD: Jeff Jagger  
 RYLS "Gut"  
 MOTLEY CRUE "Blitz"

**WRDQ/Wilmington, DE**  
 PD: Bob Walton  
 MD: Bob Walton  
 U2 "Sweetest"

**WRDQ/Wilmington, NC**  
 PD: Christine Martinez  
 MD: Christine Martinez  
 U2 "Sweetest"  
 MOTLEY CRUE "Blitz"

**KATZ/Yakima, WA**  
 PD: Ron Harris  
 MD: Bob Richards  
 STABBING WESTWARD "Sometimes"  
 JAMUS STARK "Lil"  
 FEEDER "Decadent"  
 U2 "Sweetest"  
 CANDLEBOX "Horses"  
 TWISTED SISTER "Yours"

**KEYJ/Abilene, TX**  
 OM: Randy Jones  
 MD: Dave Michaels  
 CANDLEBOX "Horses"  
 JACQY "Band"  
 U2 "Sweetest"  
 GOOSMACK "Whisper"  
 NEW RADICALS "Gut"  
 JAMUS STARK "Lil"

**KZRX/Amarillo, TX**  
 PD: Eric Saylor  
 MD: J. Curry  
 4 CAKE "Blitz"  
 7 CONWOY MOUTH "Whatcha"  
 U2 "Sweetest"  
 FRIGER ELEVEN "Quicksand"  
 MOTLEY CRUE "Blitz"

**WIOB/Ann Arbor, MI**  
 PD: Mark Thompson  
 MD: Chris Ammal  
 10 SECOND COMING "Soft"  
 10 MOTLEY CRUE "Blitz"  
 10 AFGAN WHIGS "Somethin"  
 U2 "Sweetest"

**KLBJ/Austin, TX**  
 OM: Jeff Carroll  
 MD: Lorie Lane  
 CANDLEBOX "Horses"  
 PEARL JAM "Evolution"  
 U2 "Sweetest"

**KRAB/Bakersfield, CA**  
 PD: Chris Squires  
 MD: Danny Sporn  
 11 LEBBY KRANTZ "Ty"

**WYTY/Baltimore, MD**  
 PD: Rick Strause  
 APD: Rob Heppner  
 3 CANDLEBOX "Horses"

**WCPR/Blooz, MS**  
 APD: Scott Fox  
 PD: Wayne Wallace  
 19 CANDLEBOX "Horses"  
 NEW RADICALS "Gut"  
 SEVENUUST "Blitz"  
 BUGZY "Pizz"  
 AFGAN WHIGS "Somethin"

**WAAF/Boston, MA**  
 PD: Dave Douglas  
 APD: Ron Velez  
 MD: John Ostrif  
 4 GOO GOO DOLLS "Sleaz"  
 SEVENUUST "Blitz"  
 MOTLEY CRUE "Blitz"

**WQPE/Cape Cod, MA**  
 PD: Dan Torres  
 4 U2 "Sweetest"  
 RYLS "Gut"  
 1 CANDLEBOX "Horses"  
 1 MOTLEY CRUE "Blitz"  
 1 EDDIE BLUE CRUSH "Sunrise"

**WZFN/Champaign, IL**  
 PD: Shergie  
 MD: Shergie  
 15 U2 "Sweetest"  
 2 SOAK "D"  
 ANOLK "Nobody"  
 2 SEVENUUST "Blitz"

**WXRK/Charlotte, NC**  
 PD: Ron Bowen  
 MD: Ron Bowen  
 MOTLEY CRUE "Blitz"  
 RYLS "Blitz"  
 CANDLEBOX "Horses"  
 SEMSONIC "Singing"

**WRCX/Chicago, IL**  
 OM: Dave Richards  
 APD: Jo Robinson  
 1 SEVENUUST "Blitz"  
 SCREAMIN' CHEETAH "Boogie"  
 RYLS "Gut"  
 JERRY CARRELL "Daisy"

**KROR/Chico, CA**  
 PD: Eric Green  
 APD: Don Wilson  
 4 CANDLEBOX "Horses"  
 3 MONSTER MAGNET "Powering"  
 GRANTY KILLS "Fest"  
 2 SEVENUUST "Blitz"

**KLCO/Colorado Springs, CO**  
 OM: Rich Hart  
 APD: Don Johnston  
 1 LIMP BLOTT "Fest"  
 1 MARYLYN MANSON "Dope"

**WAZU/Columbus, OH**  
 PD: Charley Lutz  
 MD: Joe Shaw  
 U2 "Sweetest"  
 CANDLEBOX "Horses"  
 ANOLK "Nobody"  
 LOCAL H "Tide"

**WBCZ/Columbus, OH**  
 PD: Hal Fish  
 APD: Ranni Hunter  
 MOTLEY CRUE "Blitz"  
 RYLS "Gut"  
 GOO GOO DOLLS "Sleaz"

**KNCN/Corpus Christi, TX**  
 PD: Kell Chupe  
 CANDLEBOX "Horses"  
 MOTLEY CRUE "Blitz"  
 U2 "Sweetest"  
 MONSTER MAGNET "Powering"

**KEGL/Dallas, TX**  
 PD: Greg Stewart  
 APD: Cindy Scott  
 No Ads

**KBPI/Denver, CO**  
 PD: Bob Richards  
 MD: Willie & Hung  
 MOTLEY CRUE "Blitz"

**KAZR/Des Moines, IA**  
 PD: Sean Elliott  
 MD: Paul Osburn  
 SEVENUUST "Blitz"  
 GOOSMACK "Whisper"  
 RYLS "Gut"

**WKRK/Detroit, MI**  
 PD: Mike Stern  
 9 GOOSMACK "Whisper"  
 6 DEPTONES "Around"  
 3 STUTTERING JOHN "Ramen"  
 PEARL JAM "Evolution"  
 SEVENUUST "Blitz"

**WRIF/Detroit, MI**  
 PD: Tracy Hanson  
 APD: Tracy Hanson  
 CANDLEBOX "Horses"  
 KISS "Warped"  
 KISS "Pledge"  
 "BEST "Touch"  
 PETER WOLF "Tunin"  
 CANDLEBOX "Horses"  
 GOOSMACK "Whisper"

**WGFB/Evansville, IN**  
 PD: Eric Sanders  
 MD: Turner Watson  
 CANDLEBOX "Horses"  
 ANOLK "Nobody"  
 MONSTER MAGNET "Powering"  
 PUSHMONEY "Hardsell"  
 MOTLEY CRUE "Blitz"

**KQWB/Fargo, ND**  
 PD: Guy Dan  
 LEBBY KRANTZ "Ty"  
 FASTBALL "Ty"  
 SEVENUUST "Blitz"  
 GRANTY KILLS "Fest"  
 10 AFGAN WHIGS "Somethin"  
 ANOLK "Nobody"

**WRCC/Fayetteville, NC**  
 PD: Greg Patrick  
 MD: Greg Patrick  
 CANDLEBOX "Horses"  
 SEVENUUST "Blitz"  
 JACQY "Band"  
 MOTLEY CRUE "Blitz"

**WWBN/Film, MI**  
 PD: Brian Beddow  
 MD: Chad Walker  
 PUSHMONEY "Hardsell"  
 JACQY "Band"  
 GOO GOO DOLLS "Sleaz"  
 PETER WOLF "Tunin"

**KRZV/Fresno, CA**  
 PD: E. Curtis Johnson  
 LEBBY KRANTZ "Ty"  
 CANDLEBOX "Horses"  
 SEVENUUST "Blitz"  
 ANOLK "Nobody"  
 GOOSMACK "Whisper"  
 MONSTER MAGNET "Powering"  
 FEEDER "Decadent"

**WBYR/Ft. Wayne, IN**  
 APD: Rosanne McVey  
 GOOSMACK "Whisper"  
 CANDLEBOX "Horses"

**WRUF/Gainesville, FL**  
 PD: Harry Quicill  
 MD: Matt Adams  
 13 PEARL JAM "Evolution"  
 CANDLEBOX "Horses"  
 CAMEL "Horses"  
 LIMP BLOTT "Fest"

**WKLQ/Grand Rapids, MI**  
 OM: Tony Gales  
 MD: Mark Potts  
 MOTLEY CRUE "Blitz"  
 CONWOY MOUTH "Whatcha"  
 JAMUS STARK "Lil"

**WXRK/Greensboro, NC**  
 PD: Tim Satterfield  
 APD: Atlanta Gans  
 CANDLEBOX "Horses"  
 U2 "Sweetest"

**WTPY/Greenville, SC**  
 PD: Zach Tyler  
 MD: Rob Hamilton  
 2 U2 "Sweetest"  
 GOOSMACK "Whisper"  
 MONSTER MAGNET "Powering"

**WQXA/Harrisburg, PA**  
 PD: Claudine DeLorenzo  
 MD: Nison  
 5 SEVENUUST "Blitz"  
 U2 "Sweetest"  
 CAMEL "Horses"  
 CANDY SPOKS "Yent"

**WTPA/Harrisburg, PA**  
 PD: Chris Jones  
 APD: Dina Wagner  
 MD: Amy Warner  
 No Ads

**WCCC/Hartford, CT**  
 PD: Michael Pizzozzi  
 APD: Mike Karolyi  
 5 LIMP BLOTT "Fest"  
 CANDLEBOX "Horses"  
 JAMUS STARK "Lil"  
 CANDLEBOX "Horses"

**KPOI/Honolulu, HI**  
 PD: Brock White  
 APD: Mike Saegusa  
 U2 "Sweetest"  
 CANDLEBOX "Horses"  
 EAGLE-EYE CHERRY "Save"  
 EVERYTHING "Yent"  
 SHAWN MULLINS "Lobby"

**WAMX/Huntington, WV**  
 PD: Gabea Vitale  
 MD: Gabea Vitale  
 3 CANDLEBOX "Horses"

**WQKK/Johnstown & WQWK/State College, PA**  
 PD: Pat Urban  
 MD: Chris Progers  
 2 ALANIS MORISSETTE "Ther"  
 U2 "Sweetest"  
 PEARL JAM "Evolution"  
 SEVENUUST "Blitz"  
 GOOSMACK "Whisper"

**KQRC/Kansas City, MO**  
 PD: Vince Richards  
 MD: Victoria Knight  
 FRESHWATER "Drooping"

**KLFX/Killeen, TX**  
 PD: Bob Fonda  
 U2 "Sweetest"

**WXVO/Knoxville, TN**  
 PD: Tim Sheahan  
 MD: Tim Sheahan  
 5 U2 "Sweetest"  
 CANDLEBOX "Horses"  
 EDDIE BLUE CRUSH "Sunrise"

**WJXQ/Lansing, MI**  
 PD: Bob Olson  
 MD: Kevin Conrad  
 LIMP BLOTT "Fest"  
 GOO GOO DOLLS "Sleaz"  
 FEEDER "Decadent"  
 CANDLEBOX "Horses"

**KQZJ/Lancaster, NE**  
 PD: Tim Sheridan  
 APD: Jan Terry  
 PUSHMONEY "Hardsell"  
 LIMP BLOTT "Fest"  
 ANOLK "Blitz"

**WRCN/Norfolk Island, NY**  
 PD: Chaz  
 MD: A.J. Marro  
 CONWOY MOUTH "Whatcha"  
 U2 "Sweetest"

**KFMW/Lubbock, TX**  
 OM: Wes Neumann  
 APD: Wes Neumann  
 ONE MINUTE SILENCE "Blitz"  
 MONSTER MAGNET "Powering"  
 GRANTY KILLS "Fest"  
 PETER WOLF "Tunin"

**WJJD/Madison, WI**  
 PD: Todd Thomas  
 APD: Blake Patton  
 SEVENUUST "Blitz"  
 FLIGHT 16 "World"  
 CANDLEBOX "Horses"

**WQIR/Manchester, NH**  
 PD: Scott Lavender  
 MD: Scott Lavender  
 12 U2 "Sweetest"  
 EDDIE BLUE CRUSH "Sunrise"

**WMFS/Memphis, TN**  
 PD: Glenn Walker  
 MD: Chad Clapper  
 10 JERRY CARRELL "Daisy"  
 FEEDER "Decadent"  
 SAMAM "Yent"  
 SEVENUUST "Blitz"  
 SOAK "D"

**WZTA/Miami, FL**  
 OM: Gregg Steele  
 MD: Kimbo  
 8 U2 "Sweetest"  
 4 ALANIS MORISSETTE "Ther"

**WLZR/Milwaukee, WI**  
 PD: Keith Hastings  
 MD: Marilyn Moe  
 SEVENUUST "Blitz"  
 RYLS "Gut"

**KHOP/Monroeville, CA**  
 PD: Dave Taylor  
 APD: Dan Kennedy  
 MD: Dave Sparno  
 1 CANDLEBOX "Horses"  
 1 BIG WRECK "Blow"

**WPRV/Monroeville, CA**  
 PD: Carl Craft  
 APD: Remy Lane  
 7 SEVENUUST "Blitz"  
 MOTO-BOX 20 "Back"  
 MOTLEY CRUE "Blitz"  
 ANOLK "Nobody"  
 JAMUS STARK "Lil"  
 NEW RADICALS "Gut"  
 ALER LALAS "Goodnight"  
 SEVENUUST "Blitz"

**KRCC/Montgomery-Salisas, CA**  
 PD: Rick Anderson  
 APD: Dave "Big Dog" Conrad  
 15 MOTLEY CRUE "Blitz"  
 5 ROZ ZOMBE "Disqu"  
 4 CANDLEBOX "Horses"  
 FEEDER "Decadent"  
 JERRY LANG "Ramen"  
 U2 "Sweetest"  
 OFFSPRING "Party"

**WBRB/South Bend, IN**  
 PD: John Turner  
 MD: Steve Heston  
 GOOSMACK "Whisper"  
 NEW RADICALS "Gut"  
 PETER WOLF "Tunin"  
 CAKE "Blitz"

**KJNY/Spartan, WA**  
 PD: Casey Christopher  
 MD: Steve Heston  
 6 CANDLEBOX "Horses"

**WOLZ/Springfield, IL**  
 PD: John "Cash" Carroll  
 CANDLEBOX "Horses"  
 MONSTER MAGNET "Powering"  
 PUSHMONEY "Hardsell"

**WBLZ/Toledo, OH**  
 OM: Don Busby  
 MD: Marcelo Gato  
 7 SEVENUUST "Blitz"  
 GOO GOO DOLLS "Sleaz"  
 VAST "Touch"

**WVDC/Washington, DC**  
 PD: Bob Neumann  
 APD: Buddy Bear  
 8 EAGLE-EYE CHERRY "Save"  
 PUSHMONEY "Hardsell"  
 ALANIS MORISSETTE "Ther"

**WTOX/Pensacola, FL**  
 No Ads

**WYSP/Philadelphia, PA**  
 OM: Tom Sabon  
 PD: Matt Wilroy  
 STABBING WESTWARD "Sometimes"  
 PEARL JAM "Evolution"  
 MONSTER MAGNET "Powering"  
 LIMP BLOTT "Fest"

**KUPD/Phoenix, AZ**  
 OM: Dave Normie  
 PD: JJ Juffee  
 6 PUSHMONEY "Hardsell"  
 6 MONSTER MAGNET "Powering"

**KUFO/Portland, OR**  
 No Ads

**WHKB/Portsmouth, NH**  
 PD: Todd Thomas  
 MD: Scott Lavender  
 15 U2 "Sweetest"  
 JERRY LANG "Ramen"

**KDOT/Reno, NV**  
 OM: Kevin Smith  
 APD: Kevin Smith  
 18 CANDLEBOX "Horses"  
 MONSTER MAGNET "Powering"  
 4 SEVENUUST "Blitz"  
 GRANTY KILLS "Fest"

**KRXQ/Sacramento, CA**  
 Stn. Mgr.: Curtis Johnson  
 APD: Pat Martin  
 MD: Kyle Brooks  
 7 SEVENUUST "Blitz"

**WHMH/St. Cloud, MN**  
 PD: Scott Klein  
 CANDLEBOX "Horses"  
 MONSTER MAGNET "Powering"  
 GOOSMACK "Whisper"  
 DC TALK "Friend"  
 JAMUS STARK "Lil"  
 JAMUS STARK "Lil"  
 PETER WOLF "Tunin"  
 U2 "Sweetest"

**WTKM/St. Louis, MO**  
 PD: Tommy Mattern  
 APD: Rob Walker  
 SEVENUUST "Blitz"  
 MONSTER MAGNET "Powering"  
 PUSHMONEY "Hardsell"  
 JAMUS STARK "Lil"

**WZBH/Salisbury, MD**  
 PD: Shawn Murphy  
 MD: Paul Meckel  
 13 U2 "Sweetest"  
 ANOLK "Blitz"  
 SOAK "D"

**KISS/San Antonio, TX**  
 OM: V.J. Thompson  
 PD: Kevin Williams  
 MD: C.J. Cruz  
 RYLS "Blitz"

**KIOZ/San Diego, CA**  
 OM: Tim Dunes  
 MD: Sharon Laster  
 No Ads

**KSJO/San Jose, CA**  
 U2 "Sweetest"  
 1 JERRY CARRELL "Daisy"  
 1 BIG WRECK "Blow"

**WVOT/Santa Ana, CA**  
 8 LOCAL H "Tide"  
 2 GOOSMACK "Whisper"

**KTUX/Shreveport, LA**  
 PD: Paul Carrott  
 APD: Betty Cook  
 MOTLEY CRUE "Blitz"  
 ANOLK "Nobody"  
 JAMUS STARK "Lil"  
 NEW RADICALS "Gut"  
 ALER LALAS "Goodnight"  
 SEVENUUST "Blitz"

**WBRB/South Bend, IN**  
 PD: John Turner  
 MD: Steve Heston  
 GOOSMACK "Whisper"  
 NEW RADICALS "Gut"  
 PETER WOLF "Tunin"  
 CAKE "Blitz"

**KJNY/Spartan, WA**  
 PD: Casey Christopher  
 MD: Steve Heston  
 6 CANDLEBOX "Horses"

**WOLZ/Springfield, IL**  
 PD: John "Cash" Carroll  
 CANDLEBOX "Horses"  
 MONSTER MAGNET "Powering"  
 PUSHMONEY "Hardsell"

**WBLZ/Toledo, OH**  
 OM: Don Busby  
 MD: Marcelo Gato  
 7 SEVENUUST "Blitz"  
 GOO GOO DOLLS "Sleaz"  
 VAST "Touch"

**WVDC/Washington, DC**  
 PD: Bob Neumann  
 APD: Buddy Bear  
 8 EAGLE-EYE CHERRY "Save"  
 PUSHMONEY "Hardsell"  
 ALANIS MORISSETTE "Ther"

**WTOX/Pensacola, FL**  
 No Ads

**WYSP/Philadelphia, PA**  
 OM: Tom Sabon  
 PD: Matt Wilroy  
 STABBING WESTWARD "Sometimes"  
 PEARL JAM "Evolution"  
 MONSTER MAGNET "Powering"  
 LIMP BLOTT "Fest"

**KUPD/Phoenix, AZ**  
 OM: Dave Normie  
 PD: JJ Juffee  
 6 PUSHMONEY "Hardsell"  
 6 MONSTER MAGNET "Powering"

**KUFO/Portland, OR**  
 No Ads

87 Total Reporters  
 87 Current Reporters  
 83 Current Playlists

Did Not Report, Playlist Frozen (4):  
 WCMF/Rochester, NY  
 KXFX/Santa Rosa, CA  
 WIOT/Toledo, OH  
 KLPX/Tucson, AZ

New Reporter (1):  
 WYBB/Charleston, SC

80 Total Reporters  
 80 Current Reporters  
 80 Current Playlists



# ACTIVE ROCK TOP 50

OCTOBER 2, 1998

BW	ZW	LW	TW	ARTIST/TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	ZW	JW	
	1	1	1	<b>CREED</b> What's This Life For ( <i>Wind-up</i> )	2093	2208	2296	2351	76/0
5	5	2	2	<b>EVE 6</b> Inside Out ( <i>RCA</i> )	1808	1702	1721	1628	69/0
8	7	6	3	<b>KISS</b> Psycho Circus ( <i>Mercury</i> )	1738	1640	1555	1339	72/0
10	8	7	4	<b>HOLE</b> Celebrity Skin ( <i>DGC/Geffen</i> )	1705	1540	1457	1259	78/0
13	10	8	5	<b>LENNY KRAVITZ</b> Fly Away ( <i>Virgin</i> )	1668	1472	1265	1169	76/4
4	4	3	6	<b>METALLICA</b> Better Than You ( <i>Elektra/EEG</i> )	1596	1691	1746	1770	69/0
2	2	4	7	<b>DAYS OF THE NEW</b> The Down Town ( <i>Outpost/Geffen</i> )	1555	1670	1913	2058	67/0
11	9	9	8	<b>ROB ZOMBIE</b> Dragula ( <i>Geffen</i> )	1509	1418	1367	1248	77/1
3	3	5	9	<b>MONSTER MAGNET</b> Space Lord ( <i>A&amp;M</i> )	1451	1651	1748	1921	70/0
14	12	11	10	<b>MARILYN MANSON</b> The Dope Show ( <i>Nothing/Interscope</i> )	1290	1223	1182	1140	76/0
6	6	10	11	<b>AERDSMITH</b> What Kind Of Love Are You On ( <i>Columbia</i> )	1167	1385	1599	1603	56/0
18	16	13	12	<b>LDCAL</b> H All The Kids Are Right ( <i>Island</i> )	1162	1078	1070	1005	67/2
15	14	12	13	<b>BROTHER CANE</b> Machete ( <i>Virgin</i> )	1099	1135	1130	1115	57/0
24	20	16	14	<b>STABBING WESTWARD</b> Sometimes It Hurts ( <i>Columbia</i> )	1070	987	935	806	73/2
28	22	18	15	<b>FLYS</b> Got You (Where I Want You) ( <i>Trauma/Delicious Vinyl</i> )	994	914	818	707	64/6
20	18	17	16	<b>KORN</b> Got The Life ( <i>Immortal/Epic</i> )	968	939	984	955	72/0
-	34	23	17	<b>GOD GOD DOLLS</b> Slide ( <i>Warner Bros.</i> )	958	784	494	134	60/5
29	24	21	18	<b>SECOND COMING</b> Soft ( <i>Capitol</i> )	956	848	755	677	69/1
12	15	19	19	<b>STABBING WESTWARD</b> Save Yourself ( <i>Columbia</i> )	853	910	1115	1245	52/0
30	26	24	20	<b>SCREAMIN' CHEETAH WHEELIES</b> Boogie... ( <i>Capricorn/Mercury</i> )	822	771	689	605	49/1
9	11	14	21	<b>JERRY CANTRELL</b> My Song ( <i>Columbia</i> )	811	1028	1207	1301	47/0
16	17	15	22	<b>KENNY WAYNE SHEPHERD</b> Somehow... ( <i>Revolution/Reprise</i> )	793	988	1064	1101	43/0
31	30	26	23	<b>FINGER ELEVEN</b> Quicksand ( <i>Wind-up</i> )	742	685	640	593	63/1
33	32	27	24	<b>SEMISONIC</b> Singing In My Sleep ( <i>MCA</i> )	730	669	606	529	48/2
32	31	28	25	<b>FASTBALL</b> Fire Escape ( <i>Hollywood</i> )	689	650	625	592	43/1
<b>BREAKER</b>	26		26	<b>FUEL</b> Bittersweet ( <i>550 Music</i> )	671	549	418	158	54/2
<b>BREAKER</b>	27		27	<b>ECONOLINE CRUSH</b> Surefire (Never Enough) ( <i>Restless</i> )	668	578	447	292	67/4
23	21	25	28	<b>SMASHING PUMPKINS</b> Perfect ( <i>Virgin</i> )	650	751	827	813	36/0
7	13	20	29	<b>CANDLEBOX</b> It's Alright ( <i>Maverick/WB</i> )	630	872	1134	1419	36/0
-	44	37	30	<b>PEARL JAM</b> Do The Evolution ( <i>Epic</i> )	547	497	363	74	45/4
38	36	36	31	<b>ORGY</b> Stitches ( <i>Elementree/Reprise</i> )	545	501	460	406	49/0
48	41	39	32	<b>COWBOY MOUTH</b> Whatcha Gonna Do? ( <i>MCA</i> )	539	451	381	256	41/3
40	37	38	33	<b>VAST</b> Touched ( <i>Elektra/EEG</i> )	517	460	449	369	52/3
22	23	29	34	<b>RAMMSTEIN</b> Du Hast ( <i>Slash/London/Island</i> )	494	624	773	848	45/0
-	-	44	35	<b>JACKYL</b> We're An American Band ( <i>Geffen</i> )	449	336	203	126	34/3
-	-	45	36	<b>GODSMACK</b> Whatever ( <i>Republic/Universal</i> )	446	324	165	96	51/12
21	28	31	37	<b>DISHWALLA</b> Once In A While ( <i>A&amp;M</i> )	442	574	676	858	23/0
43	46	42	38	<b>FLIGHT 16</b> If All The World Hated Me ( <i>550 Music</i> )	413	373	344	307	41/1
25	29	32	39	<b>EVERCLEAR</b> Father Of Mine ( <i>Capitol</i> )	401	551	642	802	18/0
<b>DEBUT</b>	40		40	<b>MOTLEY CRUE</b> Bitter Pill ( <i>Motley/Beyond</i> )	399	87	2	-	41/13
26	29	34	41	<b>PEARL JAM</b> In Hiding ( <i>Epic</i> )	365	528	690	802	21/0
19	27	35	42	<b>SEVEN MARY THREE</b> Over Your Shoulder ( <i>Mammoth/Atlantic</i> )	365	523	681	978	20/0
41	45	43	43	<b>KID ROCK</b> I Am The Bullgod ( <i>Lava/Atlantic</i> )	344	364	351	350	36/1
34	35	40	44	<b>HARVEY DANGER</b> Flagpole Sitta ( <i>Slash/London/Island</i> )	339	401	485	481	22/0
36	39	41	45	<b>SEVENDUST</b> Black ( <i>TVT</i> )	332	391	426	452	25/0
<b>DEBUT</b>	46		46	<b>PUSHMONKEY</b> Handslide ( <i>Arista</i> )	317	278	165	84	34/6
<b>DEBUT</b>	47		47	<b>MONSTER MAGNET</b> Powertrip ( <i>A&amp;M</i> )	313	161	72	45	38/13
-	48	48	48	<b>FEAR FACTORY</b> Resurrection ( <i>Roadrunner</i> )	295	291	255	205	32/0
37	43	47	49	<b>SMASHING PUMPKINS</b> Ava Adore ( <i>Virgin</i> )	289	297	366	411	24/0
27	33	46	50	<b>MEGADETH</b> A Secret Place ( <i>Capitol</i> )	285	313	553	742	19/0

This chart reflects airplay from September 21-27. Songs ranked by total plays. Highlighted songs indicate Breaker. 80 Active Rock reporters. 80 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

## NEW & ACTIVE

**BIG WRECK** Blown Wide Open (*Atlantic*)  
Total Plays: 260, Total Stations: 24, Adds: 1

**GRAVITY KILLS** Alive (*TVT*)  
Total Plays: 241, Total Stations: 24, Adds: 4

**CANDLEBOX** 10,000 Horses (*Maverick/WB*)  
Total Plays: 239, Total Stations: 47, Adds: 33

**FEEDER** Descend (*Echo/Elektra/EEG*)  
Total Plays: 212, Total Stations: 25, Adds: 5

**JONNY LANG** Still Raimin' (*A&M*)  
Total Plays: 212, Total Stations: 16, Adds: 2

**LIMP BIZKIT** Faith (*Flip/Interscope*)  
Total Plays: 166, Total Stations: 23, Adds: 7

**SOAK** Do It (*Sire*)  
Total Plays: 166, Total Stations: 24, Adds: 3

**FIREWATER** Dropping Like Flies (*Cherry/Universal*)  
Total Plays: 125, Total Stations: 13, Adds: 1

**ONE MINUTE SILENCE** A Waste Of Things To Come (*Big Cat/V2*)  
Total Plays: 115, Total Stations: 14, Adds: 1

**U2** Sweetest Thing (*Island*)  
Total Plays: 113, Total Stations: 26, Adds: 26

Songs ranked by total plays

## BREAKERS.

**FUEL**  
Bittersweet (*550 Music*)  
TOTAL PLAYS/INCREASE: 671/122  
TOTAL STATIONS/ADDS: 54/2  
CHART: 26

**ECONOLINE CRUSH**  
Surefire (Never Enough) (*Restless*)  
TOTAL PLAYS/INCREASE: 668/90  
TOTAL STATIONS/ADDS: 67/4  
CHART: 27

## MOST ADDED

ARTIST/TITLE LABEL(S)	ADDS
<b>CANDLEBOX</b> 10,000 Horses ( <i>Maverick/WB</i> )	33
<b>U2</b> Sweetest Thing ( <i>Island</i> )	26
<b>SEVENDUST</b> Bitch ( <i>TVT</i> )	24
<b>MONSTER MAGNET</b> Powertrip ( <i>A&amp;M</i> )	13
<b>MOTLEY CRUE</b> Bitter Pill ( <i>Motley/Beyond</i> )	13
<b>GODSMACK</b> Whatever ( <i>Republic/Universal</i> )	12
<b>ANOUK</b> Nobody's Wife ( <i>Columbia</i> )	8
<b>LIMP BIZKIT</b> Faith ( <i>Flip/Interscope</i> )	7
<b>FLYS</b> Got You (Where I Want You) ( <i>Trauma/Delicious Vinyl</i> )	6
<b>JANUS STARK</b> Every Little Thing Counts ( <i>Earache/Trauma</i> )	6
<b>PUSHMONKEY</b> Handslide ( <i>Arista</i> )	6

**Second Coming**  
"Soft"  
R&R Active Rock  
21 - 18

New Adds: WAPL, WXKE,  
WIOB, WAVF

## MOST INCREASED PLAYS

ARTIST/TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>MOTLEY CRUE</b> Bitter Pill ( <i>Motley/Beyond</i> )	+312
<b>LENNY KRAVITZ</b> Fly Away ( <i>Virgin</i> )	+196
<b>GOD GOD DOLLS</b> Slide ( <i>Warner Bros.</i> )	+174
<b>HOLE</b> Celebrity Skin ( <i>DGC/Geffen</i> )	+165
<b>MONSTER MAGNET</b> Powertrip ( <i>A&amp;M</i> )	+152
<b>LIMP BIZKIT</b> Faith ( <i>Flip/Interscope</i> )	+133
<b>FUEL</b> Bittersweet ( <i>550 Music</i> )	+122
<b>GODSMACK</b> Whatever ( <i>Republic/Universal</i> )	+122
<b>CANDLEBOX</b> 10,000 Horses ( <i>Maverick/WB</i> )	+116
<b>JACKYL</b> We're An American Band ( <i>Geffen</i> )	+113
<b>U2</b> Sweetest Thing ( <i>Island</i> )	+113

## HOTTEST RECURRENTS

ARTIST/TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>FUEL</b> Shimmer ( <i>550 Music</i> )	+312
<b>CREED</b> Tom ( <i>Wind-up</i> )	+196
<b>KENNY WAYNE SHEPHERD</b> Blue On Black ( <i>Revolution/Reprise</i> )	+174
<b>FOO FIGHTERS</b> My Hero ( <i>Roswell/Capitol</i> )	+165
<b>METALLICA</b> Fuel ( <i>Elektra/EEG</i> )	+152
<b>CREED</b> My Own Prison ( <i>Wind-up</i> )	+133
<b>JERRY CANTRELL</b> Cut You In ( <i>Columbia</i> )	+122
<b>DAYS OF THE NEW</b> Touch, Peel, And Stand ( <i>Outpost/Geffen</i> )	+116
<b>BROTHER CANE</b> I Lie In The Bed I Make ( <i>Virgin</i> )	+113
<b>FOO FIGHTERS</b> Everlong ( <i>Roswell/Capitol</i> )	+113

Breakers: Songs registering 660 plays or more for the first time. Adds 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.

**CANDLEBOX • 10,000 HORSES**  
**#1 MOST ADDED!**

# ACTIVE ROCK PLAYLISTS

FIND COMPLETE PLAYLISTS FOR ALL ACTIVE ROCK REPORTERS ON R&R ONLINE

**WYPC/Chicago**  
(312) 861-8100  
Richards/Robinson

PLAYS	SW	FW	LM	TW	ARTIST/TITLE
13	33	34	32	31	MONSTER MAGNET/Space Lord
34	32	32	32	32	MEGADETH/Use Your Ills Part 1
32	32	32	32	32	CREEED/What's This Life For
30	32	32	32	32	DAYS OF THE NEW/The Down Town
14	18	18	18	18	LOCAL HAR The Kids Are All...
7	8	15	10	10	ROB ZOMBIE/Dracula
13	15	15	15	15	KID ROCK/Am The Buldog
5	7	15	15	15	LEBBY KRANTZ/Flly Away
7	5	7	15	15	HOLE/Celebrity Skin
6	6	9	15	15	KISS/Psycho Circus
14	15	16	14	14	CANOEBOY/10,000 Horses
12	14	14	14	14	JOE SATRIAN/In A Trance Of Angels
10	12	12	12	12	STABBING WESTWARD/Sometimes It Hurts
12	13	16	16	16	BROTHER CAME/Machete
5	7	8	10	10	ECOBOLINE CRUSH/Surefire (Bever...)
7	8	8	10	10	FINGER ELEVEN/Quicksand
7	8	8	10	10	MARILYN MANSON/The Dope Show
4	6	7	10	10	VAST/Touché
6	7	8	10	10	ORGY/Stitches
13	15	17	17	17	BRIAN MAR/Money
6	7	6	10	10	PUSHMOBEY/Handside
1	1	1	10	10	FEAR FACTORY/Restoration
1	1	1	10	10	SOAD/It's
1	1	1	10	10	SECOND COMING/Soft
1	1	1	10	10	MONSTER MAGNET/Powertrip
1	1	1	10	10	KID ROCK/Am The Buldog
1	1	1	10	10	FLY/Got You (Where...)
6	6	6	10	10	COWBOY MOUTH/Watcha Gonna Do?
1	1	1	10	10	SEVERDUST/Black
1	1	1	10	10	GOODSMACK/Whatever

**WYSP/Philadelphia**  
(215) 625-9460  
Saban/Mirsky

PLAYS	SW	FW	LM	TW	ARTIST/TITLE
33	34	33	33	33	STABBING WESTWARD/Save Yourself
29	33	34	33	33	METALLICA/Better Than You
33	33	33	33	33	MONSTER MAGNET/Space Lord
33	33	33	33	33	CREEED/What's This Life For
20	21	20	20	20	MARILYN MANSON/The Dope Show
22	21	21	21	21	AEROSMITH/What Kind Of Love...
16	20	21	21	21	DAYS OF THE NEW/The Down Town
20	23	21	21	21	MEGADETH/Secret Place
20	23	20	20	20	KISS/Psycho Circus
22	23	21	21	21	BROTHER CAME/Machete
22	23	21	21	21	HOLE/Celebrity Skin
19	20	18	18	18	LEBBY KRANTZ/Flly Away
18	21	20	20	20	KERRY WAYNE SHEPHERD/Somewh...
12	17	18	18	18	MONSTER MAGNET/Space Lord
11	15	15	15	15	KORNGOT The Life
11	11	11	11	11	FINGER ELEVEN/Quicksand
11	11	11	11	11	STUTTERING JOHN/Everybody's...
13	12	10	10	10	SECOND COMING/Soft
10	12	11	11	11	JACKY/Who's An American...
11	11	10	10	10	KID ROCK/Am The Buldog
11	11	10	10	10	ECOBOLINE CRUSH/Surefire (Bever...)
11	11	10	10	10	METALLICA/Better Than You
11	11	10	10	10	STARBUCK WESTWARD/Sometimes It Hurts
11	11	10	10	10	PEARL JAM/Do The Evolution
11	11	10	10	10	MONSTER MAGNET/Powertrip
11	11	10	10	10	LIMP Bizkit/Faith

**97.1 EAGLE ROCKS**

PLAYS	SW	FW	LM	TW	ARTIST/TITLE
43	35	34	34	34	CREEED/Torn
43	35	34	34	34	TOOL/Fury S & 2
42	35	33	33	33	METALLICA/Better Than You
22	20	20	20	20	ROB ZOMBIE/Dracula
20	17	17	17	17	LEBBY KRANTZ/Flly Away
16	16	16	16	16	MARILYN MANSON/The Dope Show
12	14	14	14	14	HAMMSTER/Do Mast
18	19	18	18	18	KERRY WAYNE SHEPHERD/Somewh...
42	35	34	34	34	DAYS OF THE NEW/The Down Town
14	15	16	16	16	STABBING WESTWARD/Save Yourself
46	23	19	17	17	MONSTER MAGNET/Space Lord
6	7	7	7	7	MEGADETH/Secret Place
42	24	18	17	17	FULL/Blizzard
25	13	14	14	14	MARILYN MANSON/The Dope Show
23	16	13	13	13	CHRIS CORNELL/Sunshower
18	12	15	16	16	MEGADETH/Use Your Ills Part 1
12	11	14	14	14	FLY/Got You (Where...)
44	18	10	14	14	CREEED/What's This Life For
11	11	11	11	11	MOTLEY CRUE/Better Phil
9	15	11	11	11	HOLE/Celebrity Skin
16	12	14	12	12	MEGADETH/Use Your Ills Part 1
19	16	11	11	11	METALLICA/Better Than You
11	11	11	11	11	GOODSMACK/Whatever
8	14	9	9	9	SEVERDUST/Black
4	6	11	10	10	SECOND COMING/Soft
5	5	5	5	5	STARBUCK WESTWARD/Sometimes It Hurts
12	11	7	7	7	FOO FIGHTERS/Arise
9	5	6	6	6	CREEED/Torn
22	15	12	6	6	KERRY WAYNE SHEPHERD/Blue On Black
13	10	7	6	6	METALLICA/Free

**97.1 Extreme Radio**

PLAYS	SW	FW	LM	TW	ARTIST/TITLE
41	30	37	47	47	MARILYN MANSON/The Dope Show
42	30	37	47	47	LEBBY KRANTZ/Flly Away
29	28	41	41	41	HOLE/Celebrity Skin
26	25	41	41	41	KORNGOT The Life
40	38	39	38	38	CREEED/What's This Life For
21	23	24	24	24	ROB ZOMBIE/Dracula
41	41	38	38	38	MONSTER MAGNET/Space Lord
41	39	38	38	38	RAGE AGAINST THE SHEPHERD
26	29	27	26	26	SEVERDUST/Black
20	21	26	26	26	SECOND COMING/Soft
27	25	26	26	26	FUEL/Intersect
27	25	26	26	26	STABBING WESTWARD/Sometimes It Hurts
42	39	24	24	24	JERRY CANTRELL/My Song
23	24	25	25	25	TOOL/Loggy
40	40	25	25	25	GOODSMACK/Whatever
24	24	26	26	26	GRANITY KILLS/Alive
20	20	20	20	20	ORGY/Stitches
26	24	24	24	24	BEASTIE BOYS/Intergalactic
11	16	14	14	14	LOCAL HAR The Kids Are All...
16	15	15	15	15	MONSTER MAGNET/Powertrip
12	15	18	18	18	RAMMSTEIN/Do Mast
14	13	13	13	13	DAYS OF THE NEW/The Down Town
14	13	13	13	13	LIMP Bizkit/Seat
13	13	13	13	13	FASTBALL/We Escape
11	11	11	11	11	FLY/Got You (Where...)
10	10	10	10	10	MONSTER MAGNET/Powertrip
11	10	10	10	10	DEF LEPPED/Arise
7	11	5	5	5	KORNGOT The Life
11	11	11	11	11	STUTTERING JOHN/Everybody's...
11	11	11	11	11	PEARL JAM/Do The Evolution

**101 WRIF**

PLAYS	SW	FW	LM	TW	ARTIST/TITLE
30	32	30	31	31	CREEED/What's This Life For
27	29	28	28	28	KISS/Psycho Circus
19	28	28	28	28	LEBBY KRANTZ/Flly Away
7	24	24	24	24	HOLE/Celebrity Skin
20	26	24	24	24	MONSTER MAGNET/Space Lord
7	14	14	14	14	BROTHER CAME/Machete
11	22	22	22	22	GOO GOO DOLLS/Slide
17	15	15	15	15	KERRY WAYNE SHEPHERD/Somewh...
23	21	22	22	22	AEROSMITH/What Kind Of Love...
14	15	15	15	15	METALLICA/Better Than You
17	15	15	15	15	MOTLEY CRUE/Better Phil
11	12	13	13	13	MARILYN MANSON/The Dope Show
33	11	13	13	13	STABBING WESTWARD/Sometimes It Hurts
17	13	13	13	13	ROB ZOMBIE/Dracula
10	12	13	13	13	KORNGOT The Life
4	9	13	13	13	MONSTER MAGNET/Powertrip
6	11	12	12	12	SECOND COMING/Soft
6	7	12	12	12	LOCAL HAR The Kids Are All...
9	8	7	7	7	RAMMSTEIN/Do Mast
5	7	7	7	7	ECOBOLINE CRUSH/Surefire (Bever...)
14	10	10	10	10	BRIAN MAR/Business
11	10	10	10	10	PEARL JAM/Do The Evolution
5	3	9	9	9	FINGER ELEVEN/Quicksand
10	9	9	9	9	FLY/Got You (Where...)
10	9	9	9	9	TOOL/Loggy
3	9	9	9	9	ORGY/Stitches
7	6	8	8	8	CRACKER/The Good Life
8	12	11	11	11	SCREAM/Chetnam Boogie King
4	8	8	8	8	FUEL/Bittersweet

**DC101**

PLAYS	SW	FW	LM	TW	ARTIST/TITLE
36	35	35	37	37	EVE 6/Slide Out
35	37	36	36	36	DAYS OF THE NEW/The Down Town
37	37	36	36	36	DAVE MATTHEWS BAND/Slip (Wasting Time)
37	34	34	34	34	FUEL/Blizzard
28	38	34	34	34	FEEDER/Hug
14	25	24	24	24	EVERCLEAR/Father Of Mine
20	25	24	24	24	FLY/Got You (Where...)
32	32	33	33	33	SEVEN MARY THREE/Over Your Shoulder
14	24	24	24	24	DISHMALLA/Once In A While
34	34	31	31	31	FOO FIGHTERS/Walking After You
16	13	13	13	13	LEBBY KRANTZ/Flly Away
10	13	13	13	13	SEMI-SONIC/Singing In My Sleep
11	14	14	14	14	HASTBALL/We Escape
9	15	14	14	14	COWBOY MOUTH/Watcha Gonna Do?
13	14	14	14	14	CRACKER/The Good Life
13	13	13	13	13	LOCAL HAR The Kids Are All...
11	13	13	13	13	DC TALKER/Free (So Long)
8	13	13	13	13	GOO GOO DOLLS/Slide
12	15	15	15	15	GRANT LEE BUFFALO/Truly Italy
14	13	13	13	13	PEARL JAM/Holding
8	8	11	11	11	HOLE/Celebrity Skin
10	11	11	11	11	STABBING WESTWARD/Sometimes It Hurts
10	11	11	11	11	EAGLE EYE CHERIE/Same Tongue
6	7	6	6	6	BEASTIE BOYS/Inter Galactic
10	11	11	11	11	PUSHMOBEY/Handside
10	11	11	11	11	ALANIS MORISSETTE/Thank U

**WAAF/Boston**  
(617) 236-1073  
Douglas/Valeri/Osterling

PLAYS	SW	FW	LM	TW	ARTIST/TITLE
36	35	37	36	36	GOODSMACK/Whatever
35	37	36	36	36	EVE 6/Slide Out
31	30	33	33	33	LEBBY KRANTZ/Flly Away
16	22	30	30	30	KISS/Psycho Circus
30	30	31	31	31	TOOL/Loggy
32	29	31	31	31	HOLE/Celebrity Skin
19	20	27	27	27	KORNGOT The Life
31	32	31	31	31	ROB ZOMBIE/Dracula
16	24	24	24	24	KID ROCK/Am The Buldog
11	22	22	22	22	FEEDER/Descend
9	38	21	21	21	PEARL JAM/Do The Evolution
16	17	19	19	19	MONSTER MAGNET/Space Lord
14	20	17	17	17	VAST/Touché
27	29	24	24	24	MARILYN MANSON/The Dope Show
9	15	17	17	17	FLIGHT 19/It All The World...
4	12	16	16	16	FUEL/Bittersweet
16	15	18	18	18	EVERCLEAR/Father Of Mine
5	10	14	14	14	KISS/Psycho Circus
3	12	12	12	12	SCREAM/Chetnam Boogie King
3	12	12	12	12	FEAR FACTORY/Restoration
10	12	11	11	11	LIMP Bizkit/Faith
10	12	11	11	11	GRANT LEE BUFFALO/Truly Italy
17	17	18	18	18	MICHELLE/Now She
11	10	7	7	7	CARAMIE/Mother Nature
11	10	7	7	7	RAMMSTEIN/Do Mast
14	14	14	14	14	MONSTER MAGNET/Powertrip
14	14	14	14	14	POWERMAN 5000/Organized
8	6	6	6	6	ORGY/Stitches
12	12	11	11	11	VAN HALEN/One I Want

**WTTA/Miami**  
(305) 654-9494  
Steele/Kimba

PLAYS	SW	FW	LM	TW	ARTIST/TITLE
33	31	31	31	31	LEBBY KRANTZ/Flly Away
31	31	30	30	30	SMASHING PUMPKINS/Perfect
34	33	35	35	35	FLY/Got You (Where...)
35	33	29	29	29	CREEED/What's This Life For
29	32	32	32	32	HOLE/Celebrity Skin
18	20	21	21	21	STABBING WESTWARD/Sometimes It Hurts
29	32	32	32	32	BROTHER CAME/Machete
24	23	20	20	20	EVE 6/Slide Out
15	21	20	20	20	FUEL/Bittersweet
29	33	30	30	30	SEMI-SONIC/Singing In My Sleep
18	20	17	17	17	RAFFI/Remember One Week
23	23	17	17	17	VAST/Touché
21	21	22	22	22	DISHMALLA/Once In A While
14	16	12	12	12	EVERCLEAR/Father Of Mine
22	22	18	18	18	ROB ZOMBIE/Dracula
18	20	17	17	1	

# ALTERNATIVE REPORTERS

October 2, 1998 R&R • 93

Stations and their adds listed alphabetically by market

<b>WEDX/Albany, NY</b> PD: Ian Harrison MS: Steve Batsbury 10 "Special" 11 NEW RADICALS "Hot" 12 SHIRT LEE BUFFALO "Special" 13 CAROLINA "Special" 14 ELIOT SMITH "Special" 15 MISS STREET "Special"	<b>WAFW/Charleston, SC</b> PD: Rob Crossman MS: Janda Saldin 10 "Special" 11 NEW RADICALS "Hot" 12 SECOND COUSIN "Hot" 13 "Hot"	<b>KBRF/Fayetteville, AR</b> PD/MS: Kyle Gibson 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WXZZ/Lexington, KY</b> PD: Tony Beale 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>KZON/Phoenix, AZ</b> PD: Paul Peterson MS: Laura Smith MS: Kevin Blanton 10 "Special" 11 NEW RADICALS "Hot" 12 MONTYDON "Hot"	<b>KNDD/Seattle, WA</b> PD: Phil Manning MS: Kim Maness 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"
<b>WOBX/Albany, NY</b> PD/MS: Kelli Hoffmann MS: Jill Collins 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WKDX/Chicago, IL</b> PD: Alex Latta AP/MS: Terry Stannan 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WISZ/Florence, SC</b> PD/MS: Joe Abby 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WLRL/Long Island, NY</b> PD: Gary Cox MS: Andre Fero 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WXDX/Pittsburgh, PA</b> PD: John Macchia MS: Lanny Blane 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WNSP/Springfield, MA</b> PD: Adam Wright MS: Rick Decker 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"
<b>KTEG/Albuquerque, NM</b> PD: Skip Isley AP/MS: Julia Forman 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WOXY/Cincinnati, OH</b> PD: Karl Valmassoi MS: Doris Pyle 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WJEX/FL, Myers, FL</b> PD: Leo Bunkle 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>KROQ/Los Angeles, CA</b> VP/Prog.: Kevin Wampler APD: Coco Sandstrom MS: Lisa Warden 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WCYU/Portland, ME</b> PD: Herb Ivy MS: Brian James 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>KTOZ/Springfield, MO</b> PD: Moseley Lee AP/MS: Paul Saut 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"
<b>WNNX/Atlanta, GA</b> MS: Brian Flynn PD: Leslie From MS: Susan Somers 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WENZ/Cleveland, OH</b> MS: PJ Sen 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WJCF/FL, Wynon, MI</b> PD/MS: Wanda 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WLRS/Louisville, KY</b> PD: Dennis Dillon MS: Greg Justice 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>KNKK/Portland, OR</b> PD: Mark Hamilton MS: Dave Taylor 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WGBR/State College, PA</b> MS: Mike Evans 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"
<b>WJSE/Atlantic City, NJ</b> PD: Mike Lauriti 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>KFMZ/Columbia, MO</b> PD/MS: Paul Maloney 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WGRD/Grand Rapids, MI</b> MS: Margot Smith MS: Tim Swanson 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WLRD/Louisville, KY</b> PD: Dennis Dillon MS: Greg Justice 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WSTP/Pensacola, FL</b> MS: James Galt APD: Gene Galt 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WKRL/Syracuse, NY</b> MS: Miami Griswold PD: Steve Corbett 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"
<b>WRXK/Augusta, GA</b> MS: Jim Haskins AP/MS: Derek Madson 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WARQ/Columbia, SC</b> PD/MS: Susan Groves 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WXRW/Greenville, NC</b> MS: Jeff Sanders 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WLRD/Louisville, KY</b> PD: Dennis Dillon MS: Greg Justice 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WBRU/Providence, RI</b> PD: Tim Schiavone MS: Seth Rector 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WXSR/Tallahassee, FL</b> PD: Scott Phillips MS: Doug 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"
<b>KROX/Austin, TX</b> PD: Sara Trezler AP/MS: Lloyd Heston 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WWCD/Columbus, OH</b> PD: Andy Davis MS: Jack DeVos 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WMRO/Hartford, CT</b> PD: Jay Dean Jones AP/MS: Dave M 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WLRD/Louisville, KY</b> PD: Dennis Dillon MS: Greg Justice 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WEXX/Providence, RI</b> PD: Brent Peterson MS: John Albers 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>KLZR/Topeka, KS</b> PD: Roger The Dodger MS: Bob O'Brien 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"
<b>WRAX/Birmingham, AL</b> PD: Dave Reesi APD: Hurricane Shane MS: Sazy Bee 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>KRAD/Corpus Christi, TX</b> PD: Cary Smith 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WMRO/Hartford, CT</b> PD: Jay Dean Jones AP/MS: Dave M 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WLRD/Louisville, KY</b> PD: Dennis Dillon MS: Greg Justice 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>KRZO/Reno, NV</b> PD: Rob "Blax" Brooks APD: Sammie Marty MS: Heather Pierce 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>KFMA/Tucson, AZ</b> PD: Chuck Reed MS: Tommy Sanders 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"
<b>KQXR/Boise, ID</b> PD: Jason Jellison 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>KDGE/Dallas, TX</b> PD: Dianne Osberry MS: Alan F Smith 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WMRO/Hartford, CT</b> PD: Jay Dean Jones AP/MS: Dave M 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WLRD/Louisville, KY</b> PD: Dennis Dillon MS: Greg Justice 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>KCXX/Riverside, CA</b> MS/MS: Dwight Arnold APD: John DeSaets MS: Lisa Ann 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>KMYZ/Tulsa, OK</b> PD: Lynn Barlow MS: Ray Soggen 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"
<b>WBCN/Boston, MA</b> VP/Programming: Geddes AP/MS: Steve Sisk 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WXEG/Dayton, OH</b> PD: Jeff Stevens AP/MS: Allan Rantz 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WMRO/Hartford, CT</b> PD: Jay Dean Jones AP/MS: Dave M 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WLRD/Louisville, KY</b> PD: Dennis Dillon MS: Greg Justice 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WVVE/Rochester, NY</b> PD/MS: Erik Anderson 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WHFS/Washington, DC</b> PD: Robert Benjamin APD: Bob Vaughn MS: Pat Ferris 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"
<b>WFXN/Boston, MA</b> PD: Cruise MS: Laurie Gail 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WTKL/Denver, CO</b> PD/MS: Mike O'Connor 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WMRO/Hartford, CT</b> PD: Jay Dean Jones AP/MS: Dave M 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WLRD/Louisville, KY</b> PD: Dennis Dillon MS: Greg Justice 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>KWDD/Sacramento, CA</b> PD: Ron Gane 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WPBZ/West Palm Beach, FL</b> PD: John O'Connell MS: Don O'Brien 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"
<b>WEDG/Buffalo, NY</b> PD/MS: Rick Wall 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WPLT/Detroit, MI</b> PD: Garrett Michaels MS: Ann DeLisi 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WMRO/Hartford, CT</b> PD: Jay Dean Jones AP/MS: Dave M 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WLRD/Louisville, KY</b> PD: Dennis Dillon MS: Greg Justice 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>XTRA/San Diego, CA</b> PD: Bryan Schock MS: Chris Muckley 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WFSM/Wilmington, NC</b> PD: John Stever MS: Janice Sutter 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"
<b>WBTZ/Burlington, VT</b> PD: Stephanie Hoadley MS: Steve Pizant 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WXDG/Detroit, MI</b> PD: Amy Doyle MS: Spillo 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WMRO/Hartford, CT</b> PD: Jay Dean Jones AP/MS: Dave M 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>WLRD/Louisville, KY</b> PD: Dennis Dillon MS: Greg Justice 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>KJEE/Santa Barbara, CA</b> MS/MS: Eddie Gutierrez APD: John Schroter 10 "Special" 11 "Special" 12 "Special" 13 "Special" 14 "Special" 15 "Special"	<b>95 Total Reporters</b> 94 Current Reporters 92 Current Playlists  Did Not Report: Playlists Frozen (2): WEND/Charlotte, NC KXRX/Salt Lake City, UT  Did Not Report For Two Consecutive Weeks: Data Not Used (1): WZAZ/Columbus, OH

Guess What? Only Seven Artists This Year Have Achieved #1 Status.

# HARVEY DANGER IS ONE OF THEM

## Harvey Danger "PRIVATE HELICOPTER"

Impacting Radio 10/13  
Early At: KNDD KTEG WBTZ and more



JIM KERR

## Radio's 'Star' Wars

Continued from Page 25

but they don't have to, so that frees them up to do a lot of things, including editing and tightening up their breaks."

One of the misconceptions of a voice-tracked operation like the Prophet system is that the jocks have to perform without the benefit of hearing the intro and outro of songs while they are actually recording their break. The reality is that as long as the music (or any other on-air unit, like commercials or production elements) is scheduled and stored in the system, the jocks can record their break complete with sound effects, phoners, and talking over ramps. Once everything is recorded to the hard drive, the computer marks all the various start and stop codes, and the break is seamlessly merged into the broadcast queue.

As Furst explains, "The whole concept is to take the radio station and apply it to a different technology. You would sound the same if you were playing CDs or carts."

"The software is only as good as the performer," says Star System jock and PD of Capstar's KFNX/Amarillo, TX Kidd Manning. "If a break is done badly, it is really bad. But if properly voice-tracked, it sounds better than live radio. There is no gray area."

### The Global Studio

While a paperless, digital studio, complete with voice-track capabilities, is becoming more and more common for many companies, Capstar has taken the concept to a dramatic new level: It has linked all of its GulfStar stations' computers into a giant company-wide network, a process the company is aggressively pursuing in its other regions as well.

The result will be the equivalent of Capstar having one nationwide studio. A jock at any Capstar station could conceivably voice-track breaks on any other Capstar station within the national network.

The complexities of creating a network infrastructure of this magnitude are immense. For example, all of the songs in each market need to be given the same song code in the music scheduling program. The reason becomes obvious when you realize that a jock voice-tracking over the network will need to hear the same song in his studio that is programmed by the PD in the other market. Capstar has created the GulfStar Universal Numbering System (GUNS) to handle this. Part of the complexity, however, is clearly due to Capstar's insistence that the focus remain local.

The best example of this can be seen at the PD level. Each station's PD schedules his or her own music and designs his or her own clocks. They are even able to use whatever music scheduling system they are most comfortable with, since the Prophet system can import text output.

Capstar is even flexible in the one area where absolute uniformity is required: fade codes. Since the Prophet system uses individual codes in songs to know when to fade them out, and the Star System requires a master song list with universal numbers, it would be assumed that a PD would have to live with fade codes already in place within the master song list — fade codes that he or she may not be comfortable with. This is not the case. If a PD wants an earlier or different fade for a song than any of those on the system, he or she can create a custom fade code and send the song to Austin, where it will be given a new GUNS number and

stored in the system. The result is a hard drive with numerous versions of one song, all with a unique GUNS number, and all with different fade codes, so that the local PD can customize his or her station's sound.

Furst explains this as he scrolls past numerous versions of different songs on his monitor. "Believe me, it would be a lot easier if we told the PD to live with a static list of music and fade codes."

Taddeo concurs. "That's what is misunderstood. We're killing ourselves at this end so that those guys at that end can have their own radio station."

The result of Capstar's undertaking is the capability of 100% local programming with 100% non-local talent or any mixture in between. It is this possibility that has drawn the most criticism from the industry.

### Fewer Jobs, Better Jobs

Star System Operations Director Don Cristi is playing me some upcoming on-air segments that are queued on the system. He introduces jock Ken Wall to me as "Speedy Gonzalez." Wall, Star System Director/Music Services in Austin, also voice-tracks several stations for GulfStar. Cristi plays for me an entertaining break Wall did featuring Texas football humor and *South Park* drops that will be aired that night. When I ask Wall why he is called "Speedy Gonzalez," I find out — it took him 15 minutes to record all the breaks for his entire six-hour shift.

This anecdote illustrates the most widespread use of the Star System within the GulfStar region: to have talented medium-market jocks in Austin do numerous on-air shifts for smaller-market stations within the GulfStar group. The degree of usage is up to the local GM and PD, depending on their local talent situation.

It is that scenario that frightens many in the radio industry about lost jobs and a diminishing talent pool. In online message boards, at convention panels, and in some trades, Capstar has been painted as sacrificing talent in the name of greed. The system *does* save an average of \$44,000 per station, but for Capstar programmers like Furst and Manning, the Star System isn't about cutting costs, it's about improving quality.

"The idea is to improve quality," states Taddeo. "We drive ratings to drive revenue. We don't save our way to profitability." Of course, by improving quality, Taddeo means improving the level of the air talent. In terms of the Star System, that could mean removing a local jock and replacing him or her with a better jock from outside the market using the network.

"The 'talent problem' exists," Taddeo points out. "We would love for it not to be that way. There have never been 20 Larry Kings in every small market. There are maybe two

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**The whole concept is to take the radio station and apply it to a different technology. You would sound the same if you were playing CDs or carts.**

—Alan Furst

people who were at the station that I first worked at who are still in radio. The fact is that it has always been a tough road to get into radio, and I don't know if that changes all that much with what we're doing."

"I used to consult stations in a lot of markets where we own stations now," explains Furst. "I know how difficult it was to find competitive-sounding people. Now we not only have competitive-sounding people, we have *really* good-sounding people, and that's hard for a competitor to match up against, because they have the same problem finding talent in those markets that we have. It's a great tool for us."

"Frankly, I'm more worried that some of the better people get chased out of the business because it could take them 12 years to get up to a medium-market station," says Taddeo. "They're all waiting in line, and the line is 2000-people long. At this point, we can reach down, find the two, and pull them up quicker. They'll make a living wage and receive great benefits."

Furst points out the example of Michelle Lee, who was doing mid-days for GulfStar in Corpus Christi, TX, as an example of how the Star System gives Capstar a flexibility in dealing with talent that other companies lack. "Michelle really wanted to move to Austin," relates Furst. "So we moved her here to be a Star jock while she still does her midday shift in Corpus Christi. That's one of the great things about the system: If we reach down to bring somebody up, they can remain on their radio station."

Manning is another example of this. A longtime MD and a high-profile jock at Capstar's Rock KFMX/Lubbock, TX, he was recently promoted to PD of the company's new Amarillo Rock station, KFNX. In the past, it would be unavoidable that such a promotion would leave a fairly big hole in the former station's on-air day. With Capstar's Star System, however, Manning can not only be on the air and program his new station in Amarillo, he can continue to do his airshift in Lubbock. His longtime fans in Lubbock will never know that he is hundreds of miles away.

When I mention to Taddeo that it sounds like there will be fewer jobs, but that they will be much better for the talent, he readily agrees.

### Local ... From Afar

"There isn't a whole lot of difference between having a studio that's 10 feet away from the transmitter or connected via a cable 500 miles away," he says, dismissing the other big criticism of the Star System — that it will be impossible for the jocks to sound local. Furst not only vehemently disagrees with the criticism, but the Star System jocks themselves take great exception to such sen-

timents when I bring them up. "Quite frankly, the Star System jocks sometimes sound more local than the local jocks," states Furst, giving the following anecdote as a typical example:

"In Alexandria, the minor league baseball team was in the playoffs, and their local PD reminded the jock to talk about the game. The next day, without prompting, the jock looked up the results on the Internet and talked about it on the air. Later that day, the PD called to give us the score and to remind the jock to 'at least mention the score.' We were able to tell him that not only did the jock mention the score, he was talking about game details."

In terms of timeliness, as long as a break hasn't already aired, the Prophet system allows any item in the broadcast queue to be replaced, including breaks. As a result, unlike products like the Research Group's Virtual Radio, Capstar's network is so well integrated on the local level that, if a weather emergency were to occur, a Star System jock could cut the break in almost real time, simply sending his or her new break through the network to replace the previously recorded voice track, which are generally done a day or two in advance.

Keeping track of things like important local events is the responsibility of the local PD. As Furst says, "It's not a system you can walk away from. It's still a living, breathing radio station."

"Other groups will absolutely attempt this," states Taddeo. "There will be probably one or two very large groups that go to doing this with the purpose of doing a better job in their smaller markets and then working upstream."

While the current incarnation of this technology and the Star System has been limited to providing talent on smaller-market stations for GulfStar, Furst clearly doesn't see this as the Star System's limit. In fact, he sees this as the future of radio. "I don't think it's a market-size issue at all," explains Furst. "There has been talk of how this wouldn't be done in New York. I don't know why you *wouldn't* do it in New York. If you have an exceptional jock in New York doing middays, why wouldn't you want them on the air in Chicago or L.A.? After all, they would be doing the show *exactly* as if they were sitting in the studio in Chicago or L.A. There's a huge upside to it."

"I'm not sure what the limit is on this," says Taddeo. "At some point, I am sure that there will be people in New York or L.A. who want to exchange programming. Tom Joyner is a good example of how this might work. He would never have had to get on an airplane if they had had a Star System."

Big Bad Voodoo Daddy

mr. Pinstripe suit

Going For Adds On October 13th

PRODUCED BY BRAD JONES, MICHAEL FRODELLO & GUY...  
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# PLACEBO. PURE MORNING

ADDITIONAL ADDS 10/75

**A Pure Smash... Instant Reaction:**

**WXRK Top 5 phones 18x!**

**KNDD Top 10 phones-already #8 this week 29x!**

**KROQ 18x**

**Live 105.32x**

**89x 29x**

**also on: WBTZ WEQX KMYZ KTEG KFTB**

**More early adds!**

**WBCN WHFS WXDG WOXY WHTG WTGZ KQXR**

**Appearing November 5th in NYC Hudson Theater  
during CMJ with Gomez!**

THE FIRST SINGLE FROM THE NEW ALBUM **WITHOUT YOU I'M NOTHING**

PRODUCED BY PHIL VIALI REPRESENTATION: GIBBERN MANAGEMENT / DAVE MCLEAN AND ALEX WESTON



www.virginrecords.com AOL Keyword: Virgin Records  
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OCTOBER 2, 1998

## BREAKERS

**ALANIS MORISSETTE**  
Thank U (Maverick/Reprise)

TOTAL PLAYS/INCREASE: 1442/1304  
TOTAL STATIONS/ADDS: 69/13  
CHART: 19

## FUEL

Bittersweet (550 Music)

TOTAL PLAYS/INCREASE: 1064/165  
TOTAL STATIONS/ADDS: 69/5  
CHART: 25

## MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
U2 Sweetest Thing (Island)	70
NEW RADICALS You Get What You Give (MCA)	33
REEL BIG FISH The Set Up (Mojo/Universal)	28
GREEN DAY Nice Guys Finish Last (Reprise)	16
ALANIS MORISSETTE Thank U (Maverick/Reprise)	13
GRANT LEE BUFFALO Testimony (Slash/WB)	12
CARDIGANS My Favourite Game (Mercury)	11
AFGHAN WHIGS Somethin' Hot (Columbia)	8
PLACEBO Pure Morning (Hut/Virgin)	7
FEEDER Descend (Echo/Elektra/EEG)	6

# PJ HARVEY

## "Is This Desire?"

'A' - Entertainment Weekly  
★★★★ - Rolling Stone

...looks like Harvey's the only one in line to become Neil Young Jr. She keeps the faith of rock 'n' roll.

- Spin (8 Out of 10 Stars)

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ALANIS MORISSETTE Thank U (Maverick/Reprise)	+1304
U2 Sweetest Thing (Island)	+435
CAKE Never There (Capricorn/Mercury)	+358
GREEN DAY Nice Guys Finish Last (Reprise)	+321
LENNY KRAVITZ Fly Away (Virgin)	+249
GOO GOO DOLLS Slide (Warner Bros.)	+168
FUEL Bittersweet (550 Music)	+165
AFGHAN WHIGS Somethin' Hot (Columbia)	+160
EVERLAST What It's Like (Tommy Boy)	+135
HOLE Celebrity Skin (DGC/Geffen)	+125

## HOTTEST RECURRENTS

ARTIST TITLE LABEL(S)	TOTAL PLAYS
GOO GOO DOLLS Irtz (Warner Sunset/Reprise)	17/0
CREED My Own Prison (Wind-up)	17/0
SEMISONIC Closing Time (MCA)	17/0
FOO FIGHTERS Everlong (Roswell/Capitol)	17/0
GREEN DAY Time Of Your Life (Good Riddance) (Reprise)	17/0
EVERCLEAR I Will Buy You A New Life (Capitol)	17/0
MARCY PLAYGROUND Saint Joe On The School Bus (Capitol)	17/0
DAYS OF THE NEW Touch, Peel, And Stand (Outpost/Geffen)	17/0
MARCY PLAYGROUND Sex And Candy (Capitol)	17/0
FASTBALL The Way (Hollywood)	17/0

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
7	5	2	1	HOLE Celebrity Skin (DGC/Geffen)	2805	2680	2522	2232	90/1
2	1	1	2	EVE 6 Inside Out (RCA)	2714	2875	2846	2923	87/0
6	6	6	3	EVERCLEAR Father Of Mine (Capitol)	2492	2424	2434	2307	86/1
1	3	3	4	BARENAKED LADIES One Week (Reprise)	2407	2607	2798	3012	81/0
37	15	9	5	GOO GOO DOLLS Slide (Warner Bros.)	2351	2183	1633	596	91/0
4	4	5	6	GARBAGE I Think I'm Paranoid (Almo Sounds/Interscope)	2289	2484	2537	2392	80/0
5	8	7	7	BEASTIE BOYS Intergalactic (Grand Royal/Capitol)	2218	2293	2252	2327	78/0
3	2	4	8	SMASHING PUMPKINS Perfect (Virgin)	2206	2552	2805	2853	79/0
8	7	8	9	THIRD EYE BLIND Jumper (Elektra/EEG)	2197	2207	2266	2195	76/0
11	10	11	10	EAGLE-EYE CHERRY Save Tonight (Work)	2091	2063	1886	1778	73/1
23	20	15	11	LENNY KRAVITZ Fly Away (Virgin)	2053	1804	1389	1101	87/5
14	12	12	12	SEMISONIC Singing In My Sleep (MCA)	2044	1945	1867	1640	88/2
12	13	14	13	FASTBALL Fire Escape (Hollywood)	1949	1900	1825	1742	86/0
10	9	10	14	CREED What's This Life For (Wind-up)	1928	2067	2092	2060	66/0
13	14	13	15	FLYS Got You (Where I Want You) (Trauma/Delicious Vinyl)	1914	1908	1792	1679	82/0
—	32	18	16	CAKE Never There (Capricorn/Mercury)	1881	1523	871	230	89/0
22	19	16	17	SHAWN MULLINS Lullaby (Columbia)	1720	1665	1427	1187	75/1
19	16	19	18	LOCAL H All The Kids Are Right (Island)	1506	1505	1485	1357	77/1
<b>BREAKER</b>	<b>19</b>	<b>19</b>	<b>19</b>	ALANIS MORISSETTE Thank U (Maverick/Reprise)	1442	138	—	—	69/13
25	23	21	20	MARILYN MANSON The Dope Show (Nothing/Interscope)	1436	1333	1149	1025	76/0
9	11	17	21	HARVEY DANGER Flaggpole Sitta (Slash/London/Island)	1399	1658	1869	2149	59/0
35	25	23	22	SOUL COUGHING Circles (Slash/WB)	1312	1189	996	717	77/5
18	17	20	23	BRIAN SETZER ORCHESTRA Jump Jive An' Wail (Interscope)	1308	1390	1472	1395	59/0
15	18	22	24	FUEL Shimmer (550 Music)	1272	1296	1468	1624	57/0
<b>BREAKER</b>	<b>25</b>	<b>25</b>	<b>25</b>	FUEL Bittersweet (550 Music)	1064	899	513	172	69/5
29	26	26	26	KORN Got The Life (Immortal/Epic)	1058	1011	989	882	71/1
28	27	25	27	SHERYL CROW My Favorite Mistake (A&M)	991	1017	964	924	47/0
30	30	27	28	BETTER THAN EZRA One More Murder (Elektra/EEG)	859	973	912	881	47/0
17	21	24	29	DISHWALLA Once In A While (A&M)	789	1152	1341	1449	44/0
21	24	29	30	DAYS OF THE NEW The Down Town (Outpost/Geffen)	787	962	1093	1225	32/0
34	35	31	31	PJ HARVEY A Perfect Day Elise (Island)	769	795	669	651	58/1
31	28	32	32	MONSTER MAGNET Space Lord (A&M)	723	785	951	865	44/1
16	22	28	33	DAVE MATTHEWS BAND Stay (Wasting Time) (RCA)	712	971	1216	1549	40/0
—	42	35	34	COWBOY MOUTH Whatcha Gonna Do? (MCA)	643	595	513	352	42/2
—	—	38	35	PEARL JAM Do The Evolution (Epic)	622	562	368	88	49/1
—	46	34	36	DEPECHE MODE Only When I Lose Myself (Mute/Reprise)	601	603	416	62	46/3
44	43	39	37	STABBING WESTWARD Sometimes It Hurts (Columbia)	579	521	479	446	44/0
40	37	36	38	URGE Closer (Immortal/Epic)	578	594	559	490	41/0
—	—	49	39	EVERLAST What It's Like (Tommy Boy)	541	406	302	195	32/4
—	—	45	40	ATHENAEUM Flat Tire (The Truth) (Atlantic)	525	450	375	331	43/5
—	—	44	41	ROB ZOMBIE Dragula (Geffen)	501	454	372	332	43/5
39	36	37	42	LIZ PHAIR Polyester Bride (Matador/Capitol)	496	571	592	570	31/0
—	50	41	43	SONICHRONE Honey Please (Capitol)	446	460	384	365	32/0
<b>DEBUT</b>	<b>44</b>	<b>44</b>	<b>44</b>	U2 Sweetest Thing (Island)	435	—	—	—	70/70
20	29	33	45	PEARL JAM In Hiding (Epic)	428	624	935	1285	27/0
—	47	42	46	LEAH ANDREONE Sunny Day (RCA)	418	458	404	312	35/0
27	33	40	47	EVERYTHING Hooch (Blackbird/Sire)	380	508	757	959	17/0
<b>DEBUT</b>	<b>48</b>	<b>48</b>	<b>48</b>	GREEN DAY Nice Guys Finish Last (Reprise)	365	44	—	—	46/16
<b>DEBUT</b>	<b>49</b>	<b>49</b>	<b>49</b>	STRETCH PRINCESS Sorry (Wind-up)	357	383	352	300	28/0
<b>DEBUT</b>	<b>50</b>	<b>50</b>	<b>50</b>	ECONOLINE CRUSH Surefire (Never Enough) (Restless)	347	273	213	142	33/5

This chart reflects airplay from September 21-27. Songs ranked by total plays. Highlighted songs indicate Breaker.

95 Alternative reporters. 92 current playlists. Songs below No. 25 are moved to recurrent after 26 weeks. © 1998, R&R Inc.

## NEW & ACTIVE

**EELS** Last Stop: This Town (DreamWorks/Geffen)

Total Plays: 346, Total Stations: 29, Adds: 2

**FINGER ELEVEN** Quicksand (Wind-up)

Total Plays: 328, Total Stations: 24, Adds: 1

**MARCY PLAYGROUND** Sherry Frasier (Capitol)

Total Plays: 323, Total Stations: 20, Adds: 0

**STABBING WESTWARD** Save Yourself (Columbia)

Total Plays: 288, Total Stations: 19, Adds: 1

**ORGY** Stitches (Elementree/Reprise)

Total Plays: 281, Total Stations: 28, Adds: 2

**BUFFALO TOM** Rachael (Beggars Banquet/Polydor/A&M)

Total Plays: 279, Total Stations: 26, Adds: 2

**GUSTER** Demons (Hybrid/Sire)

Total Plays: 263, Total Stations: 20, Adds: 0

**FEEDER** High (Echo/Elektra/EEG)

Total Plays: 243, Total Stations: 9, Adds: 0

**SOCIAL DISTORTION** Story Of My Life (Time Bomb)

Total Plays: 239, Total Stations: 18, Adds: 0

**AFGHAN WHIGS** Somethin' Hot (Columbia)

Total Plays: 224, Total Stations: 25, Adds: 8

**KENT** If You Were Here (RCA)

Total Plays: 218, Total Stations: 23, Adds: 1

Songs ranked by total plays

Note: WZAZ/Columbus, OH did not report for two consecutive weeks. Their playlist was not used in this week's data. All tracks were reviewed — and where appropriate, bullets were awarded. Chart positions, however, were not changed.

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.

# econoline crush "surefire"

(never enough)

R&R Alternative Debut **50**  
R&R Active Rock **27** **BREAKER**  
R&R Rock **50**  
BDS A Rock **26\***

On over 150 stations including: WBCN WENZ KPNT KWOD KXTE KKND WNVE WPLA CFNY WOXY and more!

New at: WMRO WRXO WRAX WKRO KJEE KDRE

# HOLE *Celebrity Skin*

The First Track And Video From The Album CELEBRITY SKIN

Do you know the HOLE truth?

*Celebrity Skin* comes in at **#1!**

R&R: **2-1** 2805x (+125)

BDS: **3\*-1\*** 2147x (+102)



## BreakThrough Artist

### SONICHROME

TRACK: "HONEY PLEASE"  
LP: *BREATHE THE DAYLIGHT*  
PRODUCER: RICK NEIGHER  
LABEL: CAPITOL

**e**ssentials: Sonichrome frontman Chris Karn is rather proud of the fact that his parents had classic rock musical taste. You see, as a youngster, he was shuttled around Orange County, CA in his folks' hippie-style van and forced to listen to a steady soundtrack of their favorite '70s artists, such as ELO and Elton John. This experience, Karn claims, subliminally set him up to

cus through adulthood (as did Westerberg — Karn's self-cited biggest influence), with Karn even spending a stint playing in the final incarnation of General Public.

In 1996, he met up with fellow SoCal bassist Rodney Mollura and decided to form his own band. Mollura's high-school pal, Craig Randolph, was recruited as drummer, and Karn set about writing a catalog of self-deprecating pop songs under the name of Sonichrome. Westerberg (or perhaps that subliminal Elton John influence?) proved a proper role model, as Sonichrome's tunes reportedly brought tears to a

Capitol A&R exec's eyes, and the band can now be heard pleading "Honey Please" on stations throughout the country. Or would that be disgruntled high-school headphones throughout the country?

**Artist POV:** Karn is so "Unsatisfied," um, make that "Self-Indulgent": "I've always believed in extremes. If you're going to write about something sad, make it really sad. And if you're going to write about something happy, make it really happy."

—Rich Michalowski  
Asst. Alternative Editor



appreciate beautiful melodies for the rest of his life.

Rolling your eyes? Well, don't yet. This touching story came to an inevitable and thudding halt when Karn hit adolescence and began rebelling like any other normal kid — namely, skulking around high school with his headphones spewing a constant stream of Paul Westerberg into his little outcast ears. Music remained a constant fo-

## Eddie Gutierrez ON THE RECORD

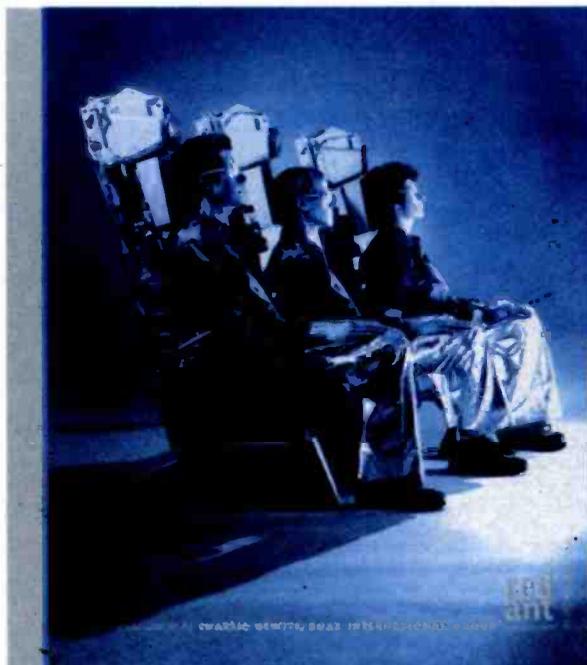
Offspring  
"Pretty Fly (For A White Guy)"  
(Columbia)  
Eddie Gutierrez, GM/PD  
KJEE/Santa Barbara, CA

With our competition switching format [KHTY switched to Country], being the only Alternative station in Santa Barbara

does have its advantages, including getting the new music first. ■ The record I'm most excited about is the new Offspring single "Pretty Fly (For A White Guy)." It's a *smash* and is already in power rotation for us ... The new R.E.M. is generating a huge phone story for us ... Hepcat has the cool ska beach sound that we love out here in Santa Barbara ... And the Cake record just sounds good ... Other records that are generating nice phone stories are PJ Harvey, Korn, Hole, and Marilyn Manson.

There have been less than 10 No. 1 records this year for the format, and I can't remember a single one that has hit No. 1 faster than Hole's "Celebrity Skin." Congratulations to the band and DGC/Geffen Records ... A big add week as U2's killer new version of b-side "The Sweetest Thing" brings in 70, while the New Radicals (33 adds) and Reel Big Fish (28 adds) have great weeks as well ... As one person at the L.A. Gomez show told me, "They're scary good." Check it out and let me know if you agree ... Rock radio has claimed enough of our artists, it's time for us to steal another one of theirs. Sevendust is a perfect candidate as it continues to sell strongly with and without airplay. In a testament to the dictum that hit records rise to the top, witness the story on Everlast, which continues to pull in major market support as it works its way up the chart ... Nice early buzz on Geffen's upcoming Remy Zero record ... It's a game of inches award" goes to the great Eels song "Last Stop This Town," which misses the chart by one spin ... 550 Music picks up Ivy. Listen to "This Is The Day" and you'll know why ... Finally, two words: "Pure Morning." RECORD OF THE WEEK: R.E.M. "Daysleeper."

## ON THE RADIO With Jim Kerr



## LOVE AND ROCKETS

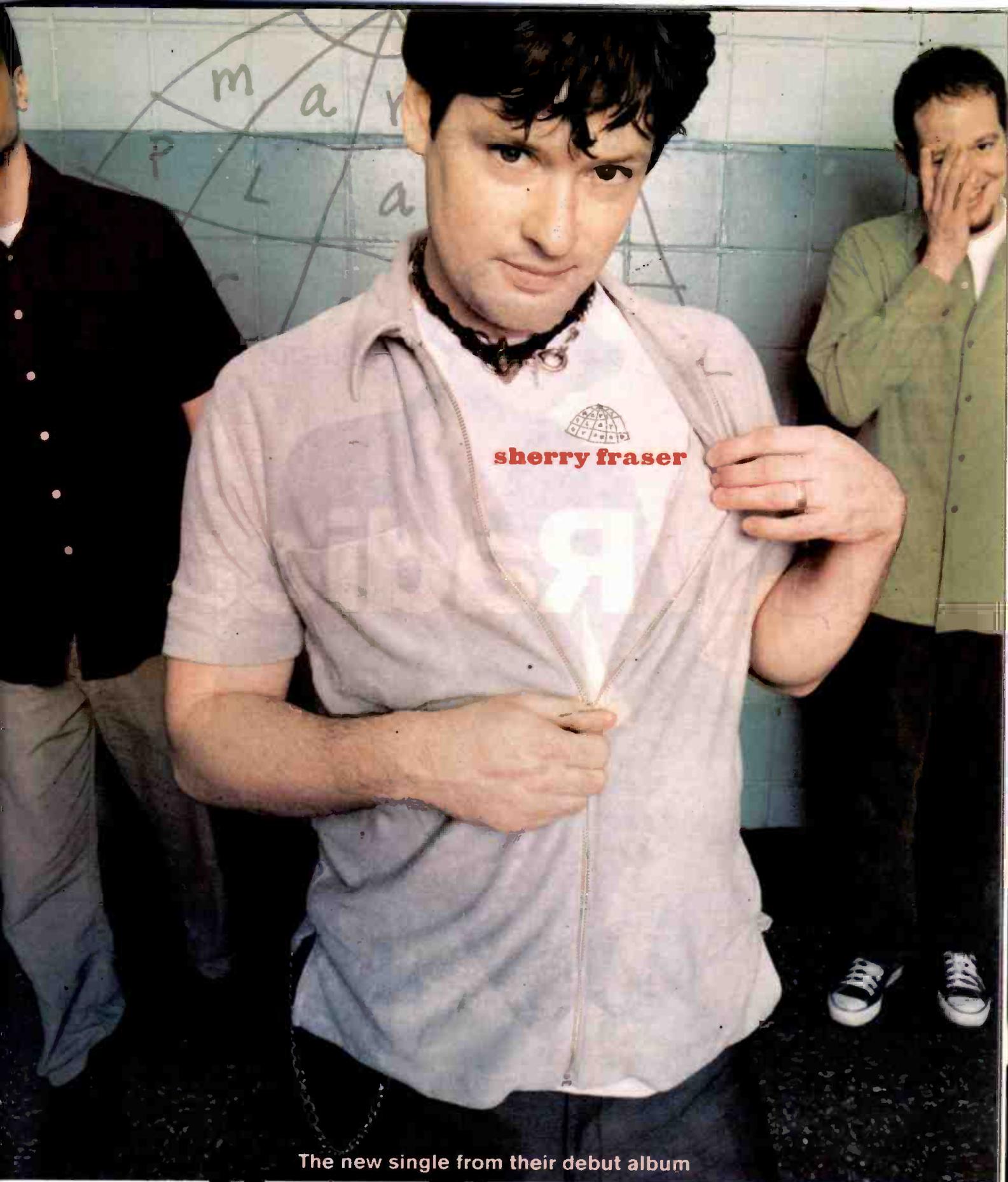
NEW ALBUM: **LIFT RADIO: HOLY FOOLS**

IN STORES  
OCTOBER 13



- |      |      |
|------|------|
| WBCN | WSFM |
| WFNX | KTOZ |
| Y107 | KHLR |
| KCXX | KQRX |
| KJEE | WXSR |
| WMRQ | WOXY |
| WHTG | WEBO |
| WDST | KESO |
| WEQX | KACV |
| WJSE | KSPI |

TO CHECK OUT SONGS FROM LIFT CALL (800)490-0800 (CODE 248) VISIT REDANTRECORDS.COM



The new single from their debut album

# Already On: **Marcy Playground**

**91X KKND KTEG KRZQ WDST WCDW  
KWOD WMRQ WKRL KBR5 WUBZ**

**On tour now with Sonichrome**

Produced by John Wozniak • Management: Blake & Bradford [www.marcyplayground.com](http://www.marcyplayground.com)

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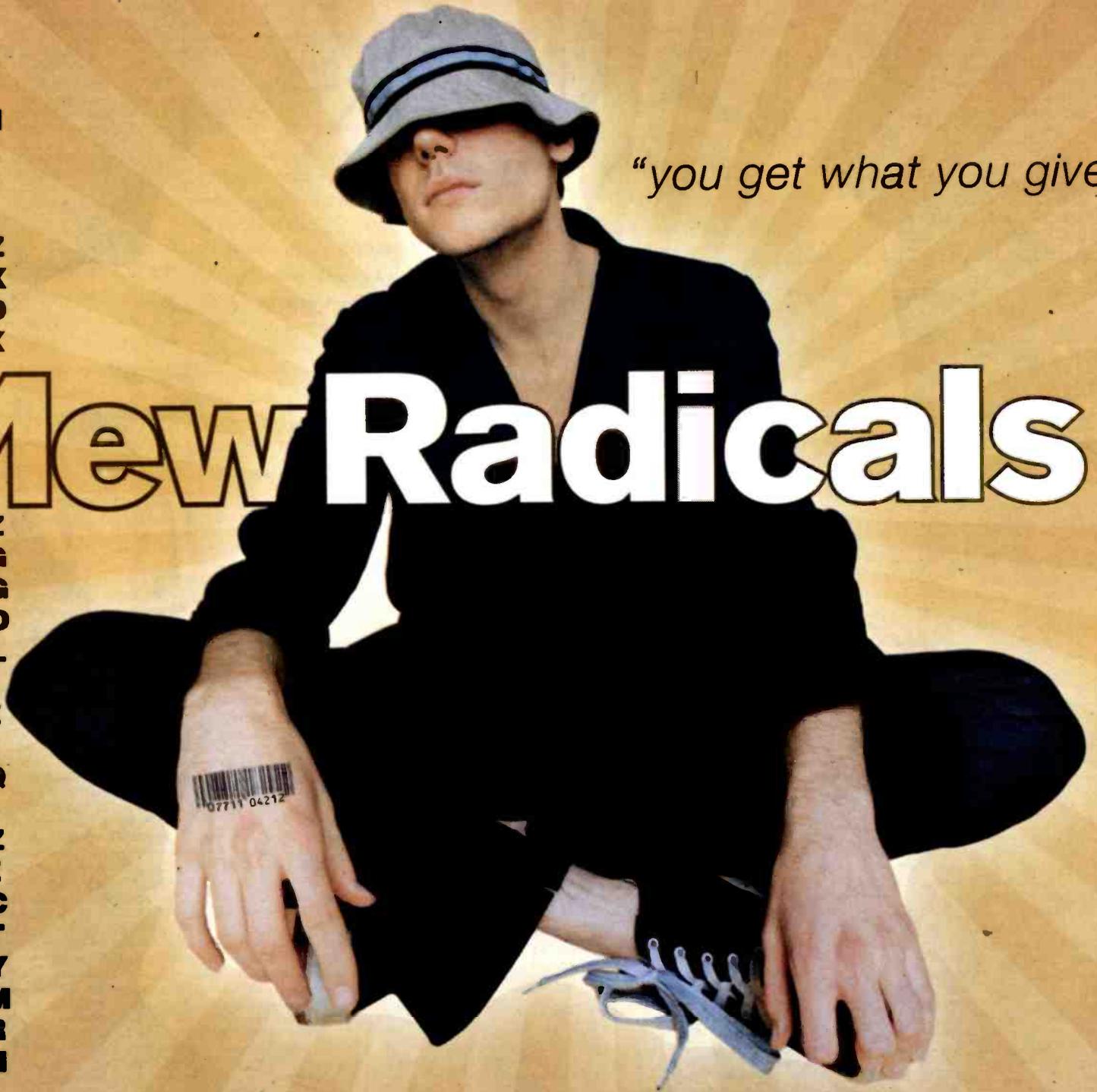
**4th Quarter?  
We beat the traffic.**

**WHFS  
KDGE  
XTRA  
WXDG  
WPLT  
CIMX  
KENZ  
KEDJ  
KZON  
KZNX  
KTBZ  
WLIR  
WENZ  
WEQX  
WEND  
WRZX**

*"you get what you give"*

# New Radicals

**WPBZ  
WEDG  
WHTG  
WGRD  
WKRL  
KFTE  
WEJE  
KLZR  
KNRQ  
WIXO  
WXZZ  
WJSE  
WOSC  
WDST  
WCYY  
WSDM  
WXSX  
WXPX  
CIDR  
WXRV  
KMTT  
WRNR**



**M·C·A**  
MUSIC  
AMERICA

Produced & Arranged by Gregg Alexander • Management: Steve Jensen and Martin Kirkup/Direct Management Group, Inc. • [www.mcarecords.com](http://www.mcarecords.com) • [newradicals.com](http://newradicals.com) • ©1998 mca records, inc.







# LOCAL H

Great Early Callout at  
Both Alternative & Active Rock  
Leaders Like:  
Top 5 Callout Q101  
Top 5 Callout WRCX (#37 Soundscan 1,438pc)  
#11 Callout KXTE  
Top Callout WJRR  
R&R Alternative 19 - 18  
R&R Active Rock 13 - 12



**“All The Kids Are Right”**  
the first single from the new album  
**PACK UP THE CATS**

**On Tour This Fall**



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120 Minutes



THE BOX

Produced by Roy Thomas Baker

Management: Steve Smith and Peter Freedman

NEW MUSIC SPECIALTY SHOWS

R&R's Exclusive Look At The Cutting Edge Of Alternative

Placebo Takes Effect

"A friend with weed is better ..." Well, by now you've probably got these infectious lyrics to "Pure Morning," the latest release from Hut/Virgin's buzz band Placebo, stuck in your thick little skulls. WBRU/Providence's Seth Resler agrees. "Placebo is a refreshing, yet addictive, single that both me and my PD love. It's getting a lot of reaction and making the phones light up." Meanwhile, even with an incredible add

By Rich Michalowski  
Asst. Alternative Editor

week, Columbia's Afghan Whigs retain their Specialty status, hinting that the single "Somethin' Hot" may have a nice long run on both sides. And out of nowhere comes Mercury's Cardigans, who debut at No. 3 this week already with an early add at KITS/San Francisco. Other debuts include:

Capitol's Less Than Jake. Alias' Archers Of Loaf, and Restless' Econoline Crush. Finally, thanks go out to Radioactive's Phat Pete for the Devlins invite (by the way, if any of your radio people haven't heard Snowpony, call Phat Pete at [310] 659-9659 for a copy). Record To Watch: New Wave Halloween (Just Can't Get Enough) compilation.



SCREAM, LENNY SCREAM! — A dazed Speedo (Love And Rockets) reunites with long-time homies, including R&R's Rich Michalowski (l), and Interscope's Lenny Lasalandra.



TOP 20 ARTISTS

Ranked by total number of shows reporting artist.

1. PLACEBO (Hut/Virgin) Airplay Includes: WBCN, WFNX, WLIR
2. AFGHAN WHIGS (Columbia) Airplay Includes: KCRW, KNRO, WPLY
3. CARDIGANS (Mercury) Airplay Includes: KPNT, KROQ, WOXY
4. SOUL COUGHING (Slash/WB) Airplay Includes: WRXQ, WXEG, WXSX
5. GOMEZ (Virgin) Airplay Includes: KTEG, WBCN, WBTZ
6. ELLIOTT SMITH (DreamWorks) Airplay Includes: KNRX, WHFS, WXRK
7. FRANK BLACK AND THE CATHOLICS (spinART) Airplay Includes: WDST
8. LOVE AND ROCKETS (Red Ant) Airplay Includes: KMYZ, KNRO, WEJE
9. RIALTO (Sire) Airplay Includes: KNDD, KXRK, WBCN
10. LESS THAN JAKE (Capitol) Airplay Includes: KNRQ, WXRK, WXSX
11. SUNNY DAY REAL ESTATE (Sub Pop) Airplay Includes: KFTE, KLZR, WFNX
12. ARCHERS OF LOAF (Alias) Airplay Includes: KPNT, KZNZ, WQBK
13. UNKLE (MoWax/London) Airplay Includes: KJEE, WEQX, WPLY
14. EELS (DreamWorks/Geffen) Airplay Includes: KTCL, KTOZ, WXDX
15. BRIAN JONESTOWN MASSACRE (TVT) Airplay Includes: WHTG, WLIR, WXSX
16. REMY ZERO (DGC/Geffen) Airplay Includes: KCRW, WXRK, WXSX
17. ECONOLINE CRUSH (Restless) Airplay Includes: WRXQ, WXEX, WXRK
18. LIMP BIZKIT (Flip/Interscope) Airplay Includes: WBZF, WSFM, WXEX
19. MEAT BEAT MANIFESTO (Nothing/Interscope) Airplay Includes: WBZF, WEJE
20. KING MISSILE (Shimmy Disc) Airplay Includes: KNDD, WBCN, WGMR

SPECIALTY SHOW REPORTERS

Shows and their Top 5 songs listed alphabetically by market

<p><b>WEQX/Albany, NY</b> Downbeat Sunday 7-10pm Stephanie Maloney Must Beat Manifesto: "Prime Audio Soup" Soul Coughing: "3000" My Friend Steve: "The Shooting" Alpha: "Wh" New Radicals: "You Get What You..."</p>	<p><b>KNRQ/Eugene, OR</b> The "Q" Afterdark Friday midnight-2am Cia Last Alderman: "Cigarette" Less Than Jake: "History Of A..." Placebo: "Pure Morning" Alphn Whigs: "Somethin' Hot" King Missile: "Gay Not Gay"</p>	<p><b>WXRK/New York, NY</b> The Buzz Sunday midnight-2am Miles P. Radio: "Rabson" Cala: "Sheep Go B..." Cardigans: "My Favourite Game" Goo Goo Dolls: "Black Baloon" Back: "Tropicale" Soak: "To It"</p>	<p><b>KITS/San Francisco, CA</b> Snow Club Friday midnight-1am Aard: "Double Love" Azeeton Back: "Tropicale" Fetty Slim: "Gangster Troppin" Orange: "Eggboob" Alapack: "Arrows To The Action" Manc Street: "If You Jerk..."</p>
<p><b>WOBX/Albany, NY</b> Over The Edge Sunday 7-8:30pm Kath Matthews Stain: "C'Mon C'Mon" David Garza: "Kunder" Archers Of Loaf: "One Slight Wrong" Gomez: "Get Myself Arrested" Juno: "Little Children: "Not Today"</p>	<p><b>WBZF/Florence, SC</b> Midnight Medicine Show Monday 8-10pm Head On Sarram: "Factory" Uranian Linn: "Holiday" Soul Coughing: "Circles" Blue Planet: "Water: A Bad Day" Rada Surf: "Why Are You..."</p>	<p><b>WPLY/Philadelphia, PA</b> Y Not? Sunday 9-10:30pm Dun Fala Afghan Whigs: "Somethin' Hot" Dash Rip Rock: "Strong You Up" Hole: "Assu" Jannarosa: "Digger Underground" Lucinda Williams: "Car Wheels On..."</p>	<p><b>KJEE/Santa Barbara, CA</b> Dinner and Drinks Sunday 10:20pm-midnight John Deaton Gomez: "78 Stone Wobble" Cardigans: "My Favourite Game" Unkle: "Unkl" Mudhoney: "I Have To Laugh" Sunny Day Real...: "Pillars"</p>
<p><b>KTEG/Albuquerque, NM</b> Over The Edge Sunday 7-8:30pm Jello Pagan Limp Bizkit: "Faith" Gomez: "78 Stone Wobble" MXPX: "I'm OK, You're OK" Le Phat: "Polyester Birds" Art Asakasi: "Overwhelming"</p>	<p><b>WEJE/Ft. Wayne, IN</b> New Music Show Sunday 7:30-9:30pm Wanted Zebrahead: "Get Back" Jannarosa: "Digger Underground" Gomez: "78 Stone Wobble" Must Beat Manifesto: "Prime Audio Soup" Girls Against Boys: "Play"</p>	<p><b>WXDX/Pittsburgh, PA</b> Edge Of The X Sunday 9-10pm Lenny Diase Afghan Whigs: "Somethin' Hot" Pushmohney: "Handclap" Kid Rock: "I Am The Bulldog" Blue Planet: "Water: A Bad Day" Incubus: "New Skin"</p>	<p><b>KNDD/Seattle, WA</b> Loudspeaker Sunday 10-11pm Bill Reid King Missile: "Gay Not Gay" Frank Black: "The Man Who Was..." Phat Pete: "On The Her" Ace: "Empire: "Hard It's Little..." Harry Holter: "Marilyn Manson"</p>
<p><b>WBCN/Boston, MA</b> Reclaimed Emotions Sunday 8-10pm Outcast/Robert O Feeder: "Descend" Cracker: "The Good Life" Radio: "Unloatchable" Elliott Smith: "Waltz #2" Placebo: "Pure Morning"</p>	<p><b>KNRX/Kansas City, MO</b> Living Room Sunday 8-10pm Stone &amp; Jost Rialto: "Unloatchable" Spoonville: "Manna" Glorious: "John Wayne" Possum Den: "Holding (Lenny's Song)" Placebo: "Pure Morning"</p>	<p><b>WCYD/Portland, ME</b> Spinout Thursday 7-9pm Shawn "Focussator" Jeffrey Olea Pictos: "Mid Darn Day" Halsey: "Empty Promises" Die Jay: "Pure Roc: "Far Out" Archers Of Loaf: "Dead Red Eyes" Frank Black: "All My Ghosts"</p>	<p><b>KTOZ/Springfield, MO</b> Text Site Sunday 7-9pm Simon Night Blue Planet: "Water: A Bad Day" Die Jay: "Pure Roc: "Far Out" Godsmack: "Whichever" Placebo: "Pure Morning" Circus: "Back On A Mission"</p>
<p><b>WFOX/Boston, MA</b> First Contact Sunday midnight-2am Charlie Placebo: "Pure Morning" Sunny Day Real...: "Pillars" Transglobal World...: "Della Disco" Moby: "Honey" Kurt: "If You Were Here"</p>	<p><b>KFRX/Lafayette, LA</b> End Of The World Sunday 7-11pm Dana Hubbard Hole: "Assu" Nothingface: "Brutche Out" Sunny Day Real...: "Pillars" Vansire: "Unlatched The..." Unkle: "Unlatched"</p>	<p><b>WVIR/Portland, OR</b> Something Cool Sunday midnight-1am Juno Selle &amp; Sebastian: "Sleep The Clock" Gomez: "78 Stone Wobble" Must Beat Manifesto: "Prime Audio Soup" Murder City Devils: "Dance Shoes" Starvud: "Music Sounds..."</p>	<p><b>WGMR/State College, PA</b> New Hour This Sunday 10pm-midnight Peggy Lutz Jack Drag: "Sams So Tred" Shack Lobe: "My Wicked Soul" R.L. Burnside: "Roller Turbin" Galecki: "Harvey's Ramp" Julian Hallford: "Bad Day"</p>
<p><b>WBTZ/Burlington, VT</b> Screaming Sunday 8-10:30pm Sherry Fesser Bob Mould: "Stratrod" Snowpony: "Bad Sister" Cinax: "Back On A Mission" Screaming Wicard: "Speed Of Mutation" Aluminum Group: "Anger On A..."</p>	<p><b>WLRJ/Long Island, NY</b> Lull Of Center Sunday 9-10:30pm Jerry Robbins Kurt: "If You Were Here" Cardigans: "My Favourite Game" Rialto: "Unloatchable" Marty Street: "Preachers: "If You Tolerate..." Placebo: "Pure Morning"</p>	<p><b>WOST/Poughkeepsie, NY</b> Indie Plus Thursday 10:30-11:30pm Justin Holman Must Beat Manifesto: "Prime Audio Soup" Harry Holter: "Marilyn Manson" Massive Attack: "Angel" Nevercut: "Andropod" Vansire: "Gulf Of Mexico"</p>	<p><b>WWSR/Tallahassee, FL</b> Midnight Lounge Sunday 9-10pm Rob The Lounge Live Phantom Planet: "So I Fall Again" Soul Coughing: "Circles" Finger Eleven: "Quiltland" Pardogans: "My Heart" Cala: "New Year"</p>
<p><b>WVWF/Charleston, SC</b> Cutting Edge Sunday 8:30-10pm Dad Matthews Chemical Brothers: "Wilder: Match..." Moby: "Honey" BTK: "Boimales" Zobombs: "Jamblo" Zebrahead: "Get Back"</p>	<p><b>WVLA/Long Island, NY</b> Lull Of Center Sunday 9-10:30pm Jerry Robbins Kurt: "If You Were Here" Cardigans: "My Favourite Game" Rialto: "Unloatchable" Marty Street: "Preachers: "If You Tolerate..." Placebo: "Pure Morning"</p>	<p><b>WVPR/Providence, RI</b> Broadcast And Evening Sunday 10:30pm-midnight-2am Big Smith Radio Placebo: "Pure Morning" Zebrahead: "Get Back" Vadim: "In The End" King Missile: "Gay Not Gay" Ara Voog: "Holidaywood"</p>	<p><b>WWSR/Tallahassee, FL</b> Midnight Lounge Sunday 9-10pm Rob The Lounge Live Phantom Planet: "So I Fall Again" Soul Coughing: "Circles" Finger Eleven: "Quiltland" Pardogans: "My Heart" Cala: "New Year"</p>
<p><b>WQXY/Cincinnati, OH</b> 11 O'Clock News Sunday 11pm-midnight Dorothy Pitts Ara Voog: "Holidaywood" Tim Easton: "Yess My First M..." Ian Brown: "My Star" Placebo: "Pure Morning" Alec Fashion: "Show: Detroit Swing City"</p>	<p><b>WVLA/Long Island, NY</b> Lull Of Center Sunday 9-10:30pm Jerry Robbins Kurt: "If You Were Here" Cardigans: "My Favourite Game" Rialto: "Unloatchable" Marty Street: "Preachers: "If You Tolerate..." Placebo: "Pure Morning"</p>	<p><b>WVPR/Providence, RI</b> Broadcast And Evening Sunday 10:30pm-midnight-2am Big Smith Radio Placebo: "Pure Morning" Zebrahead: "Get Back" Vadim: "In The End" King Missile: "Gay Not Gay" Ara Voog: "Holidaywood"</p>	<p><b>WWSR/Tallahassee, FL</b> Midnight Lounge Sunday 9-10pm Rob The Lounge Live Phantom Planet: "So I Fall Again" Soul Coughing: "Circles" Finger Eleven: "Quiltland" Pardogans: "My Heart" Cala: "New Year"</p>
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"Guilt takes a backseat to lust on this album."—Dulli

# The afghan whigs

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the first single



The new album. In-stores Tuesday, October 27th.

"All Killer No Filler"—Dulli

## MOST ADDED Two Consecutive Weeks

Already Dn:

New At:

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KEDJ WOST  
WMRQ KLZR  
WWCD WHTG  
WOXY WRXQ  
KWOD WEQX  
WARQ WKRL  
KFMA

WFNX WHMP  
WKRO KDRE  
WXSX WOSC  
WGMR KBR5  
WRXR

Management: David Whitehead and Charlie Inskip for Real Time Inc.

[www.theafghanwhigs.com](http://www.theafghanwhigs.com)

"Columbia" 814 8 5 Pat. & Inv. Reg. © 1998 Sony Music Entertainment Inc.



COLUMBIA

Produced by Greg Dulli  
Mixed by Dave Blanco and George Drakoulis  
"Somethin' Hot" mixed by Chris Lord-Alge

3W	2W	1W	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS				TOTAL STATIONS/ADDS
					TW	LW	2W	3W	
4	2	2	1	<b>1</b> <b>SHERYL CROW</b> My Favorite Mistake (A&M)	821	781	687	628	38/0
1	1	1	2	<b>CHRIS ISAAK</b> Please (Reprise)	815	815	769	702	39/0
7	5	4	3	<b>3</b> <b>SHAWN MULLINS</b> Lullaby (Columbia)	757	659	536	439	36/0
3	3	3	4	<b>EAGLE-EYE CHERRY</b> Save Tonight (Wbrk)	724	731	658	641	34/1
9	7	6	5	<b>JOHN MELLENCAMP</b> Your Life Is Now (Columbia)	572	576	505	399	34/0
2	4	5	6	<b>BRIAN SETZER ORCHESTRA</b> Jump Jive An' Wail (Interscope)	553	599	642	695	33/0
8	8	7	7	<b>HOOTIE &amp; THE BLOWFISH</b> I Will Wait (Atlantic)	508	516	440	418	28/0
—	—	13	8	<b>BRUCE HORNSBY</b> Great Divide (RCA)	437	320	82	—	33/1
13	11	10	9	<b>LYLE LOVETT</b> Bears (Curb/MCA)	403	387	357	329	29/0
12	12	11	10	<b>10</b> <b>FASTBALL</b> Fire Escape (Hollywood)	392	377	354	345	27/0
5	6	8	11	<b>BARENAKED LADIES</b> One Week (Reprise)	373	477	510	538	21/0
<b>BREAKER</b>	<b>12</b>			<b>ALANIS MORISSETTE</b> Thank U (Maverick/Reprise)	365	4	—	—	29/9
14	14	12	13	<b>KEB' MO'</b> I Was Wrong (550 Music)	353	376	321	326	28/1
10	9	9	14	<b>SMASHING PUMPKINS</b> Perfect (Virgin)	342	389	405	393	21/0
—	23	16	15	<b>15</b> <b>DAVE MATTHEWS BAND</b> Crush (RCA)	335	265	188	85	30/7
<b>BREAKER</b>	<b>16</b>			<b>GOO GOO DOLLS</b> Slide (Warner Bros.)	298	182	85	19	25/1
27	16	16	17	<b>17</b> <b>TRAGICALLY HIP</b> Poets (Sire)	280	272	237	199	27/1
19	19	19	18	<b>18</b> <b>NATALIE MERCHANT</b> Break Your Heart (Elektra/EEG)	273	253	233	238	24/0
—	21	14	19	<b>SINEAD LOHAN</b> No Mermaid (Grapevine/Interscope)	270	282	220	175	23/0
<b>BREAKER</b>	<b>20</b>			<b>THIRD EYE BLIND</b> Jumper (Elektra/EEG)	263	217	152	109	14/0
20	16	20	21	<b>21</b> <b>SUSAN TEDESCHI</b> It Hurt So Bad (Tone Cool)	240	234	258	231	19/0
15	15	15	22	<b>GOO GOO DOLLS</b> Iris (Warner Sunset/Reprise)	239	276	297	319	13/0
<b>DEBUT</b>	<b>23</b>			<b>23</b> <b>JONNY LANG</b> Still Rainin' (A&M)	216	166	94	32	21/3
—	—	28	24	<b>24</b> <b>SEMISONIC</b> Singing In My Sleep (MCA)	212	182	148	136	17/2
—	—	29	25	<b>25</b> <b>BONNIE RAITT</b> Blue For No Reason (Capitol)	195	181	132	137	20/0
6	10	17	26	<b>DAVE MATTHEWS BAND</b> Stay (Wasting Time) (RCA)	195	268	367	473	14/0
<b>DEBUT</b>	<b>27</b>			<b>27</b> <b>SON VOLT</b> Driving The View (Warner Bros.)	176	134	36	10	20/3
—	—	30	28	<b>LIZ PHAIR</b> Polyester Bride (Matador/Capitol)	174	178	142	140	16/1
<b>DEBUT</b>	<b>29</b>			<b>29</b> <b>CAKE</b> Never There (Capricorn/Mercury)	174	111	69	3	13/1
24	—	26	30	<b>30</b> <b>MATCHBOX 20</b> Real World (Lava/Atlantic)	174	183	146	204	7/0

This chart reflects airplay from September 21-27. Songs ranked by total plays. Highlighted songs indicate Breaker. 40 Adult Alternative reporters. 38 current playlists. © 1998, R&R Inc.

## NEW & ACTIVE

**JONI MITCHELL** The Crazy Cries Of Love (Reprise)  
Total Plays: 171, Total Stations: 15, Adds: 1

**TRAIN** Free (Aware)  
Total Plays: 163, Total Stations: 16, Adds: 0

**CRACKER** The Good Life (Virgin)  
Total Plays: 160, Total Stations: 18, Adds: 0

**DUNCAN SHEIK** Bite Your Tongue (Atlantic)  
Total Plays: 139, Total Stations: 14, Adds: 0

**U2** Sweetest Thing (Island)  
Total Plays: 131, Total Stations: 28, Adds: 28

**BARENAKED LADIES** It's All Been Done (Reprise)  
Total Plays: 131, Total Stations: 13, Adds: 1

**LENNY KRAVITZ** Fly Away (Virgin)  
Total Plays: 120, Total Stations: 8, Adds: 1

**WILLIE NELSON** The Maker (Island)  
Total Plays: 115, Total Stations: 11, Adds: 0

**LUCINDA WILLIAMS** Can't Let Go (Mercury)  
Total Plays: 108, Total Stations: 12, Adds: 2

**WILLIAM TOPLEY** Sycamore Street (Mercury)  
Total Plays: 106, Total Stations: 13, Adds: 0

Songs ranked by total plays

## BREAKERS

**ALANIS MORISSETTE**  
Thank U (Maverick/Reprise)  
TOTAL PLAYS/INCREASE: 365/361  
TOTAL STATIONS/ADDS: 29/9  
CHART: 12

**GOO GOO DOLLS**  
Slide (Warner Bros.)  
TOTAL PLAYS/INCREASE: 298/116  
TOTAL STATIONS/ADDS: 25/1  
CHART: 16

**THIRD EYE BLIND**  
Jumper (Elektra/EEG)  
TOTAL PLAYS/INCREASE: 263/46  
TOTAL STATIONS/ADDS: 14/0  
CHART: 20

## MOST ADDED

ARTIST TITLE LABEL(S)	ADDS
U2 Sweetest Thing (Island)	28
NEW RADICALS You Get What You Give (MCA)	12
ALANIS MORISSETTE Thank U (Maverick/Reprise)	9
DAVE MATTHEWS BAND Crush (RCA)	7
SCOTT THOMAS BAND Sad Girl (Elektra/EEG)	4
PETER WOLF Turnin' Pages (Mercury)	4
JONNY LANG Still Rainin' (A&M)	3
SON VOLT Driving The View (Warner Bros.)	3
JEFF BLACK Birmingham Road (Arista Austin/Arista)	2
BRIAN SETZER ORCHESTRA The Cats On A Hot... (Interscope)	2
SHERYL CROW There Goes The Neighborhood (A&M)	2
CRY, CRY, CRY Shades Of Grey (Razor & Tie)	2
CHRIS ISAAK Flying (Reprise)	2
KEB' MO' God Trying To Get Your... (550 Music)	2
KEB' MO' Soon As I Get Paid (550 Music)	2
MORLEY Desert Flowers (Work)	2
PHISH Birds Of A Feather (Elektra/EEG)	2
SEMISONIC Singing In My Sleep (MCA)	2
ELLIOTT SMITH Waltz #2 (XO) (DreamWorks)	2
LUCINDA WILLIAMS Can't Let Go (Mercury)	2

## MOST INCREASED PLAYS

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ALANIS MORISSETTE Thank U (Maverick/Reprise)	+361
U2 Sweetest Thing (Island)	+131
BRUCE HORNSBY Great Divide (RCA)	+117
GOO GOO DOLLS Slide (Warner Bros.)	+116
SHAWN MULLINS Lullaby (Columbia)	+98
DAVE MATTHEWS BAND Crush (RCA)	+70
MATCHBOX 20 Back 2 Good (Lava/Atlantic)	+66
CAKE Never There (Capricorn/Mercury)	+63
JONNY LANG Still Rainin' (A&M)	+50
THIRD EYE BLIND Jumper (Elektra/EEG)	+46

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.

# BIG BAD VOODOO DADDY

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

OVER 600,000 SCANNED!

Couldn't Wait:

KBCO KXPK WRLT KENZ KAEP

ON TOUR THIS FALL

# SINEAD LOHAN

"No Mermaid"

OVER 2,000 PIECES SOLD IN BOSTON!

Swimming Away At:

WXRT WBOS WXRV WXPB CIDR  
KMTT WMMM WRLT KXST KRSH  
KTCZ WKOC WNCS KTHX KBAC  
WCLZ KOTR KFXJ WMVY WRNX  
WRNR KBXR KGSR

ON TOUR NOW!



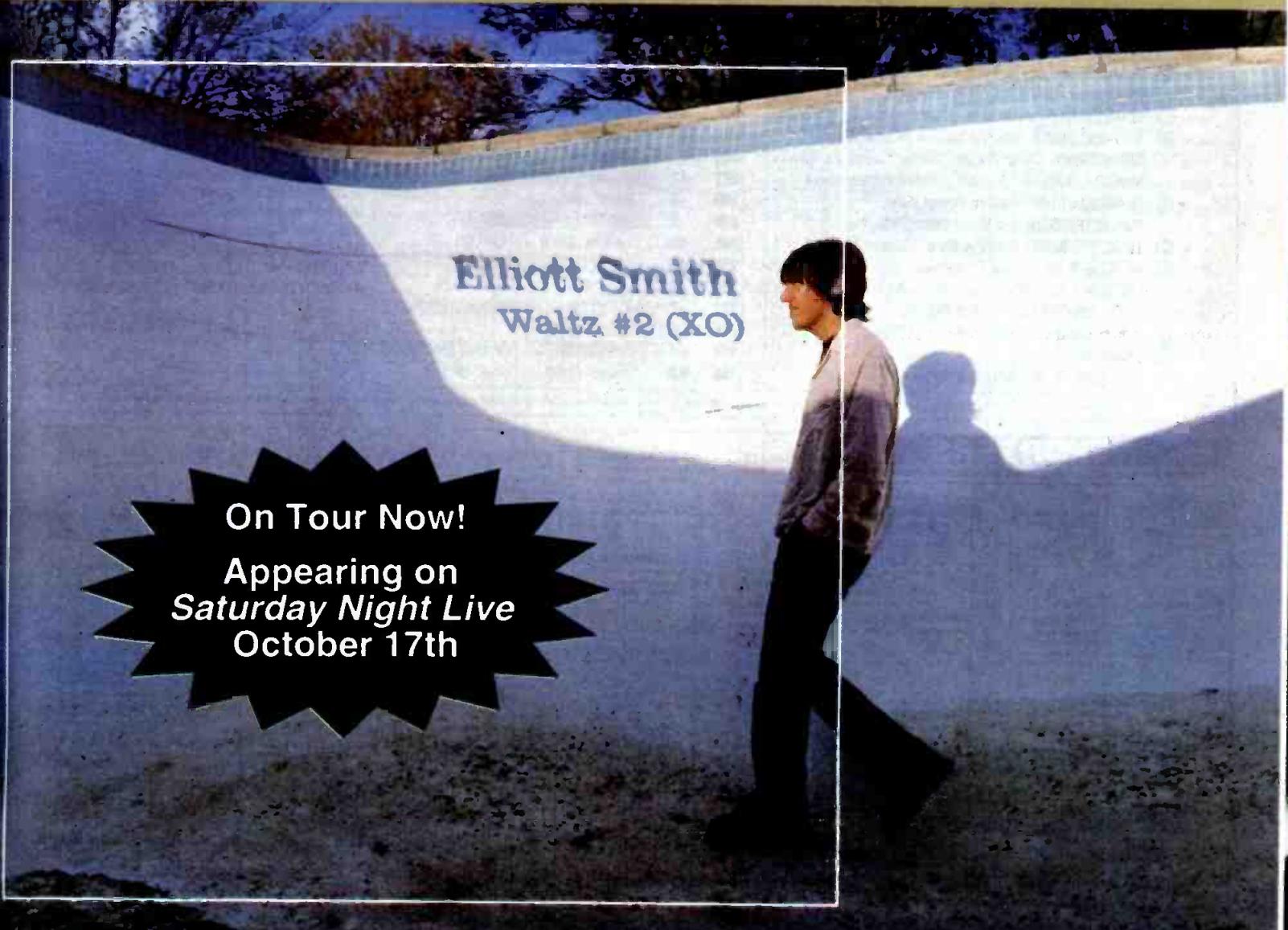
# Elliott Smith Waltz #2 (XO)

From the DreamWorks Debut Album XO

★★★ 1/2-Rolling Stone

8/10 -Spin

★★★★ -Los Angeles Times



Elliott Smith  
Waltz #2 (XO)

**On Tour Now!**  
Appearing on  
*Saturday Night Live*  
October 17th

**KRSH-ADD!**

**KFXJ-ADD!**

Already On:

KCRW	WXPB	WXRV	WRLT	WFUV
WYEP	WCLZ	KOTR	KBAC	KMTT
KGSR	KINK	WCBE	KRVM	WRNX

and more



[www.dreamworksmusic.com](http://www.dreamworksmusic.com)

produced, recorded, mixed by tom rothrock, rob schnapf and elliot smith  
except "baby britain" recorded by josua bolme and  
"amity" recorded by larry crane  
management: margaret miller  
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OCTOBER 2, 1998

3W	2W	LW	TW	ARTIST	TITLE	LABEL(S)	TOTAL PLAYS	±	PLAYS	EMPHASIS TRACKS (PLAYS)
2	1	1	1	<b>CHRIS ISAAK</b>	Speak Of The Devil	(Reprise)	834	+19		"Please" (815) "Like" (7)
4	2	2	2	<b>SHERYL CROW</b>	The Globe Sessions	(A&M)	821	+40		"Mistake" (821)
7	7	4	4	<b>SHAWN MULLINS</b>	Soul's Core	(Columbia)	757	+98		"Lullaby" (757)
3	3	3	4	<b>EAGLE-EYE CHERRY</b>	Desireless	(Work)	726	-7		"Save" (724) "Comatose" (2)
1	4	5	5	<b>BRIAN SETZER ORCHESTRA</b>	The Dirty Boogie	(Interscope)	594	-38		"Jump" (563) "Cats" (31)
12	8	7	8	<b>JOHN MELLENCAMP</b>	John Mellencamp	(Columbia)	572	-4		"Life" (572)
6	6	8	7	<b>DAVE MATTHEWS BAND</b>	Before These Crowded Streets	(RCA)	539	-2		"Crush" (335) "Stay" (195)
5	5	6	8	<b>BARENAKED LADIES</b>	Stunt	(Reprise)	522	-91		"Week" (373) "Done" (131)
10	9	9	9	<b>HOOTIE &amp; THE BLOWFISHA</b>	Musical Chairs	(Atlantic)	508	-8		"Wait" (508)
—	—	18	10	<b>BRUCE HORNSBY</b>	Spirit Trial	(RCA)	437	+117		"Great" (437)
9	12	12	11	<b>FASTBALL</b>	All The Pain Money Can Buy	(Hollywood)	433	+18		"Fire" (392) "Way" (41)
18	13	13	12	<b>LYLE LOVETT</b>	Step Inside This House	(Curb/MCA)	420	+24		"Bears" (403) "Texas" (10)
20	18	15	13	<b>SEMISONIC</b>	Feeling Strangely Fine	(MCA)	382	+15		"Singing" (212) "Closing" (145)
8	11	10	14	<b>NATALIE MERCHANT</b>	Ophelia	(Elektra/EEG)	379	-73		"Break" (273) "Generous" (106)
17	16	14	14	<b>KEB' MO'</b>	Slow Down	(550 Music)	371	-20		"Wrong" (353) "God" (9)
DEBUT	16	16	16	<b>ALANIS MORISSETTE</b>	Supposed Former...	(Maverick/Reprise)	365	+361		"Thank" (365)
11	10	11	17	<b>SMASHING PUMPKINS</b>	Adore	(Virgin)	364	-53		"Perfect" (342) "Adore" (8)
15	17	17	18	<b>BONNIE RAITT</b>	Fundamental	(Capitol)	350	+5		"Reason" (195) "Spit" (100)
—	—	30	19	<b>GOO GOO DOLLS</b>	Dizzy Up The Girl	(Warner Bros.)	298	+116		"Slide" (298)
14	15	16	20	<b>SOUNDTRACK</b>	City Of Angels	(Warner Sunset/Reprise)	286	-67		"Iris" (239) "Uninvited" (47)
—	25	19	21	<b>SINEAD LOHAN</b>	No Mermaid	(Grapevine/Interscope)	282	-12		"Mermaid" (270) "Takes" (12)
28	23	21	22	<b>TRAGICALLY HIP</b>	Phantom Power	(Sire)	280	+8		"Poets" (280)
23	22	22	23	<b>SUSAN TEDESCHI</b>	Just Won't Bum	(Tone Cool)	265	-2		"Hurt" (240) "Little" (13)
—	—	26	24	<b>THIRD EYE BLIND</b>	Third Eye Blind	(Elektra/EEG)	265	+46		"Jumper" (263) "How" (2)
27	30	27	25	<b>MATCHBOX 20</b>	Yourself Or Someone Like You	(Lava/Atlantic)	255	+45		"Real" (174) "Back" (71)
19	19	20	26	<b>LUCINDA WILLIAMS</b>	Car Wheels On A Gravel Road	(Mercury)	239	-40		"Let" (108) "Right" (105)
21	21	25	27	<b>PATTY GRIFFIN</b>	Flaming Red	(A&M)	222	-7		"Big" (123) "Change" (71)
DEBUT	28	28	28	<b>JONNY LANG</b>	Wander This World	(A&M)	216	+50		"Rainin'" (216)
—	28	28	29	<b>TRAIN</b>	Train	(A&M)	194	+4		"Free" (163) "Virginia" (31)
16	20	23	30	<b>NEIL FINN</b>	Try Whistling This	(Work)	185	-72		"Sinner" (119) "Have" (66)

## MOST ADDED

ARTIST	TITLE	LABEL(S)	ADDS
U2	The Best Of 1980-1990	(Island)	26
NEW RADICALS	Maybe You've Been...	(MCA)	12
ALANIS MORISSETTE	Supposed Former...	(Maverick/Reprise)	9
SCOTT THOMAS BAND	California	(Elektra/EEG)	5
PETER WOLF	Fool's Parade	(Mercury)	4
JONNY LANG	Wander This World	(A&M)	3
SON VOLT	Wide Swing Tremelo	(Warner Bros.)	3
CRY, CRY, CRY	Cry, Cry, Cry	(Razor & Tie)	2
DAVE MATTHEWS BAND	Before These Crowded...	(RCA)	2
KENNEDYS	Angel Fire	(Philo/Rounder)	2
LOVE DOGS	Heavy Petting	(Tone Cool)	2
PHISH	The Story Of The Ghost	(Elektra/EEG)	2
ELLIOTT SMITH	XO	(DreamWorks)	2

## MOST INCREASED PLAYS

ARTIST	TITLE	LABEL(S)	TOTAL PLAY INCREASE
ALANIS MORISSETTE	Supposed Former...	(Maverick/Reprise)	+361
U2	The Best Of 1980-1990	(Island)	+131
BRUCE HORNSBY	Spirit Trial	(RCA)	+117
GOO GOO DOLLS	Dizzy Up The Girl	(Warner Bros.)	+116
SHAWN MULLINS	Soul's Core	(Columbia)	+98
CAKE	Prolonging The Magic	(Capricorn/Mercury)	+63
JONNY LANG	Wander This World	(A&M)	+50
EVERCLEAR	So Much For The Afterglow	(Capitol)	+48
THIRD EYE BLIND	Third Eye Blind	(Elektra/EEG)	+46
MATCHBOX 20	Yourself Or Someone ...	(Lava/Atlantic)	+45

This chart reflects airplay from September 21-27. Albums ranked by total plays, with plays from all cuts from an album combined. 40 Adult Alternative reporters. 38 current playlists. © 1998, R&R Inc.

## REPORTERS

Stations and their adds by track listed alphabetically by market

<b>WXLE/Albany, NY</b> PD: Neil Hunter MD: Heidi Tyler No Adds	<b>WBOS/Boston, MA</b> PD: George Taylor Burns MD: Carl Bann 8 U2 "Sweetest" 9 U2 "Sweetest" 10 JOSH MITCHELL "Crazy"	<b>WOOD/Chattanooga, TN</b> MD: Bruce Howard PD: Chris Adams ALANIS MORISSETTE "Thank" SON VOLT "Driving"	<b>WTTN/Indianapolis, IN</b> PD: Rich Aron MD: Steve McCallister 1 U2 "Sweetest" 2 U2 "Sweetest" 3 SEMISONIC "Singing" 4 NEW RADICALS "Get"	<b>KOPK/Denver, CO</b> MD: Scott Strong MD: Eric Schmidt 15 ALANIS MORISSETTE "Thank" 1 U2 "Sweetest"	<b>KQRS/Minneapolis, MN</b> MD: Dave Hamilton AP/MD: Reed Erdoshe 2 U2 "Sweetest" 3 PETER WOLF "Turner" 4 NEW RADICALS "Get"	<b>WXPN/Philadelphia, PA</b> MD: Bruce Warren MD: Bruce Warren 2 U2 "Sweetest" 3 KEB' MO' "Soon" 4 KEB' MO' "Soon" LUCINDA WILLIAMS "Let" LOVE DOGS "Fly" CHRIS ISAAK "Turn" U2 "Sweetest" SCOTT THOMAS BAND "Sad" NEW RADICALS "Get" YINGYANG RODRIGUES "Regnum" LYLE LOVETT "Headed" CHRIS ISAAK "Turn" SHAWN MULLINS "Shimmer" CRY, CRY, CRY "Grey"	<b>KTHX/Reno, NV</b> PD: Bruce Van Dyke MD: Harry Reynolds 10 ALANIS MORISSETTE "Thank" 10 U2 "Sweetest" 7 SCOTT THOMAS BAND "Sad" 7 DRE CARSTENSEN "Mar" 7 OTIS BUSH "Anyplace" 5 NEW RADICALS "Get" 5 CAKE "Rever"	<b>KOTR/San Luis Obispo, CA</b> PD: Bruce Ross MD: Dean Kottari 8 MOE "Stranger" 8 GALACTIC "Crayhorse" 4 U2 "Sweetest"	<b>KJMT/Seattle, WA</b> MD: Chris Blyss AP: Jason Foster MD: Dean Carlson MD: Dean Carlson 7 CHRIS ISAAK "Like" 7 U2 "Sweetest" 5 SOUL COOKING "Circles" 5 SCRIBLES & OSBORNE "Passing" NEW RADICALS "Get"
<b>KGSR/Austin, TX</b> PD: Judy Dombay MD: Susan Cozitt 6 ALANIS MORISSETTE "Thank" 3 U2 "Sweetest" 2 NEW RADICALS "Get"	<b>WCRV/Boston, MA</b> PD: James Dooly MD: Mike Maloney 13 U2 "Sweetest" 1 PETER WOLF "Turn"	<b>WXRT/Chicago, IL</b> MD: Greg Manning MD: Steve Silver MD: Paul Martin No Adds	<b>KOZN/Kansas City, MO</b> PD: Paul Galtagher MD: Bruce Bennett U2 "Sweetest" DC TALK "Friend"	<b>WMMW/Madison, WI</b> PD: Tom Galtagher MD: Tom Galtagher 12 DAVE MATTHEWS BAND "Crush" 9 ALANIS MORISSETTE "Thank" 7 U2 "Sweetest" TORIC "Lobby"	<b>KTCZ/Minneapolis, MN</b> MD: Andy Shinn PD: Louise Westlund AP/MD: Mike West 8 U2 "Sweetest"	<b>KPIG/Monterey, CA</b> PD: Leo Roper 12 RAND "Train" DAVE MATTHEWS BAND "Crush" KENNEDYS "Place" HOOTIE "Mountain" CRY, CRY, CRY "Grey" RAO LIVERS "Convicted" V-BOYS "Tasty"	<b>WVRV/St. Louis, MO</b> PD: Mike Roster MD: David Meyers U2 "Sweetest"	<b>KRAC/Santa Fe, NM</b> PD: Mike Roster MD: David Meyers U2 "Sweetest" JOHNNY LANG "Ramen" U2 "Sweetest" PATTY GRIFFIN "Change" MORLEY "Dustin" LOVE DOGS "Fly"	<b>KAEP/Spokane, WA</b> PD: Holly Jones 12 U2 "Sweetest" EVERCLEAR "Father" DAVE MATTHEWS BAND "Crush"
<b>WRNR/Baltimore, MD</b> PD: Jon Peterson MD: Benjamin Fontana CHRIS ISAAK "Fly" SHERYL CROW "There" LYLE LOVETT "Stephens" JEFF BLACK "Birmingham" U2 "Sweetest" LYLE LOVETT "Lungs" KENNEDYS "Jesse"	<b>WNCS/Burlington, VT</b> PD: Greg Hunter MD: Judy Peterson 4 KEB' MO' "Soon" 3 KEB' MO' "God" 3 KEB' MO' "God" 1 GOO GOO DOLLS "Sad" 1 SCOTT THOMAS BAND "California" BRIAN SETZER ORCH "Cats"	<b>KDKR/Columbia, MO</b> MD: Michael Perry PD/MD: Dave "Nasher" Ferguson 11 U2 "Sweetest" TRAGICALLY HIP "Poets" SEMISONIC "Singing"	<b>WMMW/Madison, WI</b> PD: Tom Galtagher MD: Tom Galtagher 12 DAVE MATTHEWS BAND "Crush" 9 ALANIS MORISSETTE "Thank" 7 U2 "Sweetest" TORIC "Lobby"	<b>WXPN/Philadelphia, PA</b> MD: Bruce Warren MD: Bruce Warren 2 U2 "Sweetest" 3 KEB' MO' "Soon" 4 KEB' MO' "Soon" LUCINDA WILLIAMS "Let" LOVE DOGS "Fly" CHRIS ISAAK "Turn" SHAWN MULLINS "Shimmer" CRY, CRY, CRY "Grey"	<b>WVLT/Nashville, TN</b> PD: Joe Crockett AP/MD: Keith Cox 4 EVERLAST "Like" 2 DAVE MATTHEWS BAND "Crush" 2 ALANIS MORISSETTE "Thank" 2 PHISH "Birds" 1 U2 "Sweetest" EELS "Lull"	<b>WCLZ/Portland, ME</b> PD: Brian Phillips MD: Bob Angelo 7 BILLY BRAGG & WILCO "Yonder" SAMPLER "Anytime" SCOTT THOMAS BAND "Sad" PHIL KELLY "Saturday" DR. JOHN "Wander" PETER WOLF "Turn" BARENAKED LADIES "Done" U2 "Sweetest" NEW RADICALS "Get" HUB & IRWA "This" ERIC JENKINS "Tomorrow"	<b>KENZ/Salt Lake City, UT</b> PD: Bruce Jones AP/MD: Dan Cassel 15 NEW RADICALS "Get" 7 U2 "Sweetest"	<b>KRSH/Santa Rosa, CA</b> PD: Joe Zeeb MD: Bill Zeeb U2 "Sweetest" SCOTT THOMAS BAND "Get" ELLIOTT SMITH "XO"	<b>WRNK/Springfield, MA</b> MD: Tom Davis PD: David Whitcomb MD: Bruce Stelmach 12 U2 "Sweetest" 12 PHAR "Polyester" 2 MATCHBOX 20 "Back" 2 JOHNNY LANG "Ramen" 7 NEW RADICALS "Get" ALANIS MORISSETTE "Thank"
<b>KFXJ/Boise, ID</b> PD: Kevin Welch MD: Carl DePietre ELLIOTT SMITH "XO" ALANIS MORISSETTE "Thank" U2 "Sweetest" MYSTERS OF LIFE "Dumb" NEW RADICALS "Get" LEBRY KRAMTZ "Fly" IRIDA DAVENPORT "On"	<b>WMVY/Cape Cod, MA</b> PD/MD: Barbara Deasy 4 LUCINDA WILLIAMS "Let" 3 BETH ORTON "Best" 1 SON VOLT "Driving" 1 JEFF BLACK "Birmingham" 1 NEW RADICALS "Get" 1 JOHNNY LANG "Ramen" 1 PHISH "Birds" 1 MAAC COHEN "Hasting"	<b>KBCO/Denver, CO</b> PD: Dave Benson MD: Scott Ansbach 9 U2 "Sweetest"	<b>WLLM/Minneapolis, WI</b> PD: Chris Galtagher AP/MD: Tony Howell SON VOLT "Driving" BRUCE HORNSBY "Grey"	<b>WKOC/Norfolk, VA</b> PD: Holly Williams DAVE MATTHEWS BAND "Crush" U2 "Sweetest"	<b>KINK/Portland, OR</b> PD: Dennis Constantine AP/MD: Anita Carlson 16 U2 "Sweetest" ALANIS MORISSETTE "Thank" MORLEY "Dustin" SHERYL CROW "There" SHERYL CROW "Anything" BRUCE HORNSBY "Savior" BRUCE HORNSBY "Hasting"	<b>KFOG/San Francisco, CA</b> PD: Paul Blomquist AP/MD: Bill Evans 19 U2 "Sweetest" 9 SARAH McLAUGHAN "Surrender"	<b>40 Total Reporters</b> <b>40 Current Reporters</b> <b>38 Current Playlists</b>	<b>Did Not Report, Playlist Frozen (2):</b> <b>CIDR/Detroit, MI</b> <b>KTYD/Santa Barbara, CA</b>	

**SCOTT THOMAS BAND SAD GIRL**

THE NEW SINGLE FROM THE ALBUM CALIFORNIA

... (OUT OF FOUR) ON THIS BEGUILING DEBUT, SCOTT THOMAS LAYERS HIS RELAXED POP-ROCK WITH SUMPTUOUS HARMONIES THAT INVITE COMPARISONS TO THE EAGLES.

USA TODAY

THOMAS AND COMPANY CONJURE UP PLEASANT MEMORIES OF THE SOUTHERN CALIFORNIA ROCK WITH A JANGLY HARMONY SOAKED POP.

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New This Week:

WXPN  
KRSH  
KTHX  
WCLZ  
KOTR

# ADULT ALTERNATIVE PLAYLISTS

October 2, 1998 R&R • 109

FIND COMPLETE PLAYLISTS FOR ALL ADULT ALTERNATIVE REPORTERS ON R&R ONLINE

**93.1 RT**  
RADIO CHICAGO  
MARKET: Chicago  
WERT/Chicago  
(773) 752-1100  
Waters/Martin

PLAYS	SW	TW	LF	TW	ARTIST/TITLE
15	15	15	15	15	LIZ PHAIR/Polyester Brnds
16	16	16	16	16	CHRIS ISAAK/Phase
17	17	17	17	17	EAGLE-EYE CHERRY/Save Tonight
18	18	18	18	18	SHAWN MILLER/USA Liberty
19	19	19	19	19	JOHN BELLECONOP/Your Life Is Now
20	20	20	20	20	FREDDY JONES/Better Tomorrow
21	21	21	21	21	SEBASTIAN/Swing Time
22	22	22	22	22	SHERYL CROWLEY/Favorite Mistake
23	23	23	23	23	GRANT LEE BURGAL/Only Truly
24	24	24	24	24	LYLE LOVETT/Beats
25	25	25	25	25	SON VOLTO/Coming The Way
26	26	26	26	26	BRUCE HORSBY/Great Deeds
27	27	27	27	27	BRIAN SETZER ORCH/Jump Jive Air Walt
28	28	28	28	28	SMASHING PUMPKINS/Perfect
29	29	29	29	29	GOO GOO DOLLS/She
30	30	30	30	30	DAVE MATTHEWS BAND/Swing Time
31	31	31	31	31	JOHNNY LANG/Sat Planet
32	32	32	32	32	DAVE MATTHEWS BAND/Crush
33	33	33	33	33	HOOTIE A WEH Walt
34	34	34	34	34	GOO GOO DOLLS/She
35	35	35	35	35	FRANKIE DAVE/Don't Stop Believin'
36	36	36	36	36	TRAVIS/Free Escape
37	37	37	37	37	BARRACLOUGH/LADIES' All Been Done
38	38	38	38	38	SHEILA DUNHAM/Mormond
39	39	39	39	39	AGENTS OF GOOD ROOTS/Sagan
40	40	40	40	40	SMASHING PUMPKINS/She Escapes
41	41	41	41	41	SMASH MOUTH/Can't Get Enough

**KFOG**  
103.5 FM  
MARKET: San Francisco  
KFOG/San Francisco  
(415) 541-1045  
Marsella/Travis

PLAYS	SW	TW	LF	TW	ARTIST/TITLE
13	20	23	24	24	SHAWN MILLER/USA Liberty
14	21	22	23	24	JOHN BELLECONOP/Your Life Is Now
15	22	23	24	25	CHRIS ISAAK/Phase
16	23	24	25	26	SHAWN MILLER/USA Liberty
17	24	25	26	27	BRIAN SETZER ORCH/Jump Jive Air Walt
18	25	26	27	28	GOO GOO DOLLS/She
19	26	27	28	29	BRUCE HORSBY/Great Deeds
20	27	28	29	30	LIZ PHAIR/Polyester Brnds
21	28	29	30	31	SHERYL CROWLEY/Favorite Mistake
22	29	30	31	32	SHEILA DUNHAM/Mormond
23	30	31	32	33	HEATHER NOVA/London Rain
24	31	32	33	34	LYLE LOVETT/Beats
25	32	33	34	35	BRUCE HORSBY/Great Deeds
26	33	34	35	36	HEATHER NOVA/London Rain
27	34	35	36	37	LYLE LOVETT/Beats
28	35	36	37	38	BRUCE HORSBY/Great Deeds
29	36	37	38	39	HEATHER NOVA/London Rain
30	37	38	39	40	LYLE LOVETT/Beats
31	38	39	40	41	BRUCE HORSBY/Great Deeds
32	39	40	41	42	HEATHER NOVA/London Rain
33	40	41	42	43	LYLE LOVETT/Beats
34	41	42	43	44	BRUCE HORSBY/Great Deeds
35	42	43	44	45	HEATHER NOVA/London Rain
36	43	44	45	46	LYLE LOVETT/Beats
37	44	45	46	47	BRUCE HORSBY/Great Deeds
38	45	46	47	48	HEATHER NOVA/London Rain
39	46	47	48	49	LYLE LOVETT/Beats
40	47	48	49	50	BRUCE HORSBY/Great Deeds
41	48	49	50	51	HEATHER NOVA/London Rain
42	49	50	51	52	LYLE LOVETT/Beats
43	50	51	52	53	BRUCE HORSBY/Great Deeds
44	51	52	53	54	HEATHER NOVA/London Rain
45	52	53	54	55	LYLE LOVETT/Beats
46	53	54	55	56	BRUCE HORSBY/Great Deeds
47	54	55	56	57	HEATHER NOVA/London Rain
48	55	56	57	58	LYLE LOVETT/Beats
49	56	57	58	59	BRUCE HORSBY/Great Deeds
50	57	58	59	60	HEATHER NOVA/London Rain
51	58	59	60	61	LYLE LOVETT/Beats
52	59	60	61	62	BRUCE HORSBY/Great Deeds
53	60	61	62	63	HEATHER NOVA/London Rain
54	61	62	63	64	LYLE LOVETT/Beats
55	62	63	64	65	BRUCE HORSBY/Great Deeds
56	63	64	65	66	HEATHER NOVA/London Rain
57	64	65	66	67	LYLE LOVETT/Beats
58	65	66	67	68	BRUCE HORSBY/Great Deeds
59	66	67	68	69	HEATHER NOVA/London Rain
60	67	68	69	70	LYLE LOVETT/Beats
61	68	69	70	71	BRUCE HORSBY/Great Deeds
62	69	70	71	72	HEATHER NOVA/London Rain
63	70	71	72	73	LYLE LOVETT/Beats
64	71	72	73	74	BRUCE HORSBY/Great Deeds
65	72	73	74	75	HEATHER NOVA/London Rain
66	73	74	75	76	LYLE LOVETT/Beats
67	74	75	76	77	BRUCE HORSBY/Great Deeds
68	75	76	77	78	HEATHER NOVA/London Rain
69	76	77	78	79	LYLE LOVETT/Beats
70	77	78	79	80	BRUCE HORSBY/Great Deeds
71	78	79	80	81	HEATHER NOVA/London Rain
72	79	80	81	82	LYLE LOVETT/Beats
73	80	81	82	83	BRUCE HORSBY/Great Deeds
74	81	82	83	84	HEATHER NOVA/London Rain
75	82	83	84	85	LYLE LOVETT/Beats
76	83	84	85	86	BRUCE HORSBY/Great Deeds
77	84	85	86	87	HEATHER NOVA/London Rain
78	85	86	87	88	LYLE LOVETT/Beats
79	86	87	88	89	BRUCE HORSBY/Great Deeds
80	87	88	89	90	HEATHER NOVA/London Rain
81	88	89	90	91	LYLE LOVETT/Beats
82	89	90	91	92	BRUCE HORSBY/Great Deeds
83	90	91	92	93	HEATHER NOVA/London Rain
84	91	92	93	94	LYLE LOVETT/Beats
85	92	93	94	95	BRUCE HORSBY/Great Deeds
86	93	94	95	96	HEATHER NOVA/London Rain
87	94	95	96	97	LYLE LOVETT/Beats
88	95	96	97	98	BRUCE HORSBY/Great Deeds
89	96	97	98	99	HEATHER NOVA/London Rain
90	97	98	99	100	LYLE LOVETT/Beats

**88.5**  
MARKET: Philadelphia  
WZZM/Philadelphia  
(215) 638-5677  
Raves/Warren

PLAYS	SW	TW	LF	TW	ARTIST/TITLE
10	10	10	10	10	JOHN BELLECONOP/Your Life Is Now
11	11	11	11	11	SON VOLTO/Coming The Way
12	12	12	12	12	LYLE LOVETT/Beats
13	13	13	13	13	SHAWN MILLER/USA Liberty
14	14	14	14	14	CHRIS ISAAK/Phase
15	15	15	15	15	BRUCE HORSBY/Great Deeds
16	16	16	16	16	LIZ PHAIR/Polyester Brnds
17	17	17	17	17	SHERYL CROWLEY/Favorite Mistake
18	18	18	18	18	SHEILA DUNHAM/Mormond
19	19	19	19	19	HEATHER NOVA/London Rain
20	20	20	20	20	LYLE LOVETT/Beats
21	21	21	21	21	BRUCE HORSBY/Great Deeds
22	22	22	22	22	HEATHER NOVA/London Rain
23	23	23	23	23	LYLE LOVETT/Beats
24	24	24	24	24	BRUCE HORSBY/Great Deeds
25	25	25	25	25	HEATHER NOVA/London Rain
26	26	26	26	26	LYLE LOVETT/Beats
27	27	27	27	27	BRUCE HORSBY/Great Deeds
28	28	28	28	28	HEATHER NOVA/London Rain
29	29	29	29	29	LYLE LOVETT/Beats
30	30	30	30	30	BRUCE HORSBY/Great Deeds
31	31	31	31	31	HEATHER NOVA/London Rain
32	32	32	32	32	LYLE LOVETT/Beats
33	33	33	33	33	BRUCE HORSBY/Great Deeds
34	34	34	34	34	HEATHER NOVA/London Rain
35	35	35	35	35	LYLE LOVETT/Beats
36	36	36	36	36	BRUCE HORSBY/Great Deeds
37	37	37	37	37	HEATHER NOVA/London Rain
38	38	38	38	38	LYLE LOVETT/Beats
39	39	39	39	39	BRUCE HORSBY/Great Deeds
40	40	40	40	40	HEATHER NOVA/London Rain
41	41	41	41	41	LYLE LOVETT/Beats
42	42	42	42	42	BRUCE HORSBY/Great Deeds
43	43	43	43	43	HEATHER NOVA/London Rain
44	44	44	44	44	LYLE LOVETT/Beats
45	45	45	45	45	BRUCE HORSBY/Great Deeds
46	46	46	46	46	HEATHER NOVA/London Rain
47	47	47	47	47	LYLE LOVETT/Beats
48	48	48	48	48	BRUCE HORSBY/Great Deeds
49	49	49	49	49	HEATHER NOVA/London Rain
50	50	50	50	50	LYLE LOVETT/Beats
51	51	51	51	51	BRUCE HORSBY/Great Deeds
52	52	52	52	52	HEATHER NOVA/London Rain
53	53	53	53	53	LYLE LOVETT/Beats
54	54	54	54	54	BRUCE HORSBY/Great Deeds
55	55	55	55	55	HEATHER NOVA/London Rain
56	56	56	56	56	LYLE LOVETT/Beats
57	57	57	57	57	BRUCE HORSBY/Great Deeds
58	58	58	58	58	HEATHER NOVA/London Rain
59	59	59	59	59	LYLE LOVETT/Beats
60	60	60	60	60	BRUCE HORSBY/Great Deeds
61	61	61	61	61	HEATHER NOVA/London Rain
62	62	62	62	62	LYLE LOVETT/Beats
63	63	63	63	63	BRUCE HORSBY/Great Deeds
64	64	64	64	64	HEATHER NOVA/London Rain
65	65	65	65	65	LYLE LOVETT/Beats
66	66	66	66	66	BRUCE HORSBY/Great Deeds
67	67	67	67	67	HEATHER NOVA/London Rain
68	68	68	68	68	LYLE LOVETT/Beats
69	69	69	69	69	BRUCE HORSBY/Great Deeds
70	70	70	70	70	HEATHER NOVA/London Rain
71	71	71	71	71	LYLE LOVETT/Beats
72	72	72	72	72	BRUCE HORSBY/Great Deeds
73	73	73	73	73	HEATHER NOVA/London Rain
74	74	74	74	74	LYLE LOVETT/Beats
75	75	75	75	75	BRUCE HORSBY/Great Deeds
76	76	76	76	76	HEATHER NOVA/London Rain
77	77	77	77	77	LYLE LOVETT/Beats
78	78	78	78	78	BRUCE HORSBY/Great Deeds
79	79	79	79	79	HEATHER NOVA/London Rain
80	80	80	80	80	LYLE LOVETT/Beats
81	81	81	81	81	BRUCE HORSBY/Great Deeds
82	82	82	82	82	HEATHER NOVA/London Rain
83	83	83	83	83	LYLE LOVETT/Beats
84	84	84	84	84	BRUCE HORSBY/Great Deeds
85	85	85	85	85	HEATHER NOVA/London Rain
86	86	86	86	86	LYLE LOVETT/Beats
87	87	87	87	87	BRUCE HORSBY/Great Deeds
88	88	88	88	88	HEATHER NOVA/London Rain
89	89	89	89	89	LYLE LOVETT/Beats
90	90	90	90	90	BRUCE HORSBY/Great Deeds
91	91	91	91	91	HEATHER NOVA/London Rain
92	92	92	92	92	LYLE LOVETT/Beats
93	93	93	93	93	BRUCE HORSBY/Great Deeds
94	94	94	94	94	HEATHER NOVA/London Rain
95	95	95	95	95	LYLE LOVETT/Beats
96	96	96	96	96	BRUCE HORSBY/Great Deeds
97	97	97	97	97	HEATHER NOVA/London Rain
98	98	98	98	98	LYLE LOVETT/Beats
99	99	99	99	99	BRUCE HORSBY/Great Deeds
100	100	100	100	100	HEATHER NOVA/London Rain

**93.1 ZON**  
MARKET: Dallas  
KOLZ/Dallas  
(214) 526-2400  
Folger/Veterine

PLAYS	SW	TW	LF	TW	ARTIST/TITLE
20	20	20	20	20	JOHN BELLECONOP/Your Life Is Now
21	21	21	21	21	SHAWN MILLER/USA Liberty
22	22	22	22	22	CHRIS ISAAK/Phase
23	23	23	23	23	BRIAN SETZER ORCH/Jump Jive Air Walt
24	24	24	24	24	GOO GOO DOLLS/She
25	25	25	25	25	EAGLE-EYE CHERRY/Save Tonight
26	26	26	26	26	SEBASTIAN/Swing Time
27	27	27	27	27	BRUCE HORSBY/Great Deeds
28	28	28	28	28	EDDIE MCKAY/Be
29	29	29	29	29	DUNBAR SHIM/Your Tonight
30	30	30	30	30	CHRIS ISAAK/Phase
31	31	31	31	31	BARRACLOUGH/LADIES' All Been Done
32	32	32	32	32	LIZ PHAIR/Polyester Brnds
33	33	33	33	33	KEE MOTO/She Was Wrong
34	34	34	34	34	BOBBIE RAY/She's Got Her Reason
35	35	35	35	35	GOO GOO DOLLS/She
36	36	36	36	36	PATTY GRAY/One Big Leap
37	37	37	37	37	FABTAL/Free Escape
38	38	38	38	38	SHERYL CROWLEY/Favorite Mistake
39	39	39	39	39	CHRIS ISAAK/Phase
40	40	40	40	40	HEATHER NOVA/London Rain
41	41	41	41	41	LYLE LOVETT

# OPPORTUNITIES

## OPENINGS

### NATIONAL

**On-Air JOB TIP SHEET**

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 e-mail: [info@mediacasting.com](mailto:info@mediacasting.com)  
**(888) 293-1489**

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**ONAIRJOBS.COM**

**JAZZ WORLDWIDE**

Voice of America seeks experienced, knowledgeable personality to write, host, and independently produce two 54-minute jazz shows weekly for international broadcast. Deadline: November 6, 1998. 202-619-2933. EOE

**PROGRAM DIRECTOR**

Looking for dynamic PD for #1 CHR station on tropical Guam, USA. Must have mgt. exp. to lead talented air staff and strong marketing skills. Fax resume and salary history to Ernie Galito, GM. (671) 477-5561. EOE

**EAST**

AORWKLC has immediate full-time opening. T&R: PD. WKLC, 100 Kanawha Terrace, St. Albans, WV 25177 EOE (10/02)

Sought: On-air/production AT. Send cover letter, writing samples and T&R: Tony DeFranco, FSR/PAC-93 Radio, Box 239, Ogdensburg, NY 13669 EOE (10/02)

**WEOK/WPDH/WCZX** has a rare opening on the Hudson Valley's most listened to radio news team. Seeking experienced anchor/reporter for market leader near NYC. Send T&R ASAP to: Roger Clark, News Director, P.O. Box 416, Poughkeepsie, NY 12602. EOE

**WASHINGTON, DC MORNING NEWS PERSONALITY**

ABC Radio's WRQX/MIX 107.3 needs a creative, relatable, honest news personality. If you're willing to live your life on the radio, as part of our highly rated Jack & Bert Morning Show, rush your tape and resume to: Steve Kosbau, Ops. Mgr., MIX 107.3, 4400 Jenifer St. NW, Washington, DC 20015. Equal Opportunity Employer M/F/D/V.

## OPENINGS

### SOUTH

**Drive Time/Music Director:** Adult Urban format could lead to PD. T&R: WABD, Steve Burke, Box 2249, Clarksville, TN 37042 EOE (10/02)

**Suburban New Orleans** station seeks atypical Country Talent for airshift/production. T&R: GM, Styles Broadcasting, 3067 E. Causeway Approach, Mandeville, LA 70448 EOE (10/02)

Major broadcast company — major market News/Talk opening. Wear two hats — PD/ND. Must understand progressive & aggressive entertainment values with both news and talk product. Creativity and people skills essential. Confidentiality guaranteed. Hurry. Radio & Records, 10100 Santa Monica Blvd., #664, 5th Floor, Los Angeles, CA 90067. EOE

WXVO/Knoxville seeks Active Rock PD skilled in interpreting research, coaching air staff and following strategic game plan. Promotional guerilla tactics (and strong airwork) a must! T&R: Mike Hammond, P.O. Box 11167, Knoxville, TN 37939. EOE/M/F

**The Lund Consultants**  
 TO CONSULTANT MANAGEMENT, INC.

Gulf Coast Gold AC - Great power, company & opportunity! - Created on the 3 M's: Mornings, Music, & Marketing!

**ASAP:** Morning Team, Air Staff, & exceptional PD

- Morning Personalities: Fun, funny, personable, captivating
- Air Staff: Compelling phones, promotions, format passion
- PD: Experienced visionary, #1 ratings, music/marketing guru

Rush tape, resume, program philosophies, photo to: John Lund, The Lund Consultants Inc., 840 Hinckley Road, Suite 123, Burlingame, CA 94010. EOE  
[Lundradio@aol.com](mailto:Lundradio@aol.com)

**WANTED: MASTER SOUND CHEF**

Highly creative, extremely busy, exceptionally productive national radio commercial production company seeks engineer/producer with the following ingredients:

- 1) More than a dash of talent.
- 2) More than a pinch of pride.
- 3) Tons of enthusiasm
- 4) Covered with experience.

There's room for one more cook in our kitchen. If this sounds like an appetizing opportunity to you, send your demo tape showcasing your main entrees and resume to: Chris Porter, ProConum Studios, 3 White Oak Road, Arden, NC 28804. EOE

Midday openings. All formats. ("Emphasis on "talent.") Got a good voice, friendly style, winning attitude and promotional experience? T&R to: Mark Jones, KEZP-FM, 1847 Sterlex Road, Alexandria, LA 71301.

Seeking full-time on-air position (possible morning drive). Experience necessary. Send tape and resume to: Rod Phillips, WDIX-FM, 612 S. 4th Street, Suite 100, Louisville, KY 40202. Jacor is an equal opportunity employer.

## OPENINGS

**CBS Radio West Palm Beach**

WIRK has a rare on-air opening. We are looking for another top-notch radio performer who is able to relate to the country life group. Excellent staff, incredible facility and lots of fun. Please send your tapes and resume to Mitch Mahan — WIRK, 701 North Point Parkway, Suite 500, West Palm Beach, Florida 33407. CBS Radio is an equal opportunity employer.

**ADULT CHR LIVE 105 TALLAHASSEE SEEKS FULL-TIME AIR TALENT**

You love radio, have an engaging personality, and the talent to communicate in a relaxed manner. You set high goals and achieve them. You are positive and support the team. Sound familiar? T&R to: General Manager Robert Thaler, c/o WFLV-FM, 3360 Capital Circle N.E., Suite B, Tallahassee, Florida 32308.

**RADIANT BROADCASTING COMPANY IS AN EQUAL OPPORTUNITY EMPLOYER.**

### MIDWEST

Classic Hits WCVS is seeking a midday personality, excellent opportunity. T&R: Mark Phillips, WCVS, 3055 South 4th, Springfield, IL 62703 EOE (10/02)

**MusicMaster Customer Support**

A-Ware Software is looking for additional MusicMaster customer support personnel. Some MusicMaster experience is a plus, but we will provide additional training. Applicants must be willing to relocate to the Milwaukee area. We offer a competitive salary and benefits.

Send your resume to: A-Ware Software, Human Resources Dept., 20225 Water-tower Blvd., Brookfield, WI 53045 or fax to: 414-717-2230. No phone calls please, EOE.

**BE PART OF A TEXAS LEGEND!**

104-KRBE is one of America's most successful CHR's. We have the most listeners in the state of Texas, great tools, outstanding company and a pristine heritage. And now we have a rare opening for a 6-10pm personality. If you've got star quality with killer attitude, endless energy, great phone skills, a passion for being on the streets, and at least 3 years professional experience. RUSH your tape and resume TODAY. KRBE, John Peake, Program Director, 9801 Westheimer, Suite 700, Houston, TX 77042. KRBE/Susquehanna Radio Corporation is an Equal Opportunity Employer. No Phone Calls Please.

Morning talent to be part of winning team. High-tech environment with digital production and appearances required. T&R to: Mike Hendee, c/o Branson Music Network, P.O. Box 6610, Branson, Missouri 65615.

## OPENINGS

The Des Moines Radio Group is looking for a world class Production Director responsible for Commercial production of a six station cluster and "Stationality" of HOT AC KSTZ. Must be familiar with SAW Plus and possess leadership skills to manage the department, organize and assign all production, and meet deadlines. Send samples demonstrating your style, creativity, and your ability to think out of the box to: Jim Schaefer, c/o KSTZ, 1416 Locust, Des Moines, IA 50309. Saga is an Equal Opportunity Employer.



**PROGRAM DIRECTOR WANTED FOR KGFY-FM**

Program Director for "New Country" station in Stillwater, Oklahoma. Shift, Production, Remotes. New, state of the art facility. WireReady digital audio system knowledge a plus. For information, contact: Randy Jacobs or Dennis Burton, (405) 372-7800. EOE

**OPERATIONS MANAGER**

Independent group seeks strong programmer who is technically adept, knows FCC rules, is comfortable with computer systems and has good people skills for a small market satellite, promotion-oriented station.

For stability and growth potential rush tape and experience profile to: Department RR-1098, Suite A, 2282 Village Mall Drive, Mansfield, OH 44906.

102 One WLUM/Milwaukee is in search of a very topical ... music driven morning show ... that can relate to an adult audience ... a proven track record is a must .... Can you beat great competition??? Are you willing to work?!!! If this is you, rush your tape, resume & ratings performance to:

WLUM-FM/Milwaukee  
 Attn: Chuck Summers  
 2979 N. Mayfair Road  
 Milwaukee, WI 53222  
 The Milwaukee Radio Alliance LLC  
 is an EOE

**MORNING CO-HOST**

KCLD-FM/Central Minnesota's #1 Hit Music station, seeking morning co-host/producer to take our #1 show to the next level. We are looking for a highly motivated, creative, intelligent, yet hip and humorous individual who can relate to females 18-34. Morning experience helpful. Appearances and digital production a must. Females strongly encouraged. Great pay and benefits for the right applicant. Send tape, resume and photo to: Steve Hunter, KCLD-FM, P.O. Box 1458, St. Cloud, MN 56302. EOE

**www.rronline.com**

## OPENINGS

### WEST

**Country Giant** seeks afternoon talent yesterday. Send T&R ASAP to: KLAD, Rob Siems, Box 339, Klamath Falls, OR 97601 EOE (10/02)

**High Desert Broadcasting** seeking announcers for out Hot AC KGMX. T&R ASAP: 570 East Ave. Q-9, Palmdale, CA 93550 EOE (10/02)

**Citadel** is accepting applications for future openings. T&R: Ray Edwards, 1601 E. 57th, Spokane, WA 99223 EOE (10/02)

**Modern AC market #84.** Future full-time. 1-3 years experience required. T&R: Mark McKay, KLLY, 3651 Pegasus Dr., Ste. 107, Bakersfield, CA 93308 EOE (10/02)

### PROGRAM DIRECTOR LOS ANGELES

Y107-FM, America's 4th largest modern rock radio station is looking for a Program Director. If you thought the entrepreneurial spirit of radio has fallen to the corporate behemoths of broadcasting, think again.

We are looking for a PD that will build upon a successful music product and create a strong brand identity around it. We want a team player with killer promotional instincts that can lead and motivate.

If you're aggressive, ambitious, and on the cutting edge ... If you have demonstrated success in major and large markets ... This is your chance to swing a bigger bat!

Fax a cover letter and resume to: GM @ 626-351-4315. EOE

### TALENT NEEDED NOW!

Live and work two hours from Seattle at Central Washington's heritage AOR/Classic Rock station. Tape and resume to: Ron Harris — Program Director, KATS-FM, P.O. Box 1280, Yakima, WA 98907.

### Future Talk Show Hosts Wanted!

Salem Communications Corp., a leading company for Christian/Conservative talk, is building its stable of talk show host. We are growing all over the country and need talent to fill current openings in Pittsburgh and Philadelphia, and future openings as we grow! You must be able to plan and execute a compelling current events-driven show, know the bible, use creative production to make your point, plus have a strong desire to do great things for the local community. Please send your resume and a one-page description of how you create a great show on a daily basis, plus a fresh on-air tape of your best work to:

Salem Communications Corp.  
Howard Freedman - National PD  
4880 Santa Rosa Road, #300  
Camarillo, CA 93012. EOE

www.rroline.com

## OPENINGS

### Jacor

of San Diego is searching for an afternoon drive/music director for the new Magic 92.5 FM, "Soulful hits of yesterday and today." If you have 2-3 years experience & can crank out an incredible airshift and music log, get samples of both now to: Jacor, 5745 Kearny Villa Rd., Ste. M, San Diego, CA 92123, Attn: #PD3098. No calls, M/F EOE

### MORNING CO-HOST

KCLD-FM/Central Minnesota's #1 Hit Music station, seeking morning co-host/producer to take our #1 show to the next level. We are looking for a highly motivated, creative, intelligent, yet hip and humorous individual who can relate to females 18-34. Morning experience helpful. Appearances and digital production a must. Females strongly encouraged. Great pay and benefits for the right applicant. Send tape, resume and photo to: Steve Hunter, KCLD-FM, P.O. Box 1458, St. Cloud, MN 56302. EOE

### POSITIONS SOUGHT

**APD, Mornings, Afternoons.** Steve Marshall gets results! Major market experience and leadership. STEVE: (954) 527-5620 (10/02)

**Experienced, versatile, reliable team player** seeks CHR, Hot/Modern AC, or Hot Country. SCOTT CLEVELAND: (716) 565-0646, AJET95C@prodigy.com (10/02)

**Seasoned, dependable AT,** production, news anchor like me, attracts loyal listeners and sponsors. Salary above poverty level appreciated. ALEX MCKUEN: (513) 777-8423 (10/02)

**Hard working responsible AT** seeking position in a small to medium sized market in the Northeast. Available yesterday. JEFF: (718) 779-3419 (10/02)

**Afternoon driver seeks med./large market.** Prefer MOR/Big Band/Nostalgia. Great pipes, team player. You get a lot. RICHARD: (314) 394-5190 (10/02)

**Seek a winning professional sound?** 25+ years, production and on-air. E-mail: davemack@channel1.com or call DAVE: (978) 745-0050 (10/02)

**Searching for full-time on-air & possible MD duties** at an Alternative/Rock station. Creative production, computer/board literate. LOTUS: (805) 546-9383, www.delusions.net/~lotus (10/02)

## POSITIONS SOUGHT

**Mark Kovacs** seeks PD/MD slot at West Coast station searching for new programming for the new millennium. MARK: (213) 264-7935 (10/02)

**A witty and humorous love doctor** who understands women is the only one you can put opposite Dr. Laura. DOCTOR LOVE: (800) 404-2644, www.doctorlove.com (10/02)

**Morning Personality Jim** Ellis, KSHE 95, Westwood One's Superstar Concert Series, WLLZ, seeks to join a major player. JIM: (616) 941-0474 (10/02)

**If you don't have the ratings, it's 'cause you don't** have mel 19 years experience, digital & computer literate. JASON: (978) 342-0387, jasonwright@eudoramail.com (10/02)

**Sportslady - Sports knowledgeable,** creative, computer/board literate. Call ROSE: (770) 913-3545 (10/02)

**Land the guy** that co-wrote Dork-A-Pellas CD! Digital, MIDI, SBE certification, tight & funny. East only. ALLEN: (703) 698-4347 (10/02)

**Midwest management: 17 year vet, 5-year PD,** BA degree in management, University of Sioux Falls. DEAN: (605) 357-8286, dbrubin@ideesign.com (10/02)

**All Request Radio** from the guy at the 60 share honker where it was created. BILLELLIOTT: (813) 920-7102 (10/02)

**Entertaining Sportscaster** available. MIKE: (800) 785-0918-18 (10/02)

**Steady, consistent Veteran AT/PD** searching for small market gig to run so you can play golf. JIM: (419) 238-1107, jimmyd56@reborn.com (10/02)

**Seeking to get out of Las Vegas!** On-air and/or PD spot in small market. Prefer Western U.S. DAVID BAXTER: (702) 258-6787 (10/02)

### R&R Opportunities Free Advertising

**Radio & Records** provides free (20 words maximum) listings to radio stations ON A SPACE AVAILABLE BASIS in Opportunities. Free listings of the same length are also available to individuals seeking work in the industry under Positions Sought.

### Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PST)**, eight days prior to issue date. Free Opportunities listings should be typewritten or printed on 8 1/2" X 11" company/station letterhead and are accepted only by mail or fax: 310-203-8727. Only free positions sought ads are accepted by email kmumaw@rroline.com Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

### RADIO & RECORDS

10100 Santa Monica Blvd. 5th Floor Los Angeles CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable sales tax) in the United States or \$695.00 overnight delivery (U.S. funds only), \$328.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two Rating Report & Directory issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Non-refundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher. The terms Back Page, Breakers, Most Added, R&R, Compact Data, and Street Talk are registered trademarks of Radio & Records. POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067.

## POSITIONS SOUGHT

**Six years in AAA farm league,** searching for McGuire-esque home run shot! AT with MD/APD pitch. JEFF: (318) 357-8069 (10/02)

**Joe McMillan WROR, Oldies 103, WMJX, WHDH** searching for weekends in Boston, Providence, or New York. JOE: (508) 759-6257 (10/02)

**Will sacrifice first born** for right gig! Young gun with six years experience for hire. Many formats. KEVIN: (781) 641-1471 (10/02)

**Bill Kates: Legendary 20-year production wiz-** ard, former WBCN Boston & K-Rock NYC. KILLER RARE!! (718) 797-3994, BLEEPBOY@aol.com (10/02)

**New England Radio veteran,** 20 years experience. PD/MD/Production, seeking work in MA or RI. For demo and resume call CHRIS ROGERS: (508) 880-7865 (10/02)

**If your searching for killer Urban morning ...** your search is over! wgburg@gte.net is my e-mail address. Let's chat! GENO BURGESS: (219) 447-2098 (10/02)

**AT with production skills** seeks position in So. Cal. desert area. ROB: (760) 360-3768 or view T&R at members.aol.com/entranced (10/02)

### FEMALE RADIO NEWS DIRECTOR AND MORNING SHOW SIDEKICK

seeks new gig with high energy station west of the Mississippi. Will work as a creative team member-personal appearances and remotes a plus. Krista 319-753-1024.

### R&R Opportunities Advertising

1x \$120/inch 2x \$100/inch

Rates are per week (maximum 35 word per inch including heading). Includes generic border. If logo, custom border or larger heading are required, add 1/2 inch (\$60 for 1x, \$50 for 2x). In addition, all ads appear on R&R's web site. (www.rroline.com).

### Blind Box: add \$50

The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping and handling.

### Positions Sought: \$50/inch

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

### Payable In Advance

Opportunities Advertising orders must be typewritten on company/station letterhead and accompanied by advance payment. Ads are accepted by fax: (310-203-8727) or mail. Visa, MC, AmEx or Discover card accepted. Include card number, name as it appears on credit card, expiration date and phone number. Blind box responses are sent to advertisers every Friday by first-class mail.

### Deadline

To appear in the following week's issue, your ad must be received by **Thursday noon (PDT)** eight days prior to issue date. Address all ads to: R&R Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

www.rroline.com

# MARKETPLACE

## AIRCHECKS

### AUDIO & VIDEO AIRCHECKS

**CURRENT #222:** KOKS/George McFly, WGGV/Rick Parly, KALC/Greg Thunder & Bo Reynolds, WJMB/Scott Miller, KUS/Gary Spears, 89.5/Eddie & Jolito, KYSA/Jamie, Frosty & Frank. \$7.50  
**CURRENT #221:** WKQX/Mancow, KRTH/Tom Murphy-Dave Diamond, WFLZ/Jill Thomas, Tampa's W.L.D., WAFB/Tanner, KRG/Bill Michaels. \$7.50  
**PERSONALITY PLUS #130:** WJXC/Steve & D.C., WAKS/Mason Dixon & Bill Connelly, WRFB/Drew & Mike, WTMK/Eric & Kathy. \$7.50  
**PERSONALITY PLUS #129:** WJMB/John Landecker, WOKG/Steve Dalt, KROQ/Kevin & Bean, KFMB FM/Jeff & Jax. \$7.50  
**PERSONALITY PLUS #128:** KRTH/Dan Ingram, KLSY/Murdoch, Hunter & Alice, KLSJ/Jonathan Brandmeier, KRS/Rick Deas, KGB/Dave, Shelly & Chaineau. \$7.50  
**ALL COUNTRY #177:** WWWW/WYCD, WQYK/WRSQ, WUSN. \$7.50  
**ALL AC #163:** WSNY/WAKS, WSHS, WELZ, WENS, WMSX. \$7.50  
**ALL CHARLESTON #17:** WLLD, KSLZ, WZPL, WHPH, WFLZ, Z100. \$7.50  
**PROFELE #5-376:** CHICAGO/CHR BBS, UC WGGC, WAKZ, AC WLLT, WTMX, WAKO, AOR WLLP, WQCK, WYCD, WQGS, WQRT, WQXQ/Cory WUSN, Gold WUMK. \$7.50  
**PROFELE #5-377:** ST. LOUIS/CHR KSLZ, UC KJLM, City WLL-FM, WUOX, AC KYKY, KEZL, AOR KSHS, WMLC, KSD, Gold KLOU, KHT. \$7.50  
**PHONO WMLT #173-34:** promo samples - all formats, all market sizes. Cassette, \$10. SNEEPEE WMLT #173-30, Sneepee & Legal ID samples, all formats. Cassette, \$10  
**AMR-7 MODERN ROCK #1-25 (ALL FORMATS):** 20 (ALL FORMATS) #173-25 (EXPERIMENTAL) #20 (ALL FORMATS) #1-6 (CALK RADIO) #10-15 (ALL AOR), #15-375 (EXPERIMENTAL) #17 50-mech CLASSIC #1-215, KFMM/G. Kelly-1984, KJLM/Dave Sebastian-1976, WOHF/Greg Brown-1976, KEZY/Jim O'Neil-1976, KROY/Brian White-1977, KFRC/Mike Phillips-1966 & more. \$11  
**VIDEO #73:** Detroit's WOMC/Dick Purton, WWWW/Michael J. Fox, St. Louis: KPNT/Jill, Irish & Tom, Denver's KOKS/George McFly-Joe B. Nashy, KIMN/Denise Plante, Ontario's WOMX/Big Jim & Erica. 2 hot hrs. VHS. \$29

[www.californiaaircheck.com](http://www.californiaaircheck.com)

### CALIFORNIA AIRCHECK

Box 4408 - San Diego, CA 92164 - (619) 460-6104

## COMEDY SERVICES

Steve Cochran, who's used our material at Z100 N.Y.C., and THE LOOP & AM1000 in Chicago, says, "The Morning Punch is better today than it's ever been!" Call today for a free week and see for yourself!

### THE MORNING PUNCH™

803-732-6608

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 Also visit our web page [www.ccpunch.com](http://www.ccpunch.com)

## MUSIC LIBRARIES

### ONLY \$499

1229 hits from 54-69-\$499  
 545 hits from the 70's-\$499  
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 For free track listings call Ghostwriters (888) 852-4747  
 For radio broadcast only! Outside US call (612) 522-6256

## PRODUCTION MUSIC

### PRODUCTION MUSIC & EFFECTS

Sound Effects- over 55 products  
 Online demos-online ordering!  
<http://radio-mall.com>  
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Sound Ideas, GMI  
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 Airforce, O'Connor  
 Southern Tracks

R&R IS ONLINE [www.rronline.com](http://www.rronline.com)

## FEATURES

### Radio Links

Presents  
**"WHAT DREAMS MAY COME"**  
 interviews with  
 Robin Williams, Anabelle Sciorra, Cuba Gooding Jr.

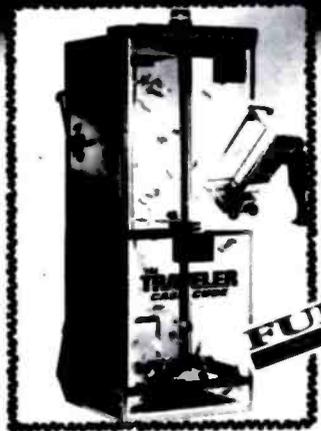
Free Satellite Delivery Contact Lori Lerner at (310)467-6388  
 (310)467-6888 (Fax)  
 Hard Copies Available  
 Call for list of free interviews

### JUST WHAT THE DOCTOR ORDERED

HealthNews is a FREE daily radio series of :60 medical segments.  
 For more info & a free audition CD call Jerry Schranz at DWJ Television 1-800-766-1711 ext. 210

## PROMOTIONS

### TRAVELER Money Machine



The Most Portable Money Machine Ever!  
 Call Toll-Free 1-800-747-1144 (U.S. only)  
 Local 909-754-9021 or Fax 909-754-1001 for more information  
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LISTEN TO OVER 40 DIFFERENT MARKETS EVERY YEAR!  
 OVER 60 DIFFERENT STATIONS YOUR CHOICE OF FORMAT  
 AM&PM DRIVE FOR EACH STATION (ALL SCOPED)  
 ALL PROMOS, LINERS, JINGLES INCLUDED  
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THIS MONTH *Detroit, Jacksonville, Salt Lake City*  
 "We will tape Any station, Anywhere, Anytime."

[www.national-aircheck.com](http://www.national-aircheck.com)

Search our archives of OVER 1,000 MORNING SHOWS online!



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## AUDIO ENTERTAINMENT

### CHEAP RADIO THRILLS

The legendary, 3-CD set from L.A. Air Force  
 Personality production elements for your station!  
 \$99 (+ shipping: \$4/U.S. \$6/Canada \$10/overseas)

FREE DEMO: 1-800-476-8208

(Also tells you how to reach us via phone, fax, or mail.)  
[www.danoday.com](http://www.danoday.com)

## COMEDY SERVICES

### Alan Ray's TeleJoke!

Topical comedy faxed or e-mailed daily!

Radio's Most Quoted Sheets Since 1988!

And introducing the new TeleJoke CD-ROM:  
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 An Encyclopedia of over 40,000 one-liners.

For more information on all our services, call:

(209) 476-1511

or e-mail: [ARAYCOMEDY@aol.com](mailto:ARAYCOMEDY@aol.com)

## SMALL SPACE WORKS

YOU JUST READ THIS

Marketplace 310-553-4330

## SHOW CREATION

### 2002 THE MANUAL

Teaches you how to do a show that a top-10 market station will buy  
**Wilko Communications**  
 310-664-1193  
 or e-mail [2002@wilko.net](mailto:2002@wilko.net)  
 All inquiries Confidential

## SONG REFERENCE

### "Halloween Songs? Over 100 About Ghosts & Monsters!"

New! 4th Edition Green Book of Songs By Subject is the world's only thematic guide to popular music!

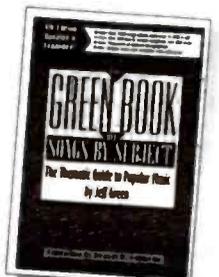
If you've ever needed songs to fit a particular topic, the all-new 4th Edition Green Book Of Songs By Subject is the book you've been waiting for! Jeff Green has created the "ultimate music reference" for Program Directors, Music Directors, Production Directors, Morning Show and Talk Show Producers, and air personalities in all formats!

- Over 800 subject categories
- More than 7000 artists
- 744 jam-packed pages
- Nearly 1000 record labels
- All genres and eras of music
- New subject index
- More than 21,000 songs

Charge by phone at (310) 788-1621 or send check or money order to:

Radio & Records, 10100 Santa Monica Blvd. 5th Floor, Los Angeles, CA 90067

Note: Additional copies add \$1.00 add'l shipping per copy. Canada/Mexico shipping: \$10 first copy, \$5.00 add'l copies. Other international shipping: \$20 first copy, \$10 add'l copies. US



Satisfaction Guaranteed! Only \$49.95 (Paperback) plus \$4.00 S/H

For fastest service charge by phone at (310) 788-1621

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Teaches you how to do a show that a top-10 market station will buy

**Wilko Communications**  
310-664-1193  
or e-mail 2002@wilko.net  
All inquiries Confidential

## VOICEOVER SERVICES

### SAM O'NEIL

ISDN Ready

*"The voice heard above the rest."*

DEMO: 1-877-4-YOURVO  
www.samoneil.com (877-496-8786)

## VOICEOVER SERVICES

### Mike Carta Y2K Compliant

### SUPER SWEEPERS

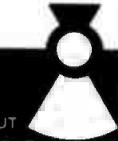
FOR ALL FORMATS ISDN ready

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e-mail kcarta@supersweepers.com

CALL THE DEMO LINE AT 214-890-6819

cutting edge  
sound effects

NOW ON  
FORMATS:  
KBBE/Houston  
WZZM/Cleveland  
WRB/Orlando  
WMB/Memphis  
\$350 BUYOUT



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## VOICEOVER SERVICES

### DAVID KAYE PRODUCTIONS INC.

Voice Over Services Heard 'Round The World

KBEE, Salt Lake City, KTXQ/Dallas, Q102/Cincinnati,  
WZZJ/Columbus, WMJJ/Birmingham

IMAGING FOR ANY FORMAT  
COLD OR FULLY PRODUCED. ISDN/DCI

Get THE  
demo NOW!

800-843-3933

www.davidkaye.com



### JOE CIPRIANO PROMOS

Promos with Personality  
The Voice of the Fox Television Network

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FAX 310-454-30CP

http://www.joecipriano.com  
E-MAIL: Cjp@joecipriano.com

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OVERNIGHT... INSTANT  
ISDN... YOUR CHOICE!

The 70's:  
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The 80's:  
KMEL, KDWB, WRQX  
The 90's:  
KFKE, KYGO, Your Station

HEAR DEMO NOW!

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Full Production/Trax! Affordable!

Small, Medium, and  
Large Markets

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MAX 95.7 Philadelphia, the Point Milwaukee, Alice Buffalo,  
the Point Tucson, Alice Reno, 96A Memphis, Hits 103.5 Toronto

Delivered DAT, CD or LIVE ISDN

### STEVEN B WILLIAMS

Station Imaging That Speaks

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ISDN OR OVERNIGHT

### CHARLIE TUNA

Image Liners • IDs • Promos • Commercials

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\*\*\*\*\* Demo Line (818) 344-9125 \*\*\*\*\*

Oldies Stations!

Country Stations!

Call for a demo or check  
Charlie's web site for the  
best news twice-daily  
"The Oldies Calendar"

Call for a demo or check  
Charlie's web site for  
"The Weekly Top 30"  
Country Countdown

www.charlietuna.com



### MARKETPLACE ADVERTISING

Payable in advance. Orders must be typewritten and accompanied by payment. Visa/MC/AmEx/Discover accepted. One inch minimum, additional space up to six inches available in increments of one-inch. Rates for R&R marketplace (per inch):

1 line	\$99.00
6 insertions	66.00
13 insertions	66.00
26 insertions	76.00
51 insertions	66.00

Marketplace  
RADIO & RECORDS, 16186 Santa Monica Blvd,  
Fifth Floor, Los Angeles, CA 90057  
310-553-4336 Fax: 310-283-8727

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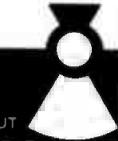
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cutting edge  
sound effects

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The 70's:  
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KMEL, KDWB, WRQX  
The 90's:  
KFKE, KYGO, Your Station

HEAR DEMO NOW!

913/345-2381

email: mckaymedia @ netscape.net  
FAX 816-753-4044  
Full Production/Trax! Affordable!

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### DAVE HANSON

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214.526.7200 phone 214.526.7211 fax www.davehanson.com

### It's a No-Brainer

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888.550.PAUL

### KEVIN PEGRAM RADIO VOICE 336-548-5481



bad credit, no credit, no problem

1-800-JP SHANE or 1-800-577-4263

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Canada / U.S. / Europe

Steve Herringer  
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Tel 604/531-6908  
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Call for a demo now.

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www.charlietuna.com



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51 insertions	66.00

Marketplace  
RADIO & RECORDS, 16186 Santa Monica Blvd,  
Fifth Floor, Los Angeles, CA 90057  
310-553-4336 Fax: 310-283-8727

### CHR/POP

LW	TW	ARTIST	SON	REMARKS
1	1	AEROSMITH	I Don't Want To Miss A Thing (Columbia)	
3	2	BARENAKED LADIES	One Week (Reprise)	
2	3	GOO GOO DOLLS	Iris (Warner Sunset/Reprise)	
4	4	JENNIFER PAIGE	Crush (Edel America/Hollywood)	
5	5	BACKSTREET BOYS	I'll Never Break Your Heart (Jive)	
7	6	ALL SAINTS	Never Ever (London/Island)	
6	7	'N SYNC	Tearin' Up My Heart (RCA)	
8	8	MATCHBOX 20	Real World (Lava/Atlantic)	
10	9	EDWIN MCCAIN	I'll Be (Lava/Atlantic)	
9	10	SEMISONIC	Closing Time (MCA)	
14	11	JANET	Go Deep (Virgin)	
16	12	AALIYAH	Are You That Somebody? (Atlantic)	
12	13	HOOTIE & THE BLOWFISH	I Will Wait (Atlantic)	
11	14	NEXT	Too Close (Arista)	
19	15	SHERYL CROW	My Favorite Mistake (A&M)	
17	16	FAITH HILL	This Kiss (Warner Bros.)	
15	17	WILL SMITH	Just The Two Of Us (Columbia)	
13	18	BRANDY & MONICA	The Boy Is Mine (Atlantic)	
23	19	THIRO EYE BLIND	Jumper (Elektra/EEG)	
22	20	EVERYTHING	Hooch (Blackbird/Sire)	
18	21	WOJ	Time After Time (Columbia)	
—	22	ALANIS MORISSETTE	Thank U (Maverick/Reprise)	
24	23	BRIAN SETZER ORCHESTRA	Jump Jive An' Wail (Interscope)	
20	24	NATALIE IMBRUGLIA	Wishing I Was There (RCA)	
27	25	EAGLE-EYE CHERRY	Save Tonight (Work)	
25	26	FASTBALL	The Way (Hollywood)	
28	27	MADONNA	The Power Of Good-Bye (Maverick/WB)	
21	28	FIVE	When The Lights Go Out (Arista)	
30	29	PM DAWN	I Had No Right (Gee Street/V2)	
26	30	USHER	My Way (LaFace/Arista)	
33	31	MONICA	The First Night (Arista)	

CHR begins on Page 42.

### HOT AC

LW	TW	ARTIST	SON	REMARKS
1	1	GOO GOO DOLLS	Iris (Warner Sunset/Reprise)	
2	2	AEROSMITH	I Don't Want To Miss A Thing (Columbia)	
3	3	MATCHBOX 20	Real World (Lava/Atlantic)	
4	4	HOOTIE & THE BLOWFISH	I Will Wait (Atlantic)	
5	5	BARENAKED LADIES	One Week (Reprise)	
7	6	SHERYL CROW	My Favorite Mistake (A&M)	
8	7	FASTBALL	The Way (Hollywood)	
6	8	SEMISONIC	Closing Time (MCA)	
9	9	EDWIN MCCAIN	I'll Be (Lava/Atlantic)	
10	10	NATALIE MERCHANT	Kind & Generous (Elektra/EEG)	
11	11	NATALIE IMBRUGLIA	Wishing I Was There (RCA)	
12	12	NATALIE IMBRUGLIA	Torn (RCA)	
13	13	BRIAN SETZER ORCHESTRA	Jump Jive An' Wail (Interscope)	
—	14	ALANIS MORISSETTE	Thank U (Maverick/Reprise)	
16	15	EVERYTHING	Hooch (Blackbird/Sire)	
14	16	JENNIFER PAIGE	Crush (Edel America/Hollywood)	
19	17	EAGLE-EYE CHERRY	Save Tonight (Work)	
20	18	FAITH HILL	This Kiss (Warner Bros.)	
17	19	GREEN DAY	Time Of Your Life (Good...) (Reprise)	
23	20	THIRO EYE BLIND	Jumper (Elektra/EEG)	
15	21	SHANIA TWAIN	You're Still The One (Mercury)	
21	22	JOHN MELLENCAMP	Your Life Is Now (Columbia)	
25	23	SHAWN MULLINS	Lullaby (Columbia)	
22	24	ANGGUN	Snow On The Sahara (Epic)	
24	25	BACKSTREET BOYS	I'll Never Break Your Heart (Jive)	
27	26	SHANIA TWAIN	From This Moment On (Mercury)	
26	27	HARVEY DANGER	Flagpole Sitta (Slash/London/Island)	
—	28	GOO GOO DOLLS	Slide (Warner Bros.)	
30	29	EVE 6	Inside Out (RCA)	
28	30	SMASHING PUMPKINS	Perfect (Virgin)	

AC begins on Page 74.

### CHR/RHYTHMIC

LW	TW	ARTIST	SON	REMARKS
1	1	AALIYAH	Are You That Somebody? (Atlantic)	
2	2	MONICA	The First Night (Arista)	
3	3	MYA /SILKK THE SHOCKER	Movin' On (University/Interscope)	
7	4	LAURYN HILL	Doo Wop (That Thing) (Ruffhouse/Columbia)	
8	5	MONIFAH	Touch It (Uptown/Universal)	
5	6	TATYANA ALI	Daydreamin' (MJJ/Work)	
9	7	XSCAPE	My Little Secret (So So Def/Columbia)	
6	8	LAURYN HILL	Can't Take My Eyes Off You (Ruffhouse/Columbia)	
4	9	NICOLE	Make It Hot (Gold Mind/EastWest/EEG)	
10	10	TQ	Westside (ClockWork/Epic)	
15	11	DIVINE	Lately (Pendulum/Red Ant)	
12	12	GINUWINE	Same Ol' G (Atlantic)	
17	13	DRU HILL /REDMAN	How Deep Is... (Def Jam/RAL/Mercury/Island)	
13	14	NEXT	Too Close (Arista)	
11	15	BRANDY & MONICA	The Boy Is Mine (Atlantic)	
14	16	WOJ	Time After Time (Columbia)	
16	17	USHER	My Way (LaFace/Arista)	
20	18	KEITH SWEAT /SNOOP DOGG	Come And Get With Me (Elektra/EEG)	
21	19	NEXT	I Still Love You (Arista)	
19	20	BRANDY /MASE	Top Of The World (Atlantic)	
23	21	BACKSTREET BOYS	I'll Never Break Your Heart (Jive)	
18	22	BIG PUNISHER /JOE	Still Not A Player (Loud)	
24	23	R. KELLY	Half On A Baby (Jive)	
25	24	'N SYNC	Tearin' Up My Heart (RCA)	
33	25	JENNIFER PAIGE	Crush (Edel America/Hollywood)	
38	26	TAMIA	So Into You (Qwest/WB)	
22	27	PRAS MICHEL /VODD & MYA	Ghetto Supastar... (Interscope)	
28	28	J. DUPRI & M. CAREY	Sweetheart (So So Def/Columbia)	
30	29	JERMAINE DUPRI /JAY-Z	Money Ain't... (So So Def/Columbia)	
26	30	JON B.	They Don't Know (Yab Yum/550 Music)	
39	36	SWEETBOX	Everything's Gonna Be Alright (RCA)	

CHR begins on Page 42.

### AC

LW	TW	ARTIST	SON	REMARKS
2	1	BACKSTREET BOYS	I'll Never Break Your Heart (Jive)	
1	2	CELINE DION	To Love You More (550 Music)	
5	3	FAITH HILL	This Kiss (Warner Bros.)	
3	4	ROO STEWART	Ooh La La (Warner Bros.)	
4	5	SHANIA TWAIN	You're Still The One (Mercury)	
6	6	GARTH BROOKS	To Make You Feel My Love (Capitol)	
7	7	NATALIE IMBRUGLIA	Torn (RCA)	
9	8	SHANIA TWAIN	From This Moment On (Mercury)	
8	9	ANNE COCHRAN AND JIM BRICKMAN	After All... (Windham Hill)	
10	10	SAVAGE GARDEN	Truly Madly Deeply (Columbia)	
12	11	JOHN TESH /DALIA	Mother I Miss You (GTSP/Mercury)	
11	12	ERIC CLAPTON	My Father's Eyes (Duck/Reprise)	
13	13	SARAH McLACHLAN	Adia (Arista)	
16	14	DAKOTA MOON	Another Day Goes By (Elektra/EEG)	
17	15	GEORGE BENSON	Standing Together (GRP)	
16	16	AEROSMITH	I Don't Want To Miss A Thing (Columbia)	
14	17	LIONEL RICHIE	Time (Mercury)	
15	18	LEANN RIMES	Looking Through Your Eyes (Curb/Atlantic)	
19	19	EDWIN MCCAIN	I'll Be (Lava/Atlantic)	
20	20	JOHN MELLENCAMP	Your Life Is Now (Columbia)	
22	21	LEANN RIMES	Feels Like Home (MCG/Curb)	
—	22	PHIL COLLINS	True Colors (Atlantic)	
23	23	AMY GRANT	I Will Be Your Friend (A&M)	
27	24	BETTE MIDLER	My One True Friend (Warner Bros.)	
26	25	LIGHTHOUSE FAMILY	High (Island)	
26	26	CHICAGO	All Roads Lead To You (Reprise)	
24	27	SAVAGE GARDEN	To The Moon And Back (Columbia)	
29	28	HOOTIE & THE BLOWFISH	I Will Wait (Atlantic)	
25	29	ACE OF BASE	Cruel Summer (Arista)	
—	30	AMERICA	From A Moving Train (Oxygen)	

AC begins on Page 74.

### URBAN

LW	TW	ARTIST	SON	REMARKS
4	1	R. KELLY	Half On A Baby (Jive)	
1	2	LAURYN HILL	Doo Wop (That Thing) (Ruffhouse/Columbia)	
3	3	GINUWINE	Same Ol' G (Atlantic)	
2	4	XSCAPE	My Little Secret (So So Def/Columbia)	
5	5	TAMIA	So Into You (Qwest/WB)	
6	6	NEXT	I Still Love You (Arista)	
9	7	KEITH SWEAT /SNOOP DOGG	Come And Get With Me (Elektra/EEG)	
8	8	TYRESE	Nobody Else (RCA)	
10	9	MONIFAH	Touch It (Uptown/Universal)	
13	10	DRU HILL /REDMAN	How Deep Is... (Def Jam/RAL/Mercury/Island)	
7	11	MYA /SILKK THE SHOCKER	Movin' On (University/Interscope)	
16	12	DIVINE	Lately (Pendulum/Red Ant)	
14	13	JON B.	I Do (Whatcha Say Boo) (Yab Yum/550 Music)	
11	14	MONICA	The First Night (Arista)	
12	15	JESSE POWELL	I Wasn't With It (Silas/MCA)	
15	16	SNOOP DOGG	Still A G Thang (No Limit/Priority)	
20	17	OMX /FAITH EVANS	How's It Goin' Down? (Def Jam/Mercury)	
23	18	AARON HALL	All The Places (I Will...) (MCA)	
18	19	TRIN-I-TEE	5:7 God's Grace (B-Rite/Interscope)	
22	20	SHAQUILLE O'NEAL /PETER GUNZ	The Way... (T.W./A&M)	
19	21	SPARKLE	Time To Move On (Interscope)	
28	22	DEBORAH COX	Nobody's Supposed To Be Here (Arista)	
17	23	SHAGGY /JANET	Luv Me, Luv Me (Flyte Tyme/MCA)	
21	24	AALIYAH	Are You That Somebody? (Atlantic)	
32	25	USHER	One Day You'll Be Mine (LaFace/Arista)	
40	26	MARY J. BLIGE	Beautiful (Flyte Tyme/MCA)	
30	27	DEBELAH MORGAN	Yesterday (Motown)	
34	28	J. DUPRI & M. CAREY	Sweetheart (So So Def/Columbia)	
33	29	KENNY LATTIMORE	Days Like This (Columbia)	
42	30	112 /MASE	Love Me (Bad Boy/Arista)	
—	31	FAITH EVANS	Love Like This (Bad Boy/Arista)	
—	33	KIRK FRANKLIN	Lean On Me (GospoCentric)	
43	37	NICOLE /MOCHA	I Can't See (Gold Mind/EastWest/EEG)	
46	39	MAXWELL	Matrimony Maybe You (Columbia)	
41	40	NICOLE RENEE	Strawberry (Atlantic)	

URBAN begins on Page 81.

### ROCK

LW	TW	ARTIST	SON	REMARKS
2	1	CREED	What's This Life For (Wind-up)	
1	2	KEMMY WAYNE SHEPHERD	Somehow... (Revolution/Reprise)	
5	3	KISS	Psycho Circus (Mercury)	
3	4	DAYS OF THE NEW	The Down Town (Outpost/Geffen)	
4	5	AEROSMITH	What Kind Of Love Are You On (Columbia)	
7	6	JOHN MELLENCAMP	Your Life Is Now (Columbia)	
12	7	GOO GOO DOLLS	Slide (Warner Bros.)	
8	8	MONSTER MAGNET	Space Lord (A&M)	
11	9	EVE 6	Inside Out (RCA)	
13	10	SCREAMIN' CHEETAH WHEELIES	Boogie... (Capricorn/Mercury)	
6	11	CANDLEBOX	It's Alright (Maverick/WB)	
19	12	JONNY LANG	Still Rainin' (A&M)	
22	13	LENNY KRAVITZ	Fly Away (Virgin)	
16	14	ROO STEWART	Rocks (Warner Bros.)	
23	15	HOLE	Celebrity Skin (DGC/Geffen)	
14	16	BROTHER CAME	Machete (Virgin)	
9	17	SEVEN MARY THREE	Over Your Shoulder (Mammoth/Atlantic)	
17	18	METALLICA	Better Than You (Elektra/EEG)	
10	19	OISHWALLA	Once In A While (A&M)	
15	20	AEROSMITH	I Don't Want To Miss A Thing (Columbia)	
18	21	FUEL	Shimmer (550 Music)	
25	22	SEMISONIC	Singing In My Sleep (MCA)	
21	23	GOO GOO DOLLS	Iris (Warner Sunset/Reprise)	
24	24	KEMMY WAYNE SHEPHERD	Blue On Black (Revolution/Reprise)	
26	25	FASTBALL	Fire Escape (Hollywood)	
20	26	PEARL JAM	In Hiding (Epic)	
30	27	ROB ZOMBIE	Dracula (Geffen)	
34	28	JACKYL	We're An American Band (Geffen)	
32	29	LOCAL H	All The Kids Are Right (Island)	
28	30	HOOTIE & THE BLOWFISH	I Will Wait (Atlantic)	

No Songs Qualified For Breaker Status This Week.

ROCK begins on Page 87.

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# THE BACK PAGES.

NATIONAL AIRPLAY OVERVIEW OCTOBER 2, 1998

Breakers In Blue

## URBAN AC

LW	TW	ARTIST	SON	REMARKS
1	1	TEMPTATIONS	Stay (Motown)	
3	2	PEABO BRYSON	My Heart Belongs To You (Windham Hill)	
2	3	GERALD LEVERT	Thinkin' Bout It (EastWest/EEG)	
4	4	TANIA	So Into You (West/WB)	
8	5	VESTA	Somebody For Me (I.E./Motown)	
5	6	KELLY PRICE	Friend Of Mine (T-Neck/Island)	
9	7	KENNY LATTIMORE	Days Like This (Columbia)	
6	8	BOYZ II MEN	Doin' Just Fine (Motown)	
13	9	DEBORAH COX	Nobody's Supposed To Be Here (Arista)	
10	10	R. KELLY	Half On A Baby (Jive)	
7	11	BRIAN MCKNIGHT	The Only One For Me (Motown)	
17	12	TRIN-I-TEE	5:7 God's Grace (B-Rite/Interscope)	
12	13	JON B.	They Don't Know (Yag Yum/550 Music)	
21	14	LUTHER VANDROSS	I Know (LV/Virgin)	
19	15	REGINA BELLE	I've Had Enough (MCA)	
18	16	ARETHA FRANKLIN	In Case You Forgot (Arista)	
14	17	SOLO	Touch Me (Perspective/A&M)	
11	18	LUTHER VANDROSS	Nights In Harlem (LV/Virgin)	
15	19	PHYLLIS HYMAN	Funny How Love... (Philadelphia International)	
26	20	DIVINE	Lady (Pendulum/Red Ant)	
16	21	PHIL PERRY	Mind Blown (Peak/Private/Windham Hill)	
—	22	KIRK FRANKLIN	Lean On Me (GospoCentric)	
23	23	GLENN JONES	Let It Rain (SAR/WB)	
27	24	MAXWELL	Matrimony: Maybe You (Columbia)	
20	25	KEITH WASHINGTON/CHANTÉ MOORE	I Love You (Silas/MCA)	
22	26	KEITH SWEAT/SNOOP DOGG	Come And Get With Me (Elektra/EEG)	
30	27	WILL OWNING & GERALD ALBRIGHT	Stop... (Verve/Motown)	
24	28	XSCAPE	My Little Secret (So So Def/Columbia)	
—	29	AARON HALL	All The Places (I Will...) (MCA)	
28	30	FOURPLAY UEL DEBARGE	Sexual Healing (Warner Bros.)	

URBAN begins on Page 81.

## ACTIVE ROCK

LW	TW	ARTIST	SON	REMARKS
1	1	CREED	What's This Life For (Wind-up)	
2	2	EVE 6	Inside Out (RCA)	
6	3	KISS	Psycho Circus (Mercury)	
7	4	HOLE	Celebrity Skin (DGC/Geffen)	
8	5	LENNY KRAVITZ	Fly Away (Virgin)	
3	6	METALLICA	Better Than You (Elektra/EEG)	
4	7	DAYS OF THE NEW	The Down Town (Outpost/Geffen)	
9	8	ROB ZOMBIE	Dragula (Geffen)	
5	9	MONSTER MAGNET	Space Lord (A&M)	
11	10	MARILYN MANSON	The Dope Show (Nothing/Interscope)	
10	11	AEROSMITH	What Kind Of Love Are You On (Columbia)	
13	12	LOCAL H	All The Kids Are Right (Island)	
12	13	BROTHER CAME	Machete (Virgin)	
16	14	STABBING WESTWARD	Sometimes It Hurts (Columbia)	
18	15	FLYS	Got You (Where I Want You) (Trauma/Delicious Vinyl)	
17	16	KORN	Got The Life (Immortal/Epic)	
23	17	GOD GDD DOLLS	Slide (Warner Bros.)	
21	18	SECOND COMING	Soft (Capitol)	
19	19	STABBING WESTWARD	Save Yourself (Columbia)	
24	20	SCREAMIN' CHEETAH WHEELIES	Boogie... (Capricorn/Mercury)	
21	21	JERRY CANTRELL	My Song (Columbia)	
15	22	KENNY WAYNE SHEPHERD	Somehow... (Revolution/Reprise)	
26	23	FINGER ELEVEN	Quicksand (Wind-up)	
27	24	SEMISONIC	Singing In My Sleep (MCA)	
28	25	FASTBALL	Fire Escape (Hollywood)	
33	26	FUEL	Bittersweet (550 Music)	
30	27	ECONOLINE CRUSH	Sunshine (Never Enough) (Restless)	
25	28	SMASHING PUMPKINS	Perfect (Virgin)	
20	29	CANDLEBOX	It's Alright (Maverick/WB)	
37	30	PEARL JAM	Do The Evolution (Epic)	

ROCK begins on Page 87.

## COUNTRY

LW	TW	ARTIST	SON	REMARKS
1	1	TIM MCGRAW	Where The Green Grass Grows (Curb)	
2	2	MARK WILLS	Don't Laugh At Me (Mercury)	
3	3	ALAN JACKSON	I'll Go On Loving You (Arista)	
4	4	DIAMOND RIO	You're Gone (Arista)	
5	5	LONESTAR	Everything's Changed (BNA)	
6	6	SHANIA TWAIN	Honey, I'm Home (Mercury)	
7	7	REBA MCENTINE	Forever Love (MCA)	
8	8	GARTH BROOKS	You Move Me (Capitol)	
10	9	ALABAMA	How Do You Fall In Love (RCA)	
12	10	LEANN RIMES	Nothin' New Under The Moon (MCG/Curb)	
13	11	TRACY BYRD	I Wanna Feel That Way Again (MCA)	
16	12	DEE CICK'S	Wide Open Spaces (Monument)	
15	13	LEE ANN WORMACK	A Little Past Little Rock (Decca)	
14	14	CLINT BLACK	Loosen Up My Strings (RCA)	
9	15	WILKINSONS	26 Cents (Giant)	
18	16	TY HERNDON	It Must Be Love (Epic)	
17	17	COLLIN YARE	Someone You Used To Know (Epic)	
19	18	TRISHA YEARWOOD & GARTH BROOKS	Where Your... (MCA)	
24	19	FAITH HILL	Let Me Let Go (Warner Bros.)	
23	20	GEORGE STRAIT	We Really Shouldn't Be... (MCA)	
21	21	TERRI CLARK	You're Easy On The Eyes (Mercury)	
20	22	WADE HAYES	How Do You Sleep At Night (DKC/Columbia)	
29	23	BROOKS & DUNN	Husbands And Wives (Arista)	
25	24	KENNY CHESEY	I Will Stand (BNA)	
26	25	AARON TIPPIN	For You I Will (Lyric Street)	
28	26	CLAY WALKER	You're Beginning To Get To Me (Giant)	
31	27	DEANA CARTER	Absence Of The Heart (Capitol)	
30	28	BLACKHAWK	There You Have It (Arista)	
33	29	TRAVIS TRITT	If I Lost You (Warner Bros.)	
35	30	TOBY KEITH	Getcha Some (Mercury)	
37	31	MARTINA MCBRIDE	Wrong Again (RCA)	
39	32	WARREN BROTHERS	Guilty (BNA)	

COUNTRY begins on Page 81.

## ALTERNATIVE

LW	TW	ARTIST	SON	REMARKS
2	1	HOLE	Celebrity Skin (DGC/Geffen)	
1	2	EVE 6	Inside Out (RCA)	
6	3	EVERCLEAR	Father Of Mine (Capitol)	
3	4	BARENAKED LADIES	One Week (Reprise)	
9	5	GOD GDD DOLLS	Slide (Warner Bros.)	
5	6	GARBAGE	I Think I'm Paranoid (Almo Sounds/Interscope)	
7	7	BEASTIE BOYS	Intergalactic (Grand Royal/Capitol)	
4	8	SMASHING PUMPKINS	Perfect (Virgin)	
8	9	THIRD EYE BLIND	Jump (Elektra/EEG)	
11	10	EAGLE-EYE CHERRY	Save Tonight (Work)	
15	11	LENNY KRAVITZ	Fly Away (Virgin)	
12	12	SEMISONIC	Singing In My Sleep (MCA)	
14	13	FASTBALL	Fire Escape (Hollywood)	
10	14	CREED	What's This Life For (Wind-up)	
13	15	FLYS	Got You (Where I Want You) (Trauma/Delicious Vinyl)	
18	16	CAKE	Never There (Capricorn/Mercury)	
16	17	SHAWN MULLINS	Lullaby (Columbia)	
19	18	LOCAL H	All The Kids Are Right (Island)	
—	19	ALANIS MORISSETTE	Thank U (Maverick/Reprise)	
21	20	MARILYN MANSON	The Dope Show (Nothing/Interscope)	
17	21	HARVEY DANGER	Faggote Sitta (Slash/London/Island)	
23	22	SOUL COUGHING	Circles (Slash/WB)	
20	23	BRIAN SETZER ORCHESTRA	Jump Jive An' Wail (Interscope)	
22	24	FUEL	Shimmer (550 Music)	
30	25	FUEL	Bittersweet (550 Music)	
26	26	KORN	Got The Life (Immortal/Epic)	
25	27	SHERYL CROW	My Favorite Mistake (A&M)	
27	28	TRAVIS	Spaceman (Capitol)	
24	29	DISHWALLA	Once In A While (A&M)	
29	30	DAYS OF THE NEW	The Down Town (Outpost/Geffen)	

ALTERNATIVE begins on Page 93.

## NAC/SMOOTH JAZZ

LW	TW	ARTIST	SON	REMARKS
2	1	SOUL BALLET	Blu Girl (Countdown/Unity)	
1	2	MARC ANTONIO	Sunland (GRP)	
5	3	GEORGE BENSON	Fly By Night (GRP)	
3	4	JIM BRICKMAN	(DAVE KOZ Partners In Crime (Windham Hill)	
8	5	BONEY JAMES	Innocence (Warner Bros.)	
6	6	LUTHER VANDROSS	I Know (LV/Virgin)	
4	7	LEE RITENDOUR	Ooh-Yeah (I.E./Verve)	
11	8	BRIAN BROMBERG	Hero (Zebra)	
13	9	RICK BRAUN	Hollywood & Vine (Atlantic)	
10	10	CHUCK LOEB	Beneath The Light (Shanachie)	
7	11	STEVE COLE	When I Think Of You (Bluemoon/Atlantic)	
12	12	KENNY G	G Baby G (Arista)	
17	13	KERID MATSUO	Forever, Forever (Countdown/Unity)	
9	14	FOURPLAY	Still The One (Warner Bros.)	
16	15	BRIAN MCKNIGHT	Anytime (Motown)	
15	16	JOE MCBRIDE	Midnight In Madrid (Heads Up)	
14	17	DOWN TO THE BONE	Staten Island Groove (Nu Groove)	
26	18	ERIC MARIENTHAL	Here In My Heart (I.E./Verve)	
—	19	PETER WHITE	U.G. WASHINGTON, JR. Midnight In... (Columbia)	
19	20	ROMAN HARDIMAN	Love Song (Phillips)	
21	21	MARILYN SCOTT	The Look Of Love (Warner Bros.)	
23	22	BRYAN SAVAGE	Soul Temptation (Higher Octave)	
20	23	CHRIS STANDRING	Cool Shades (Instinct)	
24	24	GABRIELA ANDERS	Fire Of Love (Warner Bros.)	
22	25	ED HAMILTON	Fly Like An Eagle (Shanachie)	
25	26	GEORGE BENSON	Standing Together (GRP)	
29	27	GRANT GEISSMAN	Did I Save? (Higher Octave)	
28	28	FATBURGER	Spice (Shanachie)	
18	29	PEACE OF MIND	Peace Of Mind (Nu Groove)	
—	30	WALTER BEASLEY	I Feel You (Shanachie)	

No Songs Qualified For Breaker Status This Week.

NAC begins on Page 82.

## ADULT ALTERNATIVE

LW	TW	ARTIST	SON	REMARKS
2	1	SHERYL CROW	My Favorite Mistake (A&M)	
1	2	CHRIS ISAAK	Please (Reprise)	
4	3	SHAWN MULLINS	Lullaby (Columbia)	
3	4	EAGLE-EYE CHERRY	Save Tonight (Work)	
6	5	JOHN MELLENCAMP	Your Life Is Now (Columbia)	
5	6	BRIAN SETZER ORCHESTRA	Jump Jive An' Wail (Interscope)	
7	7	HOOTIE & THE BLOWFISH	I Will Wait (Atlantic)	
13	8	BRUCE HORNBY	Great Divide (RCA)	
10	9	LYLE LOVETT	Bears (Curb/MCA)	
11	10	FASTBALL	Fire Escape (Hollywood)	
8	11	BARENAKED LADIES	One Week (Reprise)	
—	12	ALANIS MORISSETTE	Thank U (Maverick/Reprise)	
12	13	KEB' MO'	I Was Wrong (550 Music)	
9	14	SMASHING PUMPKINS	Perfect (Virgin)	
18	15	DAVE MATTHEWS BAND	Crush (RCA)	
27	16	GOD GDD DOLLS	Slide (Warner Bros.)	
16	17	TRAGICALLY HIP	Poets (Sire)	
19	18	NATALIE MERCHANT	Break Your Heart (Elektra/EEG)	
14	19	SINEAD LOHAN	No Mermaid (Grapevine/Interscope)	
22	20	THIRD EYE BLIND	Jump (Elektra/EEG)	
20	21	SUSAN TEDESCHI	It Hurt So Bad (Tone Cool)	
15	22	GOD GDD DOLLS	Iris (Warner Sunset/Reprise)	
—	23	JOHNNY LANG	Still Raining (A&M)	
28	24	SEMISONIC	Singing In My Sleep (MCA)	
29	25	BONNIE RAITT	Blue For No Reason (Capitol)	
17	26	DAVE MATTHEWS BAND	Stay (Wasting Time) (RCA)	
—	27	SON VOLT	Driving The View (Warner Bros.)	
30	28	LIZ PHAR	Polyester Bride (Matador/Capitol)	
—	29	CAKE	Never There (Capricorn/Mercury)	
26	30	MATCHBOX 20	Real World (Lava/Atlantic)	

ADULT ALTERNATIVE begins on Page 106.

Singing In My Sleep  
"Got your tape and it changed my mind, heard your voice in between the lines..."

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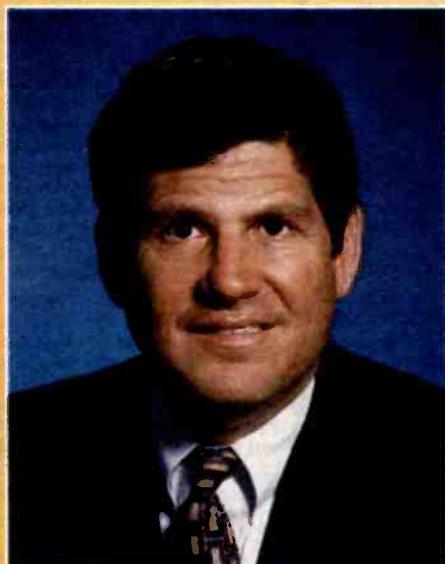
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# Publisher's Profile

By Erica Farber



**JEFFREY SMULYAN**  
Chairman, Emmis Communications Corporation

**P**aying attention to companies' earnings continues to be a preoccupation for many in the industry these days. Just last week, Emmis Communications (Nasdaq: EMMS) reported record results for its second fiscal quarter and six months ending August 31. Net broadcast revenues climbed 42% during the second quarter, and net revenues for the first six months increased 34%.

The driving force behind the company is principal shareholder Jeffrey H. Smulyan. Since founding Emmis in 1980, he has paved the way for the company's continued success. Having started Emmis as a radio company, Smulyan ventured out and purchased the Seattle Mariners baseball team in 1989, an investment that lasted only three seasons. A public company since 1994 with 16 radio stations, Emmis' portfolio also includes several prominent city magazines and recent investments in television properties. With a solid commitment to radio, Smulyan would like nothing more than to quadruple his company's radio holdings in the next three years.

Over the years, Smulyan and his company have been consistently singled out and praised for their great entrepreneurship as well their tremendous influence on the radio industry as a whole. Smulyan is considered to be one of the most respected people in the business today.

**How Emmis was founded:** "I always wanted to go off on my own. I worked for my dad for a couple of years out of law school. I had a distant cousin who owned a small station, and my dad had a chance to invest in it. It was his way to convince me that I should go into business with him. I put together some investors and bought a small FM in Shelbyville, which became WNTS. That was in '79. It went on the air in '81. That was my first station in Emmis."

**The name Emmis:** "When it came time to start this new company, I thought naming it Smulyan Broadcasting was kind of a dumb idea, so we called it Emmis, the Hebrew word for truth."

**Purchasing a baseball team:** "Remember you could only own one FM in every market, and we were in most of the top 10. We were specialists in turnarounds. We had just done WFAN [New York], and the idea was that we loved sports and thought we could really bring some

things to a failing baseball franchise that would be fun. It's funny, I've never been around a group of people who were more creative. You always do your best work in an impossible situation. It was just the wrong time, the wrong market, the wrong team. It taught me that if we could survive that, we could survive anything."

**On the business today:** "First of all, let me say I think this is a great business. I am cynical about some of the things I've heard about our business, because I don't think they make sense. This is a great business, and this is a business that will grow, because there are certain fundamentals of over the air broadcasting that will always have a significant impact and grow at a disproportional rate. We are unique because we are a major consolidator in four of our six markets, and we are stand-alone in two. The only thing I can say is that good properties do well and bad properties don't do well, no matter what you do. I can have seven of the best stations in Southern California, and if I've got a dog as the eighth station, it's a dog."

**Current growth strategy:** "We are going to make opportunistic acquisitions. This company has the same idea today about acquisitions that it did 20 years ago. If we see a property that we think we can improve significantly and we have an idea, we will buy it. We'll buy it if the multiple is 300 times or four times. Somebody once said, I'm more comfortable when you buy a station with no cash flow than when you buy one with a multiple. When we bought Los Angeles in 1985, there were 22 viable stations in that market, by our definition of viability. I think the market was \$180 million, and we calculated the average cash flow was maybe \$2.5 million. And a stick cost \$11 million. That's what we paid, and when we did, people said, 'They're out of their minds.' Today, the market is \$550 million, there are still the same 22 viable stations, and the average cash flow is probably \$8 million to \$9 million. The difference is that today the entry price of a station is probably \$150 million. The problem is, to justify a \$150 million purchase, you've got to produce an awful lot of cash flow. I'm not saying you shouldn't do it, but we look at it and say that the numbers don't add up for us."

**Investing in television:** "We've always felt there are some management things radio people do — because we have to survive — that haven't been done in television. We think there are a lot of television operations that have not been run as aggressively as radio operations. I would not have done it if we had not brought Greg Nathanson in. You bring whatever our expertise is in terms of sales and research and marketing and Greg's in terms of product and general management, and we think it's a good combination. For 50 years, radio multiples were eight or nine times trailing cash flow, and TV's were 10 or 11. Today, TV's maybe 12 or 13, and radio's 20 to 22. You sort of go where the opportunities are."

**Something that would surprise our readers about his company:** "The thing that would surprise people is that you can build a major communications company in this era and not lose sight of the fact that you do it listener by listener, advertiser by advertiser, and employee by employee. To me, that's what matters."

**Career highlight:** "First, I have two teenagers who still talk to me. Business — just all of it! Building a company. We give away watches to 10-year employees. We all wear them, and people look at us like we're a

bunch of Moonies. When we give those watches out, you see that you've really created an enterprise that has value and has made a difference in a lot of areas. There's not one moment, there are thousands of moments."

**Career disappointment:** "It doesn't take a rocket scientist to figure out that buying the Mariners wasn't the most brilliant move I've ever made."

**Most influential individual:** "I was close to my dad, who has passed away, and I'm very close to my mother. I've been fortunate to have a great family and very, very good friends."

**Favorite radio format:** "I'm still probably more into AC. I listen to a lot of Country, some Classic Rock, and News/Talk."

**Favorite TV show:** "Someone once said to me that television's like my night light. It's always on, and when I'm on the phone or reading something, I've got a remote, flipping through things. I watch a lot of CNN and ESPN. I'm probably one of the most passive viewers. My 16-year-old has gotten me into *South Park*, and I always loved *Seinfeld*."

**Favorite book:** "There have been so many of them. I'm a compulsive reader. There's nothing I'm reading now, other than periodicals. I just re-read *Great Expectations*. *Listening To America* by Bill Moyers, which I loved. One of my goals this year is to just read for enjoyment."

**Favorite movie:** "It clearly wasn't *Titanic*. I always loved Woody Allen — *Bananas*, *Annie Hall*. I have an offbeat sense of humor."

**Favorite song:** "When my daughter was a baby, I used to sing this song to her when I carried her around on my shoulder, 'American Pie.'"

**Favorite restaurant:** "Good food is absolutely wasted on me. When people come to Indianapolis to see me, we have a cafeteria in the lobby of our building, and I'm always dragging them in there because it's convenient."

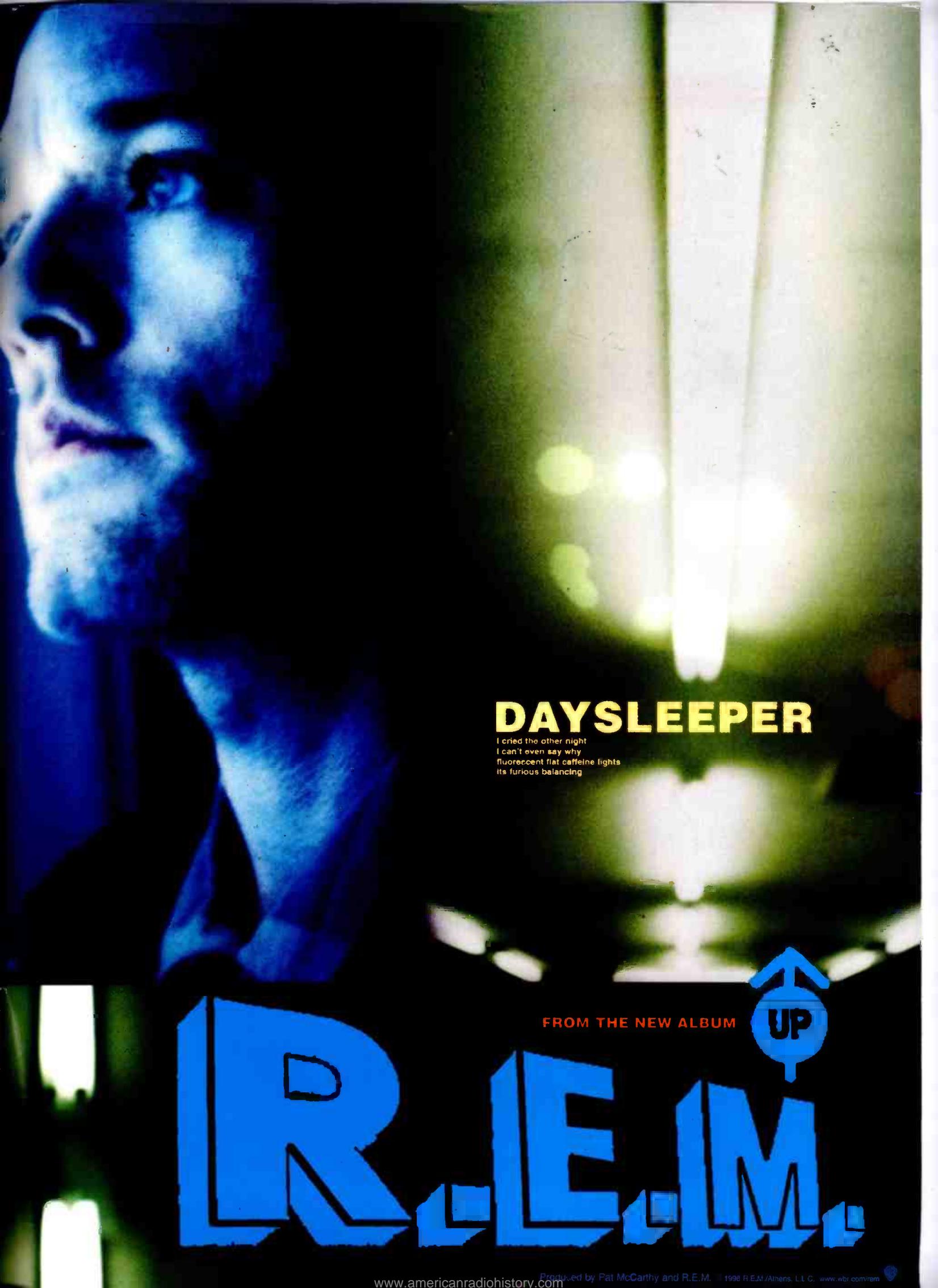
**Beverage of choice:** "A lot of coffee, a lot of Diet Coke and Diet Dr Pepper."

**Hobbies:** "I read a lot. I play golf every couple of weeks — I'm horrible. Ski a few times a year — again, I'm horrible. I live in my gym, spending a lot of time on the treadmill or lifting weights, watching the news, listening to radio, watching ballgames. I have watched more major sporting events on my treadmill than any man alive. It's a great stress reliever. I have such a crazy life, it would really wear me down if I didn't work out a lot."

**Favorite website:** "I'm a big cynic about the Internet. I gave a speech where I said that 40 years from now there will be six billion people, and every person on the planet will get up and check their home page and find out nobody logged on, so they'll all go back to watching TV and listening to radio. I think it's the greatest informational tool ever, but as an entertainment medium, it's been wildly, wildly, wildly overstated."

**Stock recommendation:** "I invest in my own company and in another one where I'm on the board. Every financial analyst will tell you I'm an idiot and should diversify, but I know what I do and I like it, and that's where the bulk of my assets are."

**His continued motivation to stay in the game:** "You have to love what you're doing. If you were in it for the money, you were out decades ago. We all gravitate to what we're good at or think we're good at. I do believe we have an obligation to make things better. I feel strongly about that and always have."



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