



In some markets, grocers devote nearly 60% of their budgets to radio. This month, R&R's Industry X-Ray series spotlights the ever-important category of grocery stores. And thanks to changes in consumer lifestyle trends, this relationship can grow even stronger. MMS Editor **Jeff Axelrod** has the stats, the background and the qualitative. Also this week, columnist **Dick Kazan** begins a multiweek series on "hiring smart."

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The Internet ... e-commerce ... MP3 ... interactive technologies. As each day passes, these buzzwords and others incorporate themselves into our daily conversations. So beginning this week, R&R will present the top digital technology issues in our new column, "Innovation Station."

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IN THE NEWS

- **Radio Unica** files for \$98 million IPO
- **Tony Coles** takes KRWM/Seattle PD position
- **Tom Bracamontes** SVP/Promotion, **Mark Boyd** VP/Promo at Virgin Records Urban
- **Ron Poore** becomes VP/Modern Rock-Rock Promo for RCA
- **Eddie Jorge** VP/Urban Promo, **George Silva** VP/Top 40 Promo at Red Ant

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THIS #1 WEEK

- CHR/POP**
  - BACKSTREET BOYS I Want It That Way (Jive)
- CHR/RHYTHMIC**
  - 702 Where My Girls At? (Motown)
- URBAN**
  - DESTINY'S CHILD Bills, Bills, Bills (Columbia)
- URBAN AC**
  - MAXWELL Fortunate (Rock Land/Interscope/Columbia)
- COUNTRY**
  - LONESTAR Amazed (BNA)
- AC**
  - PHIL COLLINS You'll Be in My Heart (Hollywood)
- HOT AC**
  - RICKY MARTIN Livin' La Vida Loca (C2/Columbia)
- NAC/SMOOTH JAZZ**
  - DAVID BENOIT ReJoyce (GRP)
- ROCK**
  - DEF LEPPARD Promises (Mercury/IDJMG)
- ACTIVE ROCK**
  - RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)
- ALTERNATIVE**
  - RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)
- ADULT ALTERNATIVE**
  - SANTANA I/ROB THOMAS Smooth (Arista)

NEWSSTAND PRICE \$6.50



JULY 16, 1999

You Can Call Them AMFM Now

Chancellor, Capstar shareholders OK merger

BY JEREMY SHWEDER  
R&R WASHINGTON BUREAU  
jshweder@rronline.com



Tom Hicks

Almost a year after announcing the largest radio merger in history, **Chancellor Media** and **Capstar Broadcasting** finally tied the knot on Tuesday (7/13) when shareholders from both groups approved the union.

As far as mergers go, this one was simple in many ways and stunning in others. This

merger did not have the complexity of some other recent mergers, because both companies are majority-owned by leverage buyout firm Hicks, Muse, Tate & Furst. From a regulatory standpoint, Capstar's FCC lawyer, Nat Emmons, called this merger somewhat "routine" because no divestitures were demanded by the FCC or

MERGER/See Page 8

The Spot Load Controversy: Paragon Presents Its View

R&R/Edison/Arbitron study ignites debate

*Editor's Note: R&R's breakthrough research on radio spot loads, unveiled at R&R Convention '99 last month, has generated much controversy in the management and programming ranks of radio and the research community. Paragon Research Managing Partner Mike Henry, who has published the results of his spot load studies in R&R over the past several years, offers a slightly different take on the issue here. Larry Rosin of Edison Media and Scott Musgrave of Arbitron — who conducted the research presented at the R&R Convention — offer a brief response at the end of Henry's article. You can see a recap of the R&R/Edison Media/Arbitron study in this week's CHR section: Page 46.*

BY MIKE HENRY  
PARAGON RESEARCH

Only a month has passed since the latest research on commercial loads was released at R&R Convention '99, and this issue is far from being resolved. In the first few weeks after the new information was released I received numerous calls from radio programmers and consultants seeking clarification and guidance, because they knew that Paragon has his-

Research Issue

Many of R&R's editors this week devoted their columns to research topics. Here's a guide:

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torical research on the subject. Most of the callers were concerned because they were being instructed to move to three stopsets per hour and to beef up the spot loads immediately after the latest study was released. While there are no easy solutions, I will attempt to move this critical discussion to the next level.

PARAGON/See Page 30

Clear Channel Taps Sledge For Country Programming Post

BY LON HELTON  
R&R COUNTRY EDITOR  
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In a pair of moves that sent shockwaves throughout the Country radio and music industries, WUSN/Chicago PD **Alan Sledge** has resigned to join **Clear Channel** in the dual role of Regional Director/Country Programming and PD of **KNIX/Phoenix**. He replaces KNIX General Program Manager **Larry Daniels**, who will leave the station on July 27 after more than 28 years as PD. Sledge's last day at WUSN will be July 26, and he expects to be



Sledge

SLEDGE/See Page 33

PART ONE OF A TWO-PART INTERVIEW

Alpert: Art, Heart & Soul

Legend lives life in a torrent of creativity

BY CAROL ARCHER  
R&R NAC/SMOOTH JAZZ EDITOR  
archer@rronline.com

**Herb Alpert**, the legendary co-founder of A&M Records who has sold 72 million albums worldwide and earned seven Grammys (as well as 15 gold and 14 platinum albums), is one of the most successful, influential and enduring forces in pop music history. Today his commitment to music — his own and others — continues at his label, **Almo Sounds**.

Alpert is also a prolific painter and sculptor whose work is shown internationally. His compassion is apparent in

the work of the **Herb Alpert Foundation**, which endows artists in all areas of expression.

R&R Publisher/CEO **Erica Farber** and I met Alpert in the foundation's offices. He eagerly showed us the **Gemini**, a new trumpet he designed with two bells (one accommodates a mute) that can be played interchangeably at the press of a thumb switch. After a tour of his art-filled space, we settled in the recording studio.

I recounted the experience of once trekking in the Moroccan wilderness and meeting a nomadic tribe so

See Page 100



Alpert

Ryan Does Double Duty As WLIT PD

BY MIKE KINOSIAN  
R&R AC EDITOR  
mkinosox@rronline.com

**AMFM Inc.** AC Format Director and **WLTW/New York OM/PD Jim Ryan** has added to his programming portfolio by taking on duties as PD of co-owned **Lite AC WLIT/Chicago**. Ryan had been serving as WLIT's interim PD and now officially succeeds **Mark Edwards**, who departed last March.

"I got the cream of the crop, so it's a dream scenario for me," VP/GM **Kathleen Cahill** told R&R. "We had some ratings erosion, and I called Jim in late January to take a look at the



Ryan

RYAN/See Page 33

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## Coles Warms Up To KRWM/Seattle PD Gig

KBIG/Los Angeles Asst. PD/MD Tony Coles is leaving the AMFM Hot AC to program KRWM/Seattle. He succeeds Thom McGinty, who recently exited the Sandusky Soft AC to become AC KUDL/Kansas City's OM. Coles begins his new duties the first week of August.

"Radio is a people business, and the great stations are made up of great people," KRWM VP/GM Marc Kaye told R&R. "It's very meaningful for Sandusky Radio and KRWM to get one of the 'good guys' as Warm 106.9's PD. Tony's AC background enables him to bring us a wealth of information. We're looking forward to it."

"The Warm PD job doesn't require someone to come in and blow the place up. We need someone to take the station to the next level. Tony's maturity and personality will help build the team and keep the team that's working so well in place. I wanted to find a secure manager who can work with what's around and make it better."

Before joining KBIG Coles was KIBB/L.A.'s PD and Asst. PD/MD at WLTW/New York. His background includes programming stops at WFWI/Ft. Wayne and WCOL/Columbus, OH.

## RCA VP Poore Adds More Promo Duties

RCA Records has promoted Ron Poore to VP/Modern Rock-Rock Promotion. Based in New York, he continues reporting to Sr. VP/Promotion Ron Geslin. In his newly expanded role, he will oversee Modern Rock, Rock, Adult Alternative and college promotion; all format directors will report to him.

"Ron's extensive experience and radio acumen have made him a valuable executive at this label," Geslin said, "and we're looking to utilize those talents to an even greater degree with this well-earned promotion."

Poore noted, "I have been at RCA for four and a half years as Head/Modern Rock, and in that time we have been able to establish RCA as a key player at the format with credibility and the tenacity to break bands. I'm looking forward to my

POORE/See Page 34

## Post-Tour Bliss



Virgin's Skunk Anansie just finished up a U.S. tour showcasing tracks from the band's upcoming release, Post Orgasmic Chill. All smiles backstage at their last stop, L.A.'s Troubadour, are (clockwise from lower l) Virgin Records America Sr. VP/Mktg. Piero Giramonti, bandmember Mark, VRA co-President Ray Cooper, bandmembers Skin and Cass, VRA VP/Sales BJ Loberman, bandmember Ace and VRA Dir./Product Management Eric Ferris.

## Radio Unica To Go Public

Spanish b'caster hopes to raise \$98 million in IPO

IPOs aren't just for the big boys anymore. Radio Unica, the Spanish-language broadcaster with only 13 AM stations, proved that last Monday, when it announced it planned to offer an initial stock sale that could raise as much as \$98 million.

Radio Unica's decision to go public comes on the heels of several other notable IPOs from radio groups that market to niche audiences. Radio One, which targets an African-American audience, raised about \$156 million in May, and Salem Communications, strictly a religious broadcaster, raised \$189 million earlier this month. Earlier this year Entercom went public, as did Infinity Broadcasting late last year.

But Radio Unica's plan to sell shares highlights a growing trend among niche groups to look to the public for quick cash. Radio Uni-

ca has said it will use the proceeds from the stock sale to pay down debt and fund new acquisitions, among other corporate uses.

Until recently, Hispanic Broadcasting (formerly Hefel) was one of the few public groups that targeted a very specific audience. All that is changing with the popularity of radio companies among investors, says Lee Westerfield, a media analyst with PaineWebber.

"Radio overall is enjoying miraculous growth in the advertising world, as well as in the eyes of investors," he said. "It only makes sense that some companies who focus on targeted audiences — such as Radio One or Hispanic Broadcasting — should [reap] the benefits of the overall strong inter-

RADIO UNICA/See Page 34

## Bracamontes: Virgin Urban SVP/Promo

Boyd reports to him as VRU VP/Promotion

Virgin Records America has reset its Urban promotion department and named Tom Bracamontes as its new Sr. VP/Promotion for Virgin Records Urban (VRU). Concurrently, Mark Boyd has been promoted to VP/Promotion and will report to Bracamontes. Both are based in Los Angeles.

Bracamontes joins Virgin from Sony/550 Music, where he most recently was VP/Urban Promotion. He has also held similar posts at Tommy Boy Records and Delicious Vinyl. Boyd, who previously served as VRU National Director/Promotion, joined the label in 1996. He began his music industry career in promotion at EMI Records and has worked at Giant Records and Capitol Records.



Bracamontes

Boyd

VRU also has tapped former Blue Print Marketing President Brian Alan Samson as National Director/Street Marketing & Mix Show Promotion; ex-Epic Records Northeast Regional Promotion Manager

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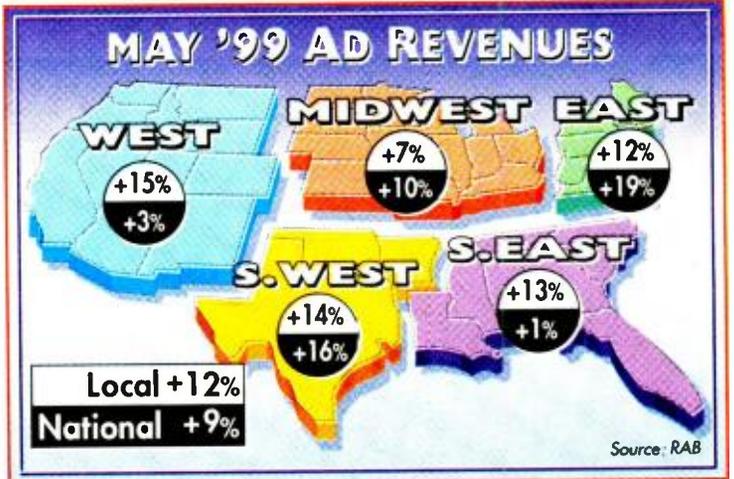
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## Radio Sales Soar 12% In May

May '99 became the 81st straight month of revenue gains, registering a 12% combined local and national rise over May '98. That breaks out to a 12% jump in local numbers and a 9% rise in national figures. The RAB says local growth was fueled by solid increases in the West, Southwest, Southeast and East. The East led all regions on the national side, and although the Southeast saw only a 1% rise, it was building upon May 1998's 15% growth. On a year-to-date basis, combined local and national ad sales are running 12% ahead of the first five months of 1998 (local 13%, national 9%).

## Jorge, Silva Secure Red Ant VP Stripes

Red Ant Entertainment has elevated Eddie Jorge to VP/Urban Promotion and George Silva to VP/Top 40 Promotion, East Coast. Jorge is based in Los Angeles, while Silva is based in New York. Both continue reporting to Sr. VP/

Radio Promotion Ray Anderson. "Eddie Jorge is a consummate pro at all levels of developing artists," Anderson said. "I'm all about rewarding experience with responsibility

RED ANT/See Page 34

## HOW TO REACH US

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## Deals, Dollars Down At Year Midpoint

□ Industry consolidation leaves brokers predicting slow summer

By JEREMY SHWEDER  
R&R WASHINGTON BUREAU  
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Just over three years after the landmark Telecommunications Act of 1996 opened the door for a flood of radio station purchases, the formerly steady stream of deals has noticeably slowed.

At the halfway point of 1999 the total number of radio stations sold and the total value of the deals have dropped about 30% from 1998, according to R&R figures. Consolidation of the industry is mostly to blame, say group owners and radio brokers. Most attractive major-market stations are held by large radio groups that have no intention of selling, say some, creating a dearth of available stations.

"No one is selling," said broker Michael Bergner of Bergner & Co. "You've got big groups controlling the industry, and they are in the business of acquiring, not selling."

As of July 9, 628 stations had changed hands in 1999, according to R&R records. That is down from the 893 stations dealt by July 9 last year. Not surprisingly, total dollars involved in the deals were also down. This year just over \$1.8 bil-

lion has been spent buying stations, about 28% lower than last year's figure of \$2.5 billion by July 9.

Despite fewer deals being made, many brokers say that their business hasn't suffered. Still, Bergner says that he expects this summer to be a slow one for radio deals.

The lack of available stations has affected groups that search for particular niche stations. Hibernia Communications, for instance, typically buys relatively large (at least 5kw day/1kw night) AM stations in top-75 markets. These days it is difficult to find those properties up for sale, says Hibernia President Kevin Reymond. "The market seems to be tight; there doesn't seem to be a lot of inventory of AMs with good signals," he said. "Consolidation has really taken a lot of inventory out."

Big-market stations have mostly

been gobbled up by major groups by now, and those groups are not in a rush to sell. The biggest deals of the year so far include stations such as KESZ-FM & KNIX-FM/Phoenix, which the former Jacor Communications bought for \$142 million. Other major deals were Cox Radio's \$78 million purchase of WNGC-FM/Atlanta, Aurora Communications' \$66 million purchase of WICC-AM & WEBE/Westport, CT and Citadel Communications' buyout of Fuller-Jeffrey Broadcasting's 10 stations for \$63.5 million. The largest market involved in those purchases was Atlanta, ranked No. 12.

Some brokers and group owners say the best opportunity to buy stations these days is to wait for a spinoff from major mergers. For instance, in the Jacor-Clear Channel merger earlier this year the companies were forced to divest 20 stations, which were sold for about \$340 million.

## Bloomberg

BUSINESS BRIEFS

### FCC Doesn't Budge On Auction Bids

The FCC has refused to change the minimum opening bids for several markets in its upcoming broadcast license auctions, despite complaints from applicants in those markets. "None of these commenters provide any documentation or evidence to support any of their proposed minimum opening bids," the FCC said in a July 9 public notice. In one case, Guam Radio Services had said \$160,000 was too much for Agana, Guam because there is a glut of media serving the island, which is also suffering from an economic depression. The notice also revealed more details about the structure of the auction — slated to begin Sept. 28 — including that the FCC will hold a seminar on Aug. 3 and a mock auction on Sept. 24. Both events will take place at the commission's Washington headquarters.

### Newsroom Minority Presence Drops A Third

Minorities make up only 11% of the radio newsroom work force, compared to 16% in '98, according to a just-released RTNDA/Ball State University study. "It's too soon to tell if the [April '98] elimination of the FCC/EEO rules is behind the drop," the study said. Minority representation had increased four points the previous year, "so it's possible there's been a significant drop, or that the '98 figures were simply a survey aberration," the RTNDA said last week. The percentage of minority news directors in radio dropped from 11% to 8% overall — that's exactly where it was two years ago, but the biggest decrease involved black news directors. The survey also showed that 38% of major-market local news operations and 28% of large-market ops have minorities on staff.

In related news, RTNDA President Barbara Cochran last week derided Texas Dept. of Criminal Justice rules that would bar certain media from visiting death row inmates based on a definition of what is or is not "legitimate" media. She said that an attempt to define legitimate media "abridges freedom of speech and freedom of the press."

### Record Companies Bypassing Radio For The Gap?

"Forget Radio — Now Songs Become Hits in Stores" read the headline in last Friday's (7/9) *Wall Street Journal*. The newspaper reported that many record labels are sending releases by new artists to retail stores like American Eagle Outfitters and The Gap, sometimes as much as a month before they hit the airwaves. "It's harder than ever to get new music onto major radio stations, which demand proof of audience appeal even for well-known singers," the paper said. It added that labels don't send new releases directly to retailers, but rather give them to programmers like Seattle-based AEI Music Network, which told the *Journal* it charges stores less than \$100 a month for its programming.

Continued on Page 6

### R&R/Bloomberg Radio Stock Index

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

	Change Since				
	One Year Ago	One Week Ago	7/2/99	One Year Ago	One Week Ago
Radio Index	257.70	316.68	313.06	+22.89%	+1.16%
Dow Industrials	9337.97	11,193.70	11,139.24	+19.87%	+4.9%
S&P 500	1186.75	1403.28	1391.22	+18.25%	+8.7%

## Dues Go Up For Some AFTRA Members, Down For Others

After the ballots were counted last week, a dues increase had been approved by the 17,000-plus members of the American Television and Radio Artists who voted in a national referendum. The new fee structure includes an annual payment of \$116 and 1.35% of earnings up to \$100,000, plus another 0.25% of earnings between \$100,000-\$250,000. For most locals, the new plan will be phased in over the next couple of years.

Each local had been setting its own annual dues, but this new formula applies to all members and sets a minimum yearly payment of \$116. This means the basic dues will decrease for some locals and

increase for others (see chart at right).

*The Hollywood Reporter* said last week that the dues changes will bring in an additional \$2.5 million in annual revenue for AFTRA.

Local	Previous Dues
Atlanta	\$108-\$120
Boston	\$110
Chicago	\$113
Detroit	\$124
Los Angeles	\$85
New Orleans	\$150
New York	\$85
Philadelphia	\$115
Phoenix	\$75
Pittsburgh	\$125
St. Louis	\$144
San Francisco	\$130
Seattle	\$120
Washington-Baltimore	\$154



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■ Why has **Kiss 108, Boston** climbed back to the #1 position in its target demo of 18-49 women and scored #2 25-54 persons? ■ Why has **WYSE, Birmingham** shot up from a 3.0 to a 7.7 share among persons 25-54, beating country giant **WZZK**? ■ Why has soft rock giant **B-101, Philadelphia** gone up in its target 25-54 women share for 5 straight years in a row and is, once again, a stronger #1 25-54 women this week as well as #2 25-54 persons? ■ Why are **Personality AC 99.9 KEZ** and country "**Big 102.5**" **KNIX, Phoenix** so big that they've won the #1 and #2 spots 25-54 persons? ■ Why has **KOSI 101, Denver** solidified its #1 rank 25-54 women? ■ Why has **Magic 107.7 WMGF, Orlando** topped the field in 25-54 women and placed only 0.5 share points away from #1 25-54 persons?\*

A common thread is in their strategic thinking. And the company that these stations – and dozens of others in the top American metros – have chosen as partners for research and powerful strategic thinking is Moyes Research Associates. Perceptual research and guidance in winning strategy is all we do...it's our sole focus.

Now, can we admit something? We can help many stations to move ahead and stay ahead, but, in some situations, it's just not a good "fit" for one reason or another. We're very up-front about that early on, and, if we think it's not a good fit, we'll tell you so and why...and we encourage you to do the same with us. If you'd like to discuss your situation to see if we can be of help, just call and ask to speak with either Bill Moyes, Mike Shepard, or Don Gilmore. We'll be happy to talk with you.

\*All ranks and shares are from Winter 1999 Arbitron. Mon-Sun, 6AM-Mid.



*Mike Shepard  
Senior VP*



*Bill Moyes  
President*



*Don Gilmore  
Executive VP*

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6 • R&R July

## THE WEEK

- **KLTY-FM/Dallas-Ft. Worth (facilities only)**  
**\$65 million**

## 1999 DEALS TO DATE

**Dollars To Date: \$1,912,406,273.39**  
(Last Year: \$2,593,826,793)

**Dollars This Week: \$108,094,500**  
(Last Year: \$22,289,615)

**Stations Traded This Year: 653**  
(Last Year: 923)

**Stations Traded This Week: 25**  
(Last Year: 30)

## TRANSACTIONS AT A GLANCE

- Carter Radio Network \$20 million  
WLLB-AM & WLOB-FM/Rumford & WLOB-AM/Portland, ME  
WACE-AM/Chicopee (Springfield) & WROL-AM/Boston, MA  
WRIB-AM/Providence
- KYNO-AM/Fresno \$800,000
- KLMR-AM & KSEC-FM/Lamar, CO \$1.31 million
- KLEM-AM & KKMA-FM/Le Mars (Sioux City), IA \$3 million
- WYJS-FM/Pickens (Jackson), MS \$3.4 million
- WLGX-FM/Carolina Beach (Wilmington), NC \$480,000
- WLEY-AM/Cayey (Ponce), WKFE-AM/Yauco and WLEO-AM, WZUR-AM & WZAR-FM/Ponce, PR \$10.75 million
- KGVL-AM & KIKT-FM/Greenville (Dallas), TX \$1.1 million
- KELI-FM/San Angelo, TX \$517,500
- KOZI-AM & FM/Chelan & KLVH-FM/Leavenworth (Wenatchee), WA \$1.737 million

## TRANSACTIONS

# Hispanic Gets Big Stick In Big D

- **KLTY's 100kw Dallas signal goes to HBC in \$65 million deal; Catholic buys Carter Radio Network**

### Deal Of The Week

#### KLTY-FM/Ft. Worth (Dallas)

**PRICE:** \$65 million  
**TERMS:** Asset sale for cash  
**BUYER:** Hispanic Broadcasting Corp., headed by CEO McHenry Tichenor Jr. It owns 42 other stations. Phone: (214) 525-7700  
**SELLER:** Sunburst Media LP, headed by CEO John Borders. It owns 23 other stations. Phone: (972) 702-7371  
**FREQUENCY:** 94.1 MHz  
**POWER:** 100kw at 1,590 feet  
**FORMAT:** Religious  
**COMMENT:** Sunburst Media will retain the KLTY call letters and format and relocate them to 100.7 MHz this fall.

### Interstate Deal

**PRICE:** \$20 million  
**TERMS:** Asset sale for cash  
**BUYER:** Catholic Radio Network LLC, headed by CEO John Lynch. It owns 13 stations. Phone: (619) 784-6900  
**SELLER:** Carter Radio Network, headed by President Ken Carter. It owns WCRN-AM/Worcester. Phone: (617) 423-0210

### Maine

#### WLLB-AM & WLOB-FM Rumford & WLOB-AM/Portland

**FREQUENCY:** 790 kHz; 96.3 MHz; 1310 kHz  
**POWER:** 1kw day/21 watts night; 100kw at 1,440 feet; 5kw  
**FORMAT:** Religious; Religious; Religious

### Massachusetts

#### WACE-AM/Chicopee (Springfield) & WROL-AM/Boston

**FREQUENCY:** 730 kHz; 950 kHz  
**POWER:** 5kw day/8 watts night; 5kw day/90 watts night  
**FORMAT:** Religious; Religious

### Rhode Island

**WRIB-AM/Providence**  
**FREQUENCY:** 1220 kHz

**POWER:** 1kw day/166 watts night  
**FORMAT:** Religious

### California

#### KYNO-AM/Fresno

**PRICE:** \$800,000  
**TERMS:** Asset sale for cash  
**BUYER:** Spanish Catholic Radio of Fresno LLC.  
**SELLER:** Mondosphere Broadcasting, headed by President Clifford Burnstein. It owns 14 other stations. Phone: (559) 434-1715  
**FREQUENCY:** 1300 KHz  
**POWER:** 5kw day/1kw night  
**FORMAT:** Sports  
**BROKER:** Austin Walsh of Media Services Group

### Colorado

#### KLMR-AM & KSEC-FM/Lamar

**PRICE:** \$1.31 million  
**TERMS:** Asset sale for cash plus noncompete agreement  
**BUYER:** Commonwealth II, headed by President Dex Allen. It owns two other stations. Phone: (619) 233-3515  
**SELLER:** Spearman Co., headed by President Monte Spearman. Phone: (970) 593-1897  
**FREQUENCY:** 920 kHz; 93.3 MHz  
**POWER:** 5kw day/500 watts night; 100kw at 229 feet  
**FORMAT:** Country; AC  
**BROKER:** Barry King of Norman Fischer & Assoc.

### Iowa

#### KLEM-AM & KKMA-FM/Le Mars (Sioux City)

**PRICE:** \$3 million  
**TERMS:** Asset sale for cash  
**BUYER:** Powell Broadcasting Co., headed by President Nanette Kelley. She owns five other stations, including KSCJ-AM & KSUX-FM/Sioux City. Phone: (225) 922-4540  
**SELLER:** KLEM Inc., headed by Paul and Patricia Olson. Phone: (712) 546-4123  
**FREQUENCY:** 1410 kHz; 99.5 MHz  
**POWER:** 1kw day/50 watts night; 100kw at 1,000 feet  
**FORMAT:** Misc.; Full Service  
**BROKER:** Blackburn & Co.

### Mississippi

#### WYJS-FM/Pickens (Jackson)

**PRICE:** \$3.4 million  
**TERMS:** Asset sale for cash  
**BUYER:** Clear Channel Communications Inc., headed by CEO Lowry Mays. It owns 625 stations worldwide, including WKXI-AM & FM, WOAD-AM & WJMI-FM/Jackson. Phone: (210) 822-2828  
**SELLER:** Adonai LP, headed by Michael Stephens. He has interests in nine other stations. Phone: (918) 492-2660  
**FREQUENCY:** 105.9 MHz  
**POWER:** 22kw at 745 feet  
**FORMAT:** Religious

### North Carolina

#### WLGX-FM/Carolina Beach (Wilmington)

**PRICE:** \$480,000  
**TERMS:** Asset sale for cash  
**BUYER:** Ocean Broadcasting LLC, headed by Carl Venters Jr. It also owns WAHH-AM, WMFD-AM & WRQR-FM/Wilmington. Phone: (910) 791-3088  
**SELLER:** Baker Broadcasting NC Inc., headed by President Frank Baker. Phone: (843) 849-0019  
**FREQUENCY:** 106.7 MHz  
**POWER:** 5.6kw at 341 feet  
**FORMAT:** Urban Oldies  
**BROKER:** Patrick Communications

### Puerto Rico

#### WLEY-AM/Cayey (Ponce), WKFE-AM/Yauco and WLEO-AM, WZUR-AM & WZAR-FM/Ponce

**PRICE:** \$10.75 million  
**TERMS:** Stock purchase agreement  
**BUYER:** Uno Radio of Ponce Inc., headed by CEO Jesus Soto. He owns six other stations, including WIVA-FM & WRIO-FM/Ponce (San Juan). Phone: (787) 744-3131  
**SELLER:** Shareholders of Ponce Broadcasting Corp., headed by Janero Scarano Sr. Phone: (787) 842-3038  
**FREQUENCY:** 1080 kHz; 1550 kHz; 1490 kHz; 1170 kHz; 101.9 MHz  
**POWER:** 250 watts; 250 watts; 5kw day/1kw night; 250 watts; 14kw at

2,580 feet

**FORMAT:** Span. Misc.; Tropical/Spanish Talk; Spanish News/Talk; Spanish Misc.; Tropical

### Texas

#### KGVL-AM & KIKT-FM/Greenville (Dallas)

**PRICE:** \$1.1 million  
**TERMS:** Asset sale for cash  
**BUYER:** Susquehanna Radio Corp., headed by President David Kennedy. It owns 23 other stations. Phone: (717) 852-2139  
**SELLER:** First Greenville Corp., headed by President R.W. Andrews. Phone: (903) 455-1400  
**FREQUENCY:** 1400 kHz; 93.5 MHz  
**POWER:** 1kw; 9.1kw at 328 feet  
**FORMAT:** Classic Country; Country  
**BROKERS:** Bill Whitley of Media Services Group and John W. Saunders

#### KELI-FM/San Angelo

**PRICE:** \$517,500  
**TERMS:** Asset sale for cash  
**BUYER:** KGKL Inc., headed by

President Reba Gloger. It also owns KGKL-AM & FM/San Angelo. Phone: (915) 655-7161

**SELLER:** Earshot Broadcasting, headed by President Greg Thomas. No phone listed  
**FREQUENCY:** 98.7 MHz  
**POWER:** 92.6kw at 1,290 feet  
**FORMAT:** AC

### Washington

#### KOZI-AM & FM/Chelan & KLVH-FM/Leavenworth (Wenatchee)

**PRICE:** \$1.737 million  
**TERMS:** Asset sale for cash  
**BUYER:** Icicle Broadcasting Inc., headed by President Harriet Bullitt. Phone: (509) 548-6344  
**SELLER:** Northcentral Broadcasting Co. & Leavenworth Broadcasting Co., both headed by Jerry Isenhardt. Phone: (509) 682-4033  
**FREQUENCY:** 1230 kHz; 93.5 MHz; 97.7 MHz  
**POWER:** 1kw; 590 watts at 1,040 feet; 6kw at 869 feet  
**FORMAT:** Full Service; AC; NAC/Smooth Jazz

## Bloomberg

## BUSINESS BRIEFS

Continued from Page 4

### CBS Checks In To Doctors' Site

CBS agreed to give \$150 million in promotion and branding across all CBS media for the next seven years for a 35% equity stake in Medscape — the broadcaster's biggest Internet investment since Marketwatch.com. Medscape, which currently targets medical professionals, will also get to use the CBS trademark and logo on the new CBS.Medscape.com consumer healthcare link the companies are co-developing. CBS News will provide audio and video content for the site. CBS CFO Fred Reynolds says the company will make several more 'Net investments before the year is out; the next is expected in two to three weeks.

### Hispanic Developing 'Web Community'

Hispanic Broadcasting hopes to have a prototype of a new portal that may feature news, weather, sports, horoscopes, e-mail, free web pages and more up and running by Sept. 1, according to VP/CIO Lawrence Arevalo. "What we see is 42 small portals, and collectively they make one big portal," Arevalo told R&R last week. He added that Hispanic may then work on integrating more technical features into the portal, such as maps, search engines and "webcams" that would allow users to peek into studios during broadcasts. Many of Hispanic's 39 stations can now be accessed via [www.hbcc.com](http://www.hbcc.com).

### XM Closes \$250 Million Investment Deal

XM Satellite Radio last week closed a \$250 million investment package that includes Clear Channel Communications, DIRECTV, GM and a

Continued on Page 8

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**HOT RATINGS**

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**KOSI, Denver: #1 25-54 Women (11.9)**

**KESZ, Phoenix: #1 25-54 Women (10.1)  
and #1 25-54 Adults (7.3)**

**WBEB, Philadelphia: #1 25-54 Women (11.4)  
and #2 25-54 Adults (8.4)**

**WMGE, Orlando: #1 25-54 Women (9.5)**

\*Arbitron Share, Winter 1999, Monday-Sunday, 6AM-MID

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## EARNINGS

## Broadcast.com, Yahoo Revenues More Than Double In Q2

## Ackerley: Radio up, TV &amp; sports down

**B**roadcast.com (Nasdaq: BCST) reported that revenues skyrocketed 130% in the second quarter, to \$13.5 million from \$5.9 million last year. Its "business services" segment (stockholder meetings, corporate conference calls, etc.) continues to account for the lion's share of Broadcast.com's revenue (\$9.5 million), while the company pulled in \$4 million in advertising related to its radio, TV and other broadcast programming. It also cut its net loss nearly in half, to \$1.9 million from \$3.5 million in '98.

**Y**ahoo (Nasdaq: YHOO) said ad growth drove second-quarter revenues up to \$115.2 million from \$45 million last year. The reported results did not include Broadcast.com, whose merger with Yahoo is expected to close within the next two weeks — ahead of schedule. Yahoo SVP/CFO Gary Valenzuela said last week that the deal is expected to be accretive to earnings by the third quarter of next year, though it will dilute earnings somewhat as well.

**T**he Ackerley Group (NYSE: AK) reported that revenues for its four Seattle-Tacoma stations increased 8% in the second quarter (to \$6.9 million), while operating cash flow gained 6% (to \$3 million). TV revenues, on the other hand, were down 3%, while sports and entertainment revenues lost 9%. Operating cash flow declined for both segments as well.

## Merger

Continued from Page 1

the Justice Department since the two companies were already under single ownership.

But who would have guessed when the \$4.1 billion deal was announced last September that, by the time the deal closed, Chancellor President/CEO Jeff Marcus would be ousted, the planned purchase of LIN-TV would be canceled and the company's outdoor advertising division would be sold off? A year later, everything is both the same and different at Chancellor.

On Wednesday (7/14), Capstar and Chancellor began trading on the NYSE under the symbol AFM. The companies will change their names to **AMFM Inc.**, which Chancellor executives believe better represents the company's radio focus. The merger creates the nation's largest radio group, with about 465 stations in 105 markets. It also pairs two groups with complementary strengths: Chancellor specializes in major-market clusters, while Capstar specializes in small- and medium-market stations.

"Today represents an important milestone for our company, its advertisers, employees, shareholders and the entire radio industry," said Chancellor Chairman/CEO Tom Hicks. "I am proud of the independent achievement of both the Chancellor and Capstar teams and, as a significant shareholder in AMFM Inc., am confident that the combined assets create substantial near- and long-term synergies and growth opportunities for AMFM and its shareholders."

## Hicks, Muse Advisory Fee Altered

Besides voting on the merger and on the company name change, Chancellor shareholders also changed a somewhat controversial

plan to award a nearly \$32 million "adviser fee" to Hicks, Muse for helping plan the merger. Some investors had complained of a conflict of interest for Hicks, Muse, and the investment firm acquiesced earlier this month.

Instead, under the proposal ratified by stockholders Tuesday, Hicks, Muse will receive \$10 million in cash from Chancellor and also get an option to purchase 970,000 shares of Chancellor at \$52 a piece. But there's a catch: Chancellor stock must reach at least \$100 within five years and stay there for at least 30 straight trading days.

In March, Hicks, Muse said it would waive any further advisory fees that Chancellor had been paying.

## Internet Focus In Future

The next step for Chancellor will be figuring out how to manage all its new stations and integrate its new Internet initiative. Earlier this year the company created a new media division to be run by former Capstar head Steve Hicks.

"AMFM is poised to pursue a tremendous opportunity for growth," Steve Hicks said this week, "merging our industry-leading radio operations into the most exciting new medium of the late 20th century — the Internet."

The New Media Group will specifically promote Chancellor's e-commerce sites and other Internet business.

Under the terms of the merger with Chancellor, Capstar shareholders will receive .4955 Chancellor shares for each Capstar share. Chancellor is also assuming Capstar debt worth about \$1.785 billion. Vote totals for each issue were not available at press time, but a Chancellor spokesman said that no measure received less than 76% approval from stockholders.

## Bloomberg

## BUSINESS BRIEFS

Continued from Page 6

private investment group. The investment in XM includes \$75 million each from Clear Channel and the private investment group and \$50 million each from DIRECTV and GM. American Mobile Satellite also closed on its purchase of WorldSpace's interest in XM last week.

## NPR To Supply News Programming To America Online

**A**merica Online struck a deal this week whereby it will feature *Morning Edition*, *All Things Considered* and other news programming from National Public Radio on its "News Channel" links. This is AOL's first radio deal, although it bought Internet radio site Spinner.com last month. In March NPR and Minnesota Public Radio announced plans to start a public radio portal called eXploreRadio.

## Political Radio Ads 'Free Speech,' Says Wisconsin High Court

**T**he Wisconsin Supreme Court ruled last week that a series of 1996 radio ads bought by the Wisconsin Manufacturers & Commerce business group that discussed the voting records of certain politicians were protected as free speech. The group was sued by the State Elections Board in 1996 because it had not registered with the board. The court, however, ruled that since the WMC radio ads were issue ads and did not specifically support any candidate, it could spend any amount and did not have to register. WMC's Director of Communications, Jim Pugh, told **R&R** that the decision sends a message that politicians cannot restrict free speech. "This is a tremendous victory for the broadcast industry," he said. The ACLU helped support WMC in its legal battle.

## National Hockey League Looks To Start Low-Power Service

**D**on't know the difference between checking and icing? A new low-power FM service proposed recently by the NHL would help spectators understand these terms. Hal McCombs, an attorney for the league, told **R&R** last week that the service may use only the commercial FM band and would operate in hockey arenas at very low power levels; perhaps 2.5-3 watts. The proposal calls for a commercial service that may feature sponsorships like "The Gatorade Period." He added that he was conscious of the low-power FM service the commission is considering, but the NHL service "would not be a drain on FCC resources," and he hopes to have the service up and running by the time the fall 2000 season opens. Comments on the proposal are due to the FCC August 9 and August 24.

## Catholic Radio Network Adds Six With Carter Deal

**C**atholic Radio Network's \$20 million acquisition of six stations (WROL-AM/Boston; WACE-AM/Springfield, MA; WRIB-AM/Providence, WLOB-AM/Portland, ME; and WLLB-AM & WLOB-FM/Rumford, ME) from Boston-based Carter Radio Network puts Catholic on 14 stations (including 13 O&Os and one LMA). Carter is keeping only one station (WCRN-AM/Worcester, MA). The deal is expected to close in 60-90 days.

## WXZX Fined For Building In Wrong Spot

**T**he FCC fined Aurio Matos \$14,500 last week, citing violations of its main studio and program test authority rules. The commission said that in 1993 Matos was tentatively given authority to build a new FM in Culebra, Puerto Rico. Two years later, however, he was told the station should be constructed on another frequency. In his license application in April 1998, Matos told the Mass Media Bureau that he had begun broadcasting at the original frequency — which the bureau said interfered with WVIS-FM/Vieques, PR. After getting word from the bureau in May 1998, Matos shut off the Culebra operation.

## FCC Affirms Fine For Florida FM

**R**esponding to a complaint by a local TV station that its transmission was being interfered with by WJTF-FM/Panama City, FL, agents from the commission's Tampa field office found in 1998 that the radio station was breaking several FCC rules, including those relating to equipment measurements and calibration of monitoring equipment. WJTF owner Joy Public Broadcasting called the violations "minor." Earlier this month the commission upheld a February 1999 notice fining the station \$3,000.

## Lucent, Broadcast Electronics To Test IBOC Transmission

**L**ucent Digital Radio and Broadcast Electronics will test Lucent's DAB transmission technology on NPR affiliate LWBFB-FM/Lincroft, NJ — where Lucent transmitted a digital signal successfully earlier this year — and Nassau Broadcasting's WPST-FM/Trenton, NJ. Lucent will also validate its IBOC systems at Broadcast Electronics' Quincy, IL lab. The IBOC proponent says testing will continue for the next 6-18 months; the AM phase is expected to begin this fall.

## Citadel Board Member Scott Smith Resigns

**C**itadel Communications board member Scott Smith resigned from his position recently because his investment firm was pulling out some of its interest in Citadel. Smith, who had been a board member since 1992 — when the investment firm Baker Fentress made an \$11.3 million investment in then-private Citadel — said that he left the board recently because Baker Fentress was liquidating the fund that controlled the Citadel investment. Smith, an Exec. VP at Baker Fentress, told **R&R**, "It was a tremendous investment for us. It was a situation where I enjoyed being involved with the company as it really grew." Baker Fentress still has a small ownership stake in Citadel, but last month the investment firm sold over \$27.5 million in Citadel stock, according to SEC filings.

## Clear Channel Invades Switzerland

**C**lear Channel entered Switzerland this week to claim an 82% stake in the privately held Zurich-based outdoor company Plakanda, which owns 9,500 panels in that country and another 5,000 in Poland. Clear Channel has no other holdings in either country. Financial terms of the deal were not disclosed.

## Disney, Katzenberg Settle Lawsuit

**D**isney and former studio Chairman Jeffrey Katzenberg settled their long-running legal dispute last week just as Disney was about to present witnesses, something ABC Radio parent Disney was trying to avoid to protect trade secrets. The case stemmed from Katzenberg's claim that he was owed over \$500 million in back payments after leaving Disney. The settlement figure was not disclosed, though some media said it was about \$250 million.

## Triangle To Debut Website In September

**G**ay and lesbian programming network Triangle Broadcasting will introduce a website on Sept. 6. The site will feature streaming of its 24-hour programming as well as links to other gay sites (such as America Online's PlanetOut) and a "gay shopping network." The net is on four affiliates now, but President Frank Olsen told **R&R** he expects that to grow to 10 by September.

Continued on Page 34

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- Innovation Station feature debuts, Page 16
- Radio listeners spend plenty on groceries, Page 14
- Website offers searchable job bank, Page 14

# MMS

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"Man's main task in life is to give birth to himself, to become what he potentially is. The most important product of his effort is his own personality."  
—Erich Fromm

SALES

## R&R INDUSTRY X-RAY: GROCERY STORES

■ **Online, convenience trends could help you 'bag' more advertising sales**

By Jeff Axelrod

MMS Editor  
jaxelrod@rronline.com

In many markets, radio traditionally grabs a substantial portion of grocers' advertising budgets. However, as free time becomes more scarce for the average consumer, there are a couple of noteworthy trends affecting the grocery industry — and radio can cash in on both.

Today, the most relevant trend is consumers' growing demand for ready-to-eat meals. More grocers have expanded their service counters (deli, meat, bakery, etc.) to include prepared fare you used to find only in restaurants. Demand is definitely growing: In 1996, 65% of shoppers were buying prepared foods. Last year that number had surged to 73%.<sup>1</sup> Which medium is best at reaching the "on the go" types who increasingly desire these ready-to-eat packages? Radio.

The other trend is one that's still in its infancy, but will likely catch on in a big way in the coming years: Internet shopping. Currently only 7% of shoppers say their store offers shopping via Internet or fax. Among those whose stores offer the service, 9% use it on a regular basis.<sup>1</sup> (Of those whose stores don't offer the service, a similar number say they'd use it.) That may not seem like much right now, but the number who use the service at least once a week has risen from 1% to 5% in just one year, and Andersen Consulting predicts that online grocery shopping will be a \$60 billion-\$85 billion business by the year 2007. What has been the medium of choice for Internet shopping sites? Radio.

Speaking of the Internet, online couponing is another trend that's picking up steam. A recent study shows that nearly a third of consumers have begun using coupons found on the web at least once a month.<sup>2</sup> If you're looking to show a grocer proof that radio advertising is effective, why not initiate a

multimedia advertising program in which you make special coupons available exclusively on your station's website?

Another way you can work with grocers is through frequent shopper programs. The number of these programs is growing: 36% of grocery stores offered them in 1998, up from 30% in '97. An additional

23% of stores plan to offer programs by the end of the year.<sup>3</sup> Have you considered partnering with a chain's program? Your station can gain valuable exposure and promotional value by having its logo plastered on thousands of grocery store "club cards" in your market, and you can offer added value to both listeners and clients by creating additional uses for the cards.

Also, consider that supermarkets are no longer just places to buy food. Three out of five offer photo processing, nearly half offer floral services, about a third have pharmacies and a similar number rent videos.<sup>4</sup> Consider working with stores to offer "dinner and a movie" radio specials or creating spots that portray these stores as consumers' "one-stop shopping headquarters."

Radio is a natural fit with grocery customers, especially time-starved ones. And while female-leaning formats would seem to be the natural home for grocery advertising, you'd be surprised at some of the demographics of grocery shoppers, especially among those on-the-go "fast track" folks who are bringing home the most money. In households earning over \$75,000, women are the primary grocery shoppers only 40% of the time. Men are the primary shoppers 20% of the time, and in the households making up the other 40%, the shopping responsibilities are shared.<sup>1</sup>

Grocers still spend a lot with newspaper and direct mail, but as time becomes more scarce, radio has a great opportunity to grab share from newspaper. Even now, only 53% say they "almost always" read stores' newspaper ads.<sup>4</sup> Using what you now know about current grocery store trends, keeping this a high-growth category for radio shouldn't be a difficult task.

### Radio Spending Profile

Of the money spent advertising grocery stores and supermarkets in all media, how much goes to radio?

Highest market	58.9%
Average	24.1%
Lowest market	10.2%

- 1998 grocery store category radio growth rate: 15.5%
- 1998 overall radio growth rate: 12%
- Grocery stores as a percentage of total radio expenditures, 1998: 2.9%

Source: Miller, Kaplan, Arase & Co. LLP

<sup>1</sup> Food Marketing Institute, 1999

<sup>2</sup> Grocery Manufacturers of America, *FoodBytes*, April 1999

<sup>3</sup> *Supermarket News*, 1999

<sup>4</sup> *Progressive Grocer*, 1999

MANAGEMENT

## HOW TO HIRE TALENTED PEOPLE

By Dick Kazan

"You can't spend too much time or effort on 'hiring smart.' The alternative is to manage tough, which is much more time-consuming." It's also aggravating and far less effective. Managing tough is what most of your competitors do because they don't know a better way. Their mediocre financial results speak for themselves. Here's how you can secure the people you need:

- Recruit full-time. Because of numerous management changes, unfavorably revised commission plans or account assignments and corporate insensitivity, most outstanding performers are available to you at certain times ... if you're in communication with them. How do you find these superstars?

Attend major industry conferences to informally meet and qualify many of them. Another great source is your customers: They know who your competitors' strongest salespeople are. Also, your most capable employees know other talented people and could be

incented to introduce them to you. Stay in touch

with those who favorably impress you to get to know them better and to assess their chemistry with you. This way, you'll be well positioned to recruit them when they're ready to make a change.

- Notice who's in plain sight. Our San Francisco office had a personable secretary who provided outstanding customer service. We regularly invested in recruiting top sales talent, yet never considered her. But one day she and her boss asked me if we'd make her a sales trainee. We did. Within two years she became a successful salesperson, earning a six-figure annual income.

At various radio stations I've gotten to know support staff who have drive, dedication and personality. Those stations, like most, have heavy turnover in salespeople, yet it doesn't occur to many senior managers to offer motivated and knowledgeable staff a sales position or other key opportunity. I know of one L.A. station that will probably lose a very capable long-term employee because management tells her there's no upward mobility!

- Favorably impress the company grapevine. Unless you're well regarded, you'll have trouble recruiting top talent because they'll check to learn what others think of you. Here's how you make a favorable impression internally:

Each week meet with a cross section of employees and ask them for better ways to run the station. Assure them you'll act on their recommendations and promise them they can speak candidly without repercussions. Their respect for you will jump dramatically, because you'll have given them a real voice in the management of the station and a sense that what they think matters. (Incidentally, recruiting aside, this is a smart way to run your business, because nobody else knows the operation better than these people.) You'll build rapport with your employees, see talent you didn't know some of these people had and hear some extraordinary ideas.

I learned this lesson in 1990. After many years of record revenue and profits, my company had a sharp downturn. One way I saw this coming was when I received a phone call from a local stock analyst. He told me what my employees were saying around town about the company's internal problems, which turned out to be remarkably accurate. Realizing this, I then met with many of them weekly to solve those problems, which soon brought excellent results.

Next week we'll take a look at the interview process and discuss smart ways to do it better.

<sup>1</sup> Dreyer's/Edy's Grand Ice Cream Chairman/CEO T. Gary Rogers, quoted in *Hiring Smart*, Dr. Pierre Mornell, 1998

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





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# GROCERY STORE ADVERTISING BY MARKET

■ 1998 Media Spending (in thousands of dollars)

Market	Newspaper	TV	Market	Newspaper	TV
Albuquerque	657.2	1,918.6	Milwaukee	1,373.6	4,216.8
Atlanta	13,088.2	11,232.3	Minneapolis-St. Paul	9,228.6	939.7
Baltimore	9,944.8	3,508.8	Nashville	2,583.0	2,904.6
Boston	2,626.2	4,050.5	New Orleans	3,940.5	2,944.5
Buffalo	967.3	2,049.8	New York	55,503.1	14,317.2
Charlotte	729.8	7,514.5	Norfolk	3,178.9	2,826.9
Chicago	21,938.5	18,886.4	Oklahoma City	1,745.4	1,603.8
Cincinnati	1,234.9	3,859.0	Orlando	3,200.7	6,360.1
Cleveland	4,591.5	3,283.8	Philadelphia	14,590.6	10,060.3
Columbus	3,248.6	3,210.5	Phoenix	10,076.6	10,944.7
Dallas-Ft. Worth	37,448.9	11,179.6	Pittsburgh	989.4	8,370.5
Denver	11,696.1	3,212.6	Portland	69,984.8	2,705.2
Detroit	2,837.5	806.8	Providence	643.7	1,070.5
Grand Rapids	2,656.4	1,136.6	Raleigh-Durham	802.2	4,927.7
Greensboro	377.8	3,759.8	Sacramento	3,521.3	3,522.0
Greenville-Spartanburg	2,535.5	2,935.7	Salt Lake City	1,094.2	4,353.2
Harrisburg	928.8	2,589.3	San Antonio	3,069.8	2,971.1
Hartford	3,382.2	2,769.1	San Diego	4,190.4	6,252.9
Houston	12,351.9	7,471.7	San Francisco	8,950.7	3,044.1
Indianapolis	3,985.0	4,299.4	Seattle	2,515.4	5,471.9
Kansas City	741.7	3,320.2	St. Louis	2,079.5	4,438.2
Los Angeles	30,850.7	37,854.3	Tampa-St. Petersburg	2,368.3	11,135.7
Louisville	6,069.0	4,272.3	Washington, DC	21,557.1	11,304.0
Memphis	2,206.1	1,596.5	West Palm Beach	933.9	2,780.5
Miami-Ft. Lauderdale	6,238.1	14,565.1	Wilkes Barre-Scranton	763.2	1,131.4
			<b>Total Top 50</b>	<b>351,067.4</b>	<b>295,201.9</b>

Source: Competitive Media Reporting

# RADIO GETS RESULTS

SUCCESS STORIES FROM THE RAB

## STORE B-BALL PROMO HAS THE RICE STUFF

**SITUATION:** Schnucks Grocery Stores. Uncle Ben's and KSHE-FM /St. Louis teamed up for a special "Arch Madness" promotion that scored big for everyone involved. "Arch Madness" was the name of the 1996 Missouri Valley College Conference basketball tournament. Over 70 stores in the Schnucks chain participated in a campaign tied to the tournament, as well as providing in-store off-shelf displays for the promotion.

**OBJECTIVE:** Uncle Ben's wanted to sell at least 55 pallets of its Country Inn brand rice dishes during the promotion.

**CAMPAIGN:** KSHE designed a value-added promotion that rewarded consumers for their purchase of the Uncle Ben's product. Listeners were instructed to send KSHE proof of purchase of three boxes of Uncle Ben's Country Inn products from Schnucks. In return, listeners received a voucher good for two free tickets to any Missouri Valley Conference basketball game. KSHE handled fulfillment of the voucher requests and provided additional chances to win tickets through mail-in registration opportunities.

**RESULTS:** KSHE averaged 40 redemptions per day for 21 days! During the four-week schedule Schnucks sold 60 pallets of Country Inn dishes — a volume increase of over 175% for the chain. According to Vincent Muller, an Uncle Ben's representative, "It's the most successful event that Uncle Ben's has run in the St. Louis market for years!"

## RAB TOOLBOX

More marketing information and resources from the RAB

### MEDIA TARGETING 2000

More than half (51%) of adults 18+ who spend more than \$100 on groceries in an average week earn in excess of \$50,000 per year, and 34% are college graduates. More than three-fourths (78%) own their homes, and 49% have children living at home. This group spends an average of 47% of its daily media time with radio.

### INSTANT BACKGROUND — SUPERMARKETS

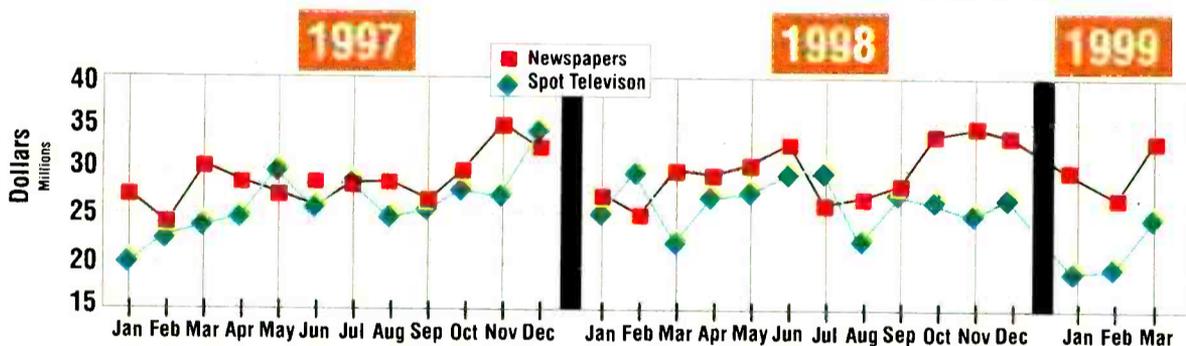
How \$100 is spent in the average supermarket: Perishables, \$50.51 (packaged bakery goods, \$2.96; dairy products, \$8.90; deli, \$3.32; florals, \$0.18; frozen foods, \$5.58; ice cream, \$1.66; in-store bakery, \$2.00; meat & seafood, \$15.55; produce, \$10.36); nonedible grocery, \$9.12; miscellaneous grocery, \$9.48; beverages, \$9.77; snack foods, \$5.60; main courses & entrees, \$4.85; general merchandise, \$3.94; health & beauty care, \$4.04; other, \$2.69. (*Progressive Grocer*, 1999)

### RAB CATEGORY FILES

"Supermarkets must determine ways to appeal to the 70 million 'echo boomers' or risk losing them to other classes of trade," said Michael Sansolo, Senior Vice President of the Food Marketing Institute. "We must find ways to reach out to them — we must win them over. For us to satisfy their needs, we must listen to them. That means we must be flexible and find new ways of doing things." (*Supermarket News*, 5/99)

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).

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## Strategic Tip 2.0

*One way to increase the creativity and entertainment value of your station is to make sure your staff knows the difference between "urgent but not vital" and "vital but not urgent."*

*Radio stations face constant "urgent" deadlines that can decrease the amount of time spent on vital functions like creativity. Make sure your people set aside time for brainstorming...and make it a priority.*

**Watch for more Strategic Tips in coming weeks.**

**Custom Strategies • Music • Mornings • Marketing & Promotion • Results**



management • marketing • sales

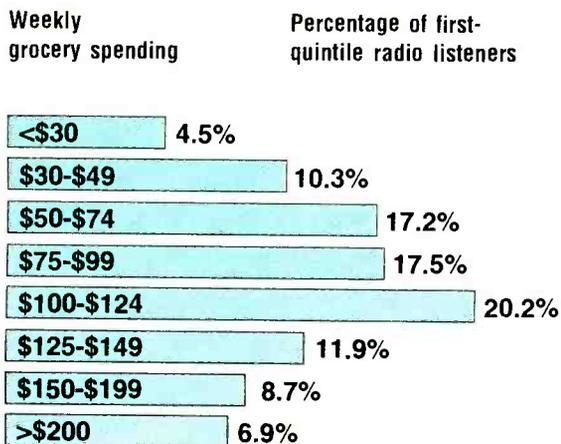
## HEAVY RADIO LISTENERS = HEAVY GROCERY SPENDERS

Mirroring a theme we've seen in several past X-Rays, active radio listeners are the ones most likely to be active consumers, while heavy TV viewers remain on the couch. The same holds true with grocery shopping: Those who do the most radio listening also spend the most on groceries in any given week.

Heavy users of both radio and newspaper are about 7% more likely to spend at least \$100 per week on groceries, but as newspaper usage decreases, so does the tendency to spend heavily on groceries.

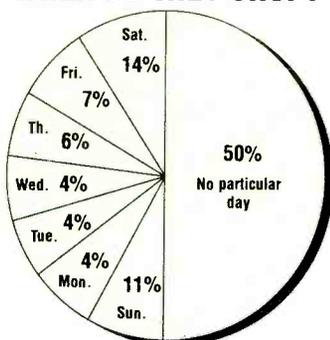
That's not the case with radio: Anybody who listens to radio more than the average person is also more likely to spend more. At the same time the most frequent TV viewers are 5% less likely than average to spend \$100 a week on groceries.

Those in radio's first quintile (the 20% who listen the most) are about 10% more likely than the general population to spend more than \$125 a week on groceries. In terms of raw numbers, here's how much these heavy radio listeners spend on groceries each week, and when.



Source: 1998 Scarborough release I combined study

### WHEN DO THEY SHOP?



Most heavy radio listeners don't shop on any particular day, suggesting a large amount of "impulse shopping." Radio advertising reaches these people in their cars, when they're likely to pass a grocery store.

### MARKETING

## FINGER-CLICKIN' GOOD!

### TAKE THIS TO THE (JOB) BANK!

In the Urban format broadcasters pride themselves on the commitment they make to the community. With that in mind, it's not surprising to see a market-dominant combo like Clear Channel's WQUE-FM & WYLD-FM/New Orleans extending that commitment to its websites ([www.q93.com](http://www.q93.com) and [www.wyldfm.com](http://www.wyldfm.com)).

Both stations have partnered with a national job bank to create searchable listings of hundreds of companies that are actively recruiting minorities. The search engine allows listeners to look for jobs using skill-related keywords, and listings can also be accessed through an alphabetical list of participating employers. (Not only has Clear Channel/New Orleans put the job bank on its sites, it's also an active participant with listings on the board.)

Kudos to 'QUE and 'YLD for taking their community involvement efforts into cyberspace!

What makes your website "finger-clickin' good"? E-mail a short explanation and/or screen shot along with an active URL to MMS Editor Jeff Axelrod at [jaxelrod@rronline.com](mailto:jaxelrod@rronline.com) with "FCG Site" in the subject line.

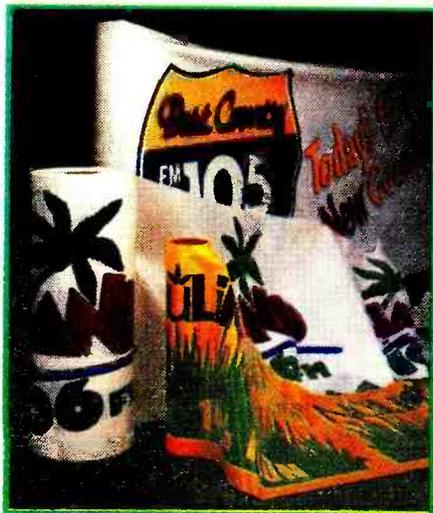
## FOUR WEEKS FORWARD Sales & Promotion Planning Calendar

August 8-14

August 8-14 National Apple Week, National Smile Week, National Recreational Scuba Diving Week, Don't Wait — Celebrate! Week

- |  |   |  |   |   |  |  |
|--|---|--|---|---|--|--|
| <p><b>8</b></p> <p>International Character Day<br/>Frozen Custard Day<br/>Sneak Some Zucchini<br/>Onto Your Neighbor's<br/>Porch Night</p> | <p><b>9</b></p> <p>National Rice Pudding Day<br/>Popcorn Day<br/>President Nixon resigns (1974)<br/>Washing machine patented (1910)</p> | <p><b>10</b></p> <p>Lazy Day<br/>Middle Children's Day<br/>National S'Mores Day<br/>Motion picture projector patented (1869)</p> | <p><b>11</b></p> <p>Festival of Happy Feet<br/>Presidential Joke Day<br/>Play in the Sand Day<br/>First prisoners enter Alcatraz (1934)</p> | <p><b>12</b></p> <p>Toasted Almond Day<br/>Old-Time Farm Day<br/>Phonograph invented (1877)</p> | <p><b>13</b></p> <p>Blame Somebody Else Day<br/>International Lefthander's Day<br/>Filet Mignon Day<br/>Alfred Hitchcock born (1899)</p> | <p><b>14</b></p> <p>Husbands in Love Day<br/>Creamsicle Day<br/>Felix the Cat debuts (1919)<br/>World War II ends (1945)</p> |
|--|---|--|---|---|--|--|

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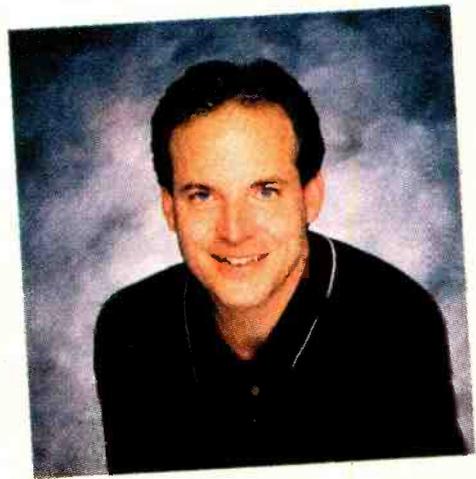


# Dear Radio Professionals:

Paragon is honored to work with many of the finest radio stations in the United States. Without exception, great radio stations are run by great people.

Since January, I have traveled the country non-stop, meeting and strategizing with many of Paragon's client stations. The management talent at these stations is obvious, and in fact, one of the most rewarding aspects of my job. It's reassuring to know that when I get on a plane for the next city, the strategy I leave behind is the strategy that our client stations aggressively implement. Our clients understand that an effective strategy is only as good as the implementation process, and that is a major reason why they succeed.

It is no surprise to me that **Paragon clients were nominated for 23 R&R Industry Achievement Awards! And it's also no surprise that Paragon clients took home 10 of the awards!** I tip my hat to these exceptional radio operators and personalities, and take pleasure in recognizing their significant achievements.



## Station Nominees



**Station of the Year (Markets 26-100)**  
Country WFMS (Monte Maupin, Jenny Skodjit, Bob Richards, et al)



**Hot AC Station of the Year**  
KYKY/St. Louis (Beth Davis, Smokey Rivers)



**Station of the Year (Markets 101+)**  
WAPL/Appleton (Greg Bell, Randy Hawke)



**Hot AC Station of the Year**  
KFMB/San Diego (Tracy Johnson)



**Alternative Station of the Year**  
99X/Atlanta (Mark Renier, Leslie Fram, et al)



**Adult Alternative Station of the Year**  
WXRT/Chicago (Harvey Wells, Norm Winer, Patty Martin)



**Rock Station of the Year**  
WAPL/Appleton (Greg Bell, Randy Hawke)



**Adult Alternative Station of the Year**  
The End/Salt Lake City (Eric Hauenstein, Bruce Jones)



**Country Station of the Year**  
WFMS/Indianapolis

## Management Nominees



**General Manager of the Year (Markets 1-25)**  
Mark Renier, Alternative 99X/Atlanta



**Alternative Music Director of the Year**  
Sean Demery, 99X/Atlanta



**Rock Program Director of the Year**  
Randy Hawke, WAPL/Appleton



**Country Music Director of the Year**  
J.D. Cannon, WFMS/Indianapolis



**Oldies Program Director of the Year**  
David Wood, WGLD/Indianapolis



**Rock Music Director of the Year**  
Jamie Markley, WDRX/Rockford



**Adult Alternative Program Director of the Year**  
Norm Winer, WXRT/Chicago



**Adult Alternative Music Director of the Year**  
Patty Martin, WXRT/Chicago



**AC Program Director of the Year**  
T.J. Holland (Tim Myaard to me!), Warm 98/Cincinnati



**Radio Marketing Executive of the Year**  
Jennifer Nech, Alternative 99X/Atlanta

## Personality Nominees



**Alternative Personalities of the Year**  
Morning X, 99X/Atlanta (Barnes, Leslie & Jimmy)



**Adult Alternative Air Personality of the Year**  
Keefer Fulgham, KBXR/Columbia (MO)



**Adult Alternative Air Personality of the Year**  
Alex Valentine, The Zone/Dallas



**Adult Alternative Air Personality of the Year**  
Lin Brehmer, WXRT/Chicago

Congratulations to all nominees and winners! It is a true pleasure to work with each and every one of our clients.

Sincerely,

Mike Henry  
Managing Partner



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## STRATEGIC PLANNING

- Perceptual Studies
- Auditorium Music Tests
- Focus Groups
- Tracking Studies
- Sales Assessment Studies

# INNOVATION STATION

## A NOTE FROM THE EDITOR

# OUR NEWEST FEATURE: INNOVATION STATION

Ever since Bill Gates founded Microsoft two decades ago, he has preached "convergence." Life's everyday tasks would "converge" into one unit ... a single appliance that would handle the most mundane tasks seamlessly and without effort. And this "convergence" would apply to both the workplace and the home. Of course, Gates figures that appliance to be the personal computer.

Ever shrinking, yet ever more powerful, the personal computer has rooted its way into the subsystems of both the radio and record industries. What's more, it has finally reached critical mass in the home. Now it's time for the home computer and the business computer to meet, converge and transact business with one another.

When R&R was born 25 years ago, the technology of the day included razor blades, vacuum tubes, 5 kHz phone lines, coffee-stained logs and manual music scheduling — technology that had existed 20 years earlier and would continue for at least another decade. As recently as 20 years ago it was not unusual for a typical major-market radio station to have a dozen engineers. As for the record industry, it was vinyl, 8-track and cassettes.

Two inventions in the '80s got the ball rolling toward a digital world: the CD and the personal computer. The CD reinvigorated the music industry and rendered analog music media virtually obsolete, while the personal computer has streamlined radio's studio and back-office operations. Other pieces then fell into

place: ISDN lines, hard-drive audio storage, web pages, streaming audio, Palm Pilots and much more. Today — equipped with cheap, reliable and easy-to-

operate technology — it's difficult to find a radio station with a full-time engineer.

The consumer is also becoming armed with cheaper and more powerful multimedia devices — tools that might allow them to spend more time with your content ... or maybe less time. Today, there are \$400 PCs, WebTV and free e-mail, just for starters.

The future holds many exciting innovations for both professionals and consumers, much of it wrapped around digital technology and the Internet. For radio, there's IBOC digital, satellite broadcasting and streaming media. The music industry is dealing with custom CDs, MP3 players and memory cards as perhaps the next "album" format. And the Internet is where it is likely to all come together.

That "convergence" Bill Gates hoped for is happening ... now. Our new column, "Innovation Station," will bring you the very latest developments in the digital world: new products, new developments and new trends — both business and personal. As always, we invite your input and feedback.

Here's a sampling of articles coming in the next few weeks:

- What the Secure Digital Music Initiative means to you.
- A review of MP3 hardware available now or coming soon.
- How the Digital Millennium Copyright Act will affect the content on your radio station's website.
- Web trailblazers: Internet-only broadcasters.
- Who's making money on the web (and how).

# DIGITAL BITS

## COPY PROTECTION FOR MP3 ANNOUNCED

By Ron Rodrigues

R&R Editor In Chief  
ronr@rronline.com

The record industry has moved a step closer to allowing its product to be downloaded into portable MP3 players.

The **Secure Digital Music Initiative**, a consortium of more than 100 computer companies, online services and consumer electronics manufacturers, has agreed on technical specifications for portable digital music players. The new SDMI specification calls for three components in the music-listening process to be uniquely identified: the content, the software used to play the content and the hardware. Consumers would be allowed to make up to four copies of a song from an audio CD. These songs, if created with SDMI-compliant software, could be played on any machine. To help thwart piracy, the unique ID numbers in the original song, software and player are left on the copies, which can then be traced by investigators. Down the road it will be possible for record companies to establish a set of "rules" for a particular song. For example, a song could time out after a few days of play, or the system could charge users only if they decided to keep the music after a pre-established trial period. Some consumer groups are protesting the potential privacy, fair use and free-speech limitations that might crop up as a result of SDMI.

• **Radio Computing Services**, a leading software provider for the radio industry, is trying to organize a consortium of traffic computing companies, digital automation firms and competing music-scheduling makers to get their computers to speak to each other using a common language. RCS President Andrew Economos said radio groups such as Clear Channel called for a computing standard in order to integrate the computer systems of their various station acquisitions. Economos said he already has the support of several prominent traffic companies, including Marketron, CBSI and Datacount, along with automation provider Computer Concepts. He said he hasn't yet spoken with his direct competitors in the music-scheduling field (RCS manufactures the Selector system), but that he intends to do so before a standards committee convenes. Economos will propose that a standard be based on Microsoft's eXtensible Markup Language (XML) and Component Object Model (COM). He said no company would have to alter the structure of its current databases and that the open architecture only affects how a particular computer system outputs its data. Economos said he hopes to have a standard in place by the end of the year.

• **Alpine Electronics** will manufacture both OEM and aftermarket receivers for **CD Radio's** satellite radio service. The companies did not release terms of the deal nor a timetable for delivery of the radios. In April, Delphi Delco and Recoton also agreed to make receivers for the DARS provider, while Ford may begin installing the units in its vehicles as early as the first quarter of 2001. Sources at CD Radio, Alpine, Delphi Delco and Recoton told R&R that the first generation of receivers will probably not be compatible with **XM Satellite Radio's** service, although future versions may.

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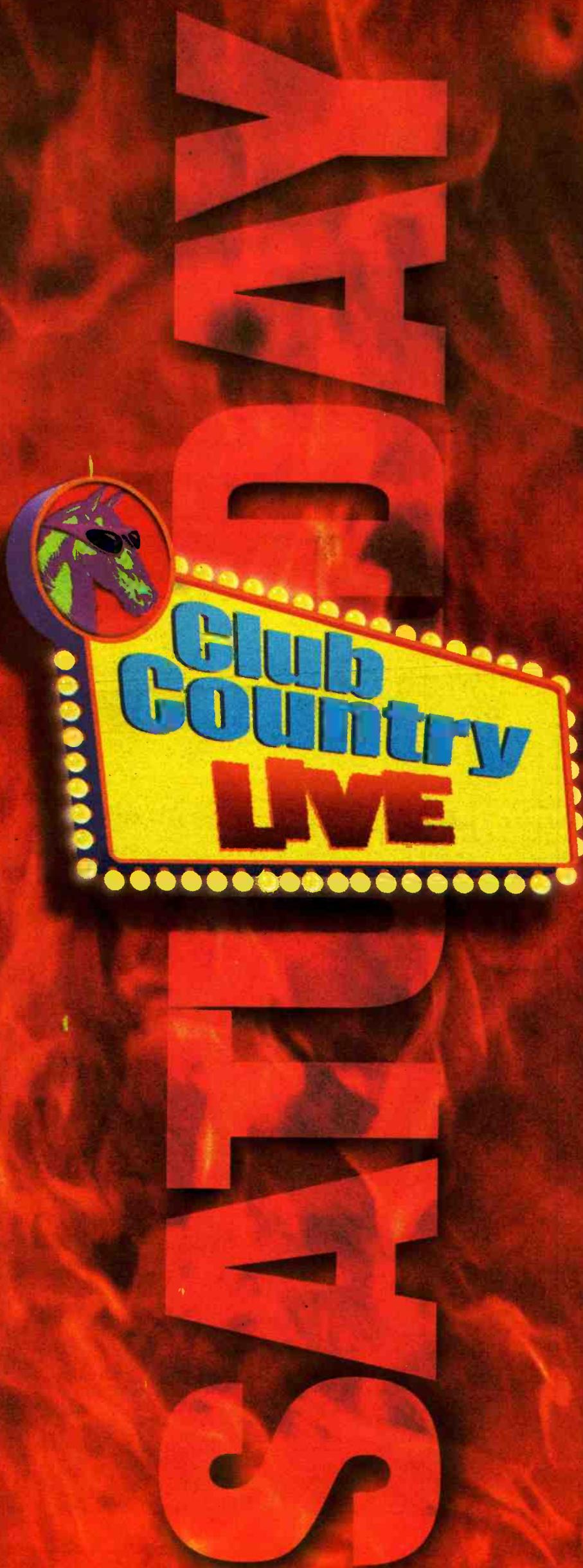
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**PREMIERE**  
**RADIO NETWORKS**

## AMFM Readies Two Ltd. Inventory Nets

AMFM Radio Networks will unveil two limited inventory networks that the company already expects to rank in the top tier of the upcoming RADAR 62 survey, which measures audience listenership and clearance of network radio commercials. The networks, "Ruby" and "Sapphire," will debut on Sept. 27. Ruby will provide seven minutes of weekly advertising inventory on AMFM Inc. stations and affiliates of the Brown Bag Production Library. Sapphire will offer 20 minutes per week of ad inventory: six in morning drive, seven in middays and seven in afternoons.

AMFM Radio Networks President David Kantor said, "We're extremely pleased that we can further expand AMFM's inventory and provide advertisers two new premium networks. These networks offer an incredible growth opportunity for AMFM beyond its strong initial audience base."

The two limited inventory networks will complement AMFM's "Diamond" and "Emerald" networks, which both are full inventory networks that offer more than 100 minutes of commercial programming per week (or one

NETWORKS/See Page 34

## WW1 Appoints Stern In Affiliate Sales

□ Biscaya to oversee sales of 24/7 Formats

Westwood One has named **Linda Stern** VP/Midwest Affiliate Sales. News Networks. Stern will manage a sales staff responsible for the Illinois, Iowa, Indiana, Kansas, Michigan, Minnesota, Montana, Nebraska, North Dakota, South Dakota and Wisconsin territories.

Concurrently, WW1 promotes **Kane Biscaya** to Director/Affiliate Format Sales. He will oversee the day-to-day management of a five-person sales staff selling WW1's 24/7 Formats — including Adult Rock & Roll, Adult Standards, Mainstream Country, Hot Country, The Oldies Channel, Bright AC, Soft AC, Groovin' Oldies and CNN Headline News — to stations nationwide.

Stern most recently was VP/Affiliate Marketing for Shadow Broadcast Services in Chicago; Biscaya has spent the last two years selling WW1's entertainment programming, including *The Tom Leykis Show*, *askMartha* and *Country Countdown USA*. Both Stern and Biscaya — who will be based in Chicago and Valencia, CA, respectively — report to Sr. VP/Director of Affiliate Sales Peter Kosann.

"It's paramount that we have smart and dynamic people to help us grow our affiliate base while superserving our current clients," Kosann said. "Linda Stern is a great

WW1/See Page 34

## Push Star Party



Playing an intimate show for label employees and other lucky guests, Capitol recording artists the Push Stars shook up Jack's Sugar Shack in Hollywood, performing songs from their debut album *After The Party*. Seen here during the party are (clockwise from lower l) Sr. Dir./Alternative Promotion **Brian Corona**; bandmember **Dan McLoughlin**; Sr. VP/Radio Promotion **Burt Baumgartner**; bandmember **Chris Trapper**; Dir./Regional Promotion, Marketing **Greg Seese**; bandmember **Ryan MacMillan**; Sr. Dir./Adult Format **Nick Bedding**; and VP/National Promotion **Justine Fontaine**.

## Sony Music Acquires 50% Of Loud Records

### □ Rifkind stays as label merges with Relativity

Sony Music Entertainment officially announced that it has bought BMG Entertainment's 50% stake in the rap/hip-hop label **Loud Records**. No price was disclosed.

Sony will merge Loud with its wholly owned **Relativity Records**, and the combined unit will be distributed by RED Distribution. Loud will continue to be headed by **Steven Rifkind**, who founded the label in 1992.

"From the multiplatinum selling Wu-Tang Clan to the introduction of such groundbreaking acts as Mobb Deep and Funkmaster Flex, Steve Rifkind has established Loud as a truly powerful force in Urban music," Sony Music Entertainment Chairman/CEO Thomas Mottola said. "By merging Loud and Relativity, we

have created an entirely new entity that is greater than the sum of its component parts. It's a genuine pleasure to welcome Steve, the Loud artists and the Loud creative team to the Sony Music family."

Rifkind noted, "This is a great opportunity for us. Sony Music understands the Urban scene, plus they have the resources to really make our releases happen, from the streets of New York right up to the world stage. It's a professional pleasure knowing you have a great team working with you to support your projects, especially with the new company's upcoming releases by Mobb Deep, Inspectah Tash, the Beatnuts, Three 6 Mafia, Raekwon and the platinum-selling artist Big Punisher."

## Schwartz Gets 'Ruff' With Warner Bros.

Ruffhouse Records founder **Chris Schwartz** has partnered with **Warner Bros. Records Inc.** to launch **Ruffworld Entertainment** and **RuffNation Records**. The joint venture provides worldwide distribution of RuffNation releases, effective immediately.

Also part of the deal is the street label **RuffLife**, which will be distributed through Alternative Distribution Alliance, as well as the formation of a new music publishing company, **RuffSongs**, which will be administered by Warner/Chappell Publishing. Headquartered in Bryn Mawr, PA, the new company is in the process of establishing offices in New York, Los Angeles and London.

Meanwhile, RuffNation has set its senior management team. In addition to Schwartz becoming RuffNation Chairman/CEO, other key appointments include: **Kevin Glickman**, President; **Luc Vergier**,



Schwartz



Glickman



Dippold

President/International Operations: **Robert Dippold**, Exec. VP/GM; **Kurt Woodley**, VP/A&R; **Richard Murray**, VP/Video Production & Special Projects; **Todd Wolfe**, Head/National Radio Promotion; and **Jeff Coulter**, Manager/Internet Technology.

Warner Bros. Records Inc. Chairman/CEO Russ Thyret said, "Chris and I have a personal relationship, and now that he and RuffNation are part of the Warner Bros. Records Inc. family, I'm very excited about that relationship becoming both a business and personal one. Chris' track record in

SCHWARTZ/See Page 34

## EXECUTIVE ACTION

### Cohen Directs Arbitron Domestic Radio Research

**Dr. Ed Cohen**, most recently VP/Research for Clear Channel Communications, has joined **Arbitron** as Director/Domestic Radio Research. In this new position Cohen will be responsible for maintaining the research quality of Arbitron's ratings service and oversee the development of new and improved research methods for American radio audience measurement.

"Radio stations are facing significant challenges for their listeners' time," said Arbitron Exec. VP/Worldwide Research David Lapovsky, to whom Cohen reports. "Listening on the Internet is growing, and digital satellite broadcasting is just over the horizon. At the same time there are numerous challenges to survey research participation in this country. Arbitron must adapt its methodology and research practices to this changing and more complex environment. Ed brings to us a wealth of experience in station and audience research, and I'm confident he'll ably lead our research efforts to meet the changing needs of the industry we serve."

While at Clear Channel, Cohen was responsible for designing and implementing radio and TV research projects, including perceptual studies, music research and focus groups. Before that position Cohen was Research Director for WPXI-TV/Pittsburgh. He's also been Director/Research for Birch/Scarborough Research and the NAB's Director/Audience Measurement & Policy Research.

### Brown Becomes VP/A&R, West Coast For Elektra

**Elektra Entertainment Group** has named **Jay Brown** VP/A&R, West Coast. Based in Los Angeles, he reports to Sr. VP/A&R Merlin Bobb.

"Jay comes from a great A&R and publishing background," Bobb said. "His skill with artists and his incredible knowledge of the street are just a few of the resources he brings to our department. The entire company joins me in welcoming Jay to Elektra."

Brown was previously VP/A&R for Qwest Records.



Brown

### Sony Ups Ehrlich To Pres./New Tech. & Biz Dev.

**Sony Music Entertainment** has promoted **Fred Ehrlich** to President/New Technology & Business Development. Based in New York, he reports to Sony Music International Chairman Mel Ilberman and will direct the company's new technology strategies, as well as on-demand, licensing and electronic distribution activities.

SME Chairman Thomas Mottola said, "Fred's grasp and understanding of new and emerging technologies have made him a key asset for Sony Music and one of our industry's most respected and admired executives. As the chief architect of Sony Music's overall Internet strategy, his vision and planning have established this company as a leader in the world of new media. It is a genuine pleasure to announce his promotion."

Ehrlich had been Sr. VP/GM, New Technology & Business Development since the unit's inception in 1994. He began his career at CBS Records in 1982 as a College Marketing Representative and was later promoted to Director/College Marketing. He was appointed Director/Special Projects, then Director/Planning & Administration, for Columbia Records. From 1991 to 1994 he served as VP/GM for Columbia.



Ehrlich

## Three Tapped As TM Century VPs

**TM Century Inc.** — the Dallas-based provider of production music, jingles and music libraries — has promoted three senior managers to VP positions. **Marcus Hill**, who joined the company in August '98 as OM, has been named VP/Operations, while **Bob Jenkins** has come aboard as VP/Sales & Marketing and CFO **Roger Holeman** has been elevated to VP/Finance.

"All three are outstanding executives, and each will play an integral role in the growth of TM Century over the coming months," TM Century President/CEO David Graupner commented. "The promotions coincide with a general restructuring and streamlining of the company designed to facilitate TM Century's growth in traditional and new markets, here and abroad." In addition to VP/Operations duties, Hill will serve as the producer of TM Century's New Business Development sales library.

Between 1988-98 Hill administered studio operations for a Dallas-based corporation specializing in musical ad campaigns and other services. Jenkins most recently served as Exec. VP of Chesky Records, an independent label based in New York. He's also served as Exec. VP of FirstCom Music. Holeman joined TM Century in August '97 following a stint as Sr. Business Development Analyst for TNP Enterprises.

## Radio

• **SANDY UNGAR** is appointed head of Voice of America. He had been Dean of American University's School of Communication since 1986, and was an anchor on National Public Radio's *All Things Considered* in the early '80s.

## National Radio

• **WESTWOOD ONE** offers exclusive live radio broadcasts from Woodstock '99, July 23-25. Performers include Moby, Bush, DMX, Ice Cube, Los Lobos, Metallica, Willie Nelson, Sugar Ray and the Brian Setzer Orchestra; (212) 641-2057

• **AMFM RADIO NETWORKS** presents *Country Live! With the Dixie Chicks*, a 90-minute live radio special August 24 at 11pm. The program will debut the new CD, *Fly*, by the Monument country group and feature an interview with listener call-in.

## Records

• **SUSAN GENCO**, formerly VP/Business & Legal Affairs at Arista, becomes Sr. VP/Business & Legal Affairs for the Capitol Records Group and Pres./Operations, Capitol Records.



Vaccarelli

• **LOU VACCARELLI**, most recently VP/Production & Manufacturing, is appointed VP/Production, Manufacturing & Chief Procurement Officer for BMG Entertainment, North America.

## Industry

• **ART VUOLO'S RADIOGUIDE PEOPLE INC.** has a new fax number: (248) 358-0691.

## CHRONICLE

### MARRIAGES

Arista Records Mainstream Mktg. Mgr. **Edgar DeCastro** to Christina Zafonte, July 5.

KOH-AM/Reno afternoon talk host **Rusty Humphries** to Ami Kathleen Lakin, July 2.

### BIRTHS

WTFX/Louisville OM **Michael Lee**, wife Tamara, son Michael Chandler, May 18.

### CONDOLENCES

Former WJR/Detroit Pres. **Jim Long**, 66, July 12.

## Products & Services

• **MEDIABASE** joins with **RATE THEMUSIC.COM** to provide weekly music Internet testing results on a barter subscription basis; (818) 377-5327, [www.ratethemusic.com](http://www.ratethemusic.com).

## Changes

**Classical:** **Jeff Spurgeon** comes to WQXR/NY as midday host.

**Sports:** **Wayne Larrivee** joins WMVP-AM/Chicago to provide football analysis.

**Rock:** WKPE/Cape Cod, MA names **Tred Hulse** morning show co-host.

**Records:** **Rodger Garfinkel** is appointed Sr. Dir./Strategic Planning at Arista Records ... **Wendi Cart-**

**wright** is hired as Dir./Repertoire Licensing at Rhino Records ... Universal Music Group announces the following organizational and structural changes in the Common Label Operations department: **Vinnie Freda** heads the department as Sr. VP/Common Label Operations; Copyright Administration comes under the direction of VP **Pat Blair**; Sr. Dir. **Kathy Cantwell** oversees Recording Administration; VP **Larry Jacobson** supervises Marketing Ad-

ministration; Advertising & Media Services are headed by VP **Leslie Borrok**; Sr. Dir. **Ann Murray** is responsible for Repertoire Management; and Image Management comes under VP **Jonathan Bender** ... **Mark Feldman** is promoted to Sr. Dir./Mktg. at Legacy Recordings ... Kid Rhino names **Mike Engstrom** Product Mgr.

**Industry:** DMX taps **Sandra Eddy** as Dir./Mktg., Commercial Sales.



OLD-SCHOOL MORNINGS

Syndicated morning driver **Tom Joyner** appeared as a guest on The Donny & Marie Show to promote his new compilation CD on Rhino Records, *The Tom Joyner Morning Show Old School Mix*. Pictured on the set are (l-r) **Donny Osmond**, **Anita Ward**, **Marie Osmond** and **Joyner**.

## PROS ON THE LOOSE

**Chad Mitchell** — mornings WDRQ/Detroit (248) 449-6365; [Chad@ChadMitchell.com](mailto:Chad@ChadMitchell.com).

## NATIONAL RADIO FORMATS

ADDED THIS WEEK

### ABC RADIO NETWORKS (972) 991-9200

**Classic Rock**  
**Chris Miller**  
No adds

**Hot AC**  
**Steve Nichols**  
CHRISTINA AGUILERA Genie In A Bottle

**Starstation**  
**Peter Stewart**  
JIM BRICKMAN Destiny  
ELTON JOHN I/HEADLEY, SCOTT A Step Too Far

**Touch**  
**Ron Davis**  
No adds

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

**Rock**  
LIMP BIZKIT Nookie  
TONIC You Wanted More  
VERTICAL HORIZON We Are

**Alternative**  
LEN Steal My Sunshine  
STAIN'D Mudshovel  
TONIC You Wanted More

**CHR/Hot AC**  
BACHELOR NUMBER ONE Summertime  
CHRIS ISAAK Baby Did A Bad Bad Thing  
98 DEGREES I Do (Cherish You)  
RED HOT CHILI PEPPERS Scar Tissue  
SHANIA TWAIN You've Got A Way

**Mainstream AC**  
BACHELOR NUMBER ONE Summertime  
CHRIS ISAAK Baby Did A Bad Bad Thing

**Lite AC**  
KENNY G/LOUIS ARMSTRONG What A Wonderful World  
SHANIA TWAIN You've Got A Way

**NAC**  
NORMAN BROWN Out Of Nowhere  
MICHAEL FRANKS Now Love Has No End  
SLIM MAN Sweet Serenade

**UC**  
DEBORAH COX We Can't Be Friends  
WHITNEY HOUSTON My Love Is Your Love  
MASE All I Ever Wanted  
NAS You Won't See Me Tonight

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

**CHR**  
**Mike Anthony**  
BOYZONE No Matter What  
LEN Steal My Sunshine  
ALANIS MORISSETTE So Pure  
98 DEGREES I Do (Cherish You)

### Mainstream AC

No adds

**Hot AC**  
SANTANA I/ROB THOMAS Smooth

**Digital Soft AC**  
**Mike Bettelli**  
KENNY G/LOUIS ARMSTRONG What A Wonderful World

**Delilah**  
VONDA SHEPARD w/EMILY SALIERS Baby, Don't You ...

**Alternative**  
LIT Zip Rock  
SHOOTYZ GROOVE L Train  
VERTICAL HORIZON We Are

**Urban**  
JAY-Z Jigga My...  
NAS You Won't See Me Tonight

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

**Rock Classics**  
**Rich Bryan**  
LYNYRD SKYNYRD Working

**Adult Hit Radio**  
**JJ McKay**  
PEARL JAM Last Kiss

**Soft Hits**  
**Rick Brady**  
BRITNEY SPEARS Sometimes

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

**Hot AC**  
**Yvonne Day**  
CRANBERRIES Animal Instinct  
CHRIS ISAAK Baby Did A Bad Bad Thing

**New Rock**  
**Steve Leigh**  
FILTER Welcome To The Fold

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

**Adult Rock & Roll**  
**Jeff Gonzer**  
LYNYRD SKYNYRD Working

**Soft AC**  
**Andy Fuller**  
No adds

**Bright AC**  
**Jim Hays**  
No adds

**RICK EMMERT**

Listen LIVE on [broadcast.com](http://broadcast.com)

Fed live 3-7pm et — re-feed from 7-10pm et  
12-4pm pt — re-feed 4-7pm pt  
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**TONY QUIN**  
tony@radioiq.com

## Do Million Dollar Contests Work?

□ Greg Strassell, VP of programming for CBS/Infinity in Boston and chief strategist for WBMX discusses their experience with "the Million Dollar Contest" in the Winter book.

**W**ith all the local and trade press it was hard not to follow Boston's battle between WBMX and Kiss 108 in the Winter book. Both stations used contests with million dollar prizes and as Todd Wallace recently described it, it was "one of the best tit-for-tat contest conflicts in recent memory." As Todd went on to say, "one could argue rather convincingly that this was worth a share-point for both stations...had either station decided not to stand their ground, it could have produced a decisive victory for the other."

**TQ:** How did the decision to do IQ's "Million Dollar contest" come about?



**Greg Strassell**

**GS:** A million dollar contest had never been done in the Boston market. In fact, the biggest contest that I recall, since 1991, would be an offer of over \$100,000. So, when IQ suggested this idea, and we were looking for a new way to promote John Lander's morning show, it seemed like the right opportunity to capture the imagination of the audience. Everyone at WBMX, including John Lander, our

since 1991 and no station had ever offered \$1,000,000.

This alert led to some quick strategy meetings and the decision to move our airdate to February with a \$10,000 version and then upgrade a couple of

weeks later to the Million Dollar version when our television was ready. We went on the air on Friday, February 12th, with the Mix 98.5 \$10,000 contest. The following day, Kiss 108 went on the air with the Kiss 108 \$10,000 game. Their copy was almost identical to ours, so the games had begun. The rush was obviously to see who would own this contest quickly. By the following Wednesday, just three days later, IQ had turned around a :10 commercial for us that promoted the Mix 98.5 Million Dollar Contest with John Lander. We had been on TV for two-and-a-half weeks before Kiss had a chance to get on. This was a big victory for us early on. By that time, we had introduced a full :30 TV spot featuring John Lander and Lynn Hoffman promoting our Million Dollar Contest. So the audience in Boston that listened to the radio and watched television felt like the Mix was definitely the first with the game. Also, because we are the Barenaked Ladies station of Boston, every time we played the contest we played, "If I Had a Million Dollars." We played the game between 9am and 5pm, and that song became our theme during the promotion.

**Everyone at Mix 98.5 agreed that this was the right idea to get more come to the morning show and the station.**

ing as could be. It was really great to hear a radio station offer up to a million bucks. The idea that the game is played live on the radio and that some listener could win a million dollars was very real. The end result in the ratings is that Mix mornings grew 5.4 to 6.9, Adults 25-54, in the full Winter Arbitron, and Lander had achieved his highest monthly ever in March.

**TQ:** If a station has done a million dollar contest only on their own air and hasn't used television, do you think it's still viable territory for somebody else to come in and do it using outside media like TV?

**The end result in the ratings is that Mix Mornings grew 5.4 to 6.9, Adults 25-54 in morning drive in the full Winter Arbitron.**

research consultant Chris Ackerman at Coleman Research, General Manager Mark Hannon, and Infinity Co-COO David Pearlman, agreed that this was the right idea to get more come to the morning show and the station.

**TQ:** Give me a little bit of the competitive story.

**GS:** We originally were planning to go on the air with the Million Dollar Contest in early March. However, by mid-February we learned that CHR competitor Kiss 108 was thinking of doing the same promotion. Kiss originally did a birthday game in the 80s, but it had not been used in Boston

**TQ:** Great. Now tell me about the results. How did people react to it?

**GS:** No negatives. It was as excit-

**This promotion, hands down, was the best marketing I've ever been a part of to promote a morning show.**

Greg Strassell



**GS:** Absolutely! You can excite your come with this promotion, but its real strength is bringing in a lot of new come with television promoting a million dollar prize. No matter what music you like, people love money and they love entertaining morning shows. So a lot of audience strayed from other stations to sample us for this promotion and that was a direct result of the television marketing.

**TQ:** You're a very experienced programmer, not only with formats like Mix, but you've also had programming and marketing oversight for many stations in many formats. What's your bottom line on this promotion?

**GS:** Mix 98.5 is in a situation where it enjoys a great music image and we've worked very hard at that—pounding away at that for years. It was time to add a flashy incentive to bring attention to John Lander's morning show. With a

**A lot of audience strayed from other stations to sample us for this promotion and that was a direct result of the television marketing.**

well-established music image, a hot morning show, and this promotion, we are taking Lander to the next level. Boston is an extremely competitive market for adult, female-targeted stations. This promotion, hands down, was the best marketing I've ever been a part of to promote a radio show.

# THE MILLION DOLLAR CONTEST

**The Million Dollar Contest that costs less and does more.**

IQ's Million Dollar Contest is turn-key and includes everything you need to execute the promotion including insurance for the million dollar prize and breakthrough TV spots all for the best price you can get. Syndicated and custom packages are available. To see examples of the spots go to our website: [www.radioiq.com](http://www.radioiq.com), or call us today at **404-255-3550** for the Million Dollar Contest that costs less and does more. FAX: 404-255-8152 or e-mail: [tandrews@radioiq.com](mailto:tandrews@radioiq.com)

IQ  
TELEVISION  
GROUP

## ZINE

## SCENE

## Bruce: Boss Of Summer Tours!

The Boss" may have simultaneously graced *Newsweek* and *Time* covers in the '70s, but nothing could prepare **Bruce Springsteen** for the prestige of *Entertainment Weekly's* cover. With their 33 U.S. dates sold out, Springsteen and the E Street Band rank at the top of the 'zine's summer tour issue. Since the Springsteen camp isn't talking to the press, *EW* talks to several fans at a Stockholm show. "There's this general feeling amongst the fans that this is like the last goodbye for that whole era," explains fan Ted Booth.

"You feel like a piece of him has been delivered to you," said fan Carol Costello after the show. "After going through this concert, you just imagine the man is spent. A pound of flesh has been given. There's this hollow carcass that gets carted away at the end of the night — with a big smile on his face."

The 'zine also profiles other summer treks, including everything from **Kid Rock** and **Ozzfest** to **Lilith Fair** and **Lauryn Hill**. Woodstock '99 is also highlighted: Located on a former Air Force base, the latest incarnation hopes to foil gate-crashers with a military-style fence. "It's going to be virtually impossible for people to get in without a ticket," boasts **John Scher**, one of the festival's organizers. "We're also building a 12-foot high, wood-and-steel-reinforced wall around the entire site."

## Livin' La Vida Yoga

Meditation and yoga keep Latin pop superstar **Ricky Martin** sane, according to the *Star*. "Sometimes, if his schedule is very harried, he'll pass up a meal to do yoga or meditate," one insider reveals. "He carries crystals, which he feels give him energy, and he burns different colored candles for his changing moods."

Yoga isn't all Martin needs, however: *People* reveals the star had an acupuncturist on the set of his new video, "She's All I Ever Had," to relieve his tension headaches.

## Rap Up The Rock

*Newsweek* breaks the story on the rock and rap fusion of musicians like **Limp Bizkit**, **Kid Rock**, **Eminem** and **Everlast**. Eminem defends his hard-core lyrics: "I've wanted to kill kids that used to bully me in school. I know what it's like to come home crying and slamming the door and screaming and breaking s— in my room."

An industry impresario in the making, **Fred Durst** of **Limp Bizkit** reveals his aspirations: "I want to be just like **Puffy**."

Everlast expects the current trend to breed many copycats: "I bet you almost every label has an artist trying to make a record like this right now."

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.



**O'BBLIGING WOMAN** — Elle profiles female stars **Mary J. Blige**, **Missy "Misdemeanor" Elliott**, **Da Brat** and **Lil' Kim** asking them about their chart-topping success and their newfound industry power. **Diva Blige** describes her multilayered album: "The streets is gonna be happy with my record. You'll cry to it, dance to it, fuck to it. I've done a lot of love songs. Most of 'em are about how fucked up women are treated. It's good to know my music helps people. I'm goin' through it too — the same tears, the same black eye, the same stomach ache — and I'm gonna get us through it. I'm at such a place right now, such a peace, I cannot be knocked down."

## If You Wannabe My Husband

*People* gets inside the \$800,000 wedding of **Posh Spice**, a.k.a. **Victoria Adams**, and soccer star **David Beckham** at Luttrellstown Castle in Ireland. All of the **Spice Girls** were present except the ousted **Ginger Spice**, a.k.a. **Geri Halliwell**, who claims she wasn't invited. Invitee **Elton John** had his piano flown in for a scheduled performance, but canceled after suffering a stroke. Luckily, an 18-piece orchestra was on hand to play **Spice Girls** hits.

## Love, Italian Style

*Entertainment Weekly* dubs darling rocker **Courtney Love** its "Freak of the Week." During a **Hole** show in Italy, Love demanded that the audience sing their national anthem. The unruly crowd, however, responded to Love's orders with a lewd soccer chant.

And when she's not causing strife with foreign audiences, Ms. Love winds down by making tapestry pillows for her friends (*Globe*).

## A True X-Phile

With a refrain of "David Duchovny, why won't you love me?" **Bree Sharp's** aptly titled song, "David Duchovny," has caught the attention of the *X-Files* star. Now if she could just get on an episode: "I'll do whatever they want me to do — dress as an alien, wear an FBI suit. Whatever. I just want to meet David" (*Entertainment Weekly*).

## CYBERSPACE

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

## 'Net Chats

• Plug in to a live cyberinterview with **Collective Soul's** Ed Roland tonight (7/16) at 8pm ET/5pm PT ([www.jamtv.com](http://www.jamtv.com)).

• Dish it up with **Vans Warped Tour '99** participants **Sevendust** on Monday (7/19) at 7pm ET/4pm PT ([www.sonicnet.com](http://www.sonicnet.com)).

## On The Web

• Enjoy the power and sensuality of the acoustic guitar as two master acts, **Strunz & Farah** and **Ottmar Liebert**, perform in a double bill beginning Sunday (7/18) at 9:30pm ET/6:30pm PT ([www.liveconcerts.com](http://www.liveconcerts.com)).

• Let **Britney Spears** e-mail your heart in a video cybercast from **Z100/NY's** recent "Zootopia" concert on Monday evening (7/19) at 9pm ET/6pm PT ([www.sonicnet.com](http://www.sonicnet.com)).



## MUSIC &amp; MOVIES

## CURRENT

- **AMERICAN PIE** (Universal)  
Single: **TONIC** You Wanted More  
Other Featured Artists: **BLINK 182**, **SUGAR RAY**, **THIRD EYE BLIND**
- **WILD WILD WEST** (Overbrook/Interscope)  
Singles: **WILL SMITH** Wild Wild West  
**ENRIQUE IGLESIAS** Bailamos  
Other Featured Artists: **BLACKSTREET**, **FAITH EVANS**, **SLICK RICK**
- **TARZAN** (Walt Disney Records)  
Single: **PHIL COLLINS** You'll Be In My Heart
- **SOUTH PARK: BIGGER, LONGER & UNCUT** (Atlantic)  
Single: **MICHAEL MCDONALD** Eyes Of A Child  
Other Featured Artists: **TRICK DADDY** f/ **TRINA & TRE**, **GEDDY LEE & ALEX LIFESON**, **VIOLENT FEMMES**
- **AUSTIN POWERS: THE SPY WHO SHAGGED ME** (Maverick)  
Single: **LENNY KRAVITZ** American Woman  
Other Featured Artists: **BIG BLUE MISSILE**, **BURT BACHARACH & ELVIS COSTELLO**
- **THE MATRIX** (Maverick/Nothing/Interscope)  
Single: **MARILYN MANSON** Rock Is Dead  
Other Featured Artists: **PRODIGY**, **ROB ZOMBIE**, **RAGE AGAINST THE MACHINE**
- **NEVER BEEN KISSED** (Capitol)  
Featured Artists: **SEMISONIC**, **CARDIGANS**, **OZOMATLI**
- **GO** (Work/ERG)  
Single: **NO DOUBT** New  
Other Featured Artists: **NATALIE IMBRUGLIA**, **FATBOY SLIM**, **EAGLE-EYE CHERRY**

## COMING

- **THE WOOD** (Jive)  
Single: **MYSTIKAL & OUTKAST** Neck Uv Da Woods  
Other Featured Artists: **BLACKSTREET**, **ROOTS**, **DMX**
- **EYES WIDE SHUT** (Warner Sunset/Reprise)  
Single: **CHRIS ISAAK** Baby Did A Bad Bad Thing  
Other Featured Artists: **JOCELYN POOK**, **VICTOR SILVERSTER ORCHESTRA**, **OSCAR PETERSON TRIO**

"Music & Movies" lists current and coming film soundtracks according to box-office standing, as well as singles appearing on R&R's format charts and other featured artists. To submit soundtracks for inclusion in this column, contact R&R Associate Editor **Elon Schoenholz** at (310) 788-1669; [elon@rroonline.com](mailto:elon@rroonline.com).

## MUSIC DATEBOOK

## MONDAY, JULY 26

1977/**Led Zeppelin's** U.S. tour is abruptly canceled when **Robert Plant's** 6-year-old son dies unexpectedly in England.

1990/Grateful Dead keyboardist **Brent Mydland**, 38, is found dead of a drug overdose in his San Francisco home.

1992/**Kiss** member **Paul Stanley** marries **Pamela Bowen**.

Born: **Mick Jagger** 1943, **Roger Taylor** (Queen) 1949

## TUESDAY, JULY 27

1976/After a four-year legal battle, **John Lennon** receives his green card and becomes a U.S. resident.

1984/**Prince's** first feature film, *Purple Rain*, opens nationally.

1990/**An Indiana** judge decides **2 Live Crew's** *As Nasty as They Wanna Be* violates state standards of decency and will not be sold to minors.

Born: **Maureen McGovern** 1949

## WEDNESDAY, JULY 28

1957/**Jerry Lee Lewis** makes his TV debut on *The Steve Allen Show*.

1986/**Johnny Mathis** and **Natalie Cole** perform together on PBS to honor Nat "King" Cole.

1987/**Surviving Beatles** members sue Nike for its use of the group's song "Revolution" in its TV commercials.

1992/**Warner Bros. Records** removes the track "Cop Killer" from all subsequent **Ice-T & Body Count** albums.

1995/**The rights to Jimi Hendrix's** name, likeness, image and music are officially returned to his father, **James Al Hendrix**.

Born: **Rick Wright** (Pink Floyd) 1945  
Releases: **R.E.M.'s** *Life's Rich Pageant* 1986

## THURSDAY, JULY 29

1965/**The Beatles** film *Help!* premieres in London.

1966/**Bob Dylan** sustains critical neck and head injuries following a motorcycle accident in upstate New York.

1974/**Mama Cass Elliott**, 32, dies of heart failure.

1980/**In Manchester, England, New Order** perform for the first time.

Born: **Geddy Lee** (Rush) 1953

## FRIDAY, JULY 30

1983/**The English Beat** disband.

1987/**David Bowie's** U.S. *Glass Spider* tour commences in Philadelphia.

Born: **Paul Anka** 1941, **Kate Bush** 1958

## SATURDAY, JULY 31

1964/**Country singer Jim Reeves**, 41, dies in a plane crash.

1971/**A 22-year-old security guard** is fatally stabbed at a New York **Who** concert. Also ... **The Rolling Stones'** documentary feature film *Gimme Shelter* premieres in London.

1980/**Ex-Mamas & The Papas** member **John Phillips** is arrested in New York and charged with narcotics distribution.

1996/**Aerosmith** terminate their 12-year business relationship with manager **Tim Collins**.

Born: **Daniel Ash** (Bauhaus/Love & Rockets) 1957, **Bill Berry** (ex-R.E.M.) 1958

## SUNDAY, AUGUST 1

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

1964/**Country singer Johnny Burnette** dies in a boating accident.

1981/**MTV** debuts in the U.S. with the Buggles' "Video Killed the Radio Star."



Video thrilled the radio star!

1989/**Eric Clapton** concludes his three-year world tour with a free show in Mozambique.

Born: the late **Jerry Garcia** (Grateful Dead) 1942, **Robert Cray** 1953, **Joe Elliott** (Def Leppard) 1960

— Mark Solovicos

# KTRH HOUSTON

## A Truly Legendary Station

Honored to be nominated for the  
**Marconi Award**  
as Legendary Station of the Year



**KTRH Soundman**



**Howard Hughes on KTRH**



**KTRH's Dan Rather**

NewsRadio 740 KTRH has a rich broadcasting history. KTRH signed on the air on March 25, 1930. Since that time, KTRH has been a broadcast pioneer originating the nation's very first live, man on the street interview program called "Vox Pop". It was produced by dropping a microphone out the window down to the street from the KTRH Studios in the historic Rice Hotel in downtown Houston. KTRH also created and produced one of the all-time favorite quiz shows "Dr. I.Q.". Ted Neighbors would stand on the stage of the Metropolitan Theatre while Tom Jacobs roamed the audience and made famous the line, "Doctor, I have a lady in the Balcony!" KTRH was one of the first stations in the country to launch into the talk format, debuting "The Talk of Houston" in 1962 featuring one of America's very first female talk hosts. KTRH's alumni include Walter Cronkite, Dan Rather and Jim Nance.

KTRH has continued to evolve to meet the needs of Houstonians, transitioning into "NewsRadio" in 1983 and adopting an all news and sports format. KTRH has a steadfast commitment to news coverage from the big story to human interest, from around the world to around the corner. At KTRH, "The News Watch Never Stops" is more than a slogan. KTRH is the only newsroom in Houston to be staffed 24 hours a day, 7 days a week bringing our audience the latest news, whenever it breaks. In addition, KTRH delivers unparalleled community service like diaper drives for homeless Houston children and teddy bear drives for refugee children in Kosovo. KTRH has also produced some of the nation's top sports programming including play by play action of the two time NBA Champion Houston Rockets, Major League Baseball's Houston Astros and the NFL's Houston Oilers.

KTRH has won numerous community awards and been recognized by many professional organizations including the Radio Television News Directors Association which has honored KTRH with four National Edward R. Murrow Awards. In 1999, the National Headliner Awards presented KTRH "Best Newscast", ahead of CBS World News Roundup and ABC Network News.

From pioneers in broadcasting to the voice for a new millennium, KTRH is America's legendary radio station.



**Rich in Heritage**

**Committed to Integrity**

**Dedicated to Service**



69.7 million households

## SPANKIN' NEW ADDS

**GINUWINE** So Anxious  
**MACY GRAY** Do Something  
**98 DEGREES** I Do  
**OFFSPRING** The Kids Aren't Alright  
**POWERMAN 5000** When Worlds Collide  
**CHRIS ROCK** No Sex (In The Champagne Room)

## BUZZWORTHY

**CHRISTINA AGUILERA** Genie In A Bottle  
**MACY GRAY** Do Something  
**ENRIQUE IGLESIAS** Bailamos  
**LEN** Steal My Sunshine

## DAYTIME

**CHRISTINA AGUILERA** Genie In A Bottle  
**TAL BACHMAN** She's So High  
**BACKSTREET BOYS** I Want It That Way  
**B. G.** Bling Bling  
**BLACKSTREET** Think About You  
**BLAQUE** 808  
**BLINK 182** What's My Age Again?  
**CASE** Happily Ever After  
**CHEMICAL BROTHERS** Let Forever Be  
**DESTINY'S CHILD** Bills, Bills, Bills  
**D. V. D. A.** What Would Brian Boitano Do? Pt. II  
**MISSY "MISDEMEANOR" ELLIOTT** She's A Bitch  
**EMINEM** Guilty Conscience  
**FREESTYLERS / DEFINITION OF SOUND** Here We Go  
**GARBAGE** When I Grow Up  
**GINUWINE** So Anxious  
**GODSMACK** Keep Away  
**GOO GOO DOLLS** Black Balloon  
**MACY GRAY** Do Something  
**LAURYN HILL** Everything Is Everything  
**WHITNEY HOUSTON** It's Not Right But It's Okay  
**ENRIQUE IGLESIAS** Bailamos  
**JA RULE** Holla Holla  
**JUVENILE** Back That Thang Up  
**K-CI & JOJO** Tell Me It's Real  
**KID ROCK** Bawdabada  
**LENNY KRAVITZ** American Woman  
**LEN** Steal My Sunshine  
**LIL' CEASE / LIL' NIM, JOE HOOKER & MR. BRISTAL** Play Around  
**LIMP BIZKIT** Nookie  
**LIT** My Own Worst Enemy  
**JENNIFER LOPEZ** If You Had My Love  
**MADONNA** Beautiful Stranger  
**RICKY MARTIN** The Cup Of Life  
**JOEY MCINTYRE** I Love You Came Too Late  
**MOBB DEEP** Quiet Storm  
**MONICA** Street Symphony  
**MYSTIKAL & OUTKAST** Neck Uv Da Woods  
**'N SYNC** I Drive Myself Crazy  
**NAUGHTY BY NATURE** Jamboree  
**98 DEGREES** I Do  
**OFFSPRING** Why Don't You Get A Job?  
**112** Anywhere  
**DRGY** Stitches  
**POWERMAN 5000** When Worlds Collide  
**RAHZEL** All I Know  
**RED HOT CHILI PEPPERS** Scar Tissue  
**CHRIS ROCK** No Sex (In The Champagne Room)  
**RUFF RYDERS / NOKIO** What You Want  
**702** Where My Girls At?  
**SILVERCHAIR** Ana's Song (Open Fire)  
**SMASH MOUTH** All Star  
**WILL SMITH** Wild Wild West  
**BRITNEY SPEARS** Sometimes  
**SUGAR RAY** Someday  
**TLC** No Scrubs  
**TONIC** You Wanted More  
**TRICK DADDY** Nann Brother  
**TRU** Hoody Hoo  
**TYRESE** Lately  
**VITAMIN C** Smile

## SHOWTIME

**CHRISTINA AGUILERA** Genie In A Bottle  
**BACKSTREET BOYS** I Want It That Way  
**BLACKSTREET** Think About You  
**BLAQUE** 808  
**BLINK 182** What's My Age Again?  
**CASE** Happily Ever After  
**DESTINY'S CHILD** Bills, Bills, Bills  
**D. V. D. A.** What Would Brian Boitano Do? Pt. II  
**EMINEM** Guilty Conscience  
**GARBAGE** When I Grow Up  
**GINUWINE** So Anxious  
**GOO GOO DOLLS** Dizzy  
**MACY GRAY** Do Something  
**LAURYN HILL** Everything Is Everything  
**WHITNEY HOUSTON** It's Not Right But It's Okay  
**JA RULE** Holla Holla  
**K-CI & JOJO** Tell Me It's Real  
**KID ROCK** Bawdabada  
**LENNY KRAVITZ** American Woman  
**LIMP BIZKIT** Nookie  
**LIT** My Own Worst Enemy  
**JENNIFER LOPEZ** If You Had My Love  
**MADONNA** Beautiful Stranger  
**RICKY MARTIN** The Cup Of Life  
**JOEY MCINTYRE** Stay The Same  
**MONICA** Street Symphony  
**MYSTIKAL & OUTKAST** Neck Uv Da Woods  
**'N SYNC** I Drive Myself Crazy  
**98 DEGREES** I Do  
**OFFSPRING** The Kids Aren't Alright  
**DRGY** Stitches  
**POWERMAN 5000** When Worlds Collide  
**RED HOT CHILI PEPPERS** Scar Tissue  
**CHRIS ROCK** No Sex (In The Champagne Room)  
**702** Where My Girls At?  
**SILVERCHAIR** Ana's Song (Open Fire)  
**SMASH MOUTH** All Star  
**WILL SMITH** Wild Wild West  
**BRITNEY SPEARS** Sometimes  
**SUGAR RAY** Someday  
**TONIC** You Wanted More  
**TLC** No Scrubs  
**TYRESE** Lately

Video playlist for the week of July 12.



50.8 million households  
Isaak

## ADDS

**ALICE IN CHAINS** Get Born Again  
**MARY J. BLIGE** All That I Can Say  
**TOM PETTY & THE HEARTBREAKERS** Swingin'  
**TRAIN** Meet Virginia

## INSIDE TRACKS

**TAL BACHMAN** She's So High  
**LEN** Steal My Sunshine

## XL

**LENNY KRAVITZ** Fly Away  
**JENNIFER LOPEZ** If You Had My Love  
**RICKY MARTIN** Livin' La Vida Loca  
**SMASH MOUTH** All Star  
**MADONNA** Beautiful Stranger

## NEW

**ALANIS MORISSETTE** So Pure  
**TOM PETTY & THE HEARTBREAKERS** Swingin'  
**RED HOT CHILI PEPPERS** Scar Tissue  
**DONNA SUMMER** I Will Go With You (Con Te Pa-tiro)

## LARGE

**TAL BACHMAN** She's So High  
**BACKSTREET BOYS** I Want It That Way  
**GOO GOO DOLLS** Black Balloon  
**WHITNEY HOUSTON** It's Not Right But It's Okay  
**LENNY KRAVITZ** American Woman  
**SARAH MCLACHLAN** I Will Remember You  
**WILL SMITH** Wild Wild West  
**SUGAR RAY** Every Morning

## MEDIUM

**BLESSID UNION OF SOULS** Hey Leonardo (She...)  
**CHER** Strong Enough  
**PHIL COLLINS** You'll Be In My Heart  
**SHERYL CROW** Sweet Child O' Mine  
**FASTBALL** Out Of My Head  
**ENRIQUE IGLESIAS** Bailamos  
**LEN** Steal My Sunshine  
**EDWIN MCCAIN** I Could Not Ask For More  
**SUGAR RAY** Someday  
**SHANIA TWAIN** That Don't Impress Me Much  
**SHANIA TWAIN** You've Got A Way

## CUSTOM

**ALICE IN CHAINS** Get Born Again  
**BARENAKED LADIES** Call And Answer  
**ERIC BENET** Spend My Life With You  
**BLACKSTREET** Think About You  
**MARY J. BLIGE** All That I Can Say  
**BUCKCHERRY** Lit Up  
**CASE** Happily Ever Right  
**CITIZEN KING** Better Days (And The Bottom Drops Out)  
**HARRY CONNICK JR.** Come By Me  
**CREED** Tom  
**DEF LEPPARD** Promises  
**DIDO** Here With Me  
**FUEL** Jesus Or A Gun  
**GARBAGE** When I Grow Up  
**LAURYN HILL** Everything Is Everything  
**HOOTIE & THE BLOWFISH** Wishing  
**JAMIROQUAI** Canned Heat  
**K-CI & JOJO** Life  
**LUSCIOUS JACKSON** Ladyfingers  
**MAXWELL** Fortunata  
**MEGADETH** Crush 'Em  
**JOHN MELLENCAMP** I'm Not Running Anymore  
**METALLICA** Whiskey In The Jar  
**CHANTÉ MOORE** Chanté's Got A Man  
**JESSE POWELL** You  
**VONDA SHEPHERD** Baby Don't You Break My Heart Slow  
**TLC** No Scrubs  
**TRAIN** Meet Virginia  
**TYRESE** Lately  
**"WEIRD AL" YANKOVIC** The Saga Begins

Video airplay from July 19-25.

36 million households  
Cindy Mahmoud  
VP/Music Programming & Entertainment

## Video Playlist

**702** Where My Girls At?  
**CASE** Happily Ever After  
**DESTINY'S CHILD** Bills, Bills, Bills  
**GINUWINE** So Anxious  
**JA RULE** Holla Holla  
**K-CI & JOJO** Tell Me It's Real  
**LAURYN HILL** Everything Is Everything  
**MARY J. BLIGE** All That I Can Say  
**MAXWELL** Fortunata  
**PUFF DADDY** P.E. 2000

## Rap City

**BEATNUTS** Watch Out Now  
**CAM'RON** Let Me Know  
**EIGHTBALL & MJG** We Started This  
**INSPECTAH DECK** Word On The Street  
**JA RULE** Holla Holla  
**JUVENILE** Back That Thang Up  
**LAURYN HILL** Everything Is Everything  
**MOBB DEEP** Quiet Storm  
**RUFF RYDERS** Ryde Or Die  
**TRU** Hoody Hoo

Video playlist for the week ending July 16.

# TELEVISION

## TOP TEN SHOWS JULY 5-11

Total Audience  
(95.9 million households)

- 1 **Dateline NBC (Tuesday)**
- 2 **60 Minutes**
- 3 **Frasier**
- 4 **Movie (Monday)**  
(She Woke Up Pregnant)
- 5 **Will & Grace (Thursday)**
- 6 **20/20 (Friday)**
- (tie) **Movie (Sunday)**  
(The Streets Of Laredo, Pt. 1)
- 8 **Movie (Wednesday)**  
(A Perfect World)
- (tie) **Friends**
- 10 **60 Minutes II**

### Teens 12-17

- 1 **Sabrina The Teenage Witch**
- 2 **Brother's Keeper**
- 3 **Boy Meets World**
- 4 **Futura**
- 5 **The Simpsons**
- 6 **Movie Stars**
- 7 **That '70s Show (8:30pm)**
- 8 **Two Of A Kind**
- 9 **That '70s Show (8pm)**
- 10 **Ally McBeal**

(tie) **Unhappily Ever After**

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

VH1 presents **Eric Clapton's** recent Madison Square Garden **Crossroads Benefit Concert**,

which also featured performances by **Mary J. Blige, Sheryl Crow, Bob Dylan** and **David Sanborn** (Saturday, 7/17, 9pm).

### Friday, 7/16

- **Pretenders, The Tonight Show With Jay Leno (NBC)**, check local listings for time.
- **Gillian Welch and David Rawlings with Emmylou Harris, Late Night With Conan O'Brien (NBC)**, check local listings for time.

### Saturday, 7/17



- **A&E's latest Live By Request** showcases **Earth, Wind & Fire**, whose playlist will be derived from viewers' calls and e-mails (9pm ET/6pm PT).
- **Beck, Saturday Night Live (NBC, 11:30pm)**.

### Monday, 7/19

- **Luscious Jackson, Jay Leno.**
- **Patty Griffin, Late Show With David Letterman (CBS)**, check local listings for time).

### Tuesday, 7/20

- **Sixpence None The Richer, Late Late Show With Craig Kilborn (CBS)**, check local listings for time).

### Wednesday, 7/21

- **Tatyana Ali, Jay Leno.**

### Thursday, 7/22

- **L.L. Cool J, Jay Leno.**
- **Jamiroquai, David Letterman.**

# FILMS

## BOX OFFICE TOTALS

Title	Distributor	Weekend (\$ To Date)
1 <b>American Pie</b>	Universal*	\$18.70 (\$18.70)
2 <b>Wild Wild West</b>	WB	\$16.83 (\$76.56)
3 <b>Big Daddy</b>	Sony	\$16.03 (\$116.48)
4 <b>Tarzan</b>	Buena Vista	\$10.81 (\$129.00)
5 <b>The General's Daughter</b>	Paramount	\$7.92 (\$79.18)
6 <b>Arlington Road</b>	Sony*	\$7.51 (\$7.51)
7 <b>Star Wars: Episode I - The Phantom Menace</b>	Fox	\$7.49 (\$385.18)
8 <b>South Park: Bigger, Longer &amp; Uncut</b>	Paramount	\$7.06 (\$35.50)
9 <b>Austin Powers: The Spy Who Shagged Me</b>	New Line	\$6.82 (\$182.51)
10 <b>Summer Of Sam</b>	Buena Vista	\$3.46 (\$14.05)

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

## COMING ATTRACTIONS:

This week's openers include **The Wood**, starring **Taye Diggs** and **Omar Epps**. The film's **Jive** soundtrack sports cuts by **R. Kelly** ("It's All Good"), **Mystikal & OutKast** ("Neck Uv Da Woods"), **Blackstreet** ("Think About You"), the **Roots** ("Ya' All Know Who!"), **DMX** ("I Can I Can"), **UGK** / **Smitty & Sonji** ("Belts to Match"), **Joe** ("I Wanna Know"), **Too Short** ("Still Strugglin'"), **Whodini** ("Freaks Come Out at Night"), **Biz Markie** ("Make the Music With Your Mouth Biz") and **Luther Vandross & Cheryl Lynn** ("If This World Were Mine"). Also on the ST: **Imajin's** "Love Letter," **Night & Day's** "Dante's Girl," **Marc Dorsey's** "Crave," **Jane Blaze's** "Jane's Law," **Ahmad's** "Back in the Day (Remix)," **Liberty City Fla.'s** "24-7 (Lil' Jon Dirty South Mix)" and **Cash Money Millionaires'** "The Hood (It's All Good)."

**Muppets From Space**—starring **Jeffrey Tambor, David Arquette** and, of course, the **Muppets**—also opens this week. The film's **Sony Wonder/Epic** soundtrack features new renditions of **Earth, Wind & Fire** songs: "Shining Star" is performed by the **Dust Brothers** featuring **Jaymes** (Seal's younger brother), while "Getaway" is done by the **Getaway People**. Other covers include **G. Love & Special Sauce's** take on **Brick's** "Dazz," while **George Clinton** teams with **Pele** (the Muppet pawn) on "Spaceflight," a new version of Clinton's Parliament classic "Flashlight." Alongside a cover of **Kool & The Gang's** "Celebration" by the "Alien Gonzos," the CD also contains the **Commodores'** "Brick House," the **Isley Brothers'** "It's Your Thing," the **O'Jays'** "Survival," **James Brown's** "Get Up Offa That Thing," **Billy Preston's** "Outa Space" and **Gonzo** the Muppet's "I'm Going Back There Someday."

Rounding out this week's openers is **Eyes Wide Shut**, starring **Tom Cruise** and **Nicole Kidman**. **Chris Isaak** contributes "Baby Did a Bad Bad Thing" to the film's **Warner Sunset/Reprise** soundtrack, which also contains original music by **Jocelyn Pook**, various classical pieces interpreted by pianist **Dominic Harlan** and more.

55 million households  
Peter Cohen,  
VP/Programming

## National Top 20

Pos.	Artist	Avg. Gross (in 000s)
1	ROLLING STONES	\$2,496.6
2	GEORGE STRAIT	\$1,897.8
3	DAVE MATTHEWS BAND	\$1,294.1
4	SHANIA TWAIN	\$699.8
5	ELTON JOHN	\$642.7
6	AEROSMITH	\$554.8
7	JOHN MELLENCAMP	\$418.6
8	'N SYNC	\$398.9
9	ROD STEWART	\$396.5
10	NEIL YOUNG	\$387.5
11	KRAVITZ/BLACK CROWES	\$317.2
12	KORN/ROB ZOMBIE	\$312.2
13	JAY-Z/DMX	\$259.0
14	JOURNEY	\$230.7
15	GIPSY KINGS	\$229.5

POLLSTAR  
CONCERT PULSE

Pos.	Artist	Avg. Gross (in 000s)
1	BEN LEE	\$2,496.6
2	BLOCK	\$1,897.8
3	JOHN TESH	\$1,294.1
4	JON SPENCER BLUES EXPLOSION	\$699.8
5	LOW	\$642.7
6	MAN OR ASTRO-MAN?	\$554.8
7	MANHATTAN TRANSFER	\$418.6
8	MELVINS	\$398.9
9	MOBY	\$396.5
10	POWERMAN 5000	\$387.5
11	STEVE WINWOOD	\$317.2

Among this week's new tours:  
**BEN LEE**  
**BLOCK**  
**JOHN TESH**  
**JON SPENCER BLUES EXPLOSION**  
**LOW**  
**MAN OR ASTRO-MAN?**  
**MANHATTAN TRANSFER**  
**MELVINS**  
**MOBY**  
**POWERMAN 5000**  
**STEVE WINWOOD**

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



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***What are diarykeepers writing about stations in my market?***

A mini-focus group of real diarykeepers right on your PC. See what listeners are saying in their diary about you and the competition!

***When listeners leave a station, what stations do they go to?***

See what stations your drive time audience listens to during midday.

***How are stations trending by specific age?***

Track how many diaries and quarter-hours your station has by specific age.

***How's my station trending hour by hour?***

Pinpoint your station's best and worst hours at home, at work, in car.

***How often do my listeners tune in and how long do they listen?***

Breaks down Time Spent Listening by occasions and TSL per occasion.

***How are my 100+ Quarter-Hour diaries trending?***

Diaries with 100+ quarter-hours account for about 10% of the average station's diaries, but they represent a whopping 40% of the quarter-hours. Now you can understand how these crucial listeners impact your listening.

***When I'm P1, who's P2?***

See whom you should be trying to pull listeners from.

***When I'm P2, who's P1?***

See whom your listeners prefer over you.

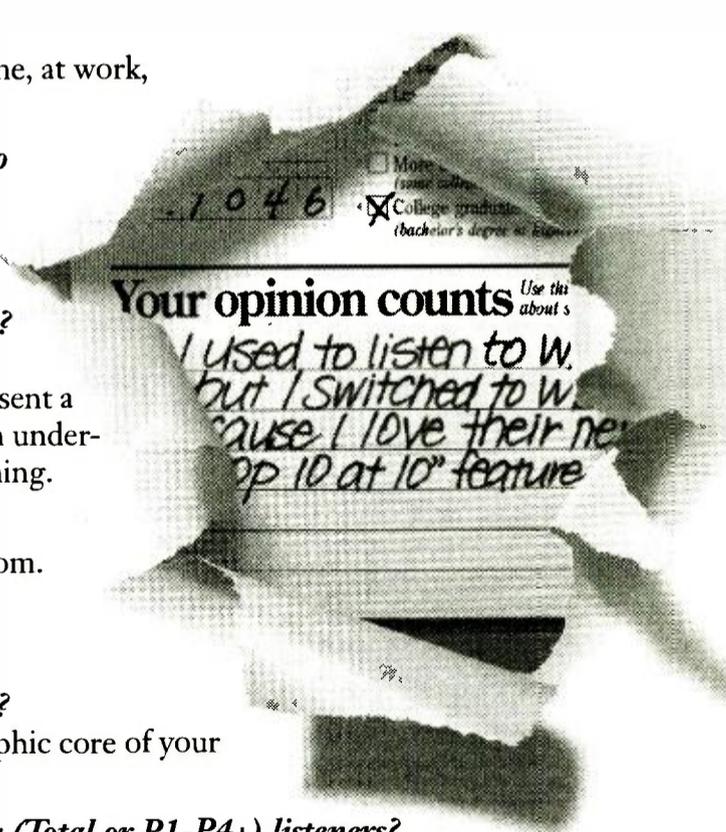
***What age range accounts for most of my audience?***

Find out what age range defines the true demographic core of your station.

***What are the residential and workplace zips of my (Total or P1-P4+) listeners?***

Find out where your listeners live for better marketing and promotion results.

To use PD Advantage to *your* station's advantage, call your Arbitron account executive or Bob Michaels, manager, Radio Programming Services, at (972) 385-5357 or send an e-mail to bob.michaels@arbitron.com. .





**AL PETERSON**  
alpeterson@rionline.com

## Arbitron Defined

### □ A glossary of terms to help you get the most from your Radio Market Report

In a recent conversation with an industry friend, as we discussed the ratings and rankings of several competing Talk stations, an interesting thing became clear to us: Although after many years in the radio business we both certainly knew certain Arbitron terms and abbreviations, if pressed to define what they really *meant* — suffice it to say that we both came up a little short.

With the spring Arbitron period just over and the summer book underway, I thought this might be a good time to review some of the abbreviations and terminology you need to get the most out of your Arbitron rating report. Just how well do you know your HDAs from your DMAs and PPDVs? Are you sure about your station's AQH and RMR? If not, then these next paragraphs are definitely for you. In fact, you might want to consider saving these pages for future reference.

Since space prevents us from defining every single Arbitron term and acronym, I've left out some of the more common ones such as *daypart* and *demographics* under the assumption that most of us are pretty clear on what those mean. The definitions on these pages are to help clarify the kinds of Arbitron numbers we discuss and use every day for everything from setting advertising rates to reviewing our competitive standing in the market — even for figuring our talent's bonus structure. So although it's not a list of every Arbitron term you could find in a ratings report, it's still a quick review that will undoubtedly help you

to brush up on your "Arbitron speak."

My thanks to Shelly Cagner at Arbitron's New York City-based Communications office for her assistance in providing this updated glossary.

**Ascription:** A statistical technique that assigns diary credit based on the eligible stations' historical diary mentions in the county from which the diary was received.

**Average Quarter Hour Persons:** The estimated average number of persons listening to a station during a particular daypart, expressed in hundreds.

**Average Quarter Hour Rating:** The Average Quarter Hour Persons estimate expressed as a percentage of the appropriate estimated population.

**Average Quarter Hour Share:** The Average Quarter Hour Persons estimate for a given station expressed as a percentage of the Metro total Average Quarter Hour Persons estimate within a reported daypart.

**Below-the-line listing:** Describes how a station's estimates are printed in a Radio Market Report. A sta-

tion may be listed "below the line" if it has engaged in activities determined by Arbitron to have the potential to bias or distort ratings. "Below the line" may also refer to a station listed as an outside-the-market station.

**Cost Per Rating Point:** The cost of reaching an Average Quarter Hour Persons audience that is equivalent to 1% of the population in a given demographic group. The spot cost divided by the AQH rating equals the Cost Per Rating Point.

**Cost Per Thousand (CPM):** The cost of delivering 1,000 gross impressions. The spot cost divided by AQH Persons and multiplied by 1,000 equals the CPM.

**Cume Duplication:** The percentage of estimated Cume Persons for one station who also listened to another station.

**Cume Persons:** The estimated number of different persons listening to a station during a particular daypart, expressed in hundreds.

**Cume Rating:** The Cume Persons

Continued on Page 28

## It's About Time

In a recent newsletter, sales and management trainer **Jeffrey Keller** addresses a situation that is near and dear to the hearts of broadcasting executives everywhere, who must constantly work on making better use of their time in this busier-than-ever age of radio. And whether you are in broadcast sales or in most any other position in the broadcasting industry today, these thought-provoking tips from Keller can help you improve your time-management skills — and your life.



Jeffrey Keller

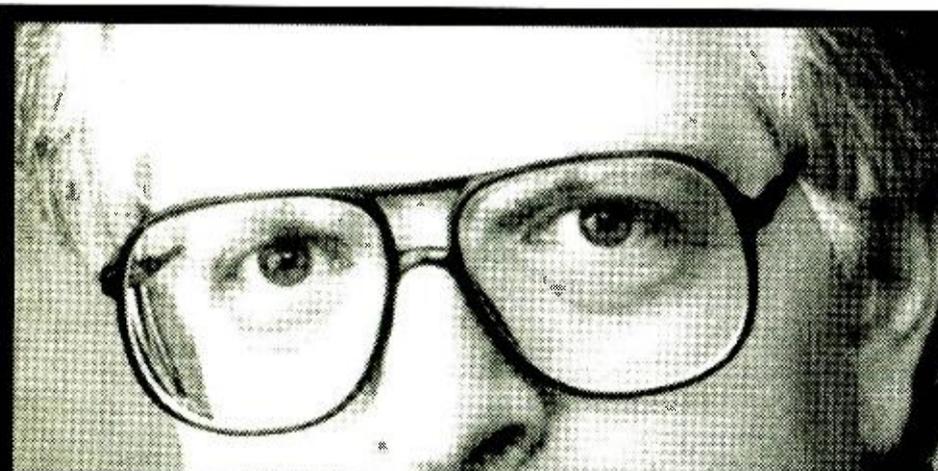
• **Fill your "to do" list with priority tasks** — Most people have a list of things to do each day, but that is not the end of the story. The issue is whether these tasks are really the most effective way to use your time. Often you will do activities that are comfortable for you even if they don't produce the maximum results. Maybe it's time to do some of those things you've been putting off — like more face-to-face meetings with prospects. Continually ask yourself, "Is what I'm doing right now the best possible use of my time?"

• **Look for the leverage points** — Even if you are doing high-priority tasks, you're going to find that some efforts have far greater rewards than others. For instance, some people pursue one small sale at a time, while others pursue strategic alliances with certain organizations that allow them to reach customers they could never find on their own. For example, you could target a particular industry and call on one business after another. Or you could do a presentation at one of their trade shows and speak to 100 businesses in a single shot!

• **Get focused!** — One of the greatest enemies of success is scattered energy. When you try to accomplish three major projects at once, you generally get disappointing results in all three. Had you concentrated your energies on one of these projects, you would have had a far greater chance of achieving excellent results. This is not about "putting all your eggs in one basket" permanently. After you finish the first project, you can move on to another major assignment.

• **Delegate or outsource** — Whether you own your own company or work for someone else, there is a natural tendency to think that you are saving money by doing it all on your own. But what you are really doing is losing money! If you are spending a few hours a day licking stamps and putting information packets together — instead of meeting with prospects and customers — you're mismanaging your time. And how about those people who save \$40 and spend half a day setting up an order form on their word processor? Is that an example of time well spent? In any endeavor, business or personal, it's wise to try to keep costs down. But we often take this to extremes and fail to recognize the cost of spending hours on menial chores.

Continued on Page 28



# DENNIS PRAGER

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## Arbitron

Continued from Page 26

estimate expressed as a percentage of the appropriate estimated population.

**Designated Market Area (DMA):** A.C. Nielsen's geographic market design that defines each television market exclusive of others based on measurable viewing patterns. Every county or split county in the U.S. is assigned to a single DMA.

**Designated Sample:** Telephone numbers selected from the sample frame for a particular survey and determined by Arbitron to be usable.

**Differential Survey Treatment (DST):** Special survey procedures used to increase participation rates of targeted demographic groups that tend to be underrepresented in surveys.

**Ethnic Controls:** Collective term for procedures designed to improve the representation of black and Hispanic populations in Arbitron surveys.

**Exclusive Cume Audience:** The estimated number of Cume Persons who listened to only one station within a reported daypart.

**Frequency:** The average number of times a person is exposed to a radio spot schedule. Frequency equals gross impressions divided by net reach.

**Gross Impressions (GI):** The sum of the Average Quarter Hour Persons audience for all spots in a given schedule. To find the GI, multiply the AQH Persons by the number of spots in an advertising schedule.

**Group Quarters Population:** For Arbitron sampling purposes, "group quarters" refers to living arrangements such as college dorms, military barracks, nursing homes and prisons,

plus dwelling units that house 10 or more individuals. Residents of college dorms, military housing, etc., are considered eligible to participate in the survey if the telephone number is assigned to a private telephone serving fewer than 10 individuals.

**High Density Area (HDA):** A ZIP-code-defined area that may be established in a county or a split county within the Metro of an ethnic-controlled market.

**In Tab:** The number of usable diaries tabulated in producing a Radio Market Report.

**Listeners Per Dollar (LPD):** The number of people who can be reached, or the number of impacts, with a single advertising dollar. The AQH audience divided by the spot cost equals the LPD.

**Metro In-Tab/Target Index:** The ratio of the number of Metro in-tab diaries to the Metro sample target, generally expressed as a whole number.

**Metro Survey Area (MSA):** The primary reporting area for local radio. MSAs generally conform to the federal government's metropolitan areas.

**Metro Totals/DMA Totals:** Total reported listening to radio in the Metro or DMA. It can refer to AQH or cume estimates.

**Net reach:** The number of different persons reached in a given schedule.

**Persons Per Diary Value (PPDV):** The numerical value assigned to each in-tab diary for the purpose of projecting audience estimates to the entire 12+ population in a market. The PPDV reflects the number of persons 12+ in the reporting area represented by each in-tab diary after sample balancing.

**Radio Market Report (RMR):** A syndicated report for a designated market. Also known as SRMR (Standard Radio Market Report) or

CRMR (Condensed Radio Market Report).

**Rating (AQH or Cume):** The estimated percentage of the demographic population listening to a given station or to total radio during a specified time period.

**Self-Mailer:** A document that can be sealed or closed and does not require an envelope to be mailed. The Arbitron diary is a self-mailer.

**Share:** The percentage of those listening to radio in the Metro who are listening to a particular radio station.

**Split County:** A portion of a county, consisting of one or more ZIP codes, that is recognized as a separate sampling unit for purposes of survey area definition or more discrete sample control.

**Station Information Packet (SIP):** A set of forms mailed by Arbitron to radio stations approximately seven weeks before each survey.

**Time Spent Listening (TSL):** An estimate, expressed in hours and minutes, of the amount of time the average radio listener spent with a station (or total radio) during a particular daypart.

**Total Survey Area (TSA):** A geographic area that includes the Metro Survey Area and may include additional counties.

**Unidentified Listening (UUUU):** Listening reported in diaries that could not be credited to a specific station.

## TALK BACK TO R&amp;R!

Do you have questions, comments or feedback regarding this column or other issues?  
Call me at (619) 486-7559 or  
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## Time

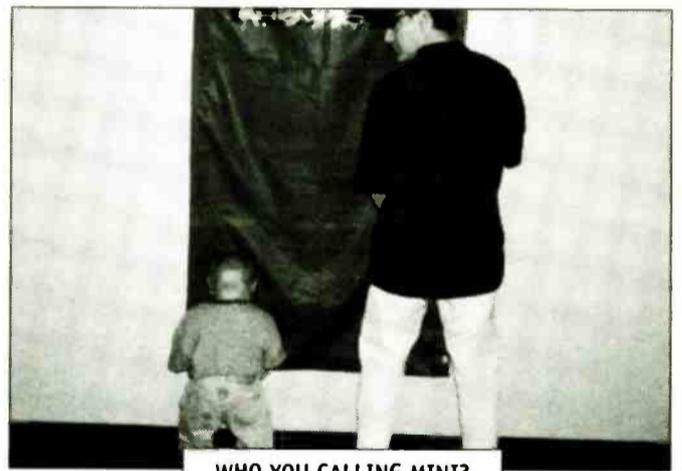
Continued from Page 26

• **Find time to exercise** — The human body was simply not designed to be sedentary. The silliest statement you can make is, "I don't have time to exercise." That's the same as saying, "I don't have time to be healthy." You cannot put your work time to maximum use if you are not healthy and energized. People with extraordinarily busy schedules find time to train for marathons and triathlons. So no matter how busy you are, put aside the excuses, consult a physician and start exercising!

• **Maintain your balance** — Each of our lives is made up of many components — health and fitness, relationships, career, spirituality, etc. In today's fast-paced society there are times when we find ourselves out of balance. Perhaps we are working on a project that requires us to work many extra hours. For a limited period of time we can do that. But there comes a point where productivity drops, relationships suffer and health is jeopardized. Don't push yourself past your limit — and seek to restore balance as soon as you can.

• **Moments of solitude** — If you want to think clearly, recognize opportunities and work efficiently, practice solitude on a regular basis. Spend time with yourself each day and do nothing! Don't think about what you want to accomplish. Don't even read a book or a magazine. Just sit or lie down and let your mind be still. When you develop a quiet mind, you'll feel rejuvenated, and you will think much more clearly and creatively.

Jeffrey Keller is President of East Norwich, NY-based Attitude Is Everything Inc. Reach him at (800) 790-5333 or, in New York, at (516) 922-7613. He can also be reached via the web at [www.attitudeiseverything.com](http://www.attitudeiseverything.com) or e-mail at [jkellerai@aol.com](mailto:jkellerai@aol.com).



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## Paragon

Continued from Page 1

There are various reasons to pause and reflect before reacting to the latest research on commercial tolerance:

**1. Conflicting Data:** There is conflicting research on commercial loads. Dating back to 1991, Paragon has been conducting studies on spot load preferences. In some cases, our data mirrors the results of the "Spot Load Study" released by R&R. Edison Research and Arbitron, and in some cases our data conflicts with their data. There could be very good reasons for the different results, such as sampling, methodology or timing. Or there may indeed be different results. A review of comparable data on spot load research appears in the right column of this page. Coincidentally, according to published reports, Cox Radio recently conducted its own research in one market and, as a result, reduced the spot load on one station from 14-15 to 11 units per hour.

**2. Inconclusive Data:** Researching the impact of commercials on listening is a very slippery proposition. Simply asking listeners what they do when commercials are played will elicit one answer. Following the same listeners around as they listen to radio and commercials will probably create an entirely different result. To truly gauge the effects of commercial load, a blind laboratory study needs to be conducted. For instance, listening habits among a panel would be tracked over a period of time as a station increases and decreases its commercial load.

**3. Look At Research With A Critical Eye:** The recipient of research should always look at research with a critical eye. How was the sample drawn? How were the questions asked? What were the desired results of the questionnaire? Whose interest is being served by the research? Was the research truly objective? The answers to these questions will naturally affect how one views the research.

In the case of the R&R/Edison/Arbitron study, there are several elements to understand.

• The sample is composed solely of radio diarykeepers. Based on Paragon's research, diarykeepers are a finite universe of listeners who are probably more predisposed toward using radio than the universe of people who will not cooperate with Arbitron. Therefore, the decline in radio listening among the general population is possibly greater than detected in a study of diarykeepers. While all of radio hinges on the opinions of diarykeepers today, in the future that likely will not be the case due to Arbitron's continuing development and eventual rollout of the Personal People Meter.

• The questionnaire that was used avoids harsh comments about radio advertising. Right or wrong, the people who contacted me were left with the impression that the study design and the conclusions were focusing on good news and

avoiding the negatives. The study did not, for instance, ask people what they dislike about radio. It did, however, ask, "In general, thinking about the commercials you hear on the radio, do you find them always informative, usually informative, sometimes informative, rarely informative or never informative?"— which is akin to asking, "How enjoyable did you find your dental appointment?"

• As the R&R/Edison/Arbitron report suggests, national research studies are not necessarily reflective of any local situation. Market tastes vary greatly, as do the stations that serve the market. Local historical patterns are lost in national research. A radio station should always test critical issues locally.

• Most important: Do the research results pass the most critical test, which is external validity? In other words, does the information conform to what you know to be true in the real world? If the research says one thing and practical experiences suggest something different, then the research lacks external validity. For example, the R&R/Edison/Arbitron study suggests listeners prefer more frequent but shorter stopsets. However, over the past five to 10 years or so, most music stations moved to clocks with two stopsets per hour and experienced TSL stabilization or increases as a result. In my experience with Paragon clients, no music station (to my knowledge) has ever moved back to a three-stopset hour after seeing the TSL benefits of the two-stopset hour. It is conceivable, however, if a music station is pushed above 12 units per hour, that the station is forced into a third stopset to limit the length of the existing stopsets. At best, that scenario represents a Wall Street-driven reality, but that should not be confused with external validity in favor of adding more stopsets.

### What The Study Did Not Address

Just as station-level radio research should be viewed as a single factor within the context of the overall environment, so should this research be viewed in the context of prevailing issues. Radio is being sucked into a media convergence vortex beyond our current comprehension. New media — the Internet, expanded TV channels from digital cable, pay-per-view movies, video games, downloaded music, etc. — are competing for radio listening like never before in our history. Therefore, external research in the broad media context is probably a more critical factor for radio at this stage. I have come to this conclusion because of Paragon's media research beyond radio — cable, newspaper and Internet research. Quite frankly, from an outside-in perspective, radio is potentially losing market share by the day, and the erosion may be further along than most in radio would ever believe.

I will not cite the numerous astounding statistics and facts about the increased entertainment options available to listeners today. Suffice

it to say, radio is in a significant battle for people's attention and, at best, radio is fighting for stability, not growth. A consistent trend within the R&R/Edison/Arbitron study showed that younger listeners were the most disenchanted and that radio is at the greatest risk of falling out of favor. For example, 55% of 12-24s say they turn the radio off because commercials are intrusive.

Paragon's existing client research also shows that radio is losing relevance with younger generations. Our research also suggests that similar deterioration is found not only among younger listeners, but also among many older listeners who fall into specific psychographic audience segments. Although probably not intentional, the results of the R&R/Edison/Arbitron research have left many with the impression that increasing spot loads is not problematic. Clearly, however, radio would be well-advised to pay more attention to the drastically changing media options around radio, including satellite radio on the horizon, which give listeners entertainment options that could cut into radio listening. This is not the time to spit in the wind by testing listeners' patience with higher and higher spot loads. Once you lose listeners to a new technology, they will be very difficult to bring back.

Gerry Hartshorn, formerly an NAB and radio researcher and currently Head/Program Research for a cable programming unit, reviewed the latest research and says, "As I read it, the most startling finding of the R&R/Edison/Arbitron study was just how many younger listeners perceive commercials as intrusions. Operators and programmers need to keep in mind that these younger listeners are radio's future. It's one thing to add additional spots to an already cluttered format like News/Talk, but it's entirely different when you add spots to the music-intensive formats preferred by younger listeners, where added clutter will be more noticeable.

"Radio has enjoyed a long run with no direct competitor for its consumers. However, in the next 18 months terrestrial radio as we know it will have its first true challenger in satellite radio. For radio operators who plan on cashing out in the next few years, this may not be a concern. But those operators who intend to be around for the long term might want to look carefully at new potential competitors like satellite radio. As a whole, I think radio should take a more concerned look at the results of the R&R/Edison/Arbitron study."

For those who can grasp the new reality, there are huge opportunities for radio to expand its platform. However, that is a lofty prospect, particularly given the somewhat myopic view of the world within some radio groups today. Smart radio operators will resist the easy temptation to ignore the mounting impact of convergence on radio.

The upside for radio will not be achieved simply by rearranging and

## A COMPARISON

## Paragon Vs. Edison/Arbitron

Paragon's Mike Henry also provided the following comparative data to accompany his article.

Despite significant sampling, methodological and timing differences, below are two examples where results of the Paragon and Edison/Arbitron studies are similar.

### Awareness Of Commercials On Radio

Perception of Commercials	Edison/ Arb 1999	Paragon 1999
More	42%	36%
Fewer	15%	6%
Same	41%	51%
Don't Know/NA	2%	6%

Paragon sample: 456 18-64 radio listeners in three markets (1-10, 11-20, 21-30)

Edison sample: 1,071 Arbitron diarykeepers in 94 markets

Paragon question: "Within the past year, has the number of commercials played on radio stations in your area increased, decreased or remained about the same?"

Edison question: "Think about the number of commercials played by the radio stations you listen to. Compared to one year ago, would you say there are now a lot more commercials, somewhat more commercials, the same amount, somewhat fewer or a lot fewer commercials on those radio stations?"

### Listeners Who Say They Continue Listening To Radio When A Commercial Comes On — By Location

Location	Paragon 1994	Paragon 1999	Edison/ Arb 1999
Home	59%	45%	64%
Work	71%	73%	67%
Car	32%	34%	41%

Paragon 1994 sample: 402 18-64 radio listeners in multiple markets

Paragon 1999 sample: 401 18-64 radio listeners in multiple markets

Edison sample: 1,071 Arbitron diarykeepers in 94 markets

Paragon question: "When you are listening to a radio station at (location here), and they start to play a set of commercials, how many commercials, if any, do you usually listen to before switching stations?"

Edison question: "Think about the time you spend listening to radio at (location). How often do you change stations when a commercial comes on the radio while you are listening at (location)?"

### Stopset Preferences

We found the following example where the Paragon and Edison/Arbitron data are very different. As you will see, the questions were worded differently and that may have created different responses. The Paragon data has eight years of tracking in place.

Paragon asked, "On the radio stations that you listen to, would you prefer longer music sets with less frequent but longer commercial breaks, or shorter music sets with more frequent but shorter commercial breaks?" The results:

#### Longer music sets with less frequent but longer commercial breaks:

1991	1994	1996	1999
70%	70%	52%	65%

#### Shorter music sets with more frequent but shorter commercial breaks:

1991	1994	1996	1999
30%	30%	45%	35%

1991 sample: 400 18-64 radio listeners in multiple markets

1994 sample: 400 18-64 radio listeners in multiple markets

1996 sample: 403 18-64 radio listeners in multiple markets

1999 sample: 401 18-64 radio listeners in multiple markets

The Edison/Arbitron study asked, "When you are listening to the radio, do you prefer that a station play long blocks of programming followed by long blocks of commercials or that a station stops programming more frequently, but with shorter blocks of commercials? In either case, the stations would play the same total of commercials." The results\*:

Long blocks of programming with long blocks of ads: 43%

More frequent stops with shorter blocks of ads: 57%

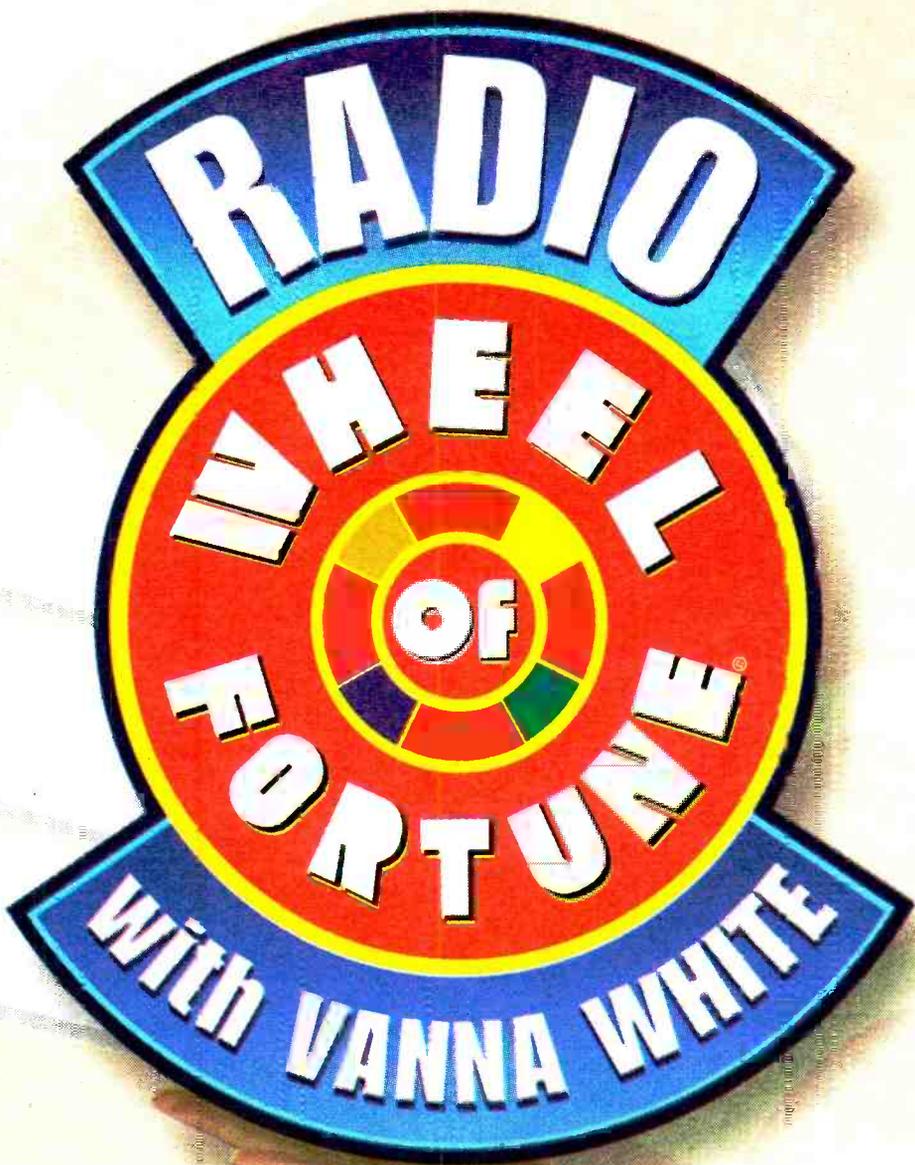
Edison sample: 1,071 Arbitron diarykeepers in 94 markets  
(\*DK/NA responses eliminated from Edison data to create proportional results to equal 100% for comparative purposes)

In the early '90s people were hearing their stations playing more frequent stopsets; therefore, longer music sweeps were more appealing. It is possible that the pendulum is swinging back toward a desire for more frequent but shorter stopsets and that future research will support the conflicting findings of the Edison/Arbitron study on this issue. My guess, however, is that the best course of action regarding stopsets is very station- and target-dependent. I do not suggest that stations leap to any conclusions without further inspection.

Continued on Page 33

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■ **PROVEN** **FastBlast** is not just a good idea, it has been road-tested in Philadelphia, Seattle and Milwaukee. **FastBlast** debuted at **WLZR** in Milwaukee in the Fall of 1998, with the station hitting a record high. **Y100**, Philadelphia (**WPLY**) is up sharply with the help of **FastBlast** in the Spring. Entercom's **KNDD** "The End" in Seattle also used **FastBlast** this spring and its numbers are equally impressive.

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**Paragon**

Continued from Page 30

increasing commercials or through on-air positioning that attempts to clarify a station's commercial stance, as the study recommends. The upside for radio will come from increasing value to the listener, from competing on a higher value level against new and old media and by increasing spot rates, not spots.

Mike Henry is a 20-year radio veteran who has spent the last 13 years at the national research and consulting level. Based in Denver, Paragon Research is a media research and consulting firm serving over 100 clients from radio, cable, television programming, newspapers and the Internet. Henry can be reached at (303) 922-5600 or by e-mail at [mhenry@paragon-research.com](mailto:mhenry@paragon-research.com).

**Counterpoint: Edison, Arbitron Reply**

Edison Media Research President Larry Rosin and Arbitron Sr. VP Scott Musgrave offer this response to Henry:

We welcome Mike Henry's contribution to the discussion about the impact of commercial spot loads on radio listeners. We agree with several points in Mike's article. In fact,

the Paragon findings for the most part mirror those in our national study.

We stated in our presentation at the R&R Convention that the results of our national survey may not necessarily reflect the situation in every local market. We also agree that strategies to handle spot loads might vary based upon the format and the demographic target audience of each station. Much of our analysis of the data based upon these characteristics is available at our websites: [www.edisonresearch.com](http://www.edisonresearch.com) and [www.arbitron.com/studies1.htm](http://www.arbitron.com/studies1.htm).

While research five to 10 years ago did lead many stations to adopt two stopset hourly clocks, that was in an era of eight to 10 units per hour. With some stations now having to accommodate more units per hour, our findings indicate that stations may want to revisit and re-evaluate their strategies through further research. It would be rash to make changes without conducting local research to discover the implications of such strategies for an individual station.

Again, we wish to thank R&R for sponsoring our Spot Load Study, and we reaffirm our joint commitment to continue to conduct national studies on such vital topics.

looking forward to working with the management team there to get that done."

Almost immediately following Reis' Tampa appointment, two of Cox's stations there changed formats: At 5:30pm on July 8 Adult Alternative WHPT-FM unveiled its new Classic Rock format by playing AC/DC's "For Those About to Rock." The station's slogan is "Classic Rock That Really Rocks," and it will compete against Clear Channel's crosstown WTBT-FM. Twelve hours later WCOF-FM dropped its Classic Hits format for "Soft Rock & Roll" as "The Bay." The format is focused around such core artists as Phil Collins, Supertramp, Journey, the Eagles, Jimmy Buffet and Matchbox 20.

"The biggest change in my job is working with two very good GMs in Tampa and having to drive back and forth on I-4 a lot more," Reis told R&R. "This process started in Tampa, when we acquired our additional properties from Clear Channel. We asked ourselves what would be the best way to serve Tampa-St. Petersburg with our cluster there. These new formats are a result of that."

WCOF VP/GM Jim Prain and WHPT VP/GM Jay O'Connor will continue to report to Reis. However, both Prain's and O'Connor's duties will be reconfigured to reflect Cox's expanded portfolio in Tampa.



Reis

**Cox**

Continued from Page 1

join the Cox Radio board of directors and team with Ferguson in managing Cox Radio's relationship with the company's Interactive Media arm.

Neil commented, "With the additional stations we have acquired in our recent purchases and swaps, our new Atlanta-area FM, the growth of Cox Syndication and the growth of Cox Interactive Media, this structure makes sense to provide the depth we need to continue to grow. With Dick and Marc, we have the two best operating people in America at the head of Cox Radio."

Morgan said, "I'm very gratified and excited to continue to play a role in the operation of this company. I look forward to working with Bob and Dick and helping them make the many projects we have on our plate successful."

Concurrently, Cox Group VP Rich Reis, who oversees the company's Orlando cluster, will now assume management duties for Cox's Tampa-St. Petersburg cluster — duties that had previously been held by Morgan. Including its most recent acquisitions, Cox owns six FM stations and one AM in that market. Neil remarked, "With our new stations in Tampa, we have the opportunity to make this cluster one of the strongest in our group. I'm

**Sledge**

Continued from Page 1

in Phoenix by early August.

This marks a return to the market for Sledge, who programmed Country rival KMLE for three and a half years, starting in 1994. It also reunites him with Clear Channel VP/Market Manager J.D. Freeman, who was KMLE's GM at the time.

The trio held a unique, exclusive conference call with R&R Tuesday afternoon (7/13), not long after key staffers at both radio stations were advised of the changes. During the call, Freeman said, "There are lots of emotions running through the decisions I am making. I was on the air in Flagstaff when Larry hired me to do afternoon drive at KNIX in 1974. I was instrumental in recruiting Alan to come to Phoenix to program KMLE when we needed some creative leadership. Phoenix is one of the best country music markets in America. One of the reasons is that there are two great Country stations here.

"Our intention is to see that KNIX maintains its position of dominance in this market. KNIX is the crown jewel in Clear Channel's Country portfolio, and we want to make sure it continues to perform at the highest of levels. Alan has the market knowledge and understanding of both the heritage and the younger Country market and audience to provide continued creative leadership at KNIX."

Sledge's corporate role is not yet fully defined, but Freeman said that while Sledge's primary responsibility is KNIX, he will also have brand management responsibilities for a "multitude of Clear Channel's Country radio stations."

Sledge's comments on the call began with how hard it was to leave Chicago and US99. "This is an incredible radio market. It has been a very difficult decision for me, and I want to thank [WUSN VP/GM] Steve Edden and the entire staff. They're incredible and have always been very supportive.

"I've been fortunate in my Country career to have had terrific opportunities at some great radio stations. This is by far the biggest and most exciting opportunity presented to me. Many of the things I've learned along the way I learned in Phoenix from the very professional and

**Ryan**

Continued from Page 1

station and get his read. Since Jim's been involved, I've been very happy with WLIT's sound. We missed an evolutionary cycle, and we needed to brighten the station. When you have a direct competitor coming at you, such as WNND, you must fine-tune things; that's what Jim did. We worked on the tempo and eliminated 130 songs. Our female audience wants to stay hip, and WLIT's a lot more fun to listen to now.

"Jim's been here often, but when he's in New York, I speak to him several times a day. As we searched

**G's Funky New Umbrella**



New Regency's Restless Records announced the signing of multiplatinum recording artist Warren G, whose G-Funk Label, distributed by BMG, already shared a joint-venture deal with Restless. Restless President/CEO Joe Regis (l) welcomes Warren G under the New Regency umbrella.

competitive environment between KNIX and KMLE. [Former President/GM/owner] Michael Owens and Larry created a dynasty at KNIX that I feel is being passed on to some of us moving in. We will guard it very carefully while moving on."

Sledge has programmed Country stations for the past eight years. He was named WUSN PD in December '96 after serving as PD of KMPS/Seattle. Before that he spent 10 years with Shamrock, where he programmed KNEW-AM & KSAN-FM/San Francisco and WWWW-FM/Detroit and was Asst. PD at then-Oldies WFOX/Atlanta.

Regarding the decision that sees Daniels leaving KNIX, Freeman said on the call, "I made the decision here that Larry would be leaving KNIX. There are some philosophical differences, none of them contentious, that Larry and I have. We are moving to a culture within this organization that I want to see happen. KNIX will continue to be a stellar brand and premier Country station.

"I have the greatest respect for what Larry and Michael accomplished with KNIX. It's just time to move to an area where new leadership can help. Larry and I have a history and have taken a professional approach to this, which has been very good. Larry and I have talked about what this means and what it means to him, and I think he should speak for himself in this matter."

Daniels picked up the conversa-

tion, saying, "I've never seen any other station where everybody is as incredibly talented as they are at KNIX. That is the tough thing to walk away from. They're caring people and good friends.

"I've known J.D. for a long time and have great respect for him. As unsettling as something like this is when it gets done, J.D. explained what he wants to do, and frankly I think he's doing the right thing. KNIX has always been in my heart and will always be a part of me. But I may be too Michael-esque for J.D. and Clear Channel. He has every right to make these decisions. He's made a good decision about who to bring in. I can't think of a better person to come in and replace me. I have an admiration for him. We got along when he was PD at KMLE and felt like, even though we were competitors, we were friends then.

"The fact that J.D. and Alan have done Country radio in Phoenix leads me to believe that KNIX, the listeners and the clients are well taken care of. They're good folks."

As for his future, Daniels said that in the last 40 years he's never taken more than eight days straight of vacation, so he plans to take two months to travel and do things with his wife, Marilyn, that they've always wanted to do. When he returns, he says he wants to stay involved in country music and do some things in different areas of the business. He added that he's been asked on numerous occasions to consult, and that may be an option, as well.

for a PD, he became my standard of measurement. I was holding out for the best person, because that's what our staff deserves. At this point he's committed to being here every week, and the staff is thrilled."

While Ryan will still be based in New York, Cahill explained to

R&R that he "might spend an entire week in Chicago, depending on what's needed. Jim has incredible passion for the business, and it's very contagious. He's already become family around here."

Before arriving at WLTW three years ago, Ryan programmed WBEB/Philadelphia.

**Baker**

Continued from Page 1

a great team of professionals and a strong lineup of well-branded stations. He is ideally suited to switch roles within the company and pursue the development of our Boston stations."

Baker remarked, "I have really enjoyed my years in Portland, and I am now looking forward to a new challenge in Boston. Entercom has a strong pair of franchises in the Boston area that I am proud to join."

Bruce Mittman will continue as GM for WAAF, WQXS & WWTM.

## Radio Unica

Continued from Page 3

benefits of the overall strong interest among marketers of radio."

## Small Company, Big Reach

Miami-based Radio Unica was founded in 1996 and is run by Chairman/CEO Joaquin Blaya. While the O&Os are relatively few in number, the radio group's reach extends nationally through a 24-hour network that reaches 36 affiliates. Radio Unica estimates that it reaches more than 80% of the Hispanic population with its Talk- and News-programmed stations.

The company has also locked up the broadcasting rights for several popular sporting events, including the 2000 and 2004 Summer Olympics, Copa America 1999 and 2001, Copa Oro 2000 and 2002, World Cup 2002 qualifying matches and the NBA Finals in 1999 and 2000.

Radio Unica picked up four major-market stations from Children's Broadcasting late last year, spending \$29.3 million for WBAH-AM & WJDM-AM/New York, KAHZ-AM/Dallas and KIDR-AM/Phoenix.

Financially, Radio Unica took a heavy loss in the first quarter of the

year. Net revenues hit \$1.8 million for the quarter, while the company generated a net loss of \$9.8 million. In the same quarter last year net revenue was about \$560,000 and net loss was \$3.9 million.

The company is hoping to capitalize on the growing buying power of the Hispanic population. In an SEC filing Radio Unica estimated that Hispanic people will spend \$965 billion on consumer goods and products by 2010, an increase of 129% from current levels. West-erfield, who estimates that the average Hispanic person currently has only 69% of the buying power of the general U.S. population, says that figure is growing, and that Hispanic buying influence is moving quicker than that of the general population.

Currently, advertisers are not paying the same rates at Hispanic stations as they are at general-market stations, West-erfield says, but investors still like Hispanic broadcasters because of the growth potential.

"The public markets are interested in growth," he said. "They are not interested in absolute numbers."

Radio Unica has not yet said how many shares will be sold, nor has it released the estimated price-

ing range. The company plans to trade on the Nasdaq exchange under the symbol "UNCA," and the IPO will be underwritten by Salomon Smith Barney, Bear Stearns, CIBC World Markets and Donaldson Lufkin & Jenrette.

— Jeremy Shweder

## VRU

Continued from Page 3

**Hilda Williams** as co-National Director/Urban Promotion; **Brandon Padilla**, from Delicious Vinyl's Manager/Mix Show Promotion post, as Manager/West Coast Mix Show & Street Promotion; and WYOK/Mobile PD/MD **Jimmy Avant** as Southeast Regional Promotion Manager.

Samson, Williams and Padilla report to Bracamontes and Boyd, while Avant reports to Boyd. Samson and Padilla are based in L.A., with Williams in New York and Avant in Atlanta.

## PRECIOUS METAL

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

## MULTIPLATINUM ALBUMS

*Come On Over*, **Shania Twain**, Mercury (11 million); *'N Sync*, **'N Sync**, RCA (7 million); *Wide Open Spaces*, **Dixie Chicks**, Columbia (6 million); *Millennium*, **Backstreet Boys**, Jive; *R. Kelly*, **R. Kelly**, Jive (5 million); *Ricky Martin*, **Ricky Martin**, C2/Columbia; *Fanmail*, **TLC**, LaFace/Arista; *Don Killuminati: The 7 Day Theory*, **Makaveli**, Death Row/Interscope (4 million); *Bob Dylan's Greatest Hits*, **Bob Dylan**, Columbia (3 million); *Live At Luther College*, **Dave Matthews & Tim Reynolds**, RCA; *Evolution*, **Martina McBride**, RCA (2 million).

## PLATINUM ALBUMS

*Ryde Or Die Comp. Volume 1*, **Ruff Ryders**, Ruff Ryders/Interscope; *Wish You Were Here*, **Mark Wills**, Mercury; *Star Wars Episode 1: The Phantom Menace*, Soundtrack, Sony Classical; *Devil Without A Cause*, **Kid Rock**, Top Dog/Lava/Atlantic; *A Place In The Sun*, **Tim McGraw**, Curb; *Ricky Martin*, **Ricky Martin**; *Life*, Soundtrack, Interscope; *Millennium*, **Backstreet Boys**; *Sogno*, **Andrea Bocelli**, Phillips; *Traces Of My Lipstick*, **Xscape**, So So Def/Columbia; *Godsmack*, **Godsmack**, Republic/Universal.

## GOLD ALBUMS

*Monster Ballads*, Various Artists, Razor & Tie; *Christmas On The Border*, Various Artists, Unison; *Christmas Brass*, **Dallas Brass**, Unison; *Songs From Dawson's*

## Red Ant

Continued from Page 3

for realistic growth. George Silva has worked his way up to VP stripes with a unique style that covers all the bases of radio promotion. His personal relationships at radio are second to none."

Jorge joined Red Ant in 1997 as National Director/Urban Promotion. Prior to that he held similar posts at Perspective Records and Elektra Records. Jorge also was an East Coast regional at Columbia Records and Motown Records.

Silva was named Red Ant's Director/Top 40 & Hot AC Promotion, East Coast in 1997. Prior to that, he spent two years as National Director/Promotion for Motown and three years as National Director/CHR Promotion at Elektra. He also was a Northeast regional for EMI Records and National Director/Promotion for Philly World Records.

*Creek*, Soundtrack, Columbia; *Ryde Or Die Comp. Volume 1*, **Ruff Ryders**; *Bury The Hatchet*, **Cranberries**, Island; *Star Wars Episode 1: The Phantom Menace*, Soundtrack; *A Place In The Sun*, **Tim McGraw**; *Tonight*, **Siik**, Elektra/EEG; *Just Between You And Me*, **Kinleys**, Epic; *Bout It*, **Jesse Powell**, Silas/MCA; *Ricky Martin*, **Ricky Martin**; *Sixpence None The Richer*, **Sixpence None The Richer**, Squint/Columbia; *Life*, Soundtrack; *Mas*, **Alejandro Sanz**, WEA/Latina; *100% Ginuwine*, **Ginuwine**, 550 Music/ERG; *The Full Monty*, Soundtrack, BMG Classics; *Millennium*, **Backstreet Boys**; *Sogno*, **Andrea Bocelli**; *One Night Only*, **Bee Gees**, Polydor; *A Place In The Sun*, **Lit**, RCA; *Wow Gospel 1999*, Various Artists, Verity; *Around The Fur*, **Deftones**, Maverick/Warner Bros.; *The Matrix*, Soundtrack, Maverick/Nothing/Interscope; *Shout To The Lord With Hillsongs From Australia*, **Darlene Zschech**, Hosanna! Music; *Beach House On The Moon*, **Jimmy Buffett**, Island; *Car Wheels On A Gravel Road*, **Lucinda Williams**, Mercury; *Notting Hill*, Soundtrack, Island; *The Art Of Story*, **Slick Rick**, RAL.

## PLATINUM SINGLES

"If You Had My Love," **Jennifer Lopez**, Work/ERG; "Livin' La Vida Loca," **Ricky Martin**.

## GOLD SINGLES

"Fortunate," **Maxwell**, Rock Land/Interscope/Columbia; "808," **Blaque**, Track Masters/Columbia; "Where My Girls At?," **702**, Motown; "If You Had My Love," **Jennifer Lopez**; "It's Not Right But It's Okay," **Whitney Houston**, Arista.

## Poore

Continued from Page 3

new position to bring that kind of commitment and passion to these other areas as well, and I thank Ron Geslin and [Exec. VP/GM] Jack Rovner for the opportunity they have given me."

Poore, who was previously VP/Modern Rock Promotion, joined RCA in 1995. Before that he was Head/Modern Rock, Rock & Triple A Promotion at Imago Records. He began his music industry career in the promotion department at Relativity Records before moving on to stints at IRS Records, Atco Records and Chrysalis Records.



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## Schwartz

Continued from Page 19

developing and breaking some of the most successful and relevant artists in contemporary music truly speaks for itself. We're all looking forward to working with our counterparts on Chris' great staff to help realize his vision for RuffNation."

Schwartz noted, "Our deal with Warner Bros. provides for a lot of flexibility in developing and nurturing career acts in much the same

manner as was done at Ruffhouse. It allows us to stay as close to the street as we need to be and represents a myriad of new challenges and opportunities for us. We're looking forward to working with Russ, [Warner Bros. Records Inc. President] Phil Quartararo. [Vice-Chairman/General Counsel] David Altschul and their people to build a premier, comprehensive, artist-driven, hip-hop entertainment company. We're confident that we've got a winning combination to assure success of that magnitude."

## Networks

Continued from Page 19

commercial per hour, from 6am to midnight).

When asked by R&R how the new networks will affect a station's commercial count, an AMFM representative said, "This will not increase spot load at radio stations."

## WW1

Continued from Page 19

addition to our staff, and I'm very excited she's joining our team.

"GMs and PDs in both small and large markets see Kane as a person

The representative said that Ruby offers one minute a day of commercials, while both Ruby and Sapphire are designed to offer more specialized advertising than a full inventory network. Some of Sapphire's inventory is also being culled from Diamond and Emerald, the representative said.

who works to help improve their ratings and revenue by incorporating WW1 products into their formats. Now Kane will work with these stations to provide them with access to the best satellite-delivered 24/7 formats in the business."

## Bloomberg

## BUSINESS BRIEFS

Continued from Page 8

## Former FCC Official Sylvia Kessler Dies

Sylvia Kessler, former chief of the Broadcast Bureau's Renewal and Transfer Division, died June 26 in Washington, DC. During her FCC career, which began in 1942 and lasted until her retirement in 1980, Kessler also oversaw political broadcast complaints and was chief judge of the Review Board, a panel that considered many of the comparative hearings cases that decided who would be granted licenses. "She was an outstanding administrative jurist with judicial temperament and a very nice person," former FCC Chairman Dick Wiley told R&R.

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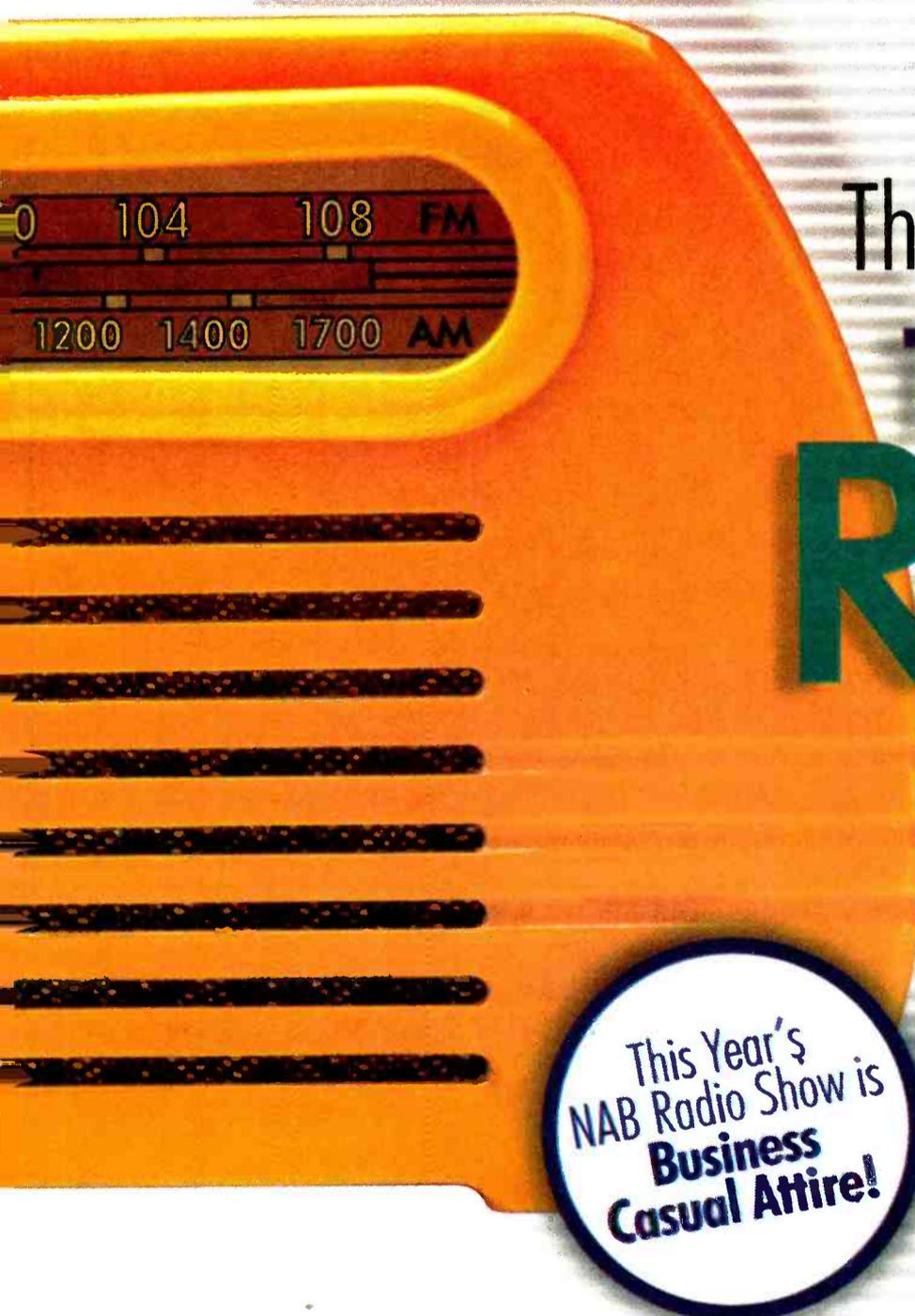
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**Street Talk®**

## No Love Lost With These PDs

**T**hree Alternative programmers are fuming over Hole's last-minute cancellations from their stations' festivals. Courtney Love, after committing to the shows for **WRZX/Indianapolis, KNDD/Seattle** and **KNRK/Portland**, took a role in a movie that's filming in Mexico through the entire month of August. WRZX PD **Scott Jameson** tells **ST** he'd heard rumors about the movie for a week before getting official word of the cancellation ... and he's pissed! "We had a signed, confirmed letter of agreement," he says. "She made a choice. Movies aren't made on a whim. She knew this was going to happen a long time ago, and they didn't have the decency to call us." KNRK's **Mark Hamilton** received the news via a fax (signed simply "Hole") sent late last Friday. "That's just totally unprofessional. We've spent a lot of money marketing the show. We have to redo our TV spots, because Hole was the headliner. It's going to be time-consuming and costly to redo all our marketing tools." KNDD's **Phil Manning**, while upset, is taking the matter in stride: "We feel we were doing Courtney a bigger favor by having her play in front of 18,000 people. Hole was only about the sixth 'buzz band' on the bill. We're so confident it's small news that we're offering refunds." Jameson tells us he's been in contact with Hamilton and Manning, and says, "We are aligning our strategies and figuring out what to do."

So what's the real reason behind **Don Imus'** imminent disappearance from **WEEI/Boston**? Depends on who you ask! WEEI's story: It dropped Imus because listeners had "no passion" for him and his demo audience had been halved, PD Jason Wolfe told the *Boston Globe*. But a spokesman for syndicator Westwood One told the *Boston Herald* it pulled the plug on contract negotiations after Entercom tried to lowball WW1. Don't expect Imus to remain on the Beantown sideline for long — WW1 reportedly has already signed him to a new station, assumed to be Greater Media's WBOS-FM.

### AMFM En Español

The Capstar merger wasn't the only big news for AMFM this week: It also launched its first Spanish-language station Monday morning (7/12). What may surprise you is where it's located: Greenville-Spartanburg. **WGVL-AM** had been simulcasting top-rated Country WSSL-FM, but is now "1440 — La Brava" under PD **Carlos Garcia**. Garcia tells **ST** the format is best described as Spanish Full Service and features a unique "six-in-a-row" formula, in which songs from six different genres rotate continuously.

**WAFN-AM/Miami** doesn't sign on until Aug. 9, but the expanded-band Sports station is already making waves. According to the *Miami Herald*, Beasley's WQAM is suing WAFN, claiming the new station made "tortious interference with WQAM's business relationships" by trying to hire WQAM host Jim Rose while he's still under contract and by "attempting to lure other employees ... to invade trade secrets." An attorney for WAFN owner MasterMedia Group denied the charges.

That's not the only thing keeping legal eagles busy in Florida. Cox's flip of WHPT/Tampa to Classic Rock (see Page 3) set off a battle with Clear Channel's WTBT, which claims a service mark on the phrase "Classic Rock That Really Rocks," WHPT's sign-on slogan. TBT took the case to court last Friday (7/9) and within hours had a temporary injunction issued against Cox. A hearing was scheduled for this week to decide the issue, the *St. Petersburg Times* reports.

Continued on Page 38

### Rumors

- Why has Radio One East Coast Dir. Operations **Tom Calococci** been spending a lot of time in Boston?
- Is Trauma VP/Promo **Linda Murdock** dotting the i's and crossing the t's on her deal to join Virgin?

## Chris Gaines milestone 1989:

Chris releases his debut album "Straight Jacket," his biggest selling album to date.



# Buckcherry

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## Street Talk®

Continued from Page 36

### Website's Ad-Verse Reaction

Even after the Clear Channel merger, the Jacor/CBS online feud lives on in Cincinnati. Seems WKRQ GM Jim Bryant was trying to lure a CC staffer and left a message on the employee's answering machine. Well, somehow the message made its way onto the infamous *www.q102.com* website. But don't bother looking for it now: For some reason, the site simply touts Clear Channel's KQXT/San Antonio. Upon closer inspection, **ST** found this poem embedded in the website's source code: "There was a man named Jim Bryant/His staff all thought him a tyrant/But he came unglued over a website for Q102/And ran home to CBS cryin'." Hmmmmm.... **ST** wonders if CBS threatened legal action over the recording.

The final days of **Elliot Segal** at Z100/NY were marked with steaks — and streaks! While Segal and Z100 listeners celebrated his final *Z Morning Zoo* broadcast at an upscale steakhouse, he also offered the Big Apple a bit of rump roast: He accepted a dare from a co-worker to dash naked across the George Washington Bridge. "Since we were treating listeners to red meat on Friday, I figured I'd give 'em some white meat on Thursday," Segal tells **ST**. He was arrested by police, but released with just a warning.

Something strange was going on in Pittsburgh this week. Not one, not two, but *three* stations' morning shows got new co-hosts:

- At Hot AC WPHH, KLDE/Houston's **Mike McCarthy** joins **Lindsey Cipcic**.
- Former WJJJ middayer **Sara Lockard** partners with Soft AC WSHH's **Don Jefferson**.
- **Gary Dickson** returns to WWSW after four and a half years away. Now, as then, he's teamed with **Jim Merkel**.

### Not Your Average Sand Trap

WESB/Bradford, PA morning jock **Bruce Fyfe** spent 60 hours over the 4th of July weekend buried in quicksand-like silt. But it wasn't a

### Rumbles, Pt. 1

- **WROX/Norfolk** ends a short run in CHR/Pop and goes back to Alternative.
- Former **KKZN/Dallas** PD and programming consultant **Joel Folger** relocates to **KCHZ/KC** for in-house consulting duties.
- Just a bit of turnover at CHR/Pop **WBBO/Monmouth-Ocean**: PD **Neil Sullivan**, MD/middayer **Fox**, morning driver **Mike Richman** and morning producer **Karin Peitruszka** all exit. **ST** knows that former **WHTZ/NY** afternoon driver **Human Numan** has been hired for mornings. Will he also get PD duties?
- Classic Rock **KBSO/Corpus Christi** flipped to mainstream Rock Monday (7/12) under acting PD **Mark Schwabe**. Morning host **Roxie Waters** is named APD/Promo Dir., while middayer **Brandie Albrecht** becomes MD.
- Following an LMA by Emerald City Partners, 29-year radio vet **John Ade** resigns as GM of Cordes St. Broadcasting to devote his time to his own consulting firm, Media Placement Services, in Hilton Head, SC.
- **KMXD/Des Moines** PD/morning talent **Kenn McCloud** departs to become PD/afternoon driver at Hot AC **KKOB-FM/Albuquerque**.
- **Guy Dark** is named PD at **KRZQ/Reno**.
- **WBBQ & WZNY/Augusta, GA** PD **Bruce Stevens** adds OM stripes.
- **WXBE/Wilkes Barre** simulcast partner **WKQV** gets new **WXAR** calls. (Without the **WXs**, the calls spell out its "Bear" moniker.)

publicity stunt — **Fyfe** was looking for his dog on Saturday when he fell into the mud pit. When quarry workers showed up for work on Tuesday morning, they found him and pulled him out. To add insult to injury, police ticketed him for trespassing.



PROMO ITEM OF THE WEEK

Cardinal spins: In the packages Squint sent out containing Chevelle's new single, "Mia," were different objects emitting a crimson glow. For example, we got a laser pointer and an illuminating key chain. Are they trying to turn this place into a red-light district?

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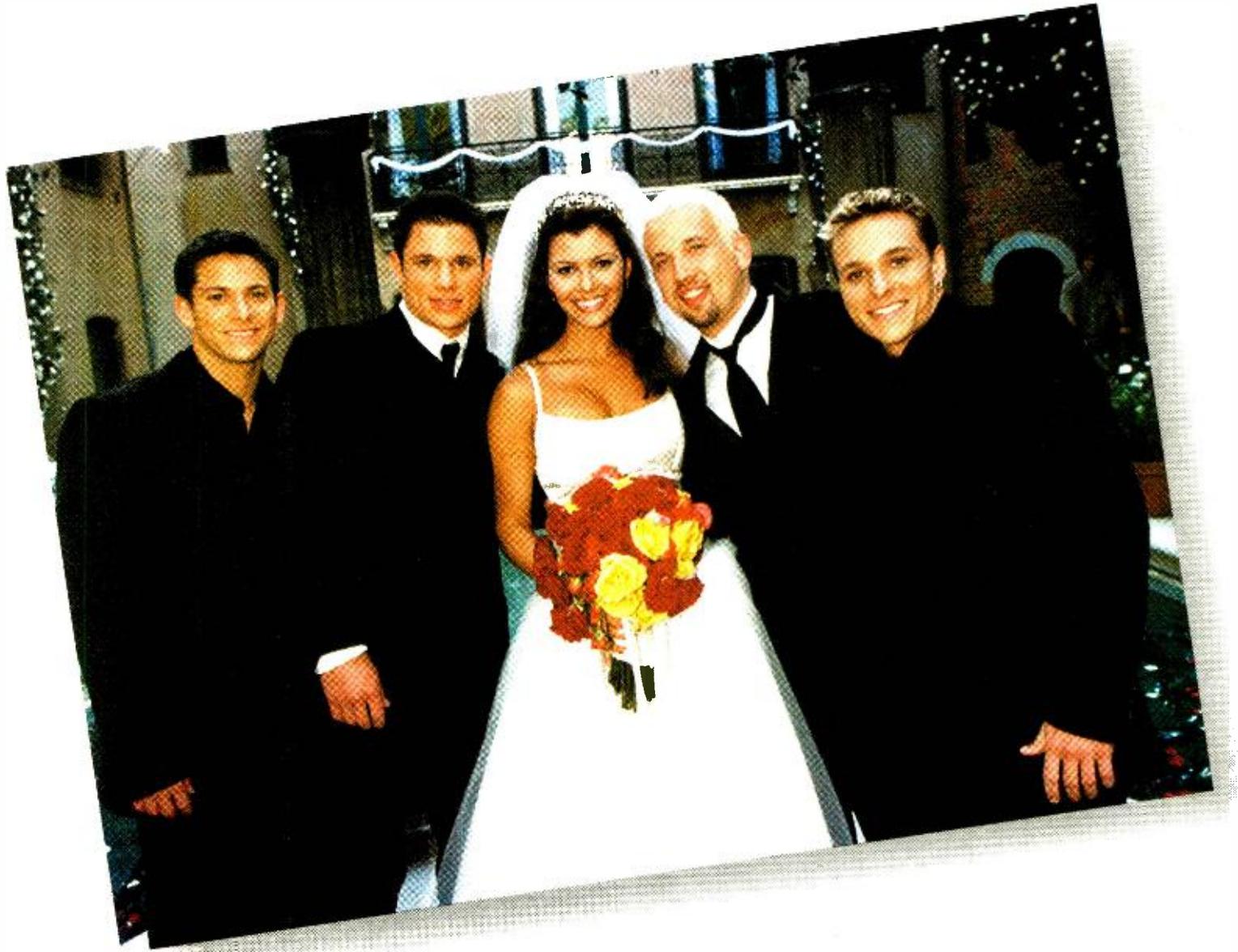
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### Rumbles, Pt. 2

• OnRadio recruits two new execs: **Elizabeth Sherman**, formerly a director for Warner Bros. Online, joins as Sr. VP/Programming & Creative, and Internet retailing vet **Thomas Tansy** takes the Exec. VP/Sales, Mktg. & Business Development post.

• **WWZZ (Z104)/DC** afternoon jock **Sean Sellers** is named MD following Ron Ross' departure for co-owned **WWVZ/Frederick, MD**.

• Former **WINC-AM & FM, WAPP & WBPP/Winchester, VA OM/PD Ron Anthony** joins **RCS**.

• **KTOM/Monterey-Salinas MD Keith Medlin** has relinquished the MD post and is now Production Dir. PD **Lance Tidwell** is now handling the music.

• **KQKS/Denver MD/afternoon driver Harrison Wood** exits.

• **KKFR/Phoenix** afternoon driver **Mark Medina** heads back to **KRQQ/Tucson** for APD/afternoon duties. Look for **KKFR** morning co-host **Sherry Knight** to exit at month's end.

• Former **KBFM/McAllen, TX PD/MD Jeff "The Hitman" Dewitt** segues to middays on **KIXY/San Angelo, TX**.

• Veteran Chicago sportscaster **Chet Coppock** joins **WMAQ** for a nightly sports talk show. He'll also participate in the station's Chicago Bears coverage.

• **Mike Harvey**, host of the syndicated *Super Gold* oldies show, adds mornings at Clear Channel's **WSHE (Cool 100.3)/Orlando**.

• **WMRQ/Hartford** gets a truly twisted morning show: Twisted Sister frontman **Dee Snider**.

### Records

• **Jeff McClusky & Assoc.** re-enters the Urban market, hiring former **WB/Elektra** exec **Greg Peck** to oversee the division. Also on board are former **WPHI/Philly PD Mic Fox** and **WGCI/Chicago's Dave Leonard**.

• The senior management team has been set for **Island Records** founder **Chris Blackwell's** new online video and music company, **Sputnik7.com**. **Palm Pictures** Head/DVD Development **David Beal** is CEO, the **Box's Les Garland** is President, former **Gateway** exec **Tom Grueskin** is Exec. VP/Products and **Booz Allen & Hamilton** consultant **Christopher Steffens** is COO & VP/Business Development.

• **Priority** names **Virgin** crossover queen **Liz Montalbano** as VP/Crossover Promo.

• Some 15-20 people have been let go now that **Sony's** merged its newly acquired 50% stake in **Loud** and its wholly owned **Relativity Records**. Among those affected: VP/Promo **Kevin Carroll**, VP/Urban Promo **Tommy Thompson**, Nat'l Dir./Urban Promo **Gloria Fitts**, Regional Dir./Urban Promo **Jerry Johnson** and Southern regional **Stan Gleason**.

• **Morty Wiggins** joins **Iguana Records** as GM.

• **SIN** magazine's **Anthony Iovino** segues to **Edel America Records** as Sr. Dir./Promo, based in NY.

• **Grupo Televisa** is exploring the possible sale of **Fonovisa**, the top indie Latin record company in the U.S., which is currently embroiled in a payola scandal. The *NY Post* reports the asking price for the label is about \$250 million.

• **CDNow** merges with **Sony** and **Time Warner's** equally owned mail order/direct marketing division **Columbia House**. **Sony** and **Time Warner** will each own 37% of the new company, and **CDNow** shareholders will own the remaining 26% ... **French conglomerate Groupe Arnault** plans to buy around 27% of online music provider **MP3.com** at its initial public offering price of between \$16-18 dollars a share.

• **ST** is saddened by the death of **Jive's** Chicago Urban promo rep, **Rene Battle**, who was killed during a carjacking attempt on July 7.

RADIO & RECORDS



1

- **Jose Cancela** becomes President of **Radio Unica Networks**.
- **Steve Smith** set as **Emmis** VP/Programming.
- **Tommy Mattern** made PD of **WALC-FM/St. Louis**.
- **Justin Case** accepts **WPNT/Milwaukee** PD chair.

5

- **Doug Morris** named Pres./COO of **Warner Music/U.S.**
- **Rick Bisceglia** becomes **Arista Records** Sr. VP.
- **Doug McGuire** upped to VP/National PD of **EZ Communications**.
- **John Cook** chosen as **KHKS/Dallas** PD.

10

- **Norman Drubner** and **David Pearlman** form **First City Broadcasting**.
- **Trip Reeb** recruited as **KROQ/L.A. GM**.
- **Tom Schuh** named PD at **WHTT/Buffalo**.
- **Michael Luczak** promoted to **WAZU/Dayton** PD.
- Alternative pioneer **Rick Carroll** dies at 42.

15

- **Nick Bazoo** recruited as **KMEL/SF** PD.
- **Jeff McKay** becomes **WEZR/DC** PD **Jeff Ballentine**.
- **Clear Channel** buys five-station **Broad Street** chain for \$26 million, now owns 12 stations.

20

- **Herb McCord** recruited as **GM/Radio** for **Greater Media Inc.**
- **Wally Clark** becomes **GM** of **WWWW/Detroit**.
- **Howard Bloom** promoted to **KMET/L.A. VP/GM**.
- **Steve Dahl's** **Disco Demolition** derails **White Sox** doubleheader.

25

- **Jack Thayer** accepts **NBC Radio** presidency.
- **New at WRKO/Boston:** **Eric Chase** caught for nights, **J.J. Wright** moves to late-nights.
- **New at WMYQ/Miami:** **Pat Riley** hired for middays, **Chuck Martin** takes afternoons.
- **Roger Christian** joins **KRTH/L.A.** airstaff.



STICKER OUT OF FOCUS

While the **JonBenet Ramsey** case has been the focus of many **KHOW/Denver** talk shows, it wasn't until it became the focus of a **KHOW** bumper sticker campaign that things got, well, sticky. The station's been served with a cease-and-desist order from **Focus On The Family**, the organization that produces the radio show of the same name. The group claims the stickers are an infringement on the trademarked name and asks that all distributed stickers be recalled. **KHOW** PD **Jeff Hillery** claims **FOTF** has no sense of humor and asks us for help peeling the stickers off thousands of **Denver-area** cars.

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

## Out Of The Box & Into The Fold

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WXRK KROQ KNDD 99X WBCN  
WFNX LIVE105 Q101 KDGE WHFS  
89X WDXD CFNY KPNT KXPX  
KEDJ KWOD WMRQ WRZX X96  
KNRK KKND WKRO WEDG WZPC  
and many more.....

### #1 Most Added Active Rock!

WAAF WLZR KRXQ KUFO KQRC  
WXTM KBPI WYSP WIYY KXXR  
WRQC WEBN WXTB WJRR KEGL  
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Produced by—Ben Grosse and Richard Patrick Co-produced by—Rae DiLeo and Geno Lenardo Management—3 A.M.



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# New Radicals

"Someday we'll know"

R&R Hot AC Debut 28!!

R&R Pop Alternative 28 - 27!!

Modern Adult Monitor - 28\*

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Getting Big Phones:

**KLLC WPTK KLLY  
WTMX KRUZ KTNP  
WSSR KVSR**

NEW ADDS:

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from the million-selling album *Maybe you've been brainwashed too.*

Produced & Arranged by Gregg Alexander

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Over 5600 TOTAL BDS spins with  
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**"tell me it's real"**

The first single from *IT'S REAL*,  
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*IT'S REAL* - In Stores Now

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Single produced by Rory Bennett & JoJo Hailey



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STEVE WONSIEWICZ

swonz@rronline.com

# NARM Poll: Retail On Rebound

□ Retailer, rack jobber annual survey shows merchandisers' fortunes are on the rise

The National Association of Recording Merchandisers' annual survey is out, and the results are in: Member retail and rack jobbers sold \$9.69 billion worth of recorded music last year, a 10% jump from the prior year. The results dovetail with the RIAA's already-released annual report, which revealed a 6% rise in unit sales to 1.12 billion pieces worth \$13.72 billion, a 12% climb.

The NARM survey paints a healthy picture of a retail industry that's on the rebound. That fact is supported by the rising fortunes of two of the nation's top retail chains — publicly traded Trans World Entertainment and Warehouse Entertainment — which were both cash-flow positive in 1998 after a few tumultuous years. The improving times — with the exception of singles sales — are carrying over to this year, in which total unit sales of current albums are expected to show a 6% increase.

Customers are also spending more each time they visit the store. Last year the average sale was \$20.89 versus \$19.97 in 1997. That's the first increase in at least five years. And those customers are

shopping at fewer stores. NARM members own 3,745 stores versus 4,554 in 1997. The chains are also carrying less inventory in their warehouses (2.7 million units worth \$31.9 million versus 5.1 million units worth \$39.4 million). Concurrently, returns have declined. Last year the returns percentage was 15.2% versus 16.4% in 1997.

Not surprisingly, the makeup of chain-owned stores has changed over the past year. The chains opened 329 additional superstores (over 20,000 square feet), but shuttered 658 smaller outlets (2,500-5,999 sq. ft.) and 194 mid-sized shops (6,000-11,999 sq. ft.). But while sales at the superstores and mid-sized stores declined, the smaller outlets posted healthy gains.

Nonetheless, there are some causes for concern. While 79% of the chains posted higher sales last year (compared to 53% the previous year), only 56% of indie retailers pulled in more cash compared to 67% in 1997. Also, the label's biggest cash cow, catalog repertoire (which NARM classifies as product that's over 15 months old), declined to 36% of total sales versus 40.1% in 1997 and 44.4% in 1996.

This year's NARM survey also included its first profile on its members' Internet activities. A total of 32 member companies are included in this year's report. Questionnaires were mailed during the first quarter, and the responses were tabulated for NARM by Soundata.

## Retailer Profile 1998

(1997 figures in parentheses)

### Chain

Square Footage	# of Stores	Total Units Per Store	Avg. Annual Dollar Sales Per Store	Total Full-Time Equivalent Employees
1,000-2,499 sq. ft.	800 (564)	20,000 (23,000)	\$530,000 (\$767,000)	3.9
2,500-5,999 sq. ft.	1,072 (1,730)	39,000 (46,000)	\$1,365,000 (\$1,129,000)	8.0
6,000-11,999 sq. ft.	403 (597)	61,000 (60,000)	\$2,436,000 (\$3,200,000)	12.9
12,000-20,000 sq. ft.	104 (94)	96,000 (75,000)	\$4,178,000 (\$3,800,000)	24.3
20,000+ sq. ft.	716 (323)	161,000 (198,000)	\$6,600,000 (\$6,800,000)	49.8

Insufficient data was provided for stores under 1,000 sq. ft.

### Independent

Square Footage	# of Stores	Total Units Per Store	Avg. Annual Dollar Sales Per Store	Total Full-Time Equivalent Employees
1,000-2,499 sq. ft.	3 (3)	26,000 (16,000)	\$347,000 (\$215,000)	3.3
2,500-5,999 sq. ft.	3 (3)	19,000 (38,000)	\$657,000 (\$800,000)	3.5

Insufficient data was provided for stores under 1,000 sq. ft. and stores 6,000 sq. ft. and larger.

## Album Sales

	1998	1997	1996	1995	1994
Overall Top 200	34.0%	32.1%	31.7%	32.6%	35.0%
Releases During the Year	37.1%	36.2%	34.6%	33.4%	37.8%

Note: Albums can be included in both categories.

## Product Category

	1998	1997	1996
Currents*	64.0%	59.9%	55.6%
Catalog	36.0%	40.1%	44.4%

\*Currents are defined as sales taking place within 15 months of release date.

## Average Pre-recorded Music Returns

	1998	1997	1996	1995	1994
	15.2%	16.4%	18.1%	20.8%	13.5%

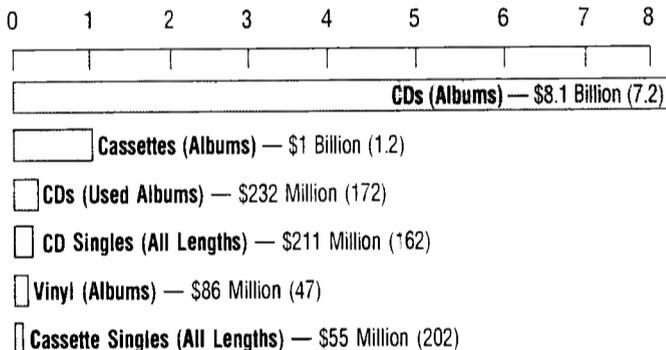
## Internet Snapshot

- 70% of NARM members have an internet site; half of those who do not plan to unveil one this year.
- 86% manage their internet site internally.
- Company promotions and customer data collection top the list of ways NARM members are using their sites, followed closely by sales of music, video and other entertainment products.
- Internet sales accounted for 1% of music chain sales versus 3% for indie retailers'.
- About 75% of internet sales are from CDs.
- About 75% of the companies handle fulfillment internally.
- 33% are offering digital downloads; 25% of those who don't plan to offer them within the next year.
- 60% of the companies accept returns of products purchased from their websites.
- About half of the companies answer customer inquiries within eight hours; three quarters answer inquiries within a day.
- Over 25% of the companies report profitable web commerce.
- Four out of five companies report that e-mail to customers, in-store advertising and print advertising are part of their internet strategy. About half use radio advertising and affiliate relationships.

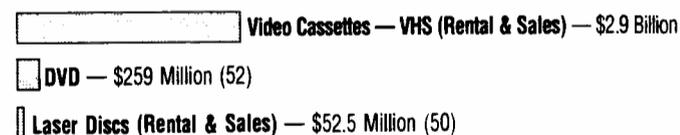
## Gross Dollar Volume 1998

(1997 figures in parentheses)

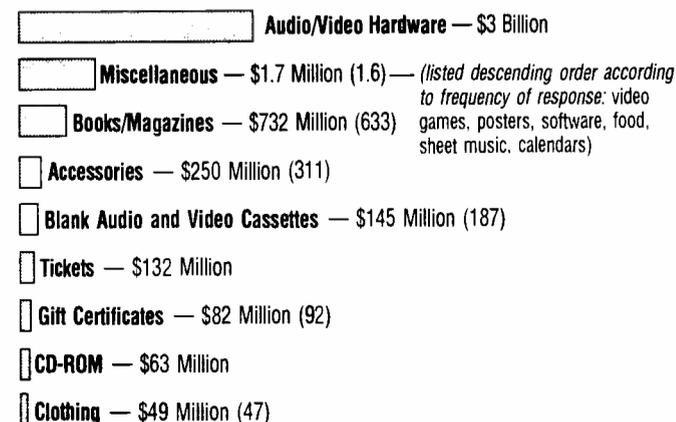
### Music — \$9.69 billion total (8.79)



### Video — \$2.40 billion total



### Related Products



# R&R LAUNCHING PAD

## Showoff's 'Falling Star' Beginning To Rise At Alternative

Maverick Recordings quartet Showoff's blend of pop-flavored alt rock is off and running at Alternative. The Chicago-based group's debut single, "Falling Star," is receiving early support at some of the format's top stations, such as **WKQX/Chicago**, **KEDJ/Phoenix**, **KNDD/Seattle** and **KWOD/Sacramento**. Other stations spinning the infectious, guitar-driven single include **WMRQ/Hartford**, **WLIR/Long Island**, **WEDG/Buffalo**, **WQBK** and **WEQX** in Albany, **WKRL/Syracuse**, **WXSJ/Tallahassee**, **WRAX/Birmingham**, **WZPC/Nashville** and **KCXX/Riverside**.

Showoff formed in 1997 when brothers Chris Envy (singer/rhythm guitarist) and Dave Envy (bass) met drummer Dan Castady and lead guitarist

for radio, Maverick decided to rely on the same things that sold Oseary: the group's music and personality. Maverick Head/Alternative Promotion **Gaby Skolnek** comments, "We used the band as a setup tool. We visited several stations and had them play Club R&R and really get to meet people. They're very personable and fun to be around, as well as being super-talented musicians."

Maverick spent six weeks setting up the project. Part of those early efforts included visiting four markets on the West Coast and five cities in New England. Maverick also targeted Alternative as the starting point. Head/Promotion **Ted Volk** says, "The main thing we wanted to achieve is to establish a base at modern rock. In the future we



Showoff

Graham Jordan. The group cut their teeth at the Fireside Bowl, a Windy City bowling alley. It was that regular gig that led to a tour with Goldfinger, which ultimately opened the door for the band at Maverick. Last year Goldfinger lead singer John Feldmann, who produced Showoff's self-titled debut album, gave the group's music to Candlebox manager John Reese, who in turn gave a copy to Maverick partner **Guy Oseary**.

Oseary recalls, "John Reese played about 30 seconds of their music, and I stopped him right there and said, 'We need to get these guys in the studio.' I then flew to Chicago, and the guys came up to my hotel room and played several songs."

Oseary's first impression? "I thought they were really incredible songwriters and a tight group of kids. You could tell they had a lot of love and respect for each other, but they were also very tight musically. The songs are very current, but also very reminiscent of the crooners of yesteryear. Chris sings them and the band performs them in a very heartfelt way."

Showoff's one-two punch of songwriting and camaraderie went a long way toward cementing a deal with Maverick. Oseary sums up, "It told me they would give 100% and be willing to do anything to be a success."

As for readying the band and single

want to spread it to other formats, but right now it's all about serving that base and building credibility at the format."

Maverick's West Coast tour and Showoff's connection with Feldmann are the two primary reasons **KCXX PD Dwight Arnold** says he's supporting the record. "Goldfinger is one of our most important artists, and you can definitely hear John's influence on this song. Anything that he's behind, we're going to support."

"But we also got a chance to see the band live when they were in town, and they were great. After hearing the album and seeing them live, that's all the endorsement I needed."

While it's still early days, Arnold says, "It's doing pretty well, and it's beginning to get a lot of requests. We're very happy with it."

Going forward, Showoff is part of Coca-Cola's "If You Don't Know You Don't Know" summer music campaign. Modeled after Miller Genuine Draft's "Blind Date" concert series, the Coke shows include one headliner and two support acts (Showoff is one) who will perform around the country at 1,000-2,500-seat venues. Showoff will perform about 12-14 shows. The group will also play several Vans Warped Tour dates in July.

Showoff's debut album hit retail on July 13.

### Ready For Takeoff: Evan Olson, Mary's First

A&R execs looking to add to their mainstream pop roster might want to take a close listen to singer/songwriter **Evan Olson**'s second solo album, *One Room*, which was released in late May. One big fan is Hot AC **WKZL/Greensboro PD Jeff McHugh**, who has been spinning "So Much Better" around 25 times a week for the past month. "Every time we play it, we get calls from people asking who the artist is and where can they buy it — and it's not just Evan's friends and family. We're committed to the song and will play it enough to see how it calls out," says McHugh. McHugh also gives Olson high marks for his live shows. "He has a great stage presence and really wins over the crowd."

Greensboro-based Olson has been around the music scene for a while. After entering college in Greensboro, he wrote and sang with Ben Folds in a band called Majosha, who released the indie album *Shut Up and Listen to Majosha*. After that group disbanded, Olson formed **Bus Stop**, which released four albums and performed over 1,500 live shows.

So far, only **Blackbird Records** (Everything) is taking a close look.

First it was **Staind**. Will **Mary's First** be the next band to break from the Springfield, MA area? Alternative **WHMP/Springfield PD/MD Adam Wright** believes so, and he's been



Evan Olson

steadily increasing spins for the group's new single, "Heaven's Falling," taken from their new four-song EP. "This is a band that's been kicking ass in this area for quite a while. The first song we played from them, 'I Know,' was so strong that it's now a part of our library. And so far this new song is looking great."

— Steve Wonsiewicz

## MUSIC NEWS & VIEWS

### Alexander Makes Radical Change

In one of the more intriguing chains of events surrounding a breaking artist, **Gregg Alexander** has pulled the plug on his **MCA Records**-signed group the **New Radicals** after releasing a nearly platinum debut album (*Maybe You've Been Brainwashed Before*) and two singles ("You Get What You Give," "Someday We'll Know"). Alexander, who abruptly quit touring last month, said he wants to focus more on his production company and producing and writing songs for established and new acts. In a written statement, he noted, "I'm going to be turning 30 next year, and realize that the fatigue of traveling and getting three hours of sleep in a different hotel every night to do boring 'hanging and schmoozing' with radio and retail people is definitely not for me ... now I can do what I do best."



New Radicals

### CBS Rolling With Rock Film

CBS-TV has begun filming a four-hour miniseries about a fictional rock 'n' roll group, titled *Shake, Rattle and Roll*. The web has teamed with **MCA Records** to sell the soundtrack to the program. Among the MCA acts said to have signed up to perform in the show and contribute to the soundtrack are **Blink 182**, **K-Ci & JoJo** and **B.B. King**. Other artists



Chanté Moore

who will perform in the film include **Mighty Mighty Bosstones** lead singer **Dickie Barrett** (as Bill Haley), **Chanté Moore** and **Terence Trent D'Arby**. The program will also include a previously unreleased **Bob Dylan** song titled "Fur Slippers." The show is slated to be televised on November 7.

Tour updates: **So So Def/Columbia** artist **Inoj** has landed the opening slot for 'N Sync's summer tour, which begins on July 27 in Hartford ... **B\*Witched** has joined Nickelodeon's summer tour, which kicks off on July 23 in San Diego. The group has committed to 15 shows ... Veteran alternative act **Echo & The Bunnymen** embark on a national club tour on October 2 in Buffalo ... **Joan Armatrading** begins her first tour since 1995 on July 22 in Chicago ... **Electronica/hip-hop** acts the **Free-stylers** and the **Dub Pistols** hit the road beginning on July 29 in Minneapolis.

In the studio: SoCal ska band **Goldfinger** are finishing a cover EP that should hit retail this fall ... Multiplatinum Aussie duo **Savage Garden** are working on their sophomore album, which is expected to be released later this year ... **Jethro Tull** are wrapping up work on their new album, the first under a new deal with **Fuel 2000 Records**. Tull's new album, *j-tull DOT COM*, will be released on August 24.

This 'n' that: **Arista/Bad Boy** has set August 24 as the release date for **Sean "Puffy" Combs'** new album, *Forever* ... **EMusic.com** has agreed to sell select **Epitaph Records** (Rancid, Pennywise, Bad Religion) music on its website ... **Seal** has signed the **Firm** for management representation ... **Squirrel Nut Zippers** singer/songwriter **Tom Maxwell** has left the swing band.



Jethro Tull

## EXCLUSIVE NATIONAL MUSIC RESEARCH ESTIMATES JULY 16, 1999

CALLOUT AMERICA® song selection is based on the top 25 titles from the R&R CHR/Pop chart for the airplay week of June 20-26.

ARTIST/TITLE LABEL(S)	CHR/POP				TOTAL FAMILIARITY	TOTAL BURN	DEMOGRAPHICS			REGIONS			
	TOTAL AVERAGE FAVORABILITY ESTIMATE (1-5)						WOMEN 12-17	WOMEN 18-24	WOMEN 25-34	EAST	SOUTH	MID-WEST	WEST
	TW	LW	2W	3W									
<b>BACKSTREET BOYS</b> I Want It That Way (Jive)	3.89	3.62	3.83	3.80	93.0	22.9	4.30	3.73	3.58	3.81	3.83	3.82	4.09
<b>SMASH MOUTH</b> All Star (Interscope)	3.86	3.76	3.80	3.76	81.4	17.1	4.21	3.89	3.32	3.94	3.64	3.75	4.09
<b>RICKY MARTIN</b> Livin' La Vida Loca (C2/Columbia)	3.85	3.57	3.76	3.86	94.4	39.4	4.12	3.67	3.73	3.68	4.02	3.79	3.90
<b>98 DEGREES</b> The Hardest Thing (Universal)	3.83	3.50	3.62	3.57	84.8	21.3	4.25	3.59	3.49	3.66	3.81	3.87	3.96
<b>JENNIFER LOPEZ</b> If You Had My Love (Work/ERG)	3.75	3.62	3.62	3.79	80.7	19.1	4.08	3.41	3.68	3.69	3.66	3.88	3.75
<b>SARAH MCLACHLAN</b> I Will Remember You (Arista)	3.73	3.69	3.80	3.71	89.4	24.4	3.71	3.81	3.66	3.77	3.80	3.64	3.71
<b>CHRISTINA AGUILERA</b> Genie In A Bottle (RCA)	3.72	3.54	3.58	—	67.1	12.6	4.07	3.55	3.39	3.73	3.60	3.72	3.80
<b>BLESSID UNION OF SOULS</b> Hey Leonardo... (Push/V2)	3.70	3.62	3.71	3.59	64.5	10.6	3.93	3.76	3.24	3.67	3.85	3.60	3.74
<b>SUGAR RAY</b> Every Morning (Lava/Atlantic)	3.65	3.50	3.63	3.56	90.1	36.7	3.65	3.55	3.75	3.76	3.61	3.66	3.55
<b>WILL SMITH</b> Wild Wild West (Columbia)	3.64	3.51	3.73	3.64	93.0	27.3	3.87	3.33	3.68	3.38	3.77	3.96	3.44
<b>SUGAR RAY</b> Someday (Lava/Atlantic)	3.63	—	—	—	59.7	12.1	3.72	3.71	3.35	3.75	3.54	3.52	3.67
<b>SIXPENCE NONE THE RICHER</b> Kiss Me (Squint/Columbia)	3.61	3.42	3.53	3.53	90.6	36.2	3.72	3.43	3.68	3.49	3.69	3.51	3.74
<b>SHANIA TWAIN</b> That Don't Impress Me Much (Mercury/IDJMG)	3.60	3.65	3.69	3.62	92.3	35.5	3.86	3.38	3.55	3.60	3.66	3.46	3.70
<b>FASTBALL</b> Out Of My Head (Hollywood)	3.59	3.40	3.59	3.49	50.7	9.2	3.63	3.66	3.44	3.69	3.29	3.54	3.80
<b>TLC</b> No Scrubs (LaFace/Arista)	3.58	3.45	3.55	3.61	90.8	41.5	3.65	3.52	3.54	3.44	3.67	3.92	3.28
<b>PEARL JAM</b> Last Kiss (Epic)	3.56	3.61	3.67	—	60.1	12.6	3.74	3.68	3.15	3.70	3.20	3.56	3.68
<b>BRITNEY SPEARS</b> Sometimes (Jive)	3.55	3.43	3.64	3.38	81.9	24.9	3.90	3.28	3.39	3.57	3.39	3.66	3.60
<b>JORDAN KNIGHT</b> Give It To You (Interscope)	3.55	3.48	3.49	3.51	62.1	17.1	3.73	3.43	3.27	3.65	3.61	3.41	3.54
<b>TAL BACHMAN</b> She's So High (Columbia)	3.54	3.37	3.46	3.24	59.9	14.3	3.55	3.64	3.38	3.39	3.58	3.32	3.82
<b>BRANDY</b> Almost Doesn't Count (Atlantic)	3.49	3.35	3.60	3.54	69.3	18.6	3.70	3.26	3.45	3.45	3.40	3.62	3.51
<b>K-CI &amp; JOJO</b> Tell Me It's Real (MCA)	3.47	3.55	—	—	52.4	9.9	3.41	3.53	3.51	3.18	3.53	3.53	3.61
<b>MADONNA</b> Beautiful Stranger (Maverick/WB)	3.44	3.36	3.40	3.46	73.2	22.0	3.59	3.36	3.31	3.42	3.54	3.47	3.35
<b>CITIZEN KING</b> Better Days... (Warner Bros.)	3.43	3.35	3.38	3.44	63.5	14.3	3.39	3.51	3.34	3.41	3.03	3.54	3.53
<b>EVERLAST</b> What It's Like (Tommy Boy)	3.39	3.43	3.38	3.40	83.3	33.1	3.47	3.34	3.36	3.47	3.20	3.41	3.45
<b>WHITNEY HOUSTON</b> Heartbreak Hotel (Arista)	3.31	3.37	3.29	3.36	82.9	30.7	3.46	3.17	3.30	3.20	3.35	3.47	3.24

### CALLOUT AMERICA® Hot Scores

By Tony Novia

**R**&R has invested millions of dollars in Callout America over the past four and a half years, researching the music tastes of thousands of CHR listeners. We are extremely proud of being one of the few to research teens. If you read the story on the front page of the *New York Times*' Arts & Leisure section last Sunday (7/11), you'll know what I am talking about. "From music to TV to film, the market has spoken. Record labels want to hear the squeals of the new arbiters of taste: children 5 to 13," screams the *Times*. This is our future, and we're proud to represent teen taste-makers every week in Callout America. If you need a copy of this informative story, leave me a message at (310) 788-1663 or e-mail [tnovia@rronline.com](mailto:tnovia@rronline.com).

**Sugar Ray's** "Someday" (Lava/Atlantic) debuts with an impressive 3.63 and is already ranked No. 5 among women 18-24.

After a holiday week, the five songs displaying the greatest increases in overall Callout America scores among women 12-34 this week (in descending order): **98 Degrees'** "The Hardest Thing" (Universal), **Ricky Martin's** "Livin' La Vida Loca" (C2/Columbia), **Backstreet Boys'** "I Want It That Way" (Jive), **Christina Aguilera's** "Genie In A Bottle" (RCA) and "Every Morning" by Sugar Ray.

The top five songs in each demo are (in descending order):

- Women 12-17 — Backstreet Boys, 98 Degrees, "All Star" by **Smash Mouth** (Interscope), Ricky Martin and **Jennifer Lopez's** "If You Had My Love" (Work/ERG).

- Women 18-24 — Smash Mouth, **Sarah McLachlan's** "I Will Remember You" (Arista), **Blessid Union of Souls'** "Hey Leonardo" (Push/V2), Backstreet Boys and Sugar Ray's "Someday".

- Women 25-34 — Sugar Ray's "Every Morning," Ricky Martin, **Jennifer Lopez**, **Sarah McLachlan** and "That Don't Impress Me Much" by **Shania Twain** (Mercury/IDJMG).

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. Songs must reach 40% familiarity before they appear in print. Hit Potential represents songs that have yet to chart in the top 25 on R&R's CHR/Pop chart. 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, Dallas, Houston, Miami, San Antonio, Tampa. **MIDWEST:** Cincinnati, Cleveland, Columbus, Detroit, Kansas City, Milwaukee, Minneapolis, St. Louis. **WEST:** Los Angeles, Phoenix, Portland, Sacramento, Salt Lake City, San Diego, San Francisco, Seattle. © 1999, R&R Inc.



# boyzone

## "no matter what"

"Boyzone continues to get a lot of phones. We are moving the record up in rotation starting this week." - Michael Steele, KIIS/Los Angeles

"No Matter What could be the sleeper hit of the year." - JJ Rice, WBLI/Long Island

"#1 Phones! We can't believe how much we, and the rest of radio is underestimating this record. Boyzone is an absolute SMASH." - Rob Acampora, WAEB/Allentown

"Top 10 Phones!" - Tracy Austin, WKSS/Hartford

"#1 Phones! I will be honest in telling you that our staff was not the biggest fan of this record when we first started playing it...but the phones are through the roof! It is not really teens calling...Upper demo females." - Kevin Palana, WFHN/New Bedford

Executive Producers: Jim Steinman and Andrew Lloyd Webber

### R&R CHR/Pop

38 - 32

Mainstream Top 40-  
Debut 36\*

"Notting Hill"  
Soundtrack at 27\*  
(Over 54 Thousand  
This Week)



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A Universa Music Company



**TONY NOVIA**  
tnovia@rronline.com

# Are Increasing Commercials Driving Away Listeners?

## □ Twelve recommendations to help increase ratings

Part two of a two-part series

It shouldn't come as any surprise that listeners think radio stations are running more commercials, because most stations are. As we saw last week, the new exclusive Spot Load Study prepared by Edison Media Research and Arbitron for R&R found that 50% of PDs say they have been forced to run more commercials. With the perception among listeners that commercials on the radio have increased, we need to begin to act now.

The study also found that if a radio station were to add five commercials per hour, the likelihood that listeners would continue to consider that station their favorite falls to 31%. Add to that the fact that 31% of 12-to-24-year-olds indicate they are listening less to radio, and as a format we have some serious issues to consider, since today's 12-to-24-year-olds are tomorrow's 25-54s.

Quantity of spots isn't the only problem. In part two of our examination of the Spot Load Study, we unveil the 11 remaining key findings, including the truth behind annoying commercials, the effects of increased spot loads on the younger demos and the effects of more frequent commercial breaks as opposed to long blocks of programming with long blocks of commercials. We then offer 12 recommendations to help put your station on the path to success, such as music-in-a-row guarantees and "no loud or obnoxious commercials" policies.

Since the findings of this study will be helpful to so many departments within your radio station, I recommend that you copy this column as well as last week's and pass them along to your corporate contact, general manager, general sales manager, national sales manager, local sales manager, creative services director and production director.

### Key Findings, Part II

11. Radio's top images as an advertising medium are for "personalities that appear at special events at an advertiser's location" (41%) and having "more local advertisements" (40%). Television's top advertising images are for having "funny and entertaining advertising" (71%), "personalities that endorse products" (70%) and for having "ads that you hear people talking about" (69%). Newspaper's top advertising images are for having the "best information

on sales" (48%), "ads for things you are thinking of buying" (41%) and "more local ads" (37%). The Internet's top advertising images are for having "the best information about sales" (8%), being geared to "younger people" (6%) and for having the "most obnoxious advertising" (6%).

12. Overwhelmingly, Americans say television has more commercials (72%) than radio (19%). Despite the perception that radio has increased the number of commercials it airs, television is seen as the medium with the most commercials. One reason for television's being saddled with the "most commercials" image is that the medium has never marketed length of programming content. Radio, on the other hand, has long sold the value of a certain number of songs in a row.

Another explanation for TV's huge image for the most commercials may have to do with unit count per hour. While the actual number of minutes of ads on TV and radio might not be all that different, due to the proliferation of 10- and 15-second television spots, the number of commercial units per hour on TV is far higher than on radio. When asked which of the two media has advertising that is more intrusive, television once again wins hands-down, 71% to 23%, over radio. As we have seen throughout these research results, the younger the listener, the more likely he or she is to complain about commercials on the radio. In this case, 27% of 12-to-24-year-olds say radio plays more commercials than TV, as compared to 19% of persons 25-54 and 11% of those over 55 (11%).

13. Americans are equally bothered by stations that play annoying commercials and stations that play too many commercials. Younger listeners are more irritated by numbers of commercials, while older listeners are bothered more by ads they find

annoying. Forty-five percent of Americans say they are bothered more by stations that play too many commercials; 42% say they are bothered more by stations that play annoying commercials. Most advertising and media executives tend to focus exclusively on the number of commercials as a key issue. Listeners indicate that the quality of the commercial is as significant a consideration.

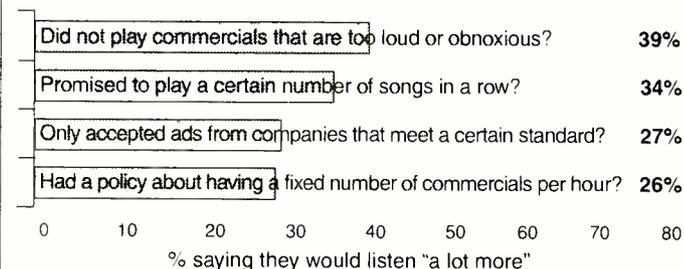
Younger listeners (12-24) are bothered more by commercial quantity versus annoying commercials by a 61% to 31% margin. The 25-to-54-year-olds are equally bothered by quantity and quality of commercials. Older listeners are bothered more by annoying commercials (50% to 28%). Formats such as News/Talk, Oldies and Country, which are geared to a more mature audience, have listeners that are most bothered by annoying commercials. Format partisans of younger-skewing formats such as Alternative, Album Oriented Rock, Urban Contemporary and CHR are more bothered by too many commercials.

14. Thirty percent of Americans always or sometimes turn off the radio because commercials are intrusive or annoying. Teens are the most sensitive, with 42% reporting turning a radio off "all of the time" or "some of the time" due to intrusive and annoying radio advertising.

15. Thirty-nine percent of Americans indicate they would listen "a lot more" to radio stations claiming not to play commercials that are "too loud or obnoxious," followed by stations "that promise to play a certain number of songs in a row" (34%). There is less interest in stations that would only accept ads "from companies that meet a certain standard" (27%) and stations that would have "a policy about a fixed number of commercials per hour" (26%). It is

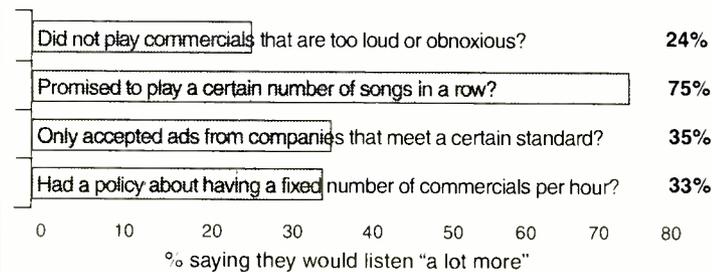
### Graph 1

#### Would you listen to a station more if it...



### Graph 2

#### Are you aware of any radio stations that...



clear that better commercials, not fewer commercials, may be the answer to enhancing TSL and providing better results for advertisers (see Graph 1).

16. Radio's image is strongest for promising to play a certain number of songs in a row. Seventy-five percent of Americans are aware of radio stations that have a songs-in-a-row guarantee. Far fewer radio listeners are aware of stations that only accept ads from companies that meet a certain standard (35%) and those that have a policy about a fixed number of commercials per hour (33%). Very few listeners are aware of stations that guarantee not to play commercials that are too loud or obnoxious (23%) (see Graph 2).

17. The very concept that listeners find to be most compelling — a station policy to exclude commercials that are too loud or obnoxious — is a premise few stations have embraced. Four out of 10 Americans say they will listen a lot more to a station with a "no loud or obnoxious commercials" policy, but only 24% think any stations are doing it. A third say they would listen a lot more to a station with a certain number of songs in a row, and 75% have heard a radio station make that claim. Radio has certainly been aggressive with the songs-in-a-row marketing premise. There appears to be an opportunity for radio to capitalize on the potential of a "no loud/obnoxious commercials" premise.

18. Only four out of 10 Americans are aware that commercial-free radio stations even exist. Among 12-to-24-year-olds — the demographic that shows the greatest aversion to commercials and the greatest interest in commercial-free programming — only 29% are aware of commercial-free radio. It is clear that public ra-

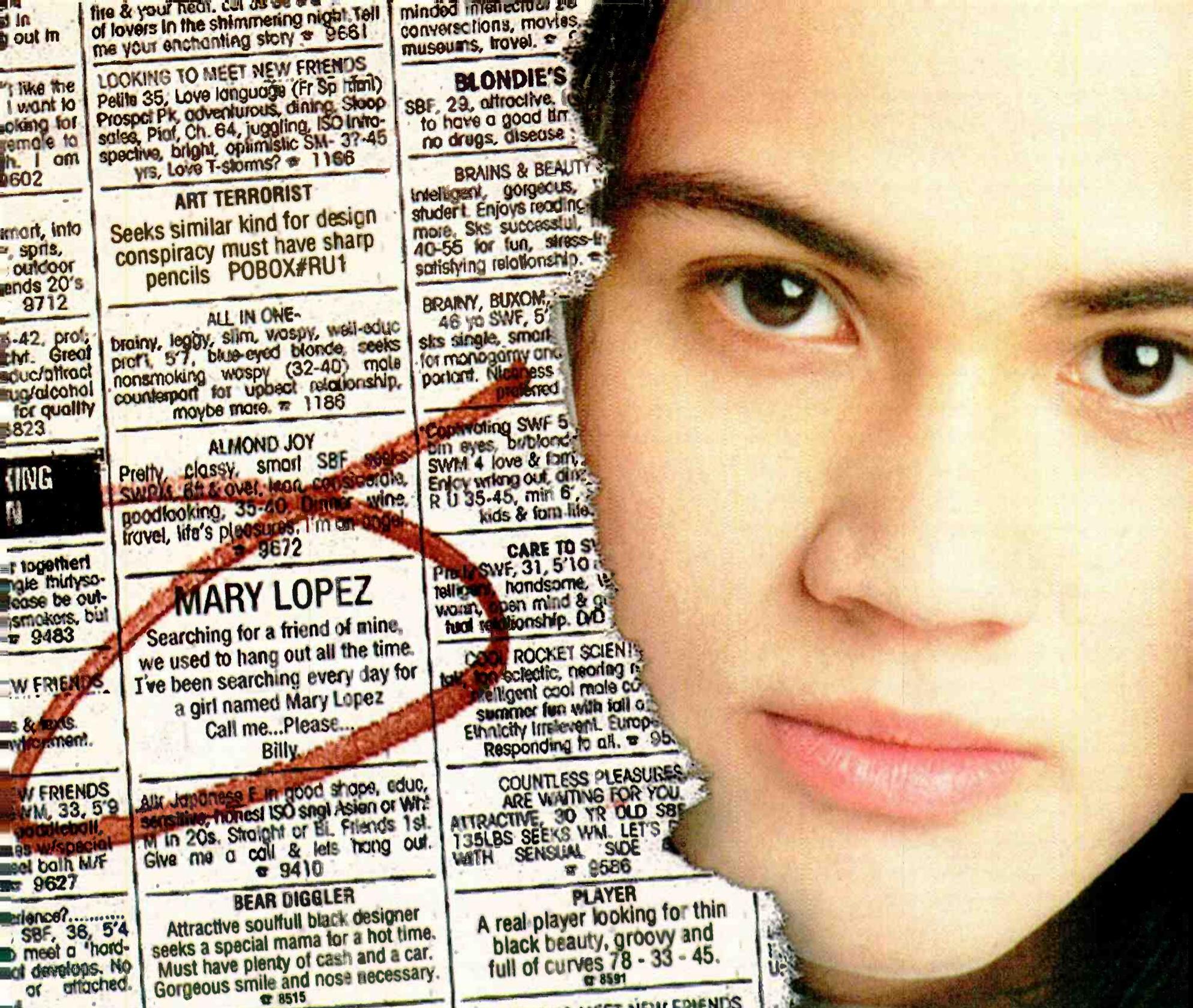
dio has not been aggressive in positioning itself as being commercial-free. In addition, public radio has not aggressively targeted younger demographics.

19. Listeners would like radio stations to stop more frequently with shorter blocks of commercials. Fifty-two percent of Americans would prefer that stations stop more frequently with shorter blocks of commercials, while 39% prefer longer blocks of programming with longer blocks of commercials. Women are more partial to frequent stops (54%) compared to longer programming blocks/longer commercial segments (37%). Among men, the interest in more frequent stops (49%) is only slightly more popular than longer commercial segments (41%).

However, there is a tremendous diversity of opinion over the two programming philosophies among format partisans. A policy of more frequent stops with shorter blocks of commercials is favored by format fans of Urban Contemporary (65%), CHR (62%), AC (57%) and Country (55%). Longer blocks of programming with longer blocks of commercials are favored by fans of AOR (51%) and News/Talk (45%) (see Graph 3, Page 49).

20. When given specific scenarios of programming and commercials, listeners generally opt for more frequent and shorter breaks. Given an example of a programming hour with 12 commercials, most favor dividing those commercials over two breaks rather than all the commercials in one break (66% to 24%). When given the choice of three breaks versus two, 57% vote for three breaks, while 37% vote for two breaks. Listeners are equally split between three or four breaks per hour.

Continued on Page 49



fire & your head. Call us for  
of lovers in the shimmering night. Tell  
me your enchanting story ☎ 9661

minded intellectual. The  
conversations, movies,  
museums, travel. ☎

I like the  
I want to  
looking for  
female to  
h. I am  
602

**LOOKING TO MEET NEW FRIENDS**  
Petite 35, Love language (Fr Sp Hfan)  
Prosper Pk, adventurous, dining, Sloop  
sales, Prof, Ch. 64, juggling, ISO Intro-  
spective, bright, optimistic SM- 37-45  
yrs, Love T-storms? ☎ 1186

**BLONDIE'S**  
SBF, 29, attractive.  
to have a good time  
no drugs, disease

smart, into  
sprts,  
outdoor  
ends 20's  
8712

**ART TERRORIST**  
Seeks similar kind for design  
conspiracy must have sharp  
pencils POBOX#RU1

**BRAINS & BEAUTY**  
Intelligent, gorgeous,  
student. Enjoys reading  
more. Sks successful,  
40-55 for fun, stress-  
satisfying relationship.

42, prof,  
ht. Great  
educ/attract  
ug/alcohol  
for quality  
823

**ALL IN ONE-**  
brainy, leggy, slim, waspy, well-educ  
prof, 5'7, blue-eyed blonde, seeks  
nonsmoking waspy (32-40) male  
counterpart for upbeat relationship,  
maybe more. ☎ 1186

**BRAINY, BUXOM,**  
46 yo SWF, 5'  
sks single, smart  
for monogamy and  
portant. Niceness  
preferred

**ING**

**ALMOND JOY**  
Pretty, classy, smart SBF seeks  
SWFs 65 & over, lean, conservative,  
goodlooking, 35-40, Dinner wine,  
travel, life's pleasures, I'm an angel  
☎ 9672

**Cooking SWF 5'**  
bin eyes, br/blond  
SWM 4 love & fun,  
Enjoy writing out, dir,  
R U 35-45, min 6',  
kids & fam life.

together!  
ngle thirtyso-  
ease be out-  
smokers, but  
9483

**MARY LOPEZ**  
Searching for a friend of mine,  
we used to hang out all the time.  
I've been searching every day for  
a girl named Mary Lopez  
Call me...Please...  
Billy

**CARE TO SW**  
Prof SWF, 31, 5'10"  
telligent, handsome, U  
worn, open mind & g  
tual relationship. DVD

**W FRIENDS**  
& texts  
whicment.

**ALL Japanese F in good shape, educ,**  
sensitive, honest ISO singl Asian or Wht  
M in 20s. Straight or Bl. Friends 1st.  
Give me a call & lets hang out.  
☎ 9410

**COOL ROCKET SCIENTI**  
tal, eclectic, nearing r-  
elligent cool male co-  
summer fun with tall o-  
Ethnicity irrelevant. Europ-  
Responding to all. ☎ 95

**W FRIENDS**  
WM, 33, 5'9  
badminton,  
as w/special  
eal bath M/F  
9627

**BEAR DIGGLER**  
Attractive soufull black designer  
seeks a special mama for a hot time.  
Must have plenty of cash and a car.  
Gorgeous smile and nose necessary.  
☎ 8515

**COUNTLESS PLEASURES**  
ARE WAITING FOR YOU  
ATTRACTIVE, 30 YR OLD SBF  
135LBS SEEKS WM. LET'S  
WITH SENSUAL SIDE  
☎ 8586

erience?.....  
SBF, 36, 5'4  
meet a 'hard-  
al develops. No  
or attached.

**PLAYER**  
A real player looking for thin  
black beauty, groovy and  
full of curves 78 - 33 - 45.  
☎ 8591

**LOOKING TO MEET NEW FRIENDS**

# billy Crawford

**Most Added!**



**NEW SINGLE "MARY LOPEZ"**  
From the self titled debut

Check out track 2  
on the promo cd

On tour this  
summer  
with 98°  
and 'N SYNC  
SEE WEBSITE FOR DETAILS

student looking for  
ents to work out with  
a club. Use of spare  
ncluded. Preferably  
67

**Professional 34 F**  
seeks decent & fun friends for dancing,  
bars, dining, movies, cycling, beach,  
etc. Leave your message & bring your  
☎

**ENGLISH GENT WANTED**  
Ma, SWF, 37, brainy, voluptuous bo-  
hemian nymph- you: assertive, sophis-  
ticated, refined, slightly wild- penniless  
or wandering husbands need not ap-  
ply. ☎ 9471

**Japan**  
Seeks LTR  
theater,  
things. I  
midlow  
W

**ER/BEACH BUM SM**  
NION SOUGHT BY  
AT SJM 44 W/SUM-  
FREE SPIRIT. I'M A  
ANK ZAPPA & MOTH-  
9637

**SUCCESSFUL, FOR A UNIQUE,  
DISCREET RELATIONSHIP.**  
Beautiful golden tanned & toned,  
fun, intelligent SBF, 33, 5'3", hzl  
slender, loves gym, & fun. Hal-

**Exotic Black Island F 32, 5'5"**, smart,  
athletic, sks SW German or English M  
30-40 5'+, dark hair + who is secure  
in himself & goals, no games.  
www.americanradiohistory.com

dis

# R&R CHR/Pop Top 50

July 16, 1999

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS		GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
			TW	LW			
1	1	BACKSTREET BOYS I Want It That Way (Jive)	8460	8387	903868	14	152/0
3	2	SMASH MOUTH All Star (Interscope)	7720	7239	756596	9	151/1
4	3	JENNIFER LOPEZ If You Had My Love (Work/ERG)	7415	6846	803967	11	144/0
2	4	RICKY MARTIN Livin' La Vida Loca (C2/Columbia)	7126	7916	723136	15	151/0
5	5	WILL SMITH Wild Wild West (Columbia)	7043	6743	743502	10	141/0
6	6	BRITNEY SPEARS Sometimes (Jive)	6648	6674	636824	11	151/0
8	7	MADONNA Beautiful Stranger (Maverick/WB)	5565	5402	580139	8	150/0
12	8	CHRISTINA AGUILERA Genie In A Bottle (RCA)	5366	4826	577044	9	144/3
9	9	BLESSID UNION OF SOULS Hey Leonardo (She Likes Me...) (Push/V2)	5342	5126	484285	16	139/0
7	10	TLC No Scrubs (LaFace/Arista)	4837	5556	540547	22	131/0
13	11	SARAH MCLACHLAN I Will Remember You (Arista)	4793	4537	457863	10	125/1
10	12	SHANIA TWAIN That Don't Impress Me Much (Mercury/IDJMG)	4409	5124	429096	18	130/0
11	13	SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	4394	5113	452584	24	139/0
16	14	TAL BACHMAN She's So High (Columbia)	4210	3752	385576	10	140/6
15	15	FASTBALL Out Of My Head (Hollywood)	3964	3896	311515	14	135/4
17	16	CITIZEN KING Better Days (And The Bottom...) (Warner Bros.)	3941	3725	328414	13	127/2
22	17	SUGAR RAY Someday (Lava/Atlantic)	3766	3305	371975	6	134/3
14	18	EVERLAST What It's Like (Tommy Boy)	3572	3966	327251	25	130/0
21	19	EDWIN MCCAIN I Could Not Ask For More (Lava/Atlantic)	3359	3338	289779	7	129/1
26	20	PEARL JAM Last Kiss (Epic)	3299	2378	294306	4	120/14
24	21	TLC Unpretty (LaFace/Arista)	3183	2737	320826	6	128/3
23	22	K-CI & JOJO Tell Me It's Real (MCA)	3096	2971	301319	7	125/0
18	23	BRANDY Almost Doesn't Count (Atlantic)	3025	3648	366482	12	105/0
25	24	GOO GOO DOLLS Black Balloon (Warner Bros.)	2925	2541	262264	5	124/2
20	25	98 DEGREES The Hardest Thing (Universal)	2908	3391	322369	20	127/0
<b>Breaker</b>	26	ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope)	2829	1854	389220	3	126/4
27	27	WHITNEY HOUSTON It's Not Right But It's Okay (Arista)	2606	2366	369797	7	103/4
31	28	VITAMIN C f/LADY SAW Smile (Elektra/EEG)	1931	1490	177772	2	125/11
29	29	LIT My Own Worst Enemy (RCA)	1811	1806	154422	10	97/0
33	30	LFO Summer Girls (Arista)	1712	1403	204693	3	94/11
35	31	RICKY MARTIN La Copa De La Vida (C2/Columbia)	1615	1336	326988	4	18/8
38	32	BOYZONE No Matter What (Ravenous/Mercury/IDJMG)	1311	1191	125563	7	89/3
37	33	DEF LEPPARD Promises (Mercury/IDJMG)	1287	1257	100080	6	81/3
36	34	SKY Love Song (Arista)	1271	1296	99849	8	88/0
41	35	JOEY MCINTYRE I Love You Came Too Late (C2/Columbia)	1264	1073	116802	5	89/13
45	36	702 Where My Girls At? (Motown)	1232	981	169302	3	55/3
40	37	NEW RADICALS Someday We'll Know (MCA)	1135	1080	77710	4	74/1
<b>Debut</b>	38	ALANIS MORISSETTE So Pure (Maverick/Reprise)	1088	644	78322	1	87/10
39	39	JAY-Z f/AMIL AND JA Can I Get... (Def Jam/IDJMG)	1088	1164	152934	19	65/0
30	40	JORDAN KNIGHT Give It To You (Interscope)	1009	1592	102675	16	90/0
47	41	VENGABOYS We Like To Party! (Groovilicious/Strictly Rhythm)	920	900	116131	19	59/0
49	42	SANTANA f/ROB THOMAS Smooth (Arista)	918	785	73102	2	69/7
34	43	ORGY Blue Monday (Elementree/Reprise)	910	1347	108642	14	76/1
32	44	CHER Strong Enough (Warner Bros.)	910	1424	109548	9	74/0
44	45	OFFSPRING Why Don't You Get A Job? (Columbia)	873	981	95696	15	77/0
42	46	'N SYNC I Drive Myself Crazy (RCA)	858	1007	107082	17	88/0
46	47	TYRESE Sweet Lady (RCA)	805	939	127523	14	49/0
50	48	PHIL COLLINS You'll Be In My Heart (Hollywood)	796	722	39187	2	61/2
48	49	112 Anywhere (Bad Boy/Arista)	757	789	94760	6	26/0
43	50	FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)	700	988	69881	15	78/0

## Most Added

ARTIST TITLE LABEL(S)	ADDS
98 DEGREES I Do (Cherish You) (Universal)	80
SHANIA TWAIN You've Got A Way (Mercury)	35
MICHAEL FREDO This Time Around (Qwest/WB)	27
BLINK 182 What's My Age Again? (MCA)	24
EYC Only A Dream (Gasoline Alley/Red Ant)	21
LEN Steal My Sunshine (Work/ERG)	17
DESTINY'S CHILD Bills, Bills, Bills (Columbia)	15
PEARL JAM Last Kiss (Epic)	14
JOEY MCINTYRE I Love You Came Too Late (C2/Columbia)	13
RICKY MARTIN She's All I Ever Had (C2/Columbia)	13
BILLY CRAWFORD Mary Lopez (V2)	13

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope)	+975
PEARL JAM Last Kiss (Epic)	+921
JENNIFER LOPEZ If You Had My Love (Work/ERG)	+569
CHRISTINA AGUILERA Genie In A Bottle (RCA)	+540
SMASH MOUTH All Star (Interscope)	+481
SUGAR RAY Someday (Lava/Atlantic)	+461
TAL BACHMAN She's So High (Columbia)	+458
TLC Unpretty (LaFace/Arista)	+446
ALANIS MORISSETTE So Pure (Maverick/Reprise)	+444
VITAMIN C f/LADY SAW Smile (Elektra/EEG)	+441

## Breakers

### ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
2829/975	126/4	26

152 CHR/Pop reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 7/4-Saturday 7/10. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 2000 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE MUSIC TRACKING.



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1 / 8 0 0 - 2 3 1 - 6 0 7 4

## New & Active

**RED HOT CHILI PEPPERS** Scar Tissue (Warner Bros.)  
Total Plays: 652, Total Stations: 56, Adds: 11

**JEWEL** Jupiter (Swallow The Moon) (Atlantic)  
Total Plays: 649, Total Stations: 52, Adds: 5

**LEN** Steal My Sunshine (Work/ERG)  
Total Plays: 643, Total Stations: 63, Adds: 17

**GARBAGE** When I Grow Up (C2/Almo Sounds/Interscope)  
Total Plays: 497, Total Stations: 37, Adds: 1

**LENNY KRAVITZ** American Woman (Maverick/Virgin)  
Total Plays: 413, Total Stations: 28, Adds: 0

**JENNIFER PAIGE** Always You (Edel America/Hollywood)  
Total Plays: 379, Total Stations: 33, Adds: 4

**98 DEGREES** I Do (Cherish You) (Universal)  
Total Plays: 375, Total Stations: 105, Adds: 80

**VENGABOYS** Boom, Boom... (Groovilicious/Strictly Rhythm)  
Total Plays: 374, Total Stations: 16, Adds: 2

**DONNA SUMMER** I Will Go With You (Epic)  
Total Plays: 258, Total Stations: 24, Adds: 5

**RICKY MARTIN** She's All I Ever Had (C2/Columbia)  
Total Plays: 250, Total Stations: 18, Adds: 13

**DESTINY'S CHILD** Bills, Bills, Bills (Columbia)  
Total Plays: 240, Total Stations: 29, Adds: 15

**ANOTHER LEVEL F/TO** Summertime (Arista)  
Total Plays: 222, Total Stations: 28, Adds: 7

**CHRIS ISAAK** Baby Did A Bad Bad Thing (Reprise)  
Total Plays: 183, Total Stations: 32, Adds: 12

**BLINK 182** What's My Age Again? (MCA)  
Total Plays: 121, Total Stations: 29, Adds: 24

**TRAIN** Meet Virginia (Aware/Columbia)  
Total Plays: 97, Total Stations: 14, Adds: 7

**MICHAEL FREDDO** This Time Around (Qwest/WB)  
Total Plays: 69, Total Stations: 29, Adds: 27

**EYC** Only A Dream (Gasoline Alley/Red Ant)  
Total Plays: 28, Total Stations: 23, Adds: 21

**SHANIA TWAIN** You've Got A Way (Mercury)  
Total Plays: 23, Total Stations: 35, Adds: 35

Songs ranked by total plays

## Spot Load Study

Continued from Page 46

21. Station involvement with an advertiser increases listener interest in the advertiser's product or service. Twenty-one percent of listeners say they are more interested in a product or service when they hear it on a radio station they typically listen to. Twenty-four percent say they are more interested when a radio station is involved with an advertiser's promotion. Twenty-seven percent are more interested in a product or service when a personality on a station endorses that product or service.

Younger, more active formats tend to show greater product and service interest with increased station involvement. Thus, when stations program Alternative, AC, Urban Contemporary and CHR conduct promotions and appear at an advertiser's location, the interest in that product or service grows: Alternative (36%), AC (31%), Urban Contemporary (29%) and CHR (25%).

### 12 Recommendations

Based upon the findings of this research, we offer the following recommendations.

1. The radio industry needs to use tools such as yield-management software to better manage increased demand on advertising inventory. The use of radio advertising and the demand on radio inventories are at historic highs. Radio's response to this surge in demand has been the addition of inventory with modest price increases. This research indicates some cautions for continuing to add commercials. Seventeen percent of listeners say they are listening less to radio due to an increased number of commercials. Listeners indicate they would be extremely unlikely to continue their allegiance to their favorite station if five additional commercials per hour were added. While it is far easier to deal with increased demand by adding more commercial units, its impact on the use of the radio medium must be considered. The airline industry credits the use of yield-management systems with more effective response to customer demand while maximizing revenues. Radio should find ways to do the same.

2. Better commercials, not just fewer commercials, are an answer to protecting TSL and generating better results for advertisers.

Eighty-two percent of Americans say hearing commercials is a fair trade for free radio programming. Thirty-nine percent of listeners say they would listen more to a station that didn't play loud and obnoxious commercials. Fewer (26%) would listen more to a station that played a fixed number of commercials. Quality rather than quantity of commercials is the issue for many listeners. More creativity in commercials will benefit advertisers and improve the overall value of radio programming for listeners.

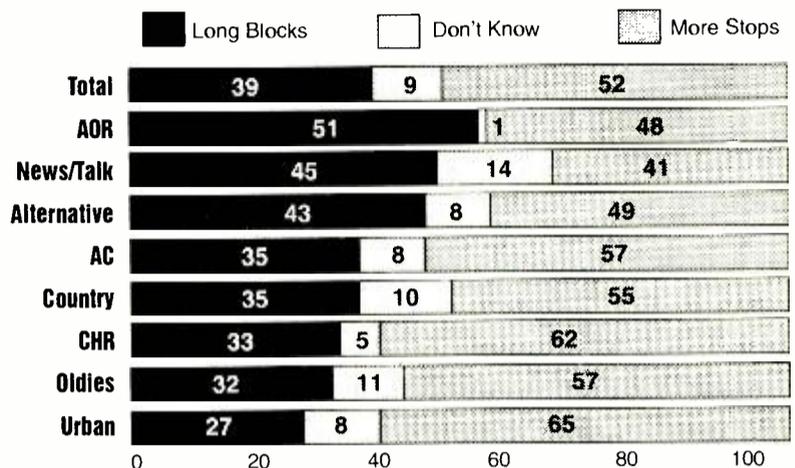
3. Radio stations should hire more creative directors and include them in the analysis of perceptual research to better understand what listeners want and expect from commercials. Television dominates the image for advertising that is "funny and entertaining" and for commercials "you hear people talking about." This study emphasizes the fact that the radio station creative director is a crucial position not just from a sales perspective, but also from a programming perspective. Stations tend to spend lavish resources on promoting their programming with compelling and entertaining voices and production elements. Applying the same focus and creative energy to advertiser messages will make a station more fun to listen to and create better results for advertisers. Programmers should seek to ensure that all 60 minutes in an hour are compelling and entertaining, not just the noncommercial elements.

4. Stations and agencies should make better use of qualitative data in the creative process to better target consumers and to reduce the complaints over annoying commercials. Commercials that are more relevant to the consumer and less obnoxious or annoying are very important to listeners. Qualitative research such as Scarborough provides tremendous insights into the lifestyle profile of a target audience. These data can enhance the creative process and provide relevant copy points.

5. Different versions of commercials should be used to target different formats. This research reveals that there are marked differences in the tastes and attitudes of format partisans. Over the past decade the radio industry has sharpened its targeting, creating many new, unique and highly focused formats. Qualitative data reveal dramatic format differences in

## Graph 3

### Prefer long blocks of programming w/long blocks of ads or more frequent stops w/shorter blocks of ads?



lifestyles, what people buy and where they shop. For example, McDonald's frequently has multiple versions of a spot done for the same campaign running on different formats.

6. Radio stations should reconsider their spot clustering paradigms. The common practice of two breaks per hour began in an era when stations played eight to 10 ads per hour. In light of the new spot levels brought on by higher advertiser demand, stations should conduct listener research to align commercial elements with listener desires. While the majority of listeners in our survey tended to favor more frequent and shorter breaks, there are significant differences among format core listeners. If a station adopts a shorter commercial break format, it would naturally want to market the concept to listeners: "We never play more than three commercials in a row."

7. Spot clustering could be reassessed based on listener location. The research reveals that listeners at work and at home rarely switch a station due to commercials. In-car listeners are more likely to punch around. Stations that have a high in-car audience might structure their commercial breaks differently than stations that have a higher at-home or at-work audience. A station with a high in-car audience composition might want to structure breaks to take into consideration the fact that listeners switch around more in their cars. Stations with higher at-work or at-home audiences could schedule more frequent breaks, since the at-work and at-home audiences are less likely to switch during commercials.

8. The radio industry should conduct research among its listeners to determine how listeners define "annoying commercials." In the '60s and '70s radio programmers debated when listeners were "tired of" a song. Research came to the rescue. Auditorium music testing and callout research testing quantified the concept of burned songs (songs that listeners were tired of). It is now routine for radio programmers to eliminate songs based on fatigue. The same concept can be applied to commercials. Using the same auditorium music testing and callout music testing principles, radio stations could monitor commercials that are seen as most irritating and annoying to their listeners and share these results with advertisers.

9. Stations targeted to younger listeners need to consider ideas to make commercials more compelling and interesting. As commercials are such hot buttons with 12-to-24-year-olds, especially teens, there is a tremendous creative challenge to properly target, inform and entertain this demographic. One possible example is to make commercials "cool" by tying them to the

Internet. Since younger demos are such avid Internet users, stations should create more synergy between ads on the radio and their station's website. In addition, there are a number of companies that are developing methods to inject radio contesting tied in with advertisers' website marketing.

10. Stations targeting older listeners should consider marketing the concept of "no loud and obnoxious commercials." The older the listeners, the more they complain about annoying advertising. Just as radio has done an excellent job of marketing the "songs in a row" concept, it can be successful in positioning a "no annoying commercials" premise. Just as the television networks have clear-cut advertising policies defined by their Network Program Practices department (spots are not aired until they are approved), radio stations could begin to develop guidelines for acceptable advertising.

11. Further study and thought should be given to how radio can retain younger listeners. Programming focus tends to go where the money is. Since the majority of radio advertising money is targeted to persons 25-54, that's where a lot of the formats are aimed. However, TSL trends from the last six years indicate decreases are highest among 18-to-24-year-olds (14%), teens (11%) and 25-to-34-year-olds (10%). While reduced TSL is due to a myriad of factors, today's 12-to-24-year-olds are tomorrow's 25-54s. As radio begins to stream its content onto the Internet and develop new web-based entertainment paradigms, it might be able to stem younger-end losses.

12. Radio needs to keep aggressively marketing music quantity and think about positioning against television. This survey demonstrates that marketing works. For years radio stations have been telling listeners that they play "more music" and limit the amount of commercials they play. This aggressive positioning has helped inoculate the medium as it has added commercials and has also helped paint television as the medium that has "sold out." Having added commercial units should not dissuade stations from continuing their music quantity claims. At the same time, radio stations might consider reminding their audiences that on radio one gets lots of programming, while on television the interruptions and intrusions are endless.

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July 16, 1999

## Most Played Recurrents

SUGAR RAY Every Morning (Lava/Atlantic)

GOO GOO DOLLS Slide (Warner Bros.)

LENNY KRAVITZ Fly Away (Virgin)

BRITNEY SPEARS ...Baby One More Time (Jive)

WHITNEY HOUSTON Heartbreak Hotel (Arista)

CHER Believe (Warner Bros.)

EAGLE-EYE CHERRY Save Tonight (Work/ERG)

MATCHBOX 20 Back 2 Good (Lava/Atlantic)

MONICA Angel Of Mine (Arista)

THIRD EYE BLIND Jumper (Elektra/EEG)

NEXT Too Close (Arista)

SHAWN MULLINS Lullaby (SMG/Columbia)

GOO GOO DOLLS Iris (Warner Sunset/Reprise)

SHAGGY F/JANET Luv Me, Luv Me (Flyte Tyme/MCA)

BRANDY Have You Ever? (Atlantic)

EVE 6 Inside Out (RCA)

NATALIE IMBRUGLIA Torn (RCA)

WILL SMITH Miami (Columbia)

MATCHBOX 20 Real World (Lava/Atlantic)

JENNIFER PAIGE Crush (Edel America/Hollywood)

## TUNED-IN CHR/POP

R&amp;R/MEDIABASE 24/7

WZEE/Madison

Tuesday, July 6

11am

JANET JACKSON Together Again

SIXPENCE NONE THE RICHER Kiss Me

PRINCE 1999

WILL SMITH Wild Wild West

FASTBALL Out Of My Head

NATALIE IMBRUGLIA Torn

BRITNEY SPEARS Sometimes

OMD If You Leave

TLC No Scrubs

BRANDY Have You Ever?

PEARL JAM Last Kiss

MATCHBOX 20 Real World

REAL MCCOY Run Away

PHIL COLLINS You'll Be In My Heart

3pm

FIVE When The Lights Go Out

SHANIA TWAIN That Don't Impress Me Much

ORGY Blue Monday

CLUB NOUVEAU Lean On Me

BRANDY Almost Doesn't Count

SMASH MOUTH All Star

BIZARRE INC. I'm Gonna Get You

GOO GOO DOLLS Iris

RICKY MARTIN Livin' La Vida Loca

AEROSMITH I Don't Want To Miss A Thing

MADONNA Beautiful Stranger

SHAWN MULLINS Lullaby

FINE YOUNG CANNIBALS She Drives Me Crazy

TAL BACHMAN She's So High

9pm

LENNY KRAVITZ Fly Away

SHANIA TWAIN That Don't Impress Me Much

TONI BRAXTON You're Makin' Me High

LIT My Own Worst Enemy

ROB BASE &amp; DJ EZ ROCK Joy And Pain

EAGLE-EYE CHERRY Save Tonight

RICKY MARTIN Livin' La Vida Loca

BRANDY Almost Doesn't Count

WILL SMITH Wild Wild West

GOO GOO DOLLS Iris

T-SPOON Sex On The Beach

MIGHTY MIGHTY BOSSTONES The Impression...

JANET JACKSON That's The Way Love Goes



WNOK/Columbia

Tuesday, July 6

FM 104.7

10am

HOOTIE &amp; THE BLOWFISH Time

RICKY MARTIN Livin' La Vida Loca

EDWIN MCCAIN I Could Not Ask For More

BLACKSTREET I/MYA &amp; MASE Take Me There

MATCHBOX 20 Real World

FASTBALL Out Of My Head

DINO O-o-h Child

CITIZEN KING Better Days (And The Bottom...)

SISTER HAZEL All For You

BRITNEY SPEARS Sometimes

U2 One

NEW RADICALS Someday We'll Know

GINA G Ooh Ahh...Just A Little Bit

3pm

GIN BLOSSOMS Til I Hear It From You

BRITNEY SPEARS Sometimes

HOOTIE &amp; THE BLOWFISH I Will Wait

CHER Believe

SUGAR RAY Someday

MADONNA Like A Prayer

BACKSTREET BOYS I Want It That Way

4 NON BLONDES What's Up

K-CI &amp; JOJO Tell Me It's Real

SISTER HAZEL Happy

BOYZONE No Matter What

JANET JACKSON Together Again

10pm

LIT My Own Worst Enemy

RICKY MARTIN Livin' La Vida Loca

LFO Summergirls

MADONNA Beautiful Stranger

WILL SMITH Wild Wild West

BETTER THAN EZRA Good

SHAWN MULLINS Lullaby

GOO GOO DOLLS Black Balloon

SARAH MCLACHLAN I Will Remember You

EVERCLEAR Santa Monica (Watch The...)

CHRISTINA AGUILERA Genie In A Bottle

ENRIQUE IGLESIAS Bailamos

CHR/POP

## Going For Adds 7/20/99

MICHAEL AFRICK My Heart Belongs To You (Hollywood)

DESTINY'S CHILD Bills, Bills, Bills (Columbia)

BETH HART L.A. Song (143/Lava/Atlantic)

RICKY MARTIN She's All I Ever Had (C2/Columbia)

MULTIPLUG Laugh (A&amp;M)

NO AUTHORITY What I Wanna Do (MJJ/Work/ERG)

MAXI PRIEST I/BEENIE MAN Mary's Got A Baby (Virgin)

PROZZAK Sucks To Be You (Epic)



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Tuesday 7/6. © 1999, R&R Inc.



**ALANIS MORISSETTE**

*So pure*

**ON OVER 90 STATIONS!!**

**INCLUDING:** WBZZ WXKS WPRO WWZZ WHYI WSTR  
WFLZ KSLZ WKFS WKRQ KRBE KBKS

**ON TOUR WITH TORI AMOS...**





# CHR/Pop Playlists

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

**MARKET #1**

**WHTZ/New York**  
Chancellor  
(212) 239-2300  
Polemanski/Bryant  
12+ Cumé 2,553,100



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
76	76	BACKSTREET BOYS/I Want It That Way	92112
75	76	WHITNEY HOUSTON/It's Not Right	92112
77	74	JENNIFER LOPEZ/If You Had My Love	89688
69	66	RICKY MARTIN/Livin' La Vida Loca	79992
30	60	ENRIQUE IGLESIAS/Balamos	72720
44	50	BRITNEY SPEARS/Sometimes	60600
49	47	SARAH McLACHLAN/Will Remember You	59388
45	44	LFO/Summer Girls	53328
41	44	MADONNA/Beautiful Stranger	47268
43	39	SMASH MOUTH/All Star	39996
49	33	98 DEGREES/The Hardest Thing	39996
41	33	SIXPENCE...Kiss Me	39996
29	31	WILL SMITH/Wild Wild West	37572
34	30	SHANIA TWAIN/That Don't	36360
26	25	BLESSID UNION...Hey Leonardo	30300
25	25	EDWIN MCCAIN/It Could Not Ask...	30300
25	25	SUGAR RAY/Someday	30300
21	24	CHRISTINA AGUILERA/Gene In A Bottle	29088
17	23	SUGAR RAY/Every Morning	27876
22	22	BRANDY/Almost Doesn't Count	26664
9	21	GOO GOO DOLLS/Black Balloon	25452
24	20	K-CI & JOJO/Tell Me It's Real	24240
19	17	JAY-Z/FAMIL AND J/Can I Get A...	20604
15	17	RAZOR & GUIDO/Do It Again	20604
10	17	TL/Unpretty	20604
13	17	702/Where My Girls At?	15756
13	17	98 DEGREES/Do (Cherish You)	15756
13	17	TAL BACHMAN/She's So High	15756
10	13	PEARL JAM/Last Kiss	15756
9	11	VENGABOYS/Boom, Boom, Boom...	13332
10	14	ROCKEY/What It's Like	12120
8	8	RICKY MARTIN/Livin' La Vida Loca	9696
7	6	VENGABOYS/We Like To Party!	7272
4	5	JORDAN KNIGHT/Give It To You	6060
5	5	ORGY/Blue Monday	6060
4	4	AMBER/When I'm Gone	4848
4	4	MIKE MYERS/Just The Two Of Us	4848
3	4	STARBUCKS/Music Sounds	4848

**MARKET #2**

**KIIS/Los Angeles**  
Clear Channel  
(818) 845-1027  
Kieley/Steele  
12+ Cumé 1,763,700



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
83	80	BACKSTREET BOYS/I Want It That Way	56160
64	78	CHRISTINA AGUILERA/Gene In A Bottle	54756
77	78	WILL SMITH/Wild Wild West	54756
80	77	MADONNA/Beautiful Stranger	54054
34	43	RICKY MARTIN/Livin' La Vida Loca	30186
33	43	BRITNEY SPEARS/Sometimes	30186
37	41	ENRIQUE IGLESIAS/Balamos	28782
41	41	JENNIFER LOPEZ/If You Had My Love	28782
38	39	RICKY MARTIN/Livin' La Vida Loca	27378
35	36	CHER/Strong Enough	25272
35	34	JENNIFER PAIGE/Always You	23688
34	34	SMASH MOUTH/All Star	23688
36	33	ORGY/Blue Monday	23166
24	31	TYHESE/Sweet Lady	21662
32	30	BRANDY/Almost Doesn't Count	21060
28	25	TL/No Scrubs	17550
13	24	SUGAR RAY/Someday	16848
22	23	LENNY KRAVITZ/American Woman	16146
22	22	BOYZONE/No Matter What	15444
15	22	CITIZEN KING/Better Days	15444
28	22	SUGAR RAY/Every Morning	15444
20	20	TAL BACHMAN/She's So High	14040
9	20	RICKY MARTIN/She's All I Ever Had	14040
37	20	N SYNC/Drive Myself Crazy	14040
54	20	SHANIA TWAIN/That Don't	14040
20	19	SIXPENCE...Kiss Me	13338
6	18	FREESTYLE/Here We Go	12636
14	18	JAY-Z/FAMIL AND J/Can I Get A...	12636
28	17	98 DEGREES/The Hardest Thing	11934
24	17	BLONDIE/Maria	11934
16	17	VENGABOYS/We Like To Party!	11932
14	14	K-CI & JOJO/Tell Me It's Real	9828
16	14	VITAMIN C/F/LADY SAW/Smile	9828
8	12	SKY/Love Song	8424
5	11	702/Where My Girls At?	7722
18	11	TATYANA ALI/Everytime	7722
4	11	WHITNEY HOUSTON/It's Not Right	7722
10	11	ROCKEY/In A Dream	7722
7	8	AMBER/When I'm Gone	5616
3	6	FATBOY SLIM/Prase You	4212

**MARKET #4**

**KZQZ/San Francisco**  
Bonneville  
(415) 957-0957  
Adams/Scott  
12+ Cumé 538,400



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
47	77	ENRIQUE IGLESIAS/Balamos	16324
59	66	BACKSTREET BOYS/I Want It That Way	13992
48	64	CHRISTINA AGUILERA/Gene In A Bottle	13568
66	63	BRITNEY SPEARS/Sometimes	13356
59	63	BLESSID UNION...Hey Leonardo	13356
60	61	JENNIFER LOPEZ/If You Had My Love	13144
61	61	702/Where My Girls At?	12942
53	58	TL/Unpretty	12296
45	54	VENGABOYS/Boom, Boom, Boom...	11448
52	54	BLAQUE/808	11448
51	52	WILL SMITH/Wild Wild West	11024
67	51	RICKY MARTIN/Livin' La Vida Loca	10812
47	50	SMASH MOUTH/All Star	10600
61	45	N SYNC/Drive Myself Crazy	9540
48	44	K-CI & JOJO/Tell Me It's Real	9328
21	42	DESTINY'S CHILD/Bills, Bills, Bills	8892
32	41	WHITNEY HOUSTON/It's Not Right	8692
31	40	RICKY MARTIN/Livin' La Vida Loca	8480
39	39	BRANDY/Almost Doesn't Count	8268
41	37	MADONNA/Beautiful Stranger	8268
31	36	CITIZEN KING/Better Days	7632
9	32	LEN/Steal My Sunshine	7632
45	29	SIXPENCE...Kiss Me	6148
19	29	RIIIE/Honey To The Bee	6148
27	26	BACKSTREET BOYS/Larger Than Life	5512
30	25	JAMIROQUAI/Canned Heat	5300
25	25	TAMPERER/F/MAY/If You Buy This...	5300
19	22	LFO/Summer Girls	4664
18	21	NAUGHTY BY NATURE /Lamboree	4452
31	21	ARMAND VAN HELDEN/You Don't Know Me	4452
21	17	SUGAR RAY/Every Morning	3604
17	14	ONE VOICE/When You Think...	2968
15	14	VENGABOYS/We Like To Party!	2968
10	14	BACKSTREET BOYS/Show Me...	2968
9	13	JOEY MCINTYRE/If Love You Came	2756
9	12	ROCKEY/When I'm Gone	2544
11	11	98 DEGREES/The Hardest Thing	2332
29	9	JORDAN KNIGHT/Give It To You	1908
6	9	TL/No Scrubs	1908
1	9	VITAMIN C/F/LADY SAW/Smile	1908

**MARKET #5**

**WIOQ/Philadelphia**  
Chancellor  
(610) 667-8100  
Bridgman/Newsome  
12+ Cumé 797,500



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
78	84	BACKSTREET BOYS/I Want It That Way	28980
76	76	JENNIFER LOPEZ/If You Had My Love	26220
73	76	WILL SMITH/Wild Wild West	25272
55	75	TL/No Scrubs	24150
77	70	RICKY MARTIN/Livin' La Vida Loca	24150
38	38	BRANDY/Almost Doesn't Count	13110
34	36	MADONNA/Beautiful Stranger	12420
39	36	SIXPENCE...Kiss Me	12420
35	35	98 DEGREES/The Hardest Thing	12075
38	35	BRITNEY SPEARS/Sometimes	12075
45	41	SMASH MOUTH/All Star	10695
29	29	WHITNEY HOUSTON/It's Not Right	10005
25	26	CHRISTINA AGUILERA/Gene In A Bottle	8970
16	22	SARAH McLACHLAN/Will Remember You	7590
7	20	702/Where My Girls At?	6555
19	18	JAY-Z/FAMIL AND J/Can I Get A...	6555
24	18	RICKY MARTIN/Livin' La Vida Loca	6270
18	18	RICKY MARTIN/Livin' La Vida Loca	6270
20	18	SUGAR RAY/Every Morning	6270
11	17	BOYZONE/No Matter What	5885
9	15	ENRIQUE IGLESIAS/Balamos	5175
18	15	SHANIA TWAIN/That Don't	5175
18	14	112/Anywhere	4830
25	14	VENGABOYS/We Like To Party!	4830
10	12	SUGAR RAY/Someday	4140
16	11	JORDAN KNIGHT/Give It To You	3740
7	8	LFO/Summer Girls	2070
6	6	EVERLAST/What It's Like	2070
6	6	K-CI & JOJO/Tell Me It's Real	2070
7	6	ROCKEY/In A Dream	2070
4	6	JOCK JAM/Jack Jam '99	2070
4	6	CHER/Strong Enough	1380
3	6	DEBORAH COX/It's Over Now	1035
2	3	VENGABOYS/Up & Down	690
1	2	AMBER/When I'm Gone	345
1	1	TAL BACHMAN/She's So High	345
1	1	BLESSID UNION...Hey Leonardo	345
1	1	CITIZEN KING/Better Days	345
1	1	DC TALK/Consume Me	345

**MARKET #6**

**WDRQ/Detroit**  
ABC  
(248) 354-9300  
Tear/Towers  
12+ Cumé 466,700



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
76	76	JENNIFER LOPEZ/If You Had My Love	12616
75	76	WHITNEY HOUSTON/It's Not Right	12450
77	73	SHANIA TWAIN/That Don't	12118
62	62	BACKSTREET BOYS/I Want It That Way	11786
48	62	RICKY MARTIN/Livin' La Vida Loca	10292
46	48	LOVE INC./You're A Superstar	9628
35	46	ENRIQUE IGLESIAS/Balamos	7636
45	45	BRITNEY SPEARS/Sometimes	7470
45	45	D-CRU/Show Me	7470
42	48	TL/Unpretty	6300
41	37	98 DEGREES/The Hardest Thing	6142
25	33	JORDAN KNIGHT/Give It To You	5478
27	33	VITAMIN C/F/LADY SAW/Smile	5478
34	31	SMASH MOUTH/All Star	5146
30	31	CHRISTINA AGUILERA/Gene In A Bottle	5146
26	28	702/Where My Girls At?	4648
27	27	K-CI & JOJO/Tell Me It's Real	4482
28	25	SIXPENCE...Kiss Me	4150
29	23	MADONNA/Beautiful Stranger	3652
12	22	JAMIROQUAI/Canned Heat	3652
11	16	ROCKEY/In A Dream	2656
18	16	BOYZONE/No Matter What	2656
10	14	VENGABOYS/We Like To Party!	2324
12	13	STARS ON 54/If You Could, Ride	2158
11	13	VENGABOYS/Boom, Boom, Boom...	2158
37	13	CHER/Strong Enough	2158
12	12	EDWIN MCCAIN/It Could Not Ask...	1992
23	11	RICKY MARTIN/Livin' La Vida Loca	1826
5	11	STARBUCKS/Music Sounds	1826
10	11	DESTINY'S CHILD/Bills, Bills, Bills	1826
15	10	TL/No Scrubs	1660
9	9	JAY-Z/FAMIL AND J/Can I Get A...	1494
9	9	LFO/Summer Girls	1494
9	6	R. KELLY/FX: MURRAY/Here Alone	996
6	6	SUGAR RAY/Every Morning	996
4	6	DUR HILL/FREDMAN/How Deep Is Your...	996
5	4	N SYNC/Drive Myself Crazy	664
4	4	CITIZEN KING/Better Days	664
3	4	JOCELYN ENRIQUEZA/Little Bit Of...	664
3	3	RUN-DM.C/J. NEVINS/It's Like That	498

**MARKET #7**

**KHKS/Dallas**  
Chancellor  
(214) 891-3400  
Cook/Lambert/Morales  
12+ Cumé 772,100



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
60	63	JENNIFER LOPEZ/If You Had My Love	27342
58	61	RICKY MARTIN/Livin' La Vida Loca	26474
57	59	112/Anywhere	25606
47	57	WILL SMITH/Wild Wild West	24738
46	54	98 DEGREES/The Hardest Thing	23436
45	50	CHRISTINA AGUILERA/Gene In A Bottle	23436
54	50	SIXPENCE...Kiss Me	21700
45	49	BACKSTREET BOYS/I Want It That Way	21266
45	45	BRANDY/Almost Doesn't Count	19530
36	45	SHANIA TWAIN/That Don't	19530
16	43	WHITNEY HOUSTON/It's Not Right	18662
44	43	BRITNEY SPEARS/Sometimes	18662
39	42	TL/No Scrubs	18228
39	42	TL/Unpretty	18228
38	34	SUGAR RAY/Every Morning	14756
32	28	ENRIQUE IGLESIAS/Balamos	12152
33	27	JAY-Z/FAMIL AND J/Can I Get A...	11718
21	25	702/Where My Girls At?	10850
20	24	K-CI & JOJO/Tell Me It's Real	10416
6	11	N SYNC/Drive Myself Crazy	4774
13	11	JOCK JAM/Jack Jam '99	4774
1	10	SMASH MOUTH/All Star	4340
6	8	CHER/Strong Enough	3472
9	8	JORDAN KNIGHT/Give It To You	3472
4	8	I'll TRODY/Wanna Be A Baller	3472
6	5	NJ FLAVOR/Sweet Sexy Thing	2170
1	5	DONNA SUMMERR/Will Go With You	2170
1	5	VENGABOYS/We Like To Party!	2170
6	2	N SYNC/Drive Myself Crazy	868
1	1	98 DEGREES/Do (Cherish You)	868
1	1	TAL BACHMAN/She's So High	434
1	1	BLESSID UNION...Hey Leonardo	434
1	1	CITIZEN KING/Better Days	434
1	1	EVERLAST/What It's Like	434
1	1	FASTBALL/Out Of My Head	434
1	1	FATBOY SLIM/Prase You	434
1	1	LIT MY OWN WORST ENEMY	434
1	1	MADONNA/Beautiful Stranger	434
1	1	EDWIN MCCAIN/It Could Not Ask...	434
1	1	JOEY MCINTYRE/If Love You Came	434

**MARKET #8**

**WKKS/Boston**  
Chancellor  
(781) 396-1430  
Reiby/David  
12+ Cumé 801,400



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
66	68	TAL BACHMAN/She's So High	23120
64	66	BLESSID UNION...Hey Leonardo	22440
62	64	SMASH MOUTH/All Star	21760
64	63	BACKSTREET BOYS/I Want It That Way	21420
57	62	SHANIA TWAIN/That Don't	21080
60	59	RICKY MARTIN/Livin' La Vida Loca	20080
36	47	PEARL JAM/Last Kiss	14280
38	42	JENNIFER LOPEZ/If You Had My Love	12240
39	40	MADONNA/Beautiful Stranger	12240
39	36	SARAH McLACHLAN/Will Remember You	12240
42	33	BRITNEY SPEARS/Sometimes	11220
34	33	SUGAR RAY/Someday	11220
33	32	JOEY MCINTYRE/If Love You Came	10880
27	32	WILL SMITH/Wild Wild West	10880
24	30	CHRISTINA AGUILERA/Gene In A Bottle	10200
37	30	EVERLAST/What It's Like	10200
24	27	ENRIQUE IGLESIAS/Balamos	9180
19	27	GOO GOO DOLLS/Black Balloon	9180
22	25	SIXPENCE...Kiss Me	8900
43	24	RICKY MARTIN/Livin' La Vida Loca	8160
21	21	LIT MY OWN WORST ENEMY	7140
15	21	SUGAR RAY/Every Morning	6480
24	20	SANTANAY/ROB THOMAS/Smooth	6120

# CHR/Pop Playlists

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

MARKET #18		
KDWB/Minneapolis		
Chancellor (612) 340-9000 Morris/Moran 12+ Cumé 567,400		
PLAYS	ARTIST/TITLE	GI (000)
67	WILL SMITH/Wild Wild West	22561
74	SMASH MOUTH/All Star	22268
76	BACKSTREET BOYS/Want It That Way	21975
75	JENNIFER LOPEZ/If You Had My Love	21975
61	CHRISTINA AGUILERA/Gene In A Bottle	21096
46	RICKY MARTIN/Livin' La Vida Loca	16115
61	RICKY MARTIN/Livin' La Vida Loca	15822
43	BRANDY/Almost Doesn't Count	14943
33	FASTBALL/Out Of My Head	12306
70	OFFSPRING/Why Don't You Get...	12306
52	TL/No Scrubs	11720
7	TYRESSE/Sweet Lady	10548
52	SHANIA TWAIN/That Don't	10255
33	TL/Unpretty	9962
28	K-CI & JOJO/Tell Me It's Real	9669
42	SARAH MCLACHLAN/Will Remember You	9669
22	702/Where My Girls At?	9376
29	112/Anywhere	9083
33	EVERLAST/What It's Like	9083
27	SIXPENCE /Kiss Me	7911
12	GOO GOO DOLLS/Black Balloon	7618
26	SUGAR RAY/Someday	7618
23	JAY-Z/FAMIL AND J/Can I Get A...	6738
22	WHITNEY HOUSTON/It's Not Right	6738
22	EDWIN MCCAIN/I Could Not Ask	6446
17	CITIZEN KING/Better Days	5567
19	JOEY MCINTYRE/Love You Came	5567
31	98 DEGREES/The Hardest Thing	4981
19	BRITNEY SPEARS/Sometimes	4981
7	ENRIQUE IGLESIAS/Balamos	4395
15	BLESSID UNION /Hey Leonardo	4102
17	BOYZONE/No Matter What	4102
27	MADONNA/Beautiful Stranger	3809
5	VITAMIN C/F.LADY SAW/Smile	3809
12	PEARL JAM/Last Kiss	3516
9	SKY/Love Song	2637
10	SUGAR RAY/Every Morning	2637
17	DRGY/Blue Monday	2051
2	98 DEGREES/Do (Cherish You)	586

MARKET #19		
KSLZ/St. Louis		
Clear Channel (314) 692-5100 Kapugi/Klutch 12+ Cumé 331,300		
PLAYS	ARTIST/TITLE	GI (000)
72	CHRISTINA AGUILERA/Gene In A Bottle	10731
71	JENNIFER LOPEZ/If You Had My Love	10584
70	BLESSID UNION /Hey Leonardo	10290
75	WILL SMITH/Wild Wild West	10143
63	SMASH MOUTH/All Star	9849
57	BACKSTREET BOYS/Want It That Way	8232
57	TYRESSE/Sweet Lady	8232
45	MADONNA/Beautiful Stranger	7203
44	TL/Unpretty	7203
47	WHITNEY HOUSTON/It's Not Right...	6909
46	K-CI & JOJO/Tell Me It's Real	6782
37	RICKY MARTIN/She's All I Ever Had	6615
45	VITAMIN C/F.LADY SAW/Smile	6615
41	SUGAR RAY/Someday	6468
29	'N SYNC/Drive Myself Crazy	5439
35	BRITNEY SPEARS/Sometimes	5292
35	98 DEGREES/The Hardest Thing	5145
32	BRANDY/Almost Doesn't Count	5145
42	CITIZEN KING/Better Days	5145
33	VENGABOYS/We Like To Party!	5145
34	EDWIN MCCAIN/I Could Not Ask	4981
38	DEF LEPPARD/Promises	4704
32	JAY-Z/FAMIL AND J/Can I Get A...	4704
20	SHANIA TWAIN/That Don't	3234
20	L.F.O./Summer Girls	3087
20	AMBER/Sexual (Li Da Di)	2940
19	JOEY MCINTYRE/Love You Came	2499
18	BOYZONE/No Matter What	2352
15	FASTBALL/Out Of My Head	2352
15	LEN/Steal My Sunshine	2352
16	RICKY MARTIN/Livin' La Vida Loca	2352
12	TAL BACHMAN/She's So High	1911
8	GOO GOO DOLLS/Black Balloon	1764
12	L.A.UREMY/It's Not Right...	1764
7	112/Anywhere	1617
4	702/Where My Girls At?	1470
14	SUGAR RAY/Every Morning	1470
6	ENRIQUE IGLESIAS/Balamos	1323
7	VENGABOYS/Boom, Boom, Boom!	1323

MARKET #20		
WXYV/Baltimore		
Infinity (410) 828-7722 Pasha/Throb 12+ Cumé 403,900		
PLAYS	ARTIST/TITLE	GI (000)
59	JENNIFER LOPEZ/If You Had My Love	9516
57	WHITNEY HOUSTON/It's Not Right...	9268
31	RICKY MARTIN/Livin' La Vida Loca	7160
26	BRANDY/Almost Doesn't Count	6552
48	BACKSTREET BOYS/Want It That Way	6552
50	CHRISTINA AGUILERA/Gene In A Bottle	6084
40	ENRIQUE IGLESIAS/Balamos	5928
40	K-CI & JOJO/Tell Me It's Real	5928
39	SMASH MOUTH/All Star	5148
40	MADONNA/Beautiful Stranger	4992
18	L.F.O./Summer Girls	4992
18	SANTANA/FROB THOMAS/Smooth	4992
32	WILL SMITH/Wild Wild West	4992
30	SHANIA TWAIN/That Don't	4992
26	BLESSID UNION /Hey Leonardo	4680
21	CITIZEN KING/Better Days	4680
35	SUGAR RAY/Someday	4680
32	112/Anywhere	4212
37	TL/No Scrubs	3900
43	EVERLAST/What It's Like	3588
23	702/Where My Girls At?	3588
20	JOEY MCINTYRE/Love You Came	3588
13	'N SYNC/Drive Myself Crazy	3276
21	MICHAEL FRICK/My Heart Belongs...	3276
21	SIXPENCE /Kiss Me	3276
17	VITAMIN C/F.LADY SAW/Smile	3276
23	VENGABOYS/We Like To Party!	2962
10	BRITNEY SPEARS/Sometimes	2652
12	98 DEGREES/The Hardest Thing	2426
18	ROCKWELL/When I'm Gone	2340
2	98 DEGREES/Do (Cherish You)	1872
12	DESTINY'S CHILD/Bliss, Bliss, Bliss	1872
17	FASTBALL/Out Of My Head	1474
6	JENNIFER LOPEZ/If You Had My Love	1404
5	JODI JAMES/Last Kiss	936
5	JODI JAMES/Last Kiss	936
5	TAL BACHMAN/She's So High	780
3	ANOTHER LEVEL/F.T.O./Summertime	468
3	GARBAGE/When I Grow Up	468
3	LENNY KRAVITZ/American Woman	468

MARKET #21		
WBZZ/Pittsburgh		
Infinity (412) 920-9400 Clark/Edgar/Hartwell 12+ Cumé 416,600		
PLAYS	ARTIST/TITLE	GI (000)
54	SMASH MOUTH/All Star	11748
62	RICKY MARTIN/Livin' La Vida Loca	11392
63	TL/No Scrubs	11214
61	CHRISTINA AGUILERA/Gene In A Bottle	9078
40	FASTBALL/Out Of My Head	9078
60	SARAH MCLACHLAN/Will Remember You	9078
33	JENNIFER LOPEZ/If You Had My Love	7832
20	PEARL JAM/Last Kiss	7298
42	OFFSPRING/Why Don't You Get...	7120
28	BRITNEY SPEARS/Sometimes	6942
36	GOO GOO DOLLS/Black Balloon	6408
32	BRANDY/Almost Doesn't Count	6230
25	WILL SMITH/Wild Wild West	5518
19	LIT/My Own Worst Enemy	5162
21	CITIZEN KING/Better Days	5162
29	SUGAR RAY/Every Morning	4984
24	BACKSTREET BOYS/Want It That Way	4806
26	EVERLAST/What It's Like	4628
29	TAL BACHMAN/She's So High	4450
20	TL/Unpretty	3918
21	JEWEL/Jupiter (Swallow...)	3738
24	ORGY/Blue Monday	3560
20	EDWIN MCCAIN/I Could Not Ask	3026
17	ALANIS MORISSETTE/So Pure	2492
9	98 DEGREES/Do (Cherish You)	2092
14	VITAMIN C/F.LADY SAW/Smile	2314
12	MADONNA/Beautiful Stranger	2136
10	DEF LEPPARD/Promises	1946
8	BOYZONE/No Matter What	1534
2	BLESSID UNION /Hey Leonardo	534
1	ENRIQUE IGLESIAS/Balamos	534
2	SHANIA TWAIN/That Don't	534
2	FATBOY SLIM/Praise You	356
2	WHITNEY HOUSTON/It's Not Right...	356
2	JAY-Z/FAMIL AND J/Can I Get A...	356
2	K-CI & JOJO/Tell Me It's Real	178
1	702/Where My Girls At?	178
1	98 DEGREES/Do (Cherish You)	178

MARKET #22		
WFLZ/Tampa		
Clear Channel (813) 839-9393 Domino/Priest 12+ Cumé 589,600		
PLAYS	ARTIST/TITLE	GI (000)
47	CHRISTINA AGUILERA/Gene In A Bottle	20808
63	BACKSTREET BOYS/Want It That Way	20808
67	JENNIFER LOPEZ/If You Had My Love	20502
70	SMASH MOUTH/All Star	20196
66	WILL SMITH/Wild Wild West	20196
65	TL/No Scrubs	20196
30	MADONNA/Beautiful Stranger	16830
44	K-CI & JOJO/Tell Me It's Real	14382
46	SUGAR RAY/Someday	12852
55	RICKY MARTIN/Livin' La Vida Loca	11934
23	TL/Unpretty	11628
42	BRITNEY SPEARS/Sometimes	11016
25	RICKY MARTIN/Livin' La Vida Loca	10710
34	BRANDY/Almost Doesn't Count	10404
28	TYRESSE/Sweet Lady	10404
36	STEVIE NICK/You Love Me Now	9472
31	BLESSID UNION /Hey Leonardo	9486
27	WHITNEY HOUSTON/It's Not Right...	9486
35	98 DEGREES/The Hardest Thing	9180
19	'N SYNC/Drive Myself Crazy	9180
23	ALANIS MORISSETTE/So Pure	8262
26	702/Where My Girls At?	7956
17	GOO GOO DOLLS/Black Balloon	7650
33	EVERLAST/What It's Like	7344
20	VITAMIN C/F.LADY SAW/Smile	7344
12	SARAH MCLACHLAN/Will Remember You	7038
27	VENGABOYS/We Like To Party!	6426
8	CITIZEN KING/Better Days	6426
17	JORDAN KNIGHT/Give It To You	6120
20	OFFSPRING/Why Don't You Get...	6120
22	SHANIA TWAIN/That Don't	6120
14	TAL BACHMAN/She's So High	4284
8	FASTBALL/Out Of My Head	3672
10	PEARL JAM/Last Kiss	3060
23	SIXPENCE /Kiss Me	3060
10	SKY/Love Song	3060
14	SUGAR RAY/Every Morning	2448
7	ENRIQUE IGLESIAS/Balamos	2448
11	EDWIN MCCAIN/I Could Not Ask	2448
7	98 DEGREES/Do (Cherish You)	2142

MARKET #25		
KKRZ/Portland, OR		
Clear Channel (503) 226-0100 Austin/Dr. Doug/Quest 12+ Cumé 404,300		
PLAYS	ARTIST/TITLE	GI (000)
79	CHRISTINA AGUILERA/Gene In A Bottle	18486
67	JENNIFER LOPEZ/If You Had My Love	16486
74	BACKSTREET BOYS/Want It That Way	18252
77	WILL SMITH/Wild Wild West	18018
38	SMASH MOUTH/All Star	15144
57	RICKY MARTIN/Livin' La Vida Loca	13338
72	BLESSID UNION /Hey Leonardo	13104
50	MADONNA/Beautiful Stranger	11700
47	BRITNEY SPEARS/Sometimes	10998
42	TYRESSE/Sweet Lady	9828
41	RICKY MARTIN/Livin' La Vida Loca	9594
28	K-CI & JOJO/Tell Me It's Real	8892
31	TL/Unpretty	8892
24	VITAMIN C/F.LADY SAW/Smile	8658
37	702/Where My Girls At?	8424
35	112/Anywhere	8190
32	ENRIQUE IGLESIAS/Balamos	7488
31	SUGAR RAY/Someday	7254
29	BACKSTREET BOYS/Larger Than Life	6786
19	BRANDY/Almost Doesn't Count	6552
28	TL/No Scrubs	6318
26	DESTINY'S CHILD/Bliss, Bliss, Bliss	6318
26	JAY-Z/FAMIL AND J/Can I Get A...	6084
46	SARAH MCLACHLAN/Will Remember You	5382
22	OFFSPRING/Why Don't You Get...	5148
21	ANOTHER LEVEL/F.T.O./Summertime	4914
20	98 DEGREES/The Hardest Thing	4680
20	JORDAN KNIGHT/Give It To You	4680
15	SHANIA TWAIN/That Don't	4680
17	WHITNEY HOUSTON/It's Not Right...	3978
8	ORGY/Blue Monday	3276
13	SIXPENCE /Kiss Me	3042
9	EVERLAST/What It's Like	2808
12	SUGAR RAY/Every Morning	2574
10	LIT/My Own Worst Enemy	2106
7	TAL BACHMAN/She's So High	1638
17	FASTBALL/Out Of My Head	1638
6	SKY/Love Song	1638
6	EDWIN MCCAIN/I Could Not Ask	1404
5	BOYZONE/No Matter What	1170

MARKET #26		
WKFS/Cincinnati		
Clear Channel (513) 621-9326 Marino/Kelly 12+ Cumé 200,500		
PLAYS	ARTIST/TITLE	GI (000)
84	CITIZEN KING/Better Days	6545
87	SMASH MOUTH/All Star	6545
87	JENNIFER LOPEZ/If You Had My Love	6468
86	CHRISTINA AGUILERA/Gene In A Bottle	6391
83	BLESSID UNION /Hey Leonardo	6391
82	BACKSTREET BOYS/Want It That Way	6314
50	MADONNA/Beautiful Stranger	4081
53	WILL SMITH/Wild Wild West	3927
50	BRANDY/Almost Doesn't Count	3850
51	BRITNEY SPEARS/Sometimes	3850
33	SUGAR RAY/Someday	3850
49	98 DEGREES/The Hardest Thing	3773
48	K-CI & JOJO/Tell Me It's Real	3773
14	PEARL JAM/Last Kiss	3696
46	TL/Unpretty	3696
38	SHANIA TWAIN/That Don't	2926
30	RICKY MARTIN/Livin' La Vida Loca	2849
37	SIXPENCE /Kiss Me	2618
35	SUGAR RAY/Every Morning	2387
26	TL/No Scrubs	2002
25	EVERLAST/What It's Like	1925
21	'02/Where My Girls At?	1617
14	RICKY MARTIN/Livin' La Vida Loca	1617
22	TAL BACHMAN/She's So High	1463
23	OFFSPRING/Why Don't You Get...	1386
11	VITAMIN C/F.LADY SAW/Smile	1309
14	WHITNEY HOUSTON/It's Not Right...	1232
21	L.F.O./Summer Girls	1232
16	EDWIN MCCAIN/I Could Not Ask	1078
5	ENRIQUE IGLESIAS/Balamos	1001
15	JAY-Z/FAMIL AND J/Can I Get A...	974
5	LEN/Steal My Sunshine	924
9	GOO GOO DOLLS/Black Balloon	847
9	LENNY KRAVITZ/American Woman	693
11	LIT/My Own Worst Enemy	693
19	FATBOY SLIM/Praise You	539
15	DRGY/Blue Monday	539
7	RED HOT CHILI/Scar Tissue	539

MARKET #26		
WKRO/Cincinnati		
Infinity (513) 763-5686 Phyllis/Kelly 12+ Cumé 359,500		
PLAYS	ARTIST/TITLE	GI (000)
75	BLESSID UNION /Hey Leonardo	9975
75	SMASH MOUTH/All Star	9975
66	CITIZEN KING/Better Days	9709
74	PEARL JAM/Last Kiss	9709
39	FASTBALL/Out Of My Head	8739
36	WILL SMITH/Wild Wild West	8739
70	SUGAR RAY/Every Morning	6517
38	EVERLAST/What It's Like	5852
35	TAL BACHMAN/She's So High	5453
22	SANTANA/FROB THOMAS/Smooth	5453
37	MY FRIEND STEVE/Cherished	4921
51	OFFSPRING/Why Don't You Get...	4655
55	RICKY MARTIN/Livin' La Vida Loca	4572
15	GOO GOO DOLLS/Black Balloon	4123
13	JENNIFER LOPEZ/If You Had My Love	1123
18	CHRISTINA AGUILERA/Gene In A Bottle	3857
39	MADONNA/Beautiful Stranger	3857
27	EDWIN MCCAIN/I Could Not Ask	3724
20	LIT/My Own Worst Enemy	3325
22	SIXPENCE /Kiss Me	2926
14	SHANIA TWAIN/That Don't	2394
20	EVERLAST/What It's Like	1995
11	RED HOT CHILI/Scar Tissue	1862
5	SUGAR RAY/Someday	1463
9	ALANIS MORISSETTE/So Pure	1197
6	BACKSTREET BOYS/Want It That Way	931
7	RICKY MARTIN/Livin' La Vida Loca	931
4	EVERLAST/What It's Like	798
3	DEF LEPPARD/Promises	665
3	BLINK 182/What's My Age Again?	598
2	L.F.O./Summer Girls	519
4	SARAH MCLACHLAN/Will Remember You	133
11	BRITNEY SPEARS/Sometimes	133
1	TRAIN/Meet Virginia	133

MARKET #28		
KONO/Sacramento		
Entercom (916) 334-7777 Weed/Chris K 12+ Cumé 245,800		
PLAYS	ARTIST/TITLE	GI (000)
68	RICKY MARTIN/Livin' La Vida Loca	6890
64	JENNIFER LOPEZ/If You Had My Love	6784
64	WILL SMITH/Wild Wild West	6784
63	CHRISTINA AGUILERA/Gene In A Bottle	6678
63	FASTBALL/Out Of My Head	6572
43	SMASH MOUTH/All Star	6042
54	BRITNEY SPEARS/Sometimes	5724
66	BLESSID UNION /Hey Leonardo	5194
65	BRANDY/Almost Doesn't Count	4876
39	MADONNA/Beautiful Stranger	4452
42	TYRESSE/Sweet Lady	402

# CHR/Pop Playlists

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

**MARKET #37**

**WKNS/Charlotte**  
Infinity  
(704) 331-9510  
Reynolds/McCormick  
12+ Cume 290,500



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
60	61	EVERLAST/What It's Like	8784
63	60	RICKY MARTIN/Livin' La Vida Loca	8640
55	58	BRANDY/Almost Doesn't Count	8352
61	58	TLC/No Scrubs	8352
44	54	BACKSTREET BOYS/I Want It That Way	7776
41	51	BRITNEY SPEARS/Sometimes	7344
45	49	WILL SMITH/Wild Wild West	7056
48	48	JENNIFER LOPEZ/You Had My Love	6912
44	47	SMASH MOUTH/All Star	6336
44	44	TAL BACHMAN/She's So High	6328
38	37	98 DEGREES/The Hardest Thing	5328
33	34	EDWIN MCCAIN/ Could Not Ask	4896
20	32	FASTBALL/Out Of My Head	4608
25	32	MADONNA/Beautiful Stranger	4608
19	28	CITIZEN KING/Better Days...	4032
31	26	SIXPENCE /Kiss Me	3744
30	26	TYRESE/Sweet Lady	3744
15	25	SARAH MCLACHLAN/I Will Remember You	3600
21	22	CHRISTINA AGUILERA/Genie In A Bottle	3168
18	21	SHANIA TWAIN/That Don't	3024
22	17	SUGAR RAY/Every Morning	2448
10	12	PEARL JAM/Last Kiss	1728
7	12	VITAMIN C/F.L.A.D.Y.SAW/Smile	1728
12	11	BOYZONE/No Matter What	1584
12	10	JAY-Z/F.A.M.I.L. AND J.A.C.A.N I Get A	1440
10	10	LIT MY OWN WORST ENEMY	1440
8	9	98 DEGREES/Do (Cherish You)	1152
6	8	GOO GOO DOLLS/Black Balloon	1152
6	8	ENRIQUE IGLESIAS/Balamos	1152
3	8	RED HOT CHILLI.../Scar Tissue	1152
8	8	SKYL/Love Song	1152
14	7	JORDAN KNIGHT/Give It To You	1008
12	7	SHANIA TWAIN/That Don't	1008
8	6	K-CI & JOJO/Tell Me It's Real	864
5	5	DAVE MATTHEWS BAND/Ants Marching	720
7	4	MATTHEWS & REYNOLDS/Ants Marching	576
1	3	'N SYNC/Drive Myself Crazy	432
1	3	JOCK JAM/Son Of Jock Jam	432
2	2	FATBOY SLIM/Praise You	288
4	2	JOCK JAM/Jock Jam '99	288

**MARKET #38**

**WZPL/Indianapolis**  
My Star  
(317) 816-4000  
Gjerdum/DeGraaf  
12+ Cume 196,400



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
64	61	TLC/No Scrubs	5246
66	60	RICKY MARTIN/Livin' La Vida Loca	5160
53	56	SARAH MCLACHLAN/I Will Remember You	4816
41	51	BACKSTREET BOYS/I Want It That Way	4386
50	48	SMASH MOUTH/All Star	4128
38	45	EVERLAST/What It's Like	3870
35	44	MADONNA/Beautiful Stranger	3784
38	39	JOHN MELLENCAMP/I'm Not Running	3354
32	37	EDWIN MCCAIN/ Could Not Ask	3182
19	35	WILL SMITH/Wild Wild West	3016
33	32	TAL BACHMAN/She's So High	2752
29	32	SUGAR RAY/Someday	2752
32	31	SKYL/Love Song	2666
42	31	SHANIA TWAIN/That Don't	2666
25	30	BRITNEY SPEARS/Sometimes	2580
23	27	CITIZEN KING/Better Days...	2322
24	26	JOEY MCINTYRE/I Love You Came	2236
6	24	PEARL JAM/Last Kiss	2064
12	23	GOO GOO DOLLS/Black Balloon	1978
24	20	JENNIFER LOPEZ/You Had My Love	1720
33	17	SUGAR RAY/Every Morning	1462
13	12	BLESSID UNION /Hey Leonardo	1032
11	11	SANTANA/FROB THOMAS/Smooth	946
13	9	DEF LEPPARD/Promises	774
13	8	FASTBALL/Out Of My Head	688
6	6	ENRIQUE IGLESIAS/Balamos	516
5	5	CHRIS ISAK/Baby Did A Bad	430
3	3	CHER/Strong Enough	238
1	2	98 DEGREES/The Hardest Thing	172
1	2	FATBOY SLIM/Praise You	172
1	2	OFFSPRING/Why Don't You Get	172
3	2	PRINCE/1999	172
1	2	VENGABOYS/We Like To Party!	172
2	2	TLC/Unpretty	172
1	1	702/Where My Girls At?	86
3	1	CHRISTINA AGUILERA/Genie In A Bottle	86
1	1	BRANDY/Almost Doesn't Count	86
1	1	FUNKY GREEN DOGS/Body	86
2	1	WHITNEY HOUSTON/It's Not Right	86
1	1	K-CI & JOJO/Tell Me It's Real	86

**MARKET #39**

**WXXL/Orlando**  
Chancellor  
(407) 919-1070  
Cook/DeGraaf  
12+ Cume 355,600



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
63	66	WILL SMITH/Wild Wild West	11418
60	63	SIXPENCE /Kiss Me	10899
66	62	JENNIFER LOPEZ/You Had My Love	10726
54	60	SARAH MCLACHLAN/I Will Remember You	10380
61	60	TLC/No Scrubs	10380
54	55	BRITNEY SPEARS/Sometimes	9515
51	53	BACKSTREET BOYS/I Want It That Way	9169
47	45	RICKY MARTIN/Livin' La Vida Loca	7785
42	43	BRANDY/Almost Doesn't Count	7439
43	43	SMASH MOUTH/All Star	7439
42	42	EVERLAST/What It's Like	7266
45	40	98 DEGREES/The Hardest Thing	6920
34	40	CHRISTINA AGUILERA/Genie In A Bottle	6401
35	37	K-CI & JOJO/Tell Me It's Real	6401
36	36	ENRIQUE IGLESIAS/Balamos	6228
27	35	BLESSID UNION /Hey Leonardo	6055
31	32	MADONNA/Beautiful Stranger	5536
30	32	PEARL JAM/Last Kiss	5363
38	31	LFO/Summer Girls	5363
24	31	JOEY MCINTYRE/I Love You Came	5363
24	30	'N SYNC/Drive Myself Crazy	5190
42	30	SHANIA TWAIN/That Don't	5190
30	29	SUGAR RAY/Someday	4917
20	26	VITAMIN C/F.L.A.D.Y.SAW/Smile	5088
20	24	NALIN AND KANE/Beach Ball	4152
18	22	SUGAR RAY/Every Morning	3806
17	19	ORGY/Blue Monday	3287
8	15	112/Anywhere	2585
11	14	ROCKE L/Lit A Dream	2422
3	13	TAL BACHMAN/She's So High	2249
10	13	JORDAN KNIGHT/Give It To You	2249
10	12	MIX FACTORY/Take Me Away	2076
13	11	OFFSPRING/Why Don't You Get	1903
24	11	VENGABOYS/We Like To Party!	1903
21	11	GOO GOO DOLLS/Black Balloon	1730
6	9	702/Where My Girls At?	1557
6	9	JOCelyn ENRIQUEZA/Little Bit Of	1557
9	9	MONA LISA/Stay In Love	1557
14	7	CHER/Strong Enough	1211
17	7	JAY-Z/F.A.M.I.L. AND J.A.C.A.N I Get A	1211

**MARKET #41**

**KUMX/New Orleans**  
Clear Channel  
(504) 679-7300  
Stewart  
12+ Cume 238,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
74	74	WILL SMITH/Wild Wild West	7326
72	73	BACKSTREET BOYS/I Want It That Way	7227
61	73	SMASH MOUTH/All Star	7029
73	71	JENNIFER LOPEZ/You Had My Love	6930
72	70	ORGY/Blue Monday	6930
43	53	BRITNEY SPEARS/Sometimes	5247
45	49	TAL BACHMAN/She's So High	4851
54	49	BLESSID UNION /Hey Leonardo	4851
30	44	SARAH MCLACHLAN/I Will Remember You	4356
48	37	RICKY MARTIN/Livin' La Vida Loca	3663
34	35	EVERLAST/What It's Like	3465
29	32	SIXPENCE /Kiss Me	3168
33	32	TLC/No Scrubs	3168
31	30	JAY-Z/F.A.M.I.L. AND J.A.C.A.N I Get A	2970
19	30	PEARL JAM/Last Kiss	2970
27	29	MADONNA/Beautiful Stranger	2871
28	29	TLC/Unpretty	2772
22	28	CHRISTINA AGUILERA/Genie In A Bottle	2772
25	28	EDWIN MCCAIN/ Could Not Ask	2574
22	26	FASTBALL/Out Of My Head	2475
18	25	CHER/Strong Enough	2178
18	22	SUGAR RAY/Every Morning	2178
24	20	CITIZEN KING/Better Days...	1980
20	20	LIT MY OWN WORST ENEMY	1980
18	18	EVERLAST/What It's Like	1782
17	17	BRANDY/Almost Doesn't Count	1683
22	4	SHANIA TWAIN/That Don't	396
1	2	98 DEGREES/The Hardest Thing	198
1	2	ENRIQUE IGLESIAS/Balamos	198
1	2	SUGAR RAY/Someday	198
2	2	VENGABOYS/We Like To Party!	198
1	1	CHER/No Nothing	198
1	1	FATBOY SLIM/Praise You	99
1	1	FUNKY GREEN DOGS/Body	99
1	1	WHITNEY HOUSTON/It's Not Right	99
1	1	RICKY MARTIN/La Copa De La Vida	99
1	1	'N SYNC/Drive Myself Crazy	99
1	1	OFFSPRING/Why Don't You Get	99
1	1	GOO GOO DOLLS/Black Balloon	0

**MARKET #41**

**WEZB/New Orleans**  
Sinclair  
(504) 834-9587  
Wagman/Love  
12+ Cume 168,100



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
66	66	BACKSTREET BOYS/I Want It That Way	4290
49	65	TAL BACHMAN/She's So High	4225
66	65	WILL SMITH/Wild Wild West	4225
60	58	BRANDY/Almost Doesn't Count	3770
45	47	PEARL JAM/Last Kiss	3055
44	47	SMASH MOUTH/All Star	3055
44	46	JENNIFER LOPEZ/You Had My Love	2990
37	43	RICKY MARTIN/Livin' La Vida Loca	2795
57	43	SARAH MCLACHLAN/I Will Remember You	2795
44	42	CITIZEN KING/Better Days	2730
37	41	K-CI & JOJO/Tell Me It's Real	2665
26	40	112/Anywhere	2600
41	40	TYRESE/Sweet Lady	2600
35	34	EDWIN MCCAIN/ Could Not Ask	2210
32	32	FASTBALL/Out Of My Head	2080
22	32	GOO GOO DOLLS/Black Balloon	2080
35	32	JAY-Z/F.A.M.I.L. AND J.A.C.A.N I Get A	2080
36	32	SUGAR RAY/Someday	2080
31	31	BLESSID UNION /Hey Leonardo	2015
23	31	SHANIA TWAIN/That Don't	2015
24	29	ENRIQUE IGLESIAS/Balamos	1690
39	26	SIXPENCE /Kiss Me	1690
20	26	BRITNEY SPEARS/Sometimes	1690
29	25	SUGAR RAY/Every Morning	1625
15	22	MADONNA/Beautiful Stranger	1430
53	22	TLC/No Scrubs	1430
9	19	SPORTY THIEVZ/No Pigeons	1235
16	18	EVERLAST/What It's Like	1170
18	18	OFFSPRING/Why Don't You Get	1170
26	16	EVERLAST/What It's Like	1040
12	15	'N SYNC/Drive Myself Crazy	975
6	15	SANTANA/FROB THOMAS/Smooth	975
15	15	TLC/Unpretty	975
14	14	LIT MY OWN WORST ENEMY	910
1	13	98 DEGREES/The Hardest Thing	845
16	13	CHRISTINA AGUILERA/Genie In A Bottle	845
9	11	RICKY MARTIN/La Copa De La Vida	715
10	9	VITAMIN C/F.L.A.D.Y.SAW/Smile	585
10	8	702/Where My Girls At?	520
13	8	WHITNEY HOUSTON/It's Not Right	520

**MARKET #43**

**WKSE/Buffalo**  
Sinclair  
(716) 884-5101  
Universal/Wide  
12+ Cume 222,900



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
54	57	JENNIFER LOPEZ/You Had My Love	6726
50	54	RICKY MARTIN/Livin' La Vida Loca	6372
55	50	BACKSTREET BOYS/I Want It That Way	5900
50	50	RICKY MARTIN/Livin' La Vida Loca	5900
40	50	EDWIN MCCAIN/ Could Not Ask	5900
44	48	SHANIA TWAIN/That Don't	5664
35	44	WILL SMITH/Wild Wild West	5197
43	43	SMASH MOUTH/All Star	5074
42	41	TLC/Unpretty	4956
54	37	GOO GOO DOLLS/Black Balloon	4248
34	36	K-CI & JOJO/Tell Me It's Real	4248
30	35	702/Where My Girls At?	4130
28	35	BRITNEY SPEARS/Sometimes	4130
31	34	ORGY/Blue Monday	4012
32	33	BRANDY/Almost Doesn't Count	3894
32	31	WHITNEY HOUSTON/It's Not Right	3776
31	31	ENRIQUE IGLESIAS/Balamos	3658
16	31	CHRISTINA AGUILERA/Genie In A Bottle	3658
29	29	MADONNA/Beautiful Stranger	3422
24	29	SKYL/Love Song	3422
23	28	112/Anywhere	3324
14	26	TAL BACHMAN/She's So High	3068
25	26	LARRY NASH/Every Thing Is	2950
25	25	98 DEGREES/The Hardest Thing	2950
19	25	PEARL JAM/Last Kiss	2832
24	24	DESTINY'S CHILD/Bills, Bills, Bills	2832
22	24	JORDAN KNIGHT/Give It To You	2832
24	24	LOVE INC./You're A Superstar	2832
23	22	LFO/Summer Girls	2596
20	22	EVERLAST/What It's Like	2360
12	16	98 DEGREES/Do (Cherish You)	1888
16	16	BLAQUE/808	1888
12	15	SPORTY THIEVZ/No Pigeons	1770
14	14	D-CRU/Show Me	1652
26	14	FATBOY SLIM/Praise You	1652
20	12	CHER/Strong Enough	1416
14	12	SIXPENCE /Kiss Me	1416
3	12	SUGAR RAY/Someday	1416
16	12	TLC/No Scrubs	1416
13	11	SUGAR RAY/Every Morning	1298

**MARKET #44**

**WZQZ/Nashville**  
Cromwell  
(615) 399-1029  
Krysz  
12+ Cume 97,100



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
51	69	JENNIFER LOPEZ/You Had My Love	2415
65	68	BACKSTREET BOYS/I Want It That Way	2380
68	68	SMASH MOUTH/All Star	2380
63	68	BRITNEY SPEARS/Sometimes	2380
67	65	RICKY MARTIN/Livin' La Vida Loca	2275
53	65	WILL SMITH/Wild Wild West	2275
43	64	TLC/No Scrubs	2240
40	38	CHRISTINA AGUILERA/Genie In A Bottle	1330
33	38	BLESSID UNION /Hey Leonardo	1330
38	38	CITIZEN KING/Better Days...	1260
36	36	98 DEGREES/The Hardest Thing	1260
41	36	MADONNA/Beautiful Stranger	1260
5	36	SHANIA TWAIN/That Don't	1224
35	35	BRANDY/Almost Doesn't Count	1155
36	33	EVERLAST/What It's Like	1155
43	33	SIXPENCE /Kiss Me	1155
30	32	K-CI & JOJO/Tell Me It's Real	1120
28	27	SUGAR RAY/Every Morning	945
15	25	TAL BACHMAN/She's So High	875
17	22	FASTBALL/Out Of My Head	770
5	22	ENRIQUE IGLESIAS/Balamos	770
17	20	WHITNEY HOUSTON/It's Not Right	700
17	20	LFO/Summer Girls	700
17	19	JT MURPHY/Who Dat	665
14			

## R&R Hip Hop Top 20

July 16, 1999

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ADDS
			TW	LW	
1	1	<b>JA RULE</b> Holla Holla (Murder Inc./Def Jam/IDJMG)	2744	2646	125/1
3	2	<b>JUVENILE</b> Back That Thang Up (Cash Money/Universal)	2634	2412	114/2
2	3	<b>NAUGHTY BY NATURE</b> F/ZHANE' Jamboree (Arista)	2562	2420	125/3
4	4	<b>RUFF RYDERS</b> F/EVE & NOKIO What ... (Ruff Ryders/Interscope)	2359	2118	115/5
5	5	<b>MISSY "MISDEMEANOR" ELLIOTT</b> All N... (EastWest/EEG)	2078	1752	125/7
6	6	<b>JAY-Z</b> Jigga My ***** (Ruff Ryders/Interscope)	1947	1723	112/12
7	7	<b>LIL' TROY</b> Wanna Be A Baller (Short Stop/Republic/Universal)	1890	1678	83/8
9	8	<b>T.W.D.Y.</b> Player's Holiday (Thump)	1243	1282	54/0
10	9	<b>JAY-Z F/AMIL AND JA</b> Can I Get A... (Def Jam/IDJMG)	1236	1244	92/0
12	10	<b>BUSTA RHYMES</b> Do The Bus A Bus (Elektra/EEG)	1211	1104	102/0
8	11	<b>JT MONEY</b> Who Dat (Tony Mercedes/Freeworld/Priority)	1188	1329	95/0
11	12	<b>TRICK DADDY</b> Nann Brother (Slip N' Slide/Warlock)	1122	1152	76/1
15	13	<b>NAS</b> You Won't See Me Tonight (Columbia)	1068	882	98/1
—	14	<b>TRU</b> Hoody Hooo (No Limit/Priority)	925	590	84/14
16	15	<b>TIMBALAND &amp; MAGOO</b> F/DEVANTE... Can U... (N.Y.L.A./Priority)	903	804	80/2
—	16	<b>Q-TIP</b> Vivrant Thing (Def Jam/IDJMG)	863	578	90/13
14	17	<b>EMINEM</b> F/DR. DRE Guilty... (Web/Aftermath/Interscope)	785	926	78/0
—	18	<b>MYSTIKAL &amp; OUTKAST</b> Neck Uv Da Woods (No Limit/Jive)	703	501	64/5
—	19	<b>PUFF DADDY</b> P.E. 2000 (Bad Boy/Arista)	656	321	104/81
19	20	<b>DMX</b> Ruff Ryders Anthem (Def Jam/IDJMG)	648	633	71/0

58 CHR/Rhythmic and 81 Urban reporters combine into a custom chart. Hip Hop titles are ranked by total plays for the airplay week of Sunday 7/4-Saturday 7/10. For complete reporter lists refer to CHR/Rhythmic and Urban sections. © 1999, R&R Inc.

## New & Active

**VITAMIN C** /FLADY SAW Smile (Elektra/EEG)

Total Plays: 286, Total Stations: 16, Adds: 3

**Q-TIP** Vivrant Thing (Def Jam/IDJMG)

Total Plays: 276, Total Stations: 17, Adds: 3

**BEATNUTS** Watch Out Now (Relativity)

Total Plays: 265, Total Stations: 13, Adds: 0

**AMBER** Sexual (Li Da Di) (Tommy Boy)

Total Plays: 261, Total Stations: 9, Adds: 1

**MARY J. BLIGE** All That I Can Say (MCA)

Total Plays: 260, Total Stations: 28, Adds: 28

**LFO** Summer Girls (Arista)

Total Plays: 258, Total Stations: 8, Adds: 2

**NAS** You Won't See Me Tonight (Columbia)

Total Plays: 255, Total Stations: 12, Adds: 0

**TRU** Hoody Hooo (No Limit/Priority)

Total Plays: 234, Total Stations: 12, Adds: 6

**MASE** Get Ready (Bad Boy/Arista)

Total Plays: 223, Total Stations: 19, Adds: 0

**NAS** K-i-ss-i-n-g (Columbia)

Total Plays: 218, Total Stations: 15, Adds: 2

**PUFF DADDY** P.E. 2000 (Bad Boy/Arista)

Total Plays: 216, Total Stations: 18, Adds: 15

**ANGELINA** Bailando (Upstairs)

Total Plays: 215, Total Stations: 7, Adds: 1

**BLACKSTREET** Think About You (Lil' Man/Interscope)

Total Plays: 199, Total Stations: 12, Adds: 0

**TIMBALAND & MAGOO** F/DEVANTE... Can U... (N.Y.L.A./Priority)

Total Plays: 174, Total Stations: 17, Adds: 1

**RICKY MARTIN** She's All I Ever Had (C2/Columbia)

Total Plays: 174, Total Stations: 11, Adds: 5

**3RD STOREE** Party Tonight (Yab Yum/Elektra/EEG)

Total Plays: 167, Total Stations: 16, Adds: 3

**MYSTIKAL & OUTKAST** Neck Uv Da Woods (No Limit/Jive)

Total Plays: 164, Total Stations: 9, Adds: 0

**DJ QUIK** Down, Down, Down (Profile/Arista)

Total Plays: 158, Total Stations: 5, Adds: 1

**C NOTE** Spanish Fly (TransContinental/Epic)

Total Plays: 147, Total Stations: 9, Adds: 2

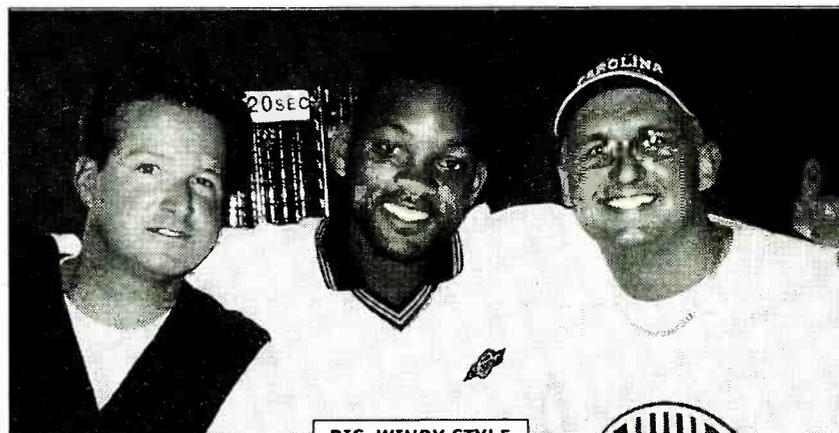
**98 DEGREES** I Do (Cherish You) (Universal)

Total Plays: 123, Total Stations: 24, Adds: 21

Songs ranked by total plays


**GETTING 'BOUT IT — WITH THE GOLD**

Silas/MCA's five octave sensation Jesse Powell had a lot to smile about following his Budweiser Superfest Tour performance at the Universal Amphitheater in L.A. He was presented the RIAA Gold Album Award for his latest album *Bout It*. Without a doubt, Jesse will keep rising to the top. Seen here with well-deserved smiles are (l-r) Silas Founder Louil Silas, MCA Marketing Director/R&B Marilyn Batchlor, VP/A&R R&B Music Randy Jackson, Powell co-manager, ICON Entertainment's Phillippe Darrell, Powell, Powell co-manager, ICON Entertainment goddess Tina Gomes, MCA VP/Promotion R&B Music Benny Pough. (Back row) MCA Sr. VP/Operations R&B Music Steve Corbin, VP Crossover Promotion Bruce Reiner, Exec. VP Abby Konowitch and National Director/Promotion, New York Azim Rashid.


**BIG WINDY STYLE**

Columbia superstar Will Smith (c) does his thang in the wild wild midwest with the big willies of WBBM/Chicago. PD Todd Cavanah (l) and MD Erik Bradley takes some lessons on how to move their hands "where their hip be at."

## CHR/Rhythmic Reporters

Stations and their adds listed alphabetically by market

<b>KKSS/Albuquerque, NM *</b> PD: Tony Manero MD: Jackie James 21 JAY-Z "Jigga" COKO "Sunshine" MERCEDES "Thang" MARY J. BLIGE "Say" PROFILE F/ JUVENILE "Ain't"	<b>WJMN/Boston, MA *</b> PD: Cadillac Jack McCartney APD/MD: Danny Ocean 12 RICKY MARTIN "Ain't" PUFF DADDY "2000" CHRISTINA AGUILERA "Bott" MARY J. BLIGE "Say" SILENCE "Meening"	<b>KKPW/Fresno, CA *</b> DM/PP: Greg Mack APD: R. J. Lopes MD: DJ Jess 1 COKO "Sunshine" 98 DEGREES "Do" MERCEDES "Thang" GANG STARR "Discipline" MARY J. BLIGE "Say" 2 GINUNINE "Anxious"	<b>WJBT/Jacksonville, FL *</b> PD: Dave Wynter DM/PP: NAUGHTY BY NATURE "Jamboree" 1 MARY J. BLIGE "Say"	<b>WKTU/New York, NY *</b> VP/Ops.: Frankie Blue APD/MD: Andy Shane 3 RICKY MARTIN "Ain't" 21 DESTINY'S CHILD "Bills" 1 VITAMIN C/FLADY SAW "Smile" 98 DEGREES "Do"	<b>WWKX/Providence, RI *</b> PD: Jerry McKenna MD: Paul Nelson 21 WHITNEY HOUSTON "Love" PUFF DADDY "2000" GANG STARR "Discipline" MARY J. BLIGE "Say"	<b>KTFM/San Antonio, TX *</b> PD: Cliff Tredway MD: Steve Chavez 3 JAY-Z "Jigga" 98 DEGREES "Do" RICKY MARTIN "Ain't" MERCEDES "Thang" PROFILE F/ JUVENILE "Ain't" SERA "Chill" CASE "Happy"	<b>KWIN/Stockton, CA *</b> PD: Trevor Carey APD: Tammy Cruise 3 112 "Letter" MARY J. BLIGE "Say" PUFF DADDY "2000" MARY J. BLIGE "Say" 98 DEGREES "Do" COKO "Sunshine"
<b>KYLZ/Albuquerque, NM *</b> DM/PP: M.C. Scerapy 2 JAY-Z "Jigga" COKO "Sunshine" PROFILE F/ JUVENILE "Ain't" MERCEDES "Thang" TERRY DEXTER "Better"	<b>WBBM/Chicago, IL *</b> PD: Todd Cavanah MD: Erik Bradley No Adds	<b>KSEQ/Fresno *</b> PD: Rik McNeil MD: Eddie Cruz COKO "Sunshine" MARY J. BLIGE "Say" FREESTYLERS "Here"	<b>KLUC/Las Vegas, NV *</b> PD: Cat Thomas MD: Melissa Sletas 2 98 DEGREES "Do" 2 GINUNINE "Anxious"	<b>WQHT/New York, NY *</b> PD: Tracy Ciofery MD: Sean Taylor 17 NOT BOYS "Yes" 20 COKO "Sunshine" 16 MARY J. BLIGE "Say" 1 EPMD "Symphony"	<b>KWNZ/Reno, NV</b> PD: Bill Schultz COKO "Sunshine" 98 DEGREES "Do" MERCEDES "Thang" MARY J. BLIGE "Say" 3RD STOREE "Party"	<b>XHTZ/San Diego, CA *</b> OMPD: Lisa Vazquez MD: Dale Solivan 7 JAY-Z "Jigga" MARY J. BLIGE "Say" MERCEDES "Thang" MARY J. BLIGE "Say" COKO "Sunshine"	<b>WLLD/Tampa, FL *</b> PD: Dave Ferguson MD: Orlando 51 TANTO MET-NO "Everyone" 13 PUFF DADDY "2000" 11 NAS "Kiss" 9 JAY-Z "Jigga" CHANTE MOORE "Chante's" CHRISTINA AGUILERA "Bottle"
<b>KQBT/Austin, TX *</b> PD: Scooter B. Stevens MD: Mark Macray 5 TRACIE SPENCER "Ain't" RUFF RYDERS "F/EVE" 1 MISSY ELLIOTT "Gin" PROFILE F/ JUVENILE "Ain't"	<b>KZFM/Corpus Christi, TX</b> PD: Ed Deanas MD: Danny B. Jammin' 40 DESTINY'S CHILD "Bills" 26 RICKY MARTIN "Ain't" 98 DEGREES "Do" CHANTE MOORE "Chante's" PUFF DADDY "2000" ANOTHER LEVEL "P/O" "Summertime"	<b>WSNX/Grand Rapids, MI *</b> PD: Todd Michaels 34 ENRIQUE IGLESIAS "Bailamos" GINUNINE "Anxious" MONICA "Symphony" TRACIE SPENCER "Ain't" TIMBALAND & MAGOO "Can"	<b>KPWR/Los Angeles, CA *</b> VP/Prog: Jimmy Steal APD: Damien Young MD: E-Man 10 SNOOP DOGG "B Please" T.C. "Unprety" MERCEDES "Thang"	<b>WNVZ/Norfolk, VA *</b> PD: Don London MD: Jay West 14 98 DEGREES "Do" PROFILE F/ JUVENILE "Ain't" MARY J. BLIGE "Say" SILENCE "Meening" KUR'N'C "Every"	<b>KGGI/Riverside, CA *</b> PD: Mark Feather APD/MD: Jesse Duran 98 DEGREES "Do" LIGHTER SHADE "Sunny" MARY J. BLIGE "Say" SILENCE "Meening" KUR'N'C "Every"	<b>KMEL/San Francisco, CA *</b> PD: Joey Arbagey MD: Glenn Aude 11 PUFF DADDY "2000" 2 COKO "Sunshine" 1 MARY J. BLIGE "Say" MERCEDES "Thang"	<b>KOHT/Tucson, AZ *</b> PD: Paco Jacobs APD/MD: Fred Rico 25 MERCEDES "Thang" 30 COKO "Sunshine" 3 3RD STOREE "Party" 3 Q-TIP "Vivrant" 1 COKO "Sunshine"
<b>KISV/Bakersfield, CA *</b> PD: Bob Lewis APD/MD: Pieazzo 16 COKO "Sunshine" 5 98 DEGREES "Do" LAURYN HILL "Everything" MARY J. BLIGE "Say"	<b>KZFM/Corpus Christi, TX</b> PD: Ed Deanas MD: Danny B. Jammin' 40 DESTINY'S CHILD "Bills" 26 RICKY MARTIN "Ain't" 98 DEGREES "Do" CHANTE MOORE "Chante's" PUFF DADDY "2000" ANOTHER LEVEL "P/O" "Summertime"	<b>KIKI/Honolulu, HI *</b> Interim PD/MD: James Coles 1 PROFILE F/ JUVENILE "Ain't" 98 DEGREES "Do"	<b>KXHT/Memphis, TN</b> DM: Chris Taylor PD: Lee Cagle 41 LIL' TROY "Baller" 17 NOT BOYS "Yes" 15 PASTOR TROY "Play" 8 THREE & MARIA "Wanna" PUFF DADDY "2000"	<b>WYPO/Orlando, FL *</b> PD: Phil Michaels MD: Damien Paul 27 LFO "Summer"	<b>WKGS/Rochester, NY *</b> PD: Erik Anderson APD: Patrick Castania MD: Corn Dog 29 PUFF DADDY "2000" MARY J. BLIGE "Say" 3 COKO "Sunshine" 2 GANG STARR "Discipline" 2 WIDRIDAS "Back" 1 112 "Letter" TRU "Hoody" ANKLE 2 P 2 3" MERCEDES "Thang"	<b>KYLD/San Francisco, CA *</b> PD: Michael Martin APD/MD: Jazzy Jim Archer 15 LIL' TROY "Baller" 9 TRU "Hoody" 5 PUFF DADDY "2000" COKO "Sunshine" MERCEDES "Thang"	<b>WOWZ/Utica, NY</b> Interim MD: John Carucci TERRY DEXTER "Better" MARY J. BLIGE "Say" MERCEDES "Thang" 98 DEGREES "Do" JAY-Z "Jigga"
<b>KKXX/Bakersfield, CA *</b> PD: Chris Squires MD: Craig Marshall 5 TRACIE SPENCER "Ain't" 112 "Letter" 3 RICKY MARTIN "Copa" RICKY MARTIN "Ain't"	<b>KOKS/Denver, CO *</b> PD: Cat Collins No Adds	<b>KKME/Honolulu, HI *</b> PD: Jamie Hyatt MD: Ryan Kawamoto 43 98 DEGREES "Do" 36 TRICK DADDY "Nann" 19 LFO "Summer" MARY J. BLIGE "Say"	<b>KHTN/Merced, CA</b> PD: Rene Roberts APD/MD: Drew Stone 48 MARY J. BLIGE "Say" 23 COKO "Sunshine" 8 STIGMA "Knock" 98 DEGREES "Do" PROFILE F/ JUVENILE "Ain't" MERCEDES "Thang" MACY GRAY "Something" TRINA BROUSSARD "Much"	<b>KCAQ/Oxnard, CA *</b> PD: Dan Garite MD: Corn Dog 29 PUFF DADDY "2000" MARY J. BLIGE "Say" 3 COKO "Sunshine" 2 GANG STARR "Discipline" 2 WIDRIDAS "Back" 1 112 "Letter" TRU "Hoody" ANKLE 2 P 2 3" MERCEDES "Thang"	<b>KBMB/Sacramento, CA *</b> PD/MD: Ibrahim "Ebro" Jamile 35 COKO "Sunshine" 29 MARY J. BLIGE "Say" 2 PUFF DADDY "2000" TRINA BROUSSARD "Much" GANG STARR "Discipline" PROFILE F/ JUVENILE "Ain't" SILENCE "Meening" MERCEDES "Thang"	<b>KWWD/San Luis Obispo, CA</b> PD: Janmer APD/MD: Tommy Del Rio 16 98 DEGREES "Do" 10 C-TIP "Vivrant" W: "Let"	<b>WPGC/Washington, DC *</b> PD: Jay Stevens APD/MD: Maurice Devoe 13 MARY J. BLIGE "Say" 17 COKO "Sunshine" 9 PUFF DADDY "2000" 5 JAY-Z "Jigga" 3 MERCEDES "Thang" 2 98 DEGREES "Do" SILENCE "Meening"
<b>WERQ/Baltimore, MD *</b> DM/PP: Tom Calococi APD: Dion MD: Darren Brin 22 MARY J. BLIGE "Say" 5 JAY-Z "Jigga" 2 PUFF DADDY "2000"	<b>WJFX/Ft. Wayne, IN *</b> Interim PD/MD: Wease 5 COKO "Sunshine" 5 JAY-Z "Jigga" 4 MARY J. BLIGE "Say" MARI DORSEY "Crave"	<b>KBXX/Houston, TX *</b> PD: Rob Scorpio MD: Kashawn Powell 30 SILENCE "Meening" 21 MARY J. BLIGE "Say" 26 COKO "Sunshine" 3 AARON SYLV "One"	<b>WPOW/Miami, FL *</b> PD: Kie Curry MD: Eddie Mix APD: Tony The Tiger No Adds	<b>KKFR/Phoenix, AZ *</b> PD: Bruce St. James APD/MD: Charlie Huro 1 LIL' TROY "Baller" WESTSIDE CONNECTION "Reign" TRACIE SPENCER "Ain't" CHANTE MOORE "Chante's"	<b>KSFM/Sacramento, CA *</b> PD: Bob West MD: John E. Cage GINUNINE "Anxious" 98 DEGREES "Do"	<b>KDGS/Wichita, KS *</b> PD: Steve Dorrell APD: Ricardo Cherry MD: A. J. Jones 17 MARY J. BLIGE "Say" 17 COKO "Sunshine" 9 PUFF DADDY "2000" 5 JAY-Z "Jigga" 3 MERCEDES "Thang" 2 98 DEGREES "Do" SILENCE "Meening"	
<b>WBHJ/Birmingham, AL *</b> PD: Mickey Johnson APD/MD: Mary Kay 16 PUFF DADDY "2000" 5 TRU "Hoody" 1 MARY J. BLIGE "Say" MERCEDES "Thang"	<b>KBOS/Fresno, CA *</b> PD: E. Curtis Johnson MD: Travis Loughran 11 112 "Letter" 14 RUFF RYDERS "F/EVE" 9 DJ QUIK "Down" 7 MISSY ELLIOTT "Gin" 6 MARY J. BLIGE "Say"	<b>WHHH/Indianapolis, IN *</b> PD: Scott Wheeler MD: Carl Frye 23 MARY J. BLIGE "Say" 2 JAY-Z "Jigga" 98 DEGREES "Do" COKO "Sunshine" TRU "Hoody" SILENCE "Meening"	<b>KDON/Monterey, CA *</b> PD: Dan Watson Co MD: Dennis Martinez 5 MADONNA "Stranger" 4 98 DEGREES "Do" 4 JUVENILE "Back" RUFF RYDERS "F/EVE" 3RD STOREE "Party" CASE "Happy" MARY J. BLIGE "Say" SILENCE "Meening" PROFILE F/ JUVENILE "Ain't"	<b>KXJM/Portland, OR *</b> PD: John Christian MD: Pretty Boy D 1 COKO "Sunshine" 5 MARY J. BLIGE "Say" 4 CHANTE MOORE "Chante's"	<b>WOCO/Salisbury, MD</b> PD: Wookie MD: Gizmo COKO "Sunshine" NAS "Kiss" MERCEDES "Thang" JAY-Z "Jigga" SILENCE "Meening" PUFF DADDY "2000"	<b>*= Mediabase 24/7 monitored</b>	

# R&R CHR/Rhythmic Top 50

July 16, 1999

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS		GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS ADDS
			TW	LW			
1	1	702 Where My Girls At? (Motown)	3188	3192	548728	14	57/1
2	2	112 Anywhere (Bad Boy/Arista)	2843	2963	482297	19	55/0
3	3	JENNIFER LOPEZ If You Had My Love (Work/ERG)	2810	2773	432055	11	51/1
4	4	BLAQUE 808 (Track Masters/Columbia)	2343	2358	307064	17	56/1
5	5	WILL SMITH Wild Wild West (Columbia)	2300	2302	334330	10	53/1
6	6	DESTINY'S CHILD Bills, Bills, Bills (Columbia)	2198	1876	348193	6	57/3
7	7	K-CI & JOJO Tell Me It's Real (MCA)	1966	2140	208265	11	51/1
8	8	BACKSTREET BOYS I Want It That Way (Jive)	1945	1843	338550	14	41/1
9	9	TLC No Scrubs (LaFace/Arista)	1907	2008	340862	23	54/1
10	10	RICKY MARTIN Livin' La Vida Loca (C2/Columbia)	1579	1759	255267	15	41/1
11	11	CHRISTINA AGUILERA Genie In A Bottle (RCA)	1569	1358	182595	7	42/4
12	12	TLC Unpretty (LaFace/Arista)	1361	1397	163494	7	42/2
13	13	ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope)	1358	1148	194133	4	36/1
14	14	JA RULE Holla Holla (Murder Inc./Def Jam/IDJMG)	1246	1177	262090	9	44/1
15	15	NAUGHTY BY NATURE I/ZHANÉ Jamboree (Arista)	1230	1197	191505	8	49/1
16	16	BRITNEY SPEARS Sometimes (Jive)	1110	1104	141930	11	35/1
17	17	T.W.D.Y. Player's Holiday (Thump)	1072	1046	160577	13	29/0
18	18	BRANDY Almost Doesn't Count (Atlantic)	1020	1158	107277	17	42/1
19	19	RUFF RYDERS I/EVE & NOKIO What Ya Want (Ruff Ryders/Interscope)	987	890	247372	5	41/3
20	20	TYRESE Sweet Lady (RCA)	964	1046	173175	29	50/1
21	21	GINUWINE So Anxious (550 Music/ERG)	958	752	119313	3	41/6
22	22	JUVENILE Back That Thang Up (Cash Money/Universal)	938	926	158313	9	34/2
23	23	LAURYN HILL Everything Is Everything (Ruffhouse/Columbia)	848	831	126567	11	35/2
24	24	LIL' TROY Wanna Be A Baller (Short Stop/Republic/Universal)	844	709	114511	7	29/4
25	25	WHITNEY HOUSTON It's Not Right But It's Okay (Arista)	840	937	188456	12	37/1
26	26	MAXWELL Fortunate (Rock Land/Interscope/Columbia)	830	935	157640	14	33/1
27	27	TRICK DADDY Nann Brother (Slip N' Slide/Warlock)	777	795	147758	19	29/1
28	28	CHANTÉ MOORE Chanté's Got A Man (Silas/MCA)	758	659	132874	5	32/4
29	29	TYRESE Lately (RCA)	753	760	105715	6	39/1
30	30	CASE Happily Ever After (Def Jam/IDJMG)	745	737	132048	8	29/3
31	31	MONICA Street Symphony (Arista)	717	630	80678	3	29/2
32	32	JAY-Z Jigga My ***** (Ruff Ryders/Interscope)	713	656	196292	4	24/11
33	33	MISSY "MISDEMEANOR" ELLIOTT All N My Grill (EastWest/EEG)	628	554	110214	3	42/4
34	34	BUSTA RHYMES Do The Bus A Bus (Elektra/EEG)	462	429	83571	3	32/0
35	35	RICKY MARTIN La Copa De La Vida (C2/Columbia)	456	526	148231	3	4/1
36	36	TANTO METRO & DEVONTE Everyone Falls In Love (Penthouse)	442	438	137336	5	16/1
37	37	JT MONEY Who Dat (Tony Mercedes/Freeworld/Priority)	436	493	85728	16	35/0
38	38	R. KELLY Did You Ever Think (Jive)	426	506	90241	12	29/0
39	39	TIMBALAND Keep It Real (BlackGround/Atlantic)	424	395	73286	4	5/0
40	40	TRACIE SPENCER It's All About You Not... (Capitol)	418	302	43580	2	31/5
41	41	SPORTY THIEVZ No Pigeons (Roc-A-Blok/Ruffhouse/Columbia)	393	450	88630	11	27/0
42	42	MADONNA Beautiful Stranger (Maverick/WB)	387	386	55984	4	13/2
43	43	SILKK THE SHOCKER I/MYA Somebody Like Me (No Limit/Priority)	382	453	40146	15	19/0
44	44	JORDAN KNIGHT Give It To You (Interscope)	367	489	36378	11	17/0
45	45	98 DEGREES The Hardest Thing (Universal)	362	380	59796	19	24/1
46	46	'N SYNC I Drive Myself Crazy (RCA)	359	420	34387	16	19/1
47	47	112 Your Letter (Bad Boy/Arista)	329	291	39350	2	32/7
48	48	EMINEM I/DR. DRE Guilty Conscience (Web/Aftermath/Interscope)	324	354	69170	5	21/0
49	49	COKO Sunshine (RCA)	293	277	72840	1	25/21
50	50	NASTYBOY KLINK A Perfect Man (Upstairs)	289	336	23601	7	12/0

## Most Added®

ARTIST TITLE LABEL(S)	ADDS
MARY J. BLIGE All That I Can Say (MCA)	28
COKO Sunshine (RCA)	21
98 DEGREES I Do (Cherish You) (Universal)	21
MERCEDES It's Your Thing (No Limit/Priority)	16
PUFF DADDY P.E. 2000 (Bad Boy/Arista)	15
JAY-Z Jigga My ***** (Ruff Ryders/Interscope)	11
PROFYLE I/JUVENILE I Ain't The One (Motown)	9
112 Your Letter (Bad Boy/Arista)	7
SILK Meeting in My Bedroom (Elektra/EEG)	7
GINUWINE So Anxious (550 Music/ERG)	6
TRU Hoody Hooo (No Limit/Priority)	6

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DESTINY'S CHILD Bills, Bills, Bills (Columbia)	+322
CHRISTINA AGUILERA Genie In A Bottle (RCA)	+211
ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope)	+210
GINUWINE So Anxious (550 Music/ERG)	+206
MARY J. BLIGE All That I Can Say (MCA)	+153
LIL' TROY Wanna Be... (Short Stop/Republic/Universal)	+135
TRACIE SPENCER It's All About You Not... (Capitol)	+116
ANGELINA Bailando (Upstairs)	+115
BACKSTREET BOYS I Want It That Way (Jive)	+102
LFO Summer Girls (Arista)	+101

## Breakers®

No Songs Qualified For Breaker Status This Week

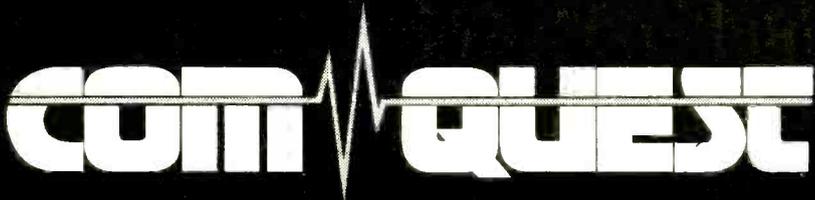
Debut



58 CHR/Rhythmic reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 7/4-Saturday 7/10. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 500 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE MUSIC TRACKING.

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| <b>WWKX</b> | <b>WEDR</b> |
| <b>KMEL</b> | <b>WTMP</b> |
| <b>KKBT</b> | <b>KDGS</b> |
| <b>WOWI</b> | <b>KBMB</b> |
| <b>WUSL</b> | <b>KATZ</b> |
| <b>WJHM</b> | <b>KPRS</b> |
| <b>WDTJ</b> | <b>WZAK</b> |

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**Most Played Recurrents**

JAY-Z F/AMIL AND JA Can I Get A... (Def Jam/IDJMG)

BUSTA RHYMES F/JANET What's It Gonna Be (Elektra/EEG)

DRU HILL F/REDMAN How Deep Is Your Love (Def Jam/IDJMG)

LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)

NEXT Too Close (Arista)

AALIYAH Are You That Somebody? (Atlantic)

GINUWINE What's So Different (550 Music/ERG)

LAURYN HILL Ex-Factor (Ruffhouse/Columbia)

WHITNEY HOUSTON Heartbreak Hotel (Arista)

DMX Ruff Ryders Anthem (Def Jam/IDJMG)

MONICA Angel Of Mine (Arista)

BIG PUNISHER F/JOE Still Not A Player (Loud)

WILL SMITH Miami (Columbia)

2PAC Changes (Amaru/Death Row/Interscope)

USHER You Make Me Wanna... (LaFace/Arista)

BRITNEY SPEARS ...Baby One More Time (Jive)

NOTORIOUS B.I.G. Mo Money Mo Problems (Bad Boy/Arista)

BRANDY Have You Ever? (Atlantic)

DRU HILL You Are Everything (University/IDJMG)

MONIFAH Touch It (Uptown/Universal)

**TUNED-IN** CHR/RHYTHMIC



WLLD/Tampa

Tuesday, July 6

9am

BACKSTREET BOYS I Want It That Way  
 JUVENILE Back that Azz Up  
 EMINEM Guilty Conscience  
 TYRESE Sweet Lady  
 TANTO METRO & DEVONTE Everyone Falls...  
 JA RULE Holla Holla  
 RICKY MARTIN Livin' La Vida Loca  
 KRAZY I Hate (My Baby Moma)  
 2 PAC I/DR. DRE California Love  
 BEASTIE BOYS Brass Monkey  
 DIGITAL UNDERGROUND Freaks Of The...

4pm

JUVENILE Ha  
 702 Where My Girls At  
 TRICK DADDY Nann Ni\*\*a  
 LIL' TROY Wanna Be A Baller  
 TANTO METRO & DEVONTE Everyone Falls...  
 BUSTA RHYMES I/JANET What's It Gonna Be  
 JUVENILE Back that Azz Up  
 BRANDY Almost Doesn't Count  
 JA RULE Holla Holla  
 ROB BASE & DJ EZ ROCK Joy And Pain  
 FUGEES Ready Or Not  
 TRU Hoody Hooo  
 TYRESE Sweet Lady

10pm

112 Anywhere  
 2 PAC Changes  
 LIL' TROY Wanna Be A Baller  
 JA RULE Holla Holla  
 BUSTA RHYMES Do The Bus A Bus  
 KRAZY Roll  
 702 Where My Girls At?  
 EMINEM Guilty Conscience  
 TYRESE Sweet Lady  
 D.J. KOOL Let Me Clear My Throat  
 BLAQUE 808  
 BEENIE MAN Who Am I  
 112 Cupid



KKFR/Phoenix

Tuesday, July 6

11am

TRICK DADDY Nann Ni\*\*a  
 BLAQUE 808  
 BABYFACE Never Keeping Secrets  
 WILL SMITH Wild Wild West  
 BRANDY I/MASE Top Of The World  
 TATYANA ALI Everytime  
 DJ CLUE I/DMX It's On  
 CHRISTINA AGUILERA Genie In A Bottle  
 SHAI If I Ever Fall In Love  
 TIMBALAND I/GINUWINE Keep It Real  
 KURUPT We Can Freak It  
 TYRESE Sweet Lady  
 112 Anywhere  
 LL COOL J Hey Lover

4pm

ENRIQUE IGLESIAS Bailamos  
 R. KELLY When A Woman's Fed Up  
 TIMBALAND I/GINUWINE Keep It Real  
 JAY-Z I/AMIL & JA Can I Get A...  
 BRANDY I Wanna Be Down  
 TRICK DADDY Nann Ni\*\*a  
 RICKY MARTIN Livin' La Vida Loca  
 ROME I Belong To You  
 PATRICE RUSHEN Forget Me Nots  
 GROOVE THEORY Tell Me

7pm

JA RULE Holla Holla  
 MYA Movin' On  
 TYRESE Sweet Lady  
 DJ CLUE I/DMX It's On  
 MOKENSTEF He's Mine  
 WILL SMITH Wild Wild West  
 R. KELLY When A Woman's Fed Up  
 USHER My Way  
 BUSTA RHYMES I/JANET What's It Gonna Be  
 LAURYN HILL Everything Is Everything  
 JAY-Z I/AMIL & JA Can I Get A...  
 T. W. D. Y. Player's Holiday



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Tuesday 7/6. © 1999. R&R Inc.

**CHR/RHYTHMIC** **Going For Adds 7/20/99**

CJ MAC Imagine That (Hoo Bangin'/Priority)

TERRY DEXTER Better Than Me (Warner Bros.)

EPMD Symphony 2000 (Def Jam/IDJMG)

JAGGED EDGE Keys To The Range (So So Def/Columbia)

NO AUTHORITY What I Wanna Do (MJJ/Work/ERG)

TRU Hoody Hooo (No Limit/Priority)



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# CHR/Rhythmic Playlists

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**MARKET #1**

**WKUT/New York**  
Chancellor  
(201) 420-3700  
Blue/Shane  
12+ Cume 2,088,700



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
70	72	WHITNEY HOUSTON/It's Not Right	77832
67	69	JENNIFER LOPEZ/If You Had My Love	74589
59	63	RICKY MARTIN/La Copa De La Vida	68103
49	54	BACKSTREET BOYS/What I Want That Way	58374
29	40	CHARLOTTE/Skin	43240
33	39	CHER/Strong Enough	42159
39	38	ENRIQUE IGLESIAS/Balamos	41078
43	38	VERONICA/Release Me	41078
31	37	AMBER/Sexual (Li Da Di)	39997
51	37	RICKY MARTIN/Livin' La Vida Loca	39997
17	28	BRITNEY SPEARS/Sometimes	30768
26	26	DONNA SUMMER/It's A Good Time	28106
18	23	VITAMIN C/Graduation	24653
15	22	CHRISTINA AGUILERA/Genie In A Bottle	23782
20	21	HAZOR & GUIDO/Do It Again	22701
13	17	JOEY MCINTYRE/I Love You Came...	18377
20	16	ROCKELL/When I'm Gone	17296
31	16	TLC/No Scrubs	17296
19	14	CYNTHIA/If I Had The Chance	15134
13	14	FUNKY GREEN DOGS/Body	15134
13	14	WILL SMITH/Wild Wild West	15134
10	14	STARS ON 54/If You Could Read...	15134
5	12	DEBORAH COX/Things Just Ain't	12972
18	11	98 DEGREES/The Hardest Thing	11891
13	10	702/Where My Girls At?	10810
12	10	K-Ci & JOJO/Tell Me It's Real	10810
14	10	LWIN JOY/Don't Stop Movin'	10810
10	10	TAMPEREER/It's A New Day	10810
9	10	TLC/Unpretty	10810
6	9	MADONNA/Beautiful Stranger	9048
3	7	KIM ENGLISH/Unspeakeable Joy	7567
11	7	ULTRAMATE/Free	7567
6	5	CAPRICE/There Goes Your...	5405
6	5	HANNA/You Only Have To...	5405
4	5	MAXWELL/Fortunate	5405
6	4	BLAQUE/808	4324
-	3	ELVIS CRESPO/Suavemente	3243
1	3	MADONNA/Nothing Really...	3243
3	3	RICKY MARTIN/She's All I Ever Had	3243
-	2	BETTE MIDLER/It's Beautiful	2162

**MARKET #1**

**WOHT/New York**  
Emmis  
(212) 229-9797  
Ciofery/Taylor  
12+ Cume 2,116,500



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
52	53	JAY-Z/Jigga My *****	76638
52	51	RUFF RYDERS/F.E.V.E. /What Ya Want	73746
52	48	702/Where My Girls At?	69408
44	46	BUSTA RHYMES/Party Is Goin' On	66516
51	43	50 CENT/How To Rob	62178
40	42	JARULE/Holla Holla	60732
41	37	Q-TIP/Vivrant Thing	53502
40	36	112/Anywhere	52056
42	36	TANTO METRO /Everyone Falls In...	52056
31	32	BUSTA RHYMES/Tear Da Roof Off	46272
39	31	MAXWELL/Fortunate	44826
29	30	PUFF DADDY/PE 2000	43380
27	29	NAS/You Won't See Me	41934
26	27	DESTINY'S CHILD/Bills, Bills, Bills	39942
31	27	MISSY ELLIOTT/Ain't No Grit	39942
31	27	SPORTY THIEVZ/No Pigeons	39942
26	26	LIFE 2 LIVE /Can't Nobody	37596
4	26	MARY J. BLIGE/Sincerity	37596
35	26	TYRESE/Lately	37596
25	25	BLAQUE/808	36150
32	24	BEATNUTS/Watch Out Now	34704
30	24	MORR DEEP/Quiet Storm	34704
25	23	CASE/Happily Ever After	33258
17	21	MEMPHIS BLEEK/Memphis Bleek Is	30366
22	20	BUSTA RHYMES/Do The Bus A Bus	28920
1	20	COKO/Sunshine	28920
22	19	FAITH EVANS/Never Gonna Let...	27474
18	19	LIL' TROY/Wanna Be A Baler	27474
19	18	GZA/Genius/Breaker, Breaker	26028
13	18	CHANTE' MOORE/Chante's Got A Man	26028
10	16	MARY J. BLIGE/All That I Can Say	23136
26	16	R. KELLY/Spendin' Money	23136
17	13	R. KELLY/Did You Ever Think	18798
17	13	MASE/Get Ready	18798
6	10	TLC/No Scrubs	14460
8	9	RAJ/DIGGA/Tight	13014
6	7	TEVIN CAMPBELL/Another Way	10122
4	7	FATMAN SODOP/Be Faithful	10122
4	7	GANG STARR/Discipline	10122
1	7	MONICA/Street Symphony	10122

**MARKET #2**

**KPWR/Los Angeles**  
Emmis  
(818) 953-4200  
Steal/Young/E-Man  
12+ Cume 1,618,600



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
71	76	WESTSIDE CONNECTION/Let It Reign	59280
54	64	DIJU/Down, Down, Down	49920
42	53	TRICK DADDY/Nann Brother	41340
50	49	112/Anywhere	38220
37	47	702/Where My Girls At?	36660
49	47	T.W.D./Y-Players Holiday	36660
32	42	JARULE/Holla Holla	32760
39	39	NAUGHTY BY NATURE /Jamboree	30420
36	32	EMINEM/DR. DRE/Guilty Conscience	24960
46	30	NAS/K-i-ss-i-n-g	23400
17	30	SLICK RICK/Street Talkin'	23400
19	26	TRU/Hoody Hoo	20280
22	25	Q-TIP/Vivrant Thing	19500
22	25	TLC/No Scrubs	19500
19	24	DESTINY'S CHILD/Bills, Bills, Bills	18720
15	22	HARLEM WORLD/Can't Nobody	17160
24	21	JAY-Z/Jigga My *****	17120
27	19	TYRESE/Sweet Lady	14820
6	13	MASE/Get Ready	10140
14	13	PUFF DADDY/PE 2000	10140
3	12	THINA BROUSSARD/Love You So Much	9360
9	12	WILL SMITH/Wild Wild West	9360
27	10	RUFF RYDERS/F.E.V.E. /What Ya Want	7860
3	10	SNOOP DOGG/B-Please	5460
1	7	NAS/You Won't See Me	5460
1	6	GINUWINE/So Anxious	4680
5	6	RAJ/DIGGA/Tight	4680
4	5	BUSTA RHYMES/Do The Bus A Bus	3900
7	5	NOTORIOUS B.I.G./Goin' Back To Cali	3900
2	4	WU/TANG C./A Trumpt	3900
2	4	LIFE 2 LIVE /Can't Nobody	3120
3	4	BEATNUTS/Watch Out Now	3120
2	4	COKO/Sunshine	3120
2	4	CYPRESS HILL/Dn. Greenthumb	3120
5	4	LAURYN HILL/Everything Is...	3120
5	4	WYCLEF JEAN/We Tryin' To Stay...	3120
3	3	2PAC/PAUL ANZ/Lost Souls	2340
3	3	ATRIB/CAL LED ZEST/Fin A Wood	2340
3	3	MISSY ELLIOTT/Ain't No Grit	2340
-	3	GANG STARR/Discipline	2340

**MARKET #3**

**WBBM/Chicago**  
Infinity  
(312) 944-6000  
Cavanah/Bradley  
12+ Cume 1,217,900



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
62	65	BACKSTREET BOYS/What I Want That Way	49192
79	86	WILL SMITH/Wild Wild West	49192
84	85	JENNIFER LOPEZ/If You Had My Love	48620
44	85	TLC/No Scrubs	48620
83	84	702/Where My Girls At?	48048
66	68	RICKY MARTIN/Livin' La Vida Loca	36896
63	61	112/Anywhere	34892
53	54	CHRISTINA AGUILERA/Genie In A Bottle	30888
15	46	WHITNEY HOUSTON/It's Not Right...	26312
77	44	K-Ci & JOJO/Tell Me It's Real	25168
43	41	TRICK DADDY/Nann Brother	23452
40	40	BLAQUE/808	22980
36	40	MADONNA/Beautiful Stranger	22860
58	39	RICKY MARTIN/La Copa De La Vida	22308
43	39	TLC/Unpretty	22308
25	31	BRANDY/Almost Doesn't Count	17732
38	30	TYRESE/Sweet Lady	17120
3	28	LAURYN HILL/Everything Is...	16016
26	26	RICKY MARTIN/She's All I Ever Had	14872
6	21	DESTINY'S CHILD/Bills, Bills, Bills	12012
25	21	ENRIQUE IGLESIAS/Balamos	12012
3	16	98 DEGREES/The Hardest Thing	9152
13	14	AMBER/Sexual (Li Da Di)	8008
12	14	JOEY MCINTYRE/I Love You Came...	8008
47	14	Q-TIP/Vivrant Thing	8008
10	9	TRACIE SPENCER/It's All About...	5148
5	7	PUFF DADDY/PE 2000	4004
1	6	VERY GOOD FRIEND /Just Round	3432
6	6	NSYNC/Drive Myself Crazy	3432
4	5	FUNKY GREEN DOGS/Body	2860
4	5	JT MONEY/Who Dat	2860
3	5	NAUGHTY BY NATURE /Jamboree	2860
2	4	GOO GOO DOLLS/Sins	2860
3	3	VENGABOYS/Up & Down	1716
2	2	BUSTA RHYMES/Do The Bus A Bus	1144
2	2	GANG STARR/Full Clip	1144
1	2	GERI HALLIWELL/Look At Me	1144
4	2	JARULE/Holla Holla	1144
10	2	JORDAN KNIGHT/Give It To You	1144
-	2	SASH/Encore Une Fois	1144

**MARKET #4**

**KMEL/San Francisco**  
Chancellor  
(415) 538-1061  
Arbage/Aure  
12+ Cume 646,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
56	57	702/Where My Girls At?	18183
49	56	WILL SMITH/Wild Wild West	17864
33	54	JUVENILE/Back That Thing Up	17268
50	51	WHITNEY HOUSTON/It's Not Right...	16268
48	51	RUFF RYDERS/F.E.V.E. /What Ya Want	16268
37	48	NAUGHTY BY NATURE /Jamboree	15312
39	47	112/Anywhere	14993
40	47	NAS/You Won't See Me	14993
43	46	K-Ci & JOJO/Tell Me It's Real	14674
44	45	DESTINY'S CHILD/Bills, Bills, Bills	14355
33	41	JAY-Z/Jigga My *****	13079
39	41	TYRESE/Sweet Lady	13079
33	37	R. KELLY/Did You Ever Think	11803
17	35	JENNIFER LOPEZ/If You Had My Love	11165
42	33	LAURYN HILL/Everything Is...	10527
29	32	JARULE/Holla Holla	10208
39	30	MAXWELL/Fortunate	9570
29	29	T.W.D./Y-Players Holiday	9251
26	26	GINUWINE/So Anxious	8294
24	24	BRANDY/Almost Doesn't Count	7656
19	24	MISSY ELLIOTT/Ain't No Grit	7656
23	23	CASE/Happily Ever After	7337
18	23	TLC/No Scrubs	7337
17	19	FERRY DEXTER/Better Than Me	6061
6	14	Q-TIP/Vivrant Thing	4466
6	14	WHORIDAS/Dock Of The Bay	4466
11	11	3RD STORE/Party Tonight	3509
-	11	PUFF DADDY/PE 2000	3509
5	11	TYRESE/Lately	3509
12	10	B.G./Cash Money Is An	3190
9	9	BUSTA RHYMES/Do The Bus A Bus	2871
2	9	PROFYLE/RULVINE/It Ain't The One	2871
2	7	JT MONEY/Who Dat	2333
6	7	NOTORIOUS B.I.G./Going Back To Cali	1914
7	5	MADY GRAY/Do Something	1595
2	5	CHANTE' MOORE/Chante's Got A Man	1595
-	4	GANG STARR/Discipline	1276
-	4	TRU/Hoody Hoo	1276
-	3	B-LEGIT/City To City	957
3	3	SPORTY THIEVZ/No Pigeons	957

**MARKET #4**

**KYLD/San Francisco**  
Chancellor  
(415) 356-0949  
Martin/Archer  
12+ Cume 691,600



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
62	62	JENNIFER LOPEZ/If You Had My Love	21238
60	60	702/Where My Girls At?	20640
71	59	BLAQUE/808	20296
63	58	ENRIQUE IGLESIAS/Balamos	19952
69	57	112/Anywhere	19608
56	56	BACKSTREET BOYS/What I Want That Way	19264
53	53	DESTINY'S CHILD/Bills, Bills, Bills	18232
42	43	JUVENILE/Back That Thing Up	14732
37	41	MASE/All I Ever Wanted	14104
37	38	RICKY MARTIN/Livin' La Vida Loca	13072
55	38	T.W.D./Y-Players Holiday	13072
17	36	JARULE/Holla Holla	12384
41	32	WILL SMITH/Wild Wild West	11008
33	31	RUFF RYDERS/F.E.V.E. /What Ya Want	10664
25	29	NAUGHTY BY NATURE /Jamboree	9976
19	25	ANGELINA/Rainado	8600
28	25	ONE VOICE/When You Think	8600
6	24	EMINEM/DR. DRE/Guilty Conscience	8256
35	23	TRICK DADDY/Nann Brother	7912
21	21	K-Ci & JOJO/Tell Me It's Real	7224
29	21	TLC/No Scrubs	7224
25	21	ARMANDO VAN I EL DEN/You Don't Know Me	7224
31	20	RICKY MARTIN/La Copa De La Vida	6880
20	20	RUFF DRIVERS/Dreamin'	6880
24	19	STIGMA/Don't Knock It	6536
12	18	GINUWINE/So Anxious	6192
17	17	CHRISTINA AGUILERA/Genie In A Bottle	5948
10	17	NALI AND KANE/Beach Ball	5948
16	17	ELVIS CRESPO/Suavemente	5504
-	16	LAURYN HILL/Everything Is...	5504
17	15	JT MONEY/Who Dat	5160
-	15	LIL' TROY/Wanna Be A Baler	5160
16	13	TYRESE/Sweet Lady	4472
12	10	JAY-Z/Jigga My *****	3410
4	10	BRITNEY SPEARS/Sometimes	3440
5	10	TANTO METRO /Everyone Falls In...	3440
-	9	TRU/Hoody Hoo	3096
3	7	ANOTHER LEVEL/F.T.Q. Summertime	2408
16	6	NASTYBOY KICK/A Perfect Man	2064
5	5	WHITNEY HOUSTON/It's Not Right...	1720

**MARKET #7**

**KRBV/Dallas**  
Infinity  
(214) 630-3011  
Ferreri/Monique  
12+ Cume 249,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
65	85	112/Anywhere	12155
66	76	LIL' TROY/Wanna Be A Baler	10868
44	76	JENNIFER LOPEZ/If You Had My Love	10868
73	70	RICKY MARTIN/Livin' La Vida Loca	10010
75	67	WILL SMITH/Wild Wild West	9581
37	65	BACKSTREET BOYS/What I Want That Way	9295
75	64	TLC/Unpretty	9152
60	62	BLAQUE/808	8866
41	44	702/Where My Girls At?	6292
26	42	ENRIQUE IGLESIAS/Balamos	6006
38	39	98 DEGREES/The Hardest Thing	5577
25	38	RICKY MARTIN/She's All I Ever Had	5434
41	36	TLC/Unpretty	5148
64	34	BRANDY/Almost Doesn't Count	4862
5	33	CHRISTINA AGUILERA/Genie In A Bottle	4719
16	33	ANGELINA/Rainado	4719
33	31	K-Ci & JOJO/Tell Me It's Real	4433
20	28	NASTYBOY KICK/A Perfect Man	4004
10	25	D.J. LAZ/Sabrosura	3575

## FIND COMPLETE PLAYLISTS FOR ALL URBAN REPORTERS ON R&R ONLINE MUSIC TRACKING

### MARKET #1

**WBLS/New York**  
Chancellor  
Inner City  
(212) 447-1000  
Brown/Campbell  
12+ Cume 1,632,800



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
38	53	TYRESE/Lately	52099
48	52	MAXWELL/Forunate	51116
52	50	CHANTE MOORE/Chante's Got A Man	49150
49	47	702/Where My Girls At?	46201
47	47	CASE/Happily Ever After	46201
45	47	R. KELLY/Did You Ever Think	46201
46	45	WILL SMITH/Wild Wild West	44235
40	44	DESTINY'S CHILD/Bills, Bills, Bills	43262
41	42	BLAQUE/808	41286
27	32	LAURYN HILL/Everything Is...	30476
29	31	ERIK BENET/Spend My Life	31453
25	31	TRACIE SPENCER/It's All About...	30743
9	30	WHITNEY HOUSTON/My Love Is Your Love	29490
31	30	K-Ci & JOJO/Tell Me It's Real	29490
26	29	COKO/Sunshine	28507
19	27	GINUWINE/So Anxious	26541
17	25	MARY J. BLIGE/All That I Can Say	24575
33	25	BRANDY/Almost Doesn't Count	24575
24	24	FAITH EVANS/Never Gonna Let	23592
26	24	SHANICE/Yesterday	23592
14	23	R. KELLY/Did You Ever Think	22609
14	21	ERIC BENET/Spend My Life	20643
18	19	KESHA/You Make Me Whore	18677
15	19	DEBORAH COX/We Can't Be Friends	15728
20	15	MISSY ELLIOTT/Ain't My Grill	14745
14	13	JAY-Z/Jigga My *****	12779
11	10	NAUGHTY BY NATURE...Jamboree	9830
13	9	WHITNEY HOUSTON/It's Not Right	8847
8	9	RUFF RYDERS/F*ck...What Ya Want	8847
6	9	TLCTM/Good At Being...	8847

### MARKET #2

**KKBT/Los Angeles**  
Chancellor  
(323) 634-1800  
Austin/Fuller  
12+ Cume 1,351,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
46	47	JARULE/Holla Holla	35391
35	41	LUI GUARD/Down, Down, Down	30873
45	38	MAXWELL/Forunate	28614
33	31	NAUGHTY BY NATURE...Jamboree	23343
34	28	LAURYN HILL/Everything Is...	21084
18	26	DRU HILL/You Are Everything	19578
21	25	CASE/Happily Ever After	18825
17	20	WESTSIDE CONNECTION/Let It Reign	15060
16	19	MARY J. BLIGE/All That I Can Say	14307
15	19	DESTINY'S CHILD/Bills, Bills, Bills	14307
17	19	Q-TIP/Vivrant Things	14307
12	18	MISSY ELLIOTT/Ain't My Grill	13554
11	16	BLAQUE/808	12048
14	15	NAS/You Won't See Me...	11295
6	14	COKO/Sunshine	10542
9	13	SOOPAFLY/Like It Or Not	9789
9	12	MACY GRAY/Do Something	9036
10	11	GINUWINE/So Anxious	8283
11	11	R. KELLY/Did You Ever Think	8283
11	11	SWAY AND KING TECH/Anthem	8283
13	10	BUSTA RHYMES/Do The Bus A Bus	7530
8	9	MASE/Got Ready	6777
8	9	PUFF DADDY/Pe 2000	6777
11	9	SNOOP DOGG/Trust Me	6777
7	8	BUSTA RHYMES/F*cknet/What's It Gonna Be	6024
7	8	FAITH EVANS/Never Gonna Let	6024
9	7	112/Love You Like I Did	5271
6	7	BEATNUTS/Watch Out Now	4518
7	6	K-Ci & JOJO/Tell Me It's Real	4518
7	5	CHANTE MOORE/Chante's Got A Man	3765

### MARKET #3

**WGCI/Chicago**  
Chancellor  
(312) 427-4800  
Smith/Alan  
12+ Cume 875,600



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
40	46	DESTINY'S CHILD/Bills, Bills, Bills	35094
42	41	WILL SMITH/Wild Wild West	31201
47	39	R. KELLY/Did You Ever Think	29679
39	37	CHANTE MOORE/Chante's Got A Man	28157
29	33	MAXWELL/Forunate	21513
29	32	WHITNEY HOUSTON/It's Not Right...	24352
10	29	ERIC BENET/Spend My Life...	22069
27	27	BLAQUE/808	20547
34	27	CASE/Happily Ever After	20547
32	25	702/Where My Girls At?	19025
27	25	DANNY BOY/You Take Me...	19025
24	25	LAURYN HILL/Everything Is...	19025
29	25	TYRESE/Lately	19025
22	24	SHANICE/Yesterday	18264
22	22	DEBORAH COX/We Can't Be Friends	16742
17	20	CHANTAY SAVAGE/Come Around	15220
6	18	MARY J. BLIGE/All That I Can Say	13698
15	18	BRANDY/Almost Doesn't Count	13698
17	17	KELLY PRICE/It's Gonna Rain	12937
12	17	RUFF RYDERS/F*ck...What Ya Want	12937
16	12	112/Love You Like I Did	12176
17	16	FAITH EVANS/Never Gonna Let...	12176
12	16	GINUWINE/So Anxious	12176
14	12	JARULE/Holla Holla	9132
14	12	K-Ci & JOJO/Tell Me It's Real	9132
12	11	GRENOUE/Should I?	8371
7	11	CHANTE MOORE/See You In A...	8371
9	11	TRACIE SPENCER/It's All About...	8371
4	8	JAY-Z/Jigga My *****	6088
6	7	JAZZFly Away	5327

### MARKET #5

**WPHI/Philadelphia**  
Radio One  
(215) 884-9400  
Calococco/Williams/Egypt  
12+ Cume 446,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
34	11	RUFF RYDERS/F*ck...What Ya Want	10004
35	38	CHANTE MOORE/Chante's Got A Man	9272
33	36	MAXWELL/Forunate	8784
37	33	702/Where My Girls At?	8052
33	33	DRU HILL/Beauty	8052
34	32	TYRESE/Lately	7808
31	31	R. KELLY/Did You Ever Think	7564
22	27	JARULE/Holla Holla	6588
27	27	JAY-Z/Jigga My *****	6588
38	26	CASE/Happily Ever After	6344
11	25	MARY J. BLIGE/All That I Can Say	6100
19	25	TRINA BROUSSARD/Love You So Much	6100
28	24	COKO/Sunshine	5856
21	22	MISSY ELLIOTT/Ain't My Grill	5368
20	22	FAITH EVANS/Never Gonna Let...	5368
26	21	WILL SMITH/Wild Wild West	5124
12	19	TERRY DEXTER/Better Than Me	4636
19	19	DRU HILL/You Are Everything	4636
15	19	Q-TIP/Vivrant Things	4636
17	17	WHITNEY HOUSTON/It's Not Right...	4148
12	17	TANTO METRO...Everyone Falls In...	4148
19	15	DEBORAH COX/We Can't Be Friends	3660
20	15	TRACIE SPENCER/It's All About...	3660
15	14	DMX/No Love For Me	3416
18	13	BRANDY/Almost Doesn't Count	3172
7	13	OMX/Ruff Ryders Anthem	3172
15	11	LAURYN HILL/ANGEL/Nothing Matters	2684
18	10	LAURYN HILL/Everything Is...	2440
8	10	PUFF DADDY/Pe 2000	2440

### MARKET #5

**WUSL/Philadelphia**  
Chancellor  
(215) 483-8900  
Little/Cooper  
12+ Cume 829,900



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
44	24	JAY-Z/Jigga My *****	22664
44	43	CASE/Happily Ever After	21758
48	42	FAITH EVANS/Never Gonna Let	21252
46	42	RUFF RYDERS/F*ck...What Ya Want	21252
24	41	Q-TIP/Vivrant Things	20746
37	37	702/Where My Girls At?	18722
40	35	COKO/Sunshine	17710
39	34	MAXWELL/Forunate	17204
34	33	DRU HILL/Beauty	16698
44	31	DESTINY'S CHILD/Bills, Bills, Bills	15686
39	31	GINUWINE/So Anxious	15686
23	30	K-Ci & JOJO/Tell Me It's Real	15180
20	28	MARY J. BLIGE/All That I Can Say	14168
14	28	JARULE/Holla Holla	14168
27	25	DRU HILL/You Are Everything	12650
20	25	PUFF DADDY/Pe 2000	12650
30	24	WILL SMITH/Wild Wild West	12144
24	21	TYRESE/Lately	9614
8	19	TRACIE SPENCER/It's All About...	9108
21	18	SILK/Meeting In My...	9108
9	12	SHANICE/Yesterday	6072
24	10	CHANTE MOORE/Chante's Got A Man	5060
22	10	WILL SMITH/Wild Wild West	5060
11	9	BUSTA RHYMES/F*cknet/What's It Gonna Be	4554
8	8	DEBORAH COX/We Can't Be Friends	4048
1	8	IDEAL/Get Gone	4048
6	8	NAUGHTY BY NATURE...Jamboree	4048
9	7	LAURYN HILL/ANGEL/Nothing Matters	3542
9	7	JESSE POWELL/But It...Bout It	3542
8	7	CHANTAY SAVAGE/Come Around	3542

### MARKET #6

**WDTJ/Detroit**  
Radio One  
(313) 871-0590  
Bell/Panton  
12+ Cume 465,700



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
51	51	DESTINY'S CHILD/Bills, Bills, Bills	11118
48	51	DRU HILL/Beauty	11118
48	49	GINUWINE/So Anxious	10682
48	49	RUFF RYDERS/F*ck...What Ya Want	10682
48	48	CASE/Happily Ever After	10464
43	47	CHANTE MOORE/Chante's Got A Man	10246
45	46	MAXWELL/Forunate	10028
44	44	JAY-Z/Jigga My *****	9532
42	43	WHITNEY HOUSTON/It's Not Right...	9374
36	40	702/Where My Girls At?	8720
32	36	R. KELLY/Did You Ever Think	7948
44	35	WILL SMITH/Wild Wild West	7630
33	33	BRANDY/Almost Doesn't Count	7194
37	32	JUVENILE/Back That Thang Up	6976
31	32	TYRESE/Lately	6976
36	30	JT MONEY/Who Dat	6540
19	29	DR. CLUDE/Ruff Ryders Anthem	4142
10	27	SPORTY THIEVZ/No Pigeons	3706
17	16	BUSTA RHYMES/F*cknet/What's It Gonna Be	3488
14	16	COKO/Sunshine	3488
12	15	TANTO METRO...Everyone Falls In...	3270
20	14	JARULE/Holla Holla	3052
17	14	NAUGHTY BY NATURE...Jamboree	3052
11	13	CHA CHA/Neon Millennium	2834
11	12	BLAQUE/808	2616
12	12	E-DUB/No Bills	2616
15	12	TLCTM/Good At Being...	2616
19	10	ERIC BENET/Spend My Life	2130
10	10	MARY J. BLIGE/Sincerely	2180
5	10	PUFF DADDY/Pe 2000	2180

### MARKET #6

**WJLB/Detroit**  
Chancellor  
(313) 965-2000  
Saunders/Kelley  
12+ Cume 684,700



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
55	55	MAXWELL/Forunate	24915
55	53	DAVE HOLLISTER/My Favorite Girl	24009
53	51	TYRESE/Lately	23103
50	47	LAURYN HILL/Everything Is...	21291
55	44	CASE/Happily Ever After	19392
40	40	DESTINY'S CHILD/Bills, Bills, Bills	18120
39	39	RUFF RYDERS/F*ck...What Ya Want	17667
53	38	R. KELLY/Did You Ever Think	17214
31	36	DRU HILL/Beauty	16308
35	35	GINUWINE/So Anxious	15855
30	35	WHITNEY HOUSTON/It's Not Right...	15855
51	31	702/Where My Girls At?	14043
32	31	SPORTY THIEVZ/No Pigeons	14043
35	28	BLAQUE/808	12684
27	24	DRU HILL/The Love We Had	10872
24	23	TLCTM/Good At Being...	10419
21	22	JUVENILE/Back That Thang Up	9966
16	20	DMX/Ruff Ryders Anthem	9060
16	15	MARY J. BLIGE/All That I Can Say	7248
16	15	JARULE/Holla Holla	6795
2	14	JAY-Z/Jigga My *****	6342
14	14	SHANICE/Yesterday	6342
15	13	TRACIE SPENCER/It's All About...	5889
12	12	BLACKSTREET/Think About You	5436
6	12	BRANDY/Almost Doesn't Count	5436
6	12	CHANTE MOORE/Chante's Got A Man	5624
8	8	NAUGHTY BY NATURE...Jamboree	3624
8	8	WILL SMITH/Wild Wild West	3624
2	8	TRU/Who's Your Boy	3624
4	7	50CENT/How To Rob	3171

### MARKET #7

**KKDA/Dallas**  
Service  
(972) 263-9911  
Cheatham  
12+ Cume 552,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
56	59	JUVENILE/Back That Thang Up	23777
47	55	BLAQUE/808	22165
54	55	GINUWINE/So Anxious	22165
53	54	LW/TROY/Wanna Be A Baller	21762
52	53	DESTINY'S CHILD/Bills, Bills, Bills	20956
46	52	MAXWELL/Forunate	20956
48	51	BRANDY/Almost Doesn't Count	20553
47	51	K-Ci & JOJO/Tell Me It's Real	20553
48	50	R. KELLY/Did You Ever Think	20150
41	50	TYRESE/Lately	20150
47	49	CASE/Happily Ever After	19747
55	46	702/Where My Girls At?	18538
51	44	CHANTE MOORE/Chante's Got A Man	17732
40	40	JARULE/Holla Holla	16120
51	38	LAURYN HILL/Everything Is...	15314
10	37	MISSY ELLIOTT/Ain't My Grill	14911
6	35	MONICA/Street Symphony	4105
22	35	RUFF RYDERS/F*ck...What Ya Want	13109
36	33	JAY-Z/Jigga My *****	12425
30	33	WILL SMITH/Wild Wild West	13299
7	29	COKO/Sunshine	11687
5	24	SILK/Meeting In My...	9672
22	24	FAITH EVANS/Never Gonna Let...	8966
22	22	LW/TROY/Wanna Be A Baller	8866
12	20	DESTINY'S CHILD/Bills, Bills, Bills	8060
20	20	TRACIE SPENCER/It's All About...	8060
22	19	NAUGHTY BY NATURE...Jamboree	7657
14	26	WHITNEY HOUSTON/It's Not Right...	6488
12	15	BUSTA RHYMES/Do The Bus A Bus	6042
11	14	KELLY PRICE/It's Gonna Rain	5645

### MARKET #8

**WILD/Boston**  
Radio One  
(617) 427-2222  
Gousty/Clark  
12+ Cume 54,200



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
21	24	DESTINY'S CHILD/Bills, Bills, Bills	1320
20	23	BLAQUE/808	1265
15	23	MISSY ELLIOTT/Ain't My Grill	1265
14	23	LAURYN HILL/Everything Is...	1265
11	21	CHANTE MOORE/Chante's Got A Man	1155
19	21	R. KELLY/Did You Ever Think	1155
21	21	TLCTM/Good At Being...	1155
23	21	702/Where My Girls At?	1155
21	20	JENNIFER LOPEZ/If You Had My Love	1100
19	20	DRU HILL/You Are Everything	1100
13	20	BLACKSTREET/Think About You	1100
18	19	K-Ci & JOJO/Tell Me It's Real	1045
11	19	GINUWINE/So Anxious	1045
20	18	CASE/Happily Ever After	990
14	18	TRACIE SPENCER/It's All About...	990
15	18	BRANDY/Almost Doesn't Count	925
15	15	TYRESE/Lately	820
15	15	GRENOUE/Should I?	825
12	15	DAVE HOLLISTER/Baby Mama Drama	825
12	15	MARY J. BLIGE/All That I Can Say	660



**WALT LOVE**  
babylove@rronline.com

## Know And Market Your Customers — The Listeners

□ Flint GM has a research formula that works when it comes to selling his audience

The identification and tabulation of spending power among African-American consumers is just one of many powerful ways radio stations targeting minority listeners can grow and maintain a healthy operating budget. This week we place our focus on Connoisseur's five-station Flint Radio Center and GM Bob Woodward.

News/Talk WFDF-AM, CHR WWCK-AM & FM, Urban WDZZ-FM and AC WRSR-FM make up the Flint Radio Center, which, to some extent, also includes Urban WTLZ-FM. That station serves Saginaw, Bay City and Midland, MI, but also attracts a significant number of Flint listeners. Woodward's ideas and approach to sales are based on an impressive track record in the Urban formats. He's been GM at blue-ribbon stations such as WOWI/Norfolk, WDIA and WHRK in Memphis, WQOK/Raleigh and WWIN-AM & FM/Baltimore.

### The Black Middle Class

Woodward has been in his current position since April '97, and thanks to his leadership, WDZZ is the market's top station. He began the discussion by pointing to the U.S. Supreme Court and the appointment of Justice Clarence Thomas. "The task at hand since the Thomas nomination is showing that he is a representative of what I call the silent minority, which is the black middle class that hasn't had a lot of national exposure. I feel he represents them from the standpoint of being an African American who is well-educated, has a significant income and possesses buying power."

Woodward says the business world responded after seeing that that segment of the marketplace was not being served. "With the increased exposure of middle-class blacks came the onslaught of questions: 'How do I reach these people?' and 'How do I talk to them and get my message across?'"

Woodward used research based on ratings. What he found was simple: "Urban radio stations dominated a market from a ratings standpoint, but were never the market leader in billing, except in a few markets. The Urban station with top ratings may only be ranked in the top four or five billing stations because the people operating those stations were educated or led to believe that because they sold Urban radio, they had to



Bob Woodward

sell it cheaper. Therefore, Urban radio never got its chance to get its fair share of advertising revenues.

"We now have an opportunity to demonstrate the purchasing power of our audience to our potential and current customers. Now we can suggest looking at my radio station and including it in one's marketing strategy, or suggest one needs to purchase more of my product because the customer is not getting a fair representation of a potentially strong customer base. The process becomes one of salesmanship, and in Urban radio the process is education."

### Educating The Customer

"An educator is a salesperson at heart, because they are selling their personal or objective beliefs to a listener or a customer," Woodward continues. "We take the approach here with our Urban properties that it is our job to continually educate our current customers and our potential customers on the ability, the need and the desire for their product or service. We try and do it visually through the ability of purchasing power. In other words, my average listener has a particular household income, and out of that household income they average X amount of dollars a month in purchas-

ing power for discretionary things like a new car, clothes, furniture, electronics, vacations and computers. They have discretionary income.

"We are able to say, 'If I can show you a way to increase your market size or business share in this particular product category or service, would that be of interest to you?' Our job is to educate people on the purchasing power of our audience on WDZZ and WTLZ. That's it in a nutshell."

### Everyday Dollars Mean Active Accounts

Woodward sent me some examples of the results of the research conducted for his specific market, a few of which I share with you elsewhere on this page. One of the first items that caught my attention, though, was the following:

"WDZZ-FM listeners spend \$531.9 million each year on products and services throughout the Flint metropolitan area.

Here's how they spend it:

- \$52.4 million on groceries
- \$22.0 million in restaurants
- \$17.1 million on home furnishings and equipment
- \$34.0 million on clothing
- \$42.5 million on automobile purchases
- \$16.6 million on gasoline and motor oil"

Woodward enlisted the Annapolis, MD-based company Research Director to conduct the data analysis. Much of the information is derived from the fall 1998 Arbitron survey and U.S. Department of Labor 1997 methodology. In Arbitron, the adult 18+ overall came was divided by the average persons per household figure to arrive at "household come." The Labor Dept.'s annual spending power by household figure was then multiplied by the household come to arrive at annual spending power by listener household.

If you'd like to know a little more about Woodward's strategies, feel free to give him a call up in Flint. He can be contacted at (810) 238-7300.

"We now have an opportunity to demonstrate the purchasing power of our audience to our potential and current customers. Now we can suggest looking at my radio station and including it in one's marketing strategy, or suggest one needs to purchase more of my product because the customer is not getting a fair representation of a potentially strong customer base."

Bob Woodward

### \$52.4 Million Spent On Groceries

WDZZ-FM listener households spend on groceries:

- \$4.4 million each month
- \$1.0 million each week
- \$143.7 thousand each day
- \$14.4 thousand each hour (ten-hour business day)

### \$42.5 Million Spent On Vehicle Purchases

WDZZ-FM listener households spend on vehicle purchases:

- \$3.5 million each month
- \$816.4 thousand each week
- \$116.3 thousand each day
- \$11.6 thousand each hour (ten-hour business day)

### \$22.0 Million Spent In Restaurants

WDZZ-FM listener households spend in restaurants:

- \$1.8 million each month
- \$423.5 thousand each week
- \$60.3 thousand each day
- \$6,033 each hour (ten-hour business day)

### \$16.6 Million Spent On Gasoline & Oil

WDZZ-FM listener households spend on gasoline and oil:

- \$1.4 million each month
- \$320.0 thousand each week
- \$45.6 thousand each day
- \$4,559 each hour (ten-hour business day)

### \$10.6 Million Spent On Consumer Electronics

WDZZ-FM listener households spend on consumer electronics:

- \$881.0 thousand each month
- \$203.3 thousand each week
- \$29.0 thousand each day
- \$2,896 each hour (ten-hour business day)

### \$11.5 Million Spent On Women's & Girl's Clothing

WDZZ-FM listener households spend on women's and girl's clothing:

- \$620.3 thousand each month
- \$143.2 thousand each week
- \$20.4 thousand each day
- \$2,039 each hour (ten-hour business day)

### \$7.4 Million Spent On Shoes

WDZZ-FM listener households spend on footwear:

- \$620.3 thousand each month
- \$143.2 thousand each week
- \$20.4 thousand each day
- \$2,039 each hour (ten-hour business day)

### \$6.9 Million Spent On Men's & Boy's Clothing

WDZZ-FM listener households spend on men's and boy's clothing:

- \$576.9 thousand each month
- \$133.1 thousand each week
- \$19.0 thousand each day
- \$1,897 each hour (ten-hour business day)

# Mary

#1 Most Added at Urban Radio!

One week Breaker at **33**

WBLS  
KKBT  
WGCI  
WUSL  
WPHI  
WJLB  
WDTJ  
KKDA  
WILD  
WKYS  
WEDR  
WVEE  
WHTA  
KKBY  
KATZ  
WAMO  
WTMP  
KDKO  
WZAK  
WIZF  
KPRS  
WNOV  
WKKV  
WCKX  
WOWI

The Mary J. Blige/Jamaica contest winner  
is D-Roc of WJWZ Montgomery, Alabama.  
Congratulations!

"All That I Can Say" is thank-you  
Black Radio. -Mary J. Blige

Featuring The Highly Anticipated First Single

**"All That I Can Say"**

Single Produced, Written and Arranged by Lauryn Hill for Obverse Creations, Inc.

**M·C·A**  
AMERICA

Album In Stores **August 17th**

©1999 MCA Records, Inc. www.mcarecords.com

www.americanradiohistory.com

COKO

"SUNSHINE"

The debut single from the former VOICE of SWV



Debut **39**  
Urban Chart  
+446 Plays

ALREADY MEETING AT:

- |      |      |      |      |      |      |      |
|------|------|------|------|------|------|------|
| WBLS | KKBT | WGCI | WUSL | WPHI | WJLB | WDTJ |
| KKDA | WILD | WKYS | WEDR | WVEE | WHTA | KKBY |
| WAMO | WTMP | KDKO | WZAK | WIZF | KPRS | WNOV |
| WKKV | WCKX | WOWI | WPEG | WQUE | WBLK | WNEZ |
- and many more...

From the forthcoming album  
**HOT COKO**  
AUGUST 11, 2014

Produced by Rodney Jerkins for DarkChild Entertainment. Executive Producers: Cheryl "Coko" Greenleaf and Pamela Moore. A&R: Director/Johnny McGeeley Management, LLC; Brian Management & Pamela Dross. Amazon Entertainment.



www.hotcoko.com

July 16, 1999

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS		GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
			TW	LW			
1	1	DESTINY'S CHILD Bills, Bills, Bills (Columbia)	2923	2666	417887	6	80/0
3	2	TYRESE Lately (RCA)	2542	2477	315617	13	77/0
10	3	GINUWINE So Anxious (550 Music/ERG)	2486	2146	323444	7	77/1
2	4	702 Where My Girls At? (Motown)	2389	2582	338521	13	77/0
5	5	K-CI & JOJO Tell Me It's Real (MCA)	2318	2221	250536	9	79/0
6	6	LAURYN HILL Everything Is Everything (Ruffhouse/Columbia)	2148	2208	268582	11	78/0
4	7	WILL SMITH Wild Wild West (Columbia)	2123	2358	270226	8	78/0
11	8	CHANTÉ MOORE Chanté's Got A Man (Silas/MCA)	1962	2106	313475	16	71/0
8	9	CASE Happily Ever After (Def Jam/IDJMG)	1943	2191	355067	21	73/0
14	10	TRACIE SPENCER It's All About You Not... (Capitol)	1890	1752	199008	7	77/1
15	11	FAITH EVANS Never Gonna Let You Go (Bad Boy/Arista)	1841	1736	212758	11	74/0
9	12	BLAQUE 808 (Track Masters/Columbia)	1820	2158	274307	17	71/0
7	13	R. KELLY Did You Ever Think (Jive)	1809	2196	293253	11	73/0
12	14	MAXWELL Fortunate (Rock Land/Interscope/Columbia)	1719	1838	349004	17	63/0
18	15	JUVENILE Back That Thang Up (Cash Money/Universal)	1704	1493	194473	4	68/0
21	16	ERIC BENÉT Spend My Life With You (Warner Bros.)	1538	1387	164460	9	71/0
20	17	SILK Meeting In My Bedroom (Elektra/EEG)	1526	1387	133194	6	72/1
19	18	JA RULE Holla Holla (Murder Inc./Def Jam/IDJMG)	1509	1473	215490	10	71/0
26	19	MISSY "MISDEMEANOR" ELLIOTT All N My Grill (EastWest/EEG)	1464	1203	178180	4	74/3
16	20	TLC I'm Good At Being Bad (LaFace/Arista)	1463	1650	141610	8	71/0
23	21	RUFF RYDERS f/EVE & NOKIO What Ya Want (Ruff Ryders/Interscope)	1379	1236	226067	6	60/2
13	22	BRANDY Almost Doesn't Count (Atlantic)	1357	1767	198377	16	64/0
24	23	NAUGHTY BY NATURE f/ZHANÉ Jamboree (Arista)	1343	1230	154740	6	71/2
29	24	JAY-Z Jigga My ***** (Ruff Ryders/Interscope)	1234	1069	182299	4	55/1
30	25	MONICA Street Symphony (Arista)	1161	1050	103578	6	61/1
25	26	CHANTAY SAVAGE Come Around (RCA)	1146	1229	89237	10	57/0
<b>Breaker</b>	27	DAVE HOLLISTER Baby Mama Drama (Def Squad/DreamWorks)	1071	944	73883	4	57/1
17	28	WHITNEY HOUSTON It's Not Right But It's Okay (Arista)	1060	1578	161172	11	60/0
<b>Breaker</b>	29	LIL' TRDY Wanna Be A Baller (Short Stop/Republic/Universal)	1055	974	104140	6	47/4
31	30	PROFYLE f/JUVENILE I Ain't The One (Motown)	1014	1032	69114	9	55/0
<b>Breaker</b>	31	112 Love You Like I Did (Bad Boy/Arista)	1012	910	89608	3	66/0
22	32	DRU HILL You Are Everything (University/IDJMG)	1012	1300	146965	15	59/0
<b>Breaker</b>	33	MARY J. BLIGE All That I Can Say (MCA)	1011	305	177800	1	70/68
27	34	KELLY PRICE It's Gonna Rain (Rock Land/Interscope)	1007	1154	104071	9	52/0
36	35	DEBORAH COX We Can't Be Friends (Arista)	997	857	115471	3	62/1
35	36	JESSE POWELL 'Bout It, 'Bout It (Silas/MCA)	980	892	72060	5	63/0
42	37	BLACKSTREET Think About You (Lil' Man/Interscope)	943	677	70061	2	57/4
38	38	TERRY DEXTER Better Than Me (Warner Bros.)	879	795	64850	3	56/0
<b>Debut</b>	39	COKO Sunshine (RCA)	852	406	153652	1	69/55
28	40	LIBERTY CITY FLA. 24-7 (Harrell/Jive)	851	1095	59069	9	48/0
45	41	NAS You Won't See Me Tonight (Columbia)	814	652	93927	2	64/1
37	42	JT MONEY Who Dat (Tony Mercedes/Freeworld/Priority)	760	842	114672	16	55/0
41	43	BUSTA RHYMES Do The Bus A Bus (Elektra/EEG)	756	678	68028	2	60/0
44	44	TIMBALAND & MAGOO f/DEVANTE... Can U Get Wit It (N.Y.L.A./Priority)	739	654	49338	4	56/1
43	45	GRENIQUE Should I? (Motown)	737	668	53517	5	49/2
40	46	3RD STOREE Party Tonight (Yab Yum/Elektra/EEG)	724	681	50181	5	46/0
39	47	JENNIFER LOPEZ If You Had My Love (Work/ERG)	698	769	76289	8	38/1
<b>Debut</b>	48	TRU Hoody Hoo (No Limit/Priority)	692	435	78879	1	55/8
<b>Debut</b>	49	IDEAL Get Gone (Noontime/Virgin)	603	399	45589	1	48/3
<b>Debut</b>	50	Q-TIP Vivrant Thing (Def Jam/IDJMG)	600	390	89211	1	54/10

## Most Added®

ARTIST TITLE LABEL(S)	ADDS
MARY J. BLIGE All That I Can Say (MCA)	68
PUFF DADDY P.E. 2000 (Bad Boy/Arista)	66
COKO Sunshine (RCA)	55
TRINA & TAMARA Joanne (Columbia)	39
GANG STARR Discipline (Noo Trybe)	25
BARRY WHITE Staying Power (Private Music/Windham Hill)	21
MARC DORSEY Crave (Jive)	21
SPEECH Clocks N' Sync With Me (TVT)	12
Q-TIP Vivrant Thing (Def Jam/IDJMG)	10
TRU Hoody Hoo (No Limit/Priority)	8
WHITNEY HOUSTON My Love Is Your Love (Arista)	8
MASE All I Ever Wanted (Bad Boy/Arista)	8

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
MARY J. BLIGE All That I Can Say (MCA)	+706
COKO Sunshine (RCA)	+446
WHITNEY HOUSTON My Love Is Your Love (Arista)	+394
GINUWINE So Anxious (550 Music/ERG)	+340
PUFF DADDY P.E. 2000 (Bad Boy/Arista)	+271
BLACKSTREET Think About You (Lil' Man/Interscope)	+266
MISSY "MISDEMEANOR" ELLIOTT All N... (EastWest/EEG)	+261
DESTINY'S CHILD Bills, Bills, Bills (Columbia)	+257
TRU Hoody Hoo (No Limit/Priority)	+257
JUVENILE Back That Thang Up (Cash Money/Universal)	+211

## Breakers®

<b>DAVE HOLLISTER</b>		
<b>Baby Mama Drama (Def Squad/DreamWorks)</b>		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1071/127	57/1	27
<b>LIL' TROY</b>		
<b>Wanna Be A Baller (Short Stop/Republic/Universal)</b>		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1055/81	47/4	29
<b>112</b>		
<b>Love You Like I Did (Bad Boy/Arista)</b>		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1012/102	66/0	31
<b>MARY J. BLIGE</b>		
<b>All That I Can Say (MCA)</b>		
TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1011/706	70/68	33

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE MUSIC TRACKING.



31 Urban reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 7/4-Saturday 7/10. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 1000 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999. The Arbitron Company). © 1999. R&R Inc.

PARAGON



RESEARCH

# AUDITORIUM MUSIC TESTING

With MusicLink software. (303) 922-5600

# ARTIST BREAKDOWN

ARTIST: **DEBORAH COX F/R.L.**  
TRACK: **"WE CAN'T BE FRIENDS"**  
LABEL: **ARISTA**

To just act like we never were, to come around and not show hurt/How dare we greet by shaking hands?/Just months ago I was your man." These words open this song in which two former lovers confront the issue of how to deal with one another now that the relationship is over. "We Can't Be Friends" has the two lovers discussing the possibility of maintaining a friendship once the relationship has ended. When a relationship has been so fulfilling and for whatever reason ends, how do you switch reels? What magic potion is there to drink that will allow you to no longer feel love for the ex? **Deborah Cox**, along with Next's **R.L.**, sing of a situation that's all too common, but that hasn't been confronted (musically, that is) too often.

"I went by mother's house, saw your car there/To her you're still family, and it don't seem fair for everyone to just go on/I've tried,

and I can't do it, 'cause I'm still torn." (Rule No. 1: don't introduce dude to *any* family members!) This one line alone carries a lot of weight, as so many of us have wanted our families and friends to "break up" with him/her when we do. It doesn't matter how irrational that is, we just want it done. In some weird way, it eases the pain to know that the ex isn't "trespassing" in our space. Then we try to trick ourselves into believing we're on the way to being healed: "I've tried to think of you as just another love in my past that didn't last, but it's just not that simple." (Duh, 'cause you're *still* in love, girl!) Cox and R.L. make you feel like you're watching their emotional torment. Their performances make you feel sympathy for both and wish they'd just get back together. "You may see me staring or catch me in a daze, may see me hang my head when you come my way/Don't get too close to me and expect me to behave, I might just steal a kiss if you come near my face." (In the words of Kirk Franklin, "It ain't over.")

This is a great song that combines two very capable voices. Cox made us pay very close and careful attention when she recorded "Nobody's Supposed to Be Here." If you ever doubted her talent, that single *made* you recognize it. R.L.'s mature voice pulls off his role in this emotional conversation between lovers. "We Can't Be Friends" is a song to be shared by lovers, ex-lovers and close friends. Friends can turn into lovers, but is the reverse possible? Peace.

— Tanya O'Quinn  
Asst. Urban Editor



# IN MY OPINION

with **Fabian Whipple**

**Dave Hollister**  
**Ghetto Hymns**  
**Def Squad/DreamWorks**

Prog. Asst. — KKBT/Los Angeles

Dave Hollister's voice is rich with emotion, possessing depth that rings true from the soul. His giant style shows an eclectic mix of influences, the church being the root. A former member of the hitmaking group Blackstreet, this seasoned singer/songwriter/producer has earned his solo stripes.

It's obvious Dave is a child of God and the church. As he reflects his knowledge of the trials and tribulations of relationships, pain, and the drama and chaos of the streets, Hollister uses characters from the less fortunate side. While controlling the rhymes and rhythms of this series of stories, Dave's God-given talent flows over body-jacking beats and exceptional production.

On *Ghetto Hymns* he delivers a smoldering, soulful energy stuffed with masculine power. "My Favorite Girl" and the remix, "I'm Sorry," are perfect ballads for Urban radio. "Baby Mama Drama" (the name itself gains instant attention) is for sure a "ghetto hymn," and "Cheaterlude (Interlude)," which Hollister produced himself, amplifies his church training. "Came in the Door Pimpin'" sends the message that he is down with the streets, and the remake of Michael McDonald's "Keep Forgettin'" combines a slower beat with a ghetto-smooth touch as Dave painfully testifies to anguish over a love gone sour.

Showing off his soulful voice and vocal abilities, Dave Hollister is yet another artist joining the battle to change the standards in the music industry today. Preach on, Brotha!

# ADVANCE NOTICE

Giving you fair warning: These are the singles that are going for adds on Monday (7/19) and Tuesday (7/20).

2PAC Who Do You Believe In? (Amaru/Death Row/Priority)

AMYTH 1,2,3 (Rock The Bells/WB)

B.G. Bling Bling (Cash Money/Universal)

EPMD Symphony 2000 (Def Jam/IDJMG)

JAGGED EDGE Keys To The Range (So So Def/Columbia)

REEL TIGHT Reasons (G-Funk/Restless)

**93FM**  
**WZAK**

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**1999 MARCONI AWARDS:**

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- ▶ LARGE MARKET PERSONALITY OF THE YEAR — **BOBBY RUSH**
- ▶ URBAN STATION OF THE YEAR

**OUR TIME HAS COME!**  
Help us reach our dreams by giving us your votes

# Reel Tight

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# Reasons

**IMPACTING JULY 19th**

*Video directed by Paul Hunter/Life Garland  
Featuring EARTH, WIND and FIRE*

EXECUTIVE PRODUCER: WARREN G



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**New & Active**

**WHITNEY HOUSTON** My Love Is Your Love (Arista)  
Total Plays: 553. Total Stations: 48. Adds: 8  
**MYSTIKAL & OUTKAST** Neck Uv Da... (No Limit/Jive)  
Total Plays: 543. Total Stations: 43. Adds: 5  
**TRINA BROUSSARD** Love You... (So So Def/Columbia)  
Total Plays: 535. Total Stations: 41. Adds: 1  
**SLICK RICK** Street Talkin' (Def Jam/IDJMG)  
Total Plays: 524. Total Stations: 41. Adds: 0  
**LES NUBIANS** Tabou (OmTown/Virgin)  
Total Plays: 453. Total Stations: 40. Adds: 1  
**PUFF DADDY** P.E. 2000 (Bad Boy/Arista)  
Total Plays: 440. Total Stations: 66. Adds: 66  
**MERCEDES** It's Your Thing (No Limit/Priority)  
Total Plays: 436. Total Stations: 40. Adds: 4  
**ROME** Never Let You Go Away (RCA)  
Total Plays: 408. Total Stations: 40. Adds: 1

**MACY GRAY** Do Something (Epic)  
Total Plays: 399. Total Stations: 34. Adds: 6  
**OL SKOOL** Only One (Keia/Universal)  
Total Plays: 378. Total Stations: 36. Adds: 2  
**CROOKED LETTAZ** Fire Water (Penalty/Tommy Boy)  
Total Plays: 373. Total Stations: 29. Adds: 0  
**SHAE JONES** Everytime (Universal)  
Total Plays: 369. Total Stations: 43. Adds: 6  
**DRU HILL** Beauty (University/IDJMG)  
Total Plays: 356. Total Stations: 5. Adds: 0  
**AARON SKYY** The One (Red Ant)  
Total Plays: 330. Total Stations: 39. Adds: 5  
**1 LIFE 2 LIVE...** Can't... (ByStorm/LaFace/Arista)  
Total Plays: 324. Total Stations: 26. Adds: 0

Songs ranked by total plays

**Most Played Recurrents**

- 112 Anywhere (Bad Boy/Arista)
- TLC No Scrubs (LaFace/Arista)
- SILK If You (Lovin' Me) (Elektra/EEG)
- JESSE POWELL You (Silas/MCA)
- K-CI & JOJO Life (Rock Land/Interscope)
- TYRESE Sweet Lady (RCA)
- LAURYN HILL Ex-Factor (Ruffhouse/Columbia)
- TRICK DADDY Nann Brother (Slip N' Slide/Warlock)
- TOTAL Sitting Home (Bad Boy/Arista)
- FAITH EVANS F/PUFF DADDY All Night Long (Bad Boy/Arista)
- FAITH EVANS Love Like This (Bad Boy/Arista)
- JAY-Z F/AMIL AND JA Can I Get A... (Def Jam/IDJMG)
- JAY-Z Jigga Who Jigga What (Roc-A-Fella/IDJMG)
- NAS F/PUFF DADDY Hate Me Now (Columbia)
- ERIC BENET F/FAITH EVANS Georgy Porgy (Warner Bros.)
- CASE F/JOE Faded Pictures (Def Jam/IDJMG)
- NEXT Too Close (Arista)
- R. KELLY When A Woman's Fed Up (Jive)
- LAURYN HILL Doo Wop (That Thing) (Ruffhouse/Columbia)
- RAPHAEL SAADIQ F/Q-TIP Get Involved (Hollywood/Motown)

**TUNED-IN URBAN**

R&R/MEDIABASE 24/7

**WDZZ/Flint**  
Tuesday, July 6  
11am

OLU Baby Can't Leave It Alone  
MARVIN GAYE Distant Lover  
BRENDA RUSSELL So Good. So Right  
RAPHAEL SAADIQ I/Q-TIP Get Involved  
KIM BURRELL I Come To You More Than I Give  
CHANTAY SAVAGE Come Around  
KELLY PRICE It's Gonna Rain  
MANHATTANS Shining Star  
DIANA ROSS Sugarfree  
TYRESE Lately  
HOWARD HEWETT Heaven Sent

4pm

CHANTAY SAVAGE Come Around  
WHITNEY HOUSTON It's Not Right But It's Okay  
SISTER SLEDGE We Are Family  
LIONEL RICHIE Love Will Find A Way  
FAITH EVANS All Night Long  
JESSE POWELL 'Bout It. 'Bout It  
KELLY PRICE It's Gonna Rain  
BRANDY Almost Doesn't Count  
BARRY WHITE I'm Gonna Love You Just A...  
PROFYLE I Ain't The One  
TYRESE Lately

8pm

RUFF RYDERS/EVE What Ya Want  
R. KELLY Homie, Lover, Friend  
MISSY ELLIOTT All N My Grill  
DRU HILL Beauty  
BRANDY Angel In Disguise  
JA RULE Holla Holla  
BUSTA RHYMES Do The Bus A Bus  
MASE Feel So Good  
TIMBALAND AND MAGOO Can U Get Wit It  
MAKAVELI Hail Mary



**WKYS/Washington, DC**  
Tuesday, July 6  
10am

TANTO METRO I/DEVONTE Everyone Falls In...  
ATLANTIC STARR Secret Lovers  
TYRESE Lately  
TLC No Scrubs  
702 Where My Girls At  
DESTINY'S CHILD Bills, Bills, Bills  
SHALAMAR For The Lover In You  
DRU HILL Beauty  
BRANDY Almost Doesn't Count  
LAURYN HILL Doo Wop (That Thing)  
BLACKSTREET All I Do  
GINUWINE Pony

3pm

JAY-Z/RUFF RYDERS Jigga My Nigga  
MONICA The First Night  
DEBORAH COX Nobody's Supposed To Be...  
JA RULE Holla, Holla  
CHANTE MOORE Chante's Got A Man  
LSG My Body  
GOGO Gogo  
CASE Happily Ever After  
MISSY ELLIOTT All N My Grill  
AALIYAH Are You That Somebody?  
BRANDY Almost Doesn't Count  
NEXT Too Close

8pm

RUFF RYDERS I/EVE What Ya Want  
DRU HILL You Are Everything  
JT MONEY Who Dat?  
MOBB DEEP Quiet Storm  
TLC No Scrubs  
CHANTE MOORE Chante's Got A Man  
JAY-Z Jigga What, Jigga Who  
SILKK THE SHOCKER It Ain't My Fault  
CASE Happily Ever After  
NAS You Won't See Me Tonight  
TLC I'm Good At Being Bad



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Tuesday 7/6. © 1999, R&R Inc.



**The ONE**



the debut single from the forthcoming album, SKYY'S THE LIMIT

**New Adds Include: WZAK WWDM KJMM KVSP KKBY**

**Already Spinning At:**

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- KBXX 18x WIBB 15x WBTF 15x
- WIIZ 14x WSOJ 13x WQHH 12x
- WAMO 11x WBLX 11x KIIZ 11x
- WKGN 11x WJKS 11x WZFX 10x
- KIPR 10x KBCE 10x WEUP 10x

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*featuring Jermaine Dupri*

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**ALBUM SURFACES IN STORES TUESDAY, AUGUST 17**

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**DIMENSION**

# Reporters

Stations and their adds listed alphabetically by market

## Urban

<p><b>KBCE/Alexandria, LA</b> PD: Kenny Smoov MD: R.J. Polk 15 COKO "Sunshine" 15 MARY J. BLIGE "Say" 5 MARC DORSEY "Crave" 5 TRINA &amp; TAMARA "Joanne" 5 PUFF DADDY "2000" 5 BARRY WHITE "Staying" 5 GANG STARR "Discipline" 5 CHRIS MOUTAS "Lies" 5 SPEECH "Clocks" 5 TYRONE DAVIS "Tyronne" 5 JAZZ "Fly"</p>	<p><b>WWVZ/Charleston, SC</b> PD: Terry Base MD: Alyse Stewart 27 PUFF DADDY "2000" 20 COKO "Sunshine" 10 MYSTIKAL &amp; OUTKAST "Neck" 2 GANG STARR "Discipline" TRINA &amp; TAMARA "Joanne" WHITNEY HOUSTON "Love"</p> <p><b>WPEG/Charlotte, NC</b> PD: Andre Carson MD: Nate Quick No Adds</p>	<p><b>KKDA/Dallas, TX</b> PD/MD: Skip Cheatham 29 COKO "Sunshine" 6 PUFF DADDY "2000" 5 Q-TIP "Vivrant"</p> <p><b>WROU/Dayton, OH</b> PD: Marco Simmons MD: Nate Quick 16 MARY J. BLIGE "Say" 19 PUFF DADDY "2000" 14 BARRY WHITE "Staying" 13 TRINA &amp; TAMARA "Joanne" 12 GANG STARR "Discipline" 12 COKO "Sunshine" 12 MARC DORSEY "Crave" 12 CJMAC "Imagine"</p>	<p><b>WJMJ/Greenville, SC</b> PD: Marvin Hankston MD: Doug Davis 11 COKO "Sunshine" 1 JAGGED EDGE "Range"</p> <p><b>WNEZ/Hartford, CT</b> PD/MD: Ricky Ricardo 22 MARY J. BLIGE "Say" 19 PUFF DADDY "2000" 14 BARRY WHITE "Staying" 13 TRINA &amp; TAMARA "Joanne" 12 GANG STARR "Discipline" 12 COKO "Sunshine" 12 MARC DORSEY "Crave" 12 CJMAC "Imagine"</p>	<p><b>WQHH/Lansing, MI</b> PD/MD: Bram Johnson 20 COKO "Sunshine" 20 MARY J. BLIGE "Say" 10 PUFF DADDY "2000" 5 GANG STARR "Discipline" TRINA &amp; TAMARA "Joanne" CJMAC "Imagine"</p> <p><b>WBTF/Lexington, KY</b> DM: Doug Hamand PD: Mark Dennis 17 COKO "Sunshine" 9 MARY J. BLIGE "Say" PUFF DADDY "2000"</p>	<p><b>WKKV/Milwaukee, WI</b> PD: Gary Young APD/MD: Dallas Scott 10 SPORTY THEVZ "Pigeons" 9 MARY J. BLIGE "Say" 4 MYSTIKAL &amp; OUTKAST "Neck" 4 BARRY WHITE "Staying" 2 LIL TROY "Baller" 2 PUFF DADDY "2000"</p> <p><b>WNOV/Milwaukee, WI</b> PD/MD: Sandra Robinson 3 MACY GRAY "Something" 3 TRU "Hoody" 2 Q-TIP "Vivrant" 1 WHITNEY HOUSTON "Love" 1 PUFF DADDY "2000" 1 BROOKE RUSSELL "Sweet" DJ HURRICANE "Come" MASE "Wanted" HOT BOYS "Fire" MC/REEL DARRRETT "Free" HERCULEEZ &amp; BIG TYME "Hollywood" TRINA &amp; TAMARA "Joanne" MARY J. BLIGE "Say" EPMD "Symphony" MARC DORSEY "Crave" GANG STARR "Discipline" COKO "Sunshine" SPEECH "Clocks"</p>	<p><b>WOWI/Norfolk, VA</b> PD: K.J. Holiday MD: Michael Mauzone 23 MARY J. BLIGE "Say" 14 COKO "Sunshine" 13 PUFF DADDY "2000" 2 GANG STARR "Discipline" TRINA &amp; TAMARA "Joanne" MARC DORSEY "Crave" MASE "Wanted"</p> <p><b>KVSP/Oklahoma City, OK</b> PD: Terry Monday MD: Maurice Prince 3 HOT BOYS "Fire" 1 Q-TIP "Vivrant" 1 AARON SKYY "One" PUFF DADDY "2000" SHAE JONES "Everytime" TRINA &amp; TAMARA "Joanne" MACY GRAY "Something" COKO "Sunshine" BARRY WHITE "Staying" CJMAC "Imagine" MARY J. BLIGE "Say"</p>	<p><b>WDXK/Rochester, NY</b> PD: Andre Marcel 22 MARY J. BLIGE "Say" PUFF DADDY "2000"</p> <p><b>WTLZ/Saginaw, MI</b> PD: Chris Reynolds MD: Long John PUFF DADDY "2000" COKO "Sunshine" BARRY WHITE "Staying" MASE "Wanted" MARC DORSEY "Crave" GANG STARR "Discipline" TRINA &amp; TAMARA "Joanne"</p> <p><b>WEAS/Savannah, GA</b> PD: Sam Nelson MD: Jewel Carter 19 MARY J. BLIGE "Say" COKO "Sunshine" Q-TIP "Vivrant"</p>	<p><b>WJUC/Toledo, OH</b> PD: Charlie Mack MD: Nikki G. 10 MARY J. BLIGE "Say" 4 PUFF DADDY "2000" 1 COKO "Sunshine" SPEECH "Clocks" TRINA &amp; TAMARA "Joanne" BROOKE RUSSELL "Sweet" MARC DORSEY "Crave"</p> <p><b>KJMM/Tulsa, OK</b> PD: Terry Monday MD: Maurice Prince 1 PUFF DADDY "2000" MARY J. BLIGE "Say" COKO "Sunshine" CJMAC "Imagine" Q-TIP "Vivrant" AARON SKYY "One" TRINA &amp; TAMARA "Joanne" SHAE JONES "Everytime" MACY GRAY "Something" BARRY WHITE "Staying" HOT BOYS "Fire"</p>
<p><b>WHTA/Atlanta, GA</b> PD: Darrell Johnson APD: Marsha Meadows MD: Michael Smith 31 PUFF DADDY "2000" 30 50 CENT "Rob" 30 MARY J. BLIGE "Say"</p> <p><b>WVEE/Atlanta, GA</b> PD: Tony Brown MD: Raheemah Shabazz 26 MARY J. BLIGE "Say" 22 LIL TROY "Baller" 19 MISSY ELLIOTT "Grif" 4 COKO "Sunshine"</p> <p><b>WFXA/Augusta, GA</b> PD: Tim Snell MD: Robert Taylor AMD: Gena Lavigne 25 MARY J. BLIGE "Say" 20 COKO "Sunshine" 10 LIL TROY "Baller" 10 PUFF DADDY "2000" 5 TRINA &amp; TAMARA "Joanne" 5 MARC DORSEY "Crave" 5 DJ HURRICANE "Come" 5 SPEECH "Clocks"</p> <p><b>WEMX/Baton Rouge, LA</b> PD: Al Jai Wallace MD: Mya Vernon 2 TRINA &amp; TAMARA "Joanne" GANG STARR "Discipline"</p> <p><b>WJZD/Biloxi, MS</b> PD: Rob Neal MD: Tabari Daniels 20 COKO "Sunshine" 15 PUFF DADDY "2000" 15 MARY J. BLIGE "Say" 5 TRINA &amp; TAMARA "Joanne" 5 BARRY WHITE "Staying" 5 GANG STARR "Discipline" 5 MARC DORSEY "Crave" 5 SPEECH "Clocks" 5 BEELOW "Big"</p> <p><b>WILD/Boston, MA</b> PD: Steve Gousby MD: T. Clark 12 MARY J. BLIGE "Say" 12 TRINA &amp; TAMARA "Joanne" 11 COKO "Sunshine" 11 PUFF DADDY "2000" GZAGENIUS "Breaker" IDEAL "Get"</p> <p><b>WBLK/Buffalo, NY</b> PD/MD: Skip Dillard 11 PUFF DADDY "2000" 8 MARY J. BLIGE "Say" TRINA &amp; TAMARA "Joanne" BLACKSTREET "Think" SHAE JONES "Everytime"</p> <p><b>WPAL/Charleston, SC</b> PD: Jae Jackson 15 COKO "Sunshine" 14 MARY J. BLIGE "Say" 5 PUFF DADDY "2000" 5 TRINA &amp; TAMARA "Joanne" 5 BARRY WHITE "Staying" 5 GANG STARR "Discipline" 5 TIMBALAND &amp; MAGDOO "Can"</p>	<p><b>WJTT/Chattanooga, TN</b> PD: Keith Landecker MD: Magic 13 MARY J. BLIGE "Say" 6 BARRY WHITE "Staying" PUFF DADDY "2000" MARC DORSEY "Crave" TRINA &amp; TAMARA "Joanne"</p> <p><b>WGCI/Chicago, IL</b> OM/MD: Eroy Smith APD/MD: Jay Alan 18 MARY J. BLIGE "Say" 17 RUFF RYDERS FEVE "What" 8 JAY Z "Jigga" 3 PUFF DADDY "2000"</p> <p><b>WIZF/Cincinnati, OH</b> VP/Prog.: Tony Fields PD: Phillip D. March MD: Lauri Jones 10 MARY J. BLIGE "Say" 6 COKO "Sunshine" PUFF DADDY "2000"</p> <p><b>WZAK/Cleveland, OH</b> PD: Bobby Rush MD: Langford Stephens 25 BARRY WHITE "Staying" 7 TRU "Hoody" 4 MARY J. BLIGE "Say" 4 DAVE HOLLISTER "Wama" PUFF DADDY "2000" AARON SKYY "One"</p> <p><b>WWDM/Columbia, SC</b> PD/MD: Paul Jackson 9 MARY J. BLIGE "Say" 4 WHITNEY HOUSTON "Love" 3 TRU "Hoody" 2 MACY GRAY "Something" 1 TRINA &amp; TAMARA "Joanne" AARON SKYY "One" MASE "Wanted" PUFF DADDY "2000"</p> <p><b>WFXE/Columbus, GA</b> MD: Art Thomason 22 MARY J. BLIGE "Say" 8 Q-TIP "Vivrant" 5 HIGH &amp; MIGHTY "Document" 5 NAUGHTY BY NATURE "Jamboree" 5 PUFF DADDY "2000" 5 MERCEDES "Thang" 5 GANG STARR "Discipline" 3 E-DUB "Bills" 2 TYRONE DAVIS "Tyronne" 2 BISHOP T. JAKES "Lady"</p> <p><b>WCKX/Columbus, OH</b> VP/Prog.: Tony Fields PD: Paul Strong 8 COKO "Sunshine" 2 MARY J. BLIGE "Say" 2 TRU "Hoody" PUFF DADDY "2000"</p>	<p><b>KDKO/Denver, CO</b> PD/MD: Rick Walker 10 MARY J. BLIGE "Say" 5 COKO "Sunshine" 3 MARC DORSEY "Crave" GANG STARR "Discipline" PUFF DADDY "2000"</p> <p><b>WDTJ/Detroit, MI</b> OM: James Alexander PD: Nate Bell APD/MD: Lance Panton 16 COKO "Sunshine" 10 PUFF DADDY "2000" 9 MARY J. BLIGE "Say" 4 GREENGLUE "Should" 2 TRU "Hoody" TRINA &amp; TAMARA "Joanne" LIL TROY "Baller" OLSKOOL "Only" SPEECH "Clocks"</p> <p><b>WJLB/Detroit, MI</b> VP/Prog. &amp; Prod.: Michael Saunders MD: Kris Kelley 16 MARY J. BLIGE "Say" 6 COKO "Sunshine" 6 PUFF DADDY "2000" 3 MISSY ELLIOTT "Grif" SILK "Meeting"</p> <p><b>WJUN/Dothan, AL</b> PD/MD: Tony Black 15 COKO "Sunshine" 7 TRINA &amp; TAMARA "Joanne" 5 MARY J. BLIGE "Say" 3 GANG STARR "Discipline" MASE "Wanted" TRINA &amp; TAMARA "Joanne" SPEECH "Clocks"</p> <p><b>WZFX/Fayetteville, NC</b> PD: Bobby Jay MD: Yonni O'Donohue No Adds</p> <p><b>WZDZ/Flint, MI</b> PD/MD: Chris Reynolds PUFF DADDY "2000" COKO "Sunshine" BARRY WHITE "Staying" MASE "Wanted" MARC DORSEY "Crave" GANG STARR "Discipline" TRINA &amp; TAMARA "Joanne"</p> <p><b>WYNN/Florence, SC</b> PD: Paul Parish MD: Parish Brown 24 MARY J. BLIGE "Say" 16 COKO "Sunshine" 12 MYSTIKAL &amp; OUTKAST "Neck" 11 TRU "Hoody" 10 Q-TIP "Vivrant"</p> <p><b>WTMG/Gainesville, FL</b> OM/MD: Don Cody APD: Quincy 20 COKO "Sunshine" 19 GREENGLUE "Should" 18 MARY J. BLIGE "Say" 13 TRINA &amp; TAMARA "Joanne" 12 PUFF DADDY "2000" 9 CHRIS MOUTAS "Lies" 9 GANG STARR "Discipline" GZAGENIUS "Breaker" MARC DORSEY "Crave" SPEECH "Clocks"</p>	<p><b>WEUP/Huntsville, AL</b> PD/MD: Steve Murray 9 OLU "Leave" MARC DORSEY "Crave" PUFF DADDY "2000" 2PAC "Who" SPEECH "Clocks" TRINA &amp; TAMARA "Joanne" MARY J. BLIGE "Say" NAS "See" COKO "Sunshine"</p> <p><b>WTLC/Indianapolis, IN</b> PD: Brian Wallace MD: Vyckel Buchanan 18 MARY J. BLIGE "Say" DEBORAH COX "Friends"</p> <p><b>WJMI/Jackson, MS</b> PD/MD: Stan Branson No Adds</p> <p><b>KPRS/Kansas City, MO</b> PD: Sam Weaver MD: Myron Fears 29 MARY J. BLIGE "Say" 1 PUFF DADDY "2000" MARC DORSEY "Crave" MERCEDES "Thang" MASE "Wanted" TRINA &amp; TAMARA "Joanne"</p> <p><b>KIIZ/Killeen, TX</b> PD/MD: Mychal Maguire 15 MARY J. BLIGE "Say" 13 COKO "Sunshine" 13 TRINA &amp; TAMARA "Joanne" 12 TRU "Hoody" 11 WHITNEY HOUSTON "Love" 10 MASE "Wanted" 10 PUFF DADDY "2000" 10 MACY GRAY "Something" 10 SWAY AND KING TECH "Anthem" HOT BOYS "Fire" SHAE JONES "Everytime"</p> <p><b>WKGN/Knoxville, TN</b> PD: Thomas Henderson 10 MARY J. BLIGE "Say" 10 TRINA &amp; TAMARA "Joanne" 10 GANG STARR "Discipline" 10 BARRY WHITE "Staying" 10 PUFF DADDY "2000" 5 COKO "Sunshine" 5 PASTOR TROY "Play" 5 MISS LANE "Make"</p> <p><b>KRRQ/Lafayette, LA</b> PD: Dre Richards 21 BAEVENSYMON "Hip" 5 SPORTY THEVZ "Pigeons" TRINA &amp; TAMARA "Joanne" GANG STARR "Discipline"</p>	<p><b>WQHH/Lansing, MI</b> PD/MD: Bram Johnson 20 COKO "Sunshine" 20 MARY J. BLIGE "Say" 10 PUFF DADDY "2000" 5 GANG STARR "Discipline" TRINA &amp; TAMARA "Joanne" CJMAC "Imagine"</p> <p><b>WBTF/Lexington, KY</b> DM: Doug Hamand PD: Mark Dennis 17 COKO "Sunshine" 9 MARY J. BLIGE "Say" PUFF DADDY "2000"</p> <p><b>WBLX/Mobile, AL</b> PD: Nancy Davis APD: Jimmy Mack 25 MARY J. BLIGE "Say" 11 PUFF DADDY "2000" COKO "Sunshine" GANG STARR "Discipline"</p> <p><b>WYOK/Mobile, AL</b> PD/MD: Marie Kelly DJ HURRICANE "Come" MARY J. BLIGE "Say"</p> <p><b>WJWZ/Montgomery, AL</b> PD/MD: D-Rock 35 MARY J. BLIGE "Say" 22 COKO "Sunshine" 15 PUFF DADDY "2000" Q-TIP "Vivrant"</p> <p><b>WZHT/Montgomery, AL</b> PD/MD: Michael Long 33 BARRY WHITE "Staying" 22 MARY J. BLIGE "Say" 13 PUFF DADDY "2000" COKO "Sunshine" MISSY ELLIOTT "Grif" MARC DORSEY "Crave" SPEECH "Clocks"</p> <p><b>WDAI/Myrtle Beach, SC</b> PD/MD: Chris Clay MARY J. BLIGE "Say" PUFF DADDY "2000" COKO "Sunshine" MONICA "Symphony"</p> <p><b>WQKQ/Nashville, TN</b> OM/MD: Jim Kennedy No Adds</p> <p><b>WQNE/New Orleans, LA</b> PD: Gerod Stevens MD: Angela Watson 25 COKO "Sunshine" 8 MARY J. BLIGE "Say" 5 WHITNEY HOUSTON "Love" GZAGENIUS "Breaker"</p>	<p><b>WVSP/Oklahoma City, OK</b> PD: Terry Monday MD: Maurice Prince 3 HOT BOYS "Fire" 1 Q-TIP "Vivrant" 1 AARON SKYY "One" PUFF DADDY "2000" SHAE JONES "Everytime" TRINA &amp; TAMARA "Joanne" MACY GRAY "Something" COKO "Sunshine" BARRY WHITE "Staying" CJMAC "Imagine" MARY J. BLIGE "Say"</p> <p><b>WJHM/Orlando, FL</b> PD: Russ Allen 26 MARY J. BLIGE "Say" 22 PUFF DADDY "2000" 2 TRACIE SPENCER "All" 112 "Letter"</p> <p><b>WPHI/Philadelphia, PA</b> PD: Tom Calococi APD: Lamonda Williams MD: Egypt 25 MARY J. BLIGE "Say" 24 COKO "Sunshine" 10 PUFF DADDY "2000" 9 IDEAL "Get"</p> <p><b>WUSL/Philadelphia, PA</b> OM: Helen Little APD/MD: Glenn Cooper 28 MARY J. BLIGE "Say" 25 PUFF DADDY "2000" SHAE JONES "Everytime"</p> <p><b>WAMO/Pittsburgh, PA</b> PD: Ron Atkins MD: DJ Boogie 11 MARY J. BLIGE "Say" 4 RUFF RYDERS FEVE "What" 1 COKO "Sunshine" MARC DORSEY "Crave" PUFF DADDY "2000" SPEECH "Clocks"</p> <p><b>WQOK/Raleigh, NC</b> PD: Hosie Mack MD: Jodi Berry 31 MARY J. BLIGE "Say" 10 COKO "Sunshine" 3 GANG STARR "Discipline" 4 TRINA &amp; TAMARA "Joanne" 2 PUFF DADDY "2000"</p> <p><b>WCDX/Richmond, VA</b> PD: Aaron Maxwell MD: B-Rock 41 MARY J. BLIGE "Say" 41 COKO "Sunshine" 3 GANG STARR "Discipline" 3 PUFF DADDY "2000" BLACKSTREET "Think"</p> <p><b>WSDJ/Richmond, VA</b> PD/MD: Kevin Kofax 35 PUFF DADDY "2000" 9 TRINA &amp; TAMARA "Joanne" 5 GANG STARR "Discipline" MARY J. BLIGE "Say" COKO "Sunshine" MERCEDES "Thang"</p>	<p><b>WJUC/Toledo, OH</b> PD: Charlie Mack MD: Nikki G. 10 MARY J. BLIGE "Say" 4 PUFF DADDY "2000" 1 COKO "Sunshine" SPEECH "Clocks" TRINA &amp; TAMARA "Joanne" BROOKE RUSSELL "Sweet" MARC DORSEY "Crave"</p> <p><b>KJMM/Tulsa, OK</b> PD: Terry Monday MD: Maurice Prince 1 PUFF DADDY "2000" MARY J. BLIGE "Say" COKO "Sunshine" CJMAC "Imagine" Q-TIP "Vivrant" AARON SKYY "One" TRINA &amp; TAMARA "Joanne" SHAE JONES "Everytime" MACY GRAY "Something" BARRY WHITE "Staying" HOT BOYS "Fire"</p> <p><b>WACR/Tupelo, MS</b> PD: Jerold Jackson 28 MARY J. BLIGE "Say" 27 COKO "Sunshine" 18 TRINA &amp; TAMARA "Joanne" 6 PUFF DADDY "2000" 5 GANG STARR "Discipline" 5 SPEECH "Clocks" 4 BARRY WHITE "Staying"</p> <p><b>WESE/Tupelo, MS</b> PD/MD: Stan Allen No Adds</p> <p><b>WKYS/Washington, DC</b> VP/Prog.: Steve Hegwood 10 COKO "Sunshine" 9 MARY J. BLIGE "Say" 4 GIN LANE "Ambitious" 3 PUFF DADDY "2000" SHAE JONES "Everytime"</p> <p><b>WJKS/Wilmington, DE</b> PD: Tony Quararone MD: Manuel Mena 12 BROOKE RUSSELL "Sweet" 10 COKO "Sunshine" 6 BARRY WHITE "Staying" TRINA &amp; TAMARA "Joanne" GANG STARR "Discipline" ROME "Never" HOT BOYS "Fire" PUFF DADDY "2000" MARY J. BLIGE "Say"</p> <p><b>WMNX/Wilmington, NC</b> PD: Rod Cruise MD: Gerald McSwain WHITNEY HOUSTON "Love" MARY J. BLIGE "Say" MARC DORSEY "Crave" BROOKE RUSSELL "Sweet" COKO "Sunshine" OLSKOOL "Only" PUFF DADDY "2000" DJ HURRICANE "Come" HOT BOYS "Fire"</p>		

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81 Total Reporters  
81 Current Reporters  
81 Current Playlists

## Urban AC

<p><b>WALR/Atlanta, GA</b> Int. PD: Jim Kennedy 4 BARRY WHITE "Staying"</p> <p><b>WWIN/Baltimore, MD</b> PD: Kathy Brown Int. MD: Natalie Case 14 BARRY WHITE "Staying" 4 JAZZ "Fly" LAURYN HILL "Everything" MARY J. BLIGE "Say"</p> <p><b>KQXL/Baton Rouge, LA</b> PD: Al Jai Wallace 10 DESTINY'S CHILD "Bills" TRACIE SPENCER "All" DIANA ROSS "Sugarfree" BARRY WHITE "Staying"</p> <p><b>WBHK/Birmingham, AL</b> PD: Mike Abrams MD: Dave Donnell BARRY WHITE "Staying" PHILIP BAILEY "Rain"</p>	<p><b>WMGL/Charleston, SC</b> PD: Terry Base BARRY WHITE "Staying" PHILIP BAILEY "Rain" DIANA ROSS "Sugarfree" WHITNEY HOUSTON "Love"</p> <p><b>WBAV/Charlotte, NC</b> PD: Andre Carson 12 MARY J. BLIGE "Say" ELLIOT FGARRETT "Real"</p> <p><b>WVAZ/Chicago, IL</b> DM/MD: Maxx Myrick APD/MD: Jamillah Muhammad 14 BARRY WHITE "Staying" MARY J. BLIGE "Sincerity" MONTRELE DARRRETT "Free"</p> <p><b>WMXD/Detroit, MI</b> VP/Prog. &amp; Prod.: Michael Saund PD: Janet G. 4 BARRY WHITE "Staying"</p> <p><b>WFLM/Ft. Pierce, FL</b> PD/MD: Michael James WHITNEY HOUSTON "Love"</p>	<p><b>WFLM/Ft. Pierce, FL (cont.)</b> DIANA ROSS "Sugarfree" BARRY WHITE "Staying" MARY J. BLIGE "Say" COKO "Sunshine" KIM BURRELL "Come" SPEECH "Clocks" PHILIP BAILEY "Rain" VICTOR FIELDS "Nature" TRINA &amp; TAMARA "Joanne"</p> <p><b>WQMG/Greensboro, NC</b> PD: Alvin Stowe MD: Bryan Maxwell 5 BARRY WHITE "Staying" 3 CASE "Happy"</p> <p><b>WIKS/Greenville, NC</b> PD: B.K. Kirkland 2 BARRY WHITE "Staying" 2 BARRY WHITE "Staying" WHITNEY HOUSTON "Love" MARY J. BLIGE "Say"</p> <p><b>KMJQ/Houston, TX</b> PD: Carl Conner MD: Carla Boatner 34 MARY J. BLIGE "Say" 32 COKO "Sunshine" 13 BARRY WHITE "Staying" 1 SILK "Meeting"</p>	<p><b>WKXI/Jackson, MS</b> PD/MD: Stan Branson BARRY WHITE "Staying" DIANA ROSS "Sugarfree"</p> <p><b>WSOL/Jacksonville, FL</b> PD: Dave Wymer MD: K.J. REEL TIGHT "Reasons" 702 "Girls"</p> <p><b>KNRX/Kansas City, MO</b> PD: Sean Smyth MD: Jason Justice No Adds</p> <p><b>KJHL/Los Angeles, CA</b> PD: D. K. J. 2 DIANA ROSS "Sugarfree" 2 BARRY WHITE "Staying" WHITNEY HOUSTON "Love" MARY J. BLIGE "Say"</p> <p><b>WRBV/Macon, GA</b> PD: Kevin Fox 5 BARRY WHITE "Staying" 5 PHILIP BAILEY "Rain" 5 JAZZ "Fly" 5 SPEECH "Clocks" 5 VICTOR FIELDS "Nature"</p>	<p><b>KJMS/Memphis, TN</b> PD: Bobby D'Jay MD: Eileen Nathaniel 22 BARRY WHITE "Staying" JAMES INGRAM "Believe"</p> <p><b>WHQT/Miami, FL</b> Station Mgr.: Tony Kidd PD: Derrick Brown MD: Traci Latrelle No Adds</p> <p><b>WMCS/Milwaukee, WI</b> PD/MD: Tyrene Jackson 8 LAURYN HILL "Everything" 8 DOWN TO THE BONE "Brooklyn" 8 CASE "Happy" 6 WHITNEY HOUSTON "Love" 6 BARRY WHITE "Staying" 6 MARY J. BLIGE "Say" 6 KIM BURRELL "Come"</p>	<p><b>WDLT/Mobile, AL</b> PD: Mark Dylan MD: Kathy Barlow 8 BARRY WHITE "Staying" 7 MARY J. BLIGE "Say" KIM BURRELL "Come" MARC DORSEY "Crave" VICTOR FIELDS "Nature" SPEECH "Clocks" PHILIP BAILEY "Rain"</p> <p><b>WYLD/New Orleans, LA</b> PD/MD: LeRon Joseph 11 BARRY WHITE "Staying" 10 MARY J. BLIGE "Say" SPEECH "Clocks" VICTOR FIELDS "Nature"</p> <p><b>WRKS/New York, NY</b> PD: Toya Beasley APD: Lenny Greene 6 SILK "Meeting" BARRY WHITE "Staying" BARRY WHITE "Staying"</p> <p><b>WCFB/Orlando, FL</b> PD: Steve Holbrook 7 BARRY WHITE "Staying" MARY J. BLIGE "Say"</p>	<p><b>WDAS/Philadelphia, PA</b> PD: Joe Tamburo APD/MD: Daisy Davis 12 MARY J. BLIGE "Say" 4 BARRY WHITE "Staying" 2 MARC DORSEY "Crave" WHITNEY HOUSTON "Love"</p> <p><b>KMJK/Phoenix, AZ</b> PD: Art Jackson 24 TYRESE "Lately" 22 REEL TIGHT "Reasons" 11 REEL TIGHT "Reasons" 10 MARC DORSEY "Crave" 3 MARY J. BLIGE "Say" 3 CHANTAY SAVAGE "Around" KIM BURRELL "Come" MONTRELE DARRRETT "Free" SPEECH "Clocks"</p> <p><b>WFXC/Raleigh, NC</b> MD: Darryl Morrow 6 NATALIE COLE "Say" 2 ERIC BENET "Spend"</p> <p><b>WKJS/Richmond, VA</b> PD: Kevin Kofax 7 WHITNEY HOUSTON "Love" 4 MICHAEL FRANKS "Love" 4 BARRY WHITE "Staying" TRUE SOLACE "Thank"</p>	<p><b>KMJM/St. Louis, MO</b> OM/MD: Chuck Atkins APD/MD: Eric Michaels 3 MARY J. BLIGE "Say" 1 HOME "Never" BARRY WHITE "Staying" LES NUBIANS "Tabou"</p> <p><b>WLWH/Savannah, GA</b> PD/MD: Vem Catron 3 BARRY WHITE "Staying" 3 MARY J. BLIGE "Say" 3 DIANA ROSS "Sugarfree" 3 BROOKE RUSSELL "Sweet" 3 SILK "Meeting" SPEECH "Clocks"</p> <p><b>WAAV/Wilmington, NC</b> Int. PD/MD: Kala Richards 6 BARRY WHITE "Staying" KELLY PRICE "It's" SPEECH "Clocks" MARY J. BLIGE "Say"</p>	<p><b>WHUR/Washington, DC</b> PD: Hector Hannibal MD: David A. Dickinson 12 BARRY WHITE "Staying" 4 ELLIOT FGARRETT "Real" COLIN ENGLAND "Woman"</p> <p><b>WMMJ/Washington, DC</b> PD: Chris Connors No Adds</p> <p><b>WAAV/Wilmington, NC</b> Int. PD/MD: Kala Richards 6 BARRY WHITE "Staying" KELLY PRICE "It's" SPEECH "Clocks" MARY J. BLIGE "Say"</p>
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\*= Mediabase 24/7 monitored

33 Total Reporters  
33 Current Reporters  
33 Current Playlists

FIND COMPLETE PLAYLISTS FOR ALL URBAN AC REPORTERS ON R&R ONLINE MUSIC TRACKING

**MARKET #31**

**WKVV/Milwaukee**  
Clear Channel  
(414) 321-1007  
Young  
12+ Cume 236,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
42	42	CHANTE' MOORE/Chante's Got A Man	7224
37	37	CASE/Happily Ever After	6364
26	33	BRANDY/Almost Doesn't Count	5676
33	33	GINUWINE/So Anxious	5676
31	21	DESTINY'S CHILD/Bills, Bills, Bills	5332
30	29	WILL SMITH/Wid West	4888
27	27	SILK/Meeting In My	4644
26	26	DRU HILL/You Are Everything	4472
21	26	LAURYN HILL/Everything Is	4472
24	24	K-CI & JOJO/Tell Me It's Real	4128
19	24	MONICA/Street Symphony	4128
24	23	TRACIE SPENCER/It's All About	3956
23	22	TYRESE/Lately	3784
16	21	FAITH EVANS/Never Gonna Let	3612
15	20	JENNIFER LOPEZ/If You Had My Love	3440
22	19	ERIC BENET/Spend My Life	3268
18	19	TEVIN CAMPBELL/For Your Love	3268
31	19	PUBLIC ANNOUNCEMENT/John Doe	3268
16	17	112/love You Like I Did	2924
16	16	BLACKSTREET/Think About You	2752
11	16	JUVENILE/Back That Thing Up	2752
17	16	MAXWELL/Fortunate	2752
10	15	TERRY DEXTER/Better Than Me	2580
23	15	WHITNEY HOUSTON/It's Not Right	2580
19	15	OL SKOOL Only One	2580
17	14	ANYT1G 2.3	2496
23	13	702/Where My Girls At?	2236
17	12	R. KELLY/Did You Ever Think	2064
10	12	NAUGHTY BY NATURE /Jamboree	2064
12	11	DEBORAH COX/We Can't Be Friends	1892

**MARKET #31**

**WNOV/Milwaukee**  
Courier  
(414) 449-9668  
Robinson  
12+ Cume 65,500



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
20	21	702/Where My Girls At?	777
21	21	LAURYN HILL/Everything Is	777
18	21	TYRESE/Lately	777
12	19	DESTINY'S CHILD/Bills, Bills, Bills	703
15	19	JARULE/Holla Holla	703
18	19	WILL SMITH/Wid West	703
20	19	TLCK/In Good At Being	703
11	18	GINUWINE/So Anxious	666
8	17	FAITH EVANS/Never Gonna Let	629
15	17	RUFF RYDERS/FEVIL /What Ya Want	629
17	16	JUVENILE/Back That Thing Up	592
12	16	PROFYLE/FUJUVENILE Ain't The One	592
15	15	K-CI & JOJO/Tell Me It's Real	555
12	14	JAY-Z/Jigga My *****	518
11	13	BUSTA RHYMES/Janet What's It Gonna Be	481
10	13	TRACIE SPENCER/It's All About	481
13	12	DJ QUBA/25 Lights	444
12	12	HAFNY /On Point	444
17	12	NAUGHTY BY NATURE /Jamboree	444
11	12	CHANTAY SAVAGE/Come Around	444
11	12	SILK/Meeting In My	444
11	11	TIMBALAND & MAGOO /Can U Get Wit It	407
4	10	112/love You Like I Did	370
10	10	3RD STORIE/Party Tonight	370
10	10	MISSY ELLIOTT/Ain't My Grill	370
8	10	JENNIFER LOPEZ/If You Had My Love	370
5	10	SLICK RICK/Street Talkin'	370
4	9	JIM CROW/100 SHOOT/That Drama	333
6	9	DJ QUBA/Down Down Down	333
12	9	EMINEM/FOR DRE/Guilty Conscience	333

**MARKET #1**

**WRKS/New York**  
Emmis  
(212) 242-9870  
Beasley/Greene  
12+ Cume 1,554,500



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
16	16	MAXWELL/Fortunate	16320
18	15	CASE/Happily Ever After	15300
15	14	BRANDY/Almost Doesn't Count	14280
19	14	CHANTE' MOORE/Chante's Got A Man	14280
14	13	SHANICE/Yesterday	14280
14	13	TEMP TATIONS/How Could He Hurt	13360
18	12	ERIC BENET/Spend My Life	12240
20	12	TEVIN CAMPBELL/For Your Love	12240
18	11	PEABO BRYSON/Did You Ever Know	11220
14	9	WHITNEY HOUSTON/It's Not Right	9180
15	9	GLENN JONES/Baby Come Home	9180
2	6	A SILK/Meeting In My	6120
4	6	TYRESE/Lately	6120
5	5	NATALIE COLE/Say You Love Me	5100
3	5	GREENIQUE/Should I?	5100
3	4	JESSE POWELL/You	4080
3	4	FAITH EVANS/Never Gonna Let	3060
2	3	ISLEY BROTHERS/Speechless	3060
4	3	KELLY PRICE/It's Gonna Rain	3060
1	2	DEBORAH COX/It's Over Now	2040
2	2	NEXTA/Still Love You	2040
-	1	112/love You Like I Did	1020
-	1	112/Your Letter	1020
-	1	BONEY JAMES/FSHA/It Always Love You	1020
-	1	MICHAEL & BLIGE/As	1020
-	1	REEL TIGHT/Reasons	1020
-	1	TRACIE SPENCER/It's All About	1020
-	1	BARRY WHITE/Staying Power	0
-	1	MARY J. BLIGE/All That I Can Say	0

**MARKET #2**

**KJLH/Los Angeles**  
Taxi  
(310) 330-5550  
Winston  
12+ Cume 356,500



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
29	31	JESSE POWELL/You	6758
11	25	NATALIE COLE/Say You Love Me	5450
16	25	D'ANGELO/Heaven Must Be	5450
-	23	DRU HILL/You Are Everything	5014
22	22	MAXWELL/Fortunate	4736
11	20	PEABO BRYSON/Did You Ever Know	4360
2	20	BONEY JAMES/FSHA/It Always Love You	4360
30	13	MICHAEL & BLIGE/As	2834
12	12	ERIC BENET/Spend My Life	2616
12	12	BRANDY/Almost Doesn't Count	2616
12	12	SHANICE/Yesterday	2616
11	11	CHANTE' MOORE/Chante's Got A Man	2398
5	11	OLLU/Baby Can't Leave	2398
12	7	KIRK WHALUM/All I Do	2398
9	7	GREENIQUE/Should I?	1962
-	9	LES NUBIANS/Taboo	1962
6	8	SAMPLE F/HATHAWAY/When Your Life	1744
5	7	CHICO DE BARGE/No Guarantee	1526
4	7	KELLY PRICE/It's Gonna Rain	1526
9	7	DIANA ROSS/Sugarfree	1526
6	6	CASE/Happily Ever After	1308
6	6	FAITH EVANS/Never Gonna Let	1308
6	6	K-CI & JOJO/Tell Me It's Real	1308
6	6	NEXTA/Still Love You	1308
6	6	MICHAEL & BLIGE/As	1308
6	6	TRACIE SPENCER/It's All About	1308
5	5	KIRK WHALUM/All I Do	1090
4	5	TEMP TATIONS/How Could He Hurt	1090
3	4	112/love You Like I Did	872
6	4	BRANDY/Almost Doesn't Count	872

**MARKET #3**

**WVAZ/Chicago**  
Chancellor  
(312) 360-9000  
Mryck/Muhammad  
12+ Cume 591,100



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
25	33	MAXWELL/Fortunate	15642
29	30	TYRESE/Lately	14220
27	27	JESSE POWELL/You	12798
26	25	K-CI & JOJO/It's	11850
22	19	RAPHAEL SARDIQ/TIP/Get Involved	9006
17	22	WILL SMITH/Wid West	7110
12	14	BARRY WHITE/Staying Power	6636
13	13	PATTI AUSTIN/In And Out	6162
9	13	BRANDY/Almost Doesn't Count	6162
14	13	FAITH EVANS/Never Gonna Let	6162
12	11	CHANTAY SAVAGE/My Oh My	5214
6	10	MICHAEL & BLIGE/As	4740
6	9	TEMP TATIONS/How Could He Hurt	4266
-	4	MARY J. BLIGE/All That I Can Say	1896
-	4	NATALIE COLE/Say You Love Me	1896
-	4	MACY GRAY/Do Something	1896
3	4	WHITNEY HOUSTON/It's Not Right	1896
2	4	CHANTE' MOORE/Chante's Got A Man	1896
2	4	SAMOYI ROBINSON/Easy To Love	1896
5	3	ERIC BENET/Spend My Life	1422
3	3	GREENIQUE/Should I?	1422
-	3	NICOLE REE/How Many Times	1422
2	3	SAMPLE F/HATHAWAY/When Your Life	1422
2	2	GEORGE BENSON/Piquito Spanish	948
2	2	DEBORAH COX/We Can't Be Friends	948
2	2	DRU HILL/You Are Everything	948
2	2	MICHAEL & BLIGE/As	948
4	2	SHANICE/Yesterday	948
1	1	ERIC BENET/That's Just My Way	474
-	1	CHESTNUT & BAKER/Summertime	474

**MARKET #33**

**WCKX/Columbus, OH**  
Blue Chip  
(614) 487-1444  
Strong/Stevens  
12+ Cume 154,800



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
49	50	CASE/Happily Ever After	6100
45	50	DESTINY'S CHILD/Bills, Bills, Bills	6100
46	49	BLAQUE/808	5978
48	48	MAXWELL/Fortunate	5856
45	46	702/Where My Girls At?	5612
45	45	CHANTE' MOORE/Chante's Got A Man	5490
34	44	LAURYN HILL/Everything Is	5368
15	37	ERIC BENET/Spend My Life	4564
35	36	K-CI & JOJO/Tell Me It's Real	4392
33	34	WHITNEY HOUSTON/It's Not Right	4148
33	34	TYRESE/Lately	4148
30	32	BRANDY/Almost Doesn't Count	4026
30	32	JENNIFER LOPEZ/If You Had My Love	3904
30	30	R. KELLY/Did You Ever Think	3660
30	30	JESSE POWELL/Bout It /Bout It	3660
31	30	TRACIE SPENCER/It's All About	3560
18	29	TLCK/In Good At Being	3538
27	27	GREENIQUE/Should I?	3294
23	27	JT MONEY/Who Dat	3294
19	26	JUVENILE/Back That Thing Up	3172
23	25	GINUWINE/So Anxious	3050
24	25	JARULE/Holla Holla	3050
19	25	JAY-Z/Jigga My *****	3050
21	25	PROFYLE/FUJUVENILE Ain't The One	3050
18	21	MONICA/Street Symphony	2652
18	18	LIL TROY/Wanna Be A Baller	2196
15	18	RUFF RYDERS/FEVIL /What Ya Want	2196
22	17	CHANTAY SAVAGE/Come Around	2074
21	16	NAUGHTY BY NATURE /Jamboree	1952
6	15	DEBORAH COX/We Can't Be Friends	1830

**MARKET #36**

**WDWI/Norfolk**  
Clear Channel  
(757) 466-0009  
Holiday/Mauzone  
12+ Cume 260,200



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
35	37	GINUWINE/So Anxious	7955
18	37	Q-TIP/Vibrant Thing	7955
30	35	702/Where My Girls At?	7525
38	35	RUFF RYDERS/FEVIL /What Ya Want	7525
28	32	FAITH EVANS/Never Gonna Let	6880
24	31	GZA/GI NUSS/Breaker Breaker	6665
19	31	K-CI & JOJO/Tell Me It's Real	6665
29	30	MISSY ELLIOTT/Ain't My Grill	6450
27	30	JAY-Z/Jigga My *****	6450
16	29	TRINA BROUSSARD/Love You So Much	6235
29	29	DESTINY'S CHILD/Bills, Bills, Bills	6235
31	29	LAURYN HILL/Everything Is	6235
32	29	R. KELLY/Did You Ever Think	6235
32	27	LIL' D'AS/Play Around	5905
18	27	MONICA/Street Symphony	5905
26	26	DIANE HOLISTER/Baby Mama Drama	5590
23	26	NAUGHTY BY NATURE /Jamboree	5590
22	26	WILL SMITH/Wid West	5590
7	24	LIFE 2 LIVE /Can I Nobody	5160
6	23	MARY J. BLIGE/All That I Can Say	4945
21	20	TYRESE/Lately	4300
10	18	MACY GRAY/Do Something	3870
16	18	MORRIS DE/P Quiet Storm	3870
5	18	TRACIE SPENCER/It's All About	3870
15	18	CARON WHEELER/Star	3870
33	16	SPORTY THEVZ/No Pigeons	3440
4	15	JUVENILE/Back That Thing Up	3225
16	15	JENNIFER LOPEZ/If You Had My Love	3225
3	15	PROFYLE/FUJUVENILE Ain't The One	3225
6	14	COKO/Sunshine	3010

**MARKET #5**

**WDAS/Philadelphia**  
Chancellor  
(610) 617-8500  
Tamburo/Davis  
12+ Cume 526,600



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
22	27	MAXWELL/Fortunate	13419
25	24	DRU HILL/The Love We Had	11928
18	24	TYRESE/Lately	11928
11	21	JESSE POWELL/You	10437
10	17	WHITNEY HOUSTON/It's Not Right	8449
14	17	CHANTE' MOORE/Chante's Got A Man	8449
17	17	OLLU/Baby Can't Leave	8449
6	12	ERIC BENET/Spend My Life	5964
3	12	MARY J. BLIGE/All That I Can Say	5964
11	12	CASE/Happily Ever After	5964
7	10	GREENIQUE/Should I?	4970
8	10	LAURYN HILL/Everything Is	4970
5	10	AL JONINSON/Tranquility	4970
7	9	LES NUBIANS/Taboo	4473
8	8	PEABO BRYSON/Did You Ever Know	3976
9	8	TEMP TATIONS/How Could He Hurt	3976
9	7	BRANDY/Almost Doesn't Count	3479
4	7	NATALIE COLE/Say You Love Me	3479
13	7	FAITH EVANS/Never Gonna Let	3479
2	6	PATTI AUSTIN/In And Out	2982
1	6	ELLIOTT F/GARRETT/This Could Be Real	2982
6	6	K-CI & JOJO/Tell Me It's Real	2982
6	6	SAMPLE F/HATHAWAY/When Your Life	2982
4	5	JAZZ/My Away	2485
5	4	DEBORAH COX/We Can't Be Friends	1988
2	4	JAMES INGRAM/I Believe In	1988
5	4	KELLY PRICE/It's Gonna Rain	1988
5	4	BARRY WHITE/Staying Power	1988
2	3	K-CI & JOJO/It's	1491

**MARKET #6**

**WMXD/Detroit**  
Chancellor  
(313) 965-2000  
Janet G  
12+ Cume 389,100



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
23	25	TYRESE/Lately	7275
20	23	TEVIN CAMPBELL/For Your Love	6693
17	23	MAXWELL/Fortunate	6693
13	23	JESSE POWELL/You	6693
22	23	TEMP TATIONS/How Could He Hurt	6693
19	22	WILL SMITH/Wid West	6402
18	21	CASE/Happily Ever After	6111
18	21	WHITNEY HOUSTON/It's Not Right	6111
18	20	BRANDY/Almost Doesn't Count	5820
12	19	NATALIE COLE/Say You Love Me	5529
19	19	K-CI & JOJO/It's	5529
3	8	CHANTE' MOORE/Chante's Got A Man	2328
6	7	ERYKAH BADU/Real Time	2037
6	6	NEFEGE CAMP /The Sweetest Thing	1746
2	5	ERIC	

# R&R Urban AC Top 30

July 16, 1999

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS		GROSS IMPRESSIONS ('00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
			TW	LW			
	1	<b>MAXWELL</b> Fortunate (Rock Land/Interscope/Columbia) 780 744 149267 17 32/0					
	2	<b>CHANTÉ MOORE</b> Chanté's Got A Man (Silas/MCA) 666 628 102809 16 32/0					
	3	<b>BRANDY</b> Almost Doesn't Count (Atlantic) 614 611 96148 12 32/0					
	4	<b>TEMPTATIONS</b> How Could He Hurt You (Motown) 539 524 76957 12 28/0					
	5	<b>ERIC BENÉT</b> Spend My Life With You (Warner Bros.) 516 476 78788 9 31/1					
	6	<b>TYRESE</b> Lately (RCA) 472 438 81204 7 26/1					
	7	<b>JESSE POWELL</b> You (Silas/MCA) 467 406 91114 31 27/0					
	8	<b>CASE</b> Happily Ever After (Def Jam/IDJMG) 426 406 76559 8 27/2					
	9	<b>OLU</b> Baby Can't Leave It Alone (Gee Street/V2) 397 365 44686 14 23/0					
	10	<b>WHITNEY HOUSTON</b> It's Not Right But It's Okay (Arista) 396 438 66588 12 26/0					
	7	<b>10</b> <b>WHITNEY HOUSTON</b> It's Not Right But It's Okay (Arista) 396 438 66588 12 26/0					
<b>Breaker</b>	11	<b>NATALIE COLE</b> Say You Love Me (Elektra/EEG) 388 348 52007 7 26/1					
	6	<b>12</b> <b>PEABO BRYSON</b> Did You Ever Know (Private Music/Windham Hill) 377 446 53158 15 24/0					
	11	<b>13</b> <b>SHANICE</b> Yesterday (LaFace/Arista) 332 369 53841 12 24/0					
	19	<b>14</b> <b>K-CI &amp; JOJO</b> Tell Me It's Real (MCA) 331 293 36667 7 23/0					
	16	<b>15</b> <b>WILL DOWNING</b> You Sure Love To Ball (Motown) 313 336 39844 9 23/0					
	15	<b>16</b> <b>FAITH EVANS</b> Never Gonna Let You Go (Bad Boy/Arista) 309 340 40322 10 22/0					
	20	<b>17</b> <b>KIRK WHALUM</b> All I Do (Warner Bros.) 308 285 27714 6 17/0					
	17	<b>18</b> <b>JOE SAMPLE f/LALAH HATHAWAY</b> When Your Life... (PRA/GRP) 301 300 41136 10 20/0					
	14	<b>19</b> <b>GLENN JONES</b> Baby Come Home (SAR/WB) 292 344 39082 20 19/0					
	22	<b>20</b> <b>GRENIQUE</b> Should I? (Motown) 282 254 40474 6 21/0					
	18	<b>21</b> <b>KELLY PRICE</b> It's Gonna Rain (Rock Land/Interscope) 268 295 36176 7 17/1					
	21	<b>22</b> <b>K-CI &amp; JOJO</b> Life (Rock Land/Interscope) 263 259 50198 20 14/0					
	26	<b>23</b> <b>DEBORAH COX</b> We Can't Be Friends (Arista) 193 167 15117 5 20/0					
	23	<b>24</b> <b>TEVIN CAMPBELL</b> For Your Love (Qwest/WB) 191 211 31002 13 10/0					
	24	<b>25</b> <b>LES NUBIANS</b> Tabou (OmTown/Virgin) 190 184 19206 6 19/1					
	25	<b>26</b> <b>PATTI AUSTIN</b> In And Out Of Love (Concord Vista) 186 175 24633 4 16/0					
<b>Debut</b>	27	<b>BARRY WHITE</b> Staying Power (Private Music/Windham Hill) 156 96 30662 1 27/26					
	30	<b>28</b> <b>LAURYN HILL</b> Everything Is Everything (Ruffhouse/Columbia) 134 108 13917 4 7/2					
<b>Debut</b>	29	<b>REEL TIGHT</b> Reasons (G-Funk/Restless) 122 44 8103 1 14/2					
<b>Debut</b>	30	<b>MARY J. BLIGE</b> All That I Can Say (MCA) 121 37 25175 1 15/15					



33 Urban AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 7/4-Saturday 7/10. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 350 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.

## New & Active

**TRACIE SPENCER** It's All About You Not... (Capitol)  
Total Plays: 118, Total Stations: 10, Adds: 1

**TOM BROWNE** Joy And Pain (Hip Bop)  
Total Plays: 115, Total Stations: 12, Adds: 0

**AL JOHNSON** Tranquility (Clout)  
Total Plays: 112, Total Stations: 10, Adds: 0

**RICHARD ELLIOT/SIEDAH GARRETT** This Could Be Real (Blue Note)  
Total Plays: 104, Total Stations: 13, Adds: 2

**JAMES INGRAM** I Believe In Those... (Intering/Private/Windham Hill)  
Total Plays: 95, Total Stations: 11, Adds: 1

**BONEY JAMES I/SHAI** I'll Always Love You (Warner Bros.)  
Total Plays: 90, Total Stations: 10, Adds: 0

**NICOLE RENÉE** How Many Times (Atlantic)  
Total Plays: 88, Total Stations: 10, Adds: 0

**MICHAEL FRANKS** Now Love Has No End (Windham Hill Jazz)  
Total Plays: 85, Total Stations: 12, Adds: 1

**DRU HILL** The Love We Had (Stays On...) (University/IDJMG)  
Total Plays: 84, Total Stations: 2, Adds: 0

**DESTINY'S CHILD** Bills, Bills, Bills (Columbia)  
Total Plays: 77, Total Stations: 4, Adds: 1

Songs ranked by total plays

## Most Added®

ARTIST TITLE LABEL(S)	ADDS
<b>BARRY WHITE</b> Staying Power (Private Music/Windham Hill)	26
<b>MARY J. BLIGE</b> All That I Can Say (MCA)	15
<b>DIANA ROSS</b> Sugarfree (Motown)	6
<b>WHITNEY HOUSTON</b> My Love Is Your Love (Arista)	6
<b>SPEECH</b> Clocks N' Sync With Me (TVT)	6
<b>PHILIP BAILEY</b> Waiting For The Rain (Heads Up)	5
<b>KIM BURRELL</b> I Come To You More Than I Give (Tommy Boy)	4
<b>VICTOR FIELDS</b> Nature Boy (Regina)	4
<b>SILK</b> Meeting In My Bedroom (Elektra/EEG)	3
<b>MARC DORSEY</b> Crave (Jive)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>MARY J. BLIGE</b> All That I Can Say (MCA)	+84
<b>REEL TIGHT</b> Reasons (G-Funk/Restless)	+78
<b>JESSE POWELL</b> You (Silas/MCA)	+61
<b>BARRY WHITE</b> Staying Power (Private Music/Windham Hill)	+60
<b>RICHARD ELLIOT/SIEDAH GARRETT</b> This Could... (Blue Note)	+47
<b>ERIC BENÉT</b> Spend My Life With You (Warner Bros.)	+40
<b>NATALIE COLE</b> Say You Love Me (Elektra/EEG)	+40
<b>CHANTÉ MOORE</b> Chanté's Got A Man (Silas/MCA)	+38
<b>K-CI &amp; JOJO</b> Tell Me It's Real (MCA)	+38
<b>MAXWELL</b> Fortunate (Rock Land/Interscope/Columbia)	+36

## Breakers®

**NATALIE COLE**

Say You Love Me (Elektra/EEG)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
388/40	26/1	11

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE MUSIC TRACKING.

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# BARRY WHITE

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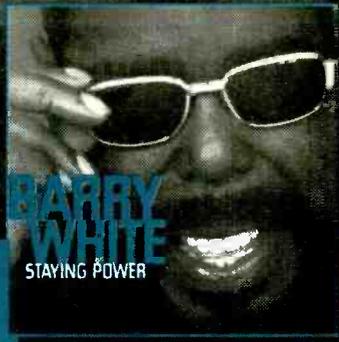
**"Staying Power"**

**#1 MOST ADDED**

WRKS	New York	WTMP	Tampa
WBLS	New York	WHUR	Washington DC
KJLH	Los Angeles	WKKV	Milwaukee
WEDR	Miami	KMJQ	Houston
WVAZ	Chicago	WNEZ	Hartford
KKBY	Seattle	WALR	Atlanta
WDAS	Philadelphia	WCFB	Orlando
WZAK	Cleveland	WWIN	Baltimore
WMXD	Detroit	WYLD	New Orleans

and many, many more!!

Album produced by  
Barry White & Jack Perry



**STREET DATE:**  
July 27th, 1999

**National TV Appearances**  
Oprah, The Tonight Show, David Letterman  
The Today Show, Entertainment Tonight, The View

**Staying Power US Tour August 5th- September 17th**  
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Philadelphia, Washington DC, Atlanta,  
Chicago, Detroit and more!

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Tel: (323) 933-9977 Fax: (323) 933-0633

For servicing info,  
call Eric Talbert at 310-358-4844

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## Most Played Recurrents

TEMPTATIONS This Is My Promise (Motown)

TYRESE Sweet Lady (RCA)

CASE F/JOE Faded Pictures (Def Jam/IDJMG)

LAURYN HILL Ex-Factor (Ruffhouse/Columbia)

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

TRIN-I-TEE 5:7 God's Grace (B-Rite/Interscope)

DEBORAH COX Nobody's Supposed To Be Here (Arista)

ERIC BENET F/FAITH EVANS Georgy Porgy (Warner Bros.)

WHITNEY HOUSTON Heartbreak Hotel (Arista)

LUTHER VANDROSS I'm Only Human (LV/Virgin)

TEMPTATIONS Stay (Motown)

DRU HILL These Are The Times (University/IDJMG)

LAURYN HILL & D'ANGELO Nothing Matters (Ruffhouse/Columbia)

FAITH EVANS Love Like This (Bad Boy/Arista)

TLC No Scrubs (LaFace/Arista)

MONICA Angel Of Mine (Arista)

BRIAN MCKNIGHT The Only One For Me (Motown)

LES NUBIANS Makeda (OmTown/Virgin)

SILK If You (Lovin' Me) (Elektra/EEG)

ARETHA FRANKLIN A Rose Is Still A Rose (Arista)

URBAN AC

Going For Adds 7/19/99

No Songs Qualified for Going For Adds This Week

## TUNED-IN URBAN AC

R&R/MEDIABASE 24/7

**MAJIC102** **KMJQ/Houston**  
Tuesday, July 6

11am

**KOOL & THE GANG** Get Down On It  
**RICK JAMES** Mary Jane  
**COKO** Sunshine  
**MAXWELL** Fortunate  
**KIRK WHALUM** All I Do  
**MIDNIGHT STAR** Slow Jam  
**SHANICE** Yesterday  
**TYRESE** Sweet Lady  
**MARY J. BLIGE** All That I Can Say  
**702** Where My Girls At  
**D-TRAIN** You're The One For Me

**BRASS CONSTRUCTION** Chagin'  
**SPINNERS** (They Just Can't Stop It Th e)  
Games People Play  
**KELLY PRICE** It's Gonna Rain  
**TRACIE SPENCER** It's All About You  
**ERIC BENET** Spend My Life With You  
**SOUNDS OF BLACKNESS** Hold On  
**BRIAN MCKNIGHT** Distant Lover  
**JOE SAMPLE** When Your Life Was Low  
**MONICA** Street Symphony  
**CASE** Happily Ever After  
**LUTHER VANDROSS** Give Me The Reason

7pm

**S. O. S. BAND** Just Be Good To Me  
**KOOL & THE GANG** Summer Madness  
702 Where My Girls At?  
**BRIAN MCKNIGHT** Distant Lover  
**ERIC BENET** Spend My Life With You  
**ANITA BAKER** Angel  
**JOE SAMPLE** When Your Life Was Low  
**WHITNEY HOUSTON** Oh Yes  
**SMOKEY ROBINSON** Quiet Storm

**WJLB 92.3** **WMXD/Detroit**  
Tuesday, July 6

10am

**MAXWELL** Luxury:Cococure  
**ANGELA BOFILL** I Try  
**CHAMPAIGN** How 'Bout Us  
**TYRESE** Lately  
**MARVIN GAYE** How Sweet It Is To Be Loved...  
**LUTHER INGRAM** (If Loving You Is Wrong) I...  
**TEMPTATIONS** Special  
**MINNIE RIPERTON** Back Down Memory Lane  
**EARTH, WIND & FIRE** Mighty, Mighty  
**NATALIE COLE** Say You Love Me  
**BLUE MAGIC** Sideshow  
**ANITA BAKER** Sweet Love  
**MAXWELL** Sumthin' Sumthin'

3pm

**MILESTONE** I Care 'Bout You  
**MINT CONDITION** What Kind Of Man Would I Be  
**LUTHER VANDROSS** Stop To Love  
**BRANDY** Almost Doesn't Count  
**HAROLD MELVIN & THE BLUENDTES** Wake...  
**CHAMPAIGN** Try Again  
**DRU HILL** These Are The Times  
**AL GREEN** Love And Happiness  
**PATTI LABELLE** Right Kind Of Lover  
**WILL DOWNING** You Sure Love To Ball  
**JANET JACKSON** I Get Lonely

9pm

**BARRY WHITE** Never, Never Gonna Give You Up  
**SKYY** Call Me  
**BRANDY** Almost Doesn't Count  
**MAZE** Before I Let Go  
**TEMPTATIONS** (I Know) I'm Losing You  
**KIRK FRANKLIN** Lean On Me  
**CHARLES WRIGHT** Express Yourself  
**ARETHA FRANKLIN** Who's Zoomin' Who  
**WHITNEY HOUSTON** It's Not Right But It's Okay  
**EARTH, WIND & FIRE** September  
**JON B.** They Don't Know  
**CAMEO** Sparkle



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Tuesday 7/6. © 1999, R&R Inc.

# R&R

THE INDUSTRY'S NEWSPAPER

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LON HELTON  
lhelton@rronline.com

# Does Country Need Callout?

## Two experts offer their opinions

It's estimated that fewer than 50 of the more than 2,300 Country stations nationwide conduct weekly callout research on current music. That fact often leaves researchers — and consultants and programmers of other formats who swear by callout — shaking their heads in disbelief.

At his CRS '99 presentation, Edison Media Research President Larry Rosin even wondered aloud whether the lack of callout was hurting the format, as programmers turned over music more quickly than perhaps they should.



Joe Lenski



John Hart

But just how important is callout to a TSL-based niche format where few songs show any burn? Is it a needless expense — especially when you're the only Country station in your market? For an overview of current-based callout research, I talked with two researchers on opposite ends of the Country callout spectrum. Edison, represented here by VP/Research **Joe Lenski**, does no weekly current-music callout of any kind. Researching current country music on both the national and local levels, however, is one of the staples of Bullseye Marketing, of which **John Hart** is President.

### An Overview Of Callout

I spoke to Lenski because I wanted a researcher without an ax to grind or callout business to solicit to provide some basic background and explanations about callout research. Lenski explained that there are many uses of callout research, saying, "Callout can tell you what's catching on and what to keep on the air longer. It can validate a programmer's gut about what's going to be a hit.

"Plus a PD needs to know how a record is doing over the course of

its life. Not every song follows the same rotational pattern over its life. Without callout, they have to have every song follow the same pattern. They don't have the information to treat songs differently, so they end up treating every song the same. Later, when they do auditorium testing, they realize they weren't all alike.

"With callout, a PD can identify a big hit earlier and give it a lot more play a lot earlier. Overall, it takes Country PDs longer to figure out what a big hit is without callout. And they may be missing some big hits without it. If CHR didn't have callout with the Ricky Martin song, for instance, it might have taken longer for them to see that it was going to be a huge hit."

Many PDs in other formats use callout research to monitor the burn factor on current singles. Lenski said, "CHR and NAC programmers ignore burn under 50%. I think that may be dangerous, but the philosophy is that unless it shows 50% burn, they're not going to take it out. By contrast, Country programmers get queasy when a song shows 10% burn."

As an aside on the subject of burn, Lenski noted, "Men and women have different thresholds for burn. Men burn much faster on records than women. That's why female-skewing formats get away with playing songs more often than male-based formats."

That observation by Lenski led me to this thought: The majority of Country stations have shifted to a decidedly female skew in recent years, but few have increased current music rotations. Those two things don't seem to go together — to which Lenski responded, "If you're going to target women, you have to lower the number of songs and raise the number of plays. If you target men, you go the other way." But that's another column.

### Can National Studies Be Substituted For Local?

Finally, I asked Lenski whether results from national callout research were acceptable as a substitute for locally originated research. He answered, "Having national callout data is another piece of information, but it's not always right for the local market. Plenty of consultants have gone into a market with a safe list, done music tests and found they were about 70% right. National callout results would probably be very similar to that. It's better than nothing, but you're not going to get 100% accuracy for your market."

A 180-degree opposing view of the "national vs. local" question came from Bullseye President John Hart. His company conducts current music callout research on two levels: a weekly 400-person national study and local research for clients in about 10 markets. Hart noted, "During our beta testing of the national callout, we used eight or nine local markets to compare the results to. We found national results from a 400-person sample to be more accurate when it came to positives and negatives than local callout. The big reason is the large, random sample — and the sample we use is the same size as R&R's Callout America.

"National callout can also be more accurate than local because of the higher degree of reliability that comes from the more clinical nature a research firm operates under. It's a squeaky-clean product, where station-run callout can be subject to all kinds of reliability problems — most notably tainted samples and

"Not every song follows the same rotational pattern over its life. Without callout, PDs have to have every song follow the same pattern."

Joe Lenski

bad screeners. The screener is second in importance only to the selection of the respondents. Bad research is worse than no research at all. In four years of doing national callout I've never seen a bad record test good and never seen a hit test bad. Ever.

"The value of national callout is being able to look at how a record is performing when you're building a song with your audience. You can see the negatives and the neutrals and what the positive-to-negative ratios are, so you can see where a song is going and build predictor models of behavior. If you see that the neutrals are moving toward positive, you might well expect the life of the song to be strong. Seeing low negs, strong positives and high neutrals can give an indication that the song may well turn out to do well. If the neutrals aren't being converted and no one cares, you can see that in the callout. Another example: If a record by a major star has great positives, but the passion is in the toilet, a programmer can look at that and decide it might be better to play another, newer record that may have more passion. Callout is the tool to help make those decisions."

### Does A TSL Format Need Callout?

I asked Hart whether a TSL-based format such as Country even needed callout. He said, "You're competing with yourself for TSL. If you can do big TSL and not do research, great, but I don't see how that can be done. Look at what's been happening to Country's TSL. There was a time when a solid Country station could carry 10-10 1/2 hours a week. Now we're in the eight range. One of this format's biggest problems is the neglect of the 45-54s who give Country the most quarter-hours of listening. They're being neglected musically: people aren't even testing that group. Why would they do that?"

Hart noted that come-based formats depend on callout to pick up negatives and burn. While admitting that, at least historically, burn has been of little concern to Country programmers, Hart says that may be changing. "Records are lasting longer than ever in Country right now, which means it needs callout more than ever. Country PDs may find themselves more concerned with burn in the future, and the only way to have a gauge on burn is with callout.

"Country is a niche format that

has a stigma problem for under-25s. When stations in a format have 10% or less cume share, that's a niche format. Any programmer who treats it as anything else will be sadly disappointed. Especially in major markets, a station has to have 'x' bodies with 'x' TSL to produce 'x' shares. So you have to create 10+ AQH listeners. Callout can help you do that. In fact, callout is more important to a niche format because you are affecting a smaller body of people. Programmers in a TSL arena must be cognizant of that."

### The Future Of Callout

In this era of consolidation, local callout has often been one of the first budget-crunch casualties. However, that same consolidated world may well be what makes callout available once again to the Country PD, as market clusters find it economical to do research for a number of sister stations at once. I've already heard rumors that a couple of companies plan on doing national research that can be shared among all their stations. Also, new technologies such as the Internet hold the potential to dramatically reduce costs while maintaining the integrity of the sample and controls. Thus, there's probably more likelihood than ever before that in the near future you will be the beneficiary of callout research.

Finally, it's always important to add a disclaimer of sorts when doing any column on research. This week's admonition comes from Hart, who advises, "It's important to remember that research is about trends. It's not about this week. One-week spikes in research are scary. It's three-to-five-week trends. If you look at five weeks, and the trend is up, you have a winner. It's a mistake to act on anything you see in one week's results. In fact, making any decision solely on research is a mistake. A PD's gut and knowledge of the market should weigh as heavily as research."

Coming soon: PDs who used to do weekly callout talk about life without it.

"Records are lasting longer than ever in Country right now, which means it needs callout more than ever."

John Hart

### TALK BACK TO R&R!

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

Call me at (615) 244-8822 or e-mail: lhelton@rronline.com

# A Backstage Look At The CMA Awards

□ Pay-per-view telecast gives insider's view of rehearsals, live performances

For those of you who can't get enough of awards shows, the Country Music Association is working with two entertainment companies to give you a behind-the-scenes look at the 33rd annual CMA Awards presentation.

The pay-per-view special, *CMA Awards Backstage Pass*, will be televised September 21, the night before CBS-TV's live broadcast of the awards show from the Grand Ole Opry House. Available in the U.S. and Canada, the pay-per-view special will be hosted by Terri Clark and comic Bill Engvall. It marks the first time a pay-per-view event has been produced in conjunction with a music awards telecast.

The insider's look will include segments from rehearsals and other backstage scenes of country celebrities preparing for the show. Additionally, the telecast will include Mary Chapin Carpenter and Deana Carter onstage at Nashville's 328 Performance Hall.

The special will be produced by Warner/TBA with marketing and distribution by California-based Spring Communications. Warner/TBA's Marc Oswald says, "We're thrilled to be able to bring fans this special opportunity to see all the wild and crazy behind-the-scenes action surrounding country music's biggest night of the year. Everyone involved with this event is totally committed to making it a great night of entertainment for fans and artists alike."

Oswald is right about the "wild and crazy behind-the-scenes action." It's a shame that there was not a similar CMA Awards show telecast a few years ago when Dennis Rodman was in town to join Carter onstage while she sang "Did I Shave My Legs for This?" The segment with Rodman was ultimately scrapped, and by the time the actual awards show took place, Rodman was in Las Vegas.

## Kind Of A Drag

You might have heard about Asleep At The Wheel's Ray Benson showing up in drag to join Tim McGraw for a tender duet of "It's Your Love" when the George Strait Country Music Festival closed its 1999 tour a couple of months back in Pittsburgh.

"It was my idea," Benson says of the prank. "The guys at Pace Concerts kept egging me on." Noting that his friends at Pace also bought the size 24 dress for him, Benson adds, "They described it as one of the more bizarre conversations anyone ever had with a large-size dress shop." When they made the phone call, the store clerk asked what size was required. Benson says his friends replied, "We don't know the size, but it's for a 6-foot-6 guy."

Describing his fashion ensemble, Benson says, "It was really very nice. It was gray, kind of shimmering and long — because I'm modest about my legs. The Dixie Chicks did my hair and makeup, and it was hilarious. The only time I looked in the mirror, I said I looked like a cross between Janet Reno and Alice Cooper. I couldn't get size 16 high heels, so I had to wear cowboy boots. I was not a fashion statement, to say the least."

As it turns out, McGraw's wife, Faith Hill, was in on the joke. Benson explains, "Faith was standing in the wings, ready to go out. Tim is basically playing to the audience, and as he finishes the line where she's supposed to come in, he turns to the right to see his beautiful wife singing this love song to him." Instead, he heard Benson's baritone voice.

"At first he didn't know who the hell it was," Benson says. "It was just total confusion. Then he figures out that it's me, and he just starts laughing. I'm singing and walking toward him, and he doesn't know what to do in front of 50,000 people." By the time Benson crooned, "I want you, honey," McGraw started running, and Benson began chasing him.

"The place was just going nuts. Then I just ran off stage and handed the mike to Faith, not thinking about anything. She went on and tried to finish the song. She said, 'It was a mess! Tim couldn't keep a straight face, I couldn't keep a straight face and I couldn't sing the song with any meaning.'"

Hill had been headlining her own shows and was not a part of Strait's second annual stadium tour. Benson says, "She flew in for the last show. She was such a good sport. What a wonderful, wonderful person. It was as good of a 'gotcha' as I've ever seen."

McGraw and Benson perform a real duet, "Milk Cow Blues," on Asleep At The Wheel's new Bob Wills tribute album, *Ride With Bob*. The DreamWorks CD is set for August 10 release.

## Bits 'N' Pieces

• After finishing up the George Strait tour the Dixie Chicks hit the road on the Tim McGraw tour, which also features the Warren Brothers. They'll also be performing on this year's Lilith Fair tour. However, after an August 31 Lilith Fair performance in Edmonton, Alberta, the Chicks won't be touring North America again until late next spring.

In other touring news, organizers of Strait's stadium tour have decided to "retire" markets they've hit the past two years in an effort to avoid burning out ticket sales. Once next year's tour dates are announced, travel plans may be in order for fans living in Tampa, Dallas, Detroit, Phoenix, Oakland, Chicago, Kansas City and Houston.

And in other Chicks news, with sales exceeding the 6 million mark for *Wide Open Spaces*, the CD becomes the best-selling release by a duo or group in country music history, according to the RIAA. The previous record of 5 million was shared by Alabama (*Mountain Music and Greatest Hits*) and Brooks & Dunn (*Brand New Man*).

• Alan Jackson performs August 21 in Brazil at the Barretos Rodeo, one of the world's biggest rodeos. Jackson has recorded a special version of "I'll Go On Loving You" for release exclusively in Brazil. The duet with Brazilian country music artist Leonardo is sung in English and Portuguese.

— Calvin Gilbert

# Shane McAnally

## NEW ARTIST FACT FILE

**Current Single:** "Are Your Eyes Still Blue"

**Current Album, Label:** *Shane McAnally*, Curb (October release)

**Influences:** Marty Robbins, Alabama, Ronnie Milsap

## Background

Shane McAnally grew up on a steady diet of country music in the small town of Mineral Wells, TX. McAnally tells R&R, "My grandfather was a huge Marty Robbins fan, and he had an amazing record collection of probably 1,000 albums."

As a child McAnally sang at home, but his first public performance took place at age 12, when his mother entered him in a local talent show. McAnally recalls, "I sang 'A Little Good News' by Anne Murray." He later became a regular performer in the Dallas/Ft. Worth area on the Johnnie High Music Revue, which also counts LeAnn Rimes as an alumna. Through those shows, a videotape made its way to businessman Bob Robison. McAnally says, "He heard my tape and said, 'I really think you should go to Nashville to try making this a career. There are a couple of people I know.'" One of them was Curb Music Publishing's Meredith Stewart Devoursney. McAnally says, "I took my guitar into Curb Records. It was something like you'd see in a movie. I played her some songs."

At the time Devoursney offered encouragement, but McAnally's publishing contract didn't come until after his 1994 move to Nashville. McAnally spent a year writing songs, supporting himself as a bartender. McAnally and Devoursney remained in contact, and she later put him in touch with songwriter Rich Herring. McAnally says, "We just hit it off musically. I had never written with anybody that I had really agreed with. Every time I had co-written, I had been disappointed with what came out."

## The Break

In a twist of fate, McAnally was at the Curb building, singing a song for Devoursney, when Mike Curb happened to walk through the door. McAnally says, "Two weeks later we were negotiating a record deal."

McAnally's primary objective was to have Herring produce his debut album. He explains, "Rich hadn't had a chance to produce, but there was just so much going on in his head. Mike agreed to do it as long as Rich would co-produce with someone at first to get started."

Herring's co-producer ultimately turned out to be Brian Ahern, who produced Emmylou Harris' biggest radio hits. McAnally says, "It's an unbelievable situation to be in. I've got this guy who's my best friend who is hugely talented. And then you put him with Brian, and I would say is the smartest guy in Nashville. I knew that he would 'get' me as an artist if I could take out of my brain what I wanted to do and sit it on the table. Luckily, he was able to look past some of the more slick-sounding demos we had done and knew that



Shane McAnally

I wanted to get to the basics. I'm a progressive artist, but with Brian, I knew we could really focus on the vocals, because he had done that with Emmylou and Anne Murray."

## The Music

When asked what he hoped to accomplish with his debut album, McAnally says, "I wanted it to do something I hadn't heard before while still using all my influences and still being commercial. When a Shane McAnally record is on the radio, I want it to be recognizable. That's how I learned. When you hear an Alabama record, you know who it is because of the style of songs. By writing all the songs on the record, I feel like we did that. I want people to feel how I felt when the music excited me when I heard Ronnie Milsap or Marty Robbins."

McAnally's first single, the Mark Bright-produced "Say Anything," made a respectable showing earlier this year. His current single, "Are Your Eyes Still Blue," was produced by Herring. McAnally wrote it with Steve Mandile (who wrote Tim McGraw's "For a Little While") and Julie Wood. McAnally says the song sat on the shelf for six months after they wrote it, but it got Mike Curb's attention when he heard Mandile's demo. He says, "We had finished the album, but Mike said, 'You've got to cut this song.'" Others share Curb's enthusiasm. McAnally says, "We're doing these radio listener appreciation shows where people don't really pay attention to the lyrics. They want something that sounds good, but this melody is making people pay attention to the words. People had never heard the song, but by end of it they were singing the chorus."

This summer, McAnally has been on the road as Alabama's opening act. He says, "That's like a dream come true." He's also spending a lot of time visiting Country programmers. He says, "I learn something different every day. I respect so much what they do, because I know how it must be to have 40 new artists showing up and to have 50 established artists out there — when you've got a playlist of 30. I understand how difficult that must be. I'm not one of these guys who gets upset when somebody doesn't add a record. They have so many great new acts to choose from. I know Country ratings are down, so I know what they're dealing with."



PLATINUM PLUS

Platinum/Nashville used Fan Fair to show off its two newest signings, Suzy Bogguss and the Oak Ridge Boys. Pictured backstage on the front row are (l-r) Platinum's David Friedman and Jeff Gordon. In the second row are (l-r) Platinum's Brent Gordon and Steve Devick, Bogguss and Platinum's Doug Laux and George Collier. In the third row are (l-r) artists Billy Joe Royal and T. Graham Brown. In the fourth row are (l-r) Oak Ridge Boy Joe Bonsall, Ronnie McDowell and Barry Martin. And on the top row are (l-r) Oaks' William Lee Golden, Richard Sterban and Duane Allen.

July 16, 1999

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL POINTS TW	TOTAL PLAYS TW	GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
1	1	LONESTAR Amazed (BNA)	29285	5487	689257	16	144/0
3	2	JO DEE MESSINA Lesson In Leavin' (Curb)	27924	5184	663314	12	144/0
2	3	GEORGE STRAIT Write This Down (MCA)	27574	5100	657283	17	143/0
5	4	ALABAMA (God Must Have Spent) A Little More Time... (RCA)	24059	4491	567163	13	144/0
4	5	MARTINA MCBRIDE Whatever You Say (RCA)	23238	4368	547529	20	143/0
6	6	JOE DIFFIE A Night To Remember (Epic)	22451	4241	522545	19	144/1
9	7	SHEDAISY Little Good-byes (Lyric Street)	20632	3841	488569	21	144/1
10	8	CHELY WRIGHT Single White Female (MCA)	19081	3578	447773	17	141/1
8	9	REBA MCENTIRE One Honest Heart (MCA)	18746	3589	429097	18	141/0
12	10	FAITH HILL The Secret Of Life (Warner Bros.)	17978	3289	434067	11	141/1
14	11	KENNY CHESNEY You Had Me From Hello (BNA)	17630	3302	414981	13	138/0
13	12	DWIGHT YOAKAM Crazy Little Thing Called Love (Reprise)	17108	3231	399152	12	142/0
15	13	ALAN JACKSON Little Man (Arista)	16517	3093	387804	7	140/1
16	14	BRAD PAISLEY Who Needs Pictures (Arista)	14962	2851	343408	20	135/0
19	15	SHANIA TWAIN You've Got A Way (Mercury)	13620	2503	328234	6	136/4
21	16	TRISHA YEARWOOD I'll Still Love You More (MCA)	11361	2159	263120	11	119/3
18	17	SHANE MINOR Slave To The Habit (Mercury)	11300	2159	260841	18	135/0
22	18	MARK CHESNUTT This Heartache Never Sleeps (MCA)	11145	2147	253811	13	127/4
24	19	DIXIE CHICKS Ready To Run (Monument)	11031	2024	264351	3	123/20
20	20	KENNY ROGERS The Greatest (Dreamcatcher)	10559	1977	248978	13	118/2
23	21	MARY CHAPIN CARPENTER Almost Home (Columbia)	9308	1771	215757	15	121/4
26	22	LEE ANN WOMACK (Now You See Me) Now You Don't (MCA)	9284	1792	211207	7	122/7
25	23	VINCE GILL w/PATTY LOVELESS My Kind Of Woman... (MCA/Epic)	8147	1582	184791	8	106/3
27	24	DOUG STONE Make Up In Love (Atlantic)	7505	1444	170877	12	106/6
Breaker	25	MONTGOMERY GENTRY Lonely And Gone (Columbia)	5786	1139	126269	6	96/13
29	26	GEORGE JONES Choices (Asylum/EEG)	5405	1074	117622	9	85/6
Breaker	27	MARK WILLS She's In Love (Mercury)	4908	953	110711	5	91/7
32	28	CHAD BROCK Lightning Does The Work (Warner Bros.)	4790	928	106657	8	76/6
33	29	WARREN BROTHERS She Wants To Rock (BNA)	3979	790	87046	8	77/1
36	30	AARON TIPPIN Her (Lyric Street)	3788	745	81999	6	66/7
37	31	SHERRIE AUSTIN Never Been Kissed (Arista)	3718	723	83482	9	62/2
43	32	STEVE WARINER I'm Already Taken (Capitol)	3590	693	82603	3	76/20
28	33	SARA EVANS Fool, I'm A Woman (RCA)	3586	735	75269	16	85/0
30	34	DIAMOND RIO I Know How The River Feels (Arista)	3366	651	76260	16	72/0
35	35	SUSAN ASHTON You're Lucky I Love You (Capitol)	3313	645	74893	9	72/6
46	36	JESSICA ANDREWS You Go First (DreamWorks)	2739	513	62877	2	62/17
48	37	TIM MCGRAW Something Like That (Curb)	2694	537	58848	2	39/21
38	38	NEAL MCCOY The Girls Of Summer (Atlantic)	2608	513	57465	4	50/2
39	39	SAWYER BROWN I'm In Love With Her (Curb)	2496	462	58682	6	63/4
42	40	JULIE REEVES Trouble Is A Woman (Virgin)	2239	447	48271	4	60/10
40	41	SHANA PETRONE This Time (Epic)	2232	439	48383	5	59/5
Debut	42	JOHN MICHAEL MONTGOMERY Home To You (Atlantic)	2037	376	48730	1	48/29
44	43	MICHAEL PETERSON Sure Feels Real Good (Reprise)	1853	329	45191	4	42/8
47	44	JOHN BERRY Love Is For Giving (Lyric Street)	1803	324	42753	2	31/8
41	45	CHALEE TENNISON Someone Else's Turn To Cry... (Asylum/EEG)	1713	331	38553	13	55/1
Debut	46	YANKEE GREY All Things Considered (Monument)	1632	316	38152	1	40/21
Debut	47	SHANE MCANALLY Are Your Eyes Still Blue (MCG/Curb)	1499	267	36865	1	44/16
48	48	BRYAN WHITE You're Still Beautiful To Me (Asylum/EEG)	1474	281	33516	3	35/9
Debut	49	ANDY GRIGGS I'll Go Crazy (RCA)	1473	275	33410	1	64/43
Debut	50	COLLIN RAYE Start Over Georgia (Epic)	1331	260	30258	1	32/13

## Most Added®

ARTIST TITLE LABEL(S)	ADDS
ANDY GRIGGS I'll Go Crazy (RCA)	43
JOHN MICHAEL MONTGOMERY Home To You... (Atlantic)	29
YANKEE GREY All Things Considered (Monument)	21
TIM MCGRAW Something Like That (Curb)	21
DIXIE CHICKS Ready To Run (Monument)	20
STEVE WARINER I'm Already Taken (Capitol)	20
WILKINSONS The Yodelin' Blues (Giant)	20
JESSICA ANDREWS You Go First (DreamWorks)	17
SHANE MCANALLY Are Your Eyes Still Blue (MCG/Curb)	16
LEE ROY PARNELL She Won't Be Lonely Long (Arista)	14

## Most Increased Points

ARTIST TITLE LABEL(S)	TOTAL POINT INCREASE
DIXIE CHICKS Ready To Run (Monument)	+3199
SHANIA TWAIN You've Got A Way (Mercury)	+2308
LEE ANN WOMACK (Now You See Me) Now You... (MCA)	+2076
KENNY CHESNEY You Had Me From Hello (BNA)	+1855
SHEDAISY Little Good-byes (Lyric Street)	+1767
STEVE WARINER I'm Already Taken (Capitol)	+1766
ALABAMA (God Must Have Spent) A Little More... (RCA)	+1711
MONTGOMERY GENTRY Lonely And Gone (Columbia)	+1499
TIM MCGRAW Something Like That (Curb)	+1387
JESSICA ANDREWS You Go First (DreamWorks)	+1369
CHELY WRIGHT Single White Female (MCA)	+1344
JOE DIFFIE A Night To Remember (Epic)	+1330
FAITH HILL The Secret Of Life (Warner Bros.)	+1328
MARK WILLS She's In Love (Mercury)	+1304
ALAN JACKSON Little Man (Arista)	+1255

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
DIXIE CHICKS Ready To Run (Monument)	+586
LEE ANN WOMACK (Now You See Me) Now You... (MCA)	+403
SHANIA TWAIN You've Got A Way (Mercury)	+399
STEVE WARINER I'm Already Taken (Capitol)	+352
ALABAMA (God Must Have Spent) A Little More... (RCA)	+346
KENNY CHESNEY You Had Me From Hello (BNA)	+327
SHEDAISY Little Good-byes (Lyric Street)	+317
TIM MCGRAW Something Like That (Curb)	+293
MONTGOMERY GENTRY Lonely And Gone (Columbia)	+281
CHELY WRIGHT Single White Female (MCA)	+272

## Breakers®

### MONTGOMERY GENTRY

Lonely And Gone (Columbia)

67% of our reporters on it (96 stations)

13 Adds • Moves 31-25

### MARK WILLS

She's In Love (Mercury)

63% of our reporters on it (91 stations)

7 Adds • Moves 34-27

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays.



144 Country reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total points for the airplay week of Sunday 7/4-Saturday 7/10. Bullets appear on songs gaining points/plays or remaining flat from previous week. If two songs are tied in total points/plays, the song being played on more stations is placed first. Breaker status is assigned to songs achieving airplay at 60% of reporter base for the first time. Songs that are down in points for three consecutive weeks and below No. 1 are moved to recurrent. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.



**Chad Brock**  
**"Lightning Does The Work"**  
**R&R 28**

We're not just talking up a storm ... *this is REAL Airplay!*

KNIX 25	WBCT 20	KBEQ 32	KEYY 21
WXBQ 30	WRNS 26	WKHK 19	WGTY 21
KRTY 22	WESC 18	WRBQ 17	KUPL 18
WAMZ 18	KJUG 20	WSM 17	WBEE 17
KSSN 17	WNKT 17	KFKF 17	WSSL 16
WYNY 12	WWQM 16	WRKZ 13	WIOV 17
KMDL 15	WFMS 12	WWYZ 12	WKKX 12

## R&R'S EXCLUSIVE REPORTED OVERVIEW OF NATIONAL AIRPLAY

ARTIST TITLE (LABEL)	TOTAL STATIONS/ ADDS	TOTAL POINTS	TOTAL PLAYS	50+	40-49	30-39	20-29	10-19	1-9
ALABAMA (God...) A Little More Time... (RCA)	40/0	4487	1340	0	17	21	9	3	0
JESSICA ANDREWS You Go First (DreamWorks)	22/3	708	215	0	0	0	0	11	11
SUSAN ASHTON You're Lucky I Love You (Capitol)	28/4	840	254	0	0	0	3	7	18
SHERRIE' AUSTIN Never Been Kissed (Arista)	27/2	1210	362	0	0	1	3	16	7
JOHN BERRY Love Is For Giving (Lyric Street)	16/3	410	133	0	0	0	0	8	8
CHAD BROCK Lightning Does... (Warner Bros.)	30/0	1421	419	0	0	0	5	19	6
MARY CHAPIN CARPENTER Almost... (Columbia)	40/1	2422	727	0	0	2	17	16	5
KENNY CHESNEY You Had Me From Helio (BNA)	40/0	3286	971	0	2	7	23	8	0
MARK CHESNUTT This Heartache Never Sleeps(MCA)	40/1	3107	908	0	1	6	21	11	1
JOE DIFFIE A Night To Remember (Epic)	40/0	4419	1314	1	6	24	5	4	0
DIXIE CHICKS Let 'Er Rip (Monument)	1/0	33	10	0	0	0	0	1	0
DIXIE CHICKS Ready To Run (Monument)	38/5	1958	599	0	0	3	10	16	9
GILL w/LOVELESS My Kind Of Woman... (MCA/Epic)	39/1	2353	696	0	0	2	14	20	3
ANDY GRIGGS I'll Go Crazy (RCA)	26/18	475	135	0	0	0	1	5	20
FAITH HILL The Secret Of Life (Warner Bros.)	40/0	3636	1075	0	4	10	18	8	0
REBECCA LYNN HOWARD When My... (MCA)	4/1	123	33	0	0	0	0	2	2
ALAN JACKSON Little Man (Arista)	40/0	3234	961	0	2	6	24	8	0
GEORGE JONES Choices (Asylum/EEG)	31/3	1555	450	0	0	0	11	11	9
LONESTAR Amazed (BNA)	40/0	4850	1442	1	10	24	4	1	0
SHANE McANALLY Are Your Eyes... (MCG/Curb)	10/4	195	55	0	0	0	0	3	7
NEAL McCOY The Girls Of Summer (Atlantic)	29/2	1289	373	0	0	0	4	18	7
TIM McGRAW Something Like That (Curb)	12/10	350	95	0	0	0	0	2	3 7
JO DEE MESSINA Lesson In Leavin' (Curb)	40/0	4709	11402	1	8	25	4	2	0
JOHN MICHAEL MONTGOMERY Home... (Atlantic)	18/14	310	92	0	0	0	1	3	14
SHANE MINOR Ordinary Love (Mercury)	1/0	15	4	0	0	0	0	0	1
MONTGOMERY GENTRY Lonely... (Columbia)	40/1	1879	562	0	0	2	5	24	9
NITTY GRITTY OIRT BAND Bang... (DreamWorks)	4/0	129	35	0	0	0	0	2	4
BRAD PAISLEY Who Needs Pictures (Arista)	40/0	3273	975	0	2	7	22	9	0
LEE ROY PARNELL She Won't Be Lonely... (Arista)	9/7	168	47	0	0	0	0	3	6
MICHAEL PETERSON Sure Feels Real... (Reprise)	18/4	529	163	0	0	0	0	9	9
SHANA PETRONE This Time (Epic)	19/1	720	212	0	0	0	3	8	8
COLLIN RAYE Start Over Georgia (Epic)	20/9	382	112	0	0	0	0	6	14
JULIE REEVES Trouble Is A Woman (Virgin)	24/0	808	249	0	0	0	1	11	12
SAWYER BROWN I'm In Love With Her (Curb)	21/1	805	227	0	0	0	1	13	7
JASON SELLERS A Matter Of Time (BNA)	11/16	171	52	0	0	0	0	4	7
SHEDAISY Little Good-byes (Lyric Street)	40/0	4139	1224	1	4	19	12	4	0
SONS OF THE DESERT Albuquerque (Epic)	11/2	378	108	0	0	0	1	4	6
DOUG STONE Make Up In Love (Atlantic)	36/1	1793	533	0	0	0	10	19	7
AARON TIPPIN Her (Lyric Street)	30/1	1221	372	0	0	0	3	19	8
SHANIA TWAIN You've Got A Way (Mercury)	38/3	12324	703	0	1	4	11	17	5
STEVE WARINER I'm Already Taken (Capitol)	30/8	1084	329	0	0	1	4	10	15
WARREN BROTHERS She Wants To Rock (BNA)	36/0	1486	449	0	0	0	3	26	7
BRYAN WHITE You're Still Beautiful... (Asylum/EEG)	12/2	472	125	0	0	0	2	4	6
WILKINSONS Yodelin' Blues (Giant)	13/7	231	71	0	0	0	0	4	9
MARK WILLS She's In Love (Mercury)	37/6	1467	435	0	0	1	4	18	14
LEE ANN WOMACK (Now You See Me) Now... (MCA)	40/1	2325	704	0	0	3	13	21	3
CHELY WRIGHT Single White Female (MCA)	40/1	3791	1115	0	4	13	18	4	1
YANKEE GREY All Things Considered (Monument)	10/7	201	60	0	0	0	0	3	7
TRISHA YEARWOOD I'll Still Love You More (MCA)	39/1	2667	790	0	1	1	21	13	3
DWIGHT YOAKAM Crazy Little Thing... (Reprise)	39/0	3364	999	0	3	8	21	7	0

40 Country Indicator reporters in markets 126-202. Songs ranked alphabetically for the airplay week of Sunday 7/4-Saturday 7/10.  
© 1999, R&R Inc.

## Most Added®

ARTIST TITLE (LABEL(S))	ADDS
ANDY GRIGGS I'll Go Crazy (RCA)	18
JOHN MICHAEL MONTGOMERY Home... (Atlantic)	14
TIM McGRAW Something Like That (Curb)	10
COLLIN RAYE Start Over Georgia (Epic)	9
STEVE WARINER I'm Already Taken (Capitol)	8
WILKINSONS The Yodelin' Blues (Giant)	7
YANKEE GREY All Things Considered (Monument)	7
LEE ROY PARNELL She Won't Be Lonely Long (Arista)	7
MARK WILLS She's In Love (Mercury)	6
JASON SELLERS A Matter Of Time (BNA)	6
DIXIE CHICKS Ready To Run (Monument)	5
SUSAN ASHTON You're Lucky I Love You (Capitol)	4
MICHAEL PETERSON Sure Feels Real Good (Reprise)	4
SHANE McANALLY Are Your Eyes Still... (MCG/Curb)	4
SHANIA TWAIN You've Got A Way (Mercury)	3
GEORGE JONES Choices (Asylum/EEG)	3
JESSICA ANDREWS You Go First (DreamWorks)	3
JOHN BERRY Love Is For Giving (Lyric Street)	3
NEAL McCOY The Girls Of Summer (Atlantic)	2
SHERRIE' AUSTIN Never Been Kissed (Arista)	2

## Most Increased Points

ARTIST TITLE (LABEL(S))	TOTAL POINT INCREASE
DIXIE CHICKS Ready To Run (Monument)	+835
STEVE WARINER I'm Already Taken (Capitol)	+487
LEE ANN WOMACK (Now You See Me)... (MCA)	+476
ANDY GRIGGS I'll Go Crazy (RCA)	+354
CHELY WRIGHT Single White Female (MCA)	+347
SHANIA TWAIN You've Got A Way (Mercury)	+336
MARK WILLS She's In Love (Mercury)	+294
JESSICA ANDREWS You Go First (DreamWorks)	+292
JOHN MICHAEL MONTGOMERY Home... (Atlantic)	+286
ALAN JACKSON Little Man (Arista)	+275

## Most Increased Plays

ARTIST TITLE (LABEL(S))	TOTAL PLAY INCREASE
DIXIE CHICKS Ready To Run (Monument)	+252
STEVE WARINER I'm Already Taken (Capitol)	+152
LEE ANN WOMACK (Now You See Me)... (MCA)	+136
ANDY GRIGGS I'll Go Crazy (RCA)	+100
CHELY WRIGHT Single White Female (MCA)	+97
SHANIA TWAIN You've Got A Way (Mercury)	+97
JESSICA ANDREWS You Go First (DreamWorks)	+91
JOHN MICHAEL MONTGOMERY Home... (Atlantic)	+85
ALAN JACKSON Little Man (Arista)	+80
SHEDAISY Little Good-byes (Lyric Street)	+78

# JULIE REEVES

"Trouble Is A Woman" (with a man on her mind)

New "Trouble"-makers THIS Week Include... **KIKK KILT KUPL WBBS WTQR**  
**KXKT WIOV WKML WXCT KXKC**

This Is A REAL Country Record



# The New Album Gallery

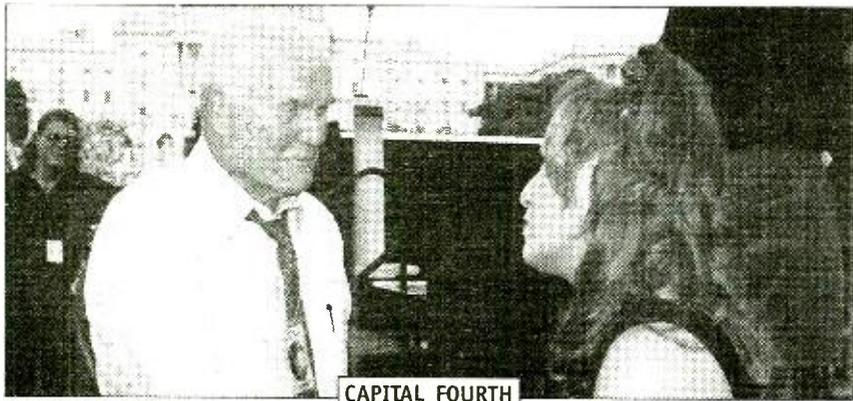
In Stores: July 20, 1999



## The Roger Springer Band The Roger Springer Band (Giant)

Roger Springer's country roots go back to his raising on an Oklahoma cattle farm. Before devoting his energy to singing and songwriting, Springer racked up a resumé that includes stints as a dump-truck driver and a sausage factory worker. Springer says, "I understand working-class people because that's all I am. I know what it's like to get up at 4am and put in 50-60 hours a week,

because I've done it — and if you're not real to those people, your music is not going to reach them." Even before Giant prepared the release of the Roger Springer Band's debut album, Springer had already become one of Nashville's most respected songwriters. His credits include George Strait's "No One Like You," Sammy Kershaw's "Matches" and Mark Chesnut's "Thank God for Believers." "Let It Rain" and "It's a Little Too Late." Springer can also claim album cuts by Clay Walker, Daryle Singletary, James Bonamy, Ty England and others. But the Roger Springer Band is a trio, after all, and its other two members have impressive track records as well. Shara Johnson's father is an alumnus of Emmylou Harris' Hot Band, and Shara herself previously worked as a book-keeper for a distributor of nuclear-protective clothing. But the Oklahoma native also wrote songs, having her first effort published by Strait's Muy Bueno Music and another track selected for Lila McCann's debut album. Joe Manuel's father spent time on the road as Lefty Frizzell's bandleader and road manager. Born in Louisiana, Manuel spent more than five years in Merle Haggard's Strangers and another two years in Lee Ann Womack's band, in addition to road work with Ricky Skaggs and Lynn Anderson. Haggard makes a guest appearance, providing vocals on "We Owe Them More Than That."



While in Washington, DC to perform on the live PBS-TV broadcast of the capital's Fourth of July celebration, Jo Dee Messina had the chance to take a private tour of the White House and Capitol building. She also met a number of key Washington insiders, including Bill and Hillary Clinton's dog, Buddy. In this photo taken at the show's rehearsal, Messina gets to shake the hand of a true celebrity — U.S. Sen. John Glenn.

## C O U N T R Y FLASHBACK

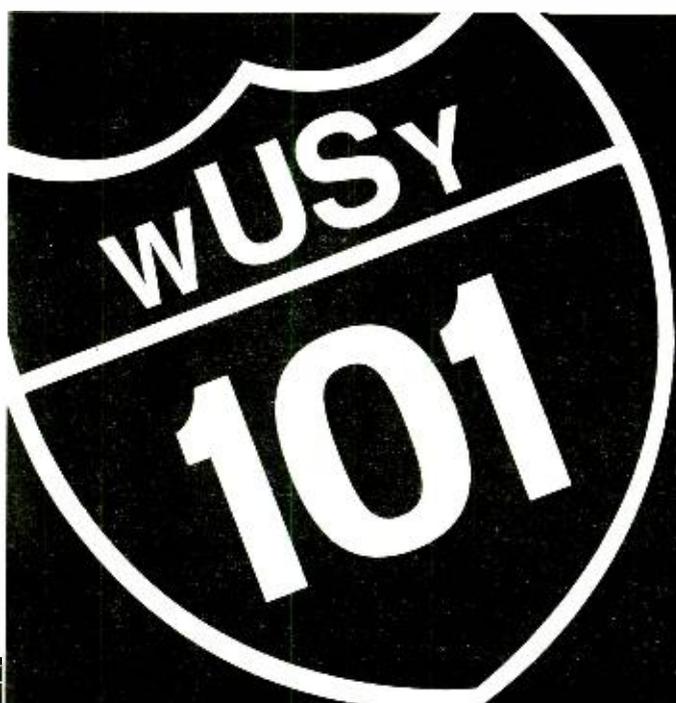
- ① YEAR AGO  
• No. 1: "I Can Still Feel You" - Collin Raye
- ⑤ YEARS AGO  
• No. 1: "Every Once in a While" - BlackHawk
- ⑩ YEARS AGO  
• No. 1: "Timber, I'm Falling in Love" - Patty Loveless
- ⑮ YEARS AGO  
• No. 1: "That's the Thing About Love" - Don Williams (second week)
- ⑳ YEARS AGO  
• No. 1: "Shadows in the Moonlight" - Anne Murray
- ㉕ YEARS AGO  
• No. 1: "Marie Laveau" - Bobby Bare

### ON THE RECORD

Bob McNeil, PD  
KYNG/Dallas

SUSAN ASHTON  
"You're Lucky I Love You" (Capitol)

The acceptance of "You're Lucky I Love You" has been phenomenal! We've had tons of phone response on it. People love the attitude behind this song. We're seeing a lot of artists like Lee Ann Womack and Jo Dee Messina throwing a little bit of attitude into their music and shaking things up a bit. It makes for a really exciting country song, and Susan has a lot of fun with this one. "You're Lucky I Love You" is already a hit here in Dallas. There is no question that it will be a hit for everybody!



VOTE!

WUSY  
Chattanooga

1999 NAB Marconi  
Station of the Year

## New & Active

**SHANE MINOR** Ordinary Love (Mercury)  
Total Stations: 18, Adds: 10, Points: 890, Plays: 146

**JASON SELLERS** A Matter Of Time (BNA)  
Total Stations: 28, Adds: 11, Points: 883, Plays: 165

**SONS OF THE DESERT** Albuquerque (Epic)  
Total Stations: 20, Adds: 5, Points: 764, Plays: 177

**DIXIE CHICKS** Let 'Er Rip (Monument)  
Total Stations: 5, Adds: 0, Points: 740, Plays: 118

**MATT KING** Rub It In (Atlantic)  
Total Stations: 3, Adds: 1, Points: 715, Plays: 132

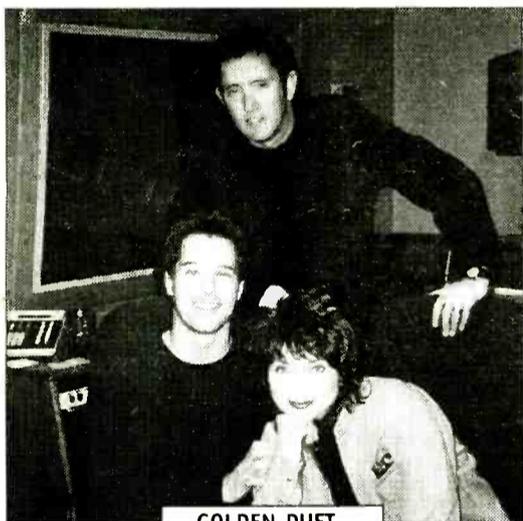
**WILKINSONS** The Yodelin' Blues (Giant)  
Total Stations: 27, Adds: 20, Points: 486, Plays: 101

**NITTY GRITTY DIRT BAND** Bang, Bang, Bang! (DreamWorks)  
Total Stations: 15, Adds: 0, Points: 407, Plays: 71

**REBECCA LYNN HOWARD** When My Dreams Come True (MCA)  
Total Stations: 16, Adds: 6, Points: 402, Plays: 88

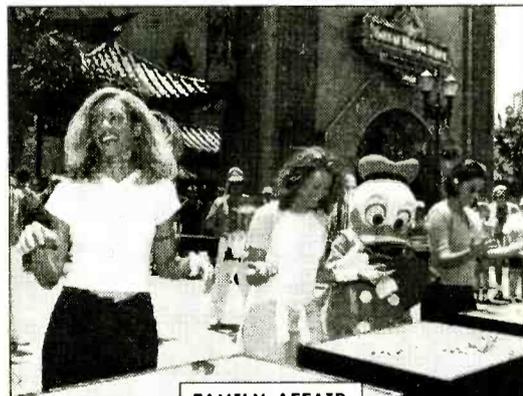
**LEE ROY PARNELL** She Won't Be Lonely Long (Arista)  
Total Stations: 16, Adds: 14, Points: 386, Plays: 73

Songs ranked by total points.



**GOLDEN DUET**

Arista artist Pam Tillis recently joined BNA artist Jason Sellers in the studio to record a "funky/soul" version of the George Jones/Tammy Wynette classic, "Golden Ring." The song will appear on Sellers' forthcoming project *A Matter Of Time*. Seen (l-r) Sellers, Tillis and producer Walt Aldridge.



**FAMILY AFFAIR**

There's something to be said for family reunions, especially if you're in the Disney family. SHEDAISY, one of the newest acts on Disney's Lyric Street label, were in Lake Buena Vista, FL recently for three nights of performances at the Walt Disney Resort. While there, Donald Duck supervised while the three sisters commemorated the event by placing their hands in cement. You shouldn't have any problem picking Donald out in the photo, but pictured are (l-r) Kristyn, Kassidy and Kelsi Osborn.

## National Radio Formats

### ABC RADIO NETWORKS

#### Coast-To-Coast

Mark Edwards • (972) 991-9200

#### Adds:

JOHN BERRY Love Is For Giving  
TIM MCGRAW Something Like That  
MICHAEL PETERSON Sure Feels Real Good

#### Hottest:

KENNY CHESNEY You Had Me From Hello  
ALAN JACKSON Little Man  
FAITH HILL The Secret Of Life

#### Real Country

Dave Nicholson • (602) 966-6236

#### Adds:

TIM MCGRAW A Place In The Sun  
JOHN MICHAEL MONTGOMERY Home To You  
LORRIE MORGAN My Heart  
MARK WILLS She's In Love

#### Hottest:

DIXIE CHICKS Tonight The Heartache's On Me  
DWIGHT YOAKAM Crazy Little Thing Called Love  
MARK CHESNUTT This Heartache Never Sleeps  
JO DEE MESSINA Lesson In Leavin'  
GEORGE JONES Choices

### ALTERNATIVE PROGRAMMING

Steve Knoll • (800) 231-2818

Gary Knoll

#### Adds:

ALSON KRAUSS Forget About It

#### Hottest:

KENNY CHESNEY You Had Me From Hello  
ALAN JACKSON Little Man  
SAWYER BROWN I'm In Love With Her

### BROADCAST PROGRAMMING

Walter Powers • (800) 426-9082

#### Super Country/Pure Country

Ken Moultrie

#### Adds:

COLLIN RAYE Starting Over Georgia  
STEVE WARINER I'm Already Taken  
MARK WILLS She's In Love

#### Hottest:

DIXIE CHICKS Tonight The Heartache's On Me  
GEORGE STRAIT Write This Down  
TIM MCGRAW Please Remember Me  
LONESTAR Amazed  
MARTINA MCBRIDE Whatever You Say

#### Mainstream Country

L.J. Smith

#### Adds:

COLLIN RAYE Starting Over Georgia  
STEVE WARINER I'm Already Taken  
MARK WILLS She's In Love

#### Hottest:

LONESTAR Amazed  
GEORGE STRAIT Write This Down  
DIXIE CHICKS Tonight The Heartache's On Me  
ALABAMA (God Must Have Spent) A Little More Time On You  
JO DEE MESSINA Lesson In Leavin'

#### New Country

L.J. Smith

#### Adds:

COLLIN RAYE Starting Over Georgia  
STEVE WARINER I'm Already Taken  
MARK WILLS She's In Love

#### Hottest:

JOE DIFFIE A Night To Remember  
SHEDAISY Little Good-Byes  
ALABAMA (God Must Have Spent) A Little More Time On You

### Broadcast Programming Continued

LONESTAR Amazed  
JO DEE MESSINA Lesson In Leavin'

### JONES RADIO NETWORK

Jim Murphy • (303) 784-8700

#### U.S. Country

Penny Mitchell

#### Adds:

ANDY GRIGGS I'll Go Crazy  
NEAL MCCOY The Girls Of Summer  
JOHN MICHAEL MONTGOMERY Home To You  
BRYAN WHITE You're Still Beautiful To Me

#### Hottest:

ALABAMA (God Must Have Spent) A Little More Time On You  
LONESTAR Amazed  
MARTINA MCBRIDE Whatever You Say  
REBA MCENTIRE One Honest Heart  
JO DEE MESSINA Lesson In Leavin'

### RADIO ONE COUNTRY PLAYLIST

Kevin "Crash" Davis • (970) 949-3339

#### Adds:

JOHN MICHAEL MONTGOMERY Home To You

#### Hottest:

SHEDAISY Little Good-Byes  
JO DEE MESSINA Lesson In Leavin'  
MARTINA MCBRIDE Whatever You Say  
LONESTAR Amazed  
ALABAMA (God Must Have Spent) A Little More Time On You

### WESTWOOD ONE RADIO NETWORKS

Charlie Cook • (805) 294-9000

#### Mainstream Country

David Felker

#### Adds:

GEORGE JONES Choices  
LEE ANN WOMACK (Now You See Me) Now You Don't

#### Hottest:

LONESTAR Amazed  
TIM MCGRAW Please Remember Me  
JO DEE MESSINA Lesson In Leavin'  
GEORGE STRAIT Write This Down  
JOE DIFFIE A Night To Remember

#### Hot Country

David Felker

#### Adds:

TIM MCGRAW Something Like That  
STEVE WARINER I'm Already Taken

#### Hottest:

JO DEE MESSINA Lesson In Leavin'  
LONESTAR Amazed  
ALABAMA (God Must Have Spent) A Little More Time On You  
GEORGE STRAIT Write This Down  
MARTINA MCBRIDE Whatever You Say

### COUNTRY VIDEO



#### ADDS

KINLEYS My Heart Is Still Beating  
SHANE MINOR Ordinary Love  
SHANE PETRONE This Time

#### ELITE

ALAN JACKSON Little Man  
CHELY WRIGHT Single White Female  
FAITH HILL The Secret Of Life  
GEORGE STRAIT Write This Down  
MARTINA MCBRIDE Whatever You Say

## TNN

60.2 million households  
Traci Todd,  
Manager/Video Programming

#### ADDS

MARK WILLS She's In Love

#### TOP 10

ALABAMA (God Must Have Spent) A Little More Time On You  
JOE DIFFIE A Night To Remember  
FAITH HILL Secret Of Life  
LONESTAR Amazed  
MARTINA MCBRIDE Whatever You Say  
BRAD PAISLEY Who Needs Pictures  
SHEDAISY Little Good-Byes  
SHANIA TWAIN You've Got A Way  
CHELY WRIGHT Single White Female  
DWIGHT YOAKAM Crazy Little Thing Called Love

Information current as of July 12.

## CMT

COUNTRY MUSIC TELEVISION

42 million households  
Chris Parr, Director/Programming  
Paul Hastaba, VP/GM

#### ADDS

JOHN MICHAEL MONTGOMERY Home To You  
SHANE MINOR Ordinary Love  
KINLEYS My Heart Is Still Beating  
TOM PETTY & THE HEARTBREAKERS Room At The Top

#### TOP 10

WILKINSONS Boy Oh Boy  
JOE DIFFIE A Night To Remember  
ALABAMA (God Must Have Spent) A Little More Time On You  
MARTINA MCBRIDE Whatever You Say  
SHEDAISY Little Good-Byes  
LONESTAR Amazed  
CHELY WRIGHT Single White Female  
TIM MCGRAW Please Remember Me  
TRIO After The Goldrush  
CLAY WALKER She's Always Right

#### HEAVY

ALABAMA (God Must Have Spent) A Little More Time On You  
CHELY WRIGHT Single White Female  
DWIGHT YOAKAM Crazy Little Thing Called Love  
GEORGE STRAIT Write This Down  
JOE DIFFIE A Night To Remember  
KENNY ROGERS The Greatest  
LONESTAR Amazed  
MARTINA MCBRIDE Whatever You Say  
SHEDAISY Little Good-Byes  
TIM MCGRAW Please Remember Me  
TRIO After The Goldrush

#### HOT SHOTS

BRAD PAISLEY Who Needs Pictures  
BRYAN WHITE You're Still Beautiful To Me  
JERRY KILGORE Love Trip  
JESSICA ANDREWS You Go First  
LILA McCANN Crush  
MICHAEL PETERSON Sure Feels Real Good  
MONTGOMERY GENTRY Lonely And Gone  
REBECCA LYNN HOWARD When My Dreams Come True  
SHANIA TWAIN You've Got A Way  
SHERRIE AUSTIN Never Been Kissed  
KINLEYS My Heart Is Still Beating  
VINCE GILL W/PATTY LOVELESS My Kind Of Woman...

Heavy rotation songs receive 28 plays per week.  
Hot Shots receive 21 plays per week.

Information current as of July 14.

**Most Played Recurrents**

**TIM MCGRAW** Please Remember Me (Curb)

**DIXIE CHICKS** Tonight The Heartache's On Me (Monument)

**STEVE WARINER** Two Teardrops (Capitol)

**LILA MCCANN** With You (Asylum/EEG)

**KENNY CHESNEY** How Forever Feels (BNA)

**ANDY GRIGGS** You Won't Ever Be Lonely (RCA)

**MARK WILLS** Wish You Were Here (Mercury)

**SHANIA TWAIN** Man! I Feel Like A Woman! (Mercury)

**COLLIN RAYE** Anyone Else (Epic)

**CLAY WALKER** She's Always Right (Giant)

**DIXIE CHICKS** You Were Mine (Monument)

**LEE ANN WOMACK** I'll Think Of A Reason Later (MCA)

**DIAMOND RIO** Unbelievable (Arista)

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

**JO DEE MESSINA** Stand Beside Me (Curb)

**EILLY RAY CYRUS** Busy Man (Mercury)

**SAWYER BROWN** Drive Me Wild (Curb)

**CHAD BROCK** Ordinary Life (Warner Bros.)

**FAITH HILL** This Kiss (Warner Bros.)

**TY HERNDON** Hands Of A Working Man (Epic)

**COUNTRY**

**Going For Adds 7/19/99**

**LISA ANGELLE** I Wear Your Love (DreamWorks)  
**ANITA COCHRAN** For Crying Out Loud (Warner Bros.)  
**DERYL DODD** Sundown (Columbia)  
**SHANE MINOR** Ordinary Love (Mercury)

**TUNED-IN COUNTRY**

R&R/MEDIABASE 24/7



**KMLE/Phoenix**  
Tuesday, July 6

**1pm**

**JO DEE MESSINA** Lesson In Leavin'  
**CLAY WALKER** She's Always Right  
**REBA MCENTIRE** One Honest Heart  
**BROOKS & DUNN** My Maria  
**JOHN MICHAEL MONTGOMERY** Home To You  
**TRISHA YEARWOOD** XXX's And 000's (An...)  
**TIM MCGRAW** Please Remember Me  
**TY HERNDON** Hands Of A Working Man  
**GARTH BROOKS** Ain't Going Down (Til The...)  
**SHANIA TWAIN** You're Still The One  
**LILA MCCANN** With You  
**MARK WILLS** Wish You Were Here  
**ALAN JACKSON** Livin' On Love

**5pm**

**SHEDAISY** Little Good-Byes  
**CHAD BROCK** Ordinary Life  
**GEORGE STRAIT** Check Yes Or No  
**MARK WILLS** She's In Love  
**JOHN MICHAEL MONTGOMERY** Sold (The Grundy County...)  
**KENNY CHESNEY** You Had Me From Hello  
**JO DEE MESSINA** I'm Alright  
**TIM MCGRAW** Something Like That  
**TRACY BYRD** The Keeper Of The Stars  
**MARK CHESNUTT** It's A Little Too Late  
**MARTINA MCBRIDE** Whatever You Say

**10pm**

**SHANIA TWAIN** You've Got A Way  
**GEORGE STRAIT** I Just Want To Dance With...  
**JO DEE MESSINA** Lesson In Leavin'  
**GARTH BROOKS** Friends In Low Places  
**JOHN MICHAEL MONTGOMERY** Home To You  
**TRAVIS TRITT** T-r-o-u-b-l-e  
**CHELY WRIGHT** Single White Female  
**TIM MCGRAW** Please Remember Me  
**ALABAMA** I'm In A Hurry (And Don't...)  
**MARK CHESNUTT** This Heartache Never...  
**JO DEE MESSINA** Stand Beside Me  
**JOE DIFFIE** A Night To Remember



**KNIX/Phoenix**  
Tuesday, July 6

**1pm**

**KENNY CHESNEY** You Had Me From Hello  
**REBA MCENTIRE** Wrong Night  
**GARTH BROOKS** Unanswered Prayers  
**CHAD BROCK** Lightning Does The Work  
**SAWYER BROWN** Drive Me Wild  
**MARK CHESNUTT** This Heartache Never Sleeps  
**GEORGE STRAIT** You Know Me Better Than That  
**JOHN MICHAEL MONTGOMERY** Hold On To Me  
**NEAL MCCOY** The Shake  
**MARTINA MCBRIDE** Whatever You Say  
**COLLIN RAYE** Anyone Else  
**JOHN ANDERSON** Seminole Wind  
**JO DEE MESSINA** Lesson In Leavin'

**5pm**

**DIXIE CHICKS** Ready To Run  
**TIM MCGRAW** Where The Green Grass Grows  
**DIAMOND RIO** How Your Love Makes Me Feel  
**KENNY ROGERS** The Greatest  
**JOHN MICHAEL MONTGOMERY** Cover You...  
**BROOKS & DUNN** Brand New Man  
**SAWYER BROWN** Drive Me Wild  
**LEE ANN WOMACK** (Now You See Me) Now...  
**GARTH BROOKS** The Thunder Rolls  
**MARTINA MCBRIDE** Whatever You Say  
**AARON TIPPIN** For You I Will

**10pm**

**MARK WILLS** Wish You Were Here  
**FAITH HILL** Wild One  
**SHANE MINOR** Slave To The Habit  
**ALISON KRAUSS & UNION STATION** When You Say Nothing At All  
**SAWYER BROWN** Drive Me Wild  
**SHANIA TWAIN** You've Got A Way  
**GEORGE STRAIT** We Really Shouldn't Be Doing...  
**CHRIS LEOUX** Cadillac Ranch  
**DIXIE CHICKS** Let 'Er Rip  
**LEE ROY PARNELL** What Kind Of Fool Do You...  
**CHELY WRIGHT** Single White Female  
**TIM MCGRAW** Please Remember Me  
**CLAY WALKER** You're Beginning To Get To Me  
**SHANIA TWAIN** That Don't Impress Me Much



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Tuesday 7/6. © 1999, R&R Inc.

**CRS**  
**GULF COAST**  
MOBILE, ALABAMA  
AUGUST 27-28

- The mid-year country radio retreat is the Gulf Coast Country Radio Seminar
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*This regional event is presented by Country Radio Broadcasters.*



# Country Playlists

FIND COMPLETE PLAYLISTS FOR ALL COUNTRY REPORTERS ON R&R ONLINE MUSIC TRACKING

**MARKET #1**  
**WYNY/New York**  
Big City  
(914) 592-1071  
Smith/Roth  
12+ Cumc 466,500



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
47	43	GEORGE STRAIT/Write This Down	13416
24	29	JO DEE MESSINA/Lesson In Leavin'	9048
28	29	CLAY WALKER/She's Always Right	9048
28	28	LONESTAR/Amazed	8736
22	28	DWIGHT YOAKAM/Crazy Little	8736
30	27	TRISHA YEARWOOD/It Still Love	8474
31	26	FAITH HILL/The Secret Of Life	8112
23	23	JOE DIFuria/Night To Remember	7176
21	22	ALAN JACKSON/Little Man	6864
21	21	ALAN JACKSON/Little Man	6552
18	20	M. CHAPIN CARPENTER/Almost Home	6240
20	20	KENNY CHESNEY/You Had Me From	6240
17	20	SHE DAISY/Little Good-byes	6240
18	18	LILA MCCANN/With You	5616
13	18	SHANE MINOR/Slave To The Habit	5616
10	14	CHAD BROCK/It's Not About The Way	4368
17	13	DIXIE CHICKS/Tonight	4056
15	13	MARK WILLIS/She's In Love	4056
6	12	DIXIE CHICKS/Ready To Run	3744
7	12	JOHN M. MONTGOMERY/You Had Me From	3744
13	11	NEAL MCCOY/The Girls Of Summer	3432
14	11	STEVE WARNER/It's Not About The Way	3432
23	10	MARTINA MCBRIDE/Whatever You Say	3120
10	10	KENNY ROGERS/The Greatest	3120
11	10	LEE ANN WORMACK/Now You... Now...	3120
1	9	JESSICA ANDREWS/You Go First	2808
1	9	CHIELY WRIGHT/Single White Female	2808
1	9	COLLIN RAYE/Start Over	2184
7	6	SAWYER BROWNW/M In Love With Her	1872
2	6	REBA MCGENTIRE/One Honest Heart	1872
1	2	BRAD PAISLEY/Who Needs Pictures	624
1	2	RAYMOND BROTHERS/Butterfly Kisses	624
1	2	ALABAMA/Twentieth Century	312
1	1	BELLY BROTHERS/It's About The Way	312
1	1	MARK CHESNUTT/It's Heartache	312
1	1	DIAMOND RIO/Know How	312
1	1	JOE DIFuria/We Even Yet	312
1	1	JOE DIFuria/Better Off Gone	312
1	1	JOE DIFuria/Don't Let Me Go	312

**MARKET #2**  
**KZLA/Los Angeles**  
Bonneville  
(323) 882-8000  
Fink/McCormack  
12+ Cumc 695,400



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
54	57	GEORGE STRAIT/Write This Down	23313
40	45	MARTINA MCBRIDE/Whatever You Say	18405
33	45	TRISHA YEARWOOD/It's About The Way	18405
25	35	LONESTAR/Amazed	14724
35	36	JO DEE MESSINA/Lesson In Leavin'	14724
22	33	KENNY CHESNEY/You Had Me From	13497
22	31	JOE DIFuria/Night To Remember	12679
30	31	FAITH HILL/The Secret Of Life	11043
20	27	CHIELY WRIGHT/Single White Female	11043
36	24	DIXIE CHICKS/Let 'Er Rip	9816
24	24	SHE DAISY/Little Good-byes	10032
20	24	DWIGHT YOAKAM/Crazy Little	10032
17	23	SHANIA TWAIN/You've Got A Way	9614
20	22	LILA MCCANN/With You	9196
18	22	TRISHA YEARWOOD/It Still Love	9196
14	19	DIXIE CHICKS/Once Upon A Time	7771
23	18	SHANIA TWAIN/You've Got A Way	7362
21	18	DWIGHT YOAKAM/Crazy Little	7362
26	15	LILA MCCANN/With You	6135
14	15	REBA MCGENTIRE/One Honest Heart	6135
2	15	YANKEE GREY/All Things	6135
9	14	DIXIE CHICKS/Ready To Run	5726
14	14	CLAY WALKER/She's Always Right	5726
15	13	MARK CHESNUTT/It's Heartache	5317
10	13	BRAD PAISLEY/Who Needs Pictures	5317
2	9	BROOKS & DUNN/You're So Close	3681
2	9	DIXIE CHICKS/Tonight	2454
5	9	NEAL MCCOY/The Girls Of Summer	2045
4	3	TIM MCGRAW/Somebody Like That	1227
3	3	JOHN M. MONTGOMERY/You Had Me From	1227
3	3	DOUG STONE/Make Up In Love	1227
1	3	TRAVIS TRITT/Start The Car	1227
1	3	WARREN BROTHERS/She Wants To Rock	1227
1	2	GARY ALLAN/Smoke Rings In	818
1	2	JESSICA ANDREWS/You Go First	818
1	2	GARTH BROOKS/Take The Keys To	818
1	2	FAITH HILL/The Hard Way	818
1	2	MATT KING/It's About The Way	818
1	2	LONESTAR/Don't Let Me Go	818
1	2	KENNY ROGERS/The Greatest	818

**MARKET #3**  
**WUSN/Chicago**  
Infinity  
(312) 649-0099  
Sledge/Biondo  
12+ Cumc 606,100



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
36	36	GEORGE STRAIT/Write This Down	15048
33	35	JO DEE MESSINA/Lesson In Leavin'	14630
33	33	ALABAMA/(God...) A Little	13794
36	33	LONESTAR/Amazed	13794
34	32	DIXIE CHICKS/Tonight	13376
33	29	REBA MCGENTIRE/One Honest Heart	12122
21	26	SHANE MINOR/Slave To The Habit	10868
21	25	MARTINA MCBRIDE/Whatever You Say	10868
25	25	KENNY ROGERS/The Greatest	10450
20	24	SHE DAISY/Little Good-byes	10332
20	24	DWIGHT YOAKAM/Crazy Little	10032
17	23	SHANIA TWAIN/You've Got A Way	9614
20	22	LILA MCCANN/With You	9196
18	22	TRISHA YEARWOOD/It Still Love	9196
17	21	JOE DIFuria/Night To Remember	8778
22	21	FAITH HILL/The Secret Of Life	8778
23	21	CHIELY WRIGHT/Single White Female	8778
11	19	DIXIE CHICKS/Ready To Run	7942
23	19	ALAN JACKSON/Little Man	7942
17	17	BRAD PAISLEY/Who Needs Pictures	7106
8	16	MARK CHESNUTT/It's Heartache	6688
12	15	M. CHAPIN CARPENTER/Almost Home	6270
11	15	DIAMOND RIO/Know How	6270
13	13	KENNY CHESNEY/You Had Me From	5434
10	13	BRANDY WHITE/You're Still	5434
11	11	GILL WILLOVESS/My Kind Of Woman	4598
4	9	STEVE WARNER/It's Not About The Way	3762
11	8	SUSAN ASHTON/You're Lucky	3344
1	6	LEE ANN WORMACK/Now You... Now...	2508
1	6	JESSICA ANDREWS/You Go First	836
2	2	BILLY RAY CYRUS/You've Got A Heart	836
2	2	SARA EVANS/Fool, I'm A Woman	836
2	2	DOUG STONE/Make Up In Love	836
3	2	CLAY WALKER/She's Always Right	836
1	1	PAUL BRANDT/That's The Truth	418
1	1	DEANA CARTER/You Still Shake Me	418
1	1	GREAT DIVIDE/Pour Me A Vacation	418
1	1	GEORGE JONES/Choices	418
1	1	SHANE MCCANNALLY/Are Your Eyes	418
1	1	LILA MCCANN/Cush	418

**MARKET #4**  
**KYCS/San Francisco**  
Infinity  
(415) 391-9330  
Jordan/Jordan  
12+ Cumc 252,700



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
44	49	LONESTAR/Amazed	5292
46	48	GEORGE STRAIT/Write This Down	5184
44	43	JO DEE MESSINA/Lesson In Leavin'	4644
35	35	DWIGHT YOAKAM/Crazy Little	3780
24	34	ALABAMA/(God...) A Little	3672
25	27	JOE DIFuria/Night To Remember	2916
19	25	TRISHA YEARWOOD/It Still Love	2700
22	23	CHIELY WRIGHT/Single White Female	2484
18	22	KENNY CHESNEY/You Had Me From	2376
20	22	SHE DAISY/Little Good-byes	2376
24	22	SHANIA TWAIN/You've Got A Way	2160
20	20	REBA MCGENTIRE/One Honest Heart	2160
15	20	TIM MCGRAW/Somebody Like That	2160
7	19	DIXIE CHICKS/Ready To Run	2052
10	12	MARK CHESNUTT/It's Heartache	1296
11	11	STEVE WARNER/It's Not About The Way	1188
8	10	M. CHAPIN CARPENTER/Almost Home	1080
9	9	KENNY ROGERS/The Greatest	972
13	9	MARK WILLIS/She's In Love	972
11	8	DIAMOND RIO/Know How	864
7	8	FAITH HILL/The Secret Of Life	864
8	8	GEORGE JONES/Choices	864
8	8	SHANE MINOR/Slave To The Habit	864
5	6	DOUG STONE/Make Up In Love	648
17	5	MARTINA MCBRIDE/Whatever You Say	540
7	4	ALAN JACKSON/Little Man	432
1	4	SUSAN ASHTON/You're Lucky	408
1	4	PAUL BRANDT/That's The Truth	408
1	4	GEORGE JONES/Choices	408
1	4	CLAY WALKER/She's Always Right	408
1	4	WARREN BROTHERS/She Wants To Rock	408
1	4	WALKER BROTHERS/She Wants To Rock	408
1	4	JASON SELL/RSAs Matter, O' Time	408
1	4	JOHN M. MONTGOMERY/You Had Me From	408

**MARKET #5**  
**WXTU/Philadelphia**  
Beasley  
(610) 667-9000  
Johnson  
12+ Cumc 528,100



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
33	37	JO DEE MESSINA/Lesson In Leavin'	13764
37	37	GEORGE STRAIT/Write This Down	13764
33	36	DIXIE CHICKS/Tonight	13399
38	30	ALABAMA/(God...) A Little	11160
22	28	LONESTAR/Amazed	10016
21	25	DOUG STONE/Make Up In Love	9340
17	23	SHANIA TWAIN/You've Got A Way	8556
22	21	LILA MCCANN/With You	7812
21	21	REBA MCGENTIRE/One Honest Heart	7812
22	21	CHIELY WRIGHT/Single White Female	7812
23	21	DWIGHT YOAKAM/Crazy Little	7812
18	20	SHERRIE AUSTIN/It's Never Been Kissed	7440
24	20	JOE DIFuria/Night To Remember	7440
20	20	FAITH HILL/The Secret Of Life	7440
17	20	MARK CHESNUTT/It's Heartache	7440
22	19	ALAN JACKSON/Little Man	7068
21	19	MARTINA MCBRIDE/Whatever You Say	7068
14	23	KENNY ROGERS/The Greatest	4836
2	12	KENNY CHESNEY/You Had Me From	4464
12	11	SHANE MINOR/Slave To The Habit	4092
11	11	CHIELY WRIGHT/Single White Female	4092
12	9	JAMES PROSSER/Anyone Does It	3348
1	1	CHAD BROCK/It's Not About The Way	372
1	1	M. CHAPIN CARPENTER/Almost Home	372
1	1	MARK CHESNUTT/It's Heartache	372
1	1	DIAMOND RIO/Know How	372
1	1	SARAH EVANS/Fool, I'm A Woman	372
1	1	GILL WILLOVESS/My Kind Of Woman	372
1	1	GEORGE JONES/Choices	372
1	1	MONTGOMERY GENTRY/Lonely And Gone	372
1	1	STEVE WARNER/It's Not About The Way	372
1	1	BRAD PAISLEY/Who Needs Pictures	372
1	1	CLAY WALKER/She's Always Right	372
1	1	LEE ANN WORMACK/Now You... Now...	372
1	1	TRISHA YEARWOOD/It Still Love	372

**MARKET #6**  
**WWWW/Detroit**  
Chancellor  
(313) 259-4323  
Roberts/Cadillac Jack  
12+ Cumc 385,800



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
45	44	SHE DAISY/Little Good-byes	10092
41	42	JO DEE MESSINA/Lesson In Leavin'	10206
40	40	LONESTAR/Amazed	9720
38	40	MARTINA MCBRIDE/Whatever You Say	9720
19	34	ALABAMA/(God...) A Little	8262
27	30	BRAD PAISLEY/Who Needs Pictures	7290
36	28	REBA MCGENTIRE/One Honest Heart	6804
36	28	GEORGE STRAIT/Write This Down	6804
20	27	DIXIE CHICKS/Tonight	6561
19	22	FAITH HILL/The Secret Of Life	5346
9	22	CHIELY WRIGHT/Single White Female	5346
26	22	DWIGHT YOAKAM/Crazy Little	5346
22	19	KENNY CHESNEY/You Had Me From	4617
4	19	KENNY ROGERS/The Greatest	4131
13	17	JOE DIFuria/Night To Remember	3888
10	16	DIXIE CHICKS/Ready To Run	3888
22	16	ALAN JACKSON/Little Man	3888
11	15	SHANIA TWAIN/You've Got A Way	3645
9	14	M. CHAPIN CARPENTER/Almost Home	3402
11	14	SHANE MINOR/Slave To The Habit	3402
3	14	MONTGOMERY GENTRY/Lonely And Gone	3402
12	12	LEE ANN WORMACK/Now You... Now...	2916
20	10	LILA MCCANN/With You	2430
10	10	JOHN M. MONTGOMERY/You Had Me From	2430
17	8	GILL WILLOVESS/My Kind Of Woman	1914
23	6	CLAY WALKER/She's Always Right	1458
4	5	MATT KING/It's About The Way	1215
9	4	SARA EVANS/Fool, I'm A Woman	972
4	4	CHARLIE TENNISON/Someone Else's	972
4	3	MARK CHESNUTT/It's Heartache	972
3	3	DOUG STONE/Make Up In Love	729
4	2	SUSAN ASHTON/You're Lucky	486
2	2	SHERRIE AUSTIN/It's Never Been Kissed	486
3	2	AARON TIPPIN/Her	486
1	1	CHAD BROCK/It's Not About The Way	243
1	1	DIAMOND RIO/Know How	243
1	1	GEORGE JONES/Choices	243
1	1	TIM MCGRAW/Somebody Like That	243
1	1	SHANE MINOR/Ordinary Love	243
1	1	MONTGOMERY GENTRY/Trying To Survive	243

**MARKET #6**  
**WYCD/Detroit**  
Infinity  
(248) 799-0600  
Rodman/Hatfield  
12+ Cumc 342,400



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
37	37	LONESTAR/Amazed	6845
35	35	JOE DIFuria/Night To Remember	6475
33	34	REBA MCGENTIRE/One Honest Heart	6290
33	32	GEORGE STRAIT/Write This Down	5920
30	28	MARTINA MCBRIDE/Whatever You Say	5180
24	23	ALABAMA/(God...) A Little	4255
25	23	JO DEE MESSINA/Lesson In Leavin'	4255
22	22	SHE DAISY/Little Good-byes	4070
20	20	FAITH HILL/The Secret Of Life	3700
20	19	CLAY WALKER/She's Always Right	3515
21	18	CHIELY WRIGHT/Single White Female	3330
12	15	M. CHAPIN CARPENTER/Almost Home	2775
9	14	KENNY CHESNEY/You Had Me From	2590
16	14	SHANE MINOR/Slave To The Habit	2590
16	14	SHANIA TWAIN/You've Got A Way	2405
13	13	SUSAN ASHTON/You're Lucky	2405
12	13	DIXIE CHICKS/Tonight	2405
16	13	KENNY ROGERS/The Greatest	2405
12	11	ALAN JACKSON/Little Man	2035
13	10	MARK CHESNUTT/It's Heartache	1850
11	10	DOUG STONE/Make Up In Love	1850
10	10	SHANIA TWAIN/You've Got A Way	1850
10	10	MARK WILLIS/She's In Love	1850
8	7	DIXIE CHICKS/Ready To Run	1480
8	7	BRAD PAISLEY/Who Needs Pictures	1295
1	6	GILL WILLOVESS/My Kind Of Woman	1110
1	6	DWIGHT YOAKAM/Crazy Little	555
1	1	BROOKS & DUNN/South Of Santa Fe	185
1	1	DIAMOND RIO/Know How	185
1	1	SARA EVANS/Fool, I'm A Woman	185
1	1	GEORGE JONES/Choices	185
1	1	LEE ANN WORMACK/Now You... Now...	185
1	1	TRISHA YEARWOOD/It Still Love	185

**MARKET #7**  
**KPLX/Dallas**  
Susquehanna  
(214) 526-2400  
Phillips/Rivers/Alan  
12+ Cumc 430,200



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
49	52	JO DEE MESSINA/Lesson In Leavin'	13000
58	51	LONESTAR/Amazed	12750
47	50	GEORGE STRAIT/Write This Down	12500
45	46	BROOKS & DUNN/Brand New Whiskey	11500
45	46	DIXIE CHICKS/Tonight	11500
30	41	DIXIE CHICKS/Ready To Run	10250
47			



# Country Playlists

FIND COMPLETE PLAYLISTS FOR ALL COUNTRY REPORTERS ON R&R ONLINE MUSIC TRACKING

**MARKET #22**  
**WRBO/Tampa**  
Infinity  
(813) 287-1047  
Lane/Knight  
12+ Cume 230,600

**Q105 COUNTRY**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
36	44	JO DEE MESSINA/Lesson In Leavin'	7348
42	41	LONE STAR/Amazed	6847
39	39	MARTINA MCBRIDE/Whatever You Say	6513
33	36	SHE DAISY/Little Good-byes	6012
33	35	JOE DUFFIE/Night To Remember	5845
32	35	SHANE MINOR/Slave To The Habit	5845
34	34	AL ABAMA/(God... ) A Little	5678
21	33	KENNY CHESNEY/You Had Me From...	5511
32	33	LILA MCCANN/With You	5511
33	33	REBA MCKENTRE/One Honest Heart	5511
33	33	GEORGE STRAIT/Write This Down	5511
20	32	MARK CHESNUT/This Heartache	4509
25	27	FAITH HILL/The Secret Of Life	4509
15	22	BRAD PAISLEY/Who Needs Pictures	3674
18	21	DWIGHT YOAKAM/Crazy Little	3507
18	21	TRISHA YEARWOOD/It's Still Love	3006
13	17	CHAD BROCK/Who Needs Pictures	2839
13	17	CHELY WRIGHT/Single White Female	2839
12	16	M. CHAPIN CARPENTER/Almost Home	2672
20	16	KENNY ROGERS/The Greatest	2672
12	15	SHANIA TWAIN/You've Got A Way	2505
13	14	ALAN JACKSON/Little Man	2338
14	14	MICHAEL PETERSON/Sure Feels Real Good	2338
11	14	WARREN BROTHERS/She Wants To Rock	2338
6	13	DIXIE CHICKS/Ready To Run	2171
13	13	LEE ANN WOMACK/(Now You... ) Now	2171
11	12	GILL W/LOVELESS/My Kind Of Woman	2034
10	11	SAWYER BROWN/In A Love With Her	1800
10	11	MARK WILLIS/She's In Love	1800
7	10	DOUG STONE/Make Up In Love	1670
7	10	GEORGE JONES/Choices	1503
9	8	SHANE MCANALLY/Are You Eyes	1336
9	8	SHANE MCANALLY/Say Anything	1336
1	8	JASON SELLERS/A Matter Of Time	1336
2	8	AARON TIPPIN/Her	1336
4	7	SUSAN ASHTON/You're Lucky	1169
4	7	NEAL MCCOY/The Girls Of Summer	1169
7	7	SHANE MINOR/Ordinary Love	1169
7	7	STIVE WARINER/In A Love With Her	1169
3	7	BRYAN WHITE/You're Still	1169

**MARKET #23**  
**KYGO/Denver**  
Jefferson-Pilot  
(303) 321-9950  
St. John/Svendsen  
12+ Cume 346,900

**KYGO 98.5**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
30	50	LONE STAR/Amazed	10950
45	47	JO DEE MESSINA/Lesson In Leavin'	10293
46	47	GEORGE STRAIT/Write This Down	10293
30	27	AL ABAMA/(God... ) A Little	5913
26	27	FAITH HILL/The Secret Of Life	5913
27	27	MARTINA MCBRIDE/Whatever You Say	5913
28	26	KENNY CHESNEY/You Had Me From...	5694
19	26	ALAN JACKSON/Little Man	5694
24	26	REBA MCKENTRE/One Honest Heart	5694
24	26	BRAD PAISLEY/Who Needs Pictures	5694
18	26	KENNY ROGERS/The Greatest	5694
16	26	SHANIA TWAIN/You've Got A Way	5475
25	25	CLAY WALKER/She's Always Right	5037
10	24	JOE DUFFIE/Night To Remember	5037
23	23	DWIGHT YOAKAM/Crazy Little	5037
3	22	DIXIE CHICKS/Ready To Run	4818
19	19	NEAL MCCOY/The Girls Of Summer	4161
10	18	STIVE WARINER/In A Love With Her	3942
14	18	MARK WILLIS/She's In Love	3942
15	17	CHELY WRIGHT/Single White Female	3723
19	16	SHANE MINOR/Slave To The Habit	3504
3	14	ANDY GRIGGS/It's So Crazy	3066
14	13	SHE DAISY/Little Good-byes	2847
10	9	MARK CHESNUT/This Heartache	1971
27	9	DIXIE CHICKS/Tonight	1971
27	9	LILA MCCANN/With You	1971
8	7	CLAY WALKER/Watch This	1533
8	6	CHAD BROCK/Who Needs Pictures	1314
5	6	NEAL MCCOY/Choices	1095
5	5	JESSICA ANDREWS/You Go First	876
6	4	GEORGE JONES/Choices	876
6	4	MATT KING/In A Love With Her	876
4	4	COLLIN RAYE/Start Over Georgia	876
3	4	TRISHA YEARWOOD/It's Still Love	876
3	3	M. CHAPIN CARPENTER/Almost Home	657
3	3	DIAMOND RIO/In A Love With Her	657
3	3	SARA EVANS/Fool, I'm A Woman	657
3	3	GILL W/LOVELESS/My Kind Of Woman	657
7	3	JOHN M. MONTGOMERY/Home To You	657

**MARKET #24**  
**WGAR/Cleveland**  
Clear Channel  
(216) 328-9950  
Hunnicut/Cooler  
12+ Cume 346,100

**WGAR 99.5**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
41	45	LONE STAR/Amazed	11115
39	41	GEORGE STRAIT/Write This Down	10127
36	36	JOE DUFFIE/Night To Remember	8892
27	34	AL ABAMA/(God... ) A Little	8398
34	34	SHE DAISY/Little Good-byes	8398
31	29	FAITH HILL/The Secret Of Life	7163
19	21	ALAN JACKSON/Little Man	5187
20	20	KENNY CHESNEY/You Had Me From...	4940
23	20	MARTINA MCBRIDE/Whatever You Say	4940
19	19	JOE DUFFIE/Night To Remember	4693
23	19	DIXIE CHICKS/Tonight	4693
19	19	CHELY WRIGHT/Single White Female	4693
17	16	DWIGHT YOAKAM/Crazy Little	4693
12	17	TRISHA YEARWOOD/It's Still Love	4199
17	16	BRAD PAISLEY/Who Needs Pictures	3952
15	15	SHANIA TWAIN/You've Got A Way	3705
14	14	MARK CHESNUT/This Heartache	3458
14	14	GILL W/LOVELESS/My Kind Of Woman	3458
4	13	MICHAEL PETERSON/Sure Feels Real Good	3211
20	12	REBA MCKENTRE/One Honest Heart	2964
10	11	SHANIA TWAIN/You've Got A Way	2717
5	10	M. CHAPIN CARPENTER/Almost Home	2470
5	10	MARK WILLIS/She's In Love	2470
11	9	DOUG STONE/Make Up In Love	2223
11	9	WARREN BROTHERS/She Wants To Rock	2223
9	9	LEE ANN WOMACK/(Now You... ) Now	2223
1	8	CLAY WALKER/Watch This	1976
7	7	JOHN WALKER/She's Always Right	1729
6	6	CHAD BROCK/Who Needs Pictures	1482
5	5	DIXIE CHICKS/Ready To Run	1235
4	5	LILA MCCANN/With You	988
3	4	JESSICA ANDREWS/You Go First	741
3	4	SARA EVANS/Fool, I'm A Woman	741
3	4	TIM MCGRAW/Someone Like That	741
3	3	KENNY ROGERS/The Greatest	741
4	3	AARON TIPPIN/Her	741
1	2	GARY ALLAN/Smoke Rings In	494
2	2	MATT KING/In A Love With Her	494
2	2	JOHN M. MONTGOMERY/Home To You	494
2	2	CLAY WALKER/Watch This	494

**MARKET #25**  
**KUPL/Portland, OR**  
Infinity  
(503) 223-0300  
Rolle/Taylor  
12+ Cume 214,800

**KUPL 98.7**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
37	37	LONE STAR/Amazed	5957
37	37	JOE DUFFIE/Night To Remember	5957
33	34	FAITH HILL/The Secret Of Life	5474
36	34	LILA MCCANN/With You	5474
36	34	GEORGE STRAIT/Write This Down	5474
33	33	JOE DUFFIE/Night To Remember	5313
33	33	MARTINA MCBRIDE/Whatever You Say	5313
28	30	AL ABAMA/(God... ) A Little	4830
35	30	DIXIE CHICKS/Tonight	4830
24	29	DIXIE CHICKS/Ready To Run	4669
26	27	REBA MCKENTRE/One Honest Heart	4347
27	27	SHE DAISY/Little Good-byes	4347
29	27	DWIGHT YOAKAM/Crazy Little	4347
29	26	CHELY WRIGHT/Single White Female	4186
14	25	JOHN BERRY/In A Love With Her	4025
27	24	ALAN JACKSON/Little Man	3864
27	24	BRAD PAISLEY/Who Needs Pictures	3864
27	24	SHANIA TWAIN/You've Got A Way	3864
27	21	SHANE MINOR/Slave To The Habit	3320
20	20	ANDY GRIGGS/It's So Crazy	3220
15	18	KENNY CHESNEY/You Had Me From...	2898
15	17	CHAD BROCK/Who Needs Pictures	2737
12	17	MONTGOMERY GENTRY/Lonely And Gone	2737
12	17	LEE ANN WOMACK/(Now You... ) Now	2737
2	14	MARK CHESNUT/This Heartache	2254
15	14	NEAL MCCOY/The Girls Of Summer	2254
12	14	NITTY GRITTY DIRT... (Bang, Bang, Bang!)	2254
27	14	KENNY CHESNEY/You Had Me From...	2254
1	6	M. CHAPIN CARPENTER/Almost Home	966
1	6	COLLIN RAYE/Start Over Georgia	966
4	4	TRISHA YEARWOOD/It's Still Love	966
4	4	CHRIS LEBLANC/Start Over Georgia	644
4	4	BARBON BROTHERS/She Wants To Rock	644
2	4	TRALONIS/Start Over Georgia	644
4	4	BRYAN WHITE/You're Still	644
3	3	SHANE PETRONE/This Time	483
3	3	JASON SELLERS/A Matter Of Time	483
3	3	AARON TIPPIN/Her	483
3	3	RANDY TRAVIS/King Of The Road	483
3	3	WILKINSONS/The Yodelin' Blues	483

**MARKET #25**  
**KWJ/Portland, OR**  
Fisher  
(503) 228-4393  
Mitchell/Montgomery  
12+ Cume 201,400

**KWJ 98.5**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
37	40	LONE STAR/Amazed	5957
38	39	AL ABAMA/(God... ) A Little	4212
38	39	MARTINA MCBRIDE/Whatever You Say	4212
36	38	JOE DUFFIE/Night To Remember	4104
34	38	GEORGE STRAIT/Write This Down	4104
33	38	CHELY WRIGHT/Single White Female	4104
36	37	JOE DUFFIE/Night To Remember	3996
30	33	FAITH HILL/The Secret Of Life	3564
36	33	ALAN JACKSON/Little Man	3564
5	32	KENNY CHESNEY/You Had Me From...	3456
34	32	TIM MCGRAW/Someone Like That	3456
27	29	KENNY CHESNEY/You're Thinking My	3132
24	28	KENNY CHESNEY/The Greatest	3024
26	28	DWIGHT YOAKAM/Crazy Little	2916
28	27	DIXIE CHICKS/Tonight	2916
25	27	REBA MCKENTRE/One Honest Heart	2916
25	27	LILA MCCANN/With You	2700
25	25	CLAY WALKER/She's Always Right	2700
20	20	DIXIE CHICKS/Ready To Run	2160
18	20	SHANE MINOR/Slave To The Habit	2160
19	19	WARREN BROTHERS/She Wants To Rock	2052
13	18	SHANIA TWAIN/You've Got A Way	1944
13	17	SHERRIE AUSTIN/Never Been Kissed	1836
7	15	STIVE WARINER/In A Love With Her	1620
13	14	BRYAN WHITE/You're Still	1512
16	14	LEE ANN WOMACK/(Now You... ) Now	1512
8	13	CHARLIE HORNBORN/Tonight	1404
10	13	WILKINSONS/The Yodelin' Blues	1080
8	9	SHE DAISY/Little Good-byes	976
9	7	BRAD PAISLEY/Who Needs Pictures	752
12	7	DOUG STONE/Make Up In Love	752
2	7	SHANIA TWAIN/You've Got A Way	324
2	7	TRISHA YEARWOOD/It's Still Love	324
2	7	SUSAN ASHTON/You're Lucky	216
2	7	CHAD BROCK/Who Needs Pictures	216
2	7	M. CHAPIN CARPENTER/Almost Home	216
2	7	MARK CHESNUT/This Heartache	216
2	7	DIAMOND RIO/In A Love With Her	216
2	7	SARA EVANS/Fool, I'm A Woman	216
2	7	GILL W/LOVELESS/My Kind Of Woman	216

**MARKET #26**  
**WUBE/Cincinnati**  
Chancellor  
(513) 721-1050  
Closson/Hamilton  
12+ Cume 314,800

**B105**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
31	32	AL ABAMA/(God... ) A Little	6400
19	31	REBA MCKENTRE/One Honest Heart	6200
34	30	DIXIE CHICKS/Tonight	6000
35	30	LONE STAR/Amazed	6000
31	30	MARTINA MCBRIDE/Whatever You Say	6000
36	30	JOE DUFFIE/Night To Remember	6000
29	29	GEORGE STRAIT/Write This Down	5800
32	28	SHE DAISY/Little Good-byes	5600
21	21	MONTGOMERY GENTRY/Lonely And Gone	4200
17	20	KENNY CHESNEY/You Had Me From...	4000
17	20	JOE DUFFIE/Night To Remember	4000
20	20	YANKEE GREY/All Things	4000
13	19	ALAN JACKSON/Little Man	3800
6	19	SHANE MINOR/Ordinary Love	3800
10	19	LEE ANN WOMACK/(Now You... ) Now	3800
13	18	CHELY WRIGHT/Single White Female	3600
18	17	BRAD PAISLEY/Who Needs Pictures	3400
15	15	FAITH HILL/The Secret Of Life	3000
14	15	KENNY ROGERS/The Greatest	3000
19	14	SHERRIE AUSTIN/Never Been Kissed	2800
13	14	SHANIA TWAIN/You've Got A Way	2800
2	13	M. CHAPIN CARPENTER/Almost Home	2600
13	13	DWIGHT YOAKAM/Crazy Little	2600
13	13	DIXIE CHICKS/Ready To Run	2200
12	10	JOHN M. MONTGOMERY/Home To You	2000
12	9	GILL W/LOVELESS/My Kind Of Woman	1800
9	9	MATT KING/In A Love With Her	1800
9	8	TRISHA YEARWOOD/It's Still Love	1600
4	7	MARK CHESNUT/This Heartache	1400
2	7	SAWYER BROWN/In A Love With Her	1400
8	7	AARON TIPPIN/Her	1400
1	6	JESSICA ANDREWS/You Go First	1200
1	6	SHANA PETRONE/This Time	1200
6	6	DOUG STONE/Make Up In Love	1200
5	5	MICHAEL PETERSON/Sure Feels Real Good	1000
3	5	BRADY SEALS/She's Always Right	1000
14	2	LILA MCCANN/With You	400
1	1	PAUL BRANDT/Who Needs Pictures	200
1	1	CHAD BROCK/Who Needs Pictures	200
1	1	DIAMOND RIO/In A Love With Her	200

**MARKET #26**  
**WYGY/Cincinnati**  
Chancellor  
(513) 721-1050  
Marshall/Rider/Gerard  
12+ Cume 158,100

**Y96.5 FM**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
47	50	LONE STAR/Amazed	2950
26	50	JOE DUFFIE/Night To Remember	2950
45	46	MARTINA MCBRIDE/Whatever You Say	2714
43	43	AL ABAMA/(God... ) A Little	2537
47	43	DIXIE CHICKS/Tonight	2537
24	40	SHE DAISY/Little Good-byes	1770
25	27	DIXIE CHICKS/Ready To Run	1593
24	27	CHELY WRIGHT/Single White Female	1593
24	26	JOE DUFFIE/Night To Remember	1534
25	24	TRISHA YEARWOOD/It's Still Love	1475
25	24	DWIGHT YOAKAM/Crazy Little	1416
15	23	FAITH HILL/The Secret Of Life	1357
28	23	YANKEE GREY/All Things	1357
2	22	JOHN M. MONTGOMERY/Home To You	1298
18	20	SHANE MINOR/Ordinary Love	1239
18	20	SHERRIE AUSTIN/Never Been Kissed	1180
20	20	SHANIA TWAIN/You've Got A Way	1180
12	19	KENNY CHESNEY/You Had Me From...	1121
22	19	BRADY SEALS/She's Always Right	1121
18	17	ALAN JACKSON/Little Man	1003
17	17	REBA MCKENTRE/One Honest Heart	1003
1	15	MONTGOMERY GENTRY/Lonely And Gone	885
13	14	GEORGE STRAIT/Write This Down	826
1	7	AARON TIPPIN/Her	413
6	6	SAWYER BROWN/In A Love With Her	354
4	6	MARK WILLIS/She's In Love	236
1	6	LILA MCCANN/With You	118
22	2	SHANE MINOR/Slave To The Habit	118
1	1	M. CHAPIN CARPENTER/Almost Home	59
2	1	MARK CHESNUT/This Heartache	59
1	1	DIAMOND RIO/In A Love With Her	59
8	1	SARA EVANS/Fool, I'm A Woman	59
1	1	GILL W/LOVELESS/My Kind Of Woman	59
1	1	KENNY ROGERS/The Greatest	59
1	1	DOUG STONE/Make Up In Love	59
11	1	CLAY WALKER/She's Always Right	59

# Country Song Index

## A

**SHERRIE' AUSTIN** Never Been Kissed (*Arista 3140*)  
**Prod:** Ed Seay, Will Rambeaux **Wr:** Sheree' Austin, Greg Barnhill, Will Rambeaux **Pub:** Reynsong Publishing Corp., Lucky Ladybug Publishing, Bayou Boy Music (BMI)/Chrysalis Music, Audacity Music (ASCAP) **Mgr:** Fitzgerald-Hartley Co.

## B

**CHAD BROCK** Lightning Does The Work (*Warner Bros. 9711*)  
**Prod:** NorroWilson, Buddy Cannon **Wr:** Chad Brock, John Hadley, Kelly Garrett **Pub:** McSpadden Music, a div. of McSpadden-Smith Music LLC/Bluesbilly Music/Sony/ATV songs LLC dba Tree Publishing Co./John Hadley Songs BMI **Mgr:** James Dowell Management

## C

**MARY CHAPIN CARPENTER** Almost Home (*Columbia 42001*)  
**Prod:** Mary Chapin Carpenter, Blake Chancey **Wr:** Mary Chapin Carpenter, Beth Nielson Chapman, Annie Roboff **Pub:** Why Walk Music (ASCAP)/Almo Music Corp. (ASCAP)/BNC Songs (ASCAP)/Anwa Music (ASCAP)

**KENNY CHESNEY** You Had Me From Hello (*BNA 65728*)  
**Prod:** Buddy Cannon, Norro Wilson **Wr:** Kenny Chesney, Skip Ewing **Prod:** Acuff-Rose Music, Inc. (BMI) **Mgr:** International Management Services

## D

**DIAMOND RIO** I Know How The River Feels (*Arista 3153*)  
**Prod:** Michael D. Clute, Diamond Rio **Wr:** Steven Dale Jones, Amy Powers **Pub:** Famous Music Corporation, Island Bound Music, Inc./Powers Be That Music (ASCAP) **Mgr:** Ken Kragen Management

**JOE DIFFIE** A Night To Remember (*Epic 41907*)  
**Prod:** Don Cook, Lonnie Wilson **Wr:** Max T. Barnes, T.W. Hale **Pub:** Curb Songs (ASCAP)/Kinetic Diamond II (ASCAP)/Rob 'N Riley (ASCAP)/Songs Of Peer, Ltd. (ASCAP)/Grammy Music Publishing (ASCAP)

## E

**SARA EVANS** Fool, I'm A Woman (*RCA 65711*)  
**Prod:** Norro Wilson, Buddy Cannon **Wr:** Sara Evans, Matraca Berg **Pub:** Sony/ATV Songs LLC/Windswept Pacific Songs/Wedgewood Avenue Music/Hillibeth Music **Mgr:** Brenner Management, Inc.

## G

**VINCE GILL w/ PATTY LOVELESS** My Kind Of Woman... (*MCA*)  
**Prod:** Tony Brown **Wr:** Vince Gill **Pub:** Vinny Mae Music BMI **Mgr:** Fitzgerald Hartley Company

## J

**GEORGE JONES** Choices (*Asylum/EEG 1331*)  
**Prod:** Keith Stegall **Wr:** Billy Yates, Mike Curtis **Pub:** Music Corporation of America, Inc./So Bizzy Music/Hillbillion Music (BMI)/Boondocks Music/Makin' Friends Music, Inc./Mac Wadkins Publishing (ASCAP)

## K

**MATT KING** Rub It In (*Atlantic*)  
**Prod:** Billy Joe Walker, Jr. **Wr:** Layng Martine, Jr. **Pub:** AHAB Music, BMI **Mgr:** Cathy Gurley

## L

**LONESTAR** Amazed (*BNA 65731*)  
**Prod:** Dann Huff **Wr:** Marv Green, Aimee Mayo, Chris Lindsey **Pub:** Warner-Tamerlane Publishing Corp./Golden Wheat Music (BMI) **Mgr:** Carter Career Management

## M

**MARTINA McBRIDE** Whatever You Say (*RCA 7863*)  
**Prod:** Paul Worely, Martina McBride **Wr:** Tony Martin, Ed Hill **Pub:** Hamstein Cumberland Music/Baby Mae Music/New Haven Music, Inc./Music Hill Music (BMI) **Mgr:** Bruce Allen Management

**NEAL McCOY** The Girls Of Summer (*Atlantic 8964*)  
**Prod:** Kyle Lehning **Wr:** Bobby Carmichael, Randy Bourdreaux **Pub:** Ocean Bound Music, Inc./Ensign Music Corporation/Mike Curb/That's A Smash Music, Inc. (BMI) **Mgr:** Warner Avalon

**REBA McENTIRE** One Honest Heart (*MCA 72094*)  
**Prod:** David Malloy, Reba McEntire **Wr:** David Malloy, Frank J. Myers, Gary Baker **Pub:** Starstruck Angel Music, Inc./Malloy's Toys Music (BMI)/Dixie Stars Music/Zomba Enterprises, Inc./Swear By It Music (ASCAP) **Mgr:** Starstruck Entertainment

**TIM McGRAW** Something Like That (*Curb*)  
**Prod:** Byron Gallimore, James Stroud, Tim McGraw **Wr:** Rick Ferrell, Keith Follese' **Pub:** Mr. Noise Music/We Make Music (BMI)/Bud Dog Music, Inc./Follazoo Music Publishing (ASCAP) **Mgr:** RPM Management

**JO DEE MESSINA** Lesson In Leavin' (*Curb 1505*)  
**Prod:** Byron Gallimore, Tim McGraw **Wr:** Randy Goodrum, Brent Maher **Pub:** Chappell & Co. (ASCAP)/Salimaker Music (ADCAP)/Sony ATV Tunes LLC/Blue Quill Music (ASCAP) **Mgr:** Refugee Management International

**SHANE MINOR** Slave To The Habit (*Mercury 235*)  
**Prod:** Dann Huff **Wr:** Kostas, Toby Keith, Chuck Cannon **Pub:** Songs of Polygram Int'l, Inc./Seven Angels Music/Tokeco Tunes; Wacissa River Music, Inc., Admin. by MRBI (BMI) **Mgr:** Bud Prager

## P

**BRAD PAISLEY** Who Needs Pictures (*Arista 3156*)  
**Prod:** Frank Rogers **Wr:** Brad Paisley, Chris DuBois, Frank Rogers **Pub:** EMI April Music Inc., Plaid Paisley Music, Cattle Call Music, Sea Gayle Music (ASCAP) **Mgr:** Jag Management

**SHANA PETRONE** This Time (*Epic 40351*)  
**Prod:** Paul Worley **Wr:** Gordon Kennedy, Phil Maderia, William Owsley **Pub:** PolyGram International Publishing, Inc. (ASCAP)/Sondance Kid Music (ASCAP)/Mail Train Music (ASCAP) admin. by Funatic (ASCAP)/Owsley Music Publishing (ASCAP) admin. by Kevin Morris (ASCAP)

## R

**COLLIN RAYE** Start Over Georgia (*Epic 42136*)  
**Prod:** Paul Worley, Bill Joe Walker, Jr., Collin Raye **Wr:** Collin Raye, Scot Wray **Pub:** Sony Music Entertainment, Inc.

## R

**JULIE REEVES** Trouble Is A Woman (*Virgin 14326*)  
**Prod:** Scott Hendricks **Wr:** Tim Johnson, David Malloy, Kim Williams **Pub:** Warner-Tamerlane Publishing Corp./Big Giant Music/Starstruck Angel Music/Malloy's Toys Music (BMI)/Sony/ATV Tunes LLC/Kim Williams Music (ASCAP)

## S

**SAWYER BROWN** I'm In Love With Her (*Curb 1516*)  
**Prod:** Mark A. Miller, Mac McAnally **Wr:** Chuck Cannon, Allen Shamblin **Pub:** Wacissa River Music, Inc. (BMI) administered by MRBI/Built On A Rock Music (ASCAP) **Mgr:** TKO Artist Management

**DOUG STONE** Make Up In Love (*Atlantic 8901*)  
**Prod:** Wally Wilson, Doug Stone **Wr:** Danny Orton, Tony Ramey **Pub:** MCA Publishing (a Division of Universal Studios Inc., ASCAP/O-Tex Music, BMI.)

**GEORGE STRAIT** Write This Down (*MCA*)  
**Prod:** Tony Brown, George Strait **Wr:** Dana Hunt, Kent M. Robbins **Pub:** Neon Sky Music (ASCAP)/Irving Music, Inc./Colter Bay Music (BMI) **Mgr:** Erv Woolsey

## T

**SHANIA TWAIN** You've Got A Way (*Mercury 243*)  
**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

## W

**WARREN BROTHERS** She Wants To Rock (*BNA 65769*)  
**Prod:** Chris Farren **Wr:** Brad Warren, Brett Warren, Rob Stoney **Pub:** Sony/ATV Songs LLC dba Tree Publishing Co. **Mgr:** Vector Management

**BRYAN WHITE** You're Still Beautiful To Me (*Asylum/EEG 1340*)  
**Prod:** Bryan White, Derek George **Wr:** R.J. Lange, B. Adams **Pub:** Zomba Enterprises Inc./Badams Music Ltd. (ASCAP)

**WILKINSONS** The Yodelin' Blues (*Giant*)  
**Prod:** Tony Haseldon, Russ Zavitson, Doug Johnson **Wr:** Skip Ewing **Pub:** Acuff-Rose Music, Inc. BMI **Mgr:** Fitzgerald Hartley Company

**LEE ANN WOMACK** (Now You See Me) Now You Don't (*MCA 72098*)  
**Prod:** Mark Wright **Wr:** Tony Lane, David Lee, Jess Brown **Pub:** Famous Music Corporation/Almo Music Corp./Twin Creeks Music, Inc./Jess Brown Music/Ken-Ten Publishing - ASCAP/BMI **Mgr:** Erv Woolsey Agency

**CHELY WRIGHT** Single White Female (*MCA 72092*)  
**Prod:** Tony Brown, Buddy Cannon, NorroWilson **Wr:** Shaye Smith, Carolyn Dawn Johnson **Pub:** EMI Blackwood Music Inc./Mark Alan Springer Music (BMI)/Blakemore Avenue Music/Windswept Music (ASCAP) **Mgr:** Titley Spalding Associates

## Y

**TRISHA YEARWOOD** I'll Still Love You More (*MCA*)  
**Prod:** Tony Brown, Trisha Yearwood **Wr:** Diane Warren **Pub:** Realsongs (ASCAP) **Mgr:** Ken Kragen

# AC Playlists

FIND COMPLETE PLAYLISTS FOR ALL AC REPORTERS ON R&R ONLINE MUSIC TRACKING

**MARKET #1**  
**WLTW/New York**  
Chancellor  
(212) 258-7000  
Ryan/Del Rio  
12+ Cume 2,244,400

**106.7 Litefm**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
18	19	PHIL COLLINS/You'll Be In My	30367
20	19	'N SYNC/God...I A Little	30362
18	18	98 DEGREES/The Hardest Thing	28764
18	18	CHER/ Believe	28764
18	18	SIXPENCE...Kiss Me	28764
17	18	SHANIA TWAIN/That Don't	28764
17	17	BACKSTREET BOYS/Want It That Way	27166
14	16	BRITNEY SPEARS/Sometimes	25568
13	14	CHER/Strong Enough	22372
8	10	MADONNA/Beautiful Stranger	15980
9	10	EDWIN MCCAIN/Could Not Ask	14382
1	9	SARAH McLACHLAN/An Angel	12784
7	8	JOHN HEADLEY...A Step Too Far	12784
8	8	BRIAN MCKNIGHT/Anytime	12784
6	8	SARAH McLACHLAN/Will Remember You	12784
5	7	RICKY MARTIN/Livin' La Vida Loca	11186
6	6	SHANIA TWAIN/From This Moment On	9585
1	3	MONICA/Angel Of Mine	4794
1	3	LIONEL RICHIE/Luck	4794
1	2	DIANA KING/Say A Little	3196

**MARKET #2**  
**KBIG/Los Angeles**  
Chancellor  
(818) 546-1043  
Steve/Cotes  
12+ Cume 984,000

**k.big 102.3**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
33	32	SUGAR RAY/Every Morning	14944
28	30	SHERYL CROW/My Favorite Mistake	14010
29	29	RICKY MARTIN/Livin' La Vida Loca	13543
20	27	BRITNEY SPEARS/Sometimes	12609
32	26	SHANIA TWAIN/That Don't	12142
2	24	98 DEGREES/The Hardest Thing	11908
22	24	MADONNA/Beautiful Stranger	11208
19	22	PHIL COLLINS/You'll Be In My	10774
16	22	SOPHIE B...HAWKINS/Lose Your Way	10274
26	22	SIXPENCE...Kiss Me	10274
26	21	EDWIN MCCAIN/Could Not Ask	9807
20	20	BACKSTREET BOYS/Want It That Way	9340
23	17	CHER/Strong Enough	7939
13	12	CHER/ Believe	5694
10	10	CHUMBAWAMBA/Tubthumping	4670
6	9	SMASH MOUTH/Walk On The Sun	4203
5	8	MATCHBOX 20/Sam	3736
7	7	JOHN HEADLEY...A Step Too Far	2907
6	6	LENNY KRAVITZ/Free	2907
4	5	THIRD EYE BULL/Jumpin'	2335
4	4	SARAH McLACHLAN/An Angel	1868
4	4	'N SYNC/Team Up My Heart	1868
2	2	MATCHBOX 20/Back 2 Good	934
1	2	SARAH McLACHLAN/Will Remember You	934
1	2	WILL SMITH/Just The Two Of Us	934
1	1	CHRISTINA AGUILERA/Gene In A Bottle	467
1	1	TAL Bachman/She's So High	467
1	1	BLESSED UNION...May I Leonardo	467
1	1	BRANDY/Almost Doesn't Count	467
1	1	CITIZEN KING/Better Days	467

**MARKET #2**  
**KOST/Los Angeles**  
Cox  
(213) 427-1035  
Chang  
12+ Cume 1,413,500

**KOST 103.5FM**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
17	17	SARAH McLACHLAN/An Angel	12002
16	17	MONICA/Angel Of Mine	12002
17	17	'N SYNC/God...I A Little	12002
17	17	SIXPENCE...Kiss Me	12002
18	16	CHER/ Believe	11296
18	16	SHANIA TWAIN/That Don't	9178
14	12	SHANIA TWAIN/From This Moment On	8472
6	6	BACKSTREET BOYS/Want It That Way	4236
6	6	PHIL COLLINS/You'll Be In My	4236
1	1	98 DEGREES/The Hardest Thing	706
1	1	BRICKMAN/F.H.I.L.L./Destiny	706
1	1	JOHN HEADLEY...A Step Too Far	706
1	1	JOHN & RIMES/Written In The Stars	706
1	1	QUINCY JONES...I'm Yours	706
1	1	MADONNA/Beautiful Stranger	706
1	1	RICKY MARTIN/Livin' La Vida Loca	706
1	1	EDWIN MCCAIN/Could Not Ask	706
1	1	SARAH McLACHLAN/Will Remember You	706
1	1	VONDA SHEPARD...Baby, Don't You	706

**MARKET #3**  
**WLIT/Chicago**  
Chancellor  
(312) 329-9002  
Ryan  
12+ Cume 713,500

**Windy 100FM**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
18	19	98 DEGREES/The Hardest Thing	7942
18	19	BACKSTREET BOYS/Want It That Way	7942
18	19	CHER/ Believe	7942
20	19	'N SYNC/God...I A Little	7942
19	19	SIXPENCE...Kiss Me	7942
19	19	SHANIA TWAIN/That Don't	7942
14	18	CHER/Strong Enough	7574
20	18	PHIL COLLINS/You'll Be In My	7574
10	12	JOHN HEADLEY...A Step Too Far	5016
11	11	SARAH McLACHLAN/An Angel	4598
19	8	SARAH McLACHLAN/An Angel	3344
8	7	SHANIA TWAIN/From This Moment On	2926
3	6	RICKY MARTIN/Livin' La Vida Loca	2508
1	1	BRICKMAN/F.H.I.L.L./Destiny	418
1	1	FAITH HILL/Let Me Let Go	418
1	1	JOHN & RIMES/Written In The Stars	418
1	1	QUINCY JONES...I'm Yours	418
1	1	JOHN MELLENCAMP/In Not Running	418
1	1	MONICA/Angel Of Mine	418
1	1	VONDA SHEPARD...Baby, Don't You	418

**MARKET #3**  
**WNND/Chicago**  
Bonnville  
(312) 297-5100  
Hamin/Johns  
12+ Cume 687,200

**Windy 100FM**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
29	32	BACKSTREET BOYS/Want It That Way	11680
32	32	PHIL COLLINS/You'll Be In My	11680
32	32	SIXPENCE...Kiss Me	11680
28	30	98 DEGREES/The Hardest Thing	10950
27	28	JOHN & RIMES/Written In The Stars	9855
28	27	BRICKMAN/F.H.I.L.L./Destiny	8760
27	26	EDWIN MCCAIN/Could Not Ask	9490
1	24	FAITH HILL/Let Me Let Go	8760
8	24	SHANIA TWAIN/Ambers...Letter	8760
19	24	SHANIA TWAIN/That Don't	8760
28	23	MONICA/Angel Of Mine	8395
22	20	CHER/ Believe	7300
16	19	SARAH McLACHLAN/Will Remember You	6935
10	15	NATALIE COLE/Snowfall On	5475
9	14	VONDA SHEPARD...Baby, Don't You	5110
8	11	BOYZONE/No Matter What	4015
1	10	JOHN HEADLEY...A Step Too Far	3650
1	10	SARAH McLACHLAN/An Angel	3650
1	8	'N SYNC/God...I A Little	2920
1	8	SHANIA TWAIN/From This Moment On	2920
1	1	CHER/Strong Enough	365
1	1	RICKY MARTIN/She's All I Ever Had	0
1	1	SHANIA TWAIN/You've Got A Way	0

**MARKET #4**  
**KIOI/San Francisco**  
Chancellor  
(415) 538-1013  
Lawrence/Trygg  
12+ Cume 532,300

**KIOI 101.3 FM**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
33	33	98 DEGREES/The Hardest Thing	8217
33	33	MONICA/Angel Of Mine	8217
30	30	BACKSTREET BOYS/Want It That Way	7470
25	30	PHIL COLLINS/You'll Be In My	7470
21	25	SIXPENCE...Kiss Me	6225
24	24	CHER/ Believe	5976
22	24	BRITNEY SPEARS/Sometimes	5976
20	23	ALL-4-ONE/Will Be Right Here	5727
13	15	RICKY MARTIN/Livin' La Vida Loca	3735
13	13	NATALIE COLE/Snowfall On	3237
11	12	SHANIA TWAIN/From This Moment On	2988
10	11	SARAH McLACHLAN/An Angel	2719
10	11	'N SYNC/God...I A Little	2739
7	11	ROBYN/Show Me Love	2739
8	9	SARAH McLACHLAN/Will Remember You	2241
8	9	SPICE GIRLS/Say You'll Be There	1992
2	2	FAITH HILL/Let Me Let Go	498
1	1	BRICKMAN/F.H.I.L.L./Destiny	249
1	1	JOHN HEADLEY...A Step Too Far	249
1	1	JOHN & RIMES/Written In The Stars	249
1	1	QUINCY JONES...I'm Yours	249
1	1	JOHN MELLENCAMP/In Not Running	249
1	1	VONDA SHEPARD...Baby, Don't You	249
1	1	MADONNA/Beautiful Stranger	0
1	1	CHER/Strong Enough	0

**MARKET #5**  
**WBEB/Philadelphia**  
WEAZ Radio Inc  
(610) 538-1223  
Coney/Rowland  
12+ Cume 700,700

**B 101.1**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
24	28	MONICA/Angel Of Mine	12516
25	26	PHIL COLLINS/You'll Be In My	11627
27	25	SIXPENCE...Kiss Me	11175
25	25	'N SYNC/God...I A Little	9834
14	17	BACKSTREET BOYS/Want It That Way	6258
14	14	SHANIA TWAIN/From This Moment On	6258
10	10	98 DEGREES/The Hardest Thing	4470
17	10	CHER/ Believe	4470
11	7	SARAH McLACHLAN/An Angel	3129
5	6	SARAH McLACHLAN/An Angel	2682
6	5	JOHN HEADLEY...A Step Too Far	2235
4	4	ALL-4-ONE/Will Be Right Here	1788
4	4	NATALIE COLE/Snowfall On	1788
4	4	MARY GRIFFIN/We Can Get There	1788
4	4	EDWIN MCCAIN/Could Not Ask	1788
3	4	SKYLove Song	1788
2	4	SHANIA TWAIN/That Don't	1788
3	3	BOYZONE/No Matter What	1341
3	3	BRICKMAN/F.H.I.L.L./Destiny	1341
3	3	SOPHIE B...HAWKINS/Lose Your Way	1341
3	3	FAITH HILL/Let Me Let Go	1341
5	2	JIMMY BUFFETT/Pacing The Cage	894
5	2	QUINCY JONES...I'm Yours	894
1	1	BABYFACE/You Were There	447
1	1	BENNY MARDONES/Bless A Brand New	447
1	1	VONDA SHEPARD...Baby, Don't You	447
1	1	RICKY MARTIN/Livin' La Vida Loca	0

**MARKET #7**  
**KVIL/Dallas**  
Infinity  
(214) 691-1037  
Curtis/D'Neat  
12+ Cume 583,900

**103.7 FM**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
20	25	SARAH McLACHLAN/An Angel	6950
22	22	'N SYNC/God...I A Little	6116
22	21	JOHN & RIMES/Written In The Stars	5838
10	12	SHANIA TWAIN/That Don't	3336
10	11	98 DEGREES/The Hardest Thing	3058
12	11	PHIL COLLINS/You'll Be In My	3058
10	10	BACKSTREET BOYS/Want It That Way	2780
9	7	SHANIA TWAIN/From This Moment On	1668
6	6	BOYZONE/No Matter What	1668
6	6	CHER/ Believe	1668
6	6	BRITNEY SPEARS/Sometimes	1668
5	5	KATHY TROCCOLI/Remember	1668
5	5	SIMPLY RED/The Air That I Breathe	1668
6	5	SKYLove Song	1390
6	4	VONDA SHEPARD...Baby, Don't You	1112
3	3	JOHN HEADLEY...A Step Too Far	834
5	3	QUINCY JONES...I'm Yours	834
4	1	SARAH McLACHLAN/Will Remember You	278

**MARKET #8**  
**WMJX/Boston**  
Greater Media  
(617) 822-9600  
Keller/Laurence  
12+ Cume 616,400

**MAGIC 106.7**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
26	27	SIXPENCE...Kiss Me	9720
26	26	BACKSTREET BOYS/Want It That Way	9360
27	26	SARAH McLACHLAN/An Angel	9360
25	25	'N SYNC/God...I A Little	9000
7	24	SARAH McLACHLAN/An Angel	8640
21	21	CHER/ Believe	7560
16	17	PHIL COLLINS/You'll Be In My	6120
15	13	98 DEGREES/The Hardest Thing	4680
8	12	BRITNEY SPEARS/Sometimes	4320
8	10	MADONNA/Beautiful Stranger	3600
8	10	RICKY MARTIN/Livin' La Vida Loca	3600
13	10	SHANIA TWAIN/From This Moment On	3600
6	7	BOYZONE/No Matter What	2520
7	7	FAITH HILL/Let Me Let Go	2520
1	1	JIMMY BUFFETT/Pacing The Cage	360

**MARKET #9**  
**WASH/Washington**  
Chancellor  
(301) 984-9710  
Davis/Martin  
12+ Cume 537,600

**Soft Rock 97.1 WASH.FM**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
5	19	RICKY MARTIN/She's All I Ever Had	5795
7	19	EDWIN MCCAIN/Could Not Ask	5795
22	18	BRICKMAN/F.H.I.L.L./Destiny	5490
17	18	BRITNEY SPEARS/Sometimes	5490
12	15	SIXPENCE...Kiss Me	4575
13	13	FAITH HILL/Let Me Let Go	3965
17	12	ENRIQUE IGLESIAS/Balamos	3660
17	11	98 DEGREES/The Hardest Thing	3355
15	11	BACKSTREET BOYS/Want It That Way	3355
9	11	'N SYNC/God...I A Little	3050
10	10	SARAH McLACHLAN/An Angel	3050
10	10	SHANIA TWAIN/From This Moment On	3050
8	8	CHER/ Believe	2440
4	7	'N SYNC/Team Up My Heart	2135
11	6	98 DEGREES/Because Of You	1830
12	4	PHIL COLLINS/You'll Be In My	1830
4	4	SHANIA TWAIN/That Don't	1220
7	2	JAMES INGRAM/ Believe In...	610
1	2	MONICA/Angel Of Mine	610
1	1	JOHN HEADLEY...A Step Too Far	305
1	1	JOHN & RIMES/Written In The Stars	305
1	1	QUINCY JONES...I'm Yours	305
1	1	RICKY MARTIN/Livin' La Vida Loca	305
1	1	RICKY MARTIN/Livin' La Vida Loca	305
2	1	SARAH McLACHLAN/Will Remember You	305
1	1	JOHN MELLENCAMP/In Not Running	305
7	1	VONDA SHEPARD...Baby, Don't You	305

**MARKET #12**  
**WPCH/Atlanta**  
Clear Channel  
(404) 367-0949  
Dillard/Goss/Jo  
12+ Cume 418,600

**peach 94.9**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
19	20	98 DEGREES/The Hardest Thing	5240
17	19	PHIL COLLINS/You'll Be In My	4978
21	19	SIXPENCE...Kiss Me	4978
19	18	FAITH HILL/Let Me Let Go	4716
19	18	'N SYNC/God...I A Little	4716
21	16	SARAH McLACHLAN/An Angel	4192
17	15	BACKSTREET BOYS/Want It That Way	3930
5	10	CHER/ Believe	2882
9	10	EDWIN MCCAIN/Could Not Ask	2670
11	10	SHANIA TWAIN/From This Moment On	2670
9	9	JIMMY BUFFETT/Pacing The Cage	2358
9	9	VONDA SHEPARD...Baby, Don't You	2358
8	9	BRICKMAN/F.H.I.L.L./Destiny	2096
8	8	JOHN HEADLEY...A Step Too Far	2096
10	7	JOHN HEADLEY...A Step Too Far	1834
7	7	SARAH McLACHLAN/An Angel	1834
7	7	MONICA/Angel Of Mine	1834
6	6	NATALIE COLE/Snowfall On	1572
5	6	SOPHIE B...HAWKINS/Lose Your Way	1572
5	6	QUINCY JONES...I'm Yours	1572
6	6	BRITNEY SPEARS/Sometimes	1572
4	4	ALL-4-ONE/Will Be Right Here	1048
1	3	MULBERRY LANE/Harmless	786
2	3	SHANIA TWAIN/That Don't	786
1	1	BABYFACE/You Were There	267
1	1	JEWEL/Down So Long	267
1	1	BENNY MARDONES/Bless A Brand New	267

**MARKET #14**  
**KLSY/Seattle**  
Sandusky  
(425) 454-1540  
McKay/Brooks  
12+ Cume 390,600

**92.5 KLSY**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
40	40	BACKSTREET BOYS/Want It That Way	8160
39	40	PHIL COLLINS/You'll Be In My	8160
39	39	SIXPENCE...Kiss Me	7956
38	38	SARAH McLACHLAN/An Angel	7752
36	31	RICKY MARTIN/Livin' La Vida Loca	6324
31	31	SHANIA TWAIN/That Don't	6324
26	26	MULBERRY LANE/Harmless	49

**#1** in 18 countries! Over 5 million singles sold! A global phenomenon!



# boyzone

## no matter what

**R&R AC 22!**  
**69/8!**

**"This is THE BUZZ record! Every time it plays the phone rings. The most phone active record we've got."**

**- David Joy/WPCH**

**"Every time we put this song on, we get immediate calls asking who it is. This song generates more phone response than anything else we have right now."**

**- Barry McKay/KLSY**

**"'No Matter What' they tell you, this is a hit record! The most requested song at WLTE. Huge female phones."**

**- Gary Nolan/WLTE**

**"Every time we play it we get great phones! Our audience only reacts this way to stellar records. I knew it was a hit the first time I heard it!"**

**- Gary Bababan/WLIF**

**"...The new Boyzone single, 'No Matter What' is just tearing up the phones at KOSI. It's on FIRE! I can't remember when a new song has generated so much listener interest and reaction...The listeners have already made it #1!"**

**- Scott Taylor/KOSI**

**"When a song gets phones this strong at a Mainstream A/C station, you know you've got a hit record!!!"**

**- Gary Bababan/WLIF**

**Majors Include: WMJX/Boston, WRCH/Hartford, WWLI/Providence, WBEB/Philadelphia, WLIF/Baltimore, WSHH/Pittsburgh, KUDL/Kansas City, KGBY/Sacramento, WLMG/New Orleans, WSNY/Columbus, KVIL/Dallas, WPCH/Atlanta, WNND/Chicago, WLTE/Minneapolis, WLTQ/Milwaukee, WRRM/Cincinnati, KKCW/Portland, KLSY/Seattle, KOSI/Denver and many more!**

[www.polygram-us.com/boyzone](http://www.polygram-us.com/boyzone)



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**MIKE KINOSHIAN**  
mkinosox@rronline.com

# The Difference Between Customer & Audience

## Getting the most from qualitative research

Once a ratings book comes out, programmers have been conditioned to comb through every conceivable aspect of quantitative data. Good PDs know their target demos front and back, inside and out. Not nearly as many, however, are aware of their station's qualitative profile.

"There's a tremendous amount of utility that programmers and marketers can extract from qualitative information," remarks Arbitron Radio GM **Pierre Bouvard**. "This is especially true, for example, when asking which promotions are hot buttons for the Adult Contemporary life group."



**Bob Cohen**

Scarborough Research (whose parent company is Arbitron) provides demographic, shopping, lifestyle and media usage data for 64 measured markets, including the top 50 DMAs. The firm works with approximately 1,000 stations and recently held a seminar for some leading-edge Scarborough users in Marina del Rey, CA. Among matters discussed were ways radio station personnel access Scarborough data.

"We put together client-focused presentations, where they can talk to clients about their businesses and put client needs first," remarks six-year Scarborough President **Bob Cohen**. "Our database provides a richer, dimensionalized, differentiated set of information points on a client's business. It allows radio stations to tell a story by identifying their strengths and relating their stations' listenership to a client's business."

Typical client feedback indicates that this type of research is a new and exciting way to sell radio. "They tell us that the information is valid and important," remarks Cohen, who has a doctorate in sociology from Columbia University, with an emphasis on mass media research. "It gives sta-

tions a new way of having conversations with advertisers. There's tremendous excitement out there."

### Synergy Partner

Not many people would argue that a significant number of stations live and die by ratings numbers. "First and foremost, that's what advertisers and media planners and buyers look at," concedes Cohen. At the same time, however, and at the risk of sounding self-serving, he comments, "There's little doubt in my mind that the entire category of qualitative research has become much more important to the radio marketing community. Collectively, we've excited the radio community."

But qualitative numbers aren't meant to replace a book's quantitative stats. "Arbitron and Scarborough continue working together in a variety of ways. There may be a day when it's all combined in one integrated service. There's a training cadre of people who work on both services, and people sell both. We're looking at ways of making Arbitron and Scarborough compatible and synergistic."

Some may argue that qualitative research can be manipulated to a station's needs. "It's true, but every station has its natural strengths," Cohen comments. "Once you see where your strengths are, you certainly should have strong relationships, conversations and schedules with those advertisers. The first thing to do is get your fair share in the categories you perform well in. The funny thing about our business is that *no one* believes they're getting their fair share."

It's only logical, contends Cohen, that broadcasters utilize qualitative information. "If you're an advertiser, you want to reach a target audience. We enable stations to creatively and resourcefully identify the target demo or various approximations and derivations of the target. Once that's done, stations can look at listenership within the target."

### Behavior Patterns

While the media community talks about audiences, Cohen says, "Ad-

vertisers don't want audiences. Those happen to be convenient categories that the media serves up. Advertisers want prospective target customers. They want people whose behavior in the marketplace and lifestyle orientation indicate some predisposition or propensity of being a likely prospect for that advertiser's product or service."

That's what a qualitative company like Scarborough does. "We serve up listeners in target customer categories relevant to advertisers. It simply makes a lot of sense."

When measuring radio audiences, Cohen stresses that quantitative and qualitative go hand in hand. Although he knows his com-

## Taylor's Test

KOSI/Denver PD **Scott Taylor** gave a pop quiz at his station's regularly scheduled airstaff meeting last month. All answers for the exam were contained in Denver's winter Arbitron book. This might be something to consider to provide your personalities with a clearer image of the market.

These were KOSI's multiple-choice questions:

- How many people in the market received Arbitron diaries for this winter's book?  
(a) 3,263 (b) 5,658 (c) 6,907 (d) 9,432
- What's Denver's black 12+ population percentage?  
(a) 5.1% (b) 8.6% (c) 10.4% (d) 12.6%
- What's Denver's Hispanic 12+ population percentage?  
(a) 5.1% (b) 8.6% (c) 10.4% (d) 12.6%
- The average median value of a Denver owner-occupied housing unit is:  
(a) \$63,400 (b) \$89,300 (c) \$104,200 (d) \$122,400
- Denver's average median (monthly) gross rent is:  
(a) \$260 (b) \$390 (c) \$440 (d) \$660
- What percentage of Denver workers drive to work, as opposed to carpooling or using public transportation?  
(a) 44% (b) 63% (c) 75% (d) 82%
- What percentage of people in the market have household incomes of \$50,000+?  
(a) 26.3% (b) 48.7% (c) 55.9% (d) 61.7%
- What car manufacturer has the highest percentage (26.3%) of vehicles registered in the metro Denver area?  
(a) Ford (b) Toyota (c) Chrysler (d) General Motors
- What magazine has the largest subscription circulation in metro Denver?  
(a) Playboy (b) Reader's Digest (c) TV Guide (d) Modern Maturity
- Which newspaper has the largest circulation in metro Denver?  
(a) Boulder Daily Camera (b) Rocky Mountain News (c) Denver Post (d) Longmont Daily Times-Call

Answers: 1b; 2a; 3d; 4b; 5c; 6c; 7b; 8d; 9d; 10b

pany does an excellent job, he also points out. "We don't claim we do it with Arbitron's technical sophistication and precision. We're not trying to duplicate Arbitron's measurement."

Several industries, he says, have become more advertiser-focused the past several years. "They need to talk to advertisers about their business and customers before talking about a station's listeners. That same philosophy is true in television, cable and newspapers. The service we offer happens to come about in the same environment that resonates and coincides with some

major marketing initiatives that are underway in the radio community."

It's fairly common that some knock research — whatever it might be — as boring, cut-and-dried numbers. "With our data, you can profile a market, client or competitor," says Cohen, who was Director/Marketing Strategy at the *Los Angeles Times* in the late '80s. "You can take a look at fast food in Los Angeles or create a marketing partnership. Increasingly, that's what's being done. Some research companies think they have a monopoly on wisdom, but smart clients make you smarter."

**"Advertisers don't want audiences. Those happen to be convenient categories that the media serves up. Advertisers want prospective target customers."**

**"There's little doubt in my mind that the entire category of qualitative research has become much more important to the radio marketing community."**



THE GANG'S ALL HERE

During a recent station visit, renowned restaurateur/chef Wolfgang Puck (r) whipped up some tasty treats for Hot AC WOMX/Orlando wake-up talents Scott McKenzie and Erica Lee.

# R&R AC Top 30

July 16, 1999

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS		GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
			TW	LW			
	<b>1</b>	<b>PHIL COLLINS</b> You'll Be In My Heart ( <i>Hollywood</i> )	2456	2424	296219	15	109/0
	<b>2</b>	<b>BACKSTREET BOYS</b> I Want It That Way ( <i>Jive</i> )	2310	2173	282600	12	109/1
	3	<b>SIXPENCE NONE THE RICHER</b> Kiss Me ( <i>Squint/Columbia</i> )	1860	1923	257151	18	100/0
	4	<b>SARAH MCLACHLAN</b> I Will Remember You ( <i>Arista</i> )	1818	1901	197821	17	104/0
	<b>5</b>	<b>98 DEGREES</b> The Hardest Thing ( <i>Universal</i> )	1679	1552	211282	13	102/1
	6	<b>'N SYNC</b> (God Must Have Spent) A Little More Time On You ( <i>RCA</i> )	1540	1617	215310	27	102/0
	7	<b>FAITH HILL</b> Let Me Let Go ( <i>Warner Bros.</i> )	1334	1341	125474	19	91/0
	8	<b>SARAH MCLACHLAN</b> Angel ( <i>Warner Sunset/Reprise</i> )	1248	1303	168718	33	100/0
	9	<b>CHER</b> Believe ( <i>Warner Bros.</i> )	1173	1303	174425	24	94/0
	<b>10</b>	<b>SHANIA TWAIN</b> From This Moment On ( <i>Mercury/IDJMG</i> )	1117	1075	147310	44	93/1
	<b>11</b>	<b>ELTON JOHN w/HEADLEY &amp; SCOTT</b> A Step Too Far ( <i>Rocket/IDJMG</i> )	1060	1025	116953	8	94/1
	<b>12</b>	<b>JIM BRICKMAN f/HILL &amp; PORTER</b> Destiny ( <i>Windham Hill</i> )	1059	999	104006	10	82/4
	13	<b>SHANIA TWAIN</b> That Don't Impress Me Much ( <i>Mercury/IDJMG</i> )	986	1061	140903	17	71/0
	<b>14</b>	<b>MONICA</b> Angel Of Mine ( <i>Arista</i> )	961	916	124465	32	89/0
<b>Breaker</b>	<b>15</b>	<b>EDWIN MCCAIN</b> I Could Not Ask For More ( <i>Lava/Atlantic</i> )	904	818	112171	6	65/4
	<b>16</b>	<b>BRITNEY SPEARS</b> Sometimes ( <i>Jive</i> )	747	659	102057	5	60/2
	17	<b>VONDA SHEPARD w/EMILY SAILERS</b> Baby, Don't You Break ... ( <i>Jacket</i> )	738	803	65783	13	70/1
	<b>18</b>	<b>RICKY MARTIN</b> Livin' La Vida Loca ( <i>C2/Columbia</i> )	704	666	92906	7	44/3
	<b>19</b>	<b>ALL-4-ONE</b> I Will Be Right Here ( <i>Blitz/Atlantic</i> )	621	609	53378	11	66/3
	<b>20</b>	<b>ELTON JOHN &amp; LEANN RIMES</b> Written In... ( <i>Curb/Rocket/IDJMG</i> )	616	615	75753	28	79/0
	<b>21</b>	<b>NATALIE COLE</b> Snowfall On The Sahara ( <i>Elektra/EEG</i> )	556	466	57205	5	68/4
	<b>22</b>	<b>BOYZONE</b> No Matter What ( <i>Ravenous/Mercury/IDJMG</i> )	532	490	55437	7	69/8
	23	<b>QUINCY JONES f/SIEDAH GARRETT &amp; EL DEBARGE...</b> I'm Yours ( <i>Qwest/WB</i> )	530	587	43432	12	61/0
	<b>24</b>	<b>SOPHIE B. HAWKINS</b> Lose Your Way ( <i>Columbia</i> )	521	483	54639	6	67/7
	<b>25</b>	<b>MADONNA</b> Beautiful Stranger ( <i>Maverick/WB</i> )	384	298	54829	3	28/6
	<b>26</b>	<b>SKY</b> Love Song ( <i>Arista</i> )	323	319	25340	5	46/2
	27	<b>JOHN MELLENCAMP</b> I'm Not Running Anymore ( <i>Columbia</i> )	322	421	24503	16	28/0
	<b>28</b>	<b>SUGAR RAY</b> Every Morning ( <i>Lava/Atlantic</i> )	249	239	34659	4	12/1
	<b>29</b>	<b>CHER</b> Strong Enough ( <i>Warner Bros.</i> )	226	220	62329	3	22/3
<b>Debut</b>	<b>30</b>	<b>JIMMY BUFFETT</b> Pacing The Cage ( <i>Margaritaville/IDJMG</i> )	198	184	19358	1	34/2

## Most Added®

ARTIST TITLE LABEL(S)	ADDS
SHANIA TWAIN You've Got A Way ( <i>Mercury</i> )	47
KENNY G w/LOUIS ARMSTRONG What A Wonderful... ( <i>Arista</i> )	13
BOYZONE No Matter What ( <i>Ravenous/Mercury/IDJMG</i> )	8
SOPHIE B. HAWKINS Lose Your Way ( <i>Columbia</i> )	7
JAMES INGRAM I Believe In... ( <i>Intering/Private/Windham Hill</i> )	6
JOHN TESH Heart Of The Sunrise ( <i>GTSP/IDJMG</i> )	6
KATHY TROCCOLI I Remember ( <i>Monarch</i> )	6
MADONNA Beautiful Stranger ( <i>Maverick/WB</i> )	6
RICKY MARTIN She's All I Ever Had ( <i>C2/Columbia</i> )	5
BONEY JAMES I/SHAI I'll Always Love You ( <i>Warner Bros.</i> )	5

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
BACKSTREET BOYS I Want It That Way ( <i>Jive</i> )	+137
98 DEGREES The Hardest Thing ( <i>Universal</i> )	+127
R. KELLY & CELINE DION I'm Your Angel ( <i>Jive</i> )	+108
NATALIE COLE Snowfall On The Sahara ( <i>Elektra/EEG</i> )	+90
SHANIA TWAIN You're Still The One ( <i>Mercury/IDJMG</i> )	+88
BRITNEY SPEARS Sometimes ( <i>Jive</i> )	+88
EDWIN MCCAIN I Could Not Ask For More ( <i>Lava/Atlantic</i> )	+86
MADONNA Beautiful Stranger ( <i>Maverick/WB</i> )	+86
ERIC CLAPTON My Father's Eyes ( <i>Duck/Reprise</i> )	+82
KATHY TROCCOLI I Remember ( <i>Monarch</i> )	+62

## Breakers®

### EDWIN MCCAIN

#### I Could Not Ask For More (*Lava/Atlantic*)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
904/86	65/4	15

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE MUSIC TRACKING.

110 AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 7/4-Saturday 7/10. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 875 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.

## New & Active

### JAMES INGRAM I Believe In Those Love Songs (*Intering/Private Music/Windham Hill*)

Total Plays: 175, Total Stations: 36, Adds: 6

### JOHN TESH Heart Of The Sunrise (*GTSP/IDJMG*)

Total Plays: 166, Total Stations: 32, Adds: 6

### KATHY TROCCOLI I Remember (*Monarch*)

Total Plays: 128, Total Stations: 29, Adds: 6

### PAUL ANKA Do I Love You? (*Epic*)

Total Plays: 93, Total Stations: 17, Adds: 2

### KENNY G w/LOUIS ARMSTRONG What A Wonderful World (*Arista*)

Total Plays: 88, Total Stations: 26, Adds: 13

### SHANIA TWAIN You've Got A Way (*Mercury*)

Total Plays: 80, Total Stations: 53, Adds: 47

### BARBRA STREISAND I've Dreamed Of You (*Columbia*)

Total Plays: 71, Total Stations: 12, Adds: 1

### ROBERT PALMER True Love (*Pyramid*)

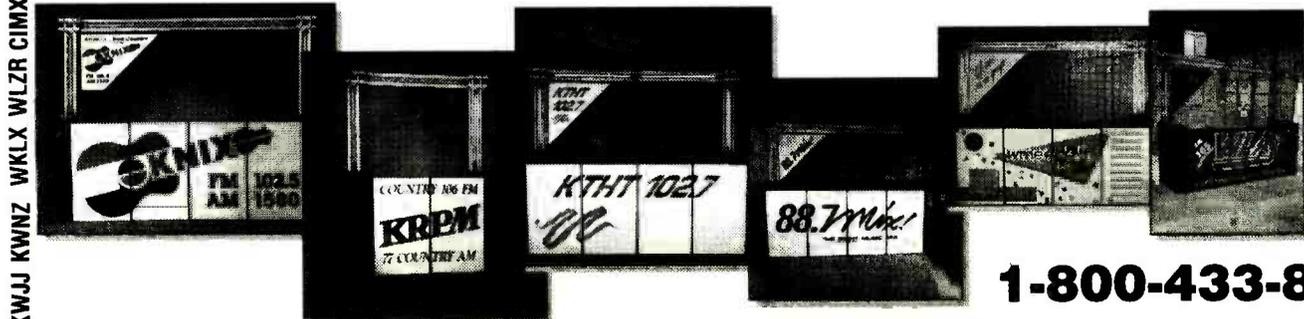
Total Plays: 55, Total Stations: 14, Adds: 3

### CRYSTAL BERNARD Something To Go On (*River North*)

Total Plays: 36, Total Stations: 11, Adds: 3

Songs ranked by total plays

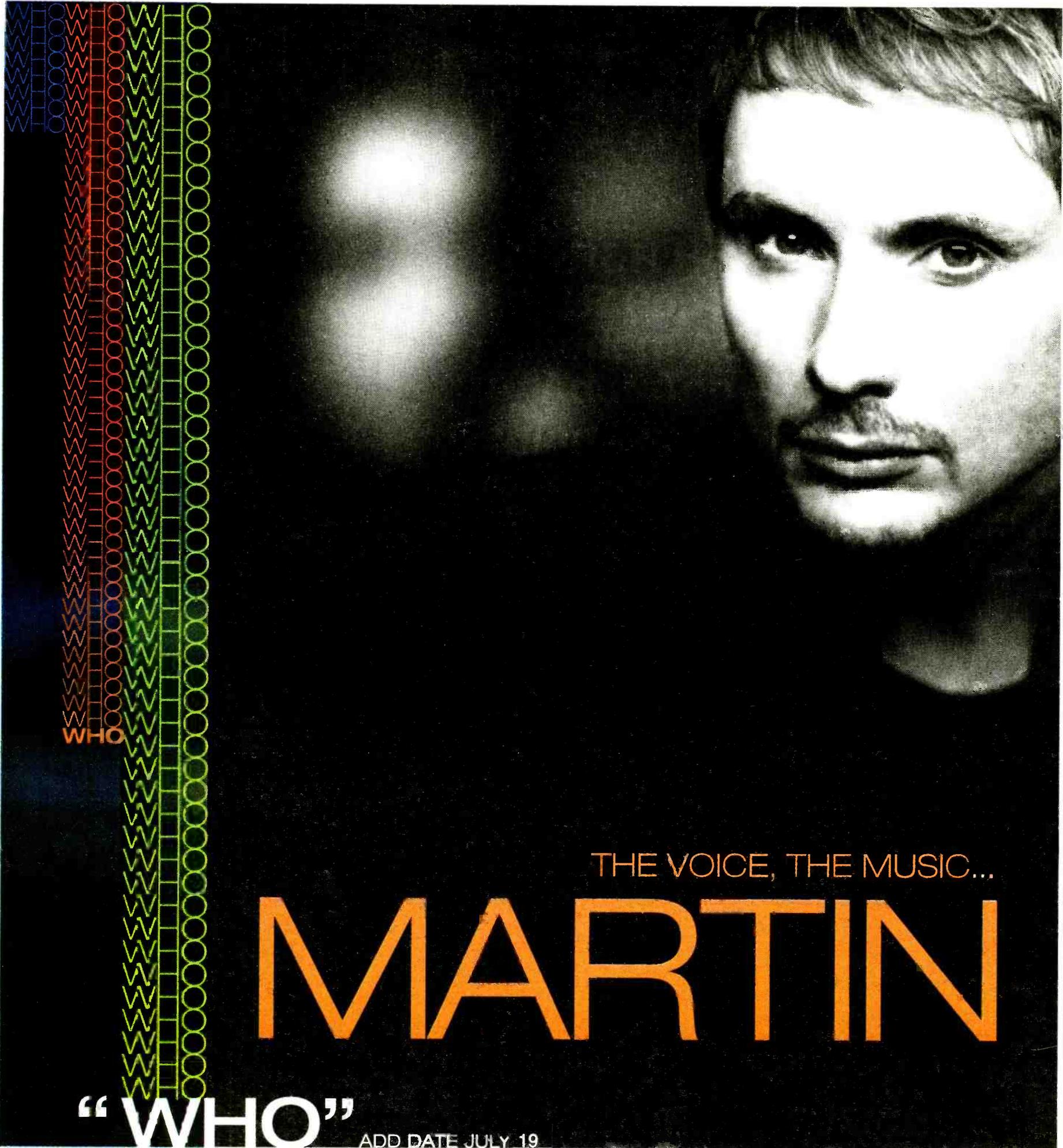
WKLY WLZR WMZQ WPGC WRUF WRVA WWDB WWWM CHOM KNIX WCSX WGST WHCN WTPA KTFM KBOS WSSL KSFO WISH KKLT CIMX KLTY WDVE KZLA WZTR KWJJ KWNZ WIL



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## Most Played Recurrents

SAVAGE GARDEN Truly Madly Deeply (Columbia)
SHANIA TWAIN You're Still The One (Mercury/IDJMG)
R. KELLY & CELINE DION I'm Your Angel (Jive)
EDWIN McCAIN I'll Be (Lava/Atlantic)
LeANN RIMES How Do I Live? (Curb)
BACKSTREET BOYS All I Have To Give (Jive)
FAITH HILL This Kiss (Warner Bros.)
BACKSTREET BOYS I'll Never Break Your Heart (Jive)
NATALIE IMBRUGLIA Torn (RCA)
W. HOUSTON & M. CAREY When You Believe (From...) (DreamWorks)
PHIL COLLINS True Colors (Atlantic)
PAULA COLE I Don't Want To Wait (Imago/WB)
BACKSTREET BOYS As Long As You Love Me (Jive)
ERIC CLAPTON My Father's Eyes (Duck/Reprise)
CELINE DION My Heart Will Go On (550 Music/ERG)
MARIAH CAREY I Still Believe (Columbia)
JEWEL Hands (Atlantic)
ELTON JOHN Something About The Way You Look Tonight (Rocket/IDJMG)
JIM BRICKMAN f/MICHAEL W SMITH Love Of My Life (Windham Hill)
CELINE DION To Love You More (550 Music/ERG)

AC

### Going For Adds 7/19/99

PHIL COLLINS f/GERALD ALBRIGHT Against All Odds (Atlantic)

## TUNED-IN AC

R&amp;R/MEDIABASE 24/7

WYJB/Albany

Tuesday, July 6

11am

MICHAEL JOHNSON This Night Won't Last...  
 SHANIA TWAIN That Don't Impress Me Much  
 EXTREME More Than Words  
 STYLISTICS Betcha By Golly, Wow  
 CELINE DION & ANDREA BOCELLI The Prayer  
 VAN MORRISON Moondance  
 MICHAEL MCDONALD Sweet Freedom  
 GLADYS KNIGHT & THE PIPS Best Thing ...  
 KENNY LOGGINS Return To Pooh Corner  
 BILLY OCEAN Caribbean Queen (No More...)  
 GENESIS Hold On My Heart

3pm

GUESS WHO These Eyes  
 RICHARD MARX Right Here Waiting  
 TAYLOR DAYNE Love Will Lead You Back  
 ERIC CLAPTON Wonderful Tonight  
 JEWEL Hands  
 GLORIA ESTEFAN & MIAMI SOUND MACHINE Get On Your Feet  
 NEIL DIAMOND Cracklin' Rosie  
 ELTON JOHN The One  
 STYLISTICS I'm Stone In Love With You  
 WHITNEY HOUSTON How Will I Know  
 ROD STEWART Having A Party  
 JAMES TAYLOR Fire And Rain

9pm

ATLANTIC STARR Secret Lovers  
 CHICAGO You're The Inspiration  
 LOU RAWLS You'll Never Find Another Love ...  
 SOPHIE B. HAWKINS Lose Your Way  
 MAIN INGREDIENT Everybody Plays The Fool  
 BREAD Everything I Own  
 W. HOUSTON & M. CAREY When You Believe  
 ELTON JOHN Tiny Dancer  
 POLICE Every Breath You Take  
 MICHAEL BOLTON Missing You Now  
 AIR SUPPLY All Out Of Love  
 BACKSTREET BOYS I Want It That Way  
 DIANA ROSS & LIONEL RICHIE Endless Love



KOSI/Denver

Tuesday, July 6

9am

GLENN FREY The One You Love  
 NEIL DIAMOND Cherry, Cherry  
 RICHARD MARX Nothing Left Behind Us  
 J. BRICKMAN & M. McBRIDE Valentine  
 SAVAGE GARDEN Truly Madly Deeply  
 BOB SEGER Old Time Rock & Roll  
 BILLY OCEAN Suddenly  
 WHITNEY HOUSTON Run To You  
 ELTON JOHN Candle In The Wind  
 ELTON JOHN The One  
 SHANIA TWAIN From This Moment On  
 GLORIA ESTEFAN & MIAMI SOUND MACHINE Can't Stay Away From You  
 CELINE DION & PEABO BRYSON Beauty And ...

3pm

RIGHTEOUS BROTHERS Unchained Melody  
 AARON NEVILLE Betcha By Golly Wow  
 AMY GRANT Takes A Little Time  
 ALL-4-ONE I Swear  
 CHER Believe  
 BEACH BOYS Kokomo  
 KENNY G Havana  
 BRUCE SPRINGSTEEN I'm On Fire  
 VANESSA WILLIAMS Save The Best For Last  
 IRENE CARA Flashdance (What A Feeling)  
 GARTH BROOKS To Make You Feel My Love  
 MICHAEL BOLTON Go The Distance

8pm

P. CETERA & C. BERNARD (I Wanna Take)...  
 ELTON JOHN Someone Saved My Life Tonight  
 BREAD Lost Without Your Love  
 BOYZONE No Matter What  
 MADONNA Live To Tell  
 GLORIA ESTEFAN I See Your Smile  
 EDWIN MCCAIN I'll Be  
 WHITNEY HOUSTON I Will Always Love You  
 SAVAGE GARDEN Truly Madly Deeply  
 E. DAN & J. FORD COLEY I'd Really Love To...  
 NATALIE & NAT KING COLE Unforgettable



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Tuesday 7/6. © 1999, R&R Inc.

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Stations and their adds listed alphabetically by market

## AC

**WYJB/Albany, NY \***  
OM: Michael Morgan  
MD: Chris Holmberg  
1 BOYZONE "Mater"  
1 MADONNA "Stranger"  
SHANNA TWAIN "You've"

**WLEV/Allentown, PA \***  
PD: Vern Anderson  
7 CRYSTAL BERNARD "Something"  
SHANNA TWAIN "You've"  
KATHY TROCCOLI "Remember"

**KYMG/Anchorage, AK**  
MD: Mark Murphy  
PD: Devan Mitchell  
4 SHANNA TWAIN "You've"

**WPCH/Atlanta, GA \***  
OM/VP: Vance Dillard  
APD: Steve Goss  
MD: David Joy  
No Adds

**WFGP/Atlantic City, NJ**  
PD: Gary Guida  
MD: Marlene Aqua  
1 SOPHIE B HAWKINS "Lose"  
1 SHANNA TWAIN "You've"

**WBBO/Augusta, GA \***  
PD: Bruce Stevens  
5 BRICKMAN/HILL "Destiny"  
SHANNA TWAIN "You've"

**KKMJ/Austin, TX \***  
PD: Nolan Cruise  
APD/MD: Mike Austin  
No Adds

**WLIF/Baltimore, MD \***  
OM/VP: Gary Balaban  
MD: Mark Thoner  
SHANNA TWAIN "You've"  
BRITNEY SPEARS "Sometimes"  
BENNY MARDONES "Bless"

**WMYJ/Biloxi, MS**  
PD: Walter Brown  
MD: Angie Thompson  
18 PAUL ANKA "Dixie"  
1 NATALIE COLE "Sneakin'  
1 MADONNA "Stranger"  
7 JIMMY BUETTIT "Pickin'"

**WMJJ/Birmingham, AL \***  
OM: John Jenkins  
PD/MD: John Stuart  
SOPHIE B HAWKINS "Lose"

**WMJX/Boston, MA \***  
PD: Don Kelley  
MD: Mark Laurence  
No Adds

**WEZN/Bridgeport, CT \***  
PD/MD: Steve Marcus  
No Adds

**WHBC/Canton, OH \***  
PD: Terry Simmons  
MD: Kayleigh Kriss  
No Adds

**KDAT/Cedar Rapids, IA**  
PD/MD: Dick Stadelin  
SKY "Love"  
MADONNA "Stranger"

**WDEF/Chattanooga, TN \***  
PD: Danny Howard  
MD: Denise Peters  
KENNY G WARMSTRONG "What"  
SHANNA TWAIN "You've"  
BONEY JAMES FISHAI "Always"

**WLIT/Chicago, IL \***  
Interim PD: Jim Ryan  
6 RICKY MARTIN "Lover"

**WNND/Chicago, IL \***  
PD: Mark Hamlin  
MD: Haynes Johns  
RICKY MARTIN "AF"  
SHANNA TWAIN "You've"

**WRRM/Cincinnati, OH \***  
OM/VP: T.J. Holland  
APD/MD: Ted Morro  
No Adds

**WDOK/Cleveland, OH \***  
Interim PD/MD: Scott Miller  
SHANNA TWAIN "You've"

**WTCB/Columbia, SC \***  
PD/MD: Brent Johnson  
2 JENNIFER LOPEZ "Hid"  
1 MADONNA "Stranger"  
SHANNA TWAIN "You've"

**WGSY/Columbus, GA**  
PD/MD: Alan Olin  
AMD: April Haze  
No Adds

**WSNY/Columbus, OH \***  
PD: Chuck Knight  
MD: Mark Bingham  
BOYZONE "Mater"

**KVIL/Dallas, TX \***  
PD: Bill Curtis  
MD: Alex O'Neal  
3 JOHN HEADLEY "Slap"

**WLQT/Dayton, OH \***  
PD: Steven Collins  
MD: Steven Scott  
No Adds

**KOSI/Denver, CO \***  
PD/MD: Scott Taylor  
Prog. Mgr.: Steve Hamilton  
6 KENNY G WARMSTRONG "What"  
4 WEIRDAL "YANKOVC "Saga"  
3 JAMES INGRAM "Believe"  
2 EDWIN MCCAIN "Loud"  
1 SHANNA TWAIN "You've"

**WOOD/Dothan, AL**  
GM/VP: Leigh Simpson  
DM/MD: Mike Holdfield  
1 ROBERT PALMER "Line"  
1 SHANNA TWAIN "You've"  
1 KIM RICHIEY "Come"  
1 JOHN TESH "Sunrise"

**WXCK/Erie, PA**  
PD: Ron Arlen  
OM/VP: Scott Stevens  
2 BOYZONE "Mater"  
1 CRYSTAL BERNARD "Something"

**WKY/ Evansville, IN**  
PD/MD: Mark Baker  
7 SHANNA TWAIN "You've"  
ALL-4-ONE "Right"

**WCRZ/Flint, MI \***  
OM/VP: J. Patrick  
MD: George McIntyre  
1 JOHN TESH "Sunrise"  
1 JAMES INGRAM "Believe"

**KTRR/Ft. Collins, CO**  
PD/MD: Mark Callaghan  
No Adds

**WAJL/Ft. Wayne, IN \***  
OM: Lee Tobin  
PD: Barb Richards  
MD: Dr. Dave  
2 MARY GRIFFIN "There"  
2 VONDA SHEPARD "Baby"  
2 JOHN TESH "Sunrise"  
1 NATALIE COLE "Sneakin'  
SHANNA TWAIN "You've"  
KENNY G WARMSTRONG "What"

**WAFY/Frederick, MD**  
MD: Norman Henry Schmidt  
SOPHIE B HAWKINS "Lose"

**KSOF/Fresno, CA**  
PD/MD: Dick Handa  
SHANNA TWAIN "You've"

**WLHT/Grand Rapids, MI \***  
PD: Bill Bailey  
APD/MD: Mary Turner  
2 SKY "Love"

**WOOD/Grand Rapids, MI \***  
PD: Robb Westaby  
MD: Michael Sirriani  
SOPHIE B HAWKINS "Lose"

**WMLT/Chicago, IL \***  
Interim PD: Jim Ryan  
6 RICKY MARTIN "Lover"

**WNND/Chicago, IL \***  
PD: Mark Hamlin  
MD: Haynes Johns  
RICKY MARTIN "AF"  
SHANNA TWAIN "You've"

**WRRM/Cincinnati, OH \***  
OM/VP: T.J. Holland  
APD/MD: Ted Morro  
No Adds

**WDOK/Cleveland, OH \***  
Interim PD/MD: Scott Miller  
SHANNA TWAIN "You've"

**WTCB/Columbia, SC \***  
PD/MD: Brent Johnson  
2 JENNIFER LOPEZ "Hid"  
1 MADONNA "Stranger"  
SHANNA TWAIN "You've"

**WSSK/Honolulu, HI \***  
PD/MD: Jeff Silvers  
1 JAMES INGRAM "Believe"  
SHANNA TWAIN "You've"  
KATHY TROCCOLI "Remember"

**WAHR/Huntsville, AL \***  
PD: John Malone  
MD: Abby Kay  
No Adds

**WTPI/Indianapolis, IN \***  
PD: Gary Havens  
MD: Steve Cooper  
HADONNA "Stranger"  
SHANNA TWAIN "You've"

**WTFM/Johnson City, TN \***  
PD/MD: Mark E. McKinney  
4 JOHN TESH "Sunrise"  
2 KATHY TROCCOLI "Remember"  
SHANNA TWAIN "You've"  
ELVIS COSTELLO "She"

**WKYE/Johnstown, PA**  
PD: Jack Michaels  
MD: Brian Wolfe  
5 SHANNA TWAIN "You've"

**WOLR/Kalamazoo, MI**  
OM: Ken Lamphear  
PD: Brian Wertz  
3 JIMMY BUETTIT "Pickin'"  
ROBERT PALMER "Line"  
SHANNA TWAIN "You've"

**KUDL/Kansas City, MO \***  
OM: Thom McGinty  
Interim PD: Steve Clem  
MD: Dan Hurst  
No Adds

**WJXB/Knoxville, TN \***  
PD/MD: Jeff Jarrigan  
No Adds

**WFMK/Lansing, MI \***  
OM/MD: Ray Marshall  
PD: Danny Stewart  
SHANNA TWAIN "You've"  
CRYSTAL BERNARD "Something"

**KMZQ/Las Vegas, NV \***  
PD: Burke Allen  
MD: Terri Springs  
No Adds

**KSNE/Las Vegas, NV \***  
PD: Tom Chase  
MD: John Berry  
No Adds

**WALK/Long Island, NY \***  
VP/Prog.: Gene Michaels  
APD: Rob Miller  
MD: Charlie Lombardo  
KENNY G WARMSTRONG "What"  
SHANNA TWAIN "You've"

**KBIG/Los Angeles, CA \***  
VP/Prog.: Steve Streit  
APD/MD: Tony Coles  
1 JILL SMITH "AF"  
RICKY MARTIN "AF"

**KOST/Los Angeles, CA \***  
Sta Mgr.: Jhani Kaye  
Interim PD: Johnny Chiang  
No Adds

**WVEZ/Louisville, KY \***  
OM: David Smith  
APD/MD: Joe Fedele  
No Adds

**WPEZ/Macon, GA**  
PD: Laura Worth  
KENNY G WARMSTRONG "What"  
EDWIN MCCAIN "Loud"

**WMSG/Madison, WI \***  
VP/Prog.: Pat O'Neill  
MD: Kim Fletcher  
KENNY G WARMSTRONG "What"

**KVLY/McAllen, TX \***  
PD/MD: Alex Duran  
ELVIS COSTELLO "She"  
SHANNA TWAIN "You've"  
JEREMY TOBACK "Real"

**WLRQ/Melbourne, FL**  
PD: Mark Lander  
MD: Karen Kay  
No Adds

**WRVR/Memphis, TN \***  
OM: Joel Burke  
PD/MD: Kay Manley  
KENNY G WARMSTRONG "What"

**WLTQ/Milwaukee, WI \***  
PD/MD: Stan Atkinson  
SHANNA TWAIN "You've"  
KATHY TROCCOLI "Remember"  
BONEY JAMES FISHAI "Always"

**WLTE/Minneapolis, MN \***  
PD/MD: Gary Nolan  
SHANNA TWAIN "You've"  
JAMES INGRAM "Believe"

**WMXC/Mobile, AL \***  
PD: Ron Anthony  
MD: Mary Booth  
KATHY TROCCOLI "Remember"

\* = Mediabase 24/7 monitored

110 Total Reporters  
110 Current Reporters  
110 Current Playlists

## Hot AC

**WKDD/Akron, OH \***  
PD: Chuck Collins  
MD: Lynn Kelly  
1 CHRIS ISAAK "Baby"  
AMANDA MARSHALL "Lit"

**KKOB/Albuquerque, NM \***  
OM: Brad Barrett  
PD/MD: Roger Scott  
2 NATALIE COLE "Sneakin'  
2 SHANNA TWAIN "You've"  
1 KENNY G WARMSTRONG "What"  
1 KATHY TROCCOLI "Remember"

**KIOI/San Francisco, CA \***  
PD: Bob Lawrence  
PD/MD: Lisa Tygg  
MADONNA "Stranger"  
CHER "Strong"

**KSBL/Santa Barbara, CA**  
PD/MD: Peter Bie  
No Adds

**KLSY/Seattle, WA \***  
PD: Barry McKay  
MD: Bob Brooks  
8 SUGAR RAY "Every"  
2 RICKY MARTIN "Lover"

**WNSN/South Bend, IN**  
Interim PD/MD: Jim Roberts  
ALL-4-ONE "Right"  
SHANNA TWAIN "You've"

**KXLY/Spokane, WA \***  
PD: Scott Valentine  
MD: Steve Knight  
1 BOYZONE "Mater"  
SHANNA TWAIN "You've"

**WMAS/Springfield, MA \***  
PD: Paul Cannon  
APD/MD: Keith Stephens  
BOYZONE "Mater"

**KGBX/Springfield, MO**  
PD/MD: Paul Kelley  
98 DEGREES "Duo"  
SHANNA TWAIN "You've"

**KMAJ/Topeka, KS**  
PD/MD: Rose Diehl  
No Adds

**WRVF/Toledo, OH \***  
PD: Susan Gates  
MD: Kim Carson  
No Adds

**KMXZ/Tucson, AZ \***  
PD: Bobby Rich  
MD: Leslie Lois  
KENNY G WARMSTRONG "What"

**KOOI/Daly, TX**  
OM/VP: Tyler Moreland  
MD: Jamie Baker  
SHANNA TWAIN "You've"

**WLZW/Utica, NY**  
20 SHANNA TWAIN "You've"  
SOPHIE B HAWKINS "Lose"  
BOYZONE "Mater"

**WASH/Washington, DC \***  
PD: Darren Davis  
MD: Randi Martin  
No Adds

**WEAR/West Palm Beach, FL \***  
OM/VP: Les Howard Jacoby  
APD/MD: Chad Perry  
2 BRICKMAN/HILL "Destiny"  
SHANNA TWAIN "You've"

**WFFF/West Palm Beach, FL \***  
OM/VP: George Johns  
APD: Lindy Rome  
MD: Dave Brewster  
SOPHIE B HAWKINS "Lose"  
ALL-4-ONE "Right"  
JENNIFER LOPEZ "Hid"

**KRBB/Wichita, KS \***  
PD: Larry London  
MD: Todd Taylor  
1 CHER "Strong"

**WMGS/Wikes Barre, PA \***  
PD/MD: Stan Phillips  
SHANNA TWAIN "You've"

**WJBR/Wilmington, DE \***  
PD/MD: Michael Waite  
SHANNA TWAIN "You've"

**WGNL/Wilmington, NC**  
PD: Mike Ferrow  
MD: Craig Thomas  
1 SHANNA TWAIN "You've"  
1 NATALIE COLE "Sneakin'  
1 JAMES INGRAM "Believe"

**WSRS/Worcester, MA \***  
PD: Steve Peck  
APD/MD: Marilee Chase  
KENNY G WARMSTRONG "What"  
BARBARA STRISAND "Dreamed"  
SHANNA TWAIN "You've"

**WARM/York, PA \***  
PD: Kelly West  
MD: Rick Stan  
No Adds

**WKBN/Youngstown, OH \***  
OM/VP: Dan Rivers  
MD: Mark French  
No Adds

**KDMX/Dallas, TX \***  
PD: Jimmy Stear  
APD: Race Taylor  
MD: Lisa Thomas  
29 BACKSTREET BOYS "Wart"  
5 PHIL COLLINS "Heart"

**WDOA/Danbury, CT**  
PD: Bill Trotta  
MD: Barbara Corbett  
15 TAL BACHMAN "High"  
ALANIS MORISSETTE "Pure"

**WMMX/Dayton, OH \***  
PD: Jeff Stevens  
MD: Dean Taylor  
No Adds

**KALC/Denver, CO \***  
PD: Jim Lawson  
APD/MD: Kevin Maxwell  
CHRIS ISAAK "Baby"  
LEN Sunshine  
PEARL JAM "Kiss"

**KMXD/Des Moines, IA \***  
PD: Mike Blakemore  
APD/MD: Greg Chance  
1 CITIZEN KING "Beter"  
SUGAR RAY "Someday"  
BARBARA ADIES "Answer"

**KAMX/Austin, TX \***  
PD: Jack Stevens  
MD: Patrick Lemieux  
No Adds

**KLLY/Bakersfield, CA \***  
PD/MD: Jason Griffin  
2 LENA KRAVITZ "American"  
1 FLEMING & JOHN "Ugly"

**WWMX/Baltimore, MD \***  
VP/Prog: Bill Pasha  
MD: Greg Carpenter  
SANTANA/FROB THOMAS "Smooth"  
ALANIS MORISSETTE "Pure"  
DONNA SUMMER "Go"

**KCIX/Boise, ID**  
PD/MD: Ed Parreira  
16 RICKY MARTIN "AF"  
DIDO "Here"

**WBMX/Boston, MA \***  
VP/Prog: Greg Strassel  
MD: Mike Mullaney  
No Adds

**WMJQ/Bufalo, NY \***  
PD: David Gillen  
MD: Roger Christian  
TAL BACHMAN "High"

**WMT/Cedar Rapids, IA**  
PD/MD: Randy Lee  
GODDARD DOLLS "Balloons"

**WALC/Charleston, SC \***  
PD: Todd Haller  
MD: Hollie Anderson  
STRETCH PRINCESS "Sunny"

**WLNK/Charlotte, NC \***  
OM: Tom Jackson  
PD: Mike Edwards  
MD: Patty Vaughn  
No Adds

**WTMX/Chicago, IL \***  
PD: Barry James  
APD/MD: Jaime Kartak  
1 LEN Sunshine  
SUFERSE "There"

**WWMX/Cincinnati, OH \***  
PD/MD: Brad Ellis  
SUGAR RAY "Someday"

**WVMX/Cleveland, OH \***  
No Adds

**WOAL/Cleveland, OH \***  
PD: Mary Ellen Kachinske  
MD: Steve Brown  
No Adds

**KVUJ/Colorado Springs, CO**  
PD: Kevin Callahan  
MD: Bob Meyer  
PHIL COLLINS "Heart"  
CHRIS ISAAK "Baby"  
SUGAR RAY "Someday"  
JEWEL "Jupiter"  
BRIE SHARP "David"  
AMANDA MARSHALL "Lit"

**WENS/Indianapolis, IN \***  
OM/VP: Greg Dunkin  
MD: Jim Carone  
1 TAL BACHMAN "High"  
1 FASTBALL "Out"  
SHANNA TWAIN "You've"

**WCGO/Columbus, GA**  
PD/MD: Al Haynes  
APD: Sheryn Green  
No Adds

**KSTJ/Las Vegas, NV \***  
DM: Jerry Dean  
MD: Larry Martino  
TAL BACHMAN "High"

**WMXL/Lexington, KY \***  
DM: Doug Hamand  
PD: T.R. Fox  
SUGAR RAY "Someday"

**KURB/Little Rock, AR \***  
APD: Debra Daniels  
MD: Becky Rogers  
SHANNA TWAIN "You've"  
TRAIN "Virginia"  
FLEMING & JOHN "Ugly"

**KYSR/Los Angeles, CA \***  
PD: Angela Perelli  
RED HOT CHILI "Scar"  
PRETENDERS "Human"

**WMC/Memphis, TN \***  
PD: Russ Morley  
MD: Bruce Wayne  
2 STRETCH PRINCESS "Sunny"  
1 PRETENDERS "Human"

**WKI/Milwaukee, WI \***  
PD: Danny Clayton  
APD/MD: Leonard Peace  
No Adds

**WVMX/Milwaukee, WI \***  
PD: Brian Kelly  
MD: Mark Richards  
No Adds

**WKQI/Detroit, MI \***  
OM/VP: Tom O'Brien  
APD: Jo Jo Kincaid  
MD: Dana London  
13 BLESSID UNION "Leonardo"

**WPLT/Detroit, MI \***  
PD: Garrett Michaels  
APD: Alex Teat  
MD: Ann Delesi  
No Adds

**KSII/El Paso, TX \***  
OM: Courtney Nelson  
PD/MD: Eli Molano  
1 TAL BACHMAN "High"

**WQSM/Fayetteville, NC \***  
PD/MD: Rick O'Shea  
25 JENNIFER BROWN "Morning"  
1 98 DEGREES "Duo"  
JEREMY TOBACK "Real"

**WINK/Ft. Myers, FL \***  
PD/MD: Bob Grissinger  
No Adds

**KVSR/Fresno, CA \***  
PD: Mike Yeager  
MD: Julie Logan  
CHRIS ISAAK "Baby"  
RED HOT CHILI "Scar"  
SPENCER "Water"  
ALANIS MORISSETTE "Pure"

**WKSJ/Greensboro, NC \***  
PD: Jeff Cushman  
MD: Geno Pearson  
RED HOT CHILI "Scar"

**WKZL/Greensboro, NC \***  
PD: Jeff McHugh  
APD/MD: Doug McKnight  
TRAIN "Virginia"

**WPTC/Hartford, CT \***  
OM/VP: Steve Salthany  
MD: David Simpson  
No Adds

**WIKZ/Hagerstown, PA**  
PD: Rick Alexander  
APD/MD: Michael Ross  
4 PEARL JAM "Kiss"  
BLESSID UNION "Leonardo"

**WVTE/Norfolk, VA \***  
PD: Mark Bradley  
MD: F. Devon Thornton  
3 CHRIS ISAAK "Baby"  
HOOTIE "Wesley"

**WWDE/Norfolk, VA \***  
OM/VP: Don London  
APD/MD: Jeff Morseau  
No Adds

**KYS/Oklahoma City, OK \***  
OM: Chris Baker  
PD/MD: Ray Kalusa  
No Adds

**KHMV/Houston, TX \***  
PD: Randy James  
SUGAR RAY "Someday"

**WENS/Indianapolis, IN \***  
OM/VP: Greg Dunkin  
MD: Jim Carone  
1 TAL BACHMAN "High"  
1 FASTBALL "Out"  
SHANNA TWAIN "You've"

**KMXB/Las Vegas, NV \***  
PD: Duncan Peyton  
APD/MD: Brian  
ALANIS MORISSETTE "Pure"

**KBVB/Oxnard-Ventura, CA**  
OM/VP: Mark Elliott  
MD: Mandy Thomas  
CHRIS ISAAK "Baby"

**WYXR/Philadelphia, PA \***  
PD: Kurt Johnson  
MD: Joe Proke  
No Adds

**WPHH/Pittsburgh, PA \***  
PD: Randy Cain  
APD/MD: Scott Alexander  
MD: Becky Rogers  
CHRIS ISAAK "Baby"  
TRAIN "Virginia"  
FLEMING & JOHN "Ugly"

**WMMX/Portland, ME**  
PD: Randi Kirshbaum  
APD/MD: Ethan Minton  
No Adds

**KBPT/Portland, OR \***  
PD: Michelle Engel  
MD: Lisa Adams  
No Adds

**KRSK/Portland, OR \***  
OM/VP: Joel Grey  
APD/MD: Jim Allen  
PEARL JAM "Kiss"  
SUGAR RAY "Someday"  
ALANIS MORISSETTE "Pure"  
RICKY MARTIN "Copa"

**WVMX/Portland, ME**  
PD: Randi Kirshbaum  
APD/MD: Ethan Minton  
No Adds

**KBPT/Portland, OR \***  
PD: Michelle Engel  
MD: Lisa Adams  
No Adds

**KRSK/Portland, OR \***  
OM/VP: Joel Grey  
APD/MD: Jim Allen  
PEARL JAM "Kiss"  
SUGAR RAY "Someday"  
ALANIS MORISSETTE "Pure"  
RICKY MARTIN "Copa"

**WVMX/Portland, ME**  
PD: Brian Kelly  
MD: Mark Richards  
No Adds

**WWSN/Providence, RI \***  
PD: Bill Hess  
APD: Eddie Moran  
GODDARD DOLLS "Balloons"  
PEARL JAM "Kiss"  
AMANDA MARSHALL "Lit"

**WRAL/Raleigh, NC \***  
PD: Steve Reynolds  
MD: Rob Poulin  
No Adds

**WXP/Minneapolis, MN \***  
PD: Dusty Hayes  
APD: Paul Kraimer, Dino  
DIDO "Here"  
NEW RADICALS "Someday"  
ANGY SALAD "Mistake"

**KOSO/Modesto, CA \***  
PD: Max Miller  
MD: Donna Miller  
1 ALANIS MORISSETTE "Pure"

**WJMK/Monmouth-Ocean, NJ \***  
OM/VP: Mike Kaplan  
Lauren Pressley  
SANTANA/FROB THOMAS "Smooth"  
DIDO "Here"  
RED HOT CHILI "Scar"

**WVOR/Rochester, NY \***  
PD: Dave LaFrois  
No Adds

**WZNE/Rochester, NY \***  
PD/MD: Rich McKenzie  
No Adds

**KZZO/Sacramento, CA \***  
PD: Alan Ode  
APD: Jim Matthews  
MD: Sonia Jimenez Jackson  
37 CAKE "Let"  
38 PEARL JAM "Kiss"  
LEN Sunshine

**WPLJ/New York, NY \***  
VP/Prog: Tom Cuddy  
PD: Scott Shannon  
MD: Tony Mascaro  
JEREMY TOBACK "Real"

**KYKY/St. Louis, MO \***  
PD: Smokey Rivers  
APD/MD: Greg Hewitt  
2 CITIZEN KING "Beter"  
MARIE WILSON "Real"  
RICKY MARTIN "AF"

**WPTE/Norfolk, VA \***  
PD: Mark Bradley  
MD: F. Devon Thornton  
3 CHRIS ISAAK "Baby"  
HOOTIE "Wesley"

**WVRS/St. Louis, MO \***  
PD: Joe Larson  
MD: David Myers  
No Adds

**KBEE/Salt Lake City, UT \***  
PD: Rusty Keys  
MD: Aaron Steele  
ALANIS MORISSETTE "Pure"  
PHIL COLLINS "Heart"  
BRITNEY SPEARS "Sometimes"

**KYSN/Salt Lake City, UT \***  
PD: Sam Elliott  
MD: Brian de Geus  
AMANDA MARSHALL "Lit"

**WVRO/Washington, DC \***  
Dir./Ops/PD: Steve Kosbau  
MD: Carol Parker  
No Adds

**WMBX/West Palm Beach, FL \***  
OM: John D'Connell  
APD/MD: Jeff Clarke  
ALANIS MORISSETTE "Pure"  
MY FRIEND STEVE "AF"

**WXLO/Worcester, MA \***  
GM/VP: Steve Gallagher  
MD: Amy Navarro  
4 JEREMY TOBACK "Real"  
2 STRETCH PRINCESS "Sunny"

\* = Mediabase 24/7 monitored

91 Total Reporters  
91 Current Reporters  
91 Current Playlists



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# R&R Hot AC Top 30

July 16, 1999

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS		GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
			TW	LW			
1	1	<b>RICKY MARTIN</b> Livin' La Vida Loca (C2/Columbia)	2865	3224	295746	14	82/0
3	2	<b>SMASH MOUTH</b> All Star (Interscope)	2847	2766	321258	9	81/0
4	3	<b>SARAH MCLACHLAN</b> I Will Remember You (Arista)	2728	2727	278976	12	89/0
2	4	<b>SIXPENCE NONE THE RICHER</b> Kiss Me (Squint/Columbia)	2625	2782	291739	35	88/0
5	5	<b>GOO GOO DOLLS</b> Slide (Warner Bros.)	2407	2533	289629	40	88/0
6	6	<b>SUGAR RAY</b> Every Morning (Lava/Atlantic)	2206	2428	261015	28	81/0
9	7	<b>TAL BACHMAN</b> She's So High (Columbia)	2193	2045	235347	12	83/7
7	8	<b>SHANIA TWAIN</b> That Don't Impress Me Much (Mercury/IDJMG)	2097	2165	228758	16	69/0
10	9	<b>EDWIN MCCAIN</b> I Could Not Ask For More (Lava/Atlantic)	2093	1986	212456	7	82/0
11	10	<b>MADONNA</b> Beautiful Stranger (Maverick/WB)	2043	1935	235360	6	74/1
8	11	<b>MATCHBOX 20</b> Back 2 Good (Lava/Atlantic)	2002	2074	242728	35	82/0
12	12	<b>FASTBALL</b> Out Of My Head (Hollywood)	1976	1879	191648	14	71/3
13	13	<b>EVERLAST</b> What It's Like (Tommy Boy)	1782	1836	196087	22	60/0
14	14	<b>CITIZEN KING</b> Better Days (And The Bottom...) (Warner Bros.)	1606	1546	153747	11	55/3
16	15	<b>BACKSTREET BOYS</b> I Want It That Way (Jive)	1439	1449	130766	9	49/1
17	16	<b>BARENAKED LADIES</b> Call And Answer (Reprise)	1434	1402	156934	10	65/1
15	17	<b>EAGLE-EYE CHERRY</b> Save Tonight (Work/ERG)	1305	1454	156096	48	75/0
18	18	<b>BLESSID UNION OF SOULS</b> Hey Leonardo (She Likes Me...) (Push/V2)	1255	1238	144938	8	47/2
	<b>Breaker</b> 19	<b>SUGAR RAY</b> Someday (Lava/Atlantic)	1236	1046	147328	5	64/8
	<b>Breaker</b> 20	<b>GOO GOO DOLLS</b> Black Balloon (Warner Bros.)	1226	1092	143031	5	64/3
24	21	<b>PEARL JAM</b> Last Kiss (Epic)	1181	956	149148	3	53/9
20	22	<b>NATALIE MERCHANT</b> Life Is Sweet (Elektra/EEG)	912	1150	74462	18	55/0
26	23	<b>PHIL COLLINS</b> You'll Be In My Heart (Hollywood)	890	807	81475	10	44/4
28	24	<b>SANTANA I/ROB THOMAS</b> Smooth (Arista)	850	701	98794	2	38/3
25	25	<b>FATBOY SLIM</b> Praise You (Skint/Astralwerks/Caroline)	775	844	79299	16	35/0
27	26	<b>JOHN MELLENCAMP</b> I'm Not Running Anymore (Columbia)	652	753	77097	15	34/0
29	27	<b>SHERYL CROW</b> Sweet Child O' Mine (American/C2/Columbia)	602	666	61334	4	37/0
	<b>Debut</b> 28	<b>NEW RADICALS</b> Someday We'll Know (MCA)	532	519	48353	1	26/2
	<b>Debut</b> 29	<b>RED HOT CHILI PEPPERS</b> Scar Tissue (Warner Bros.)	512	388	62455	1	26/7
30	30	<b>VONDA SHEPARD w/EMILY SALIERS</b> Baby, Don't You Break... (Jacket)	504	522	53818	3	25/0

## Most Added®

ARTIST TITLE LABEL(S)	ADDS
<b>CHRIS ISAAK</b> Baby Did A Bad Bad Thing (Reprise)	11
<b>PEARL JAM</b> Last Kiss (Epic)	9
<b>ALANIS MORISSETTE</b> So Pure (Maverick/Reprise)	9
<b>SUGAR RAY</b> Someday (Lava/Atlantic)	8
<b>TAL BACHMAN</b> She's So High (Columbia)	7
<b>RED HOT CHILI PEPPERS</b> Scar Tissue (Warner Bros.)	7
<b>AMANDA MARSHALL</b> Love Lift Me (Epic)	6
<b>PHIL COLLINS</b> You'll Be In My Heart (Hollywood)	4
<b>JEREMY TOBACK</b> You Make Me Feel (RCA)	4
<b>LEN</b> Steal My Sunshine (Work/ERG)	4

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>PEARL JAM</b> Last Kiss (Epic)	+225
<b>SUGAR RAY</b> Someday (Lava/Atlantic)	+190
<b>SANTANA I/ROB THOMAS</b> Smooth (Arista)	+149
<b>TAL BACHMAN</b> She's So High (Columbia)	+148
<b>GOO GOO DOLLS</b> Black Balloon (Warner Bros.)	+134
<b>ALANIS MORISSETTE</b> So Pure (Maverick/Reprise)	+134
<b>RED HOT CHILI PEPPERS</b> Scar Tissue (Warner Bros.)	+124
<b>JEREMY TOBACK</b> You Make Me Feel (RCA)	+109
<b>MADONNA</b> Beautiful Stranger (Maverick/WB)	+108
<b>EDWIN MCCAIN</b> I Could Not Ask For More (Lava/Atlantic)	+107



91 Hot AC reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 7/4-Saturday 7/10. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 1200 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.

## New & Active

**LIT** My Own Worst Enemy (RCA)  
Total Plays: 495, Total Stations: 25, Adds: 1

**BRITNEY SPEARS** ...Baby One More Time (Jive)  
Total Plays: 478, Total Stations: 19, Adds: 0

**STRETCH PRINCESS** Sorry (Wind-up)  
Total Plays: 447, Total Stations: 28, Adds: 3

**ALANIS MORISSETTE** So Pure (Maverick/Reprise)  
Total Plays: 374, Total Stations: 35, Adds: 9

**BRITNEY SPEARS** Sometimes (Jive)  
Total Plays: 329, Total Stations: 14, Adds: 1

**DIDO** Here With Me (Arista)  
Total Plays: 315, Total Stations: 27, Adds: 3

**JEREMY TOBACK** You Make Me Feel (RCA)  
Total Plays: 278, Total Stations: 25, Adds: 4

**JEWEL** Jupiter (Swallow The Moon) (Arista)  
Total Plays: 258, Total Stations: 16, Adds: 2

**TRAIN** Meet Virginia (Aware/Columbia)  
Total Plays: 243, Total Stations: 19, Adds: 3

**CHER** Strong Enough (Warner Bros.)  
Total Plays: 231, Total Stations: 19, Adds: 1

**GARBAGE** When I Grow Up (C2/Almo Sounds/Interscope)  
Total Plays: 174, Total Stations: 10, Adds: 0

**LEN** Steal My Sunshine (Work/ERG)  
Total Plays: 173, Total Stations: 12, Adds: 4

**OLD 97'S** Murder (Or A Heart Attack) (Elektra/EEG)  
Total Plays: 163, Total Stations: 9, Adds: 0

**CHRIS ISAAK** Baby Did A Bad Bad Thing (Reprise)  
Total Plays: 128, Total Stations: 21, Adds: 11

**BREE SHARP** David Duchovny (Trauma)  
Total Plays: 114, Total Stations: 9, Adds: 3

**FLEMING & JOHN** Ugly Girl (Universal)  
Total Plays: 95, Total Stations: 9, Adds: 3

**BLONDIE** Nothing Is Real But The Girl (Beyond)  
Total Plays: 92, Total Stations: 9, Adds: 0

Songs ranked by total plays

## Breakers®

**SUGAR RAY**  
Someday (Lava/Atlantic)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1236/190	64/8	19

**GOO GOO DOLLS**  
Black Balloon (Warner Bros.)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
1226/134	64/3	20

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE MUSIC TRACKING.



# “ladyfingers”

the first single from **LUSCIOUS JACKSON** “Electric Honey”

**New This Week**  
KUCD/Honolulu  
KTNP/Omaha

**Already On:**  
KLLC  
KKNB  
KMHX

**KQMB**  
**WALC**  
**KOSO**

Look For Luscious Jackson On:



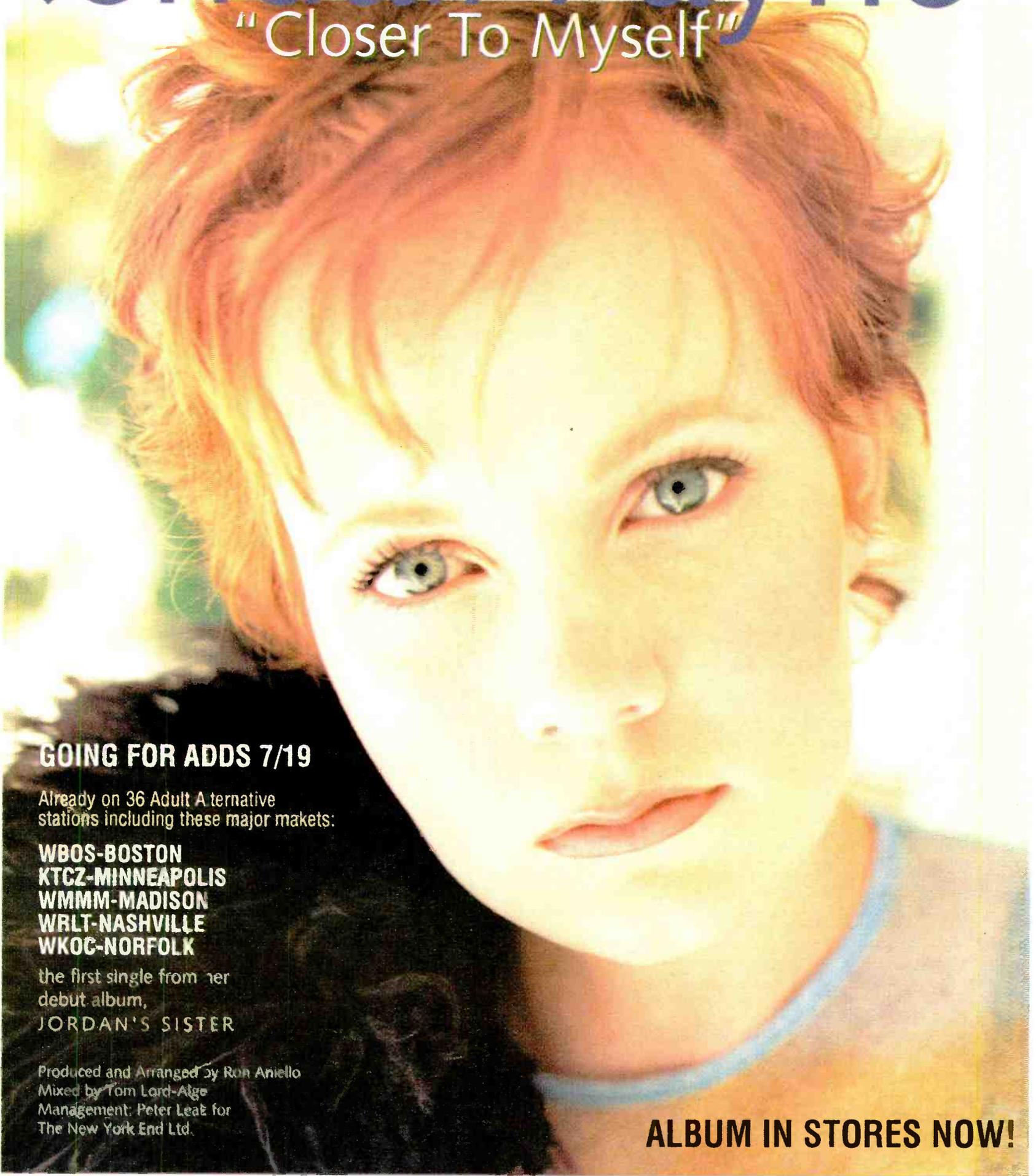
Lilith Tour 7/8 - 7/21  
VH1 Lilith Coverage - July  
Headlining Tour 7/23-8/12



Testifying from KTCZ-  
"Kendall's live performance was truly impressive!  
She is an artist with an unlimited future!"  
-Mike Wolf, MD

# Kendall Payne

## "Closer To Myself"



### GOING FOR ADDS 7/19

Already on 36 Adult Alternative stations including these major markets:

- WBOS-BOSTON
- KTCZ-MINNEAPOLIS
- WMMM-MADISON
- WRLT-NASHVILLE
- WKOC-NORFOLK

the first single from her debut album,  
**JORDAN'S SISTER**

Produced and Arranged by Ron Aniello  
Mixed by Tom Lord-Alge  
Management: Peter Leat for  
The New York End Ltd.

**ALBUM IN STORES NOW!**

"...A sweet voiced singer/songwriter."  
- *Rolling Stone*

"Kendall's lyrics are very powerful  
and wise beyond her years."  
- *Billboard*

### Upcoming appearances:

#### Opening for Jewel:

7/23, 7/24, 8/13, 8/14, 8/17,  
8/18, 8/20, 8/21, 8/25, 8/28

#### Lilith Fair Tour:

7/28 Columbia, MD  
7/30 Philadelphia  
7/31 Hershey, PA  
8/1 Canadiagua, NY  
8/3 Boston

also look for Tommy Hilfiger  
sponsored in-store events.

7/27 New York City - Launch Party  
7/28 Columbia, MD  
7/30 Philadelphia  
7/31 Hershey, PA  
8/1 Finger Lakes, NY  
8/3 Boston

## Top 20

### POP/ALTERNATIVE

LW	TW	ARTIST TITLE LABEL(S)	TOTAL PLAYS		TOTAL STATIONS/ ADDS
			TW	LW	
1	1	SMASH MOUTH All Star (Interscope)	1528	1519	32/0
2	2	SARAH MCLACHLAN I Will Remember You (Arista)	1218	1241	33/0
3	3	TAL BACHMAN She's So High (Columbia)	1209	1132	31/0
5	4	FASTBALL Out Of My Head (Hollywood)	1115	1098	30/0
6	5	CITIZEN KING Better Days (And ...) (Warner Bros.)	1094	1083	29/1
7	6	EVERLAST What It's Like (Tommy Boy)	975	1038	30/0
4	7	RICKY MARTIN Livin' La Vida Loca (C2/Columbia)	934	1127	27/0
11	8	EDWIN MCCAIN I Could Not Ask For More (Lava/Atlantic)	902	845	33/0
12	9	BARENAKED LADIES Call And Answer (Reprise)	887	819	30/0
9	10	GOO GOO DOLLS Slide (Warner Bros.)	852	935	31/0
8	11	SIXPENCE NONE THE RICHER Kiss Me (Squint/Columbia)	849	949	32/0
13	12	MADONNA Beautiful Stranger (Maverick/WB)	808	795	25/0
—	13	PEARL JAM Last Kiss (Epic)	803	652	28/3
15	14	SUGAR RAY Someday (Lava/Atlantic)	798	739	31/0
18	15	GOO GOO DOLLS Black Balloon (Warner Bros.)	769	694	30/0
10	16	SUGAR RAY Every Morning (Lava/Atlantic)	735	854	29/0
16	17	BLESSID UNION OF SOULS Hey Leonardo (She...) (Push/V2)	733	730	20/0
14	18	MATCHBOX 20 Back 2 Good (Lava/Atlantic)	703	742	31/0
20	19	LENNY KRAVITZ Fly Away (Virgin)	701	666	30/0
19	20	COLLECTIVE SOUL Run (Hollywood/Atlantic)	629	669	21/0

33 Pop/Alternative reporters. Songs ranked by total plays for the airplay week of Sunday 7/4-Saturday 7/10. © 1999, R&R Inc.

## TUNED-IN

### POP/ALTERNATIVE

R&R/MEDIABASE 24/7



KALC/Denver, CO

Tuesday, July 6, 1999

#### 1am

JEWEL Hands  
 EVERLAST What It's Like  
 DES'REE You Gotta Be  
 THIRD EYE BLIND Jumper  
 CCCP American Soviets  
 BETTER THAN EZRA Like It Like That  
 SARAH MCLACHLAN I Will Remember You  
 GREEN DAY When I Come Around  
 MATCHBOX 20 Back 2 Good  
 10,000 MANIACS Trouble Me  
 OFFSPRING Why Don't You Get A Job?  
 BARENAKED LADIES Call And Answer  
 NATALIE IMBRUGLIA Wishing I Was There  
 SUGAR RAY Someday

GIN BLOSSOMS Hey Jealousy  
 FLEETWOOD MAC Landslide  
 SMASH MOUTH Walkin' On The Sun

#### 4pm

SUGAR RAY Every Morning  
 MELISSA ETHERIDGE I'm The Only One  
 LENNY KRAVITZ Fly Away  
 SISTER HAZEL All For You  
 SARAH MCLACHLAN I Will Remember  
 DEPECHE MODE Policy Of Truth  
 GOO GOO DOLLS Slide  
 FASTBALL The Way  
 MADONNA Beautiful Stranger

#### 8pm

MATCHBOX 20 Back 2 Good  
 BETTER THAN EZRA Good  
 SUGAR RAY Every Morning  
 SHERYL CROW My Favorite Mistake  
 SOFT CELL Tainted Love  
 GOO GOO DOLLS Black Balloon  
 CHER Believe  
 CURE Just Like Heaven  
 SMASH MOUTH All Star  
 NATALIE MERCHANT Carnival  
 BLESSID UNION OF SOULS Hey Leonardo...  
 OFFSPRING Why Don't You Get A Job?

#### 10am

LENNY KRAVITZ Fly Away  
 SARAH MCLACHLAN Sweet Surrender  
 LIT My Own Worst Enemy  
 SHANIA TWAIN You're Still The One  
 DEPECHE MODE Enjoy The Silence  
 TAL BACHMAN She's So High  
 GOO GOO DOLLS Slide  
 RICKY MARTIN Livin' La Vida Loca  
 MELISSA ETHERIDGE Come To My Window  
 EVE 6 Inside Out



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Tuesday 7/6. © 1999, R&R Inc.

## New & Active

SANTANA I/ROB THOMAS Smooth (Arista)  
 Total Plays: 569. Total Stations: 22. Adds: 0

RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)  
 Total Plays: 498. Total Stations: 23. Adds: 4

NEW RADICALS Someday We'll Know (MCA)  
 Total Plays: 445. Total Stations: 19. Adds: 2

LIT My Own Worst Enemy (RCA)  
 Total Plays: 426. Total Stations: 22. Adds: 1

STRETCH PRINCESS Sorry (Wind-up)  
 Total Plays: 367. Total Stations: 23. Adds: 2

VONDA SHEPARD w/EMILY SALIERS Baby... (Jacket)  
 Total Plays: 323. Total Stations: 15. Adds: 0

ALANIS MORISSETTE So Pure (Maverick/Reprise)  
 Total Plays: 245. Total Stations: 22. Adds: 5

CRANBERRIES Animal Instinct (Island/IDJMG)  
 Total Plays: 227. Total Stations: 15. Adds: 0

JEREMY TOBACK You Make Me Feel (RCA)  
 Total Plays: 194. Total Stations: 17. Adds: 2

DIDO Here With Me (Arista)  
 Total Plays: 189. Total Stations: 15. Adds: 1

Songs ranked by total plays

## Contributing Stations

KPEK/Albuquerque, NM  
 KAMX/Austin, TX  
 KLLY/Bakersfield, CA  
 WBMX/Boston, MA  
 WALC/Charleston, SC  
 WLNK/Charlotte, NC  
 WTMX/Chicago, IL  
 KALC/Denver, CO  
 WPLT/Detroit, MI  
 KVSF/Fresno, CA  
 WKSI/Greensboro, NC

WKZL/Greensboro, NC  
 KMXB/Las Vegas, NV  
 KYSR/Los Angeles, CA  
 WXPT/Minneapolis, MN  
 KOSO/Modesto, CA  
 KCDU/Monterey-Salinas, CA  
 WPTE/Norfolk, VA  
 KYIS/Oklahoma City, OK  
 KBBT/Portland, OR  
 KLCA/Reno, NV  
 WZNE/Rochester, NY

KZZO/Sacramento, CA  
 WVRV/St. Louis, MO  
 KOMB/Salt Lake City, UT  
 KFMB/San Diego, CA  
 KLLC/San Francisco, CA  
 KRUZ/Santa Barbara, CA  
 KMHX/Santa Rosa, CA  
 WSSR/Tampa, FL  
 KZPT/Tucson, AZ  
 WMBX/West Palm Beach, FL  
 WXLO/Worcester, MA



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**RESULTS MARKETING**  
 CREATIVE PROMOTIONS

800-786-8011 • www.resultsmarketing.com

**Most Played Recurrents**

LENNY KRAVITZ Fly Away (Virgin)

CHER Believe (Warner Bros.)

SHAWN MULLINS Lullaby (SMG/Columbia)

NATALIE IMBRUGLIA Torn (RCA)

SARAH McLACHLAN Angel (Warner Sunset/Reprise)

GOO GOO DOLLS Iris (Warner Sunset/Reprise)

SHERYL CROW My Favorite Mistake (A&M)

SHERYL CROW Anything But Down (A&M)

THIRD EYE BLIND Jumper (Elektra/EEG)

COLLECTIVE SOUL Run (Hollywood/Atlantic)

DAVE MATTHEWS BAND Crush (RCA)

EDWIN McCAIN I'll Be (Lava/Atlantic)

MATCHBOX 20 Real World (Lava/Atlantic)

GREEN DAY Time Of Your Life (Good Riddance) (Reprise)

NEW RADICALS You Get What You Give (MCA)

BARENAKED LADIES One Week (Reprise)

EVE 6 Inside Out (RCA)

MATCHBOX 20 3am (Lava/Atlantic)

SISTER HAZEL All For You (Universal)

FASTBALL The Way (Hollywood)

**TUNED-IN HOT AC**

R&R/MEDIABASE 24/7

**KKOB/Albuquerque**

Tuesday, July 6

**9am**

SIXPENCE NONE THE RICHER Kiss Me  
 BABYFACE When Can I See You  
 WHITNEY HOUSTON Heartbreak Hotel  
 SHANIA TWAIN That Don't Impress Me Much  
 AEROSMITH I Don't Want To Miss A Thing  
 SHAWN COLVIN Sunny Came Home  
 'N SYNC I Drive Myself Crazy  
 THIRD EYE BLIND Jumper  
 RICKY MARTIN Livin' La Vida Loca  
 MADONNA Beautiful Stranger  
 LEANN RIMES How Do I Live  
 NATALIE MERCHANT Kind & Generous  
 BRANDY Have You Ever

**4pm**

HOOTIE & THE BLOWFISH Hold My Hand  
 WHITNEY HOUSTON Heartbreak Hotel  
 SHANIA TWAIN That Don't Impress Me Much  
 BRITNEY SPEARS Baby, One More Time  
 OMC How Bizarre  
 BRANDY Have You Ever?  
 MATCHBOX 20 Real World  
 RICKY MARTIN Livin' La Vida Loca  
 TAL BACHMAN She's So High  
 ALL-4-ONE I Swear  
 NATALIE IMBRUGLIA Torn  
 'N SYNC I Drive Myself Crazy  
 SUGAR RAY Every Morning

**9pm**

EAGLE-EYE CHERRY Save Tonight  
 BRANDY Have You Ever  
 BARENAKED LADIES One Week  
 STONE TEMPLE PILOTS Plush  
 JENNIFER LOPEZ If You Had My Love  
 98 DEGREES The Hardest Thing  
 RICKY MARTIN Livin' La Vida Loca  
 EVERLAST What It's Like  
 NATALIE MERCHANT Kind & Generous  
 HADDAWAY What Is Love  
 SUGAR RAY Every Morning  
 MADONNA Beautiful Stranger  
 K-CI & JOJO All My Life  
 BACKSTREET BOYS I Want It That Way  
 EDWIN MCCAIN I Could Not Ask For More

**WKDD/Akron**

Tuesday, July 6

**10am**

AEROSMITH I Don't Want To Miss A Thing  
 GOO GOO DOLLS Black Balloon  
 RICHARD MARX Should've Known Better  
 SHERYL CROW Change Would Do You Good  
 FASTBALL Out Of My Head  
 SPIN DOCTORS Two Princes  
 JEWEL Jupiter (Swallow The Moon)  
 PAULA COLE Where Have All The Cowboys...  
 SUGAR RAY Fly  
 SOPHIE B. HAWKINS Damn, I Wish I Was...  
 SISTER HAZEL All For You  
 EVERYTHING Hooch

**3pm**

SUGAR RAY Someday  
 WHITNEY HOUSTON I Wanna Dance With ...  
 AFTER 7 Can't Stop  
 TAL BACHMAN She's So High  
 JOHN MELLENCAMP Just Another Day  
 ELTON JOHN The One  
 NO MERCY Where Do You Go  
 BOBBY BROWN My Prerogative  
 SMASH MOUTH All Star  
 DIONNE FARRIS I Know  
 FIVE When The Lights Go Out

**11pm**

SARAH McLACHLAN I Will Remember You  
 GIN BLOSSOMS Til I Hear It From You  
 SUGAR RAY Someday  
 SHERYL CROW If It Makes You Happy  
 COLLECTIVE SOUL Shine  
 ROD STEWART Some Guys Have All The Luck  
 MARIAH CAREY Dreamlover  
 CITIZEN KING Better Days (And The Bottom...)  
 JEWEL You Were Meant For Me  
 SHANIA TWAIN That Don't Impress Me Much  
 ALL-4-ONE I Can Love You Like That

**HOT AC Going For Adds 7/19/99**

HONEYDOGS I Miss You (Debris/Mercury/IDJMG)  
 KENDALL PAYNE Closer To Myself (Capitol)  
 MAXI PRIEST f/BEENIE MAN Mary's Got A Baby (Virgin)



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-in is based on sample hours taken from Tuesday 7/6. © 1999. R&R Inc.

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# Hot AC Playlists

FIND COMPLETE PLAYLISTS FOR ALL HOT AC REPORTERS ON R&R ONLINE MUSIC TRACKING

**MARKET #1**

**WPLJ/New York**  
ABC  
(212) 613-3900  
Cuddy/Shannon/Mascaro  
12+ Cume 1,634,600

**95.5 WPLJ**  
NEW YORK

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
56	55	53	SMASH MOUTH/All Star	37345
55	53	53	GOOD DOLLS/Slide	35987
52	52	52	SARAH MCLACHLAN/Will Remember You	35308
51	51	51	EVERLAST/What It's Like	34629
45	51	51	SUGAR RAY/Every Morning	29197
43	41	41	LENNY KRAVITZ/Any Way	27839
33	38	38	MADONNA/Beautiful Stranger	25802
33	38	38	SHANIA TWAIN/That Don't	25802
34	36	36	BLESSID UNION...Hey Leonardo	24444
30	35	35	PEARL JAM/Last Kiss	23765
30	33	33	FASTBALL/Out Of My Head	22407
29	31	31	SUGAR RAY/Someday	21049
26	30	30	SANTANA/FROB THOMAS/Smooth	20370
26	30	30	GOOD DOLLS/Black Balloon	19012
26	28	28	MATCHBOX 20/Back 2 Good	19012
26	27	27	TAL BACHMAN/She's So High	18333
26	27	27	EDWIN MCCAIN/You Can't Ask	17654
19	26	26	PRETENDERS/Human	17654
19	26	26	RICKY MARTIN/La Copa De La Vida	16975
20	23	23	BARNAKED LADIES/Call And Answer	15617
20	23	23	RICKY MARTIN/La Vida Loca	15617
26	23	23	SIXPENCE...Kiss Me	15617
22	17	17	EAGLE-EYE CHERRY/Save Tonight	11543
18	16	16	SHERYL CROW/Sweet Child O' Mine	10864
12	10	10	SARAH MCLACHLAN/You'll Be In My	6790
1	1	1	98 DE GREES/The Hardest Thing	679
1	1	1	BACKSTREET BOYS/I Want It That Way	679
1	1	1	CHER/Strong Enough	679
1	1	1	CITIZEN KING/Better Days	679
1	1	1	FATBOY SLIM/Prase You	679

**MARKET #2**

**KYSR/Los Angeles**  
Chancellor  
(818) 955-7000  
Perele/Simms/Patyk  
12+ Cume 1,128,400

**STAR 98.1**  
today's best music

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
49	49	49	LENNY KRAVITZ/Any Way	22638
55	48	48	SIXPENCE...Kiss Me	22176
51	44	44	EVERLAST/What It's Like	20328
45	44	44	RICKY MARTIN/La Vida Loca	20328
34	38	38	MADONNA/Beautiful Stranger	17556
37	38	38	MATCHBOX 20/Back 2 Good	17556
37	31	31	SMASH MOUTH/All Star	14322
35	28	28	TAL BACHMAN/She's So High	12936
31	28	28	PEARL JAM/Last Kiss	12936
34	27	27	CITIZEN KING/Better Days	12474
30	26	26	FATBOY SLIM/Prase You	12012
24	24	24	LIT MY OWN WORST ENEMY	11088
24	24	24	EDWIN MCCAIN/You Can't Ask	11088
27	23	23	GOOD DOLLS/Black Balloon	10626
27	23	23	SUGAR RAY/Someday	10626
25	19	19	SANTANA/FROB THOMAS/Smooth	8778
25	17	17	BARNAKED LADIES/Call And Answer	7854
19	17	17	GOOD DOLLS/Slide	7854
19	17	17	SUGAR RAY/Every Morning	7854
12	16	16	LENS/Steal My Sunshine	7392
19	14	14	EAGLE-EYE CHERRY/Save Tonight	6468
15	10	10	CRANBERRIES/No Nonsense	4620
16	10	10	FASTBALL/Out Of My Head	4620
12	10	10	SARAH MCLACHLAN/Will Remember You	4620
7	7	7	RICKY MARTIN/La Copa De La Vida	3234
25	5	5	SHANIA TWAIN/That Don't	2310
1	3	3	VONDA SHEPARD...Baby, Don't You	1386
1	1	1	BLINK 182/Murt	402
1	1	1	BLINK 182/What's My Age Again?	402
1	1	1	LENNY KRAVITZ/American Woman	402

**MARKET #3**

**WTMX/Chicago**  
Bonnieville  
(312) 946-1019  
James/Karlat  
12+ Cume 820,500

**101.9 THE MIX**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
53	52	52	TAL BACHMAN/She's So High	20124
53	50	50	CITIZEN KING/Better Days	19350
52	50	50	SMASH MOUTH/All Star	19350
45	45	45	MADONNA/Beautiful Stranger	17415
44	44	44	BLESSID UNION...Hey Leonardo	17028
43	44	44	GOOD DOLLS/Black Balloon	17028
45	43	43	CITIZEN KING/Better Days	16641
44	43	43	RED HOT CHILI...Scar Tissue	16641
44	43	43	SUGAR RAY/Someday	16641
44	36	36	NEW RADICALS/Someday We'll Know	14319
31	30	30	FASTBALL/Out Of My Head	11610
22	28	28	JEREMY TORBACK/You Make Me Feel	10836
29	26	26	EDWIN MCCAIN/You Can't Ask	10062
24	26	26	BRETT HARVEY/Ducherry	10062
32	25	25	TOMMY HENRICKS/See The Sun	9675
22	22	22	CHRIS ISAAK/Baby Did A Bad	8514
32	20	20	EVERLAST/What It's Like	7740
22	20	20	STREET PRINCESS/Sorry	7740
15	18	18	FAR TO GO/JUNE'S Best Of Me	6966
15	17	17	EAGLE-EYE CHERRY/Save Tonight	6579
19	15	15	ROBBIE WILLIAMS/Millennium	5805
14	14	14	SUGAR RAY/Every Morning	5418
13	12	12	PRETENDERS/Human	5034
12	12	12	SANTANA/FROB THOMAS/Smooth	4641
11	11	11	SARAH MCLACHLAN/Will Remember You	4257
17	11	11	SIXPENCE...Kiss Me	4257
11	10	10	NATALIE MERCHANT/It's Sweet	3870
6	8	8	RICKY MARTIN/La Vida Loca	3483
6	8	8	EAGLE-EYE CHERRY/Save Tonight	3096

**MARKET #4**

**KLCC/San Francisco**  
Infinity  
(415) 765-4097  
Kaplan/Stoeckel  
12+ Cume 561,700

**Alice @ 97.3**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
39	44	44	SMASH MOUTH/All Star	9688
38	38	38	CITIZEN KING/Better Days	8626
37	37	37	FASTBALL/Out Of My Head	8399
28	35	35	OLD 97'S/Murder (Of A.)	7945
32	30	30	BARNAKED LADIES/Call And Answer	6810
30	29	29	SARAH MCLACHLAN/Will Remember You	6583
25	28	28	MADONNA/Beautiful Stranger	6356
28	27	27	FATBOY SLIM/Prase You	6129
21	27	27	RED HOT CHILI...Scar Tissue	6129
16	25	25	ALANIS MORISSETTE/So Pure	5675
23	23	23	CRANBERRIES/No Nonsense	5221
18	23	23	STREET PRINCESS/Sorry	5221
25	22	22	BLESSID UNION...Hey Leonardo	4994
22	22	22	FLEMING & JOHN/My Girl	4994
17	22	22	GOOD DOLLS/Black Balloon	4994
18	21	21	NEW RADICALS/Someday We'll Know	4767
11	21	21	PRETENDERS/Human	4767
20	20	20	TAL BACHMAN/She's So High	4540
20	20	20	BETH ORTON/Stolen Car	4540
16	20	20	VONDA SHEPARD...Baby, Don't You	4540
16	19	19	MATCHBOX 20/Back 2 Good	4313
22	18	18	SUGAR RAY/Every Morning	4086
17	17	17	SHERYL CROW/Anything But Down	3859
17	17	17	LENNY KRAVITZ/Any Way	3859
16	16	16	LENS/Steal My Sunshine	3632
30	14	14	GOOD DOLLS/Slide	3178
23	13	13	WES CURRINGHAM/So Goes	2951
23	13	13	SIXPENCE...Kiss Me	2951
13	11	11	DIDO/Here With Me	2497
11	11	11	SUGAR RAY/Someday	2497

**MARKET #5**

**WYXR/Philadelphia**  
Chancellor  
(610) 668-0750  
Johnson/Poke  
12+ Cume 610,600

**STAR 104.3**  
PHILADELPHIA

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
30	33	33	GOOD DOLLS/Slide	8382
28	32	32	BACKSTREET BOYS/I Want It That Way	8128
25	32	32	SIXPENCE...Kiss Me	8128
30	32	32	SHANIA TWAIN/That Don't	8128
32	31	31	RICKY MARTIN/La Vida Loca	7874
31	30	30	SARAH MCLACHLAN/Will Remember You	7629
29	28	28	CHER/Strong Enough	7112
28	28	28	PHIL COLLINS/You'll Be In My	7112
28	28	28	BRITNEY SPEARS...Baby One More	7112
28	28	28	SUGAR RAY/Every Morning	7112
25	24	24	EAGLE-EYE CHERRY/Save Tonight	6096
20	23	23	98 DE GREES/The Hardest Thing	5842
22	23	23	BLESSID UNION...Hey Leonardo	5842
22	23	23	SMASH MOUTH/All Star	5588
17	22	22	TAL BACHMAN/She's So High	4318
11	22	22	EDWIN MCCAIN/You Can't Ask	3048
1	12	12	BACKSTREET BOYS/All I Have To Love	2794
1	2	2	MARIAH CAREY/I Still Believe	508
1	1	1	CHER/Strong Enough	254
1	1	1	CITIZEN KING/Better Days	254
1	1	1	SHERYL CROW/Anything But Down	254
1	1	1	EVERLAST/What It's Like	254
1	1	1	FASTBALL/Out Of My Head	254
1	1	1	LENNY KRAVITZ/Any Way	254
1	1	1	MATCHBOX 20/Back 2 Good	254
6	1	1	NATALIE MERCHANT/It's Sweet	254

**MARKET #6**

**WKQI/Detroit**  
Chancellor  
(248) 967-3750  
O'Brien/Kincard/London  
12+ Cume 649,500

**Q95.5**  
Detroit's Best Music

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
56	62	62	GOOD DOLLS/Slide	14694
55	58	58	MATCHBOX 20/Back 2 Good	13746
56	57	57	SHANIA TWAIN/That Don't	13509
54	54	54	RICKY MARTIN/La Vida Loca	12798
28	47	47	SIXPENCE...Kiss Me	11139
55	38	38	SUGAR RAY/Every Morning	9006
31	33	33	BACKSTREET BOYS/I Want It That Way	7821
32	33	33	MADONNA/Beautiful Stranger	7821
34	31	31	SMASH MOUTH/All Star	7347
29	29	29	EDWIN MCCAIN/You Can't Ask	6873
30	28	28	JOHN MELLENCAMP/It's Not Running	6636
23	27	27	98 DE GREES/The Hardest Thing	6399
30	27	27	BRITNEY SPEARS...Baby One More	6399
23	23	23	EVERLAST/What It's Like	4571
16	21	21	CITIZEN KING/Better Days	4492
14	21	21	PEARL JAM/Last Kiss	4977
14	20	20	SUGAR RAY/Someday	4740
19	19	19	EAGLE-EYE CHERRY/Save Tonight	4503
16	14	14	GOOD DOLLS/Black Balloon	3318
11	13	13	BLESSID UNION...Hey Leonardo	3081
13	12	12	TAL BACHMAN/She's So High	2844
6	12	12	SARAH MCLACHLAN/Will Remember You	2844
9	9	9	PHIL COLLINS/You'll Be In My	2133
9	9	9	SHERYL CROW/Sweet Child O' Mine	2133
8	7	7	JEWEL/Jupiter (Swallow...)	1836
7	7	7	IN SYNC/Teasin' My Heart	1659
6	6	6	BARNAKED LADIES/Call And Answer	1422
5	5	5	RICKY MARTIN/La Copa De La Vida	1185
4	4	4	IN SYNC/I Want You Back	948
4	4	4	LENNY KRAVITZ/Any Way	948

**MARKET #6**

**WPLT/Detroit**  
ABC  
(313) 871-3030  
Michaels/Tear/Deleis  
12+ Cume 493,700

**PLANET 96.3**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
27	27	27	COLLECTIVE SOUL/Heavy	4401
26	27	27	FATBOY SLIM/Prase You	4401
26	27	27	MATCHBOX 20/Back 2 Good	4401
26	27	27	SMASH MOUTH/All Star	4401
26	26	26	BARNAKED LADIES/Alcohol	4238
12	14	14	GOOD DOLLS/Black Balloon	2282
10	14	14	EDWIN MCCAIN/You Can't Ask	2282
10	14	14	PEARL JAM/Last Kiss	2282
11	13	13	BARNAKED LADIES/Call And Answer	2119
11	13	13	EVERLAST/What It's Like	2119
11	13	13	GOOD DOLLS/Slide	2119
9	13	13	SIXPENCE...Kiss Me	2119
9	13	13	SUGAR RAY/Every Morning	2119
11	11	11	RED HOT CHILI...Scar Tissue	1793
10	10	10	SUGAR RAY/Someday	1630
8	8	8	SIXPENCE...There She Goes	1304
9	7	7	PRETENDERS/Human	1141
5	6	6	SHERYL CROW/Sweet Child O' Mine	978
5	6	6	LENNY KRAVITZ/Any Way	978
5	5	5	LIT MY OWN WORST ENEMY	852
4	4	4	EAGLE-EYE CHERRY/Save Tonight	652
4	4	4	FUEL/Shimmer	652
3	3	3	SARAH MCLACHLAN/Possession	652
13	3	3	FLYS/Get You (Where...)	489
1	1	1	SARAH MCLACHLAN/Good Enough	163
2	1	1	SARAH MCLACHLAN/Hud On	163
1	1	1	SARAH MCLACHLAN/Will Remember You	163
1	1	1	PEARL JAM/Electric Woman	163

**MARKET #7**

**KDMX/Dallas**  
Clear Channel  
(972) 991-1029  
Steal/Taylor/Thomas  
12+ Cume 566,700

**MIX 102.3**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
59	60	60	SIXPENCE...Kiss Me	14940
55	56	56	SUGAR RAY/Every Morning	13944
44	55	55	LENNY KRAVITZ/Any Way	13695
48	53	53	SARAH MCLACHLAN/Will Remember You	13197
58	52	52	MATCHBOX 20/Back 2 Good	12948
50	55	55	RICKY MARTIN/La Vida Loca	8715
32	34	34	SHERYL CROW/Anything But Down	8466
33	33	33	GOOD DOLLS/Slide	8217
44	30	30	EAGLE-EYE CHERRY/Save Tonight	7470
29	29	29	BACKSTREET BOYS/I Want It That Way	7221
25	25	25	TAL BACHMAN/She's So High	6225
22	22	22	EDWIN MCCAIN/You Can't Ask	5478
21	21	21	SMASH MOUTH/All Star	5229
24	21	21	SHANIA TWAIN/That Don't	5229
20	19	19	BLESSID UNION...Hey Leonardo	4731
15	17	17	PEARL JAM/Last Kiss	4233
18	17	17	SUGAR RAY/Someday	4233
13	16	16	MADONNA/Beautiful Stranger	3984
5	15	15	GOOD DOLLS/Black Balloon	3735
17	15	15	VONDA SHEPARD...Baby, Don't You	3735
14	12	12	BARNAKED LADIES/Call And Answer	29

# NAC/Smooth Jazz Playlists

July 16, 1999 R&R • 99

FIND COMPLETE PLAYLISTS FOR ALL NAC REPORTERS ON R&R ONLINE MUSIC TRACKING

**MARKET #1**

**WCCD/New York**  
Emmis  
(212) 352-1019  
Mullen/Laboy  
12+ Cume 1,307,000

**Smooth Jazz**  
**CD 101.9**  
10th Anniversary

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
34	28	28	LEE RITENOUR/Can You Feel It?	28356
32	33	33	JEFF GOLUB/Velvet Touch	27522
31	33	33	SPYROGYRA/Silk And Satin	27522
23	32	32	DOWN TO THE BONE/Long Way From...	27522
33	32	32	SOUL BALLET/Her Joyride	26688
21	24	24	WARREN HILL/Take Me Away	20016
24	24	24	SAMPLE FHATHAWAY/Feveer	20016
22	24	24	NORMAN BROWN/Out Of Nowhere	20016
23	23	23	ERIC ESSIX/For Real	19182
23	23	23	CHRIS BOTTI/Drive Time	19182
			HERB ALPERT/The Look Of Love	0
			JAZZMASTERS/Nightcrawler	0

**MARKET #2**

**KTWV/Los Angeles**  
Infinity  
(310) 840-7180  
Brodie/Stewart  
12+ Cume 1,028,500

**THE WAVE**  
**94.7 KTWV**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
16	23	23	SPYROGYRA/Silk And Satin	15479
25	22	22	TOM SCOTT /Smokin' Section	14806
25	22	22	BONEY JAMES/Into The Blue	14806
23	22	22	RICK BRAUNA/Very Good Thing	14806
19	20	20	PETER WHITE/Autumn Day	13460
24	19	19	DAVID BENOIT/Rejoice	12717
23	18	18	GEORGE BENSON/Cruise Control	12184
15	16	16	WARREN HILL/Take Me Away	10768
15	15	15	NORMAN BROWN/Out Of Nowhere	10095
12	15	15	BRAXTON BROTHERS/Just Believe	10095
12	15	15	NESTOR TORRES/Velvet Nights	10095
14	15	15	3RD FORCE/Give It All You Got	10095
15	15	15	MARCOS ARIEL/Green Eyes	10095
15	14	14	JEFF GOLUB/Velvet Touch	9472
13	14	14	STEVE COLE/Say It Again	9472
14	14	14	NATALIE COLE/Snowfall On...	9472
11	13	13	RICHARD ELLIOT/Chill Factor	8749
11	13	13	KIRK WHALUM/My All	8749
12	13	13	WALTER BEASLEY/You Knew	8749
10	13	13	SAMPLE FHATHAWAY/Feveer	8749
11	12	12	KENNY G/WARMSTRONG/What A Wonderful...	8076
10	11	11	LUTHER VANDROSS/Im Only Human	7403
12	11	11	JAZZMASTERS/Lost In Space	7403
5	5	5	CRAIG CHAQUICO/Forbidden Love	3365
4	4	4	VICTOR WOOTEN/Urban Turban	2692
			BONEY JAMES/Boneyjam	0
			DWIGHT SILLS/Dock Of The Bay	0

**MARKET #4**

**KKSF/San Francisco**  
Chancellor  
(415) 975-5555  
Goldstein/Lawrence  
12+ Cume 464,300

**KKSF 103.7**  
SMOOTH JAZZ

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
22	23	23	DAVID BENOIT/Rejoice	7061
23	22	22	CHRIS BOTTI/Drive Time	7061
23	22	22	BLUE LUMI/Esperanza	6754
23	22	22	RICHARD ELLIOT/Chill Factor	6754
22	22	22	BONEY JAMES/Body Language	6754
22	22	22	KIRK WHALUM/My All	6754
10	13	13	WARREN HILL/Take Me Away	3991
15	13	13	JANGO/With Your Love	3991
14	13	13	ROGER SMITH/Off The Hook	3991
12	12	12	NORMAN BROWN/Out Of Nowhere	3684
13	12	12	DOWN TO THE BONE/Long Way From...	3684
13	12	12	NELSON RANGELL/The Way To You	3684
13	12	12	SOUL BALLET/Her Joyride	3684
11	11	11	MARC ANTONIO/Madrid	3377
12	11	11	BRAXTON BROTHERS/Just Believe	3377
10	11	11	DANCING FANTASY/Take Five	3377
11	11	11	MIKE JAMES/Imagine This	3377
12	11	11	JAZZMASTERS/Lost In Space	3377
11	11	11	3RD FORCE /Revelation Of	3377
10	10	10	DIANA KRALL/Why Should I Care	3070
10	10	10	LUTHER VANDROSS/Im Only Human	3070
8	9	9	NATALIE COLE/Snowfall On...	2763
7	7	7	KENNY G/WARMSTRONG/What A Wonderful...	2149
8	7	7	SARAH MCLACHLAN/Angel	2149
8	7	7	SAMPLE FHATHAWAY/Feveer	2149

**MARKET #5**

**WJZZ/Philadelphia**  
Chancellor  
(215) 508-1200  
Gress/Tozzi  
12+ Cume 581,400

**Smooth Jazz**  
**WJZZ 106.1**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
28	28	28	STEVE COLE/Say It Again	10052
18	28	28	BRIAN GOLUB/Veret Touch	10052
28	28	28	JEFF GOLUB/Veret Touch	10052
28	28	28	GOT IN THE CITY/Life	10052
28	28	28	KIRK WHALUM/My All	10052
18	28	28	KENNY G/WARMSTRONG/What A Wonderful...	6462
18	28	28	SAMPLE FHATHAWAY/Feveer	5744
14	14	14	NELSON RANGELL/The Way To You	5026
18	13	13	BONA FIDE/High Street	4667
18	13	13	SPYROGYRA/Silk And Satin	4667
18	13	13	3RD FORCE /Revelation Of	4667
18	13	13	JANGO/With Your Love	4667
19	12	12	BRIAN TARDUIN/Darin Darin Baby	4308
18	12	12	BRYAN SAVAGE/Soul Temptation	4308
18	12	12	RICHARD ELLIOT/Chill Factor	4308
28	11	11	ERIC MARIENHAL/Mercy, Mercy, Mercy	3949
28	11	11	RIPPINGTONS/Summer Lovers	3949
11	11	11	ERIC ESSIX/For Real	3949
12	11	11	QUINCY JONES/Sax In The Garden	3949
4	4	4	BONEY JAMES/Boneyjam	1436
3	3	3	MONICA/Rage Of Mine	1077
2	2	2	CHRIS BOTTI/Drive Time	718

**MARKET #6**

**WVMV/Detroit**  
Infinity  
(248) 855-5100  
Sleeker/Kovach  
12+ Cume 430,100

**V98.7**  
Smooth Jazz

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
23	27	27	ROGER SMITH/Off The Hook	8046
14	24	24	TOM SCOTT /Smokin' Section	7152
24	24	24	WALTER BEASLEY/You Knew	7152
25	24	24	NELSON RANGELL/The Way To You	7152
25	23	23	DAVID BENOIT/Rejoice	6854
25	23	23	ERIC MARIENHAL/Mercy, Mercy, Mercy	6258
21	17	17	PETER WHITE/Autumn Day	5066
13	16	16	SPYROGYRA/Silk And Satin	4768
13	16	16	RIPPINGTONS/Summer Lovers	3874
13	16	16	NATALIE COLE/Snowfall On...	3874
13	16	16	EARL KILGIP/Eclectic Situation	3874
13	16	16	JAZZMASTERS/Lost In Space	3874
11	13	13	LUTHER VANDROSS/Im Only Human	3874
12	13	13	NORMAN BROWN/Out Of Nowhere	3874
12	13	13	KIRK WHALUM/My All	3576
12	13	13	JANGO/With Your Love	3576
10	12	12	KENNY G/WARMSTRONG/What A Wonderful...	3576
10	11	11	WARREN HILL/Take Me Away	3278
13	11	11	3RD FORCE /Revelation Of	3278
10	10	10	RICHARD ELLIOT/Chill Factor	2980
			SOUL BALLET/Her Joyride	0
			STEVE COLE/Say It Again	0

**MARKET #7**

**KOAI/Dallas**  
Infinity  
(214) 630-3011  
Fischer/Kincaid  
12+ Cume 295,500

**ASIS 107.5**  
Smooth Jazz

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
28	28	28	TOM SCOTT /Smokin' Section	5204
28	28	28	DAVID BENOIT/Rejoice	5204
28	28	28	WALTER BEASLEY/You Knew	5204
28	28	28	NELSON RANGELL/The Way To You	5204
28	28	28	ROGER SMITH/Off The Hook	5204
28	28	28	JANGO/With Your Love	5204
17	17	17	KENNY G/WARMSTRONG/What A Wonderful...	3196
17	17	17	NATALIE COLE/Snowfall On...	3196
17	17	17	SAMPLE FHATHAWAY/Feveer	3196
16	16	16	LUTHER VANDROSS/Im Only Human	3008
12	12	12	NORMAN BROWN/Out Of Nowhere	2256
12	12	12	JEFF GOLUB/Veret Touch	2256
12	12	12	STEVE COLE/Say It Again	2256
12	12	12	3RD FORCE /Revelation Of	2256
11	11	11	BONEY JAMES/Body Language	2068
11	11	11	RICHARD ELLIOT/Chill Factor	2068
11	11	11	SPYROGYRA/Silk And Satin	2068
11	11	11	ERIC ESSIX/For Real	2068
11	11	11	NITE FLYTE/Open Your Heart	2068
11	11	11	BRIAN BROMBERG/September	2068
11	11	11	KIRK WHALUM/My All	2068
11	11	11	ERIC MARIENHAL/Mercy, Mercy, Mercy	2068
10	10	10	RIPPINGTONS/Summer Lovers	1880
10	10	10	WARREN HILL/Take Me Away	1880
10	10	10	JAZZMASTERS/Lost In Space	1880
			HERB ALPERT/The Look Of Love	0

**MARKET #8**

**WSJZ/Boston**  
Greater Media  
(617) 822-9600  
Maldonado  
12+ Cume 263,000

**Smooth 96.9**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
24	24	24	NORMAN BROWN/Out Of Nowhere	4080
24	24	24	TOM SCOTT /Smokin' Section	4080
24	24	24	ROGER SMITH/Off The Hook	4080
22	23	23	SPYROGYRA/Silk And Satin	3910
11	21	21	SOUL BALLET/Her Joyride	3570
24	21	21	WARREN HILL/Take Me Away	3570
20	16	16	KIRK WHALUM/My All	2720
16	16	16	NATALIE COLE/Snowfall On...	2720
16	16	16	RIPPINGTONS/Summer Lovers	2720
14	16	16	CALDWELL & SCOTT/Show Me Your...	2720
17	15	15	KENNY G/WARMSTRONG/What A Wonderful...	2550
16	15	15	SAMPLE FHATHAWAY/Feveer	2550
14	15	15	MARIAH CAREY/Still Believe	2550
13	14	14	CRAIG CHAQUICO/Forbidden Love	2380
13	14	14	CHRIS BOTTI/Drive Time	2210
12	13	13	RICHARD ELLIOT/Chill Factor	2210
12	12	12	BONA FIDE/High Street	2040
12	12	12	DAVID BENOIT/Rejoice	2040
11	11	11	ERIC MARIENHAL/Mercy, Mercy, Mercy	1870
11	11	11	WALTER BEASLEY/You Knew	1870
10	11	11	JEFF GOLUB/Veret Touch	1870
8	11	11	DOWN TO THE BONE/Long Way From...	1870
9	9	9	JANGO/With Your Love	1530
9	9	9	LEE RITENOUR/Can You Feel It?	1530
11	9	9	JAZZMASTERS/Lost In Space	1530
8	8	8	QUINCY JONES/Sax In The Garden	1360

**MARKET #9**

**WJZW/Washington**  
ABC  
(202) 895-2300  
King  
12+ Cume 353,100

**Smooth Jazz**  
**105.9**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
28	28	28	NELSON RANGELL/The Way To You	6860
12	28	28	TOM SCOTT /Smokin' Section	6860
28	28	28	JANGO/With Your Love	6860
28	28	28	KIRK WHALUM/My All	6860
28	28	28	ERIC MARIENHAL/Mercy, Mercy, Mercy	6860
27	28	28	DAVID BENOIT/Rejoice	6860
15	17	17	NATALIE COLE/Snowfall On...	4165
15	17	17	SAMPLE FHATHAWAY/Feveer	4165
14	16	16	MARIAH CAREY/Still Believe	3920
17	16	16	LUTHER VANDROSS/Im Only Human	3920
16	16	16	KENNY G/WARMSTRONG/What A Wonderful...	3920
13	13	13	JEFF GOLUB/Veret Touch	3185
14	12	12	PETER WHITE/Autumn Day	2940
11	12	12	WALTER BEASLEY/You Knew	2940
5	12	12	FRANK VIGNOLA/Its Too Late	2940
9	11	11	NORMAN BROWN/Out Of Nowhere	2695
11	11	11	WARREN HILL/Take Me Away	2695
28	11	11	ROGER SMITH/Off The Hook	2695
11	11	11	SOUL BALLET/Her Joyride	2695
11	11	11	RIPPINGTONS/Summer Lovers	2695
11	11	11	SPYROGYRA/Silk And Satin	2695
11	11	11	CHRIS BOTTI/Drive Time	2695
10	10	10	JAZZMASTERS/Lost In Space	2450
10	10	10	RICHARD ELLIOT/Chill Factor	2450
11	9	9	STEVE COLE/Say It Again	2205
5	5	5	QUINCY JONES/Sax In The Garden	1225

**MARKET #11**

**WLVE/Miami**  
Clear Channel  
(305) 654-9494  
Michael/Taylor  
12+ Cume 366,800

**love 94.7**  
SMOOTH JAZZ 93.9

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
17	17	17	3RD FORCE /Revelation Of	3995
16	17	17	BRIAN BROMBERG/September	3995
16	16	16	GOT IN THE CITY/Life	3750
14	14	14	PETER WHITE/Autumn Day	3920
14	14	14	MARC ANTONIO/Concance	3290
7	11	11	KIRK WHALUM/My All	2585
7	11	11	GREGG KARUKAS/Cruisin' Your...	2585
10	11	11	RICK BRAUNA/Very Good Thing	2585
11	11	11	NELSON RANGELL/The Way To You	2585
11	11	11	JEFF LORBER/Simple Life	2585
11	11	11	RIPPINGTONS/Summer Lovers	2585
11	10	10	NITE FLYTE/Open Your Heart	2350
10	10	10	ERIC ESSIX/For Real	2350
8	8	8	RICHARD ELLIOT/Chill Factor	1880
8	8	8	DAVID BENOIT/Rejoice	1880
8	7	7	RICHARD ELLIOT/Chill Factor	1645
7	6	6	WARREN HILL/Take Me Away	1410
6	6	6	TOM SCOTT /Smokin' Section	1410
6	6	6	BONEY JAMES/Body Language	1410
6	6	6	BONEY JAMES/Into The Blue	1410
6	6	6	JANGO/With Your Love	1410
6	6	6	STEVE COLE/Say It Again	1410
5	5	5	BRIAN TARDUIN/Darin Darin Baby	1175
5	5	5	STEVE COLE/Where In The Garden...	1175
4	5	5	KIM WATERS/Easy Going	1175
5	5	5	ED CALLE/Strollin'	1175
			NESTOR TORRES/Velvet Nights	0
			DAVID BENOIT/Rejoice	0
			QUINCY JONES/Sax In The Garden	0

**MARKET #12**

**WJZF/Atlanta**  
Cox  
(404) 897-7500  
Edwards  
12+ Cume 239,500

**Smooth Jazz**  
**104.1 FM**  
WJZF

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
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CAROL ARCHER

archer@rionline.com

## Alpert: Art, Heart & Soul

Continued from Page 1

isolated they spoke neither Arabic nor French and were unfamiliar with both Richard Nixon and Chairman Mao. But they showed me a photo of Muhammad Ali, a global icon for Muslims, and, thanks to a portable tape player, they entertained me with Alpert's album *Whipped Cream*.

**CA:** *I have waited many years for the chance to tell you that story.*

**HA:** *Something similar happened to me. In 1970 or '71 I flew to*

**HA:** *One misconception about me is that I'm a terrific businessman. I spend maybe 10% of my time thinking about business. In the early days of A&M, when it was Jerry Moss and me, I decided I couldn't do it all — be a right-brained guy and a businessman too — so I dropped the business half. Managing my time is easy. I get up at six o'clock. I'll read a bit, practice and paint for a couple of hours. I get in touch with myself, what I'm doing, where I'm going.*

**EF:** *There's a great lesson there in knowing how to separate that.*

home, and he'll practice if he wants to." Unfortunately, those public school music programs are not available to kids today the way they were to me.

**CA:** *What were your ambitions at the start of your career?*

**HA:** *I didn't think I'd be a professional musician. I played in bands and little groups. I had this huge repertoire of songs — maybe 2,000 tunes — because I'm able to play most anything I hear by ear.*

**CA:** *Did you get a break that changed your fortune?*

**HA:** *My fortune changed when I entered the Army and was sent to band school. Until then I was a hotshot trumpet player in L.A. who was getting recognized. But when I got to band school, I heard musicians from all parts of the country. Some of those trumpet players were just fabulous. I had never heard guys play so high, loud and fast before! It put me in my place and made me realize that if I was going to make it in the music world, I would have to come up with my own identity.*

There was a period when musicians were just trying to outdo one another with more dexterity, and that didn't appeal to me. I was always trying to find my voice through the horn. I admired artists like Louis Armstrong and Miles Davis, who could put their signature on their music. I was in search of that when I heard Les Paul and Mary Ford's "How High the Moon" — the way he stacked her voice so many times and the overdubbed sound on his guitar — which really inspired me. I tried that on the horn and got this interesting quality; it was the germ of the Tijuana Brass sound.

Prior to that, Sam Cooke affected me because of his insistence that it's about the feel of the music. He was a beautiful, soulful guy and an unusual artist. He had that indefinable magic. When he picked up his guitar and started to sing, he made poetry and music out of lyrics you never thought would work. He used to say, "People don't care if you're black or white or what echo chamber you're using. They're listening to a cold piece of wax, and it either makes it or it doesn't."

**EF:** *You said business is only 10% to you, but does having total control of it make that percentage larger?*

**HA:** *To do what I want to do definitely doesn't hurt [laughs]. I was always in control, even in the early days. But a negative thing in the business right now is that great artists are getting boxed out with all of these musical categories. We're not getting the best out of the wonderful artists in this world. Maybe the*



ALPERT DEBUTS GEMINI

Always on the cutting edge, Herb Alpert recently designed a new trumpet, the Gemini, with twin bells (one is seen muted) that can be played interchangeably at the press of a thumb switch.

**"A negative thing in the business right now is that great artists are getting boxed out with all of these musical categories. Maybe the Internet will open new doors for them."**

Cairo, and as I walked into the Hilton, I heard "Spanish Flea" on the sound system.

**EF:** *What did that feel like?*

**HA:** *It feels better in retrospect, because it's an almost surrealistic experience when it's happening, but it shows the power of music. Years ago I met with Jimmy Iovine, and we decided A&M would distribute a Christmas album for the Special Olympics. To date it's raised over \$50 million. It shows that if music is used in a powerful, positive way, it can have a tremendous effect.*

**CA:** *You are involved in so many different pursuits, from music and art to philanthropic endeavors, plus you have a family. How do you get it all done?*

**HA:** *Money's never been my goal, but I feel very blessed with what's happened.*

**CA:** *How did you come to music in the first place?*

**HA:** *My mother played violin, my father played mandolin, my brother was a professional drummer and my sister played piano. When I was 8, I took music appreciation in grammar school. There were instruments on a table. I picked up a trumpet and tried to make a sound out of it — I was attracted to its feel. Then I heard Harry James and especially Louis Armstrong. With time, I started to make some sense of it.*

My mother was very supportive. When neighbors yelled for me to stop practicing, she'd call out, "It's our

Internet will open new doors for them. I'm not sure how it will be accomplished, but I believe it will.

**CA:** *How did your collaboration with Living Colour's Will Calhoun and Doug Wimbish come about?*

**HA:** *I got some CDs that Will and Doug had produced from Paul Thompson in our New York office. I like something that's not spit-shined — that natural thing that happens — and they seemed to understand that. I went to Will's house in the Bronx, where he's got a little studio. Doug had his bass, I pulled out my horn, and we started jammin'. Sometimes you play with musicians who are trying to prove something, and it doesn't gel.*

but it was very comfortable with them. We decided to go in the studio on a trial basis and record two or three sides. They also suggested [keyboardist] Bernie Worrell might be a good complement.

As the engineer was getting the sound on the drums and such on the first song, Will was playing, and Doug started a pulse to his groove. I pulled out my horn and began to noodle. It started to feel really good, so I gave the engineer a signal to record it. That was the song "Slow Train." It was spontaneous, and we didn't clean it up. You don't always get that, especially with all the tools available today, where you can punch in and out every 30 seconds.

We hit on this groove of Marvin Gaye's "I Want You." We were three-quarters through it, but it didn't feel right. As we were packing up, I was free-associating and started to play "The Look of Love" to the track. Doug was on the couch. He turned around and said, "Man, that's phat!" When it was done, I phoned Burt [Bacharach] to play it. The last time I'd done that with him was with the Carpenters' "Close to You."

**CA:** *"Libertango" is one of my favorites on the album.*

**HA:** *Astor Piazzolla's musicality is sensational, because he combines classical with jazz. He has a real flair for bringing drama to his music, plus the sound of that bandoneon is very intriguing. It plays*

like an accordion, but doesn't sound anything like one. What a haunting sound!

**CA:** *When you collaborate, as you often do, what do you hope for?*

**HA:** *Honesty. There's a certain passion that some musicians have that really touches me. When Doug plays bass, he can't play a note unless it's coming from a really deep spot; his eyes are closed, his chest is in it, and his body language says, "Here I am." I like that, and I respond to it. I've always tried to make music that has an emotional quality.*

*Next Week: The discussion with Alpert continues.*



FORMAT'S GLOBAL REACH

Munich's Relax FM hosted a "Wave Music Concert" last month at which Joe McBride (not pictured) headlined. Also on the bill were (l-r) Nelson Rangel, Richard Smith and Khani Cole. They're seen here with Relax FM personality Michael Vandroff.

# CONGRATULATIONS RAMSEY LEWIS

for being selected as Radio & Records  
NAC/Smooth Jazz  
Personality  
of the Year



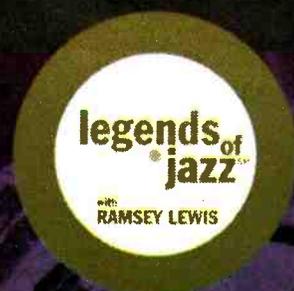
OUR BEST WISHES  
GO OUT TO WNUA-FM,  
BROADCAST ARCHITECTURE  
AND, OF COURSE,  
RAMSEY LEWIS HIMSELF  
ON THIS WELL-DESERVED  
ACCOLADE. HIS FANS AND  
LISTENERS ALREADY LOVE  
HIM, AND NOW THE  
INDUSTRY TIPS ITS HAT TO  
RAMSEY LEWIS.

AMERICA  
HEARS

Ramsey Lewis also provides his smooth sound to our weekly program **LEGENDS OF JAZZ** with **RAMSEY LEWIS**, so in our minds, a legend just became a little bit more legendary. Call **US** to find out how you can add his award-winning sound to your station. Once again, congratulations Ramsey from your friends at United Stations.

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# R&R NAC/Smooth Jazz Top 30

July 16, 1999

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS		GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
			TW	LW			
1	1	DAVID BENOIT ReJoyce (GRP)	899	916	94087	9	44/1
4	2	TOM SCOTT & THE L.A. EXPRESS Smokin' Section (Windham Hill Jazz)	771	677	75387	15	41/0
2	3	ROGER SMITH Off The Hook (Miramar)	762	804	76803	15	39/0
3	4	JANGO With Your Love (Samson)	660	699	63461	17	35/0
5	5	RIPPINGTONS Summer Lovers (Peak/Windham Hill Jazz)	611	651	44501	12	41/0
8	6	NATALIE COLE Snowfall On The Sahara (Elektra/EEG)	578	532	58910	5	39/0
7	7	JOE SAMPLE I/LALAH HATHAWAY Fever (PRA/GRP)	563	543	77515	11	38/0
9	8	WARREN HILL Take Me Away (Discovery)	543	526	82412	8	40/1
14	9	SPYRO GYRA Silk And Satin (Windham Hill Jazz)	533	460	84288	7	41/1
13	10	NELSON RANGELL The Way To You (Shanachie)	518	468	54939	16	28/1
11	11	KIRK WHALUM My All (Warner Bros.)	517	472	59932	12	33/0
6	12	PETER WHITE Autumn Day (Columbia)	507	562	67794	17	34/0
15	13	WALTER BEASLEY If You Knew (Shanachie)	491	432	52422	10	35/1
16	14	JEFF GOLUB Velvet Touch (BlueMoon/Atlantic)	484	407	71252	6	38/1
<b>Breaker</b>	15	STEVE COLE Say It Again (BlueMoon/Atlantic)	473	376	57706	5	40/3
<b>Breaker</b>	16	CHRIS BOTTI Drive Time (GRP)	461	393	54843	5	39/2
<b>Breaker</b>	17	RICHARD ELLIOT Chill Factor (Blue Note)	460	351	60383	3	42/1
12	18	ERIC MARIENTHAL Mercy, Mercy, Mercy (I.E./Verve)	445	469	45044	21	27/0
<b>Breaker</b>	19	NORMAN BROWN Out Of Nowhere (Warner Bros.)	434	328	69982	2	39/3
<b>Breaker</b>	20	KENNY G w/LOUIS ARMSTRONG What A Wonderful World (Arista)	426	247	56962	2	36/5
10	21	3RD FORCE I/TAYLOR & HUGHES Revelation... (Higher Octave)	419	493	46508	19	32/0
<b>Breaker</b>	22	JAZZMASTERS Lost In Space (Hardcastle/Trippin 'N' Rhythm)	407	388	43431	6	39/0
19	23	ERIC ESSIX For Real (Zebra)	387	381	41338	13	29/1
23	24	SOUL BALLET Her Joyride (Countdown/Unity)	367	341	55425	5	34/2
21	25	NITE FLYTE Open Your Heart (Instinct)	341	373	32319	13	29/0
25	26	LUTHER VANDROSS I'm Only Human (LV/Virgin)	299	287	40100	11	24/0
28	27	QUINCY JONES Sax In The Garden (Qwest/WB)	264	243	22502	4	27/2
<b>Debut</b>	28	DOWN TO THE BONE Long Way From Brooklyn (Internal Bass)	260	199	43908	1	26/2
30	29	BONA FIDE High Street (N-Coded)	239	218	18089	2	23/2
29	30	BOBBY CALDWELL I/MARILYN SCOTT Show Me Your... (Sin-Drome)	236	230	11820	3	18/0

46 NAC/Smooth Jazz reporters. Songs ranked by total plays for the airplay week of Sunday 7/4-Saturday 7/10. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 400 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). ©1999, R&R Inc.

## New & Active

**DANCING FANTASY** Take Five (Higher Octave)  
Total Plays: 211, Total Stations: 18, Adds: 0

**BRIAN TARQUIN** Darlin Darlin Baby (Instinct)  
Total Plays: 209, Total Stations: 21, Adds: 0

**CRAIG CHAQUICO** Forbidden Love (Higher Octave)  
Total Plays: 178, Total Stations: 23, Adds: 3

**BONEY JAMES** Body Language (Warner Bros.)  
Total Plays: 170, Total Stations: 19, Adds: 5

**BRAXTON BROTHERS** Just Believe (Windham Hill Jazz)  
Total Plays: 164, Total Stations: 17, Adds: 0

**MERCEDES HALL** Could've Been (Dalin)  
Total Plays: 133, Total Stations: 10, Adds: 1

**MARION MEADOWS** Last Call (Heads Up)  
Total Plays: 119, Total Stations: 13, Adds: 3

**MICHAEL FRANKS** Now Love Has No... (Windham Hill Jazz)  
Total Plays: 114, Total Stations: 8, Adds: 0

**LEE RITENOUR** Can You Feel It? (I.E./Verve)  
Total Plays: 95, Total Stations: 8, Adds: 0

**SLIM MAN** Sweet Serenade (GES)  
Total Plays: 88, Total Stations: 9, Adds: 2

Songs ranked by total plays

## Most Added®

ARTIST TITLE LABEL(S)	ADDS
DWIGHT SILLS Dock Of The Bay (Citylights)	6
KENNY G w/LOUIS ARMSTRONG What A Wonderful... (Arista)	5
BONEY JAMES Body Language (Warner Bros.)	5
NESTOR TORRES Velvet Nights (Shanachie)	4
STEVE COLE Say It Again (BlueMoon/Atlantic)	3
NORMAN BROWN Out Of Nowhere (Warner Bros.)	3
CRAIG CHAQUICO Forbidden Love (Higher Octave)	3
MARION MEADOWS Last Call (Heads Up)	3
HERB ALPERT The Look Of Love (Almo Sounds/Interscope)	3

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
KENNY G w/LOUIS ARMSTRONG What A Wonderful... (Arista)	+179
RICHARD ELLIOT Chill Factor (Blue Note)	+109
NORMAN BROWN Out Of Nowhere (Warner Bros.)	+106
STEVE COLE Say It Again (BlueMoon/Atlantic)	+97
TOM SCOTT &... Smokin' Section (Windham Hill Jazz)	+94
JEFF GOLUB Velvet Touch (BlueMoon/Atlantic)	+77
SPYRO GYRA Silk And Satin (Windham Hill Jazz)	+73
CHRIS BOTTI Drive Time (GRP)	+68
DOWN TO THE BONE Long Way From... (Internal Bass)	+61
WALTER BEASLEY If You Knew (Shanachie)	+59

## Breakers®

STEVE COLE	CHART
Say It Again (BlueMoon/Atlantic)	15
TOTAL PLAYS/INCREASE	
473/97	
TOTAL STATIONS/ADDS	
40/3	

CHRIS BOTTI	CHART
Drive Time (GRP)	16
TOTAL PLAYS/INCREASE	
461/68	
TOTAL STATIONS/ADDS	
39/2	

RICHARD ELLIOT	CHART
Chill Factor (Blue Note)	17
TOTAL PLAYS/INCREASE	
460/109	
TOTAL STATIONS/ADDS	
42/1	

NORMAN BROWN	CHART
Out Of Nowhere (Warner Bros.)	19
TOTAL PLAYS/INCREASE	
434/106	
TOTAL STATIONS/ADDS	
39/3	

KENNY G W/LOUIS ARMSTRONG	CHART
What A Wonderful World (Arista)	20
TOTAL PLAYS/INCREASE	
426/179	
TOTAL STATIONS/ADDS	
36/5	

JAZZMASTERS	CHART
Lost In Space (Hardcastle/Trippin 'N' Rhythm)	22
TOTAL PLAYS/INCREASE	
407/19	
TOTAL STATIONS/ADDS	
39/0	

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE MUSIC TRACKING.

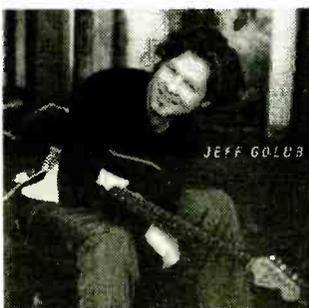
# JEFF GOLUB "VELVET TOUCH"

14

+77 Spin Increase

Added At WSJT

Power At WQCD/33 spins, WJZ 28 spins



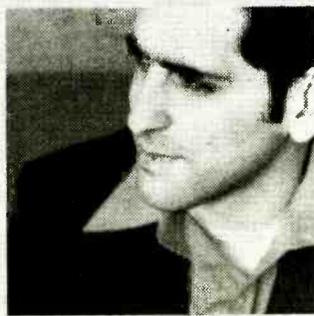
# STEVE COLE "SAY IT AGAIN"

15 BREAKER

+97 Spin Increase

Added At WVMV, WHCD, WYJZ

Power At WJZ 28 spins, WNUA 26 spins



# TONY MAIDEN "STRAIGHT AHEAD"

Early Believers:  
WNWV, WZJZ, KSBR



## NAC notes

with Carol Archer

In late 1967 Otis Redding recorded "Dock of the Bay" just days before a plane crash claimed his life. So he never saw the poignant composition become the biggest hit of his career. "Dock of the Bay," co-written by Redding and Steve Cropper, left an indelible mark on a generation. But it's not simply for its familiarity or demo appeal that **Dwight Sills'** cover of the song (**CityLights/Monarch**) is so alluring. Sills' guitarwork is superbly eloquent, while Kirk Whalum contributes dazzling sax figures, and Russell Ferrante (who also arranged the track) plays keyboards. Although many stations are holding off reporting Sills until 7/19, the official add date, the song is still top Most Added, with six reporters jumping aboard in its first week. It's exhilarating when any new artist —

remember the Braxton Brothers' debut, or Joyce Cooling's? — explodes onto the scene, and Sills is definitely one to watch.

Thanks to KSBR/Mission Viejo MD Judy Davila for hipping me to drummer **Ricky Lawson's** "Blues Club," the only instrumental on his CD *First Things 1st* (**Platinum**). The cut, co-written by Lawson and Kirk Whalum, is as tight as a clenched fist, with live drums (of course), and Whalum playing with characteristic aplomb.

**Philip Bailey** has a fine new CD, *Dreams* (**Heads Up**). Throughout the CD, but particularly on the first track, "Waiting for the Rain," Bailey's sinuous vocal — which showcases his still-crystalline upper register to perfection — shines. Peter White and Everette Harp lend a hand.

Based on their powerful upward momentum, the strongest current tracks are **Kenny G & Louis Armstrong's** "What a Wonderful World" (**Arista**), which moved 27-20\*B with +179 plays; **Richard Elliot's** "Chill Factor" (**Blue Note**), which soars 22-17\*B with +109 plays; and **Norman Brown's** "Out of Nowhere" (**Warner Bros.**), a Breaker that grows 24-19\* with an increase of 106 plays and three new adds.

There is genuine excitement in watching an entire format go gaga over a record that seemingly comes out of nowhere. Such is the case with **Dwight Sills'** "Dock of the Bay" (**CityLights/Monarch**), which

was picked and championed by *All That Jazz's* Jason Gorov. It went on to become an instant add at KTWV/L.A. and was recommended for airplay to client stations by Broadcast Architecture a full week before the official add date. Ashton Consulting/Image Consultants AC and NAC/Smooth Jazz quarterback **Jack Ashton** puts the project in perspective.

Monarch is a brand-new independent smooth jazz label out of San Francisco and Nashville. They are serious about being a force in the smooth jazz business, and they look at Dwight Sills as their premiere artist. Dwight has tremendous credentials: He's worked with Kirk Whalum, Rick Braun and Boney James, and as a member of Richard Elliot's band. He's liked and very well-respected. He has the same manager as Kirk, Earl Cole. Dwight is also the guitarist on the new Bette Midler tour that begins in late August, and those arenas will offer him a huge audience. We hope to put a spot in the middle of Bette's show where Dwight will do a solo set during one of her costume changes. • "Dock of the Bay" is a great vehicle to launch Dwight into his solo career.

We have great independents working the project: Cliff Gorov and All That Jazz, and Rebecca Rismann, the Laughing Redhead. Jason Gorov lived with the CD, and this cut really came to the surface strongly for him. His insight was that stations are looking for records with tempo in summertime — and being a super-familiar song doesn't hurt either. We sent advance copies of the track to a few people to get their response, and the Wave's Ralph Stewart added it from the mail. The very next day it was added to the Broadcast Architecture list — and that was a week before the official add date of the 19th. You couldn't write a better script for breaking a new artist! • We'll be working closely with management. Dwight wants to do track dates, work with the smooth jazz community and visit everyone. This is an artist who is going to go out to stations and work hand in hand with them. He cares about this format, and he wants to make this happen. Someone like Dwight, who has been involved with so many of the format's leading artists and managers, has learned from the best and is ready to step up to the plate. What the smooth jazz community has in Dwight Sills is a brand-new artist they can call their own.

## UNDER THE RADAR

R&R'S EXCLUSIVE BAROMETER FOR NEW MUSIC



Jack Ashton



## Heads Up

### Going For Adds

July 19

**PHILIP BAILEY** *Waiting For The Rain* (**Heads Up**)

**STEVE OLIVER** *First View* (**Native Language Music**)

**DWIGHT SILLS** *Dock Of The Bay* (**City Lights/Monarch**)

**SOLAR WIND** *Grand Tour Alignment* (**Chartmaker**)

July 26

**ERIC BENET** / **TAMIA** *Spend My Life With You* (**Warner Bros.**)

**PHIL COLLINS** / **GERALD ALBRIGHT** *Against All Odds* (**Atlantic**)

Aug. 2

**GABRIELA ANDERS** *Brasileira* (**Warner Bros.**)

**HIROSHIMA** *Mix Plate* (**Windham Hill Jazz**)

**BOB JAMES** *What's Up* (**Warner Bros.**)

**RICKY PETERSON** *Placid Hall* (**Windham Hill Jazz**)

**PHILLIPE SAISSE** *The Girl With Botticelli Eyes* (**GRP**)

**PETER WHITE** *Don't Want To Be A Fool* (**Columbia**)

Aug. 9

**JANGO** *How Long* (**Samson**)

**3RD FORCE** *Give It All You Got* (**Higher Octave**)

Aug. 16

**ABOVE THE CLOUDS** *Above The Clouds* (**Fahrenheit**)

**KOMBO** *Talk The Talk* (**GRP**)

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# NAC/Smooth Jazz Reporters

Stations and their adds listed alphabetically by market

<p><b>WHRL/Albany, NY</b> OM/PD: Brant Curtiss EARL KLUGH "Peculiar" CRAIG CHAQUICO "Forbidden"</p>	<p><b>KHIH/Denver, CO</b> PD: Becky Taylor APD/MD: Cheri Marquart CRAIG CHAQUICO "Forbidden" DWIGHT SILLS "Dock"</p>	<p><b>KTWV/Los Angeles, CA</b> PD: Chris Brodie APD/MD: Ralph Stewart BONEY JAMES "Boneyizm" DWIGHT SILLS "Dock"</p>	<p><b>KCYI/Oklahoma City, OK</b> PD: Steve English MD: Stephani Stewart No Adds</p>	<p><b>KSSJ/Sacramento, CA</b> Station Mgr.: Steve Williams APD/MD: Ken Jones No Adds</p>	<p><b>WJZT/Tallahassee, FL</b> PD: Denny Alexander 8 EARL KLUGH "Peculiar" 8 MARION MEADOWS "Call" 8 SLIM MAN "Serenade" 8 SPECIAL EFX "Speak" 8 HERB ALPERT "Love"</p>
<p><b>KNIK/Anchorage, AK</b> GM/PD: Dean Williams MD: John Clarke 4 GREG HALLOWAY "Secret"</p>	<p><b>WVMV/Detroit, MI</b> PD: Tom Sleeker MD: Sandy Kovach SOUL BALLET "Joyride" STEVE COLE "Again"</p>	<p><b>WLVE/Miami, FL</b> PD: Bret Michael MD: Marc Taylor NESTOR TORRES "Velvet" DAVID BENOIT "ReJoyce" QUINCY JONES "Sax"</p>	<p><b>WLOQ/Orlando, FL</b> PD: Bill Wise MD: Patricia James 6 CHRIS BOTTI F/STING "Hours"</p>	<p><b>KBZN/Salt Lake City, UT</b> PD/MD: Rob Riesen 3 BONEY JAMES "Language" DOWN TO THE BONE "Brooklyn" SLIM MAN "Serenade"</p>	<p><b>WSJT/Tampa, FL</b> PD/MD: Ross Block JEFF GOLUB "Velvet"</p>
<p><b>WJZF/Atlanta, GA</b> PD/MD: Mark Edwards SPYRO GYRA "Satin"</p>	<p><b>KEZL/Fresno, CA</b> PD: Angie Handa MD: J. Weidenheimer No Adds</p>	<p><b>WJZI/Milwaukee, WI</b> PD: Chris Moreau BONEY JAMES "Language" NESTOR TORRES "Velvet" MERCEDES HALL "Could've" KENNY G W/ARMSTRONG "What"</p>	<p><b>WJPL/Peoria, IL</b> PD: Rick Hirschmann BONA FIDE "Street" DIANA KRALL "Love" DWIGHT SILLS "Dock"</p>	<p><b>KIFM/San Diego, CA</b> PD: Mike Vasquez APD/MD: Kelly Cole No Adds</p>	<p><b>KOAZ/Tucson, AZ</b> PD: Erik Foxx No Adds</p>
<p><b>KSMJ/Bakersfield, CA</b> PD/MD: Joel Widdows CRAIG CHAQUICO "Forbidden" DWIGHT SILLS "Dock"</p>	<p><b>WGUF/Ft. Myers, FL</b> PD/MD: Nanci Cruise NORMAN BROWN "Nowhere" MARCOS ARIEL "Eyes" KENNY G W/ARMSTRONG "What" NESTOR TORRES "Velvet"</p>	<p><b>KSBR/Mission Viejo, CA</b> OM/PD: Terry Wedel MD: Judy Davila SPECIAL EFX "Speak"</p>	<p><b>WJZ/Philadelphia, PA</b> PD: Anne Gress APD/MD: Michael Tozzi 14 NELSON RANGELL "Way" 11 ERIC ESSIX "Real" 4 BONEY JAMES "Boneyizm" 3 MONICA "Angel" 2 CHRIS BOTTI "Drive"</p>	<p><b>KKSF/San Francisco, CA</b> PD: Paul Goldstein APD/MD: Blake Lawrence No Adds</p>	<p><b>WJZW/Washington, DC</b> PD: Kenny King 5 QUINCY JONES "Sax"</p>
<p><b>WSJZ/Boston, MA</b> PD/MD: Shirley Maldonado No Adds</p>	<p><b>WCCJ/Charlotte, NC</b> PD/MD: Gerry Ballard No Adds</p>	<p><b>KRVR/Modesto, CA</b> PD: Jim Bryan MD: Doug Wulff MARCOS ARIEL "Eyes" RICK BRAUN "Moonshot" KENNY G W/ARMSTRONG "What" BONEY JAMES "Language"</p>	<p><b>KYOT/Phoenix, AZ</b> PD: Nick Francis APD/MD: Greg Morgan No Adds</p>	<p><b>KQJZ/San Luis Obispo, CA</b> OM: Dave Christopher MD: David Atwood No Adds</p>	<p><b>KWSJ/Wichita, KS</b> PD: Nancy Johnson MD: Dallas Scott BONEY JAMES "Language"</p>
<p><b>WNWV/Cleveland, OH</b> PD/MD: Bernie Kimble DWIGHT SILLS "Dock"</p>	<p><b>WYJZ/Indianapolis, IN</b> PD/MD: Carl Frye 11 STEVE COLE "Again" SOUL BALLET "Joyride" CHRIS BOTTI "Drive" RICHARD ELLIOT "Chill"</p>	<p><b>WQCD/New York, NY</b> PD: John Mullen MD: Rick Laboy 24 NORMAN BROWN "Nowhere" HERB ALPERT "Love" JAZZMASTERS "Night"</p>	<p><b>KKJZ/Portland, OR</b> PD: Paul Warren MD: Hal Murray WALTER BEASLEY "Knew" BONA FIDE "Street" JOHN TESH "Sunrise" CHRIS BOTTI F/STING "Hours"</p>	<p><b>KJZY/Santa Rosa, CA</b> PD: Gordon Zlot MD: Rob Singleton 2 KENNY G W/ARMSTRONG "What" 1 DOWN TO THE BONE "Brooklyn" 1 KENNY G "Love" 1 KENNY G W/G. BENSON "Summertime"</p>	<p><b>JRN/(Jones NAC)/National</b> PD: Steve Hibbard MD: Laurie Cobb WARREN HILL "Take" MARION MEADOWS "Call" NESTOR TORRES "Velvet"</p>
<p><b>WZJZ/Columbus, OH</b> PD/MD: Bill Harman No Adds</p>	<p><b>WFSJ/Jacksonville, FL</b> PD: Hank Dole APD/MD: Craig Williams No Adds</p>	<p><b>WQND/Raleigh, NC</b> PD/MD: Don Brookshire 5 BONEY JAMES "Language" 4 DWIGHT SILLS "Dock"</p>	<p><b>KWJZ/Seattle, WA</b> PD: Carol Handley MD: Dianna Rose NORMAN BROWN "Nowhere"</p>	<p>46 Total Reporters 46 Current Reporters 44 Current Playlists</p>	<p>Reported Frozen Playlist (1): KMGQ/Santa Barbara, CA</p>
<p><b>KOAI/Dallas, TX</b> PD: Michael Fischer MD: Teresa Kincaid HERB ALPERT "Love"</p>	<p><b>KCIY/Kansas City, MO</b> PD: Steve Wiersman MD: Michelle Chase No Adds</p>	<p><b>WJCD/Norfolk, VA</b> OM/PD: Maxine Todd MD: Larry Hollowell No Adds</p>	<p><b>WHCD/Syracuse, NY</b> PD: Butch Charles APD/MD: Kenny Dees 5 KENNY G W/ARMSTRONG "What" 2 MARION MEADOWS "Call" 2 STEVE COLE "Again"</p>	<p>Did Not Report, Playlist Frozen (1): WNUA/Chicago, IL</p>	

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**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
15	20	LENNY KRAVITZ/American Woman	8820
16	17	DEF LEPPARD/Promises	7497
14	15	COLLECTIVE SOUL/Heavy	6615
15	14	RED HOT CHILLI...Scar Tissue	6174
10	11	OLEANDER/Why I'm Here	4851
11	11	PEARL JAM/Last Kiss	4851
8	9	BLACK CROWES/Go Faster	3969
6	8	ALICE IN CHAINS/Get Born Again	3528
7	8	BUCKCHERRY/Lit Up	3528
8	8	COLLECTIVE SOUL/No More, No Less	3528
4	8	NEW AMERICAN SHAME/Under It All	3087
10	7	CREED/One	3087
1	7	MEGADETH/Crush 'Em	3087
6	7	TONIC/You Wanted More	3087
8	5	LIT/My Own Worst Enemy	2205
5	4	TRAIN/Meet Virginia	2205
6	5	SAMMY HAGAR/Mas Tequila	1764
4	2	TOM PETTY & HB/Free Girl Now	882
1	1	DEF LEPPARD/Demolition Man	441
1	1	MINISTRY/Bad Blood	441
6	1	TOM PETTY & HB/Room At The Top	441
1	1	SPEAK NO EVIL/Hold Your Breath	441
1	1	STATIC-X/Bled For Days	441
1	1	ROB ZOMBIE/Supabeast	441
1	1	SCORPIONS/Mysterious	0
1	1	GREAT WHITE/Rollin' Stoned	0

**MARKET #2**  
**KLOS/Los Angeles**  
ABC  
(310) 840-4836  
Wilde/Vilanteva  
12+ Cume 906,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
22	20	DEF LEPPARD/Promises	10020
14	15	BLACK CROWES/Go Faster	7515
10	14	OLEANDER/Why I'm Here	7014
16	13	TONIC/You Wanted More	6513
3	10	GREAT WHITE/Rollin' Stoned	5010
13	10	METALLICA/Whiskey In The Jar	5010
9	9	JAKE ANDREWS/Time To Burn	4509
6	9	BUCKCHERRY/Lit Up	4509
10	6	COLLECTIVE SOUL/Heavy	4008
7	7	BAD COMPANY/Hammer Of Love	3507
11	7	SAMMY HAGAR/Shag	3507
13	6	LENNY KRAVITZ/American Woman	3006
4	6	TOM PETTY & HB/Free Girl Now	3006
5	5	PEARL JAM/Last Kiss	2505
6	5	SANTANA/FROB THOMAS/Smooth	2505
2	2	PRETENDERS/Human	1002
1	1	CHEMICAL BROTHA/It's A Lie	501
1	1	TOM PETTY & HB/Road Show	501
1	1	PORCUPINE TREE/Waiting Phase I	501
1	1	ROY ROGERS/You Can't Stop Now	501
2	1	GEORGE THOROGOOD...Heilbound Train	501
2	1	TRAIN/Meet Virginia	501
1	1	SCORPIONS/Mysterious	0

**MARKET #5**  
**WMMR/Philadelphia**  
Greater Media  
(610) 771-0933  
Bonadonna/Zipeto  
12+ Cume 625,700



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
14	23	RED HOT CHILLI...Scar Tissue	7107
19	23	TRAIN/Meet Virginia	7107
17	22	COLLECTIVE SOUL/No More, No Less	6798
27	22	GOO GOO DOLLS/Black Balloon	6798
24	21	COLLECTIVE SOUL/Heavy	6489
26	20	DEF LEPPARD/Promises	6180
20	20	POUND/UpSide Down	6180
15	20	PRETENDERS/Human	6180
21	14	TOM PETTY & HB/Swingin'	4326
10	14	VERVE PIPE/Hero	4017
24	13	BLACK CROWES/Go Faster	4017
9	13	PEARL JAM/Last Kiss	3708
15	12	BAD COMPANY/Hammer Of Love	3708
13	12	LIT/My Own Worst Enemy	3708
13	12	TONIC/You Wanted More	3708
10	9	BUCKCHERRY/Lit Up	2781
6	9	LENNY KRAVITZ/American Woman	2781
5	5	JOHN MCELLENAMP/Eden Is Burning	1545

**MARKET #14**  
**KISW/Seattle**  
Entercom  
(206) 285-7625  
Ryan/Faulkner  
12+ Cume 239,800



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
25	27	PEARL JAM/Last Kiss	4131
22	26	OLEANDER/Why I'm Here	3978
25	25	BUCKCHERRY/Lit Up	3825
23	25	DEF LEPPARD/Promises	3825
14	19	LIT/My Own Worst Enemy	2907
14	18	SILVERCHAIR/Ana's Song (Open...)	2754
16	17	ALICE IN CHAINS/Get Born Again	2601
14	17	SAMMY HAGAR/Shag	2601
15	17	TONIC/You Wanted More	2601
15	17	SCORPIONS/Mysterious	2295
11	12	GODSMACK/Keep Away	1836
15	11	MEGADETH/Crush 'Em	1683
9	11	OFFSPRING/The Kids Aren't...	1683
9	10	KORN/Freak On A Leash	1530
9	10	LENNY KRAVITZ/American Woman	1530
13	10	METALLICA/Die, Die My Darling	1530
11	10	NEW AMERICAN SHAME/Under It All	1530
14	9	GREAT WHITE/Rollin' Stoned	1377
6	9	DAYS OF THE NEW/Enemy	918
7	6	SAMMY HAGAR/Mas Tequila	918
4	5	QUEENS OF...It Only	765
4	4	METALLICA/Whiskey In The Jar	612
3	3	COLLECTIVE SOUL/Heavy	459
2	3	CREED/One	459
3	3	FILTER/Welcome To The Fold	459
1	1	CHROME LOCUST/New World Disorder	153
1	1	DOKKEN/Maddest Hatter	153
1	1	FUEL/Jesus Or A Gun	153
1	1	GRINSPAWN/Posteobrated	153
1	1	JIMI HENDRIX/Voodoo Child	153

**MARKET #15**  
**KDKB/Phoenix**  
Sandusky  
(602) 897-9300  
Maranville/Lea  
12+ Cume 165,400



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
34	32	DEF LEPPARD/Promises	2528
34	32	SANTANA/FROB THOMAS/Smooth	2528
28	32	TONIC/You Wanted More	2528
30	31	GREAT WHITE/Rollin' Stoned	2449
33	31	LENNY KRAVITZ/American Woman	2449
28	31	BAD COMPANY/Hammer Of Love	1659
25	21	PISTOLERS/Everybody Sometimes	1651
9	19	JONNY LANG/Second Guessing	1509
22	19	NEW AMERICAN SHAME/Under It All	1501
25	18	BLACK CROWES/Go Faster	1422
20	18	KATIE'S Noggins/Poundin'...	1422
21	18	PRETENDERS/Human	1422
18	18	TRAIN/Meet Virginia	1422
6	17	GOO GOO DOLLS/Black Balloon	1343
29	17	SAMMY HAGAR/Shag	1343
10	17	TOM PETTY & HB/Swingin'	1343
11	11	PEARL JAM/Last Kiss	869
10	11	SCORPIONS/Mysterious	869
9	10	ALICE IN CHAINS/Get Born Again	790
10	10	BUCKCHERRY/Check Your Head	790
12	9	COLLECTIVE SOUL/Heavy	711
12	8	GODSMACK/Keep Away	632
9	8	SAMMY HAGAR/Mas Tequila	632
9	7	DRAIN S.T.H./Enter My Mind	553
6	7	DRY/Itches	474
5	5	DOKKEN/Maddest Hatter	395
4	5	FEAR FACTORY/Cars	316
2	2	AEROSMITH/Same Old Song...	158
3	2	CREED/One	158
3	2	METALLICA/Whiskey In The Jar	158

**MARKET #17**  
**WBAB/Long Island**  
Cox  
(516) 587-1023  
Buchmann/Weliman  
12+ Cume 240,500



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
21	26	PEARL JAM/Last Kiss	2990
23	26	RED HOT CHILLI...Scar Tissue	2990
26	21	SMASH MOUTH/All Star	2415
15	20	SANTANA/FROB THOMAS/Smooth	2300
20	17	LENNY KRAVITZ/American Woman	1955
16	16	COLLECTIVE SOUL/Heavy	1840
11	16	DEF LEPPARD/Promises	1840
10	14	TONIC/You Wanted More	1610
14	14	TRAIN/Meet Virginia	1610
16	13	TOM PETTY & HB/Room At The Top	1495
12	12	BLINK 182/What's My Age Again?	1380
8	12	COLLECTIVE SOUL/No More, No Less	1380
12	12	CREED/One	1380
8	12	GREAT WHITE/Rollin' Stoned	1380
14	12	JONNY LANG/Second Guessing	1380
15	12	PRETENDERS/Human	1380
13	11	TAL BACHMAN/She's So High	1265
11	11	GOO GOO DOLLS/Black Balloon	1265
11	11	LIT/My Own Worst Enemy	1265
9	8	STYX/Everything Is Cool	1035
7	8	SAMMY HAGAR/Shag	920
5	7	VAN MORRISON/Rock On Top	895
10	7	SCORPIONS/Mysterious	805
6	7	WALTER TRAUTMAN/Every Day	690
5	5	EAGLE-EYE CHERRY/Save Tonight	575
5	5	SPLENDER/Yeah, Whatever	575
2	3	AZTEK TRIP/Beautiful	345
5	3	NEW AMERICAN SHAME/Under It All	345
1	1	AEROSMITH/Dude (Looks Like...)	115
1	1	JOHN FOGERTY/Who'll Stop The Rain	115

**MARKET #21**  
**WDVE/Pittsburgh**  
Chancellor  
(412) 937-1441  
Hart/Porter  
12+ Cume 383,200



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
16	19	BLACK CROWES/Go Faster	4864
14	16	HOOTIE...Wishing	4096
15	16	TONIC/You Wanted More	4096
11	16	TRAIN/Meet Virginia	4096
15	15	GATHERING FIELDS/I Believe In	3840
15	15	SUSAN TEDESCHI/Rock Me Right	3840
15	14	BAD COMPANY/Hammer Of Love	3328
13	13	LENNY KRAVITZ/American Woman	3328
12	13	TOM PETTY & HB/Room At The Top	3328
15	13	RED HOT CHILLI...Scar Tissue	3328
15	12	COLLECTIVE SOUL/No More, No Less	3072
14	12	DEF LEPPARD/Promises	3072
12	12	GREAT WHITE/Rollin' Stoned	3072
15	11	GOO GOO DOLLS/Black Balloon	2816
10	10	SAMMY HAGAR/Shag	2816
9	9	PEARL JAM/Last Kiss	2304
13	9	SANTANA/FROB THOMAS/Smooth	2304
11	9	SCORPIONS/Mysterious	2304
9	8	BUCKCHERRY/Lit Up	2048
8	8	MEGADETH/Crush 'Em	2048
8	8	JOHN MCELLENAMP/Eden Is Burning	2048
11	7	JAKE ANDREWS/Time To Burn	1792
7	7	NEW AMERICAN SHAME/Under It All	1792
5	5	BUZZ POETS/Copenhagen	1280
8	5	ALICE IN CHAINS/Get Born Again	1280
4	4	DOKKEN/Maddest Hatter	1024
4	4	OLEANDER/Why I'm Here	1024
5	3	COLLECTIVE SOUL/Heavy	768
3	3	JOE GRUSHECKY/Everything Is...	768
2	3	VAN MORRISON/Precious Time	768

**MARKET #26**  
**WEBN/Cincinnati**  
Clear Channel  
(513) 621-9326  
Walter/Garrett  
12+ Cume 302,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
19	25	RED HOT CHILLI...Scar Tissue	4925
20	23	BUCKCHERRY/Lit Up	4531
27	21	CREED/One	4137
15	18	ALICE IN CHAINS/Get Born Again	3546
15	14	BLINK 182/What's My Age Again?	2758
16	14	POUND/UpSide Down	2758
13	13	METALLICA/Die, Die My Darling	2561
17	13	OFFSPRING/The Kids Aren't...	2561
13	13	OLEANDER/Why I'm Here	2364
15	12	COLLECTIVE SOUL/No More, No Less	2364
12	12	CREED/In America	2364
13	12	SPLENDER/Yeah, Whatever	2364
9	11	SHADES APART/Valentine	2167
14	11	TONIC/You Wanted More	2167
9	9	SANTANA/FROB THOMAS/Smooth	1773
11	8	KORN/Freak On A Leash	1576
4	8	VERVE PIPE/Hero	1576
5	6	EVE 6/Open Road Song	1182
8	5	EVERLAST/Ends	985
5	5	PEARL JAM/Last Kiss	985
11	5	SILVERCHAIR/Ana's Song (Open...)	985
4	4	COLLECTIVE SOUL/Heavy	788
4	4	DEF LEPPARD/Promises	788
3	3	BLACK CROWES/Go Faster	591
3	3	VERTICAL HORIZON/We Are	591
1	2	KID ROCK/Bawitaba	394
1	2	MEGADETH/Crush 'Em	394
1	2	METALLICA/Whiskey In The Jar	394
1	1	AEROSMITH/Itan Keep A Rollin'	197
1	1	LENNY KRAVITZ/American Woman	197

**MARKET #27**  
**KSJD/San Jose**  
Clear Channel  
(408) 453-5400  
Richards/Berg  
12+ Cume 312,400



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
32	35	CREED/One	5705
5	28	METALLICA/Whiskey In The Jar	4564
14	17	MEGADETH/Crush 'Em	2771
15	16	KORN/Freak On A Leash	2608
17	15	OLEANDER/Why I'm Here	2445
17	15	RED HOT CHILLI...Scar Tissue	2445
16	13	ALICE IN CHAINS/Get Born Again	2119
16	13	COLLECTIVE SOUL/No More, No Less	2119
4	13	FILTER/Welcome To The Fold	2119
17	12	METALLICA/Die, Die My Darling	1956
12	12	GODSMACK/Keep Away	1956
11	12	KID ROCK/Bawitaba	1956
13	11	LOUDMOUTH/Fly	1793
16	11	RED HOT CHILLI...California	1793
13	10	BLINK 182/What's My Age Again?	1630
11	10	LIMP BIZKIT/Nookie	1630
7	7	CHRIS CORNELL/Can't Change Me	1141
7	7	DAYS OF THE NEW/Enemy	1141
4	6	SPRING MONKEY/Naked	978
3	5	CHLORINE/Don't Ever Care	815
1	5	DRAIN S.T.H./Enter My Mind	815
4	5	FEAR FACTORY/Cars	815
3	5	PEARL JAM/Last Kiss	815
4	5	LENNY KRAVITZ/American Woman	652
5	4	OLEANDER/Why I'm Here	652
5	4	STAINED/Adrenaline	652
3	3	SAMMY HAGAR/Shag	489
1	2	EVERLAST/Ends	326
1	1	COLLECTIVE SOUL/Heavy	163
1	1	SAMMY HAGAR/Mas Tequila	163

**MARKET #29**  
**KCAL/Riverside**  
Anahim  
(909) 793-3554  
Hoffman/Mathews  
12+ Cume 131,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
43	45	BUCKCHERRY/Lit Up	3285
41	44	DEF LEPPARD/Promises	3212
31	42	RED HOT CHILLI...Scar Tissue	3066
41	40	COLLECTIVE SOUL/Heavy	2920
42	39	NEW AMERICAN SHAME/Under It All	2847
47	27	SAMMY HAGAR/Mas Tequila	1971
42	24	PEARL JAM/Last Kiss	1752
17	19	OFFSPRING/She's Got Issues	1387
16	17	ALICE IN CHAINS/Get Born Again	1241
17	16	GREAT WHITE/Rollin' Stoned	1241
17	16	METALLICA/Whiskey In The Jar	1188
16	15	OLEANDER/Why I'm Here	1095
11	8	KID ROCK/Bawitaba	584
7	6	CREED/One	511
2	6	KORN/Freak On A Leash	438
5	6	OZZY OSBOURNE/You Looking At...	438
7	5	LIT/My Own Worst Enemy	365
6	4	JAKE ANDREWS/Time To Burn	292
4	3	GODSMACK/Keep Away	219
4	2	SAMMY HAGAR/Shag	146
2	2	MEGADETH/Crush 'Em	146
4	2	METALLICA/Die, Die My Darling	146



**#1 MOST ADDED!!**



**ADD!**

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CYNDEE MAXWELL  
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# Answering Programmers' Questions

Research experts field numerous inquiries

What do programmers want to know about research? After securing several queries from different PDs, I pitched their questions and/or comments to various researchers. Here are the results.

A programmer wishing to remain anonymous gave the following account: "A few years back we did research. The results were very interesting, yet strange. A few months later we ran into a listener who was a huge fan of the station. He told us he had been invited to one of our music tests along with 11 of his friends. They all sat, listened to the music and swayed each other's decisions in the room. That discouraged me. After that we had to look at the test a little differently."

Strategic Media Research's Amy Vokes shared that story with a few people around the office and says she got everything from, "They didn't use us," to, "You get what you pay for." She adds, "The bottom line is that we hear horror stories like this all the time. The single most important factor in any research is who you are talking to. It doesn't matter how much or how little you are paying; if you don't have the right people [sample/respondents] it's worthless."

"You should ask your research company who will be doing the recruiting. If they are subcontracting the work out to a local subcontractor, get the subcontractor's name and check them out. Ask to monitor calls, or give them a call and say a friend referred you to them because you would like to do research — see if they bite."

"Many subcontractors start out with good intentions. But as they get into the recruit, they realize how hard it is to find who they need to find. Radio is not their specialty, and therefore they are blindsided by the low incidence rates. To fill the room and not lose money, some will then go to 'friends' or their database of 'professional respondents.' There are plenty of legitimate subcontractors out there who do good work and others who will cut corners. Just do your homework or — better yet — go with a research company that has its own in-house operation — hint hint!"

**Narrowing Guesswork**

WLWQ & WAZU/Columbus, OH PD Charley Lake pondered, "What can't music research — or other kinds of radio-related research — tell us? What is probably the single most

valuable area of research — not counting Arbitron?"

Vokes quips, "After much disappointment, I have finally come to the realization that research can't tell us the winning lottery numbers. My initial response is that it can't tell you what songs to add, especially if a song is not getting any airplay in the market. It is the instinctive and creative side of programming that makes those calls. Once the song is getting enough spins, research can tell you if it's working for you and with whom. However, we do advise our clients who are questioning whether to add a song that is getting airplay in the market to put it in callout and see if there is an early read on it among their target audience."

"In evaluating what research can and can't tell us, it is important to remember that research is a tool that allows the listeners to provide feedback to help management make better decisions on what to play or on how to direct the strategy of a station. Research helps narrow the guesswork into a more-focused direction, but still requires good programming, marketing and management to be implemented."

"In the age of consolidation and cluster management, the focus should be on what new things research can tell us, like how to integrate all the stations in a cluster into a master marketing/programming strategy. There is a new way of thinking, and a lot of the old rules just don't apply. And there is plenty of music/programming research done today that is still underutilized."

### Preventing Flaws

Lake stated that he wants to be able to believe in research. "Like most programmers, I struggle with seeming inconsistencies and outright research blunders that, upon examination, are virtually always the result of human error or purposeful (if well-intentioned) manipulation. I want reliability. So what do researchers do to guard against good old human fallibility other than wait for a client to notice something that looks wrong on a printout? For those of us who run in-house research operations, what advice can the profes-

sionals give us regarding getting the highest degree of 'quality control' from our researchers?"

Kelly Music Research's Tom Kelly tackles those remarks. "Reliable research is the byproduct of a well-designed and consistently executed system. Our callout and Living Room Music Test systems hinge on carefully crafted recruiting scripts, random sampling and disciplined procedures. Our people are trained to work within the system, leaving little room for error. For example, our familiarity question reads, 'Do you recognize that song?' If an interviewer were to make even a slight change to the question, the results might be dramatically different."

"In the auto industry the construction of a fine car is the result of careful design and a great team on the assembly line executing the system exactly as planned. It may seem convenient to blame human error when problems arise. However, closer analysis often reveals a flawed system. The research interviewer is the conduit, the communication pipeline, between the radio station and its listeners. Music research systems should be designed to measure familiarity, appeal and burn using a tightly constructed system designed to produce consistent results and minimal margin for error."

"If the system includes the right script, sampling, training, people and procedures, proper execution will produce reliable results every single time."

### Judging Indulgences

WHJY/Providence PD Joe Bevilacqua remarked, "The interesting thing I've seen about research is how sometimes changing the hook can really change the scores, especially after a good threshold of spins has been achieved. From 'HJY's point of view on weekly callout research, we really look hard at it for power currents and recurrences. In other words, a bad first test doesn't mean we'll drop a record, but in most cases it won't get to power. On the other hand, Def Leppard and Buckcherry are both in power, and neither has called out yet. Sometimes you have to believe your ears."

"Research helps narrow the guesswork into a more-focused direction, but still requires good programming, marketing and management to be implemented."

Amy Vokes

Moyes Research Associates' Don Gilmore responds, "It's a paradox. Any station playing enough current music to need callout can't afford to wait until a song is a tested hit to play it. There are exceptions to this, of course — like when a song crosses over from another format — but even then you can't be too late."

"So callout really ends up serving as an impartial judge for your indulgences: 'Boy, we were right about that one!' and 'Man, I can't believe we bought the hype on that band.' It happens to everybody. The big mistake I see people make, however, is getting off a record too soon because of a low initial score. A good early score can indicate that you do have a hit on your hands, but a bad early score doesn't necessarily mean it's not a hit — particularly from an artist that isn't well established yet. So the greatest value from callout comes not from getting on — or increasing rotations on — records, but in helping to determine when to decrease rotations or to get off a record altogether."

### Auditorium Vs. Wave

WTFX/Louisville OM Michael Lee asked, "What's the opinion of the experts on the validity of doing an auditorium test of 600 songs vs. 'wave testing' using 600 titles spaced in smaller sets over the year?"

Gilmore replies, "Both of these methods are valid in the sense that you can get reliable information from 600 songs in one sitting and you can get legitimate information from testing hooks over the phone several times a year. In fact, there are strong arguments that testing hooks over the phone — when done properly — has several advantages over an auditorium group setting. Having said this, the real power in testing a library of 600 songs (or, for that matter, 700, 800 or 900) comes from testing those songs in a 'snapshot' across a single group of people, over a finite period of time — say a few weeks at most."

"You can run into problems if you

test a body of songs with multiple groups of people or if you test the songs over too long a period of time. A couple of examples: Let's say you set out to test a total of 900 songs by splitting the test into three groups of 100 people, with each group listening to 300 songs. Even if these listeners are screened properly, you can run into difficulty interpreting the results.

"The first problem we'll call 'Average Score Imbalance.' This happens frequently simply because the overall average scores between any two groups of 100 people can vary by as much as 10 or 12 points. Let's say the people in Group A score their 300 songs with an average positive score of 60, Group B's average score is 55 and Group C's is 50. Now, unless you try to artificially weight the scores (and we know how much we hate it whenever Arbitron does that), you can see that most of the songs from Group A will make the final playlist, while very few from Group C will, which means that the actual song score will have had less to do with the final outcome than which part of the test (A, B or C) that the songs happened to land in."

"Now, suppose you're fortunate, and you avoid this predicament (this time around). There is another type of bias that happens almost without exception. We'll call it 'Secondary Artist Spiking.' This happens when one of the test groups either loves or hates a secondary artist. It doesn't happen as much with the core artists for a format as with secondaries, but you'll know it's happened in your test when Guns N' Roses' 'November Rain' scores higher with Test Group A than 'Sweet Child o' Mine' does with group B."

"All of these problems are magnified in a method that uses a callout-style approach of testing 30 to 40 songs per week and taking months to get a full library test. This method also has a more fundamental problem: The target's actual feelings for any given song may well have changed between week 1 and week 30, when the test is complete. The real power — the freshness — in any library music test is completely realized within four to six months. After that you're playing with fire — especially if you have a competitor sharing a lot of titles."

Next week, three more researchers tackle additional programmers' questions.



Charley Lake



Amy Vokes



Tom Kelly



Joe Bevilacqua



Don Gilmore

# R&R Rock Top 50

July 16, 1999

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS		GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
			TW	LW			
1	1	DEF LEPPARD Promises (Mercury/IDJMG)	1735	1727	115778	8	69/0
4	2	RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)	1442	1313	91607	8	70/1
3	3	LENNY KRAVITZ American Woman (Maverick/Virgin)	1389	1326	83826	10	69/0
2	4	PEARL JAM Last Kiss (Epic)	1318	1336	80003	10	64/0
5	5	BUCKCHERRY Lit Up (DreamWorks)	1123	1093	74757	19	62/0
11	6	TONIC You Wanted More (Universal)	946	846	66432	5	64/0
7	7	COLLECTIVE SOUL No More, No Less (Atlantic)	944	879	60552	7	58/1
6	8	OLEANDER Why I'm Here (Republic/Universal)	918	1016	64478	24	55/0
10	9	BAD COMPANY Hammer Of Love (Elektra/EEG)	881	872	48211	9	54/1
12	10	ALICE IN CHAINS Get Born Again (Columbia)	851	840	51937	7	58/0
14	11	SAMMY HAGAR Shag (MCA)	844	788	49757	5	62/1
8	12	COLLECTIVE SOUL Heavy (Atlantic)	783	874	63231	28	59/0
9	13	TRAIN Meet Virginia (Aware/Columbia)	778	873	50749	16	55/0
13	14	BLACK CROWES Go Faster (American/Columbia)	774	794	54100	8	50/0
18	15	GREAT WHITE Rollin' Stoned (Portrait/Columbia)	737	560	44913	3	65/6
15	16	CREED One (Wind-up)	677	752	50164	30	54/0
16	17	LIT My Own Worst Enemy (RCA)	624	693	43468	18	44/0
17	18	METALLICA Whiskey In The Jar (Elektra/EEG)	571	567	38563	27	46/0
Breaker	19	SCORPIONS Mysterious (Koch)	550	433	28974	4	45/3
Breaker	20	SANTANA I/ROB THOMAS Smooth (Arista)	523	459	37539	4	39/6
25	21	GOO GOO DOLLS Black Balloon (Warner Bros.)	478	415	32350	5	39/3
31	22	MEGADETH Crush 'Em (Trauma/Capitol)	450	304	28246	2	50/5
24	23	NEW AMERICAN SHAME Under It All (Lava/Atlantic)	442	427	28164	8	41/1
19	24	SAMMY HAGAR Mas Tequila (MCA)	428	518	24814	20	45/0
26	25	FEAR FACTORY Cars (Roadrunner)	365	413	18695	10	29/0
20	26	JAKE ANDREWS Time To Burn (Jericho)	356	507	20858	15	28/0
21	27	TOM PETTY & THE HEARTBREAKERS Room At The Top (Warner Bros.)	350	474	19353	14	28/0
27	28	SUSAN TEDESCHI Rock Me... (Tone Cool/Rounder/Mercury/IDJMG)	327	399	21205	12	25/0
32	29	JONNY LANG Second Guessing (A&M)	318	282	18264	3	29/1
29	30	METALLICA Die, Die My Darling (Elektra/EEG)	316	312	17837	8	32/0
33	31	KID ROCK Bawitdaba (Top Dog/Lava/Atlantic)	295	282	16270	9	26/0
30	32	GODSMACK Keep Away (Republic/Universal)	291	306	16326	11	31/2
35	33	KORN Freak On A Leash (Immortal/Epic)	254	246	16030	17	23/1
34	34	BLINK 182 What's My Age Again? (MCA)	248	267	15895	9	23/0
38	35	DOKKEN Maddest Hatter (CMC)	235	213	12771	4	26/2
39	36	OFFSPRING The Kids Aren't Alright (Columbia)	230	208	12522	5	23/2
40	37	SILVERCHAIR Ana's Song (Open Fire) (Epic)	226	196	13794	4	26/3
45	38	VERTICAL HORIZON We Are (RCA)	217	156	10166	2	24/4
42	39	LIMP BIZKIT Nookie (Flip/Interscope)	207	181	11357	3	18/1
28	40	SHADES APART Valentine (Universal)	206	321	12666	12	23/0
50	41	WIDESPREAD PANIC Dyin' Man (Capricorn)	199	130	8536	2	28/6
49	42	VERVE PIPE Hero (RCA)	182	137	11737	2	18/1
Debut	43	STYX Everything Is Cool (CMC)	176	125	9535	1	17/0
Debut	44	DRAIN S.T.H. Enter My Mind (Enclave/Mercury/IDJMG)	162	110	6814	1	23/2
43	45	SPLENDER Yeah, Whatever (C2/Columbia)	159	171	8157	6	14/1
36	46	POUND Upside Down (Island/IDJMG)	157	234	14604	15	16/0
Debut	47	MOTLEY CRUE Teaser (Motley/Beyond)	144	12	8242	1	34/19
44	48	EVERLAST Ends (Tommy Boy)	142	168	10491	13	11/0
41	49	JOHN MELLENCAMP Eden Is Burning (Columbia)	136	193	8762	8	15/0
47	50	TOM PETTY & THE HEARTBREAKERS Free Girl Now (Warner Bros.)	134	141	9848	20	26/0

## Most Added®

ARTIST TITLE LABEL(S)	ADDS
TOM PETTY & THE HEARTBREAKERS Swingin' (Warner Bros.)	40
LYNYRD SKYNYRD Workin' (CMC)	40
MOTLEY CRUE Teaser (Motley/Beyond)	19
FILTER Welcome To The Fold (Reprise)	15
ROB ZOMBIE Superbeast (Geffen)	9
GREAT WHITE Rollin' Stoned (Portrait/Columbia)	6
SANTANA I/ROB THOMAS Smooth (Arista)	6
WIDESPREAD PANIC Dyin' Man (Capricorn)	6
PUSHMONKEY Lefty (Arista)	6
MEGADETH Crush 'Em (Trauma/Capitol)	5
CAROLINE'S SPINE Attention Please (Hollywood)	5

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
GREAT WHITE Rollin' Stoned (Portrait/Columbia)	+177
MEGADETH Crush 'Em (Trauma/Capitol)	+146
MOTLEY CRUE Teaser (Motley/Beyond)	+132
RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)	+129
SCORPIONS Mysterious (Koch)	+117
TONIC You Wanted More (Universal)	+100
LYNYRD SKYNYRD Workin' (CMC)	+76
WIDESPREAD PANIC Dyin' Man (Capricorn)	+69
COLLECTIVE SOUL No More, No Less (Atlantic)	+65
SANTANA I/ROB THOMAS Smooth (Arista)	+64

## Breakers®

### SCORPIONS Mysterious (Koch)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
550/117	45/3	19

### SANTANA I/ROB THOMAS Smooth (Arista)

TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
523/64	39/6	20

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE MUSIC TRACKING.

74 Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 7/4-Saturday 7/10. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 500 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.

# LYNYRD SKYNYRD

## “WORKIN’”

### #1 MOST ADDED EVERYWHERE!!!

WBAB KOMP WZZO WAQX  
 WNCX WFBQ KTHQ WRDX  
 WDVE WCKW WTPA WIOT  
 KSHE WPYX KMOD KMJX  
 KYYS KLPX KEZO WPLR  
 WLWV KFRQ KTUX WROV  
 WLUM KMOD KTAL WKQQ

### OUT-OF-THE-BOX DEBUTS:

FMQB HOT TRAX D-61\*  
 FMQB ROCK 25-44 D-34\*  
 ALBUM NET POWER CUTS D-90\*



## New & Active

**PRETENDERS** Human (Warner Bros.)

Total Plays: 115, Total Stations: 10, Adds: 0

**DEF LEPPARD** Paper Sun (Mercury/IDJMG)

Total Plays: 102, Total Stations: 7, Adds: 0

**KATIES** Noggin'... (Spongebath/Elektra/EEG)

Total Plays: 95, Total Stations: 11, Adds: 0

**AZTEK TRIP** Beautiful (Iguana)

Total Plays: 93, Total Stations: 11, Adds: 0

**POWERMAN 5000** When Worlds... (DreamWorks)

Total Plays: 86, Total Stations: 9, Adds: 1

**STATIC-X** Bled For Days (Warner Bros.)

Total Plays: 80, Total Stations: 10, Adds: 0

**LYNYRD SKYNYRD** Workin' (CMC)

Total Plays: 76, Total Stations: 41, Adds: 40

**ORGY** Stitches (Elementree/Reprise)

Total Plays: 71, Total Stations: 10, Adds: 0

**CHLORINE** Don't Even Care (Time Bomb)

Total Plays: 65, Total Stations: 9, Adds: 0

**TOM PETTY & THE HEART...** Swingin' (Warner Bros.)

Total Plays: 60, Total Stations: 42, Adds: 40

Songs ranked by total plays

## Most Played Recurrents

**EVERLAST** What It's Like (Tommy Boy)

**GODSMACK** Whatever (Republic/Universal)

**LENNY KRAVITZ** Fly Away (Virgin)

**METALLICA** Turn The Page (Elektra/EEG)

**KENNY WAYNE SHEPHERD** Blue On Black (Revolution/Reprise)

**GOD GOO DOLLS** Slide (Warner Bros.)

**ROB ZOMBIE** Living Dead Girl (Geffen)

**EVE 6** Inside Out (RCA)

**CREED** What's This Life For (Wind-up)

**DAYS OF THE NEW** Touch, Peel, And Stand (Outpost/Geffen)

**TRAIN** Free (Aware/Columbia)

**ROB ZOMBIE** Dragula (Geffen)

**JONNY LANG** Still Rainin' (A&M)

**MONSTER MAGNET** Space Lord (A&M)

**FLYS** Got You (Where I Want You) (Delicious Vinyl/Trauma)

**DAYS OF THE NEW** The Down Town (Outpost/Geffen)

**EDDIE MONEY** Don't Say No Tonight (CMC)

**SOULMOTOR** Guardian Angel (CMC)

**HOLE** Celebrity Skin (DGC/Geffen)

**CREED** Torn (Wind-up)

## ROCK

### Going For Adds

7/20/99

**BRAMHALL** I Wanna Be (RCA)

**EVERCLEAR** The Boys Are Back In Town (Mercury/IDJMG)

**LIARS INC.** Anybody (Foodchain/Columbia)

**MOKE** Down (Ultimatum)

**RATT** Over The Edge (Portrait/Columbia)

**SEVENDUST** Denial (TVT)

**SHADES APART** Stranger By The Day (Universal)

## TUNED-IN

ROCK

R&R/MEDIABASE 24/7

**94 HJY**

**WHJY/Providence**

Tuesday, July 6

5am

**AEROSMITH** Back In The Saddle  
**AEROSMITH** I Don't Want To Miss A Thing  
**LENNY KRAVITZ** American Woman  
**LENNY KRAVITZ** Fly Away  
**LYNYRD SKYNYRD** Sweet Home Alabama  
**LYNYRD SKYNYRD** Call Me The Breeze  
**WHO** Behind Blue Eyes  
**WHO** Magic Bus  
**VAN HALEN** Feels So Good  
**VAN HALEN** Why Can't This Be Love

11am

**DAVE MATTHEWS BAND** What Would You Say  
**PINK FLOYD** Welcome To The Machine  
**ERIC CLAPTON** I Shot The Sheriff  
**ERIC CLAPTON** Lay Down Sally  
**LED ZEPPELIN** Heartbreaker/Living Loving Maid  
**LED ZEPPELIN** Song Remains The Same  
**SANTANA** Evil Ways  
**SANTANA I/ROB THOMAS** Smooth  
**ROLLING STONES** Doo Doo Doo Heartbreaker...

2pm

**FLEETWOOD MAC** Gold Dust Woman  
**FLEETWOOD MAC** Oh Well  
**PEARL JAM** Last Kiss  
**PEARL JAM** Black  
**KISS** Shout It Out Loud  
**KISS** Rock & Roll All Nite  
**PINK FLOYD** Happiest Days/Another Brick In The Wall (Part 2)  
**PINK FLOYD** Wish You Were Here  
**LED ZEPPELIN** Black Dog  
**LED ZEPPELIN** Houses Of The Holy

7pm

**U2** Mysterious Ways  
**U2** Even Better Than The Real Thing  
**U2** I Still Haven't Found What I'm Looking For  
**VAN HALEN** Mean Street  
**VAN HALEN** And The Cradle Will Rock  
**ROLLING STONES** Shattered  
**ROLLING STONES** You Can't Always Get What You Want  
**BOSTON** Rock & Roll Band  
**BOSTON** Peace Of Mind  
**LENNY KRAVITZ** American Woman  
**LENNY KRAVITZ** Are You Gonna Go My Way

**KISW**  
 99.9 FM

**KISW/Seattle**

Tuesday, July 6

3am

**LIT** My Own Worst Enemy  
**IRON MAIDEN** The Trooper  
**OLEANDER** Why I'm Here  
**STEVIE RAY VAUGHAN** Tightrope  
**MEGADETH** Crush 'Em  
**CULT** She Sells Sanctuary  
**WHITE ZOMBIE** Thunder Kiss '65  
**GREAT WHITE** Rollin' Stoned  
**LED ZEPPELIN** Wanton Song  
**NIRVANA** All Apologies  
**BROTHER CANE** I Lie In The Bed I Make

9am

**VAN HALEN** Runnin' With The Devil  
**CRACKER** Low  
**KISS** Rock & Roll All Nite  
**SCORPIONS** No One Like You  
**PEARL JAM** Last Kiss  
**PINK FLOYD** Happiest Days/Another Brick In The Wall (Part 2)  
**STONE TEMPLE PILOTS** Plush

3pm

**ZZ TOP** La Grange  
**FOO FIGHTERS** Everlong  
**AC/DC** Rock & Roll Ain't Noise Pollution  
**RICK DERRINGER** Rock And Roll, Hoochie Koo  
**RUSH** Spirit Of Radio  
**PEARL JAM** Last Kiss  
**BLUE OYSTER CULT** (Don't Fear) The Reaper  
**GREEN DAY** Time Of Your Life (Good Riddance)  
**PINK FLOYD** Brain Damage/Eclipse  
**TOM PETTY** I Won't Back Down  
**LED ZEPPELIN** Ocean  
**VAN HALEN** Panama

9pm

**DOORS** Roadhouse Blues  
**ALICE IN CHAINS** Get Born Again  
**OZZY OSBOURNE** Over The Mountain  
**PEARL JAM** Last Kiss  
**DEF LEPPARD** Animal  
**MEGADETH** Crush 'Em  
**ZZ TOP** Tush  
**GREAT WHITE** Rollin' Stoned  
**RUSH** Working Man  
**NIRVANA** In Bloom  
**ROB ZOMBIE** Dragula



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Tuesday 7/6. © 1999, R&R Inc.

# DOMINATE

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Stations and their adds listed alphabetically by market

## Rock

**WPYX/Albany, NY \***  
 PD/M: John Cooper  
 LYNRYD SKYNYRD "Workin"  
 TOM PETTY & HB "Swingin"  
 GREAT WHITE "Rollin"

**KZRR/Albuquerque, NM \***  
 OM: Frank Jaxon  
 PD: Phil Mahoney  
 MD: Rob Brothers  
 3 FILTER "Welcome"  
 ROB ZOMBIE "Superbeast"  
 PORTABLE "Help"  
 JACKYL "Crush"

**WZZO/Allentown, PA \***  
 PD: Robin Lee  
 MD: Keith Moyer  
 11 LYNRYD SKYNYRD "Workin"  
 3 MOTLEY CRUE "Teaser"  
 1 GOOD GOD DOLLS "Balloon"

**KWHL/Anchorage, AK**  
 PD: Dan Thomas  
 MD: Kathy Mitchell  
 7 MOTLEY CRUE "Teaser"  
 5 PORTABLE "Help"  
 5 PUSHMONKEY "Lefty"  
 PROTEIN "Lemonade"  
 BIOHAZARD "Rope"  
 ROB ZOMBIE "Superbeast"  
 FILTER "Welcome"

**WAPL/Appleton, WI**  
 PD/M: Joe Calgaro  
 4 CAROLINE'S SPINE "Attention"  
 1 LYNRYD SKYNYRD "Workin"

**WZXL/Atlantic City, NJ**  
 PD: Steve Raymond  
 MD: Kathy Coro  
 ROB ZOMBIE "Superbeast"  
 LYNRYD SKYNYRD "Workin"  
 STAIN'D "Mudshovel"  
 SILVERCHAIR "Anas"

**WKGB/Binghamton, NY**  
 PD: Jim Free  
 MD: Tim Boland  
 6 LYNRYD SKYNYRD "Workin"  
 OLEANDER "Walk"  
 TOM PETTY & HB "Swingin"  
 SPONGE "Times"  
 ROB ZOMBIE "Superbeast"

**WRQK/Canton, OH \***  
 OM: Chuck Stevens  
 Asst. OM: Todd Downerd  
 1 LIMP BIZKIT "Nookie"  
 1 STAIN'D "Mudshovel"  
 COLLECTIVE SOUL "Ladies"  
 GODSMACK "Keep"

**WPXC/Cape Cod, MA**  
 OM: Steve McVie  
 PD: Suzanne Tenair  
 APD/M: Brian Kelly  
 GODSMACK "Keep"  
 FILTER "Welcome"  
 TOM PETTY & HB "Swingin"

**KRNA/Cedar Rapids, IA**  
 PD: Joe Nugent  
 MD: Tommy Lang  
 FILTER "Welcome"  
 STAIN'D "Mudshovel"

**WYBB/Charleston, SC \***  
 OM: Charlie Kendall  
 MD: Tom Bloodwell  
 TOM PETTY & HB "Swingin"  
 WIDESPREAD PANIC "Dyin"  
 LYNRYD SKYNYRD "Workin"  
 LIVE BAIT "But"

**WKLC/Charleston, WV**  
 PD/M: Mike Rappaport  
 LYNRYD SKYNYRD "Workin"  
 TOM PETTY & HB "Swingin"

**WEBN/Cincinnati, OH \***  
 OM: Scott Reinhart  
 PD: Michael Walter  
 MD: Bob Garrett  
 1 PROTEIN "Lemonade"  
 FILTER "Welcome"

**WWRK/Columbus, GA**  
 PD/M: Brian Waters  
 13 LYNRYD SKYNYRD "Workin"  
 WIDESPREAD PANIC "Dyin"  
 TOM PETTY & HB "Swingin"

**WRKI/Danbury, CT**  
 PD: Tom Bass  
 MD: Mary Scanlon  
 VAN MORRISON "Top"  
 GREAT WHITE "Rollin"  
 WIDESPREAD PANIC "Dyin"  
 TOM PETTY & HB "Swingin"

**WTUE/Dayton, OH \***  
 PD: Mike Thomas  
 APD/M: John Beaulieu  
 1 MOTLEY CRUE "Teaser"

**KLAQ/EI Paso, TX \***  
 PD/M: "Magic" Mike Ramsey  
 APD: Glenn Garza  
 1 BADLEES "Goodnight"  
 1 MOTLEY CRUE "Teaser"  
 TOM PETTY & HB "Swingin"  
 BRAMHALL "Wanna"  
 PUSHMONKEY "Lefty"  
 MEGADETH "Crush"

**WRKT/Erie, PA**  
 VP/Programming: Ron Kline  
 MD: Sammy Stone  
 MEGADETH "Crush"  
 TOM PETTY & HB "Swingin"  
 MOTLEY CRUE "Teaser"  
 LYNRYD SKYNYRD "Workin"  
 WIDESPREAD PANIC "Dyin"  
 VINCE CONVERSE "Equality"

**KKEG/Fayetteville, AR**  
 PD/M: Sandy Scott  
 TOM PETTY & HB "Swingin"

**WZZR/Ft. Pierce, FL**  
 PD: Rich Dickerson  
 APD/M: Woody Maxwell  
 11 MOTLEY CRUE "Teaser"  
 3 TOM PETTY & HB "Swingin"  
 1 LYNRYD SKYNYRD "Workin"  
 1 SANTANA F/ROB THOMAS "Smooth"

**WXKE/Ft. Wayne, IN**  
 PD/M: Doc West  
 6 SILVERCHAIR "Anas"  
 5 POWERMAN 5000 "Colide"  
 ROB ZOMBIE "Superbeast"  
 MOTLEY CRUE "Teaser"  
 FILTER "Welcome"  
 BIOHAZARD "Rope"  
 TOM PETTY & HB "Swingin"  
 DOVETAIL JOINT "Beautiful"  
 SYSTEM OF A DOWN "Sugar"

**WNDD/Gainesville, FL**  
 PD: Trevor Scott  
 MD: David Riley  
 LYNRYD SKYNYRD "Workin"  
 SANTANA F/ROB THOMAS "Smooth"

**WXRA/Greensboro, NC \***  
 PD/M: Tim Satterfield  
 No Adds

**WQCM/Hagerstown, MD**  
 PD: David Miller  
 MD: Will Kauffman  
 8 LYNRYD SKYNYRD "Workin"  
 NEW AMERICAN SHANE "Under"  
 TOM PETTY & HB "Swingin"  
 WALTER TROUT "Lvin"

**WSTZ/Jackson, MS \***  
 PD/M: Kevin Keith  
 TOM PETTY & HB "Swingin"  
 LYNRYD SKYNYRD "Workin"  
 FILTER "Welcome"

**WRZK/Johnson City, TN**  
 PD/M: Mark E. McKinney  
 11 KORN "Freak"  
 6 GOOD GOD DOLLS "Balloon"  
 7 MEGADETH "Crush"  
 LYNRYD SKYNYRD "Workin"  
 MOTLEY CRUE "Teaser"

**WRKR/Kalamazoo, MI**  
 PD: Ray Bauer  
 MD: Chris Winters  
 TOM PETTY & HB "Swingin"

**KOMP/Las Vegas, NV \***  
 APD: John Griffin  
 MD: Big Marty  
 1 GOOD GOD DOLLS "Balloon"  
 TOM PETTY & HB "Swingin"  
 LYNRYD SKYNYRD "Workin"

**WKQJ/Lexington, KY \***  
 PD: Dennis Dillon  
 MD: RadioBoy  
 2 MEGADETH "Crush"  
 1 TOM PETTY & HB "Swingin"  
 1 SANTANA F/ROB THOMAS "Smooth"  
 LYNRYD SKYNYRD "Workin"

**KMJX/Little Rock, AR \***  
 PD: Tom Wood  
 MD: Jimmy Edwards  
 6 LYNRYD SKYNYRD "Workin"  
 TOM PETTY & HB "Swingin"  
 BAD COMPANY "Hammer"

**WBAB/Long Island, NY \***  
 VP/Prog.: Bob Buchmann  
 Ops. Dir.: Eric Weisman  
 No Adds

**KLQS/Los Angeles, CA \***  
 PD: Rita Wilde  
 MD: Jim Villanueva  
 SCORPIONS "Mysterious"

**WTFX/Louisville, KY \***  
 OM/MD: Michael Lee  
 MD: Keith O'Leone  
 No Adds

**WQBZ/Macon, GA**  
 PD/M: Vance Shepherd  
 7 VERTICAL HORIZON "We"  
 HONKY TONK "Burnout"  
 LYNRYD SKYNYRD "Workin"  
 MOTLEY CRUE "Teaser"  
 SANTANA F/ROB THOMAS "Smooth"  
 JACKYL "Crush"

**KFRQ/McAllen, TX \***  
 PD/M: Shilo Stevens  
 1 LYNRYD SKYNYRD "Workin"  
 TOM PETTY & HB "Swingin"  
 SPONGE "Times"  
 BRAMHALL "Wanna"

**KCAL/Riverside, CA \***  
 PD: Steve Hoffman  
 MD: M.J. Matthews  
 PENNYWISE "Alien"  
 OFFSPRING "Kids"

**WROV/Roanoke, VA \***  
 PD: Buzz Casey  
 MD: Heidi Kronmert  
 1 LYNRYD SKYNYRD "Workin"  
 TOM PETTY & HB "Swingin"  
 VERTICAL HORIZON "We"

**KRQC/Monterey, CA**  
 PD/M: Rick Anderson  
 APD: Dave "Big Dog" Cockrell  
 3 TOM PETTY & HB "Swingin"  
 3 BRAMHALL "Wanna"  
 1 CAROLINE'S SPINE "Attention"  
 LYNRYD SKYNYRD "Workin"  
 DOKKEN "Madest"  
 PUSHMONKEY "Lefty"  
 HATE DEPT. "Release"

**WCLG/Morgantown, WV**  
 PD/M: Jeff Miller  
 APD: Jim Harrison  
 MD: Chris Robbins  
 FILTER "Welcome"  
 GREAT WHITE "Rollin"  
 BROTHER LOVE "Lemon"  
 3 KBER/Salt Lake City, UT \*  
 OM/MD: Bruce Jones  
 APD/M: Helen Powers  
 No Adds

**WDHA/Morristown, NJ**  
 Dir/Rock Prog.: Lenny Bloch  
 APD/M: Terrie Carr  
 MD: Sarah Berg  
 8 MOTLEY CRUE "Teaser"  
 3 TOM PETTY & HB "Swingin"  
 3 LYNRYD SKYNYRD "Workin"

**WPLR/New Haven, CT \***  
 PD: John Griffin  
 MD: Pam Landry  
 2 LYNRYD SKYNYRD "Workin"  
 TOM PETTY & HB "Swingin"

**WCKW/New Orleans, LA \***  
 PD: Ted Edwards  
 MD: Paul Marshall  
 LYNRYD SKYNYRD "Workin"  
 DRAINS.T.H. "Enter"

**WNEW/New York, NY \***  
 OM/MD: Gary Wall  
 MD: Andrea Karr  
 SCORPIONS "Mysterious"  
 GREAT WHITE "Rollin"

**WKLT/NW Michigan**  
 PD/M: Terry Ray  
 9 TOM PETTY & HB "Swingin"  
 9 LYNRYD SKYNYRD "Workin"  
 7 HAZIES "Cool"  
 VERTICAL HORIZON "We"  
 MOTLEY CRUE "Teaser"  
 SPLENDER "Whatever"

**KATT/Oklahoma City, OK \***  
 OM/MD: Chris Baker  
 MD: Jake Daniels  
 FILTER "Welcome"

**KEZO/Omaha, NE \***  
 PD/M: Bruce Patrick  
 1 LYNRYD SKYNYRD "Workin"  
 LYNRYD SKYNYRD "Workin"

**KCLB/Palm Springs, CA**  
 PD/M: Tish Lacey  
 TOM PETTY & HB "Swingin"

**WGLO/Peoria, IL**  
 OM/MD: Russ Schenk  
 APD/M: Tim Ylenn  
 JONNY LANG "Second"  
 MOTLEY CRUE "Teaser"

**WWCT/Peoria, IL**  
 Int. PD: Wayne Miller  
 MD: Scott "Spanky" Smith  
 5 BIG BAD ZERO "Crumbles"  
 MOTLEY CRUE "Teaser"  
 VERVE PIPE "Hero"  
 TOM PETTY & HB "Swingin"  
 LYNRYD SKYNYRD "Workin"  
 JACKYL "Crush"

**WMMR/Philadelphia, PA \***  
 PD: Joe Bonadonna  
 MD: Ken Zepeto  
 No Adds

**KDKB/Phoenix, AZ \***  
 OM/MD: Tim Maraville  
 MD: Tracy Lee  
 1 RED HOT CHILI "Scar"  
 DOVETAIL JOINT "Beautiful"  
 MEGADETH "Crush"

**WDBB/Raleigh, NC \***  
 OM/MD: Andy Meyer  
 FILTER "Welcome"  
 HATE DEPT. "Release"

**WDRY/Pittsburgh, PA \***  
 PD: Garrett Hart  
 MD: Val Porter  
 LYNRYD SKYNYRD "Workin"  
 TOM PETTY & HB "Swingin"  
 FILTER "Welcome"

**WHJY/Providence, RI \***  
 PD: Joe Bevilacqua  
 MD: Sharon Scifino  
 1 OFFSPRING "Kids"  
 FILTER "Welcome"

**WBBB/Richmond, VA \***  
 PD: Brian Iles  
 APD/M: Rik Maybee  
 No Adds

**KATS/Yakima, WA**  
 PD: Ron Harris  
 SANTANA F/ROB THOMAS "Smooth"  
 PUSHMONKEY "Lefty"  
 FINGER ELVEN "Awake"  
 WIDESPREAD PANIC "Dyin"  
 TOM PETTY & HB "Swingin"

**KNCD/Youngstown, OH**  
 PD: Chris Patrick  
 MD: Don Nardella  
 GREAT WHITE "Rollin"  
 SANTANA F/ROB THOMAS "Smooth"  
 LYNRYD SKYNYRD "Workin"  
 MOTLEY CRUE "Teaser"  
 FACE TO FACE "God"

**WROV/Roanoke, VA \***  
 PD: Buzz Casey  
 MD: Heidi Kronmert  
 1 LYNRYD SKYNYRD "Workin"  
 TOM PETTY & HB "Swingin"  
 VERTICAL HORIZON "We"

**WXRX/Rockford, IL**  
 PD: Keith Edwards  
 MD: Jamie Markley  
 4 LYNRYD SKYNYRD "Workin"  
 GODSMACK "Whatever"  
 MOTLEY CRUE "Teaser"

**WKQZ/Saginaw, MI \***  
 OM/MD: Jack Lawson  
 APD/M: Tom Vander Velde  
 3 FILTER "Welcome"  
 GREAT WHITE "Rollin"  
 BROTHER LOVE "Lemon"

**KSJO/San Jose, CA \***  
 PD: Jim Richards  
 MD: Sarah Berg  
 13 FILTER "Welcome"  
 ROB ZOMBIE "Superbeast"

**KZQZ/San Luis Obispo, CA**  
 PD/M: Rick Andrews  
 TOM PETTY & HB "Swingin"  
 WIDESPREAD PANIC "Dyin"  
 MOTLEY CRUE "Teaser"  
 1 ROB ZOMBIE "Superbeast"  
 PUSHMONKEY "Lefty"  
 SPONGE "Times"

**KXFX/Santa Rosa, CA \***  
 PD: Steve Garland  
 MD: Candy Chamberlain  
 TOM PETTY & HB "Swingin"

**WYNF/Sarasota, FL**  
 PD: Brian Medlin  
 MD: Cathy Taylor  
 GREAT WHITE "Rollin"  
 LYNRYD SKYNYRD "Workin"  
 TOM PETTY & HB "Swingin"

**KISW/Seattle, WA \***  
 VP/GM: Clark Ryan  
 APD/M: Cathy Faulkner  
 3 FILTER "Welcome"  
 3 ROB ZOMBIE "Superbeast"  
 TOM PETTY & HB "Swingin"

**WRBR/South Bend, IN**  
 PD/M: Joe Turner  
 7 CAROLINE'S SPINE "Attention"  
 3 LYNRYD SKYNYRD "Workin"  
 TOM PETTY & HB "Swingin"

**KXUS/Springfield, MO**  
 PD/M: Mark McClain  
 APD: Dave Roberts  
 LYNRYD SKYNYRD "Workin"

**WAQY/Syracuse, NY \***  
 PD: John McCrae  
 APD/M: Dave Frisina  
 1 MOTLEY CRUE "Teaser"  
 TOM PETTY & HB "Swingin"  
 LYNRYD SKYNYRD "Workin"  
 CAROLINE'S SPINE "Attention"

**WZZQ/Terre Haute, IN**  
 PD: Jeff Strang  
 APD/M: Debbie Hunter  
 9 SILVERCHAIR "Anas"  
 MOTLEY CRUE "Teaser"  
 9 HONKY TONK "Burnout"  
 DRAINS.T.H. "Enter"  
 VERTICAL HORIZON "We"  
 GRINSPOON "More"  
 5 PUSHMONKEY "Lefty"  
 LYNRYD SKYNYRD "Workin"  
 TOM PETTY & HB "Swingin"  
 ROB ZOMBIE "Superbeast"  
 JACKYL "Crush"

**WLOT/Toledo, OH \***  
 OM/MD: Darrin Arriens  
 APD: Don Davis  
 MD: Will Worster  
 5 CAROLINE'S SPINE "Attention"  
 1 DOKKEN "Madest"  
 LYNRYD SKYNYRD "Workin"

**KLPX/Tucson, AZ \***  
 OM/MD: Larry Miles  
 9 TOM PETTY & HB "Swingin"  
 LYNRYD SKYNYRD "Workin"  
 SCORPIONS "Mysterious"

**KMOO/Tulsa, OK \***  
 OM/MD: Phil Stone  
 MD: Rob Hurt  
 1 TOM PETTY & HB "Swingin"  
 LYNRYD SKYNYRD "Workin"  
 BRAMHALL "Wanna"

**WRDX/Wilmington, DE \***  
 PD/M: Bob Walton  
 LYNRYD SKYNYRD "Workin"

**WRQR/Wilmington, NC**  
 PD/M: Christine Martinez  
 LYNRYD SKYNYRD "Workin"  
 TOM PETTY & HB "Swingin"

**KEGL/Dallas, TX \***  
 PD: Greg Stevens  
 APD/M: Cindy Scull  
 6 FILTER "Welcome"  
 5 MOTLEY CRUE "Teaser"  
 2 STAIN'D "Mudshovel"

**KBPI/Denver, CO \***  
 PD: Bob Richards  
 MD: Willie B. Hung  
 9 STAIN'D "Mudshovel"  
 4 MACHINE HEAD "Day"  
 3 TONIC "Wanted"  
 2 FILTER "Welcome"  
 ROB ZOMBIE "Superbeast"  
 SPONGE "Times"

**WNCZ/Youngstown, OH**  
 PD: Chris Patrick  
 MD: Don Nardella  
 GREAT WHITE "Rollin"  
 SANTANA F/ROB THOMAS "Smooth"  
 LYNRYD SKYNYRD "Workin"  
 MOTLEY CRUE "Teaser"  
 FACE TO FACE "God"

**KAZR/Des Moines, IA \***  
 PD: Sean Elliott  
 APD/M: Paul Oslund  
 FILTER "Welcome"

## Active Rock

**KZRR/Amarillo, TX**  
 PD: Eric Slayter  
 MD: J. Curry  
 FILTER "Welcome"

**WQIB/Ann Arbor, MI**  
 OM: Mark Thompson  
 APD/M: Ken Ward  
 4 SCORPIONS "Mysterious"

**KLBJ/Austin, TX \***  
 MD: Loris Lowe  
 4 FILTER "Welcome"  
 OLEANDER "Walk"  
 PORTABLE "Help"  
 MDKE "Down"

**KRAB/Bakersfield, CA \***  
 PD: Chris Squires  
 MD: Danny Spanks  
 11 GODSMACK "Keep"  
 11 MEGADETH "Crush"

**WYIY/Baltimore, MD \***  
 PD: Rick Strauss  
 APD/M: Rob Heckman  
 1 FILTER "Welcome"  
 RED HOT CHILI "Scar"  
 SYSTEM OF A DOWN "Sugar"

**WCPB/Biloxi, MS**  
 OM: Kenny Vest  
 PD: Wayne Watkins  
 APD/M: Scot Fox  
 15 MEGADETH "Crush"  
 9 FACE TO FACE "God"  
 3 ROB ZOMBIE "Superbeast"  
 FILTER "Welcome"  
 PUSHMONKEY "Lefty"  
 SYSTEM OF A DOWN "Sugar"  
 MACHINE HEAD "Day"  
 MOTLEY CRUE "Teaser"  
 CAROLINE'S SPINE "Attention"  
 PROTEIN "Lemonade"  
 AZTEK TRIP "Beautiful"

**WAAF/Boston, MA \***  
 PD: Dave Douglas  
 MD: John Osterlind  
 19 FILTER "Welcome"  
 DOVETAIL JOINT "Beautiful"  
 MACHINE HEAD "Day"  
 ROB ZOMBIE "Superbeast"  
 CAROLINE'S SPINE "Attention"  
 OFFSPRING "Kids"

**WKPE/Cape Cod, MA**  
 MD: Cat  
 1 CAROLINE'S SPINE "Attention"  
 1 ROB ZOMBIE "Superbeast"  
 1 TOM PETTY & HB "Swingin"  
 HATE DEPT. "Release"  
 FILTER "Welcome"  
 ORANGE 9MM "When"

**WXRQ/Charlotte, NC \***  
 PD/M: Ron Bowen  
 SANTANA F/ROB THOMAS "Smooth"  
 GOOD GOD DOLLS "Balloon"  
 LYNRYD SKYNYRD "Workin"  
 VERVE PIPE "Hero"

**KFMF/Chicago, CA**  
 PD: Marty Griffin  
 APD/M: Lisa Kelly  
 FILTER "Welcome"  
 PUSHMONKEY "Lefty"

**KRQR/Chicago, CA**  
 PD/M: Don Wilson  
 10 FILTER "Welcome"  
 5 CAROLINE'S SPINE "Attention"  
 3 PORTABLE "Help"  
 3 BIOHAZARD "Rope"  
 2 PROTEIN "Lemonade"

**KILO/Colorado Springs, CO \***  
 Stn. Mgr./OM: Rich Hawk  
 APD/M: Don Jantzen  
 13 FILTER "Welcome"  
 STAIN'D "Mudshovel"  
 ROB ZOMBIE "Superbeast"

**WAZU/Columbus, OH \***  
 PD: Charley Lake  
 APD/M: Joe Show  
 STAIN'D "Mudshovel"  
 FILTER "Welcome"

**WBZX/Columbus, OH \***  
 PD: Hal Fish  
 APD/M: Ronni Hunter  
 12 FILTER "Welcome"  
 4 ROB ZOMBIE "Superbeast"  
 DRAINS.T.H. "Enter"

**KNCN/Corpus Christi, TX**  
 PD: Kelli Cluque  
 MD: Al Jones  
 MOTLEY CRUE "Teaser"  
 FILTER "Welcome"  
 CAROLINE'S SPINE "Attention"  
 RATT "Edge"

**KEGL/Dallas, TX \***  
 PD: Greg Stevens  
 APD/M: Cindy Scull  
 6 FILTER "Welcome"  
 5 MOTLEY CRUE "Teaser"  
 2 STAIN'D "Mudshovel"

**KBPI/Denver, CO \***  
 PD: Bob Richards  
 MD: Willie B. Hung  
 9 STAIN'D "Mudshovel"  
 4 MACHINE HEAD "Day"  
 3 TONIC "Wanted"  
 2 FILTER "Welcome"  
 ROB ZOMBIE "Superbeast"  
 SPONGE "Times"

**WJXQ/Lansing, MI**  
 PD: Bob Olson  
 MD: Kevin Conrad  
 CAROLINE'S SPINE "Attention"  
 FILTER "Welcome"

**KIBZ/Lincoln, NE**  
 PD: Tim Sheridan  
 APD/M: Jon Terry  
 FILTER "Welcome"  
 PUSHMONKEY "Lefty"  
 VERVE PIPE "Hero"  
 CHLORINE "Care"

**KAZR/Des Moines, IA \***  
 PD: Sean Elliott  
 APD/M: Paul Oslund  
 FILTER "Welcome"

**WRIF/Detroit, MI \***  
 OM: Doug Podell  
 MD: Troy Hanson  
 8 FILTER "Welcome"  
 1 OFFSPRING "Kids"  
 VERBENA "Baby"  
 STYX "Cool"

**WGBF/Evansville, IN**  
 PD: Mike Sanders  
 MD: Turner Watson  
 CAROLINE'S SPINE "Attention"  
 FILTER "Welcome"  
 ROB ZOMBIE "Superbeast"  
 ORANGE 9MM "When"

**WRQO/Fayetteville, NC \***  
 PD/M: Greg Patrick  
 1 FILTER "Welcome"  
 1 TOM PETTY & HB "Swingin"  
 ROB ZOMBIE "Superbeast"

**WVBN/Flint, MI**  
 PD: Brian Beddow  
 MD: Chili Walker  
 FILTER "Welcome"

**KRZR/Fresno, CA \***  
 PD/M: E. Curtis Johnson  
 12 ROB ZOMBIE "Superbeast"  
 1 FILTER "Welcome"  
 1 PUSHMONKEY "Lefty"

**WBYP/Ft. Wayne, IN \***  
 PD: Jim Fox  
 MD: Matt Taluto  
 2 FILTER "Welcome"  
 1 SCORPIONS "Mysterious"  
 CHEVELLE "Ma"

**WRUF/Gainesville, FL**  
 PD: Harry Guscott  
 MD: Bill Berrios  
 FILTER "Welcome"  
 TOM PETTY & HB "Swingin"  
 CHEASE "Jenny"  
 BIOHAZARD "Rope"

**WKLO/Grand Rapids, MI \***  
 OM: Tony Gates  
 APD/M: Mark Feurie  
 10 FILTER "Welcome"  
 ROB ZOMBIE "Superbeast"  
 CAROLINE'S SPINE "Attention"  
 PORTABLE "Help"  
 MACHINE HEAD "Day"

**WRQC/Minneapolis, MN \***  
 PD: Lauren MacLeash  
 APD/M: Jay Philpott  
 8 FILTER "Welcome"  
 4 ROB ZOMBIE "Superbeast"  
 MARVELOUS 3 "Head"  
 JACKYL "Crush"

**WTPA/Harrisburg, PA \***  
 PD: Chris White  
 MD: Amy Warner  
 ROB ZOMBIE "Superbeast"  
 FILTER "Welcome"  
 LYNRYD SKYNYRD "Workin"

**WTPA/Harrisburg, PA \***  
 PD: Chris James  
 MD: Amy Warner  
 ROB ZOMBIE "Superbeast"  
 FILTER "Welcome"  
 LYNRYD SKYNYRD "Workin"

**WCCW/Hartford, CT \***  
 PD: Michael Picozzi  
 APD/M: Mike Karolyi  
 3 FILTER "Welcome"  
 PORTABLE "Help"  
 VERBENA "Baby"  
 SYSTEM OF A DOWN "Sugar"

**WQXA/Harrisburg, PA \***  
 PD: Claudine DeLorenzo  
 MD: Nixon  
 ROB ZOMBIE "Superbeast"  
 FILTER "Welcome"

**WTPA/Harrisburg, PA \***  
 PD: Chris James  
 MD: Amy Warner  
 ROB ZOMBIE "Superbeast"  
 FILTER "Welcome"  
 LYNRYD SKYNYRD "Workin"

**WCCW/Hartford, CT \***  
 PD: Michael Picozzi  
 APD/M: Mike Karolyi  
 3 FILTER "Welcome"  
 PORTABLE "Help"  
 VERBENA "Baby

July 16, 1999

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS		GROSS IMPRESSIONS ('00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
			TW	LW			
1	1	RED HOT CHILI PEPPERS Scar Tissue (Warner Bros.)	1947	1917	141247	8	67/1
2	2	ALICE IN CHAINS Get Born Again (Columbia)	1745	1765	132607	7	69/0
4	3	LENNY KRAVITZ American Woman (Maverick/Virgin)	1557	1483	106502	10	63/0
3	4	BUCKCHERRY Lit Up (DreamWorks)	1449	1526	108243	19	65/0
5	5	KID ROCK Bawitdaba (Top Dog/Lava/Atlantic)	1416	1405	129889	21	67/0
8	6	DEF LEPPARD Promises (Mercury/IDJMG)	1342	1331	93476	8	54/0
10	7	LIMP BIZKIT Nookie (Flip/Interscope)	1329	1265	113074	6	67/0
7	8	PEARL JAM Last Kiss (Epic)	1298	1349	82429	10	52/0
6	9	OLEANDER Why I'm Here (Republic/Universal)	1294	1366	101311	25	64/0
9	10	LIT My Own Worst Enemy (RCA)	1202	1284	78539	20	55/0
12	11	GODSMACK Keep Away (Republic/Universal)	1165	1118	97682	13	66/1
18	12	MEGADETH Crush 'Em (Trauma/Capitol)	1125	925	97761	3	68/4
13	13	GODSMACK Whatever (Republic/Universal)	1104	1111	111467	41	61/0
16	14	OFFSPRING The Kids Aren't Alright (Columbia)	1098	1049	87492	9	67/3
14	15	KORN Freak On A Leash (Immortal/Epic)	1081	1104	111557	25	61/0
17	16	BLINK 182 What's My Age Again? (MCA)	1032	990	75393	11	60/0
11	17	ROB ZOMBIE Living Dead Girl (Geffen)	1004	1154	83736	28	59/0
15	18	FEAR FACTORY Cars (Roadrunner)	960	1069	54203	12	59/0
20	19	TONIC You Wanted More (Universal)	946	825	56724	5	55/3
19	20	CREED One (Wind-up)	810	853	74221	30	59/0
22	21	POWERMAN 5000 When Worlds Collide (DreamWorks)	730	654	66652	4	61/0
21	22	METALLICA Die, Die My Darling (Elektra/EEG)	721	750	70231	9	52/0
24	23	SIMON SAYS Slider (Hollywood)	677	635	50642	9	55/2
23	24	COLLECTIVE SOUL No More, No Less (Atlantic)	649	647	31846	7	37/0
25	25	STATIC-X Bled For Days (Warner Bros.)	593	617	51847	10	60/1
33	26	SILVERCHAIR Ana's Song (Open Fire) (Epic)	508	439	32380	5	42/2
26	27	SAMMY HAGAR Shag (MCA)	498	498	25585	5	37/0
35	28	GREAT WHITE Rollin' Stoned (Portrait/Columbia)	493	406	35531	3	38/3
32	29	ORGY Stitches (Elementree/Reprise)	480	445	34480	17	45/0
34	30	DRAIN S.T.H. Enter My Mind (Enclave/Mercury/IDJMG)	477	411	39400	4	47/4
28	31	BLACK CROWES Go Faster (American/Columbia)	448	474	20581	7	28/0
41	32	STAIN'D Mudshovel (Flip/Elektra/EEG)	434	303	34822	2	43/10
36	33	DEFTONES My Own Summer (Shove It) (Maverick)	399	405	29976	16	46/0
38	34	GOO GOO DOLLS Black Balloon (Warner Bros.)	369	350	20790	4	22/1
39	35	VERVE PIPE Hero (RCA)	353	329	22390	3	27/3
29	36	EVERLAST Ends (Tommy Boy)	349	464	30902	17	35/0
37	37	PUYA Oasis (MCA)	325	357	22086	7	36/0
40	38	SCORPIONS Mysterious (Koch)	325	309	21581	4	23/2
43	39	VERTICAL HORIZON We Are (RCA)	322	291	15459	3	26/1
44	40	NEW AMERICAN SHAME Under It All (Lava/Atlantic)	301	285	15868	7	24/0
27	41	FUEL Jesus Or A Gun (550 Music/ERG)	292	479	18070	16	31/0
31	42	SHADES APART Valentine (Universal)	291	463	25996	13	22/0
42	43	SPLENDER Yeah, Whatever (C2/Columbia)	286	294	23387	10	24/0
46	44	VERBENA Baby Got Shot (Capitol)	256	241	15067	3	28/2
Debut	45	FILTER Welcome To The Fold (Reprise)	248	13	29616	1	62/62
45	46	TRAIN Meet Virginia (Aware/Columbia)	245	272	17396	12	15/0
47	47	SMASH MOUTH All Star (Interscope)	240	237	19033	4	7/0
49	48	CHLORINE Don't Even Care (Time Bomb)	201	180	13426	2	25/1
Debut	49	DOKKEN Maddest Hatter (CMC)	181	153	11000	1	15/0
Debut	50	PORTABLE Help Yourself (TVT)	178	78	14545	1	27/6

## Most Added

ARTIST TITLE LABEL(S)	ADDS
FILTER Welcome To The Fold (Reprise)	62
ROB ZOMBIE Superbeast (Geffen)	31
CAROLINE'S SPINE Attention Please (Hollywood)	16
STAIN'D Mudshovel (Flip/Elektra/EEG)	10
MACHINE HEAD From This Day (Roadrunner)	8
MOTLEY CRUE Teaser (Motley/Beyond)	7
PUSHMONKEY Lefty (Arista)	7
TOM PETTY & THE HEARTBREAKERS Swingin' (Warner Bros.)	7
BIOHAZARD End Of My Rope (King/Mercury/IDJMG)	7
PORTABLE Help Yourself (TVT)	6

# VERBENA

## "Baby Got Shot"

New At: WCCC  
R&R Active Rock 46-44

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
FILTER Welcome To The Fold (Reprise)	+235
MEGADETH Crush 'Em (Trauma/Capitol)	+200
STAIN'D Mudshovel (Flip/Elektra/EEG)	+131
TONIC You Wanted More (Universal)	+121
ROB ZOMBIE Superbeast (Geffen)	+101
PORTABLE Help Yourself (TVT)	+100
GREAT WHITE Rollin' Stoned (Portrait/Columbia)	+87
PUSHMONKEY Lefty (Arista)	+78
SEVENDUST Denial (TVT)	+77
POWERMAN 5000 When Worlds Collide (DreamWorks)	+76

## Breakers

No Songs Qualified For Breaker Status This Week

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE MUSIC TRACKING.



71 Active Rock reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 7/4-Saturday 7/10. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 600 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999. The Arbitron Company). © 1999, R&R Inc.

# MEGADETH

## Mega - HUGE OVER 160 STATIONS ON!!

# CRUSH 'EM

Album in Stores Now!

From the soundtrack album UNIVERSAL SOLDIER: THE RETURN (in stores July 13th). Original version on the new Megadeth album RISK (in stores August 31st).

Management: Mike Renault and Bud Prager/E.S.P. Management  
1999 Capitol Records. Soundtrack Album ©1999 Trauma Records (78864-74015) Motion Picture Artwork and Photography ©1999 Columbia Tri-Star Pictures, Inc.  
www.megadeth.com www.hollywoodandvine.com www.traumarecords.com

July 16, 1999

## New & Active

**DEF LEPPARD** Paper Sun (Mercury/IDJMG)

Total Plays: 169. Total Stations: 9. Adds: 0

**SANTANA F/ROB THOMAS** Smooth (Arista)

Total Plays: 159. Total Stations: 11. Adds: 1

**ROB ZOMBIE** Superbeast (Geffen)

Total Plays: 136. Total Stations: 39. Adds: 31

**MOTLEY CRUE** Teaser (Motley/Beyond)

Total Plays: 135. Total Stations: 19. Adds: 7

**INSANE CLOWN POSSE** Another Love... (Island/IDJMG)

Total Plays: 124. Total Stations: 12. Adds: 0

**SYSTEM OF A DOWN** Sugar (American/Columbia)

Total Plays: 119. Total Stations: 18. Adds: 4

**ORANGE 9MM** When You Lie (NG)

Total Plays: 119. Total Stations: 15. Adds: 3

**KATIES** Noggin'... (Spongebath/Elektra/EEG)

Total Plays: 108. Total Stations: 9. Adds: 0

**MINISTRY** Bad Blood (Maverick/WB)

Total Plays: 101. Total Stations: 10. Adds: 0

**FACE TO FACE** God Is A Man (Lady Luck/Beyond)

Total Plays: 101. Total Stations: 10. Adds: 1

Songs ranked by total plays

## Most Played Recurrents

**COLLECTIVE SOUL** Heavy (Atlantic)

**METALLICA** Whiskey In The Jar (Elektra/EEG)

**ROB ZOMBIE** Dragula (Geffen)

**ORGY** Blue Monday (Elementree/Reprise)

**EVERLAST** What It's Like (Tommy Boy)

**LOUDMOUTH** Fly (Hollywood)

**KORN** Got The Life (Immortal/Epic)

**CREED** What's This Life For (Wind-up)

**LENNY KRAVITZ** Fly Away (Virgin)

**CREED** Torn (Wind-up)

**METALLICA** Turn The Page (Elektra/EEG)

**DAYS OF THE NEW** Touch, Peel, And Stand (Outpost/Geffen)

**STABBING WESTWARD** Save Yourself (Columbia)

**MONSTER MAGNET** Space Lord (A&M)

**FLYS** Got You (Where I Want You) (Delicious Vinyl/Trauma)

**KENNY WAYNE SHEPHERD** Blue On Black (Revolution/Reprise)

**EVE 6** Inside Out (RCA)

**OFFSPRING** Why Don't You Get A Job? (Columbia)

**SAMMY HAGAR** Mas Tequila (MCA)

**FUEL** Shimmer (550 Music/ERG)

## TUNED-IN ACTIVE ROCK

R&R/MEDIABASE 24/7

The Rock  
WCCC

WCCC/Hartford

Tuesday, July 6

1am

**ALICE IN CHAINS** Get Born Again

**ALDO NOVA** Fantasy

**DAVID LEE ROTH** Goin' Crazy!

**DOKKEN** Into The Fire

**OZZY OSBOURNE** Shot In The Dark

**SECOND COMING** Vintage Eyes

**SIMON SAYS** Slider

**VAN HALEN** Dance The Night Away

**FOO FIGHTERS** Monkey Wrench

**JUDAS PRIEST** Breaking The Law

**SEVENDUST** Too Close To Hate

**ORANGE 9MM** When You Lie

**TOADIES** Possum Kingdom

11am

**ALICE IN CHAINS** Get Born Again

**QUEENSRYCHE** Silent Lucidity

**LIMP BIZKIT** Nookie

**VAN HALEN** When It's Love

**KORN** Freak On A Leash

**GREEN DAY** Welcome To Paradise

**ORGY** Stitches

**LENNY KRAVITZ** American Woman

**NIRVANA** Come As You Are

**POWERMAN 5000** When Worlds Collide

**SEVEN MARY THREE** Cumbersome

4pm

**BLACK SABBATH** Paranoid

**STABBING WESTWARD** Sometimes It Hurts

**NIRVANA** Heart-Shaped Box

**ORGY** Stitches

**LED ZEPPELIN** Gallows Pole

**MONSTER MAGNET** Temple Of Your Dreams

**GUNS N' ROSES** Yesterdays

**DEF LEPPARD** Promises

**KID ROCK** Bawitdaba

**QUEENSRYCHE** Another Rainy Night

9pm

**RAGE AGAINST THE MACHINE** The Ghost Of...

**STONE TEMPLE PILOTS** Tumble In The Rough

**METALLICA** Damage Inc.

**LIT** My Own Worst Enemy

**LIVING COLOUR** Cult Of Personality

**BREEDERS** Cannonball

**ORGY** Blue Monday

**OFFSPRING** The Kids Aren't Alright

**LENNY KRAVITZ** American Woman

**ALICE IN CHAINS** Grind

**GREEN DAY** Hitchin' A Ride

**TONIC** You Wanted More

LAZER 103

WLZR/Milwaukee

Tuesday, July 6

1am

**SLAUGHTER** Fly To The Angels

**TONIC** You Wanted More

**LED ZEPPELIN** Whole Lotta Love

**DEF LEPPARD** Promises

**CREED** What's This Life For

**GODSMACK** Keep Away

**DEFTONES** My Own Summer

**VERBENA** Baby Got Shot

**GUNS N' ROSES** Welcome To The Jungle

**ORGY** Blue Monday

**RUSH** Tom Sawyer

11am

**SAMMY HAGAR** There's Only One Way To...

**OZZY OSBOURNE** Flying High Again

**PEARL JAM** Alive

**PINK FLOYD** Wish You Were Here

**COLLECTIVE SOUL** Heavy

**AEROSMITH** Love In An Elevator

**RED HOT CHILI PEPPER** Under The Bridge

**NIRVANA** Smells Like Teen Spirit

**RUSH** YYZ

4pm

**ALICE IN CHAINS** Get Born Again

**RUSH** Spirit Of Radio

**BECK** Loser

**TED NUGENT** Fred Bear

**SOUNDGARDEN** Outshined

**GEORGE THOROGOOD** Who Do You Love

**TOOL** Aenema

**VAN HALEN** Ice Cream Man

**CREED** One

**DEF LEPPARD** Pour Some Sugar On Me

**METALLICA** King Nothing

**BLACK SABBATH** War Pigs

9pm

**KORN** Got The Life

**RED HOT CHILI PEPPER** Scar Tissue

**BLUR** Song 2

**PRESIDENTS OF THE...** Lump

**TESLA** Edison's Medicine

**STATIC-X** Bled For Days

**ALICE IN CHAINS** Grind

**MEGADETH** Trust

**GREEN DAY** Basket Case

**WHITE ZOMBIE** Supercharger Heaven

**GODSMACK** Whatever



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Tuesday 7/6. © 1999, R&R Inc.

## ACTIVE ROCK

### Going For Adds 7/19/99

**BRAMHALL** I Wanna Be (RCA)

**EVERCLEAR** The Boys Are Back In Town (Mercury/IDJMG)

**LIARS INC.** Anybody (Foodchain/Columbia)

**MOKE** Down (Ultimatum)

**RATT** Over The Edge (Portrait/Columbia)

**SEVENDUST** Denial (TVT)

**SHADES APART** Stranger By The Day (Universal)

# SEVENDUST

## "DENIAL"

Impacting Radio Now!



# Active Rock Playlists

FIND COMPLETE PLAYLISTS FOR ALL ACTIVE ROCK REPORTERS ON R&R ONLINE MUSIC TRACKING

**MARKET #5**

WYSP/Philadelphia  
Infinity  
(215) 625-9460  
Sabean/Misky/Palumbo  
12+ Cumé 976,500

**94 WYSP**  
THE ROCK STATION

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
28	35	35	GODSMACK/Whatever	18935
33	33	33	KID ROCK/Bawitdaba	17853
22	26	26	BUCKCHERRY/Lit Up	14066
22	22	22	RED HOT CHILLI.../Scar Tissue	11902
13	21	21	METALLICA/Die, Die My Darling	11361
36	21	21	ROB ZOMBIE/Living Dead Girl	11361
20	19	19	ALICE IN CHAINS/Get Born Again	10279
17	19	19	KORN/Freak On A Leash	10279
13	19	19	OLEANDER/Why I'm Here	10279
11	17	17	EVERLAST/Ends	9197
16	16	16	BONEHEAD/Know	8656
15	15	15	DEF LEPPARD/Promises	8115
6	14	14	MEGADETH/Crush Em	7574
14	14	14	MERCY RIVER/Another Day Goes By	7574
15	14	14	TONIC/You Wanted More	7574
12	12	12	LIMP BIZKIT/Nookie	6492
9	11	11	SIMON SAYS/Slider	5921
10	10	10	DRAIN S.T.H./Enter My Mind	5410
7	10	10	GODSMACK/Keep Away	5410
9	10	10	POWERMAN 5000/When Worlds Collide	5410
10	9	9	OFFSPRING/The Kids Aren't...	4869
8	8	8	STATIC-X/Bled For Days	4328
7	8	8	ROB ZOMBIE/Superbeast	3787
6	6	6	GREAT WHITE/Rollin' Stoned	3246
5	2	2	CREED/One	2705
2	2	2	BLACK CROWES/Go Faster	1082
6	2	2	FUEL/Jesus Or A Gun	1082
1	1	1	BLACK LABEL SOCIETY/Bored To Tears	541
1	1	1	DEF TONES/My Own Summer...	541
1	1	1	DEPTONES/My Own Summer...	541
1	1	1	FILTER>Welcome To The Fold	541

**MARKET #6**

WRIF/Detroit  
Greater Media  
(248) 547-0101  
Podell/Hanson  
12+ Cumé 526,700

**101 WRIF**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
20	24	24	CREED/One	7008
24	23	23	DEF LEPPARD/Promises	6716
25	23	23	PEARL JAM/Last Kiss	6716
13	19	19	ALICE IN CHAINS/Get Born Again	5748
20	15	15	METALLICA/Die, Die My Darling	4380
13	14	14	GREAT WHITE/Rollin' Stoned	4088
17	14	14	RED HOT CHILLI.../Scar Tissue	4088
16	14	14	TONIC/You Wanted More	4088
11	12	12	KID ROCK/Bawitdaba	3504
10	12	12	MEGADETH/Crush Em	3504
13	12	12	SCORPIONS/Mysterious	3504
14	11	11	LIMP BIZKIT/Nookie	3212
11	10	10	GODSMACK/Whatever	2920
10	10	10	KORN/Freak On A Leash	2920
4	10	10	LENNY KRAVITZ/American Woman	2920
11	10	10	SPONGE1000/Times	2920
13	10	10	ROB ZOMBIE/Living Dead Girl	2920
10	9	9	DOCKEN/Maddest Hater	2920
9	9	9	POWERMAN 5000/When Worlds Collide	2628
17	8	8	BUCKCHERRY/Lit Up	2336
1	8	8	FILTER>Welcome To The Fold	2336
11	7	7	OLEANDER/Why I'm Here	2044
7	6	6	BAD COMPANY/Hammer Of Love	1752
6	6	6	GODSMACK/Keep Away	1752
6	6	6	SAMMY HAGAR/Shag	1752
3	6	6	MOTLEY CRUE/Teaser	1752
4	5	5	SIMON SAYS/Slider	1460
3	5	5	STAIN'D/Mudshovel	1460
5	4	4	STAIN'D/Mudshovel	1460
5	4	4	DAYS OF THE NEW/Enemy	1460
5	4	4	BLINK 182/What's My Age Again?	1168

**MARKET #7**

KEGL/Dallas  
Clear Channel  
(972) 869-9700  
Stevens/Scull  
12+ Cumé 449,400

**97.1 EAGLE ROCKS.**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
21	34	34	LENNY KRAVITZ/American Woman	8840
28	33	33	RED HOT CHILLI.../Scar Tissue	8580
33	28	28	KORN/Freak On A Leash	7280
17	28	28	OLEANDER/Why I'm Here	7280
13	16	16	GREAT WHITE/Rollin' Stoned	4160
17	14	14	ALICE IN CHAINS/Get Born Again	3640
18	13	13	PEARL JAM/Last Kiss	3380
10	13	13	ROB ZOMBIE/Living Dead Girl	3380
12	12	12	KID ROCK/Bawitdaba	3120
14	12	12	LIMP BIZKIT/Nookie	3120
27	11	11	CREED/One	2860
10	14	14	DEF LEPPARD/Promises	2600
9	10	10	POWERMAN 5000/When Worlds Collide	2600
10	10	10	PUNY/Oasis	2600
12	10	10	SPLINDER/Yeah, Whatever	2600
8	10	10	STATIC-X/Bled For Days	2600
12	9	9	DEF TONES/My Own Summer...	2340
15	9	9	LIT MY OWN WORST ENEMY	2340
7	8	8	INSANE CLOWN POSSE/Another Love Song	2340
9	7	7	FEAR FACTORY/Cars	2080
6	7	7	GODSMACK/Whatever	1820
5	7	7	SAMMY HAGAR/Shag	1820
7	7	7	METALLICA/Die, Die My Darling	1820
6	6	6	FILTER>Welcome To The Fold	1560
5	6	6	SILVERCHAIR/Ana's Song (Open...)	1560
5	5	5	MOTLEY CRUE/Teaser	1300
4	4	4	BAD COMPANY/Hammer Of Love	1040
13	4	4	BUCKCHERRY/Lit Up	1040
3	4	4	METALLICA/Tuesday's Gone	1040

**MARKET #8**

WAAF/Boston  
Entercom  
(617) 236-1073  
Douglas/Osterlin  
12+ Cumé 524,500

**WAAF 107.3 FM**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
43	43	43	LIMP BIZKIT/Nookie	13975
40	40	40	KORN/Freak On A Leash	13000
34	37	37	GODSMACK/Keep Away	12025
34	35	35	GODSMACK/Whatever	11375
39	35	35	KID ROCK/Bawitdaba	11375
31	32	32	POWERMAN 5000/When Worlds Collide	10400
27	27	27	ALICE IN CHAINS/Get Born Again	8775
27	26	26	MEGADETH/Crush Em	8450
24	24	24	OLEANDER/Why I'm Here	7800
23	23	23	LIMP BIZKIT/Just Like This	7475
18	22	22	BLINK 182/What's My Age Again?	7150
19	19	19	BUCKCHERRY/Lit Up	6175
19	19	19	FILTER>Welcome To The Fold	6175
16	16	16	DRANGE 9MM/When You Lie	6175
16	16	16	CLAWFINGER/Biggest And The Best	5200
16	16	16	REVEILLE/Permanent (Take...)	5200
16	16	16	SANTANA/EVERLAST/Put Your Lights On	5200
12	15	15	LIT MY OWN WORST ENEMY	4875
15	15	15	SEVENUST/Denial	4875
15	15	15	STAIN'D/Mudshovel	4875
16	15	15	STATIC-X/Bled For Days	4875
20	13	13	FEAR FACTORY/Cars	4225
12	13	13	SHADES APART/Vaentine	4225
11	11	11	PUNY/Oasis	3575
11	11	11	ROB ZOMBIE/Living Dead Girl	3575
11	10	10	DRAIN S.T.H./Enter My Mind	3250
7	10	10	SIMON SAYS/Slider	3250
11	10	10	SYSTEM OF A DOWN/Sugar	3250
8	10	10	VERBENA/Baby Got Shot	3250
9	9	9	TREE/Death Wish	2925

**MARKET #9**

WWDC/Washington  
Chancellor  
(301) 587-7100  
Neumann/Rizer  
12+ Cumé 643,800

**DC101**

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
32	36	36	LENNY KRAVITZ/American Woman	8640
31	36	36	TRAIN/Meet Virginia	8640
32	35	35	CAKELet Me Go	8400
34	35	35	SMASH MOUTH/All Star	8400
35	32	32	LIT MY OWN WORST ENEMY	7920
29	32	32	BLINK 182/What's My Age Again?	7680
29	32	32	GOD DOLL\$/Black Balloon	7680
35	32	32	KORN/Freak On A Leash	7680
32	32	32	RED HOT CHILLI.../Scar Tissue	7680
17	20	20	SPLINDER/Yeah, Whatever	4800
13	19	19	COLLECTIVE SOUL/No More, No Less	4560
19	19	19	SHADES APART/Vaentine	4560
16	18	18	DEFSPRING/The Kids Aren't...	4320
13	17	17	VERTICAL HORIZON/We Are	4080
12	15	15	EAGLE-EYE CHERRY/Save Tonight	3600
14	14	14	FUNERAL HOME/WAYNE/Red Dragon Tattoo	3360
12	12	12	NEW RADICALS/You Get What You...	2880
9	12	12	PEARL JAM/Last Kiss	2880
10	11	11	JOYDROP/Beautiful	2640
22	10	10	BARENAKED/LADIES/One Week	2400
10	10	10	KID ROCK/Bawitdaba	2400
9	9	9	LIMP BIZKIT/Nookie	2160
9	9	9	THIRD EYE BLIND/Jumper	2160
6	8	8	EVERLAST/Ends	1920
6	8	8	CREED/One	1440
2	6	6	BEN FOLDS FIVE/Army	480
1	6	6	CHEMICAL BROTHERS/Sad For Ever Be	480
1	6	6	COLLECTIVE SOUL/Prism	240
1	6	6	CRANBERRIES/Promises	240
1	6	6	FEAR FACTORY/Cars	240

**MARKET #11**

WZTA/Miami  
Clear Channel  
(305) 654-9494  
Steele/Kimba  
12+ Cumé 344,300

**ZETA**  
the rock station

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
35	36	36	LENNY KRAVITZ/American Woman	7920
29	34	34	PEARL JAM/Last Kiss	7480
32	31	31	RED HOT CHILLI.../Scar Tissue	7040
36	31	31	DEF LEPPARD/Promises	6800
25	29	29	ALICE IN CHAINS/Get Born Again	6380
32	26	26	VERVE PIPE/Hero	5720
22	24	24	LIMP BIZKIT/Nookie	5280
20	22	22	BLINK 182/What's My Age Again?	4840
16	22	22	ORGY/Stitches	4840
11	21	21	BUCKCHERRY/Lit Up	4620
20	21	21	FEAR FACTORY/Cars	4620
22	20	20	SHADES APART/Vaentine	4400
15	20	20	SILVERCHAIR/Ana's Song (Open...)	4400
15	19	19	KID ROCK/Bawitdaba	4180
19	19	19	MEGADETH/Crush Em	4180
18	18	18	GODSMACK/Keep Away	3960
17	17	17	OFFSPRING/The Kids Aren't...	3740
20	17	17	SPLINDER/Yeah, Whatever	3740
13	17	17	TONIC/You Wanted More	3740
14	16	16	SMASH MOUTH/All Star	3740
8	15	15	DRAIN S.T.H./Enter My Mind	3300
21	14	14	LIT MY OWN WORST ENEMY	3080
8	14	14	PORTABLE/Help Yourself	3080
13	12	12	CREASE/Jenny	2640
12	12	12	FILTER>Welcome To The Fold	2640
9	12	12	POWERMAN 5000/When Worlds Collide	2640
11	11	11	CREASE/Too Late	2420
11	11	11	FINGER ELEVEN/Awake And Dreaming	2420
11	11	11	SUPER TRANS-ATLANTIC/Super Down	2420
11	10	10	CREASE/Frustration	2200

**MARKET #15**

KUPD/Phoenix  
Sandusky  
(302) 345-5921  
Jeffers/Ventura  
12+ Cumé 242,200

**98 KUPD**  
ARIZONA'S REAL ROCK

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
25	24	24	ALICE IN CHAINS/Get Born Again	4032
24	24	24	GODSMACK/Keep Away	3960
19	22	22	OFFSPRING/The Kids Aren't...	3520
13	21	21	TONIC/You Wanted More	3520
19	20	20	POWERMAN 5000/When Worlds Collide	3360
24	18	18	LOUDMOUTH/Hy	3024
25	18	18	METALLICA/Die, Die My Darling	3024
2	18	18	ROB ZOMBIE/Superbeast	3024
19	17	17	RED HOT CHILLI.../Scar Tissue	2856
20	17	17	STAIN'D/Mudshovel	2856
14	16	16	BIGSHOT ALL STAR/Colored	2688
11	16	16	KID ROCK/Bawitdaba	2688
13	15	15	DRAIN S.T.H./Enter My Mind	2520
7	15	15	PORTABLE/Help Yourself	2520
13	15	15	ROADSAW/Not Today	2520
10	14	14	GRINSPOND/More Than You Are	2352
10	13	13	MEGADETH/Crush Em	2184
14	13	13	STATIC-X/Bled For Days	2184
12	12	12	FILTER>Welcome To The Fold	2016
3	11	11	CHROME LEGS/Just New World Disorder	1848
11	11	11	DEF TONES/My Own Summer...	1848
12	11	11	RAMMSTEIN/Engel	1848
10	11	11	BUCKCHERRY/Lit Up	1680
12	10	10	MACHINE HEAD/From This Day	1680
10	10	10	ORANGE 9MM/When You Lie	1680
10	10	10	SIMON SAYS/Slider	1680
4	9	9	LIMP BIZKIT/Nookie	1512
9	9	9	MINISTRY/Bad Blood	1512
16	9	9	NEW AMERICAN SHAME/Under It All	1512
9	9	9	SEVENUST/Denial	1512

**MARKET #16**

KIOZ/San Diego  
Clear Channel  
(619) 565-6006  
Dukes/Leder  
12+ Cumé 275,000

**ROCK 105.3**  
SAN DIEGO'S ROCK STATION

PLAYS	LW	TW	ARTIST/TITLE	GI (000)
25	20	20	ALICE IN CHAINS/Get Born Again	3060
17	19	19	GODSMACK/Keep Away	2907
17	19	19	OFFSPRING/The Kids Aren't...	2907
18	19	19	OLEANDER/Why I'm Here	2907
11	18	18	CREED/One	2754
12	18	18	GODSMACK/Whatever	2754
19	18	18	RED HOT CHILLI.../Scar Tissue	2754
19	17	17	MEGADETH/Crush Em	2601
15	17	17	METALLICA/Die, Die My Darling	2601
17	15	15	LENNY KRAVITZ/American Woman	2295
18	15	15	ROB ZOMBIE/Living Dead Girl	2295
9	14	14	KORN/Freak On A Leash	2142
12	13	13	DRAIN S.T.H./Enter My Mind	1989
11	12	12	KID ROCK/Bawitdaba	1836
13	12	12	LIMP BIZKIT/Nookie	1836
10	12	12	LIT MY OWN WORST ENEMY	1836
12	11	11	SPRUNG MONKEY/Cocoon	1683
11	10	10	BLINK 182/What's My Age Again?	1530

# active INSIGHT

By  
**Frank Correia**  
Asst. Rock Editor

Simply put, **Machine Head** create their moody noise the old-fashioned way — they play it. Since 1992, the Bay Area foursome hasn't been foggy about cranking up their metallic rock with aplomb. On their third LP, *The Burning Red*, the band combines their five-year legacy of loudness with a melodic element that makes it radio-friendly without selling out. **Ahrue Luster's** heavy guitar riffage and **Adam Duce's** creepy bass lines unify the band's sonic assault on tracks like "Exhale the Vile." Drummer **Dave McClain** fills his role competently, swaying from tribal beats to double bass-drum kicks reminiscent of Megadeth and Metallica in their early thrash days. Vocalist/guitarist **Robert Flynn** hits his melodic payday with tracks like "Silver" and the first single, "From This Day."

The tandem of producer **Ross Robinson** (Korn, Limp Bizkit) and mixer **Terry Date** (White Zombie, Deftones) doesn't exactly hurt *The Burning Red* in terms of sound either. The latest release shows the Ozzfest alumni not only maturing sonically, but elevating the emotional outpouring of their latest efforts to newer, thicker atmospheres. Covering the Police's classic SOS anthem, "Message in a Bottle," Machine Head sound like they're sending a distress signal from inside an insane asylum rather than from a desert island.

"We thought the record rocks and fits our station very well, so it was a no-brainer," explains early supporter **Don Wilson**, PD/MD of **KRQR/Chico, CA**. "Anytime you can help out an artist from the area, that's cool as well. They're from Oakland, so there's that Northern California connection there for us. They've been one of the area's harder bands for some time now, and it's good to see them get some radio support. The new track is classic Machine Head. It's always been hard and in-your-face, but I think now it seems more defined and more focused. Hopefully radio will get behind them and make them a bigger name than they already are. They definitely have a pretty good following already."



Machine Head

## R&R Top 20 Specialty Artists

July 16, 1999

- 1 **MACHINE HEAD** (*Roadrunner*) Airplay Includes: KISW, KRAB, WXTM
- 2 **LIMP BIZKIT** (*Flip/Interscope*) Airplay Includes: KBER, WMFS, WTFX
- 3 **SLIPKNOT** (*Roadrunner*) Airplay Includes: KRXQ, KUPD, WXBE
- 4 **BIOHAZARD** (*King/Mercury/IDJMG*) Airplay Includes: KDOT, KWHL, WRXL
- 5 **POWERMAN 5000** (*DreamWorks*) Airplay Includes: KLPX, WHJY, WXRA
- 6 **ORANGE 9MM** (*Ng*) Airplay Includes: KUPD, WQXA, WTPP
- 7 **STATIC-X** (*Warner Bros.*) Airplay Includes: KBER, WKPE, WNEW
- 8 **TESTAMENT** (*Spitfire*) Airplay Includes: KWHL, WGIR, WHJY
- 9 **COAL CHAMBER** (*Roadrunner*) Airplay Includes: KBPI, WJXQ, WKLQ
- 10 **DRAIN STH** (*Enclave/Mercury/IDJMG*) Airplay Includes: KLPX, WNEW, WRXL
- 11 **MINISTRY** (*Warner Bros.*) Airplay Includes: KDOT, KFMF, WXTM
- 12 **REVELLE** (*Elektra/EEG*) Airplay Includes: KBER, WMFS, WPXC
- 13 **ROB ZOMBIE** (*Geffen*) Airplay Includes: KISW, WTFX, WXRA
- 14 **MEGADETH** (*Capitol*) Airplay Includes: KWHL, WGIR, WRXL
- 15 **HBLOCKX** (*Risk*) Airplay Includes: KRXQ, WMFS, WXTM
- 16 **SYSTEM OF A DOWN** (*American/Columbia*) Airplay Includes: KFMF, KUPD, WGIR
- 17 **S.O.D.** (*Nuclear Blast*) Airplay Includes: KBER, KWHL, WKLQ
- 18 **STEP KINGS** (*Fantastic Plastic*) Airplay Includes: KRXQ, WMFS, WTPA
- 19 **SIX FEET UNDER** (*Metal Blade*) Airplay Includes: WKPE, WKLQ, WXBE
- 20 **CYCLEFLY** (*Radioactive/MCA*) Airplay Includes: KUPD, WKPE, WQXA

Ranked by total number of shows reporting artist.

## Specialty Show Reporters

Shows and their Top 5 songs listed alphabetically by market

<b>KWHL/Anchorage, AK</b> The Pit Sunday 8-9pm Hitman Limp Bizkit "Nookie" Biohazard "Switchback" Ministry "Supermaniac Soul" Machine Head "From This Day" S.O.D. "Aren't You Hungry?"	<b>WPXC/Cape Cod, MA</b> To The Extreme Saturday 9:30-10:30pm Erik Stafford Megadeth "Cush Em" Reveille "Permanent (Take 1)" Machine Head "From This Day" Rob Zombie "Superbeast" Powerman 5000 "When Worlds Collide"	<b>WKLQ/Grand Rapids, MI</b> New Metal Monday Monday midnight-1am Tom "Wiz" Stavrou Coal Chamber "Notion" Slipknot "Eyeless" Six Feet Under "War Machine" Drain STH "Simon Says" Machine Head "From This Day"	<b>WQXA/Harrisburg, PA</b> Beats On The X Sunday 1-2am Insane Blaine Shootyz Groove "L-Train" Lords Of Acid "Am I Sexy" Moby "Bodyrock" Chemical Brothers "Music Response" Chemical Brothers "Hey Boy Hey Girl"	<b>WJXQ/Lansing, MI</b> The Pit Sunday midnight-2am Jennifer Taylor Reveille "Permanent (Take 1)" Murder One "American Junkie" Powerman 5000 "When Worlds Collide" Orange 9mm "When You Lie" Limp Bizkit "Nookie"	<b>WNEW/New York, NY</b> Saturday Night Rocks Saturday 10pm-2am Ed Trunk Monster Magnet "Powertrip" Biohazard "End Of My Rope" Speak No Evil "Hold Your Breath" Megadeth "Cush Em" Buckcherry "Dead Again"	<b>WHJY/Providence</b> The Metal Zone Saturday midnight-2am Dr. Metal Emperor "Curse You All Men" Reveille "Flesh And Blood" Powerman 5000 "When Worlds Collide" Godsmack "Keep Away" Testament "DNR"	<b>KBER/Salt Lake City, UT</b> Radio Kaos Sunday 9-11pm Darby Biohazard "Resist" Godsmack "Keep Away" Machine Head "From This Day" Rob Zombie "Superbeast" Testament "True Believer"	<b>WXTM/St. Louis, MO</b> Monday Night Metal Mon-Fri 11pm-midnight Kane Slipknot "1Sc1" Static-X "Push It" Emperor "Curse You All Men" Puya "Sal Pa Fuera" Fear Factory "Edgecrusher" Hatebreed "Before Dishonor"
<b>KRAB/Bakersfield, CA</b> X-Factor Sunday 8-9pm Mike Bell Bit Naked "Moment Of Weakness" Rob Zombie "Superbeast" Frames "Pavement Tune" Machine Head "From This Day" Mento Buri "Double Jeopardy"	<b>KFMF/Chico, CA</b> Dot-strocities Mon-Fri 11pm-midnight Cate Wiggins Slipknot "Spit It Out" System Of A Down "Sugar" Videodrome "Human Pinata" Biohazard "Resist" Drain STH "Enter My Mind"	<b>WKLQ/Grand Rapids, MI</b> Clambake Sunday 9-10pm Steve "The Rat" Aldrich Bela Band "The Hard One" Chemical Brothers "Sunshine Underworld" Red Hot Chili Peppers "Otherside" Pavement "Spi On A Strange" Beck "Halo Of Gold"	<b>WQXA/Harrisburg, PA</b> The Sunday News Sunday 8-10am Bill Hanson Verbsa "Baby Got Shit" Orange 9mm "When You Lie" Pretenders "Human" Fountains Of Wayne "Red Dragon Tattoo" Cyclefly "Crawl Down"	<b>WTFX/Louisville, KY</b> Detour Sunday 8-10pm Chris Altman Insane Clown Posse "Assassins" Limp Bizkit "Just Like This" Guided By Voices "Teenage FB I" Coal Chamber "Notion" Gwar "Nitro Burnin'"	<b>KATT/Oklahoma City, OK</b> KATT's Big Metal Friday midnight-2am Erik G Dokken "Maddest Hatter" Det Leppard "Demolition Man" Lilian Axe "Pulling The Rats Out" Great White "Rollin' Stoned" Slaughter "Trailer Park Boogie"	<b>KDOT/Reno, NV</b> Pure Metal Massacre Mon-Fri 11pm-midnight Megan Raye Ministry "Bad Blood" Puya "Oasis" Deftones "My Own Summer" Machine Head "From This Day" Rob Zombie "Superbeast"	<b>KISW/Seattle, WA</b> Metal Shop Saturday midnight-2am Rockfish Rob Zombie "Superbeast" Coal Chamber "Tragedy" System Of A Down "Suite Pee" Machine Head "From This Day" Grinspoon "PostErebrated"	<b>KLPX/Tucson, AZ</b> Area 51 Friday 10pm-midnight Bob Bitchin' Puya "Oasis" Powerman 5000 "When Worlds Collide" Megadeth "Cush Em" Drain STH "Enter My Mind" Atomic Bitchwax "Birth To The Earth"
<b>WKGB/Binghamton, NY</b> Incoming Monday 10pm-11:30pm Tim Boland Everlast "Ends" Marilyn Manson "Rock Is Dead" Mike Ness "Don't Think Twice" Scrape "Gerald Honey" Hole "Avulv"	<b>KFMF/Chico, CA</b> Over The Edge Sunday 10pm-midnight Paul Swilka Hate Department "Release It" Limp Bizkit "I'm Broke" Powerman 5000 "When Worlds Collide" Deftones "MX" Machine Head "From This Day"	<b>WXRA/Greensboro, NC</b> Outer Limits Sunday 10-11pm Marcia Can Motley Crue "Teaser" Collective Soul "No More, No Less" Rob Zombie "Superbeast" Caroline's Spine "Attention Please" Finger Eleven "Awake & Dreaming"	<b>WTPA/Harrisburg, PA</b> Sound Alternative Sunday 8-10pm Matt Miller Chevelle "Ma" Me First & The "Summertime" Chrome Locust "New World Disorder" Step Kings "Vibe" Guided By Voices "Teenage FB I"	<b>WGIR/Manchester, NH</b> Whiplash Sunday 10-11pm Roadkill Korn "It's On" Deftones "My Own Summer" Megadeth "Crush Em" Hatebreed "Before Dishonor" Mike Hartman "Black Glue"	<b>KUPD/Phoenix, AZ</b> Red Radio Underground Sunday 7-9pm Larry Mac London Suede "Electricity" Switchblade Symphony "Therapy" Face To Face "God Is A Man" VNV Nation "Forsaken" Donnas "You Don't Wanna Call"	<b>WRXL/Richmond, VA</b> The Metal File Mon-Fri 2-3am Johnny Young Testament "The Gathering" KMFDM "Adios" Emperor "Curse You All Men" Apollyon "Memento Mori" Limp Bizkit "Nookie"	<b>KISW/Seattle, WA</b> Metal Shop Saturday midnight-2am Rockfish Rob Zombie "Superbeast" Coal Chamber "Tragedy" System Of A Down "Suite Pee" Machine Head "From This Day" Grinspoon "PostErebrated"	<b>WXBE/Wilkes Barre, PA</b> Freddie's Closet Saturday 11pm-1am Freddie Doublewide "Dressed In Light" HBlockx "Without You" Testament "The Gathering" 25 To Life "Let The Past Be" Mercyful Fate "Kiss The Demon"
<b>WKPE/Cape Cod, MA</b> Out Of Bounds Saturday 10pm-midnight Peter Maxx Limp Bizkit "Nookie" Orange 9mm "When You Lie" Stand "Mudshovel" Fear Factory "Edgecrusher" Godsmack "Immune"	<b>KBPI/Denver, CO</b> Metalix Saturday midnight-2am Uncle Nasty Reveille "Butterfly" Factory 81 "Ephedrine" Ministry "Supermaniac Soul" Machine Head "From This Day" Slipknot "Surfacing"	<b>WTPT/Greenville, SC</b> 11 O'Clock News Mon-Thurs 11pm-midnight Taylor Silverchair "Ana's Song (Open...)" Limp Bizkit "No Sex" Static-X "Bled For Days" Scorpions "Mysterious" Orange 9mm "When You Lie"	<b>WCCC/Hartford, CT</b> Sunday Night Blues Sunday 6-10pm Beel Stew Jonny Lang "Cherry Red Wine" Jeff Pritchell & "One Day Away" B.B. King "Mean Ol' World" Walter Trout "Playing With A..." Bill Perry "Roll With Me"	<b>WMFS/Memphis, TN</b> Beyond The Pit Saturday 11pm-2am Jose Romero Slipknot "Diluted" Static-X "Wisconsin Death Trip" Reveille "Spitt (Comin'...)" Six Feet Under "Torture Killer" Puya "Solo"	<b>KUPD/Phoenix, AZ</b> Into The Pit Sunday 10pm-midnight Dennis Huff Static-X "Push It" Slipknot "Eyeless" Pro-Pain "On Parade" Fear Factory "Concrete" Machine Head "The Blood"	<b>KRXQ/Sacramento, CA</b> Ear Whacks Sunday 8-9:30pm Paul Wilbur, Che Brooks Slipknot "Eyeless" Swingin' Utters "From The Observatory" 25 To Life "Positive Hardcore Go" Orange 9mm "Alien" Guided By Voices "Surgical Focus"	<b>WXTM/St. Louis, MO</b> Static Sunday 8pm-9pm Johnny Orr Shootyz Groove "L-Train" Rob Zombie "Superbeast" Face To Face "God Is A Man" Static-X "Push It" Portable "Help Yourself"	<b>34 Total Reporters from the Active Rock and Rock panels.</b>

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**JIM KERR**  
jimmkerr@rronline.com

# The Role Of '80s Gold

□ Mike Henry explores burn issues, song compatibility and other qualms about the decade's place at the format

**A**s Alternative continues to mature, generational issues will continue to come to the fore. Over the past year I have covered a lot of these issues in regard to dealing with the influx of younger listeners and their unique musical tastes. This is only part of the complexity of the problem, however.

As programmers look at trying to serve new listeners on the young end, they must also take care not to alienate their long-term, and in many instances core, fans on the older end. One of the areas of generational conflict is also an area of competitive concern: '80s gold.

On the competitive side, Pop/Alternative stations have mined '80s gold for more than three years now. When combined with continued airplay from Alternative stations, has this saturation led to untenable burn scores? That's a question Alternative radio has and will continue to face for the foreseeable future.

It would be a boon to Alternative stations if they could capture both the 18-to-24-year-old demo and the 25-to-34-year-old demo. A library of gold tracks that appeals to both ends of this spectrum would obviously be ideal. So an additional question in dealing with '80s gold is whether it is compatible with the 18-to-24 crowd.

I recently discussed the topic with Paragon Research President Mike Henry, who had much to offer about the inclusion of '80s oldies at Alternative.

**R&R:** You almost can't discuss '80s gold without first discussing the

generational differences that can be seen in the format today.

**MH:** You really can't. However, I should point out that the really successful Alternative stations in the country today do best among 25-34s, and they bring 18-24s along with that. To superserve the 25-34 demo like WNNX (99X)/Atlanta, XTRA-FM (91X)/San Diego, KKND/New Orleans and other successful Alternative stations do, you have to bend to their tastes over 18-24s'. When you do that, you do



find greater crossover audience with Pop/Alternative and the music we're talking about. I don't see that changing. It's been a healthy process for Alternative to graduate to a 25-to-34-based radio station. It's better for the format from a ratings and financial standpoint.

**R&R:** Is '80s gold polarizing for the 18-to-24-year-old listener?

**MH:** Absolutely. It is so uncool, so it becomes very challenging. Most of the formats that I'm working with are taking the '80s gold that might not easily fit in the music mix and putting it into lunchtime and '80s-type features.

**R&R:** Is that a big problem for Alternative programmers?

**MH:** We're in the process of see-

ing the rubber band stretch, but it hasn't broken yet. We're seeing it stretch because of the financial rewards of doing well in the 25-34 demo. The reality is that '80s gold does not superserve the needs of 18-24s and some of the core that would lean more toward the harder-edged extreme type of music. That's why you have some markets that already have a station that plays the "extreme" type of music as well as a

**"In terms of '80s gold and the Alternative format, the burn has stabilized."**

straight-ahead Alternative station and a Pop/Alternative station. In markets where that doesn't exist, you have stations that try to stretch all of those boundaries. But every radio station has a home base, and most Alternative stations today consider 25-29 and even 25-34 as home base.

**R&R:** So '80s gold makes sense for them?

**MH:** Yes. However, as they use music like that to superserve the upper end of the Alternative core, the younger end is going to become more and more disenfranchised over time with the lack of attention to their needs. That's why I say the rubber band is stretching. It remains to be seen if it will break, but if historical patterns are any indication, as the Korn and Limp Bizkit types of stuff move along — and if there is a great enough fan base behind that music — those people will demand and get radio stations to serve their needs.

**R&R:** Today, '80s records receive tons of airplay. In many cases, the same songs appear on the Pop/Alternative, mainstream Alternative and Hot AC stations — not to mention some CHR/Pop stations. Will all of that airplay cause burn levels to soar?

**MH:** Let me put this in perspective. I have always been surprised by the lack of burn that you would think would exist after years of playing the

# A Lesson In Burn Perception

By Mike Henry  
Paragon Research

About six or seven years ago I did something at the Country Radio Seminar that packed the room.

I administered a short music test of about 30 hooks to more than 300 people. I brought all my equipment and a computer geek with me to compile the results. I also brought along the national results that I had arrived at from actual listeners using the same list of songs.

At the end of the session I passed out the results of the 30 songs we tested, which were listed right beside the scores of the listeners. The highest burn on the programmer side was in the 70%-80% range. It was off-the-chart burn. That same song had 22% burn from the listeners. There was a huge gap there.

So, we need to continue to pay attention to the burn in the listening world more than the burn we perceive in the control room.

same songs over and over again. All you have to do is look at Classic Rock and see "Stairway to Heaven" at 30% burn, and that's at the top of the list. There's a huge difference between what people in radio perceive to be true and what listeners believe.

In terms of '80s gold and the Alternative format, the burn has stabilized. It rose quickly from three to two years ago, but it has flattened out. There would be a big difference between 1995 or 1996 and today, but there wouldn't be that big of a difference between 1998 and today.

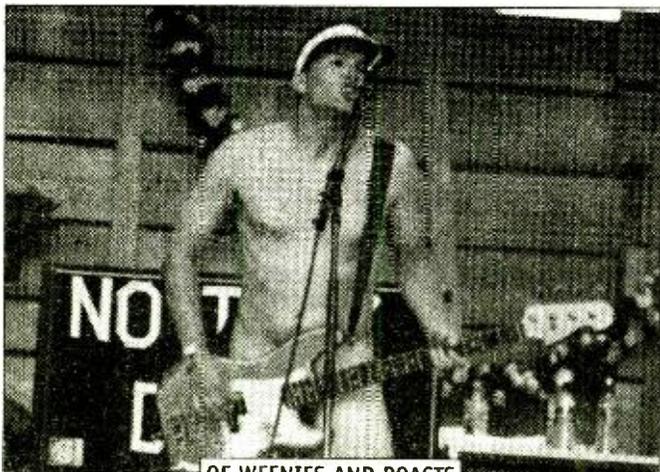
**R&R:** How would one typify the burn scores we are seeing today?

**MH:** It's no more extreme than you would find in Hot AC or Classic Rock or almost any other format. For example, let's look at an actual auditorium test. In 1996 Nirvana's "Come as You Are" had 19% burn. This year the song had 30% burn at the same station. It has increased fairly dramatically over the past few years, but today it's at the burn level of mature formats like AC and Classic Rock. I am certain you will not see a similar increase over the next three years.

**R&R:** So there is still an opportunity for an Alternative station to take advantage of '80s gold even if it is facing a Pop/Alternative competitor?

**MH:** Right. There's probably a greater opportunity to evolve the gold into the '90s, which would give this format at least another decade of life. What happened to Alternative in the '90s will carry the format a lot further than what happened in the '80s.

**"I have always been surprised by the lack of burn that you would think would exist after years of playing the same songs over and over again."**



OF WEENIES AND ROASTS

Proving that "weenie roast" means more than just hot dogs and campfires, Blink 182's Mark Hoppus goes au natural in the late afternoon sun at the KROQ/Los Angeles Weenie Roast and Luau.

# Guided By Voices

**TEENAGE FBI**  
(Someone Tell Me Why)

Produced by Ric Ocasek

**#4 MOST ADDED  
Out Of The Box!**

Including:

WFNX WOXY KWOD WWCD  
WHTG WXEG KRAD WJSE  
KBRS WDST



# R&R Alternative Top 50

July 16, 1999

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS		GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ADDS
			TW	LW			
	1	<b>RED HOT CHILI PEPPERS</b> Scar Tissue (Warner Bros.)	3053	3050	298078	8	81/0
	2	<b>SMASH MOUTH</b> All Star (Interscope)	2823	2847	243490	12	76/0
	3	<b>BLINK 182</b> What's My Age Again? (MCA)	2792	2656	276134	12	80/1
	4	<b>LIT</b> My Own Worst Enemy (RCA)	2344	2458	236793	25	79/0
	5	<b>PEARL JAM</b> Last Kiss (Epic)	2289	2444	184020	13	77/1
	6	<b>LIMP BIZKIT</b> Nookie (Flip/Interscope)	2062	1942	229673	6	71/2
	7	<b>LO FIDELITY ALLSTARS</b> Battle Flag (Skint/Sub Pop/Columbia)	1957	1901	205525	17	70/2
	8	<b>LENNY KRAVITZ</b> American Woman (Maverick/Virgin)	1729	1592	160458	9	69/1
	9	<b>SUGAR RAY</b> Someday (Lava/Atlantic)	1665	1532	152507	6	65/4
	10	<b>OFFSPRING</b> The Kids Aren't Alright (Columbia)	1547	1542	183418	10	64/1
	11	<b>KID ROCK</b> Bawitdaba (Top Dog/Lava/Atlantic)	1500	1508	191153	17	61/2
	12	<b>KORN</b> Freak On A Leash (Immortal/Epic)	1452	1573	166737	24	60/0
	13	<b>GOO GOO DOLLS</b> Black Balloon (Warner Bros.)	1411	1383	105421	6	61/1
	14	<b>LEN</b> Steal My Sunshine (Work/ERG)	1315	1155	125721	10	56/3
	15	<b>CITIZEN KING</b> Better Days (And The Bottom...) (Warner Bros.)	1302	1448	94574	22	58/0
	16	<b>SILVERCHAIR</b> Ana's Song (Open Fire) (Epic)	1284	1073	109587	5	73/3
	17	<b>OLEANDER</b> Why I'm Here (Republic/Universal)	1270	1177	127373	18	61/2
	18	<b>ALICE IN CHAINS</b> Get Born Again (Columbia)	1237	1322	109283	7	61/0
	19	<b>TONIC</b> You Wanted More (Universal)	1233	1067	107885	5	59/1
	20	<b>CREED</b> One (Wind-up)	1187	1327	112657	30	62/1
	21	<b>VERVE PIPE</b> Hero (RCA)	1123	1004	85914	3	65/1
	22	<b>GODSMACK</b> Whatever (Republic/Universal)	1104	1153	126682	17	52/0
<b>Breaker</b>	23	<b>ORGY</b> Stitches (Elementree/Reprise)	1080	890	96600	7	67/2
	24	<b>VERTICAL HORIZON</b> We Are (RCA)	815	710	56759	7	58/5
	25	<b>EVERLAST</b> Ends (Tommy Boy)	799	1060	60080	18	49/0
	26	<b>TRAIN</b> Meet Virginia (Aware/Columbia)	757	690	55971	11	39/1
	27	<b>GARBAGE</b> When I Grow Up (C2/Almo Sounds/Interscope)	750	822	61633	13	39/0
	28	<b>LUSCIOUS JACKSON</b> Ladyfingers (Grand Royal/Capitol)	746	750	55331	8	45/1
	29	<b>POWERMAN 5000</b> When Worlds Collide (DreamWorks)	717	596	69267	3	53/4
	30	<b>CAKE</b> Let Me Go (Capricorn)	697	598	42429	6	39/0
	31	<b>SPLENDER</b> Yeah, Whatever (C2/Columbia)	687	662	45554	15	38/5
	32	<b>ECONOLINE CRUSH</b> All That You Are (x3) (Restless)	659	812	38493	13	40/0
	33	<b>CHEMICAL BROTHERS</b> Let Forever Be (Astralwerks/Virgin)	649	605	74156	8	44/3
	34	<b>JOYDROP</b> Beautiful (Tommy Boy)	636	557	60623	9	35/7
	35	<b>COLLECTIVE SOUL</b> No More, No Less (Atlantic)	594	504	41813	4	37/5
	36	<b>MOBY</b> Body Rock (V2)	554	508	57447	3	50/3
	37	<b>NO DOUBT</b> New (Work/ERG)	501	522	42932	20	35/0
	38	<b>SHOOTYZ GROOVE</b> L Train (Kinetic/Reprise)	474	457	40707	7	41/0
	39	<b>PENNYWISE</b> Alien (Epitaph)	472	432	50899	6	35/3
	40	<b>FEAR FACTORY</b> Cars (Roadrunner)	434	453	53382	9	28/0
	41	<b>BUCKCHERRY</b> Lit Up (DreamWorks)	424	426	30140	15	22/1
	42	<b>HOLE</b> Awful (DGC/Geffen)	406	539	25908	15	35/0
	43	<b>OLD 97'S</b> Murder (Or A Heart Attack) (Elektra/EEG)	403	388	29559	4	32/0
	44	<b>FUEL</b> Jesus Or A Gun (550 Music/ERG)	387	558	24802	12	29/0
	45	<b>SUGAR RAY</b> Falls Apart (Lava/Atlantic)	373	427	24404	14	35/0
<b>Debut</b>	46	<b>SHOWOFF</b> Falling Star (Maverick)	361	223	16436	1	38/2
	47	<b>FREESTYLERS</b> Here We Go (Mammoth)	352	348	26222	10	31/2
	48	<b>DEFTONES</b> My Own Summer (Shove It) (Maverick)	351	360	25180	2	32/0
<b>Debut</b>	49	<b>FILTER</b> Welcome To The Fold (Reprise)	340	39	39972	1	58/58
	50	<b>BEASTIE BOYS</b> The Negotiation Limerick File (Grand Royal/Capitol)	337	389	56759	10	24/0

## Most Added®

ARTIST TITLE LABEL(S)	ADDS
<b>FILTER</b> Welcome To The Fold (Reprise)	58
<b>SIXPENCE NONE THE RICHER</b> There She... (Squint/Elektra/EEG)	12
<b>FLAMING LIPS</b> Buggin' (Warner Bros.)	9
<b>GUIDED BY VOICES</b> Teenage FBI (TVT)	8
<b>JOYDROP</b> Beautiful (Tommy Boy)	7
<b>KOTTONMOUTH KINGS</b> Bump (Dimension/Capitol)	7
<b>BUCKCHERRY</b> For The Movies (DreamWorks)	6
<b>VERTICAL HORIZON</b> We Are (RCA)	5
<b>SPLENDER</b> Yeah, Whatever (C2/Columbia)	5
<b>COLLECTIVE SOUL</b> No More, No Less (Atlantic)	5

## GUESS WHO JUST GOT BACK TODAY?

**everclear**

"The Boys Are Back In Town"  
Impacting Radio Now



The Island Def Jam Music Group / A Universal Music Company

## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>FILTER</b> Welcome To The Fold (Reprise)	+301
<b>SILVERCHAIR</b> Ana's Song (Open Fire) (Epic)	+211
<b>ORGY</b> Stitches (Elementree/Reprise)	+190
<b>TONIC</b> You Wanted More (Universal)	+166
<b>LEN</b> Steal My Sunshine (Work/ERG)	+160
<b>SHOWOFF</b> Falling Star (Maverick)	+138
<b>LENNY KRAVITZ</b> American Woman (Maverick/Virgin)	+137
<b>BLINK 182</b> What's My Age Again? (MCA)	+136
<b>SUGAR RAY</b> Someday (Lava/Atlantic)	+133
<b>KOTTONMOUTH KINGS</b> Bump (Dimension/Capitol)	+130

## Breakers®

ARTIST TITLE LABEL(S)	TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
<b>ORGY</b> Stitches (Elementree/Reprise)	1080/190	67/2	23

81 Alternative reporters. Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Songs ranked by total plays for the airplay week of Sunday 7/4-Saturday 7/10. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 1000 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE MUSIC TRACKING.

**23 R&R**  
**23\* Monitor**

20x1  
TRL Everyday!

**2**

**Candyass**  
is Platinum!

**Y100/Philly Hall Of Fame Champ! 15 night winner!**

**WXRK KROQ KNDD KITS WBCN WHFS KEDJ KDGE Q101 WFNX**  
**WXDX WHFS KPNT KXPX 91X 89X KPTY any many more!**

# Break Through

## Artist

**VERBENA**

TRACK: "EABY GOT SHOT"

LP: INTO THE PINK

PRODUCER: DAVE GROHL

LABEL: CAPITOL

By  
**Rich Michalowski**  
Asst. Alternative Editor

have a great spirit and energy along with really catchy tunes. It's like a nasty, sexy Rolling Stones meets *Debbie Does Dallas* turned down to a C." Again, don't ask me.

With the official radio add date long past for "Baby Got Shot," Verbena have more than a handful of strong adds under their belts, allowing them to gently slide into R&R's New and Active chart. One early believer, WJBX/Ft. Myers' PD Lee Daniels, couldn't keep quiet about *Into the Pink*. "We've had an instant reaction out of the box. I got to see them live at CBGB's, where they put on a very solid show, playing their own style of power pop. Although their material has a Nirvana/Hole vibe — in fact, the lead singer resembles Kurt Cobain — I really hope programmers can get past that and allow the listeners to

be the judge. We have, and it's working for us."

• **Influences:** Foxy Brown, Minor Threat, Elmore James, Creedence Clearwater Revival, cable TV

• **Artist POV:** Verbena on life after rock 'n' roll: "We don't understand all this talk about the death of rock because, technically speaking, it's not a carbon-based life form and wasn't alive in the first place."

**e**ssentials: Birmingham, Alabama's self-proclaimed "stupid, shit-kickin' kids," a.k.a. **Anne Marie Griffin** (guitars, bass and vocals), **Les Nuby** (drums) and **Scott Bondy** (guitar and vocals), got into the music biz for one reason and one reason only: to sell enough records to be able to "own a jet plane with a picture of a unicorn on it." Hey, it's the Alternative format, don't ask me. Anyway, check out what producer **Dave Grohl** (legendary Nirvana drummer and lead singer of the Foo Fighters) had to say about these misfits: "Their major-label debut will be out soon. It's a return to good rock music. They



Dan Fein, Assistant Music Director  
WPLY/Philadelphia, PA

Dan Fein  
**ON THE RECORD**  
Y-100

Even though it's still dayparted, it's a "Nookie" world here at Y100. We're getting requests out the "yeah!"... They've only been on the air a few weeks, and already Train and Len are blowing up, doubling and tripling sales numbers and garnering curiosity calls from all demos ... After winning 15 nights in a row in our *Cage Match* (beating out Kottonmouth Kings, Joydrop, Verve Pipe, Oleander, Fear Factory and Moby), we couldn't deny Orgy's "Stitches" a spot on our playlist ... Some new records we're digging over here: G. Love's "Rodeo Clowns," Moby's "Body Rock" and Showoff's "Falling Star." Also, I hope Warner Bros. goes for the song "Spoon" on the new Cibo Matto record. We played it on the morning show, and it sounded great. Lastly, A&R weasels, come on down for a cheese-steak. We have at least 10 signable bands of various styles just waiting to be heard. Give me a ring, and I'll turn your ears onto Philly's finest.

In the current environment of the format, it is extremely difficult for a label and band to put together a big add week. In fact, today the definition of a big add week would probably be pulling in more than 15 stations. This makes the recent add week by Filter's "Welcome to the Fold" particularly noteworthy, with the band pulling in almost 60 adds. The next highest total was from Sixpence None The Richer, whose cover of The La's "There She Goes" is being very well-received. Also doing well is the Flaming Lips' "Buggin'," which is breaking out of mass-ve specialty show airplay ... Keep an eye out for Risk Records' Uncle Ho. Their song "Bubblehead" is getting serious attention from numerous major markets ... Speaking of major markets, Buckcherry is putting it all together with "For the Movies," snagging airplay in L.A., New York, San Francisco and Washington, among others. With sales over 300,000 and the band constantly on tour, the time may be right for them ... DreamWorks has another winner in Powerman 5000, whose monstrous hook for "When Worlds Collide" has phones blowing out across the country ... Speaking of phones, don't forget ICP, whose "Another Love

**ON THE RADIO**  
by Jim Kerr

Song" continues to sell and request wherever it is getting played ... Limp Bizkit finishes its third week in a row with the No. 1-selling album in the country, a huge statement not only for the band but the format too ... Finally, I love the whole Cake album, and it's great to see that every song off it continues to perform, as "Let Me Go" enters the top 30.  
**RECORD OF THE WEEK:**  
Sevendust "Denial"

**SHOWOFF "FALLING STAR"**

stations include:  
Q101, WPLY, KNDD, KEDJ, WLIR, KZMZ, KWOD, KCXX, WEDG, WMRQ...and more...

R&R: D46 360 spins +138

see them on the IYDKYDG tour this summer

MAVERICK www.maverickrc.com/showoff

**Most Played Recurrents**

FATBOY SLIM Praise You (Skint/Astralwerks/Caroline)

COLLECTIVE SOUL Heavy (Atlantic)

ORGY Blue Monday (Elementree/Reprise)

EVERLAST What It's Like (Tommy Boy)

FUEL Shimmer (550 Music/ERG)

LENNY KRAVITZ Fly Away (Virgin)

CAKE Never There (Capricorn)

FLYS Got You (Where I Want You) (Delicious Vinyl/Trauma)

DAVE MATTHEWS BAND Crush (RCA)

KORN Got The Life (Immortal/Epic)

EVE 6 Inside Out (RCA)

OFFSPRING Why Don't You Get A Job? (Columbia)

SUGAR RAY Every Morning (Lava/Atlantic)

EVERCLEAR Father Of Mine (Capitol)

HOLE Celebrity Skin (DGC/Geffen)

BEASTIE BOYS Intergalactic (Grand Royal/Capitol)

GOO GOO DOLLS Slide (Warner Bros.)

ROB ZOMBIE Living Dead Girl (Geffen)

GARBAGE Special (Almo Sounds/Interscope)

OFFSPRING Pretty Fly (For A White Guy) (Columbia)

**ALTERNATIVE Going For Adds 7/20/99**

FATBOY SLIM Gangster Trippin' (Skint/Astralwerks/Caroline)

G. LOVE AND SPECIAL SAUCE Rodeo Clowns (Okeh/550 Music/ERG)

POCKETSIZE Walking (Atlantic)

SHADES APART Stranger By The Day (Universal)

UNCLE HO Bubblehead (Risk)

**TUNED-IN ALTERNATIVE**

R&R/MEDIABASE 24/7

**101X KROX/Austin**  
Tuesday, July 6

**10am**

FATBOY SLIM Praise You  
OFFSPRING Gone Away  
INSANE CLOWN POSSE Another Love Song  
COWBOY MOUTH Jenny Says  
SMASH MOUTH All Star  
ORGY Blue Monday  
POWERMAN 5000 When Worlds Collide  
TOADIES Possum Kingdom  
OLEANDER Why I'm Here  
BEASTIE BOYS Sabotage  
FUEL Bittersweet  
KORN Freak On A Leash

**4pm**

INSANE CLOWN POSSE Another Love Song  
PEARL JAM Last Kiss  
FOO FIGHTERS My Hero  
ECONOLINE CRUSH All That You Are  
SEVEN MARY THREE Cumbersome  
JANE'S ADDICTION Jane Says  
RED HOT CHILI PEPPERS Give It Away  
OLEANDER Why I'm Here  
BEASTIE BOYS The Negotiation Limerick File  
LO FIDELITY ALLSTARS Battleflag  
SMASHING PUMPKINS Tonight, Tonight  
LENNY KRAVITZ American Woman

**9pm**

DEFTONES My Own Summer  
INSANE CLOWN POSSE Another Love Song  
ICE CUBE I/KORN F\*\*\* Dying  
KORN B.B.K.  
LIMP BIZKIT Nookie  
BLINK 182 What's My Age Again?  
GARBAGE Only Happy When It Rains  
LENNY KRAVITZ American Woman  
PEARL JAM Alive  
LIT My Own Worst Enemy  
BEASTIE BOYS Hey Ladies

**106.7 The End KKND/New Orleans**  
the rock alternative Tuesday, July 6

**11am**

LIT My Own Worst Enemy  
FOO FIGHTERS Walking After You  
FREESTYLERS Here We Go  
PEARL JAM Evenflow  
SOUL COUGHING Circles  
JANE'S ADDICTION Been Caught Stealing  
OLEANDER Why I'm Here  
STONE TEMPLE PILOTS Vasoline  
SUGAR RAY Someday  
FUEL Shimmer  
SILVERCHAIR Ana's Song  
SEVEN MARY THREE Cumbersome  
BUTTHOLE SURFERS Pepper  
CREED Torn

**3pm**

BECK Loser  
OLEANDER Why I'm Here  
CAKE Never There  
ECONOLINE CRUSH All That You Are  
NIRVANA Come As You Are  
FUEL Bittersweet  
SMASH MOUTH All Star  
SOUNDGARDEN The Day I Tried To Live  
OFFSPRING The Kids Aren't Alright  
FOO FIGHTERS Baker Street  
PEARL JAM Last Kiss  
TIN STAR Viva  
BETTER THAN EZRA Desperately Wanting

**7pm**

SMASH MOUTH All Star  
LOCAL H Bound For The Floor  
FUEL Jesus Or A Gun  
CRACKER Low  
GODSMACK Whatever  
DAYS OF THE NEW Touch, Peel & Stand  
RED HOT CHILI PEPPER Scar Tissue  
GARBAGE I Think I'm Paranoid  
LIMP BIZKIT Nookie  
FOO FIGHTERS Walking After You  
PAPA VEGAS Bombshell  
PEARL JAM Alive  
TRAIN Meet Virginia



Monitored airplay data supplied by Mediabase Research, a division of Premiere Radio Networks. Tuned-In is based on sample hours taken from Tuesday 7/6. © 1999, R&R Inc.

**"INSTANT REACTION! FEELS LIKE A HIT RECORD!" — HARRY GUSCOTT, WRUF**

**"I EXPECT BIG THINGS FROM 'BEAUTIFUL'" — BRIAN MEDLIN, WYMF**

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**AZTEK TRIP "BEAUTIFUL" IMPACTING NOW!!!**

**ALREADY ON:**

WBAB	WPLR	WAMX	WFGX
WHJY	WQXA	WQBZ	WEGW
WMRQ 20x	WAVF	WZBH	WWWV
WPYX	WROV	WQKK	WQWK
WZZO 20x	WHEB	WKZQ	KHLR
WRDX 19x	WTKX	WGIR	WGMR
WRUF #2 phones	KRAD	KACV	KSEZ
WYMF	KTUX	KBUY	WFRO
WCDW 19x	WZXL	WPHD	WHDG
WHMP	WFX	KQDS	WPUP
WNCD	WRRV	WBZV	WTBK

**LOST & FOUND EP IN STORES NOW!** | **ON TOUR NOW!**

THANK YOU: MCGATHY PROMOTIONS

Stations and their adds listed alphabetically by market

## New & Active

**INSANE CLOWN POSSE** Another Love Song (Island/IDJMG)  
Total Plays: 296, Total Stations: 24, Adds: 0

**SANTANA F/ROB THOMAS** Smooth (Arista)  
Total Plays: 192, Total Stations: 12, Adds: 1

**MY FRIEND STEVE** All In All (Mammoth)  
Total Plays: 187, Total Stations: 11, Adds: 1

**KOTTONMOUTH KINGS** Bump (Dimension/Capitol)  
Total Plays: 181, Total Stations: 27, Adds: 7

**MARVELOUS 3** Every Monday (HiFi/Elektra/EEG)  
Total Plays: 179, Total Stations: 9, Adds: 0

**DIDO** Here With Me (Arista)  
Total Plays: 176, Total Stations: 16, Adds: 2

**FASTBALL** Out Of My Head (Hollywood)  
Total Plays: 171, Total Stations: 9, Adds: 1

**PORTABLE** Help Yourself (TVT)  
Total Plays: 160, Total Stations: 19, Adds: 3

**GODSMACK** Keep Away (Republic/Universal)  
Total Plays: 158, Total Stations: 6, Adds: 0

**PRETENDERS** Human (Warner Bros.)  
Total Plays: 149, Total Stations: 9, Adds: 0

**VERBENA** Baby Got Shot (Capitol)  
Total Plays: 142, Total Stations: 13, Adds: 1

**MEGADETH** Crush 'Em (Trauma/Capitol)  
Total Plays: 132, Total Stations: 8, Adds: 0

**HATE DEPT.** Release It (Restless)  
Total Plays: 130, Total Stations: 14, Adds: 2

**POUND** Upside Down (Island/IDJMG)  
Total Plays: 129, Total Stations: 9, Adds: 0

**CREED** Torn (Wind-up)  
Total Plays: 118, Total Stations: 6, Adds: 0

**LIT** Zip-Lock (RCA)  
Total Plays: 117, Total Stations: 8, Adds: 3

**BICYCLE** Electrolux (Capricorn)  
Total Plays: 106, Total Stations: 9, Adds: 0

Songs ranked by total plays

## Reporters

### WEQX/Albany, NY

PD: John Allers  
1 FILTER "Welcome"  
6 FLAMING LIPS "Buggin"  
OFFSPRING "Kids"

### WQBK/Albany, NY \*

PD/MD: Rod Ryan  
AMD: Jeff Callan  
1 FILTER "Welcome"  
5 SPLENDER "Whatever"  
BUCKCHERRY "Movies"

### KTEG/Albuquerque, NM \*

PD: Skip Isley  
MD: Scotty Papek  
27 SUBLINE "Don"  
4 FILTER "Welcome"  
4 KOTTONMOUTH KINGS "Bump"

### WNNX/Atlanta, GA \*

OM: Brian Philips  
PD: Leslie Fram  
MD: Sean Demery  
16 POWERMAN 5000 "Collide"  
CHRIS SAAM "Baby"  
FILTER "Welcome"

### WJSE/Atlantic City, NJ

PD/MD: Blake Laurelli  
10 SIXPENCE "There"  
7 XTC "Greenman"  
7 OTHER STAR PEOPLE "Covid"  
7 GUIDED BY VOICES "Teenage"  
7 JACI "Excuses"  
7 SPONGE "Times"

### KROX/Austin, TX \*

PD: Sara Trexler  
MD: Brad "Whipping Boy" Hesti  
7 FILTER "Welcome"  
PENNYWISE "Amen"  
ROB ZOMBIE "Superbeast"

### WRAX/Birmingham, AL \*

PD: Dave Rossi  
APD: Hurricane Shane  
MD: Suzy Boe  
FILTER "Welcome"  
MARVELOUS 3 "Let"

### KQXR/Boise, ID

PD: Jacent Jackson  
MD: Pete Schiecke  
14 FILTER "Welcome"  
SNOOP "Rage"  
LEN "Sunshine"

### WBCN/Boston, MA \*

VP/Programming: Oedipus  
APD/MD: Steven Strick  
15 FILTER "Welcome"  
SEVENTEENTH "Denial"  
BUCKCHERRY "Movies"  
GOD GOD DOLLS "Balloons"  
GIGLO AUNTS "Fly"

### WFNX/Boston, MA \*

PD: Cruze  
MD: Laurie Gail  
15 FILTER "Welcome"  
DIDD "Here"  
4 GUIDED BY VOICES "Teenage"  
NINE INCH NAILS "Star"  
NINE INCH NAILS "Day"

### WEDG/Buffalo, NY \*

PD/MD: Rich Wall  
MD: Ben Belton  
9 FILTER "Welcome"  
FACE TO FACE "God"  
SHADES APART "Stranger"

### WAVF/Charleston, SC \*

PD: Rob Cressman  
JOYDROP "Beautiful"  
FILTER "Welcome"  
VERTICAL HORIZON "We"

### WEND/Charlotte, NC \*

PD: Jack Daniel  
APD/MD: Kristen Pettus  
SPONGE "Times"  
FASTBALL "Dui"

### WKQX/Chicago, IL \*

PD: Dave Richards  
APD/MD: Mary Shumina  
1 FILTER "Welcome"  
LIT "Zip-Lock"  
FATBOY SLIM "Gangster"

### WOXY/Cincinnati, OH

PD: Keri Valmassei  
MD: Kevin Couch  
6 PAVEMENT "Major"  
1 PAVEMENT "Bully"  
2 PUBLIC ENEMY "Wanna"  
1 LONDON SWEDE "Fashion"  
1 BLINK 182 "What"  
1 FRANKS "Openmind"  
1 TRISH MURPHY "Outside"  
1 MANIC STREET "Tsunami"  
1 FLAMING LIPS "Buggin"  
1 THOSE BASTARD SOULS "Terminal"  
1 SPAIN "Nobody"  
1 BLINK 182 "College"

### WARQ/Columbia, SC \*

PD/MD: Susan Groves  
1 FILTER "Welcome"  
SIXPENCE "There"  
WAKING HOURS "Work"  
SPONGE "Times"

### WWCD/Columbus, OH \*

PD: Andy Davis  
MD: Jack DeVoss  
10 POWERMAN 5000 "Collide"  
9 LIMP BIZKIT "Nookie"  
4 BUCKCHERRY "Let"  
3 FLAMING LIPS "Buggin"  
2 FOUNDATIONS OF WAYNE "Dragon"  
1 FILTER "Welcome"  
G. LOVE & SPECIAL "Rodeo"  
VERTICAL HORIZON "We"  
SUGAR RAY "Someday"  
GUIDED BY VOICES "Teenage"  
XTC "Greenman"

### WZAZ/Columbus, OH \*

PD: Matthew Harris  
APD: Ben Williams  
SPLENDER "Whatever"

### KRAD/Corpus Christi, TX

PD/MD: Cory Smith  
1 FILTER "Welcome"  
CHEMICAL BROTHERS "Let"  
GUIDED BY VOICES "Teenage"

### KOGE/Dallas, TX \*

PD: Duane Doherty  
MD: Alan E Smith  
4 FILTER "Welcome"

### WXEG/Dayton, OH \*

PD: Jeff Stevens  
APD/MD: Allen Rantz  
No Adds

### WKRQ/Daytona Beach, FL

OM: Taft Moore  
PD/MD: Rosy Acevedo  
12 FILTER "Welcome"

### KTCL/Denver, CO \*

PD/MD: Mike O'Connor  
4 ORGY "Sitches"  
POWERMAN 5000 "Collide"  
2 FATBOY SLIM "Gangster"

### KXPK/Denver, CO \*

PD: Mike Stern  
MD: Melody Lee  
27 FILTER "Welcome"

### CIMX/Detroit, MI \*

PD: Murray Brookshaw  
APD: Vince Cannova  
MD: Matt Franklin  
7 FILTER "Welcome"  
1 BUCKCHERRY "Movies"

### KNRQ/Eugene, OR

PD: Stu Allen  
MD: Cia  
1 FILTER "Welcome"  
BUCKCHERRY "Movies"

### KBRS/Fayetteville, AR

PD/MD: Kyle Gibson  
FLAMING LIPS "Buggin"  
FILTER "Welcome"  
OTHER STAR PEOPLE "Covid"  
GUIDED BY VOICES "Teenage"

### WJBX/Ft. Myers, FL \*

PD/MD: Lee Daniels  
4 VERTICAL HORIZON "We"  
MOBY "Body"

### WEJE/Ft. Wayne, IN \*

PD: Kyle Guderian  
MD: Phil Grosch  
5 FILTER "Welcome"  
4 VERBENA "Baby"  
3 KOTTONMOUTH KINGS "Bump"

### KFRR/Fresno, CA \*

PD/MD: Bruce Wayne  
7 FILTER "Welcome"  
SILVERCHAIR "Anax"

### WGRQ/Grand Rapids, MI \*

PD: Margot Smith  
MD: Tim Bronson  
ORGY "Sitches"  
SIXPENCE "There"  
JOYDROP "Beautiful"  
FRIGORP "Dui"  
BIF NAKED "Weakness"

### WXNR/Greenville, NC

OM: Jeff Sanders  
FILTER "Welcome"

### WMRQ/Hartford, CT \*

PD: Dave Hill  
Interim PD: Jay Catley  
1 CHEMICAL BROTHERS "Let"  
1 FILTER "Welcome"  
PORTABLE "Help"  
STAIN'D "Mudshovel"  
MARVELOUS 3 "Let"

### KTBB/Houston, TX \*

PD: Jim Trapp  
APD: Steve Robinson  
4 LUSCIOUS JACKSON "Lady"  
3 SILVERCHAIR "Anax"  
DIDD "Here"

### WRXZ/Indianapolis, IN \*

PD: Scott Jameson  
MD: Michael Young  
3 FILTER "Welcome"  
2 LENNY KRAVITZ "American"  
1 KOTTONMOUTH KINGS "Bump"  
1 MOBY "Body"  
1 SPLENDER "Whatever"

### WPLA/Jacksonville, FL \*

PD: Rick Schmidt  
MD: Crissy  
SUGAR RAY "Someday"  
SIXPENCE "There"

### WNFZ/Knoxville, TN \*

PD/MD: Shane Cox  
5 FILTER "Welcome"

### KFTE/Lafayette, LA \*

PD: Rob Summers  
MD: Scott Perrin  
3 FILTER "Welcome"

### WWOX/Lansing, MI \*

PD: Chris Brunt  
5 FILTER "Welcome"  
1 LEN "Sunshine"

### KXTE/Las Vegas, NV \*

PD: Dave Wellington  
APD/MD: Chris Ripley  
23 FILTER "Welcome"

### WXZZ/Lexington, KY \*

PD/MD: Derek Madden  
1 LO FIDELITY ALLSTARS "Bank"  
1 SIXPENCE "There"

### WLIR/Long Island, NY \*

PD: Gary Cee  
APD: Malibu Sue  
MD: Andre Ferro  
18 SIXPENCE "There"  
CIBO MATTIO "Wasabi"

### KROQ/Los Angeles, CA \*

VP/Prog.: Kevin Weatherly  
APD: Gene Sandbloom  
MD: Lisa Worden  
14 JOYDROP "Beautiful"  
2 FILTER "Welcome"  
1 BLINK 182 "Things"

### WLRS/Louisville, KY \*

PD/MD: Gina Juliano  
1 FILTER "Welcome"  
HATE DEPT "Release"

### WMAO/Madison, WI \*

PD: Pat Frawley  
MD: Amy Hudson  
2 FILTER "Welcome"  
1 MOBY "Body"

### KZMZ/Minneapolis, MN \*

OM: Dave Hamilton  
Interim PD: Peter Johns  
7 FILTER "Welcome"  
6 SIXPENCE "There"  
SHOWOFF "Falling"

### WHTG/Monmouth-Ocean, NJ

PD: Mike Sauter  
1 FILTER "Welcome"  
GUIDED BY VOICES "Teenage"  
PENNYWISE "Amen"  
PORTABLE "Help"  
GIGLO AUNTS "Fly"

### WZPC/Nashville, TN

VP/Programming: Brian Krysz  
APD: Jim Patrick  
MD: Julie Forman  
1 FILTER "Welcome"  
COLLECTIVE SOUL "Less"

### WRRV/Newburgh, NY

PD: Greg O'Brien  
MD: Andrew Boris  
SIXPENCE "There"  
KOTTONMOUTH KINGS "Bump"  
1 PORTABLE "Help"  
FLAMING LIPS "Buggin"

### KKNO/New Orleans, LA \*

OM/MD: Dave Stewart  
MD: Laura Jones  
10 FILTER "Welcome"  
SPLENDER "Whatever"

### WXRK/New York, NY \*

PD: Steve Kingston  
MD: Mike Peer  
6 FILTER "Welcome"  
VERTICAL HORIZON "We"  
NINE INCH NAILS "Star"

### KQRX/Odessa, TX

GM/MD: Dave Cardwell  
MD: Cary Rockman  
PUSHMONKEY "Lefty"  
1 FILTER "Welcome"  
PENNYWISE "Amen"  
ORANGE 9MM "When"

### WIXO/Peoria, IL

OM/MD: Russ Schenck  
MD: Jeff Williams  
HATE DEPT "Release"  
COLLECTIVE SOUL "Less"

### WPLY/Philadelphia, PA \*

PD: Jim McGuinn  
APD: Doug Kubinski  
AMD: Dan Fine  
SIXPENCE "There"  
SHOWOFF "Falling"

### KEDJ/Phoenix, AZ \*

Interim MD: "Smilin' Marty"  
APD/MD: Chris Patyk  
24 FILTER "Welcome"  
10 SUGAR RAY "Someday"

### KPTY/Phoenix, AZ \*

PD: Byron Kennedy  
MD: "Dead Air" Dave  
79 KID ROCK "Bawitaba"  
76 LIMP BIZKIT "Nookie"  
76 BLINK 182 "Age"  
76 PEARL JAM "Kiss"  
61 CREED "One"  
54 RED HOT CHILI "Tos"  
51 SUGAR RAY "Someday"  
47 LIMP BIZKIT "Break"  
45 INSANE CLOWN POSSE "Want"  
44 BLINK 182 "Leave"  
31 BOUNCING SOULS "101"  
20 GODSMACK "Get"  
18 UNINVITED "High"  
VERVE PIPE "Hero"  
FREESTYLERS "Here"  
TONIC "Wanted"  
LEN "Sunshine"

### KZDN/Phoenix, AZ \*

PD: Paul Peterson  
APD: Laura Smith  
MD: Kevin Mannion  
SANTANA F/ROB THOMAS "Smooth"

### WXOX/Pittsburgh, PA \*

PD: John Moschitta  
APD: Brandon Davis  
MD: Lenny Diana  
2 FILTER "Welcome"

### WCYY/Portland, ME

PD: Herb Ivy  
MD: Brian James  
2 FILTER "Welcome"

### KNRK/Portland, OR \*

PD: Mark Hamilton  
15 FILTER "Welcome"  
15 KID ROCK "Bawitaba"  
VERTICAL HORIZON "We"

### WDST/Poughkeepsie, NY

OM: Jimmy Buff  
APD: Dave Doud  
5 SIXPENCE "There"  
FLAMING LIPS "Buggin"  
5 TRISH MURPHY "Outside"  
5 GIGLO AUNTS "Fly"  
2 UNCLE MO "Bubblehead"  
2 WAKING HOURS "Work"  
2 GUIDED BY VOICES "Teenage"

### WBRU/Providence, RI \*

PD: Tim Schiavelli  
MD: Becky Pohotsky  
8 FILTER "Welcome"  
4 BUCKCHERRY "Movies"  
1 JOYDROP "Beautiful"  
SPLENDER "Whatever"  
EVERCLEAR "Back"  
FUEL "Sunburn"

### KRZQ/Reno, NV

Int. PD/MD: Heather Pierce  
APD: Smilin' Marty  
10 FILTER "Welcome"  
7 SECONDS "Here"  
5 PORTABLE "Help"  
2 KOTTONMOUTH KINGS "Bump"  
COLLECTIVE SOUL "Less"

### KCXX/Riverside, CA \*

OM/MD: Dwight Arnold  
APD: John DeSantis  
MD: Lisa Axe  
No Adds

### KWOO/Sacramento, CA \*

PD: Ron Bunce  
APD: Boomer Barbosa  
MD: Carla "Raz" Raswyck  
14 OLEANDER "Why"  
UNWRITTEN LAW "Callin"  
BUCKCHERRY "Movies"  
LORDS OF ACID "Sexy"  
GUIDED BY VOICES "Teenage"

### KPNT/St. Louis, MO \*

OM/MD: Allan Fee  
APD: Marty Linck  
MD: Traci Wilde  
9 CHEMICAL BROTHERS "Let"  
8 FILTER "Welcome"

### WOSC/Salisbury-Ocean City, MD

PD/MD: Paula Sangeleer  
SIXPENCE "There"  
LO FIDELITY ALLSTARS "Battle"

### KXRR/Salt Lake City, UT \*

VP/Ops. & Prog.: Mike Summers  
MD: Sean Ziebarth  
No Adds

### XTRA/San Diego, CA \*

PD: Bryan Schock  
MD: Chris Muckley  
16 SPRUNG MONKEY "Coconut"  
8 BLINK 182 "Things"

\* = Mediabase 24/7 monitored

81 Total Reporters  
81 Current Reporters  
80 Current Playlists

Reported Frozen Playlist (1):  
WHMP/Springfield, MA

# MOBY THE NEW SINGLE

FROM THE NEW ALBUM

# PLAY

401 MANAGEMENT  
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On over 50 stations!  
These Rock the Body, Rock the Body!

KROQ-16x  
WBCN-12x  
WHFS-15x  
99X-15x  
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KNDD-15x  
KNRK-14x  
KTGL-20x  
KITS-15x  
WWCD-19x  
WKQX-10x  
KROX-24x  
WLIR-20x  
KJEE-18x  
KFMA-18x  
Add many more!

Modern Monitor  
Debut: 39\*  
R&R 39-36

On Tour late July!  
Over 40K scanned already!

# Alternative Playlists

FIND COMPLETE PLAYLISTS FOR ALL ALTERNATIVE REPORTERS ON R&R ONLINE MUSIC TRACKING

**MARKET #1**

**WXRK/New York**  
Infinity  
(212) 314-9230  
Kingston/Peer  
12+ Cume 1,841,700



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
29	37	KID ROCK/Bawitdaba	38924
36	37	RED HOT CHILI...Scar Tissue	38924
34	35	BLINK 182/What's My Age Again?	36820
34	34	OFFSPRING/The Kids Aren't	35768
35	33	LIMP BIZKIT/Nookie	34716
30	28	LENNY KRAVITZ/American Woman	29456
23	27	OLEANDER/Why I'm Here	28404
19	26	LO FIDELITY ALLSTARS/Battle Flag	27352
19	25	LIT/My Own Worst Enemy	26300
24	24	FEAR FACTORY/Cars	25248
29	24	KORN/Freak On A Leash	25248
21	21	GODSMACK/Whatever	22032
20	20	ALICE IN CHAINS/Get Born Again	21040
8	19	BUCKCHERRY/For The Movies	19988
7	19	TONIC/You Wanted More	19988
18	18	SANTANA/Everlast/Put Your Lights On	18936
17	17	RED HOT CHILI...Around The World	17884
16	16	POWERMAN 5000/When Worlds Collide	16832
14	15	BEASTIE BOYS/The Negotiation	15780
13	13	CHEMICAL BROTHERS/Let Forever Be	13676
13	13	FATBOY SLIM/Gangster, Tripping	13676
9	12	OFFSPRING/Wanna Be Sedated	12624
8	11	CREED/One	11572
7	11	CREED/Torn	11572
17	11	ORGY/Stitches	11572
12	11	ROB ZOMBIE/Dracula	11572
11	10	PEARL JAM/Last Kiss	10520
10	10	SILVERCHAIR/Ana's Song (Open...)	10520
8	10	SMASH MOUTH/All Star	10520
8	9	BEASTIE BOYS/Remote Control	9468

**MARKET #2**

**KROQ/Los Angeles**  
Infinity  
(818) 567-1067  
Weatherly/Sandblom/Worcen  
12+ Cume 1,390,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
35	42	LO FIDELITY ALLSTARS/Battle Flag	27972
33	41	LEN/Steal My Sunshine	27306
34	39	BLINK 182/What's My Age Again?	25974
31	38	OFFSPRING/The Kids Aren't	25308
28	34	KID ROCK/Bawitdaba	22644
26	33	LIMP BIZKIT/Nookie	21978
34	30	RED HOT CHILI...Scar Tissue	19980
33	24	LIT/My Own Worst Enemy	15984
13	22	LIVING END/Prisoner Of Society	14652
19	21	KORN/Freak On A Leash	13986
20	21	NO DOUBT/New	13986
14	20	RED HOT CHILI...Around The World	13320
20	20	SMASH MOUTH/All Star	13320
19	19	SUGAR RAY/Someday	12654
11	19	PENNYWISE/Allen	12654
13	18	UNWRITTEN LAW/Calin	11988
18	17	BUCKCHERRY/For The Movies	11362
8	14	LENNY KRAVITZ/American Woman	9324
20	14	PEARL JAM/Last Kiss	9324
14	14	JOYDROP/Beautiful	9324
8	13	GARBAGE/When I Grow Up	8658
16	11	MOBY/Body Rock	7326
5	11	ORGY/Stitches	7326
7	11	CHEMICAL BROTHERS/Block Rockin' Beats	7326
10	10	GODSMACK/Whatever	6660
16	10	OLEANDER/Why I'm Here	6660
10	10	FATBOY SLIM/Praise You	6660
7	9	SIXPENCE...There She Goes	5984
6	9	GOO GOO DOLLS/Back Balloon	5984

**MARKET #3**

**WKQX/Chicago**  
Emmis  
(312) 527-8348  
Richards/Shuminas  
12+ Cume 1,009,000



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
27	29	LIT/My Own Worst Enemy	13601
9	26	KID ROCK/Bawitdaba	12194
15	26	LIMP BIZKIT/Nookie	12194
25	25	KORN/Freak On A Leash	11725
22	24	KID ROCK/Am I The Buldog	11256
26	24	LO FIDELITY ALLSTARS/Battle Flag	11256
8	20	CHEMICAL BROTHERS/Let Forever Be	9380
17	20	RED HOT CHILI...Scar Tissue	9380
17	19	ALICE IN CHAINS/Get Born Again	8911
22	19	BLINK 182/What's My Age Again?	8911
26	19	GODSMACK/Whatever	8911
19	18	SMASH MOUTH/All Star	8442
16	17	LENNY KRAVITZ/American Woman	7973
15	17	SUGAR RAY/Someday	7973
3	15	CREED/Torn	7035
12	13	BUCKCHERRY/For The Movies	6097
3	11	METALLICA/Turn The Page	5159
9	9	FREESTYLERS/Here We Go	4221
8	9	SANTANA/Everlast/Put Your Lights On	4221
16	9	UNDERWORLD/Push Upstairs	4221
8	8	HATE DEPT./Release It	3752
6	8	SILVERCHAIR/Ana's Song (Open...)	3752
11	8	ROB ZOMBIE/Dracula	3752
5	7	BOUNCING SOULS/How	3283
5	7	GOO GOO DOLLS/Black Balloon	3283
10	7	CHERRY BLOSSOM/Im Here	2814
9	6	COLLECTIVE SOUL/No More, No Less	2814
4	6	EVERLAST/Ends	2814
7	6	FEAR FACTORY/Cars	2814

**MARKET #4**

**KITS/San Francisco**  
Infinity  
(415) 512-1053  
Taylor/Axelsten  
12+ Cume 527,600



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
35	35	LIMP BIZKIT/Nookie	8330
37	34	OFFSPRING/The Kids Aren't	8092
31	33	BLINK 182/What's My Age Again?	7854
31	31	LIT/My Own Worst Enemy	7438
32	30	RED HOT CHILI...Scar Tissue	7140
26	29	SMASH MOUTH/All Star	6902
28	26	LO FIDELITY ALLSTARS/Battle Flag	6664
15	24	GARBAGE/When I Grow Up	6182
22	24	RED HOT CHILI...Around The World	5712
25	24	SUGAR RAY/Someday	5712
27	23	KID ROCK/Bawitdaba	5474
21	23	LEN/Steal My Sunshine	5474
21	23	PEARL JAM/Last Kiss	5474
17	22	LIT/Zip-Lock	5236
15	21	BEASTIE BOYS/Remote Control	4998
25	21	BUCKCHERRY/For The Movies	4998
19	19	BLINK 182/Don't Leave Me	4522
24	19	OLEANDER/Why I'm Here	4522
18	18	SILVERCHAIR/Ana's Song (Open...)	4284
17	16	GOO GOO DOLLS/Black Balloon	3808
15	15	ALICE IN CHAINS/Get Born Again	3570
12	15	FATBOY SLIM/Praise You	3570
2	15	LENNY KRAVITZ/American Woman	3570
19	15	ORGY/Stitches	3570
13	15	TONIC/You Wanted More	3570
11	13	CREED/One	3094
12	12	CHEMICAL BROTHERS/Let Forever Be	2856
6	12	MOBY/Body Rock	2856
12	11	DEFTONES/My Own Summer	2618

**MARKET #5**

**WPLY/Philadelphia**  
Greater Media  
(610) 565-8900  
McGuinn/Kubinski  
12+ Cume 553,300



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
43	43	FATBOY SLIM/Praise You	7525
42	42	LIT/My Own Worst Enemy	7350
42	42	PEARL JAM/Last Kiss	7350
40	40	SMASH MOUTH/All Star	7000
37	37	GOO GOO DOLLS/Black Balloon	6475
45	35	CREED/One	6125
35	35	LENNY KRAVITZ/American Woman	6125
29	34	RED HOT CHILI...Scar Tissue	5950
33	33	CITIZEN KING/Better Days	5775
27	32	SUGAR RAY/Someday	5600
30	30	BLINK 182/What's My Age Again?	5250
26	28	LEN/Steal My Sunshine	4900
29	27	EVERLAST/Ends	4725
24	24	LUSCIOUS JACKSON/Ladyfingers	4200
18	20	LIMP BIZKIT/Nookie	3500
15	18	LO FIDELITY ALLSTARS/Battle Flag	3150
16	18	TRAIN/Meet Virginia	3150
16	17	FUEL/Sunburn	2975
15	16	CHEMICAL BROTHERS/Let Forever Be	2800
15	15	KID ROCK/Bawitdaba	2625
13	15	DAVE MATTHEWS BAND/Ragunzel	2625
18	14	OFFSPRING/The Kids Aren't	2450
11	14	KORN/Freak On A Leash	2275
9	10	G LOVE & SPECIAL...Roxie Clovins	1750
11	9	BEASTIE BOYS/The Negotiation	1575
8	9	BETTER THAN EZHIA/At The Stars	1575
9	9	TONIC/You Wanted More	1575
3	8	MATCHBOX 20/Back 2 Good	1400
6	8	SARAH MCLACHLAN/Possession	1400
10	8	SHOOTYZ GROOV'LE Train	1400

**MARKET #6**

**CIMX/Detroit**  
Chum Ltd.  
(313) 961-6397  
Brookshaw/Canova/Matt  
12+ Cume 343,200



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
37	39	SMASH MOUTH/All Star	3783
37	37	RED HOT CHILI...Scar Tissue	3589
38	36	BLINK 182/What's My Age Again?	3492
40	36	LIMP BIZKIT/Nookie	3492
33	36	PEARL JAM/Last Kiss	3492
32	34	LIT/My Own Worst Enemy	3298
30	32	BARENAKED I ADI/S'Call And Answer	3104
32	32	CREED/One	3104
32	32	LENNY KRAVITZ/American Woman	3104
24	26	GOO GOO DOLLS/Black Balloon	2522
25	25	LEN/Steal My Sunshine	2425
24	25	LO FIDELITY ALLSTARS/Battle Flag	2425
20	25	SILVERCHAIR/Ana's Song (Open...)	2425
24	24	GODSMACK/Whatever	2328
21	24	KORN/Freak On A Leash	2328
21	21	ALICE IN CHAINS/Get Born Again	2037
22	21	SUICIDE MACHINE/Never Promised	2037
20	20	BUCKCHERRY/For The Movies	1940
20	20	SUGAR RAY/Someday	1940
19	21	EVERLAST/Ends	1843
25	19	OFFSPRING/The Kids Aren't	1843
18	18	TEA PARTY/Heaven Coming Down	1746
17	17	ORGY/Stitches	1649
14	16	SARAH MCLACHLAN/Possession	1552
15	15	FINGER EL EVEN/Quicksand	1455
15	15	VERVE PIPE/Hero	1455
15	14	TAL BACHMAN/She's So High	1358
16	13	KID ROCK/Bawitdaba	1261
8	12	CITIZEN KING/Better Days	1164
7	12	LUSCIOUS JACKSON/Ladyfingers	1164

**MARKET #7**

**KDGE/Dallas**  
Chancellor  
(972) 770-7777  
Doherty/Smith  
12+ Cume 430,700



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
57	60	RED HOT CHILI...Scar Tissue	9840
60	60	SMASH MOUTH/All Star	9840
51	59	BLINK 182/What's My Age Again?	9676
59	58	NEVE/It's Over Now	9676
59	57	SPLNDR/Yeah, Whatever	9348
40	44	LIMP BIZKIT/Nookie	7216
32	36	TONIC/You Wanted More	5940
37	35	KID ROCK/Bawitdaba	5740
36	35	SUGAR RAY/Someday	5740
38	33	OLEANDER/Why I'm Here	5576
25	38	PEARL JAM/Last Kiss	5412
37	27	DOVETAIL JOINT/Level On The Inside	4528
27	27	LO FIDELITY ALLSTARS/Battle Flag	4428
21	26	GOO GOO DOLLS/Black Balloon	4264
27	25	GODSMACK/Whatever	4100
14	25	VERVE PIPE/Hero	4100
35	24	LIT/My Own Worst Enemy	3976
15	23	COLLECTIVE SOUL/No More, No Less	3772
30	23	MOBY/Body Rock	3772
24	23	OFFSPRING/The Kids Aren't	3772
23	23	POWERMAN 5000/When Worlds Collide	3772
19	21	SMASHING PUMPKINS/Ava Adore	3444
17	18	LENNY KRAVITZ/American Woman	2952
11	17	SILVERCHAIR/Ana's Song (Open...)	1804
9	17	ORGY/Stitches	1476
18	9	OLD 97'S/Murder (Or A...)	1312
10	7	ECONOLINE CRUSH/All That You Are	1148
3	5	PEARL JAM/Even Flow	820
4	4	FILTER>Welcome To The Fold	656

**MARKET #8**

**WBCN/Boston**  
Infinity  
(617) 266-1111  
Oedipus/Strick  
12+ Cume 863,900



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
48	50	LIMP BIZKIT/Nookie	20350
38	43	RED HOT CHILI...Scar Tissue	17501
36	32	LIT/My Own Worst Enemy	13024
33	32	LO FIDELITY ALLSTARS/Battle Flag	13024
32	31	GODSMACK/Whatever	12617
25	29	KID ROCK/Bawitdaba	11803
27	23	SMASH MOUTH/All Star	8961
20	22	BEASTIE BOYS/The Negotiation	8961
22	22	BLINK 182/What's My Age Again?	8954
22	22	LEN/Steal My Sunshine	8954
15	20	ORGY/Stitches	8547
15	20	BEASTIE BOYS/Remote Control	8140
25	20	LENNY KRAVITZ/American Woman	8140
25	19	OLEANDER/Why I'm Here	7733
19	19	SILVERCHAIR/Ana's Song (Open...)	7733
22	16	OFFSPRING/The Kids Aren't	6512
15	15	FILLER>Welcome To The Fold	6105
19	15	MANIC STREET...If You Tolerate	6105
20	15	SHOOTYZ GROOV'LE Train	6105
22	15	SUGAR RAY/Someday	6105
22	14	CHEMICAL BROTHERS/Let Forever Be	5698
14	14	SANTANA/Everlast/Put Your Lights On	5698
13	13	LOU LUPH/Right In The Next Level	5291
18	13	LUSCIOUS JACKSON/Ladyfingers	5291
24	13	MIKE NESS/Don't Think Twice	5291
18	13	VERTICAL HORIZON/We Are	5291
18	13	VERVE PIPE/Hero	5291
19	12	ALICE IN CHAINS/Get Born Again	4884
9	12	CREED/One	4884

**MARKET #9**

**WFNX/Boston**  
MCC  
(781) 595-6200  
Cruze/Gail  
12+ Cume 209,100



**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
25	26	LEN/Steal My Sunshine	2106
27	26	LO FIDELITY ALLSTARS/Battle Flag	2106
29	25	RED HOT CHILI...Scar Tissue	2025
26	23	BLINK 182/What's My Age Again?	1863
16	23	SUGAR RAY/Someday	1701
22	21	FATBOY SLIM/Gangster, Tripping	1701
25	21	OFFSPRING/The Kids Aren't	1701
20	20	LIVING END/Prisoner Of Society	1630
17	19	LIMP BIZKIT/Nookie	1529
16	16	OZMOM/Out Chemist Suite	1296
27	16	SMASH MOUTH/All Star	1296
15	14	FILTER>Welcome To The Fold	1215
11	14	RED HOT CHILI...Around The World	1134
18	14	SILVERCHAIR/Ana's Song (Open...)	1134
16	13	ALICE IN CHAINS/Get Born Again	1053
17	13	CHEMICAL BROTHERS/Let Forever Be	1053
10	13	ERNIES/Here & Now	1053

# Alternative Playlists

FIND COMPLETE PLAYLISTS FOR ALL ALTERNATIVE REPORTERS ON R&R ONLINE MUSIC TRACKING

**When The Going Gets Strange, The Strange Get Going**  
**SHADES APART**  
**"Stranger By The Day"**  
**Going For Adds Now**

**MARKET #23**  
**KTCL/Denver**  
 Clear Channel  
 (303) 623-9330  
 O'Connor  
 12+ Cumulative 196,300



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
41	50	50	BLINK 182/What's My Age Again?	4050
47	48	48	LO FIDELITY ALL STARS/Battle Flag	3888
47	48	48	RED HOT CHILI /Scar Tissue	3888
33	46	46	BEASTIE BOYS/The Negotiation	3726
42	45	45	MIKE NESS/Don't Think Twice	3645
49	45	45	OFFSPRING/The Kids Aren't	3645
12	44	44	JOYDOP/Beautiful	3564
43	39	39	SMASH MOUTH/All Star	3159
33	37	37	LENNY KRAVITZ/American Woman	2997
34	34	34	OLEANDER/Why I'm Here	2754
31	33	33	LIT My Own Worst Enemy	2673
34	33	33	PEARL JAM/Last Kiss	2673
31	32	32	SUGAR RAY/Someday	2511
29	31	31	LENS/Steal My Sunshine	2511
31	31	31	LIMP BIZKIT/Nookie	2511
28	30	30	VASTA/Philly When You Cry	2430
39	29	29	INSANE CLOWN POSSE/Another Love Song	2349
28	29	29	STARDUST/Music Sounds	2349
28	28	28	DOVETAIL JOINT/Level On The Inside	2268
29	27	27	GARBAGE/When I Grow Up	2187
26	27	27	SUGAR RAY/Falls Apart	2187
44	25	25	NO DOUBT/New	2025
26	24	24	VAST/Touché	1944
21	21	21	KORN/Freak On A Leash	1701
21	19	19	BEASTIE BOYS/Remote Control	1539
21	19	19	GOODSMACK/Whatever	1539
23	17	17	KID ROCK/Bawitdaba	1377
20	17	17	MOBY/Body Rock	1377
16	14	14	SHOOTZY GROOVE/L Train	1134

**MARKET #23**  
**KXPX/Denver**  
 Chancellor  
 (303) 572-7000  
 Stern/Lee  
 12+ Cumulative 207,400



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
43	45	45	LIMP BIZKIT/Nookie	3404
44	44	44	KORN/Freak On A Leash	3756
40	42	42	ALICE IN CHAINS/Get Born Again	3198
40	39	39	LENNY KRAVITZ/American Woman	2812
21	33	33	POWERMAN 5000/When Worlds Collide	2442
28	30	30	KID ROCK/Bawitdaba	2240
28	30	30	RED HOT CHILI /Scar Tissue	2240
13	27	27	ALTER/Welcoming To The Fold	1998
21	27	27	PENNYWISE/Alien	1998
21	26	26	BLINK 182/What's My Age Again?	1924
45	25	25	GOODSMACK/Whatever	1850
22	24	24	OFFSPRING/The Kids Aren't	1776
22	24	24	ORGY/Stitches	1776
16	22	22	SNOOP /RAGE /Snoop Bounce	1628
20	21	21	LO FIDELITY ALL STARS/Battle Flag	1554
19	19	19	SEVENDUST/Don't Think Twice	1406
17	19	19	ROB ZOMBIE/Drugs	1406
15	14	14	DEFTONES/My Own Summer	1036
21	13	13	BOLT UPRIGHT/The Next Level	962
14	13	13	STATIC-X/Bled For Days	962
12	12	12	LIT My Own Worst Enemy	888
5	11	11	KOTTONMOUTH KINGS/Bump	814
9	10	10	RAMMSTEIN/Du Hast	740
11	10	10	INSANE CLOWN POSSE/Another Love Song	740
12	10	10	MONSTER MAGNET/Space Toid	740
8	9	9	METALLICA/Fuel	666
4	9	9	PORTABLO/Help Yourself	666
8	8	8	DAYS OF THE NEW/The Down Town	592
11	8	8	CREED/One	592

**MARKET #25**  
**KNRK/Portland, OR**  
 Entercom  
 (503) 223-1441  
 Hamilton  
 12+ Cumulative 202,000



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
42	46	46	LIT My Own Worst Enemy	4416
46	45	45	RED HOT CHILI /Scar Tissue	4320
39	45	45	SUGAR RAY/Someday	4320
45	44	44	BLINK 182/What's My Age Again?	4224
44	44	44	SMASH MOUTH/All Star	4224
40	42	42	NO DOUBT/New	4032
45	40	40	JOYDOP/Beautiful	3936
23	31	31	CAKE/Let Me Go	2976
26	28	28	LIN/Steal My Sunshine	2688
24	27	27	OLEANDER/Why I'm Here	2592
22	26	26	FEAR FACTORY/Cars	2496
25	24	24	OFFSPRING/The Kids Aren't	2304
23	23	23	CITIZEN KING/Better Days	2208
20	22	22	LIMP BIZKIT/Nookie	2112
23	22	22	VERVE PIPE/Hero	2112
20	21	21	EVERLAST/Ends	2016
20	21	21	PEARL JAM/Last Kiss	1824
14	18	18	ALICE IN CHAINS/Get Born Again	1728
17	18	18	DOVETAIL JOINT/Beautiful	1728
18	18	18	SILVERCHAIR/Ana's Song (Open .)	1728
17	17	17	CREED/One	1632
23	17	17	LO FIDELITY ALL STARS/Battle Flag	1632
13	17	17	PENNYWISE/Alien	1440
15	15	15	ALTER/Welcoming To The Fold	1440
8	15	15	KID ROCK/Bawitdaba	1440
18	14	14	FATBOY SLIM/Praise You	1344
14	13	13	DEFTONES/My Own Summer	1248
9	13	13	ORGY/Stitches	1248
14	13	13	SHOOTZY GROOVE/L Train	1248
10	10	10	FREESTYLERS/Here We Go	960

**MARKET #26**  
**WOXY/Cincinnati**  
 Balogh  
 (513) 523-4114  
 Valmasse/Couch  
 12+ Cumulative 23,900



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
22	20	20	GUIDED BY VOICES/Teenage FBI	290
19	19	19	PRI TENDERS/Human	190
19	19	19	BETH ORTON/Central Reservation	190
20	19	19	MARION MYAKO/Huleyay	190
18	18	18	LONDON SUE/Beet city	180
18	18	18	HULT TO SPILL/Sidewalk	180
29	17	17	MEG HENTGES/This Kind Of Love Is	170
29	17	17	BEH FOLDS FIVE/Your Redneck Past	170
21	16	16	DIODORA/Why Me	160
22	16	16	SILATER-KINNEY/Banned From	160
16	15	15	SEBASTIAN/Wend	160
16	15	15	SCHAMFEDER/Dart	160
16	15	15	GENE LOVES JEFFREY/Liquid Man	160
15	15	15	ART OF NOISE/Mentorice	150
15	15	15	BLACK HEART /It's A Crime	150
15	15	15	BEAUTIFUL SOUTH/Perfect 10	150
15	15	15	OLD 97'S/Open Heart	150
18	14	14	TOM WAITS/Big In Japan	140
14	14	14	SWITCHBROS/SYMPHONY/Naked Birthday	140
14	14	14	GRAVEL PIT/Favorite	140
14	14	14	VEGAS NERVE/Fear Of Drowning	140
14	14	14	VERBENA/Baby Got Shit	140
14	14	14	NO DOG POUNDING/Jealous	140
13	13	13	MELISSA FERRELL/Will Arive	130
13	13	13	CIBO MATTO/Scari Weeab	130
2	13	13	G LOVE & SPECIAL /Rodeo Clowns	130
13	13	13	ECHO & THE BUNNYMEN/Get In The Car	130
13	13	13	KMFDM/D.I.Y	130
2	13	13	LIVS/Accounting	130
13	13	13	DIANAS/Skin Tight	130

**MARKET #28**  
**KWOD/Sacramento**  
 Royce  
 (916) 448-5000  
 Bunce/Raswyck  
 12+ Cumulative 230,300



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
53	53	53	BLINK 182/What's My Age Again?	5300
52	52	52	RED HOT CHILI /Scar Tissue	5200
51	51	51	LIT My Own Worst Enemy	5100
46	46	46	PEARL JAM/Last Kiss	4600
43	43	43	OLEANDER/Why I'm Here	4300
39	39	39	SMASH MOUTH/All Star	3900
38	38	38	CITIZEN KING/Better Days	3800
35	35	35	LENS/Steal My Sunshine	3300
33	33	33	LO FIDELITY ALL STARS/Battle Flag	3300
33	33	33	VERVE PIPE/Hero	3300
32	32	32	SILVERCHAIR/Ana's Song (Open .)	3200
31	31	31	OFFSPRING/The Kids Aren't	3100
30	30	30	SPLINDER/Yeah, Whatever	3000
30	30	30	SUGAR RAY/Someday	3000
28	27	27	CAKE/Let Me Go	2700
19	25	25	GARBAGE/When I Grow Up	2500
25	24	24	SMASH MOUTH/Stoned	2400
22	22	22	CARDIGANS/Erase/Rewind	2200
22	22	22	TONIC/You Wanted More	2200
22	21	21	LIMP BIZKIT/Nookie	2100
21	21	21	LIT Zep/Lock	2100
21	20	20	CREED/One	2000
21	20	20	NO DOUBT/New	2000
14	19	19	FREESTYLERS/Here We Go	1900
25	17	17	GOOD GOOD DOLLS/Black Balloon	1700
2	17	17	JOYDOP/Beautiful	1700
19	17	17	RED HOT CHILI /Around The World	1700
28	15	15	EVE G/Open Road Song	1500
12	15	15	KORN/Freak On A Leash	1500
15	15	15	KOTTONMOUTH KINGS/Bump	1500

**MARKET #29**  
**KCXK/Riverside**  
 All Pro  
 (909) 384-1039  
 Arnold/DeSantis/Axe  
 12+ Cumulative 122,800



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
33	41	41	BLINK 182/What's My Age Again?	2173
33	39	39	SMASH MOUTH/All Star	2067
35	38	38	SUICIDICAL TENDENCIES/Heaven	2014
27	37	37	LIT My Own Worst Enemy	1961
19	36	36	MIKE NESS/Don't Think Twice	1908
30	36	36	SUGAR RAY/Someday	1908
30	34	34	CITIZEN KING/Better Days	1802
38	34	34	RED HOT CHILI /Scar Tissue	1802
31	30	30	SPLINDER/Yeah, Whatever	1590
30	29	29	VERVE PIPE/Hero	1537
28	25	25	ALICE IN CHAINS/Get Born Again	1325
12	25	25	LENS/Steal My Sunshine	1325
23	24	24	PEARL JAM/Last Kiss	1113
24	21	21	TRAIN/Meet Virginia	1113
19	20	20	ZEBRAHEAD/The Heat Me	1060
19	19	19	JOYDOP/Beautiful	1007
19	19	19	KATIE'S Noggins/Poundin'...	1007
18	17	17	FEAR FACTORY/Cars	901
8	17	17	PORTABLO/Help Yourself	901
20	16	16	R.E.S.S.I.D.U.M./Hey, Leonardo	848
12	16	16	FREAKADADDY/Rum	848
14	16	16	VERTICAL HORIZON/We Are	848
11	15	15	BIG BAD ZERO/Grumble	795
31	15	15	OFFSPRING/The Kids Aren't	795
16	15	15	SILVERCHAIR/Ana's Song (Open .)	795
5	13	13	DOVETAIL JOINT/Beautiful	689
5	13	13	FUEL/Jesus Or A Gun	689
5	13	13	OLEANDER/Why I'm Here	689
7	11	11	GREEN DAY/Nice Guys Finish...	583
12	11	11	SILVERCHAIR/Anthem For...	583

**MARKET #32**  
**WBRU/Providence**  
 Brown University  
 (401) 272-9550  
 Schaevel/Potolsky  
 12+ Cumulative 253,400



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
26	35	35	LIMP BIZKIT/Nookie	3500
26	32	32	CREED/One	3200
29	31	31	BLINK 182/What's My Age Again?	3100
29	30	30	LIT My Own Worst Enemy	3000
27	29	29	KID ROCK/Bawitdaba	2900
28	29	29	SMASH MOUTH/All Star	2900
26	28	28	PEARL JAM/Last Kiss	2800
30	28	28	RED HOT CHILI /Scar Tissue	2800
26	27	27	SUGAR RAY/Someday	2700
15	18	18	CITIZEN KING/Better Days	1800
14	18	18	LENS/Steal My Sunshine	1800
19	17	17	KORN/Freak On A Leash	1700
10	17	17	LO FIDELITY ALL STARS/Battle Flag	1700
9	17	17	SANTANA/FROB THOMAS/Smooth	1600
16	16	16	EVERLAST/Ends	1600
15	16	16	LENNY KRAVITZ/American Woman	1600
16	16	16	OFFSPRING/The Kids Aren't	1600
16	16	16	SHOOTZY GROOVE/L Train	1600
14	16	16	SILVERCHAIR/Ana's Song (Open .)	1600
15	15	15	ALICE IN CHAINS/Get Born Again	1500
17	15	15	LUSCIOUS JACKSON/Ladyfingers	1500
14	15	15	GOOD GOOD DOLLS/Black Balloon	1400
13	14	14	VERVE PIPE/Hero	1400
9	13	13	ORGY/Stitches	1400
8	12	12	FATBOY SLIM/Praise You	1200
8	12	12	GOODSMACK/Whatever	1200
9	11	11	OLEANDER/Why I'm Here	1100
10	11	11	TONIC/You Wanted More	1100
10	11	11	VERTICAL HORIZON/We Are	1100
8	10	10	BEASTIE BOYS/The Negotiation	1000

**MARKET #33**  
**WWCO/Columbus, OH**  
 Ingleside  
 (614) 221-9923  
 Davis/DeVoss  
 12+ Cumulative 80,100



PLAYS	LW	TW	ARTIST/TITLE	GI (000)
18	24	24	RED HOT CHILI /Scar Tissue	672
20	23	23	LENS/Steal My Sunshine	644
17	22	22	ECHO & THE BUNNYMEN/Get In The Car	616
18	21	21	CHEMICAL BROTHERS/Let Forever Be	588
21	21	21	SMASH MOUTH/All Star	588
19	20	20	FOUNTAINS OF WAYNE/Dense	560
20	19	19	PEARL JAM/Last Kiss	560
16	19	19	LUSCIOUS JACKSON/Ladyfingers	532
14	18	18	BLINK 182/What's My Age Again?	504
12	18	18	GARBAGE/When I Grow Up	504
14	18	18	GOOD GOOD DOLLS/Black Balloon	504
16	17	17	BEN FOLDS FIVE/Army	476
15	17	17	ECONOLINE CHUS/All That You Are	476

## New Music Specialty Shows

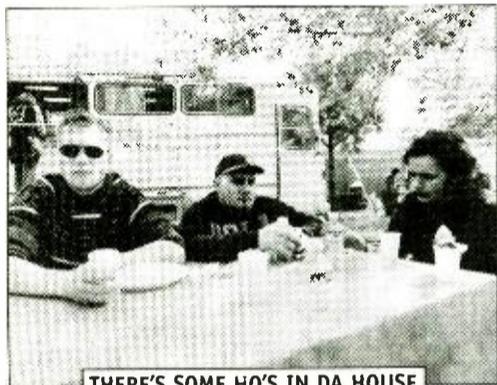
R&R's Exclusive Look At The Cutting Edge Of Alternative

### What's in the Sauce?

By **Rich Michalowski**  
Asst. Alternative Editor

Well, the music is out there, and specialty land is quickly responding. Records by **Squint's Chevelle**, **Astralwerks' Todd Terry** and **FFRR/London's Orbital** are making debuts and building nice stories, while specialty chart hall of famers **Warner Bros.' Flaming Lips**, **TVT's Guided By Voices** and **Grand Royal/Capitol's Luscious Jackson** continue to dominate even after strong play at Alternative radio. Also not a bad week for those "chick rockers" (please excuse the P.I. term) **The Donnas**, who jump back in the action and land at No. 4. This indie

rock quartet on **Lookout** has developed a devoted fan base in the past couple of years and is enjoying modest play at radio. For more info on the girls, give **Everett Thompson** a call over at **Uncle** (323) 878-0685 or **Jason "Turd Boy" Morgan** at **Lookout** (510) 849-8300. Our friend and lover, **WEQX/Albany's Jeff Wade**, is moving — well, actually, **Download** is. The new time is Sunday from 8-11pm. As always, you can reach me, **Rich Michalowski**, with any of your special needs ... make that *specialty* needs at (310) 788-1656 or [richm@rronline.com](mailto:richm@rronline.com). Record to Watch: **Fenix TX**.



THERE'S SOME HO'S IN DA HOUSE

Risk Records' **Uncle Ho** enjoy a hot, catered American meal straight off the food truck. (L-R) **Julian, Doc and Bjoern**.

## R&R Top 20 Artists

July 9, 1999

- 1 **G. LOVE &...** (*Okeh/550 Music/ERG*) Airplay Includes: KCXX, KXRK, WBCN
- 2 **GUIDED BY VOICES** (*TVT*) Airplay Includes: KFMA, KITS, KNDD
- 3 **CHEVELLE** (*Squint*) Airplay Includes: KXTE, WBCN, WPLA
- 4 **DONNAS** (*Lookout*) Airplay Includes: WHTG, WLIR, XTRA
- 5 **FLAMING LIPS** (*Warner Bros.*) Airplay Includes: KPNT, WFNX, WXSX
- 6 **CHEMICAL BROTHERS** (*Astralwerks/Virgin*) Airplay Includes: KNRQ, KWOD, WEQX
- 7 **CIBO MATTO** (*Warner Bros.*) Airplay Includes: WBRU, WEJE, WXSX
- 8 **ORBITAL** (*FFRR/London*) Airplay Includes: KWOD, WBCN, WBRU
- 9 **LUSCIOUS JACKSON** (*Grand Royal/Capitol*) Airplay Includes: WCYY, WDST, WXRK
- 10 **FROGPOND** (*C2/Columbia*) Airplay Includes: KNRQ, KPNT, WXSX
- 11 **OTHER STAR PEOPLE** (*A&M*) Airplay Includes: KFMA, KNRK, WBCN
- 12 **MOBY** (*V2*) Airplay Includes: KWOD, WCYY, WXEG
- 13 **ROB ZOMBIE** (*Geffen*) Airplay Includes: WJ BX, WPLA, WQBK
- 14 **PENNYWISE** (*Epitaph*) Airplay Includes: KZNX, KNRQ, WEJE
- 15 **CYCLEFLY** (*Radioactive*) Airplay Includes: KXRK, WBRU, WXDX
- 16 **FRAMES** (*ZTT/Universal*) Airplay Includes: WOXY, WXSX, XTRA
- 17 **TODD TERRY** (*Astralwerks*) Airplay Includes: WPBZ, WQBK, XTRA
- 18 **ORANGE 9MM** (*NG*) Airplay Includes: KXTE, WBCN, WJ BX
- 19 **MORCHEEBA** (*China/Sire*) Airplay Includes: KTCL, WDST, WFNX
- 20 **CARL COX** (*Moonshine*) Airplay Includes: KXRK, WHTG, WPBZ

Ranked by total number of shows reporting artist.

## Specialty Show Reporters

Shows and their Top 5 songs listed alphabetically by market

<p><b>WEQX/Albany, NY</b> Download Sunday 8-11pm Jeff Wade Lit' Zip-Lock G. Love &amp; Special "Rodeo Clowns" Guided By Voices "Teenage FBI" Apples In Stereo "Strawberryfire" Santana/Matthews "Love Of My Life"</p>	<p><b>KTCL/Denver, CO</b> Adventure University Sunday 7:30-8:30pm Professor Kat Lords Of Acid "Am I Sexy?" Flak "Tune In" Morcheeba "Shoulder Hoister" Garmarna "Gamen I Vulture" Mankind Liberation "Dope Dreams"</p>	<p><b>WXRK/New York, NY</b> The "Buzz" Sunday midnight-2am Mike Peer/Radio Raheem Weird Al Yankovic "Pretty Fly For Caroline's Spine" "Attention Please" Chlorine "Don't Even Care" Stroke 9 "Little Black" Stand "Mudshovel"</p>	<p><b>KXRK/Salt Lake City, UT</b> Now Hear This Monday-Friday 8-9pm Sean Ziebarth Fenix TX "All My Fault" Cyclefly "Crawl Down" Chicklet "Superficial" G. Love &amp; Special "Rodeo Clowns" Travis Pickle "One More Time"</p>
<p><b>WQBK/Albany, NY</b> Over The Edge Sunday midnight-2am Chris Osborn Rob Zombie "Superbeast" Disappointment Inc. "Bleeding Boy" Alice In Chains "Rooster" Videodrome "Faceplant" G. Love &amp; Special "Rodeo Clowns"</p>	<p><b>KNRQ/Eugene, OR</b> The "Q" Afterdark Sunday midnight-2am Cia Bouncing Souls "Hopless Romantic" Living End "Second Solution" Blink 182 "Don't Leave Me This Way" Pennywise "Fight Till You Die" Electric Frank "I See Me"</p>	<p><b>WXDX/Pittsburgh, PA</b> Edge Of The X Sunday 9-11pm Lenny Ojano Ziggy Marley "Beautiful Day" Mr. Henry "One" Static X "Bled For Days" Wils Drama "The Homage Song" Orange 9MM "When You Lie"</p>	<p><b>XTRA/San Diego, CA</b> Floorboard Tuesday midnight-1am Action DJ Hilary Kotton Mouth Kings "Bump" G. Love &amp; Special "Rodeo Clowns" Donnas "Skintight" Common Sense "Sanctuary" Chevelle "Ma"</p>
<p><b>WRAX/Birmingham, AL</b> Reg's Coffeehouse Sunday 10am-12pm Scott Register Livie Lovette "Here I Am" Freddy Johnston "Emily" Dursley "Sentimental Favorite" Those Bastards "Telegram" Catie Curtis "Burn Your Own"</p>	<p><b>WJ BX/Ft. Myers, FL</b> 99 Xtreme Sunday 8-10pm Lancer Stapnot "Wait And Bleed" S.O.D. "Bigger Than The Cyclical" Cyclical "Crawl Down" Coal Chamber "Notion" Lords Of Acid "Crab Lounge"</p>	<p><b>KNRK/Portland, OR</b> Something Cool Sunday midnight-1am Jaime Cooley Joseph Arthur "Hang Around Here" Fenix TX "All I've Got Is Time" Luna "Dear Diary" Remy Zero "Problem" Sebahon "Weird"</p>	<p><b>KITS/San Francisco, CA</b> Sound Check Sunday 9-10pm Aaron Arzelsan Filter "Welcome To The Fold" Swingin' Utters "Twenty Three" Guided By Voices "Teenage FBI" Stroke 9 "Little Black" Three Amigos "Louie Louie"</p>
<p><b>WBCN/Boston, MA</b> Nocturnal Emissions Sunday 8-10pm Oedipus/Albert O Echo &amp; The Bunnymen "Get In The Car" Sebahon "Weird" Protein "Lemonade" Cowboy Junkies "Doh Las Vegas" Lamb "B-Line"</p>	<p><b>WEJE/Ft. Wayne, IN</b> New Music Show Sunday 7:30-8:30pm Kyle G. Insane Clown Posse "Another Love Song" Todd Terry "Let It Ride" Manc Street "If You Tolerate" Cibo Matto "Scr-Fi Wasabi" Freestylers "Here We Go"</p>	<p><b>WCYY/Portland, ME</b> Spinout Thursday 7-9pm Shawn Jeffrey DJ Rap "Good To Be Alive" Luscious Jackson "Christine" Verve Pipe "Hero" Guided By Voices "Teenage FBI" Donnas "Skintight"</p>	<p><b>KNDD/Seattle, WA</b> Loudspeaker Sunday 10-11pm Bill Reid System Of A Down "Sugar" Everlast "The Rhythm" Man Or Astroman "Reversal Of Polarity" Dribal "Orion" Uncle Ho "Bubblehead"</p>
<p><b>WFNX/Boston, MA</b> First Contact Sunday 8-9:30pm Charlie Beta Band "Round The Bend" Room Boom "Dub Me Crazy" Chevelle "Dopesmokers #1" Crag Armstrong "Houses In Motion" DJ Formal "English Lesson"</p>	<p><b>WPLA/Jacksonville, FL</b> Forbidden Planet Saturday 8pm-1am Robert Goodman Joy Drop "Beautiful" Hate Dept. "Release It" Lump Bucket "Just Like This" U.S. Bombs "The World" Kristen Hersh "Echo"</p>	<p><b>WDST/Poughkeepsie, NY</b> Indie Flux Thursday 10:30-11:30pm Justin Habersaat Nightmares On Wax "Bless My Soul" Luscious Jackson "Gypsy" Mogwai "Ex-Cowboy" Frenzel Bomb "Your Are Not My" Sieater-Kinney "Tapping"</p>	<p><b>WXSX/Tallahassee, FL</b> Underground Lounge Sunday 8-10pm Corky Showoff "Falling Star" Bicycle "Electrolux" Screamfeeder "Dart" G. Love &amp; Special "Rodeo Clowns" Cibo Matto "Scr-Fi Wasabi"</p>
<p><b>WAVF/Charleston, SC</b> Cutting Edge Sunday 8:30-10pm Hartwell Guitar Wolf "Summertime Blues" Gaza Strippers "Automat" Raw Power "Reptile House" Lynnfield Pioneers "Time To Get Dumb" Win Foster "A Man's Heart"</p>	<p><b>KXTE/Las Vegas, NV</b> It Hurts When I Pee Sunday 10pm-midnight Tank/Young Marc Coal Chamber "Notion" Twisted "Rock The Dead" System Of A Down "Sugar" DDT "Pistol Whip" Weird Al "The Saga Begins"</p>	<p><b>WBRU/Providence, RI</b> Breaking And Entering Wednesday midnight-2am Seth Reister Bis "Detour" XTC "Greenman" Splinter "Yeah Whatever" Bouncing Souls "Die" Apples In Stereo "Strawberryfire"</p>	<p><b>KFMA/Tucson, AZ</b> Test Department Sunday 6-9pm Matt Spry Stand "Mudshovel" Machine Head "Message In A Bottle" Cyclefly "Violet High" Other Star People "I Could Never Be" Guided By Voices "Teenage FBI"</p>
<p><b>WOXY/Cincinnati, OH</b> 11 O'Clock News Tuesday 11pm-midnight Kevin Couch Superchump "Hello Hawk" Frames "Pavement Junt" Widespread Panic "Dym Man" James McMurry "Every Little Bit" Powerman 5000 "When Worlds"</p>	<p><b>WLIR/Long Island, NY</b> Left Of Center Sunday 8-9:30pm Jerry Rubino Blink 182 "I Would Be So" Kwey Kings "Every Little Piece" Swandive "Losing My Religion" Rosenbergs "Will You Drive Me?" Donnas "Skintight"</p>	<p><b>KCXX/Riverside, CA</b> Music Meeting Sunday 9-10pm Dwight Arnold Natasia's Ghost "Falling Up" Santana/Rob Thomas "Smooth" Hate Dept. "Release It" Zebrahead "Waste Of Mind" Pretenders "Legalize Me"</p>	<p><b>WHFS/Washington, DC</b> Now Hear This Sunday 8-10:30pm Dave Marsh X "4th Of July" Ween "The Shot Heard..." Dambuilders "Delaware" Screamfeeder "Dart" Screaming Blue "I Can Speak..."</p>
<p><b>WWCD/Columbus, OH</b> Invisible Hits Hour Sunday 7-9pm Curtis Schieber Missy Elliott "Da Real World" Flaming Lips "The Soft Bulletin" Big Sandy &amp; His "Radio Favorites" Casey Neill Trio "Skree" Jon Cleary "Moonburn"</p>	<p><b>KZNX/Minneapolis, MN</b> Freedom Rock Sunday 8-9:30pm Brian Oake Poster Children "Music Of America" Jason Falkner "Holiday" Cat Power "American Flag" Possom Dixon "Firecracker" Pennywise "American Dream"</p>	<p><b>KWOD/Sacramento, CA</b> Alternative Beat Sunday 10pm-2am DJ David X Philip Stern "Magic Carpet Ride" Mankind Liberation "Isolated" Gordon "Friedrich Grapes" Josh Wink/Trent "Black Bomb" Boom Boom... "Dub Me Crazy"</p>	<p><b>WPBZ/West Palm Beach, FL</b> Electronic Buzz Saturday midnight-3am The Tech Kid Carl Cox "Phuture 2000" Todd Terry "Blackout" Orbital "Orono" Chemical Brothers "Hey Boy, Hey Girl" Sunkings "Starbuck"</p>
<p><b>WXEG/Dayton, OH</b> The Edge Spin Cycle Sunday 9-10:30pm Allen Rantz Smash Mouth "Diggin' Your Scene" Cake "Let Me GO" Fuel "Sunburn" Alans Morissette "So Pure" Moby "Body Rock"</p>	<p><b>WHTG/Monmouth-Ocean, NJ</b> Goin' Underground Sunday 9pm-midnight Jeff Raspe Travis Pickle "Motorcycle Man" Ben Trivato "All Night Thinking" Miles Hunt "Let's Hope I Get..." Kathryn Williams "No-One To Blame" DeLusions "Static"</p>	<p><b>KPNT/St. Louis, MO</b> New Music Sunday Sunday 7-9:30pm Les Aaron Bouncing Souls "Die" System Of A Down "Sugar" Protein "Lemonade" London Suede "She's In Fashion" Moby "Body Rock"</p>	<p><b>35 Total Reporters</b></p>

**ones and zeros** SKYCYCLE

Early Spins At: **WRZX WXEG KJEE KNRK WPGU KLYY**

The Debut Album Features The Song "last girl on earth"

Produced by Neal Avran - Co-Produced by Skycycle • [www.skycycleonline.com](http://www.skycycleonline.com) [www.mcarrecords.com](http://www.mcarrecords.com) 1999 MCA Records, Inc. M C A

# Adult Alternative Playlists

FIND COMPLETE PLAYLISTS FOR ALL ADULT ALTERNATIVE REPORTERS ON R&R ONLINE MUSIC TRACKING

**MARKET #2**  
**KACD/Los Angeles**  
 Clear Channel  
 (310) 451-1031  
 Cunningham/Sandler  
 12+ Cume 243,000

**Channel 103.1**  
 World Class Rock

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
23	28	NEW RADICALS/Someday We'll Know	3276
23	26	SANTANA F/ROB THOMAS/Smooth	3042
25	26	SHAWN MULLINS/Shimmer	3042
29	26	NATALIE MERCHANT/It Is Sweet	3042
24	25	FASTBALL/Out Of My Head	2925
24	24	RED HOT CHILLI...Scar Tissue	2808
14	18	TRAIN/Meet Virginia	2106
16	17	JONNY LANG/Wander This World	1981
16	17	JUMP, LITTLE...Cathedrals	1989
15	17	LYLE LOVETT/You Can't Resist It	1989
17	17	WILCO/Can't Stand It	1989
15	16	OLD 97'S/Murder (Or A...)	1972
16	16	ZIGGY MARLEY/Beautiful Day	1872
17	16	LOS LOBOS/This Time	1872
15	16	SUSAN TEDESCHI/You Need To Be	1872
14	16	ROBERT CRAY/24-7 Man	1872
15	16	BETH ORTON/Stolen Car	1872
15	16	VAN MORRISON/Back On Top	1755
15	16	PRETENDERS/Human	1755
14	14	GOO GOO DOLLS/Broadway	1638
15	14	COLLECTIVE SOUL/No More, No Less	1638
13	14	SHERYL CROW/Sweet Child O' Mine	1638
15	13	LUCINDA WILLIAMS/Right In Time	1521
10	10	SARAH MCLACHLAN/Angel	1170
11	10	EVERETT/What It's Like	1170
10	10	DAVE MATTHEWS BAND/Crush	1170
11	10	B.B. KING/Bad Case Of Love	1170
10	10	PATTY GRIFFIN/One Big Love	1170
11	10	BONNIE RAITT/One Bad Away	1170
11	10	SUGAR RAY/Every Morning	1170

**MARKET #4**  
**KFOG/San Francisco**  
 Susquehanna  
 (415) 543-1045  
 Marszalek/Evans  
 12+ Cume 519,800

**KFOG 104.5 97.7**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
20	24	SANTANA F/ROB THOMAS/Smooth	5712
24	22	ROBI R CRAY/24-7 Man	5236
20	22	TOM PETTY & HB/Room At The Top	5236
25	22	PHETENDERS/Human	5236
25	22	SARAH MCLACHLAN/Possession	5236
22	22	JONNY LANG/Wander This World	5236
21	21	VAN MORRISON/Back On Top	4998
12	18	CHRIS ISAAK/Baby Did A Bad...	4284
11	14	LOS LOBOS/This Time	3332
12	13	ZIGGY MARLEY/Beautiful Day	3094
10	12	PATTY GRIFFIN/Blue Sky	3094
14	13	DAVE MATTHEWS BAND/Crush	3094
12	13	OLD 97'S/Murder (Or A...)	3094
10	12	SINEAD LOHAN/Whatever It Takes	2856
15	12	LYLE LOVETT/You Can't Resist It	2856
11	11	WIDESPREAD PANIC/Dyn! Man	2618
11	11	WILCO/Nothing Seve	2618
9	9	JEREMY TOBACK/You Make Me Feel	2142
9	8	B.B. KING/Bad Case Of Love	1904
9	8	ROBBEN FORD/Supernatural	1904
13	7	SUGAR RAY/Every Morning	1666
8	7	NEVILLE BROTHERS/Over Africa	1666
6	7	FOSTER WOODMOR/In Love	1666
6	6	TOMMY CASTRO/Lucky In Love	1428
6	6	SUSAN TEDESCHI/Rock Me Right	1428
9	9	JEREMY TOBACK/You Make Me Feel	0

**MARKET #5**  
**WXPN/Philadelphia**  
 University Of Pennsylvania  
 (215) 898-6677  
 Warren/Stewart  
 12+ Cume 224,000

**88.5**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
7	20	COWBOY JUNKIES/Ooh Las Vegas	2560
15	17	GIGLO AJIN/Seven You Can Fly	2176
15	17	LOS LOBOS/This Time	2176
17	15	PUSH STARS/Any Little Town	1920
10	12	SANTANA F/ROB THOMAS/Smooth	1536
10	10	KELLY WILLIS/Take Me Down	1280
10	10	ENTRAIN/Dancin' In The Light	1280
10	10	INDIGENOUS/Now That You're Gone	1280
9	10	SARAH MCLACHLAN/Possession	1280
8	9	ROBERT CRAY/24-7 Man	1280
9	9	BETH ORTON/Central Reservation	1152
8	9	PATTY GRIFFIN/Blue Sky	1152
9	9	FREEDY JOHNSTON/Changed Your Mind	1152
10	9	VAN MORRISON/Back On Top	1152
8	9	JUMP, LITTLE...Cathedrals	1024
8	8	ARROGETI/Release	1024
8	8	JESSE WINCHESTER/Runaway	1024
20	8	LYLE LOVETT/You Can't Resist It	1024
8	8	MACY GRAY/I Try	1024
8	8	TERRY HENDRIX/Gravity	1024
10	8	JIMMY BUFFETT/Pacing The Cage	1024
8	8	BILL FRIESEL/That Was Then	1024
8	8	BEN FOLDS/Don't Change	1024
9	8	OLD 97'S/Murder (Or A...)	1024
10	8	TOM PETTY & HB/Room At The Top	1024
4	8	JULIAN LENNON/Don't Wanna Know	1024
10	8	SINEAD LOHAN/Whatever It Takes	1024
6	7	CIBONATTO/Spoon	896
4	7	R.L. BURNSIDE/Let My Baby Ride	896

**MARKET #6**  
**CIOB/Detroit**  
 Chum Ltd.  
 (313) 961-6397  
 Duff/Travers  
 12+ Cume 221,100

**RIVER 93.9 FM**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
23	24	TAL BACHMAN/She's So High	1560
22	24	TOM PETTY & HB/Room At The Top	1560
24	23	BARENAKED LADIES/Call And Answer	1495
23	23	SHERYL CROW/Anything But Down	1495
24	20	PEARL JAM/Last Kiss	1430
24	20	COLLECTIVE SOUL/Run	1370
14	18	SANTANA F/ROB THOMAS/Smooth	845
13	13	VAN MORRISON/Back On Top	845
12	13	GOO GOO DOLLS/Black Balloon	845
13	13	NEW RADICALS/Someday We'll Know	845
15	13	SARAH MCLACHLAN/Possession	845
12	12	SARAH MCLACHLAN/Will Remember You	780
6	11	CHRIS ISAAK/Baby Did A Bad...	715
7	10	BRUCE SPRINGSTEEN/Seaside Bar Song	650
9	9	LENNY KRAVITZ/American Woman	585
10	8	SHAWN MULLINS/Shimmer	520
10	7	SHAWN MULLINS/What Is Life	455
6	10	JOHN MELLENCAMP/Eden Is Burning	390
6	10	SMASH MOUTH/All Star	390
5	10	LYLE LOVETT/You Can't Resist It	325
9	9	SUGAR RAY/Someday	0
9	9	COLLECTIVE SOUL/No More, No Less	0

**MARKET #7**  
**KKZN/Dallas**  
 Susquehanna  
 (214) 526-2400  
 Folger/Valentine  
 12+ Cume 243,400

**zone 93.3**  
 QUALITY MUSIC. TRUE BEAT.

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
29	29	OLD 97'S/Murder (Or A...)	2291
27	28	COLLECTIVE SOUL/Run	2212
26	28	SANTANA F/ROB THOMAS/Smooth	2054
26	26	RED HOT CHILLI...Scar Tissue	2054
27	25	SHERYL CROW/Anything But Down	1975
26	24	TOM PETTY & HB/Room At The Top	1896
15	15	LYLE LOVETT/You Can't Resist It	1185
9	14	SARAH MCLACHLAN/Possession	1106
13	13	CHRIS ISAAK/Baby Did A Bad...	1027
12	13	NEW RADICALS/Someday We'll Know	1027
14	13	VAN MORRISON/Back On Top	1027
13	13	PRETENDERS/Human	1027
12	12	LENNY KRAVITZ/American Woman	1027
13	12	LUCINDA WILLIAMS/Can't Let Go	948
9	11	SHERYL CROW/Sweet Child O' Mine	869
10	11	JONNY LANG/Wander This World	869
11	11	COLLECTIVE SOUL/No More, No Less	869
14	11	PEARL JAM/Last Kiss	869
11	10	JOHN MELLENCAMP/Eden Is Burning	790
13	8	ROBERT CRAY/24-7 Man	632
10	7	JOE HENRY/Skin And Teeth	553
10	7	PATTY GRIFFIN/Blue Sky	237
9	7	JOE HENRY/Like She Was A...	0
9	7	CHRIS ISAAK/Baby Did A Bad...	0

**MARKET #8**  
**WBOS/Boston**  
 Greater Media  
 (617) 822-9600  
 Morris/Brooks  
 12+ Cume 353,700

**WBOS 92.9 FM**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
32	32	SANTANA F/ROB THOMAS/Smooth	4128
32	32	SMASH MOUTH/All Star	4128
32	32	PRETENDERS/Human	4128
7	30	GOO GOO DOLLS/Black Balloon	3870
28	30	SINEAD LOHAN/Whatever It Takes	3870
8	12	ZIGGY MARLEY/Beautiful Day	1548
11	11	BREE SHARP/David Duchovny	1419
10	11	OLD 97'S/Murder (Or A...)	1419
6	11	COLLECTIVE SOUL/No More, No Less	1419
8	11	TAL BACHMAN/She's So High	1419
8	10	EDWIN MCCAIN/You Could Not Ask	1290
8	10	JEREMY TOBACK/You Make Me Feel	1290
10	10	JUMP, LITTLE...Cathedrals	1290
3	10	KENDALL PRYNE/Closer To Myself	1290
9	8	VAN MORRISON/Back On Top	1032
10	8	COWBOY JUNKIES/Ooh Las Vegas	1032
9	7	PUSH STARS/Any Little Town	903
6	11	ENTRAIN/Dancin' In The Light	774
8	5	PATTY GRIFFIN/Blue Sky	645
8	5	SARAH MCLACHLAN/Possession	645
8	5	SARAH MCLACHLAN/Will Remember You	645
4	4	ELEANOR MCEVOY/Please Heart...	516
2	2	SIXPENCE...There She Goes	258
9	2	LYLE LOVETT/You Can't Resist It	0
9	2	JULIAN LENNON/Don't Wanna Know	0

**MARKET #9**  
**WXRV/Boston**  
 Northeast  
 (978) 374-4733  
 Doody/Mason  
 12+ Cume 168,500

**92.5**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
26	27	PRETENDERS/Human	1998
27	26	SUGAR RAY/Someday	1924
24	25	SANTANA F/ROB THOMAS/Smooth	1850
17	17	TOM PETTY & HB/Swingin'	1258
18	17	RED HOT CHILLI...Scar Tissue	1258
16	16	JULIA DARLING/Bulletproof...	1184
16	16	DIDO/Here With Me	1184
14	16	SINEAD LOHAN/Whatever It Takes	1184
15	16	JOHN MELLENCAMP/Eden Is Burning	1184
16	16	VAN MORRISON/Back On Top	1184
16	16	OLD 97'S/Murder (Or A...)	1184
15	15	JEREMY TOBACK/You Make Me Feel	1110
15	15	JONNY LANG/Second Guessing	1110
14	14	ELEANOR MCEVOY/Please Heart...	1036
16	14	WIDESPREAD PANIC/Dyn! Man	1036
12	14	ZIGGY MARLEY/Beautiful Day	1036
16	13	JUMP, LITTLE...Cathedrals	962
13	13	SMASH MOUTH/All Star	962
11	13	JULIAN LENNON/Don't Wanna Know	962
7	10	RANDY NEWMAN/My Dead (But...)	962
10	13	KIM RICHEY/Come Around	888
12	12	COLLECTIVE SOUL/No More, No Less	888
8	12	ROBERT CRAY/24-7 Man	888
11	12	LENNY KRAVITZ/American Woman	888
11	12	SARAH MCLACHLAN/Possession	888
8	12	TODD THIBAUDA/It's Mystery	888
12	12	VERTICAL HORIZON/We Are	888
10	12	CHRIS ISAAK/Baby Did A Bad...	888
10	11	COWBOY JUNKIES/Ooh Las Vegas	814
10	11	CRANBERRIES/Animal Instinct	814

**MARKET #14**  
**KMTT/Seattle**  
 Entercom  
 (206) 233-1037  
 Parker/Carlson  
 12+ Cume 225,300

**The Mountain 102.9 FM**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
25	25	RED HOT CHILLI...Scar Tissue	3250
25	24	VAN MORRISON/Back On Top	3120
23	24	TOM PETTY & HB/Room At The Top	3120
24	24	SANTANA F/ROB THOMAS/Smooth	3120
24	24	SUGAR RAY/Someday	3120
19	23	PRETENDERS/Human	2990
8	16	ZIGGY MARLEY/Beautiful Day	2080
12	14	PUSH STARS/Any Little Town	1820
9	14	CHRIS ISAAK/Baby Did A Bad...	1820
9	14	OLD 97'S/Murder (Or A...)	1820
13	14	WES CUNNINGHAM/Not Enough	1820
13	14	ROBERT CRAY/24-7 Man	1820
13	14	PATTY GRIFFIN/Blue Sky	1820
15	14	LYLE LOVETT/You Can't Resist It	1820
12	12	XTC/Greenman	1560
9	12	COLIN JAMES/II See It Through	1560
11	12	NEW RADICALS/Someday We'll Know	1560
11	12	BETH ORTON/Stolen Car	1560
11	11	CRANBERRIES/Animal Instinct	1430
8	11	TOM WAITS/Hold On	1430
15	11	COLLECTIVE SOUL/No More, No Less	1430
13	11	NEVILLE BROTHERS/Over Africa	1430
9	11	FASTBALL/Out Of My Head	1430
13	11	JONNY LANG/Wander This World	1430
6	7	SARAH MCLACHLAN/Possession	910
10	7	SHAWN MULLINS/What Is Life	910
6	6	PEARL JAM/Last Kiss	780
7	6	SINEAD LOHAN/Whatever It Takes	780
8	6	SINEAD LOHAN/Driving To Be Deeper	780
2	2	SMASH MOUTH/All Star	260

**MARKET #16**  
**KXST/San Diego**  
 Compass  
 (619) 286-1170  
 Shaieb  
 12+ Cume 108,600

**SETS 102.1**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
31	31	SANTANA F/ROB THOMAS/Smooth	1426
24	28	VAN MORRISON/Back On Top	1288
14	26	PRETENDERS/Human	1196
24	24	ROBERT CRAY/24-7 Man	1104
30	20	NEW RADICALS/Someday We'll Know	920
5	19	CHRIS ISAAK/Baby Did A Bad...	874
13	16	OLD 97'S/Murder (Or A...)	736
15	15	TOM PETTY & HB/Room At The Top	690
14	15	JONNY LANG/Second Guessing	690
14	15	LYLE LOVETT/You Can't Resist It	690
12	15	GOO GOO DOLLS/Black Balloon	690
13	15	PATTY GRIFFIN/Blue Sky	690
14	14	JULIAN LENNON/Don't Wanna Know	644
16	14	TAL BACHMAN/She's So High	644
10	14	PEARL JAM/Last Kiss	644
10	14	WIDESPREAD PANIC/Dyn! Man	644
14	14	SINEAD LOHAN/Whatever It Takes	644
15	14	RED HOT CHILLI...Scar Tissue	644
11	13	UB40/Holly Holy	598
16	13	TOM PETTY & HB/Counting On You	598
10	12	COLLECTIVE SOUL/No More, No Less	552
14	11	SUGAR RAY/Someday	506
15	11	STEVE POLTZ/Everything About You	506
10	10	ELEANOR MCEVOY/Please Heart...	460
26	10	SHERYL CROW/Sweet Child O' Mine	460
10	10	JEREMY TOBACK/You Make Me Feel	460
2	10	PUSH STARS/Any Little Town	460
10	10	TODD THIBAUDA/It's Mystery	460
17	10	XTC/Greenman	460
14	10	SMASH MOUTH/All Star	460

**MARKET #18**  
**KQRS/Minneapolis**  
 ABC  
 (612) 545-5601  
 Hamilton/Endersbe  
 12+ Cume 592,000

**92 KQRS**

**PLAYS**

LW	TW	ARTIST/TITLE	GI (000)
19	20	SANTANA F/ROB THOMAS/Smooth	7900
19	17	TOM PETTY & HB/Swingin'	

## PART ONE OF A TWO-PART SERIES

# General Managers: Adult Alternative Success Is Up To You

▣ Parallels between today's AA and the developing AC of 20 years ago

**B**ill Dalton appointed me program director of Metromedia's WASH-FM/Washington, DC in 1973. As WASH's GM, Bill had a vision. He believed that a station with great adult music, vibrant personalities and strong ties to the community would succeed. He based that belief on instinct, not research. Almost no one believed in his vision. In fact, AM was the dominant band, which meant that in order for most people to sample WASH-FM, they first had to buy a new radio.

During the next decade we fulfilled Bill's vision. In 1976 Washington became one of the first markets in America where FM garnered more listeners than AM. WASH rode the wave and became one of the most successful and enduring AC stations in America. Bill's simple formula worked then, and it still does. Today, as GM and co-owner of KXST (Sets 102)/San Diego, I marvel at some of the parallels between AC when it was a developing format and the still-untapped potential of AA.

Without Bill Dalton and his successor, Susan Breakefield, there never would have been a WASH-FM. Those two talented, passionate and visionary GMs created the conditions in which the station could succeed. More than anyone in the building, they wanted to win. More than anything, it was their bold, courageous and public stand for the station and the format that created the success.

There was no research to prove that we could or could not win: it was simply their will and commitment that we would. And we did. And the more success we created, the more other owner-operators and programmers were inspired to learn from us and stand on our shoulders.

I don't know anyone today who is as passionate about winning as Bill Dalton was and is. Here are some things I learned from him that you may also profit from. Programming winning radio stations is hard, but hardly mysterious. To be successful, the first and most essential thing a radio station needs is the passionate commitment of the station executive to whom the marketing function belongs — the GM. Thus, this column is aimed at Adult Alternative GMs — and those program directors who think like GMs.

### Be Passionate About Mass-Appeal Programming

Too often the AA format is self-absorbed, clubby and exclusionary. Listen to your station. Who is it

for? Who are we talking to? If I tuned in from a Classic Rocker by accident, what would grab and hold my attention? We have wonderful, unique hit music. Let's present it in a way that invites and attracts a mass audience. Let's force our competitors to deal with the natural superiority of AA music. That means: Play the hits. Find 'em, play 'em and play 'em again. Let's give the GMs at other formats the queasy feeling that someone (you) is stealing their ratings. The place to start is with the music. It's a tough job to be both unique and mass-appeal at the same time, but we must find a balance point.

### Be Passionate About Higher Ratings

As a format, we've been satisfied with tiny results. We feel that bigger outcomes might be possible, but the aesthetic trade-off would be unacceptable. We would have to "sell out." What if that is simply not true? Many of our programmers come from college or Alternative radio. They never worked in a big, honkin', highly rated, market-leading radio station. They can't be expected to create one, because they don't know how it feels, what it does or how it works. It's not their fault. So if we continue to employ them, we need to educate and coach them.

If you have never worked at a market leader, hire a great consultant. Look for somebody who has multiformat experience and who can teach you and your staff how to maintain your uniqueness while getting bigger shares. And stop paying attention to listeners who nitpick your station because it's not living up to their absurd (but nebulous) standards: "Okay, so you're finally playing Tom Waits. That doesn't make you a great station. You still never play x, y and z." In your wildest dreams, can you see those people doing anything as uncool as filling out and returning an Arbitron diary?



Bob Hughes

By Bob Hughes  
GM/co-owner, KXST/San Diego

### Be Passionate About Customer Loyalty

AA stations usually have small, disloyal audiences. As R&R Alternative Editor Jim Kerr's revealing article "The Five Myths of AA" (R&R 2/27/98) pointed out, AA listeners are among the least loyal, listening to more stations and more different formats per week than listeners in almost any other format. To counter this, GMs and PDs must be concerned about how many customers we have and how loyal they are. To accomplish that, calculate and track a couple of key Arbitron indicators: audience turnover and cume rating. Turnover is a quick, easy-to-calculate proxy for TSL. The lower the turnover, the better. The formula for turnover is cume divided by Average Persons.

**Anyone who has access to Mediabase can study the great radio stations in every format and learn a lot about the mechanics of effective music rotation. This needs to be a GM priority.**

Cume rating tells you what percent of the market population tunes in every week. The formula for that is the station cume divided by total market population. You have to look at these two numbers together and track them over several books. We want the lowest possible turnover and the highest possible cume rating. When we get those two things to happen simultaneously, we will have achieved radio nirvana — a large and loyal audience.

**Our format has the amazing advantage of having new material from classic artists like Van Morrison, Tom Petty and John Fogerty. But because we don't take ourselves seriously as a cultural influence, we don't expose and promote their music effectively.**

### Be Passionate About Effective Rotations

Jim Kerr and Paragon Research's Mike Henry have written eloquently in the pages of R&R about AA's ineffective music rotations and the elitism of our programmers. (In other words, our playlists are too long, yet we arbitrarily exclude legitimate and appropriate hits.) I've seen this movie before. When I took over as WASH-FM PD in 1973, we were in danger of being forced by our own company to shift formats because of poor ratings. We were playing between 800 and 1,200 titles — sound familiar?

I studied the methods of the great Top 40 programmers of the day and adopted them: categories, clocks, tighter playlists and music testing. Along the way we encountered complaints about repetition and comments like, "You used to be a good station, but you sold out." While those were painful, the ratings results were more than enough consolation. WASH-FM ranked top 5 in adults 25-49 for 10 years. KXST has been ranked in the top five in San Diego's North County since we started the station three years ago.

Anyone who has access to Mediabase can study the great radio stations in every format and learn a lot about the mechanics of effective music rotation. This needs to become a GM priority. Learn enough so you can coach your PD and MD to design and implement rotations that get ratings.

### Be Passionate About Great New Music

If you don't like the hits on the radio, make some of your own. One element that made WASH unique was the fact that we were always on the cutting edge of great new adult music. During the '70s and '80s WASH-FM broke artists like Billy Joel, America, Jackson Browne, Hall & Oates and others who initially were getting no airplay from AOR or Top 40 formats. What did these artists have in common? Back then they were nobodies, but they wrote and performed great mass-appeal songs. We found their tunes and put them in heavy rotation even when it meant going out on a limb. As a result, they crossed over to other formats. One day Bill Gavin called to tell me that the Hall & Oates song from *Abandoned Luncheonette* that we were playing in our heaviest rotation was a stiff. A year later, after "Sara Smile" succeeded for RCA, Atlantic rereleased "She's Gone," and it became a huge format hit.

The current equivalent is "Kiss Me" by Sixpence None The Richer. Is it any better a song today than a year ago? We had it all to ourselves, but no one played it. It was a missed opportunity of major proportions. Adult Alternative also has the amazing advantage of having new material from classic artists like Van Morrison, Tom Petty, John Fogerty and others. But because we don't take ourselves seriously as a cultural influence, we don't expose and promote their music effectively. The audience loses, and so do we. Our research-driven competitors easily ignore our great artists and broaden their comes by playing Shania Twain records. More than anything else, this is our biggest opportunity.

### Be Passionate About Artists

Take a stand for — or preferably with — an artist. Put the whole station behind it and watch what happens. Marshall McLuhan wrote, "Information in depth creates involvement in depth." I'm talking about the kind of information that invites an audience to experience who the artist is as a human being. KFOG/San Francisco's recent involvement with Wes Cunningham is exactly what I have in mind. WASH-FM joined Harry Chapin's campaign to end world hunger. Harry performed a concert that we broadcast. Instead of taking an intermission, Harry sat on the edge of the stage and talked to listeners about ending hunger. He then came back to the station and stayed up all night with me and the staff, hosting a radiothon. He caught a brief nap and flew off to his next gig, calling in as the radiothon continued throughout the weekend.

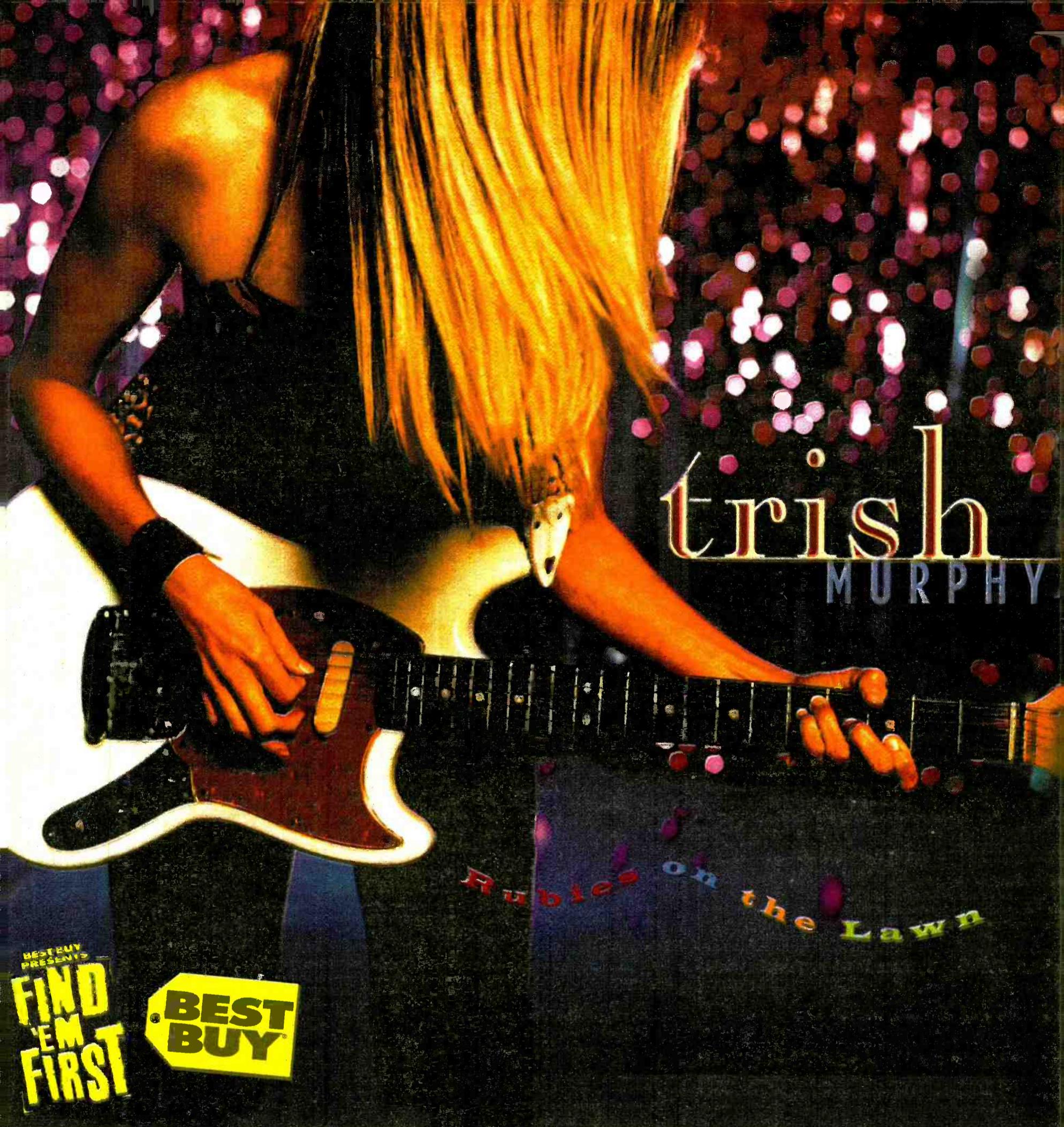
Our programming influenced the creation of President Jimmy Carter's Commission on World Hunger, on which both Harry and John Denver served. This unforgettable one-weekend event was echoed back to us by listeners for years afterward. It is one of many things we did with artists to make WASH a legend.

In the July 30 issue I will present more suggestions for AA stations, including focusing on the importance of great air presentation, acquiring what is and is not rightfully ours and serving the community.

### TALK BACK TO R&R!

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

Call Mark Solovicos at  
(310) 788-1664 or e-mail:  
[solo@rronline.com](mailto:solo@rronline.com)



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MURPHY

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'EM  
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**"OUTSIDER"**

Lead single from her new album

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# R&R Adult Alternative Top 30

July 16, 1999

LAST WEEK	THIS WEEK	ARTIST TITLE LABEL(S)	TOTAL PLAYS		GROSS IMPRESSIONS (00)	WEEKS ON CHART	TOTAL STATIONS/ ADDS
			TW	LW			
	1	<b>SANTANA I/ROB THOMAS</b> Smooth (Arista) <b>613</b> <b>575</b> <b>52899</b> <b>6</b> <b>29/0</b>					
4	2	<b>PRETENDERS</b> Human (Warner Bros.) <b>480</b> <b>419</b> <b>41193</b> <b>4</b> <b>27/1</b>					
2	3	<b>RED HOT CHILI PEPPERS</b> Scar Tissue (Warner Bros.) <b>477</b> <b>460</b> <b>37045</b> <b>7</b> <b>24/0</b>					
3	4	<b>VAN MORRISON</b> Back On Top (Point Blank/Virgin) <b>459</b> <b>457</b> <b>35710</b> <b>6</b> <b>27/0</b>					
5	5	<b>OLD 97'S</b> Murder (Or A Heart Attack) (Elektra/EEG) <b>435</b> <b>415</b> <b>29671</b> <b>12</b> <b>28/0</b>					
9	6	<b>COLLECTIVE SOUL</b> No More, No Less (Atlantic) <b>312</b> <b>294</b> <b>18815</b> <b>6</b> <b>23/1</b>					
8	7	<b>LYLE LOVETT</b> You Can't Resist It (Curb/MCA) <b>305</b> <b>317</b> <b>22869</b> <b>4</b> <b>25/1</b>					
10	8	<b>PATTY GRIFFIN</b> Blue Sky (A&M) <b>302</b> <b>288</b> <b>18901</b> <b>9</b> <b>24/1</b>					
6	9	<b>NEW RADICALS</b> Someday We'll Know (MCA) <b>290</b> <b>380</b> <b>17735</b> <b>11</b> <b>21/0</b>					
<b>Breaker</b>	10	<b>SUGAR RAY</b> Someday (Lava/Atlantic) <b>275</b> <b>246</b> <b>18545</b> <b>3</b> <b>17/2</b>					
<b>Breaker</b>	11	<b>ZIGGY MARLEY &amp; THE MELODY MAKERS</b> Beautiful Day (Elektra/EEG) <b>272</b> <b>226</b> <b>22495</b> <b>3</b> <b>22/1</b>					
<b>Breaker</b>	12	<b>SINEAD LOHAN</b> Whatever It Takes (Grapevine/Interscope) <b>272</b> <b>260</b> <b>17877</b> <b>8</b> <b>19/0</b>					
14	13	<b>SMASH MOUTH</b> All Star (Interscope) <b>249</b> <b>253</b> <b>19011</b> <b>9</b> <b>12/1</b>					
7	14	<b>ROBERT CRAY</b> 24-7 Man (Rykodisc) <b>248</b> <b>344</b> <b>22081</b> <b>12</b> <b>19/0</b>					
11	15	<b>TOM PETTY &amp; THE HEARTBREAKERS</b> Room At The Top (Warner Bros.) <b>245</b> <b>286</b> <b>16947</b> <b>14</b> <b>17/0</b>					
22	16	<b>CHRIS ISAAK</b> Baby Did A Bad Bad Thing (Reprise) <b>244</b> <b>176</b> <b>18103</b> <b>2</b> <b>26/4</b>					
12	17	<b>PEARL JAM</b> Last Kiss (Epic) <b>238</b> <b>279</b> <b>16392</b> <b>8</b> <b>14/0</b>					
17	18	<b>PUSH STARS</b> Any Little Town (Capitol) <b>222</b> <b>203</b> <b>11148</b> <b>4</b> <b>19/1</b>					
23	19	<b>GOO GOO DOLLS</b> Black Balloon (Warner Bros.) <b>222</b> <b>163</b> <b>15829</b> <b>2</b> <b>11/0</b>					
20	20	<b>SARAH MCLACHLAN</b> Possession (Arista) <b>197</b> <b>196</b> <b>17393</b> <b>11</b> <b>18/0</b>					
21	21	<b>XTC</b> Greenman (Idea/TVT) <b>186</b> <b>182</b> <b>11147</b> <b>4</b> <b>19/0</b>					
25	22	<b>TAL BACHMAN</b> She's So High (Columbia) <b>182</b> <b>159</b> <b>9019</b> <b>15</b> <b>9/0</b>					
19	23	<b>SHERYL CROW</b> Sweet Child O' Mine (American/C2/Columbia) <b>179</b> <b>197</b> <b>10966</b> <b>5</b> <b>12/0</b>					
<b>Debut</b>	24	<b>COWBOY JUNKIES</b> Ooh Las Vegas (Almo Sounds) <b>178</b> <b>141</b> <b>8202</b> <b>1</b> <b>16/1</b>					
27	25	<b>WIDESPREAD PANIC</b> Dyin' Man (Capricorn) <b>175</b> <b>155</b> <b>11659</b> <b>2</b> <b>18/1</b>					
18	26	<b>SHERYL CROW</b> Anything But Down (A&M) <b>175</b> <b>199</b> <b>11728</b> <b>18</b> <b>14/0</b>					
<b>Debut</b>	27	<b>LOS LOBOS</b> This Time (Hollywood) <b>169</b> <b>112</b> <b>14090</b> <b>1</b> <b>15/1</b>					
24	28	<b>FASTBALL</b> Out Of My Head (Hollywood) <b>169</b> <b>163</b> <b>15171</b> <b>6</b> <b>10/1</b>					
28	29	<b>JEREMY TOBACK</b> You Make Me Feel (RCA) <b>164</b> <b>150</b> <b>9758</b> <b>3</b> <b>19/1</b>					
<b>Debut</b>	30	<b>JUMP, LITTLE CHILDREN</b> Cathedrals (Breaking/Atlantic) <b>154</b> <b>129</b> <b>10119</b> <b>1</b> <b>16/2</b>					

32 Adult Alternative reporters. Songs ranked by total plays for the airplay week of Sunday 7/4-Saturday 7/10. Bullets appear on songs gaining plays or remaining flat from previous week. If two songs are tied in total plays, the song being played on more stations is placed first. Breaker status is assigned to songs reaching 250 plays or more for the first time. Songs below No. 20 are moved to recurrent after 20 weeks. Gross Impressions equals Average Quarter Hour Persons times number of plays (times 100). Average Quarter Hour Persons used herein with permission from The Arbitron Company (Copyright 1999, The Arbitron Company). © 1999, R&R Inc.

## New & Active

- JULIAN LENNON** I Don't Wanna Know (Fuel 2000)  
Total Plays: 150, Total Stations: 16, Adds: 2
- ELEANOR MCEVOY** Please Heart, You're... (Columbia)  
Total Plays: 125, Total Stations: 14, Adds: 0
- VERTICAL HORIZON** We Are (RCA)  
Total Plays: 104, Total Stations: 8, Adds: 0
- KIM RICHEY** Come Around (Mercury/IDJMG)  
Total Plays: 97, Total Stations: 14, Adds: 3
- TOM PETTY & THE HEARTBREAKERS** Swingin' (Warner Bros.)  
Total Plays: 93, Total Stations: 9, Adds: 2

- JONNY LANG** Second Guessing (A&M)  
Total Plays: 88, Total Stations: 11, Adds: 2
- CRANBERRIES** Animal Instinct (Island/IDJMG)  
Total Plays: 84, Total Stations: 7, Adds: 0
- LUCINDA WILLIAMS** Joy (Mercury/IDJMG)  
Total Plays: 83, Total Stations: 13, Adds: 1
- SHAWN MULLINS** What Is Life (American/C2/Columbia)  
Total Plays: 74, Total Stations: 9, Adds: 0
- VERVE PIPE** Hero (RCA)  
Total Plays: 71, Total Stations: 6, Adds: 0

Songs ranked by total plays

## Most Added

ARTIST TITLE LABEL(S)	ADDS
<b>SIXPENCE NONE THE RICHER</b> There She... (Squint/Elektra/EEG)	7
<b>CHRIS ISAAK</b> Baby Did A Bad Bad Thing (Reprise)	4
<b>KIM RICHEY</b> Come Around (Mercury/IDJMG)	3
<b>BREE SHARP</b> David Duchovny (Trauma)	3
<b>SUGAR RAY</b> Someday (Lava/Atlantic)	2
<b>JUMP, LITTLE CHILDREN</b> Cathedrals (Breaking/Atlantic)	2
<b>JULIAN LENNON</b> I Don't Wanna Know (Fuel 2000)	2
<b>JONNY LANG</b> Second Guessing (A&M)	2
<b>TOM PETTY &amp; THE HEARTBREAKERS</b> Swingin' (Warner Bros.)	2
<b>WIDESPREAD PANIC</b> Bears Gone Fishin' (Capricorn)	2
<b>RAY WYLIE HUBBARD</b> Conversation With... (Philo/Rounder)	2

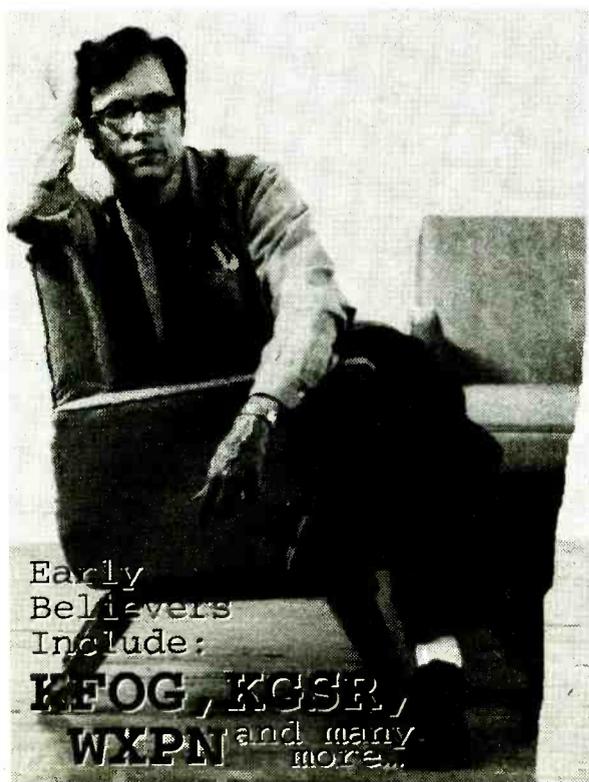
## Most Increased Plays

ARTIST TITLE LABEL(S)	TOTAL PLAY INCREASE
<b>CHRIS ISAAK</b> Baby Did A Bad Bad Thing (Reprise)	+68
<b>PRETENDERS</b> Human (Warner Bros.)	+61
<b>GOO GOO DOLLS</b> Black Balloon (Warner Bros.)	+59
<b>LOS LOBOS</b> This Time (Hollywood)	+57
<b>ZIGGY MARLEY &amp; THE MELODY...</b> Beautiful Day (Elektra/EEG)	+46
<b>TOM PETTY &amp; THE HEARTBREAKERS</b> Swingin' (Warner Bros.)	+43
<b>SANTANA I/ROB THOMAS</b> Smooth (Arista)	+38
<b>COWBOY JUNKIES</b> Ooh Las Vegas (Almo Sounds)	+37
<b>SUGAR RAY</b> Someday (Lava/Atlantic)	+29
<b>JUMP, LITTLE CHILDREN</b> Cathedrals (Breaking/Atlantic)	+25

## Breakers

ARTIST TITLE LABEL(S)	TOTAL PLAYS/INCREASE	TOTAL STATIONS/ADDS	CHART
<b>SUGAR RAY</b> Someday (Lava/Atlantic)	275/29	17/2	10
<b>ZIGGY MARLEY &amp; THE MELODY MAKERS</b> Beautiful Day (Elektra/EEG)	272/46	22/1	11
<b>SINEAD LOHAN</b> Whatever It Takes (Grapevine/Interscope)	272/12	19/0	12

Most Added is the total number of new adds officially reported to R&R by each reporting station. Songs unreported as adds do not count toward overall total stations playing a song. Most Increased Plays lists the songs with the greatest week-to-week increases in total plays. Weighted chart appears on R&R ONLINE MUSIC TRACKING.



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### EAST

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Bay Media Network looking for creative, aggressive morning pro for suburban DC Country station that can relate and entertain an above average audience in rapidly growing community on the Chesapeake Bay. Live appearances, production and computer skills are a must. Send T&R to: WMDM-FM, Box 600, Lexington Park, MD 20653.

## OPENINGS

East Coast Morning Show for dominant ratings powerhouse AC. We are looking for a morning talent to relate to our 25-54 female audience. You must be a total team player who understands the "music is the star" philosophy. Great company, salary and benefits. Tape and resume to: Radio & Records, 10100 Santa Monica Blvd., #790, 5th Floor, Los Angeles, CA 90067. EOE

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Rob Sidney  
Director/Programming & Operations  
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20450 N.W. Second Avenue  
Miami, Florida 33169-2505

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## OPENINGS



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If you are working in a small to medium market doing Rhythmic CHR or Pop CHR and are looking for that big break, I want to hear your best! I have a prime opening in afternoon drive and I'm looking for a creative animal who's got a vibe. Send your package to: Carmy Ferreri, The New Hot 100, 7901 Carpenter Freeway, Dallas, TX 75247.

Middays at #1 Country Station in Southern resort market. Join one of America's largest broadcasters with excellent compensation. Send tape and resume and production to: Radio & Records, 10100 Santa Monica Blvd., #791, 5th Floor, Los Angeles, CA 90067. EOE

WYAY-FM/WKHX-FM Atlanta (ABC/Disney) needs digital-savvy production person who loves it and lives it. Your spots are awesome, compelling. Your promos are cinematic. RCS knowledge helps. We're Country, but you don't have to be. This is "the gig." Equal opportunity. Material to: Steve Mitchell, WYAY-FM, 210 Interstate North Parkway, Atlanta, GA 30339

#### SELL ME ON YOU!

Sports Program Syndicator seeking GSM to manage existing \$10 million list and grow the business. Send resume and salary history to: Radio & Records, 10100 Santa Monica Blvd., #796, 5th Floor, Los Angeles, CA 90067. EOE

## OPENINGS

CBS Radio-Austin's MAJIC 95.5 is looking for a talented addition to the morning show. Must have a personality that women can relate to, excellent news writing skills and good delivery. Ability to interact with listeners and other members of the morning team is essential. Women and minorities are encouraged to apply. Send tape and resume with salary requirements to: Nolan Cruise, Program Director, KKMJ, 4301 Westbank Dr. B-350, Austin, TX 78746. No Calls Please. Closing Date 8/1/99. EOE

### MIDWEST

Indiana country music station seeking AM personality. T&R: WBAT, PO Box 1970, Martinsville, IN 46151 EOE (07/16)

Successful 50,000 watt heritage country station seeks mid-day air talent. T&R: WMDH, Mike Lees, PO Box 690, New Castle, IN 47362. EOE (07/16)

Midwest Communications has an opening for a morning show co-host at West Michigan's top-rated country. T&R: PJ Lacey, WNNW, 25 W Michigan, 4th Fl, Heritage Tower, Battle Creek, MI 49017. EOE (07/16)

CHR MORNINGS! Y94 Fargo seeks high-profile, hard-working, female friendly morning show. Individual or team considered. T&R: Randy Holland, Ingstad Broadcast Group, 1222 Mt. Curve Avenue, Minneapolis, MN 55403. EOE

#### MORNING SHOW HOST

KVOO-AM has an immediate opening for a morning show host with experience in the Country format and knowledge of classic country music. The host will bring a "today perspective" to yesterday's country music and listener. Send your resume and recent tape to: Brian Gann, Program Director at Journal Broadcast Group, Tulsa Operations, 4590 E. 29th Street, Tulsa, OK 74114 or call Brian at (918) 743-7814. Journal Broadcast Group is an Equal Opportunity Employer.

Heritage Country music leader looking for a FUNNY (no blue humor) morning talent. Send tape and resume to: Don Paul, KTTS, P.O. Box 2180, Springfield, MO 65801.

### WEST

Christian AC seeking professional air talent. KBIQ, Human Resources, 6760 Corporate Dr, #340, Colorado Springs, CO 80919. EOE (07/16)

High Desert Broadcasting expanding talent pool. T&R: Jeff Ryan, Operations Director, 570 E Ave Q-9, Palmdale, CA 93550. EOE (07/16)

#### Afternoon Host

Need afternoon host with lots of positive energy who is localized, relatable and wants to be part of the team. Need tapes and resumes yesterday!! Radio & Records, 10100 Santa Monica Blvd., #793, 5th Floor, Los Angeles, CA 90067. EOE

## OPENINGS

**WEST COAST MARKETING CONSULTANT**  
The No. 1 marketing company for the broadcast industry is seeking an experienced Radio & TV Marketing Consultant. Responsibilities include generating and maintaining new and existing business. Must have exceptional sales and negotiation skills. FAX resume to: (978) 535-0011.



**Impact Target Marketing**

Impact Target Marketing, 100 Corporate Place, Ste. 202, Peabody, MA 01960.

**SALES:** Rapidly growing Intermountain broadcast group seeks highly motivated radio retail advertising sales executive. Minimum 3 years' experience. Career opportunity, including management based upon performance. Resume and References to: Steve, KGNT/KNFL, POB 6280, Logan, UT 84341. No phone calls accepted. RAB training a plus. EOE

## MORNING SHOW HOST

Friendly, hip female wanted for morning show host for modern AC station in Top-20 market. Come work for the biggest radio company in the universe. Need your best stuff yesterday! Pottymouths need not apply. Radio & Records, 10100 Santa Monica Blvd., #788, 5th Floor, Los Angeles, CA 90067. EOE

## Legendary West Coast News/Talk building new drive anchor team

- Warm, friendly, credible style.
- Team player a must.
- Quick study and quick thinker.
- Must love news, pop culture and community involvement.
- Male/female jocks and talk hosts encouraged to apply.

Rush T&R to: Radio & Records, 10100 Santa Monica Blvd., #794, 5th Floor, Los Angeles, CA 90067. EOE

KPLS, Catholic Family Radio, EXPERIENCED COPY WRITER/PRODUCTION: voiceover work, basic knowledge of Audio Broadcast production. Call Dale Rideau (310) 553-7750 or fax resume to: (310)553-7825. EOE

## MAJOR MARKET MORNING NEWS ANCHOR

Great money! Great company! Great City! Do you tell stories with a sense of urgency? If your delivery commanding, yet conversational? Do you generate relevant story ideas every day? Do you write clearly and memorably? If your stuff is REALLY GOOD, send it (tape, resume and writing samples) to: Radio & Records, 10100 Santa Monica Blvd., #789, 5th Floor, Los Angeles, CA 90067. EOE

## OPENINGS

Two positions open: Program/Sports Director and News Director at heritage News/Talk. Beautiful Northwest locale. Must be team players and highly motivated. Radio & Records, 10100 Santa Monica Blvd., #786, 5th Floor, Los Angeles, CA 90067. EOE

## WANT TO BECOME A HOUSEHOLD NAME?

News Talk Concepts Inc. client KXLY Newsradio 920 in Spokane, Washington is NOW searching for the perfect female morning show co-host. She will be able to anchor news flawlessly; ask guest questions intelligently; and have a friendly, entertaining on-air presence. If this is YOU, rush an aircheck and resume to: News Talk Concepts Inc., 912 Goat Trail Loop Road, Mukilteo, WA 98275 or e-mail to: dennismkelly@email.nsm.com. NO PHONE CALLS PLEASE!



KRDO-TV 13 is hiring a FT radio Sales Mgr. College degree and minimum 5 years experience in radio sales required. Must be able to motivate and manage sales staff and be responsible for sales projections. Send resume to: KRDO-TV, Attn: EEO Officer, P.O. Box 1457, Colorado Springs, CO 80901. EEO

## ONE OF THE BEST CHR JOBS IN AMERICA:

KIKI-FM, I-94 Honolulu is looking for our next PD. You combine excellent people skills with strategic thinking ability. You know how to read the street as well as you read a callout report. You're a mastermind of fun promotions that get listeners excited. If you are all of the above (and more), we should talk. Send station composite, resume and philosophy to: Bob Longwell, GM, Pacific Star Communications, 1505 Dillingham Blvd., Suite 208, Honolulu, HI 96817. EOE

[www.ronline.com](http://www.ronline.com)

## POSITIONS SOUGHT

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Powerful yet warm voice; classy spots/promos; imaging specialist! On-air: OLDIES/MIX-AC/JAMMIN'/CLASSIC ROCK. I compete and I win, clients and ratings, and I have proof! Ready to put the PRO in PROduction and On-Air PROformance? Get my demo. E-mail or call me. rokjob@webtv.net. (713) 630-0743

## POSITIONS SOUGHT

"Women Don't Lie - Men Don't Listen" should be on every sports station because 98% of the listeners are men. Where are the guys coaching the guys? COACH LOVE: (800) 404-2644, www.doclove.com (07/16)

Hot millenium sound now! Female VO talent to voice your station's liners and imaging. Book sessions with DANI: (617) 883-DANI (3264). (07/16)

Part-timer seeking to prove himself fulltime. Will gladly relocate for good opportunity. Great voice, young, and funny. MARC: (732) 761-0647, HORACE11@aol.com (07/16)

Automation Froze Me! Eight years experience Rock/Alt. Proven track record. SCOTT: (770) 453-9610, HireThatDJ@aol.com (07/16)

Keetybird seeks AC/Classic Rock airshift Western Michigan/Chicagoland area. KEETYBIRD: (513) 662-4588, www.keetybird.somewhere.net (07/16)

Female AT with experience in all formats. Good on phones, high energy! Seeking fulltime in Seattle/Tacoma Area. KACIE SOMMERS: (253) 661-1953. (07/16)

Ten year AT/PBP pro seeks to join winning team, in upper Midwest. Go ahead! Make the call! DAVE: (320) 763-6515. (07/16)

Be unique, have a token old geezer on your young staff! Over 35 years in broadcasting. No poverty wages, please. ALEX: (513) 777-8423. (07/16)

Ready to program your AC now. 20+ year radio pro is available. Selector/RCS skills and will do a shift. NY/NE area. STEVIE: (914) 534-4523. (07/16)

Middle 20s, college graduate. 5 years experience in CHR, Alt, computer strong. Seeking opportunity. Willing to relocate. CHAD: (715) 833-9931. (07/16)

Smart & funny: AT, producer, promotion. WHYT, WDFX, WLLZ, WBFH. 8 years experience. Please call MARTIN: (248) 335-6029 or djmartin88@hotmail.com (07/16)

Seeking new radio home. Veteran PD with 20+ years experience. Excellent references, proven track record. AC, country, classic rock, sports PBP. Prefer South or SW. GARY: (208) 753-4019 or kwazie@nidlink.com (07/16)

## OPPORTUNITY KNOCKS

in the pages of R&R every Friday

CALL: 310-553-4330

## POSITIONS SOUGHT

Hey Ohio! Let me take care of your middays or nights. Nine-year pro wants to work at your station. DREW: (330) 633-5323. (07/16)

10-year AT/PBP pro seeks winning team, in Upper Midwest. Go ahead! Make the call! DAVE: (320) 763-6515. (07/16)

Classic Country radio program. FT AT. Knowledgeable, experienced, country music smart. Own originals. RANGER DAVE MARTIN: (765) 569-5167. (07/16)

[www.ronline.com](http://www.ronline.com)

## 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 e-mail kmumaw@ronline.com Address all 20-word ads to R&R Free Opportunities, 10100 Santa Monica Blvd., Fifth Floor, Los Angeles, CA 90067.

## R&R Opportunities Advertising

1x \$150/inch 2x \$125/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 website. (www.ronline.com).

Blind Box: add \$50

The R&R address and your box number adds 12 words to your ad. Regular Opportunities rates apply to Blind Box ads, but a \$50 service charge is added for shipping and handling.

Individuals seeking employment may run ads in the Positions Sought section at the special rate of \$50/inch.

Positions Sought: \$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.

## RADIO & RECORDS

10100 Santa Monica Blvd., 5th Floor, Los Angeles, CA 90067

R&R is published weekly, except the week of December 25. Subscriptions are available for \$299.00 per year (plus applicable sales tax) in the United States or \$695.00 overnight delivery (U.S. funds only), \$320.00 in Canada and Mexico, and \$495.00 overseas (U.S. funds only) from Radio & Records Inc., at 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067. Annual subscription plan includes the weekly newspaper plus two R & R Directories issues and other special publications. Refunds are prorated based on the actual value of issue received prior to cancellation. Nonrefundable quarterly rates available. All reasonable care taken but no responsibility assumed for unsolicited material. R&R reserves all rights in material accepted for publication. All letters addressed to R&R or its Editors will be assumed intended for publication reproduction and may therefore be used for this purpose. Letters may be edited for space and clarity and may appear in the electronic versions of R&R. The writer assumes all liability regarding the content of the letter and its publication in R&R. Nothing may be reproduced in whole or in part without written permission from the Publisher.

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POSTMASTER: Send address changes to R&R, 10100 Santa Monica Blvd., 5th Floor, Los Angeles, California 90067.

## AIRCHECKS

### AUDIO & VIDEO AIRCHECKS

CURRENT #231, KOMX/Aan Kabel, KILT/Rowdy Yates, KFRC/D. Kim/Denise Plante, KBIG/Billy Burke, KJR/Gary Bryan, KHBE/Scott Sparks, WXRK, \$7.50  
 CURRENT #230, WPLJ/Scott & Todd, KTXQ/Banana Joe, WXYV/Albie D. WXXM/Barsky, KALC/Jackie Selby, KHTS/Nastyman, KHMV/Paul Christy, KHFI/Jake Watson, \$7.50  
 PERSONALITY PLUS #PP-139, KLOL/Stevens & Pruett, WBZZ/John Dave Bubba & Shelly, KVIL/Ron Chapman, KRTH/Charlie Van Dyke, WNNX/Barnes, Leslie & Jimmy, \$7.50  
 PERSONALITY PLUS #PP-138, KHKS/Kid Kraddick, KSCS/Terry Dorsey & Hawkeye, WABC/Rocky Allen, Z100/Elvis & Elliott, \$7.50  
 PERSONALITY PLUS #PP-137, WFLZ/M.J. & B.J., KGB/Dave, Shelly & Chainsaw, KYSR/Jamie, Frosty & Frank, KMPS/Ichabod Crane, \$7.50  
 ALL COUNTRY #CY-86, WRBQ, WXTU, KIKK, KILT, KYCY, \$7.50  
 ALL AC #AC-64, WAKS, WWRM, WSSR, KLLC, KOIT, K101, \$7.50  
 ALL CHR #CHR-56, WFLZ, KBXX, KRBE, KLUC, KXXM, KTFM, \$7.50  
 PROFILE #S-394, DALLAS/CHR KHKS, KRBY, AC KVIL, KOMX, KBFB, Gold KLUV, KTXQ, City KSCS, KPLX, KYNG, UC KKDA, AOR KEGL, KDGE, \$7.50  
 PROFILE #S-395, PITTSBURGH/CHR WBZZ, UC WAMO, City WDSY, AC WLTJ, WDRV, WSHH, ADR WDOE, WZPT, Gold WWSW, WJJJ, \$7.50  
 PROMO VAULT #PV-37, promo samples, all formats, all market sizes, Cassette, \$10  
 SWEEPER VAULT #SV-23, Sweeper & Legal ID samples, all formats, Cassette, \$10  
 #E-26 (ALL FEMALE), #LUC-21 (URBAN), #CHN-26 (CHR NIGHTS), #AOR-16 (ALL AOR), #E-7 (TALK) #MB-7 (AL) #ROCK, #O-21 (OLDIES), #S-39 (NEW YORK) at \$7.50 each  
 CLASSIC #C-224, KFRC/Maule-1968, KFBI/Big Ron O'Brien-1981, KIQD/Tom Rivers-1975, KEZY/Paul Freeman-Sieve Sands-1975, WMM/M/K Lawrence-1959, KHJ/Johnny Williams-1970 & more!, \$11  
 VIDEO #77, Philly's WXIU/Harmon & Evans, Dallas KHKS/Domino, KPLX/Bobby Mitchell, Houston's KLDE/Joe Marielle, Columbus WNCI/Chris Davis, 2 hrs, VHS, \$25!

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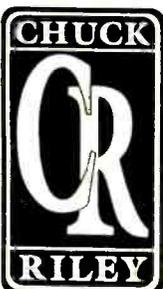
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51 insertions	65.00

Marketplace  
 RADIO & RECORDS, 10100 Santa Monica Blvd,  
 Fifth Floor, Los Angeles, CA 90067  
 310-553-4330 Fax: 310-203-8727

## National Airplay Overview July 16, 1999

### CHR/POP

LW	TW	ARTIST	SON	Label
1	1	BACKSTREET BOYS	I Want It That Way (Jive)	
3	2	SMASH MOUTH	All Star (Interscope)	
4	3	JENNIFER LOPEZ	If You Had My Love (Work/ERG)	
2	4	RICKY MARTIN	Livin' La Vida Loca (C2/Columbia)	
5	5	WILL SMITH	Wild Wild West (Columbia)	
6	6	BRITNEY SPEARS	Sometimes (Jive)	
8	7	MADONNA	Beautiful Stranger (Maverick/WB)	
12	8	CHRISTINA AGUILERA	Genie In A Bottle (RCA)	
9	9	BLESSID UNION OF SOULS	Hey... (She Likes Me...) (Push/V2)	
7	10	TLC	No Scrubs (LaFace/Arista)	
13	11	SARAH MCLACHLAN	I Will Remember You (Arista)	
10	12	SHANIA TWAIN	That Don't Impress Me... (Mercury/IDJMG)	
11	13	SIXPENCE NONE THE RICHER	Kiss Me (Squint/Columbia)	
16	14	TAL BACHMAN	She's So High (Columbia)	
15	15	FASTBALL	Out Of My Head (Hollywood)	
17	16	CITIZEN KING	Better Days (And The Bottom...) (Warner Bros.)	
22	17	SUGAR RAY	Someday (Lava/Atlantic)	
14	18	EVERLAST	What It's Like (Tommy Boy)	
21	19	EDWIN MCCAIN	I Could Not Ask For More (Lava/Atlantic)	
26	20	PEARL JAM	Last Kiss (Epic)	
24	21	TLC	Unpretty (LaFace/Arista)	
23	22	K-CI & JOJO	Tell Me It's Real (MCA)	
18	23	BRANDY	Almost Doesn't Count (Atlantic)	
25	24	GOO GOO DOLLS	Black Balloon (Warner Bros.)	
20	25	98 DEGREES	The Hardest Thing (Universal)	
28	26	ENRIQUE IGLESIAS	Bailamos (Overbrook/Interscope)	
27	27	WHITNEY HOUSTON	It's Not Right But It's Okay (Arista)	
31	28	VITAMIN C /LADY SAW	Smile (Elektra/EEG)	
29	29	LIT	My Own Worst Enemy (RCA)	
30	30	LFO	Summer Girls (Arista)	

#### #1 MOST ADDED

98 DEGREES I Do (Cherish You) (Universal)

#### #1 MOST INCREASED PLAYS

ENRIQUE IGLESIAS Bailamos (Overbrook/Interscope)

CHR begins on Page 46.

### CHR/RHYTHMIC

LW	TW	ARTIST	SON	Label
1	1	702	Where My Girls At? (Motown)	
2	2	112	Anywhere (Bad Boy/Arista)	
3	3	JENNIFER LOPEZ	If You Had My Love (Work/ERG)	
4	4	BLAQUE	808 (Track Masters/Columbia)	
5	5	WILL SMITH	Wild Wild West (Columbia)	
8	6	DESTINY'S CHILD	Bills, Bills, Bills (Columbia)	
6	7	K-CI & JOJO	Tell Me It's Real (MCA)	
9	8	BACKSTREET BOYS	I Want It That Way (Jive)	
7	9	TLC	No Scrubs (LaFace/Arista)	
10	10	RICKY MARTIN	Livin' La Vida Loca (C2/Columbia)	
12	11	CHRISTINA AGUILERA	Genie In A Bottle (RCA)	
11	12	TLC	Unpretty (LaFace/Arista)	
16	13	ENRIQUE IGLESIAS	Bailamos (Overbrook/Interscope)	
14	14	JA RULE	Holla Holla (Murder Inc./Def Jam/IDJMG)	
13	15	NAUGHTY BY NATURE /ZHANE	Jamboree (Arista)	
17	16	BRITNEY SPEARS	Sometimes (Jive)	
19	17	T.W.D.Y.	Player's Holiday (Thump)	
15	18	BRANDY	Almost Doesn't Count (Atlantic)	
23	19	RUFF RYDERS /EVE & NOKIO	What... (Ruff Ryders/Interscope)	
18	20	TYRESE	Sweet Lady (RCA)	
27	21	GINUWINE	So Anxious (550 Music/ERG)	
22	22	JUVENILE	Back That Thang Up (Cash Money/Universal)	
24	23	LAURYN HILL	Everything Is Everything (Ruffhouse/Columbia)	
29	24	LIL' TROY	Wanna Be A Baller (Short Stop/Republic/Universal)	
20	25	WHITNEY HOUSTON	It's Not Right But It's Okay (Arista)	
21	26	MAXWELL	Fortunate (Rock Land/Interscope/Columbia)	
25	27	TRICK DADDY	Nann Brother (Slip N' Slide/Warlock)	
30	28	CHANTÉ MOORE	Chanté's Got A Man (Silas/MCA)	
26	29	TYRESE	Lately (RCA)	
28	30	CASE	Happily Ever After (Def Jam/IDJMG)	

#### #1 MOST ADDED

MARY J. BLIGE All That I Can Say (MCA)

#### #1 MOST INCREASED PLAYS

DESTINY'S CHILD Bills, Bills, Bills (Columbia)

CHR begins on Page 46.

### URBAN

LW	TW	ARTIST	SON	Label
1	1	DESTINY'S CHILD	Bills, Bills, Bills (Columbia)	
3	2	TYRESE	Lately (RCA)	
10	3	GINUWINE	So Anxious (550 Music/ERG)	
2	4	702	Where My Girls At? (Motown)	
5	5	K-CI & JOJO	Tell Me It's Real (MCA)	
6	6	LAURYN HILL	Everything Is Everything (Ruffhouse/Columbia)	
4	7	WILL SMITH	Wild Wild West (Columbia)	
11	8	CHANTÉ MOORE	Chanté's Got A Man (Silas/MCA)	
8	9	CASE	Happily Ever After (Def Jam/IDJMG)	
14	10	TRACIE SPENCER	It's All About You Not... (Capitol)	
15	11	FAITH EVANS	Never Gonna Let You Go (Bad Boy/Arista)	
9	12	BLAQUE	808 (Track Masters/Columbia)	
7	13	R. KELLY	Did You Ever Think (Jive)	
12	14	MAXWELL	Fortunate (Rock Land/Interscope/Columbia)	
18	15	JUVENILE	Back That Thang Up (Cash Money/Universal)	
21	16	ERIC BENÉT	Spend My Life With You (Warner Bros.)	
20	17	SILK	Meeting In My Bedroom (Elektra/EEG)	
19	18	JA RULE	Holla Holla (Murder Inc./Def Jam/IDJMG)	
26	19	MISSY "MISDEMEANOR" ELLIOTT	All N... (EastWest/EEG)	
16	20	TLC	I'm Good At Being Bad (LaFace/Arista)	
23	21	RUFF RYDERS /EVE & NOKIO	What... (Ruff Ryders/Interscope)	
13	22	BRANDY	Almost Doesn't Count (Atlantic)	
24	23	NAUGHTY BY NATURE /ZHANE	Jamboree (Arista)	
29	24	JAY-Z	Jigga My ***** (Ruff Ryders/Interscope)	
30	25	MONICA	Street Symphony (Arista)	
25	26	CHANTAY SAVAGE	Come Around (RCA)	
33	27	DAVE HOLLISTER	Baby Mama Drama (Def Squad/DreamWorks)	
17	28	WHITNEY HOUSTON	It's Not Right But It's Okay (Arista)	
32	29	LIL' TROY	Wanna Be A Baller (Short Stop/Republic/Universal)	
31	30	PROFYLE /JUVENILE	I Ain't The One (Motown)	

#### #1 MOST ADDED

MARY J. BLIGE All That I Can Say (MCA)

#### #1 MOST INCREASED PLAYS

MARY J. BLIGE All That I Can Say (MCA)

URBAN begins on Page 61.

### AC

LW	TW	ARTIST	SON	Label
1	1	PHIL COLLINS	You'll Be In My Heart (Hollywood)	
2	2	BACKSTREET BOYS	I Want It That Way (Jive)	
3	3	SIXPENCE NONE THE RICHER	Kiss Me (Squint/Columbia)	
4	4	SARAH MCLACHLAN	I Will Remember You (Arista)	
6	5	98 DEGREES	The Hardest Thing (Universal)	
5	6	'N SYNC	(God...) A Little More Time... (RCA)	
7	7	FAITH HILL	Let Me Let Go (Warner Bros.)	
8	8	SARAH MCLACHLAN	Angel (Warner Sunset/Reprise)	
9	9	CHER	Believe (Warner Bros.)	
10	10	SHANIA TWAIN	From This Moment On (Mercury/IDJMG)	
12	11	ELTON JOHN & SCOTT A	A Step Too Far (Rocket/IDJMG)	
13	12	BRICKMAN /HILL & PORTER	Destiny (Windham Hill)	
11	13	SHANIA TWAIN	That Don't Impress... (Mercury/IDJMG)	
14	14	MONICA	Angel Of Mine (Arista)	
15	15	EDWIN MCCAIN	I Could Not Ask For More (Lava/Atlantic)	
18	16	BRITNEY SPEARS	Sometimes (Jive)	
16	17	VONDA SHEPARD w/EMILY SALIERS	Baby, Don't... (Jacket)	
17	18	RICKY MARTIN	Livin' La Vida Loca (C2/Columbia)	
20	19	ALL-4-ONE	I Will Be Right Here (Blitz/Atlantic)	
19	20	ELTON JOHN & LEANN RIMES	Written... (Curb/Rocket/IDJMG)	
24	21	NATALIE COLE	Snowfall On The Sahara (Elektra/EEG)	
22	22	BOYZONE	No Matter What (Ravenous/Mercury/IDJMG)	
21	23	QUINCY JONES /GARRETT...	I'm Yours (Qwest/WB)	
23	24	SOPHIE B. HAWKINS	Lose Your Way (Columbia)	
27	25	MADONNA	Beautiful Stranger (Maverick/WB)	
26	26	SKY	Love Song (Arista)	
25	27	JOHN MELLENCAMP	I'm Not Running Anymore (Columbia)	
29	28	SUGAR RAY	Every Morning (Lava/Atlantic)	
30	29	CHER	Strong Enough (Warner Bros.)	
—	30	JIMMY BUFFETT	Pacing The Cage (Margaritaville/IDJMG)	

#### #1 MOST ADDED

SHANIA TWAIN You've Got A Way (Mercury)

#### #1 MOST INCREASED PLAYS

BACKSTREET BOYS I Want It That Way (Jive)

AC begins on Page 87.

### HOT AC

LW	TW	ARTIST	SON	Label
1	1	RICKY MARTIN	Livin' La Vida Loca (C2/Columbia)	
3	2	SMASH MOUTH	All Star (Interscope)	
4	3	SARAH MCLACHLAN	I Will Remember You (Arista)	
2	4	SIXPENCE NONE THE RICHER	Kiss Me (Squint/Columbia)	
5	5	GOO GOO DOLLS	Slide (Warner Bros.)	
6	6	SUGAR RAY	Every Morning (Lava/Atlantic)	
9	7	TAL BACHMAN	She's So High (Columbia)	
7	8	SHANIA TWAIN	That Don't Impress Me... (Mercury/IDJMG)	
10	9	EDWIN MCCAIN	I Could Not Ask For More (Lava/Atlantic)	
11	10	MADONNA	Beautiful Stranger (Maverick/WB)	
8	11	MATCHBOX 20	Back 2 Good (Lava/Atlantic)	
12	12	FASTBALL	Out Of My Head (Hollywood)	
13	13	EVERLAST	What It's Like (Tommy Boy)	
14	14	CITIZEN KING	Better Days (And The Bottom...) (Warner Bros.)	
16	15	BACKSTREET BOYS	I Want It That Way (Jive)	
17	16	BARENAKED LADIES	Call And Answer (Reprise)	
15	17	EAGLE-EYE CHERRY	Save Tonight (Work/ERG)	
18	18	BLESSID UNION OF SOULS	Hey... (She Likes Me...) (Push/V2)	
22	19	SUGAR RAY	Someday (Lava/Atlantic)	
21	20	GOO GOO DOLLS	Black Balloon (Warner Bros.)	
24	21	PEARL JAM	Last Kiss (Epic)	
20	22	NATALIE MERCHANT	Life Is Sweet (Elektra/EEG)	
26	23	PHIL COLLINS	You'll Be In My Heart (Hollywood)	
28	24	SANTANA /ROB THOMAS	Smooth (Arista)	
25	25	FATBOY SLIM	Praise You (Skint/Astralwerks/Caroline)	
27	26	JOHN MELLENCAMP	I'm Not Running Anymore (Columbia)	
29	27	SHERYL CROW	Sweet Child O' Mine (American/C2/Columbia)	
—	28	NEW RADICALS	Someday We'll Know (MCA)	
—	29	RED HOT CHILI PEPPERS	Scar Tissue (Warner Bros.)	
30	30	VONDA SHEPARD w/EMILY SALIERS	Baby, Don't... (Jacket)	

#### #1 MOST ADDED

CHRIS ISAAK Baby Did A Bad Bad Thing (Reprise)

#### #1 MOST INCREASED PLAYS

PEARL JAM Last Kiss (Epic)

AC begins on Page 87.

### ROCK

LW	TW	ARTIST	SON	Label
1	1	DEF LEPPARD	Promises (Mercury/IDJMG)	
4	2	RED HOT CHILI PEPPERS	Scar Tissue (Warner Bros.)	
3	3	LENNY KRAVITZ	American Woman (Maverick/Virgin)	
2	4	PEARL JAM	Last Kiss (Epic)	
5	5	BUCKCHERRY	Lit Up (DreamWorks)	
11	6	TONIC	You Wanted More (Universal)	
7	7	COLLECTIVE SOUL	No More, No Less (Atlantic)	
6	8	OLEANDER	Why I'm Here (Republic/Universal)	
10	9	BAD COMPANY	Hammer Of Love (Elektra/EEG)	
12	10	ALICE IN CHAINS	Get Born Again (Columbia)	
14	11	SAMMY HAGAR	Shag (MCA)	
8	12	COLLECTIVE SOUL	Heavy (Atlantic)	
9	13	TRAIN	Meet Virginia (Aware/Columbia)	
13	14	BLACK CROWES	Go Faster (American/Columbia)	
18	15	GREAT WHITE	Rollin' Stoned (Portrait/Columbia)	
15	16	CREED	One (Wind-up)	
16	17	LIT	My Own Worst Enemy (RCA)	
17	18	METALLICA	Whiskey In The Jar (Elektra/EEG)	
23	19	SCORPIONS	Mysterious (Koch)	
22	20	SANTANA /ROB THOMAS	Smooth (Arista)	
25	21	GOO GOO DOLLS	Black Balloon (Warner Bros.)	
31	22	MEGADETH	Crush 'Em (Trauma/Capitol)	
24	23	NEW AMERICAN SHAME	Under It All (Lava/Atlantic)	
19	24	SAMMY HAGAR	Mas Tequila (MCA)	
26	25	FEAR FACTORY	Cars (Roadrunner)	
20	26	JAKE ANDREWS	Time To Burn (Jericho)	
21	27	TOM PETTY & THE HEARTBREAKERS	Room... (Warner Bros.)	
27	28	SUSAN TEDESCHI	Rock... (Tone Cool/Rounder/Mercury/IDJMG)	
32	29	JONNY LANG	Second Guessing (A&M)	
29	30	METALLICA	Die, Die My Darling (Elektra/EEG)	

#### #1 MOST ADDED

TOM PETTY & THE HEARTBREAKERS Swingin' (Warner Bros.)

#### #1 MOST INCREASED PLAYS

GREAT WHITE Rollin' Stoned (Portrait/Columbia)

ROCK begins on Page 105.

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## National Airplay Overview July 16, 1999

### URBAN AC

LW	TW	ARTIST	SON	Label
1	1	MAXWELL	Fortunate	(Rock Land/Interscope/Columbia)
2	2	CHANTÉ MOORE	Chanté's Got A Man	(Silas/MCA)
3	3	BRANDY	Almost Doesn't Count	(Atlantic)
4	4	TEMPTATIONS	How Could He Hurt You	(Motown)
5	5	ERIC BENÉT	Spend My Life With You	(Warner Bros.)
8	6	TYRESE	Lately	(RCA)
9	7	JESSE POWELL	You	(Silas/MCA)
10	8	CASE	Happily Ever After	(Def Jam/IDJMG)
12	9	OLU	Baby Can't Leave It Alone	(Gee Street/V2)
7	10	WHITNEY HOUSTON	It's Not Right But It's Okay	(Arista)
13	11	NATALIE COLE	Say You Love Me	(Elektra/EEG)
6	12	PEABO BRYSON	Did You Ever...	(Private Music/Windham Hill)
11	13	SHANICE	Yesterday	(LaFace/Arista)
19	14	K-CI & JOJO	Life	(MCA)
16	15	WILL DOWNING	You Sure Love To Ball	(Motown)
20	16	FAITH EVANS	Never Gonna Let You Go	(Bad Boy/Arista)
15	17	KIRK WHALUM	All I Do	(Warner Bros.)
17	18	JOE SAMPLE /LALAH HATHAWAY	When Your...	(PRA/GRP)
14	19	GLENN JONES	Baby Come Home	(SAR/WB)
22	20	GRENIQUE	Should I?	(Motown)
18	21	KELLY PRICE	It's Gonna Rain	(Rock Land/Interscope)
21	22	K-CI & JOJO	Life	(Rock Land/Interscope)
26	23	DEBORAH COX	We Can't Be Friends	(Arista)
23	24	TEVIN CAMPBELL	For Your Love	(Qwest/WB)
24	25	LES NUBIANS	Tabou	(OmTown/Virgin)
25	26	PATTI AUSTIN	In And Out Of Love	(Concord Vista)
—	27	BARRY WHITE	Staying Power	(Private Music/Windham Hill)
30	28	LAURYN HILL	Everything Is Everything	(Ruffhouse/Columbia)
—	29	REEL TIGHT	Reasons	(G-Funk/Restless)
—	30	MARY J. BLIGE	All That I Can Say	(MCA)

**#1 MOST ADDED**

BARRY WHITE *Staying Power* (Private Music/Windham Hill)

**#1 MOST INCREASED PLAYS**

MARY J. BLIGE *All That I Can Say* (MCA)

URBAN begins on Page 61.

### COUNTRY

LW	TW	ARTIST	SON	Label
1	1	LONESTAR	Amazed	(BNA)
3	2	JO DEE MESSINA	Lesson In Leavin'	(Curb)
2	3	GEORGE STRAIT	Write This Down	(MCA)
5	4	ALABAMA	(God...) A Little More Time...	(RCA)
4	5	MARTINA MCBRIDE	Whatever You Say	(RCA)
6	6	JOE DIFFIE	A Night To Remember	(Epic)
9	7	SHEDAISY	Little Good-byes	(Lyric Street)
10	8	CHELY WRIGHT	Single White Female	(MCA)
8	9	REBA MCENTIRE	One Honest Heart	(MCA)
12	10	FAITH HILL	The Secret Of Life	(Warner Bros.)
14	11	KENNY CHESNEY	You Had Me From Hello	(BNA)
13	12	DWIGHT YOAKAM	Crazy Little Thing Called Love	(Reprise)
15	13	ALAN JACKSON	Little Man	(Arista)
16	14	BRAD PAISLEY	Who Needs Pictures	(Arista)
19	15	SHANIA TWAIN	You've Got A Way	(Mercury)
21	16	TRISHA YEARWOOD	I'll Still Love You More	(MCA)
18	17	SHANE MINOR	Slave To The Habit	(Mercury)
22	18	MARK CHESNUTT	This Heartache Never Sleeps	(MCA)
24	19	DIXIE CHICKS	Ready To Run	(Monument)
20	20	KENNY ROGERS	The Greatest	(Dreamcatcher)
23	21	MARY CHAPIN CARPENTER	Almost Home	(Columbia)
26	22	LEE ANN WOMACK	(Now You See Me) Now You Don't	(MCA)
25	23	VINCE GILL w/PATTY LOVELESS	My Kind Of...	(MCA/Epic)
27	24	DOUG STONE	Make Up In Love	(Atlantic)
31	25	MONTGOMERY GENTRY	Lonely And Gone	(Columbia)
29	26	GEORGE JONES	Choices	(Asylum/EEG)
34	27	MARK WILLS	She's In Love	(Mercury)
32	28	CHAD BROCK	Lightning Does The Work	(Warner Bros.)
33	29	WARREN BROTHERS	She Wants To Rock	(BNA)
36	30	AARON TIPPIN	Her	(Lyric Street)

**#1 MOST ADDED**

ANDY GRIGGS *I'll Go Crazy* (RCA)

**#1 MOST INCREASED PLAYS**

DIXIE CHICKS *Ready To Run* (Monument)

COUNTRY begins on Page 75.

### NAC/SMOOTH JAZZ

LW	TW	ARTIST	SON	Label
1	1	DAVID BENOIT	ReJoyce	(GRP)
4	2	TOM SCOTT & THE L.A. EXPRESS	Smokin'...	(Windham Hill Jazz)
2	3	ROGER SMITH	Off The Hook	(Miramar)
3	4	JANGO	With Your Love	(Samson)
5	5	RIPPINGTONS	Summer Lovers	(Peak/Windham Hill Jazz)
8	6	NATALIE COLE	Snowfall On The Sahara	(Elektra/EEG)
7	7	JOE SAMPLE /LALAH HATHAWAY	Fever	(PRA/GRP)
9	8	WARREN HILL	Take Me Away	(Discovery)
14	9	SPYRO GYRA	Silk And Satin	(Windham Hill Jazz)
13	10	NELSON RANGELL	The Way To You	(Shanachie)
11	11	KIRK WHALUM	My All	(Warner Bros.)
6	12	PETER WHITE	Autumn Day	(Columbia)
15	13	WALTER BEASLEY	If You Knew	(Shanachie)
16	14	JEFF GOLUB	Velvet Touch	(Bluemoon/Atlantic)
20	15	STEVE COLE	Say It Again	(Bluemoon/Atlantic)
17	16	CHRIS BOTTI	Drive Time	(GRP)
22	17	RICHARD ELLIOT	Chill Factor	(Blue Note)
12	18	ERIC MARIENTHAL	Mercy, Mercy, Mercy	(I.E./Verve)
24	19	NORMAN BROWN	Out Of Nowhere	(Warner Bros.)
27	20	KENNY G w/LOUIS ARMSTRONG	What A Wonderful...	(Arista)
10	21	3RD FORCE /TAYLOR & HUGHES	Revelation...	(Higher Octave)
18	22	JAZZMASTERS	Lost In Space	(Hardcastle/Trippin 'N' Rhythm)
19	23	ERIC ESSIX	For Real	(Zebra)
23	24	SOUL BALLET	Her Joyride	(Countdown/Unity)
21	25	NITE FLYTE	Open Your Heart	(Instinct)
25	26	LUTHER VANDROSS	I'm Only Human	(LV/Virgin)
28	27	QUINCY JONES	Sax In The Garden	(Qwest/WB)
—	28	DON TO THE BONE	Long Way From Brooklyn	(Internal Bass)
30	29	BONA FIDE	High Street	(N-Coded)
29	30	BOBBY CALDWELL /MARILYN SCOTT	Show Me...	(Sin-Drome)

**#1 MOST ADDED**

DWIGHT SILLS *Dock Of The Bay* (Citylights)

**#1 MOST INCREASED PLAYS**

KENNY G w/LOUIS ARMSTRONG *What A Wonderful World* (Arista)

NAC begins on Page 99.

### ACTIVE ROCK

LW	TW	ARTIST	SON	Label
1	1	RED HOT CHILI PEPPERS	Scar Tissue	(Warner Bros.)
2	2	ALICE IN CHAINS	Get Born Again	(Columbia)
4	3	LENNY KRAVITZ	American Woman	(Maverick/Virgin)
3	4	BUCKCHERRY	Lit Up	(DreamWorks)
5	5	KID ROCK	Bawitdaba	(Top Dog/Lava/Atlantic)
8	6	DEF LEPPARD	Promises	(Mercury/IDJMG)
10	7	LIMP BIZKIT	Nookie	(Flip/Interscope)
7	8	PEARL JAM	Last Kiss	(Epic)
6	9	OLEANDER	Why I'm Here	(Republic/Universal)
9	10	LIT	My Own Worst Enemy	(RCA)
12	11	GODSMACK	Keep Away	(Republic/Universal)
18	12	MEGADETH	Crush 'Em	(Trauma/Capitol)
13	13	GODSMACK	Whatever	(Republic/Universal)
16	14	OFFSPRING	The Kids Aren't Alright	(Columbia)
14	15	KORN	Freak On A Leash	(Immortal/Epic)
17	16	BLINK 182	What's My Age Again?	(MCA)
11	17	ROB ZOMBIE	Living Dead Girl	(Geffen)
15	18	FEAR FACTORY	Cars	(Roadrunner)
20	19	TONIC	You Wanted More	(Universal)
19	20	CREED	One	(Wind-up)
22	21	POWERMAN 5000	When Worlds Collide	(DreamWorks)
21	22	METALLICA	Die, Die My Darling	(Elektra/EEG)
24	23	SIMON SAYS	Slider	(Hollywood)
23	24	COLLECTIVE SOUL	No More, No Less	(Atlantic)
25	25	STATIC-X	Bled For Days	(Warner Bros.)
33	26	SILVERCHAIR	Ana's Song	(Open Fire) (Epic)
26	27	SAMMY HAGAR	Shag	(MCA)
35	28	GREAT WHITE	Rollin' Stoned	(Portrait/Columbia)
32	29	ORGY	Stitches	(Elementree/Reprise)
34	30	DRAIN S.T.H.	Enter My Mind	(Enclave/Mercury/IDJMG)

**#1 MOST ADDED**

FILTER *Welcome To The Fold* (Reprise)

**#1 MOST INCREASED PLAYS**

FILTER *Welcome To The Fold* (Reprise)

ROCK begins on Page 105.

### ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	RED HOT CHILI PEPPERS	Scar Tissue	(Warner Bros.)
2	2	SMASH MOUTH	All Star	(Interscope)
3	3	BLINK 182	What's My Age Again?	(MCA)
4	4	LIT	My Own Worst Enemy	(RCA)
5	5	PEARL JAM	Last Kiss	(Epic)
6	6	LIMP BIZKIT	Nookie	(Flip/Interscope)
7	7	LO FIDELITY ALLSTARS	Battle Flag	(Skint/Sub Pop/Columbia)
8	8	LENNY KRAVITZ	American Woman	(Maverick/Virgin)
11	9	SUGAR RAY	Someday	(Lava/Atlantic)
10	10	OFFSPRING	The Kids Aren't Alright	(Columbia)
12	11	KID ROCK	Bawitdaba	(Top Dog/Lava/Atlantic)
9	12	KORN	Freak On A Leash	(Immortal/Epic)
14	13	GOO GOO DOLLS	Black Balloon	(Warner Bros.)
18	14	LEN	Steal My Sunshine	(Work/ERG)
13	15	CITIZEN KING	Better Days (And The Bottom...)	(Warner Bros.)
21	16	SILVERCHAIR	Ana's Song	(Open Fire) (Epic)
17	17	OLEANDER	Why I'm Here	(Republic/Universal)
16	18	ALICE IN CHAINS	Get Born Again	(Columbia)
22	19	TONIC	You Wanted More	(Universal)
15	20	CREED	One	(Wind-up)
24	21	VERVE PIPE	Hero	(RCA)
19	22	GODSMACK	Whatever	(Republic/Universal)
25	23	ORGY	Stitches	(Elementree/Reprise)
29	24	VERTICAL HORIZON	We Are	(RCA)
23	25	EVERLAST	Ends	(Tommy Boy)
30	26	TRAIN	Meet Virginia	(Aware/Columbia)
26	27	GARBAGE	When I Grow Up	(C2/Almo Sounds/Interscope)
28	28	LUSCIOUS JACKSON	Ladyfingers	(Grand Royal/Capitol)
34	29	POWERMAN 5000	When Worlds Collide	(DreamWorks)
33	30	CAKE	Let Me Go	(Capricorn)

**#1 MOST ADDED**

FILTER *Welcome To The Fold* (Reprise)

**#1 MOST INCREASED PLAYS**

FILTER *Welcome To The Fold* (Reprise)

ALTERNATIVE begins on Page 115.

### ADULT ALTERNATIVE

LW	TW	ARTIST	SON	Label
1	1	SANTANA /ROB THOMAS	Smooth	(Arista)
4	2	PRETENDERS	Human	(Warner Bros.)
2	3	RED HOT CHILI PEPPERS	Scar Tissue	(Warner Bros.)
3	4	VAN MORRISON	Back On Top	(Point Blank/Virgin)
5	5	OLD 97'S	Murder (Or A Heart Attack)	(Elektra/EEG)
9	6	COLLECTIVE SOUL	No More, No Less	(Atlantic)
8	7	LYLE LOVETT	You Can't Resist It	(Curb/MCA)
10	8	PATTY GRIFFIN	Blue Sky	(A&M)
6	9	NEW RADICALS	Someday We'll Know	(MCA)
15	10	SUGAR RAY	Someday	(Lava/Atlantic)
16	11	ZIGGY MARLEY & THE MELODY...	Beautiful Day	(Elektra/EEG)
13	12	SINEAD LOHAN	Whatever It Takes	(Grapevine/Interscope)
14	13	SMASH MOUTH	All Star	(Interscope)
7	14	ROBERT CRAY	24-7 Man	(Rykodisc)
11	15	TOM PETTY & THE HEARTBREAKERS	Room...	(Warner Bros.)
22	16	CHRIS ISAAK	Baby Did A Bad Bad Thing	(Reprise)
12	17	PEARL JAM	Last Kiss	(Epic)
17	18	PUSH STARS	Any Little Town	(Capitol)
23	19	GOO GOO DOLLS	Black Balloon	(Warner Bros.)
20	20	SARAH MCLACHLAN	Possession	(Arista)
21	21	XTC	Greenman	(Idea/TVT)
25	22	TAL BACHMAN	She's So High	(Columbia)
19	23	SHERYL CROW	Sweet Child O' Mine	(American/C2/Columbia)
—	24	COWBOY JUNKIES	Ooh Las Vegas	(Almo Sounds)
27	25	WIDESPREAD PANIC	Dyin' Man	(Capricorn)
18	26	SHERYL CROW	Anything But Down	(A&M)
—	27	LOS LOBOS	This Time	(Hollywood)
24	28	FASTBALL	Out Of My Head	(Hollywood)
28	29	JEREMY TOBACK	You Make Me Feel	(RCA)
—	30	JUMP, LITTLE CHILDREN	Cathedrals	(Breaking/Atlantic)

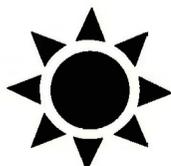
**#1 MOST ADDED**

SIXPENCE NONE THE RICHER *There She Goes* (Squint/Elektra/EEG)

**#1 MOST INCREASED PLAYS**

CHRIS ISAAK *Baby Did A Bad Bad Thing* (Reprise)

ADULT ALTERNATIVE begins on Page 123.



# UNCLE HO

## "BUBBLEHEAD"

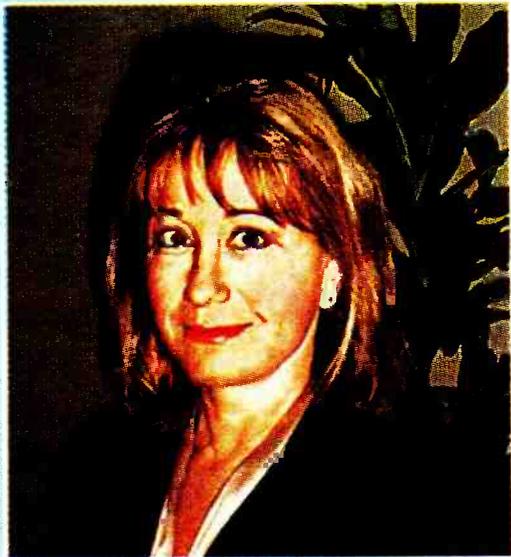
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# Publisher's Profile

By Erica Farber



## MARLA PIRNER

Exec. VP/Director Research Division, Interep

**How she would change radio:** "I'm trying to look at this from so many different angles. Actually there are three: the financial business structure, the product/programming and the sales effort. For programming, I would talk to my listeners at least three times a year — and not just by doing quantitative research, but also through focus groups, with the understanding that it isn't going to give me any quantitative data, but it's going to keep me in touch and give me ideas to freshen my product."

"From a sales perspective, we would switch our emphasis in selling from 70%-80% ratings importance and 20%-30% qualitative. I'd switch that around to 80% qualitative and 20% ratings and start with 'Who is the customer? Who is the advertiser looking for?' Advertisers do an incredible amount of research and truly understand who their customer is. By the time that definition of a customer works its way through the process, it gets handed off from marketing executives to advertising people to the advertising agency to the account supervisor, the account managers and the account executives. All of these people are usually still very much in touch with the original definition of the customer. Unfortunately, often by the time it gets handed off to the media department, the customer target definition gets translated into the traditional parameters focusing on the sex and age of the people listening (or viewing). We, as an industry, would be very well-served to start teaching our sellers to understand what advertisers are shooting for and to understand what goes on on the marketing end."

**Advice for stations with limited resources:** "It's kind of the old 'You can't afford not to' with the caveat 'Spend it wisely.' That's very easy to say, but to get a little more specific, the single most important thing in research is to clearly identify your objective and make sure it's something you can act on, something that can be productive. I'm in no way suggesting you go out and find out every single thing you can about your listeners or your advertisers, but you should identify areas that are going to help you make sales. I'm talking about teaching the sellers to start thinking from the perspective of the advertiser. It could be a matter of going to a couple of your favorite and best-known agency people and asking them to hook you up with a marketing person at a couple of their clients. Invite those people in for lunch."

"Give the sellers exposure to the thought process, the needs and the state of mind of the advertiser and the person on the advertiser's end who is starting the whole process that ends up as an avail request. That kind of training or research doesn't have to be expensive. As far as shifting the 20/80 from an emphasis on numbers, one place to start is Arbitron. They now have about five qualitative questions in every diary. That is easily accessible, and it only takes an extra five to 10 minutes to prepare an avail the way the agency is asking for it. You are then presenting qualitative closest to the customers they're looking for. Another reasonable thing would be to call the RAB or its rep for national information by format. We do a lot of work profiling audiences to formats that is free to our client stations."

**Biggest changes facing research:** "I have to divide it into two areas: traditional media and new media. In traditional media, the increasing emphasis will be on qualitative information. For years we've all recognized this is how print sells itself, and we ought to be doing it. I give radio stations and reps a lot of credit for a huge effort to use qualitative and to incorporate that as part of the buying and selling process. A nice next step is going to be the personal people meter. The reason I'm not saying it's going to revolutionize the business is that it's going to be too expensive to become our universal tool of measurement. However, I think it will benefit radio dramatically in that it will pick up what is now lost listening."

**R**esearch plays a critical role in the success and failure of almost all aspects of the business today. When an advertiser is looking for detailed information or a manager wants to know more about his or her listeners, research requests many times get funneled off to individuals sitting in back rooms, poring over numbers and crunching useful results.

As the role of the researcher has come more to the forefront, the communication skills of these individuals have also become more important. Marla Pirner is Exec. VP/Director Research Division for Interep, the nation's largest sales and marketing company for radio advertising. Her team works with all of Interep's rep companies and with its new-business division, which generates new revenue for radio.

Over the course of her career Pirner has worked in marketing and research in nearly every aspect of our business — for advertisers, for advertising agencies and for radio stations. She is an individual who has definitely helped increase radio's understanding of the importance of research and how to get results.

**Research as a career path:** "I graduated from college with a degree in economics and went to work for an urban consulting development firm. I was given a project that just thrilled me to death, a project on the redevelopment of the city of Manhattan Beach. I got to do everything and spent seven months on it. I reported the results, and nothing ever happened. I then headed for the consumer-product market. My goal at that point was to do something where at least you felt like you were contributing to the end result. That's how I got into research."

**The definition of radio research:** "When we say research, the industry usually thinks we mean ratings. In the broader sense, they'll include qualitative information about listeners. It's unfortunate that we're limiting ourselves that way. Research should encompass anything that helps our business move forward. That isn't limited to how many people are listening to the radio station, but also research about the changing lifestyles, the changing business environment and the impact on consumer behavior we're experiencing that's going to impact how people live and how they need to use services."

**What advertisers are looking for:** "They're looking for a way to demonstrate what many of them already believe, that radio does get results. Most of the advertisers I talk to believe in the value of radio, but often their frustration is that we haven't, as an industry, presented the research to demonstrate results. By results I don't mean how many impressions they're getting, but rather we would be well-served to develop a means to measure the success of their campaigns, the impact we're actually having."

"In new media, the Internet. That's an entirely new world, because the concepts are the same as in traditional research, but the measurement tools are totally different. It's redefining how we are going to be measuring media, because it's picking up three things: real time, a real and actual count of what's happening (or at least the technology exists to do that) and measurable results. With so many sites now having e-commerce, they're going to be able to immediately measure sales as a direct result of that medium. The implication of that for us in radio is that we're the best vehicle to drive people there."

**Something about Interep's research department that might surprise our readers:** "We have put a tremendous emphasis on not just adapting to, but trying to stay ahead of the curve of our rapidly changing environment by moving the research role from one of number-crunching to one of strategic problem-solving. There's still a perception at the rep level that researchers just crunch numbers, more and faster, whereas in reality the changed needs of our national sellers dictated that we put more and more of the number-crunching tools directly in the hands of the sellers so that they can respond with the necessary speed and specificity that the agency needs, leaving researchers free to focus on strategic problem-solving."

"From a station's perspective, we look at the environment they're in and help to identify obstacles they have to overcome. We are involved in five different training programs, both internally and externally. We see that as a huge part of our role. Increasingly, we're seeing our sellers — and, by implication, our stations — benefiting much more by our researchers spending time strategizing with the sellers and the stations."

**Career highlight:** "The variety I've been able to enjoy, so many different aspects of the business world, from the advertiser side to the agency side to the marketing research side to the radio side. And within that, being labeled a research person, having been so involved in the bigger marketing picture."

**Career disappointment:** "The limited number of hours in the day and years on this earth. There's so much I want to do, and the business today is offering us so many new opportunities for learning and growing. I want to be out there doing all of them."

**Most influential individual:** "My grandfather. He had some of the highest standards of any human being I've ever met. He was an entrepreneur before the word was even in common usage. He was born in 1895, and by the time I came along, I grew up in a household where the entrepreneurial attitude was all I knew."

**Favorite radio format:** "Oldies."

**Favorite television show:** "When I watch, I use CNN, a few minutes of *Good Morning America*, and when I have time to kick back, *Ally McBeal*."

**Favorite song:** "It's constantly changing."

**Favorite movie:** "I'm waiting for the movie of *Rent*."

**Favorite book:** "The one I'm into now is *Who Moved My Cheese?* It focuses on attitude."

**Favorite restaurant:** "Phil's Fish Market outside Monterey, CA."

**Beverage of choice:** "Totally natural there: water."

**Hobbies:** "Walking on the beach, hiking, kayaking, horse riding, skiing. I spend a lot of time reading."

**Stock recommendation:** "I am just starting investing. I am such a neophyte."

**Communication medium of choice:** "As reliant as we all are on e-mail, I still prefer in-person communication, and when that's not possible, phone. It's a more human exchange and a richer, fuller experience when you get the subtleties of body language, expression, etc. E-mail's fine for the quick factual update. [Marla\\_pirner@interep.com](mailto:Marla_pirner@interep.com)."